

## 2010 – JANUARY – STONE HARBOR, NJ:

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

RESIDENTIAL – COMPARABLE SALES: 1/1/2010 TO 1/31/2010 = (2)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
10408 Third(4)Bed.,(3.5)Bth.	\$ 1,795,000.	\$1,595,000.	\$1,400,000.	1/8/10	371
4 102 <sup>nd</sup> (5)Bed.,(2)Bth.	2,649,995.	SAME	2,300,000.	1/8/10	79
	(4,444,995.)	(4,244,995.)	(3,700,000.)		(450)

Average Original Price = \$2,222,497.      Average Reduced Price = \$2,122,497.      Average Sold Price = \$1,850,000.      Average Days on Market = 225

- Difference between ORIGINAL List Price and SOLD Price = (17%)
- Difference between ORIGINAL List Price and REDUCED Price = (5%)

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

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

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

TOTAL STONE HARBOR SALE INVENTORY (AS OF 2/14/2010) = (192)

RESIDENTIAL	101
LOTS/LAND	9
COMMERCIAL	12
MULTI-FAMILY	14
CONDO/TOWNHOUSE	56

## 2010 – FEBRUARY – STONE HARBOR, NJ:

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

RESIDENTIAL – COMPARABLE SALES: 2/1/2010 TO 2/28/2010 = (3)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
D22 Weber Ct.(2)Bed.,(1)Bth.	\$459,000.	\$399,000.	\$349,000.	2/27/10	165
122 104 <sup>th</sup> (4)Bed.,(4)Bed.	1,599,000.	SAME	1,450,000.	2/19/10	75
* 144 108 <sup>th</sup> (4)Bed.,(3/2)Bth.	2,390,000.	2,290,000.	2,029,500.	2/2/10	179
(1)NEW CONSTRUCTION	(4,448,000.)	(4,288,000.)	(3,828,500.)		(419)



**RESIDENTIAL – COMPARABLE SALES: 3/1/2010 TO 3/31/2010 = (2)**

<b>ADDRESS</b>	<b>ORIGINAL LIST PRICE</b>	<b>REDUCED PRICE</b>	<b>SOLD PRICE</b>	<b>CLOSING DATE</b>	<b>DAYS onMkt</b>
338 93 <sup>rd</sup> (4)Bed.,(2)Bth.	\$1,149,000.	\$949,000.	\$848,000.	3/26/10	527
* 298 90 <sup>th</sup> (6)Bed.,(6/3)Bth.	2,095,000.	SAME	2,050,000.	3/10/10	40

**(1)NEW CONSTRUCTION – MANUFACTURED HOME**

	(3,244,000.)	(3,044,000.)	(2,898,000.)		(567)
<b>Average Original List Price = \$1,622,000.</b>	<b>Average Reduced List Price = \$1,522,000.</b>	<b>Average Sold Price = \$1,449,000.</b>	<b>Average Days on Market = 283</b>		
-	<b>Difference between ORIGINAL List Price and SOLD Price = (11%)</b>				
-	<b>Difference between ORIGINAL List Price and REDUCED Price = (6%)</b>				

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

<b>ADDRESS</b>	<b>ORIGINAL LIST PRICE</b>	<b>REDUCED LIST PRICE</b>	<b>DAYS ON MARKET</b>
265 83 <sup>rd</sup> St. 34'x 110' Lot	\$699,000.	\$549,000.	662

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

<b>ADDRESS</b>	<b>ORIGINAL LIST PRICE</b>	<b>REDUCED PRICE</b>	<b>SOLD PRICE</b>	<b>CLOSING DATE</b>	<b>DAYS onMkt</b>
9915 First Ave. 100'x 110' Lot	\$2,600,000.	SAME	\$2,600,000.	3/27/10	22

**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 = (1)**

<b>ADDRESS</b>	<b>ORIGINAL LIST PRICE</b>	<b>REDUCED LIST PRICE</b>	<b>DAYS ON MARKET</b>
123 100 <sup>TH</sup> St. 70'x110' Lot	\$2,300,000.	\$1,895,000.	1,471

