

City: Avon By The Sea



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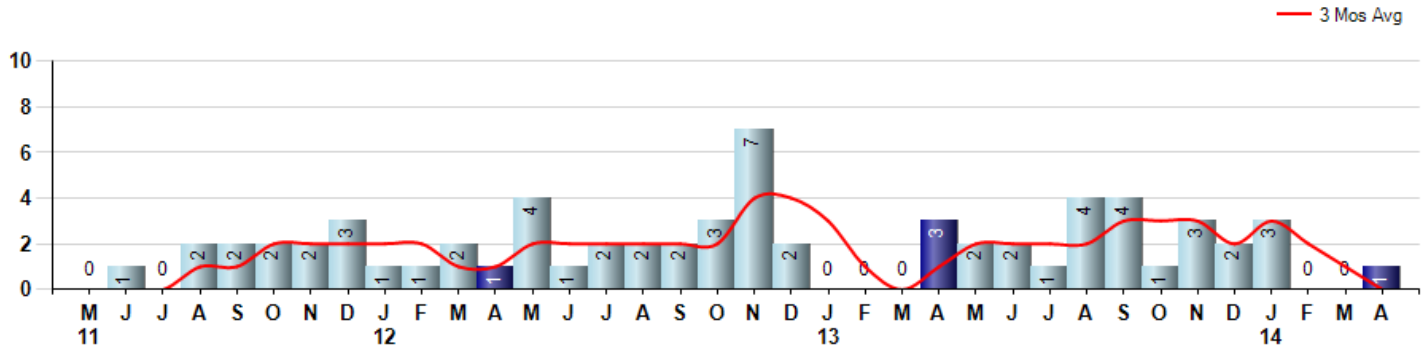
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|------|------|-------|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,250,000 | 1% | | 16% | | | | |
| Average List Price of all Current Listings | \$1,373,249 | 9% | | 17% | | | | |
| April Median Sales Price | \$690,000 | 0% | -4% | -43% | -27% | \$718,750 | -40% | -24% |
| April Average Sales Price | \$690,000 | 0% | -10% | -37% | -34% | \$764,375 | -30% | -27% |
| Total Properties Currently for Sale (Inventory) | 20 | 11% | | 0% | | | | |
| April Number of Properties Sold | 1 | 0% | | -67% | | | 33% | |
| April Average Days on Market (Solds) | 222 | 0% | 72% | 54% | 114% | 129 | -10% | 24% |
| April Month's Supply of Inventory | 20.0 | 0% | 200% | 200% | 145% | 6.6 | 295% | -20% |
| April Sale Price vs List Price Ratio | 98.6% | 3% | 4% | 4.9% | 95.9% | -1.5% | 2.1% | |

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

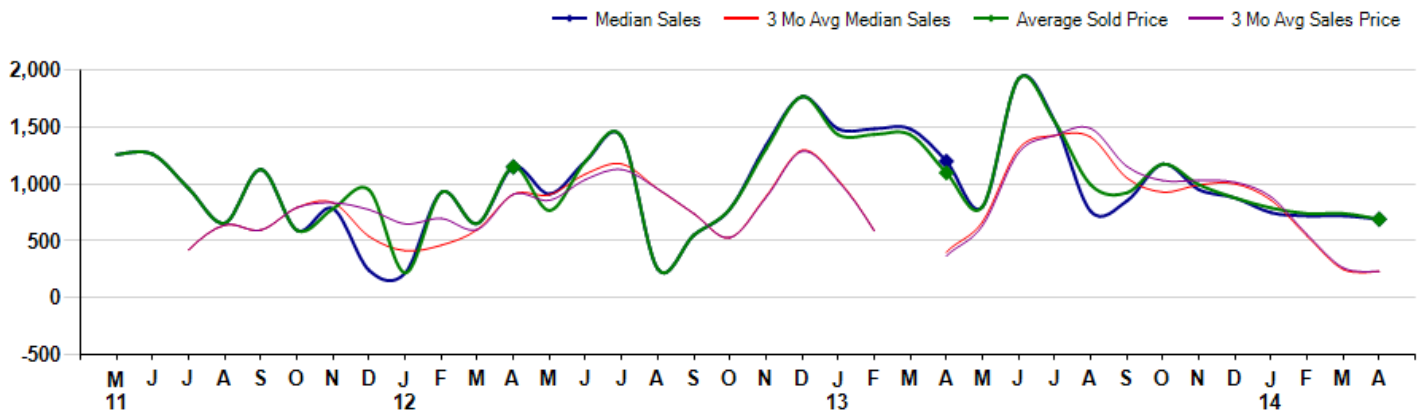
April Property sales were 1, down -66.7% from 3 in April of 2013 and equal to 0.0% 0 sales last month. April 2014 sales were at their lowest level compared to April of 2013 and 2012. April YTD sales of 4 are running 33.3% ahead of last year's year-to-date sales of 3.



