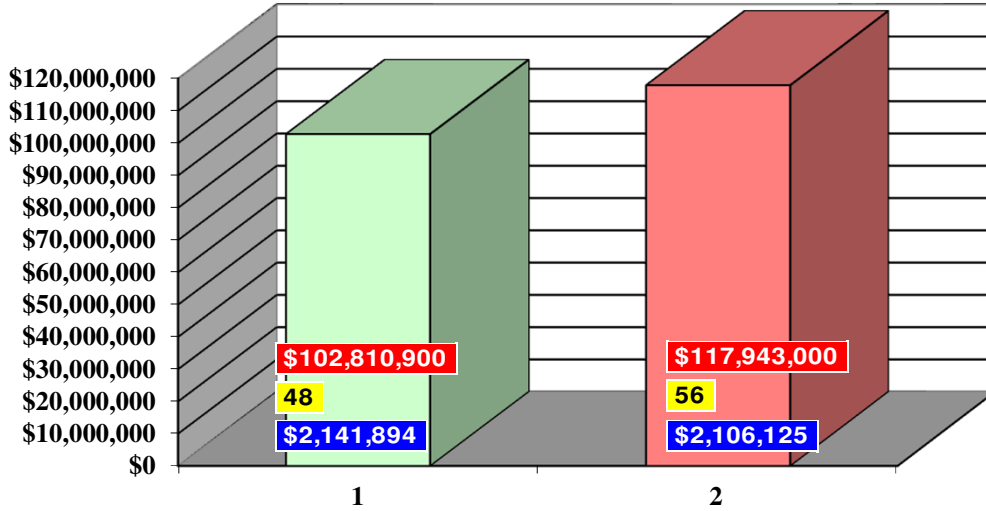


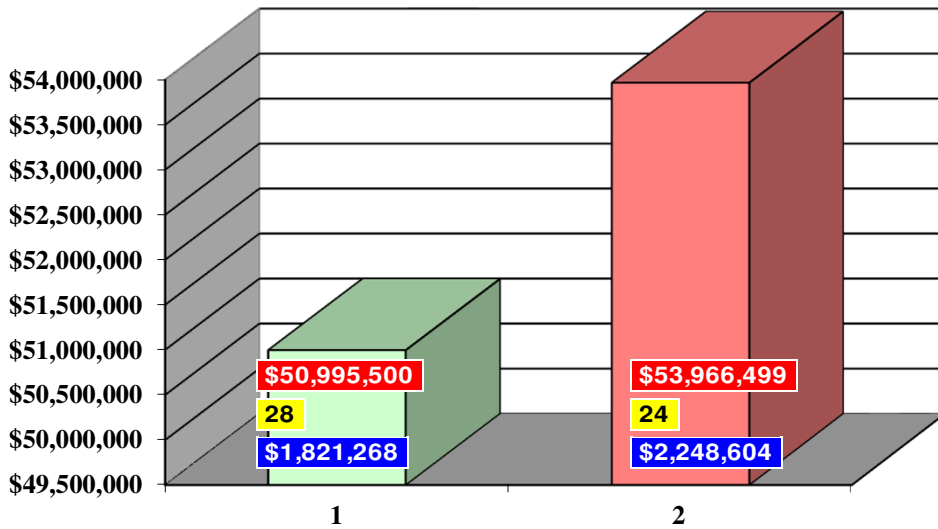


# OVERALL MARKET - 2021 1ST & 2ND QUARTERS

## AVALON



## STONE HARBOR



TOTAL SALES VOLUME

TOTAL NUMBER OF SALES

AVG SALE PRICE

TRENDS 2021 (vs) 2020  
(SECOND QUARTER 2021)

**SALES**

Avalon

- > No change in number of transactions.
- > Insignificant change in total sales volume.
- > Insignificant change in average sale price.
- > 2% 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

- > 4% decrease in the number of transactions.
- > 27.5% increase in total sales volume
- > 33% 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

- > 66% decrease in current listings.
- > 30% decrease in new listings
- > There was a (.82 to 1) ratio of new listings (46) to sale transactions (56) (vs) (1.16 to 1) - (65 to 56) ratio.

Stone Harbor

- > 63% decrease in current listings.
- > 9% decrease in new listings
- > There was a (1.25 to 1) ratio of new listings (30) to sale transactions (24) (vs) (1.32 to 1) - (33 to 25) ratio.

