

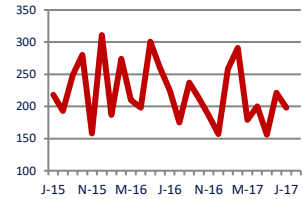
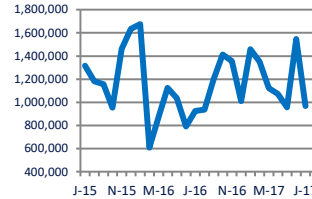
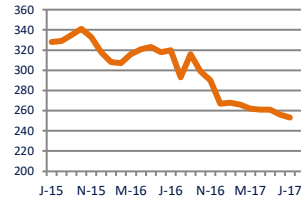
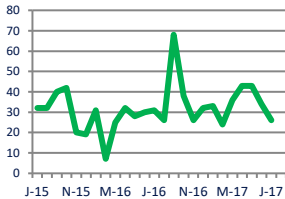


Focus On: Avalon and Stone Harbor Housing Market

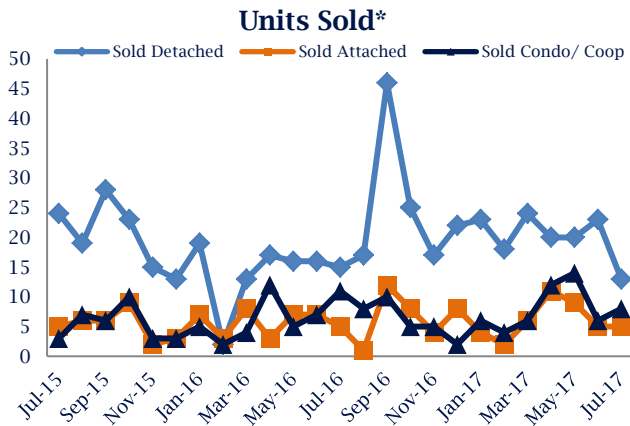
July 2017

Zip Code(s): 08202 and 08247

| | | | |
|-------------------------|--------------------------------|---------------------------------------|------------------------------|
| Units Sold 26 | Active Inventory 253 | Median Sale Price \$969,000 | Days On Market 198 |
|-------------------------|--------------------------------|---------------------------------------|------------------------------|



| | | | |
|----------------------------------|----------------------------------|---------------------------|----------------------------------|
| Down -16% Vs. Year Ago | Down -21% Vs. Year Ago | Up Vs. Year Ago | Down -12% Vs. Year Ago |
|----------------------------------|----------------------------------|---------------------------|----------------------------------|

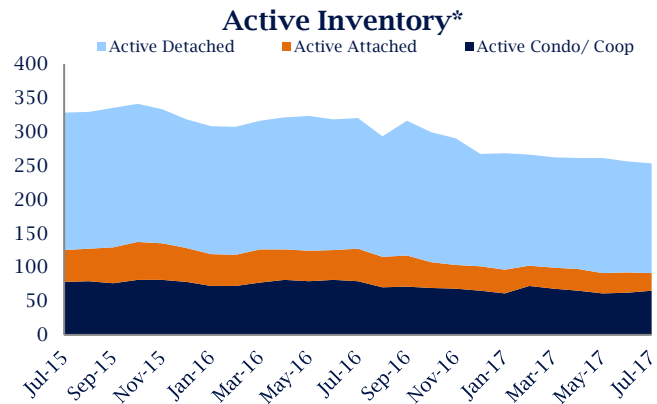


Units Sold

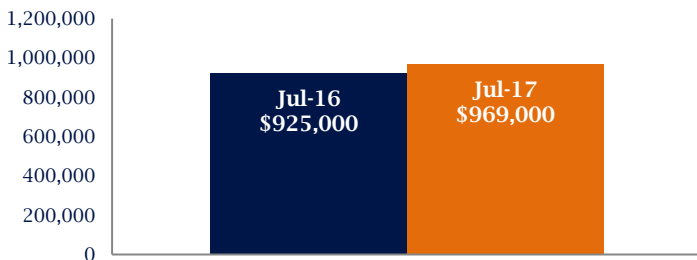
There was a decrease in total units sold in July, with 26 sold this month in Avalon and Stone Harbor versus 34 last month, a decrease of 24%. This month's total units sold was lower than at this time last year, a decrease of 16% versus July 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 67 units or 21%. The total number of active inventory this July was 253 compared to 320 in July 2016. This month's total of 253 is lower than the previous month's total supply of available inventory of 256, a decrease 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 \$925,000. This July, the median sale price was \$969,000, an increase of \$44,000 compared to last year. The current median sold price is lower 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.



