

FOR-SALE AND FOR-RENT
RESIDENTIAL MARKETABILITY
STUDY OF
GLEN ISLE
in GLEN COVE, NEW YORK
RXR GLEN ISLE PARTNERS, LLC

June 1, 2010

The Weitzman Group, Inc.
355 Lexington Avenue, New York, NY

Account: 041-10

THE WEITZMAN GROUP, INC.
Real Estate Consultants

June 1, 2010

Mr. Matthew Frank, AIA
Executive Vice President of Development and Design
RXR Realty, LLC
625 RXR Realty Plaza
Uniondale, New York 11556

Re: Residential Marketability Study
Glen Isle
Glen Cove, New York

Dear Mr. Frank:

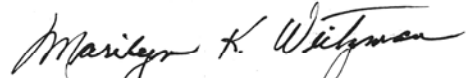
At your request, The Weitzman Group, Inc. is pleased to submit the attached report detailing our findings of the residential marketability study with regard to the potential Glen Isle mixed-use development on the waterfront in Glen Cove, New York.

The purpose of our study is to provide a marketability and site analysis to assist your organization in evaluating how to proceed with the residential development potential at the property, given the other potential uses at the site.

This report reflects research and analysis we conducted in March 2010. Please note that our analysis is subject to the Basic Assumptions and Limiting Conditions contained in the Addenda. We have enjoyed working with you on this assignment. Please call us if you have any questions or comments regarding this marketability study.

Very truly yours,


THE WEITZMAN GROUP, INC.



Marilyn K. Weitzman, MAI, CRE, FRICS
President



Peter T. Bazeli, MRICS
Senior Vice President



Thomas M. Justin, CRE, FRICS
Executive Vice President



Catherine Tam
Vice President

- TABLE OF CONTENTS -

Background.....	1
Objectives.....	1
Executive Summary.....	2
Findings	
Project Overview	13
Economic Overview	20
Demographic Overview	24
For-Sale Housing Market Overview	31
Rental Housing Market Overview	72
Marina / Boating Market Overview	85
Housing Demand Analysis	86
Target Market.....	89
Recommendations	90
Detailed Unit Mix, Pricing and Finish Recommendations	90
Community Amenities and Construction	102
Phasing and Development Schedule	103
Absorption	106
Pre-Requisites for Marketing	110
Conclusion.....	112
Next Steps.....	113

- ADDENDA -

Exhibit A –	Basic Assumptions and Limiting Conditions
Exhibit B –	Certification of the Consultants
Exhibit C –	Potential Price and Rent Dynamics During Development Period
Exhibit D –	Qualifications of the Consultants

BACKGROUND

The Weitzman Group, Inc. has been retained by RXR Glen Isle Partners, LLC to perform a marketability analysis of the residential development and other components to the Glen Isle mixed-use development on the waterfront in Glen Cove, New York. This study will assist RXR Glen Isle Partners in making a decision as to how to proceed with the potential development of rental apartments, condominium or townhome units at the subject site, given the mix of uses planned and the pioneering nature of the development, as well as providing the necessary research and documentation to assist you in discussing the project with your consultants, investors and lenders as well as the City of Glen Cove and their consultants. The report may also be submitted to the Planning Board or other agencies having jurisdiction during the entitlement phase of the project.

The Glen Isle site is a Superfund site requiring significant environmental remediation due to its historic industrial uses. While this remediation work will be completed prior to the start of new development on the site, a visit to the site itself makes it challenging to envision its future potential for a master-planned waterfront development. Nevertheless, our study has evaluated its potential marketability for development with residential uses in the context of the other commercial and hospitality uses that are proposed. We have completed a detailed analysis in order to provide RXR Glen Isle Partners, LLC with guidance on how to proceed with this compelling, but challenging, development project.

OBJECTIVES

The Weitzman Group has analyzed the marketability of the proposed residential development at Glen Isle. We have met with representatives of the developer, and visited the site on multiple occasions, in order to understand the physical parameters by which residential development may occur there. We have reviewed the initial site plans and architectural studies, and have researched not only the potential drivers of demand for housing at the site, but also the health of the surrounding for-sale and for-rent housing markets.

The Weitzman Group has analyzed all of the key market issues. To establish a qualitative and quantitative basis for decisions and subsequent action, we have performed the following activities:

- We have evaluated the proposed physical characteristics of the Glen Isle site, in terms of potential views, situation within Glen Cove and the north shore of Long Island, and other relevant features of the project and the market area that may drive a residential development's marketability;
- We have analyzed the key economic and demographic variables that will influence the demand for the residential units at the property. This included an analysis of historical trends and projections relating to population, household age, income, and employment. In addition, we have also evaluated the state of the local and regional economy and the effect it will have on the demand for housing in this location;
- We have investigated the residential for-sale and for-rent markets, completing a detailed marketability analysis of the subject property; and
- We have prepared detailed conclusions and recommendations with respect to the project's positioning in the current market, and its outlook going forward.

EXECUTIVE SUMMARY

It is the opinion of The Weitzman Group that the Glen Isle development's housing components will be marketable. The development site itself, once environmental remediation is completed and once improved, will represent one of the very few large waterfront development opportunities on Long Island. Glen Isle presents a tremendous opportunity to create a compelling waterfront environment in a village atmosphere, with a mix of residential unit types and commercial and hospitality uses on the site. The mixed-use nature of the development contributes significantly to the marketability of the residential units, which in turn contribute to the viability of developing retail services, hotel and spa facilities, marina slips, and office space at the site. We believe that the development's attraction of up to 1,120 households, many of which will come to Glen Isle from outside of the Glen Cove area, will further contribute to the stability and long-term improvement of the historic downtown Glen Cove business district. Despite the pioneering nature of this development and the significant physical challenges that must be overcome prior to building residential housing on the site, we are optimistic that Glen Isle can be a premier master-planned housing destination in Long Island.

We have based our conclusions and recommendations in this report on the master-planned mixed-use development at Glen Isle, which will include not only residential housing but also a hotel, office space retail, cultural uses, marinas, numerous publicly accessible amenities along with a high-speed ferry to New York City, and other destinations all connected by a contiguous waterfront park and esplanade. Further, the development will be located within close proximity to downtown Glen Cove, with its established shops, restaurants, and services available to the new residents of the development. One of the most important drivers of pricing and absorption in master-planned developments such as Glen Isle is the inclusion of a mix of uses on site, which create a more dynamic atmosphere and further define the development as a destination for more than just residential housing. These features of the Glen Isle development are particularly important because households choosing Glen Isle as their home will place significant value on the opportunity to spend leisure time outside of their dwelling unit, without leaving the community. Developments that include convenience retail space as part of the development plan, and particularly restaurant and entertainment retail, are able to attract a broader array of prospective residents. The availability of a hotel/destination spa and office uses at the site also contributes to its marketability, as discussed in this report. The numerous private and public amenities planned for Glen Isle will also provide a competitive advantage for the development.

Because Glen Isle will be a waterfront development with marinas, public access beach, adjacent nature preserve, and a tremendous public promenade along the Glen Cove Creek, there are very compelling opportunities for residents and businesses to locate at the development. The opportunity to open an array of restaurants overlooking the water is compelling. Restaurants at Glen Isle would attract people not only working, living, and staying at the development, but would also serve as an attraction to households from surrounding communities. The creation of a live, work, shop, learn and play atmosphere and "sense of place" at Glen Isle will constitute the "brand" of the development, and present the market with a compelling and unique housing option.

The uses proposed for development at Glen Isle are further enhanced by the close proximity of downtown Glen Cove. We believe that prospective residents will be attracted to the development not only because of the retail conveniences located within the project, but also because it remains close to the established downtown area. Guests of the hotel and visitors to the Glen Isle development (due to the marina, the waterfront promenade, or the beach), will also be likely to patronize the businesses in downtown Glen Cove, and these retailers will also serve as additional community amenities for those patrons coming to

the City of Glen Cove from outside of the Glen Cove area. Upon completion, it is likely that the Glen Isle development will draw visitors to the downtown area and to the Glen Isle waterfront that have not previously frequented Glen Cove. This is a positive for the development, in general, as more people will be exposed to the residential units being offered there, and to the businesses located there, which are likely to benefit from greater market exposure in the form of visitation from elsewhere within the region. Of course, we also view this as being positive for the overall profile of the City of Glen Cove. This waterfront area, upon completion, will be a signature element to the character of the City, and will undoubtedly be highlighted by residents and businesses as being one of the reasons they have chosen to live there or located their business in the area. The inclusion of the proposed ferry service at the site provides an additional competitive advantage, enabling residents of Glen Isle easier access to Manhattan and other destinations versus other communities with similar MTA rail service. In theory, Manhattan residents will also be able to use the ferry to visit Glen Cove and surrounding communities, with the ferry presenting a potential welcome alternative to the existing train service. Visitors to the Glen Cove area for personal, leisure, or business purposes may choose the ferry as their mode of transit, and may very well choose to visit the area because the ferry service is in place.

Nevertheless, the number of households residing on the site will be an important factor in the success of all uses at the development, and in fact, will be an important factor in the continuing momentum of occupancy among the residential units themselves. The critical mass of households choosing to live at Glen Isle will establish the development as being viable in the minds of market stakeholders. Achieving this successful initial occupancy, and then continuing the momentum into a greater diversity of residential development and business occupancy at the site will be among the most important aspects to your development strategy. Sufficient density of housing is important for economic feasibility and long-term sustainability of this mixed-use community.

Based on our research in the marketplace, we believe that there will be a range of prospective residents attracted to the Glen Isle development. There has been very little new development in the market area, relative to the population density in Nassau County. Therefore, the options available to the market households have been quite limited and we believe that there is likely pent-up demand for housing situated within a sizeable, amenitized, master-planned community. The waterfront nature of the site is perhaps the most compelling amenity available to exploit in marketing the development's residential units to the market, and the targeted buyers will be those seeking a water-oriented community within a master-planned setting. This type of development in Long Island is relatively rare, and so we believe that the market will understand that the opportunity to live in such a development is moderately scarce.

Nevertheless, Glen Isle will not attract very high-income households or wealthy households from its start. The target market for the development will change over time as more construction occurs on site, and as occupancy achieves a critical mass of households demonstrating the project's viability, and therefore attracting households who were hesitant to be "early adopters" of the Glen Isle community during the initial phases.

Throughout all phases of development, however, we believe that the greatest depth of market will be among those empty nester households not commuting daily to Manhattan or elsewhere in Long Island; the development will be most attractive to households who do not have to leave the immediate vicinity every day. Car access to the site from outside of the area can be difficult during peak traffic hours, and the rail transit to New York City is less convenient than other westerly locations that do not require a transfer at Jamaica. However, with high-speed ferry access to Manhattan being operated from the site coupled with the Long Island Railroad transit to Penn Station, the Glen Isle project takes on the characteristics of a true Transit Oriented Development. Nevertheless, we believe the vast majority of residents at the site will be

already living in the Primary Market area, older in age, and not requiring inter-regional travel on a daily basis.

We have demographically targeted households aged 35 to 64 years, earning incomes of \$150,000 and more, and households aged over 65 and earning incomes of \$100,000 and more, for the for-sale condominiums and townhomes at Glen Isle. For the rental apartment units, we have demographically targeted households aged between 35 and 64 years and earning incomes between \$75,000 and \$200,000 annually, and those households aged over 65 years but earning incomes between \$50,000 and \$200,000 annually. We do not believe that very many households earning more than \$200,000 annually will choose to rent at Glen Isle. Surely there will be households living at Glen Isle who are younger, and wealthier than the criteria we have used in our demographic demand analysis, but we believe those targeted households as defined above represent the “core” of demand for Glen Isle.

Based upon our discussions with you, and with your design team, we understand that you cannot develop more than 1,120 units on the site, pursuant to the PUD ordinance of the City of Glen Cove. If not 1,120 units, the scale of the residential development component to Glen Isle will surely be sizeable, and we recommend that our unit mix be extrapolated to the ultimate scale of development that will be allowable going forward. Our recommendations in this report are based upon an anticipated maximization of the permitted densities under the PUD of 1,120 residential units being developed at Glen Isle. By achieving this maximum density, the project will have a far better chance of achieving the critical mass of residents that will collectively create a sense of community and a “sense of place” that compels them to continue living there for years, and which will attract new residents over time to not only the Glen Isle development, but also to Glen Cove in general. Further, this density is equally important to entice businesses, especially restaurant and entertainment retailers, to move to the area.

The Weitzman Group has evaluated the potential to develop three distinct housing types at Glen Isle: rental apartment units, condominium flats in mid-rise buildings, and two-story townhomes. We note that some of the townhomes will be wrapping parking structures on the site, with the rear of the duplex units being directly accessible from the garage; these units will not have backyards or patios, while other traditional two-story townhomes will have these features. The following discussion summarizes our conclusions and recommendations related to each of the three housing types proposed for development at the site. Greater detail is included in the Recommendations section of this report.

Product Mix

The following table summarizes our product mix for the development in all phases. We recommend that approximately 44.6% of the unit mix be rental apartments, approximately 37.5% be condominium flats, and approximately 17.9% be two-level townhomes. In total, we are recommending a development size of nearly 1.5 million net sellable square feet of residential space. We understand that 10% of the total number of housing units must be workforce housing. For the purposes of this marketability study, however, we have assumed that all units are market-rate and that you will determine with local government authorities at a later date which homes will be made available as workforce housing.

TABLE 1
ALL UNIT TYPES - ALL DEVELOPMENT PHASES
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	AVG. SF	TOT. Net SF	% Alloc. SF
RENTAL APARTMENTS	500	44.6%	970	485,000	32.4%
CONDOMINIUM FLATS	420	37.5%	1,428	599,550	40.1%
TWO-LEVEL TOWNHOMES	200	17.9%	2,060	412,000	27.5%
Total / Weighted Average	1,120	100%	1,336	1,496,550	

Source: The Weitzman Group, Inc.

Unit Mix and Market Price Positioning

The following discussion details our recommended unit mix, along with the current year price positioning that forms the basis of our pricing recommendations for underwriting purposes throughout the development period.

We have approached our pricing and rent recommendations by first positioning our recommended unit types within the competitive market as of April 2010. We have recommended prices and rents for each unit type as of April 2010, although we do not anticipate that pricing will change at all between April 2010 and the fall of 2011, which is the earliest time that we would recommend coming to market with the first phase of development. Our pricing and rents for individual unit types as of April 2010 are positioned as averages among all phases of development. Further, units with better or worse than average views, floorplans, sun exposure or other marketable characteristics should be priced above or below the recommended average pricing. Our pricing assumes that there will not be any additional membership fees or dues associated with a resident's use of the amenities developed on-site, such as a club house, fitness facilities, and other development features that would normally be paid for through condominium maintenance fees, or rental apartment properties' contribution to a homeowners' association. Our pricing is also predicated on the operation of a high-speed ferry based at the development, offering convenient service to multiple stops on Manhattan, in approximately 35 minutes travel time, at fares that are within a reasonable range of LIRR fares from Glen Cove.

Having positioned the average pricing and rents for Glen Isle as of April 2010, we then projected what these prices and rents would be assuming market price appreciation, which we recommend be projected at a rate of 3.0% annually. We also projected how pricing is likely to change over the development period due to the use of promotional pricing tactics that will be necessary to drive momentum at the start of the development, and to capture value toward the end of the development once occupancy has been established and a critical mass of residents have demonstrated the viability of the project. The resulting schedule of potential price and rent dynamics over the development period of Glen Isle should be used as the basis for underwriting the development. It incorporates our absorption recommendations, and we have included it as an addendum to this report, in Exhibit C. We note, however, that it is impossible to predict accurately how market pricing will change over a long-term development, or what pricing tactics will be necessary from a marketing standpoint at different points in time during the project's completion. This is particularly true if conditions affecting marketability change unexpectedly or not according to

plan. The schedule is therefore a reasonable projection of the development's possible pricing dynamics over time given absorption, development progress, and market appreciation.

Rental Apartment Units

Out of the total 1,120 residential units projected for development at Glen Isle, we recommend that up to approximately 500 of them be rental apartments. The following table summarizes our recommended unit mix among all rental apartments developed on the site. We envision these as being entirely located within mid-rise or high-rise structures, with some units perhaps located above retail storefronts. Our recommended unit mix for the rental apartments includes six unit types averaging 970 square feet in size, and totaling 485,000 net rentable residential square feet. The following table summarizes the recommended average rent levels that we believe to be achievable among all phases of development, positioned in April 2010 dollars. The rents range from approximately \$1,500 per month for a junior one bedroom unit to just under \$3,000 per month for a large three bedroom home. On average, the rents are \$2,123 per month, or \$2.19 per square foot per month based upon an average unit size of 970 square feet. Based upon our affordability analysis, households earning, on average, within an income range of approximately \$50,000 to \$110,000 should be capable of comfortably renting the apartment units. While our targeted demographic for the rental units earns above \$75,000 annually, the least expensive units will actually be affordable for households earning less.

TABLE 2
RENTAL APARTMENTS
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	SF	\$PSF	Avg. Rent	Rent Range
Junior 1 Bedroom / 1 Bath	75	15.0%	650	\$2.31	\$1,500	\$1,450 - \$1,550
1 Bedroom / 1 Bath	125	25.0%	750	\$2.33	\$1,750	\$1,700 - \$1,800
1 Bedroom / 1 Bath	50	10.0%	850	\$2.29	\$1,950	\$1,900 - \$2,000
2 Bedrooms / 2 Baths	150	30.0%	1,100	\$2.18	\$2,400	\$2,200 - \$2,500
2 Bedrooms / 2 Baths + Dining Area	75	15.0%	1,300	\$2.04	\$2,650	\$2,600 - \$2,800
3 Bedrooms / 2.5 Baths + Dining Area	25	5.0%	1,500	\$1.97	\$2,950	\$2,900 - \$3,000
Total / Weighted Average	500	100%	970	\$2.19	\$2,123	

Source: The Weitzman Group, Inc.

Recommended Apartment Rent Projection

As discussed in the Recommendations section of this report, and pursuant to our potential pricing and rent schedule over the development period for Glen Isle, we have projected that average rent in place during the entire development period at Glen Isle will be approximately \$2.51 per square foot. We have projected that rents will start at \$2.19 per square foot and achieve \$2.86 per square foot by the time the entire project is completed.

Condominium Flats

Out of the total 1,120 residential units projected for development at Glen Isle, we recommend that approximately 420 of them be condominium flats in mid-rise buildings. The following table summarizes our recommended unit mix among all condominium flats developed on the site. Like the rental units, we envision these as being entirely located within mid-rise or high-rise structures, with some units perhaps located above retail storefronts. Our recommended unit mix for the condominium flats includes six unit types averaging 1,428 square feet in size, and totaling 599,550 net sellable residential square feet. The

following table summarizes the average price levels that we believe to be achievable among all phases of development, positioned in April 2010 dollars. The prices range from approximately \$435,000 on average for a junior one bedroom unit to \$850,000 on average for a 1,950 square foot three bedroom home. On average, the prices are nearly \$640,000, or \$447 per square foot based upon an average unit size of 1,428 square feet. Based upon our affordability analysis, households earning, on average, within an income range of approximately \$100,000 to \$250,000 should be capable of comfortably purchasing the condominium flats, and this product type will likely attract households who earn far greater incomes.

TABLE 3
CONDOMINIUM FLATS
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	SF	\$PSF	Avg. Price	Price Range
1 Bedroom / 1.5 Bath	42	10.0%	900	\$483	\$435,000	\$375,000 - \$470,000
1 Bedroom / 1.5 Baths + Den	21	5.0%	1,100	\$450	\$495,000	\$475,000 - \$525,000
2 Bedrooms / 2.5 Baths	147	35.0%	1,350	\$456	\$615,000	\$575,000 - \$650,000
2 Bedrooms / 2.5 Baths + Den	126	30.0%	1,500	\$450	\$675,000	\$650,000 - \$700,000
3 Bedrooms / 2.5 Baths + Dining Room	63	15.0%	1,750	\$420	\$735,000	\$700,000 - \$750,000
3 Bedrooms / 3.5 Baths + Den and Dining Room	21	5.0%	1,950	\$436	\$850,000	\$800,000 - \$900,000
Total / Weighted Average	420	100%	1,428	\$447	\$638,750	

Source: The Weitzman Group, Inc.

Recommended Condominium Flat Pricing Projection

Based upon the schedule of potential pricing performance over time summarized in Exhibit C to this report, we have projected that average condominium flat pricing during the entire development period at Glen Isle will average \$511 per square foot, with promotional prices starting in the low \$300 per square foot range at the start of condominium sales, and ending at an average of perhaps \$700 per square foot by the time the last units are being sold at Glen Isle. We reiterate that these are potential average prices, among all condominium flats with average views. Of course, if the best units at the development are held for sale until the final phase of sellout, the pricing achieved among those particular units could be potentially higher than the \$700 per square foot that our potential pricing schedule indicates.

Two-Level Townhomes

In addition to the condominium flats, we believe that townhomes and stacked duplex units will be marketable at the Glen Isle development. The following table summarizes our recommended unit mix for the townhomes, which are all anticipated to be no more than two-stories above grade. The units recommended for development over all phases of construction range from a two bedroom plan averaging approximately 1,500 square feet to a luxurious four bedroom plan averaging approximately 2,800 square feet. On average, the two-level townhomes are 2,060 square feet in size, and at 200 total units, this equates to a net sellable area of 412,000 square feet at the Glen Isle development. The following table summarizes the positioned pricing for the two-level townhomes, positioned in April 2010 dollars, and averaging \$887,500 or \$431 per square foot. The pricing ranges from approximately \$660,000 to approximately \$1,150,000 on average within each unit type, although we expect that there will be a wide range of pricing due to the fact that some of the townhomes will actually back up to parking garages. These will command lower prices than the average prices, although these average price points should be

targeted in the positioning of this overall product type at Glen Isle. Based upon our affordability analysis, households earning, on average, within an income range of approximately \$150,000 to \$350,000 should be capable of comfortably purchasing and financing the townhomes at the positioned price points.

TABLE 4
TWO-LEVEL TOWNHOMES
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	SF	SPSF	Avg. Price	Price Range
2 Bedrooms / 2 Baths + Dining Area	20	10.0%	1,500	\$440	\$660,000	\$625,000 - \$675,000
2 Bedrooms / 2.5 Baths + Dining Room	40	20.0%	1,700	\$432	\$735,000	\$700,000 - \$750,000
3 Bedrooms / 2.5 Baths + Dining and Family Rooms	60	30.0%	2,000	\$435	\$870,000	\$800,000 - \$900,000
3 Bedrooms / 3.5 Baths + Dining and Family Rooms	60	30.0%	2,300	\$433	\$995,000	\$975,000 - \$1,050,000
4 Bedrooms / 3.5 Baths + Expansive Living Area	20	10.0%	2,800	\$411	\$1,150,000	\$1,100,000 - \$1,200,000
Total/ Weighted Average	200	100%	2,060	\$431	\$887,500	

Note: All townhomes are recommended to include a ground-floor Master Bedroom Suite and two-car enclosed parking (not incl. in SF)

Source: The Weitzman Group, Inc.

Recommended Two-Level Townhome Pricing Projection

Based upon the schedule of potential pricing performance over time summarized in Exhibit C to this report, we have projected that average two-level townhome pricing during the entire development period at Glen Isle will average \$494 per square foot, with promotional prices starting in the low \$300 per square foot range at the start of townhome sales, and ending at an average of perhaps \$675 per square foot by the time the last townhome units are being sold at Glen Isle. We reiterate that these are projected average prices, among all two-level townhomes (including those wrapping parking structures) with average views. Of course, if the best units at the development are held for sale until the final phase of sellout, the pricing achieved among those particular units could be potentially higher than the \$675 per square foot that our pricing schedule indicates.

Phasing and Development Schedule

In Phase I, we recommend the development of rental apartments only, totaling 250 units located in two buildings constructed one after another. Given the pioneering nature of the development, we believe that rental apartments will be the product type by which you can most easily achieve occupancy on the site, beginning to develop momentum that will enable you to sell for-sale homes there. The units recommended for development in Phase I slightly favor smaller more efficient homes versus the overall mix previously discussed.

In Phase II, we recommend the development of a total 430 units comprised of an additional 250 rental apartment units located in two buildings, 120 for-sale condominium flats located in one building, and 60 two-level townhomes. In our monthly absorption schedule, which is discussed in the Absorption section of these recommendations, we have recommended that the second phase of rental apartments not be brought to market until six months after the initial phase has been fully occupied and stabilized for six months. This will limit cannibalization between the two phases, and maximize the likelihood that the two phases can be independently capitalized without concern of cannibalization, as well as making permanent loan financing with sufficient debt coverage available sooner. We have recommended coming to market

with the for-sale condominium flats when the Phase I rental apartments are 80% occupied, but before the Phase II rental apartments begin leasing. We have recommended that the two-level townhomes not be brought to market until the condominium flats are 40% sold in Phase II. We strongly recommend that you not begin marketing the second phase of development until some retail businesses have opened at the development, including at least one restaurant and bar with outdoor seating. If you must subsidize the operation of these retail amenities until such time as there is a critical mass of residents on-site, you should view this as a marketing expense necessary to achieve absorption at the recommended price levels, and to attract other users to the site.

Further, while we have not projected any conversions of rental apartments to condominiums, we believe that beginning in Phase II, the ability to convert a portion of the rental housing inventory would present a lower-priced condominium alternative to the new construction units being offered if the market so demanded. If orchestrated properly, a condominium conversion of a portion of the rental stock would not necessarily cannibalize the sales of the new construction condominiums.

In Phase III, we have recommended the continuing construction of condominium flats and two-level townhomes, totaling 440 units. We recommend that 300 units of condominium flats be developed in three buildings, and that a final series of 140 two-level townhomes be developed throughout the site. By the time that Phase III is under construction, we would expect that more than 50% of the retail tenancy is in place at the site, and that all of the marina slips have been constructed. We also recommend waiting to sell the third phase of housing development until the hotel is operational, or nearing completion. These retail, marina, and hospitality amenities will serve as “value anchors” to the final, and more expensive, residential development components to the site.

As projected in our monthly absorption schedule, we anticipate that it will take approximately 112 months of marketing to absorb all 1,120 recommended units, assuming that marketing does not begin prior to the fall of 2011. This is the earliest date during which we believe the housing market and economy will provide sufficient evidence of recovery that will give prospective residents confidence that the development will be moving forward as planned, and that it is economically “safe” for them to make a change in housing.

TABLE 5

GLEN ISLE RESIDENTIAL DEVELOPMENT PHASING		
GLEN COVE, NEW YORK		
The Weitzman Group's Recommendations as of April 1, 2010		
DEVELOPMENT PHASE AND COMPONENT	UNITS	% Total
PHASE I		
RENTAL APARTMENTS: Two Buildings		
Junior 1 Bedroom / 1 Bath	30	12.0%
1 Bedroom / 1 Bath	75	30.0%
1 Bedroom / 1 Bath	25	10.0%
2 Bedrooms / 2 Baths	75	30.0%
2 Bedrooms / 2 Baths + Dining Area	35	14.0%
3 Bedrooms / 2.5 Baths + Dining Area	10	4.0%
	250	100.0%
TOTAL PHASE I DEVELOPMENT	250	
PHASE II		
RENTAL APARTMENTS: Two Buildings		
Junior 1 Bedroom / 1 Bath	45	18.0%
1 Bedroom / 1 Bath	50	20.0%
1 Bedroom / 1 Bath	25	10.0%
2 Bedrooms / 2 Baths	75	30.0%
2 Bedrooms / 2 Baths + Dining Area	40	16.0%
3 Bedrooms / 2.5 Baths + Dining Area	15	6.0%
	250	100.0%
CONDOMINIUM FLATS: One Building		
1 Bedroom / 1.5 Bath	15	12.5%
1 Bedroom / 1.5 Baths + Den	10	8.3%
2 Bedrooms / 2.5 Baths	50	41.7%
2 Bedrooms / 2.5 Baths + Den	20	16.7%
3 Bedrooms / 2.5 Baths + Dining Room	20	16.7%
3 Bedrooms / 3.5 Baths + Den and Dining Room	5	4.2%
	120	100.0%
TWO LEVEL TOWNHOMES		
2 Bedrooms / 2 Baths + Dining Area	8	13.3%
2 Bedrooms / 2.5 Baths + Dining Room	16	26.7%
3 Bedrooms / 2.5 Baths + Dining and Family Rooms	20	33.3%
3 Bedrooms / 3.5 Baths + Dining and Family Rooms	16	26.7%
4 Bedrooms / 3.5 Baths + Expansive Living Area	0	0.0%
	60	100.0%
TOTAL PHASE II DEVELOPMENT	430	
PHASE III		
CONDOMINIUM FLATS: Three Buildings		
1 Bedroom / 1.5 Bath	27	9.0%
1 Bedroom / 1.5 Baths + Den	11	3.7%
2 Bedrooms / 2.5 Baths	97	32.3%
2 Bedrooms / 2.5 Baths + Den	106	35.3%
3 Bedrooms / 2.5 Baths + Dining Room	43	14.3%
3 Bedrooms / 3.5 Baths + Den and Dining Room	16	5.3%
	300	100.0%
TWO LEVEL TOWNHOMES		
2 Bedrooms / 2 Baths + Dining Area	12	8.6%
2 Bedrooms / 2.5 Baths + Dining Room	24	17.1%
3 Bedrooms / 2.5 Baths + Dining and Family Rooms	40	28.6%
3 Bedrooms / 3.5 Baths + Dining and Family Rooms	44	31.4%
4 Bedrooms / 3.5 Baths + Expansive Living Area	20	14.3%
	140	100.0%
TOTAL PHASE III DEVELOPMENT	440	
TOTAL ALL PHASES OF DEVELOPMENT	1,120	
Source: The Weitzman Group, Inc.		

Absorption

Based upon our demand analysis, discussed later in this report, there appears to be significant market depth for the homes proposed at Glen Isle. We found that sufficient underlying market demand in the Primary Market Area alone would readily support the absorption of the rental apartments at a rate of 20 units per month, while the condominiums and townhomes could theoretically be absorbed at rates of up to 12 units per month. These were very positive findings, although they are based strictly on demographic depth of demand. While there may be thousands of households per year seeking housing units like those that you will offer at Glen Isle, the market must be attracted to the location and the development. While they may be able to afford to purchase a home or rent one at Glen Isle, they must feel that by doing so they will be obtaining the best housing option available to them, either in terms of quality of life or value for the price. It is our view that in the initial two phases of development at Glen Isle, you will need to compel the market consider your development there by offering pricing and rents that are discounted from the averages we have recommended among all phases.

We have also assumed that a significant amount of site infrastructure and improvements will have been made prior to the start of marketing of the first phase of development, and that as construction and occupancy progresses, the industrial character of the area will have been largely erased. We have also detailed our recommendations in this regard in the Phasing and Development Schedule section. Nevertheless, based upon our anticipated phasing of the residential components to development, we have projected a total 112 month absorption period for all phases of the residential units. Generally, we believe that the absorption rates will be front-loaded in each phase, trailing off as the final units are sold or leased. At the end of this section is a detailed monthly absorption schedule by phase and unit type that illustrates our recommendations, but in summary, we have projected the following:

- **Phase I Rental Apartments** – Absorption averaging 11.90 units per month. For underwriting purposes we recommend projecting a downside scenario at 8 units per month.
- **Phase II Rental Apartments** – Absorption averaging 14.71 units per month. For underwriting purposes, we recommend projecting a downside scenario at 10 units per month. It is assumed that the Phase II Rental Apartments will not begin leasing until approximately six months after the full occupancy and stabilization of the Phase I Rental Apartments.
- **Phase II Condominium Flats** – Absorption averaging 3.75 units per month. For underwriting purposes, we recommend projecting a downside scenario of 2 units per month.
- **Phase II Two-Level Townhomes** – Absorption averaging 2.07 units per month. For underwriting purposes, we recommend projecting a downside scenario of 1 unit every other month due to the specialized nature of this product type.
- **Phase III Condominium Flats** – Absorption averaging 4.0 units per month. We have recommended that the Phase III flats not be marketed for sale until 95% of the condominium flats in Phase II have been sold. For underwriting purposes, we recommend projecting a downside scenario of 2 units per month in this phase.
- **Phase III Two-Level Townhomes** – Absorption averaging 3.04 units per month. For underwriting purposes, we recommend projecting a downside scenario of 2 units per month in this phase.

It will be critical for you to employ a significant level of inventory control so that a strong availability of product and price point inventory is available throughout the development period of each phase. These absorption recommendations also assume a first rate marketing effort, consistent with the most sophisticated mixed-use developments being undertaken by well-known national and regional home builders.

Pre-Requisites for Marketing

The Glen Isle development will be a large and pioneering mixed-use development. Given its longstanding industrial nature, the uses on both sides of the creek, and the existing positioning of the City of Glen Cove versus other communities on the north shore of Nassau County, it will be critical for the Glen Isle development's residential components to put their best foot forward. The market must view the Glen Isle development as an attractive residential destination. Given the site's current appearance, and the views from the majority of the site, a significant level of preparation work must be undertaken prior to the start of the marketing of any residential phase, and these improvements must continue throughout the development process if the market is to have confidence that your vision for the Glen Isle development will be realized. It would be a major inhibitor to the project's marketability for some improvements to be made, but then for further improvements to be stalled, introducing doubt that the nature of the area comprising and adjacent to the Glen Isle site will ultimately be conducive to residential living.

It is our opinion that there are several key initiatives that must be undertaken as pre-requisites to the start of marketing of the first phase of residential development. Further, there are broader initiatives that must be completed in order for the development's residential component to be marketable at the pricing and rents we have recommended, on average, and for absorption of the units to occur at the recommended rates.

We fully recognize that not all proposed improvements to the site, the creek, or properties controlled by others will be possible to complete prior to the start of marketing, but at a minimum, there need to be assurances in place that these improvements will occur within a certain time frame. However, the specific items detailed in the recommendations section of this report are quite critical to the success of the development in that the project must gain a critical mass of residential occupants in order for future phases to be successful. This is particularly important given the synergies between the various uses proposed for development. It is our opinion that no retailers, hotel guests, or professional office users will be attracted to Glen Isle unless these improvements have been made.

Please refer to the Recommendations section of this report for detailed descriptions of the pre-requisite items that must be completed prior to the start of marketing at Glen Isle.

Conclusion

The Glen Isle residential development opportunity presents an attractive long-term project. We are optimistic that, with the necessary further remediation and improvements made to the site, the development will represent one of the few large-scale master-planned mixed-use destinations within the region. We believe that the mix of uses on the site contributes significantly to the residential marketability, but that the site's development must proceed cautiously due to stigmatization related to its existing and historic uses. Nevertheless, Glen Isle will be a compelling residential destination upon its completion, and we have made the recommendations in this report accordingly.

PROJECT OVERVIEW

The Glen Isle Project will be developed as a smart growth, mixed-use community that was originally proposed to include 860 residential units, a 250-suite hotel, retail space, office space, and public space. The 56-acre site stretches along the north side of Glen Cove Creek, on the eastern shore of Hempstead Harbor. The project will be developed in concert with the conclusion of a \$120 million Superfund cleanup of the former brownfield site, as well as a high-speed ferry terminal that won \$8 million in stimulus funding. The ferry operating from the Glen Isle site will offer commuter service to and from Manhattan, when complete, in approximately 35 minutes along with service to other destinations.

The project's residential component was originally proposed to include multiple housing types including condominiums, townhouses and lofts, although based upon our discussions with the planning firm and the developer, we believe that the site may be able to accommodate up to 1,120 residential apartments, condominium flats, and townhomes. The Glen Isle project is also proposed to include cultural uses such as a culinary and wine school, small multi-purpose performing arts theater and art galleries. In addition to the residential and cultural components, Glen Isle will include a complementary mix of office space, waterfront dining, and convenience retail. This mix of uses and amenities are essential to the sustained marketability of the Glen Isle project, as prospective residents, as well as potential commercial occupants of the site, will be interested in a living or working environment that extends beyond their residential unit or commercial space. Therefore, amenities interior to the residential buildings, as well as the outdoor site amenities and commercial conveniences and are important to the creation of the development as a destination for multiple uses.

The Glen Isle neighborhood will contain a number of public amenities that complement the other land uses and which will benefit the overall Glen Cove community. Nearly 20 acres, or 35% of property, will be publicly accessible open space. Public amenities will include a nearly mile-long waterfront esplanade and boardwalk with bench seating providing access to Glen Cove Creek and Hempstead Harbor; a series of themed parks and ecological habitats; an ecological education trail and ecological pier; bicycle and pedestrian trails providing connectivity to the downtown area and to the adjacent Garvies Point Preserve (with a possible extension to Morgan Park); new inter-modal transit connections, including high-speed ferry service to New York and other destinations, intra-city shuttle service to the Glen Cove's downtown area and LIRR stations, public bus and other connections; a children's playground; and an outdoor amphitheater. Also as part of the project, the existing public beach along Hempstead Harbor will be restored alongside a reconstructed public boat ramp.

Site and Location Description

The Glen Isle site is located on the waterfront in the city of Glen Cove, in northern Nassau County. The site occupies a former brownfield along Garvies Point Road, bordered by Glen Cove Creek to the south and Hempstead Harbor to the west. This location, adjacent to downtown Glen Cove, is a former industrial area that is the target of significant revitalization with the development of Glen Isle. Directly north of the site is the 62-acre Garvies Point Preserve including approximately five miles of marked nature trails; at the northwest end of the preserve is the Garvies Point Museum.

The city of Glen Cove comprises 6.7 square miles of land area, bordered by the Long Island Sound to the north and the town of Oyster Bay to the east and south, including the villages and hamlets of Lattingtown, Locust Valley, Matinecock, Glen Head, and Sea Cliff. On the west side of Glen Cove is Hempstead

Harbor; across Hempstead Harbor to the west are Port Washington and Sands Point in the town of North Hempstead.

