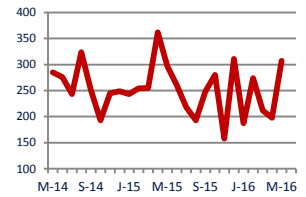
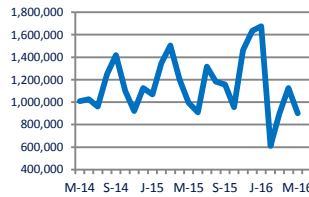
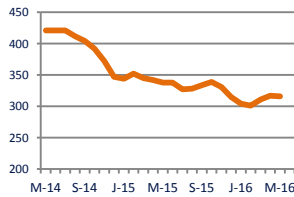
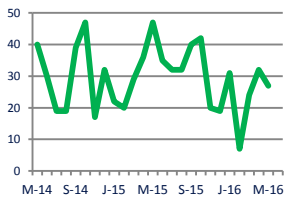


## Focus On: Avalon and Stone Harbor Housing Market

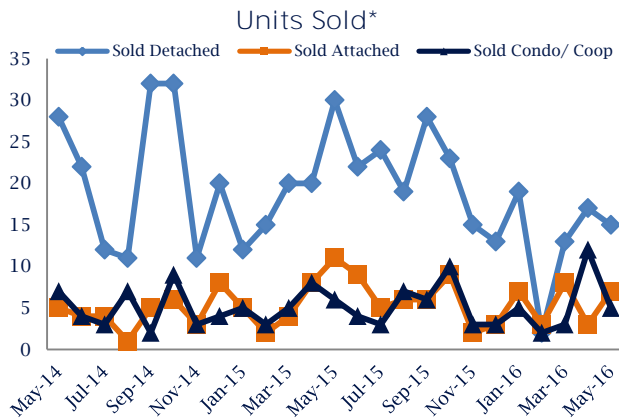
May 2016

Zip Code(s): 08202 and 08247

<b>Units Sold</b> 27	<b>Active Inventory</b> 316	<b>Median Sale Price</b> \$900,000	<b>Days On Market</b> 307
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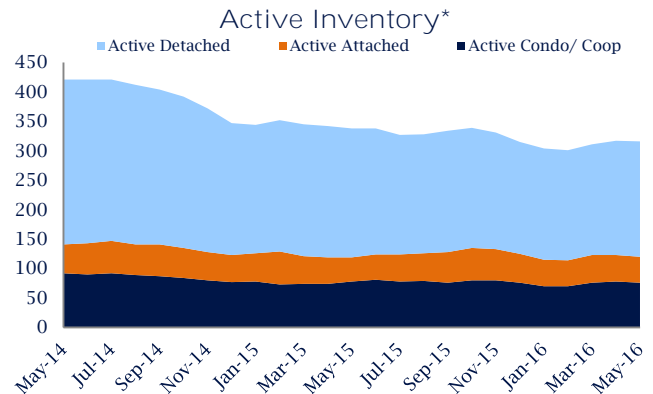


<b>Down</b> Vs. Year Ago	<b>Down -7%</b> Vs. Year Ago	<b>Down -10%</b> Vs. Year Ago	<b>Up 3%</b> Vs. Year Ago
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### Units Sold

With relatively few transactions, there was a decrease in total units sold in May, with 27 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 May 2015.



### Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 7%. The total number of active inventory this May was 316 compared to 338 in May 2015. This month's supply remained stable as compared to last month.

### Median Sale Price



### Median Sale Price

Last May, the median sale price for Avalon and Stone Harbor Homes was \$995,000. This May, the median sale price was \$900,000, a decrease of 10% or \$95,000 compared to last year. The current median sold price is 20% 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.