Prices

The Median Sales Price in April was \$690,000, down -42.5% from \$1,200,000 in April of 2013 and equal to \$0 last month. The Average Sales Price in April was \$690,000, down -37.2% from \$1,098,333 in April of 2013 and equal to \$0 last month. April 2014 ASP was at the lowest level compared to April of 2013 and 2012.

Median means Middle (the same # of properties sold above and below Median) (000's)



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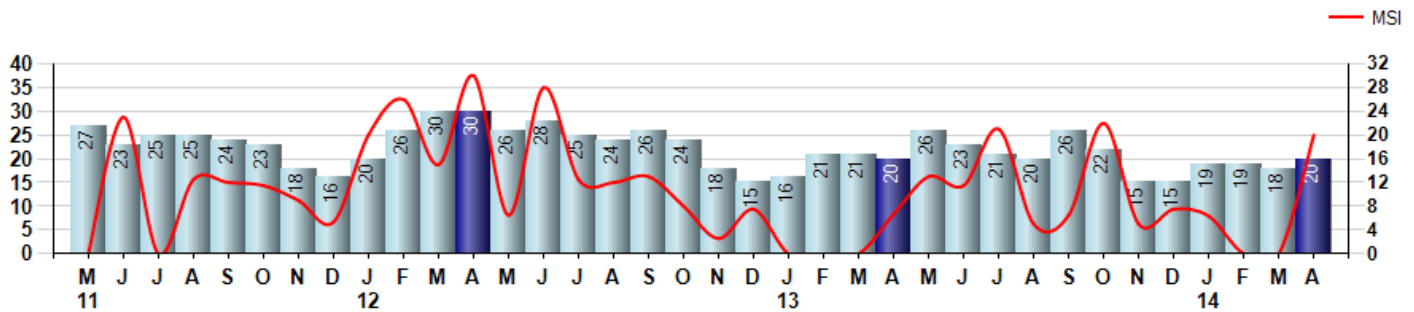
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 20, up 11.1% from 18 last month and equal to 20 in April of last year. April 2014 Inventory was at the lowest level compared to April of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2014 MSI of 20.0 months was at a mid range compared with April of 2013 and 2012.

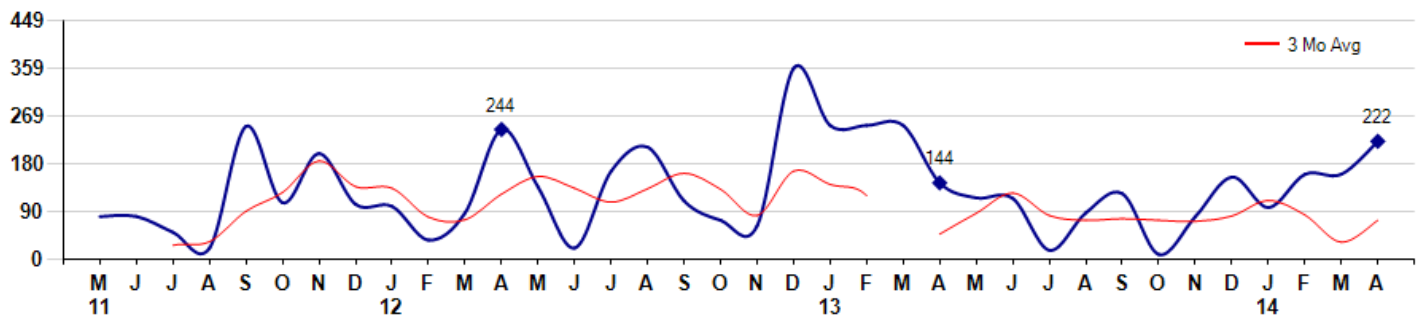
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for April was 222, equal to 0 days last month and up 54.2% from 144 days in April of last year. The April 2014 DOM was at a mid range compared with April of 2013 and 2012.

