



The Quintin Group

A Real Estate Superteam

Cape May County Marketing Plan





Direct Office:609.398.5333

Main Office:609.399.5454

www.TheQuintinGroup.com

We put the *Real* in *Real Estate*.

We are very pleased to introduce you to The Quintin Group and our brand: “We Put the Real in Real Estate.” Real is all about you, your family, and your goals. You want a certain style, a specific process, and results. We will deliver exactly what you expect, demand, and need through the best real estate experience you’ll ever have.

We at The Quintin Group understand what Real is all about; it’s about your *one chance* to get the most out of property that you own, that you have invested in over the years emotionally, financially, and physically.

We are here to let you know that we want to be your guide and be with you through every step of the process of selling your home. Your dreams are our goals.

And you couldn’t be with a better, more dedicated group of individuals. As the #1 ranked real estate team in South Jersey, The Quintin Group has built our client’s success on our experience in the market, customer service, and our level of attention to details. Because of our unique process, we are able to sell a home **3 times faster than the average agent**, resulting in our clients making 3%–4% more on their property. Most importantly, we want to see your dreams fulfilled, and with The Quintin Group, they will be.

In advance, thank you for reviewing our materials and we look forward to speaking with you soon.

Committed to Your Success,

The Quintin Group



Ocean City | Strathmere • Sea Isle | Longport • Margate • Ventnor • Atlantic City • Brigantine | The Wildwoods | Avalon • Stone Harbor • Cape May
Upper Twp. • Middle Twp. • Dennis Twp. • Lower Twp. | Somers Point • Linwood • EHT • Northfield
NEWEST LOCATIONS! Cherry Hill, NJ | Philadelphia, PA | Bryn Mawr, PA | Lancaster, PA | Wilmington, DE | Lavallette, NJ | Orlando, FL

The Quintin Group Marketing Plan To Get Your Home Sold

“Our system maximizes exposure of a property to the most people, making the most money for the seller in the least amount of time.”



My Objectives Are the Following:

- To assist in getting as many qualified buyers as possible into your home until it is sold.
- To communicate to you the results of our activities.
- To assist you in negotiating the highest dollar value...between you and the buyer.



Following Are the Steps I Take to Get a Home Sold...the “Pro-Active Approach”:

- Prospect 5 hours per day and personally talk to over 150 people per day looking for potential buyers.
- Contact over the first seven days: Over 12,000 buyer leads, over 3,000 center-of-influence and past clients for their referrals and prospective buyers. Mass email of brochures to over 24,000 contacts.
- Talk to over 500 – 5,000 people per day through voice broadcasting.
- Submit your home to our local Multiple Listing Service (Ocean City, Cape May and Atlantic Counties TRENDMLS (when applicable).
- Property entered into the Internet with remarks, picture, interior pictures and virtual tour at www.TheQuintinGroup.com, www.KWShore.com, www.Realtor.com, www.Zillow.com, a preferred agent (#1 source for buyers).
- Price your home competitively...to open the market vs. narrowing the market through a comprehensive comparable market analysis.
- Promote your home at the company sales meeting.
- Develop a list of features of your home for the brokers to use with their potential buyers.
- Email a features sheet to the top 50 agents in the market place for their potential buyers. Email over 1,000 local agents, over 3,000 agents regionally in marketplace with any incentives or adjustments.
- Suggest and advise as to any changes you may want to make in your property to make it more saleable.



Pro-Active Approach (continued)

- Constantly update you as to any changes in the marketplace through a market statistic study each month, emailed directly to you. Receive continuous market reports, videos and reports.
- Our database consists of: 2,500 current property owners, 3,000 past clients, 2,000 centers of local influence, 3,000 regional and local agents, 3,000 members of local and Camden County Chamber of Commerce, 1,000 members of local foundations, 2,000 members of local Ocean City Yacht Club and Ocean City Marlin and Tuna Club, Top 500 CEO's including those from the Philadelphia area where most buyers come from, local hospital employees, all local schools, Board of Education, all local newspaper employees, and so many more.
- We are a member of the Philadelphia Union League, Philadelphia Yacht Club, Ocean City Yacht Club, Ocean City Marlin and Tuna Club, member of Who's Who in New Jersey. Your property will be exposed to all these groups.
- Add additional exposure through a professional sign an "unique number" that tracks all potential buyers by capturing their phone number, name and address. No lead is lost.
- Comprehensive market study of top 10 zip codes where buyers originally come from in our market place. We penetrate these markets exposing your property.
- Generate over 3,000 "call-in" buyer inquiries per year, from the signs, advertisements and website. We call all of these leads and introduce your listing.
- Pre-qualify all prospective buyers through our lender.
- Keep you aware of the various methods of financing that a buyer might want to use.
- Follow up on the sales people who have shown your home for their feedback and response through an E-showing. You receive an email of all feedback from each showing.
- Assist you in arranging interim financing...if necessary.
- Represent you on all offer presentations...to assure you in negotiating the best possible price and terms.
- Handle all the follow up upon a contract being accepted...all mortgage, title and other closing procedures.



Pro-Active Approach (continued)

- Advertise in *Sentinel Ledger, Philadelphia Inquirer, The Press of Atlantic City*, local gazettes and papers, www.TheQuintinGroup.com, www.KWShore.com, and direct mail postcards. (Advertising varies with time of year and per property).
- Place your property on the Internet at Postlets.com which automatically places your listing on [craigslist](http://craigslist.com), Kijiji.com, backpage.com, the Google Base, HotPads.com, Zillow.com, Vast.com, Fizber.com, HomeFinder.com, Investor Loft, LakeHomesUSA.com, LandWatch, Local.com, Lycos, Military.com, MyNewPlace, MyRealty.com, OpenHouse.com, Overstock.com, PHillyBurbs, Philly.com, PROPBOT, ResortsScape, The Wall Street Journal, Walmart, Yahoo Real Estate, Realtor.com, Trulia, Prudential, Enormo, Cyberhomes, DotHomes, PressofAtlanticCity.com, oodle.com, byownerMLS, hotpads.com, AOL, delawareonline, eRealInvestor, and Frontdoor.com
- Important Social Media - Facebook, Twitter and LinkedIn.
- E-Showings is a system we use that will email you showing dates and agent feedback from all showings. You will find out how the prospects think the home is priced, what they liked or did not like, and more.
- Home featured on Xfinity On Demand real estate channel.
- Member of the Mike Ferry Organization, a real estate coaching company with access to the top 1% of realtors nationwide. Exposes your property to all regions in the nation.
- Open 7 days a week, always available.
- Full-time staff of 4 highly trained assistants and 4 highly skilled buyers agents, and inside sales associates (telemarketing Team)
- All inquiries from buyers and sellers handled 7 days a week.
- Deliver your check at closing.

