

2007 – YEAR END AVALON, NJ:

RESIDENTIAL:

	Average Original List Price	Average Reduced List Price	Average Sold Price	Average Days on Market
1 ST QTR.	\$2,357,278.00	\$2,238,694.00	\$2,057,911.00	174
2 ND QTR.	\$2,420,826.00	\$2,314,549.00	\$2,153,796.00	211
3 RD QTR.	\$2,340,796.00	\$2,261,574.00	\$2,083,197.00	219
4 TH QTR.	\$2,265,396.00	\$2,054,042.00	\$1,843,261.00	272
Averages:	\$2,346,074.00	\$2,217,215.00	\$2,034,541.00	219

- Difference between Original List Price and SOLD Price = (13%)
- Difference between Original List Price and REDUCED Price = (6%)

1ST QTR. RESIDENTIAL SALES = 18 / Total Avalon Sale Listing Inventory = 383
2ND QTR. RESIDENTIAL SALES = 29 / Total Avalon Sale Listing Inventory = 391
3RD QTR. RESIDENTIAL SALES = 26 / Total Avalon Sale Listing Inventory = 391
4TH QTR. RESIDENTIAL SALES = 19 / Total Avalon Sale Listing Inventory = 364
TOTAL RESIDENTIAL SALES = (92)

CONDO/TOWNHOUSE:

	Average Original List Price	Average Reduced List Price	Average Sold Price	Average Days on Market
1 ST QTR.	\$1,018,170.00	\$939,576.00	\$890,571.00	274
2 ND QTR.	\$ 943,308.00	\$886,116.00	\$822,293.00	229
3 RD QTR.	\$1,095,306.00	\$999,878.00	\$936,058.00	314
4 th QTR.	\$ 700,983.00	\$759,011.00	\$730,808.00	152
Averages:	\$ 939,442.00	\$ 896,145.00	\$ 844,932.00	242

- Difference between Original List Price and SOLD Price = (10%)
- Difference between Original List Price and REDUCED Price = (5%)

1st QTR. CONDO/TOWNHOUSE SALES = 17
2ND QTR. CONDO/TOWNHOUSE SALES = 17
3RD QTR. CONDO/TOWNHOUSE SALES = 11
4TH QTR. CONDO/TOWNHOUSE SALES = 13
TOTAL CONDO/TOWNHOUSE SALES = (58)

2007 - YEAR END – STONE HARBOR,NJ:

RESIDENTIAL:

	Average Original List Price	Average Reduced List Price	Average Sold Price	Average Days on Market
1 ST QTR.	\$1,613,444.00	\$1,467,083.00	\$1,376,111.00	237
2 ND QTR.	\$2,065,000.00	\$1,925,000.00	\$1,758,483.00	256
3 RD QTR.	\$2,577,986.00	\$2,464,289.00	\$2,333,567.00	194
4 TH QTR.	\$2,791,706.00	\$2,438,087.00	\$2,152,109.00	364
Averages:	(\$2,262,034.00)	(\$2,073,615.00)	(\$1,905,067.00)	(263)

- Difference between Original List Price and SOLD PRICE = (16%)
- Difference between Original List Price and REDUCED PRICE = (8%)

1ST QTR. RESIDENTIAL SALES = 9
2ND QTR. RESIDENTIAL SALES = 21
3RD QTR. RESIDENTIAL SALES = 15
4TH QTR. RESIDENTIAL SALES = 14

TOTAL RESIDENTIAL SALES = (59)

CONDO/TOWNHOUSE:

	Average Original List Price	Average Reduced List Price	Average Sold Price	Average Days on Market
1 ST QTR.	\$1,350,000.00	\$1,199,000.00	\$950,000.00	222
2 ND QTR.	\$ 571,000.00	542,200.00	521,600.00	199
3 RD QTR.	\$ 476,143.00	456,143.00	416,429.00	130
4 TH QTR.	\$ 873,967.00	750,583.00	699,708.00	175
Averages:	(\$817,777.00)	(\$736,981.00)	(\$646,934.00)	(182)

- Difference between Original List Price and SOLD PRICE = (21%)
- Difference between Original List Price and REDUCED PRICE = (10%)

1ST QTR. CONDO/TOWNHOUSE SALES = 1
2ND QTR. CONDO/TOWNHOUSE SALES = 5
3RD QTR. CONDO/TOWNHOUSE SALES = 7
4TH QTR. CONDO/TOWNHOUSE SALES = 6

TOTAL CONDO/TOWNHOUSE SALES = (19)