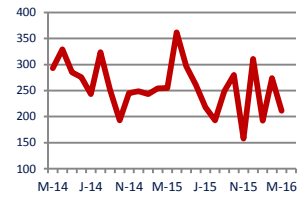
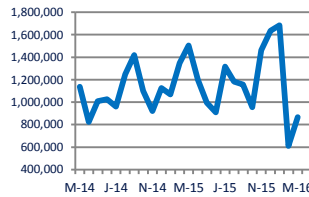
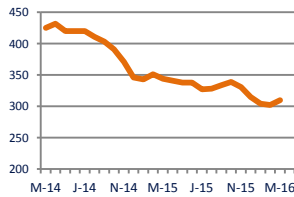
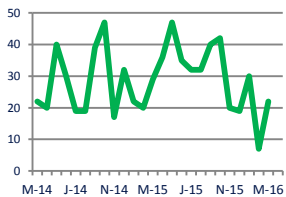


## Focus On: Avalon and Stone Harbor Housing Market

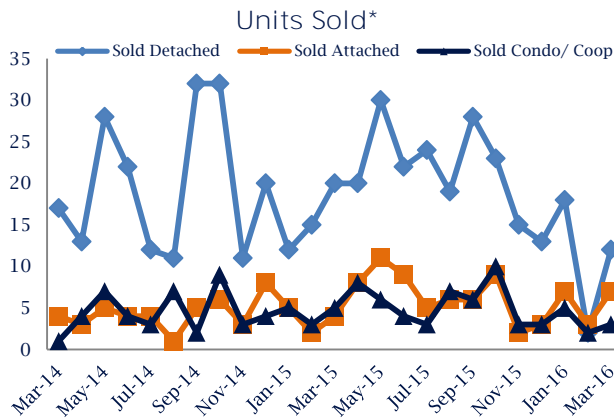
March 2016

Zip Code(s): 08202 and 08247

<b>Units Sold</b> 22	<b>Active Inventory</b> 310	<b>Median Sale Price</b> \$867,500	<b>Days On Market</b> 211
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Down Vs. Year Ago	Down -10% Vs. Year Ago	Down Vs. Year Ago	Down -17% Vs. Year Ago
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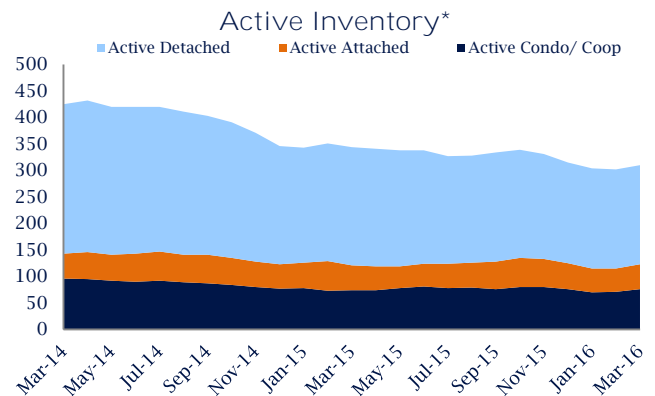


### Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 22 sold this month in Avalon and Stone Harbor. This month's total units sold was lower than at this time last year, a decrease from March 2015.

### Active Inventory

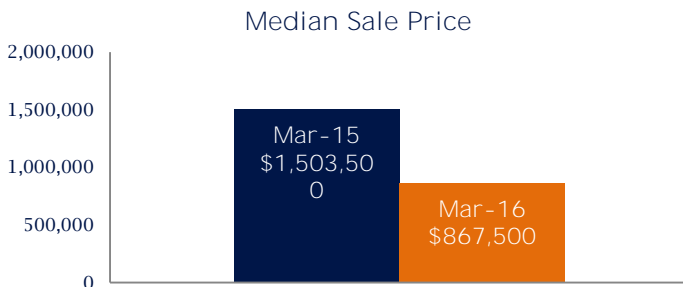
Versus last year, the total number of homes available this month is lower by 34 units or 10%. The total number of active inventory this March was 310 compared to 344 in March 2015. This month's total of 310 is higher than the previous month's total supply of available inventory of 302, an increase of 3%.



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last March, the median sale price for Avalon and Stone Harbor Homes was \$1,503,500. This March, the median sale price was \$867,500, a decrease of \$636,000 compared to last year. The current median sold price is higher than in February.