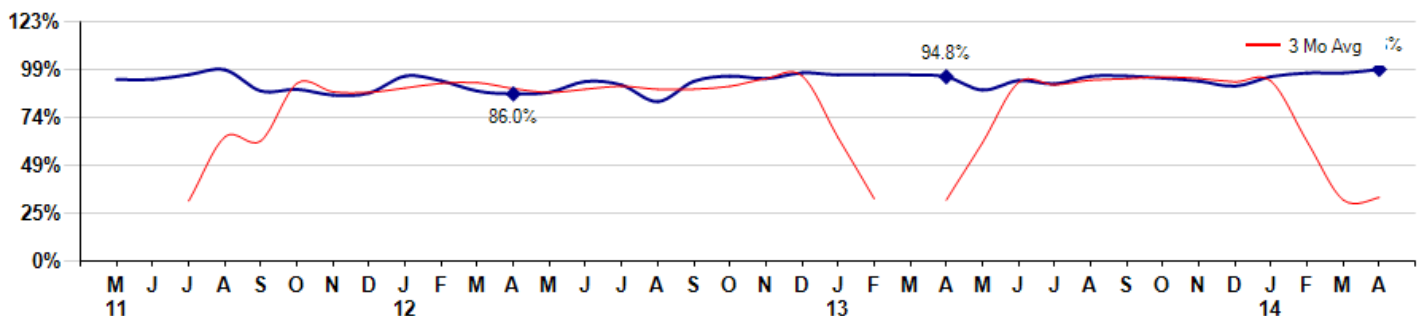
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2014 Selling Price vs List Price of 98.6% was equal to 0.0% last month and up from 94.8% in April of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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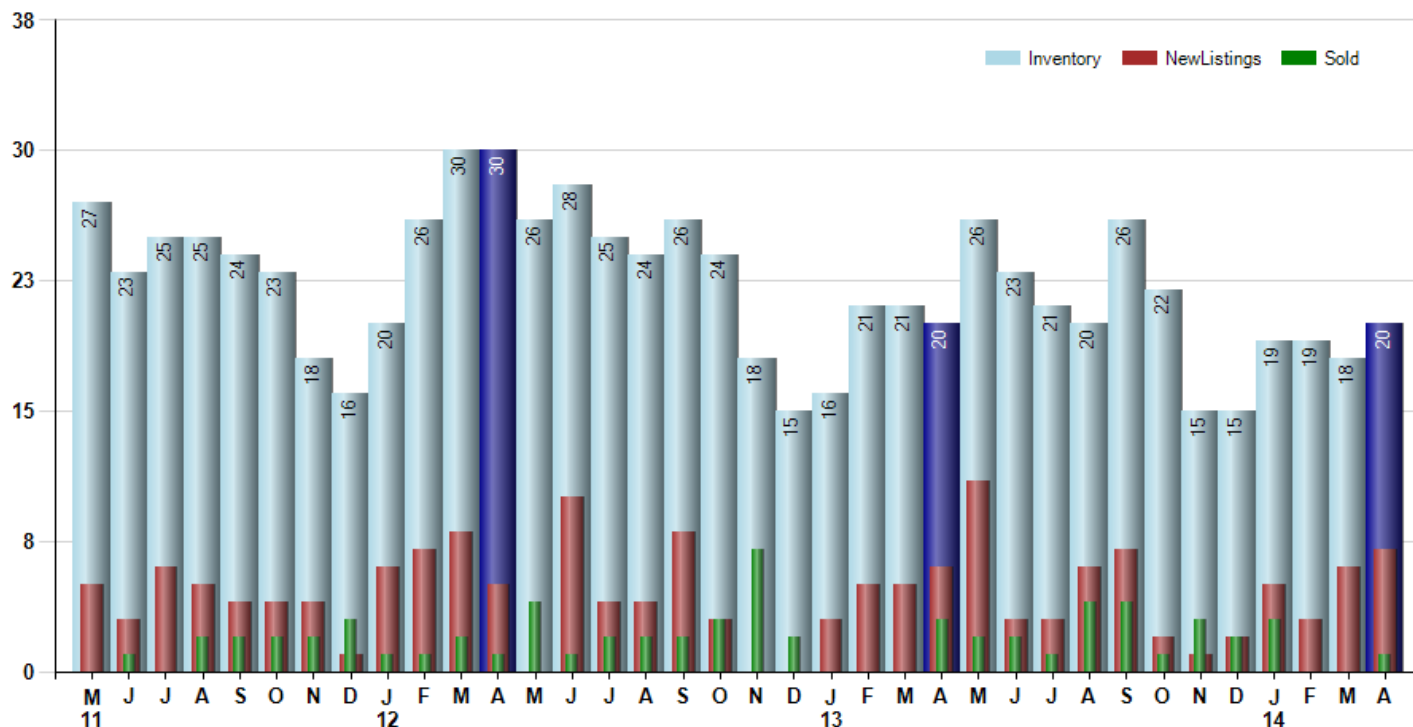
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Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in April 2014 was 7, up 16.7% from 6 last month and up 16.7% from 6 in April of last year.



