

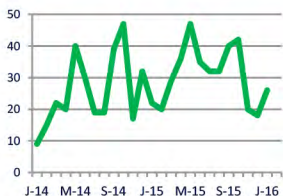
Focus On: Avalon and Stone Harbor Housing Market

January 2016

Zip Code(s): 08202 and 08247

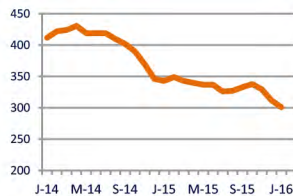
Units Sold

26



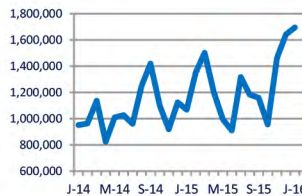
Active Inventory

301



Median Sale Price

\$1,695,000



Days On Market

193

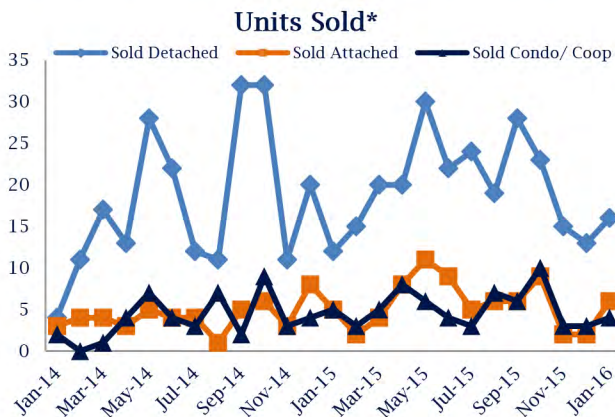


Up
Vs. Year Ago

Down - 12%
Vs. Year Ago

Up
Vs. Year Ago

Down - 21%
Vs. Year Ago

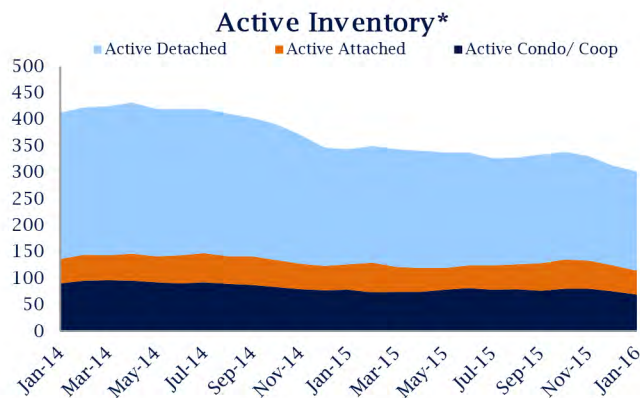


Units Sold

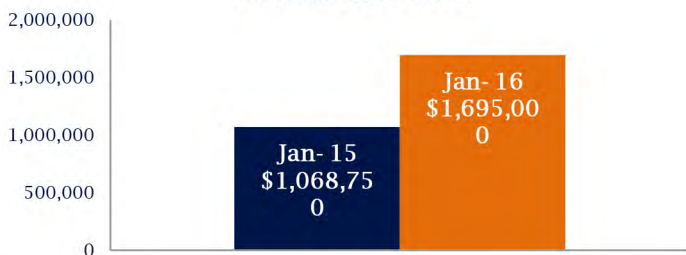
With relatively few transactions, there was an increase in total units sold in January, with 26 sold this month in Avalon and Stone Harbor. This month's total units sold was higher than at this time last year, an increase from January 2015.

Active Inventory

Versus last year, the total number of homes available this month is lower by 42 units or 12%. The total number of active inventory this January was 301 compared to 343 in January 2015. This month's total of 301 is lower than the previous month's total supply of available inventory of 312, a decrease of 4%.



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 January, the median sale price for Avalon and Stone Harbor Homes was \$1,068,750. This January, the median sale price was \$1,695,000, an increase of \$626,250 compared to last year. The current median sold price is higher than in 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.

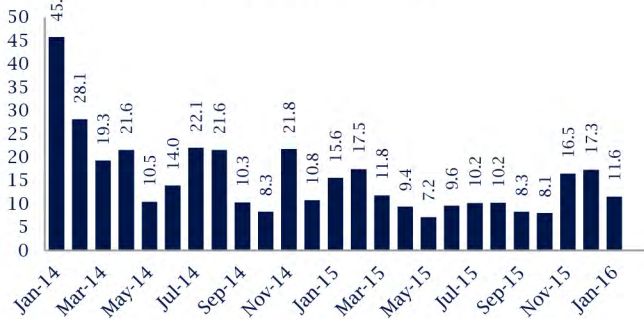
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<h3>New Listings</h3> <p>41</p>	<h3>Current Contracts</h3> <p>20</p>	<h3>Sold Vs. List Price</h3> <p>93.4%</p>	<h3>Months of Supply</h3> <p>11.6</p>
<p>Down - 15% Vs. Year Ago</p>	<p>Down - 17% Vs. Year Ago</p>	<p>Up 1.8% Vs. Year Ago</p>	<p>Down - 26% Vs. Year Ago</p>

Months Of Supply



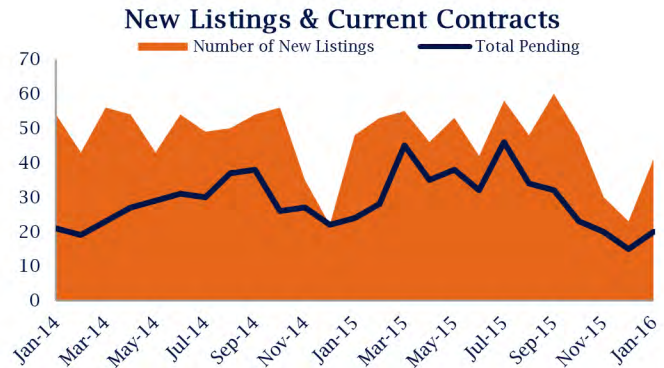
Months of Supply

In January, there was 11.6 months of supply available in Avalon and Stone Harbor, compared to 15.6 in January 2015. That is a decrease of 26% 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 41 homes newly listed for sale in Avalon and Stone Harbor compared to 48 in January 2015, a decrease of 15%. There were 20 current contracts pending sale this January compared to 24 a year ago. The number of current contracts is 17% lower than last January.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Avalon and Stone Harbor was 93.4% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 193, lower than the average last year, which was 243, a decrease of 21%.

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