

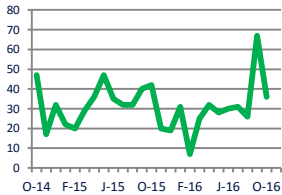
Focus On: Avalon and Stone Harbor Housing Market

October 2016

Zip Code(s): 08202 and 08247

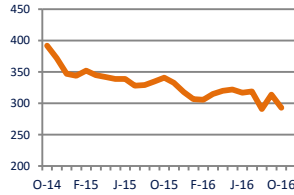
Units Sold

36



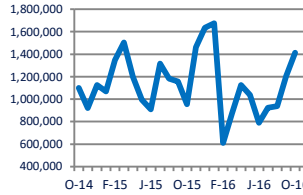
Active Inventory

293



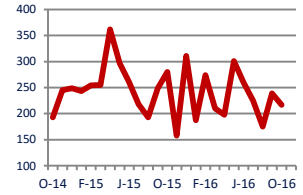
Median Sale Price

\$1,412,500



Days On Market

217



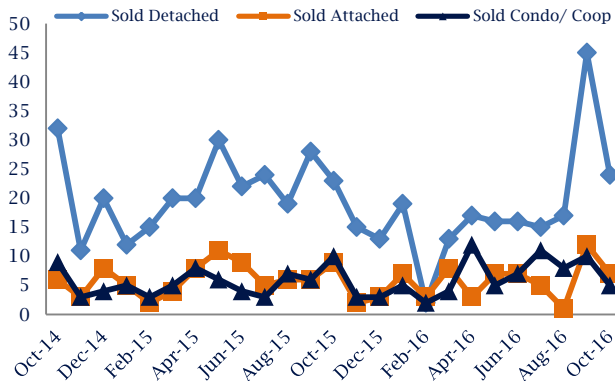
Down
Vs. Year Ago

Down -14%
Vs. Year Ago

Up
Vs. Year Ago

Down -22%
Vs. Year Ago

Units Sold*



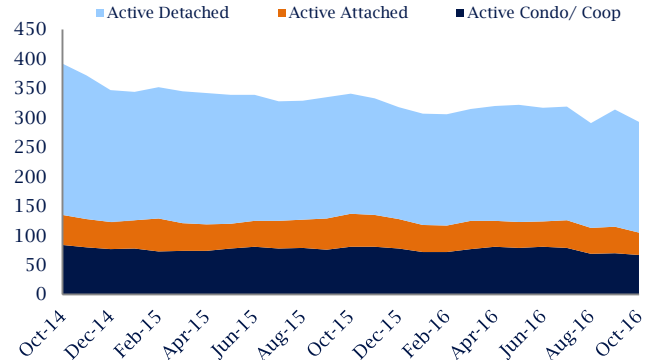
Units Sold

With relatively few transactions, there was a decrease in total units sold in October, with 36 sold this month in Avalon and Stone Harbor. This month's total units sold was lower than at this time last year, a decrease from October 2015.

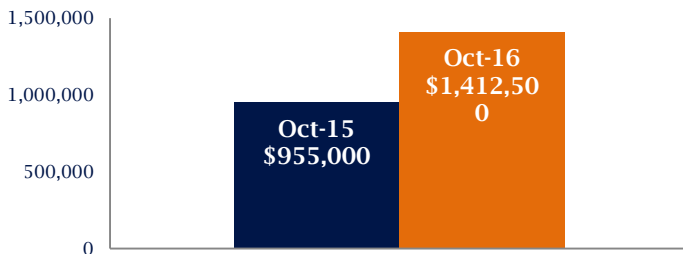
Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 14%. The total number of active inventory this October was 293 compared to 341 in October 2015. This month's total of 293 is lower than the previous month's total supply of available inventory of 314, a decrease of 7%.

Active Inventory*



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 October, the median sale price for Avalon and Stone Harbor Homes was \$955,000. This October, the median sale price was \$1,412,500, an increase of \$457,500 compared to last year. The current median sold price is higher than in September. 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.