**MULTI-FAMILY – COMPARABLE SALES: 3/1/2010 TO 3/31/2010 = (2)**

<b>ADDRESS</b>	<b>ORIGINAL LIST PRICE</b>	<b>REDUCED PRICE</b>	<b>SOLD PRICE</b>	<b>CLOSING DATE</b>	<b>DAYS onMkt</b>
8621 Third(2/2)Bed.,(1/1)Bth.	\$789,000.	\$599,000.	\$578,500.	3/27/10	733
317 110 <sup>th</sup> (3/3)Bed.,(1.5/1.5)Bth.	1,295,000.	1,075,000.	925,000.	3/26/10	440
	(2,084,000.)	(1,674,000.)	(1,503,500.)		(1,173)
<b>Average Original List Price = \$1,042,000.</b>	<b>Average Reduced List Price = \$837,000.</b>	<b>Average Sold Price = \$751,750.</b>	<b>Average Days on Market = 586</b>		
-	<b>Difference between ORIGINAL List Price and SOLD Price = (28%)</b>				
-	<b>Difference between ORIGINAL List Price and REDUCED List Price = (20%)</b>				

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

<b>ADDRESS</b>	<b>ORIGINAL LIST PRICE</b>	<b>REDUCED LIST PRICE</b>	<b>DAYS ON MARKET</b>
261 83 <sup>rd</sup> (3)Bed.,(2.5)Bth. Front	\$459,000.	\$429,000.	100

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

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
10120 Thitd (0)Bed.,(1)Bth. #2	\$194,500.	SAME	\$179,000.	3/26/10	361
	- Difference between ORIGINAL List Price and SOLD Price = (8%)				
	- Difference between ORIGINAL List Price and REDUCED Price = (0%)				

**TOTAL STONE HARBOR SALE INVENTORY (AS OF 4/5/2010) = 206**

RESIDENTIAL	108
LOTS/LAND	7
COMMERCIAL	11
MULTI-FAMILY	12
CONDO/TOWNHOUSE	68

**1<sup>ST</sup> QUARTER – 2010 - STONE HARBOR – STATS:**

RESIDENTIAL:	UNDER CONTRACT	COMPARABLE SALES		
JANUARY	0	2		
FEBRUARY	0	3		
MARCH	5	2		
	(5)	(7)		
	ORIGINAL List Price	REDUCED List Price	SOLD Price	Days on Mkt
JANUARY	\$2,222,497.	\$2,122,497.	\$1,850,000.	225
FEBRUARY	1,482,667.	1,429,333.	1,276,167.	140
MARCH	1,622,000.	1,522,000.	1,449,000.	283
	(5,327,164.)	(5,073,830.)	(4,575,167.)	(648)
1 <sup>ST</sup> QTR				
AVERAGE	(\$1,775,721.)	(\$1,691,277.)	(\$1,525,056.)	(216)
	- Difference between ORIGINAL List Price and SOLD Price = (14%)			
	- Difference between ORIGINAL List Price and REDUCED Price = (5%)			

**(2) = NEW CONSTRUCTION RESIDENTIAL SINGLE-FAMILY PROPERTIES SOLD**

LOTS/LAND:	UNDER CONTRACT	COMPARABLE SALES
JANUARY	0	0
FEBRUARY	0	0
MARCH	1	1
COMMERCIAL:	UNDER CONTRACT	COMPARABLE SALES
JANUARY	0	0
FENRUARY	0	0
MARCH	0	0

<b>MULTI-FAMILY:</b>	<b>UNDER CONTRACT</b>	<b>COMPARABLE SALES</b>
<b>JANUARY</b>	<b>0</b>	<b>0</b>
<b>FEBRUARY</b>	<b>0</b>	<b>0</b>
<b>MARCH</b>	<b>1</b>	<b>2</b>
<b>CONDO/TOWNHOUSE:</b>	<b>UNDER CONTRACT</b>	<b>COMPARABLE SALES</b>
<b>JANUARY</b>	<b>0</b>	<b>0</b>
<b>FEBRUARY</b>	<b>0</b>	<b>1</b>
<b>MARCH</b>	<b>1</b>	<b>1</b>

