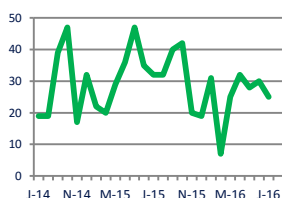


Focus On: Avalon and Stone Harbor Housing Market

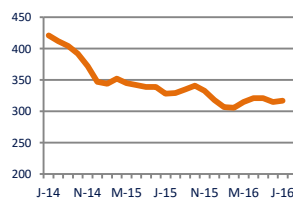
July 2016

Zip Code(s): 08202 and 08247

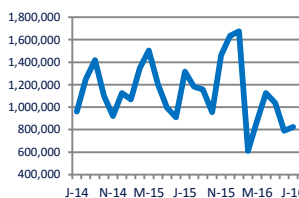
Units Sold
25



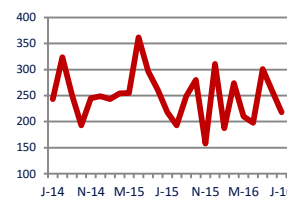
Active Inventory
317



Median Sale Price
\$825,000



Days On Market
218

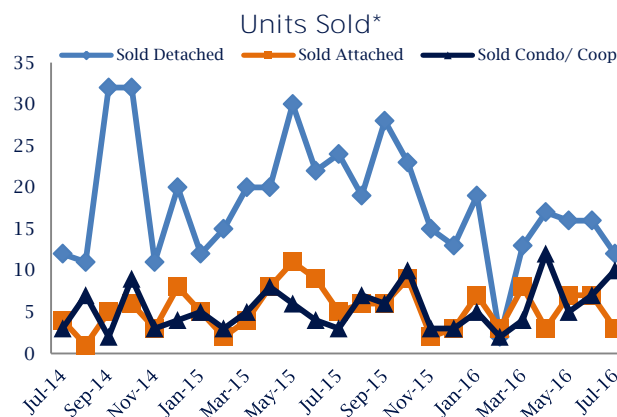


Down -22%
Vs. Year Ago

Down -3%
Vs. Year Ago

Down
Vs. Year Ago

No Change
Vs. Year Ago

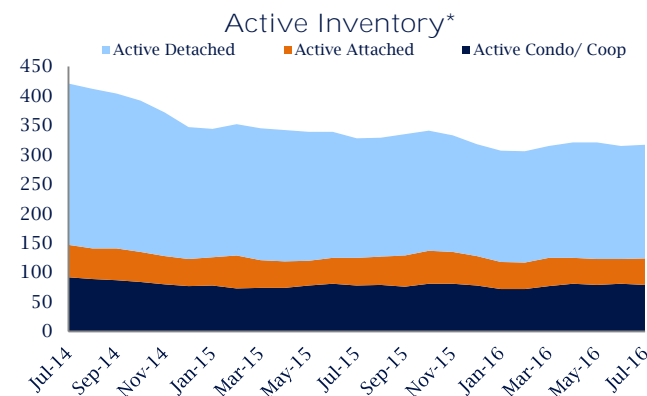


Units Sold

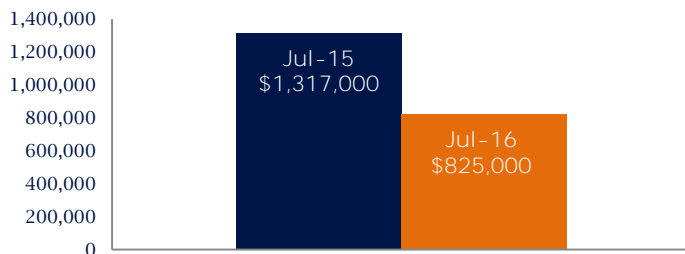
There was a decrease in total units sold in July, with 25 sold this month in Avalon and Stone Harbor versus 30 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 22% versus July 2015.

Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 3%. The total number of active inventory this July was 317 compared to 328 in July 2015. This month's total of 317 is higher than the previous month's total supply of available inventory of 315, an increase of 1%.



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last July, the median sale price for Avalon and Stone Harbor Homes was \$1,317,000. This July, the median sale price was \$825,000, a decrease of \$492,000 compared to last year. The current median sold price is higher than in June.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Avalon and Stone Harbor are defined as properties listed in zip code/s 08202 and 08247.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CMCAOR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CMCAOR or Long & Foster Real Estate, Inc.

Focus On: Avalon and Stone Harbor Housing Market

July 2016

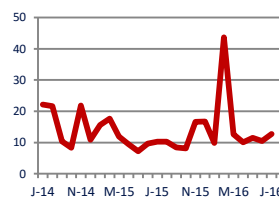
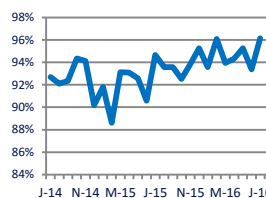
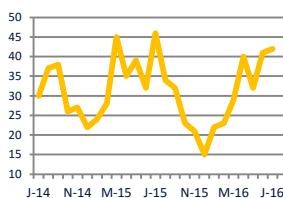
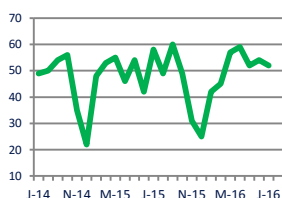
Zip Code(s): 08202 and 08247

New Listings
52

Current Contracts
42

Sold Vs. List Price
96.1%

Months of Supply
12.7



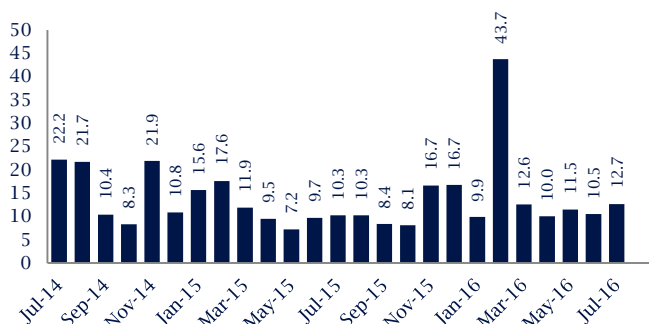
Down -10%
Vs. Year Ago

Down -9%
Vs. Year Ago

Up 1.6%
Vs. Year Ago

Up 24%
Vs. Year Ago

Months Of Supply



Months of Supply

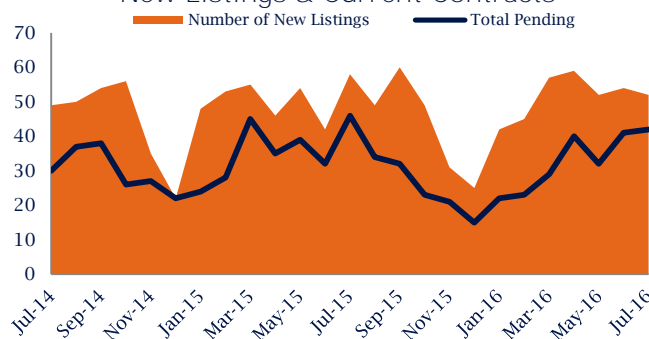
In July, there was 12.7 months of supply available in Avalon and Stone Harbor, compared to 10.3 in July 2015. That is an increase of 24% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Avalon and Stone Harbor compared to 58 in July 2015, a decrease of 10%. There were 42 current contracts pending sale this July compared to 46 a year ago. The number of current contracts is 9% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Avalon and Stone Harbor was 96.1% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 218, which is similar compared to a year ago.

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