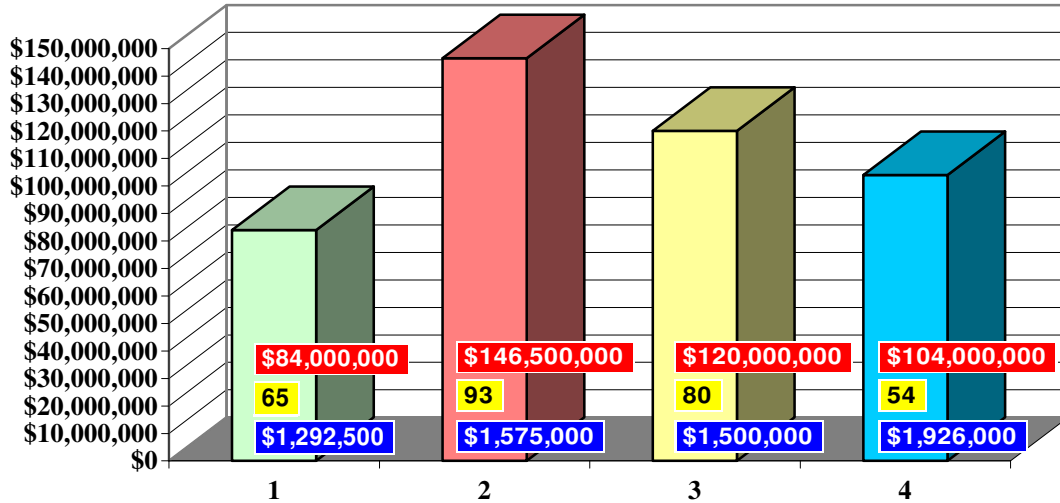
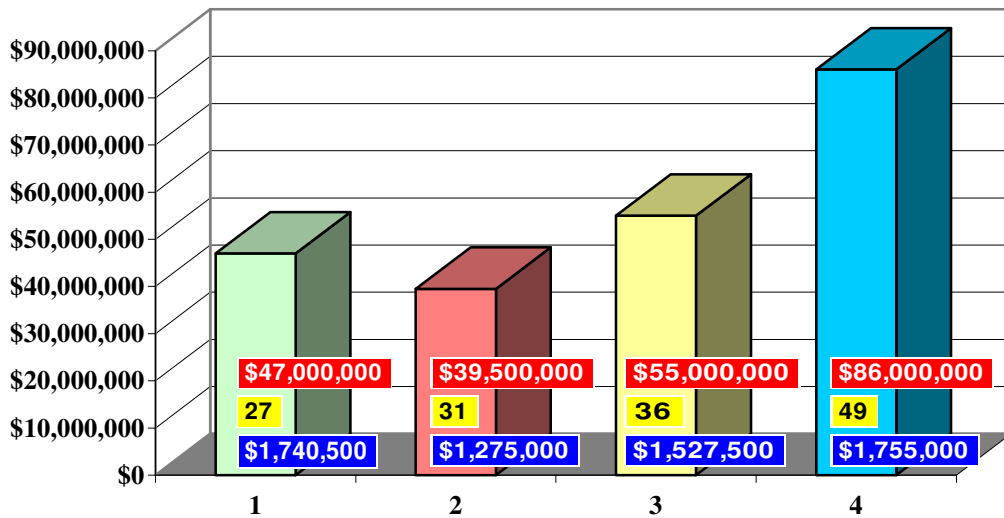


**OVERALL MARKET - 2005**  
**1ST, 2ND, 3RD & 4TH QUARTERS**

**AVALON**



**STONE HARBOR**



TOTAL SALES VOLUME    
  TOTAL NUMBER OF SALES    
  AVG SALE PRICE

# TRENDS 2005 (vs) 2004 (FOURTH QUARTER 2004)

## SALES

### AVALON

- > 28% decrease in number of transactions.
- > 5.5% decrease in total sales volume.
- > 31% increase in average sale price.
- > 1.5% 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

- > 11% increase in number of transactions.
- > 55% increase in total sales volume.
- > 39% 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.

## SALE LISTINGS

### AVALON

- > 66% increase in current listings.
- > 3.5% decrease in new listings.
- > There was a (1.61 to 1) ratio of new listings (87) to sale transactions (54) (vs) (1.20 to 1) - (90 to 75) ratio.

### STONE HARBOR

- > 98% increase in current listings.
- > 22.5% increase in new listings.
- > There was a (1 to 1) ratio of new listings (49) to sale transactions (49) (vs) (.91 to 1) - (40 to 44) ratio.

## SUMMARY

There was a 15% increase in the Total Sales Volume (\$190,000,000 (vs) \$165,500,000) and a 14.5% decrease in the number of transactions (103 (vs) 119) for the Fourth Quarter of 2005 (vs) 2004 in the overall marketplace for Seven Mile Beach Island. A very strong buyer demand for a second home at the shore continues in this seller's market. However, the higher sale prices continue to limit the number of transactions.

