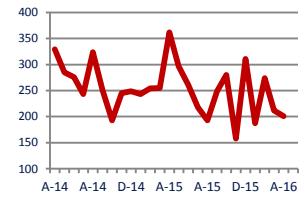
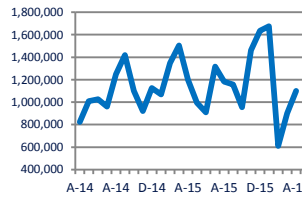
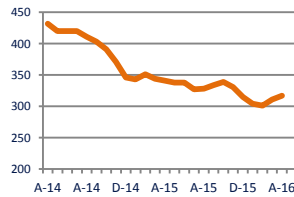
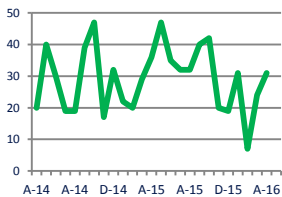


## Focus On: Avalon and Stone Harbor Housing Market

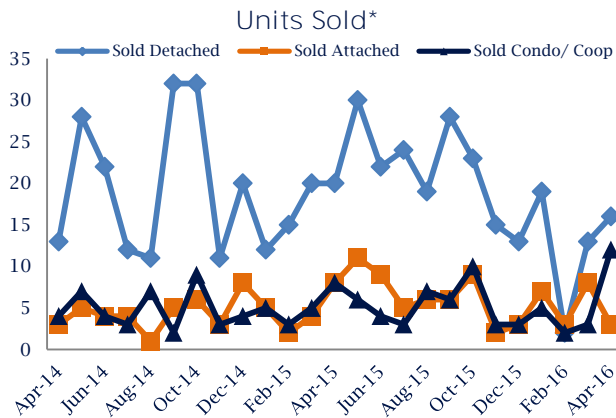
April 2016

Zip Code(s): 08202 and 08247

<b>Units Sold</b> 31	<b>Active Inventory</b> 317	<b>Median Sale Price</b> \$1,100,000	<b>Days On Market</b> 201
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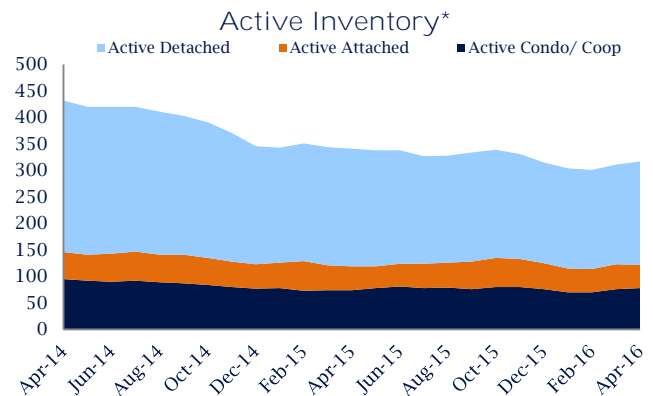


Down -14% Vs. Year Ago	Down -7% Vs. Year Ago	Down -8% Vs. Year Ago	Down -44% Vs. Year Ago
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### Units Sold

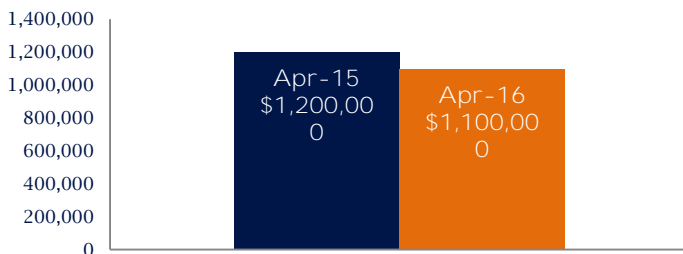
There was an increase in total units sold in April, with 31 sold this month in Avalon and Stone Harbor versus 24 last month, an increase of 29%. This month's total units sold was lower than at this time last year, a decrease of 14% versus April 2015.



### Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 7%. The total number of active inventory this April was 317 compared to 341 in April 2015. This month's total of 317 is higher than the previous month's total supply of available inventory of 311, an increase of 2%.

### Median Sale Price



### Median Sale Price

Last April, the median sale price for Avalon and Stone Harbor Homes was \$1,200,000. This April, the median sale price was \$1,100,000, a decrease of 8% or \$100,000 compared to last year. The current median sold price is 22% higher than in March.