**SUMMARY**

There was a 6.8% increase in the Total Sales Volume (\$171,909,499) (vs) \$160,982,049) and a 1.3% decrease in the number of transactions (80 (vs) 81) for the Second Quarter of 2021 (vs) 2020 in the overall marketplace for Seven Mile Beach Island.

The Total Sales Volume was the 6th Highest Second Quarter compared to all past years in market history. The Buyer Activity continues to be very strong even with the decrease in the number of sale listings. We expect Buyer demand to continue due to low mortgage interest rates and good market conditions. 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  
(SECOND QUARTER -- 2021)**

SECOND QUARTER - 2021

SECOND QUARTER - 2020

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	56	24	56	25
Total Sales Volume	\$117,943,000	\$53,966,499	\$118,712,500	\$42,269,549
Price Range	\$305,000 to \$9,100,000	\$339,000 to \$5,000,000	\$435,000 to \$6,450,000	\$490,000 to \$4,620,000
Average Sale Price	\$2,106,125	\$2,248,604	\$2,119,866	\$1,690,782
Average % Sale Prices Discounted From Listed Prices	2.50%	4.00%	5.00%	5.50%
SALE LISTINGS				
Current	40	22	117	59
New	46	30	65	33
TOTAL	86	52	182	92

**YEAR TO DATE - 2021**

SALES	AVALON	STONE HARBOR
Number	104	52
Total Sales Volume	\$220,753,900	\$104,961,999
Price Range	\$305,000 to \$9,100,000	\$339,000 to \$10,000,000
Average Sale Price	\$2,122,634	\$2,019
Average % Sale Prices Discounted From Listed Price	2.25%	3.25%
SALE LISTINGS		
Current (*)	91	50
New (Cumulative)	95	49

(\*) Total for current quarter

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

**OCEANFRONT HOMES MARKET SEGMENT  
(SECOND QUARTER -- 2021)**

SECOND QUARTER - 2021

SECOND QUARTER - 2020

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	2	0	1	0
Total Sales Volume	\$14,200,000	\$0	\$4,400,000	\$0
Price Range	\$5,100,000 to \$9,100,000	\$0	\$4,400,000	\$0
Average Sale Price	\$8,572,500	\$0	\$4,400,000	\$0
Average % Sale Prices Discounted From Listed Prices	0.0%	0.0%	6.0%	0.0%
SALE LISTINGS				
Current	2	2	10	4
New	2	0	2	0
TOTAL	4	2	12	4

**YEAR TO DATE - 2021**

SALES	AVALON	STONE HARBOR
Number	4	1
Total Sales Volume	\$25,450,000	\$10,000,000
Price Range	\$3,500,000 to \$9,100,000	10,000,000
Average Sale Price	\$6,362,500	\$10,000,000
Average % Sale Prices Discounted From Listed Price	3.00%	4.50%
SALE LISTINGS		
Current (*)	5	3
New (Cumulative)	0	4

(\*) Total for current quarter

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**CONCLUSION:**

Even though there has been limited Buyer activity in this Market Segment, we expect sales to continue in the second half of the year due to the strong Buyer demand to purchase a Second Home at the Shore and the extremely low mortgage interest rates and numerous mortgage programs available.

**BEACHBLOCK HOMES MARKET SEGMENT  
(SECOND QUARTER -- 2021)**

SECOND QUARTER - 2021

SECOND QUARTER - 2020

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	4	4	6	0
Total Sales Volume	\$17,145,000	\$16,475,000	\$23,415,000	\$0
Price Range	\$2,900,000 to \$6,700,000	\$3,300,000 to \$5,000,000	\$2,215,000 to \$6,450,000	\$0
Average Sale Price	\$4,286,250	\$4,118,750	\$3,902,500	\$0
Average % Sale Prices Discounted From Listed Prices	2.0%	6.0%	6.0%	0.0%
SALE LISTINGS				
Current	11	0	13	3
New	8	3	5	2
TOTAL	19	3	18	5

**YEAR TO DATE - 2021**

SALES	AVALON	STONE HARBOR
Number	8	5
Total Sales Volume	\$29,260,000	\$19,725,000
Price Range	\$2,315,000 TO \$6,700,000	\$3,250,000 TO 5,000,,000
Average Sale Price	\$3,657,500	\$3,945,000
Average % Sale Prices Discounted From Listed Price	4.0%	7.0%
SALE LISTINGS		
Current (*)	20	3
New (Cumulative)	16	3

(\*) Total for current quarter

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**CONCLUSION:**

Even though there has been limited Buyer activity in this Market Segment, we expect sales to continue in the second half of the year due to the strong Buyer demand to purchase a Second Home at the Shore and the extremely low mortgage interest rates and numerous mortgage programs available.

