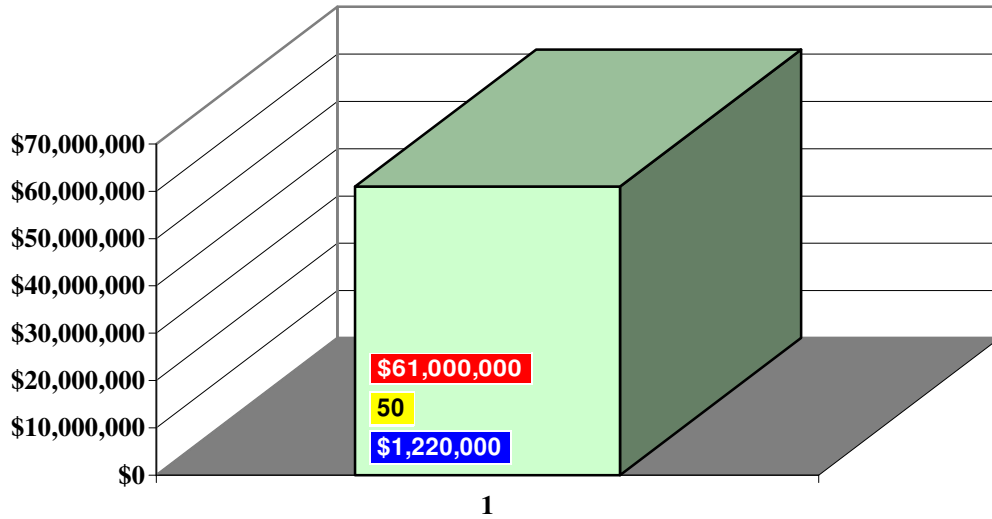


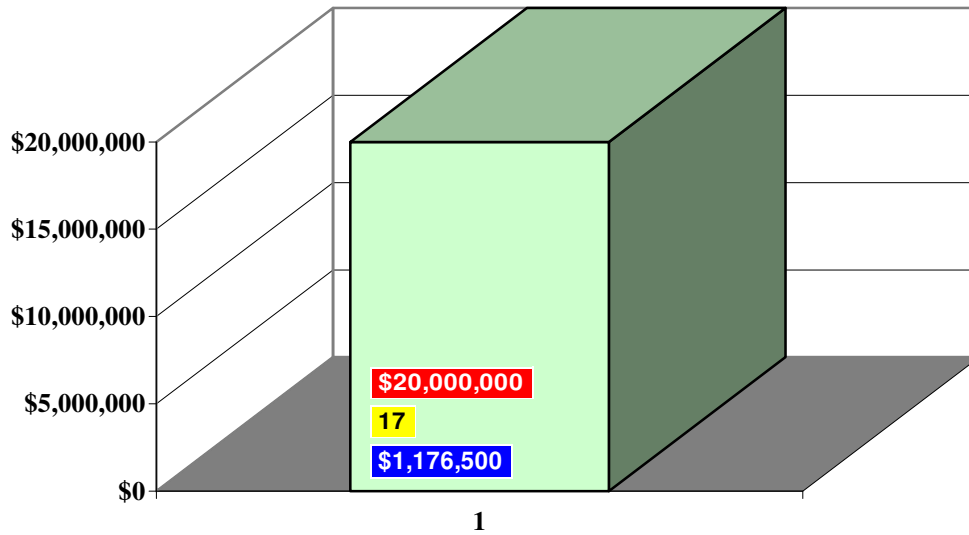


**OVERALL MARKET - 2012
1ST QUARTER**

AVALON



STONE HARBOR




TOTAL SALES VOLUME


TOTAL NUMBER OF SALES


AVG SALE PRICE

TRENDS 2012 (vs) 2011
(FIRST QUARTER 2012)

SALES

Avalon

- > 39% increase in number of transactions.
- > 19.5% increase in total sales volume.
- > 14% decrease in average sale price.
- > .5% increase 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

- > 89% increase in number of transactions.
- > 110% increase in total sales volume.
- > 11.5% increase in average sale price.
- > No change 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

- > 26.5% decrease in current listings.
- > 54% increase in new listings.
- > There was a (1.94 to 1) ratio of new listings (97) to sale transactions (50) (vs) (1.75 to 1) - (63 to 36) ratio.