***"A Discount Broker Cannot Do All Of This.
You Get What You Pay For!"***



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Ocean City | Strathmere • Sea Isle | Longport • Margate • Ventnor • Atlantic City • Brigantine | The Wildwoods | Avalon • Stone Harbor • Cape May
Upper Twp. • Middle Twp. • Dennis Twp. • Lower Twp. | Somers Point • Linwood • EHT • Northfield
NEWEST LOCATIONS! Cherry Hill, NJ | Philadelphia, PA | Bryn Mawr, PA | Lancaster, PA | Wilmington, DE | Lavallete, NJ | Orlando, FL



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SKILLS OF THE QUINTINGROUP

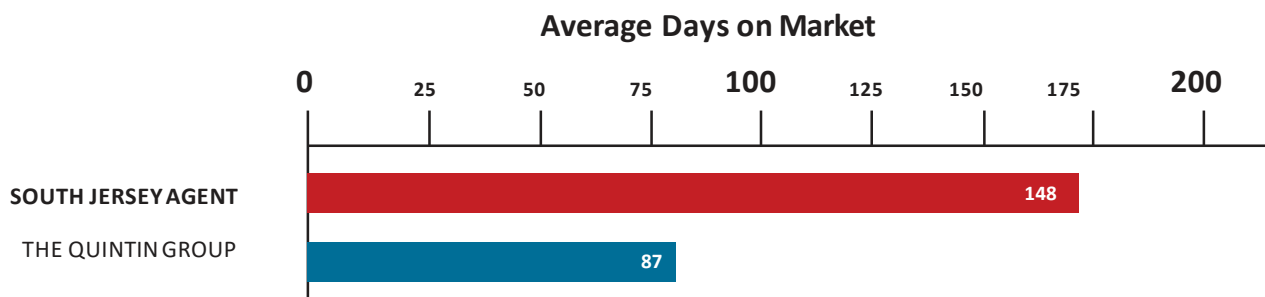
- ✓ - The skill of managing time and following a strict schedule, to allow the client to receive efficient response time and results.
- ✓ - The skill of being able to focus, not be distracted by, computer, cell phone and staff members to achieve the clients end result with clarity.
- ✓ - The skill of looking for and finding qualified buyers and sellers, therefore a sale is achieved as the desired result.
- ✓ - The skill of turning leads into appointments, causing more listings and more buyers for our listings.
- ✓ - The skill of taking a prospect who has set an appointment and turning it into a highly pre-qualified appointment, more appointments-more sales; therefore our clients receive more quality exposure.
- ✓ - The skill of making an enthusiastic, energetic, presentation, to have the client understand our passion.
- ✓ - The skill of pricing property to sell and the ability to convince both the buyer and the seller it is the right price.
- ✓ - The skill of showing properties to a buyer in a manner that causes the buyer to buy today, making the seller receive a faster sale to net more.
- ✓ - The skill of dealing with seller's and buyer's excuses and objections, helping all to see clearly through to a decision.
- ✓ - The skills of bringing buyers and sellers together through negotiations that lead to a sale.
- ✓ - The skill of delegation, to delegate those responsibilities and details of the process to allow us to deal with priorities and move along a transaction to close.
- ✓ - The skill of doing it, day in and day out, with consistency and persistence.
- ✓ - The skill of asking pertinent questions that get buyers and sellers involved in the sales process.
- ✓ - The skill of listening intensely to what buyers and sellers say. Also the skill of listening to what is not being said.
- ✓ - The skill of getting buyers/sellers to work with us effectively, for a more efficient process.
- ✓ - The skill of providing services that will cause our customers to keep coming back to us and referring people to us forever which enables our database to keep growing.
- ✓ - The skill to be able to practice my skills with intensity, so when in the game of sales, we know the plays to succeed.
- ✓ - The skills of developing motivation in our sellers to work each day with excitement and have our clients react positively.
- ✓ - The skill of gaining money and keeping a savings and investing, so we have financial stability to be able to show our client's property.
- ✓ - The skill of being willing to tell a client the truth and being able to walk away, not anxious to allow the client to create more opportunities in the market by knowing the real truth and knowing the market.

Other
South Jersey
Real Estate Agents

VS.

The Quintin Group

LISTINGS	SOUTH JERSEY AGENT	THE QUINTIN GROUP
Average Days on Market	148	87
Average % of List	91.34%	94%



Fact* :

Sellers who hire The Quintin Group sell their property in less time and net more for their property.



*Our average client on a sales price of \$500,000 will receive an additional \$10,000 when listing and selling with us.



Cape May County Agency's - Top 20 Agents: Production Overview*
Current Search: 1/01/18 – 12/31/18 (1678 Agents)