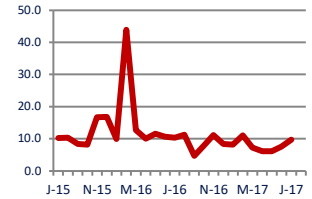
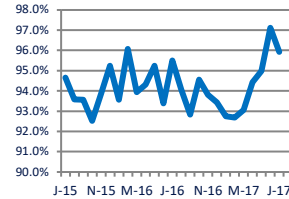
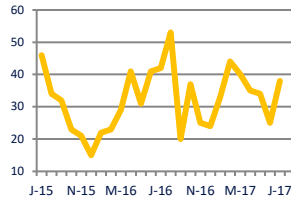
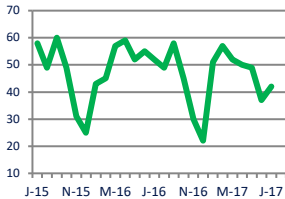


Focus On: Avalon and Stone Harbor Housing Market

July 2017

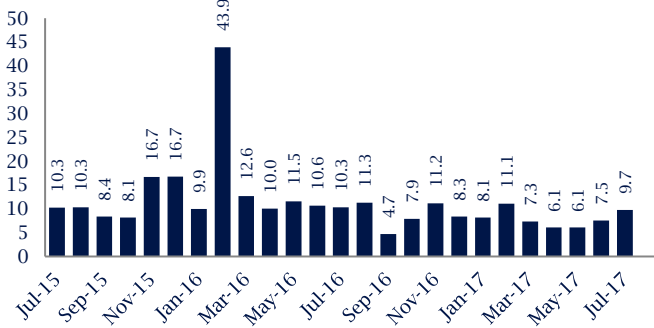
Zip Code(s): 08202 and 08247

| | | | |
|---------------------------|--------------------------------|-------------------------------------|--------------------------------|
| New Listings 42 | Current Contracts 38 | Sold Vs. List Price 95.9% | Months of Supply 9.7 |
|---------------------------|--------------------------------|-------------------------------------|--------------------------------|



| | | | |
|----------------------------------|----------------------------------|----------------------------------|---------------------------------|
| Down -19% Vs. Year Ago | Down -10% Vs. Year Ago | No Change Vs. Year Ago | Down -6% Vs. Year Ago |
|----------------------------------|----------------------------------|----------------------------------|---------------------------------|

Months Of Supply



Months of Supply

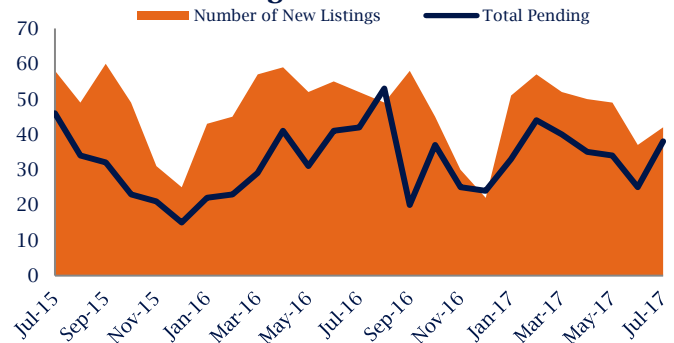
In July, there was 9.7 months of supply available in Avalon and Stone Harbor, compared to 10.3 in July 2016. That is a decrease of 6% versus a year ago.

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 52 in July 2016, a decrease of 19%. There were 38 current contracts pending sale this July compared to 42 a year ago. The number of current contracts is 10% 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 95.9% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 198, lower than the average last year, which was 225, a decrease of 12%.

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.