**BAYFRONT HOMES MARKET SEGMENT  
(SECOND QUARTER -- 2021)**

SECOND QUARTER - 2021

SECOND QUARTER - 2020

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	3	1	7	3
Total Sales Volume	\$16,475,500	\$3,200,000	\$26,675,000	\$11,475,850
Price Range	\$3,695,000 to \$7,500,000	3,200,000	\$3,175,000 to \$5,900,000	\$2,628,350 to \$4,620,000
Average Sale Price	\$5,491,833	\$3,200,000	\$3,810,714	\$3,825,283
Average % Sale Prices Discounted From Listed Prices	6.00%	8.0%	6.00%	9.0%
SALE LISTINGS				
Current	8	3	9	6
New	7	5	8	6
TOTAL	15	8	17	12

**YEAR TO DATE - 2021**

SALES	AVALON	STONE HARBOR
Number	6	1
Total Sales Volume	\$27,252,400	\$3,200,000
Price Range	\$2,600,000 TO \$7,500,000	3,200,000
Average Sale Price	\$4,542,067	\$3,200,000
Average % Sale Prices Discounted From Listed Price	4.00%	8.50%
SALE LISTINGS		
Current (*)	14	5
New (Cumulative)	13	6

(\*) Total for current quarter

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**CONCLUSION:**

Even though there has been limited Buyer activity in this Market Segment, we expect sales to continue in the second half of the year due to the strong Buyer demand to purchase a Second Home at the Shore and the extremely low mortgage interest rates and numerous mortgage programs available.

**MID-ISLAND HOMES MARKET SEGMENT  
(SECOND QUARTER -- 2021)**

SECOND QUARTER - 2021

SECOND QUARTER - 2020

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	19	13	23	8
Total Sales Volume	\$50,174,000	\$28,243,499	\$47,903,000	\$16,955,000
Price Range	\$1,691,500 to \$3,950,000	\$750,000 to \$3,100,000	\$999,000 to \$3,200,000	\$625,000 to \$3,225,000
Average Sale Price	\$2,640,737	\$2,172,577	\$2,082,739	\$2,119,375
Average % Sale Prices Discounted From Listed Prices	3.50%	1.25%	4.50%	6.0%
SALE LISTINGS				
Current	5	10	41	20
New	4	16	24	12
TOTAL	9	26	65	32

**YEAR TO DATE - 2021**

SALES	AVALON	STONE HARBOR
Number	35	24
Total Sales Volume	\$92,003,000	\$49,532,749
Price Range	\$1,620,000 TO \$3,950,000	\$718,000 TO \$3,100,000
Average Sale Price	\$2,628,657	\$2,063,865
Average % Sale Prices Discounted From Listed Price	2.5%	3.5%
SALE LISTINGS		
Current (*)	15	26
New (Cumulative)	16	20

(\*) Total for current quarte

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**CONCLUSION:**

Buyer activity remains consistent in this Market Segment and we expect sales to continue in the second half of the year due to the strong Buyer demand to purchase a Second Home at the Shore and the extremely low mortgage interest rates and numerous mortgage programs available.

**CONDOMINIUM/TOWNHOMES MARKET SEGMENT  
(SECOND QUARTER -- 2021)**

SECOND QUARTER - 2021

SECOND QUARTER - 220

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	28	5	19	12
Total Sales Volume	\$19,948,500	\$3,893,000	\$16,319,500	\$9,583,699
Price Range	\$305,000 to \$1,999,000	\$339,000 to \$1,500,000	\$435,000 to \$1,900,000	\$490,000 to \$1,755,000
Average Sale Price	\$712,446	\$778,600	\$858,921	\$798,642
Average % Sale Prices Discounted From Listed Prices	1.75%	2.0%	4.0%	4.0%
SALE LISTINGS				
Current	10	2	30	16
New	23	5	25	12
TOTAL	33	7	55	28

**YEAR TO DATE - 2021**

SALES	AVALON	STONE HARBOR
Number	50	14
Total Sales Volume	\$46,273,500	\$10,866,250
Price Range	\$305,000 TO \$3,895,000	\$339,000 TO \$1,500,000
Average Sale Price	\$925,470	\$776,161
Average % Sale Prices Discounted From Listed Price	2.25%	1.25%
SALE LISTINGS		
Current (*)	26	4
New (Cumulative)	45	11

(\*) Total for current quarter

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**CONCLUSION:**

Buyer activity remains consistent in this Market Segment and we expect sales to continue in the second half of the year due to the strong Buyer demand to purchase a Second Home at the Shore and the extremely low mortgage interest rates and numerous mortgage programs available.