LOCATION MAP



Known as the Gold Coast, the North Shore of Long Island bordering on the Long Island Sound gained a reputation of wealth and elegance in the late 19th century thanks to the many wealthy families of that time that built estates in the area. Among these families were the Morgans, who later donated Morgan Park to the residents of Glen Cove and Locust Valley. Located at the mouth of Hempstead Harbor, Morgan Park is just north of the Glen Isle site. Morgan Park is one of Glen Cove's most well known attractions and includes a picnic area, bathing beach, playground, and bluffs overlooking the harbor. The park is also the site of Fourth of July fireworks and the Morgan Park Music Festival, which is a series of free summer concerts on Sunday evenings during the months of July and August. Glen Cove also hosts the Gold Coast Jazz Festival, a three day weekend in July of free jazz concerts in the downtown area. Glen Cove municipal golf course and Glen Cove Yacht club are also among the city's attractions.

Today, Glen Cove has a diverse residential base. The wealthier areas are generally to the north, towards the water. While single family residential dominates, Glen Cove also has a substantial number of two-

family houses as well as a handful of condominium / townhouse developments built over the past 25 years; these developments are discussed later in the report.

Residents of Glen Cove are serviced by the Glen Cove City School District, which includes the Eugene J. Gribbin School/ Katherine A. Deasy Elementary School for grades K-2, Landing School/ Margaret. A. Connolly School for grades 3-5, Robert M. Finley Middle School for grades 6-8, and Glen Cove High School for grades 9-12. There are also several private educational institutions in Glen Cove including Solomon Schechter Day School of Nassau County Middle/ High School, All Saints Regional Catholic School, Friends Academy (located on the border of Glen Cove and Locust Valley) and Webb Institute of Naval Architecture and Marine Engineering (a four-year college).

Access

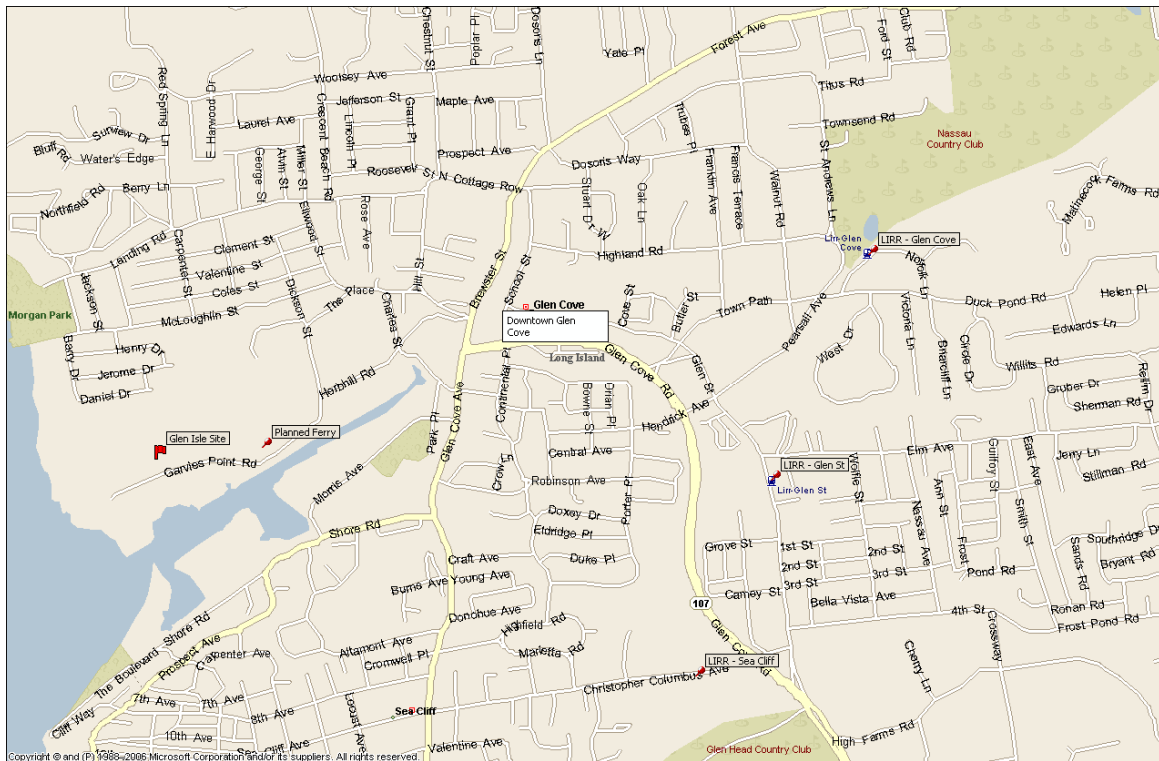
The Glen Isle site in Glen Cove enjoys reasonably good vehicular access, comparable to the access found among many north shore communities. The site is located approximately seven miles north of the Long Island Expressway (Interstate 495), which extends east-west throughout Long Island, and the Northern State Parkway, which extends east-west throughout Nassau County. Approximately four miles south of the site is State Route 25A (Northern Boulevard/ North Hempstead Turnpike), which is the main east-west route for most of the North Shore of Long Island. Glen Cove is approximately 28 miles east of Midtown Manhattan. The commute to/from Midtown Manhattan is approximately 45 minutes by car via Glen Cove Road, the Long Island Expressway (I-495) and the Queens-Midtown Tunnel. Nevertheless, during rush hour, Glen Cove Road can become congested.

Glen Cove is also well serviced by public transportation. Within the city of Glen Cove are three Long Island Railroad (LIRR) stations: Glen Cove, Glen Street and Sea Cliff, which are all on the Oyster Bay Branch. These three railroad stations are located within two miles east of the Glen Isle site. The commute time from the Glen Cove LIRR Station to Penn Station in Manhattan is approximately one hour ten minutes due to a change of trains in Jamaica, although express trains are offered at certain peak hours, decreasing the time by about 10 to 15 minutes.

Glen Cove is also serviced by two MTA bus lines and the recent addition of a luxury motor coach service by Long Island Transit operating on a regular schedule from Glen Cove, Manhasset and Roslyn directly to Wall Street and Midtown Manhattan.

In addition, a ferry terminal providing service from Glen Cove to Manhattan is currently under construction. The ferry terminal, projected for completion in 2012, is located at the midpoint of the Glen Isle site. The details of potential ferry service are yet to be determined, in terms of schedule, type of service, costs, and feasibility. Once these details are known and announced, it will be easier to predict their value add to the Glen Isle development, although our recommendations in this report are predicated on the ferry representing a convenient and affordable alternative to the LIRR commuter train.

MAP OF LIRR STATIONS AND PLANNED FERRY



There are three major airports within 35 miles of Glen Cove: LaGuardia Airport approximately 23 miles to the west, JFK International Airport ± 25 miles to the southeast, and Long Island MacArthur Airport ± 34 miles to the southwest.

Mixed-Use Synergies and Critical Mass

We have based our conclusions and recommendations in this report on the master-planned mixed-use development at Glen Isle, which will include not only residential housing but also a hotel, retail office and outdoor recreational space. Further, the development will be located within close proximity to downtown Glen Cove, with its established shops, restaurants, and services available to the new residents of the development.

One of the most important drivers of pricing and absorption in master-planned developments such as Glen Isle is the inclusion of a mix of uses on site, which create a more dynamic atmosphere and further define the development as a destination for more than just residential housing. These mix of uses, along with the multiple amenities to be located within the site, are also key drivers for the residential market, as potential renters and buyers at Glen Isle will be attracted to the project's outdoor amenities and gathering places in addition to the space within their residential unit. Developments that include convenience retail space as part of the development plan, and particularly restaurant and entertainment retail, are able to attract a broader array of prospective residents. The occupants of residential housing are attracted by the opportunity to walk down the street for a cup of coffee and the newspaper, to the dry cleaner or ATM, or to a restaurant where they can relax after work. The retailers in this context rely on the residents for business during the morning and evening hours of each day in order to survive, but the presence of an office component serves to supplement the residential patronization of the retail businesses when

residents are not home. Even where there is a small office component to a mixed-use development, the daytime office workers find the convenience of lunch spots or after-work entertainment venues to be particularly compelling, and the retail components to many developments are often a significant reason why office businesses choose to locate in developments such as Glen Isle. The retailers then find that they can better support their location in the development because they will have business from residents in the mornings and evenings, and from office workers and visitors during the day. This is likely to be particularly true at Glen Isle, where the waterfront nature of the development and the inclusion of the marina present the opportunity for the retailers to capitalize on features such as outdoor waterfront dining, or catering to the crews and transient patrons from the marina with more targeted, niche conveniences.

Further, the proposed 250-suite hotel, with conference facilities and spa, provides additional synergies for the other uses at the site and downtown Glen Cove. The transient guests from the hotel are also likely to patronize the retailers situated within the development and possibly extending into Glen Cove's existing downtown. This may be especially true given the proposed shuttle service between downtown and the Glen Isle development. The presence of a hotel provides an additional convenience to the prospective office tenants, who may host numerous visiting business colleagues throughout the year. Residents without the space in their homes to accommodate guests often find that a hotel within their master-planned development is extremely convenient; this is particularly true with empty-nester households, who may have frequently visiting family members. The hotel guests add further support to the viability of retail businesses, while the office tenants and residents view the hotel as an on-site amenity. The inclusion of a spa and a conference facility at the proposed hotel provide greater flexibility in the way that the market will view the hotel as an amenity to their residential or commercial occupancy. The spa amenity eliminates the potential need for these facilities available to the residents as part of their amenity package. If a full-service spa is available in the hotel, residents can simply use these services, which are likely to be of a higher quality, as well, because of the demands of regular transient hotel guest customers. The hotel's inclusion within the project will positively affect the marketability of the residential units, as compared to similar projects without the hotel amenity. The hotel and spa will also attract visitors from outside the local community, raising the profile of the development among potential occupants, and also drawing attention to the community of Glen Cove as a whole.

The particular mix of uses at Glen Isle significantly enhances the development's appeal not just to prospective residents, but to the users of the hospitality, office, and retail components as well. Because Glen Isle will be a waterfront development with marinas, the aforementioned hotel, public access beach, adjacent nature preserve, and a tremendous promenade along the Glen Cove Creek, there are very compelling opportunities for businesses to locate at the development. The opportunity to open an array of restaurants, both casual and fine-dining, overlooking the water, and with a landscaped waterfront promenade offering the ability to take a stroll after dinner or while waiting for a table, is compelling. Restaurants at Glen Isle would attract people not only working, living, and staying at the development, but would also serve as an attraction to households from surrounding communities who may decide, after patronizing Glen Isle's retailers, that the development is a compelling environment for their business. They may even decide to live there, or to moor their boat in the marina. The creation of this atmosphere and "sense of place" (both interior and outdoors) at Glen Isle will constitute the "brand" of the development, and present the market with a compelling and unique housing option.

The uses proposed for development at Glen Isle are further enhanced by the close proximity of downtown Glen Cove. We believe that prospective residents will be attracted to the development not only because of the retail conveniences located within the project, but also because it remains close to the established downtown area. Guests of the hotel and visitors to the Glen Isle development (due to the marina, the waterfront promenade, or the beach), will also be likely to patronize the businesses in downtown Glen

Cove, and these retailers will also serve as additional community amenities for those patrons coming to town from outside of the Glen Cove area. Upon completion, it is likely that the Glen Isle development will draw visitors to the town and to the Glen Isle waterfront that have not previously frequented Glen Cove. This is a positive for the development, in general, as more people will be exposed to the residential units being offered there, and to the businesses located there, which are likely to benefit from greater market exposure in the form of visitation from elsewhere within the region. Of course, we also view this as being positive for the overall profile of the City of Glen Cove. This waterfront area, upon completion, will be a signature element to the character of the City, and will undoubtedly be highlighted by residents and businesses as being one of the reasons they have chosen to live there or located their business in the area.

Nevertheless, the number of households residing on the site will be an important factor in the success of all uses at the development, and in fact, will be an important factor in the continuing momentum of occupancy among the residential units themselves. The critical mass of households choosing to live at Glen Isle will establish the development as being viable in the minds of market stakeholders, such as brokers, prospective residents, and businesses considering a location at Glen Isle. The early adopters of this pioneering development's first phase will set the tone for whether additional phases will be feasible, or whether there are enough people living at Glen Isle to support basic retail services. The more successful the initial phases of residential occupancy are, the more likely it will be that the development's subsequent phases can be sold or leased at increasing prices and rents, and that retailers and other businesses will be attracted to the site. Achieving this successful initial occupancy, and then continuing the momentum into a greater diversity of residential development and business occupancy at the site will be among the most important aspects to your development strategy. The essential nature of building this initial critical mass of residents living at Glen Isle provides a compelling reason to drive the removal of uses that would be detrimental to the marketing of Glen Isle.

Positive Features of the Prospective Development

We have identified a number of positive features of the Glen Isle development, which will contribute materially to its marketability for housing uses:

- The property is a unique development site, due to its substantial size and waterfront location. The site is large enough to create a distinctive presence and highly amenitized environment close to Glen Cove's downtown district.
- The site has excellent waterfront views, which will be accentuated by the development's waterfront promenade, marinas, piers, and restored natural beach;
- The mixed-use nature of the development will add value to the residential units there due to the on-site services and conveniences available. Further, due to the density of residential housing, the commercial components to the development will be more viable.
- The critical mass of housing at the Glen Isle site will add to the built-in market for products and services in Glen Cove, in general, and we expect that Glen Isle's proximity to downtown Glen Cove will present new customers for the businesses located there, bolstering the historic downtown's unique sense of place in the long term. With our recommendation of 1,120 households being accommodated at Glen Isle, these residents will welcome the diversity of retail

and entertainment options available to them both on-site and within a close proximity of the development.

- The site will be serviced by a new ferry terminal, and high-speed ferry service is expected to be in operation to and from Manhattan in about 35 minutes, prior to the start of residential marketing; also, three Long Island Railroad stations are within two miles of the property, two of which will have shuttle service to/from the Glen Isle site;
- The site is also within a 35-minute driving time of John F. Kennedy (JFK) International Airport and LaGuardia Airport;
- The general lack of prime land for development in Nassau County increases the opportunity for successful development of the Glen Isle site. The ability to create a large, waterfront, master-planned development of this size is quite rare.

There are also several challenging factors that must be noted, and taken into consideration as you undertake the Glen Isle development:

- Despite the fact that the vast majority of environmental remediation at the site has been completed, the remaining environmental remediation must be completed prior to any marketing efforts being undertaken so that the risk of the site being stigmatized is largely mitigated.
- The site, and both sides of Glen Cove Creek, are presently lined with light-industrial and other uses that are not compatible with residential development. In the recommendations section of this report, we have detailed numerous efforts that must be undertaken prior to the offering of your first residential phases in order to mitigate the effect these present uses will have on the marketability of the Glen Isle development.
- The site's waterfront location on the north shore offers wonderful locational attributes, but the driving time to and from the site within the region is likely to cause some members of the target market to avoid the Glen Isle development. Enhancing the mass transit opportunities from the site, including the proposed Ferry service is the best alternative to mitigate marketing impact related to congestion on Glen Cove Road, and to and from the site in general.
- Real estate taxes on Long Island and in Nassau County are among the highest within the New York City region, and the taxes at Glen Isle are likely to be higher due to the City of Glen Cove's municipal operation of a school district, police and fire departments, and other services.
- The development of Glen Isle will take more than ten years. This introduces significant development risk to the project due to the fact that no person can accurately predict what will occur during this time frame in terms of economic conditions, market conditions, adjacent land uses, or other factors. In this context, conservative underwriting and an aggressive marketing and sales/leasing program can move the development forward more quickly, mitigating some development risk. In addition, changing market conditions may require adjustments to any initially approved master plan to meet future market demands. Over the long-term development of this project, any entitlement risk related to maintaining a marketable mix of uses on the site would be detrimental.

- Greater detail related to the ferry, its schedule of operations, stops, fares, and the actual ferry itself must be determined in order to truly market this as an amenity serving the development and Glen Cove. Our recommendations in this report assume that a high-speed ferry will be in operation at Glen Isle prior to the start of residential marketing, offering direct access to multiple-stops on Manhattan in about 35 minutes travel time, along with potential stops at LaGuardia Airport, CitiField, Westchester County and Connecticut. Our recommendations also assume that the cost to ride the ferry will be within a reasonable range of the cost to take the Long Island Rail Road from Glen Cove (plus or minus 10%). However, should this level of ferry service, or the fares to ride it, be different than your expectations the overall effect on our recommendations would be substantial.

In the balance, the Glen Isle site's positive aspects outweigh the negative aspects to development but for the current state and use of the site. Once environmental remediation is completed, the incompatible light industrial uses relocated and the recommended improvements to the site are made, we are optimistic about the development opportunity. In particular, the development's mixed-use nature and comprehensive master plan, spread over a rare tract of development land, contribute significantly to the overall marketability of Glen Isle and its residential component.

ECONOMIC AND DEMOGRAPHIC OVERVIEW

INTRODUCTION

The subject property is located in the city of Glen Cove, New York in Nassau County. Glen Cove is located on the North Shore of Long Island, bordered by Long Island Sound to the north and the Town of Oyster Bay to the east, south and west.. Nassau County has a total land area of 287 square miles and is bordered by New York City's Queens Borough to the west, Suffolk County to the east, the Long Island Sound to the north, and the Atlantic Ocean to the south.

During the past decade, Long Island's Nassau and Suffolk Counties have successfully transformed from a defense-based economy into a diverse, service-driven workforce with over 43% of the workforce currently employed in service industries. In general, the Nassau/ Suffolk economy is reliant on the long-term health of the New York City economy, including its dependence on financial services industries. Nassau County has benefited from the growth in New York City's finance and service industries due to its direct connection and easy commute to Manhattan by way of the Long Island Railroad and the nearby network of expressways throughout Nassau and Queens Counties. However, the effects of the poor housing market and the ongoing challenges facing the debt markets and financial services sector have negatively impacted the residential and commercial real estate markets in New York State including Nassau and Suffolk Counties. The state's economy has contracted and unemployment rates have been climbing with the rest of the nation. Furthermore, declining state revenues have resulted in unprecedented budget deficits for the year.

EMPLOYMENT

The Nassau-Suffolk economy is heavily reliant on the performance of the financial services industry in New York City and has come to depend on the financial sector for jobs, income and real estate taxes and high employee salaries to elevate retail sales and services. According to the 2000 U.S. Census, 41.0% of Nassau residents, or 256,533 workers, commute to work outside of the County. These commuters predominantly work in New York City with the majority working in Manhattan (94,485), followed by

Queens (66,085), Suffolk County (49,763), Brooklyn (29,681), and the Bronx (6,274). The other nearly 65.0% of the Nassau County workforce, or 190,090 people, consist primarily of those commuting to Nassau County from Suffolk County (90,930), Queens (65,125), and Brooklyn (12,742).

Following modest but steady growth from 2003 to 2007, total employment in the Nassau-Suffolk Metropolitan Division remained stable in 2008 and has since experienced a declining trend. Employment was approximately 1,226,700 in 2009, reflecting a decrease of -37,200 jobs, or -2.9%, from 2008, and 1,196,000 as of February 2010, reflecting a further decrease of -30,700 jobs, or -2.5%, from 2009. The largest decreases from 2008 to February 2010 were in the following sectors: Trade (-17,200 jobs), Construction (-15,700 jobs), Professional and Business Services (-15,700 jobs), Manufacturing (-9,300 jobs) and Leisure and Hospitality Services (-9,000 jobs). Educational and Health Services is the only sector that has experienced moderate job growth since 2008, with a gain of 8,100 jobs as of February 2010.

Overall employment grew at an average annual compounded rate of 0.3% from 1999 to 2009. As in many areas across the nation, historically the most important employment gains in Nassau and Suffolk Counties have been in the services sector. Services increased steadily from 1999 to 2008, adding 71,400 to the Nassau-Suffolk job market, though these gains have been somewhat offset by recent declines in 2009 and early-2010. From 1999 to 2008, Mining and Construction and Government also experienced job growth (with 15,300 new jobs and 17,500 new jobs, respectively). Total employment gains through 2008 were, however, to some extent offset by recurring job losses in the Manufacturing sector (-24,900 jobs), Finance, Insurance and Real Estate (F.I.R.E) sector (-10,300 jobs), and Information sector (-3,700 jobs).

With less reliance on the defense industry, the Nassau-Suffolk employment base has become more diversified over the past ten years. Following the loss of defense jobs that started in the 1980s, the economy has since rebounded with growth in an array of industries, including biotechnology, electronics, instruments and wireless technologies, and the software sectors. Specifically, the bioscience research community, which includes Cold Spring Harbor Laboratory, SUNY Stony Brook, Brookhaven National Lab, and the North Shore Health System, is expected to continue to expand.

THE WEITZMAN GROUP, INC.
Real Estate Consultants

22

TABLE 6
EMPLOYMENT TRENDS
NASSAU-SUFFOLK, NY METROPOLITAN DIVISION

	Total Employment in Thousands											Feb
	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Construction & Mining	57.8	61.2	62.4	64.3	64.3	66.4	66.7	69.8	72.0	73.1	65.1	57.4
Manufacturing	106.2	105.9	98.9	92.1	88.3	88.2	86.9	85.9	83.8	81.3	75.0	72.0
Trade	229.3	234.6	234.7	231.4	234.1	234.6	234.5	234.4	236.5	234.7	221.9	217.5
Transportation + Utilities	38.2	38.9	37.1	36.0	36.2	36.7	36.5	36.3	37.3	37.7	36.2	35.2
Information	30.8	31.9	32.9	32.5	29.1	28.9	29.4	29.2	27.9	27.1	27.6	27.2
F.I.R.E. (1)	85.3	84.0	81.9	82.2	82.7	83.4	81.6	80.4	79.2	75.0	70.3	68.5
Professional + Business Services	149.4	156.7	158.5	154.1	153.4	159.7	159.8	158.6	164.2	163.1	154.0	147.4
Educational + Health Services	179.7	182.6	184.4	191.2	196.8	200.7	203.0	206.2	210.8	215.7	220.3	223.8
Leisure + Hospitality Services	83.2	86.3	88.8	90.1	92.5	95.7	95.8	97.5	99.2	99.4	98.3	90.4
Other Services	48.1	49.1	49.7	50.1	50.7	51.4	51.9	51.9	52.7	53.6	52.7	52.3
Government	185.7	190.2	194.1	196.3	198.9	196.9	198.7	198.7	202.1	203.2	205.3	204.3
Total Non-Farm Employment	1,193.7	1,221.4	1,223.4	1,220.3	1,227.0	1,242.6	1,244.8	1,248.9	1,265.7	1,263.9	1,226.7	1,196.0
Annual Change		2.3%	0.2%	-0.3%	0.5%	1.3%	0.2%	0.3%	1.3%	-0.1%	-2.9%	-2.5%

Source: The Bureau of Labor Statistics; compiled by The Weitzman Group, Inc.

(1) Finance, Insurance, and Real Estate

TABLE 7
EMPLOYMENT TRENDS
NASSAU-SUFFOLK, NY METROPOLITAN DIVISION

	Compounded Annual Change									
	1999- 2009	2000- 2009	2001- 2009	2002- 2009	2003- 2009	2004- 2009	2005- 2009	2006- 2009	2007- 2009	2008- 2009
Construction & Mining	1.2%	0.7%	0.5%	0.2%	0.2%	-0.4%	-0.6%	-2.3%	-4.9%	-10.9%
Manufacturing	-3.4%	-3.8%	-3.4%	-2.9%	-2.7%	-3.2%	-3.6%	-4.4%	-5.4%	-7.7%
Trade	-0.3%	-0.6%	-0.7%	-0.6%	-0.9%	-1.1%	-1.4%	-1.8%	-3.1%	-5.5%
Transportation + Utilities	-0.5%	-0.8%	-0.3%	0.1%	0.0%	-0.3%	-0.2%	-0.1%	-1.5%	-4.0%
Information	-1.1%	-1.6%	-2.2%	-2.3%	-0.9%	-0.9%	-1.6%	-1.9%	-0.5%	1.8%
F.I.R.E. (1)	-1.9%	-2.0%	-1.9%	-2.2%	-2.7%	-3.4%	-3.7%	-4.4%	-5.8%	-6.3%
Professional + Business Services	0.3%	-0.2%	-0.4%	0.0%	0.1%	-0.7%	-0.9%	-1.0%	-3.2%	-5.6%
Educational + Health Services	2.1%	2.1%	2.2%	2.0%	1.9%	1.9%	2.1%	2.2%	2.2%	2.1%
Leisure + Hospitality Services	1.7%	1.5%	1.3%	1.3%	1.0%	0.5%	0.6%	0.3%	-0.5%	-1.1%
Other Services	0.9%	0.8%	0.7%	0.7%	0.6%	0.5%	0.4%	0.5%	0.0%	-1.7%
Government	1.0%	0.9%	0.7%	0.6%	0.5%	0.8%	0.8%	1.1%	0.8%	1.0%
Total Non-Farm Employment	0.3%	0.0%	0.0%	0.1%	0.0%	-0.3%	-0.4%	-0.6%	-1.6%	-2.9%

Source: The Bureau of Labor Statistics; compiled by The Weitzman Group, Inc.

(1) Finance, Insurance, and Real Estate

TABLE 8
EMPLOYMENT TRENDS
NASSAU-SUFFOLK, NY METROPOLITAN DIVISION

Employment Distribution												Feb
	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Construction & Mining	4.8%	5.0%	5.1%	5.3%	5.2%	5.3%	5.4%	5.6%	5.7%	5.8%	5.3%	4.8%
Manufacturing	8.9%	8.7%	8.1%	7.5%	7.2%	7.1%	7.0%	6.9%	6.6%	6.4%	6.1%	6.0%
Trade	19.2%	19.2%	19.2%	19.0%	19.1%	18.9%	18.8%	18.8%	18.7%	18.6%	18.1%	18.2%
Transportation + Utilities	3.2%	3.2%	3.0%	3.0%	3.0%	3.0%	2.9%	2.9%	2.9%	3.0%	3.0%	2.9%
Information	2.6%	2.6%	2.7%	2.7%	2.4%	2.3%	2.4%	2.3%	2.2%	2.1%	2.2%	2.3%
F.I.R.E. (1)	7.1%	6.9%	6.7%	6.7%	6.7%	6.7%	6.6%	6.4%	6.3%	5.9%	5.7%	5.7%
Professional + Business Services	12.5%	12.8%	13.0%	12.6%	12.5%	12.9%	12.8%	12.7%	13.0%	12.9%	12.6%	12.3%
Educational + Health Services	15.1%	15.0%	15.1%	15.7%	16.0%	16.2%	16.3%	16.5%	16.7%	17.1%	18.0%	18.7%
Leisure + Hospitality Services	7.0%	7.1%	7.3%	7.4%	7.5%	7.7%	7.7%	7.8%	7.8%	7.9%	8.0%	7.6%
Other Services	4.0%	4.0%	4.1%	4.1%	4.1%	4.1%	4.2%	4.2%	4.2%	4.2%	4.3%	4.4%
Government	15.6%	15.6%	15.9%	16.1%	16.2%	15.8%	16.0%	15.9%	16.0%	16.1%	16.7%	17.1%
Total Non-Farm Employment	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: The Bureau of Labor Statistics; compiled by The Weitzman Group, Inc.

(1) Finance, Insurance, and Real Estate

UNEMPLOYMENT

Historically, Nassau County has had slightly lower unemployment rates than the Nassau-Suffolk Metropolitan Division and significantly lower unemployment rates than New York City, New York State, and the nation as a whole. The unemployment rate in Nassau County gradually decreased from 4.7% in 2003 to 3.7% in 2007. However by late-2007, Nassau County began to feel the effects of the economic downturn that was sweeping the nation, and has experienced sizeable rises in unemployment over the past two years. As of January 2010, Nassau County's unemployment rate was at a high of 7.4%, which remained below corresponding unemployment rates of 7.8% for the Nassau-Suffolk Metropolitan Division, 9.4% for New York State, 10.5% for New York City, and 10.6% nationally. While unemployment statistics as of February 2010 for Nassau County and the Nassau-Suffolk Metropolitan Division are not yet available, available unemployment statistics as of February 2010 for New York City, New York State and the nation as a whole reflect slight declines from January 2010.

TABLE 9
UNEMPLOYMENT TRENDS

	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Jan	Feb
												2010	2010
Nassau County	3.0%	3.3%	3.7%	4.7%	4.7%	4.5%	4.1%	3.8%	3.7%	4.7%	n/a	7.4%	n/a
New York City	6.9%	5.8%	6.1%	8.0%	8.3%	7.1%	5.8%	5.0%	4.9%	5.4%	9.5%	10.5%	10.2%
Nassau/Suffolk Metro Div	3.3%	3.4%	3.8%	4.7%	4.8%	4.6%	4.2%	3.9%	3.8%	4.9%	n/a	7.8%	n/a
New York State	5.2%	4.5%	4.9%	6.2%	6.4%	5.8%	5.0%	4.6%	4.5%	5.3%	8.4%	9.4%	9.3%
United States	4.2%	4.0%	4.7%	5.8%	6.0%	5.5%	5.1%	4.6%	4.6%	5.8%	9.3%	10.6%	10.4%

Source: The Bureau of Labor Statistics; compiled by The Weitzman Group, Inc.

ECONOMIC OUTLOOK

The economic outlook for the United States is guarded. The National Bureau of Economic Research declared the U.S. economy to have officially been in recession since December 2007. Since that time, the national economy has experienced a significant downturn due in large part to sub prime lending, the loss of 2.7 million jobs, the unstable and inactive credit market and the declining residential market.

In order to mitigate the recession resulting from the credit crunch and fallout of the sub prime market, the Federal Reserve Bank decreased interest rates to a range of 0.25% to 0.00% - their lowest levels in the Bank's history. The Federal Reserve Bank will likely uphold this unprecedented federal funds rate in order to combat continued weakness in the economy, encourage corporate investment and improve current national credit conditions. However, most economists believe that the Fed will start to raise rates later this year. Despite the current challenges the U.S. economy is facing, the national economy emerged from the technical recession in the fourth quarter 2009.

As with the rest of the nation, the near term outlook for Nassau County remains guarded. Although the area is relatively sheltered by its medical and biomedical services, the consensus is still grim because of the downturn in the world economy. Job losses are expected to continue, with the greatest turmoil felt in the manufacturing and financial services sectors. However, many experts believe that employment will start to grow again by the middle of the year. Health care is one of Nassau County's key economic drivers as the county is home to many hospitals and other medical facilities, some of which are among the most prestigious in the country. In the long run, the Nassau County economy should strengthen as it will remain a center of technology and bio-technology given its access to a skilled workforce and financial capital. However, Long Island does face challenges in regard to the continued exodus of its young workforce, due in large part to a lack of housing stock in vibrant downtown settings. The Glen Isle project will help address this demand.

DEMOGRAPHIC TRENDS

According to data provided by DemographicsNow, Inc., Glen Cove's population was 29,005 in 2009, reflecting average annual compounded growth of 1.0% since 2000. Over the next five years, the city's population is expected to increase, albeit at a lower average annual rate of 0.3%. As household trends have mirrored population trends, the average household size in Glen Cove has remained relatively unchanged, and is projected to remain stable over the next five years. Household size in Glen Cove averaged 2.72 persons per household in 2000 and 2.73 persons per household in 2009, and is projected to average 2.72 persons per household over the next five years. Table 9 presents the most recent demographic trends for Glen Cove, Nassau County and the New York-Northern New Jersey-Long Island Metropolitan Statistical Area ("New York MSA").

Compared to Glen Cove, Nassau County as a whole has seen slower growth with a 0.4% compounded annual change in population from 1,334,544 people in 2000 to 1,378,593 people in 2009. Over the next five years, the county's population is projected to slightly decline by -0.2% annually. Household trends have matched population trends, reflecting a stable average household size of 2.93 persons per household; this trend is projected to continue over the near term future with the number of households also projected to decline by -0.2% annually over the next five years. These low to negative growth rates are fairly typical of a mature suburban market where land availability is very limited.

The greater region as represented by the New York MSA has experienced similar demographic trends. Both population and the number of households in the New York MSA have increased modestly since 2000, at an average annual compounded rate of 0.5% to 2009, and this trend is projected to continue over the next five years with forecasted average annual growth of 0.4% through 2014. In the MSA, population is projected to increase from nearly 19.2 million in 2009 to over 19.6 million in 2014, while the number of households is projected to increase from approximately 7.0 million in 2009 to 7.156 million in 2014. The average household size is expected to remain stable at 2.69 persons per household

TABLE 10
POPULATION, HOUSEHOLD AND INCOME TRENDS
GLEN COVE, NASSAU COUNTY AND NY-NORTHERN NJ-LONG ISLAND MSA

	2000	2009	2014 Proj.	Compounded Annual Change	
				2000-2009	2009-2014
City of Glen Cove					
Population	26,622	29,005	29,405	1.0%	0.3%
Households	9,461	10,339	10,484	1.0%	0.3%
Avg. Household Size	2.72	2.73	2.72	0.0%	-0.1%
Avg. Household Income	\$72,983	\$97,033	\$110,509	3.2%	2.6%
Median Household Income	\$56,288	\$75,755	\$86,428	3.4%	2.7%
Nassau County					
Population	1,334,544	1,378,593	1,365,223	0.4%	-0.2%
Households	447,387	462,954	458,521	0.4%	-0.2%
Avg. Household Size	2.93	2.93	2.93	0.0%	0.0%
Avg. Household Income	\$94,929	\$124,881	\$142,327	3.1%	2.6%
Median Household Income	\$72,265	\$94,329	\$107,490	3.0%	2.6%
New York MSA					
Population	18,322,546	19,188,540	19,609,166	0.5%	0.4%
Households	6,676,758	7,000,924	7,156,144	0.5%	0.4%
Avg. Household Size	2.69	2.69	2.69	0.0%	0.0%
Avg. Household Income	\$71,103	\$93,707	\$107,084	3.1%	2.7%
Median Household Income	\$50,186	\$66,468	\$76,097	3.2%	2.7%

Source: *Demographics Now*; compiled by The Weitzman Group, Inc.

In 2009, average household income in Glen Cove was estimated at \$97,033, below Nassau County's corresponding average household income of \$124,881, and moderately above the MSA's average household income of \$93,707. The median household income in Glen Cove in 2009 was estimated at \$75,755, again below Nassau County's corresponding median household income of \$94,329, and above the MSA's median household income of \$66,468. In all three market areas, average and median household income levels have increased at average annual compounded rates of 3.0% to 3.4% from 2000 to 2009, and are projected to increase by 2.6% to 2.7% annually over the next five years through 2014. These income growth rates are indicative of a mature, yet relatively healthy regional economy.

Further evidence of the growth in the local and regional economies is shown in the increasing distribution of households earning over \$100,000 per year. The percentage of households in Glen Cove earning over

\$100,000 increased from 21.9% in 2000 to 36.0% in 2009, reflecting an overall growth rate of 79.4% over the period. Meanwhile, the percentage of households earning over \$100,000 increased from 32.3% in 2000 to 47.3% in 2009 in Nassau County, and from 20.2% in 2000 to 31.4% in 2009 in the New York MSA. The distribution of households earning within this high income bracket is expected to continue to increase in all three areas.

TABLE 11
HOUSEHOLD INCOME DISTRIBUTION
GLEN COVE, NASSAU COUNTY AND NY-NORTHERN NJ-LONG ISLAND MSA

Household Income	2000	2009	2014 Proj.	Compounded Annual Change	
				2000-2009	2009-2014
City of Glen Cove					
\$0 - \$19,999	15.2%	10.6%	8.5%	-3.0%	-4.0%
\$20,000 - \$39,999	19.8%	14.1%	12.0%	-2.8%	-2.9%
\$40,000 - \$74,999	28.6%	24.8%	22.7%	-0.6%	-1.5%
\$75,000 - \$99,999	14.4%	14.5%	14.5%	1.1%	0.3%
\$100,000 +	21.9%	36.0%	42.3%	6.7%	3.5%
Nassau County					
\$0 - \$19,999	11.0%	7.6%	6.3%	-3.7%	-3.9%
\$20,000 - \$39,999	14.1%	10.3%	8.9%	-3.1%	-2.9%
\$40,000 - \$74,999	26.9%	20.1%	17.1%	-2.8%	-3.4%
\$75,000 - \$99,999	15.7%	14.7%	13.9%	-0.3%	-1.3%
\$100,000 +	32.3%	47.3%	53.8%	4.7%	2.4%
New York MSA					
\$0 - \$19,999	21.2%	15.7%	13.6%	-2.7%	-2.5%
\$20,000 - \$39,999	19.9%	15.3%	13.5%	-2.3%	-2.1%
\$40,000 - \$74,999	27.0%	24.3%	22.3%	-0.6%	-1.2%
\$75,000 - \$99,999	11.8%	13.2%	13.3%	1.8%	0.6%
\$100,000 +	20.2%	31.4%	37.3%	5.6%	3.9%

Source: *Demographics Now*; compiled by The Weitzman Group, Inc.

MARKET AREA DEMOGRAPHICS

In analyzing Glen Isle, we have identified two separate market areas from which we believe the majority of demand would be derived for any potential housing development on the site. We have used these market areas as the basis of a demographic analysis to provide background on the demographic trends taking place in Nassau County. These market areas also serve as the basis of our demand analysis for the residential development scenarios, discussed later in this report.

