

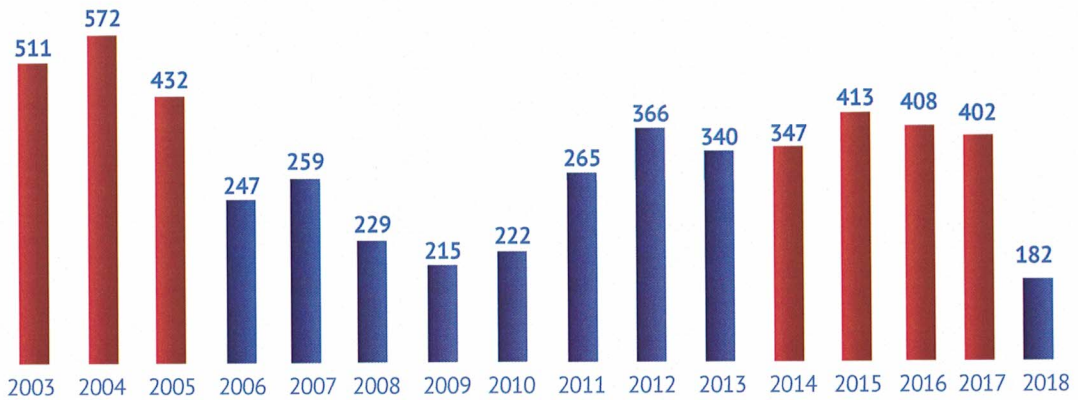
Avalon

REAL ESTATE

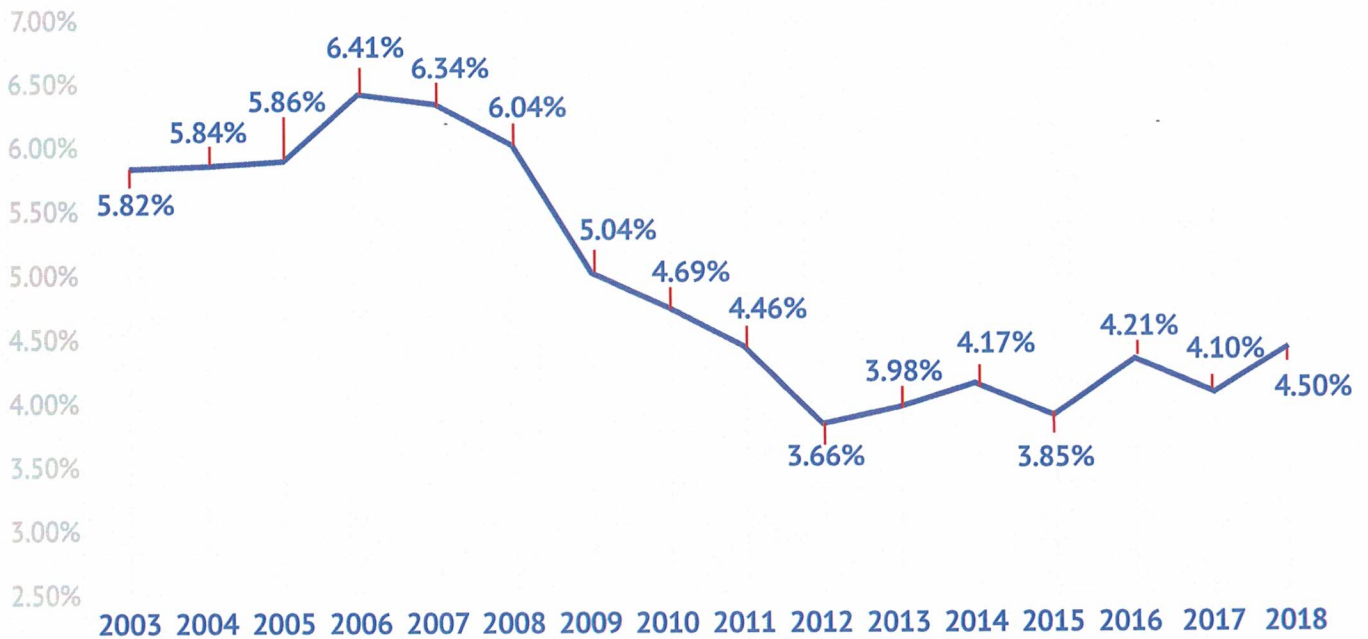
2018 Market Update



**ALL UNITS SOLD 2003-2018 (AS OF 9/4/18)
AVALON & STONE HARBOR INC. MANORS**



**30 YEAR MORTGAGE RATES
2003-2018 (AS OF 9/4/18)**



MARKET HISTORY

Avalon sales in all categories

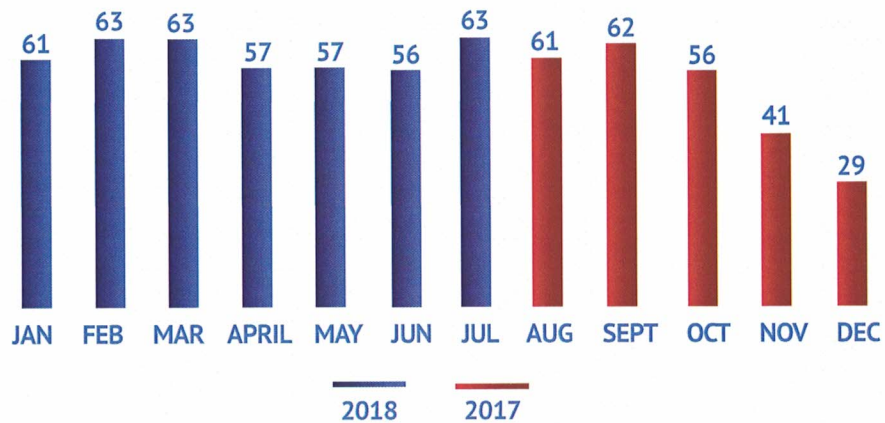
YEAR	UNITS SOLD	AVG. SALE PRICE
2018	143	\$1,791,748
2017	272	\$1,468,524
2016	239	\$1,428,303
2015	274	\$1,449,218
2014	209	\$1,373,566
2013	194	\$1,224,331
2012	227	\$1,191,051
2011	189	\$1,214,889
2010	159	\$1,171,260
2009	158	\$1,179,811
2008	166	\$1,567,662
2007	165	\$1,613,000
2006	158	\$1,883,000
2005	302	\$1,458,342
2004	351	\$1,348,000
2003	313	\$988,191
2002	344	\$756,565
2001	245	\$711,553
2000	314	\$665,200
1999	348	\$455,100
1998	348	\$357,500
1997	354	\$356,300
1996	290	\$285,451
1995	262	\$303,111
1994	214	\$285,451
1993	202	\$305,715
1992	230	\$300,807
1991	220	\$303,790
1990	224	\$339,660
1989	256	\$318,270
1988	389	\$281,370
1987	315	\$214,750
1986	286	\$191,450
1985	231	\$267,450
1984	226	\$158,890
1983	228	\$158,160
1982	233	\$154,890



