

2009 – OCTOBER – STONE HARBOR, NJ:

RESIDENTIAL – UNDER CONTRACT: 10/1/2009 TO 10/31/2009 = (2)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	DAYS ON MARKET
10408 Third (4)Bed.,(3.5)Bth.	\$1,795,000.	\$1,595,000.	279
210 118 th (5)Bed.,(5)Bth.	2,595,000.	2,495,000.	151

RESIDENTIAL – COMPARABLE SALES: 10/1/2009 TO 10/31/2009 = (6)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DOM
261 84 TH (3)Bed.,(2)Bth.50x55	\$725,000.	SAME	\$637,500.	10/5/09	187
222 91 st (3)Bed.,(2)Bth.	997,500.	SAME	975,000.	10/20/09	50
215 119 th (4)Bed.,(2.5)Bth.	1,650,000.	SAME	1,450,000.	10/23/09	38
134 110 th (6)Bed.,(4)Bth.	1,849,000.	SAME	1,580,000.	10/26/09	167
9901 First(4)Bed.,(4)Bth.	2,495,000.	2,389,000.	2,000,000.	10/10/09	191
* 129 109 th (5)Bed.,(5)Bth.	3,195,000.	SAME	2,800,000.	10/2/09	108

(1) NEW CONSTRUCTION

	(10,911,500.)	(10,805,500.)	(9,442,500.)	(741)
Average Original List Price = \$1,818,583.	Average Reduced List Price = \$1,800,917.	Average Sold Price = \$1,573,750.	Days on Market = 123	
-	Difference between ORIGINAL List Price and SOLD Price = (14%)			
-	Difference between ORIGINAL List Price and REDUCED Price = (1%)			

LOTS/LAND – UNDER CONTRACT: 10/1/2009 TO 10/31/2009 = (0)

LOTS/LAND – COMPARABLE SALES: 10/1/2009 TO 10/31/2009 = (0)

COMMERCIAL – UNDER CONTRACT: 10/1/2009 TO 10/31/2009 = (0)

COMMERCIAL – COMPARABLE SALES: 10/1/2009 TO 10/31/2009 = (0)

MULTI-FAMILY – UNDER CONTRACT: 10/1/2009 TO 10/31/2009 = (0)

MULTI-FAMILY – COMPARABLE SALES: 10/1/2009 TO 10/31/2009 = (0)

CONDO/TOWNHOUSE – UNDER CONTRACT: 10/1/2009 TO 10/31/2009 = (2)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
351 96 th (2)Bed.,(1)Bth. #205	\$419,000.	\$385,000.	72
259 104 th (3)Bed.,(1.5)Bth. #3	579,000.	SAME	6

CONDO/TOWNHOUSE – COMPARABLE SALES: 10/1/2009 TO 10/31/2009 – (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DOM
9501 Sunset (2)Bed.,(2)Bth. #10	\$370,900.	\$369,899.	\$395,000.	10/16/09	126

TOTAL STONE HARBOR SALE INVENTORY (AS OF 12-4-09) = 186

RESIDENTIAL	99
LOTS/LAND	8
COMMERCIAL	8
MULTI-FAMILY	13
CONDO/TOWNHOUSE	58

2009 – NOVEMBER – STONE HARBOR,NJ:

RESIDENTIAL – UNDER CONTRACT: 11/1/2009 TO 11/30/2009 = (3)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	DAYS ON MARKET
D22 Weber (2)Bed.,(1)Bth. 40x35	\$459,000.	\$399,000.	67
180 114 th (4)Bed.,(3)Bth.	2,350,000.	1,700,000.	189
4 102 nd (5)Bed.,(2)Bth.	2,649,995.	SAME	28

RESIDENTIAL – COMPARABLE SALES: 11/1/2009 TO 11/30/2009 = (6)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DOM
B-50 Bower (2)Bed.,(1.5)Bth.	\$549,000.	\$499,000.	\$479,500.	11/6/09	266
39 Weber (4)Bed.,(1.5)Bth.	775,000.	599,000.	540,000.	11/20/09	519
11021 Second (3)Bed.,(1.5)Bth.	1,199,000.	789,000.	775,000.	11/21/09	822
231 98 th (4)Bed.,(1.5)Bth.	1,450,000.	1,375,000.	1,285,000.	11/19/09	116
173 88 th (5)Bed.,(3)Bth.	2,050,000.	SAME	2,050,000.	11/16/09	46
9915 First (4)Bed.,(4)Bth.	2,500,000.	2,350,000.	2,075,000.	11/24/09	439
	(8,523,000.)	(7,662,000.)	(7,204,500.)		(2208)

Average Original List Price = \$1,420,500. Average Reduced List Price = \$1,277,000. Average Sold Price = \$1,200,750. Average Days on Market = 368

- **Difference between ORIGINAL List Price and SOLD Price = (16%)**
- **Difference between ORIGINAL List Price and REDUCED Price = (10%)**

LOTS/LAND – UNDER CONTRACT: 11/1/2009 TO 11/30/2009 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	DAYS ON MARKET
4 102 nd (50' x 110')	\$2,649,995.	SAME	28