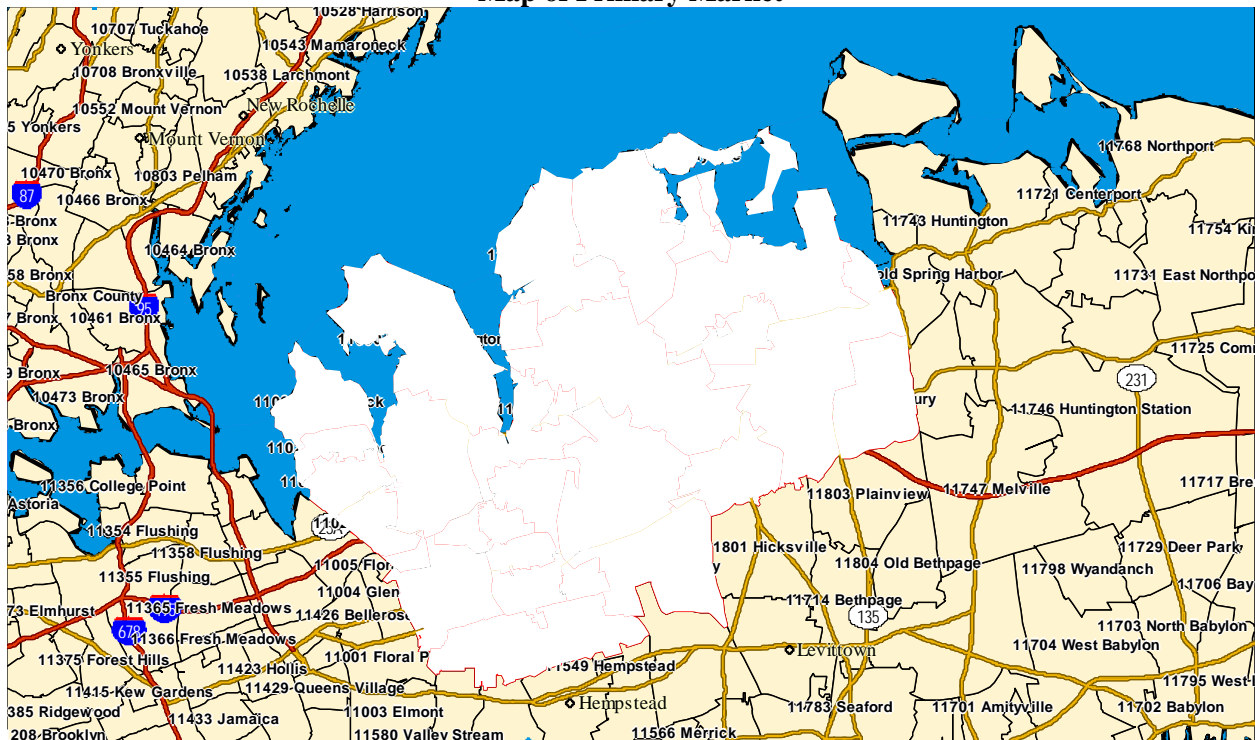
The primary market area covers northern Nassau County and includes the following zip codes and neighborhoods:

PRIMARY MARKET AREA

Zip Code	Neighborhood	Zip Code	Neighborhood
11020	Great Neck	11560	Locust Valley
11021	Great Neck.	11568	Old Westbury
11023	Great Neck	11576	Roslyn
11024	Great Neck	11577	Roslyn Heights
11030	Manhasset	11579	Sea Cliff
11040	New Hyde Park	11590	Westbury
11042	New Hyde Park	11596	Williston Park
11050	Port Washington	11709	Bayville
11501	Mineola	11732	East Norwich
11507	Albertson	11753	Jericho
11514	Carle Place	11765	Mill Neck
11530	Garden City	11771	Oyster Bay
11542	Glen Cove	11791	Syosset
11545	Glen Head	11797	Woodbury
11548	Greenvale		

The primary market is shown in the following map.

Map of Primary Market



The secondary market area consists of the balance of Nassau County. The primary and secondary markets combined correspond to the whole of Nassau County.

A review of population characteristics for the market areas show 1,378,593 residents in Nassau County as of 2009, including 404,673 residents in the primary market. We acknowledge that additional demand may be derived from other areas within the New York City region, although these areas have been excluded from this analysis as they are not directly comparable. However, the option of waterfront living within a vibrant, mixed-use development, with ferry service to Manhattan, will present a compelling option to households from outside of the market areas as well.

The compounded annual growth rates indicate that the population has grown modestly in the primary and secondary markets since 2000. Since 2000, the primary market has experienced compounded annual growth of approximately 0.52% per year, while Nassau County as a whole has experienced lower average growth of 0.36% per year. Per DemographicNow's forecast, the population in both the primary market and overall Nassau County is projected to slightly decline over the next five years, at average annual decline rates of -0.05% and -0.19%, respectively. These trends are reflective of a mature market area.

TABLE 12
POPULATION TRENDS BY MARKET AREA
2000 - 2014

	2000	Estimated 2009	Projected 2014	<i>Compounded Annual Change</i>	
				2000 - 2009	2009 - 2014
Primary Market	386,272	404,673	403,725	0.52%	-0.05%
Primary & Secondary Market (Nassau County)	1,334,544	1,378,593	1,365,223	0.36%	-0.19%

Source: DemographicsNow; compiled by the Weitzman Group, Inc.

The most recent estimates available (2009) have determined that there are approximately 462,954 households in Nassau County and 139,960 households in the primary market. Household trends have roughly mirrored population trends, and are projected to continue to do so over the next five years.

TABLE 13
HOUSEHOLD TRENDS BY MARKET AREA
2000 - 2014

	2000	Estimated 2009	Projected 2014	<i>Compounded Annual Change</i>	
				2000 - 2009	2009 - 2014
Primary Market	133,401	139,960	139,624	0.53%	-0.05%
Primary & Secondary Market (Nassau County)	447,387	462,954	458,521	0.38%	-0.19%

Source: DemographicsNow; compiled by the Weitzman Group, Inc.

The average household size in the primary market has remained stable at 2.84, which is slightly lower than the corresponding household size of 2.93 for all of Nassau County. Both of these figures are above the national average of approximately 2.61 persons per household. Projections estimate that the average household size will remain stable over the next five years.

TABLE 14
HOUSEHOLD SIZE BY MARKET AREA
2000 - 2014

	2000	Estimated 2009	Projected 2014	Compounded Annual Change 2000 - 2009	2009 - 2014
Primary Market	2.84	2.84	2.84	0.02%	0.00%
Primary & Secondary Market (Nassau County)	2.93	2.93	2.93	-0.02%	0.00%

Source: DemographicsNow; compiled by the Weitzman Group, Inc.

A comparison between the age distributions in the market areas indicates that the market areas have a fairly even distribution of population according to age, with the highest percentage of residents aged 35 to 54 years - 48% in the primary market and 49% in all of Nassau County. A further 41% of residents in the primary market and 39% of residents in all of Nassau County are age 55 and over. The following table summarizes the household age distribution by market area.

TABLE 15
2009 HOUSEHOLDERS BY AGE BY MARKET AREA

	Primary Market		Primary & Secondary Market (Nassau County)	
Age 16 to 24	1,057	1%	3,929	1%
Age 25 to 34	13,940	10%	50,512	11%
Age 35 to 44	31,136	22%	108,821	24%
Age 45 to 54	35,988	26%	117,949	25%
Age 55 to 64	23,876	17%	76,240	16%
Age 65 to 74	18,073	13%	56,985	12%
Age 75 and over	15,891	11%	48,518	10%
Total	139,961	100%	462,954	100%

Source: DemographicsNow; compiled by the Weitzman Group, Inc.

The primary market had an estimated median household income of \$108,812 in 2009, which is above the corresponding median household income of \$94,329 for all of Nassau County. Both market areas have shown strong income growth from 2000 to 2009 with compounded annual growth of 3.15% and 3.00%, respectively, and are projected to continue this growth trend at compounded annual growth rates of 2.42% and 2.65%, respectively, through 2014.

TABLE 16
MEDIAN HOUSEHOLD INCOME BY MARKET AREA
2000 - 2014

	2000	Estimated 2009	Projected 2014	Compounded Annual Change 2000 - 2009	2009 - 2014
Primary Market	\$82,299	\$108,812	\$122,657	3.15%	2.42%
Primary & Secondary Market (Nassau County)	\$72,265	\$94,329	\$107,490	3.00%	2.65%

Source: DemographicsNow; compiled by the Weitzman Group, Inc.

An analysis of the households by household income indicates that a substantial amount of wealth is concentrated in the primary and secondary market areas. Approximately 54% of households in the primary market and 47% of households in all of Nassau County have incomes above \$100,000, as indicated in the following table. In addition, 13.2% of the primary market and 8.2% of Nassau County have incomes above \$250,000.

TABLE 17
HOUSEHOLDS BY HOUSEHOLD INCOME BY MARKET AREA
2009

Income Range	Primary Market		Primary & Secondary Market (Nassau County)	
Under \$50,000	28,465	20.3%	108,057	23.3%
\$ 50,000 to \$ 74,999	18,286	13.1%	67,710	14.6%
\$ 75,000 to \$ 99,999	17,810	12.7%	68,086	14.7%
\$100,000 to \$149,999	28,594	20.4%	104,067	22.5%
\$150,000 to \$249,999	28,337	20.2%	76,881	16.6%
\$250,000 to \$499,999	16,992	12.1%	35,092	7.6%
\$500,000 and Over	1,475	1.1%	3,061	0.7%
Total	139,959	100.0%	462,954	100.0%

Source: DemographicsNow; compiled by the Weitzman Group, Inc.

Demographic projections estimate the number of households earning incomes over \$250,000 in 2014 will be 50,517 within Nassau County. Based upon current 2009 estimates totaling 38,153 households earning incomes at these levels, significant growth is projected during the coming five years among households with this earning power. Their numbers are projected to grow by a compounded annual rate of 5.77% through 2014. This is quite positive for Glen Isle development's prospects.

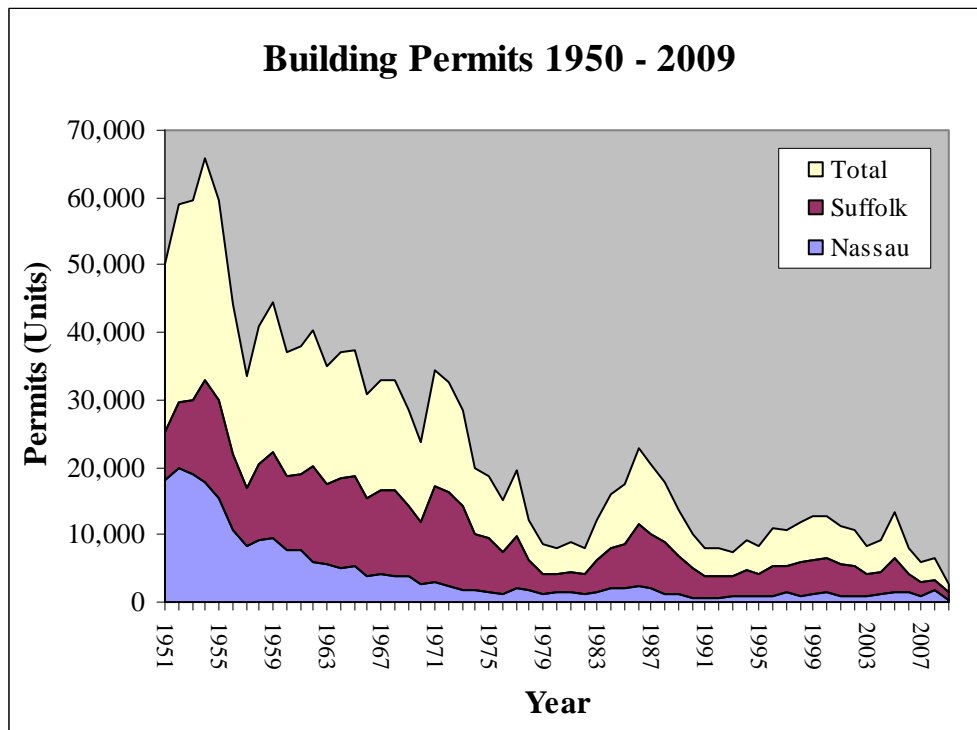
FOR-SALE HOUSING MARKET OVERVIEW

Nassau County / Long Island Residential Markets

Housing throughout Long Island including Nassau County consists predominantly of owner-occupied detached single-family structures. Although there are luxury homes throughout parts of Nassau and Suffolk Counties, there is a limited supply of luxury condominiums within a private, amenitized community. Overall, throughout Long Island there has been very limited construction of condominium developments, especially with views of Long Island Sound. Furthermore, much of the recent multi-unit development in the area has been age-restricted housing.

As indicated in the chart below and in the tables on the following pages, the construction of new housing units, as indicated by the number of housing unit permits granted annually, has fluctuated in Nassau and Suffolk Counties since 1980, showing a slow down during periods of soft demand (e.g. early 1980s and early 1990s), followed by a rebound during periods of increased demand (e.g. mid- to late 1980s, particularly 1986 to 1988). More recently, however, new supply has been constrained by the lack of available developable land and, most recently, by weakened economic conditions including a decline in the residential market and a lack of available financing. The level of new housing unit permits authorized during the late 1990s through the present time has been approximately half of the peak levels of the mid- to late-1980s, with a precipitous drop in the past year.

BUILDING PERMITS IN NASSAU AND SUFFOLK COUNTY, 1950 – 2009



Source: U.S. Census Bureau- Construction Statistics Division- Building Permits Branch. Prepared by the Suffolk County Planning Department / Long Island Regional Planning Board; Compiled by The Weitzman Group, Inc.

As seen in the following table, 51,320 new housing units were issued in Suffolk County and 16,112 new housing units were issued in Nassau County over the past 14 years (i.e. from 1996 to 2009). From 1996 through 2009, a total of 3,369 units were permitted in the Town of Oyster Bay and 860 units were permitted in the Town of North Hempstead. For the City of Glen Cove, permits were issued for 405 new units since 1996. New housing units over the past 14 years correspond to an average of 1,151 units per year in Nassau County, 3,666 units per year in Suffolk County, and 29 units per year in the City of Glen Cove.

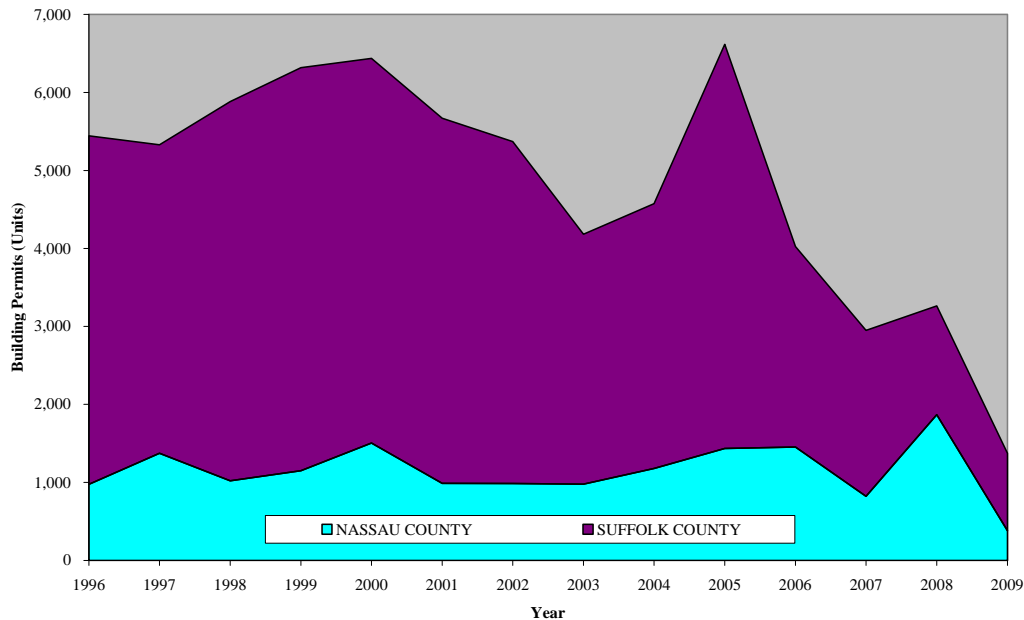
TABLE 18
NEW RESIDENTIAL HOUSING UNITS AUTHORIZED BY BUILDING PERMIT
NASSAU AND SUFFOLK COUNTIES, NEW YORK

	ALL HOUSING UNITS														Average /	
	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>Total</u>	<u>Year</u>
City of Glen Cove	56	94	34	39	48	28	26	6	18	13	31	5	4	3	405	29
Town of Oyster Bay	386	141	242	272	596	325	156	67	89	170	284	149	397	95	3,369	241
Town of North Hempstead	29	55	55	81	46	57	71	122	104	96	74	18	38	14	860	61
NASSAU COUNTY	976	1,372	1,021	1,151	1,506	989	985	978	1,177	1,435	1,452	822	1,868	380	16,112	1,151
SUFFOLK COUNTY	4,469	3,957	4,860	5,167	4,932	4,680	4,384	3,204	3,397	5,183	2,573	2,126	1,396	992	51,320	3,666
NASSAU-SUFFOLK	5,445	5,329	5,881	6,318	6,438	5,669	5,369	4,182	4,574	6,618	4,025	2,948	3,264	1,372	67,432	4,817

Source: U.S. Census Bureau - Construction Statistics Division - Building Permits Branch
Prepared by the Suffolk County Planning Department/Long Island Regional Planning Board; Compiled by the Weitzman Group, Inc.

NEW RESIDENTIAL UNITS BY BUILDING PERMIT 1996- 2009

SUFFOLK & NASSAU COUNTIES 1996 - 2009
Permits (Units)



Source: U.S. Census Bureau- Construction Statistics Division- Building Permits Branch. Prepared by the Suffolk County Planning Department / Long Island Regional Planning Board; Compiled by The Weitzman Group, Inc.

As shown in the following table, of the 405 new units built in Glen Cove over the past 14 years, 243 units (60%) have been in single-family structures and 84 units (21%) have been in two-family structures. Only 74 units (18%) were in structures of five units or more. The vast majority of housing built in Suffolk and Nassau counties is also comprised of single-family homes.

TABLE 19
Permits (Units) by Housing Type , Suffolk & Nassau County, 1996 - 2009

	One-Family Houses		Two-Family Houses		Three and Four-Family Houses		Five or More-Family Houses		Total	
	1996 - 2009		1996 - 2009		1996 - 2009		1996 - 2009			
City of Glen Cove	243	60%	84	21%	4	1%	74	18%	405	100%
Town of Oyster Bay	1,904	57%	12	0%	11	0%	1,442	43%	3,369	100%
Town of North Hempstead	860	100%	0	0%	0	0%	0	0%	860	100%
SUFFOLK COUNTY	42,606	83%	1,170	2%	698	1%	6,665	13%	51,139	100%
NASSAU COUNTY	11,013	68%	608	4%	77	0%	4,414	27%	16,112	100%

Source: U.S. Census Bureau - Construction Statistics Division - Building Permits Branch; Compiled by The Weitzman Group, Inc.

According to statistics compiled by Miller Samuel Inc., the average residential sale price in Long Island (excluding the Hamptons and North Fork areas) was \$427,530 in the fourth quarter of 2009, reflecting declines of -5.0% from the fourth quarter of 2008 and -14.6% from the fourth quarter of 2007. From the fourth quarter of 2007, the average condominium sale price has declined -10.8% to \$301,033, and the average one- to three-family sale price has declined -15.4% to \$447,608 in the fourth quarter of 2009. The overall average residential sale price in Nassau County alone has similarly declined -15.3% from \$574,926 in the fourth quarter of 2007 to \$487,046 in the fourth quarter of 2009, and the average residential sale price in the Nassau North Shore submarket area has declined -16.4% from \$938,820 in the fourth quarter of 2007 to \$785,287 in the fourth quarter of 2009.

The median sale price has had similar declines. In the fourth quarter of 2009, the median residential sale price in Long Island was \$361,000 reflecting declines of -4.2% from the fourth quarter of 2008 and -14.0% from the fourth quarter of 2007. Over the two year period from the fourth quarter of 2007 to the fourth quarter of 2009, the median condominium sale price declined -10.7% to \$250,000, and the median one- to three-family sale price declined -12.8% to \$375,000. The median residential sale price in Nassau County similarly declined by -13.0% from \$460,000 in the fourth quarter of 2007 to \$400,000 in the fourth quarter of 2009, and the median residential sale price in the Nassau North Shore area declined -13.8% from \$725,000 in the fourth quarter of 2007 to \$625,000 in the fourth quarter of 2009.

While residential prices continued to decline in the fourth quarter of 2009, sales activity significantly increased owing to increased affordability, low mortgage interest rates, and the first-time buyer federal tax credit program. According to the Miller Samuel statistics, there were 5,935 residential sales in Long Island in the fourth quarter of 2009, which was 34.1% higher than the 4,427 sales in the fourth quarter of 2008 and 29.5% higher than the 4,584 sales in the fourth quarter of 2007. Of the 5,935 sales in the fourth quarter of 2009, 813 sales (13.7%) were of condominiums and 5,122 sales (86.3%) were of one- to three-family homes. From the fourth quarter of 2007 to the fourth quarter of 2009, the number of condominium sales increased 17.8% and the number of one- to three-family home sales increased 31.5%. The number of residential sales in Nassau County increased 24.8% from 2,243 sales in the fourth quarter of 2007 to 2,800 sales in the fourth quarter of 2009, and the number of residential sales in the Nassau North Shore

area increased 26.9% from 435 sales in the fourth quarter of 2007 to 552 sales in the fourth quarter of 2009.

The residential market statistics for Long Island (excluding the Hamptons and North Fork areas) from the fourth quarter of 2007 to the fourth quarter of 2008, as compiled by Miller Samuel, Inc., are summarized in the following table; these statistics include a breakout of the condominium, one- to three-family home and luxury markets, as well as a geographical breakout of the Nassau County and Nassau North Shore submarket areas.

TABLE 20
RESIDENTIAL MARKET STATISTICS: 4TH QUARTER 2007 - 4TH QUARTER 2009

Long Island (1)												
Total			Condo Market		1-3 Family Market		Luxury Market		Nassau County		Nassau North Shore (2)	
% Chg			% Chg		% Chg		% Chg		% Chg		% Chg	
AVERAGE RESIDENTIAL SALES PRICE												
4Q 2007	\$500,386	---	\$337,459	---	\$529,256	---	\$1,274,759	---	\$574,926	---	\$938,820	---
4Q 2008	\$450,228	-10.0%	\$316,848	-6.1%	\$472,647	-10.7%	\$1,196,532	-6.1%	\$518,275	-9.9%	\$874,784	-6.8%
4Q 2009	\$427,530	-5.0%	\$301,033	-5.0%	\$447,608	-5.3%	\$1,126,241	-5.9%	\$487,046	-6.0%	\$785,287	-10.2%
1Q 2009	\$416,646	---	\$286,113	---	\$436,009	---	\$1,099,310	---	\$476,596	---	\$861,260	---
2Q 2009	\$423,344	1.6%	\$313,646	9.6%	\$440,499	1.0%	\$1,116,374	1.6%	\$485,236	1.8%	\$914,185	6.1%
3Q 2009	\$446,790	5.5%	\$317,154	1.1%	\$465,358	5.6%	\$1,167,917	4.6%	\$513,885	5.9%	\$839,699	-8.1%
4Q 2009	\$427,530	-4.3%	\$301,033	-5.1%	\$447,608	-3.8%	\$1,126,241	-3.6%	\$487,046	-5.2%	\$785,287	-6.5%
MEDIAN RESIDENTIAL SALES PRICE												
4Q 2007	\$420,000	---	\$280,000	---	\$430,000	---	\$1,077,500	---	\$460,000	---	\$725,000	---
4Q 2008	\$377,000	-10.2%	\$255,000	-8.9%	\$390,000	-9.3%	\$940,000	-12.8%	\$415,000	-9.8%	\$674,000	-7.0%
4Q 2009	\$361,000	-4.2%	\$250,000	-2.0%	\$375,000	-3.8%	\$912,500	-2.9%	\$400,000	-3.6%	\$625,000	-7.3%
1Q 2009	\$355,000	---	\$240,000	---	\$370,000	---	\$895,000	---	\$396,063	---	\$653,000	---
2Q 2009	\$360,000	1.4%	\$264,000	10.0%	\$374,000	1.1%	\$875,000	-2.2%	\$395,000	-0.3%	\$683,000	4.6%
3Q 2009	\$375,000	4.2%	\$256,250	-2.9%	\$387,500	3.6%	\$940,000	7.4%	\$413,000	4.6%	\$655,000	-4.1%
4Q 2009	\$361,000	-3.7%	\$250,000	-2.4%	\$375,000	-3.2%	\$912,500	-2.9%	\$400,000	-3.1%	\$625,000	-4.6%
NUMBER OF SALES												
4Q 2007	4,584	---	690	---	3,894	---	458	---	2,243	---	435	---
4Q 2008	4,427	-3.4%	637	-7.7%	3,790	-2.7%	443	-3.3%	2,168	-3.3%	418	-3.9%
4Q 2009	5,935	34.1%	813	27.6%	5,122	35.1%	594	34.1%	2,800	29.2%	552	32.1%
1Q 2009	2,872	---	371	---	2,501	---	288	---	1,364	---	216	---
2Q 2009	3,956	37.7%	535	44.2%	3,421	36.8%	396	37.5%	2,017	47.9%	283	31.0%
3Q 2009	5,603	41.6%	702	31.2%	4,902	43.3%	560	41.4%	2,765	37.1%	589	108.1%
4Q 2009	5,935	5.9%	813	15.8%	5,122	4.5%	594	6.1%	2,800	1.3%	552	-6.3%

(1) Market includes sales in Nassau & Suffolk Counties, excluding sales in The Hamptons and North Fork areas.

(2) Nassau North Shore in Nassau County extends from Kings Point to Laurel Hollow, north of the Long Island Expressway and Route 25

Source: Miller Samuel Inc. in conjunction with Prudential Douglas Elliman; compiled by The Weitzman Group, Inc.

With respect to the luxury market, defined as sales priced at \$699,000 and over, the number of residential sales in Long Island increased 29.7% from 458 sales in the fourth quarter of 2007 to 594 sales in the fourth quarter of 2009; over the same period, the corresponding average and median sale prices declined by -11.7% and -15.3%, respectively.

As the number of sales has significantly increased, the listing inventory has moderately declined over the past year. According to Miller Samuel, in the fourth quarter of 2009, there were 19,450 residential listings in Long Island, including 8,116 listings in Nassau County, reflecting declines of -6.2% and -5.5%, respectively, compared to the fourth quarter of 2008, and declines of -12.3% and -14.4%, respectively, compared to the previous third quarter of 2009.

TABLE 21
LISTING INVENTORY

	Long Island (1)		Nassau County	
4Q 2007	20,801	---	8,376	---
4Q 2008	20,730	-0.3%	8,592	2.6%
4Q 2009	19,450	-6.2%	8,116	-5.5%
1Q 2009	22,942	---	9,843	---
2Q 2009	23,485	2.4%	10,296	4.6%
3Q 2009	22,170	-5.6%	9,485	-7.9%
4Q 2009	19,450	-12.3%	8,116	-14.4%

(1) Market includes sales in Nassau & Suffolk Counties, excluding sales in The Hamptons and North Fork areas.

Source: Miller Samuel Inc. in conjunction with Prudential Douglas Elliman; compiled by The Weitzman Group, Inc.

Similar to the statistics compiled by Miller Samuel Inc., statistics compiled by the Long Island Multiple Listing Service (MLS) also reflect a trend of increasing residential sales activity in Nassau County over the last several months. For the 12-month period ending January 2010, there were 9,468 residential closed sales (transacted through the MLS) in Nassau County, reflecting a 5.2% increase over the previous 12-month period ending January 2009. An analysis of the monthly data shows that while the number of closed sales was down between February and May of 2009 compared to the same months in 2008, the number of closings over the summer of 2009 remained relatively stable, and the number of closings between September 2009 and January 2010 reflected increases of 8.4% to 47.0% compared to the same months in the previous year. As of January 2010, the most recent month for which statistics are available, there were 689 closed residential sales in Nassau County - 37.0% higher than the 503 closed sales in January 2009 and 11.9% higher than the 616 closed sales in January 2008. Of the 689 closed sales in January 2010, 613 (89%) were of one- to four-family homes, 27 (4%) were of condominiums and townhouses, and 49 (7%) were of coop units.

We note that some of the recent sales transaction activity was likely due to the availability of federal tax credits available to first-time homebuyers, which have reportedly contributed to spikes in home purchasing throughout the United States as the expiration date of the offer approached.

While the level of residential sales activity in Nassau County began to rebound starting in mid-2009, residential prices generally remained depressed throughout most of the year, although there were signs of improvement towards the end of the year. Between February and October 2009, median and average sale

prices reflected declines of -5.0% to -30.2% compared to the same months in 2008. In November 2009, both the median and average sale prices reflected a decline of -1.2% compared to prices in November 2008. In December 2009, the average price remained essentially unchanged compared to the average price in December 2008, while the median price was -2.0% lower. The most recent available statistics for January 2010 reflect increases in median and average sale prices of 7.1% and 9.9%, respectively, compared to the prices in January 2009. Overall, over the 12 month period ending January 2010, the median sales price was -7.6% lower than that in the previous year and the average sales price was -12.7% lower.

The residential market statistics for Nassau County as of January 2010, as compiled by the Long Island MLS, are summarized in the following tables and charts.

TABLE 22
NUMBER CLOSED SALES - ALL PROPERTY TYPES
NASSAU COUNTY, NEW YORK

Month	Current Year	Previous Year	One Year Change
Feb-09	444	579	-23.3%
Mar-09	491	616	-20.3%
Apr-09	604	637	-5.2%
May-09	618	724	-14.6%
Jun-09	888	880	0.9%
Jul-09	978	971	0.7%
Aug-09	975	979	-0.4%
Sep-09	915	844	8.4%
Oct-09	986	866	13.9%
Nov-09	972	661	47.0%
Dec-09	908	742	22.4%
Jan-10	689	503	37.0%
12 Mo Avg	9,468	9,002	5.2%

Source: Long Island MLS; compiled by The Weitzman Group, Inc.

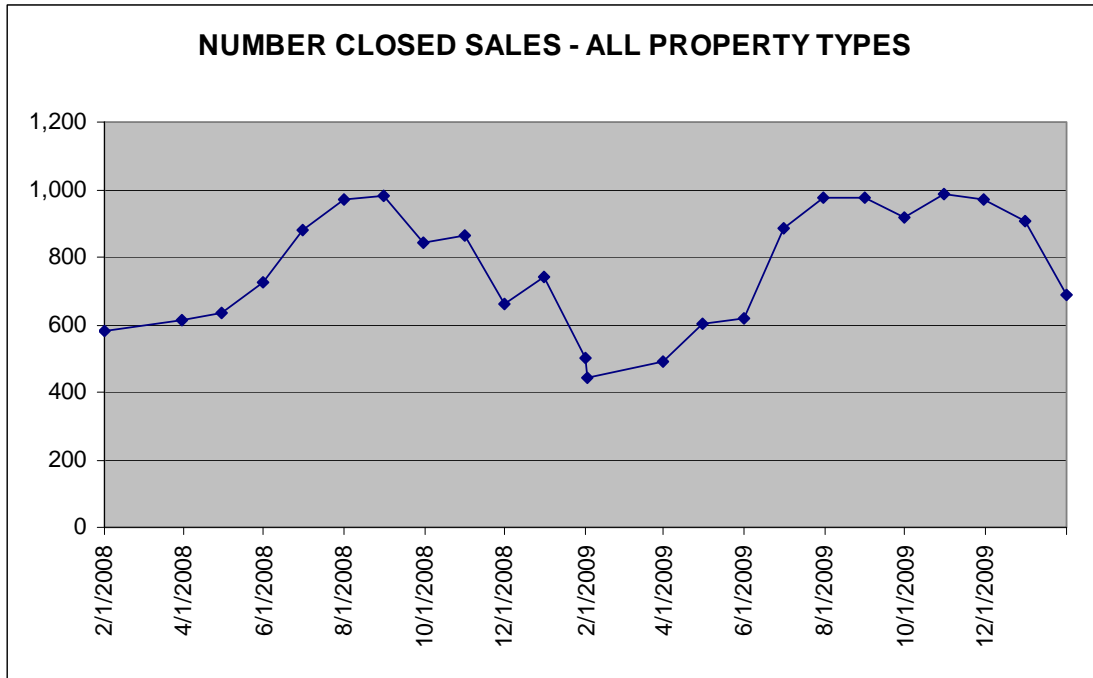


TABLE 23
MEDIAN SALES PRICE OF CLOSED SALES - ALL PROPERTY TYPES
NASSAU COUNTY, NEW YORK

Month	Current Year	Previous Year	One Year Change
Feb-09	\$399,500	\$458,250	-12.8%
Mar-09	\$405,000	\$440,000	-8.0%
Apr-09	\$376,500	\$443,000	-15.0%
May-09	\$399,000	\$440,000	-9.3%
Jun-09	\$407,750	\$450,000	-9.4%
Jul-09	\$410,000	\$460,000	-10.9%
Aug-09	\$417,500	\$472,250	-11.6%
Sep-09	\$400,000	\$441,500	-9.4%
Oct-09	\$400,000	\$421,000	-5.0%
Nov-09	\$405,000	\$410,000	-1.2%
Dec-09	\$400,000	\$408,000	-2.0%
Jan-10	\$412,500	\$385,000	7.1%
12 Mo Avg	\$402,729	\$435,750	-7.6%

Source: Long Island MLS; compiled by The Weitzman Group, Inc.

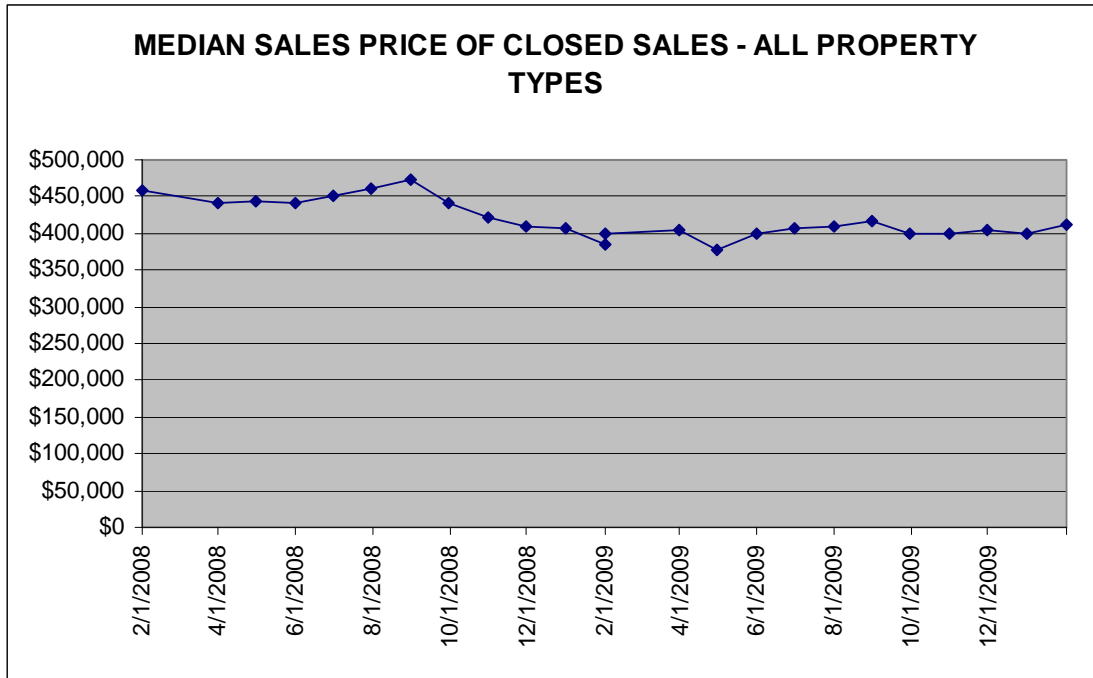


TABLE 24
AVERAGE SALES PRICE OF CLOSED SALES - ALL PROPERTY TYPES
NASSAU COUNTY, NEW YORK

Month	Current Year	Previous Year	One Year Change
Feb-09	\$458,886	\$576,527	-20.4%
Mar-09	\$477,447	\$585,589	-18.5%
Apr-09	\$435,116	\$623,336	-30.2%
May-09	\$493,053	\$580,482	-15.1%
Jun-09	\$509,370	\$572,023	-11.0%
Jul-09	\$506,163	\$581,889	-13.0%
Aug-09	\$517,989	\$652,469	-20.6%
Sep-09	\$509,738	\$567,459	-10.2%
Oct-09	\$468,413	\$535,091	-12.5%
Nov-09	\$485,134	\$491,146	-1.2%
Dec-09	\$509,176	\$509,070	0.0%
Jan-10	\$536,074	\$487,588	9.9%
12 Mo Avg	\$492,213	\$563,556	-12.7%

Source: Long Island MLS; compiled by The Weitzman Group, Inc.

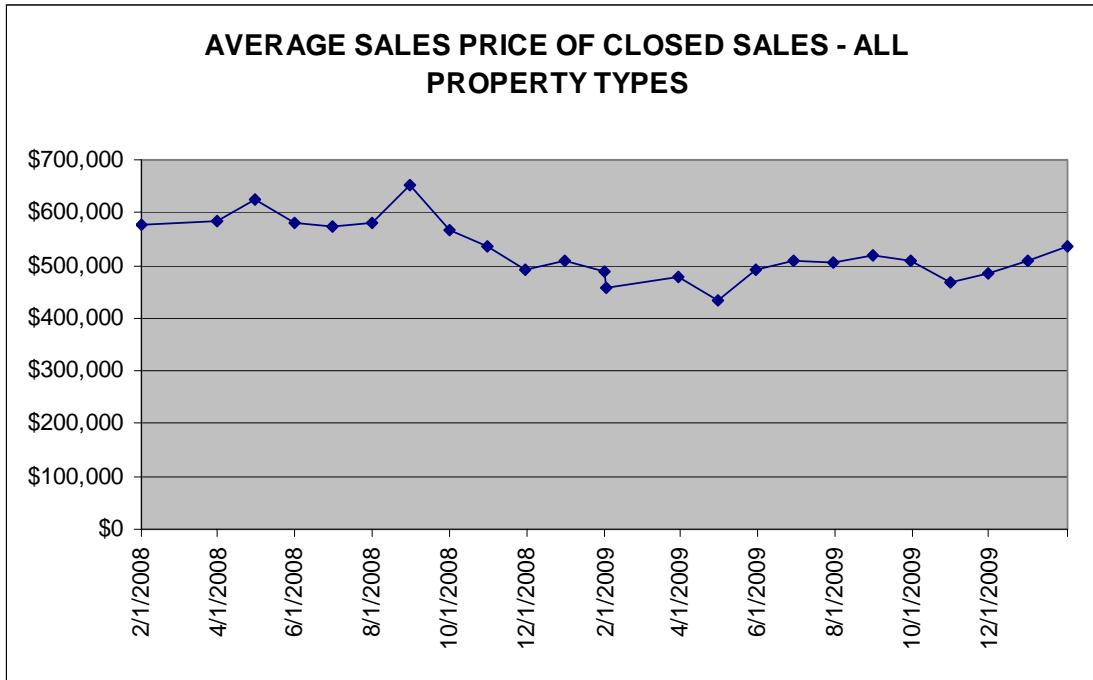


TABLE 25
CLOSED SALES - BY PROPERTY TYPE
NASSAU COUNTY, NEW YORK

	Jan-08	Jan-09	% Change Jan 08-09	Jan-10	% Change Jan 09-10
1-4 Family	539	441	-18.2%	613	39.0%
Condo-Townhouse	20	18	-10.0%	27	50.0%
Co-op	57	44	-22.8%	49	11.4%
All Property Types	616	503	-18.3%	689	37.0%

Source: Long Island MLS; compiled by The Weitzman Group, Inc.

