



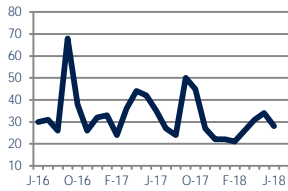
The Long & Foster Market Minute™

Focus On: Avalon and Stone Harbor Housing Market

June 2018

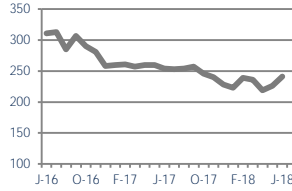
Zip Code(s): 08202 and 08247

Units Sold
28



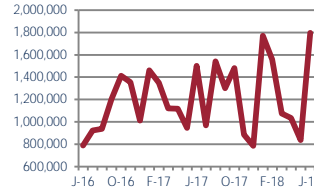
Down -20%
Vs. Year Ago

Active Inventory
241



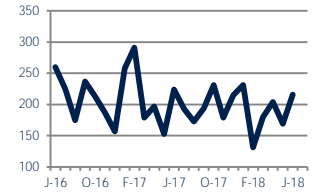
Down -5%
Vs. Year Ago

Median Sale Price
\$1,795,000



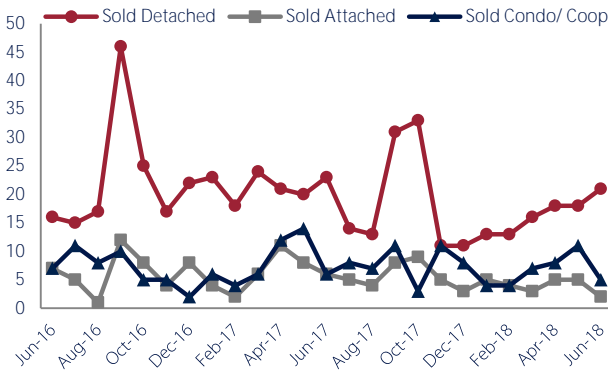
Up
Vs. Year Ago

Days On Market
216



Down -4%
Vs. Year Ago

Units Sold*



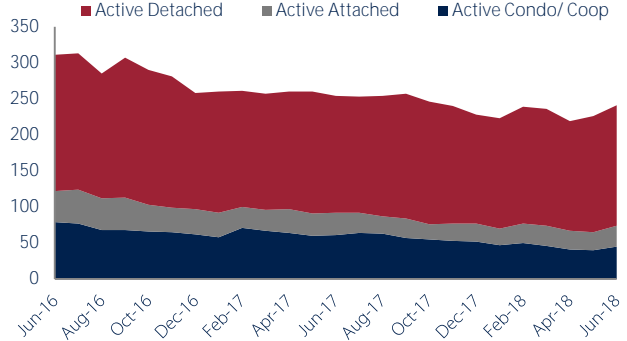
Units Sold

There was a decrease in total units sold in June, with 28 sold this month in Avalon and Stone Harbor versus 34 last month, a decrease of 18%. This month's total units sold was lower than at this time last year, a decrease of 20% versus June 2017.

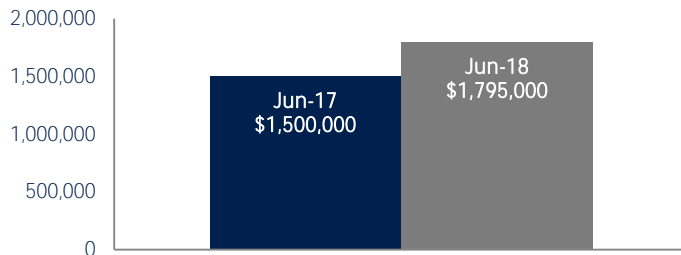
Active Inventory

Versus last year, the total number of homes available this month is lower by 13 units or 5%. The total number of active inventory this June was 241 compared to 254 in June 2017. This month's total of 241 is higher than the previous month's total supply of available inventory of 226, an increase 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 June, the median sale price for Avalon and Stone Harbor Homes was \$1,500,000. This June, the median sale price was \$1,795,000, an increase of \$295,000 compared to last year. The current median sold price is higher than in May. 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