LOTS/LAND – COMPARABLE SALES: 11/1/2009 TO 11/30/2009 = (0)

COMMERCIAL – UNDER CONTRACT: 11/1/2009 TO 11/30/2009 = (0)

COMMERCIAL – COMPARABLE SALES: 11/1/2009 TO 11/30/2009 = (0)

MULTI-FAMILY – UNDER CONTRACT: 11/1/2009 TO 11/30/2009 = (0)

MULTI-FAMILY – COMPARABLE SALES: 11/1/2009 TO 11/30/2009 = (0)

CONDO/TOWNHOUSE – UNDER CONTRACT: 11/1/2009 TO 11/30/2009 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	DAYS ON MARKET
235 99 th (1)Bed., (1)Bth. #E	\$349,000.	\$319,000.	219

CONDO/TOWNHOUSE – COMPARABLE SALES: 11/1/2009 TO 11/30/2009 = (2)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DOM
208 99 th (2)Bed.,(1.5)Bth. #5	\$635,000.	\$595,000.	\$525,000.	11/6/09	266
366 93 rd (4)Bed.,(3)Bth. South	950,000.	SAME	915,000.	11/6/09	63
	(1,585,000.)	(1,545,000.)	(1,440,000.)		(329)

Average Original List Price = \$792,500. Average Reduced List Price = \$772,500. Average Sold Price = \$720,000. Average Days on Market = 164

- Difference between ORIGINAL List Price and SOLD Price = (9%)
- Difference between ORIGINAL List Price and REDUCED Price = (3%)

TOTAL STONE HARBOR SALE INVENTORY (AS OF 12-4-2009) = 186

RESIDENTIAL	99
LOTS/LAND	8
COMMERCIAL	8
MULTI-FAMILY	13
CONDO/TOWNHOUSE	58

2009 – DECEMBER – STONE HARBOR, NJ:**RESIDENTIAL – UNDER CONTRACT: 12/1/2009 TO 12/31/2009 = (2)**

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
122 104 TH (4)Bed.,(4)Bth.	\$1,599,000.	SAME	4
* 144 108 th (4)Bed.,(3/2)Bth. (1)NEW CONSTRUCTION	2,390,000.	2,290,000.	102

RESIDENTIAL – COMPARABLE SALES: 12/1/2009 TO 12/31/2009 = (4)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
180 114 th (4)Bed.,(3)Bth.	\$2,350,000.	\$1,700,000.	\$1,400,000.	12/11/09	202
* 10804 2 nd (4)Bed.,(4.5)Bth.	2,075,000.	1,995,000.	1,900,000.	12/2/09	120
127 84 th (5)Bed.,(3/2)Bth.	2,000,000.	SAME	1,993,500.	12/22/09	12
210 118 th (5)Bed.,(5)Bth. (1)NEW CONSTRUCTION	2,595,000.	2,495,000.	2,200,000.	12/11/09	197

(9,020,000.) (8,190,000.) (7,493,500.) (531)

Average Original List Price = \$2,255,000. Average Reduced List Price = \$2,047,500. Average Sold Price = \$1,873,375. Average Days on Market = 133

- Difference between ORIGINAL List Price and SOLD Price = (17%)
- Difference between ORIGINAL List Price and REDUCED Price = (9%)

LOTS/LAND – UNDER CONTRACT: 12/1/2009 TO 12/31/2009 = (0)
LOTS/LAND – COMPARABLE SALES: 12/1/2009 TO 12/31/2009 = (0)

COMMERCIAL – UNDER CONTRACT: 12/1/2009 TO 12/31/2009 = (0)
COMMERCIAL – COMPARABLE SALES: 12/1/2009 TO 12/31/2009 = (0)

MULTI-FAMILY – UNDER CONTRACT: 12/1/2009 TO 12/31/2009 = (0)
MULTI-FAMILY – COMPARABLE SALES: 12/1/2009 TO 12/31/2009 = (0)

CONDO/TOWNHOUSE – UNDER CONTRACT: 12/1/2009 TO 12/31/2009 = (0)
CONDO/TOWNHOUSE – COMPARABLE SALES: 12/1/2009 TO 12/31/2009 = (3)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
162 96 th (0)Bed.,(1)Bth. #5	\$175,000.	SAME	\$210,000.	12/30/09	64
351 96 th (2)Bed.,(1)Bth. #205	419,000.	385,000.	345,000.	12/23/09	133
259 104 th (3)Bed.,(1.5)Bth. #3	579,000.	SAME	570,000.	12/30/09	72
	(1,173,000.)	(1,139,000.)	(1,125,000.)		(269)
Average Original List Price = \$391,000.	Average Reduced List Price = \$379,667.	Average Sold Price = \$375,000.	Average Days on Market = 90		
- Difference between ORIGINAL List Price and SOLD Price = (4%)					
- Difference between ORIGINAL List Price and REDUCED List Price = (3%)					

