

2010 – JANUARY – AVALON, NJ:

RESIDENTIAL – UNDER CONTRACT: 1/1/2010 TO 1/31/2010 = (7)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
158 32 nd St. (3)Bed.,(1.5)Bth.	\$905,000.	\$825,000.	156
6347 Heron (5)Bed.,(3/2)Bth.	1,249,000.	1,195,000.	71
251 17 th St. (5)Bed.,(4)Bth.	1,495,000.	1,275,000.	50
36 W. 12 th St. (4)Bed.,(3)Bth.	1,469,000.	SAME	4
109 40 th St. (4)Bed.,(2.5)Bth.	1,999,000.	1,595,000.	492
238 41 st St. (5)Bed.,(4)Bth.	1,599,000.	SAME	23
613 Sunrise Dr. (3)Bed.,(2)Bth.	1,750,000.	SAME	35

RESIDENTIAL – COMPARABLE SALES: 1/1/2010 TO 1/31/2010 = (4)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS ON MARKET
156 9 th St.(3)Bed.,(1)Bth.	\$ 765,000.	SAME	\$ 750,000.	1/22/10	78
274 16 th St.(4)Bed.,(2)Bth.	825,000.	SAME	815,000.	1/23/10	68
139 12 th St.(4)Bed.,(1.5)Bth.	1,195,000.	SAME	1,050,000.	1/22/10	381
285 38 th St.(5)Bed.,(4/2)Bth.	1,499,000.	SAME	1,425,000.	1/8/10	85
	(4,284,000.)	(4,284,000.)	(4,040,000.)		(612)

Average ORIGINAL List Price = \$1,071,000. **Average REDUCED List Price = \$1,071,000.** **Average SOLD Price = \$1,010,000.** **Average Days on Mkt = 153**
 - Difference between ORIGINAL List Price and SOLD Price = (6%)
 - Difference between ORIGINAL and REDUCED List Price = (0%)

LOTS/LAND – UNDER CONTRACT: 1/1/2010 TO 1/31/2010 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
12 E. 17 th St. 50'x 110'	\$1,599,000.	\$1,395,000.	374

LOTS/LAND – COMPARABLE SALES: 1/1/2010 TO 1/31/2010 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS ON MARKET
4101 Ocean Dr. 50'x 105'	\$ 575,000.	SAME	\$ 570,000.	1/15/10	29

Average Original List = \$575,000. **Average Reduced List = \$575,000.** **Average Sold Price = \$570,000.** **Average Days on Mkt = 29**
 - Difference between ORIGINAL List Price and SOLD Price = (1%)
 - Difference between ORIGINAL List Price and REDUCED Price = (0%)

COMMERCIAL – UNDER CONTRACT: 1/1/2010 TO 1/31/2010 = (0)

COMMERCIAL – COMPARABLE SALES: 1/1/2010 TO 1/31/2010 = (0)

MULTI-FAMILY – UNDER CONTRACT: 1/1/2010 TO 1/31/2010 = (0)
MULTI-FAMILY – COMPARABLE SALES: 1/1/2010 TO 1/31/2010 = (0)

CONDO/TOWNHOUSE – UNDER CONTRACT: 1/1/2010 TO 1/31/2010 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
66 E. 20 th St. (1)Bed.,(1)Bth. #207	\$ 649,000.	\$ 575,000.	564

CONDO/TOWNHOUSE – COMPARABLE SALES: 1/1/2010 TO 1/31/2010 = (7)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
1314 Ocean (3)Bed.,(2)Bth. #4	\$ 749,000.	\$ 649,000.	\$ 585,000.	1/29/10	366
258 28 th St.(4)Bed.,(2.5)Bth. West	649,000.	SAME	612,500.	1/29/10	94
1708 Ocean(3)Bed.,(2)Bth. #5	849,000.	695,000.	615,000.	1/15/10	514
241 33 rd St.(4)Bed.,(2.5)Bth. East	997,000.	849,000.	750,000.	1/29/10	717
255 35 th St.(4)Bed.,(2.5)Bth. East	899,000.	849,000.	800,000.	1/22/10	358
* 3546 Ocean(4)Bed.,(3.5)Bth. So.	1,250,000.	SAME	1,200,000.	1/22/10	95
7 Marine Way(3)Bed.,(3)Bth. #7	1,374,000.	1,290,000.	1,210,000.	1/29/10	273