Rank Volume	Agent Last Name	Current Firm	Total Units	Total Volume
1	The Quintin Group	Keller Williams Realty Jersey Shore	268*	85,459,969
2	Edward Augsberger	Weichert Realtors Coastal	220	33,082,681
3	Christopher Ferzoco	Keller Williams Realty Jersey Shore	116	37,792,750
4	Carol Menz	Costline Realty	74	29,462,030
5	Jack Binder	Ferguson-Dechert Inc	65	140,300,900
6	Stephen Frame	Diller & Fisher	64	131,370,000
7	Jack Binder	Ferguson-Dechert Inc	64	120,443,899
8	Dustin Laricks	Laricks Real Estate	46	49,400,420
9	Holly Rennie	Ferguson-Dechert Inc	44	59,240,255
10	Jack Vizzard	Berkshire Hathaway	30	61,596,900
11	Hugh Merkle	Berkshire Hathaway HS Fox & Roach	30	31,197,500
12	Dolores Lanzalotti	Jersey Cape Realty	30	24,149,500
13	Daniel Bowersock	Ferguson-Dechert Inc	27	51,330,750
14	Roger Soens	Long & Foster	25	45,678,500
15	Joseph Butler	A Lewis Purdy Real Estate Inc.	19	32,789,400
16	Ryan Vince	Tim Kerr Sotheby's International Realty	19	25,835,500
17	Craig Soens	Ferguson-Dechert Inc	17	36,911,375
18	Lawrence Fluehr	Coldwell Banker James C Otton Real Estate	14	29,020,500
19	Robert Scully	Ferguson-Dechert Inc	12	38,730,000
20	Lewis Purdy	A Lewis Purdy Real Estate Inc.	10	30,517,125

* Production SJSMLS + CMMLS

WHERE BUYERS COME FROM

Source: National Associations of REALTORS®

Bought an Open House They Saw



1%

Bought for a Combination of Reasons



3%

Bought Advertised Property



3%

Referral by Relocation Service



7%

Responded to an Open House, but Purchased a Different Home



8%

Responded to an Ad, but Purchased a Different Home



18%

For Sale Sign



20%

Name/Firm Recognition or Salesperson Contact



40%



8 Frequently Asked Questions:

How long is your listing agreement?

Our standard listing agreement is six months to twelve months. Based on current market conditions, it generally will take 150-190 days to get a home sold.

What if we are considering another company?

The reality is, the company doesn't sell your home, it is the individual agent that you choose. I am committed to being that agent. Compare our track record versus the other agents.

What if we are thinking of selling our home "For Sale by Owner"?

Consider this: The National Association of Realtors states "Homes sold with the assistance of a real estate professional had a median sales price 27% higher than those sold as FSBO". I will net you more money.

What if we list high and then come down later?

In today's market a large majority of buyers will not even look at property that is overpriced. You want the largest number of qualified buyers looking at your home. I'd rather see you list at the right price to be able to turn offers away, then overprice and not get any at all.

What if I have a friend in the business?

Almost everyone knows someone in the real estate business. Do you absolutely want to sell this house, or do you just want to do your friend a favor? Consider this a business decision.

What if another agent said they could get us more money?

An agent that lists your home overpriced is often afraid to tell you the truth up front or just wants a listing to cultivate other leads. Buyers are the ones that tell us what they are willing to pay for a house like yours, not the agent.

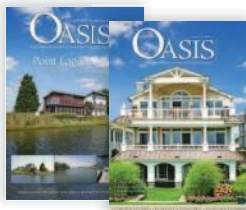
What are you going to do to sell our home?

You may not be aware that there are two types of real estate agents, passive and active. I am an active agent. This means when you list your home with me, I'll spend my time actively and aggressively marketing your home to the public and to other agents in the community. Please read my marketing plan in its entirety.

What if another agent said they would do it for less?

That's a valid concern. Something to seriously consider is this: Do you really want to be at a clear disadvantage when marketing your home? We have to market your home to two people; the agents and the buyers. We will aggressively market to them both.

MAKE SURE YOU HAVE THE MARKET ADVANTAGE
OUR STEP-BY-STEP PLAN GETS YOU MORE MONEY, FASTER!



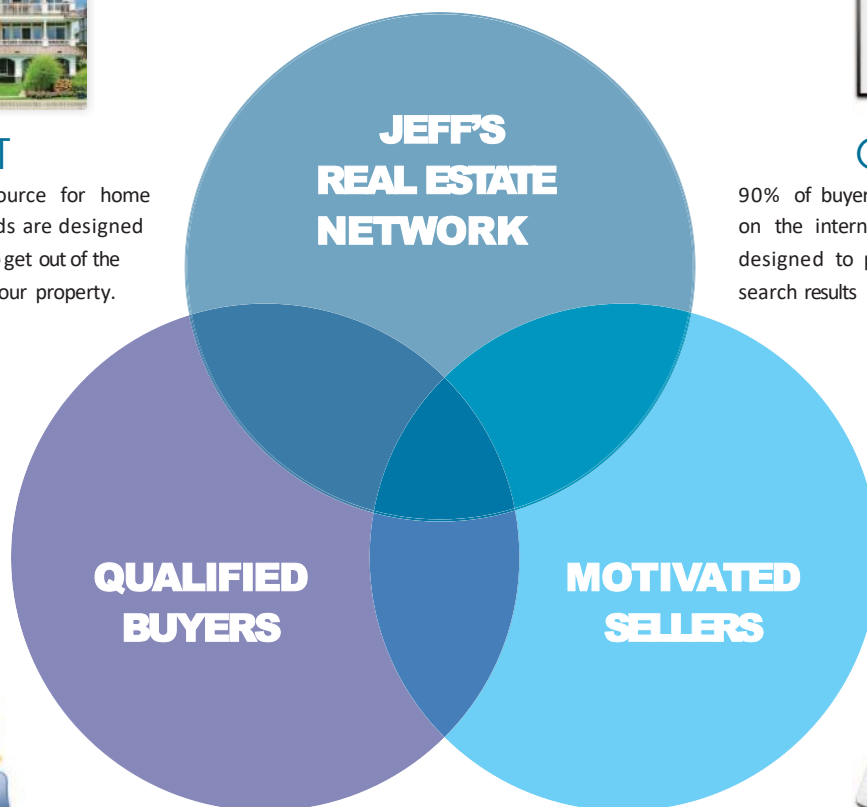
PRINT

The most trusted local source for home buyers and sellers. Our ads are designed to encourage buyers to get out of the newspaper and into your property.



ONLINE

90% of buyers begin their home search on the internet. Our online presence is designed to place your home in the top search results for South Jersey Real Estate.



AGENTS

We specialize in educating other agents about the fine points of your property, giving them the tools that they need to showcase it to their active buyers. 85% of our past clients surveyed feel this is what made us stand out over the competition.



DATABASE

We have an extensive database of thousands of past clients, investors and agents who we internally market your home to. From high level executives to your next door neighbor, we advertise your home to the most qualified buyers in the marketplace.