**OVERALL MARKET SEGMENT  
(FOURTH QUARTER 2005)**

**FOURTH QUARTER - 2005**

**FOURTH QUARTER - 2004**

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	54	49	75	44
Total Sales Volume	\$104,000,000	\$ 86,000,000	\$110,000,000	\$ 55,500,000
Price Range	\$ 250,000 to \$ 7,025,000	\$ 180,000 to \$ 3,775,000	\$ 238,500 to \$ 4,195,000	\$ 226,000 to \$ 4,400,000
Average Sale Price	\$ 1,926,000	\$ 1,755,000	\$ 1,466,500	\$ 1,261,500
Average % Sale Prices Discounted From Listed Prices	3.5 %	4.5 %	2 %	5.5 %
<b>SALE LISTINGS</b>				
Current	208	125	125	63
New	87	49	90	40
<b>TOTAL</b>	295	174	215	103

**YEAR TO DATE - 2005**

SALES	AVALON	STONE HARBOR
Number	292	143
Total Sales Volume	\$ 454,500,000	\$ 227,500,000
Price Range	\$ 178,000 to \$ 7,025,000	\$ 129,000 to \$ 4,200,000
Average Sale Price	\$ 1,556,500	\$ 1,591,000
Average % Sale Prices Discounted From Listed Prices	3 %	3.5 %
<b>SALE LISTINGS</b>		
Current (*)	208	87
New (Cumulative)	452	282

(\*) Total for current quarter.

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

**OCEANFRONT HOMES MARKET SEGMENT  
(FOURTH QUARTER 2005)**

**FOURTH QUARTER - 2005      FOURTH QUARTER - 2004**

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	4	0	1	2
Total Sales Volume	\$ 21,000,000	\$ 0	\$ 2,795,000	\$ 7,650,000
Price Range	\$ 3,600,000 to \$ 7,025,000	\$ 0	\$ 2,795,000	\$ 3,250,000 to \$ 4,400,000
Average Sale Price	\$ 5,250,000	\$ 0	\$ 2,795,000	\$ 3,825,000
Average % Sale Prices Discounted From Listed Prices	3 %	0 %	0 %	9 %
<b>SALE LISTINGS</b>				
Current	8	1	7	1
New	2	0	0	0
<b>TOTAL</b>	<b>10</b>	<b>1</b>	<b>7</b>	<b>1</b>

**YEAR TO DATE - 2005**

SALES	AVALON	STONE HARBOR
Number	11	1
Total Sales Volume	\$ 54,000,000	\$ 4,200,000
Price Range	\$ 3,250,000 to \$ 7,025,000	\$ 4,200,000
Average Sale Price	\$ 4,909,000	\$ 4,200,000
Average % Sale Prices Discounted From Listed Prices	7 %	0 %
<b>SALE LISTINGS</b>		
Current (*)	8	1
New (Cumulative)	17	1

(\*) Total for current quarter.

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

**CONCLUSION:**

Buyers continue to be very interested in this market segment. However, higher sale prices have limited the number of transactions.

**BEACHBLOCK HOMES MARKET SEGMENT  
(FOURTH QUARTER 2005)**

**FOURTH QUARTER - 2005      FOURTH QUARTER - 2004**

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	6	5	12	1
Total Sales Volume	\$ 18,700,000	\$ 13,000,000	\$ 29,700,000	\$ 1,900,000
Price Range	\$ 2,100,000 to \$ 4,150,000	\$ 2,000,000 to \$ 3,100,000	\$ 1,550,000 to \$ 3,575,000	\$ 1,900,000
Average Sale Price	\$ 3,116,500	\$ 2,600,000	\$ 2,475,000	\$ 1,900,000
Average % Sale Prices Discounted From Listed Prices	5 %	8.5 %	3.5 %	5 %
<b>SALE LISTINGS</b>				
Current	20	9	15	9
New	8	4	5	5
<b>TOTAL</b>	<b>28</b>	<b>13</b>	<b>20</b>	<b>14</b>

**YEAR TO DATE - 2005**

SALES	AVALON	STONE HARBOR
Number	26	11
Total Sales Volume	\$ 73,700,000	\$ 29,700,000
Price Range	\$ 2,085,000 to \$ 4,150,000	\$ 2,000,000 to \$ 3,175,000
Average Sale Price	\$ 2,834,500	\$ 2,700,000
Average % Sale Prices Discounted From Listed Prices	4 %	8 %
<b>SALE LISTINGS</b>		
Current (*)	20	9
New (Cumulative)	41	17

(\*) Total for current quarter.

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

**CONCLUSION:**

Buyers continue to be very interested in this market segment. However, higher sale prices have limited the number of transactions.