**MULTI-FAMILY MARKET SEGMENT  
(SECOND QUARTER -- 2021)**

SECOND QUARTER - 2021

SECOND QUARTER - 2020

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	0	0	0	0
Total Sales Volume	\$0	\$0	\$0	\$0
Price Range	\$0	\$0	\$0	\$0
Average Sale Price	\$0	\$0	\$0	\$0
Average % Sale Prices Discounted From Listed Prices	0	0	0	0
<b>SALE LISTINGS</b>				
Current	0	1	0	0
New	0	1	0	0
<b>TOTAL</b>	0	2	0	0

**YEAR TO DATE - 2021**

SALES	AVALON	STONE HARBOR
Number	0	2
Total Sales Volume	\$0	\$3,779,000
Price Range	\$0	\$1,629,000 TO \$2,150,000
Average Sale Price	\$0	\$1,889,500
Average % Sale Prices Discounted From Listed Price	0.0%	0.0%
<b>SALE LISTINGS</b>		
Current (*)	0	1
New (Cumulative)	0	2

(\*) Total for current quarter

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**CONCLUSION:**

Even though there has been no Buyer activity in this Market Segment, Buyer activity continues in other market segments and we expect sales to continue in the second half of the year due to the strong Buyer demand to purchase a Second Home at the Shore and the extremely low mortgage interest rates and numerous mortgage programs available.

**LOTS MARKET SEGMENT  
(SECOND QUARTER -- 2021)**

SECOND QUARTER - 2021

SECOND QUARTER - 2020

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	0	1	0	2
Total Sales Volume	\$0	\$2,155,000	\$0	\$4,255,000
Price Range	\$0	\$2,155,000	\$0	\$980,000 to \$3,275,000
Average Sale Price	\$0	\$2,155,000	\$0	\$2,127,500
Average % Sale Prices Discounted From Listed Prices	0.0%	2.0%	0.0%	7.0%
<b>SALE LISTINGS</b>				
Current	0	2	9	5
New	2	0	1	1
<b>TOTAL</b>	<b>2</b>	<b>2</b>	<b>10</b>	<b>6</b>

**YEAR TO DATE - 2021**

SALES	AVALON	STONE HARBOR
Number	0	3
Total Sales Volume	\$0	\$6,610,000
Price Range	0	\$1,930,000 TO \$2,525,000
Average Sale Price	\$0	\$2,203,333
Average % Sale Prices Discounted From Listed Price	0.0%	6.25%
<b>SALE LISTINGS</b>		
Current (*)	4	4
New (Cumulative)	2	3

(\*) Total for current quarter

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

**CONCLUSION:**

Even though there has been limited Buyer activity in this Market Segment due to the scarcity of lots available for sale, we expect sales to continue in the second half of the year due to the strong Buyer demand to purchase a Second Home at the Shore and the extremely low mortgage interest rates and numerous mortgage programs available.

**COMMERCIAL MARKET SEGMENT  
(SECOND QUARTER -- 2021)**

SECOND QUARTER - 2021

SECOND QUARTER - 2020

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	0	0	0	0
Total Sales Volume	\$0	\$0	\$0	\$0
Price Range	\$0	-	\$0	\$0
Average Sale Price	\$0	\$0	\$0	\$0
Average % Sale Prices Discounted From Listed Prices	0.0%	0.0%	0.0%	0.0%
<b>SALE LISTINGS</b>				
Current	4	2	5	5
New	0	0	0	0
<b>TOTAL</b>	4	2	5	5

**YEAR TO DATE - 2021**

SALES	AVALON	STONE HARBOR
Number	1	2
Total Sales Volume	\$515,000	\$1,249,000
Price Range	\$0	\$595,000 to \$654,000
Average Sale Price	\$515,000	\$624,500
Average % Sale Prices Discounted From Listed Price	0.0%	3.0%
<b>SALE LISTINGS</b>		
Current (*)	7	4
New (Cumulative)	1	0

(\*) Total for current quarter

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

**CONCLUSION:**

Even though there has been no Buyer activity in this Market Segment, Buyer activity continues in other market segments and we expect sales to continue in the second half of the year due to the strong Buyer demand to purchase a Second Home at the Shore and the extremely low mortgage interest rates and numerous mortgage programs available.