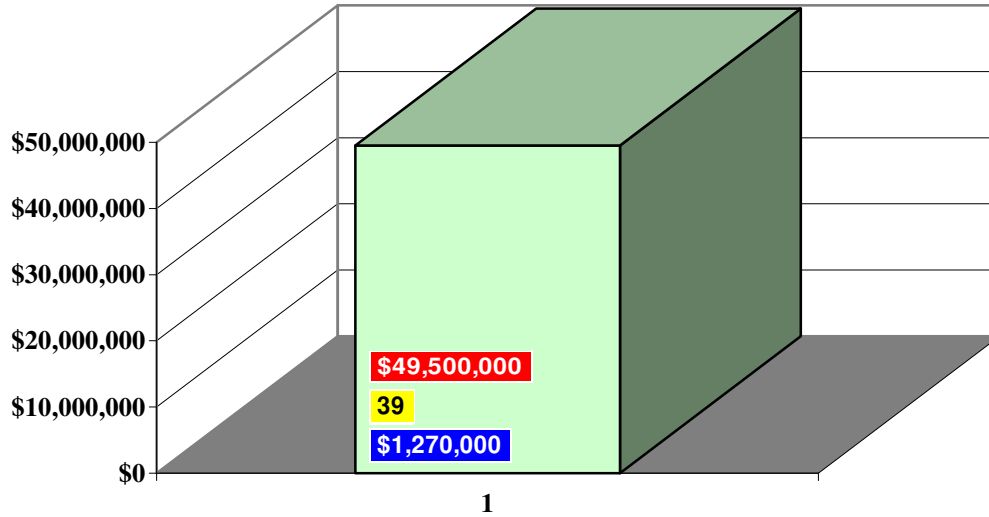


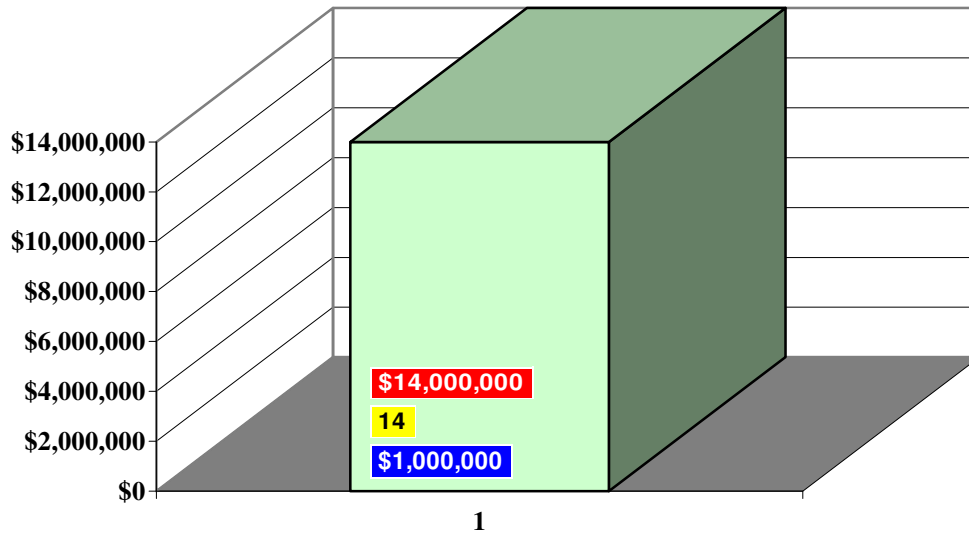


OVERALL MARKET - 2013 1ST QUARTER

AVALON



STONE HARBOR




TOTAL SALES VOLUME


TOTAL NUMBER OF SALES


AVG SALE PRICE

TRENDS 2013 (vs) 2012
(FIRST QUARTER 2013)

SALES

Avalon

- > 22% decrease in number of transactions.
- > 19% decrease in total sales volume.
- > 4% increase in average sale price.
- > 1% decrease in the average % sale prices were discounted from listed prices.
- > Many buyers remain very interested in purchasing a second home at the shore.

Stone Harbor

- > 17.5% decrease in number of transactions.
- > 30% decrease in total sales volume.
- > 15% decrease in average sale price.
- > 1.5% decrease in the average % sale prices were discounted from listed prices.
- > Many buyers remain very interested in purchasing a second home at the shore.

SALE LISTINGS

Avalon

- > 11.5% decrease in current listings.
- > 42.5% decrease in new listings.
- > There was a (1.43 to 1) ratio of new listings (56) to sale transactions (39) (vs) (1.94 to 1) - (97 to 50) ratio.

Stone Harbor

- > 1% decrease in current listings.
- > 51.5% decrease in new listings.
- > There was a (2.21 to 1) ratio of new listings (31) to sale transactions (14) (vs) (3.76 to 1) - (64 to 17) ratio.