TABLE 26
MEDIAN SALES PRICE OF CLOSED SALES - BY PROPERTY TYPE
NASSAU COUNTY, NEW YORK

	Jan-08	Jan-09	% Change Jan 08-09	Jan-10	% Change Jan 09-10
1-4 Family	\$462,000	\$400,500	-13.3%	\$430,000	7.4%
Condo-Townhouse	\$497,500	\$372,500	-25.1%	\$350,000	-6.0%
Co-op	\$225,000	\$200,000	-11.1%	\$220,000	10.0%
All Property Types	n/a	\$385,000	---	\$412,500	7.1%

Source: Long Island MLS; compiled by The Weitzman Group, Inc.

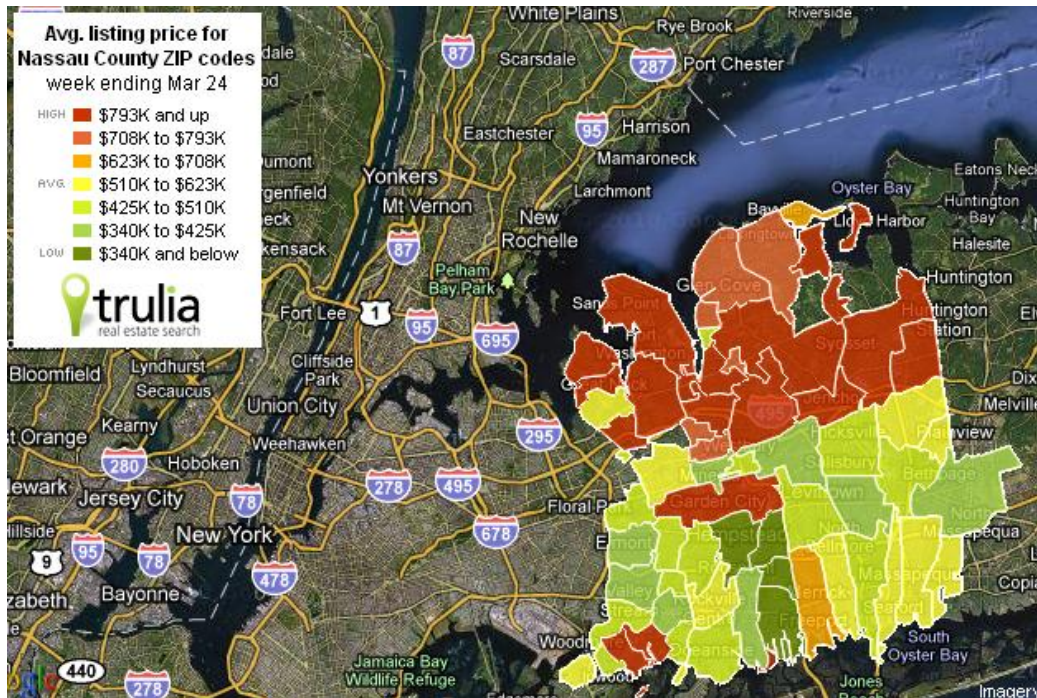
TABLE 27
AVERAGE SALES PRICE OF CLOSED SALES - BY PROPERTY TYPE
NASSAU COUNTY, NEW YORK

	Jan-08	Jan-09	% Change Jan 08-09	Jan-10	% Change Jan 09-10
1-4 Family	\$655,794	\$517,514	-21.1%	\$565,281	9.2%
Condo-Townhouse	\$630,575	\$446,889	-29.1%	\$384,282	-14.0%
Co-op	\$242,801	\$206,336	-15.0%	\$255,531	23.8%
All Property Types	n/a	\$487,588	---	\$536,074	9.9%

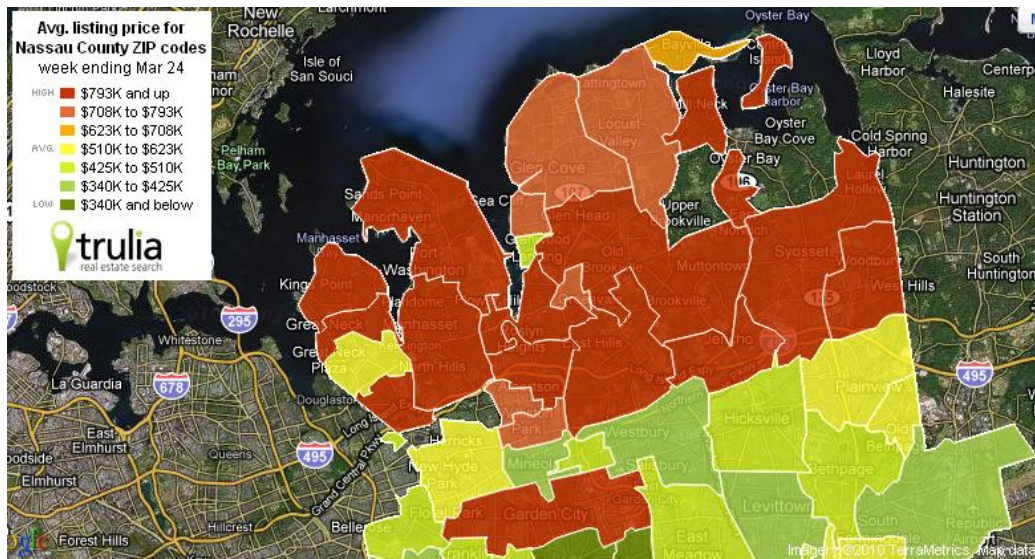
Source: Long Island MLS; compiled by The Weitzman Group, Inc.

The following maps are color coded according to the average list prices for each zip code within Nassau County for the week ending March 24, 2010. The first map shows most of the county and indicates that the areas with the highest home prices are generally in the northern part of the county. Much of this area has average list prices of \$793,000 and over.

The areas shown in the second map focuses on the central and northern part of Nassau County. As shown in the map, the average list prices in the Glen Cove, Sea Cliff, Lattingtown and Locust Valley areas have average list prices of between \$708,000 and \$793,000, while much of the area to the south and west have average list prices of \$793,000 and over.



Source: Trulia.com



Source: Trulia.com

Nicknamed the Gold Coast, the North Shore of Long Island includes some of the region's most affluent neighborhoods. The area does, however, include a diversified mix of housing. Residential market statistics by neighborhood, as compiled by Daniel Gale Sotheby's, illustrate this characteristic. Per Daniel Gale Sotheby's Glen Head / Old Brookville and Sea Cliff market report, this area's average sales price was \$916,094 in 2009 (reflecting a decrease of -24.8% from 2008) based upon a total of 451 sales. Among the defined 20 neighborhoods or submarkets comprising this area (with Glen Cove being the largest in terms of number of sales), the average 2009 sales prices ranged from a low of \$458,779 (in Bayville) to a high of \$3,350,000 (in Matinecock). Similarly, the median 2009 sales prices ranged from a low of \$415,000 (in Greenvale) to a high of \$3,350,000 (in Matinecock). The highest sale price in 2009 ranged from a low of \$800,000 (in Bayville) to a high of \$9,000,000 (in Matinecock). In Glen Cove, based upon a total of 129 sales, the average 2009 sale price was \$538,831 (down -4.0% from 2008), the median 2009 sales price was \$415,000 (down -12.6% from 2008), and the highest 2009 sales price was \$2,300,000.

Similarly in the Port Washington area located directly to the west, among the defined ten submarkets comprising this market area (with Port Washington being the largest by far in terms of number of sales), in 2009 the average sales prices ranged from a low of \$489,625 to a high of \$2,155,294, the median sales prices ranged from a low of \$507,500 to a high of \$1,900,000, and the highest sale price ranged from a low of \$710,000 to a high of \$6,000,000. In each instance, the low end of the price range was in Manorhaven and the high end was in Sands Point. In Port Washington, which is deemed to be a comparable location to Glen Cove, in 2009 the average sale price was \$715,465, the median sales price was \$702,788, and the highest sales price was \$1,675,000. For the greater Port Washington market, as defined by Daniel Gale Sotheby's, the area's average sales price was \$856,208 in 2009 (reflecting a decrease of -5.1% from 2008) based upon a total of 292 sales.

The residential market statistics from Daniel Gale Sotheby's, as derived from their 2009 reports for Glen Head/Old Brookville & Sea Cliff and Port Washington, are summarized in the following table, showing the respective offices' sales activity by neighborhood for 2008 and 2009. A map of average sale prices in 2009 is presented on the page thereafter.

THE WEITZMAN GROUP, INC.
Real Estate Consultants

43

TABLE 28
RESIDENTIAL MARKET ACTIVITY BY SUBMARKET: GLEN COVE AND PORT WASHINGTON AREAS
2008 & 2009

	Number of Sales		Days on Market		Average Price		Median Price		Highest Price		Listed Properties	
	2008	2009	2008	2009	2008	2009	2008	2009	2008	2009	2008	2009
Glen Head/Old Brookville & Sea Cliff Report:												
Glen Cove	125	129	148	148	\$561,470	\$538,831	\$475,000	\$415,000	\$1,890,000	\$2,300,000	180	164
Glen Head / Glenwood Landing	65	48	112	117	\$699,623	\$571,760	\$583,600	\$545,750	\$2,675,000	\$983,000	34	42
Oyster Bay	38	37	128	130	\$635,608	\$595,824	\$537,500	\$540,000	\$1,927,000	\$1,850,000	65	55
Bayville	27	34	95	112	\$570,111	\$458,779	\$525,000	\$431,250	\$929,000	\$800,000	34	40
Sea Cliff	65	32	122	113	\$731,015	\$598,344	\$660,000	\$545,000	\$2,100,000	\$1,225,000	19	40
Muttontown	28	27	175	124	\$1,963,043	\$1,673,296	\$1,525,000	\$1,312,500	\$6,025,000	\$3,700,000	51	39
Locust Valley	29	24	191	137	\$758,517	\$658,525	\$600,000	\$537,000	\$2,800,000	\$1,985,000	48	50
East Norwich	25	20	97	91	\$585,080	\$583,250	\$575,000	\$567,500	\$870,000	\$850,000	9	13
Old Westbury	23	19	163	130	\$2,381,022	\$2,550,263	\$2,000,000	\$1,575,000	\$7,575,000	\$9,000,000	67	62
Brookville	16	14	131	170	\$1,904,844	\$1,845,714	\$1,862,500	\$1,680,000	\$3,600,000	\$3,440,000	27	32
Lattingtown	16	14	156	149	\$2,124,938	\$1,208,300	\$1,350,000	\$1,145,000	\$13,000,000	\$3,391,200	22	23
Old Brookville	23	14	348	157	\$2,703,217	\$2,219,186	\$2,400,000	\$2,000,000	\$5,000,000	\$4,800,000	45	44
Oyster Bay Cove	21	14	140	238	\$2,538,686	\$1,927,501	\$1,685,000	\$1,697,500	\$17,500,000	\$3,100,000	39	43
Upper Brookville	8	6	141	94	\$2,537,625	\$1,935,750	\$2,337,500	\$1,775,000	\$4,900,000	\$2,850,000	24	24
Greenvale	9	5	148	62	\$603,000	\$523,760	\$507,000	\$415,000	\$1,200,000	\$1,075,000	4	9
Cove Neck	2	4	589	159	\$2,600,000	\$2,077,500	\$2,600,000	\$2,150,000	\$4,100,000	\$3,050,000	6	6
Centre Island	7	3	345	153	\$4,651,851	\$1,111,667	\$2,235,000	\$780,000	\$12,500,000	\$1,835,000	12	15
Mill Neck	13	3	168	101	\$3,537,885	\$982,333	\$3,250,000	\$1,225,000	\$7,575,000	\$1,260,000	21	23
Matinecock	6	2	224	418	\$3,679,167	\$3,350,000	\$4,100,000	\$3,350,000	\$4,375,000	\$4,100,000	14	17
Roslyn Harbor	8	2	213	51	\$1,751,613	\$987,500	\$1,615,000	\$987,500	\$2,650,000	\$1,050,000	10	8
Sub-Total / Average	554	451	153	135	\$1,217,705	\$916,094					731	749
					% Change:	-24.8%						
Port Washington Report:												
Port Washington	157	162	122	161	\$764,494	\$715,465	\$725,000	\$702,788	\$2,100,000	\$1,675,000	127	110
Manorhaven	20	20	157	171	\$520,100	\$489,625	\$525,000	\$507,500	\$670,000	\$710,000	25	17
Estates Area (Manhasset Bay, Port	24	19	119	148	\$921,979	\$919,053	\$875,000	\$875,000	\$1,850,000	\$1,372,500	8	8
Salem	24	17	104	96	\$761,115	\$699,088	\$745,000	\$700,000	\$1,190,000	\$995,000	8	3
Sands Point	14	17	177	147	\$2,419,732	\$2,155,294	\$2,250,000	\$1,900,000	\$5,100,000	\$6,000,000	27	27
Soundview	9	14	100	130	\$761,056	\$691,750	\$787,000	\$707,500	\$822,500	\$820,000	5	4
Beacon Hill/Monfort Hills	5	13	123	184	\$922,500	\$1,032,869	\$932,500	\$1,075,000	\$1,215,000	\$1,535,000	4	4
Park Section / Highfield Estates	12	11	83	73	\$673,563	\$643,545	\$670,000	\$650,000	\$1,037,500	\$795,000	n/a	3
The Terrace	8	9	159	126	\$652,313	\$616,333	\$595,000	\$560,000	\$999,500	\$985,000	4	6
Baxter Estates	7	5	216	69	\$863,786	\$772,500	\$825,000	\$800,000	\$1,325,000	\$1,190,000	4	2
Flower Hill / Port Washington	8	5	63	165	\$1,385,000	\$1,185,200	\$1,305,000	\$1,155,000	\$2,100,000	\$1,675,000	3	11
Sub-Total / Average	288	292	125	150	\$856,208	\$812,365					215	195
					% Change:	-5.1%						
Total	842	743	143	141	\$1,094,057	\$875,328					946	944
					% Change:	-20.0%						

Source: Daniel Gale Sotheby's; compiled by The Weitzman Group, Inc.

MAP OF AVERAGE 2009 RESIDENTIAL SALES PRICE BY TOWN: GLEN COVE AND SURROUNDING MARKET AREAS



Glen Cove Residential Market

We have also examined more closely the Glen Cove residential market. Based upon recorded sales data from First American Realty, the number of single family home sales in Glen Cove continually increased from 117 sales in 2000 to a high of 224 sales in 2005. Over the same period, the average and median sale prices increased substantially by 74.7% and 92.0%, respectively (or by 88.0% and 86.2%, respectively, on a per square foot basis). While the level of sales activity peaked in 2005, the average and median prices per square foot continued to increase moderately in 2006, and remained relatively stable in 2007.

Consistent with regional and national trends, the residential market in Glen Cove has weakened over the past two years. In terms of sales activity, the number of single family home sales declined from 151 sales in 2007 to 125 sales in 2008, and remained relatively flat in 2009 with 128 sales. The average price per square foot declined by -19.1% from a high of \$338 in 2007 to \$274 in 2009, while the median price per square foot similarly declined by -21.4% from \$335 in 2007 to \$263 in 2009. In terms of overall price, the average price was \$531,395 and the median price was \$425,000 in 2009, reflecting declines of -15.7% and -20.6%, respectively, over the corresponding prices in 2007. While statistics for January 2010 reflect further price declines compared to 2009, we note that the average and median prices for that month are reflective of only ten sales.

A summary of single-family home sales in Glen Cove over the past ten years from 2000 to January 2010, based upon recorded sales data from First American Realty, is presented in the following table. We note that the units at the townhouse / attached housing developments of Capri Cove and Lattingtown Ponds, which are discussed in the following section of the report, are classified as single family residential by First American Realty and are included in the following data.¹

TABLE 29
SINGLE FAMILY RESIDENTIAL SALES: 2000 - JANUARY 2010
GLEN COVE, NEW YORK

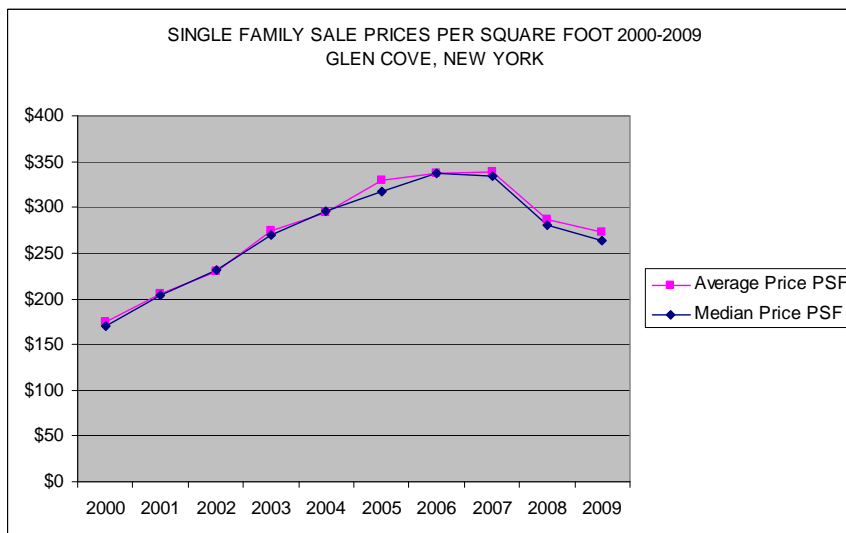
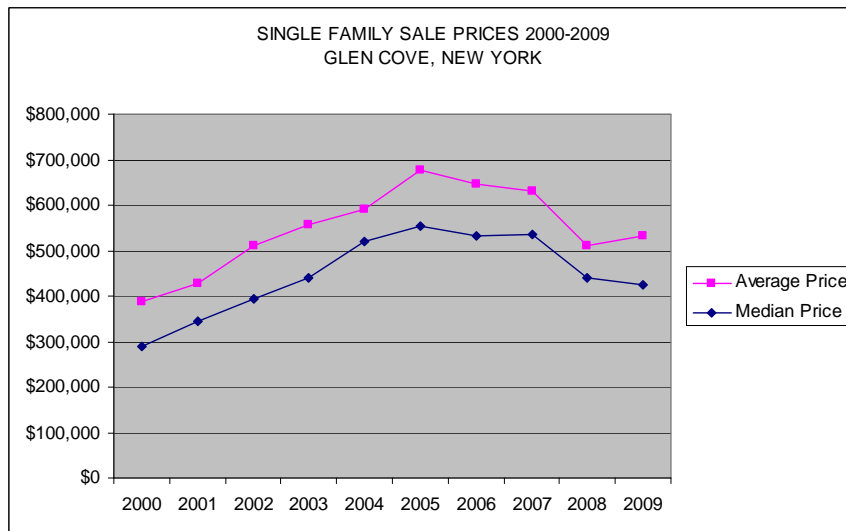
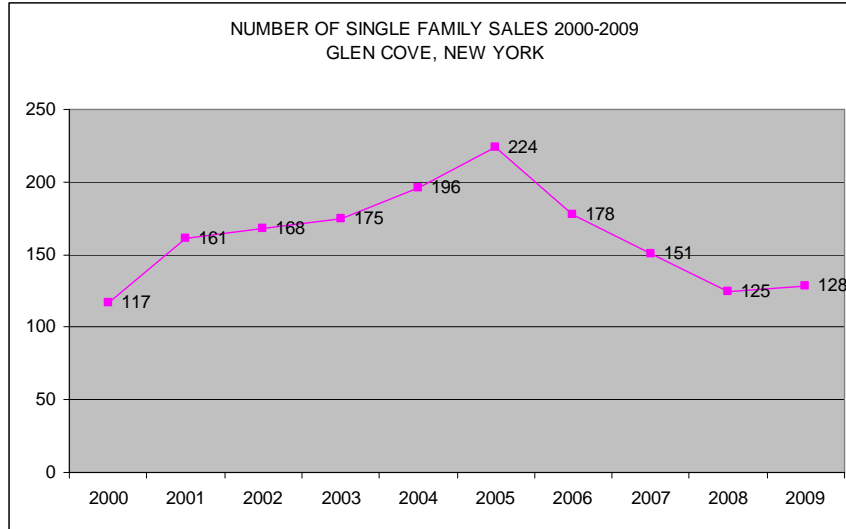
Year	# Sales	Average Sq. Ft.	Average Price	Average Price PSF	% Chg	Median Price	Median Price PSF	% Chg
2000	117	2,219	\$387,538	\$175		\$289,000	\$170	
2001	161	2,094	\$427,707	\$205	16.9%	\$345,000	\$204	19.9%
2002	168	2,200	\$509,703	\$230	12.5%	\$394,000	\$232	13.8%
2003	175	1,995	\$556,215	\$274	18.9%	\$440,000	\$270	16.3%
2004	196	2,077	\$590,909	\$294	7.5%	\$520,000	\$295	9.5%
2005	224	2,095	\$676,868	\$330	12.0%	\$555,000	\$317	7.2%
2006	178	1,999	\$647,517	\$337	2.2%	\$532,750	\$337	6.6%
2007	151	1,874	\$630,296	\$338	0.3%	\$535,000	\$335	-0.8%
2008	125	1,807	\$512,054	\$286	-15.4%	\$440,000	\$280	-16.4%
2009	128	1,946	\$531,395	\$274	-4.4%	\$425,000	\$263	-6.0%
Jan 2010	10	1,797	\$433,450	\$254	-7.0%	\$390,000	\$250	-4.9%

Source: First American Realty; compiled by The Weitzman Group, Inc.

¹ We further note that the condominium market in Glen Cove, as identified by First American Realty, is nominal, with only 20 condominium unit sales recorded for over the past ten years (including 16 sales at Cambridge Court, a senior community).

THE WEITZMAN GROUP, INC.
Real Estate Consultants

46



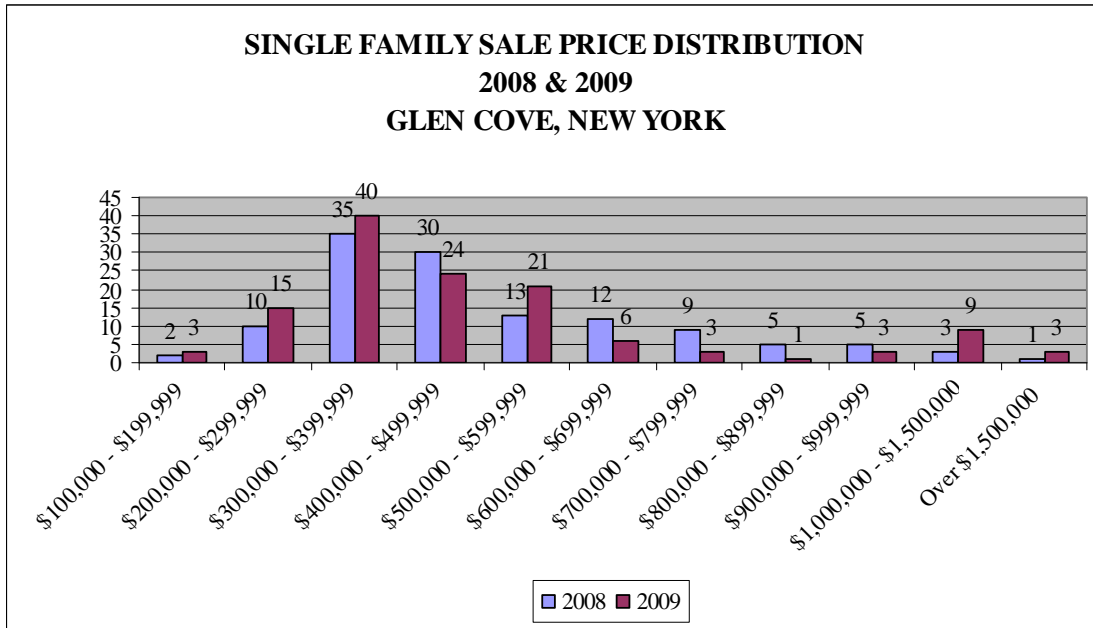
As shown in the following table, the vast majority of single family home sales in Glen Cove over the past two years have been in the \$200,000 to \$600,000 price range. Of the 125 sales in 2008, 70.4% (88 sales) had prices of \$200,000 to \$599,999, including 52.0% (65 sales) in the \$300,000 to \$499,999 price range. An additional 28.0% (35 sales) sold at prices of \$600,000 or more, including 16.8% (21 sales) in the \$600,000 to \$799,999 price range and 11.2% (14 sales) priced at \$800,000 and over.

In 2009, 78.1% of the 129 sales (100 sales) were in the \$200,000 to \$599,999 sales price range, including 50.0% (64 sales) in the \$300,000 to \$499,999 price range. An additional 19.5% (25 sales) sold at prices of \$600,000 or more, including 7.0% (9 sales) in the \$600,000 to \$799,999 price range and 12.5% (16 sales) priced at \$800,000 and over. There were a total of 16 sales priced at \$1 million and over in 2008 and 2009 - four sales in 2008 and 12 sales in 2009. We note that of the 12 sales priced at \$1 million and over in 2009, four were in Sunview Court, a recent development of six single family homes, each set on a half-acre with private beach access to the Long Island Sound.

TABLE 30
SINGLE FAMILY RESIDENTIAL SALES PRICE DISTRIBUTION: 2008 & 2009
GLEN COVE, NEW YORK

Price Range	2008		2009	
	No. Sales	% Dist.	No. Sales	% Dist.
\$100,000 - \$199,999	2	1.6%	3	2.3%
\$200,000 - \$299,999	10	8.0%	15	11.7%
\$300,000 - \$399,999	35	28.0%	40	31.3%
\$400,000 - \$499,999	30	24.0%	24	18.8%
\$500,000 - \$599,999	13	10.4%	21	16.4%
\$600,000 - \$699,999	12	9.6%	6	4.7%
\$700,000 - \$799,999	9	7.2%	3	2.3%
\$800,000 - \$899,999	5	4.0%	1	0.8%
\$900,000 - \$999,999	5	4.0%	3	2.3%
\$1,000,000 - \$1,500,000	3	2.4%	9	7.0%
Over \$1,500,000	1	0.8%	3	2.3%
Total	125	100.0%	128	100.0%

Source: First American Realty; compiled by The Weitzman Group, Inc.



For Sale Comparables

Based upon our analysis of residential supply in Glen Cove and the surrounding market area, we have identified the following residential developments as being the most relevant with respect to our analysis of the proposed residential development at Glen Isle. These projects include several attached as well as detached developments in Glen Cove and nearby Port Washington, as well as recently constructed developments throughout the primary market area. In Nassau County, we also considered the Aqua Condominiums in Long Beach; while this property's beachfront setting along the Atlantic Ocean in southern Nassau County is not considered comparable to Glen Isle's location, the prices achieved at this development reflect the top of the price per square foot range for new waterfront development in Long Island. Outside of Long Island, we also looked at current pricing at Port Liberte in Jersey City, New Jersey; while this regional comparable is in a different demand market area, the waterfront community shares similar characteristics to the proposed Glen Isle project in Glen Cove. While we do not believe that any development in the New York City boroughs of Brooklyn or Queens is competitive or comparable to the Glen Isle development, we note that households presently residing in the boroughs may choose to move into less urban environments in Long Island, just as many such households had chosen to move from Manhattan to Brooklyn or Queens at some point.

In the following discussion of comparable for-sale developments, square footage (and prices per square foot) and bedroom and bathroom counts are shown for listings and sales wherever such data was available; in many instances, the bedroom count for sales was not available but was estimated based upon the available square footage data.

Glen Cove For Sale Comparables



Cove Landing is a 40 unit, all-age townhouse community located near the waterfront in Glen Cove, by Landing Road and Red Spring Lane. This location is approximately a half-mile north of the subject site. The community's addresses include Bluff Road, Windward Road, Water's Edge and Willada Lane. The townhouses, built in 1987, each include a two-car garage and full basement and have central air conditioning and gas heat. Community amenities at Cove Landing include a pool, two tennis courts, a boat house, and private beach rights.



As of March 2010, there are four active listings on Redfin.com (which includes listings from the Long Island MLS as well as for sale by owners) for three-bedroom townhomes at Cove Landing with asking prices ranging from \$789,000 to \$1,150,000. For three of the four listings having square footage data (ranging from 3,200 to 4,450 square feet), the asking prices range from \$197 to \$280 per square foot. Based upon our analysis of data from First American Realty as of March 2010, the most recent sales at Cove Landing are two sales in 2008 with sale prices of \$833,500 and \$1,045,000, or \$374 and \$392 per square foot.

TABLE 31
CURRENT LISTINGS - COVE LANDING
GLEN COVE, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
7 Watersedge	3	3	4,000	\$789,000	\$197	2-car
4 Windward Rd	3	4	3,200	\$895,000	\$280	2-car
2 Watersedge	3	3.5		\$1,025,000		2-car
1 Bluff Rd Unit Estate Area	3	3.5	4,450	\$1,150,000	\$258	2-car

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 32
RECENT SALES - COVE LANDING
GLEN COVE, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Jan-08	10 Bluff Road	3	2.5	2,664	\$1,045,000	\$392
Jul-08	4 Watersedge	3	2.5	2,229	\$833,500	\$374

Source: First American Realty; compiled by The Weitzman Group, Inc.



Legends Yacht and Beach Club is a gated community of 46 single family homes in Glen Cove along the waterfront. This location is approximately one mile north of the subject site (just north of Cove Landing). The homes sit on half-acre lots and mostly range in size from 3,200 to just over 6,000 square feet. The community offers a resort environment including a shorefront swimming pool, indoor tennis court, private beach, boathouse club and private marina with each home having its own slip. There is a total of 26 acres of communal property, including a 1½-acre pond with two fountains. The community also has a 24-hour gatehouse. The homes were built in 2000 and 2001; Spectrum Skanska, Inc. was the developer.

As of March 2010, there are five active listings for homes at Legends Yacht and Beach Club on Redfin.com; the listings are for four-bedroom homes with an asking price range of \$1,599,000 to \$2,450,000. For two of the listings including square footage data, the prices equate to \$266 and \$445 per square foot. Recorded sales data from First American Realty as of March 2010 includes one sale in 2009 with a sale price of \$1,430,000, or \$338 per square foot. There were also two sales in late-2007 with sale prices of \$2,298,000 and \$3,200,000, or \$521 and \$725 per square foot, respectively.

TABLE 33
CURRENT LISTINGS - LEGENDS YACHT AND BEACH CLUB
GLEN COVE, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
22 Pembroke Dr	4	4.5	6,005	\$1,599,000	\$266	2
5 Delamar Ct	4	3.5	4,214	\$1,875,000	\$445	2
47 Pembroke Dr	4	3.5		\$1,995,000		2
7 Delamar Ct	4	3.5		\$1,999,999		6
3 Pembroke Dr	4	3.5		\$2,450,000		2

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 34
RECENT SALES - LEGENDS YACHT AND BEACH CLUB
GLEN COVE, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.	Year Built
Jun-09	20 Pembroke Dr	4	3.5	4,227	\$1,430,000	\$338	2001
Nov-07	36 Pembroke Dr	4	3.5	4,412	\$3,200,000	\$725	2000
Oct-07	38 Pembroke Dr	4	4.5	4,412	\$2,298,000	\$521	2000

Source: First American Realty; compiled by The Weitzman Group, Inc.



Lattingtown Pond is a gated community located in northern Glen Cove, across from the Glen Cove Golf Course. This location is approximately 2.5 miles northeast of the subject site. The community, developed by Toll Brothers from the late-1980s to early-1990s, consists of colonial-style attached housing. Community amenities at Lattingtown Pond include a pool, two tennis courts and a clubhouse. The community also features 24-hour security.

As of March 2010, there are two active listings on Redfin.com; a five-bedroom, 4,025-square-foot end unit with an asking price of \$1,499,000, or \$372 per square foot, and a three-bedroom unit (square footage not listed) with an asking price of \$1,099,900. Both homes include a two-car garage. Recorded sales data from First American Realty as of March 2010 includes one sale in 2008 with a sale price of \$975,000, or \$331 per square foot, for a three-bedroom, 2,944-square-foot unit.

TABLE 35
CURRENT LISTINGS - LATTINGTOWN POND
GLEN COVE, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
6 Robin Ct	3	3.5		\$1,099,900		2-car
16 Robin Ct	5	4.5	4,025	\$1,499,000	\$372	2-car

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 36
RECENT SALES - LATTINGTOWN POND
GLEN COVE, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Aug-08	26 Sparrow Ct	3	4.5	2,944	\$975,000	\$331

Source: First American Realty and Redfin.com; compiled by The Weitzman Group, Inc.



Sea Isle Landing is a proposed development of eight waterfront townhouses on Hempstead Harbor, directly south of the subject site. According to a report from the Hempstead Harbor Protection Committee (dated October 2008), the Glen Cove Planning Board gave final approval for the subdivision and site plan in July 2008. The developer was noted as City View Estates, LLC. The eight residential units will be in three buildings on a 6.16-

acre parcel of land on Shore Road adjacent to Glen Cove Creek.

As of March 2010, there are two active listings for Sea Isle Landing on Redfin.com; a three-bedroom, 3,093-square-foot unit (Unit 2) with an asking price of \$1,700,000, or \$550 per square foot, and a four-bedroom, 3,477-square-foot unit (Unit 3) with an asking price of \$1,800,000, or \$518 per square foot. Both homes include a two-car garage. According to the listing description, the units will include hurricane Anderson impact windows, granite kitchen and baths, oak/bamboo floors, and architectural detailing, with the availability to customize. The listing brokerage firm is Coldwell Banker Residential.

TABLE 37
CURRENT LISTINGS - SEA ISLE LANDING (PRE-CONSTRUCTION)
GLEN COVE, NEW YORK

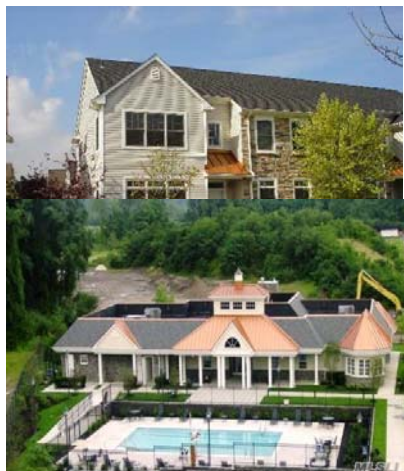
Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
Unit 2	3	3.5	3,093	\$1,700,000	\$550	2-car
Unit 3	4	3.5	3,477	\$1,800,000	\$518	2-car

Source: Redfin.com; compiled by The Weitzman Group, Inc.

Port Washington For Sale Comparables



Harbor View is a master planned, 55+ active adult community consisting of 125 residences in the form of single family homes, semi-attached villas, and attached townhomes, as well as a six-story, 150-unit condominium known as The Addison at Harbor View (at 100 Harbor View Drive). The overall development, built in 2003 and 2004, is set on 33 acres in Port Washington adjacent to the Harbor Links Golf Course with a public 18-hole golf course, a 9-hole executive golf course, and an 18 hole-miniature golf course. Community amenities at Harbor View include a clubhouse, a health club with fitness center, sauna, and steam rooms, card rooms, billiards room, indoor/outdoor pools and a cafe by the outdoor pool. Harbor View has gated entry and offers 24-hour concierge service as well as mini-bus jitney service to the Port Washington Long Island Railroad station and into town.



As of March 2010, there are eight active listings for units at The Addison on Redfin.com; the asking prices range from \$699,000 to \$999,000, or \$327 to \$541 per square foot. The average asking price for the condominium units is \$842,750, or \$470 per square foot. Additionally, there are four active listings for semi-attached villas and attached townhomes at Harbor View with an asking price range of \$830,000 to \$1,088,000; for two of these listings with square footage data, their asking prices equate to \$324 and \$316 per square foot.

For The Addison, recorded sales data from Redfin.com as of March 2010 includes five sales in 2009 with a sales price range of \$450,000 to \$725,000, two sales in 2008 with a sales price range of \$575,000 to \$897,500, and three sales in 2007 with a sales price range of \$805,000 to \$842,500. Among these sale

records, only two included square footage data: one sale in October 2009 with a sale price of \$348 per square foot, and one sale in October 2008 with a sale price of \$437 per square foot. There were also three sales in 2008 and one sale in 2009 for the semi-attached villas and attached townhomes at Harbor View with sale prices of \$875,000 to \$1,225,000, or \$317 to \$409 per square foot; the sale in 2009 sold in March at \$344 per square foot.