TOTAL STONE HARBOR SALE INVENTORY (AS OF 1/8/2010) = 187

RESIDENTIAL	99
LOTS/LAND	9
COMMERCIAL	10
MULTI-FAMILY	12
CONDO/TOWNHOUSE	57

4TH QUARTER – STONE HARBOR, NJ – 2009 STATISTICS:

RESIDENTIAL	UNDER CONTRACT		COMPARABLE SALES	
OCTOBER		2		6
NOVEMBER		3		6
DECEMBER		2		4
		(7)		(16)
	ORIGINAL List Price	REDUCED List Price	SOLD Price	Days on Mkt
OCTOBER	\$1,818,583.	\$1,800,917.	\$1,573,750.	123
NOVEMBER	1,420,500.	1,277,000.	1,200,750.	368
DECEMBER	2,255,000.	2,047,500.	1,873,375.	133

4TH QTR

AVERAGE	(\$1,831,361.)	(\$1,708,473.)	(\$1,549,292.)	(208)
-	Difference between ORIGINAL List Price and SOLD Price = (16%)			
-	Difference between ORIGINAL List Price and REDUCED Price = (7%)			

LOTS/LAND	UNDER CONTRACT		COMPARABLE SALES	
OCTOBER		0		0
NOVEMBER		1		0
DECEMBER		0		0
		(1)		

COMMERCIAL	UNDER CONTRACT		COMPARABLE SALES	
OCTOBER		0		0
NOVEMBER		0		0
DECEMBER		0		0

MULTI-FAMILY	UNDER CONTRACT		COMPARABLE SALES	
OCTOBER		0		0
NOVEMBER		0		0
DECEMBER		0		0

CONDO/TWONHOUSE	UNDER CONTRACT		COMPARABLE SALES	
OCTOBER		2		1
NOVEMBER		1		2
DECEMBER		0		3
		(3)		(6)
	ORIGINAL List Price	REDUCED List Price	SOLD Price	Days on Mkt
OCTOBER	\$370,900.	\$369,899.	\$395,000.	126
NOVEMBER	792,500.	772,500.	720,000.	164
DECEMBER	391,000.	379,667.	375,000.	90

4TH QTR

AVERAGE	(\$518,133.)	(\$507,355.)	(\$496,667.)	(127)
-	Difference between ORIGINAL List Price and SOLD Price = (4%)			
-	Difference between ORIGINAL List Price and REDUCED List Price = (2%)			

2009 STONE HARBOR, NJ: 1ST QTR – 2ND QTR – 3RD QTR – 4TH QTR STATISTICS:**RESIDENTIAL:**

	Average Original List Price	Average Reduced List Price	Average Sold Price	Average Days on Market
1 ST QTR	\$ 1,874,167.	\$1,758,833.	\$1,573,333.	168
2 ND QTR	2,508,083.	2,437,250.	1,946,097.	175
3 RD QTR	1,728,333.	1,624,778.	1,465,067.	254
4 TH QTR	1,831,361.	1,708,473.	1,549,292.	208
2009 Average:	\$ 1,985,486.	\$ 1,882,333.	\$ 1,633,447.	201

TOTAL RESIDENTIAL UNITS:	UNDER CONTRACT	COMPARABLE SALES
1 ST QTR	8	3
2 ND QTR	3	9
3 RD QTR	13	11
4 TH QTR	7	16
	(31)	(39)

TOTAL RESIDENTIAL – NEW CONSTRUCTION SOLD = (6)

LOTS/LAND:	UNDER CONTRACT	COMPARABLE SALES
1 ST QTR	0	0
2 ND QTR	0	0
3 RD QTR	0	0
4 TH QTR	1	0
	(1)	(0)

COMMERCIAL:	UNDER CONTRACT	COMPARABLE SALES
1 ST QTR	0	0
2 ND QTR	1	0
3 RD QTR	0	0
4 TH QTR	0	0
	(1)	(0)

MULTI-FAMILY:	UNDER CONTRACT	COMPARABLE SALES
1 ST QTR	0	1
2 ND QTR	0	1
3 RD QTR	2	2
4 TH QTR	0	0
	(2)	(4)

CONDO/TOWNHOUSE:

	Average Original List Price	Average Reduced List Price	Average Sold Price	Average Days on Market
1 ST QTR	\$ 999,633.	\$ 612,667.	\$ 565,373.	561
2 ND QTR	413,031.	404,809.	376,050.	106
3 RD QTR	582,333.	521,333.	468,889.	427
4 TH QTR	518,133.	507,355.	496,667.	127
2009 Average:	\$ 628,282.	\$ 511,541.	\$ 476,745.	305

TOTAL CONDO/TOWNHOUSE UNITS: UNDER CONTRACT COMPARABLE SALES

1ST QTR	1	3
2ND QTR	4	8
3RD QTR	4	5
4TH QTR	3	6
	(12)	(22)

TOTAL CONDO/TOWNHOUSE – NEW CONSTRUCTION = SOLD = (0)

TOTAL 2009 - STONE HARBOR SALES (ALL CLASSES) = 65

RESIDENTIAL	39
LOTS/LAND	0
COMMERCIAL	0
MULTI-FAMILY	4
CONDO/TOWNHOUSE	22

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