(1) NEW CONSTRUCTION

	(6,767,000.)	(6,231,000.)	(5,772,500.)	(2,417)
Average Original List = \$966,714.	Average Reduced List = \$890,143.	Average Sold Price = \$824,643.	Average Days on Market = 345	

- Difference between ORIGINAL List Price and SOLD Price = (15%)
- Difference between ORIGINAL List Price and REDUCED Price = (8%)

TOTAL AVALON SALE INVENTORY (AS OF 2/14/2010) = (391)

RESIDENTIAL	211
LOTS/LAND	25
COMMERCIAL	19
MULTI-FAMILY	9
CONDO/TOWNHOUSE	127

2010 – FEBRUARY – AVALON, NJ:

RESIDENTIAL – UNDER CONTRACT: 2/1/2010 TO 2/28/2010 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
7036 Ocean Dr(5)Bed.,(4)Bth.	\$1,450,000.	\$1,249,000.	329

RESIDENTIAL – COMPARABLE SALES: 2/1/2010 TO 2/28/2010 = (5)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
158 32 nd (3)Bed.,(1.5)Bth.	\$905,000.	\$825,000.	\$800,000.	2/19/10	193
63 W. 26 th (6)Bed.,(1.5)Bth.	1,395,000.	1,195,000.	1,050,000.	2/19/10	157
6347 Heron (5)Bed.,(3/2)Bth.	1,249,000.	1,195,000.	1,125,000.	2/16/10	112
251 17 th (5)Bed.,(4)Bth.	1,495,000.	1,275,000.	1,275,000.	2/19/10	91
56 E. 26 th (5)Bed.,(2)Bth.	2,300,000.	2,200,000.	2,125,000.	2/5/10	287
	(7,344,000.)	(6,690,000.)	(6,375,000.)		(840)

Average Original List Price = \$1,468,800. Average Reduced List Price = \$1,338,000. Average Sold Price = \$1,275,000. Average Days on Market = 168

- Difference between ORIGINAL List Price and SOLD Price = (13%)
- Difference between ORIGINAL List Price and REDUCED Price = (9%)

LOTS/LAND – UNDER CONTRACT: 2/1/2010 TO 2/28/2010 = (0)

LOTS/LAND – COMPARABLE SALES: 2/1/2010 TO 2/28/2010 = (0)

COMMERCIAL – UNDER CONTRACT: 2/1/2010 TO 2/28/2010 = (0)

COMMERCIAL – COMPARABLE SALES: 2/1/2010 TO 2/28/2010 = (0)

MULTI-FAMILY – UNDER CONTRACT: 2/1/2010 TO 2/28/2010 = (0)

MULTI-FAMILY – COMPARABLE SALES: 2/1/2010 TO 2/28/2010 = (0)

CONDO/TOWNHOUSE – UNDER CONTRACT: 2/1/2010 TO 2/28/2010 = (3)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
478 20 th (3)Bed.,(2)Bth. #B	\$599,500.	\$550,000.	404
2248 Avalon (3)Bed.,(1.5)Bth. #A	669,000.	SAME	68
2069 Harbor (4)Bed.,(3.5)Bth. #A	950,000.	SAME	8

CONDO/TOWNHOUSE – COMPARABLE SALES: 2/1/2010 TO 2/28/2010 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
66 E. 20th (1)Bed.,(1)Bth.	\$649,000.	\$575,000.	\$485,000.	2/15/10	595

Average Original List Price = \$649,000. Average Reduced List Price = \$575,000. Average Sold Price = \$485,000. Average Days on Market = 595

- Difference between ORIGINAL List Price and SOLD Price = (25%)
- Difference between ORIGINAL List Price and REDUCED Price = (12%)

TOTAL AVALON SALE INVENTORY (AS OF 3/29/10) = 419:

RESIDENTIAL	226
LOTS/LAND	28
COMMERCIAL	18
MULTI-FAMILY	11
CONDO/TOWNHOUSE	136

2010 – MARCH – AVALON, NJ:**RESIDENTIAL – UNDER CONTRACT: 3/1/2010 TO 3/31/2010 = (6)**

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
148 37th (4)Bed.,(2.5)Bth.	\$1,175,000.	SAME	1
156 37 th (5)Bed.,(3.5)Bth.	1,275,000.	1,200,000.	191
247 61 st (5)Bed.,(4)Bth.	1,650,000.	1,500,000.	398
* 121 12 th (5)Bed.,(4/2)Bth.	1,750,000.	SAME	1
74 E. 25 th (5)Bed.,(4)Bth.	2,099,000.	SAME	52
50 E. 15 th (5)Bed.,(4)Bth.	2,795,000.	SAME	524