TABLE 38
CURRENT LISTINGS - HARBORVIEW
PORT WASHINGTON, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
100 Harbor View Dr #511	2	2.5	1,495	\$699,000	\$468	1
100 Harbor View Dr #247	2	2.5	1,495	\$699,000	\$468	2
100 Harborview Dr #651	2	2.5	1,420	\$725,000	\$511	4
100 Harbor View Dr #327	2	2	2,400	\$785,000	\$327	4
100 Harbor View Dr #201	3	3	1,739	\$888,000	\$511	1
100 Harbor View Dr #613	2	2.5	1,756	\$950,000	\$541	2
100 Harborview #435	3	3	1,920	\$997,000	\$519	2
100 Harbor View Dr #230	3	2.5	2,400	\$999,000	\$416	3
Average			1,828	\$842,750	\$470	
115 Links Ct	3	2.5	2,564	\$830,000	\$324	2
351 E Overlook	3	2.5		\$899,000		2
303 E Overlook	3	2.5		\$959,000		2
165 Harbor View Dr	4	3.5	3,441	\$1,088,000	\$316	2

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 39
RECENT SALES - HARBORVIEW
PORT WASHINGTON, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Dec-09	100 Harbor View Dr #251				\$450,000	
Nov-09	100 Harbor View Dr				\$520,000	
Oct-09	100 Harbor View Dr #543	2	2.5	1,495	\$520,000	\$348
Jul-09	100 Harbor View Dr #433	1	1.5		\$450,000	
Jul-09	100 Harbor View Dr				\$725,000	
Oct-08	100 Harbor View Dr #413	3	2.5	2,054	\$897,500	\$437
Oct-08	100 Harbor View Dr #621	1	1.5		\$575,000	
Dec-07	100 Harbor View Dr #115				\$805,000	
Jun-07	100 Harbor View Dr #441				\$842,500	
May-07	100 Harbor View Dr				\$815,000	
Mar-09	223 Harbor View Dr	3	2.5	2,900	\$999,000	\$344
Dec-08	162 Harbor View Dr Unit Villa	3	2.5	2,371	\$970,000	\$409
Jul-08	160 Harbor View Dr	3	2.5	2,758	\$875,000	\$317
Apr-08	181 Harbor View Dr	3	3.5	3,375	\$1,225,000	\$363

Source: Redfin.com; compiled by The Weitzman Group, Inc.



Capri Cove is an all-age waterfront / waterview condominium community in Port Washington, off Orchard Beach Boulevard. Built in 1984, the triplex condominiums include garages, basements, terraces, central air conditioning and gas heat, and have views of Manhasset Bay. Community amenities at Capri Cove include a pool.

As of March 2010, there are two active listings on Redfin.com for two-bedroom units at Capri Cove with asking prices ranging from \$739,000 to \$975,000; square foot data for these listings were not available. Recorded sales data from Redfin.com as of March 2010 includes two sales in 2009 with a sales price range of \$990,000 to \$1,275,000, and three sales in 2008 with a sales price range of \$999,000 to \$1,050,000. Among these sale records, only two sales (both in May 2008) included square footage data, indicating sale prices of \$532 and \$537 per square foot.



TABLE 40
CURRENT LISTINGS - CAPRI COVE
PORT WASHINGTON, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
10 Anchor Way	2	3.5		\$975,000		2
10 Sands Court	2	2.5		\$739,000		2

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 41
RECENT SALES - CAPRI COVE
PORT WASHINGTON, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Oct-09	18 Anchor Way	2	3.5		\$990,000	
Oct-09	20 Sands Ct	3	3.5		\$1,275,000	
Jun-08	15 Sands Ct	2	3.5		\$999,000	
May-08	17 Sands Ct	3	2.5	1,974	\$1,050,000	\$532
May-08	19 Sands Ct	3	2.5	1,974	\$1,040,000	\$527

Source: Redfin.com; compiled by The Weitzman Group, Inc.



Port Harbor is a three-story, elevator condominium building for people 55 and over. The property, built in 1984, is located at 372 Main Street in Port Washington, along the Manhasset Bay waterfront. Units have laundry facilities, central air conditioning, electric heat, and an emergency medical alert system. The building also includes a party room and has covered parking.

As of March 2010, there are three active listings on Redfin.com for units at Port Harbor with asking prices ranging from \$479,000 to \$499,000; square foot data for these listings were not available. Recorded sales data from Redfin.com as of March 2010 includes two sales in February 2010,



both of which sold at \$500,000 (\$435 per square foot based upon the listed square footage on one of the sales). There were also five sales in 2007 with a sales price range of \$525,000 to \$640,000, or \$438 to \$524 per square foot.

TABLE 42
CURRENT LISTINGS - PORT HARBOR
PORT WASHINGTON, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
372 Main St #309	2	2		\$479,000		0
372 Main St #308	1	2		\$495,000		1
372 Main St #108	1	2		\$499,000		1

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 43
RECENT SALES - PORT HARBOR
PORT WASHINGTON, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Feb-10	372 Main St	2	2	1,150	\$500,000	\$435
Feb-10	372 Main St #204	1	2		\$500,000	
Dec-07	372 Main St #102	2	1.5	1,200	\$525,000	\$438
Oct-07	372 Main St	2	2	1,222	\$570,000	\$466
Sep-07	372 Main St	2	2	1,222	\$640,000	\$524
Jun-07	372 Main St	2	2	1,222	\$570,000	\$466
Jun-07	372 Main St #303	2	2	1,222	\$600,000	\$491

Source: Redfin.com; compiled by The Weitzman Group, Inc.



Mill Pond Acres is a senior community for persons 62 years of age and older. The gated community, including ranch and townhouse units, was built in 2004 and 2005. The project is located off of Harbor Road and Pleasant Avenue in Port Washington, approximately a quarter- to half-mile from the waterfront. Community amenities at Mill Pond Acres include a clubhouse, fitness center, indoor swimming pool, tennis courts, a large park, and several walking trails on the property. Daily transportation is offered to the local library, post office, Long Island Railroad, supermarkets and retail shops.

As of March 2010, there are four active listings for units at Mill Pond Acres, including one listing for two units combined; excluding the combined unit listing, the asking prices range from \$918,000 to \$1,300,000, or \$429 to \$607 per square foot. Recorded sales data from Redfin.com as of March 2010 includes five sales in 2009 with a sales price range of \$492,500 to \$920,000, or \$355 to \$501 per square foot; six sales in 2008 with a sales price range of \$450,000 to \$940,000, or \$210 to \$488 per square foot; and nine sales in 2009 with a sales price range of \$479,000 to \$985,000, or \$346 to \$488 per square foot.

TABLE 44
CURRENT LISTINGS - MILL POND ACRES
PORT WASHINGTON, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
246 Pond View Dr	3	3	2,140	\$918,000	\$429	1
13 Miro Pl #13	4	2.5	2,141	\$1,300,000	\$607	1
14 Miro Pl #14	4	2	2,141	\$1,300,000	\$607	1
13 & 14 Miro Pl	6	4.5	4,282	\$2,400,000	\$560	2

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 45
RECENT SALES - MILL POND ACRES
PORT WASHINGTON, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Nov-09	64 Miro Pl Unit 2nd Fl	2	2	1,386	\$492,500	\$355
May-09	207 Miro Pl	3	2.5	2,576	\$920,000	\$357
Apr-09	99 Pond View Dr	2	2	1,238	\$620,000	\$501
Apr-09	32 Miro Pl	2	2	1,384	\$501,000	\$362
Jan-09	176 Pond View Dr	3	2	2,141	\$885,000	\$413
Oct-08	115 Pond View Dr	2	2	1,238	\$604,000	\$488
Jun-08	126 Pond View Dr	3	2	2,141	\$476,900	\$223
May-08	125 Pond View Dr	3	3	2,141	\$450,000	\$210
Mar-08	124 Pond View Dr	3	3	2,141	\$450,000	\$210
Feb-08	134 Pond View Dr	3	2.5	2,017	\$940,000	\$466
Jan-08	181 Pond View Dr	3	2.5	2,814	\$925,000	\$329
Dec-07	109 Pond View Dr	2	2	1,238	\$527,100	\$426
Oct-07	167 Pond View Dr	3	2.5	2,017	\$985,000	\$488
Aug-07	242 Pond View Dr	3	3	2,141	\$950,000	\$444
Aug-07	197 Pond View Dr	3	3	2,141	\$833,300	\$389
Aug-07	15 Miro Pl	3	3	2,141	\$740,000	\$346
Jul-07	127 Pond View Dr	3	2.5	2,017	\$877,000	\$435
Jun-07	21 Miro Pl	2	2	1,238	\$519,000	\$419
Mar-07	154 Pond View Dr	3	3	2,141	\$855,000	\$399
Mar-07	80 Pond View Dr	2	2	1,329	\$479,000	\$360

Source: Redfin.com; compiled by The Weitzman Group, Inc.

Other Primary Market For Sale Comparables



Mariners Walk is a new 28-townhouse development by Renaissance Property Associates in Oyster Bay Village. The development is located approximately a half-mile to one mile south of the shops and restaurants along Main Street and the Oyster Bay waterfront. Each home has two bedrooms (optional 3rd bedroom in some homes) and 2.5 bathrooms. Unit features include great room with gas burning fireplace, hardwood flooring throughout living

areas, 9' ceiling in foyer and living areas, master bedroom suite with two walk-in closets, tray ceilings in master bedroom and bath, wood base moldings and trim, solid core raised panel doors, carpeting in bedrooms, laundry room, and heated 2-car garage. The kitchen, which opens to the great room, features custom Wood-Mode Brookhaven cabinetry, G.E. Profile and Monogram stainless steel appliances, granite countertops, gas cook top and oven, and Kohler sink and faucets. The marble master bath includes a soaking tub and separate glass enclosed shower. The development includes a clubhouse with a gathering room with stone fireplace, fitness center, catering kitchen and landscaped patio. Also, a concierge is reportedly planned for the clubhouse.

As of March 2010, there are 18 active listings on Redfin.com for two-bedroom townhomes at Mariners Walk with asking prices ranging from \$549,900 to \$735,000, or \$271 to \$356 per square foot. However, we note that there appear to be some duplicate listings with some discrepancies in square footage between what appear to be the same unit. According to the property's website, only 11 townhomes remain available. Recorded sales data from Redfin.com as of March 2010 includes six sales in 2009 with sales prices ranging from \$595,000 to \$827,685, or \$271 to \$329 per square foot; the average price was \$683,114, or \$291 per square foot. The available data also shows four sales in 2008 with sales prices ranging from \$543,848 to \$768,000, or \$299 to \$338 per square foot; the average price was \$617,930, or \$314 per square foot (excluding one sale which did not show square footage data).

TABLE 46
CURRENT LISTINGS - MARINERS WALK
OYSTER BAY, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
19 Mariners Walk	2	2.5	1,821	\$549,900	\$302	2-car
23 Mariners Walk	2	2.5	2,177	\$589,000	\$271	2-car
23 Mariners Walk Unit 23A	2	2.5	1,821	\$589,000	\$323	2-car
18 Mariners Walk	2	2.5	2,177	\$599,000	\$275	2-car
27 Mariners Walk Unit 27A	2	2.5	1,861	\$619,000	\$333	2-car
27 Mariners Walk	2	2.5	2,177	\$619,000	\$284	2-car
20 Mariners Walk	2	2.5	2,177	\$625,000	\$287	2-car
20 Mariners Walk Unit 20A	2	2.5	1,821	\$625,000	\$343	2-car
6 Mariners Walk	2	2.5	2,177	\$649,000	\$298	2-car
6 Mariners Walk Unit 6B	2	2.5	2,177	\$649,000	\$298	2-car
26 Mariners Walk	2	2.5	2,177	\$649,000	\$298	2-car
26 Mariners Walk Unit 26A	2	2.5	1,821	\$649,000	\$356	2-car
13 Mariners Walk	2	2.5	2,177	\$679,000	\$312	2-car
10 Mariners Walk Unit 10B	2	2.5	2,177	\$699,000	\$321	2-car
7 Mariners Walk	2	2.5	2,177	\$699,000	\$321	2-car
10 Mariners Walk	2	2.5	2,177	\$699,000	\$321	2-car
7 Mariners Walk Unit 7C	2	2.5	2,452	\$699,000	\$285	2-car
3 Mariners Walk	2	2.5	2,177	\$735,000	\$338	2-car

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 47
RECENT SALES - MARINERS WALK
OYSTER BAY, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq.	Year Built
						Ft.	
Nov-09	11 Mariner's Walk Unit 11 E	2	2.5	2,513	\$731,000	\$291	2008
Oct-09	8 Mariners Walk Unit 8E	2	2.5	2,513	\$680,000	\$271	2008
Jun-09	14 Mariners Walk Unit 14B	2	2.5	2,177	\$615,000	\$282	2008
May-09	1 Mariner's Walk Unit 1 B	2	2.5	2,177	\$595,000	\$273	2008
Mar-09	9 Mariner's Walk Unit 9-B	2	2.5	2,177	\$650,000	\$299	2007
Mar-09	2 Mariner's Walk Unit 2 E	2	2.5	2,513	\$827,685	\$329	2008
Nov-08	5 Mariner's Walk Unit 5 E	2	2.5	2,513	\$768,000	\$306	2008
Nov-08	22 Mariner's Walk Unit 22 A	2	2.5	1,821	\$616,000	\$338	2008
Oct-08	17 Mariner's Walk Unit 17 A	2	2.5		\$543,870		2008
Oct-08	25 Mariner's Walk Unit 25 A	2	2.5	1,821	\$543,848	\$299	2007

Source: Redfin.com; compiled by The Weitzman Group, Inc.



The Chatham at North Hills is a relatively new 58-unit townhome community in the wealthy village of North Hills, just south of the North Hills Country Club, between the Long Island Expressway to the north and the Northern Parkway to the south. Community amenities at The Chatham include a fitness center, indoor pool and whirlpool spa, outdoor pool, two tennis courts, basketball court, clubhouse lounge, ballroom, game room, 24-hour security, and landscaping and snow removal service.



As of March 2010, there are nine active listings on Redfin.com for townhomes at The Chatham with asking prices ranging from \$1,239,000 to \$1,599,000, or \$333 to \$470 per square foot. The listings are for units built between 2003 and 2010, with 3,200 to 4,200 square feet. Each of the units includes a two-car garage. Recorded sales data from Redfin.com as of March 2010 includes three sales in 2008 with sales prices ranging from \$1,340,000 to \$1,350,000. For one of the sales with square foot data, the price equated to \$381 per square foot.

TABLE 48
CURRENT LISTINGS - THE CHATHAM
NORTH HILLS, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage	Year Built
29 Kensington Cir	3	3	3,200	\$1,239,000	\$387	2-car	2004
29 Wilkshire Cir	3	3.5	3,400	\$1,349,000	\$397	2-car	2006
17 Kensington Cir	3	3.5	3,529	\$1,359,000	\$385	2-car	2003
15 Kensington Cir	4	4.5	3,600	\$1,375,000	\$382	2-car	2003
12 Belvedere Ct	3	4.5	4,200	\$1,399,000	\$333	2-car	2003
17 Wilkshire Cir	3	3.5	3,400	\$1,499,000	\$441	2-car	2008
18 Kensington Cir	3	3.5	3,230	\$1,499,000	\$464	2-car	2003
2 Wilkshire Cir	4	3.5	3,400	\$1,599,000	\$470	2-car	2007
31 Hathaway Ln	3	3.5	3,529	\$1,599,000	\$453	2-car	2010

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 49
RECENT SALES - THE CHATHAM
NORTH HILLS, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.	Year Built
Apr-08	27 Kensington Cir	5	4.5	3,519	\$1,340,000	\$381	2004
Jun-08	20 Kensington Cir	4	4.5		\$1,350,000		2003
Oct-08	39 Kensington Cir	4	4.5		\$1,350,000		2003

Source: Redfin.com; compiled by The Weitzman Group, Inc.



The Ritz-Carlton Residences at North Hills, to be managed by the Ritz-Carlton Hotel Company, is a planned full-service, five-star luxury development in North Hills. The development site comprises 17.5 acres located between the Northern State Parkway and the Long Island Expressway, east of New Hyde Park Road. The development will have 244 one-, two-, three- and four-bedroom units in ten four-story buildings. The gated community is planned to include a 35,000 square foot clubhouse with a private health spa and fitness center, wine tasting lounge, club room, grand ballroom, screening theater, board room and business center. The project's developer is, Midtown Equities, LLC, which also developed the Ritz-Carlton Residences in Baltimore, Maryland.

The Ritz-Carlton Residences at North Hills originally came to market in October 2009, and has only been able to take reservations while it awaits HUD approval. There are currently ten units under reservation. Original pricing ranged from approximately \$1,200 to \$1,300 per square foot, but now ranges from approximately \$850 to \$1,000 per square foot, with a weighted average of \$956 per square foot. Construction is expected to begin in the third or fourth quarter of 2010. Recent modifications to the development plan include the addition of six units in the clubhouse building. The first phase, The Vanderbilt, will contain 58 units plus the six units in the Clubhouse; these units will average 2,100 square feet. The second phase will be The Whitney, totaling 64 to 70 units depending upon the final configuration; these units are expected to average 2,700 square feet. According to a sale representative,

the marketing traffic thus far has been a mixture of households aged in their forties with young children to empty nesters. There has not been interest among young buyers.



Sterling Plaza Condominiums is a recently developed four-story, 53-unit luxury condominium located at 171 Great Neck Road in the heart of Great Neck. The property offers a 24-hour doorman, an atrium lobby with a waterfall, and indoor parking. Unit features include granite counters, maple cabinetry, stainless steel appliances, marble baths, cherry wood floors, and washer and dryer. The property was completed in 2007.

As of March 2010, there are nine active listings on Redfin.com for units at Sterling Plaza with asking prices ranging from \$630,000 to \$920,000, or \$572 to \$671 per square foot for units ranging from 1,101 to 1,518 square feet.

TABLE 50
CURRENT LISTINGS - STERLING PLAZA (171 GREAT NECK RD)
GREAT NECK, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
Unit 1R	1	1.5	1,101	\$630,000	\$572	
Unit 3G	2	2.5	1,164	\$710,000	\$610	2-car
Unit 2H	2	2.5	1,281	\$745,000	\$582	2-car
Unit 1H	2	2.5	1,281	\$745,000	\$582	2-car
Unit 1P	2	2.5	1,353	\$775,000	\$573	2-car
Unit 2C	2	2.5	1,260	\$845,000	\$671	2-car
Unit 2R	2	2.5	1,351	\$880,000	\$651	2-car
Unit 3R	2	2.5	1,351	\$895,000	\$662	2-car
Unit 2K	2	2.5	1,518	\$920,000	\$606	2-car

Source: Redfin.com; compiled by The Weitzman Group, Inc.



Meadowbrook Pointe is a gated residential community including condominium suites, townhomes and villas, generally for people aged 55 and over (recently lowered to 48 and over for up to 20 percent of homeowners, provided that they do not have any school-aged children). The community is located in Westbury, adjacent to an industrial and strip mall area. The property was developed by the Beechwood Organization in 2006. Amenities include indoor and outdoor swimming pools and a large 25,000 square foot clubhouse including a large fitness center, billiards room, card room, sports bar, golf simulator, ballroom, library, theater, aerobics room, spa and salon, business center, and café. The property also offers concierge services. Unit details include granite or quartz countertops, cherry cabinetry and crown moldings.

As of March 2010, there are two resale listings on Redfin.com for condominium units at Meadowbrook Pointe with asking prices of \$549,999, or \$407 per square foot based upon 1,353 square feet, and \$669,000, or \$504 per square foot based upon 1,328 square feet. Recorded sales data from Redfin.com as of March 2010 includes 53

sales in all of Meadowbrook Pointe in 2009 through March 2010 with an average sales price of \$714,402 (\$410 per square foot based upon 18 sales with square foot data), 33 sales in 2008 with an average sales price of \$804,600 (\$421 per square foot based upon 17 sales with square foot data), and 67 sales in 2007 with an average sales price of \$740,956 (\$418 per square foot based upon all 67 sales).

TABLE 51
CURRENT LISTING - MEADOWBROOK POINTE
WESTBURY, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq.	
					Ft.	Parking
511 Roosevelt Way	2	2	1,353	\$549,999	\$407	
456 Pacing Way #462	2	2	1,328	\$669,000	\$504	1

Source: Redfin.com; compiled by The Weitzman Group, Inc.

THE WEITZMAN GROUP, INC.
Real Estate Consultants

62

TABLE 52
RECENT SALES - MEADOWBROOK POINTE: 2009 - MARCH 2010
WESTBURY, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Mar-10	595 Pacing Way				\$765,000	
Feb-10	ROOSEVELT WAY				\$595,000	
Feb-10	278 Roosevelt Way	2	2	1,328	\$600,000	\$452
Feb-10	ROOSEVELT WAY	2	2.5	2,302	\$700,000	\$304
Jan-10	465 Pacing Roosevelt Wa	2	2.5	2,302	\$700,000	\$304
Dec-09	705 Roosevelt Way	2	2	1,349	\$570,000	\$423
Dec-09	ROOSEVELT WAY				\$575,000	
Dec-09	1329 Roosevelt Way				\$685,000	
Nov-09	591 Pacing Way				\$963,840	
Oct-09	517 Roosevelt Way	2	2	1,349	\$577,300	\$428
Oct-09	ROOSEVELT WAY	2	2	2,036	\$825,000	\$405
Sep-09	1307 Roosevelt Way				\$600,000	
Sep-09	ROOSEVELT WAY				\$540,000	
Sep-09	1323 Roosevelt Way				\$600,000	
Sep-09	1295 Roosevelt Way				\$1,250,000	
Sep-09	579 Pacing Way				\$460,000	
Sep-09	ROOSEVELT WAY	2	2	1,328	\$690,000	\$520
Aug-09	ROOSEVELT WAY	2	2.5	1,562	\$620,000	\$397
Aug-09	ROOSEVELT WAY				\$600,000	
Aug-09	ROOSEVELT WAY				\$560,000	
Aug-09	CORPORATE DR				\$850,000	
Aug-09	CORPORATE DR				\$950,000	
Aug-09	ROOSEVELT WAY	2	2.5	2,302	\$710,000	\$308
Jul-09	CORPORATE DR				\$750,000	
Jul-09	312 Trotting Ln	2	2.5	2,302	\$805,000	\$350
Jul-09	1301 Roosevelt Way				\$625,000	
Jun-09	334 Trotting Ln	2	2	1,328	\$655,000	\$493
Jun-09	589 Pacing Way				\$449,000	
Jun-09	1339 Roosevelt Way				\$835,000	
Jun-09	1349 Roosevelt Way				\$675,000	
May-09	1297 Roosevelt Way				\$600,000	
May-09	527 Pacing Way	2	2.5	2,302	\$773,080	\$336
May-09	1357 Roosevelt Way				\$775,000	
May-09	547 Pacing Way				\$893,560	
May-09	527 Roosevelt Way	2	2	1,349	\$585,000	\$434
Apr-09	1317 Roosevelt Way				\$810,000	
Apr-09	1341 Roosevelt Way				\$920,000	
Apr-09	1353 Roosevelt Way				\$485,000	
Apr-09	1351 Roosevelt Way				\$950,000	
Apr-09	1287 Roosevelt Way				\$975,000	
Apr-09	288 Roosevelt Way	2	2	1,328	\$630,000	\$474
Apr-09	444 Pacing Way	2	2	1,217	\$495,000	\$407
Apr-09	1347 Roosevelt Way				\$775,000	
Apr-09	CORPORATE DR				\$692,760	
Mar-09	1345 Roosevelt Way				\$840,000	
Mar-09	356 Trotting Ln	2	2	2,036	\$913,640	\$449
Mar-09	567 Pacing Way				\$950,000	
Mar-09	448 Pacing Way	2	2	1,438	\$597,380	\$415
Mar-09	CORPORATE DR				\$790,000	
Feb-09	CORPORATE DR				\$692,760	
Feb-09	CORPORATE DR				\$690,000	
Feb-09	464 Pacing Way	2	2	1,328	\$650,000	\$489
Jan-09	545 Pacing Way				\$600,000	
Total / Average		53 Sales			\$714,402	\$410

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 53
RECENT SALES - MEADOWBROOK POINTE: 2008
WESTBURY, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Dec-08	569 Pacing Way				\$600,000	
Nov-08	565 Pacing Way				\$620,000	
Nov-08	473 Pacing Way	2	2.5	2,302	\$785,000	\$341
Oct-08	549 Pacing Way				\$600,000	
Oct-08	563 Pacing Way				\$813,240	
Oct-08	300 Roosevelt Way	2	2	2,036	\$928,700	\$456
Sep-08	509 Roosevelt Way	2	2	1,438	\$650,000	\$452
Aug-08	561 Pacing Way				\$963,840	
Aug-08	576 Pacing Way	2	2	1,438	\$695,000	\$483
Aug-08	553 Pacing Way				\$795,000	
Jul-08	573 Pacing Way				\$835,000	
Jul-08	533 Pacing Way				\$795,000	
Jul-08	1293 Roosevelt Way				\$1,100,000	
Jul-08	560 Pacing Way	2	2	2,036	\$845,000	\$415
Jul-08	496 Pacing Way	2	2	2,036	\$824,000	\$405
Jul-08	1291 Roosevelt Way				\$1,250,000	
Jun-08	556 Pacing Way	2	2	1,438	\$650,000	\$452
Jun-08	539 Pacing Way				\$878,500	
May-08	557 Pacing Way				\$920,000	
May-08	571 Pacing Way				\$883,520	
May-08	469 Pacing Way	2	2.5	2,302	\$750,000	\$326
May-08	535 Pacing Way				\$950,000	
Apr-08	703 Roosevelt Way	2	2	2,036	\$865,000	\$425
Apr-08	486 Pacing Way	2	2	2,036	\$785,000	\$386
Apr-08	450 Pacing Way	2	2	1,328	\$610,000	\$459
Apr-08	483 Pacing Way	2	2.5	1,562	\$675,000	\$432
Apr-08	362 Trotting Ln	2	2	1,438	\$750,000	\$522
Mar-08	360 Trotting Ln	2	2	1,888	\$890,000	\$471
Mar-08	541 Pacing Way				\$775,000	
Mar-08	537 Pacing Way				\$750,000	
Feb-08	485 Pacing Way	2	2.5	2,302	\$750,000	\$326
Jan-08	494 Pacing Way	2	2	1,353	\$620,000	\$458
Jan-08	ROOSEVELT WAY	2	2.5	2,736	\$950,000	\$347
Total / Average		33 Sales			\$804,600	\$421

Source: Redfin.com; compiled by The Weitzman Group, Inc.

THE WEITZMAN GROUP, INC.
Real Estate Consultants

64

TABLE 54
RECENT SALES - MEADOWBROOK POINTE: 2007
WESTBURY, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Dec-07	290 Roosevelt Way	2	2	2,036	\$858,420	\$422
Nov-07	ROOSEVELT WAY	2	2	1,328	\$685,000	\$516
Nov-07	ROOSEVELT WAY	2	2.5	2,302	\$680,000	\$295
Nov-07	TROTting LN	2	2	1,328	\$665,000	\$501
Nov-07	ROOSEVELT WAY	2	2.5	2,302	\$775,000	\$337
Nov-07	ROOSEVELT WAY	2	2.5	1,562	\$725,000	\$464
Oct-07	304 Roosevelt Way	2	2	1,888	\$838,340	\$444
Oct-07	568 Pacing Way	2	2	1,328	\$685,000	\$516
Oct-07	460 Pacing Way	2	2	1,438	\$600,000	\$417
Oct-07	ROOSEVELT WAY	2	2	1,438	\$650,000	\$452
Oct-07	570 Pacing Way	2	2	1,888	\$825,000	\$437
Oct-07	480 Pacing Way	2	2	1,888	\$685,000	\$363
Oct-07	ROOSEVELT WAY	2	2	2,036	\$865,000	\$425
Sep-07	ROOSEVELT WAY	2	2.5	2,744	\$990,000	\$361
Sep-07	ROOSEVELT WAY	2	2.5	1,562	\$625,000	\$400
Sep-07	ROOSEVELT WAY	2	2.5	2,736	\$990,000	\$362
Sep-07	ROOSEVELT WAY	2	2.5	2,302	\$825,000	\$358
Sep-07	ROOSEVELT WAY	2	2.5	1,562	\$645,000	\$413
Sep-07	306 Roosevelt Way	2	2	1,438	\$745,000	\$518
Sep-07	286 Roosevelt Way	2	2	1,438	\$715,000	\$497
Sep-07	ROOSEVELT WAY	2	2.5	2,302	\$810,000	\$352
Aug-07	296 Roosevelt Way	2	2	1,438	\$725,000	\$504
Aug-07	280 Roosevelt Way	2	2	2,036	\$855,000	\$420
Aug-07	ROOSEVELT WAY	2	2	2,036	\$835,000	\$410
Aug-07	292 Roosevelt Way	2	2	1,349	\$625,000	\$463
Aug-07	282 Roosevelt Way	2	2	1,349	\$617,460	\$458
Aug-07	ROOSEVELT WAY	2	2.5	1,562	\$600,000	\$384
Aug-07	ROOSEVELT WAY	2	2.5	1,562	\$647,580	\$415
Aug-07	ROOSEVELT WAY	2	2	1,888	\$795,000	\$421
Aug-07	302 Roosevelt Way	2	2	1,349	\$645,000	\$478
Aug-07	ROOSEVELT WAY	2	2.5	2,302	\$775,000	\$337
Aug-07	476 Pacing Way	2	2	2,036	\$814,000	\$400
Aug-07	498 Pacing Way	2	2	1,349	\$590,000	\$437
Aug-07	546 Pacing Way	2	2.5	2,726	\$1,100,000	\$404
Aug-07	475 Pacing Way	2	2.5	1,562	\$710,000	\$455
Aug-07	564 Pacing Way	2	2	1,888	\$795,000	\$421
Aug-07	475 Pacing Way	2	2.5	1,562	\$710,000	\$455
Jul-07	487 Pacing Way	2	2.5	1,562	\$685,000	\$439
Jul-07	574 Pacing Way	2	2	1,888	\$815,000	\$432
Jul-07	294 Roosevelt Way	2	2	1,888	\$815,000	\$432
Jul-07	284 Roosevelt Way	2	2	1,888	\$805,000	\$426
Jul-07	467 Pacing Way	2	2.5	1,562	\$565,000	\$362
Jul-07	489 Pacing Way	2	2.5	2,302	\$785,000	\$341
Jul-07	ROOSEVELT WAY	2	2	1,888	\$788,140	\$417
Jul-07	ROOSEVELT WAY	2	2.5	2,302	\$810,000	\$352
Jul-07	ROOSEVELT WAY	2	2	1,349	\$605,000	\$448
Jul-07	ROOSEVELT WAY	2	2.5	2,302	\$785,000	\$341
Jun-07	ROOSEVELT WAY	2	2	1,349	\$613,085	\$454
Jun-07	ROOSEVELT WAY	2	2.5	2,302	\$825,000	\$358
Jun-07	ROOSEVELT WAY	2	2	1,328	\$655,000	\$493
Jun-07	ROOSEVELT WAY	2	2	1,438	\$705,000	\$490
Jun-07	ROOSEVELT WAY	2	2.5	1,562	\$712,840	\$456
Jun-07	446 Pacing Way	2	2	1,438	\$635,000	\$442
Jun-07	442 Pacing Way	2	2	1,349	\$575,000	\$426
Jun-07	534 Pacing Way	2	2.5	2,726	\$900,000	\$330
Jun-07	490 Pacing Way	2	2	1,888	\$700,000	\$371
Jun-07	554 Pacing Way	2	2	1,888	\$785,000	\$416
Jun-07	458 Pacing Way	2	2	1,438	\$585,000	\$407
Jun-07	488 Pacing Way	2	2	1,349	\$590,000	\$437
May-07	482 Pacing Way	2	2	1,438	\$625,000	\$435
May-07	478 Pacing Way	2	2	1,349	\$575,000	\$426
May-07	540 Pacing Way	2	2.5	2,744	\$1,054,200	\$384
May-07	500 Pacing Way	2	2	1,888	\$675,000	\$358
Apr-07	544 Pacing Way	2	2.5	2,744	\$990,000	\$361
Apr-07	538 Pacing Way	2	2.5	2,744	\$990,000	\$361
Apr-07	ROOSEVELT WAY	2	2	1,328	\$655,000	\$493
Apr-07	ROOSEVELT WAY	2	2	1,438	\$620,000	\$431
Total / Average		67 Sales			\$740,956	\$418

Source: Redfin.com; compiled by The Weitzman Group, Inc.



Maple Towers is a five-story, 92-unit condominium located at 242 Maple Avenue in the heart of Westbury Village. This location is just off of Post Avenue, and is within walking distance to shops and the Long Island Railroad, which is approximately two blocks to the south. The property is also approximately a half-mile south of the Northern Parkway, and two miles south of the Long Island Expressway (both accessible via Post Avenue). Maple Towers was completed in 2006. Amenities include a 24-hour doorman, fitness center, library, heated swimming pool, and stainless

steel appliances in the units.

As of March 2010, there are five active listings on Redfin.com for units at Maple Tower with asking prices ranging from \$320,000 to \$445,000; for one listing with square footage data (the high listing), the asking price is \$342 per square foot. Recorded sales data from Redfin.com as of March 2010 includes six sales in 2009 with an average sales price of \$406,083, six sales in 2008 with an average sales price of \$418,308, and 12 sales in 2007 with an average sales price of \$417,677. For three of the sales with square foot data (transacted between December 2008 and September 2009), the sales prices equated to \$294 to \$363 per square foot.

TABLE 55
CURRENT LISTINGS - MAPLE TOWERS (242 MAPLE AVE)
WESTBURY, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq.	
					Ft.	Garage
242 Maple Ave #315	1	1.5		\$320,000		2
242 Maple #419	1	1.5		\$325,000		2
242 Maple Ave #217	1	1.5		\$365,000		2
242 Maple Ave #513	2	2.5		\$409,000		1
242 Maple Ave #608	2	2.5	1,300	\$445,000	\$342	1

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 56
RECENT SALES - MAPLE TOWER (242 MAPLE AVE)
WESTBURY, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Sep-09	242 Maple Ave				\$425,000	
Sep-09	242 Maple Ave #606	2	2	1,350	\$425,000	\$315
Aug-09	242 Maple Ave #605	2	2.5	1,350	\$396,500	\$294
Mar-09	242 Maple Ave				\$390,000	
Feb-09	242 Maple Ave #211	2	2.5		\$390,000	
Jan-09	242 Maple Ave				\$410,000	
Dec-08	242 Maple Ave #516	2	2	1,130	\$410,000	\$363
Jul-08	242 Maple Ave				\$365,456	
Jul-08	242 Maple Ave				\$349,392	
Jun-08	242 Maple Ave				\$450,000	
May-08	242 Maple Ave				\$460,000	
Jan-08	242 Maple Ave				\$475,000	
Oct-07	242 Maple Ave				\$381,500	
Oct-07	242 Maple Ave				\$338,000	
Oct-07	242 Maple Ave				\$375,500	
Oct-07	242 Maple Ave #411				\$382,000	
Aug-07	242 Maple Ave				\$365,000	
Aug-07	242 Maple Ave				\$440,000	
Jul-07	242 Maple Ave #307				\$570,000	
Jul-07	242 Maple Ave				\$434,000	
Jun-07	242 Maple Ave				\$347,675	
Jun-07	242 Maple Ave				\$366,525	
Jun-07	242 Maple Ave				\$653,600	
Jun-07	242 Maple Ave				\$358,329	

Source: Redfin.com; compiled by The Weitzman Group, Inc.



Maple Square is located at 330 Maple Avenue in Westbury and was completed in late-2008. This townhome community has approximately 40 units. Similar to Maple Tower, Maple Square is located just off of Post Avenue, and is within walking distance to shops and the Long Island Railroad, which is approximately two blocks to the south. The property is also approximately a half-mile south of the Northern Parkway, and two miles south of the Long Island Expressway (both accessible via Post Avenue).

As of March 2010, there are two active listings on Redfin.com for units at Maple Square with asking prices of \$339,000 to \$499,999; for the higher listing with square footage data, the asking price is \$323 per square foot based upon 1,548 square feet. Recorded sales data from Redfin.com as of March 2010 includes two sales in 2009 with an average sales price of \$450,000, and nine sales in 2008 with an average sales price of \$468,925. For the most recent sale in September 2009 with square foot data (1,548 square feet), the sales price equated to \$284 per square foot.

TABLE 57
CURRENT LISTINGS - MAPLE SQUARE (330 MAPLE AVE)
WESTBURY, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq.	
					Ft.	Parking
330 Maple Ave #18	1	1		\$339,000		1
330 Maple Ave #26	2	2	1,548	\$499,999	\$323	4

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 58
RECENT SALES - MAPLE SQUARE (330 MAPLE AVE)
WESTBURY, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Price / Sq.	
					Sales Price	Ft.
Sep-09	330 Maple Ave #36	2	2	1,548	\$440,000	\$284
Mar-09	330 Maple Ave				\$460,000	
Oct-08	330 Maple Ave				\$460,000	
Sep-08	330 Maple Ave				\$500,996	
Sep-08	330 Maple Ave #30				\$451,000	
Aug-08	330 Maple Ave				\$499,990	
Aug-08	330 Maple Ave #35				\$467,500	
Jul-08	330 Maple Ave				\$475,000	
Jul-08	330 Maple Ave #6				\$389,900	
Jun-08	330 Maple Ave				\$486,940	
Jun-08	330 Maple Ave				\$489,000	

Source: Redfin.com; compiled by The Weitzman Group, Inc.



The Horizon is a five-story, 90-unit condominium located at 190 Post Avenue in Westbury Village. This location is less than a block from the Long Island Railroad, and is within walking distance to shops and restaurants. Completed in 2006, the property is comprised of two- and three-bedroom duplexes and one- and two-bedroom simplexes. Designed in the shape of a horseshoe, all units overlook a center court pool and outside deck; additional amenities include a community room, fitness center and party room.

