



**BERKSHIRE  
HATHAWAY**  
HomeServices

Gallo Realty

January 2014

Dear Rehoboth Neighbor,

Happy New Year from The Lee Ann Wilkinson Group! As our Delaware beach communities thaw out after our recent snowfalls, the real estate market continues to 'heat up' - again! Instead of simply *telling* you about our local market, I am pleased to share my annual sales report with you, ***The Year in Real Estate – 2013 Statistics***, to show you first-hand what's happening in your neighborhood and areas around Rehoboth.

Remarkably, 2013 proved to be the **best year ever** in terms of sales for The Lee Ann Wilkinson Group - and we have been providing our "superior service and outstanding results" in real estate for 30 years here at the Delaware beaches. We are grateful for the confidence our customers continue to place in us, and we are incredibly proud and humbled to earn the top ranking as **#1 Real Estate Sales Team in Sussex County for 2013**, a distinction we have earned for well over a decade.

My team and I compile this report from Sussex County Association of REALTORS® Multiple Listing Service data. We find the enclosed information incredibly helpful toward our own informed market analyses for both home buyers and sellers, and we wanted to share it with you. As you will see, the market is in an upswing. Home *prices* are not skyrocketing; however, they are strong and sales continue to increase year-over-year.

Another exciting event this year was our company's new affiliation with Berkshire Hathaway HomeServices earlier in January. Officially called *Berkshire Hathaway HomeServices Gallo Realty*, we continue our commitment and reputation for local real estate excellence.

If you have any questions about the enclosed information or the market value of your home, please always feel free to reach us at (302) 645-6664 or online:

[LeeAnn@LeeAnnGroup.com](mailto:LeeAnn@LeeAnnGroup.com)

[www.LeeAnnGroup.com](http://www.LeeAnnGroup.com)

We would be honored to put our experience and market analysis to work for **you** when you are in the market for a REALTOR!

Best wishes for an early spring,

A handwritten signature in cursive script that reads "Lee Ann".

**The Lee Ann Wilkinson Group**  
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# REHOBOTH BEACH - 2013 - REAL ESTATE NEWS

THE LEE ANN WILKINSON GROUP

LeeAnnGroup.com

(302) 645-6664

| CANAL CORKRAN                    | LIST PRICE  | SOLD PRICE  | DATE SOLD | DAYS TO SETTLEMENT |
|----------------------------------|-------------|-------------|-----------|--------------------|
| Lot 9 - 22 Wades Court           | \$350,000   | \$310,000   | 3/8/13    | 112                |
| Lot 87 - Thompson Court          | \$369,000   | \$340,000   | 3/29/13   | 1389               |
| Unit 4 - 34 Nell Loop            | \$489,900   | \$470,000   | 6/28/13   | 106                |
| Unit 41 - 6 Wills Way            | \$489,900   | \$470,000   | 6/26/13   | 194                |
| Unit 13 - 12 Nell Loop           | \$489,900   | \$476,500   | 7/12/13   | 280                |
| Unit 10 - 6 Nell Loop            | \$494,900   | \$480,000   | 9/16/13   | 112                |
| Unit 34 - 16 Hannah Loop         | \$499,900   | \$487,500   | 2/22/13   | 148                |
| 17 Metz Way                      | \$600,000   | \$550,000   | 2/8/13    | 51                 |
| Unit 23 - 13 Metz Way            | \$625,000   | \$590,000   | 7/3/13    | 152                |
| Unit 21 - 9 Metz Way             | \$635,000   | \$610,000   | 9/17/13   | 32                 |
| 26 Eleanor Lee Lane              | \$739,000   | \$700,000   | 6/28/13   | 288                |
| 9 Wades Court                    | \$999,500   | \$875,000   | 12/20/13  | 262                |
| 40 Fillingame Way                | \$1,050,000 | \$960,000   | 12/11/13  | 618                |
| 31 Wades Court                   | \$1,150,000 | \$1,050,000 | 11/20/13  | 180                |
| 40 Eleanor Lee Lane              | \$1,475,000 | \$1,415,000 | 7/31/13   | 70                 |
| COUNTRY CLUB ESTATES             | LIST PRICE  | SOLD PRICE  | DATE SOLD | DAYS TO SETTLEMENT |
| Unit 305- 229 Country Club Drive | \$439,000   | \$415,000   | 6/14/13   | 263                |
| Unit - 608 Scarborough Village   | \$429,000   | \$418,000   | 9/3/13    | 319                |
| Lot 20 - 102 Country Club Drive  | \$549,000   | \$549,000   | 6/21/13   | 69                 |
| Lot - Country Club Drive         | \$585,000   | \$585,000   | 8/30/13   | 792                |
| 208 Country Club Drive           | \$599,000   | \$585,000   | 2/22/13   | 41                 |
| 305 Hickman Street               | \$650,000   | \$635,000   | 4/29/13   | 74                 |
| 315 Stockley Street              | \$655,750   | \$655,750   | 10/15/13  | 21                 |
| 331 Hickman Street               | \$679,000   | \$679,000   | 4/19/13   | 51                 |
| 320 Munson Street                | \$719,000   | \$719,000   | 11/22/13  | 56                 |
| 607 Scarborough Avenue           | \$899,500   | \$870,300   | 9/30/13   | 164                |
| 310 Stockley Street              | \$920,000   | \$880,000   | 5/23/13   | 237                |

