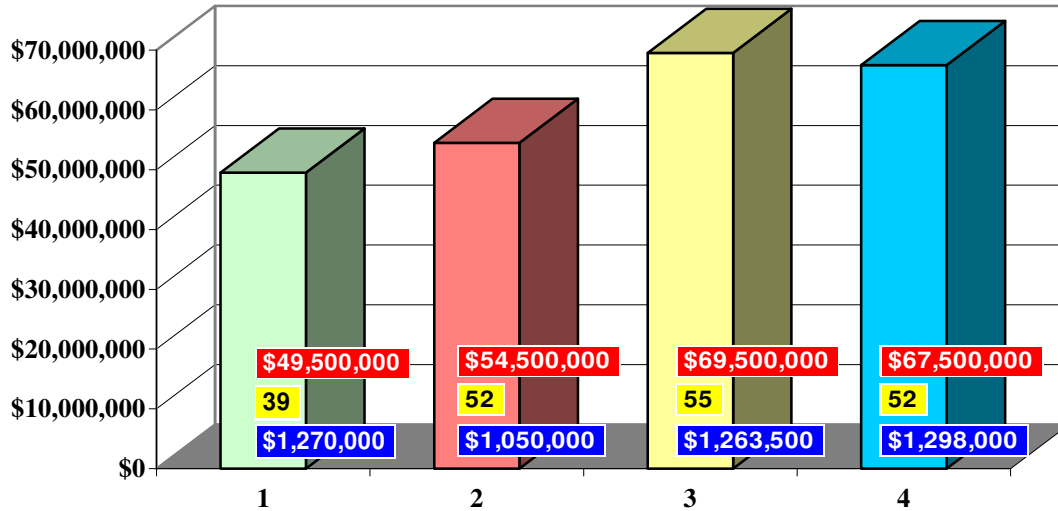
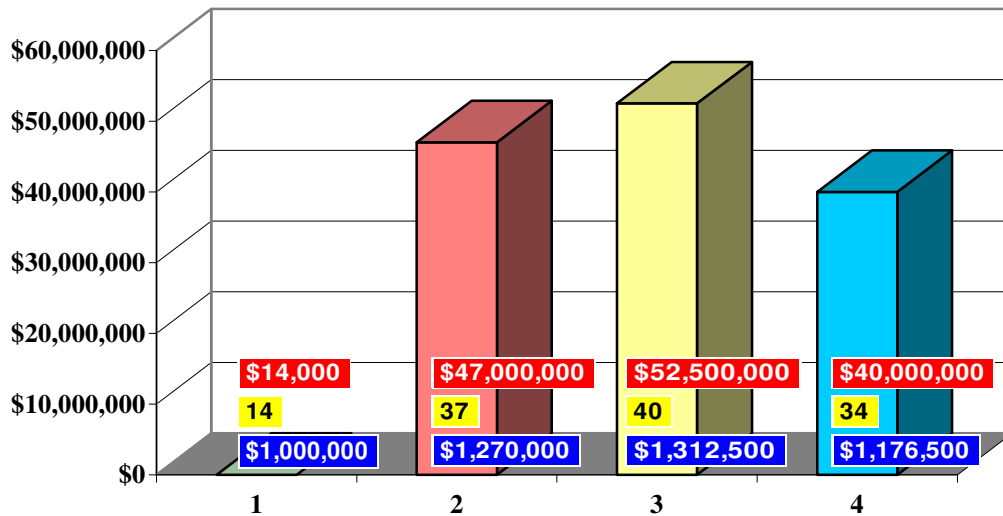


**OVERALL MARKET - 2013
1ST, 2ND, 3RD & 4TH QUARTERS**

AVALON



STONE HARBOR



█ TOTAL SALES VOLUME
 █ TOTAL NUMBER OF SALES
 █ AVG SALE PRICE

TRENDS 2013 (vs) 2012
(FOURTH QUARTER 2013)

SALES

Avalon

- > 19% decrease in number of transactions.
- > 7% decrease in total sales volume.
- > 14.5% 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

- > 30.5% decrease in number of transactions.
- > 26.5% decrease in total sales volume.
- > 6% increase 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

- > 5.5% increase in current listings.
- > 25.5% increase in new listings.
- > There was a (.85 to 1) ratio of new listings (44) to sale transactions (52) (vs) (.55 to 1) - (35 to 64) ratio.

