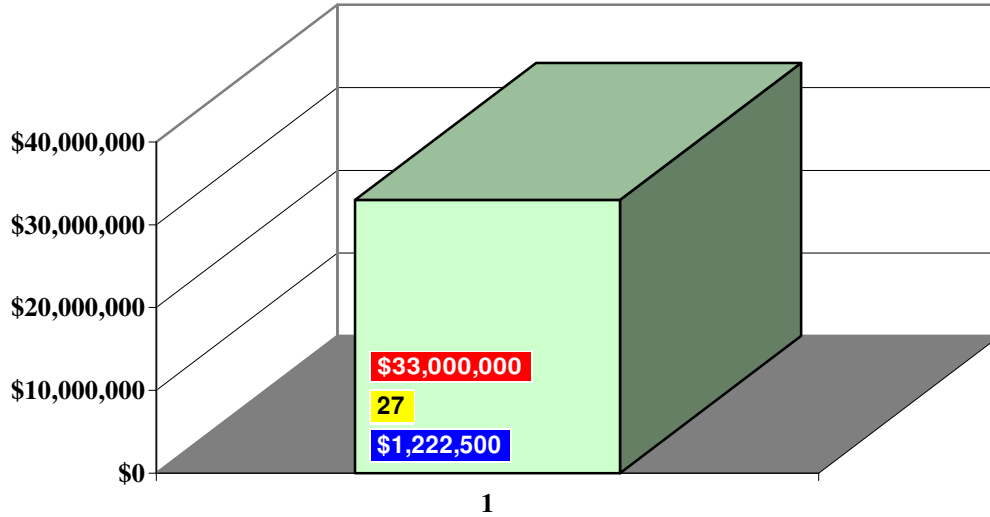


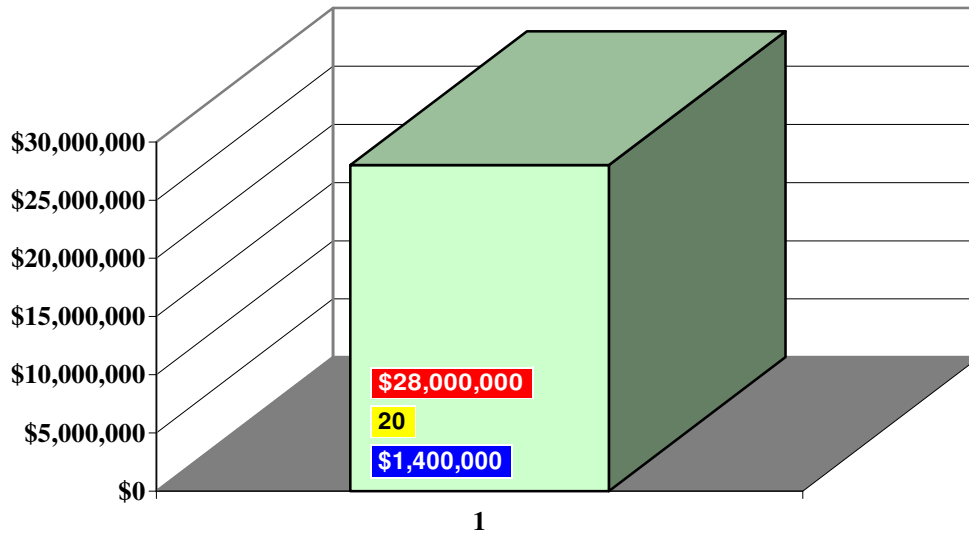


## OVERALL MARKET - 2014 1ST QUARTER

### AVALON



### STONE HARBOR



  
TOTAL SALES VOLUME

  
TOTAL NUMBER OF SALES

  
AVG SALE PRICE

TRENDS 2014 (vs) 2013  
(FIRST QUARTER 2014)

**SALES**

**Avalon**

- > 31% decrease in number of transactions.
- > 33.5% decrease in total sales volume.
- > 4% decrease 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**

- > 43% increase in number of transactions.
- > 100% increase in total sales volume.
- > 40% increase in average sale price.
- > .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**

- > 16.5% increase in current listings.
- > 11% decrease in new listings.
- > There was a (1.85 to 1) ratio of new listings (50) to sale transactions (27) (vs) (1.43 to 1) - (56 to 39) ratio.

