



The Long & Foster Market Minute™

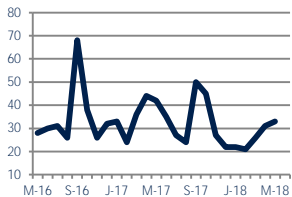
Focus On: Avalon and Stone Harbor Housing Market

May 2018

Zip Code(s): 08202 and 08247

Units Sold

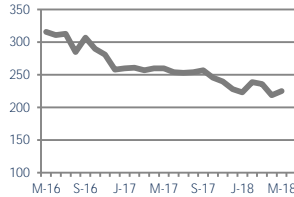
33



Down -21%
Vs. Year Ago

Active Inventory

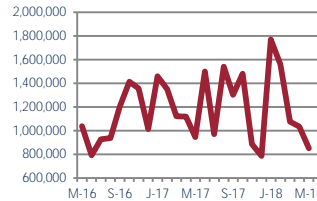
225



Down -13%
Vs. Year Ago

Median Sale Price

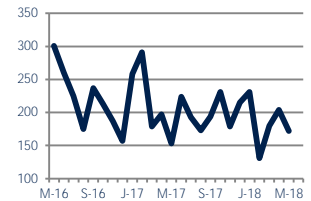
\$850,000



Down -10%
Vs. Year Ago

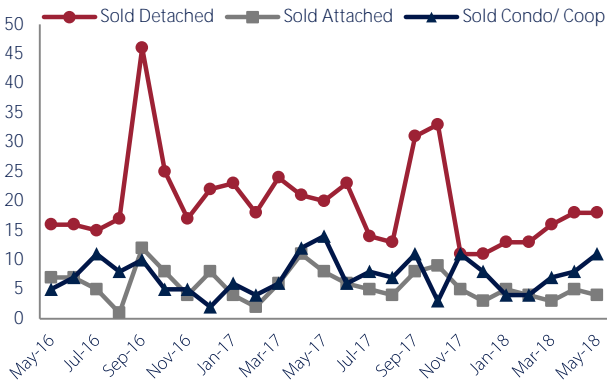
Days On Market

172



Up 12%
Vs. Year Ago

Units Sold*



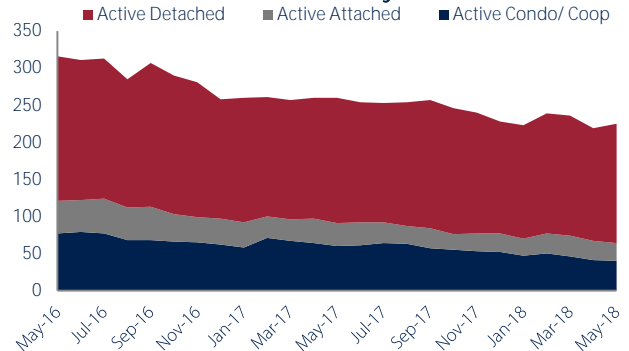
Units Sold

There was an increase in total units sold in May, with 33 sold this month in Avalon and Stone Harbor versus 31 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 21% versus May 2017.

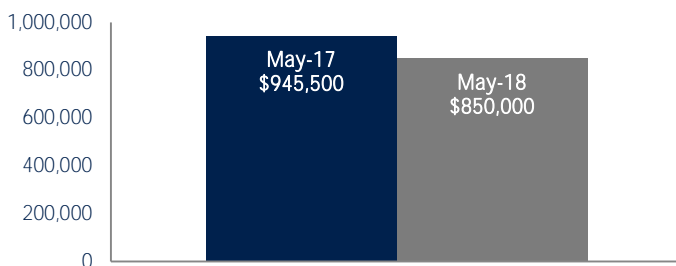
Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 13%. The total number of active inventory this May was 225 compared to 260 in May 2017. This month's total of 225 is higher than the previous month's total supply of available inventory of 219, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Avalon and Stone Harbor Homes was \$945,500. This May, the median sale price was \$850,000, a decrease of 10% or \$95,500 compared to last year. The current median sold price is 18% lower than in April.