(1)NEW CONSTRUCTION**RESIDENTIAL – COMPARABLE SALES: 3/1/2010 TO 3/31/2010 = (8)**

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
613 Sunrise (3)Bed.,(2)Bth	\$1,750,000.	SAME	\$1,200,000.	3/15/10	91
36 W. 12 th (4)Bed.,(3)Bth.	1,469,000.	SAME	1,450,000.	3/12/10	50
109 40 th (4)Bed.,(2.5)Bth.	1,999,000.	1,595,000.	1,450,000.	3/20/10	563
238 41 st (5)Bed.,(4)Bth.	1,599,000.	SAME	1,470,000.	3/22/10	84
55 E. 12 th (5)Bed.,(4)Bth.	1,795,000.	SAME	1,705,000.	3/29/10	66
* 170 36 th (5)Bed.,(4.5)Bth.	1,895,000.	SAME	1,825,000.	3/10/10	23
321 75 th (6)Bed.,(4/2)Bth.	2,750,000.	SAME	2,450,000.	3/16/10	63
4806 Fifth (7)Bed.,(4.5)Bth.	3,475,000.	3,195,000.	2,800,000.	3/26/10	394

(1) NEW CONSTRUCTION

(16,732,000.) (16,048,000.) (14,350,000.) (1,334)

Average Original List Price = \$2,091,500. Average Reduced List Price = \$2,006,000. Average Sold Price = \$1,793,750. Average Days on Market = 167

- Difference between ORIGINAL List Price and SOLD Price = (14%)
- Difference between ORIGINAL List Price and REDUCED Price = (4%)

LOTS/LAND – UNDER CONTRACT: 3/1/2010 TO 3/31/2010 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	DAYS ON MARKET
261 42 nd 50'x 110'	\$749,900.	SAME	26

LOTS/LAND – COMPARABLE SALES: 3/1/2010 TO 3/31/2010 = (0)

COMMERCIAL – UNDER CONTRACT: 3/1/2010 TO 3/31/2010 = (0)
COMMERCIAL – COMPARABLE SALES: 3/1/2010 TO 3/31/2010 = (0)

MULTI-FAMILY – UNDER CONTRACT: 3/1/2010 TO 3/31/2010 = (0)
MULTI-FAMILY – COMPARABLE SALES: 3/1/2010 TO 3/31/2010 = (0)

CONDO/TOWNHOUSE – UNDER CONTRACT: 3/1/2010 TO 3/31/2010 = (7)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
450 20 th (3)Bed.,(2)Bth. 1 st Fl #A	\$449,000.	SAME	17
277 27 th (4)Bed.,(3)Bth. East	738,500.	626,000.	259
251 24 th (5)Bed.,(3)Bth.	759,000.	SAME	24
* 269 E. 29 th (4)Bed.,(3.5)Bth. East	879,000.	799,000.	27
* 271 W. 29 th (4)Bed.,(3.5)Bth. West	879,000.	799,000.	27
3434 Dune (3)Bed.,(3)Bth. North	875,000.	SAME	157
* 904 Ocean (2)Bed.,(2)Bth. LowerCtr	1,500,000.	1,199,000.	231

(3) NEW CONSTRUCTION

CONDO/TOWNHOUSE – COMPARABLE SALES: 3/1/2010 TO 3/31/2010 = (2)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
292 27 th (5)Bed.,(3.5)Bth. West	\$1,199,000.	\$699,000.	\$670,000.	3/1/10	1105
1688 Ocean (3)Bed.,(2)Bth. #A-1	999,000.	899,000.	700,000.	3/12/10	276
	(2,198,000.)	(1,598,000.)	(1,370,000.)		(1,381)
Average Original List Price = \$1,099,000.	Average Reduced List Price = \$799,000.	Average Sold Price = \$685,000.	Average Days on Market = 690		
-	Difference between ORIGINAL List Price and SOLD Price = (38%)				
-	Difference between ORIGINAL List Price and REDUCED Price = (27%)				

TOTAL AVALON SALE INVENTORY (AS OF 4/5/2010) = 410:

RESIDENTIAL	222
LOTS/LAND	28
COMMERCIAL	17
MULTI-FAMILY	12
CONDO/TOWNHOUSE	131

1ST QUARTER – AVALON, NJ – 2010 STATISTICS:

