

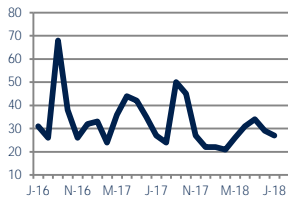
Focus On: Avalon and Stone Harbor Housing Market

July 2018

Zip Code(s): 08202 and 08247

Units Sold

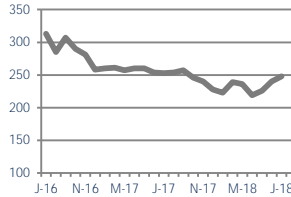
27



No Change
Vs. Year Ago

Active Inventory

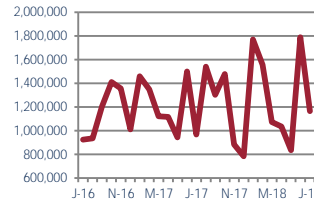
248



Down -2%
Vs. Year Ago

Median Sale Price

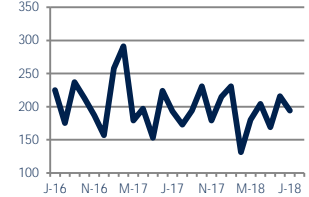
\$1,165,000



Up
Vs. Year Ago

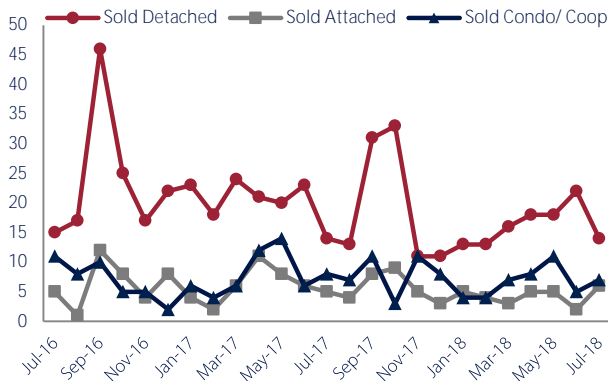
Days On Market

194



Up 1%
Vs. Year Ago

Units Sold*



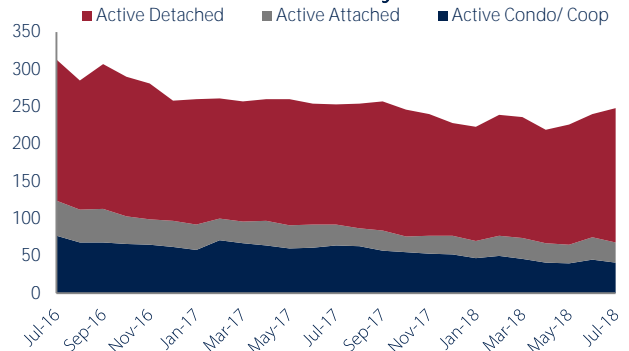
Units Sold

There was a decrease in total units sold in July, with 27 sold this month in Avalon and Stone Harbor, a decrease of 7%. This month's total units sold is similar compared to a year ago.

Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 2%. The total number of active inventory this July was 248 compared to 253 in July 2017. This month's total of 248 is higher than the previous month's total supply of available inventory of 240, an increase of 3%.

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 July, the median sale price for Avalon and Stone Harbor Homes was \$969,000. This July, the median sale price was \$1,165,000, an increase of \$196,000 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.



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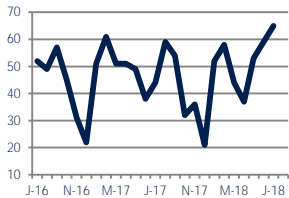
Focus On: Avalon and Stone Harbor Housing Market

July 2018

Zip Code(s): 08202 and 08247

New Listings

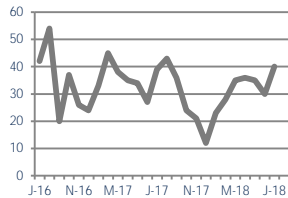
65



Up 48%
Vs. Year Ago

Current Contracts

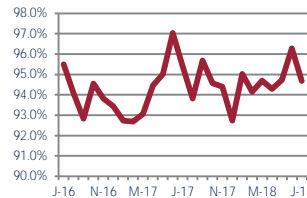
40



Up 3%
Vs. Year Ago

Sold Vs. List Price

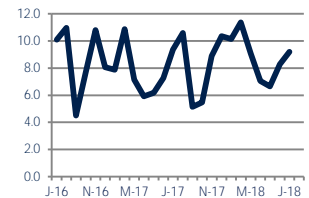
94.7%



Down -0.7%
Vs. Year Ago

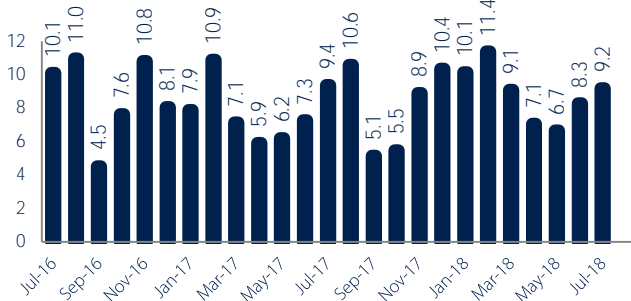
Months of Supply

9.2



Down -2%
Vs. Year Ago

Months Of Supply



Months of Supply

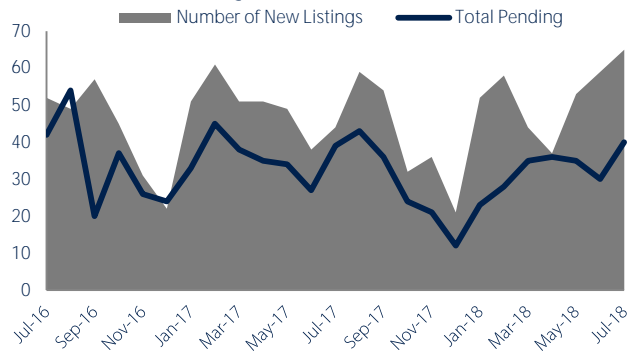
In July, there was 9.2 months of supply available in Avalon and Stone Harbor, compared to 9.4 in July 2017. That is a decrease of 2% versus a year ago.

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.

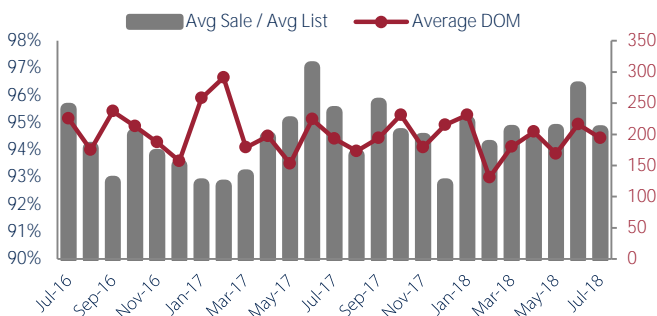
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Avalon and Stone Harbor compared to 44 in July 2017, an increase of 48%. There were 40 current contracts pending sale this July compared to 39 a year ago. The number of current contracts is 3% higher 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 94.7% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 194, higher than the average last year, which was 193, an increase of 1%.



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