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Based on information from Monmouth/Ocean Multiple Listing Service for the period 5/1/2011 through 4/30/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

April 2014

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| | M 11 | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N | D | J 14 | F | M | A |
|----------------|------|---|---|---|---|---|---|---|------|---|---|---|---|---|---|---|---|---|---|---|------|---|---|---|---|---|---|---|---|---|---|---|------|---|---|---|
| Homes Sold | 0 | 1 | 0 | 2 | 2 | 2 | 2 | 3 | 1 | 1 | 2 | 1 | 4 | 1 | 2 | 2 | 2 | 3 | 7 | 2 | 0 | 0 | 0 | 3 | 2 | 2 | 1 | 4 | 4 | 1 | 3 | 2 | 3 | 0 | 0 | 1 |
| 3 Mo. Roll Avg | | | 0 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 4 | 4 | 3 | 1 | 0 | 1 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 2 | 3 | 2 | 1 | 0 |

| (000's) | M 11 | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N | D | J 14 | F | M | A |
|-------------------|------|-------|-----|-----|-------|-----|-----|-----|------|-----|-----|-------|-----|-------|-------|-----|-----|-----|-------|-------|-------|-----|---|-------|-----|-------|-------|-------|-------|-------|-----|-------|------|-----|-----|-----|
| Median Sale Price | 0 | 1,260 | 0 | 657 | 1,128 | 593 | 783 | 240 | 218 | 926 | 653 | 1,150 | 912 | 1,200 | 1,415 | 253 | 550 | 780 | 1,340 | 1,768 | 0 | 0 | 0 | 1,200 | 800 | 1,925 | 1,550 | 760 | 850 | 1,175 | 950 | 878 | 748 | 0 | 0 | 690 |
| 3 Mo. Roll Avg | | | 420 | 639 | 595 | 792 | 834 | 538 | 414 | 461 | 599 | 910 | 905 | 1,087 | 1,176 | 956 | 739 | 528 | 890 | 1,296 | 1,036 | 589 | 0 | 400 | 667 | 1,308 | 1,425 | 1,412 | 1,053 | 928 | 992 | 1,001 | 858 | 542 | 249 | 230 |

| | M 11 | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N | D | J 14 | F | M | A |
|-----------|------|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|
| Inventory | 27 | 23 | 25 | 25 | 24 | 23 | 18 | 16 | 20 | 26 | 30 | 30 | 26 | 28 | 25 | 24 | 26 | 24 | 18 | 15 | 16 | 21 | 21 | 20 | 26 | 23 | 21 | 20 | 26 | 22 | 15 | 15 | 19 | 19 | 18 | 20 |
| MSI | 0 | 23 | 0 | 13 | 12 | 12 | 9 | 5 | 20 | 26 | 15 | 30 | 7 | 28 | 13 | 12 | 13 | 8 | 3 | 8 | 0 | 0 | 0 | 7 | 13 | 12 | 21 | 5 | 7 | 22 | 5 | 8 | 6 | 0 | 0 | 20 |

| | M 11 | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N | D | J 14 | F | M | A |
|----------------|------|----|----|----|-----|-----|-----|-----|------|----|----|-----|-----|-----|-----|-----|-----|-----|----|-----|------|-----|---|-----|-----|-----|----|----|-----|----|----|-----|------|----|----|-----|
| Days On Market | 0 | 81 | 0 | 22 | 250 | 107 | 199 | 104 | 100 | 37 | 88 | 244 | 136 | 22 | 166 | 211 | 110 | 74 | 64 | 359 | 0 | 0 | 0 | 144 | 116 | 115 | 18 | 88 | 124 | 10 | 81 | 155 | 98 | 0 | 0 | 222 |
| 3 Mo. Roll Avg | | | 27 | 34 | 91 | 126 | 185 | 137 | 134 | 80 | 75 | 123 | 156 | 134 | 108 | 133 | 162 | 132 | 83 | 166 | 141 | 120 | 0 | 48 | 87 | 125 | 83 | 74 | 77 | 74 | 72 | 82 | 111 | 84 | 33 | 74 |