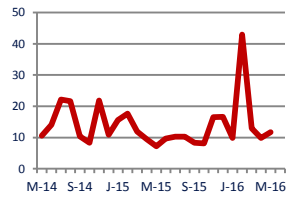
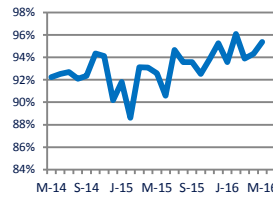
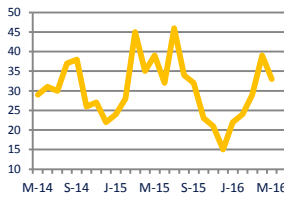
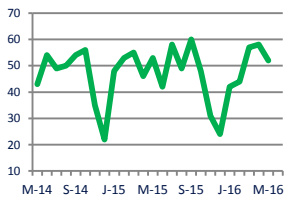


## Focus On: Avalon and Stone Harbor Housing Market

May 2016

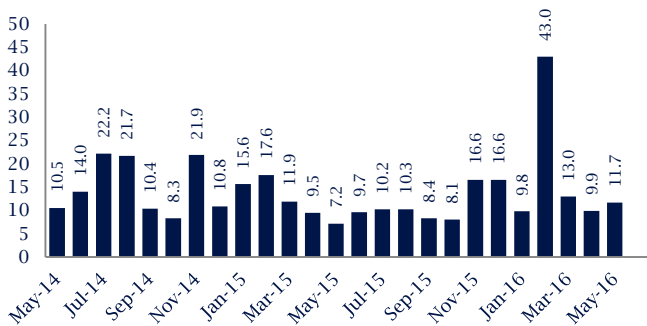
Zip Code(s): 08202 and 08247

<b>New Listings</b> 52	<b>Current Contracts</b> 33	<b>Sold Vs. List Price</b> 95.4%	<b>Months of Supply</b> 11.7
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<b>Down -2% Vs. Year Ago</b>	<b>Down -15% Vs. Year Ago</b>	<b>Up 3% Vs. Year Ago</b>	<b>Up Vs. Year Ago</b>
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Months Of Supply



### Months of Supply

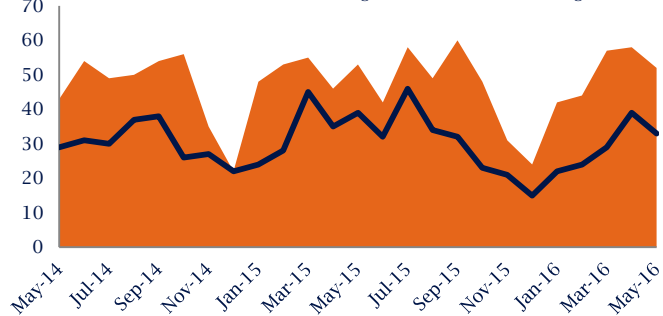
In May, there was 11.7 months of supply available in Avalon and Stone Harbor, compared to 7.2 in May 2015. That is an increase versus a year ago.

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.

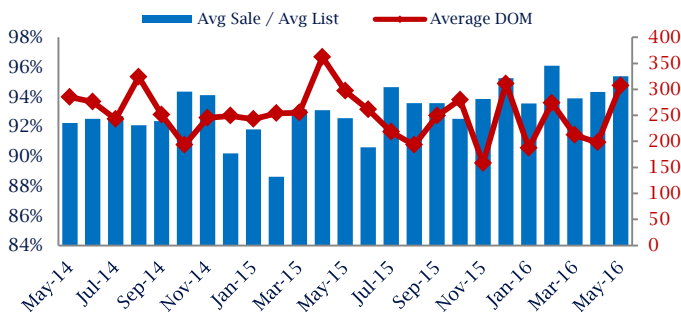
### New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Avalon and Stone Harbor compared to 53 in May 2015, a decrease of 2%. There were 33 current contracts pending sale this May compared to 39 a year ago. The number of current contracts is 15% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In May, the average sale price in Avalon and Stone Harbor was 95.4% of the average list price, which is 2.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 307, higher than the average last year, which was 297, an increase of 3%.

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