As of March 2010, there are seven active listings on Redfin.com for units at The Horizon with asking prices ranging from \$300,000 to \$460,000; for one listing with square footage data, the asking price is \$319 per square foot (based upon 1,188 square feet). Recorded sales data from Redfin.com as of March 2010 includes three sales in 2010 with an average sales price of \$353,333, seven sales in 2009 with an average sales price of \$331,214, three sales in 2008 with an average sales price of \$390,000, and five sales in 2007 with an average sales price of \$438,400. For four of the sales with square foot data, the sales prices ranged from \$233 per square foot (in September 2009) to \$386 per square foot (in May 2008).

TABLE 59
CURRENT LISTINGS - THE HORIZON (130 POST AVE)
WESTBURY, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
130 Post Ave #324	1	1		\$300,000		1
130 Post Ave #227	1	1		\$319,000		1
130 Post Ave #306	1	1		\$339,500		2
130 Post Ave #225	1	1		\$349,000		2
130 Post Ave #216	2	2	1,188	\$379,000	\$319	2
130 Post Ave	2	2		\$439,000		2
130 Post Ave #201	2	2		\$460,000		1

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 60
RECENT SALES - THE HORIZON (130 POST AVE)
WESTBURY, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Mar-10	130 Post Ave				\$285,000	
Mar-10	130 Post Ave #413	3	2.5	1,900	\$500,000	\$263
Feb-10	130 Post Ave #224	1	1		\$275,000	
Dec-09	130 Post Ave				\$248,500	
Nov-09	130 Post Ave				\$310,000	
Sep-09	130 Post Ave #402	2	2.5	1,328	\$310,000	\$233
Sep-09	130 Post Ave				\$390,000	
Aug-09	130 Post Ave				\$335,000	
Aug-09	130 Post Ave #215	1	1		\$335,000	
Jun-09	130 Post Ave #410	2	2.5	1,328	\$390,000	\$294
Jun-08	130 Post Ave				\$405,000	
May-08	130 Post Ave #314	1	1	1,050	\$405,000	\$386
Feb-08	130 Post Ave				\$360,000	
Oct-07	130 Post Ave				\$370,000	
Jul-07	130 Post Ave				\$520,000	
Jul-07	130 Post Ave				\$517,000	
Jun-07	130 Post Ave #213				\$415,000	
May-07	130 Post Ave				\$370,000	

Source: Redfin.com; compiled by The Weitzman Group, Inc.

Regional For Sale Comparables



Aqua Condominiums is an eight-story condominium located at 403 East Boardwalk at Lincoln Boulevard in Long Beach. The property, developed by The Engel Burman Group, includes 36 condominiums and offers direct beachfront access. In addition, the property offers a 24-hour concierge in a lobby equipped with a waterfall, a fitness center, an indoor swimming pool, and outdoor “dipping” pool, locker rooms with showers on the ground level, balconies on all units, and on-site parking with two spaces per unit. The development features separate elevator entrances to each unit (secure key access) with no common hallways. There are three elevators

that access 12 condominiums each. The units range in size from 1,730 to 2,395 square feet with six penthouse units that have rooftop terraces with outdoor kitchens.

Marketing began in the fall of 2007. As of March 2010, there are three active listings on Redfin.com for units at Aqua Condominiums with asking prices ranging from \$1,075,000 to \$2,283,750, or \$599 to \$1,165 per square foot for units ranging from 1,795 to 1,960 square feet. Recorded sales data from Redfin.com as of March 2010 show only one sale; that of a penthouse unit which sold in September 2009, at a sales price of \$2,159,500, or \$1,164 per square foot based upon 1,855 square feet.

TABLE 61
CURRENT LISTINGS - AQUA CONDOMINIUMS
LONG BEACH, NEW YORK

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.	Garage
403 E Boardwalk #302	2	2.5	1,795	\$1,075,000	\$599	2
403 E Boardwalk #406	3	2.5	1,960	\$2,195,000	\$1,120	2
403 E Boardwalk Unit Uph 3	2	2.5	1,960	\$2,283,750	\$1,165	2

Source: Redfin.com; compiled by The Weitzman Group, Inc.

TABLE 62
RECENT SALE - AQUA CONDOMINIUMS
LONG BEACH, NEW YORK

Sale Date	Unit	Bedroom	Bath	Sq. Ft.	Sales Price	Price / Sq. Ft.
Sep-09	403 E Boardwalk Unit Up Ph1	3	2	1,855	\$2,159,500	\$1,164

Source: Redfin.com; compiled by The Weitzman Group, Inc.



Port Liberte is a master-planned, mixed-use waterfront community located along the Upper New York Bay in Jersey City, New Jersey. The residential development includes a mix includes townhomes and mid-rise condominiums. There are numerous on-site amenities including two pools, a waterfront health club, a clubhouse, tennis courts, on site retail, 24-hour attended gatehouse, a children's play area, man-made canals, a waterfront walkway, a park and a private marina. The on-site retail includes a bank, spa, full service convenience store, dentist, restaurant, and a childcare facility. There is also ferry service from the site to Lower Manhattan. Adjacent to

the property is an 18-hole golf course. Views from the property include those of New York Harbor and the Statue of Liberty, Manhattan, Jersey City and the adjacent golf course.

Having taken over during the completion of the first phase, Hoboken-based The Applied Development Company has been the developer of this community since the early 1990s. To date, three phases have been completed: Phase I with 363 units was completed in 1997, Phase 2 with 225 units was completed in 2004, and Phase 3 with 221 units was completed in 2006. Future phases are planned.

Current listings at Port Liberte, as derived from Liberty Realty, Weichert Realtors and Century 21, are summarized in the following table. The listings reflect a wide price range from a low of \$180,000, or \$235 per square foot, to a high of \$2,699,000, or \$771 per square foot. At the low end is a one-bedroom / one-bath golf-side condominium flat built in 2006 (Phase 3). At the high end is a four-bedroom brick corner townhome located at the end of an enclave with "unparalleled views of the Hudson River, Statue of Liberty & NYC." Excluding the high, the list prices range from \$235 to \$413 per square foot, with an average of \$337 per square foot.

TABLE 63
CURRENT LISTINGS - PORT LIBERTE
JERSEY CITY, NEW JERSEY

Unit	Bedroom	Bath	Sq. Ft.	List Price	Price / Sq. Ft.
4 Constellation Place	1	1	766	\$180,000	\$235
15 Enterprise Ct	1	1	795	\$199,000	\$250
100 East Shearwater Ct. #34	1	1	810	\$260,000	\$321
201 W Shearwater Ct	1	1	750	\$309,000	\$412
1 Independence Way	1	1	940	\$349,900	\$372
202 W Shearwater Ct	1	1.5	1,050	\$375,000	\$357
30 Constitution Way	2	2	1,280	\$379,900	\$297
206 W Shearwater Ct	2	2	1,350	\$399,900	\$296
40 Constitution Way Unit #308	2	2	1,250	\$439,000	\$351
100 E Shearwater Ct	2	2	1,550	\$449,900	\$290
76 Independence Way	2	2	1,510	\$479,900	\$318
14 Independence Way	2	2	1,400	\$529,900	\$379
1 Independence Way	3	2.5	1,750	\$599,000	\$342
207 W Shearwater Ct	3	2.5	2,200	\$599,900	\$273
6 Constitution Way	2	3	2,141	\$649,000	\$303
202 W Shearwater Ct	3	2.5	2,150	\$795,000	\$370
65 Constitution Way	3	2.5	2,700	\$824,900	\$306
33 Intrepid Pl	3	3.5	2,170	\$925,000	\$426
34 Constitution Way	3	3.5	2,500	\$1,050,000	\$420
16 Constitution Way	3	3.5	2,900	\$1,199,000	\$413
104 Constitution Way	4	3.5	3,500	\$2,699,000	\$771

Source: Liberty Realty, Weichert Realtors, Century 21; compiled by The Weitzman Group, Inc.



FOR SALE COMPARABLES – NASSAU COUNTY

RENTAL HOUSING MARKET OVERVIEW

According to Reis, Inc., as of year-end 2009, the Nassau County market was estimated to have 335 apartment properties with a total of 53,275 units, which has remained stable since 2007. Over the past eleven years, the only supply additions to the Nassau County apartment market have been 506 new units in 2006 and 256 new units in 2003.

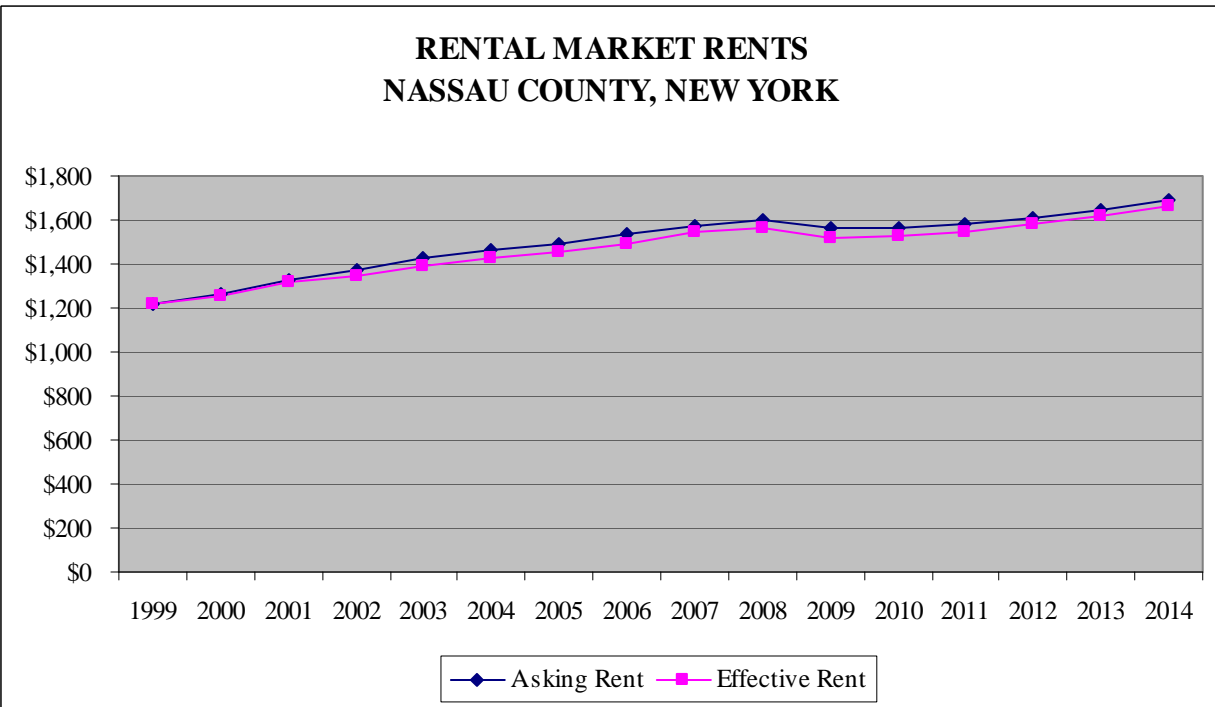
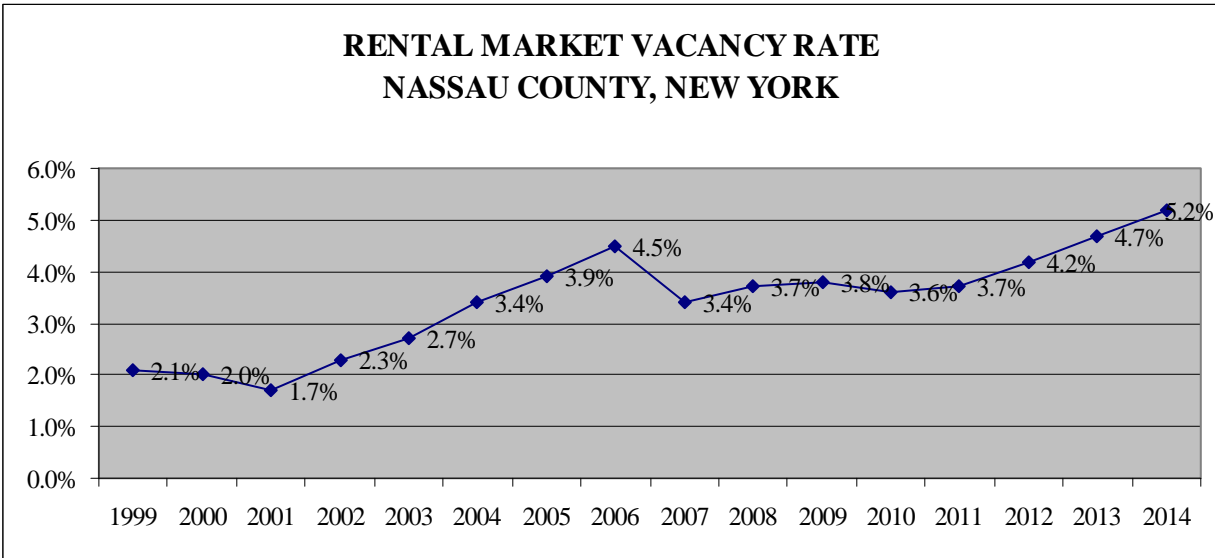
Over the eleven-year period from 1999 to 2009, the Nassau County apartment market vacancy rate has ranged from a low of 1.7% to a high of 4.5%. The vacancy rate steadily increased from 1.7% in 2001 to 4.5% in 2006 owing to the supply additions in 2003 and 2006 as well as overall negative net absorption in 2002, 2004 and 2005. In 2007, the market had positive net absorption of 586 units, and the vacancy rate decreased to 3.4%. With negative net absorption of -160 units 2008 and -53 units in 2009, the vacancy rate again increased to 3.8% as of year-end 2009. Reis projects the vacancy rate to remain relatively stable over the next two years through 2011 and thereafter slightly increase to a high of 5.2% as of 2014.

Between 2000 and 2007, the average effective apartment rents in Nassau County increased at annual rates ranging from 1.6% (in 2002) to 5.5% (in 2001). Following annual growth of 2.9% in 2006 and 3.6% in 2007, the average effective rent increased only slightly by 0.8% in 2008, and most recently in 2009 declined by -2.4% to \$1,522. Reis projects the effective rent to remain relatively stable in 2010, followed by annual growth of 1.2% in 2011 and between 2.1% and 2.6% over the following three years through 2014.

TABLE 64
RENTAL MARKET OVERVIEW
NASSAU COUNTY, LONG ISLAND, NEW YORK
1999 THROUGH 2014

Year	Inventory (SF/Units)	Completions	Conversions	Vacancy %	Net Absorption	Asking Rent \$	Asking Rent % Chg	Eff Rent \$	Eff Rent % Chg
1999	52,513	0	n/a	2.1%		\$1,220		\$1,220	
2000	52,513	0	n/a	2.0%	53	\$1,263	3.5%	\$1,252	2.6%
2001	52,513	0	n/a	1.7%	157	\$1,331	5.4%	\$1,321	5.5%
2002	52,513	0	n/a	2.3%	-315	\$1,375	3.3%	\$1,342	1.6%
2003	52,769	256	0	2.7%	39	\$1,430	4.0%	\$1,394	3.9%
2004	52,769	0	0	3.4%	-369	\$1,465	2.4%	\$1,428	2.4%
2005	52,769	0	0	3.9%	-264	\$1,495	2.0%	\$1,452	1.7%
2006	53,275	506	0	4.5%	167	\$1,540	3.0%	\$1,494	2.9%
2007	53,275	0	0	3.4%	586	\$1,573	2.1%	\$1,548	3.6%
2008	53,275	0	0	3.7%	-160	\$1,597	1.5%	\$1,560	0.8%
2009	53,275	0	0	3.8%	-53	\$1,564	-2.1%	\$1,522	-2.4%
<i>Forecast</i>									
2010	53,275	0	n/a	3.6%	106	\$1,561	-0.2%	\$1,528	0.4%
2011	53,369	94	n/a	3.7%	37	\$1,579	1.2%	\$1,547	1.2%
2012	53,507	138	n/a	4.2%	-134	\$1,612	2.1%	\$1,579	2.1%
2013	53,671	164	n/a	4.7%	-112	\$1,650	2.4%	\$1,620	2.6%
2014	53,840	169	n/a	5.2%	-108	\$1,693	2.6%	\$1,661	2.5%

Source: Reis, Inc. SubTrend Futures Report, 4Q 2009; compiled by The Weitzman Group, Inc.



Source: Reis, Inc.; compiled by The Weitzman Group, Inc.

The Nassau County apartment vacancy rate of 3.8% as of year-end 2009 was lower than corresponding vacancy rates of 5.0% for the Northeast and 8.0% for the nation as a whole. The apartment vacancy rate for Nassau County is projected to average 4.3% over the next five years through 2014, remaining below the projected average vacancy rates of 4.9% for the Northeast and 7.5% for the nation.

TABLE 65
VACANCY RATE COMPARISONS
NASSAU COUNTY, LONG ISLAND, NEW YORK
AS OF 12/31/2009

Market Area	Quarterly			Annualized			
	4Q09	3Q09	YTD Avg.	1 Year	3 Year	5 Year	5 Yr Forecast
Nassau County	3.8%	3.9%	4.0%	3.7%	3.8%	3.8%	4.3%
Long Island	3.6%	3.8%	3.7%	3.5%	3.4%	3.4%	4.0%
Northeast	5.0%	4.9%	5.0%	4.7%	4.3%	4.3%	4.9%
United States	8.0%	7.9%	7.7%	7.4%	6.6%	6.5%	7.5%
Average over period ending	12/31/09	9/30/09	12/31/09	12/31/09	12/31/09	12/31/09	12/31/14

Source: Reis, Inc. SubTrend Futures Report, 4Q 2009; compiled by The Weitzman Group, Inc.

From 2009 to 2014, the average asking rent in Nassau County is forecasted to increase at an average annual compounded rate 1.6%; this rate is just slightly below corresponding rental growth rates of 1.9% forecasted for the Northeast region and 1.7% forecasted for the nation as a whole.

TABLE 66
RENT GROWTH COMPARISONS
NASSAU COUNTY, LONG ISLAND, NEW YORK
AS OF 12/31/2009

Market Area	Quarterly			Annualized			
	4Q09	3Q09	YTD Avg.	1 Year	3 Year	5 Year	5 Yr Forecast
Nassau County	-0.8%	1.8%	-0.5%	-2.1%	0.5%	1.3%	1.6%
Long Island	-0.8%	1.1%	-0.4%	-1.5%	0.9%	1.5%	1.8%
Northeast	-0.8%	-0.1%	-0.6%	-2.3%	1.6%	2.4%	1.9%
United States	-0.7%	-0.5%	-0.6%	-2.3%	1.5%	2.2%	1.7%
Average over period ending	12/31/09	9/30/09	12/31/09	12/31/09	12/31/09	12/31/09	12/31/14

Source: Reis, Inc. SubTrend Futures Report, 4Q 2009; compiled by The Weitzman Group, Inc.

According to Reis, Inc., of the 53,275 units comprising the Nassau County apartment market, 68.0% were built before 1970, 13.0% were built in the 1970s, 5.0% were built in the 1980s, 2.0% were built in the 1990s and 11.0% were built after 1999.

TABLE 67
APARTMENT INVENTORY BY AGE
NASSAU COUNTY, LONG ISLAND, NEW YORK
AS OF 12/31/2009

Year Built	Inventory %
Before 1970	68.0%
1970 - 1979	13.0%
1980 - 1989	5.0%
1990 - 1999	2.0%
After 1999	11.0%
All	100.0%

Source: Reis, Inc. SubTrend Futures Report, 4Q 2009; compiled by The Weitzman Group, Inc.

According to the statistics compiled by Reis, Inc., the Nassau County apartment market as a whole is comprised of 7.3% studio/efficiency units averaging 544 square feet, 53.4% one-bedroom units averaging 793 square feet, 37.1% two-bedroom units averaging 1,138 square feet, and 2.2% three-bedroom units averaging 1,371 square feet. As of year-end 2009, the average asking rent was \$967 per month, or \$1.78 per square foot per month, for the studio/efficiency units, \$1,369 per month, or \$1.73 per square foot per month, for the one-bedroom units; \$1,902 per month, or \$1.67 per square foot per month, for the two-bedroom units; and \$2,565 per month, or \$1.87 per square foot per month, for the three-bedroom units.

TABLE 68
AVERAGE UNIT MIX, SIZES AND RENTS
NASSAU COUNTY, LONG ISLAND, NEW YORK
AS OF 12/31/2009

Unit Type	Unit Mix	Average Size (SF)	Asking Rent 4Q 09	Asking Rent / SF / Mo
Studio/Efficiency	7.3%	544	\$967	\$1.78
1 BR	53.4%	793	\$1,369	\$1.73
2 BR	37.1%	1,138	\$1,902	\$1.67
3 BR	2.2%	1,371	\$2,565	\$1.87
All	100.0%	916	\$1,564	\$1.71

Source: Reis, Inc. SubTrend Futures Report, 4Q 2009; compiled by The Weitzman Group, Inc.

Within 15 miles of the subject property, REIS tracks 15 Class A rental apartment properties. The Class A classification is according to REIS's own subjective interpretation of building class. These Class A rental apartment properties are summarized in the following table.

TABLE 69
"CLASS A" RENT COMPARABLES - PROPERTY SUMMARY
AS OF FOURTH QUARTER 2009

Property	Address	City	Submarket	Units	Stories	Year Built	Rent / Unit	Vacancy Rate
<u>Newer Properties (built since 1997):</u>								
Avalon at Glen Cove South	1100 Avalon Square	Glen Cove	Nassau County	256	5	2003	\$2,242	2.0%
Avalon at Glen Cove North	100 Glen St	Glen Cove	Nassau County	110	5	2006	\$2,337	3.6%
Archstone Meadowbrook Crossing	1299 Corporate Dr	Westbury	Nassau County	396	4	2006	\$2,424	28.3%
Avalon Court North II	100 Court N Dr	Melville	West Suffolk	339	2	1999	\$2,357	2.9%
Avalon Court North I	100 Avalon Court Dr	Melville	West Suffolk	154	2	1997	\$2,230	3.2%
Farmingdale Villas	15 Genova Ct	Farmingdale	West Suffolk	266	2	1999	\$1,346	2.3%
<u>Older Properties (built 1982 and earlier):</u>								
The Chalet	300 Edwards St	Roslyn Heights	Nassau County	140	4	1969	\$2,653	2.9%
Flower Gardens	300 Main St	Roslyn	Nassau County	67	2	1969	\$1,977	3.0%
Norwich Gate	600 Pine Hollow Rd	East Norwich	Nassau County	350	2	1982	\$1,982	7.4%
Westwood Village Apts	50 Westwood Dr	Westbury	Nassau County	242	2	1965	\$2,130	4.5%
Pont Apts	50 S Middle Neck Rd	Thomaston	Nassau County	54	3	1970	\$1,564	0.0%
Fairhaven Garden Apts	290 N Broadway	Hicksville	Nassau County	420	2	1955	\$1,661	1.0%
Fairhaven Garden Apts	86 Fairhaven Blvd	Woodbury	Nassau County	482	2	1969	\$2,779	1.0%
Hilton Hall	67 Hilton Ave	Garden City	Nassau County	105	4	1931	\$2,595	0.0%
Fairfield Courtyard at Farmingdale	150 Secatogue Ave	Farmingdale	Nassau County	54	4	1973	\$1,625	1.9%

Source: Reis, Inc.; compiled by The Weitzman Group, Inc.

TABLE 70
"CLASS A" RENT COMPARABLES - RENT SUMMARY
AS OF FOURTH QUARTER 2009

Property	City	Year Built	Studio Size (SF)	1BR Size (SF)	2BR Size (SF)	3BR Size (SF)	Studio Rent/ Month	1BR Rent/ Month	2BR Rent/ Month	3BR Rent/ Month	Studio Rent PSF /Month	1BR Rent PSF /Month	2BR Rent PSF /Month	3BR Rent PSF /Month
<u>Newer Properties (built since 1997):</u>														
Avalon at Glen Cove South	Glen Cove	2003	700	921	1,367	---	\$1,897	\$2,031	\$2,508	---	\$2.71	\$2.21	\$1.83	---
Avalon at Glen Cove North	Glen Cove	2006	518	957	1,387	---	\$1,865	\$2,200	\$2,568	---	\$3.60	\$2.30	\$1.85	---
Archstone Meadowbrook Crossing	Westbury	2006	---	765	1,098	1,382	---	\$2,050	\$2,490	\$3,095	---	\$2.68	\$2.27	\$2.24
Avalon Court North II	Melville	1999	---	997	1,300	1,347	---	\$1,801	\$2,814	\$2,899	---	\$1.81	\$2.16	\$2.15
Avalon Court North I	Melville	1997	---	1,003	1,330	1,347	---	\$2,055	\$2,495	\$2,742	---	\$2.05	\$1.88	\$2.04
Farmingdale Villas	Farmingdale	1999	---	850	975	---	---	\$1,263	\$1,425	---	---	\$1.49	\$1.46	---
<u>Older Properties (built 1982 and earlier):</u>														
The Chalet	Roslyn Heights	1969	554	796	1,374	1,374	\$1,768	\$2,271	\$3,387	\$4,200	\$3.19	\$2.85	\$2.47	\$3.06
Flower Gardens	Roslyn	1969	554	796	1,374	1,374	\$1,261	\$1,880	\$2,265	\$2,469	\$2.28	\$2.36	\$1.65	\$1.80
Norwich Gate	East Norwich	1982	---	850	1,100	---	---	\$1,889	\$2,514	---	---	\$2.22	\$2.29	---
Westwood Village Apts	Westbury	1965	---	700	850	975	---	\$1,765	\$2,344	\$2,754	---	\$2.52	\$2.76	\$2.82
Pont Apts	Thomaston	1970	700	1,000	1,100	---	\$1,219	\$1,250	\$2,200	---	\$1.74	\$1.25	\$2.00	---
Fairhaven Garden Apts	Hicksville	1955	---	550	635	---	---	\$1,525	\$1,850	---	---	\$2.77	\$2.91	---
Fairhaven Garden Apts	Woodbury	1969	---	715	1,100	---	---	\$2,028	\$2,862	---	---	\$2.84	\$2.60	---
Hilton Hall	Garden City	1931	---	796	1,374	1,374	---	\$2,080	\$2,511	\$3,352	---	\$2.61	\$1.83	\$2.44
Fairfield Courtyard at Farmingdale	Farmingdale	1973	554	796	---	---	\$1,458	\$1,638	---	---	\$2.63	\$2.06	---	---

Source: Reis, Inc.; compiled by The Weitzman Group, Inc.

The surveyed Class A apartment buildings, totaling 3,435 rental units, were constructed between 1931 and 2006 and range in size between 54 and 482 units. The newest properties are the Avalon Glen Cove North and the Archstone Meadowbrook Crossing (formerly known as the Archstone Westbury), which were both built in 2006, and the Avalon Glen Cove South, which was built in 2003. An additional three properties were built in the late-1990s: Avalon Court North I in Melville which was built in 1997, and the Avalon Court North II and Farmingdale Villas which were both built in 1999. Most of the other surveyed apartments were built before 1970.

According to data from Reis, the average Class A studio apartment rent is \$2.85 per square foot per month, the average Class A one bedroom apartment rent is \$2.24 per square foot per month, the average Class A two bedroom apartment rent is \$2.27 per square foot per month, and the average Class A three bedroom apartment rent is \$2.29 per square foot per month. Rents in this grouping of buildings generally average between approximately \$1.50 and \$3.00 per square foot per month, with most rents in the low- to mid-\$2.00 per square foot per month range.

Reis estimates that the average vacancy rate among these surveyed properties is 5.7%. The vacancy rates range from 0.0% to 28.3%. We note that the Archstone Meadowbrook Crossing's vacancy rate of 28.3% is reflective of this property's current lease-up effort to re-occupy the apartments, all of which had been vacated in order to remediate a severe mold and mildew problem; excluding this property, the vacancy rates range from 0.0% to 7.4%. Among the newer properties built since 1997, again excluding the Archstone Meadowbrook Crossing, the vacancy rates range from 2.0% to 3.6%.

Rental Comparables

With respect to the rental potential of Glen Isle, the Avalon Glen Cove North and the Avalon Glen Cove South are the most significant comparables. These two properties are located closest to the subject site in Glen Cove and are among Nassau County's most recent apartment developments. Also located within the primary market area are the Archstone Meadowbrook Crossing, located approximately 8.5 miles south of Glen Isle, and the Horizon at Roslyn, a luxury 55+ rental community located on Roslyn Harbor approximately five miles south of Glen Isle. Outside of Long Island, we also considered Harbor Point in Stamford, Connecticut; while this new waterfront development on Long Island Sound is not locationally comparable, its concept shares similarities with that of the proposed Glen Isle development.

Primary Market Rental Comparables



The Avalon Glen Cove South, located at 1100 Avalon Square, is a five-story, 256-unit apartment property built in 2003. This property's location is at the intersection of Pulaski Boulevard (Route 107) and Continental Place, approximately one mile east of the subject site. The property offers studio, one-bedroom and two-bedroom apartments. According to Reis, the property is comprised of ten studio units (3.9%) averaging 700 square feet, 130 one-bedroom units (50.8%) averaging 921 square feet, and 116 two-bedroom units (45.3%) averaging 1,367 square feet. Apartment unit features include walk in closets and washer and dryer in each unit. Select unit features include a balcony or patio, breakfast bar or island, and fireplace. Views are of Glen Cove and an interior courtyard. Community amenities include an outdoor swimming pool with sundeck, picnic area, fitness center, resident lounge and clubroom with billiards, resident cinema and conference room, and concierge services. Cats and dogs (with certain breed restrictions) are allowed. There is a one-time non-refundable pet fee of \$500 per apartment, and a monthly

pet fee of \$50. Other fees include an application fee of \$100 per adult over 18 and an amenity fee of \$500 per lease term. All units include one covered parking space; depending upon availability, additional spaces are available for \$50 to \$75 per month. All utilities are billed directly and are not included in the rent.

Per Reis, the Avalon Glen Cove South's vacancy rate was 2.0% as of year-end 2009. According to Reis, as of the fourth quarter of 2009, the average studio monthly rent was \$1,897, or \$2.71 per square foot, the average one-bedroom monthly rent was \$2,031, or \$2.21 per square foot, and the average two-bedroom monthly rent was \$2,508, or \$1.83 per square foot. However, the property's full asking rent schedule as of March 2010 is presented in the following table. These rents were derived from rent.com, and were verified through inquiries at the property's leasing office. As reflected in the table, the monthly rents for the studio units ranging from 570 to 829 square feet range from \$1,480 to \$2,141, or \$2.31 to \$2.60 per square foot; the monthly rents for the one-bedroom units ranging from 780 to 1,112 square feet range from \$2,051 to \$2,735, or \$1.94 to \$2.88 per square foot; and the monthly rents for two-bedroom units ranging from 1,065 to 1,672 square feet range from \$2,235 to \$3,590, or \$1.90 to \$2.36 per square foot. As of March 2010, the property was offering a reduced required security deposit of \$500 (rather than one month's rent).

TABLE 71
ASKING RENTS - AVALON GLEN COVE SOUTH
GLEN COVE, NEW YORK

Unit Type	Sq. Ft.	Monthly Rent	Rent / Sq. Ft.
Studio	570	\$1,480	\$2.60
Studio	588	\$1,520	\$2.59
Studio	698	\$1,630	\$2.34
Studio	805	\$1,861	\$2.31
Studio	829	\$2,141	\$2.58
One-Bedroom / One Bath	780	\$2,250	\$2.88
One-Bedroom / One Bath	866	\$2,105	\$2.43
One-Bedroom / One Bath	1,012	\$2,206	\$2.18
One-Bedroom / One Bath	1,012	\$2,341	\$2.31
One-Bedroom / One Bath	1,043	\$2,270	\$2.18
One-Bedroom / One Bath	1,062	\$2,735	\$2.58
One-Bedroom / Two Bath	1,048	\$2,235	\$2.13
One-Bedroom / Two Bath	1,052	\$2,320	\$2.21
One-Bedroom / Two Bath	1,055	\$2,051	\$1.94
One-Bedroom / Two Bath	1,055	\$2,316	\$2.20
One-Bedroom / Two Bath	1,112	\$2,385	\$2.14
Two-Bedroom / Two Bath	1,065	\$2,510	\$2.36
Two-Bedroom / Two Bath	1,092	\$2,555	\$2.34
Two-Bedroom / Two Bath	1,140	\$2,550	\$2.24
Two-Bedroom / Two Bath	1,176	\$2,235	\$1.90
Two-Bedroom / Two Bath	1,210	\$2,615	\$2.16
Two-Bedroom / Two Bath	1,220	\$2,640	\$2.16
Two-Bedroom / Two Bath	1,254	\$2,765	\$2.20
Two-Bedroom / Two Bath	1,340	\$2,772	\$2.07
Two-Bedroom / Two Bath	1,377	\$2,875	\$2.09
Two-Bedroom / Two Bath	1,436	\$3,120	\$2.17
Two-Bedroom / Two Bath	1,624	\$3,315	\$2.04
Two-Bedroom / Two Bath	1,672	\$3,590	\$2.15

Source: Field Survey by The Weitzman Group, Inc.



The Avalon Glen Cove North, located at 100 Glen Street, is a five-story, 110-unit apartment property built in 2006. This property's location is just northeast of the Avalon Glen Cove South. According to Reis, the property is comprised of ten studio units (9.1%) averaging 518 square feet, 50 one-bedroom units (45.5%) averaging 957 square feet, and 50 two-bedroom units (45.5%) averaging 1,387 square feet. With a similar design to the Avalon Glen Cove South property, the Avalon Glen Cove North property offers similar unit features and community amenities. Fees and policies are also similar. Cats and dogs (with certain breed restrictions) are allowed, subject to a one-time non-refundable pet fee of \$500 per apartment, and a monthly pet fee of \$50. Other fees include an application fee of \$100 per adult over 18 and an amenity fee of \$500 per lease term. All units include

one covered parking space, with additional spaces available for \$50 to \$75 per month. Utilities are not included in the rent.

Per Reis, the Avalon Glen Cove North's vacancy rate was 3.6% as of year-end 2009. According to Reis, as of the fourth quarter of 2009, the average studio monthly rent was \$1,865, or \$3.60 per square foot, the average one-bedroom monthly rent was \$2,200, or \$2.30 per square foot, and the average two-bedroom monthly rent was \$2,568, or \$1.85 per square foot. Nevertheless, the property's full asking rent schedule as of March 2010, as derived from rent.com and verified through inquiries at the property's leasing office, is presented in the following table. As reflected in the table, the monthly rents for the studio units ranging from 464 to 733 square feet range from \$1,490 to \$1,690, or \$2.31 to \$3.45 per square foot; the monthly rents for the one-bedroom units ranging from 764 to 1,315 square feet range from \$1,650 to \$2,695, or \$1.99 to \$2.85 per square foot; and the monthly rent for the two-bedroom units measuring 1,387 square feet is \$2,790, or \$2.01 per square foot. As of March 2010, the property was offering a reduced required security deposit of \$500 (rather than one month's rent).

TABLE 72
ASKING RENTS - AVALON GLEN COVE NORTH
GLEN COVE, NEW YORK

Unit Type	Sq. Ft.	Monthly Rent	Rent / Sq. Ft.
Studio	464	\$1,490	\$3.21
Studio	469	\$1,620	\$3.45
Studio	570	\$1,500	\$2.63
Studio	733	\$1,690	\$2.31
One-Bedroom / One Bath	764	\$2,005	\$2.62
One-Bedroom / One Bath	764	\$2,055	\$2.69
One-Bedroom / One Bath	782	\$1,650	\$2.11
One-Bedroom / One Bath	812	\$2,315	\$2.85
One-Bedroom / One Bath	855	\$1,800	\$2.11
One-Bedroom / One Bath	855	\$2,070	\$2.42
One-Bedroom / One Bath	913	\$2,075	\$2.27
One-Bedroom / One Bath	972	\$2,130	\$2.19
One-Bedroom / One Bath	990	\$2,050	\$2.07
One-Bedroom / One Bath	1,030	\$2,100	\$2.04
One-Bedroom / One Bath	1,056	\$2,100	\$1.99
One-Bedroom / One Bath	1,087	\$2,355	\$2.17
One-Bedroom / One Bath	1,142	\$2,280	\$2.00
One-Bedroom / Two Bath	1,315	\$2,695	\$2.05
Two-Bedroom / Two Bath	1,387	\$2,790	\$2.01

Source: Field Survey by The Weitzman Group, Inc.



Archstone Meadowbrook Crossing, located at 1299 Corporate Drive in Westbury, is a four-story, 396-unit apartment property built in 2006. This property's location is in a mixed retail and industrial area. According to Reis and as confirm by the property, the property is comprised of 157 one-bedroom units (39.6%) averaging 765 square feet, 168 two-bedroom

units (42.4%) averaging 1,098 square feet, and 71 three-bedroom units (17.9%) averaging 1,382 square feet. We note that the one- and two-bedroom sizes are smaller compared to the two Avalon properties in Glen Cove. Community amenities at Archstone Meadowbrook Crossing include a clubhouse, fitness center, club suite featuring bar/lounge seating, screening room, internet lounge with complimentary coffee bar, outdoor pool, gas cooking grills, and playscape. Private garages and storage are also available. Unit features include nine foot ceilings, crown molding, garden soaking tub, full-size washer/dryer and balcony or patio. In select units are built-in computer alcoves and ceiling fans. Archstone Meadowbrook Crossing is pet friendly with up to two pets allowed per apartment, subject to a weight limit of 85 lbs. (combined if more than one pet) and certain breed restrictions; there is a one-time non-refundable pet fee of \$500 per apartment, and a monthly fee of \$50 per pet. There is also an amenity fee of \$500. Surface parking is free and unassigned, while garages can be rented for \$175 per month. Rents do not include any utilities.

Per Reis, the Archstone Meadowbrook Crossing's vacancy rate was 28.3% as of year-end 2009; as noted previously, this property is currently in lease-up after all of the apartments had to be vacated in order to remediate a severe mold and mildew problem. According to Reis, as of the fourth quarter of 2009, the average one-bedroom monthly rent was \$2,050, or \$2.68 per square foot, the average two-bedroom monthly rent was \$2,490, or \$2.27 per square foot, and the average three-bedroom monthly rent was \$3,095, or \$2.24 per square foot.