Stone Harbor

- > 13.5% decrease in current listings.
- > 94% increase in new listings.
- > There was a (3.76 to 1) ratio of new listings (64) to sale transactions (17) (vs) (3.67 to 1) - (33 to 9) ratio.

SUMMARY

There was a 34% increase in the Total Sales Volume (\$81,000,000 (vs) \$60,500,000) and a 49% increase in the number of transactions (67 (vs) 45) for the First Quarter of 2012 (vs) 2011 in the overall marketplace for Seven Mile Beach Island. The figures indicate that the marketplace is making a substantial move in a positive direction.

We anticipate a continued increase in Buyer activity during 2012 due to the Federal Income Tax Rates not changing, the extremely low mortgage interest rates available, excellent mortgage programs, and the pent up Buyer demand to Buy at the Shore. The Buyers understand the long term benefits of acquiring seashore property for family enjoyment and as an investment.

**OVERALL MARKET SEGMENT
(FIRST QUARTER 2012)**

FIRST QUARTER—2012

FIRST QUARTER—2011

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	50	17	36	9
Total Sales Volume	\$61,000,000	\$20,000,000	\$51,000,000	\$9,500,000
Price Range	\$390,000 To \$4,150,000	\$349,000 To \$3,875,000	\$342,000 To \$7,000,000	\$245,000 To \$2,000,000
Average Sale Price	\$1,220,000	\$1,176,500	\$1,416,500	\$1,055,500
Average % Sale Prices Discounted From Listed Prices	8%	11%	7.5%	11%
SALE LISTINGS				
Current	245	186	333	215
New	97	64	63	33
TOTAL	342	250	396	248

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 2012)**

FIRST QUARTER—2012

FIRST QUARTER—2011

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	0	1	2	0
Total Sales Volume	\$0	\$3,875,000	\$12,000,000	\$0
Price Range	\$0	\$3,875,000	\$5,000,000 To \$7,000,000	\$0
Average Sale Price	\$0	\$3,875,000	\$6,000,000	\$0
Average % Sale Prices Discounted From Listed Prices	0%	19%	9.5%	0 %
SALE LISTINGS				
Current	16	5	16	5
New	3	1	2	1
TOTAL	19	6	18	6

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

CONCLUSION:

Buyer activity in this marketplace continues to increase. The overall market is making a substantial move in a positive direction and we expect this to continue throughout the year.

**BEACHBLOCK HOMES MARKET SEGMENT
(FIRST QUARTER 2012)**

FIRST QUARTER—2012

FIRST QUARTER—2011

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	7	1	5	0
Total Sales Volume	\$13,500,000	\$1,400,000	\$7,775,000	\$0
Price Range	\$1,230,000 To \$2,340,000	\$1,400,000	\$825,000 To \$2,515,000	\$0
Average Sale Price	\$1,928,500	\$1,400,000	\$1,555,000	\$0
Average % Sale Prices Discounted From Listed Prices	8.5%	16.5%	8%	0%
SALE LISTINGS				
Current	23	24	32	26
New	12	7	2	3
TOTAL	35	31	34	29

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

CONCLUSION:

Buyer activity in this marketplace continues to increase. The overall market is making a substantial move in a positive direction and we expect this to continue throughout the year.

**BAYFRONT HOMES MARKET SEGMENT
(FIRST QUARTER 2012)**

FIRST QUARTER—2012

FIRST QUARTER—2011

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	6	4	2	3
Total Sales Volume	\$14,500,000	\$7,300,000	\$4,250,000	\$4,750,000
Price Range	\$1,400,000 To \$4,150,000	\$999,000 To \$3,025,000	\$1,200,000 To \$3,050,000	\$975,000 To \$2,000,000
Average Sale Price	\$2,416,500	\$1,825,000	\$2,125,000	\$1,583,500
Average % Sale Prices Discounted From Listed Prices	12%	14.5%	10%	12.5%
SALE LISTINGS				
Current	30	14	31	15
New	8	3	3	3
TOTAL	38	17	34	18

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

CONCLUSION:

Buyer activity in this marketplace continues to increase. The overall market is making a substantial move in a positive direction and we expect this to continue throughout the year.