RESIDENTIAL:	UNDER CONTRACT	COMPARABLE SALES:
JANUARY	7	4
FEBRUARY	1	5
MARCH	6	8
	(14)	(17)

	ORIGINAL List Price	REDUCED List Price	SOLD Price	Days onMkt
JANUARY	\$1,071,000.	\$1,071,000.	\$1,010,000.	153
FEBRUARY	1,468,800.	1,338,000.	1,275,000.	168
MARCH	2,091,500.	2,006,000.	1,793,750.	167

	(\$4,631,300.)	(\$4,415,000.)	(\$4,078,750.)	(488)
1ST QTR				
AVERAGE	(\$1,543,767.)	(\$1,471,667.)	(\$1,359,583.)	(163)
-	Difference between ORIGINAL List Price and SOLD Price = (12%)			
-	Difference between ORIGINAL List Price and REDUCED Price = (5%)			

1ST QTR RESIDENTIAL – NEW CONSTRUCTION – UNDER CONTRACT = (1)

1ST QTR RESIDENTIAL – NEW CONSTRUCTION – COMPARABLE SALES = (1)

LOTS/LAND:	UNDER CONTRACT	COMPARABLE SALES:
JANUARY	1	1
FEBRUARY	0	0
MARCH	1	0
	(2)	(1)

COMMERCIAL:	UNDER CONTRACT	COMPARABLE SALES:
JANUARY	0	0
FEBRUARY	0	0
MARCH	0	0

MULTI-FAMILY:	UNDER CONTRACT	COMPARABLE SALES:
JANUARY	0	0
FEBRUARY	0	0
MARCH	0	0

CONDO/TOWNHOUSE:	UNDER CONTRACT	COMPARABLE SALES:
JANUARY	1	7
FEBRUARY	3	1
MARCH	7	2
	(11)	(10)

	ORIGINAL List Price	REDUCED List Price	SOLD Price	Days on Mkt
JANUARY	\$ 966,714.	\$ 890,143.	\$ 824,643.	345
FEBRUARY	649,000.	575,000.	485,000.	595
MARCH	1,099,000.	799,000.	685,000.	690
	(2,714,714.)	(2,264,143.)	(1,994,643.)	(1,630)
1ST QTR				
AVERAGE	(\$904,905.)	(\$754,714.)	(\$664,881.)	(543)
-	Difference between ORIGINAL List Price and SOLD Price = (28%)			
-	Difference between ORIGINAL List Price and REDUCED Price = (17%)			

1ST QTR CONDO/TOWNHSE – NEW CONSTRUCTION – UNDER CONTRACT = (3)
1ST QTR CONDO/TOWNHSE – NEW CONSTRUCTION – COMPARABLE SALES = (1)

AVALON COMPARISON - 1ST QTR 2009 VS. 2010:

1ST QTR – RESIDENTIAL – 2009:

UNDER CONTRACT = 11

COMPARABLE SALES = 4

AVERAGE List Price = \$867,667. - AVERAGE Sold Price = \$722,222. Days on Market = 172

1ST QTR – RESIDENTIAL – 2010:

UNDER CONTRACT = 14

COMPARABLE SALES = 17

AVERAGE List Price = \$1,543,767.- AVERAGE Sold Price = \$1,359,583. DOM = 163

1ST QTR – CONDO/TOWNHOUSE – 2009:

UNDER CONTRACT = 5

COMPARABLE SALES = 12

AVERAGE List Price = \$616,772. – AVERAGE Sold Price = \$492,868. Days on Market = 322

1ST QTR – CONDO/TOWNHOUSE – 2010:

UNDER CONTRACT = 11

COMPARABLE SALES = 10

AVERAGE List Price = \$904,905. – AVERAGE Sold Price = \$664,881. DOM = 543

2010 – APRIL – AVALON,NJ:

RESIDENTIAL – UNDER CONTRACT: 4/1/2010 TO 4/30/2010 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
223 13 TH St. (5)Bed.,(3)Bth.	\$899,000.	SAME	6

RESIDENTIAL – COMPARABLE SALES: 4/1/2010 TO 4/30/2010 = (4)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
284 25 th (2)Bed.,(1)Bth.	\$699,900.	\$625,000.	\$616,000.	4/12/10	179
148 37 th (4)Bed.,(2.5)Bth.	1,175,000.	SAME	1,150,000.	4/30/10	39
156 37 th (5)Bed.,(3.5)Bth.	1,275,000.	1,200,000.	1,175,000.	4/30/10	225
141 77 th (5)Bed.,(5.5)Bth.	4,495,000.	3,995,000.	3,660,000.	4/22/10	629
	(7,644,900.)	(6,995,000.)	(6,601,000.)		(1,072)