**For a Customized Marketing Plan
that Fits Your Property,**

CALL US DIRECT AT
609.398.5333



CIRCULATION, DISTRIBUTION & ONLINE MARKETING

OCEAN CITY | MARGATE | VENTNOR | LONGPORT | BRIGANTINE

Reaching Over 70,000 Readers Per Year (7 Issues Per Year)

RESIDENTIAL DIRECT MAIL | 45%

Direct Mailed to every residence in the following areas assessed over \$1,000,000*.

OCEAN CITY ** (2,913)
MARGATE** (571)
VENTNOR** (265)
LONGPORT** (374)
BRIGANTINE** (568)
BUCKS COUNTY (1,726)
MONTGOMERY COUNTY (2,808)
CHESTER COUNTY (1,688)

TOP REAL ESTATE PROFESSIONAL | 10%

RESTAURANTS AND HIGH-END RETAIL STORES | 5%

DISTRIBUTION BINS AND LOCAL WAWA STORES | 25%

We have 7 new bins located at Wawa stores throughout South Jersey ensuring year round distribution.

CONTROLLED COMMERCIAL MAIL | 15%

NEW! Top Medical Offices, Professional Offices, and Finest Salons located in the upscale Philadelphia and surrounding suburbs.

Gladwyne | Merion | Bryn Mawr | Villanova
Wynnewood | Berwyn | Devon | Malvern
Radnor | Society Hill | Bala Cynwyd

*Oasis' mailing list will alternate between Bucks, Montgomery, and Chester County each issue.

** Mailed copies will go to their primary residence not their vacation home address.

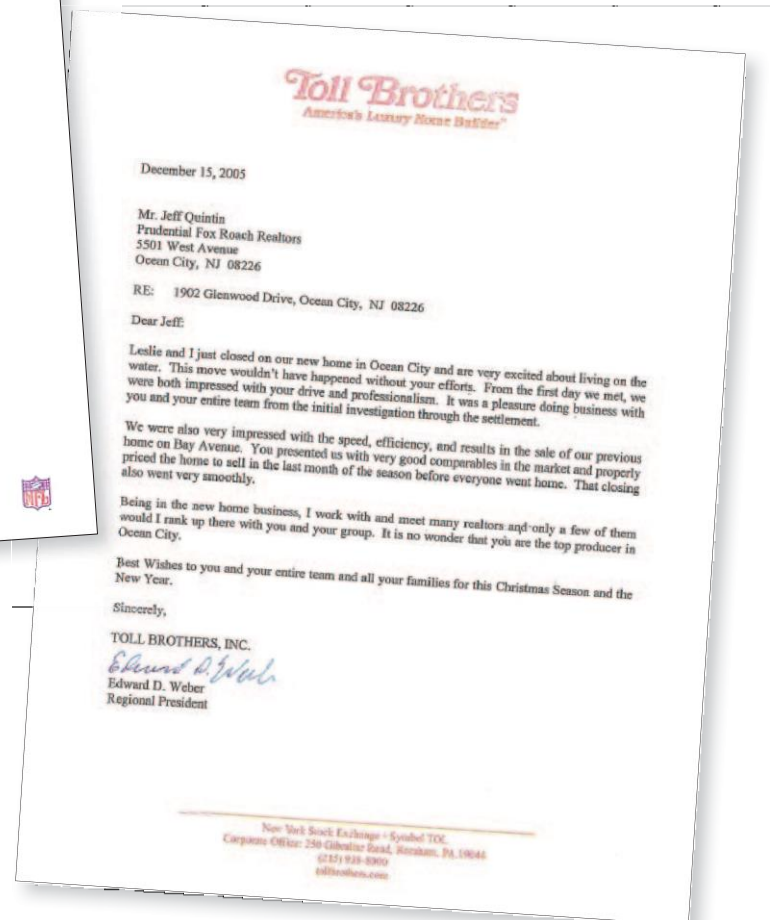
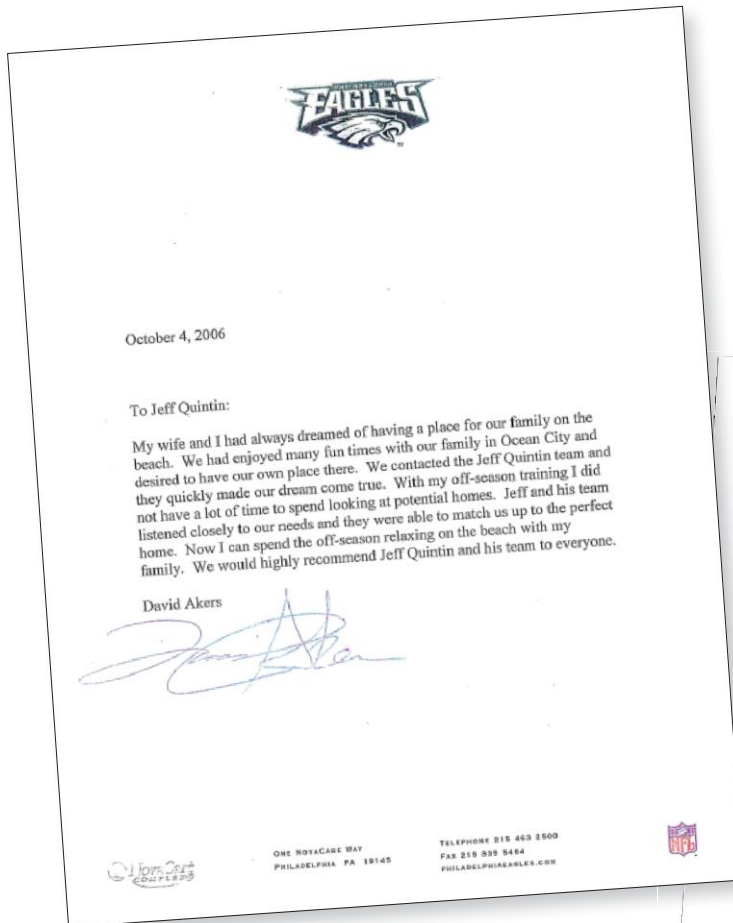