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.

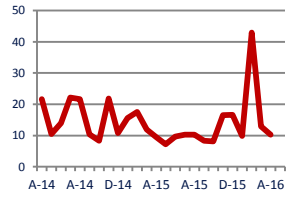
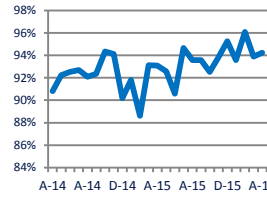
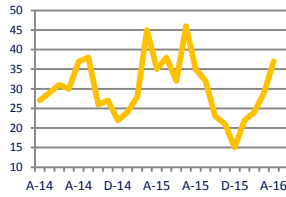
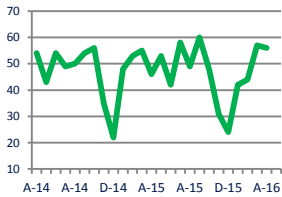


## Focus On: Avalon and Stone Harbor Housing Market

April 2016

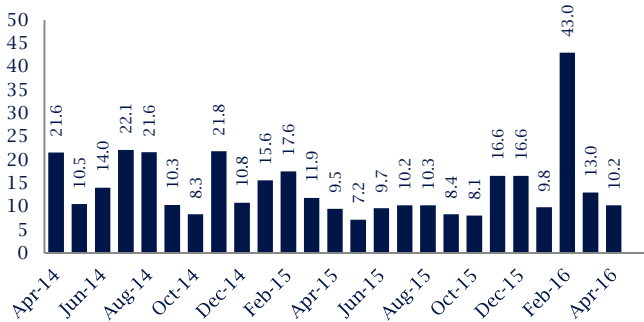
Zip Code(s): 08202 and 08247

<b>New Listings</b> 56	<b>Current Contracts</b> 37	<b>Sold Vs. List Price</b> 94.2%	<b>Months of Supply</b> 10.2
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<b>Up 22% Vs. Year Ago</b>	<b>Up 6% Vs. Year Ago</b>	<b>Up 1.2% Vs. Year Ago</b>	<b>Up 8% Vs. Year Ago</b>
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Months Of Supply



### Months of Supply

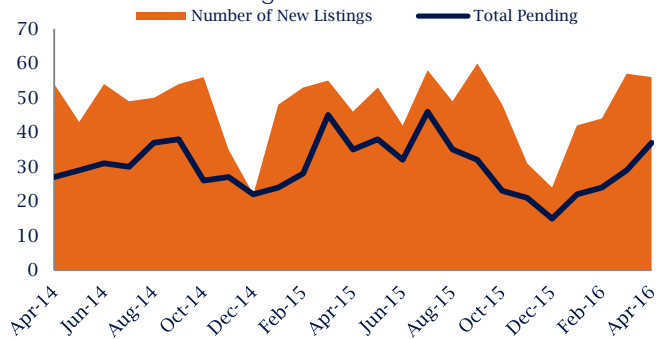
In April, there was 10.2 months of supply available in Avalon and Stone Harbor, compared to 9.5 in April 2015. That is an increase of 8% versus a year ago.

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.

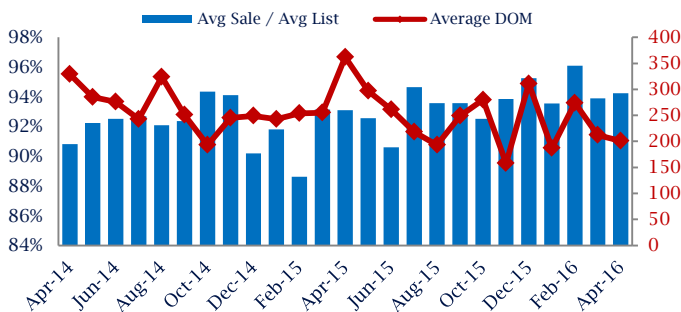
### New Listings & Current Contracts

This month there were 56 homes newly listed for sale in Avalon and Stone Harbor compared to 46 in April 2015, an increase of 22%. There were 37 current contracts pending sale this April compared to 35 a year ago. The number of current contracts is 6% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Avalon and Stone Harbor was 94.2% of the average list price, which is 1.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 201, lower than the average last year, which was 362, a decrease of 44%.

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