| <b>COUNTRY CLUB ESTATES, continued</b>         | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
|------------------------------------------------|-------------------|-------------------|------------------|---------------------------|
| 305 Sandalwood Street                          | \$1,000,000       | \$1,050,000       | 5/17/13          | 58                        |
| 214 Country Club Drive                         | \$1,299,000       | \$1,175,000       | 6/21/13          | 59                        |
| <b>HENLOPEN ACRES</b>                          | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
| Lot 6 - 72 Fields End                          | \$1,350,000       | \$1,300,000       | 6/7/13           | 147                       |
| Lot - 72 Fields End                            | \$1,375,000       | \$1,375,000       | 11/11/13         | 0                         |
| 71 Pine Reach                                  | \$1,650,000       | \$1,500,000       | 5/10/13          | 809                       |
| 33 Rolling Road                                | \$1,795,000       | \$1,575,000       | 4/26/13          | 723                       |
| 67 Tidewaters                                  | \$1,950,000       | \$1,725,000       | 8/24/13          | 513                       |
| 5 Pine Reach                                   | \$1,899,000       | \$1,750,000       | 7/15/13          | 1042                      |
| 85 Tidewaters Road                             | \$1,950,000       | \$1,925,000       | 6/30/13          | 166                       |
| 97 Tidewaters Road                             | \$2,100,000       | \$2,000,000       | 11/19/13         | 35                        |
| 29 Tidewaters Road                             | \$2,695,000       | \$2,622,500       | 5/29/13          | 284                       |
| <b>KINGS CREEK COUNTRY CLUB</b>                | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
| Lot 105 - 2 Comfort Court                      | \$319,000         | \$275,000         | 3/15/13          | 65                        |
| Lot 34 - 37 Kings Creek Circle                 | \$370,000         | \$325,000         | 11/1/13          | 198                       |
| 8 Comfort Court                                | \$877,000         | \$867,000         | 12/12/13         | 121                       |
| 2 Eagle Way                                    | \$899,900         | \$878,000         | 11/26/13         | 133                       |
| 103 Kings Creek Circle                         | \$1,199,500       | \$920,000         | 5/31/13          | 414                       |
| 13 Wolf Pit Court                              | \$1,148,000       | \$1,030,000       | 8/28/13          | 47                        |
| <b>NORTH REHOBOTH</b>                          | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
| Unit A 1 - 84 Sussex Street - Gull Alvic       | \$299,900         | \$265,000         | 5/10/13          | 109                       |
| Unit 101 A - 59 Maryland Avenue - Gerar Place  | \$350,000         | \$325,000         | 12/30/13         | 166                       |
| Unit 604 - 1 Virginia Avenue                   | \$429,900         | \$395,000         | 8/1/13           | 23                        |
| Unit 809 - 1 Virginia Avenue                   | \$485,000         | \$400,000         | 7/1/13           | 206                       |
| Unit B - 50 Olive Avenue - Drake View          | \$450,000         | \$420,000         | 9/20/13          | 2058                      |
| Unit 516 - 1 Virginia Avenue                   | \$489,500         | \$420,000         | 3/18/13          | 269                       |
| Unit 101 - 29 Maryland Avenue - Pine and Brine | \$450,000         | \$445,000         | 6/7/13           | 59                        |
| Unit 303 - 11 Virginia Avenue - Crest          | \$460,000         | \$445,000         | 4/2/13           | 173                       |
| Unit 201 - 11 Virginia Avenue - Crest          | \$465,000         | \$455,000         | 8/16/13          | 310                       |