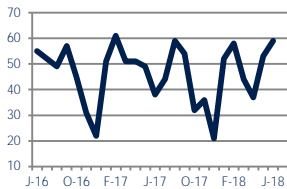




Zip Code(s): 08202 and 08247

New Listings

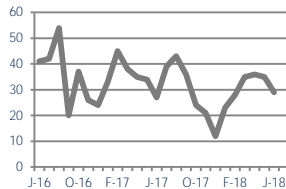
59



Up 55%
Vs. Year Ago

Current Contracts

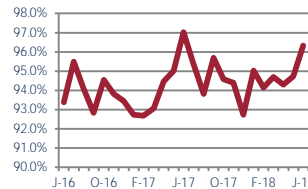
29



Up 7%
Vs. Year Ago

Sold Vs. List Price

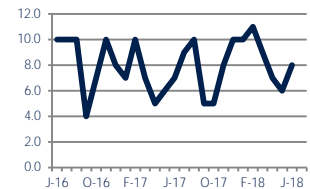
96.3%



Down -0.7%
Vs. Year Ago

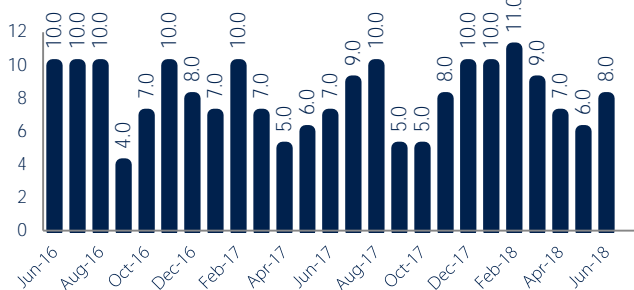
Months of Supply

8.0



Up 14%
Vs. Year Ago

Months Of Supply



Months of Supply

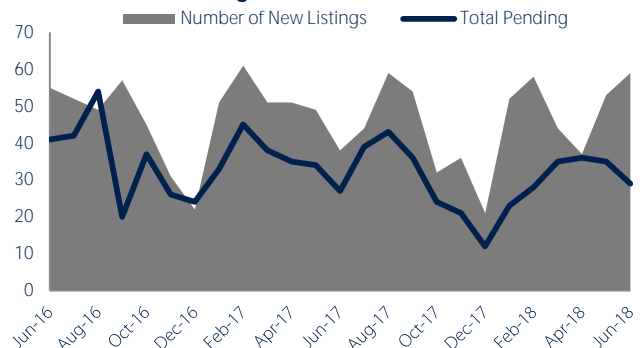
In June, there was 8.6 months of supply available in Avalon and Stone Harbor, compared to 7.3 in June 2017. That is an increase of 19% versus a year ago.

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.

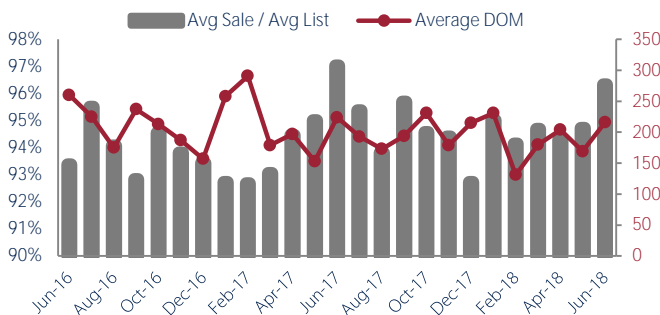
New Listings & Current Contracts

This month there were 59 homes newly listed for sale in Avalon and Stone Harbor compared to 38 in June 2017, an increase of 55%. There were 29 current contracts pending sale this June compared to 27 a year ago. The number of current contracts is 7% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Avalon and Stone Harbor was 96.3% 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 216, lower than the average last year, which was 224, a decrease of 4%.



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