Average Original List Price = \$1,911,225. Average Reduced List Price = \$1,748,750. Average Sold Price = \$1,650,250. Average Days on Market = 268

- Difference between ORIGINAL List Price and SOLD Price = (14%)
- Difference between ORIGINAL List Price and REDUCED Price = (9%)

LOTS/LAND – UNDER CONTRACT: 4/1/2010 TO 4/30/2010 = (0)

LOTS/LAND – COMPARABLE SALES: 4/1/2010 TO 4/30/2010 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS ON MARKET
261 42 ND St. (50'x110')	\$749,900.	SAME	\$675,000.	4/15/10	60

COMMERCIAL – UNDER CONTRACT: 4/1/2010 TO 4/30/2010 = (0)

COMMERCIAL – COMPARABLE SALES: 4/1/2010 TO 4/30/2010 = (0)

MULTI-FAMILY – UNDER CONTRACT: 4/1/2010 TO 4/30/2010 = (0)

MULTI-FAMILY – COMPARABLE SALES: 4/1/2010 TO 4/30/2010 = (0)

CONDO/TOWNHOUSE – UNDER CONTRACT: 4/1/2010 TO 4/30/2010 = (3)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
296 65 th (2)Bed.,(1)Bth. #D	\$479,000.	SAME	134
2137 Ocean Dr. (4)Bed.,(2.5)Bth. #2137	649,000.	\$599,900.	105
353 39 th (4)Bed.,(3)Bth. West	1,250,000.	1,199,000.	101

CONDO/TOWNHOUSE - COMPARABLE SALES: 4/1/2010 TO 4/30/2010 = (3)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
478 20 th (3)Bed.,(2)Bth. #B	\$599,500.	\$550,000.	\$450,000.	4/23/10	470
* 271 W. 29 th (4)Bed.,(3.5)Bth.	799,000.	SAME	795,000.	4/16/10	46
2069 Harbor(4)Bed.,(3.5)Bth. #A	950,000.	SAME	920,000.	4/12/10	67

(1) NEW CONSTRUCTION

	(2,348,500.)	(2,299,000.)	(2,165,000.)	(583)
Average Original List Price = \$782,833.	Average Reduced List Price = \$766,333.	Average Sold Price = \$721,667.	Average Days on Market = 194	

- Difference Between ORIGINAL List Price and SOLD Price = (8%)

- Difference between ORIGINAL List Price and REDUCED Price = (2%)

TOTAL AVALON SALE INVENTORY (AS OF 5/29/10) = 428:

RESIDENTIAL	239
LOTS/LAND	26
COMMERCIAL	17
MULTI-FAMILY	12
CONDO/TOWNHOUSE	134

2010- MAY – AVALON,NJ:**RESIDENTIAL – UNDER CONTRACT: MAY 1, 2010 TO MAY 31, 2010 = (4)**

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
179 30 TH (3)Bed.,(1)Bth.	\$884,000.	\$839,000.	644
38 W. 22 nd St. (4)Bed.,(2)Bth.	1,475,000.	998,000.	733
3229 Dune Dr. (4)Bed.,(3.5)Bth.	1,279,000.	999,000.	1,156
7179 Dune Dr. (4)Bed.,(3)Bth.	1,295,000.	SAME	109

RESIDENTIAL – COMPARABLE SALES: MAY 1, 2010 TO MAY 31, 2010 = (9)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
3469 Dune(4)Bed.,(2.5)Bth.	\$1,195,000.	SAME	\$1,130,000.	5/28/10	36
7036 Ocean(5)Bed.,(4)Bth.	1,450,000.	1,249,000.	1,169,500.	5/3/10	416
1558 Dune(5)Bed.,(5)Bth.	1,425,000.	SAME	1,395,000.	5/20/10	71
247 61 st (5)Bed.,(4)Bth.	1,650,000.	1,500,000.	1,400,000.	5/10/10	450
55 W. 29 th (5)Bed.,(4)Bth.	1,925,000.	1,789,000.	1,662,500.	5/25/10	345
74 E. 25 th (5)Bed.,(4)Bth.	2,099,000.	SAME	1,850,000.	5/15/10	123
50 E. 15 th (5)Bed.,(4)Bth.	2,795,000.	SAME	2,300,000.	5/7/10	582
305 74 th (5)Bed.,(4/2)Bth.	2,990,000.	SAME	2,750,000.	5/21/10	154
* 167 68 th (5)Bed.,(5/2)Bth.	6,299,000.	5,495,000.	5,150,000.	5/8/10	263