**BAYFRONT HOMES MARKET SEGMENT  
(FOURTH QUARTER 2005)**

**FOURTH QUARTER - 2005      FOURTH QUARTER - 2004**

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	4	2	3	3
Total Sales Volume	\$ 10,800,000	\$ 6,037,500	\$ 8,600,000	\$ 6,500,000
Price Range	\$ 2,495,000 to \$ 2,850,000	\$ 2,262,500 to \$ 3,775,000	\$ 1,650,000 to \$ 4,195,000	\$ 1,750,000 to \$ 2,425,000
Average Sale Price	\$ 2,700,000	\$ 3,018,750	\$ 2,866,500	\$ 2,166,500
Average % Sale Prices Discounted From Listed Prices	1.5 %	4.5 %	2.5 %	4.5 %
SALE LISTINGS				
Current	19	7	10	1
New	3	4	3	0
TOTAL	22	11	13	1

**YEAR TO DATE - 2005**

SALES	AVALON	STONE HARBOR
Number	17	7
Total Sales Volume	\$ 45,800,000	\$ 20,000,000
Price Range	\$ 1,500,000 to \$ 3,900,000	\$ 2,100,000 to \$ 3,775,000
Average Sale Price	\$ 2,694,000	\$ 2,857,000
Average % Sale Prices Discounted From Listed Prices	3.5 %	3 %
SALE LISTINGS		
Current (*)	19	7
New (Cumulative)	31	17

(\*) Total for current quarter.

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

**CONCLUSION:**

Buyers continue to be very interested in this market segment. However, higher sale prices have limited the number of transactions.

**INSIDE HOMES MARKET SEGMENT  
(FOURTH QUARTER 2005)**

**FOURTH QUARTER - 2005      FOURTH QUARTER - 2004**

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	18	27	37	17
Total Sales Volume	\$ 31,000,000	\$ 53,000,000	\$ 48,700,000	\$ 22,500,000
Price Range	\$ 1,100,000 to \$ 2,600,000	\$ 1,050,000 to \$ 5,175,000	\$ 670,000 to \$ 1,840,000	\$ 510,000 to \$ 2,395,000
Average Sale Price	\$ 1,722,500	\$ 1,963,000	\$ 1,316,000	\$ 1,323,529
Average % Sale Prices Discounted From Listed Prices	2.5 %	4 %	1 %	5.5 %
SALE LISTINGS				
Current	84	44	40	23
New	34	16	28	18
TOTAL	118	60	68	41

**YEAR TO DATE - 2005**

SALES	AVALON	STONE HARBOR
Number	106	64
Total Sales Volume	\$ 167,500,000	\$ 121,500,000
Price Range	\$ 785,000 to \$ 3,645,000	\$ 550,000 to \$ 5,175,000
Average Sale Price	\$ 1,580,000	\$ 1,898,500
Average % Sale Prices Discounted From Listed Prices	3.5 %	3.5 %
SALE LISTINGS		
Current (*)	84	44
New (Cumulative)	168	89

(\*) Total for current quarter.

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

**CONCLUSION:**

Buyers continue to be very interested in this market segment. However, higher sale prices have limited the number of transactions.

**CONDOMINIUMS/TOWNHOMES MARKET SEGMENT  
(FOURTH QUARTER 2005)**

**FOURTH QUARTER - 2005      FOURTH QUARTER - 2004**

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	15	8	17	14
Total Sales Volume	\$ 12,600,000	\$ 6,100,000	\$ 12,200,000	\$ 7,700,000
Price Range	\$ 270,000 to \$ 2,250,000	\$ 326,000 to \$ 1,140,000	\$ 238,500 to \$ 999,000	\$ 226,000 to \$ 750,000
Average Sale Price	\$ 840,000	\$ 762,500	\$ 717,500	\$ 550,000
Average % Sale Prices Discounted From Listed Prices	3.5 %	0 %	2 %	3%
SALE LISTINGS				
Current	58	38	36	19
New	33	14	38	9
TOTAL	91	52	74	28

**YEAR TO DATE - 2005**

SALES	AVALON	STONE HARBOR
Number	106	43
Total Sales Volume	\$ 77,600,000	\$ 31,400,000
Price Range	\$ 178,000 to \$ 2,250,000	\$ 235,000 to \$ 1,485,000
Average Sale Price	\$ 732,000	\$ 730,000
Average % Sale Prices Discounted From Listed Prices	2 %	2.5 %
SALE LISTINGS		
Current (*)	58	38
New (Cumulative)	150	86

(\*) Total for current quarter.

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

**CONCLUSION:**

Buyers continue to be very interested in this market segment. However, higher sale prices have limited the number of transactions.

