

Focus On: Avalon and Stone Harbor Housing Market

June 2016

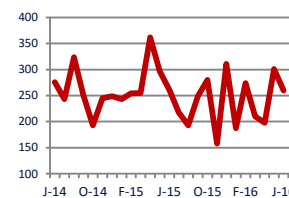
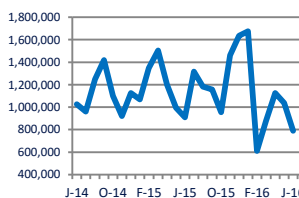
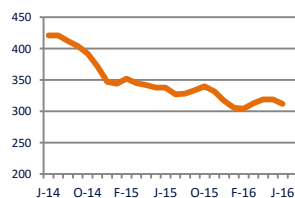
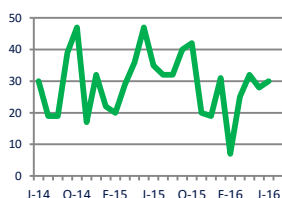
Zip Code(s): 08202 and 08247

Units Sold
30

Active Inventory
312

Median Sale Price
\$790,000

Days On Market
260

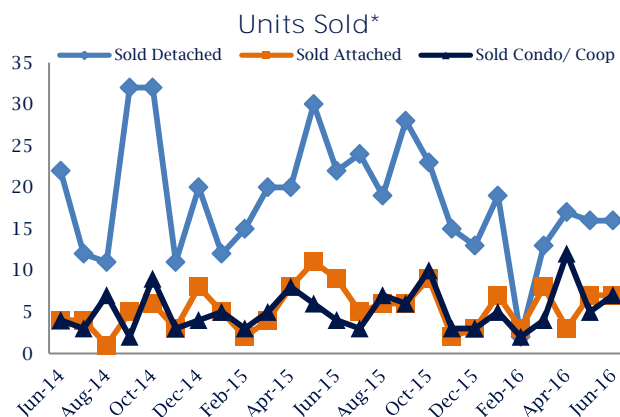


Down -14%
Vs. Year Ago

Down -8%
Vs. Year Ago

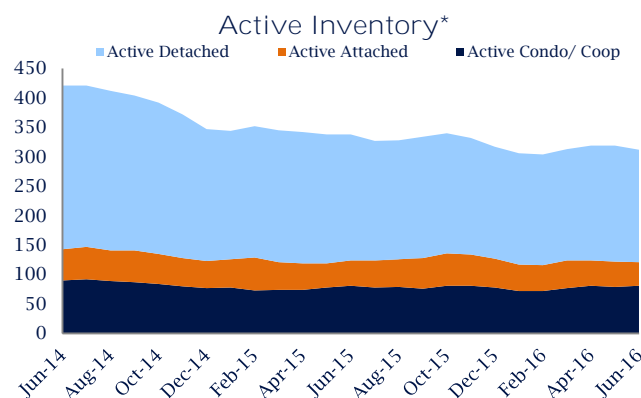
Down -13%
Vs. Year Ago

No Change
Vs. Year Ago



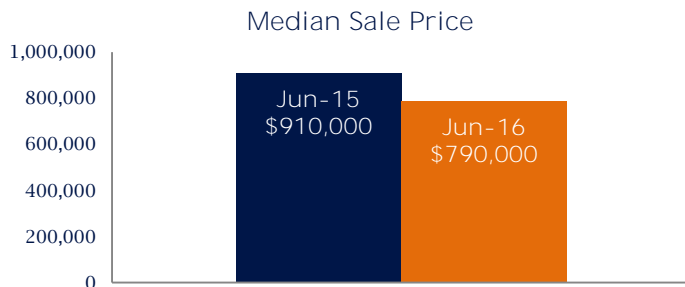
Units Sold

There was an increase in total units sold in June, with 30 sold this month in Avalon and Stone Harbor versus 28 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 14% versus June 2015.



Active Inventory

Versus last year, the total number of homes available this month is lower by 26 units or 8%. The total number of active inventory this June was 312 compared to 338 in June 2015. This month's total of 312 is lower than the previous month's total supply of available inventory of 319, a decrease of 2%.



Median Sale Price

Last June, the median sale price for Avalon and Stone Harbor Homes was \$910,000. This June, the median sale price was \$790,000, a decrease of 13% or \$120,000 compared to last year. The current median sold price is 24% lower than in May.

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.

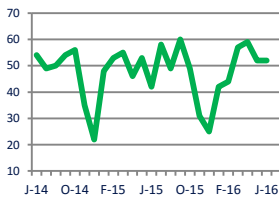
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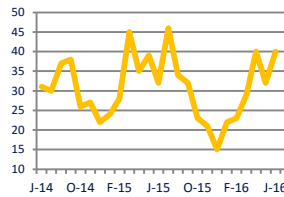
New Listings

52



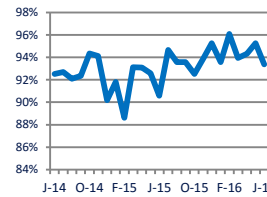
Current Contracts

40



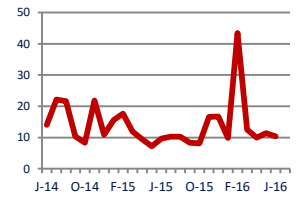
Sold Vs. List Price

93.4%



Months of Supply

10.4



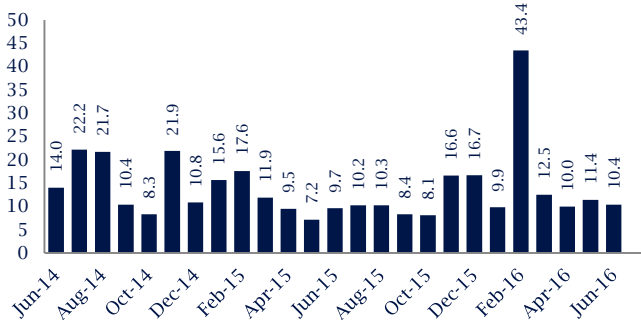
Up 24%
Vs. Year Ago

Up 25%
Vs. Year Ago

Up 3.1%
Vs. Year Ago

Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

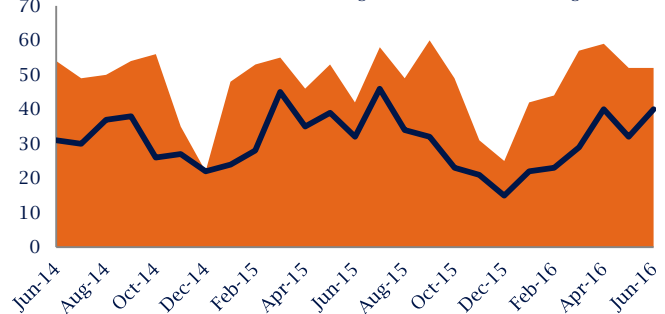
In June, there was 10.4 months of supply available in Avalon and Stone Harbor, compared to 9.7 in June 2015. That is an increase of 8% versus a year ago.

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 42 in June 2015, an increase of 24%. There were 40 current contracts pending sale this June compared to 32 a year ago. The number of current contracts is 25% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Avalon and Stone Harbor was 93.4% of the average list price, which is 2.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 260, which is similar compared to a year ago.

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