| <b>NORTH REHOBOTH, continued</b>                | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
|-------------------------------------------------|-------------------|-------------------|------------------|---------------------------|
| Unit 405 - 59 Maryland Avenue - Gerar Place     | \$484,000         | \$460,000         | 5/13/13          | 153                       |
| 71 Sussex Street                                | \$550,000         | \$475,000         | 1/31/13          | 119                       |
| Unit 215 - 2 Virginia Avenue - Edgewater House  | \$510,000         | \$475,000         | 1/17/13          | 236                       |
| Unit 405 - 8 Olive Avenue - Patrician Towers    | \$499,500         | \$490,000         | 8/30/13          | 1094                      |
| 154 Henlopen Avenue                             | \$554,000         | \$500,000         | 8/5/13           | 108                       |
| Unit 5E - 23 Maryland Avenue -Tidewater House   | \$498,500         | \$500,000         | 5/17/13          | 297                       |
| Unit 2W - 7 Maryland Avenue - Surfside Seven    | \$545,000         | \$500,000         | 5/31/13          | 494                       |
| Unit 402 - 1 Virginia Avenue                    | \$549,900         | \$520,000         | 7/11/13          | 68                        |
| Unit 5 N - 23 Maryland Avenue - Tidewater House | \$565,000         | \$530,000         | 6/26/13          | 637                       |
| 3 Grove Street                                  | \$569,000         | \$560,000         | 6/28/13          | 47                        |
| Unit A - 64 Sussex Street                       | \$599,900         | \$572,500         | 9/11/13          | 295                       |
| 38 Sussex Street                                | \$599,900         | \$599,900         | 5/22/13          | 1000                      |
| Unit 512 - 527 North Boardwalk - Henlopen       | \$649,000         | \$600,000         | 11/25/13         | 1516                      |
| Unit 717 - 527 North Boardwalk - Henlopen       | \$649,000         | \$619,000         | 6/12/13          | 143                       |
| 159 Columbia Avenue                             | \$699,000         | \$635,000         | 5/6/13           | 59                        |
| 18 Cookman Street                               | \$635,000         | \$636,000         | 10/18/13         | 70                        |
| 45 Kent Street                                  | \$650,000         | \$647,055         | 11/27/13         | 62                        |
| 5 Cookman Street                                | \$699,000         | \$675,000         | 11/22/13         | 179                       |
| 7 Cookman Street                                | \$699,500         | \$675,000         | 9/16/13          | 147                       |
| 77 Sussex Street                                | \$697,000         | \$680,000         | 10/4/13          | 389                       |
| 13 4th Street                                   | \$690,000         | \$690,000         | 12/16/13         | 48                        |
| 51 Lake Avenue                                  | \$775,000         | \$750,000         | 10/1/13          | 683                       |
| 10 St. Michael's Place                          | \$899,000         | \$780,000         | 4/29/13          | 390                       |
| 10 4th Street                                   | \$894,900         | \$840,000         | 4/12/13          | 362                       |
| 117 Columbia Avenue                             | \$990,000         | \$895,000         | 3/7/13           | 372                       |
| 93 Henlopen Avenue                              | \$999,900         | \$925,000         | 5/28/13          | 1329                      |
| 87 Oak Avenue                                   | \$1,100,000       | \$945,000         | 10/28/13         | 117                       |
| 52 Sussex Street                                | \$1,090,000       | \$1,020,000       | 12/27/13         | 76                        |
| 68 Columbia Avenue                              | \$1,199,000       | \$1,060,000       | 12/30/13         | 402                       |