24250 West Avenue, Ocean City | 110 34th Street, Ocean City | 107 Route 50, Greenfield | 1180 Route 47, Dennisville
224 South Main Street, CMCH | 1426-28 Texas Ave, Cape May | 303 New Jersey Avenue, North Wildwood



Oasis Magazine will be placing your listings and business online in our Digital Publication at www.OasisLuxuryHomes.com.

www.OasisLuxuryHomes.com



"OUR RAVING FANS"

Below are references, which you are welcome to contact:

- Ed Preston 267-246-2417
- Dawn Meloni 856-297-0740
- Scott Stapleton 732-492-7617
- Sal & Jill Juliano 215-480-8490
- Dan & Cass Mackie 856-784-7169
- Tom Verdi 610-905-0439
- Christine Mooney 484-744-0432
- Thomas and Kathy Mozitis ... 609-214-5109

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The Quintin Group **Truck**



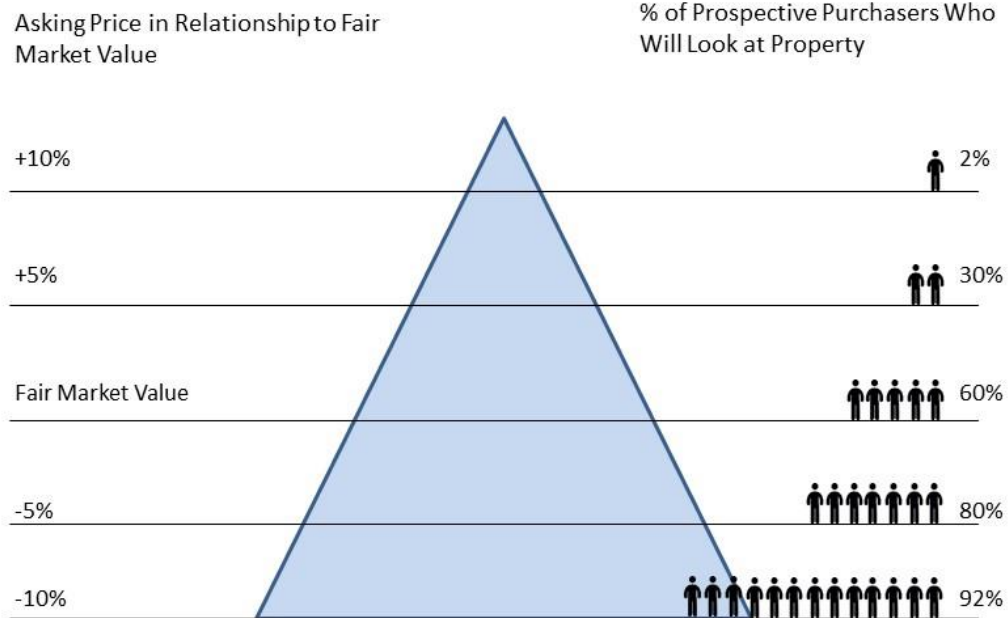
**“Buy Or Sell A Home With Me,
Use This Truck For **FREE!**”**

Available to all of our Clients, Charities, Churches, and Local Businesses.

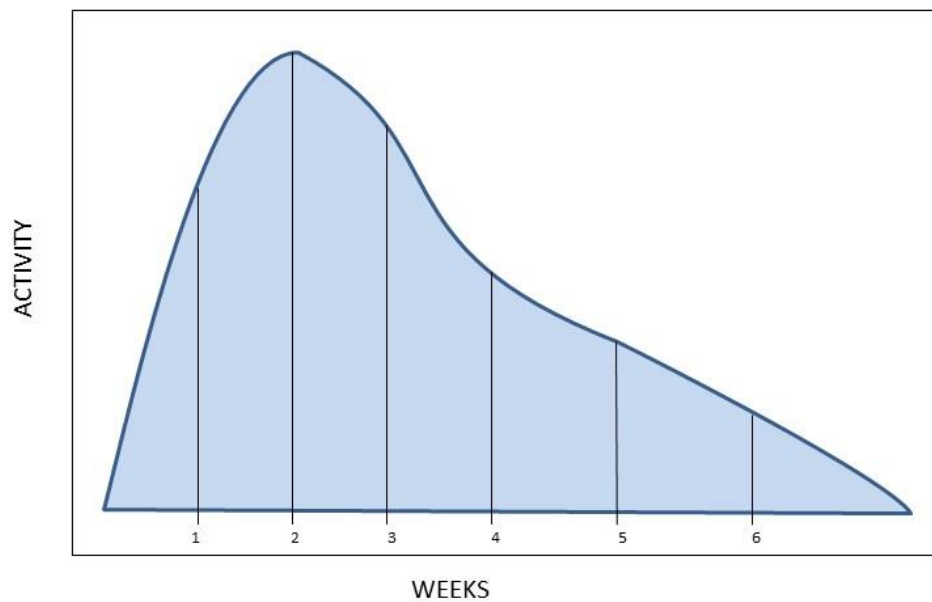
Call to Reserve 609.398.5333



PERCENT OF BUYERS WHO WILL VIEW PROPERTY



TIMING



The Quintin Group
Serving All Shore and Mainland Communities

CAPE MAY COUNTY



CAPE MAY COUNTY SALES

ADDRESS

121 31st Street	Avalon
140 77th Street	Avalon
213 36th Street	Avalon
2507 Dune Drive	Avalon
2515 Dune Drive	Avalon
2523 Dune Drive	Avalon
2525 Dune Drive	Avalon
2527 Dune Drive	Avalon
2531 Dune Drive	Avalon
2535 Dune Drive	Avalon
312 79th Street	Avalon
3287 Ocean Drive	Avalon
3289 Ocean Drive	Avalon
7929 Dune Drive	Avalon
812 21st Street	Avalon
2515 Dune Drive-Unit 2515	Avalon
2523 Dune Drive-Unit 2523	Avalon
121 31st Street	Avalon
2515 Dune Drive	Avalon
2523 Dune Drive	Avalon
121 31st Street	Avalon
1161 Cape May Avenue	Cape May
502 Bank Street	Cape May
1161 Cape May Avenue	Cape May
502 Bank Street	Cape May
3601 Shore Drive	Cape May Beach
3700 Bybrook Drive	Cape May Beach
3601 Shore Drive	Cape May Beach
3601 Shore Drive	Cape May Beach
10 Galloping Way	Cape May Court House
101 Goshen Road	Cape May Court House
105 Indian Trail	Cape May Court House
1301 Route 9 South	Cape May Court House
172 Lee Lane	Cape May Court House
210 Court House South Dennis	Cape May Court House
27 Hoffman Drive	Cape May Court House
304 Bayberry Avenue	Cape May Court House
614 Route 9 South	Cape May Court House