**MULTI-FAMILY MARKET SEGMENT  
(FOURTH QUARTER 2005)**

**FOURTH QUARTER - 2005      FOURTH QUARTER - 2004**

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	2	3	0	3
Total Sales Volume	\$ 2,469,500	\$ 4,300,000	\$ 0	\$ 3,945,000
Price Range	\$ 865,000 to \$ 1,604,500	\$ 1,340,000 to \$ 1,500,000	\$ 0	\$ 995,000 to \$ 1,875,000
Average Sale Price	\$ 1,234,750	\$ 1,433,500	\$ 0	\$ 1,315,000
Average % Sale Prices Discounted From Listed Prices	7 %	4.5 %	0 %	12 %
SALE LISTINGS				
Current	5	14	5	3
New	1	4	4	4
TOTAL	6	18	9	7

**YEAR TO DATE - 2005**

SALES	AVALON	STONE HARBOR
Number	8	6
Total Sales Volume	\$ 10,200,000	\$ 9,900,000
Price Range	\$ 865,000 to \$ 1,604,500	\$ 1,340,000 to \$ 2,350,000
Average Sale Price	\$ 1,275,000	\$ 1,650,000
Average % Sale Prices Discounted From Listed Prices	3.5 %	2 %
SALE LISTINGS		
Current (*)	5	14
New (Cumulative)	6	26

(\*) Total for current quarter.

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

**CONCLUSION:**

There continues to be a minimum number of buyers for this market segment and higher sale prices have limited the number of transactions.

**LOTS MARKET SEGMENT  
(FOURTH QUARTER 2005)**

	<b>FOURTH QUARTER - 2005</b>		<b>FOURTH QUARTER - 2004</b>	
<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	2	2	4	2
Total Sales Volume	\$ 6,300,000	\$ 3,045,000	\$ 7,500,000	\$ 3,475,000
Price Range	\$ 1,300,000 to \$ 5,000,000	\$ 1,450,000 to \$ 1,595,000	\$ 1,495,000 to \$ 2,125,000	\$ 1,250,000 to \$ 2,225,000
Average Sale Price	\$ 3,150,000	\$ 1,522,500	\$ 1,875,000	\$ 1,737,500
Average % Sale Prices Discounted From Listed Prices	4 %	14.5 %	2.5 %	3.5 %
<b>SALE LISTINGS</b>				
Current	10	8	9	5
New	6	5	4	4
<b>TOTAL</b>	16	13	13	9

**YEAR TO DATE - 2005**

<b>SALES</b>	<b>AVALON</b>	<b>STONE HARBOR</b>
Number	10	4
Total Sales Volume	\$ 22,300,000	\$ 7,600,000
Price Range	\$ 1,300,000 to \$ 5,000,000	\$ 1,450,000 to \$ 2,600,000
Average Sale Price	\$ 2,230,000	\$ 1,900,000
Average % Sale Prices Discounted From Listed Prices	3.5 %	8.5 %
<b>SALE LISTINGS</b>		
Current (*)	10	8
New (Cumulative)	30	17

(\*) Total for current quarter.

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

**CONCLUSION:**

Buyer demand remains strong for this market segment because of the interest in building new homes; however, due to the limited inventory of lots, many buyers are purchasing existing homes which are demolished and new homes constructed. Also, higher sale prices have limited the number of transactions.

**COMMERCIAL MARKET SEGMENT  
(FOURTH QUARTER 2005)**

**FOURTH QUARTER - 2005**

**FOURTH QUARTER - 2004**

SALES	AVALON	STONE HARBOR	AVALON	STONE HARBOR
Number	3	2	1	2
Total Sales Volume	\$ 1,000,000	\$ 392,000	\$ 725,000	\$ 1,850,000
Price Range	\$ 250,000 to \$ 412,000	\$ 180,000 to \$ 212,000	\$ 725,000	\$ 500,000 to \$ 1,350,000
Average Sale Price	\$ 333,500	\$ 196,000	\$ 725,000	\$ 925,000
Average % Sale Prices Discounted From Listed Prices	0 %	6 %	9 %	17.5 %
SALE LISTINGS				
Current	4	4	3	2
New	0	2	8	0
<b>TOTAL</b>	<b>4</b>	<b>6</b>	<b>11</b>	<b>2</b>

**YEAR TO DATE - 2005**

SALES	AVALON	STONE HARBOR
Number	8	7
Total Sales Volume	\$ 3,850,000	\$ 3,000,000
Price Range	\$ 225,000 to \$ 1,800,000	\$ 129,000 to \$ 1,000,000
Average Sale Price	\$ 481,000	\$ 428,500
Average % Sale Prices Discounted From Listed Prices	.5 %	6 %
SALE LISTINGS		
Current (*)	4	4
New (Cumulative)	9	31

(\*) Total for current quarter.

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

**CONCLUSION:**

There continues to be limited buyer demand for this market segment.