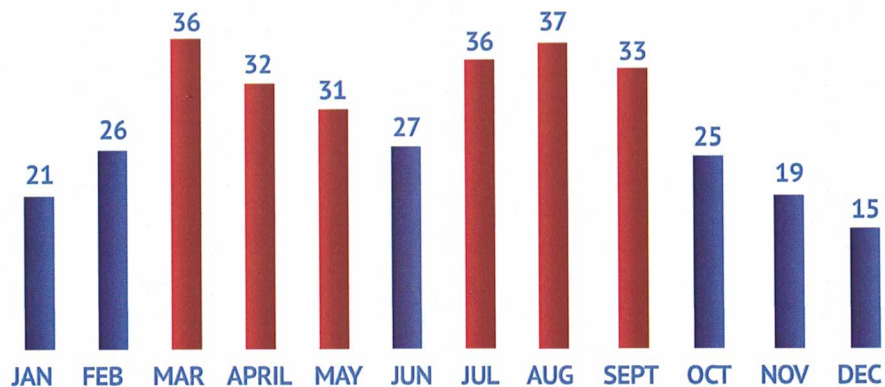
Avg. Annual Increase = 8.58%

**JANUARY 2018 - JULY 2018
AUGUST 2017 - DECEMBER 2017**

**AVERAGE NEW LISTINGS PER MONTH AVALON &
STONE HARBOR INC. MANORS**

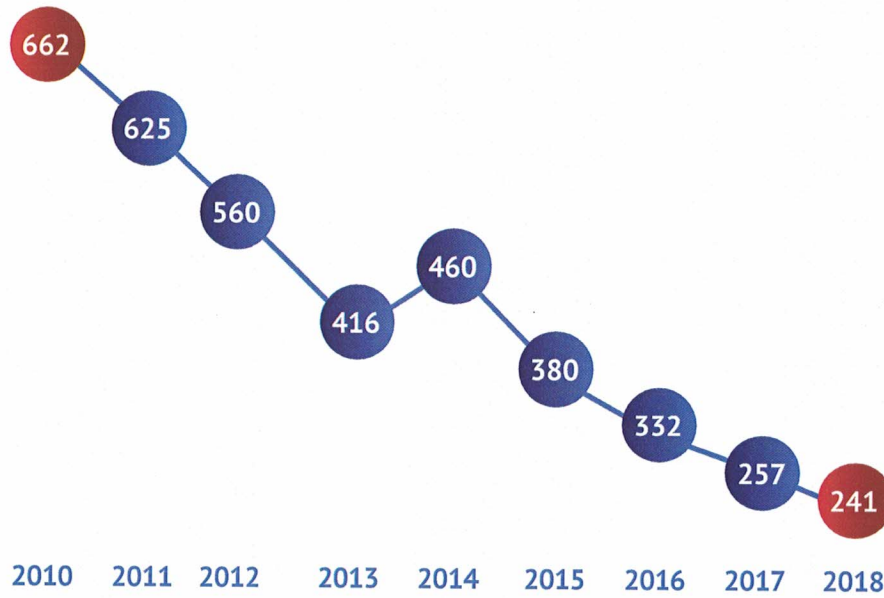


**AVERAGE UNDER CONTRACT PER MONTH AVALON &
STONE HARBOR INC. MANORS**

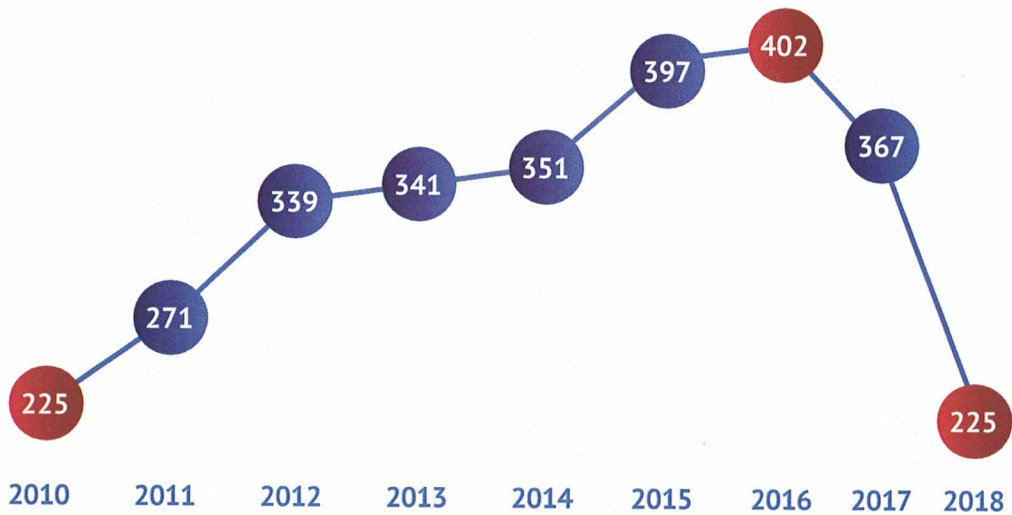


60% of properties are placed Under Contract between March and September!