ADDRESS

7 Goshen Road	Cape May Court House
83 Pierces Point Road	Cape May Court House
614 S Route 9	Cape May Court House
7 Goshen Road	Cape May Court House
1301 Route 9 South	Cape May Court House
83 Pierces Point Road	Cape May Court House
614 S Route 9	Cape May Court House
7 Goshen Road	Cape May Court House
1301 Route 9 South	Cape May Court House
8 Oxford Circle	Clermont
56 Cedar Drive	Dennis Township
181 Woodbine Blvd	Dennisville
181 Woodbine Blvd	Dennisville
181 Woodbine Blvd	Dennisville
160 Fourth Avenue	Estell Manor
170-03 Ninth Avenue	Estell Manor
170-04 Ninth Avenue	Estell Manor
183 Ninth Avenue	Estell Manor
501 Lazyriver Campground	Estell Manor
125 St. John's Avenue	Lower Township
212 Ridgewood Avenue	Lower Township
246 Ludlam Drive	Lower Township
410 Portsmouth Road	Lower Township
982 Route 109	Lower Township
668 Breckley Avenue	Marmora
2 Ash Terrace	Marmora
668 Breckley Avenue	Marmora
2 Ash Terrace	Marmora
410 Portsmouth Road	North Cape May
939 Shunpike Road	North Cape May
118 Cliffside Road	North Cape May
20 Eldredge Road	North Cape May
246 Ludlam Avenue	North Cape May
305 Eldredge Road	North Cape May
401 George Street	North Cape May
663 Townbank Road	North Cape May
939 Shunpike Road	North Cape May
1101 New York Avenue	North Wildwood

(continued)



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CAPE MAY COUNTY SALES

ADDRESS

111 E 26th Avenue
128 W 25th Street
1703 Surf Road
1800 Ocean Avenue
1900 Surf Avenue Unit 209
205 23rd Avenue
208 W 22nd St
208 20th Avenue
235 E 11TH AVE
301 24th (E) Avenue
305 Delaware Avenue
324 17th (E) Street
400 E 11th Street
400 E 24th Avenue
403 22nd Avenue
410 W Illinois Avenue
411 E 22nd Avenue
414 E 24th Avenue
415 E 23rd Avenue
420 E 2nd Avenue, Unit G
420 2nd (E) Avenue
429 E 25th Avenue Unit #100
708 Surf Avenue
806 surf Avenue
114 W 17TH AVE Street
515 E 11th Street#8
1900 Boardwalk Avenue-#410
410 W Illinois Avenue
128 W 25th Street
118 W 5th Avenue
1900 Surf Avenue Unit 209
114 W 17TH Ave
515 E 11th St-Unit 8
1900 Boardwalk Ave-Unit 410
410 W Illinois Avenue
128 W 25th Street
118 W 5th Avenue
1900 Surf Avenue Unit 209

[illegible]**ADDRESS**

1334 Stagecoach Road
1530 S Shore Road
1319 Stagecoach Road
1334 Stagecoach Road
1530 S Shore Road
1319 Stagecoach Road
114 Teal Drive
13 Mimosa Drive
13 Mimosa Road
5 Lochalsh Lane
7 Lochalsh Lane
1504 Landis (S) Avenue
214 87th Street
300 Landis Avenue
354 43rd Place
4901 Landis Avenue
141 W 71st Street
300 Landis Avenue #7
5525 KNEASS
10 49th Street-2nd
5525 KNEASS
10 49th Street-2nd Fl
5525 KNEASS
3918 LANDIS AVE UNIT #208
133 67TH ST SOUTH
119 40th Street
4114 CENTRAL AVE UNIT # 209
33 36th Street
3200 Landis Avenue, Unit C
315 39th street, west side
33 36th St., unit 1A
3400 Landis Ave. #413
383 43rd Place
3502 LANDIS AVENUE
34 35th St. Unit 2-West
3502 Landis Ave
3502 LANDIS AVE #5
3502 Landis Ave

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CAPE MAY COUNTY SALES

ADDRESS

4100 Boardwalk , 4 E	Sea Isle City
109 82nd Street	Sea Isle City
4204 Landis Avenue	Sea Isle City
125 89th street	Sea Isle City
228 E 43rd street	Sea Isle City
3400 Promenade	Sea Isle City
228 E 43RD STREET	Sea Isle City
3602 Landis Ave., Unit 302	Sea Isle City
3609 Central Avenue	Sea Isle City
36 79th Street	Sea Isle City
5900 Landis Avenue	Sea Isle City
226 86th Street	Sea Isle City
130 73rd Street East Unit	Sea Isle City
224 38th Street	Sea Isle City
9114 Landis Ave. ,west side	Sea Isle City
3901 Pleasure Ave. #112	Sea Isle City
209 55th Street	Sea Isle City
347 S 40th Street	Sea Isle City
7813 Roberts Ave, south side	Sea Isle City
30 69th street , west	Sea Isle City
7612 E Central Ave	Sea Isle City
26 73rd Street East Unit	Sea Isle City
145 52nd St., west	Sea Isle City
222 77th street , west	Sea Isle City
130 74th Street	Sea Isle City
7508 Landis Avenue	Sea Isle City
3601 Cinii St.	Sea Isle City
7905 Landis Ave , north side	Sea Isle City
125 36th St	Sea Isle City
318 56th. Street	Sea Isle City
115 46th St West Unit	Sea Isle City
5525 KNEASS	Sea Isle City
25 81st Street	Sea Isle City
7002 Landis	Sea Isle City
25 75TH STREET EAST UNIT	Sea Isle City
105 74th street , east side	Sea Isle City
105 74th street , west side	Sea Isle City
110 E 82nd street	Sea Isle City