**MID-ISLAND HOMES MARKET SEGMENT
(FIRST QUARTER 2012)**

FIRST QUARTER—2012

FIRST QUARTER—2011

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	16	2	17	3
Total Sales Volume	\$17,500,000	\$1,770,000	\$18,700,000	\$3,000,000
Price Range	\$675,000 To \$1,850,000	\$720,000 To \$1,050,000	\$650,000 To \$1,800,000	\$650,000 To \$1,500,000
Average Sale Price	\$1,094,000	\$885,000	\$1,100,000	\$1,000,000
Average % Sale Prices Discounted From Listed Prices	5.5%	14.5%	8%	13.5%
SALE LISTINGS				
Current	74	56	99	76
New	24	27	23	13
TOTAL	98	83	122	89

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

CONCLUSION:

Buyer activity in this marketplace continues to increase. The overall market is making a substantial move in a positive direction and we expect this to continue throughout the year.

**CONDOMINIUMS/TOWNHOMES MARKET SEGMENT
(FIRST QUARTER 2012)**

	FIRST QUARTER—2012		FIRST QUARTER—2011	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	19	5	7	3
Total Sales Volume	\$12,500,000	\$2,400,000	\$5,222,500	\$1,700,000
Price Range	\$390,000 To \$1,275,000	\$349,000 To \$705,000	\$342,500 To \$1,350,000	\$245,000 To \$740,000
Average Sale Price	\$657,500	\$480,000	\$746,000	\$566,500
Average % Sale Prices Discounted From Listed Prices	7%	6%	4.5%	7%
SALE LISTINGS				
Current	76	63	112	63
New	37	21	23	6
TOTAL	113	84	135	69

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

CONCLUSION:

Buyer activity in this marketplace continues to increase. The overall market is making a substantial move in a positive direction and we expect this to continue throughout the year.

**MULTI-FAMILY MARKET SEGMENT
(FIRST QUARTER 2012)**

	FIRST QUARTER—2012		FIRST QUARTER—2011	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	0	2	1	0
Total Sales Volume	\$0	\$1,445,000	\$750,000	\$0
Price Range	\$0	\$705,000 To \$740,000	\$750,000	\$0
Average Sale Price	\$0	\$722,500	\$750,000	\$0
Average % Sale Prices Discounted From Listed Prices	0%	3%	14%	0%
SALE LISTINGS				
Current	7	14	8	17
New	2	3	0	1
TOTAL	9	17	8	18

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, there are many buyers interested in purchasing a second home at the shore and deciding when is the best time to do so. The overall market is making a substantial move in a positive direction and we expect this to continue throughout the year.

**LOTS MARKET SEGMENT
(FIRST QUARTER 2012)**

	FIRST QUARTER—2012		FIRST QUARTER—2011	
SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	1	0	2	0
Total Sales Volume	\$999,000	\$0	\$2,105,000	\$0
Price Range	\$999,000	\$0	\$980,000 To \$1,125,000	\$0
Average Sale Price	\$999,000	\$0	\$1,052,500	\$0
Average % Sale Prices Discounted From Listed Prices	28.5%	0%	5.5%	0%
SALE LISTINGS				
Current	15	5	20	5
New	10	1	9	4
TOTAL	25	6	29	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, there are many buyers interested in purchasing a second home at the shore and deciding when is the best time to do so. The overall market is making a substantial move in a positive direction and we expect this to continue throughout the year.

**COMMERCIAL MARKET SEGMENT
(FIRST QUARTER 2012)**

FIRST QUARTER—2012

FIRST QUARTER—2011

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	1	2	0	0
Total Sales Volume	\$2,066,000	\$2,285,000	\$0	\$0
Price Range	\$2,066,000	\$485,000 To \$1,800,000	\$0	\$0
Average Sale Price	\$2,066,000	\$1,142,500	\$0	\$0
Average % Sale Prices Discounted From Listed Prices	31.5%	13%	0%	0%
SALE LISTINGS				
Current	4	5	15	8
New	1	1	1	2
TOTAL	5	6	16	10

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 activity has increased substantially in the residential marketplace.