The property's full asking rent schedule as of March 2010, as derived from rent.com and verified through inquiries at the property's leasing office, is presented in the following table. As reflected in the table, the monthly rents for the one-bedroom units measuring 765 square feet range from \$1,933 to \$1,978, or \$2.53 to \$2.59 per square foot; the monthly rents for the two-bedroom units ranging from 1,098 to 1,176 square feet range from \$2,830 to \$3,100, or \$2.56 to \$2.64 per square foot; and the monthly rent for the three-bedroom units measuring 1,382 square feet range from \$2,890 to \$2,910, or \$2.09 to \$2.11 per square foot. As of March 2010, the property was offering one month of free rent on a 13-month lease.

TABLE 73
ASKING RENTS - ARCHSTONE MEADOWBROOK CROSSING
WESTBURY, NEW YORK

Unit Type	Sq. Ft.	Monthly Rent		Monthly Rent / Sq. Ft.	
		Low	High	Low	High
One-Bedroom / One Bath	765	\$1,933	\$1,978	\$2.53	\$2.59
Two-Bedroom / Two Bath	1,098	\$2,830	\$2,880	\$2.58	\$2.62
Two-Bedroom / Two Bath	1,176	\$3,005	\$3,100	\$2.56	\$2.64
Three-Bedroom / Two Bath	1,382	\$2,890	\$2,910	\$2.09	\$2.11

Source: Field Survey by The Weitzman Group, Inc.



Horizon at Roslyn, located at 61 Bryant Avenue in Roslyn, is a luxury, age-restricted apartment property for people 55 and over. The 50-unit property, completed in 2007, is set on 11 acres along Roslyn Harbor with gardens, picnic areas, and views of the harbor. Community amenities at Horizon at Roslyn include an outdoor pool, waterfront park and promenade, a community center with media room, a fitness center, and indoor garage parking. Additionally, the property is marketed as offering the services and features of a five star hotel, including 24-hour concierge service. The property is pet friendly.

The unit mix includes two (2) one-bedroom units, 42 two-bedroom units, and six (6) three-bedroom units. Unit features include central air and heat; hardwood floors throughout common areas; carpet in bedrooms; limestone, marble and ceramic tiles in kitchens and bathrooms; modern recessed high-hat lighting; Vetter double-hung windows; Kohler fixtures and faucets; “high-end” kitchen appliances; European-style kitchen cabinetry; 10-foot high ceilings; 8-foot solid wood doors; Wi-Fi Access; cable and telephone wiring access; and durable, secure digital safes. Many of the apartments are waterfront or waterview.

The available rentals are marketed through Prudential Douglas Elliman. There are currently eight available listings, as presented in the following table. As reflected in the table, there is an 850 square foot one-bedroom/one-bath apartment available for the monthly rent of \$2,700, or \$3.18 per square foot. Six (6) two-bedroom/two-bath units are available with monthly rents ranging from \$3,575 to \$4,900; for four of these listings with square footage data, the rents range from \$2.92 to \$3.46 per square foot. Lastly, there is a 1,800 square foot three-bedroom/2.5-bath apartment available for the monthly rent of \$5,900, or \$3.28 per square foot. It is noted that the relatively high rents achieved at Horizon at Roslyn are in large part reflective of the property’s high level of service to its tenants age 55 and over, in addition to its quality features and attractive waterfront location in Roslyn. Horizon at Roslyn is not directly comparable to Glen Isle, which will not be age restricted.

TABLE 74
ASKING RENTS - HORIZON AT ROSLYN
ROSLYN, NEW YORK

Unit Type	Sq. Ft.	Monthly Rent	Monthly Rent PSF
One-Bedroom / One Bath	850	\$2,700	\$3.18
Two-Bedroom / One Bath		\$3,575	
Two-Bedroom / Two Bath	1,300	\$3,800	\$2.92
Two-Bedroom / Two Bath	1,300	\$4,000	\$3.08
Two-Bedroom / Two Bath	1,300	\$4,400	\$3.38
Two-Bedroom / Two Bath	1,300	\$4,500	\$3.46
Two-Bedroom / Two Bath		\$4,900	
Three-Bedroom / 2.5 Bath	1,800	\$5,900	\$3.28

Source: Prudential Douglas Elliman; compiled by The Weitzman Group, Inc.

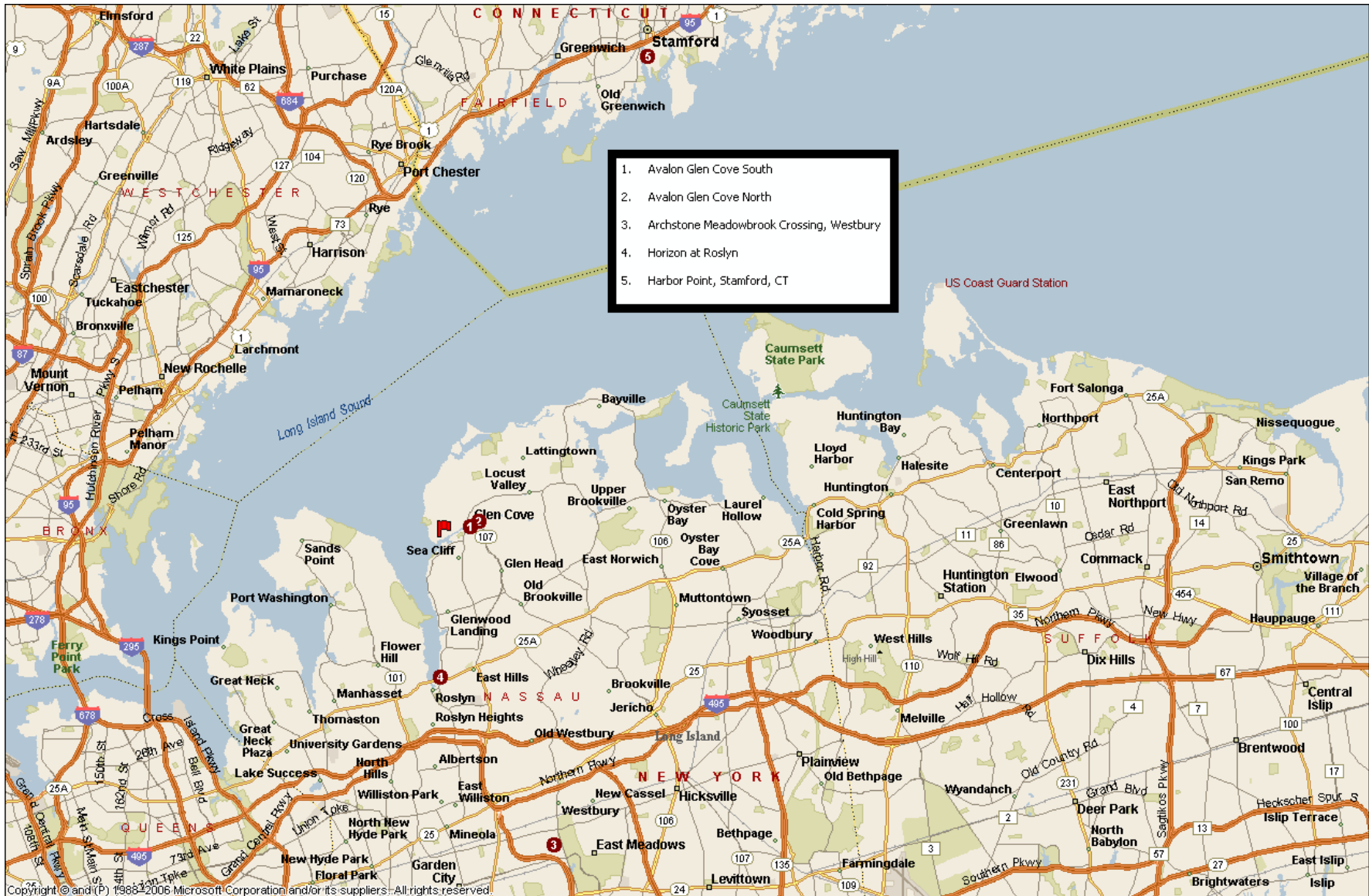
Regional Rental Comparable



Harbor Point is a planned large-scale, mixed-use development on the waterfront in Stamford, Connecticut. The redevelopment of the Stamford Harbor will comprise approximately 82 acres formerly occupied by the Pitney Bowes and Yale & Town industrial facilities, and will take place during the next ten years or so. The 7.9-million square foot development will include destination retailers, a mix of approximately 4,000 housing units, a hotel and office space all located within close proximity to the train station. The entire site will be a master planned community, oriented toward the waterfront and transportation, and developed with the latest urban planning methodology in practice. Many housing units constructed as part of this project

are expected to offer unobstructed views of the Long Island Sound, and the entertainment retail planned will likely be conducive to outdoor waterfront cafes, bars, and other types of retail uses that promote spending time in the area, creating a sense of community and place. Major infrastructure and greenspace improvements are expected to be made to the development site, including a continuation of the Mill River corridor through the site, park space, and a waterfront entertainment plaza. Eventually, this area of Stamford may become another entertainment and residential focal point.

The development is currently leasing rental apartments which are currently under construction. These apartments, representing the first phase of residential development at Harbor Point, are scheduled to delivery in late-April 2010. As of March 2010, one bedroom units measuring 686 to 817 square feet were being offered at monthly rents of \$1,536 to \$1,937 per month, or \$2.24 to \$2.37 per square foot, and two bedroom units measuring 1,042 to 1,086 square feet were being offered at \$2,035 to \$2,220 per month, or \$1.95 to \$2.04 per square foot.



RENTAL COMPARABLES

MARINA / BOATING MARKET OVERVIEW

The marinas market has deteriorated over the past eighteen months. In particular, marinas that have additional components, such as a retail boat sales component or sell slips on a “dockominium” basis, have seen operating income losses ranging from 20% to 40% over peak times. Marinas that have sold over the past year typically have an in-place revenue stream, either through long-term rentals, or do not rely on boat sales as the primary source of income, thus, buyers have been able to secure financing from lending institutions.

Boat production and employment in the boating sector decreased by approximately 70% in 2009 over 2007 figures according to the National Marine Manufacturers Association. The purchase of a boat is typically a recreational purchase and not a necessity. Through October 2009, new boat sales were down 33.9% nationally over the same period in 2008, according to a survey by Spader Business Management. Overall dealership sales were down 22.0% over the same period. A significant number of boat manufacturing companies have filed for bankruptcy in 2009. Genmar Holdings, Inc., the nation’s second largest boat manufacturer, filed for Chapter 11 in June as sales dropped 80% in 2008, which resulted in a net operating loss of \$35 million.

Despite the recent slump in marina sales, and more importantly the decline in revenues from boat slips, the current marina market on Long Island appears to be relatively stable. In our survey of marinas located in Nassau County, occupancy levels for slip rentals in 2010 were near 100%, and in some cases, there are waiting lists for available spots.

Brewer Capri Marina, located in Port Washington, offers 330 slips and can accommodate boats up to 150 feet on a transient basis. Of the 330 slips, approximately 300 are reserved for this season and the remaining 30 slips are expected to be rented by Memorial Day. The transient slips, reserved for boats in excess of 75 feet in length, are rented on a short-term basis, typically for weeklong blocks. There has not been strong demand for these slips as of yet this year, but according to the sales department, transient slips are typically not booked well in advance and are instead booked only a few weeks or days beforehand. The daily rates for these transient slips are \$3.50 per foot on weekdays and \$4.00 per foot on weekends and holidays, not including electric. For six-night minimum stays, the daily rate is \$3.00 per foot, not including electric. According to the sales department, these rates are unchanged from last year.

Manhasset Bay Marina, also located in Port Washington has 285 slips and can accommodate boats up to 110 feet in length. According to the sales office, there is a waiting list for slips at the marina in 2010. In 2009, the number of slips occupied was approximately 75%.

A large percentage of the marinas in Nassau County are not able to accommodate boats over 50 feet in length. Instead, they have focused their target market to include the traditional recreational boater, whose boat is typically less than 35 feet in length. This target market is fairly typical of most marinas in the Northeastern United States, and there are only a few boating destinations that are known as being able to accommodate large yachts over 100’ in length. Nantucket, Newport, Block Island, and Sag Harbor are a few such destinations. Many waterfront communities such as Greenwich and Stamford, and cities such as Philadelphia and Baltimore, can accommodate large boats.

Nevertheless, the inclusion of approximately eight slips at Glen Isle that will be capable of accommodating yachts between 80’ and 150’ in length should serve to make the Glen Isle development one of the relatively few locations in the northeast capable of accommodating this many large boats, and the development’s accessibility on the north shore of Long Island is likely to be attractive to such New York area boat owners residing full or part-time in the area. Further, the contribution that these large slips

make to the overall prestige of the Glen Isle development will enhance the marketing of all uses at the site.

HOUSING DEMAND ANALYSIS

Utilizing the data from our demographic analysis, we have attempted to quantify the depth of demand for a potential housing development component to the Glen Isle mixed-use project. This task is accomplished by: (1) estimating the underlying demand for housing in the market area; (2) projecting the annual absorption of the for-sale and for-rent housing units at the development; and (3) estimating the percent of total demand that the project must capture in order to achieve the projected level of absorption. Not only does this analysis provide a significant test of overall project marketability and ease of market entry for the homes, but it is an additional quantifying factor in determining the development and investment risk associated with absorption.

As previously discussed, and as shown in the Primary Market Area Map in the demographics section of this report, the Primary Market Area for the Glen Isle development includes those communities in Nassau County immediately surrounding Glen Cove, and stretching south just beyond the Long Island Expressway to include Garden City. The Secondary Market Area includes all of Nassau County.

In order to better understand the demand for the for-sale housing units versus the for-rent housing units, we have completed two projections of potential demand. Based upon demographic statistics published by SRC, a leading demography firm operating the website DemographicsNow.com, and the U.S. Census Bureau, we have examined the number of households estimated to be seeking housing within the market areas who meet the target market criteria for the for-sale and for-rent units. We note that the criteria we have utilized in our demand analysis represents the core of demand from which residents at Glen Isle are likely to come. While there will most certainly be younger and higher-income residents than those we have focused on in our demand analysis, the vast majority of households will fall within our targeted demand criteria. Further, because demographic data is not available for an age cohort ranging between 30 and 34 years, we are forced to evaluate the depth of demand among households aged over 35 years unless we wish to include those as young as 25 years. We have taken the conservative approach, and while households as young as 30 years may reside at Glen Isle, our demand analysis, as detailed in the following passages, includes only those aged at least 35 years.

For the for-sale units, we have quantified potential demand from those households (1) aged between 35 and 64 years and earning \$150,000 or more annually, and (2) those households aged over 65 years who earn \$100,000 or more each year. For the for-rent units, we have quantified potential demand from those households (1) aged between 35 and 64 years and earning between \$75,000 and \$200,000 annually, and (2) those households aged over 65 years who earn between \$50,000 and \$200,000 annually.

Many retired households may have substantial built-up equity and principal invested, but may be on a fixed income dependent on interest from investments. Younger non-retired households would more likely require a higher income to support a purchase of a home at Glen Isle, due to the lower likelihood that cash would be used for a significant portion of the transaction price. We expect the majority of the buyers to be empty-nesters and to likely have substantial equity built into their existing homes. It is likely that their purchasing power is driven significantly by access to cash equity, not the necessity for their income to support mortgage payments. We do not expect that many children will reside at Glen Isle.

The calculation for determining household demand is based upon two major components: internal mobility within a market area (a household changing their housing situation within the market), the anticipated household growth constituting new households coming from outside the market area, and new households being created within the market area. An estimated internal mobility rate of 7.0% was applied

to determine annual internal demand, effectively quantifying the number of households annually that are likely to change their housing situation. We then quantified the number of new households projected to be created within each market area. Based upon household growth and internal mobility within each market area, among households meeting our target criteria, we are able to measure the potential number of qualified households seeking housing in any given year. This is then compared with several scenarios of total annual absorption at the development in order to gauge the portion of the potential demand that the project must capture in order to be absorbed by the market readily. Based upon our experience, resulting capture rates should be approximately 7.0% or less in order for the development to be readily absorbed in the market. Those developments requiring a capture rate of approximately 10.0% or more tend to have a more difficult time entering the market and building sales or leasing momentum.

For-Sale Housing Demand Analysis

As shown in the following table, we estimate the total number of households aged 35 to 64 years and earning above \$150,000 or more to be 36,235 households in the Primary Market, and 89,328 households in the Primary and Secondary Markets combined. Those households aged over 65 years and earning incomes of over \$100,000 annually are estimated to number 12,313 in the Primary Market and 30,886 in the Secondary Market (which includes the Primary Market area). In the Primary Market, there are estimated to be an estimated 48,548 income and age-qualified households. Among these households, we estimate that 3,398 households will seek to change their housing in any given year, and that 1,864 new households are likely to be created in the market area in any given year. Therefore, total income and age qualified housing demand in the Primary Market is estimated to be 5,263 households per year. Projecting absorption scenarios at the rates of 12, 8, and 4 units sold per month, the resulting capture rates given the estimated annual qualified housing demand are very low at 2.7%, 1.8%, and 0.9% respectively in the Primary Market Area. In the Secondary Market Area, the capture rates are far more favorable.

TABLE 75
FOR-SALE HOUSING DEMAND ANALYSIS
Households Aged 35 - 65 Earning \$150,000 or More Annually, and Households aged 65+ Earning \$100,000 or More Annually
by Household Income, 2009 Estimate

	PRIMARY MARKET AREA	SECONDARY MARKET AREA Nassau County
Market Area		
Households Aged 35 - 64		
\$150,000 - \$199,999	12,181	39,985
\$200,000 or More	24,054	49,343
Households Aged 65+		
\$100,000 - \$124,999	2,670	7,790
\$125,000 - \$149,999	2,394	6,317
\$150,000 - \$199,999	2,411	6,680
\$200,000 or More	4,838	10,099
Total Households	48,548	120,214
Internal Mobility Rate	7.0%	7.0%
Internal Mobility - Total Households	3,398	8,415
Annual Household Growth Rate (2009-2014, \$150,000+)	3.84%	5.04%
Annual Household Growth	1,864	6,059
Total Housing Demand	5,263	14,474
Projected Annual Capture Rate @ 144 Units per Year (12.0 Units per Month)	2.7%	1.0%
Projected Annual Capture Rate @ 96 Units per Year (8.0 Units per Month)	1.8%	0.7%
Projected Annual Capture Rate @ 48 Units per Year (4.0 Units per Month)	0.9%	0.3%

Source: DemographicsNow Inc.; American Housing Survey; IRS; projections by The Weitzman Group, Inc.

For-Rent Housing Demand Analysis

As shown in the following table, we estimate the total number of households aged 35 to 64 years and earning between \$75,000 and \$200,000 annually to be 44,093 households in the Primary Market, and 164,917 households in the Secondary Market, which includes the Primary Market. Those households aged over 65 years and earning incomes of between \$50,000 and \$200,000 annually are estimated to number 16,278 in the Primary Market and 47,284 in the Secondary Market. In the Primary Market, there are estimated to be an estimated 60,371 income and age-qualified households. Among these households, we estimate that 4,226 households will seek to change their housing in any given year, and that 24 households are likely to be lost in any given year due to increasing incomes and a general decline in the number of households meeting our criteria. Therefore, total income and age qualified housing demand in the Primary Market is estimated to be 4,202 households per year. Projecting absorption scenarios at the rates of 20, 15, and 10 units sold per month, the resulting capture rates given the estimated annual qualified housing demand are sufficiently low to support absorption at these levels within the Primary Market area alone. The capture rates are 5.7%, 4.3%, and 2.9% at absorption rates of 20, 15, and 10 units per month, respectively, in the Primary Market Area. In the Secondary Market Area, the capture rates are far more favorable, at no more than 1.6%.

TABLE 76
FOR-RENT HOUSING DEMAND ANALYSIS
Households Aged 35 - 65 Earning \$75,000 to \$200,000 Annually, and Households aged 65+ Earning \$50,000 to \$200,000 Annually
by Household Income, 2009 Estimate

	PRIMARY MARKET AREA	SECONDARY MARKET AREA Nassau County
Market Area		
Households Aged 35 - 64		
\$75,000 - \$99,999	11,648	46,921
\$100,000 - \$124,999	10,649	42,785
\$125,000 - \$149,999	9,615	35,226
\$150,000 - \$199,999	12,181	39,985
Households Aged 65+		
\$50,000 - \$74,999	5,001	15,193
\$75,000 - \$99,999	3,802	11,304
\$100,000 - \$124,999	2,670	7,790
\$125,000 - \$149,999	2,394	6,317
\$150,000 - \$199,999	2,411	6,680
Total Households	60,371	212,201
Internal Mobility Rate	7.0%	7.0%
Internal Mobility - Total Households	4,226	14,854
Annual Household Growth Rate (2009-2014, \$75,000-\$200,000)	-0.04%	0.22%
Annual Household Growth	-24	467
Total Housing Demand	4,202	15,321
Projected Annual Capture Rate @ 240 Units per Year (20.0 Units per Month)	5.7%	1.6%
Projected Annual Capture Rate @ 180 Units per Year (15.0 Units per Month)	4.3%	1.2%
Projected Annual Capture Rate @ 120 Units per Year (10.0 Units per Month)	2.9%	0.8%

Source: DemographicsNow Inc.; American Housing Survey; IRS; projections by The Weitzman Group, Inc.

It is the opinion of The Weitzman Group that there is significant underlying depth of demand for the units proposed for development at Glen Isle. In the Primary Market Area alone, sufficient demand appears to exist to support absorption rates that are reasonably aggressive. Demographically, there are likely more than enough qualified households seeking both rental and for-sale housing in the Primary Market area to support attractive absorption paces among each phase of development. However, in order to actually attract these households, the development's product positioning and marketing must be exceptional given the historic uses on the site, some of which may be ongoing during initial phases of development. A cautious approach must be taken to the forecast of absorption – demand may exist, but the development must compel the market to choose Glen Isle over other housing options.

TARGET MARKET

Based on our research in the marketplace, we believe that there will be a range of prospective residents attracted to the Glen Isle development. There has been very little new development in the market area, relative to the population density in Nassau County. Therefore, the options available to the market households have been quite limited and we believe that there is likely pent-up demand for housing situated within a sizeable, amenitized, master-planned community. The waterfront nature of the site is perhaps the most compelling amenity available to exploit in marketing the development's residential units to the market, and the targeted buyers will be those seeking a water-oriented community within a master-planned setting. This type of development in Long Island is relatively rare, and so we believe that the market will understand that the opportunity to live in such a development is moderately scarce.

Nevertheless, Glen Isle will not attract very high-income households or wealthy households from its start. The target market for the development will change over time as more construction occurs on site, and as occupancy achieves a critical mass of households demonstrating the project's viability, and therefore attracting households who were hesitant to be "early adopters" of the Glen Isle community during the initial phases. In addition, as the local real estate market improves, it is expected that more homeowners will be in a position to sell their homes as values rise, providing an enhanced market for the for sale component within Glen Isle. However, we believe we have taken this eventuality into account in our recommendations.

Throughout all phases of development, however, we believe that the depth of market will be among those empty nester households not commuting daily to Manhattan or elsewhere in Long Island; the development will be most attractive to households who do not have to leave the immediate vicinity of Glen Isle every day. Despite the possibility of high-speed ferry access to Manhattan at some point in the future, car access to the site from outside of the area is difficult, particularly during peak traffic hours, and the Long Island Railroad transit to Penn Station is not quite as convenient as in westerly locations that do not require transfers at Jamaica. We believe the vast majority of residents at the site will be already living in the Primary Market area, older in age, and not requiring inter-regional travel on a daily basis. As previously mentioned, our target market and demographic demand analysis have focused on those households that we believe will represent the "core" of the market for Glen Isle, but certainly there will some younger professional households that will choose to live at Glen Isle, as well as older and wealthier households than those we have targeted. Nevertheless, the core market is expected to make up the vast majority of residents at the development.

Further, real estate taxes at Glen Isle are likely to be significantly higher than in other areas of Nassau County, and most certainly versus Suffolk County. In Glen Cove, there are likely to be various additional taxes due to the incorporation of Glen Cove as a municipality, with its own police force, fire department, school district, and other services. Therefore, this is an added reason to focus on members of the target market primarily coming from Nassau County, as opposed to Suffolk County or other lower tax areas.

As discussed previously in the Demand Analysis section we have demographically targeted households aged 35 to 64 years, earning incomes of \$150,000 and more, and households aged over 65 and earning incomes of \$100,000 and more, for the for-sale condominiums and townhomes at Glen Isle. For the rental apartment units, we have demographically targeted households aged between 35 and 64 years and earning incomes between \$75,000 and \$200,000 annually, and those households aged over 65 years but earning incomes between \$50,000 and \$200,000 annually. We do not believe that very many households earning more than \$200,000 annually will choose to rent at Glen Isle.

RECOMMENDATIONS

Detailed Unit Mix, Pricing and Finish Recommendations

Based upon our discussions with you, and with your design team, we understand that you cannot develop more than 1,120 units on the site, pursuant to zoning. Our recommendations in this report are based upon an estimated 1,120 residential units being developed at Glen Isle.

The Weitzman Group has evaluated the potential to develop three distinct housing types at Glen Isle: rental apartment units, condominium flats in mid-rise buildings, and two-story townhomes. We note that some of the townhomes will be wrapping parking structures on the site, with the rear of the duplex units being directly accessible from the garage; these units will not have backyards or patios, while other

traditional two-story townhomes will have these features. The following discussion summarizes our conclusions and recommendations related to each of the three housing types proposed for development at the site.

The following table summarizes our product mix for the development in all phases. We recommend that approximately 44.6% of the product mix be rental apartments, approximately 37.5% be condominium flats, and approximately 17.9% be two-level townhomes. In total, we are recommending a development size of nearly 1.5 million net sellable square feet of residential space.

TABLE 77
ALL UNIT TYPES - ALL DEVELOPMENT PHASES
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	AVG. SF	TOT. Net SF	% Alloc. SF
RENTAL APARTMENTS	500	44.6%	970	485,000	32.4%
CONDOMINIUM FLATS	420	37.5%	1,428	599,550	40.1%
TWO-LEVEL TOWNHOMES	200	17.9%	2,060	412,000	27.5%
Total / Weighted Average	1,120	100%	1,336	1,496,550	

Source: The Weitzman Group, Inc.

We have approached our pricing and rent recommendations by first positioning our recommended unit types within the competitive market as of April 2010. We have recommended prices and rents for each unit type as of April 2010, although we do not anticipate that pricing will change at all between April 2010 and the fall of 2011, which is the earliest time that we would recommend coming to market with the first phase of development. Our pricing and rents for individual unit types as of April 2010 are recommended as averages among all phases of development. Further, units with better or worse than average views, floorplans, sun exposure or other marketable characteristics should be priced above or below the recommended average pricing. Our pricing assumes that there will not be any additional membership fees or dues associated with a resident's use of the amenities developed on-site, such as a club house, fitness facilities, and other development features that would normally be paid for through condominium maintenance fees, or rental apartment properties' contribution to a homeowners' association. Our pricing is also predicated on the operation of a high-speed ferry based at the development, offering convenient service to multiple stops on Manhattan, in approximately 35 minutes travel time, at fares that are within a reasonable range of LIRR fares from Glen Cove.

Having positioned the average pricing and rents for Glen Isle as of April 2010, we then projected what these prices and rents would be assuming market price appreciation, which we recommend be projected at a rate of 3.0% annually. We also projected how pricing is likely to change over the development period due to the use of promotional pricing tactics that will be necessary to drive momentum at the start of the development, and to capture value toward the end of the development once occupancy has been established and a critical mass of residents have demonstrated the viability of the project. The resulting schedule of potential price and rent dynamics over the development period of Glen Isle should be used as the basis for underwriting the development. It incorporates our absorption recommendations, and we have included it as an addendum to this report, in Exhibit C. We note, however, that it is impossible to predict accurately how market pricing will change over a long-term development, or what pricing tactics will be necessary from a marketing standpoint at different points in time during the project's completion. This is particularly true if conditions affecting marketability change unexpectedly or not according to

plan. The schedule is therefore a reasonable projection of the development's possible pricing dynamics over time given absorption, development progress, and market appreciation.

Rental Apartment Units

Unit Mix and Positioned Rents as of April 2010

Out of the total 1,120 residential units projected for development at Glen Isle, we recommend that approximately 500 of them be rental apartments. The following table summarizes our recommended unit mix among all rental apartments developed on the site. We envision these as being entirely located within mid-rise or high-rise structures, with some units perhaps located above retail storefronts. Further detail related to the development phasing of the rental apartments is presented later in this report.

TABLE 78
RENTAL APARTMENTS
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	AVG. SF	SF Range
Junior 1 Bedroom / 1 Bath	75	15.0%	650	650
1 Bedroom / 1 Bath	125	25.0%	750	700 - 800
1 Bedroom / 1 Bath	50	10.0%	850	800 - 900
2 Bedrooms / 2 Baths	150	30.0%	1,100	1,050 - 1,150
2 Bedrooms / 2 Baths + Dining Area	75	15.0%	1,300	1,200 - 1,400
3 Bedrooms / 2.5 Baths + Dining Area	25	5.0%	1,500	1500
Total / Weighted Average	500	100.0%	970	
Total Net Sellable SF			485,000	

Source: The Weitzman Group, Inc.

Our recommended unit mix for the rental apartments includes six unit types averaging 970 square feet in size, and totaling 485,000 net rentable residential square feet. The following table summarizes the recommended average rent levels that we believe to be achievable among all phases of development, positioned in April 2010 dollars. The rents range from approximately \$1,500 per month for a junior one bedroom unit to just under \$3,000 per month for a large three bedroom home. On average, the positioned rents are \$2,123 per month, or \$2.19 per square foot per month based upon an average unit size of 970 square feet.

TABLE 79
RENTAL APARTMENTS
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	SF	\$PSF	Avg. Rent	Rent Range
Junior 1 Bedroom / 1 Bath	75	15.0%	650	\$2.31	\$1,500	\$1,450 - \$1,550
1 Bedroom / 1 Bath	125	25.0%	750	\$2.33	\$1,750	\$1,700 - \$1,800
1 Bedroom / 1 Bath	50	10.0%	850	\$2.29	\$1,950	\$1,900 - \$2,000
2 Bedrooms / 2 Baths	150	30.0%	1,100	\$2.18	\$2,400	\$2,200 - \$2,500
2 Bedrooms / 2 Baths + Dining Area	75	15.0%	1,300	\$2.04	\$2,650	\$2,600 - \$2,800
3 Bedrooms / 2.5 Baths + Dining Area	25	5.0%	1,500	\$1.97	\$2,950	\$2,900 - \$3,000
Total / Weighted Average	500	100%	970	\$2.19	\$2,123	

Source: The Weitzman Group, Inc.

Projected Rent Recommendation

Pursuant to our potential pricing and rent schedule over the development period for Glen Isle, we have projected that average rent in place during the entire development period at Glen Isle will be approximately \$2.51 per square foot. We have projected that rents will start at the recommended \$2.19 per square foot and achieve \$2.86 per square foot by the time the entire project is completed. We recommend that these projected rents be utilized in underwriting the development.

Affordability

We have performed a detailed Affordability Analysis of the recommended unit mix and pricing for the rental apartments, which is summarized in the following table.

TABLE 80
RENTAL APARTMENTS
AFFORDABILITY ANALYSIS AS OF APRIL 2010
GLEN COVE, LONG ISLAND

	Junior 1 Bedroom / 1 Bath	1 Bedroom / 1 Bath	1 Bedroom / 1 Bath	2 Bedrooms / 2 Baths	2 Bedrooms / 2 Baths + Dining Area	3 Bedrooms / 2.5 Baths + Dining Area	Average
Average Unit Sq. Ft.	650	750	850	1,100	1,300	1,500	970
Average Rent PSF/Mo.	\$2.31	\$2.33	\$2.29	\$2.18	\$2.04	\$1.97	\$2.19
Overall Average Monthly Rent	\$1,500	\$1,750	\$1,950	\$2,400	\$2,650	\$2,950	\$2,123
Total Annual Housing Payment	\$18,000	\$21,000	\$23,400	\$28,800	\$31,800	\$35,400	\$25,470
Required Annual Income	\$54,545	\$63,636	\$70,909	\$87,273	\$96,364	\$107,273	\$77,182

Assumptions:

1) Required Annual Income assumes 40% of pre-tax income is devoted to housing

Source: The Weitzman Group, Inc.

Our affordability analysis assumes that 33% of a household's gross income is dedicated to rent. In reality, the rental units will likely be leased to households spending up to approximately 40% of their income on housing expenses, however to be conservative we have utilized a 33% ratio. This affordability analysis demonstrates that the average recommended rental apartment unit should be affordable for households earning approximately \$77,000 annually. The least expensive units would be affordable for households earning approximately \$55,000 annually, although it is likely that households earning as little as \$48,000 or \$50,000 would be able to comfortably afford to rent the smallest apartments, particularly in the initial phase of rental housing development, which will be slightly less expensive than the average rents we have projected here for all phases of development. Households earning, on average, within an income range of approximately \$50,000 to \$110,000 should be capable of comfortably renting the apartment units.

Rental Apartment Unit Finishes

The finishes in the rental apartments should slightly exceed the expectations of the market, given the finishes presently available at the Avalon properties in Glen Cove. The floorplans should attempt to strike a balance between the younger and older members of the target market for the rental units, with older renters likely preferring a less open kitchen, for example, while younger renters may prefer a full kitchen island. In general, kitchens should be partially enclosed, but with a peninsula breakfast bar that can be used for barstool seating or serving during dinner parties. Where dining areas exist, they should be slightly more delineated or separated from other living areas in larger apartments, but in smaller apartments the dining areas should flow directly into living space so as to accentuate the larger feeling of an open floorplan. Unit entries should be designed with coat storage. Standard ceiling heights should be

a minimum of 9'-0" in public areas of each unit, with higher ceilings or vaulted/cathedral ceilings being an important enhancement on upper floors, wherever possible. Further, outdoor space with every home will be an important marketing feature, and every apartment should have either a balcony or patio capable of accommodating at least a table and four chairs. Finally, we recommend that the rental apartment buildings be developed to a LEED standard, to the extent that this is financially feasible. In our opinion, green-building features will contribute significantly to the marketability of the rental apartment units. Each home should include the following standard finishes (brand names are mentioned to denote the level of necessary quality).

TABLE 81

GLEN ISLE RENTAL APARTMENTS

STANDARD INTERIOR FINISH SPECIFICATION

FLOORING

No.3 Red Oak. 2.5" wide, solid plank, dark stain
12" x 24" Porcelain Tile. Running-Bond Pattern, Powder Room and Master Bath.
12" x 12" Porcelain Tile. Secondary Baths.
6" x 6" Ceramic Tile. Mechanical and Utility Rooms.

CABINETS

Manufactured Solid Wood Kitchen Cabinets.
Master Closet and Dressing Room Organization System. White laminate shelves, double-hanging capacity
Secondary Closets. Solid wood shelf-and rod.
Master and Secondary Bath Vanity. Manufactured Vanity Units.
Utility Cabinetry. Basic White Lacquer cabinetry.

PLUMBING FIXTURES

Towel bars and paper holders should be included in every bath
American Standard or Delta Fixtures. Chrome.
Kohler Toilets and Tubs throughout the residence.
Semi-Frameless Sliding Glass Shower Doors in Master Baths.
Separate Walk-In Showers in Three -Bedroom Master Baths.

STONEMAN

Caesarstone Counters and Vanities. Kitchens and Master Baths. 1-1/4" in Kitchens, 3/4" in Master Baths.
Cultured Marble Counters and Vanities. Secondary Baths.

TECHNOLOGY

Building-Wide High-Speed Wireless Internet Service

HVAC

Four-Pipe System

Source: The Weitzman Group, Inc.

WALL AND CEILING SURFACES

Where not stone, wall and ceiling surfaces should be 5/8" painted drywall.

Ceramic Tile Wainscoting. Subway tile or similar in Master Baths.

12" x 12" Porcelain Tile. Secondary Baths, as tub/shower surround to match floor.

MILLWORK and DOORS

Millwork should be paint-grade wood or MDF, depending upon the application.

Steel Two-Panel Entry Door with knocker and peep-hole

Interior Doors - solid core, 1 3/4" thick, two-panel doors. Paint grade MDF or wood.

Profiled Jamb and Head at every door and passage, with additional trim treatments in entertaining spaces. Paint-grade MDF or wood.

Profiled Base Moulding. 6" in entertaining spaces, 4" in interior and non-public spaces.

Profiled Ceiling Trim. Simple trim moulding to accompany decorative ceiling detail in entertaining spaces and halls.

APPLIANCES

The appliance package for any individual unit should depend upon the size of the residence and the ability of the kitchen to accommodate appliances in the design.

GE Gas Range. Stainless Steel.

GE Refrigerator and Freezer. Stainless Steel

GE Microwave Oven. Stainless Steel.

GE Dishwasher(s). Stainless Steel

GE Clothing Washer and Dryer. Stackable or side-by-side. White Enamel.

DOOR HARDWARE

Stainless Steel Levers throughout. Hinges and locksets to match.

ELECTRICITY AND LIGHTING

Ceiling-Mounted Fixtures Throughout

'Leviton' Rocker Light Switches. Dimmer function in entertaining areas.

BALCONIES AND TERRACES

Balconies or Terraces with all units. Must include enough space to accommodate a small table seating four. 18" concrete or stone pavers, where applicable.

One electrical outlet on each balcony or terrace.

Condominium Flats

Unit Mix and Price Positioning as of April 2010

Out of the total 1,120 residential units projected for development at Glen Isle, we recommend that approximately 420 of them be condominium flats in mid-rise buildings. The following table summarizes our recommended unit mix among all condominium flats developed on the site. Like the rental units, we

envision these as being entirely located within mid-rise or high-rise structures, with some units perhaps located above retail storefronts. Further detail related to the development phasing of the condominium flats is presented later in this report.