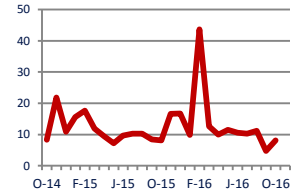
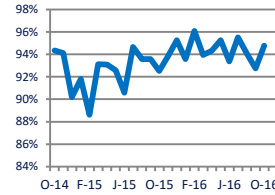
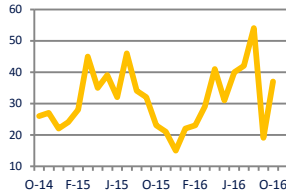
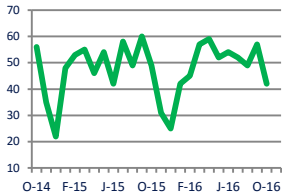
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Focus On: Avalon and Stone Harbor Housing Market

October 2016

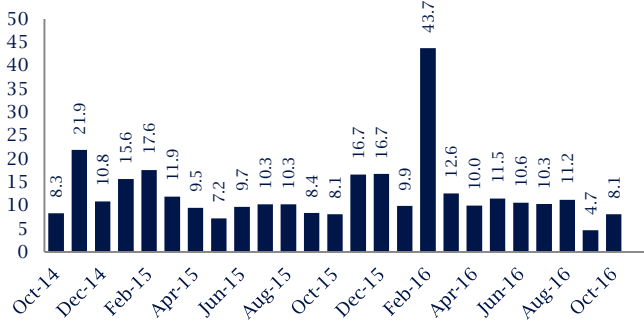
Zip Code(s): 08202 and 08247

New Listings 42	Current Contracts 37	Sold Vs. List Price 94.8%	Months of Supply 8.1
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Down -14% Vs. Year Ago	Up 61% Vs. Year Ago	Up 2.4% Vs. Year Ago	No Change Vs. Year Ago
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Months Of Supply



Months of Supply

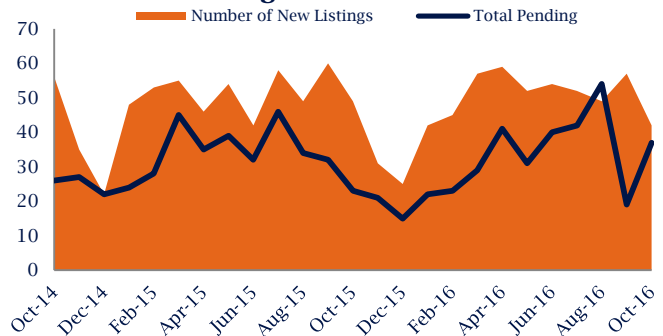
In October, there was 8.1 months of supply available in Avalon and Stone Harbor. The amount of supply is similar compared to a year ago.

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.

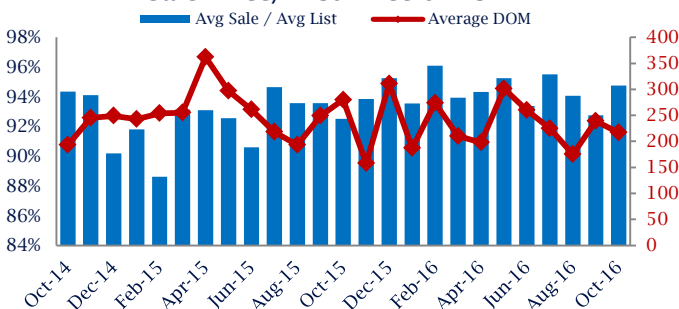
New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Avalon and Stone Harbor compared to 49 in October 2015, a decrease of 14%. There were 37 current contracts pending sale this October compared to 23 a year ago. The number of current contracts is 61% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Avalon and Stone Harbor was 94.8% of the average list price, which is 2.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 217, lower than the average last year, which was 280, a decrease of 23%.

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