



The Long & Foster Market Minute™

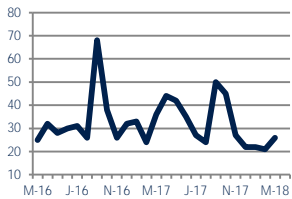
Focus On: Avalon and Stone Harbor Housing Market

March 2018

Zip Code(s): 08202 and 08247

Units Sold

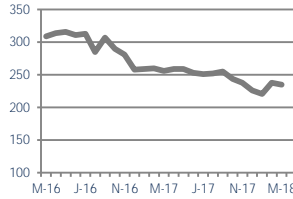
26



Down -28%
Vs. Year Ago

Active Inventory

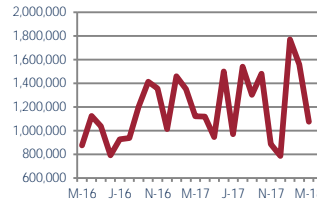
235



Down -8%
Vs. Year Ago

Median Sale Price

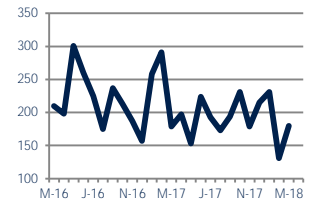
\$1,075,000



Down
Vs. Year Ago

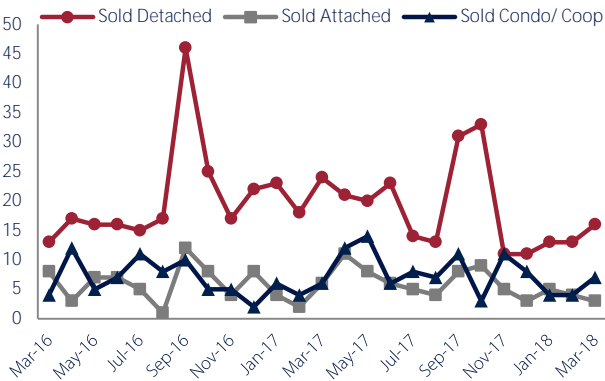
Days On Market

180



Up 1%
Vs. Year Ago

Units Sold*



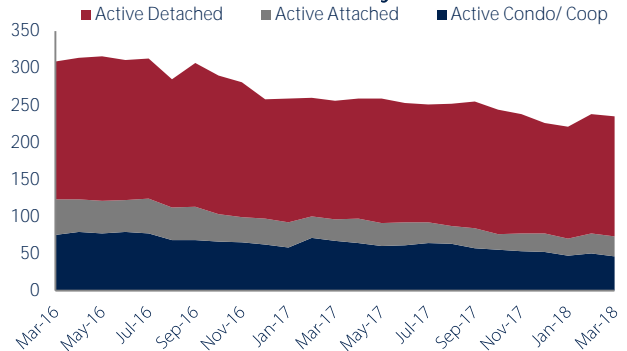
Units Sold

There was an increase in total units sold in March, with 26 sold this month in Avalon and Stone Harbor versus 21 last month, an increase of 24%. This month's total units sold was lower than at this time last year, a decrease of 28% versus March 2017.

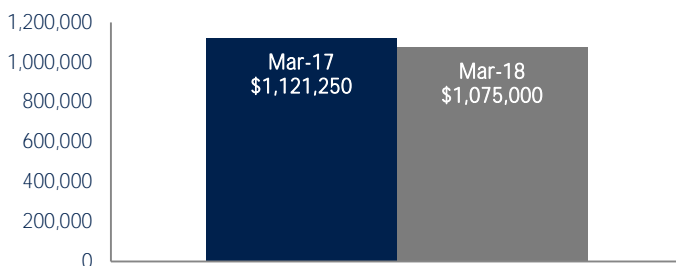
Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 8%. The total number of active inventory this March was 235 compared to 256 in March 2017. This month's total of 235 is lower than the previous month's total supply of available inventory of 238, a decrease of 1%.