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.

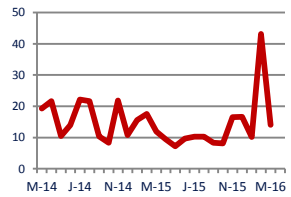
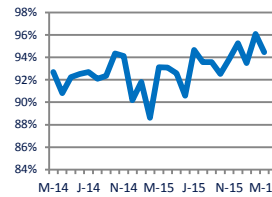
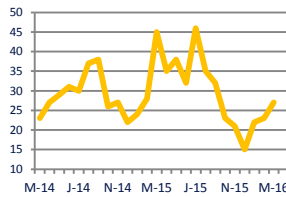
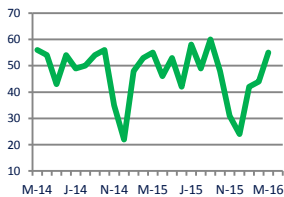


## Focus On: Avalon and Stone Harbor Housing Market

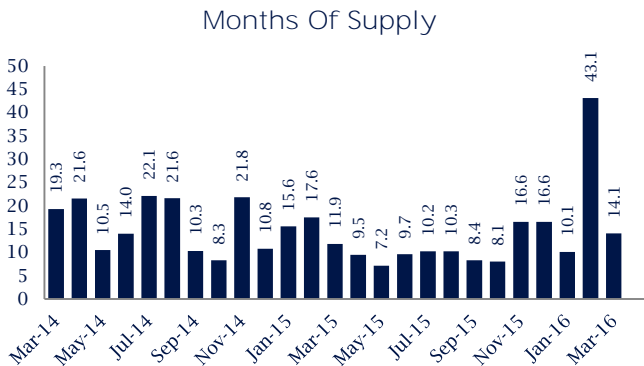
March 2016

Zip Code(s): 08202 and 08247

<b>New Listings</b> 55	<b>Current Contracts</b> 27	<b>Sold Vs. List Price</b> 94.5%	<b>Months of Supply</b> 14.1
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No Change Vs. Year Ago	Down -40% Vs. Year Ago	Up 1.4% Vs. Year Ago	Up 19% Vs. Year Ago
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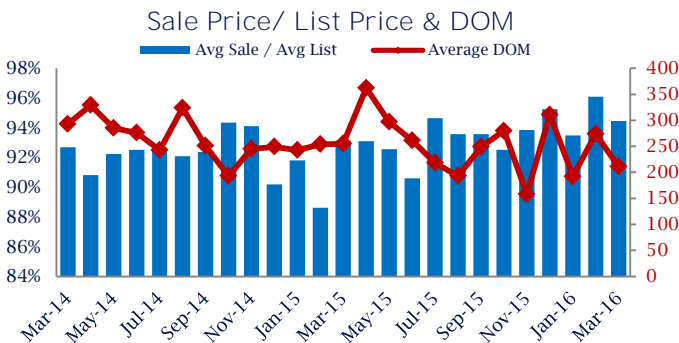
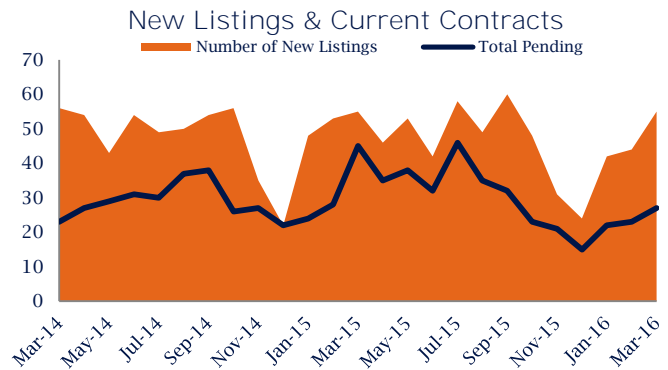
### Months of Supply

In March, there was 14.1 months of supply available in Avalon and Stone Harbor, compared to 11.9 in March 2015. 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 55 homes newly listed for sale in Avalon and Stone Harbor, which is similar to the amount in March 2015. There were 27 current contracts pending sale this March compared to 45 a year ago. The number of current contracts is 40% lower than last March.



### Sale Price to List Price Ratio

In March, the average sale price in Avalon and Stone Harbor was 94.5% of the average list price, which is 1.3% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 211, lower than the average last year, which was 255, a decrease of 17%.

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