	<b>ORIGINAL List Price</b>	<b>REDUCED List Price</b>	<b>SOLD Price</b>	<b>Days on Mkt</b>
<b>JANUARY</b>	<b>-0-</b>	<b>-0-</b>	<b>-0-</b>	<b>-0-</b>
<b>FEBRUARY</b>	<b>\$599,000.</b>	<b>\$599,000.</b>	<b>\$546,500.</b>	<b>164</b>
<b>MARCH</b>	<b>\$194,500.</b>	<b>\$194,500.</b>	<b>\$179,000.</b>	<b>361</b>
	<b>(793,500.)</b>	<b>(793,500.)</b>	<b>(725,500.)</b>	<b>(525)</b>
<b>1<sup>ST</sup> QTR</b>				
<b>AVERAGE</b>	<b>(\$264,500.)</b>	<b>(\$264,500.)</b>	<b>(\$241,833.)</b>	<b>(175)</b>

- Difference between ORIGINAL List Price and SOLD Price = (8%)
- Difference between ORIGINAL List Price and REDUCED Price = (0%)

## 2010 – APRIL – STONE HARBOR, NJ:

### RESIDENTIAL – UNDER CONTRACT: 4/1/2010 TO 4/30/2010 = (2)

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
224 91 <sup>st</sup> (5)Bed.,(3.5)Bth.	\$1,595,000.	\$1,495,000.	474
249 90 <sup>th</sup> (4)Bed.,(4)Bth.	1,999,990.	1,749,000.	211

### RESIDENTIAL – COMPARABLE SALES: 4/1/2010 TO 4/30/2010 = (2)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS OnMkt
131 97 <sup>th</sup> (5)Bed.,(4)Bth.	\$1,995,000.	SAME	\$1,755,000.	4/30/10	150
12 90 <sup>th</sup> (4)Bed.,(3)Bth.	1,995,000.	SAME	2,150,000.	4/7/10	37
	(3,990,000.)	(3,990,000.)	(3,905,000.)		187

**Average Original List Price = \$1,995,000.**    
**Average Reduced List Price = \$1,995,000.**    
**Average Sold Price = \$1,952,500.**    
**Average Days on Market = 93**  
 - Difference between ORIGINAL List Price and SOLD Price = (2%)  
 - Difference between ORIGINAL List Price and REDUCED Price = (0%)

### 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 onMkt
265 83 <sup>rd</sup> St. 34x110	\$699,000.	\$549,000.	\$350,000.	4/30/10	722

**Average Original List Price = \$699,000.**    
**Average Reduced List Price = \$549,000.**    
**Average Sold Price = \$350,000.**    
**Average Days on Market = 722**  
 - Difference between ORIGINAL List Price and SOLD Price = (50%)  
 - Difference between ORIGINAL List Price and REDUCED Price = (22%)

### 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 = (1)

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
123 100 <sup>th</sup> (70x110) Lot	\$2,300,000.	\$1,895,000.	\$1,600,000.	4/30/10	1,520

**Average Original List Price = \$2,300,000.**    
**Average Reduced List Price = \$1,895,000.**    
**Average Sold Price = \$1,600,000.**    
**Average Days on Market = 1,520**  
 - Difference between ORIGINAL List Price and SOLD Price = (31%)  
 - Difference between ORIGINAL List Price and REDUCED Price = (18%)

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

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS on MKT
366 93 <sup>rd</sup> St. (4)Bed.,(3)Bth. North	\$950,000.	SAME	207

**CONDO/TOWNHOUSE – COMPARABLE SALES: 4/1/2010 TO 4/30/2010 = (1)**

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
261 83 <sup>rd</sup> St.(3)Bed.,(2.5)Bth. Front	\$459,000.	\$429,000.	\$369,000.	4/30/10	160