Stone Harbor

- > 14% decrease in current listings.
- > 24% increase in new listings.
- > There was a (.91 to 1) ratio of new listings (31) to sale transactions (34) (vs) (.51 to 1) - (25 to 49) ratio.

SUMMARY

There was a 15.5% decrease in the Total Sales Volume (\$107,500,000 (vs) \$127,000,000) and a 24% decrease in the number of transactions (86 (vs) 113) for the Fourth Quarter of 2013 (vs) 2012 in the overall marketplace for Seven Mile Beach Island. However, for the Entire 2013 Year there was a 10% decrease in Total Sales Volume (\$394,500,000 (vs) \$439,000,000) and a 13% decrease in the number of transactions (323 (vs) 371).

The minimum decrease in Total Sales Volume and number of transactions for 2013 (vs) 2012 indicates the market is stabilizing. We anticipate Sales Activity to increase in 2014 especially since mortgage rates remain low.

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

	FOURTH QUARTER—2013		FOURTH QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	52	34	64	49
Total Sales Volume	\$67,500,000	\$40,000,000	\$72,500,000	\$54,500,000
Price Range	\$320,000 To \$5,500,000	\$290,250 To \$3,600,000	\$280,000 To \$5,850,000	\$360,000 To \$2,638,500
Average Sale Price	\$1,298,000	\$1,176,500	\$1,133,000	\$1,112,000
Average % Sale Prices Discounted From Listed Prices	5.5%	8%	6.5%	9.5%
SALE LISTINGS				
Current	231	142	219	165
New	44	31	35	25
TOTAL	275	173	254	190

YEAR TO DATE—2013

SALES	AVALON	STONE HARBOR
Number	198	125
Total Sales Volume	\$241,000,000	\$153,000,000
Price Range	\$155,000 To \$6,000,000	\$160,000 To \$3,800,000
Average Sale Price	\$1,217,000	\$1,224,000
Average % Sale Prices Discounted From Listed Prices	6.5%	8.5%
SALE LISTINGS		
Current (*)	231	142
New (Cumulative)	249	147

(*) Total for current quarter

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
(FOURTH QUARTER 2013)**

	FOURTH QUARTER—2013		FOURTH QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	2	2	0	0
Total Sales Volume	\$7,150,000	\$7,100,000	\$0	\$0
Price Range	\$1,650,000 To \$5,500,000	\$3,500,000 To \$3,600,000	\$0	\$0
Average Sale Price	\$3,575,000	\$3,550,000	\$0	\$0
Average % Sale Prices Discounted From Listed Prices	17%	12.5%	0%	0%
SALE LISTINGS				
Current	17	3	17	4
New	1	0	1	0
TOTAL	18	3	18	4

YEAR TO DATE—2013

SALES	AVALON	STONE HARBOR
Number	4	2
Total Sales Volume	\$15,000,000	\$7,100,000
Price Range	\$1,650,000 To \$6,000,000	\$3,500,000 To \$3,600,000
Average Sale Price	\$3,750,000	\$3,550,000
Average % Sale Prices Discounted From Listed Prices	16.5%	12.5%
SALE LISTINGS		
Current (*)	17	3
New (Cumulative)	5	3

(*) Total for current quarter

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

CONCLUSION:

Even though there has been minimum activity in this marketplace this quarter, there are many buyers interested in purchasing an oceanfront home at the shore. We expect an increase in Sale Activity in 2014 as there is an increase in Buyer activity in the higher priced marketplace, many opportunities are still available and the mortgage rates remain low with many excellent mortgage programs available.

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

	FOURTH QUARTER—2013		FOURTH QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	4	3	7	5
Total Sales Volume	\$9,600,000	\$6,300,000	\$12,500,000	\$10,500,000
Price Range	\$2,100,000 To \$2,600,000	\$1,600,000 To \$2,620,000	\$1,350,000 To \$2,625,000	\$1,665,000 To \$2,600,000
Average Sale Price	\$2,400,000	\$2,100,000	\$1,785,500	\$2,100,000
Average % Sale Prices Discounted From Listed Prices	2.5%	5.5%	9%	8%
SALE LISTINGS				
Current	18	15	20	19
New	4	2	3	0
TOTAL	22	17	23	19