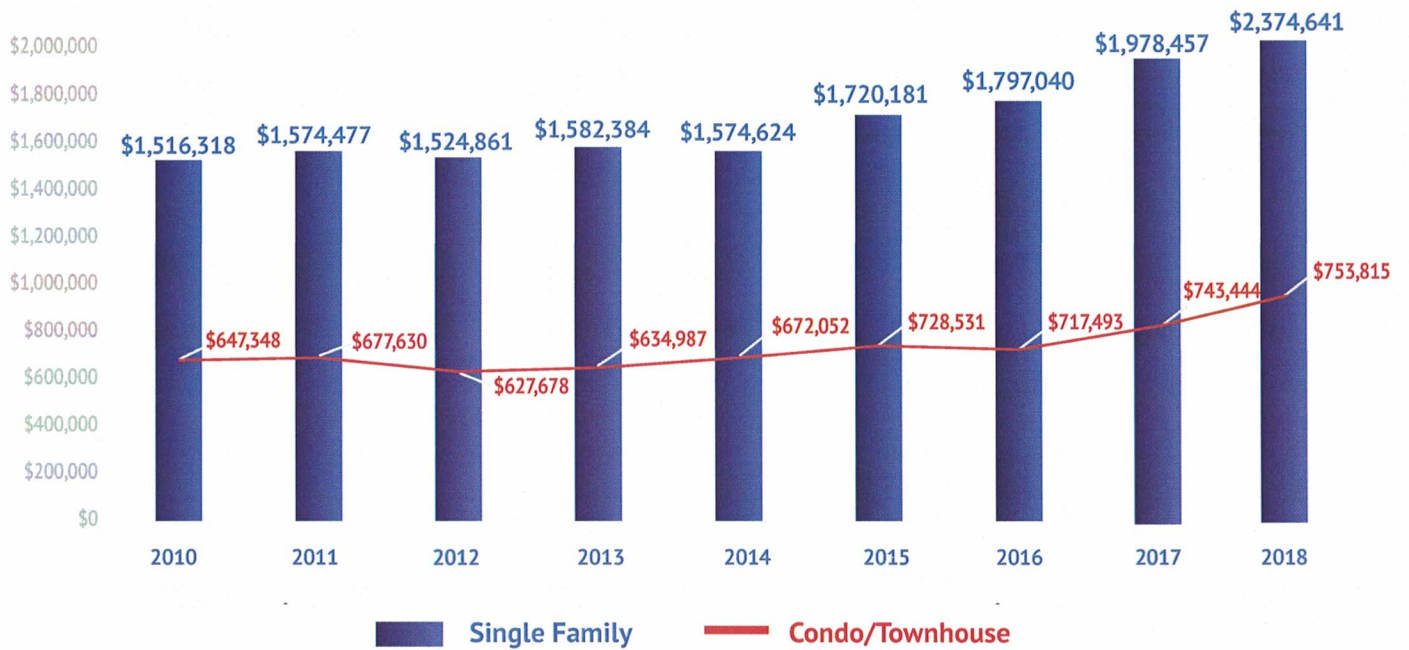
**JUNE AVAILABLE PROPERTIES
AVALON & STONE HARBOR INC. MANORS
2018 DATA AS OF 9/4/18**