| <b>NORTH REHOBOTH, continued</b>             | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
|----------------------------------------------|-------------------|-------------------|------------------|---------------------------|
| 89 Columbia Avenue                           | \$1,450,000       | \$1,225,000       | 10/23/13         | 70                        |
| Unit D - 1 Grenoble Place - Stuart Kingston  | \$1,475,000       | \$1,225,000       | 9/20/13          | 252                       |
| 27 Virginia Avenue                           | \$1,495,000       | \$1,400,000       | 3/28/13          | 648                       |
| 24 Oak Avenue                                | \$1,525,000       | \$1,500,000       | 10/30/13         | 509                       |
| 43 Columbia Avenue                           | \$1,695,000       | \$1,637,500       | 11/22/13         | 372                       |
| 52 Maryland Avenue                           | \$1,775,000       | \$1,690,000       | 5/3/12           | 337                       |
| 29 Virginia Avenue                           | \$1,995,000       | \$1,790,000       | 11/5/13          | 209                       |
| 38 Oak Avenue                                | \$1,990,000       | \$1,875,000       | 10/4/13          | 233                       |
| 73 Park Avenue                               | \$1,975,000       | \$1,875,000       | 4/18/13          | 52                        |
| 11 Columbia Avenue                           | \$1,999,999       | \$1,950,000       | 10/18/13         | 381                       |
| 15 Oak Avenue                                | \$1,999,000       | \$1,980,000       | 12/27/13         | 321                       |
| 29 Olive Avenue                              | \$2,795,000       | \$2,725,000       | 10/1/13          | 194                       |
| <b>NORTH SHORES</b>                          | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
| Unit 9 - 17 South Rodney - The Villas        | \$875,000         | \$865,000         | 10/22/13         | 48                        |
| 16 Cardinal Lane                             | \$1,299,000       | \$1,100,000       | 12/30/13         | 130                       |
| 28 Harbor Road                               | \$1,399,000       | \$1,250,000       | 7/19/13          | 337                       |
| 7 Ocean Drive                                | \$2,950,000       | \$2,250,000       | 1/15/13          | 255                       |
| 5 Cedar Road                                 | \$3,300,000       | \$2,700,000       | 12/18/13         | 792                       |
| Lot 184 - 16 Ocean Drive                     | \$3,750,000       | \$3,275,000       | 4/5/13           | 492                       |
| 56 Ocean Drive                               | \$5,995,000       | \$5,500,000       | 3/2/13           | 282                       |
| <b>REHOBOTH BEACH YACHT AND COUNTRY CLUB</b> | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
| Lot 149 - 140 Cornwall Road                  | \$179,900         | \$179,900         | 1/28/13          | 75                        |
| Lot 2 - Wellington Place                     | \$195,000         | \$185,000         | 10/25/13         | 442                       |
| Lot 169 - 101 Cornwall Road                  | \$210,000         | \$190,000         | 7/26/13          | 58                        |
| Lot - 124 Cornwall Road                      | \$199,000         | \$190,000         | 6/7/13           | 17                        |
| Lot 100 - 15 Bradford Road                   | \$249,900         | \$210,000         | 8/19/13          | 29                        |
| Lot 99 - 13 Bradford Road                    | \$229,000         | \$212,500         | 8/26/13          | 33                        |
| Lot 74 - 76 Blackpool Road                   | \$269,000         | \$269,000         | 12/23/13         | 31                        |
| Lot 75 - 78 Blackpool Road                   | \$269,000         | \$269,000         | 12/23/13         | 31                        |