YEAR TO DATE—2013

SALES	AVALON	STONE HARBOR
Number	17	11
Total Sales Volume	\$32,000,000	\$26,300,000
Price Range	\$1,099,000 To \$2,825,000	\$1,275,000 To \$3,800,000
Average Sale Price	\$1,882,500	\$2,391,000
Average % Sale Prices Discounted From Listed Prices	8.5%	7%
SALE LISTINGS		
Current (*)	18	15
New (Cumulative)	27	11

(*) Total for current quarter

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

CONCLUSION:

Even though there has been minimum activity in this marketplace this quarter, there are many buyers interested in purchasing a beachblock home at the shore. We expect an increase in Sale Activity in 2014 as there is an increase in Buyer activity in the higher priced marketplace, many opportunities are still available and the mortgage rates remain low with many excellent mortgage programs available.

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

	FOURTH QUARTER—2013		FOURTH QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	7	2	6	7
Total Sales Volume	\$14,200,000	\$2,550,000	\$14,300,000	\$8,812,000
Price Range	\$1,250,000 To \$3,305,000	\$925,000 To \$1,625,000	\$950,000 To \$5,850,000	\$553,927 To \$2,358,234
Average Sale Price	\$2,000,000	\$1,275,000	\$2,283,500	\$1,259,000
Average % Sale Prices Discounted From Listed Prices	9.5%	8%	12.5%	12%
SALE LISTINGS				
Current	25	17	33	13
New	3	5	2	0
TOTAL	28	22	35	13

YEAR TO DATE—2013

SALES	AVALON	STONE HARBOR
Number	19	11
Total Sales Volume	\$42,300,000	\$19,500,000
Price Range	\$1,000,000 To \$5,400,000	\$925,000 To \$3,050,000
Average Sale Price	\$2,226,500	\$1,772,500
Average % Sale Prices Discounted From Listed Prices	10.5%	11%
SALE LISTINGS		
Current (*)	25	17
New (Cumulative)	12	21

(*) Total for current quarter

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

CONCLUSION:

Even though there has been minimum activity in this marketplace this quarter, there are many buyers interested in purchasing a bayfront home at the shore. We expect an increase in Sale Activity in 2014 as there is an increase in Buyer activity in the higher priced marketplace, many opportunities are still available and the mortgage rates remain low with many excellent mortgage programs available.

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

	FOURTH QUARTER—2013		FOURTH QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	17	9	26	20
Total Sales Volume	\$19,000,000	\$12,000,000	\$27,500,000	\$25,000,000
Price Range	\$800,000 To \$2,450,000	\$750,000 To \$3,100,000	\$417,500 To \$1,995,000	\$425,000 To \$2,638,500
Average Sale Price	\$1,117,500	\$1,333,500	\$1,057,700	\$1,250,000
Average % Sale Prices Discounted From Listed Prices	3.5%	7.5%	6.5%	9%
SALE LISTINGS				
Current	75	42	66	49
New	23	9	11	12
TOTAL	98	51	77	61

YEAR TO DATE—2013

SALES	AVALON	STONE HARBOR
Number	77	42
Total Sales Volume	\$97,200,000	\$62,700,000
Price Range	\$439,000 To \$2,800,000	\$535,000 To \$3,750,000
Average Sale Price	\$1,262,500	\$1,493,000
Average % Sale Prices Discounted From Listed Prices	5.5%	8%
SALE LISTINGS		
Current (*)	75	42
New (Cumulative)	104	48

(*) Total for current quarter

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 consistent Buyer activity in this marketplace this quarter and many buyers remain interested in purchasing a second home at the shore. We expect an increase in sale activity in 2014 as many opportunities are still available and mortgage rates remain low with many excellent mortgage programs available.

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

	FOURTH QUARTER—2013		FOURTH QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	17	10	20	10
Total Sales Volume	\$12,800,000	\$6,200,000	\$12,768,000	\$5,765,000
Price Range	\$350,000 To \$1,525,000	\$155,000 To \$1,775,000	\$280,000 To \$1,070,000	\$360,000 To \$880,000
Average Sale Price	\$753,000	\$620,000	\$638,500	\$576,500
Average % Sale Prices Discounted From Listed Prices	4.5%	6.5%	3.5%	9%
SALE LISTINGS				
Current	66	54	56	58
New	5	10	16	8
TOTAL	71	64	72	66