ADDRESS

21 72nd street , east side	Sea Isle City
37 77th street	Sea Isle City
21 72nd. Street West Unit	Sea Isle City
30 E 75th Street	Sea Isle City
9109 Pleasure Ave. 1st floor	Sea Isle City
20 68th street, east side	Sea Isle City
38 74th Street	Sea Isle City
331 47th Place	Sea Isle City
20 68TH STREET	Sea Isle City
141 84th Street	Sea Isle City
37 81st , west side	Sea Isle City
37 81street , east	Sea Isle City
2607 Landis Ave , south side	Sea Isle City
6221 N Pleasure Avenue	Sea Isle City
4 Williams Way	Seaville
7 W Katherine Avenue	Seaville
1731 Rt 9 S Osprey Point-#132	Seaville
6 Marissa Court	Seaville
1731 Route 9 South-#120	Seaville
20 New Bridge Road	Seaville
1621 S Shore Road	Seaville
21 Hope Corson Road	Seaville
4 Williams Way	Seaville
7 W Katherine Avenue	Seaville
1731 Rt 9 S Osprey Point-#132	Seaville
6 Marissa Court	Seaville
1731 Route 9 South-#120	Seaville
20 New Bridge Road	Seaville
1621 S Shore Road	Seaville
21 Hope Corson Road	Seaville
22 Northview Drive	Somers Point
6 Rutgers Road	Somers Point
102 117th Street	Stone Harbor
103 118th Street	Stone Harbor
10518 Corinthian Drive	Stone Harbor
10611 Third Avenue	Stone Harbor
11857 Paradise Drive	Stone Harbor
128 84th Street	Stone Harbor

(continued)

CAPE MAY COUNTY SALES

ADDRESS

14 93rd Street	Stone Harbor
144 108th Street	Stone Harbor
146 94th Street	Stone Harbor
160 85th Street	Stone Harbor
165 99th Street	Stone Harbor
180 114th Street	Stone Harbor
2 85th Street	Stone Harbor
2 99th Street	Stone Harbor
226 109th Street	Stone Harbor
234 106th Street	Stone Harbor
237 109th Street	Stone Harbor
247 85th Street	Stone Harbor
249 90th Street	Stone Harbor
261 83rd Street	Stone Harbor
280 101st Street	Stone Harbor
302 84th Street	Stone Harbor
376 94th Street	Stone Harbor
378 83rd Street Boat Slip C	Stone Harbor
382 94th Street	Stone Harbor
397 94th Street	Stone Harbor
411 99th Street	Stone Harbor
8 93rd Street	Stone Harbor
8222 Third Avenue	Stone Harbor
8901 Third Avenue	Stone Harbor
9930 Corinthian Drive	Stone Harbor
20 100th Street	Stone Harbor
378 83rd street Boat Slip C	Stone Harbor
180 114th Street	Stone Harbor
237 109th Street	Stone Harbor
160 85th Street	Stone Harbor
10302 Second Avenue	Stone Harbor
302 84th Street-south Unit	Stone Harbor
103 118th Street	Stone Harbor
10518 Corinthian Drive	Stone Harbor
234 106th Street	Stone Harbor
8901 Third Avenue	Stone Harbor
8 93rd Street	Stone Harbor
2 99th Street	Stone Harbor

ADDRESS

6 2nd Drive	Stone Harbor
6 2nd Drive	Stone Harbor
22 E Willard Avenue	Stone Harbor
2716 Commonwealth Ave	Stone Harbor
5 E Whittier Avenue	Stone Harbor
23 Brookridge Avenue	Stone Harbor
7 Bay Acres Drive	Stone Harbor
16 Deerfield Trail	Stone Harbor
1 New Vernon Avenue	Stone Harbor
10 Ashcroft Avenue	Stone Harbor
109 Seaside Avenue	Stone Harbor
110 Pacific Avenue	Stone Harbor
1301 Route 9 South	Stone Harbor
1436 Rt. 47 South	Stone Harbor
1451 Stagecoach Road	Stone Harbor
1492 Rt. 47	Stone Harbor
15 Stanhope Road	Stone Harbor
16 Deerfield Trail	Stone Harbor
160 Steelmantown Road	Stone Harbor
18 Richwood Terrace	Stone Harbor
2026 Rt 9	Stone Harbor
22 Willard (E) Avenue	Stone Harbor
25 Allendale Road	Stone Harbor
3029 Shore Road	Stone Harbor
331 Stagecoach Road	Stone Harbor
37 Lyndhurst Road	Stone Harbor
4 Cedarcrest Court	Stone Harbor
530 Jackson Road	Stone Harbor
113 Pine Tree Road	Stone Harbor
125 St. Johns (W) Road	Stone Harbor
1728 Star Avenue	Stone Harbor
208 Village Road	Stone Harbor
208 Village Road	Stone Harbor
217 W New York Avenue	Stone Harbor
219 W New York Avenue	Stone Harbor
28 Arizona Avenue	Stone Harbor
36 Arizona Avenue	Stone Harbor
49 Weber Avenue	Stone Harbor

(continued)



Main Office:609.399.5454

We put the *Real* in *Real Estate*.