Average Original List Price = \$459,000.      Average Reduced List Price = \$429,000.      Average Sold Price = \$369,000.      Average Days on Market = 160

- Difference between ORIGINAL List Price and SOLD Price = (20%)
- Difference between ORIGINAL List Price and REDUCED Price = (7%)

**TOTAL STONE HARBOR SALE INVENTORY (AS OF 5/29/10) = 234:**

RESIDENTIAL	127
LOTS/LAND	8
COMMERCIAL	11
MULTI-FAMILY	16
CONDO/TOWNHOUSE	72

**2010 – MAY – STONE HARBOR,NJ:****RESIDENTIAL – UNDER CONTRACT: MAY 1, 2010 TO MAY 31, 2010 = (3)**

ADDRESS	ORIGINAL LIST PRICE	REDUCED LIST PRICE	DAYS ON MARKET
381 95 <sup>th</sup> (3)Bed.,(2.5)Bth.	\$799,000.	SAME	6
382 94 <sup>th</sup> (4)Bed.,(3.5)Bth.	1,199,000.	SAME	12
10729 Corinthian(5)Bed.,(1.5)Bth.	1,690,000.	SAME	22

**RESIDENTIAL – COMPARABLE SALES: MAY 1, 2010 TO MAY 31, 2010 = (3)**

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
* 11700 Third(5)Bed.,(4.5)Bth.	\$1,800,000.	SAME	\$1,475,000.	5/14/10	350
249 90 <sup>th</sup> (4)Bed.,(4)Bth.	1,999,900.	1,749,000.	1,550,000.	5/20/10	253
8500 Penn.(4)Bed.,(2)Bth.	1,800,000.	SAME	1,800,000.	5/3/10	47
<b>(1)NEW CONSTRUCTION</b>	<b>(5,599,900.)</b>	<b>(5,349,000.)</b>	<b>(4,825,000.)</b>		<b>(650)</b>

Average Original List Price = \$1,866,633.      Average Reduced List Price = \$1,783,000.      Average Sold Price = \$1,608,333.      Average Days on Market = 217

- Difference between ORIGINAL List Price and SOLD Price = (14%)
- Difference between ORIGINAL List Price and REDUCED Price = (5%)

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

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

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
8302 Third(Bud'sMarket)	\$2,200,000.	SAME	\$1,700,000.	5/6/10	201

Average List Price = \$2,200,000.

Average Reduced Price = \$2,200,000.

Average Sold Price = \$1,700,000.

Average Days on Market = 210

- Difference between Original List Price and SOLD Price = (23%)
- Difference between ORIGINAL List Price and REDUCED Price = (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, 2010 TO MAY 31, 2010 = (0)**  
**CONDO/TOWNHOUSE – COMPARABLE SALES: MAY 1, 2010 TO MAY 31, 2010 = (2)**

ADDRESS	ORIGINAL LIST PRICE	REDUCED PRICE	SOLD PRICE	CLOSING DATE	DAYS onMkt
15 99 <sup>th</sup> (2)Bed.,(2)Bth. #G	\$795,000.	SAME	\$700,000.	5/10/10	126
265 105 <sup>th</sup> (4)Bed.,(2)Bth. East	825,000.	SAME	785,000.	5/28/10	62
	(1,620,000.)	(1,620,000.)	(1,485,000.)		(188)

Average Original List Price = \$810,000.	Average Reduced List Price = \$810,000.	Average Sold Price = \$742,500.	Average Days on Market = 94
--	---	---------------------------------	-----------------------------

- Difference between ORIGINAL List Price and SOLD Price = (8%)
- Difference between ORIGINAL List Price and REDUCED Price = (0%)

**TOTAL STRONE HARBOR SALE INVENTORY (AS OF 6-10-10) = 231**

RESIDENTIAL	124
LOTS/LAND	8
COMMERCIAL	10
MULTI-FAMILY	16
CONDO/TWONHOUSE	73