**Stone Harbor**

- > 10.5% decrease in current listings.
- > 19.5% decrease in new listings.
- > There was a (1.25 to 1) ratio of new listings (25) to sale transactions (20) (vs) (2.21 to 1) - (31 to 14) ratio.

**SUMMARY**

There was a 4% decrease in the Total Sales Volume (\$61,000,000 (vs) \$63,500,000) and an 11.5% decrease in the number of transactions (47 (vs) 53) for the First Quarter of 2014 (vs) 2013 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 2014 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 and they understand the long term benefits of acquiring seashore property for family enjoyment and as an investment.

**OVERALL MARKET SEGMENT  
(FIRST QUARTER 2014)**

**FIRST QUARTER—2014**

**FIRST QUARTER—2013**

<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	27	20	39	14
Total Sales Volume	\$33,000,000	\$28,000,000	\$49,500,000	\$14,000,000
Price Range	\$400,000 To \$2,950,000	\$250,000 To \$4,116,667	\$337,500 To \$6,000,000	\$315,000 To \$2,400,000
Average Sale Price	\$1,222,500	\$1,400,000	\$1,270,000	\$1,000,000
Average % Sale Prices Discounted From Listed Prices	6%	9%	7%	9.5%
<b>SALE LISTINGS</b>				
Current	253	165	217	184
New	50	25	56	31
<b>TOTAL</b>	303	190	273	215

*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 2014)**

**FIRST QUARTER—2014**

**FIRST QUARTER—2013**

<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	0	1	1	0
Total Sales Volume	\$0	\$4,116,667	\$6,000,000	\$0
Price Range	\$0	\$4,116,667	\$6,000,000	\$0
Average Sale Price	\$0	\$4,116,667	\$6,000,000	\$0
Average % Sale Prices Discounted From Listed Prices	0%	17.5%	24%	0%
<b>SALE LISTINGS</b>				
Current	14	5	16	5
New	4	1	2	1
<b>TOTAL</b>	<b>18</b>	<b>6</b>	<b>18</b>	<b>6</b>

*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, many Buyers are interested in buying in this marketplace who have the finances to buy but have not yet decided to do so. We anticipate more buyer activity throughout the remainder of this year.

**BEACHBLOCK HOMES MARKET SEGMENT  
(FIRST QUARTER 2014)**

	<b>FIRST QUARTER—2014</b>		<b>FIRST QUARTER—2013</b>	
<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	0	1	2	2
Total Sales Volume	\$0	\$1,600,000	\$2,824,000	\$4,340,000
Price Range	\$0	\$1,600,000	\$1,099,000 To \$1,725,000	\$2,060,000 To \$2,280,000
Average Sale Price	\$0	\$1,600,000	\$1,412,000	\$2,170,000
Average % Sale Prices Discounted From Listed Prices	0%	8.5%	12%	11%
<b>SALE LISTINGS</b>				
Current	28	19	21	15
New	2	0	4	2
<b>TOTAL</b>	<b>30</b>	<b>19</b>	<b>25</b>	<b>17</b>

*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, many Buyers are interested in buying in this marketplace who have the finances to buy but have not yet decided to do so. We anticipate more buyer activity throughout the remainder of this year.

