

VizzardGroup.com

Quarterly Market Update

Fourth Quarter 2008
October 1, 2008-December 31, 2008

SOLD

FOR SALE

	SALES	AVERAGE PRICE	MEDIAN PRICE	AVG. DAYS ON MARKET	ACTIVE LISTINGS	AVERAGE PRICE
SINGLE FAMILY						
Avalon	20	\$1,721,049	\$1,445,000	306	199	\$2,419,711
Avalon Manor	0				20	\$938,299
Stone Harbor	10	\$1,609,875	\$1,462,500	342	103	\$2,385,737
Stone Harbor Manor	0				6	\$487,833
TOTALS	30	\$1,683,991	\$1,445,000	318	328	\$2,283,373
CONDO/ TOWNHOUSE						
Avalon	16	\$775,198	\$623,750	201	144	\$779,770
Stone Harbor	3	\$735,000	\$845,000	268	50	\$805,955
Stone Harbor Manor	0				2	\$734,000
TOTALS	19	\$768,851	\$677,500	212	196	\$786,492
LOTS/LAND						
Avalon	1	\$3,400,000	\$3,400,000	730	20	\$2,302,350
Avalon Manor	0				7	\$611,000
Stone Harbor	0				7	\$2,526,143
Stone Harbor Manor	0				2	\$512,000
TOTALS	1	\$3,400,000	\$3,400,000	730	36	\$1,917,528
MULTI-FAMILY						
Avalon	1	\$1,260,000	\$1,260,000	266	7	\$2,121,833
Stone Harbor	0				19	\$1,620,323
TOTALS	0				26	\$1,607,688
ALL SOLD LISTINGS	52	\$1,353,133	\$1,230,000	281	586	\$1,723,160

**Best Year
since 2005**

2008 Market Overview

- ⇒ *Total Sales in Avalon were up one unit making it the best year since 2005 in closed units.*
- ⇒ *Total Bay Front sales on the island were up 12% and the average sale price was 5%.*
- ⇒ *Average Beach Block sale price on the island was up 3%.*
- ⇒ *Average single family sale price in Stone Harbor was up 3%.*
- ⇒ *The overall median sale price in Avalon, Stone Harbor, Avalon & Stone Harbor Manor and Sea Isle City was up slightly.*
- ⇒ *Average condo/townhouse sale price in Avalon was up 2%.*
- ⇒ *Single Family sales were up in the under \$1.0 million price range and condo/townhouse sales under \$500,000 were also up.*

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2007/2008 Market Analysis

Single Family Sales By Location

	Sales		Average Price		Median Price	
	2007	2008	2007	2008	2007	2008
Beach Front						
Avalon	3	5	6,875,000	4,960,000	4,450,000	4,300,000
Stone Harbor	4	-	4,273,000	—	4,072,500	—
TOTAL	7	5	5,388,571	4,960,000	4,450,000	4,300,000
Beach Block						
Avalon	22	15	2,688,682	2,833,333	2,625,000	2,500,000
Stone Harbor	2	2	3,212,500	2,674,834	2,312,500	2,674,834
TOTAL	24	17	2,732,333	2,814,686	2,625,000	2,500,000
Bayfront						
Avalon	14	15	2,894,643	2,527,633	3,000,000	2,300,000
Avalon Manor	2	1	1,000,000	995,000	1,000,000	995,000
Stone Harbor	9	12	2,106,778	2,816,083	1,950,000	2,342,500
SH Manor	1	1	725,000	375,000	725,000	375,000
TOTAL	26	29	2,392,731	2,519,914	2,450,000	2,237,500

Single Family Sales by Location & Price

Price Range	Sales	
	2007	2008
Beachfront		
\$2million-\$2,999,999	1	—
\$3million-\$3,999,999	0	1
\$4million-\$4,999,999	4	2
\$5million and up	3	2
TOTAL	8	5
Beach Block		
Up to \$2million	3	5
\$2million-\$2,999,999	11	5
\$3million-\$3,999,999	7	3
\$4million-\$4,999,999	2	4
\$5million and up	1	--
TOTAL	24	17
Bayfront		
Up to \$2million	12	13
\$2million-\$2,999,999	6	9
\$3million-\$3,999,999	6	5
\$4million-\$4,999,999	1	0
\$5million and up	1	2
TOTAL	26	29

SINGLE FAMILY

Number of Sales	2007	2008
	Avalon	99
Avalon Manor	3	1
Sea Isle City	11	16
Stone Harbor	60	44
Stone Harbor Manor	3	1
TOTAL	176	163

Average Sale Price

Avalon	2,095,338	1,974,314
Avalon Manor	853,333	995,000
Sea Isle City	1,003,132	887,688
Stone Harbor	1,984,000	2,039,969
Stone Harbor Manor	595,000	375,000
OVERALL AVERAGE	1,942,271	1,868,573

Median Price

Avalon	1,795,000	1,690,000
Avalon Manor	560,000	995,000
Sea Isle City	815,000	755,000
Stone Harbor	1,617,000	1,762,500
Stone Harbor Manor	560,000	375,000
OVERALL AVERAGE	1,595,000	1,600,000

CONDO/TOWNHOME

AVERAGE DAYS ON MARKET

	2007	2008
	Single Family	
Avalon	223	304
Avalon Manor	285	158
Sea Isle City	160	215
Stone Harbor	263	294
Stone Harbor Manor	130	56
TOTAL AVERAGE	232	290

Number of Sales

Number of Sales	2007	2008
	Avalon	63
Sea Isle City	213	159
Stone Harbor	20	15
Stone Harbor Manor	3	1
TOTAL	299	230

Average Sale Price

Avalon	843,000	861,149
Sea Isle City	731,000	620,257
Stone Harbor	596,000	660,647
Stone Harbor Manor	862,000	815,000
OVERALL AVERAGE	747,000	681,331

ALL SALES

(Includes single family, lots/land, commercial, multi-family, condominium/townhouse in Avalon, Stone Harbor, the Manors, Sea Isle City)

	Units	Avg Price
2007	498	1,192,000
2008	416	1,173,789

Median Price

Avalon	843,000	775,000
Sea Isle City	703,000	639,000
Stone Harbor	604,000	525,000
Stone Harbor Manor	860,000	815,000
OVERALL AVERAGE	705,000	663,750