CAPE MAY COUNTY SALES

ADDRESS

54 Carolina Avenue
79 Arbor Road
1728 Star Avenue
10 Mueller Avenue
539 Magnolia (W) Avenue
605 W Poplar Avenue
616 Glenwood Avenue
7 Mueller Avenue
605 W Poplar Avenue-3rd Floor
101 Hand (W) Avenue
104 Poplar (E) Avenue
104 Syracuse (W) Avenue
110 Farragut (E) Road
122 W Juniper Avenue
133 E Wildwood Avenue
139 Maple Avenue
1401 Roberts Avenue
143 Baker (E) Avenue
200 New Jersey (E) Avenue
204 Neptune Road
205 'O' Avenue
210 E Spencer Avenue
245 Leaming (E) Avenue
245-49 Baker (E) Street-1st
245-49 Baker (E) Street-2nd
305 E Montgomery Avenue, Unit F
305 Montgomery (E) Road
307 Poplar (E) Avenue
309 E Poplar Avenue
318 E Bennett Avenue
320 E Wildwood Avenue
3200 Park Boulevard
327 E Maple Avenue, Unit #201
329 E Pine Avenue
403 W Cresse Avenue
423 E Magnolia Avenue
428 Hand (W) Avenue
4310 Hudson Avenue

[illegible]

ADDRESS

511 Andrews Avenue
511 W Andrews Avenue
516 Oak (W) Road
210 E Spencer Avenue_unit B
511 W Andrews Avenue-Unit A
110 E Farragut SHORT SALE
312 Stanton Avenue
317 E Topeka Avenue
400 Monterey (E) Avenue
401 E Stanton Ave, Unit#103
401 E Stanton Avenue Unit 102
401 Stanton (E) Road
407 Palm (E) Avenue
5701 Atlantic Avenue Unit 102
8501 Pacific Avenue, 1st Floor
9205 Pacific Avenue
8803 New Jersey Avenue
402 Washington Avenue
20 100th Street
378 83rd street Boat Slip C
180 114th Street
237 109th Street
160 85th Street
10302 Second Avenue
302 84th St-South Unit
103 118th Street
234 106th Street
8901 Third Avenue
8 93rd Street
2 99th Street
6 2nd Drive
2716 Commonwealth Ave
5 E Whittier Avenue
7 Bay Acres Drive
16 Deerfield Trail
16 Deerfield Trail
160 Steelmantown Road
18 Richwood Terrace

Stone Harbor
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Stone Harbor
Stone Harbor
Stone Harbor
Stone Harbor Manor
Strathmere
Strathmere
Swainton
Tuckahoe
Upper Township
Upper Township
Upper Township

(continued)



Ocean City | Strathmere • Sea Isle | Longport • Margate • Ventnor • Atlantic City • Brigantine | The Wildwoods | Avalon • Stone Harbor • Cape May
Upper Twp. • Middle Twp. • Dennis Twp. • Lower Twp. | Somers Point • Linwood • EHT • Northfield
NEWEST LOCATIONS! Cherry Hill, NJ | Philadelphia, PA | Bryn Mawr, PA | Lancaster, PA | Wilmington, DE | Lavallette, NJ | Orlando, FL

CAPE MAY COUNTY SALES

ADDRESS

2026 Rt 9	Upper Township
22 Willard (E) Avenue	Upper Township
25 Allendale Road	Upper Township
3029 Shore Road	Upper Township
331 Stagecoach Road	Upper Township
37 Lyndhurst Road	Upper Township
4 Cedarcrest Court	Upper Township
530 Jackson Road	Upper Township
1728 Star Avenue	Villas
113 Pine Tree Road	Villas
125 St. Johns (W) Road	Villas
1728 Star Avenue	Villas
208 Village Road	Villas
208 Village Road	Villas
217 W. New York Avenue	Villas
219 W. New York Avenue	Villas
28 Arizona Avenue	Villas
36 Arizona Avenue	Villas
49 Weber Avenue	Villas
54 Carolina Avenue	Villas
79 Arbor Road	Villas
1728 Star Avenue	Villas
605 W Poplar Avenue-3rd Fl	West Wildwood
10 Mueller Avenue	West Wildwood
539 Magnolia (W) Avenue	West Wildwood
605 W. Poplar Avenue	West Wildwood
616 Glenwood Avenue	West Wildwood
7 Mueller Avenue	West Wildwood
605 W. Poplar Avenue-3rd Fl	West Wildwood
205 "O" Avenue	West Wildwood
200 Neptune Road	Wildwoo
210 E Spencer Ave-Unit B	Wildwood
511 W Andrews Ave-Unit A-1st Fl	Wildwood
101 Hand (W) Avenue	Wildwood
104 Poplar (E) Avenue	Wildwood
104 Syracuse (W) Avenue	Wildwood
122 W. Juniper Avenue	Wildwood
133 E. Wildwood Avenue	Wildwood
139 Maple Avenue	Wildwood

ADDRESS

1401 Roberts Avenue	Wildwood
143 Baker (E) Avenue	Wildwood
200 New Jersey (E) Avenue	Wildwood
210 E. Spencer Avenue	Wildwood
245 Leaming (E) Avenue	Wildwood
245-49 Baker (E) Street-1st	Wildwood
245-49 Baker (E) Street-2nd	Wildwood
305 E. Montgomery Avenue	Wildwood
307 Poplar (E) Avenue	Wildwood
309 E. Poplar Avenue	Wildwood
318 E. Bennett Avenue	Wildwood
320 E. Wildwood Avenue	Wildwood
3200 Park Boulevard	Wildwood
327 E. Maple Avenue-Unit 201	Wildwood
329 E. Pine Avenue	Wildwood
403 W. Cresse Avenue	Wildwood
423 E. Magnolia Avenue	Wildwood
428 Hand (W) Avenue	Wildwood
4310 Hudson Avenue	Wildwood
511 Andrews Avenue	Wildwood
516 Oak (W) Road	Wildwood
210 E Spencer Avenue-Unit B	Wildwood
511 W. Andrews Avenue-Unit A	Wildwood
110 E. Farragut Avenue-SS	Wildwood Crest
312 Stanton Avenue	Wildwood Crest
317 E. Topeka Avenue	Wildwood Crest
400 Monterey (E) Avenue	Wildwood Crest
401 E. Stanton Avenue, Unit 103	Wildwood Crest
401 E. Stanton Avenue, Unit 102	Wildwood Crest
401 Stanton (E) Road	Wildwood Crest
407 Palm (E) Avenue	Wildwood Crest
5701 Atlantic Avenue Unit 102	Wildwood Crest
8501 Pacific Avenue, 1st Floor	Wildwood Crest
9205 Pacific Avenue	Wildwood Crest
8803 New Jersey Avenue	Wildwood Crest
8803 New Jersey Avenue	Wildwood Crest
110 Farragut (E) Road	Wildwood Crest
402 Washington Avenue	Woodbine