| | M 11 | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N | D | J 14 | F | M | A | |
|-----------------|------|---|---|---|---|---|---|---|------|---|---|---|---|---|---|---|---|---|---|---|------|---|---|---|---|---|---|---|---|---|---|---|------|---|---|---|---|
| Price per Sq Ft | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 Mo. Roll Avg | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

| | M 11 | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N | D | J 14 | F | M | A |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.000 | 0.934 | 0.000 | 0.984 | 0.875 | 0.884 | 0.854 | 0.865 | 0.952 | 0.927 | 0.875 | 0.860 | 0.869 | 0.924 | 0.906 | 0.821 | 0.925 | 0.952 | 0.939 | 0.968 | 0.000 | 0.000 | 0.000 | 0.948 | 0.880 | 0.929 | 0.912 | 0.951 | 0.951 | 0.941 | 0.926 | 0.900 | 0.949 | 0.000 | 0.000 | 0.986 |
| 3 Mo. Roll Avg | | | 0.311 | 0.639 | 0.620 | 0.914 | 0.871 | 0.868 | 0.890 | 0.915 | 0.918 | 0.887 | 0.868 | 0.884 | 0.900 | 0.884 | 0.884 | 0.899 | 0.939 | 0.953 | 0.636 | 0.323 | 0.000 | 0.316 | 0.609 | 0.919 | 0.907 | 0.931 | 0.938 | 0.948 | 0.939 | 0.922 | 0.925 | 0.616 | 0.316 | 0.329 |

| | M 11 | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N | D | J 14 | F | M | A |
|--------------|------|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|
| New Listings | 5 | 3 | 6 | 5 | 4 | 4 | 4 | 1 | 6 | 7 | 8 | 5 | 0 | 10 | 4 | 4 | 8 | 3 | 0 | 0 | 3 | 5 | 5 | 6 | 11 | 3 | 3 | 6 | 7 | 2 | 1 | 2 | 5 | 3 | 6 | 7 |
| Inventory | 27 | 23 | 25 | 25 | 24 | 23 | 18 | 16 | 20 | 26 | 30 | 30 | 26 | 28 | 25 | 24 | 26 | 24 | 18 | 15 | 16 | 21 | 21 | 20 | 26 | 23 | 21 | 20 | 26 | 22 | 15 | 15 | 19 | 19 | 18 | 20 |
| Sales | 0 | 1 | 0 | 2 | 2 | 2 | 2 | 3 | 1 | 1 | 2 | 1 | 4 | 1 | 2 | 2 | 2 | 3 | 7 | 2 | 0 | 0 | 0 | 3 | 2 | 2 | 1 | 4 | 4 | 1 | 3 | 2 | 3 | 0 | 0 | 1 |

| (000's) | M 11 | J | J | A | S | O | N | D | J 12 | F | M | A | M | J | J | A | S | O | N | D | J 13 | F | M | A | M | J | J | A | S | O | N | D | J 14 | F | M | A |
|----------------|------|-------|-----|-----|-------|-----|-----|-----|------|-----|-----|-------|-----|-------|-------|-----|-----|-----|-------|-------|-------|-----|---|-------|-----|-------|-------|-------|-------|-------|-------|-------|------|-----|-----|-----|
| Avg Sale Price | 0 | 1,260 | 0 | 657 | 1,128 | 593 | 783 | 947 | 218 | 926 | 653 | 1,150 | 767 | 1,200 | 1,415 | 253 | 550 | 781 | 1,309 | 1,768 | 0 | 0 | 0 | 1,098 | 800 | 1,925 | 1,550 | 993 | 922 | 1,175 | 993 | 878 | 789 | 0 | 0 | 690 |
| 3 Mo. Roll Avg | | | 420 | 639 | 595 | 792 | 834 | 774 | 649 | 697 | 599 | 910 | 856 | 1,039 | 1,127 | 956 | 739 | 528 | 880 | 1,286 | 1,026 | 589 | 0 | 366 | 633 | 1,274 | 1,425 | 1,489 | 1,155 | 1,030 | 1,030 | 1,015 | 887 | 556 | 263 | 230 |

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