(1)NEW CONSTRUCTION

	(21,828,000.)	(20,537,000.)	(17,807,000.)	2,440
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Average Original List Price = \$2,425,333. Average Reduced List Price = \$2,281, 889. Average Sold Price = \$1,978,555. Average Days on Market = 271
 - Difference between ORIGINAL List Price and SOLD Price = (19%)
 - Difference between ORIGINAL List Price and REDUCED Price = (6%)

LOTS/LAND – UNDER CONTRACT: MAY 1, 2010 TO MAY 31,2010 = (0)

LOTS/LAND – COMPARABLE SALES: MAY 1, 2010 TO MAY 31, 2010 = (2)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS ON Market
223 33 rd St.(50'x110') Duplex	\$1,099,000.	\$975,000.	\$750,000.	5/3/10	709
85 W. 34 th (50'x110') Res.	2,210,000.	1,895,000.	1,500,000.	5/21/10	752
	(3,309,000.)	(2,870,000.)	(2,250,000.)		(1,461)

Average Original List Price = \$1,654,500. Average Reduced List Price = \$1,435,000. Average Sold Price = \$1,125,000. Average Days on Market = 730
 - Difference between ORIGINAL List Price and SOLD Price = (32%)
 - Difference between ORIGINAL List Price and REDUCED Price = (13%)

COMMERCIAL – UNDER CONTRACT: MAY 1, 2010 TO MAY 31, 2010 = (0)

COMMERCIAL – COMPARABLE SALES: MAY 1, 2010 TO MAY 31, 2010 = (0)

MULTI-FAMILY – UNDER CONTRACT: MAY 1, 2010 TO MAY 31, 2010 = (0)

MULTI-FAMILY – COMPARABLE SALES: MAY 1, 2010 TO MAY 31, 2010 = (0)

CONDO/TOWNHOUSE – UNDER CONTRACT: MAY 1, 2001 TO MAY 31, 2010 = (4)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
7900 Dune(0)Bed.,(1)Bth. #111	\$165,000.	SAME	87
262 26 th (4)Bed.,(3.5)Bth. West	729,900.	SAME	22
* 491 21 st (4)Bed.,(4.5)Bth. East	795,000.	SAME	31
598 W. 22 nd (5)Bed.,(4)Bth. West	1,295,000.	SAME	30

CONDO/TOWNHOUSE – COMPARABLE SALES: MAY 1, 2010 TO MAY 31,2010 =(8)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
450 20 th (3)Bed.,(2)Bth. "A"1stFl	\$449,000.	SAME	\$425,000.	5/15/10	67
486 24 th (3)Bed.,(2)Bth."C" 2ndFl	459,000.	SAME	450,000.	5/21/10	30
2248 Avalon(3)Bed.,(1.5)Bth. "A"	669,000.	SAME	572,500.	5/11/10	143
3285 Dune(4)Bed.,(3)Bth. North	725,000.	SAME	700,000.	5/21/10	124
238 25 th (5)Bed.,(4)Bth. East	775,000.	759,000.	735,000.	5/28/10	200
251 24 th (5)Bed.,(3)Bth. East	759,000.	SAME	740,000.	5/15/10	80
* 269 29 th (4)Bed.,(3.5)Bth. East	799,000.	SAME	785,000.	5/18/10	78
353 39 th (4)Bed.,(3)Bth. West	1,250,000.	1,199,000.	1,060,000.	5/25/10	139
(1)NEW CONSTRUCTION					
	(5,885,000.)	(5,818,000.)	(5,467,500.)		(861)

Average Original **Average Reduced** **Average Sold** **Average Days on**
List Price = \$735,625. **List Price = \$727,250.** **Price = \$683,437.** **Market = 108**

- **Difference between ORIGINAL List Price and SOLD Price = (7%)**
- **Difference between ORIGINAL List Price and REDUCED PRICE = (1%)**

TOATL AVALON SALE INVENTORY (AS OF 6-10-10) = 415

RESIDENTIAL	235
LOTS/LAND	26
COMMERCIAL	17
MULTI-FAMILY	12
CONDO/TOWNHOUSE	125