**UNDER CONTRACT PROPERTIES
AVALON & STONE HARBOR INC. MANORS
2018 DATA AS OF 9/4/18**



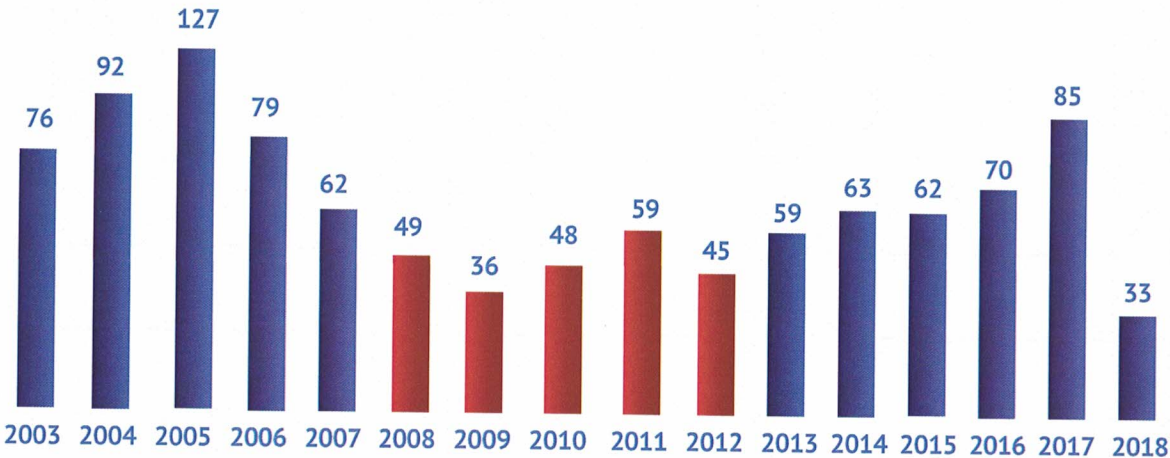
**AVERAGE SALE PRICE
AVALON & STONE HARBOR INC. MANORS
2018 DATA AS OF 9/4/18**



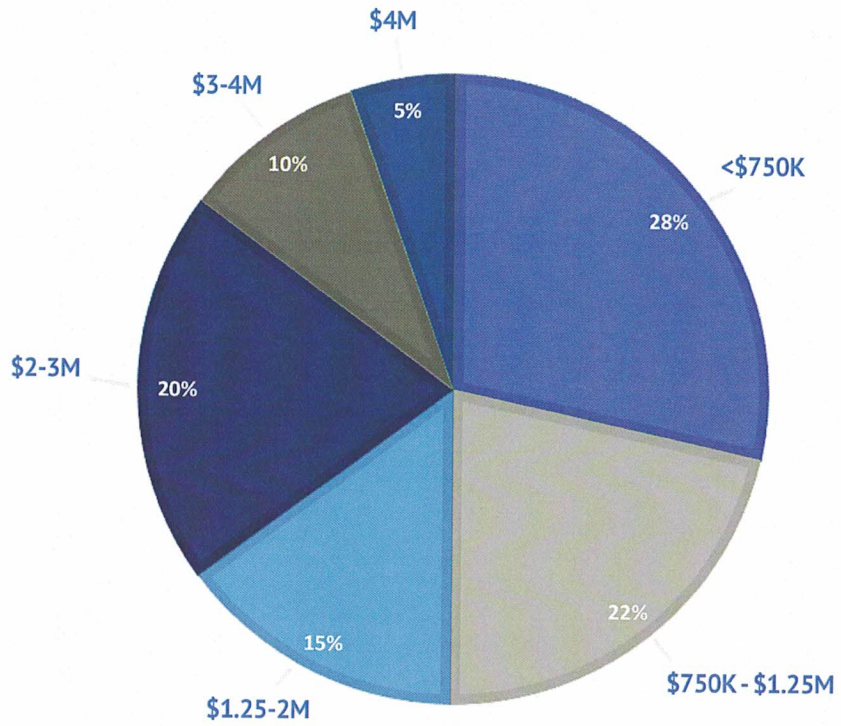
**SOLDS YEAR TO DATE (AS OF 9/4/18)
COMPARED TO CURRENT INVENTORY
AVALON ONLY**



**AVALON TOTAL DEMOLITION PERMITS
2003 - 2018 (SEPTEMBER)**



SALES BY PRICE RANGE 2018 AVALON ONLY YTD



ACTIVE LISTINGS AVALON ONLY