SUMMARY

There was a 21.5% decrease in the Total Sales Volume (\$63,500,000 (vs) \$81,000,000) and a 21% decrease in the number of transactions (53 (vs) 67) for the First Quarter of 2013 (vs) 2012 in the overall marketplace for Seven Mile Beach Island.

Even though there is a decrease in closed sales during the First Quarter, we still anticipate a continued increase in Buyer activity during 2013 due to the extremely low mortgage interest rates available, excellent mortgage programs, and the pent up Buyer demand to Buy at the Shore. Buyers are still looking for the Best Buy in each market segment; however, they understand the long term benefits of acquiring seashore property for family enjoyment and as an investment.

**OVERALL MARKET SEGMENT
(FIRST QUARTER 2013)**

FIRST QUARTER—2013

FIRST QUARTER—2012

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	39	14	50	17
Total Sales Volume	\$49,500,000	\$14,000,000	\$61,000,000	\$20,000,000
Price Range	\$337,500 To \$6,000,000	\$315,000 To \$2,400,000	\$390,000 To \$4,150,000	\$349,000 To \$3,875,000
Average Sale Price	\$1,270,000	\$1,000,000	\$1,220,000	\$1,176,500
Average % Sale Prices Discounted From Listed Prices	7%	9.5%	8%	11%
SALE LISTINGS				
Current	217	184	245	186
New	56	31	97	64
TOTAL	273	215	342	250

This Analysis is based upon statistics of the Cape May Count Multiple Listing Service and is subject to errors and omissions.

**OCEANFRONT HOMES MARKET SEGMENT
(FIRST QUARTER 2013)**

FIRST QUARTER—2013

FIRST QUARTER—2012

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	1	0	0	1
Total Sales Volume	\$6,000,000	\$0	\$0	\$3,875,000
Price Range	\$6,000,000	\$0	\$0	\$3,875,000
Average Sale Price	\$6,000,000	\$0	\$0	\$3,875,000
Average % Sale Prices Discounted From Listed Prices	24%	0%	0%	19%
SALE LISTINGS				
Current	16	5	16	5
New	2	1	3	1
TOTAL	18	6	19	6

This Analysis is based upon statistics of the Cape May Count Multiple Listing Service and is subject to errors and omissions.

CONCLUSION:

There has been Buyer resistance in this marketplace primarily relating to the Federal Income Tax Increase and uncertainty in other financial policies. However, there remains many Buyers in a strong financial position who are interested in buying in this marketplace and deciding when is the best time to do so.

**BEACHBLOCK HOMES MARKET SEGMENT
(FIRST QUARTER 2013)**

	FIRST QUARTER—2013		FIRST QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	2	2	7	1
Total Sales Volume	\$2,824,000	\$4,340,000	\$13,500,000	\$1,400,000
Price Range	\$1,099,000 To \$1,725,000	\$2,060,000 To \$2,280,000	\$1,230,000 To \$2,340,000	\$1,400,000
Average Sale Price	\$1,412,000	\$2,170,000	\$1,928,500	\$1,400,000
Average % Sale Prices Discounted From Listed Prices	12%	11%	8.5%	16.5%
SALE LISTINGS				
Current	21	15	23	24
New	4	2	12	7
TOTAL	25	17	35	31

This Analysis is based upon statistics of the Cape May Count Multiple Listing Service and is subject to errors and omissions.

CONCLUSION:

There has been Buyer resistance in this marketplace primarily relating to the Federal Income Tax Increase and uncertainty in other financial policies. However, there remains many Buyers in a strong financial position who are interested in buying in this marketplace and deciding when is the best time to do so.

**BAYFRONT HOMES MARKET SEGMENT
(FIRST QUARTER 2013)**

FIRST QUARTER—2013

FIRST QUARTER—2012

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	4	0	6	4
Total Sales Volume	\$6,300,000	\$0	\$14,500,000	\$7,300,000
Price Range	\$1,000,000 To \$2,400,000	\$0	\$1,400,000 To \$4,150,000	\$999,000 To \$3,025,000
Average Sale Price	\$1,575,000	\$0	\$2,416,500	\$1,825,000
Average % Sale Prices Discounted From Listed Prices	15%	0%	12%	14.5%
SALE LISTINGS				
Current	31	16	30	14
New	2	5	8	3
TOTAL	33	21	38	17

This Analysis is based upon statistics of the Cape May Count Multiple Listing Service and is subject to errors and omissions.

CONCLUSION:

There has been Buyer resistance in this marketplace primarily relating to the Federal Income Tax Increase and uncertainty in other financial policies. However, there remains many Buyers in a strong financial position who are interested in buying in this marketplace and deciding when is the best time to do so.