YEAR TO DATE—2013

SALES	AVALON	STONE HARBOR
Number	69	44
Total Sales Volume	\$45,600,000	\$26,000,000
Price Range	\$155,000 To \$1,525,000	\$155,000 To \$1,775,000
Average Sale Price	\$661,000	\$591,000
Average % Sale Prices Discounted From Listed Prices	5%	7.5%
SALE LISTINGS		
Current (*)	66	54
New (Cumulative)	70	42

(*) Total for current quarter

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 consistent Buyer activity in this marketplace this quarter and many buyers remain interested in purchasing a second home at the shore. We expect an increase in sale activity in 2014 as many opportunities are still available and mortgage rates remain low with many excellent mortgage programs available.

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

	FOURTH QUARTER—2013		FOURTH QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	0	4	1	7
Total Sales Volume	\$0	\$3,500,000	\$850,000	\$4,668,000
Price Range	\$0	\$800,000 To \$999,000	\$850,000	\$525,000 To \$968,000
Average Sale Price	\$0	\$875,000	\$850,000	\$667,000
Average % Sale Prices Discounted From Listed Prices	0%	8.5%	3%	10.5%
SALE LISTINGS				
Current	6	2	6	10
New	1	2	0	3
TOTAL	7	4	6	13

YEAR TO DATE—2013

SALES	AVALON	STONE HARBOR
Number	1	11
Total Sales Volume	\$1,050,000	\$9,500,000
Price Range	\$1,050,000	\$720,000 To \$1,100,000
Average Sale Price	\$1,050,000	\$863,500
Average % Sale Prices Discounted From Listed Prices	12%	10.5%
SALE LISTINGS		
Current (*)	6	2
New (Cumulative)	4	9

(*) Total for current quarter

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 minimum activity in this marketplace this quarter as there is a limited supply of properties for sale. We expect an increase in sale activity in 2014 especially since mortgage rates remain low with many excellent mortgage programs available.

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

FOURTH QUARTER—2013

FOURTH QUARTER—2012

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	4	1	4	0
Total Sales Volume	\$4,300,000	\$875,000	\$4,800,000	\$0
Price Range	\$1,045,000 To \$1,500,000	\$875,000	\$675,000 To \$2,137,500	\$0
Average Sale Price	\$1,075,000	\$875,000	\$1,200,000	\$0
Average % Sale Prices Discounted From Listed Prices	8.5%	8%	6%	0%
SALE LISTINGS				
Current	17	6	16	6
New	6	1	2	2
TOTAL	23	7	18	8

YEAR TO DATE—2013

SALES	AVALON	STONE HARBOR
Number	6	1
Total Sales Volume	\$5,800,000	\$875,000
Price Range	\$600,000 To \$1,500,000	\$875,000
Average Sale Price	\$966,500	\$875,000
Average % Sale Prices Discounted From Listed Prices	6%	8%
SALE LISTINGS		
Current (*)	17	6
New (Cumulative)	20	9

(*) Total for current quarter

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 minimum activity in this marketplace this quarter; however, there are many buyers interested in purchasing a lot and building a new home. We expect an increase in sale activity in 2014 especially since mortgage rates remain low with many excellent mortgage programs available.

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

	FOURTH QUARTER—2013		FOURTH QUARTER—2012	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	1	3	0	0
Total Sales Volume	\$320,000	\$1,400,000	\$0	\$0
Price Range	\$320,000	\$290,250 To \$790,000	\$0	\$0
Average Sale Price	\$320,000	\$466,500	\$0	\$0
Average % Sale Prices Discounted From Listed Prices	8.5%	14%	0%	0%
SALE LISTINGS				
Current	7	3	5	6
New	1	2	0	0
TOTAL	8	5	5	6

YEAR TO DATE—2013

SALES	AVALON	STONE HARBOR
Number	5	3
Total Sales Volume	\$2,100,000	\$1,400,000
Price Range	\$190,000 To \$700,000	\$290,250 To \$790,000
Average Sale Price	\$420,000	\$466,500
Average % Sale Prices Discounted From Listed Prices	5%	14%
SALE LISTINGS		
Current (*)	7	3
New (Cumulative)	7	5

(*) Total for current quarter

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 minimum activity in this marketplace this quarter as there is a limited supply of properties for sale. We expect an increase in sale activity in 2014 especially since mortgage rates remain low with many excellent mortgage programs available.