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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INTERNATIONAL REAL ESTATE



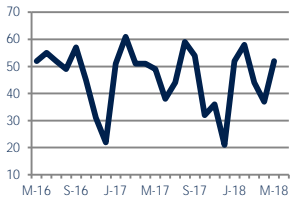
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Zip Code(s): 08202 and 08247

New Listings

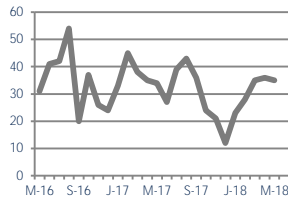
52



Up 6%
Vs. Year Ago

Current Contracts

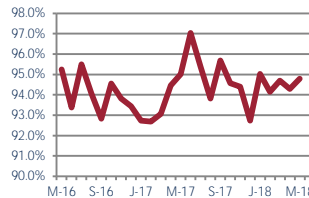
35



Up 3%
Vs. Year Ago

Sold Vs. List Price

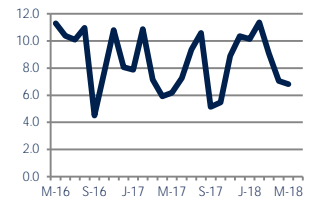
94.8%



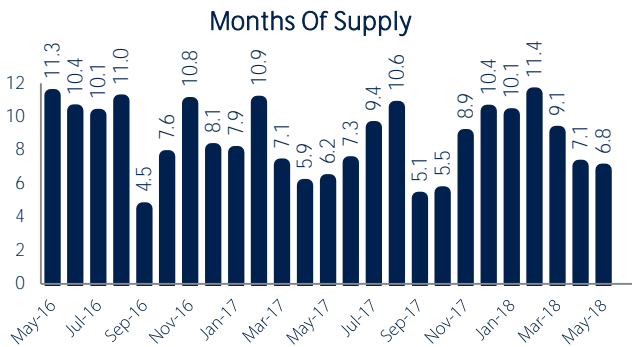
No Change
Vs. Year Ago

Months of Supply

6.8



Up 10%
Vs. Year Ago



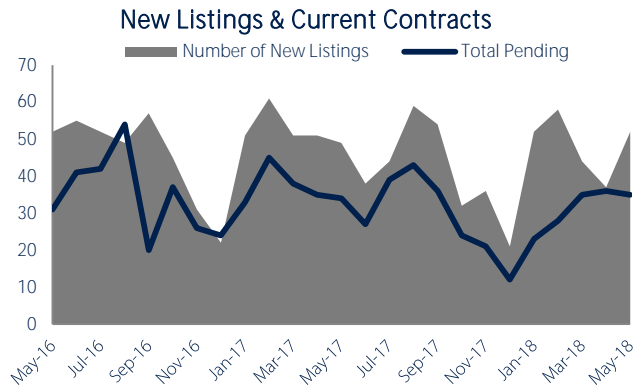
Months of Supply

In May, there was 6.8 months of supply available in Avalon and Stone Harbor, compared to 6.2 in May 2017. That is an increase of 10% versus a year ago.

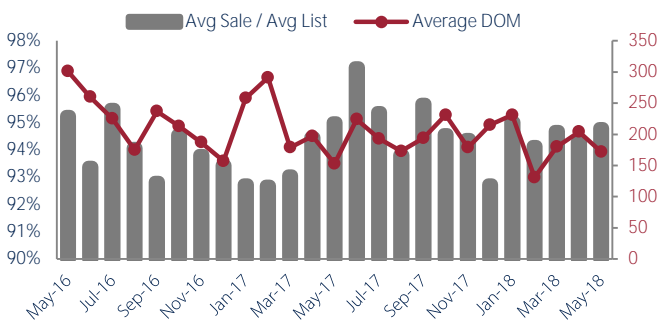
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Avalon and Stone Harbor compared to 49 in May 2017, an increase of 6%. There were 35 current contracts pending sale this May compared to 34 a year ago. The number of current contracts is 3% higher than last May.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Avalon and Stone Harbor was 94.8% 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 172, higher than the average last year, which was 153, an increase of 12%.



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