| <b>RBYCC, continued</b>    | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
|----------------------------|-------------------|-------------------|------------------|---------------------------|
| Lot 76 - 80 Blackpool Road | \$269,000         | \$269,000         | 12/23/13         | 31                        |
| Lot 20 - 1 Coventry Road   | \$348,900         | \$275,000         | 5/15/13          | 1746                      |
| 6 Croydon Road             | \$369,000         | \$330,000         | 3/4/13           | 257                       |
| 7 North London Circle      | \$379,784         | \$347,000         | 9/20/13          | 521                       |
| 16 Kingsbridge Road        | \$389,000         | \$380,000         | 6/21/13          | 69                        |
| 25 Coventry Road           | \$439,000         | \$411,200         | 8/8/13           | 107                       |
| 18 Somerset Road           | \$429,900         | \$429,900         | 12/20/13         | 241                       |
| 20 Coventry Road           | \$469,500         | \$442,000         | 8/5/13           | 315                       |
| 106 London Circle South    | \$469,000         | \$445,000         | 4/5/13           | 193                       |
| 104 London Circle South    | \$495,000         | \$450,000         | 8/12/13          | 95                        |
| 5 Kensington Road          | \$459,000         | \$459,000         | 11/8/13          | 81                        |
| 165 East Buckingham Drive  | \$485,000         | \$470,000         | 2/22/13          | 51                        |
| 6 Kensington Road          | \$514,950         | \$470,000         | 5/31/13          | 105                       |
| 18 Sheffield Road          | \$509,000         | \$485,000         | 12/10/13         | 93                        |
| 43 Windsor Road            | \$539,900         | \$485,000         | 4/12/13          | 270                       |
| 13 Surrey Road             | \$514,000         | \$499,000         | 3/5/13           | 271                       |
| 41 Windsor Road            | \$549,000         | \$523,000         | 9/30/13          | 448                       |
| 54 Windsor Road            | \$575,000         | \$535,000         | 4/25/13          | 170                       |
| Lot 6 - 20 Sherbourne Road | \$599,000         | \$550,000         | 5/9/13           | 1794                      |
| 16 Bradford Road           | \$614,900         | \$570,000         | 10/29/13         | 330                       |
| 5 Cardiff Road             | \$599,000         | \$575,000         | 9/3/13           | 150                       |
| 4 Cornwall Raod            | \$599,900         | \$577,500         | 9/6/13           | 108                       |
| 18 West Side Drive         | \$699,000         | \$625,000         | 10/11/13         | 127                       |
| 150 East Buckingham Drive  | \$659,000         | \$630,000         | 6/10/13          | 361                       |
| 156 East Buckingham Drive  | \$715,000         | \$650,000         | 3/15/13          | 184                       |
| 112 West Side Drive        | \$999,999         | \$970,000         | 7/11/13          | 185                       |
| 146 East Side Drive        | \$1,175,000       | \$1,100,000       | 7/3/13           | 179                       |
| 35 West Side Drive         | \$1,195,000       | \$1,100,000       | 10/2/13          | 751                       |
| 7 Lands End Drive          | \$1,399,000       | \$1,150,000       | 3/25/13          | 752                       |

| <b>RBYYC, continued</b>                           | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
|---------------------------------------------------|-------------------|-------------------|------------------|---------------------------|
| 115 East Side Drive                               | \$1,245,000       | \$1,167,500       | 11/22/13         | 235                       |
| 107 East Side Drive                               | \$1,450,000       | \$1,385,000       | 9/6/13           | 209                       |
| 127 East Side Drive                               | \$1,995,000       | \$1,800,000       | 11/11/13         | 1152                      |
| 173 East Side Drive                               | \$4,750,000       | \$4,137,500       | 7/1/13           | 122                       |
| <b>SILVER LAKE MANOR</b>                          | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
| Unit 2 E - 38181 Robinsons Drive - Bayberry Pines | \$349,000         | \$329,000         | 6/10/13          | 189                       |
| 38160 Terrace Road                                | \$557,000         | \$518,500         | 7/26/13          | 232                       |
| 38261 Robinson Drive                              | \$644,800         | \$710,000         | 8/14/13          | 138                       |
| 38280 Robinson Drive                              | \$1,669,000       | \$1,575,000       | 10/11/13         | 359                       |
| <b>SILVER LAKE SHORES</b>                         | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
| 2 Silver Lane                                     | \$850,000         | \$760,000         | 9/6/13           | 88                        |
| 20358 Silver Lake Drive                           | \$1,475,000       | \$1,145,000       | 5/31/13          | 709                       |
| Unit C - 20408 Silver Lake Drive                  | \$1,695,000       | \$1,540,000       | 12/6/13          | 122                       |
| Lot - 20358 Silver Lake Drive                     | \$1,700,000       | \$1,597,500       | 11/12/13         | 208                       |
| <b>SOUTH REHOBOTH</b>                             | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
| Unit 21 - 21 New Bold Square - New Bold Sq.       | \$224,900         | \$195,250         | 1/31/13          | 199                       |
| Unit 21 - 21 New Bold Square - New Bold Sq.       | \$259,900         | \$249,000         | 7/31/13          | 90                        |
| Unit 29 - 29 Scarborough Avenue -Newbold Sq.      | \$270,000         | \$270,000         | 12/13/13         | 44                        |
| Unit 106 - 307 South Boardwalk - Star of the Sea  | \$398,000         | \$370,000         | 9/20/13          | 820                       |
| Unit 604 -- 307 South Boardwalk - Star of the Sea | \$425,000         | \$400,000         | 3/7/13           | 85                        |
| Unit 102 - 50 Wilmington Avenue - Wilmington      | \$479,900         | \$445,000         | 8/2/13           | 177                       |
| 106 A Philadelphia Street                         | \$600,000         | \$550,000         | 11/15/13         | 405                       |
| Unit D -- 10 Hickman Street - Atlantic Holiday    | \$649,000         | \$640,000         | 9/27/13          | 100                       |
| 306 Bayard Avenue                                 | \$984,000         | \$900,000         | 3/27/13          | 476                       |
| 37 Delaware Avenue                                | \$999,000         | \$900,000         | 11/22/13         | 275                       |
| 117 Stockley Street                               | \$999,500         | \$900,000         | 2/1/13           | 82                        |
| Unit 18B - 18 Christian Street                    | \$989,000         | \$955,000         | 7/24/13          | 74                        |
| 114 Norfolk Street                                | \$1,100,000       | \$970,000         | 11/21/13         | 51                        |
| 121 East Rodney Street                            | \$1,100,000       | \$985,000         | 5/9/13           | 116                       |