**MID-ISLAND HOMES MARKET SEGMENT
(FIRST QUARTER 2013)**

FIRST QUARTER—2013

FIRST QUARTER—2012

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	16	5	16	2
Total Sales Volume	\$23,500,000	\$5,100,000	\$17,500,000	\$1,770,000
Price Range	\$725,000 To \$2,525,000	\$535,000 To \$2,400,000	\$675,000 To \$1,850,000	\$720,000 To \$1,050,000
Average Sale Price	\$1,469,000	\$1,020,000	\$1,094,000	\$885,000
Average % Sale Prices Discounted From Listed Prices	5.5%	7%	5.5%	14.5%
SALE LISTINGS				
Current	59	52	74	56
New	24	10	24	27
TOTAL	83	62	98	83

This Analysis is based upon statistics of the Cape May Count Multiple Listing Service and is subject to errors and omissions.

CONCLUSION:

Buyer interest in this marketplace continues to increase. We anticipate a continued increase in Buyer activity throughout the year due to the extremely low mortgage interest rates available, excellent mortgage programs, and the pent up Buyer demand to Buy at the Shore..

**CONDOMINIUMS/TOWNHOMES MARKET SEGMENT
(FIRST QUARTER 2013)**

	FIRST QUARTER—2013		FIRST QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	11	5	19	5
Total Sales Volume	\$8,200,000	\$2,950,000	\$12,500,000	\$2,400,000
Price Range	\$337,500 To \$1,100,000	\$315,000 To \$950,000	\$390,000 To \$1,275,000	\$349,000 To \$705,000
Average Sale Price	\$745,000	\$590,000	\$657,500	\$480,000
Average % Sale Prices Discounted From Listed Prices	5%	9%	7%	6%
SALE LISTINGS				
Current	66	63	76	63
New	18	7	37	21
TOTAL	84	70	113	84

This Analysis is based upon statistics of the Cape May Count Multiple Listing Service and is subject to errors and omissions.

CONCLUSION:

Buyer interest in this marketplace continues to increase. We anticipate a continued increase in Buyer activity throughout the year due to the extremely low mortgage interest rates available, excellent mortgage programs, and the pent up Buyer demand to Buy at the Shore..

**MULTI-FAMILY MARKET SEGMENT
(FIRST QUARTER 2013)**

FIRST QUARTER—2013

FIRST QUARTER—2012

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	0	2	0	2
Total Sales Volume	\$0	\$1,719,900	\$0	\$1,445,000
Price Range	\$0	\$720,000 To \$999,900	\$0	\$705,000 To \$740,000
Average Sale Price	\$0	\$860,000	\$0	\$722,500
Average % Sale Prices Discounted From Listed Prices	0%	16%	0%	3%
SALE LISTINGS				
Current	5	10	7	14
New	2	1	2	3
TOTAL	7	11	9	17

This Analysis is based upon statistics of the Cape May Count Multiple Listing Service and is subject to errors and omissions.

CONCLUSION:

There is limited activity in this marketplace. However, we anticipate a continued increase as there are many Buyers interested in purchasing a second home at the shore who are deciding when is the best time to do so.

**LOTS MARKET SEGMENT
(FIRST QUARTER 2013)**

	FIRST QUARTER—2013		FIRST QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	1	0	1	0
Total Sales Volume	\$895,000	\$0	\$999,000	\$0
Price Range	\$895,000	\$0	\$999,000	\$0
Average Sale Price	\$895,000	\$0	\$999,000	\$0
Average % Sale Prices Discounted From Listed Prices	0%	0%	28.5%	0%
SALE LISTINGS				
Current	16	7	15	5
New	4	2	10	1
TOTAL	20	9	25	6

This Analysis is based upon statistics of the Cape May Count Multiple Listing Service and is subject to errors and omissions.

CONCLUSION:

There is limited activity in this marketplace. However, we anticipate a continued increase as there are many buyers interested in purchasing a second home at the shore who are deciding when is the best time to do so.

**COMMERCIAL MARKET SEGMENT
(FIRST QUARTER 2013)**

	FIRST QUARTER—2013		FIRST QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	4	0	1	2
Total Sales Volume	\$1,750,000	\$0	\$2,066,000	\$2,285,000
Price Range	\$190,000 To \$700,000	\$0	\$2,066,000	\$485,000 To \$1,800,000
Average Sale Price	\$437,500	\$0	\$2,066,000	\$1,142,500
Average % Sale Prices Discounted From Listed Prices	4%	0%	31.5%	13%
SALE LISTINGS				
Current	3	5	4	5
New	0	2	1	1
TOTAL	3	7	5	6

This Analysis is based upon statistics of the Cape May Count Multiple Listing Service and is subject to errors and omissions.

CONCLUSION:

There is limited activity in the marketplace even though buyer interest has increased substantially in the residential marketplace.