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 March, the median sale price for Avalon and Stone Harbor Homes was \$1,121,250. This March, the median sale price was \$1,075,000, a decrease of \$46,250 compared to last year. The current median sold price is lower than in February. 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 included 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.



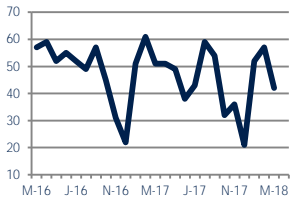
Focus On: Avalon and Stone Harbor Housing Market

March 2018

Zip Code(s): 08202 and 08247

New Listings

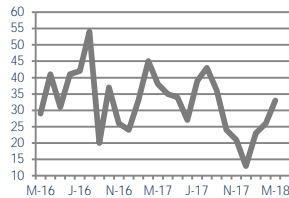
42



Down -18%
Vs. Year Ago

Current Contracts

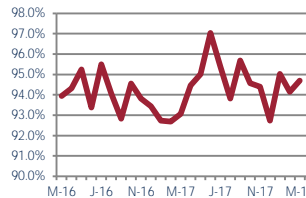
33



Down -13%
Vs. Year Ago

Sold Vs. List Price

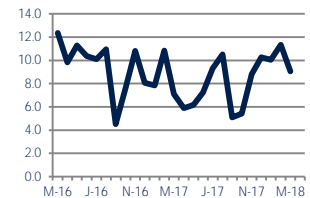
94.7%



Up 1.8%
Vs. Year Ago

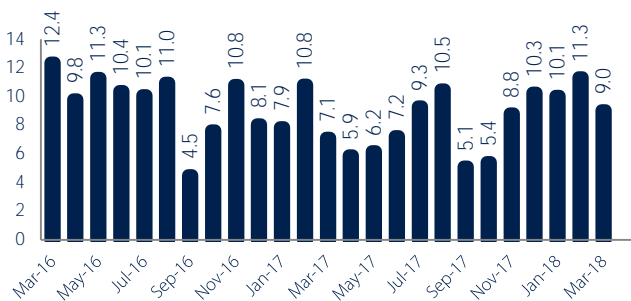
Months of Supply

9.0



Up 27%
Vs. Year Ago

Months Of Supply



Months of Supply

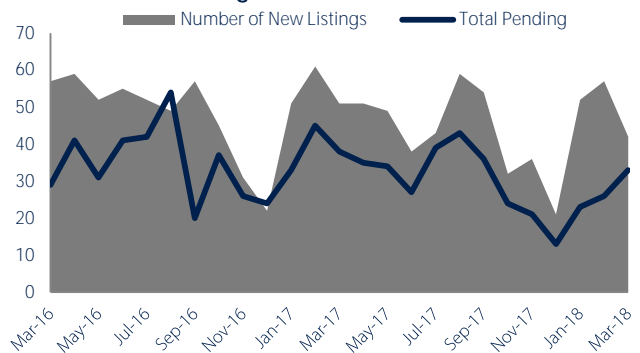
In March, there was 9.0 months of supply available in Avalon and Stone Harbor, compared to 7.1 in March 2017. That is an increase of 27% versus a year ago.

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.

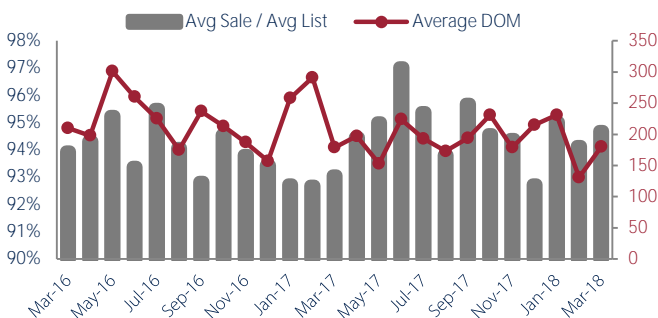
New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Avalon and Stone Harbor compared to 51 in March 2017, a decrease of 18%. There were 33 current contracts pending sale this March compared to 38 a year ago. The number of current contracts is 13% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Avalon and Stone Harbor was 94.7% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 180, higher than the average last year, which was 179, an increase of 1%.



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.