| <b>SOUTH REHOBOTH, continued</b>  | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
|-----------------------------------|-------------------|-------------------|------------------|---------------------------|
| 701 King Charles Avenue           | \$1,090,000       | \$1,040,000       | 3/29/13          | 164                       |
| 114 Hickman Street                | \$1,085,000       | \$1,085,000       | 10/18/13         | 38                        |
| 227 Lake Drive                    | \$1,199,000       | \$1,100,000       | 7/17/13          | 80                        |
| Lot 2 - Prospect Street           | \$1,375,000       | \$1,200,000       | 5/17/13          | 360                       |
| 100 Hickman Street                | \$1,299,000       | \$1,299,000       | 9/30/13          | 54                        |
| 16 Rodney Street                  | \$1,499,000       | \$1,450,000       | 5/2/13           | 362                       |
| 213 Rodney Street                 | \$1,450,000       | \$1,450,000       | 8/30/13          | 109                       |
| 103 Saint Lawrence Street         | \$1,699,000       | \$1,552,000       | 8/17/13          | 320                       |
| 118G Philadelphia Street - Unit 7 | \$1,659,000       | \$1,600,000       | 8/29/13          | 211                       |
| 602 Bayard Street                 | \$1,774,900       | \$1,650,000       | 5/10/13          | 49                        |
| 9 Stockley Street                 | \$1,895,000       | \$1,800,000       | 12/3/13          | 247                       |
| 8 Stockley Street                 | \$2,399,000       | \$2,295,000       | 9/20/13          | 293                       |
| 9 Norfolk Street                  | \$2,395,000       | \$2,300,000       | 5/22/13          | 72                        |
| <b>THE GLADE</b>                  | <b>LIST PRICE</b> | <b>SOLD PRICE</b> | <b>DATE SOLD</b> | <b>DAYS TO SETTLEMENT</b> |
| Lot 258 - Glade Farm Drive        | \$179,000         | \$150,000         | 8/9/13           | 324                       |
| Lot 141- Briarwood Shores         | \$224,900         | \$210,000         | 8/27/13          | 315                       |
| Lot 142 - 146 Glade Circle West   | \$225,900         | \$211,000         | 11/15/13         | 102                       |
| Lot 105 - Marsh Ridge Court       | \$230,000         | \$217,000         | 1/10/13          | 127                       |
| Lot 213 - Glade Circle East       | \$255,900         | \$225,000         | 10/31/13         | 81                        |
| Lot 70 - Glade Circle West        | \$325,000         | \$310,000         | 1/31/13          | 283                       |
| 3 Glade Circle East               | \$409,500         | \$385,000         | 8/16/13          | 186                       |
| 300 Fields Landing                | \$417,444         | \$410,000         | 2/21/13          | 220                       |
| 1 Wood Duck Point                 | \$434,900         | \$425,000         | 9/24/13          | 145                       |
| 141 Glade Circle West             | \$457,900         | \$428,000         | 12/12/13         | 244                       |
| 201 North Crest Court             | \$450,000         | \$437,500         | 5/17/13          | 95                        |
| 61 Glade Circle East              | \$519,000         | \$470,000         | 6/7/13           | 655                       |
| 202 North Crest Court             | \$519,000         | \$482,500         | 7/30/13          | 192                       |
| 6 South Lake Terrace              | \$585,000         | \$540,000         | 9/30/13          | 149                       |
| 23 Black Duck Reach               | \$699,000         | \$689,000         | 11/15/13         | 45                        |