**BAYFRONT HOMES MARKET SEGMENT  
(FIRST QUARTER 2014)**

**FIRST QUARTER—2014**

**FIRST QUARTER—2013**

<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	3	3	4	0
Total Sales Volume	\$6,750,000	\$4,000,000	\$6,300,000	\$0
Price Range	\$1,450,000 To \$2,950,000	\$950,000 To \$1,630,000	\$1,000,000 To \$2,400,000	\$0
Average Sale Price	\$2,250,000	\$1,333,500	\$1,575,000	\$0
Average % Sale Prices Discounted From Listed Prices	10.5%	11.5%	15%	0%
<b>SALE LISTINGS</b>				
Current	26	19	31	16
New	2	2	2	5
<b>TOTAL</b>	28	21	33	21

*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, many Buyers are interested in buying in this marketplace who have the finances to buy but have not yet decided to do so. We anticipate more buyer activity throughout the remainder of this year.

**MID-ISLAND HOMES MARKET SEGMENT  
(FIRST QUARTER 2014)**

**FIRST QUARTER—2014**

**FIRST QUARTER—2013**

<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	15	8	16	5
Total Sales Volume	\$17,000,000	\$14,500,000	\$23,500,000	\$5,100,000
Price Range	\$400,000 To \$2,150,000	\$840,000 To \$2,595,000	\$725,000 To \$2,525,000	\$535,000 To \$2,400,000
Average Sale Price	\$1,133,500	\$1,812,500	\$1,469,000	\$1,020,000
Average % Sale Prices Discounted From Listed Prices	5%	9.5%	5.5%	7%
<b>SALE LISTINGS</b>				
Current	85	46	59	52
New	23	6	24	10
<b>TOTAL</b>	108	52	83	62

*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 greater 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 2014)**

	<b>FIRST QUARTER—2014</b>		<b>FIRST QUARTER—2013</b>	
<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	7	5	11	5
Total Sales Volume	\$5,800,000	\$3,000,000	\$8,200,000	\$2,950,000
Price Range	\$500,000 To \$1,175,000	\$385,000 To \$720,000	\$337,500 To \$1,100,000	\$315,000 To \$950,000
Average Sale Price	\$828,500	\$600,000	\$745,000	\$590,000
Average % Sale Prices Discounted From Listed Prices	5%	3%	5%	9%
<b>SALE LISTINGS</b>				
Current	68	63	66	63
New	15	8	18	7
<b>TOTAL</b>	83	71	84	70

*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 greater 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 2014)**

**FIRST QUARTER—2014**

**FIRST QUARTER—2013**

<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	1	0	0	2
Total Sales Volume	\$1,100,000	\$0	\$0	\$1,719,900
Price Range	\$1,100,000	\$0	\$0	\$720,000 To \$999,900
Average Sale Price	\$1,100,000	\$0	\$0	\$860,000
Average % Sale Prices Discounted From Listed Prices	8%	0%	0%	16%
<b>SALE LISTINGS</b>				
Current	8	4	5	10
New	1	1	2	1
<b>TOTAL</b>	9	5	7	11

*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 2014)**

**FIRST QUARTER—2014**

**FIRST QUARTER—2013**

<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	1	0	1	0
Total Sales Volume	\$2,295,000	\$0	\$895,000	\$0
Price Range	\$2,295,000	\$0	\$895,000	\$0
Average Sale Price	\$2,295,000	\$0	\$895,000	\$0
Average % Sale Prices Discounted From Listed Prices	12%	0%	0%	0%
<b>SALE LISTINGS</b>				
Current	15	6	16	7
New	1	3	4	2
<b>TOTAL</b>	16	9	20	9

*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 2014)**

	<b>FIRST QUARTER—2014</b>		<b>FIRST QUARTER—2013</b>	
<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	0	2	4	0
Total Sales Volume	\$0	\$875,000	\$1,750,000	\$0
Price Range	\$0	\$250,000 To \$625,000	\$190,000 To \$700,000	\$0
Average Sale Price	\$0	\$437,500	\$437,500	\$0
Average % Sale Prices Discounted From Listed Prices	0%	16%	4%	0%
<b>SALE LISTINGS</b>				
Current	9	3	3	5
New	2	4	0	2
<b>TOTAL</b>	11	7	3	7

*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.