TABLE 82
CONDOMINIUM FLATS
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	AVG. SF	SF Range
1 Bedroom / 1.5 Bath	42	10.0%	900	850 - 950
1 Bedroom / 1.5 Baths + Den	21	5.0%	1,100	1,050 - 1,150
2 Bedrooms / 2.5 Baths	147	35.0%	1,350	1,300 - 1,400
2 Bedrooms / 2.5 Baths + Den	126	30.0%	1,500	1,400 - 1,600
3 Bedrooms / 2.5 Baths + Dining Room	63	15.0%	1,750	1,650 - 1,850
3 Bedrooms / 3.5 Baths + Den and Dining Room	21	5.0%	1,950	1,850 - 2,100
Total / Weighted Average	420	100%	1,428	
Total Net Sellable SF			599,550	

Source: The Weitzman Group, Inc.

Our recommended unit mix for the condominium flats includes six unit types averaging 1,428 square feet in size, and totaling 599,550 net rentable residential square feet. The following table summarizes the average price levels that we believe to be achievable among all phases of development, positioned in April 2010 dollars. The prices range from approximately \$435,000 on average for a junior one bedroom unit to \$850,000 on average for a 1,950 square foot three bedroom home. On average, the prices are just under \$640,000, or \$447 per square foot based upon an average unit size of 1,428 square feet.

TABLE 83
CONDOMINIUM FLATS
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	SF	\$PSF	Avg. Price	Price Range
1 Bedroom / 1.5 Bath	42	10.0%	900	\$483	\$435,000	\$375,000 - \$470,000
1 Bedroom / 1.5 Baths + Den	21	5.0%	1,100	\$450	\$495,000	\$475,000 - \$525,000
2 Bedrooms / 2.5 Baths	147	35.0%	1,350	\$456	\$615,000	\$575,000 - \$650,000
2 Bedrooms / 2.5 Baths + Den	126	30.0%	1,500	\$450	\$675,000	\$650,000 - \$700,000
3 Bedrooms / 2.5 Baths + Dining Room	63	15.0%	1,750	\$420	\$735,000	\$700,000 - \$750,000
3 Bedrooms / 3.5 Baths + Den and Dining Room	21	5.0%	1,950	\$436	\$850,000	\$800,000 - \$900,000
Total / Weighted Average	420	100%	1,428	\$447	\$638,750	

Source: The Weitzman Group, Inc.

Projected Price Recommendation

Based upon the schedule of potential pricing performance over time summarized in Exhibit C to this report, we have projected that average condominium flat pricing during the entire development period at Glen Isle will average \$511 per square foot, with promotional prices starting in the low \$300 per square foot range at the start of condominium sales, and ending at an average of perhaps \$700 per square foot by the time the last units are being sold at Glen Isle. We reiterate that these are potential average prices, among all condominium flats with average views. Of course, if the best units at the development are held

for sale until the final phase of sellout, the pricing achieved among those particular units could be potentially higher than the \$700 per square foot that our potential pricing schedule indicates. We recommend that this pricing be utilized in underwriting the development.

Affordability

We have performed a detailed Affordability Analysis of the recommended condominium flats, given the recommended price points over all phases of development.

TABLE 84
CONDOMINIUM FLATS
AFFORDABILITY ANALYSIS AS OF APRIL 2010
GLEN COVE, LONG ISLAND

	1 Bedroom / 1.5 Bath	1 Bedroom / 1.5 Baths + Den	2 Bedrooms / 2.5 Baths	2 Bedrooms / 2.5 Baths + Den	3 Bedrooms / 2.5 Baths + Dining Room	/ 3.5 Baths + Den and Dining Room	Average
Average Unit Sq. Ft.	900	1,100	1,350	1,500	1,750	1,950	1,428
Average Price per Sq. Ft.	\$483	\$450	\$456	\$450	\$420	\$436	\$447
Overall Average Price	\$435,000	\$495,000	\$615,000	\$675,000	\$735,000	\$850,000	\$638,750
Mortgage Percentage	75%	75%	75%	75%	75%	75%	75%
Amount of Mortgage	\$326,250	\$371,250	\$461,250	\$506,250	\$551,250	\$637,500	\$479,063
Assumed Interest Rate	6.25%	6.25%	6.25%	6.25%	6.25%	6.25%	6.25%
Projected Monthly Mortgage	\$2,009	\$2,286	\$2,840	\$3,117	\$3,394	\$3,925	\$2,950
Real Estate Taxes	\$725	\$825	\$1,025	\$1,125	\$1,225	\$1,417	\$1,065
Maintenance	\$540	\$660	\$810	\$900	\$1,050	\$1,170	\$857
Total Monthly Housing Payment	\$3,274	\$3,771	\$4,675	\$5,142	\$5,669	\$6,512	\$4,871
Total Annual Housing Payment	\$39,285	\$45,250	\$56,100	\$61,705	\$68,030	\$78,142	\$58,449
Required Annual Income	\$119,046	\$137,122	\$170,000	\$186,984	\$206,151	\$236,795	\$177,118

Assumptions:

- 1) Downpayment is assumed to be 25%
- 2) Financing is assumed to be 30-year fixed, conservative interest rate
- 3) Real Estate Taxes are estimated to be 2.0% of the Purchase Price
- 4) Condominium Association Fees are estimated to be \$0.60 psf per month
- 5) Required Annual Income assumes 33% of pre-tax income is devoted to housing

Source: The Weitzman Group, Inc.

Our affordability analysis assumes that 33% of a household's gross income is dedicated to housing expenses, including condominium maintenance fees or HOA dues, and real estate taxes. This affordability analysis is similar to the evaluation a mortgage lender might make in determining whether a purchaser can afford to buy a home. Among the condominium flats, the affordability analysis demonstrates that the average recommended condominium unit should be affordable for households earning approximately \$177,000 annually. The least expensive units would be affordable for households earning approximately \$120,000 annually, although it is likely that households earning as little as \$100,000 would be able to comfortably afford to purchase the one bedroom units. Households earning, on average, within an income range of approximately \$100,000 to \$250,000 should be capable of comfortably purchasing the condominium flats, and this product type will likely attract households who earn far greater incomes.

Condominium Flat Unit Finishes

The finishes in the condominium flats should change based upon the phase of development, with more expensive units featuring direct water views in future phases of development receiving slightly higher-grade finishes and unit features. As with the rental apartments, the floorplans should be designed to feel open and spacious, particularly in the smaller homes, but kitchens should be partially enclosed to conceal cooking activities, yet with a peninsula breakfast bar that can be used for barstool seating or serving. In general, the condominium flats should differ in design from building to building, creating differentiation between the phases of development. We believe that the purchaser market for the condominiums will be slightly more traditional in their tastes, although traditional detailing in the units can readily be combined with more contemporary open floorplans. We recommend that the larger homes, in general, feature larger more entertainment-style kitchens, opening into large living spaces with delineated dining rooms. Formal entries or foyers should be incorporated into all units. Standard ceiling heights should be a minimum of 9'-0" in public areas of each unit, and the condominiums should feature tray ceiling or vaulted ceiling details wherever possible in entertaining areas and master bedrooms. Like the apartment units, outdoor space with every home will be an important marketing feature, and every unit should have either a balcony or patio that is at least six feet deep and ten feet wide. Larger condominiums should feature larger outdoor spaces, or multiple spaces where possible. Finally, we recommend that the condominium flat buildings be developed to a LEED standard, to the extent that this is financially feasible. In our opinion, green-building features will contribute significantly to the marketability of the condominium units. Each home should include the following standard finishes (brand names are mentioned to denote the level of necessary quality).

TABLE 85

GLEN ISLE CONDOMINIUM FLATS

STANDARD INTERIOR FINISH SPECIFICATION

FLOORING

White Oak. 2.5" to 4" wide, depending upon phase.

Marble or Limestone Tile. Powder Room and Master Bath.

12" Porcelain Tile. Secondary Baths.

Ceramic Tile. Mechanical and Utility Rooms.

CABINETRY

Custom Kitchen Cabinetry. In higher-priced phases, a small selection of door styles should be available in several lacquer and wood finishes.

Master Closet and Dressing Room Organization System. All closets should include basic closet organization. "California Closets" quality is acceptable.

Secondary Closets. Solid wood shelf-and rod.

Master and Secondary Bath Vanity. Manufactured Vanity Cabinetry.

Utility Cabinetry. Basic White Lacquer cabinetry.

PLUMBING FIXTURES

Towel bars and paper holders should be included in every bath, and Master Bath tubs should be separate whirlpools.

Dornbracht or Waterworks Kitchen Plumbing Fixtures. Choices available in satin nickel finish.

Dornbracht or Kallista Master and Secondary Bath, and Powder Room, Plumbing Fixtures. Includes towel bars and paper holders. Choices available in satin nickel finish.

Kohler Utility Plumbing Fixtures.

Kohler Toilets and Tubs throughout the residence.

Frameless Glass Shower Doors in Master Baths. Semi-Frameless Sliding Glass in Secondary Bath Tub/Shower Combinations.

STONework

Stone Slab Counters and Vanities. Kitchens and Baths. 1 1/4" counter applications in kitchens. 3/4" counter applications in baths, pantries, where applicable.

Laminate Counters. Laundry/Utility Rooms (where applicable).

Stone choices should depend upon application.

TECHNOLOGY

Building-Wide High-Speed Wireless Internet Service

HVAC

Four-Pipe System

Independently Controlled Forced Air Zones in each residence, depending upon size.

Source: The Weitzman Group, Inc.

WALL AND CEILING SURFACES

Where not stone, wall and ceiling surfaces should be 5/8" drywall primed for paint.

Marble or Limestone Tile. Floor-to-ceiling in Master Bath.

Granite and Marble Slab as full-height backsplash in kitchen food preparation areas.

12" x 12" Porcelain Tile. Secondary Baths, as tub/shower surround to match floor.

MILLWORK

Millwork should be paint-grade wood or MDF, depending upon the application.

Two-Panel Steel Entry Doors. Illuminated from corridor. 8'-0" high in more expensive phases.

Interior Doors - solid core, two-panel, 1 3/4" thick, height to match entry door. Paint grade MDF or wood.

Profiled Jamb and Head at every door and passage, with additional trim treatments in entertaining spaces. Paint-grade MDF or wood.

Wood Window Casework and Surround in entertaining spaces depending upon plan. Drywall window surround with wood sill in interior or non-public spaces. Paint-grade wood or MDF.

Profiled Base Moulding. 9" in entertaining spaces, 4" in interior and non-public spaces.

Profiled Ceiling Trim. Simple trim moulding to accompany decorative ceiling detail in entertaining spaces and halls.

APPLIANCES

The appliance package for any individual unit should depend upon the size of the residence and the ability of the kitchen to accommodate appliances in the design.

GE Gas Range. Stainless Steel.

GE Exhaust Hood. At least 400 CFM, vented to the outside if possible. Stainless Steel.

GE Refrigerator and Freezer. Side by side in larger residences, depending upon plan. Stainless Steel.

GE Convection Microwave Oven. Stainless Steel.

GE Dishwasher(s). Stainless Steel

GE Clothing Washer and Dryer. Stacked or side-by-side depending upon plan.

DOOR HARDWARE

Valli & Valli Stainless Steel Levers throughout. Hinges and locksets to match.

ELECTRICITY AND LIGHTING

Recessed Lighting throughout each residence. At least four fixtures per room in public areas, master bedrooms and baths, plus corridors.

Surface Mounted Ceiling Fixtures and Vanity Lighting. Secondary Bedrooms and Baths, Utility Rooms, Closets. J-box at center of Dining Areas.

'Leviton' Rocker Light Switches with dimmer function.

TERRACES

Balconies or Terraces with all units. Must include enough space to accommodate a small table seating four.

One electrical outlet on all outdoor spaces.

Two-Level Townhomes

Unit Mix and Price Positioning as of April 2010

In addition to the condominium flats, we believe that townhomes and stacked duplex units will be marketable at the Glen Isle development. The following table summarizes our recommended unit mix for the townhomes, which are all anticipated to be no more than two-stories above grade. The units

recommended for development over all phases of construction range from a two bedroom plan averaging approximately 1,500 square feet to a luxurious four bedroom plan averaging approximately 2,800 square feet. On average, the two-level townhomes are 2,060 square feet in size, and at 200 total units, this equates to a net sellable area of 412,000 square feet at the Glen Isle development.

TABLE 86
TWO-LEVEL TOWNHOMES
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	AVG. SF	SF Range
2 Bedrooms / 2 Baths + Dining Area	20	10.0%	1,500	1,450 - 1,600
2 Bedrooms / 2.5 Baths + Dining Room	40	20.0%	1,700	1,600 - 1,800
3 Bedrooms / 2.5 Baths + Dining and Family Rooms	60	30.0%	2,000	1,900 - 2,100
3 Bedrooms / 3.5 Baths + Dining and Family Rooms	60	30.0%	2,300	2,200 - 2,500
4 Bedrooms / 3.5 Baths + Expansive Living Area	20	10.0%	2,800	2,700 - 3,000
Total / Weighted Average	200	100%	2,060	
Total Net Sellable SF			412,000	

Note: All townhomes are recommended to include a ground-floor Master Bedroom Suite and two-car enclosed parking (not incl. in SF)

Source: *The Weitzman Group, Inc.*

The following table summarizes the pricing for the two-level townhomes, positioned in April 2010 dollars, and averaging \$887,500 or \$431 per square foot. The pricing ranges from approximately \$660,000 to approximately \$1,150,000 on average within each unit type, although we expect that there will be a wide range of pricing due to the fact that some of the townhomes will actually back up to parking garages. These will command lower prices than the average prices, although these average price points should be targeted in the positioning of this overall product type at Glen Isle.

TABLE 87
TWO-LEVEL TOWNHOMES
THE WEITZMAN GROUP'S RECOMMENDATIONS
GLEN COVE, LONG ISLAND

Unit Type	# of Units	% Allocation	SF	\$PSF	Avg. Price	Price Range
2 Bedrooms / 2 Baths + Dining Area	20	10.0%	1,500	\$440	\$660,000	\$625,000 - \$675,000
2 Bedrooms / 2.5 Baths + Dining Room	40	20.0%	1,700	\$432	\$735,000	\$700,000 - \$750,000
3 Bedrooms / 2.5 Baths + Dining and Family Rooms	60	30.0%	2,000	\$435	\$870,000	\$800,000 - \$900,000
3 Bedrooms / 3.5 Baths + Dining and Family Rooms	60	30.0%	2,300	\$433	\$995,000	\$975,000 - \$1,050,000
4 Bedrooms / 3.5 Baths + Expansive Living Area	20	10.0%	2,800	\$411	\$1,150,000	\$1,100,000 - \$1,200,000
Total / Weighted Average	200	100%	2,060	\$431	\$887,500	

Note: All townhomes are recommended to include a ground-floor Master Bedroom Suite and two-car enclosed parking (not incl. in SF)

Source: *The Weitzman Group, Inc.*

Projected Price Recommendation

Based upon the schedule of potential pricing performance over time summarized in Exhibit C to this report, we have projected that average two-level townhome pricing during the entire development period at Glen Isle will average \$494 per square foot, with promotional prices starting in the low \$300 per square foot range at the start of townhome sales, and ending at an average of perhaps \$675 per square foot by the time the last townhome units are being sold at Glen Isle. We reiterate that these are projected average prices, among all two-level townhomes (including those wrapping parking structures) with average views. Of course, if the best units at the development are held for sale until the final phase of sellout, the pricing

achieved among those particular units could be potentially higher than the \$675 per square foot that our pricing schedule indicates. We recommend that this pricing be utilized in underwriting the development.

Affordability

We have performed a detailed Affordability Analysis of the recommended unit mix and pricing for the two-level townhomes, which is summarized in the following table.

TABLE 88
TWO-LEVEL TOWNHOMES
AFFORDABILITY ANALYSIS AS OF APRIL 2010
GLEN COVE, LONG ISLAND

	2 Bedrooms / 2 Baths + Dining Area	2 Bedrooms / 2.5 Baths + Dining Room	3 Bedrooms / 2.5 Baths + Dining and Family Rooms	3 Bedrooms / 3.5 Baths + Dining and Family Rooms	4 Bedrooms / 3.5 Baths + Expansive Living Area	Average
Average Unit Sq. Ft.	1,500	1,700	2,000	2,300	2,800	2,060
Average Price per Sq. Ft.	\$440	\$432	\$435	\$433	\$411	\$431
Overall Average Price	\$660,000	\$735,000	\$870,000	\$995,000	\$1,150,000	\$887,500
Mortgage Percentage	75%	75%	75%	75%	75%	75%
Amount of Mortgage	\$495,000	\$551,250	\$652,500	\$746,250	\$862,500	\$665,625
Assumed Interest Rate	6.25%	6.25%	6.25%	6.25%	6.25%	6.25%
Projected Monthly Mortgage	\$3,048	\$3,394	\$4,018	\$4,595	\$5,311	\$4,098
Real Estate Taxes	\$1,100	\$1,225	\$1,450	\$1,658	\$1,917	\$1,479
Maintenance	\$750	\$850	\$1,000	\$1,150	\$1,400	\$1,030
Total Monthly Housing Payment	\$4,898	\$5,469	\$6,468	\$7,403	\$8,627	\$6,608
Total Annual Housing Payment	\$58,774	\$65,630	\$77,611	\$88,837	\$103,527	\$79,290
Required Annual Income	\$178,102	\$198,878	\$235,184	\$269,204	\$313,717	\$240,274

Assumptions:

- 1) Downpayment is assumed to be 25%
- 2) Financing is assumed to be 30-year fixed, conservative interest rate
- 3) Real Estate Taxes are estimated to be 2.0% of the Purchase Price
- 4) Condominium Association Fees are estimated to be \$0.50 psf per month
- 5) Required Annual Income assumes 33% of pre-tax income is devoted to housing

Source: The Weitzman Group, Inc.

Our affordability analysis assumes that 33% of a household's gross income is dedicated to housing expenses. This affordability analysis demonstrates, based upon conservative underwriting criteria, that the average recommended two-level townhome should be affordable for households earning approximately \$240,000 annually. The least expensive townhomes would be affordable for households earning approximately \$180,000 annually, although it is likely that households earning as little as \$150,000 would be able to comfortably afford to purchase the smallest townhomes, or those wrapping a parking structure. Households earning, on average, within an income range of approximately \$150,000 to \$350,000 should be capable of comfortably purchasing and financing the townhomes at the recommended price points. As is the case with all of our recommended unit types, the pricing by unit type is an average, and the actual prices and incomes necessary to support a financed purchase will be above and below the average projections. It is quite possible that many purchasers will not obtain financing in order to purchase their homes, and this is likely to be particularly true among those purchasers of more expensive

units. Many empty-nesters will use cash savings or the proceeds from the sale of a larger single-family home to purchase at Glen Isle, although the lower-priced units are more likely to sell to households obtaining mortgages.

Two-Level Townhome Unit Finishes

Some of these two-level townhomes will wrap parking structures on the site, and therefore the rear of the units will be accessible directly from the parking garage; these homes will not have windows at the rear, and therefore the floorplans and the overall positioning of these homes will be lower in price and overall prestige than those traditional townhomes that will have patios or back yards. Nevertheless, the stacked townhomes should be designed to maximize the views and elevated outdoor space that may not otherwise be available to traditional townhomes situated in clusters. In this regard, we envision stacked duplexes, set back at each level to create large outdoor terraces suitable for entertaining. Wherever possible, these units should be designed to maximize views of landscaped areas and the water, as many will occupy the third and fourth levels of stacked residential space surrounding a garage. The view opportunities are possibly better for the stacked duplexes than they are for the traditional townhomes. So, while the entries to the upper level units may only occur from the parking garage, the orientation of these homes to large entertaining space and glass at the rear of the unit may mitigate some of the negative factors associated with this product type. The first and second level units are likely to be entered from the front, which may accommodate “front yards” and porches in some circumstances, although they will still not have rear windows.

With regard to any unit adjacent to a parking garage, sound attenuation will be of utmost importance. We strongly recommend that an acoustical engineer be engaged to design sound attenuation factors that eliminate car sounds from the interiors of the homes.

The interior finishes in the two-level townhomes should be similar to those recommended for the condominium flats. However, we recommend the following additional features be incorporated into the design of the units and the finish specification, given the unique nature of these homes:

- LEED certified construction, if financially feasible
- Fireplaces in every home
- Conventional townhome units designed wide enough so that an elevator could be added if necessary
- Outdoor terraces and patios large enough for a full outdoor dining table, as well as at least one other lounge seating group.
- Outdoor fireplaces in premium units
- Vaulted ceilings in all upper levels
- Hose bibs and multiple electrical outlets at all outdoor areas.
- Concrete or stone pavers at all outdoor areas
- Landscaping around all ground-level entries
- Attached garages at all conventional townhomes

Marketable Parking Requirements

Based upon the number units, and the unit types, recommended for development at Glen Isle, we have projected the marketable number of parking spaces necessary in order to effectively sell and lease the project’s residential components. The following table summarizes these recommendations by unit type and component to the development. It is important to note that the townhomes are all presumed to include garage parking for two cars; those requiring a third parking space can be accommodated

elsewhere on the site. Overall, we have calculated that the residential components at Glen Isle must include a parking ratio of at least 1.83 per residence, totaling 2,054 spaces in all, in order for the aggregate residential units to be marketable. We expect that you will not be able to sell parking spaces, and that a reasonable allocation of parking spaces, as recommended by unit type, be included in the purchase price or rent of each home. Additional use fees due and payable to the homeowners association may accommodate additional parking permits, should that be necessary in the future.

TABLE 89
MARKETABLE PARKING REQUIREMENTS
GLEN COVE, LONG ISLAND

RENTAL APARTMENTS

Junior 1 Bedroom / 1 Bath	650	75	1.00	75
1 Bedroom / 1 Bath	750	125	1.00	125
1 Bedroom / 1 Bath	850	50	1.50	75
2 Bedrooms / 2 Baths	1,100	150	2.00	300
2 Bedrooms / 2 Baths + Dining Area	1,300	75	2.00	150
3 Bedrooms / 2.5 Baths + Dining Area	1,500	25	2.00	50

Total Parking Spaces	500	1.55	775
----------------------	-----	------	-----

CONDOMINIUM FLATS

1 Bedroom / 1.5 Bath	900	42	1.50	63
1 Bedroom / 1.5 Baths + Den	1,100	21	1.75	37
2 Bedrooms / 2.5 Baths	1,350	147	2.00	294
2 Bedrooms / 2.5 Baths + Den	1,500	126	2.00	252
3 Bedrooms / 2.5 Baths + Dining Room	1,750	63	2.00	126
3 Bedrooms / 3.5 Baths + Den and Dining Room	1,950	21	2.00	42

Total Parking Spaces	420	1.94	814
----------------------	-----	------	-----

TWO-LEVEL TOWNHOMES

2 Bedrooms / 2 Baths + Dining Area	1,500	20	2.00	40
2 Bedrooms / 2.5 Baths + Dining Room	1,700	40	2.00	80
3 Bedrooms / 2.5 Baths + Dining and Family Rooms	2,000	60	2.25	135
3 Bedrooms / 3.5 Baths + Dining and Family Rooms	2,300	60	2.50	150
4 Bedrooms / 3.5 Baths + Expansive Living Area	2,800	20	3.00	60

Total Parking Spaces	200	2.33	465
----------------------	-----	------	-----

OVERALL MARKETABLE PARKING REQUIREMENT	1,120	1.83	2,054
---	--------------	-------------	--------------

Source: The Weitzman Group, Inc.

Community Amenities and Construction

As the development of the housing components to Glen Isle are completed, the residents must have access to a variety of amenities on-site that comprise an important component to the destination orientation of the project. Ultimately, households will be attracted to Glen Isle due to its resort-like lifestyle, with waterfront access, marina slips, open space, biking and hiking trails and natural areas (with the Preserve being a highlight). However, each component to the residential development must have access to fitness facilities, swimming pools, and lounges with outdoor spaces. Despite our recommended inclusion of modest individual amenity spaces within each building, or shared among groups of buildings, we view a focal point of the development's housing offering as being a central amenity center housed in a

community club house overlooking the water. This should feature a swimming pool and sun deck, barbecue areas, a large resort-style hot tub, interior lounge and entertaining spaces capable of accommodating catered events, outdoor terrace and patio spaces with lounge furniture and tables and chairs, a large health club of at least 3,000 square feet in size, and fully staffed offices of professional management and service employees of the homeowners association. There should be at least two playgrounds available for children at the development. The Glen Isle development must have on-site property management, as well as an engineering team on call 24 hours per day to address any problems with any of the residential buildings as they arise. Individual buildings may have their own on-site condominium or rental management, however.

Each individual component to the residential development at Glen Isle should have access to a private swimming pool and outdoor lounge areas. In each mid-rise building, additional storage available for sale or rent will be necessary. Small fitness centers shared by several buildings each are recommended, with the large community health club serving all residents. We do not expect that it will be necessary to gate any portion of the Glen Isle development, although we do recommend several roving security guards on-site 24-hours per day to keep watch and address any issues as they arise. No buildings will require doormen or individual security staff in order to be marketable, although the presence of on-site management staff within each component of development will aid in the sense that there are people nearby responsible for the well-being of residents. Some individual buildings may ultimately choose to hire exclusive security or doormen, although we do not view this as necessary for marketing. Instead, we view the central club house facility as being a focal point for concierge, dry cleaning pickup and dropoff, and other services available to residents, as necessary. Mailboxes should be housed at each individual building or townhome.

The entire development should be accessible using electronic key fobs, which when swiped in front of a reader, will allow access into residential buildings as appropriate, parking structures, amenity areas, and exclusive access to other services and spaces within the development (such as marina gates, storage areas, bike rooms, kayak lockers, etc.) where it is necessary to provide specific access and to track who comes in and out to use these facilities.

The buildings should be constructed of wood where possible, but the sound attenuation principles should be designed for maximum quiet. Overall, the development should be designed with fairly traditional exterior architecture, with the use of wood and natural stone on building exteriors. Natural wood and glass double entry doors to buildings are recommended, along with pitched roofs featuring attractive cedar-shake-like roof shingles and faux chimneys or cupolas. Stacked townhomes wrapping parking garages should be slightly more contemporary in design, yet still featuring the heavy use of natural stone and wood. Attractively designed lighting fixtures and walking path lights should be used to provide an upscale-feeling, softly lit glow to areas in the evening hours.

Phasing and Development Schedule

Based upon our recommended overall unit mix for all phases of development at Glen Isle, we have projected a detailed development phasing schedule. The following table summarizes the recommended unit mix by phase of development.

In Phase I, we recommend the development of rental apartments only, totaling 250 units located in two buildings constructed one after another. Given the pioneering nature of the development, we believe that rental apartments will be the product type by which you can most easily achieve occupancy on the site, beginning to develop momentum that will enable you to sell for-sale homes there. The units

recommended for development in Phase I slightly favor smaller more efficient homes versus the overall mix previously discussed.

In Phase II, we recommend the development of a total 430 units comprised of an additional 250 rental apartment units located in two buildings, 120 for-sale condominium flats located in one building, and 60 two-level townhomes. In our monthly absorption schedule, which is discussed in the Absorption section of these recommendations, we have recommended that the second phase of rental apartments not be brought to market until six months after the initial phase has been fully occupied and stabilized for six months. This will limit cannibalization between the two phases, and maximize the likelihood that the two phases can be independently capitalized without concern of cannibalization, as well as making permanent loan financing with sufficient debt coverage available sooner. We have recommended coming to market with the for-sale condominium flats when the Phase I rental apartments are 80% occupied, but before the Phase II rental apartments begin leasing. We have recommended that the two-level townhomes not be brought to market until the condominium flats are 30% sold in Phase II. We strongly recommend that you not begin marketing the second phase of development until some retail businesses have opened at the development, including at least one restaurant and bar with outdoor seating. If you must subsidize the operation of these retail amenities until such time as there is a critical mass of residents on-site, you should view this as a marketing expense necessary to achieve absorption at the recommended price levels, and to attract other users to the site.

In Phase III, we have recommended the continuing construction of condominium flats and two-level townhomes, totaling 440 units. We recommend that 300 units of condominium flats be developed in three buildings, and that a final series of 140 two-level townhomes be developed throughout the site. By the time that Phase III is under construction, we would expect that more than 50% of the retail tenancy is in place at the site, and that all of the marina slips have been constructed. We also recommend waiting to sell the third phase of housing development until the hotel is operational, or nearing completion. These retail, marina, and hospitality amenities will serve as “value anchors” to the final, and more expensive, residential development components to the site.

As projected in our monthly absorption schedule, we anticipate that it will take approximately 112 months of marketing to absorb all 1,120 recommended units, assuming that marketing does not begin prior to the Fall of 2011. This is the earliest date during which we believe the housing market and economy will provide sufficient evidence of recovery that will give prospective residents confidence that the development will be moving forward as planned, and that it is economically “safe” for them to make a change in housing.

TABLE 90

GLEN ISLE RESIDENTIAL DEVELOPMENT PHASING		
GLEN COVE, NEW YORK		
The Weitzman Group's Recommendations as of April 1, 2010		
DEVELOPMENT PHASE AND COMPONENT	UNITS	% Total
PHASE I		
RENTAL APARTMENTS: Two Buildings		
Junior 1 Bedroom / 1 Bath	30	12.0%
1 Bedroom / 1 Bath	75	30.0%
1 Bedroom / 1 Bath	25	10.0%
2 Bedrooms / 2 Baths	75	30.0%
2 Bedrooms / 2 Baths + Dining Area	35	14.0%
3 Bedrooms / 2.5 Baths + Dining Area	10	4.0%
	250	100.0%
TOTAL PHASE I DEVELOPMENT	250	
PHASE II		
RENTAL APARTMENTS: Two Buildings		
Junior 1 Bedroom / 1 Bath	45	18.0%
1 Bedroom / 1 Bath	50	20.0%
1 Bedroom / 1 Bath	25	10.0%
2 Bedrooms / 2 Baths	75	30.0%
2 Bedrooms / 2 Baths + Dining Area	40	16.0%
3 Bedrooms / 2.5 Baths + Dining Area	15	6.0%
	250	100.0%
CONDOMINIUM FLATS: One Building		
1 Bedroom / 1.5 Bath	15	12.5%
1 Bedroom / 1.5 Baths + Den	10	8.3%
2 Bedrooms / 2.5 Baths	50	41.7%
2 Bedrooms / 2.5 Baths + Den	20	16.7%
3 Bedrooms / 2.5 Baths + Dining Room	20	16.7%
3 Bedrooms / 3.5 Baths + Den and Dining Room	5	4.2%
	120	100.0%
TWO LEVEL TOWNHOMES		
2 Bedrooms / 2 Baths + Dining Area	8	13.3%
2 Bedrooms / 2.5 Baths + Dining Room	16	26.7%
3 Bedrooms / 2.5 Baths + Dining and Family Rooms	20	33.3%
3 Bedrooms / 3.5 Baths + Dining and Family Rooms	16	26.7%
4 Bedrooms / 3.5 Baths + Expansive Living Area	0	0.0%
	60	100.0%
TOTAL PHASE II DEVELOPMENT	430	
PHASE III		
CONDOMINIUM FLATS: Three Buildings		
1 Bedroom / 1.5 Bath	27	9.0%
1 Bedroom / 1.5 Baths + Den	11	3.7%
2 Bedrooms / 2.5 Baths	97	32.3%
2 Bedrooms / 2.5 Baths + Den	106	35.3%
3 Bedrooms / 2.5 Baths + Dining Room	43	14.3%
3 Bedrooms / 3.5 Baths + Den and Dining Room	16	5.3%
	300	100.0%
TWO LEVEL TOWNHOMES		
2 Bedrooms / 2 Baths + Dining Area	12	8.6%
2 Bedrooms / 2.5 Baths + Dining Room	24	17.1%
3 Bedrooms / 2.5 Baths + Dining and Family Rooms	40	28.6%
3 Bedrooms / 3.5 Baths + Dining and Family Rooms	44	31.4%
4 Bedrooms / 3.5 Baths + Expansive Living Area	20	14.3%
	140	100.0%
TOTAL PHASE III DEVELOPMENT	440	
TOTAL ALL PHASES OF DEVELOPMENT	1,120	
<i>Source: The Weitzman Group, Inc.</i>		

Absorption

Based upon our demand analysis, there appears to be significant market depth for the homes proposed at Glen Isle. We found that sufficient underlying market demand in the Primary Market Area alone would readily support the absorption of the rental apartments at a rate of 20 units per month, while the condominiums and townhomes could theoretically be absorbed at rates of up to 12 units per month. These were very positive findings, although they are based strictly on demographic depth of demand. While there may be thousands of households per year seeking housing units like those that you will offer at Glen Isle, the market must be attracted to the location and the development. While they may be able to afford to purchase a home or rent one at Glen Isle, they must feel that by doing so they will be obtaining the best housing option available to them, either in terms of quality of life or value for the price. It is our view that in the initial two phases of development at Glen Isle, you will need to compel the market consider your development there by offering pricing and rents that are discounted from the averages we have recommended among all phases. A further discussion of pricing dynamics is contained in the Phasing and Development Schedule section of our Recommendations.

We have also assumed that a significant amount of site infrastructure and improvements will have been made prior to the start of marketing of the first phase of development, and that as construction and occupancy progresses, the industrial character of the area will have been largely erased. We have also detailed our recommendations in this regard in the Phasing and Development Schedule section. Nevertheless, based upon our anticipated phasing of the residential components to development, we have projected a total 112 month absorption period for all phases of the residential units. Generally, we believe that the absorption rates will be front-loaded in each phase, trailing off as the final units are sold or leased. At the end of this section is a detailed monthly absorption schedule by phase and unit type that illustrates our recommendations, but in summary, we have projected the following:

- **Phase I Rental Apartments** – Absorption averaging 11.90 units per month. For underwriting purposes we recommend projecting a downside scenario at 8 units per month.
- **Phase II Rental Apartments** – Absorption averaging 14.71 units per month. For underwriting purposes, we recommend projecting a downside scenario at 10 units per month. It is assumed that the Phase II Rental Apartments will not begin leasing until approximately six months after the full occupancy and stabilization of the Phase I Rental Apartments.
- **Phase II Condominium Flats** – Absorption averaging 3.75 units per month. For underwriting purposes, we recommend projecting a downside scenario of 2 units per month.
- **Phase II Two-Level Townhomes** – Absorption averaging 2.07 units per month. For underwriting purposes, we recommend projecting a downside scenario of 1 unit every other month due to the specialized nature of this product type.
- **Phase III Condominium Flats** – Absorption averaging 4.0 units per month. We have recommended that the Phase III flats not be marketed for sale until 95% of the condominium flats in Phase II have been sold. For underwriting purposes, we recommend projecting a downside scenario of 2 units per month in this phase.
- **Phase III Two-Level Townhomes** – Absorption averaging 3.04 units per month. For underwriting purposes, we recommend projecting a downside scenario of 2 units per month in this phase.

It will be critical for you to employ a significant level of inventory control so that a strong availability of product and price point inventory is available throughout the development period of each phase. These absorption recommendations also assume a first rate marketing effort, consistent with the most

sophisticated mixed-use developments being undertaken by well-known national and regional home builders.

The following series of tables project a detailed monthly absorption schedule by development phase, based upon our recommended price and rent levels. Among all phases of development, we have projected a cumulative absorption rate of 10.0 units per month.

Among the for-sale components to the Glen Isle development, however, we note that for-sale pricing will vary based upon phase. It is important to remember that Glen Isle is a pioneering development, and that it must be perceived as being reasonably priced given the construction and sellout risk. For this reason, some consideration should be given to construction of rental units that provides for easy conversion to condominium ownership at a future date, once a critical mass of occupancy has been achieved on-site. The for-sale residential phases, on average, are recommended to be priced at around \$430 to \$450 per square foot, as previously summarized. Should you attempt to market these homes at prices that are 10% to 15% higher (or perhaps \$50 to \$60 per square foot or so higher), we believe that the project's marketability will fall off dramatically, on average. This upward adjustment to price would, in our opinion, tip the marketability of the development from being reasonable to "overpriced," and very few households will be willing to adopt the risk associated with Glen Isle's long-term development if they feel that they are paying a premium price during the middle of construction. Households will perceive their purchase at Glen Isle as buying into the entire community as envisioned, and as fully complete; partial completion of the development, or the amenities and infrastructure will mean that the development has not provided all the value that the market expected. Based upon our understanding of the market today, and our projection of its potential market performance going forward, it is our opinion that attempting to sell the for-sale units for averaging pricing that is 10% to 15% higher than our recommendations, regardless of corresponding quality improvements, will result in an approximate 50% decline in absorption pace; this could be as high as 75% or 80% among the most expensive units where pricing would simply be too high versus the single-family home market. Marketing the units at prices that are 10% to 15% lower than our recommended averages, without any reduction in recommended quality levels, will result in absorption that is perhaps 25% higher than our recommendations. The units would be viewed as a great value, as long as the recommended site improvements and amenities remained in place.

108

TABLE 91

GLEN ISLE																												
PROPOSED MARKET ABSORPTION SCHEDULE																												
				Units Absorbed																								
				MARKETING MONTH: Begin Not Before Fall 2011																								
PHASE AND UNIT TYPE	Units	Units Abs.	Mos. Of Mktg	Avg. Abs. Rate	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
PHASE I: RENTAL APARTMENTS	250	250	21	11.90 Cum. Abs % Abs	20 8%	20 16%	20 24%	20 30%	15 36%	15 42%	15 48%	15 54%	15 60%	10 64%	10 68%	10 72%	10 76%	10 80%	10 84%	10 88%	10 92%	5 94%	5 96%	5 98%	5 100%	250	100%	
PHASE II: RENTAL APARTMENTS	250	250	17	14.71 Cum. Abs % Abs																								
PHASE II: CONDOMINIUM FLATS	120	120	32	3.75 Cum. Abs % Abs																								
PHASE II: TWO-LEVEL TOWNHOMES	60	60	29	2.07 Cum. Abs % Abs																								
PHASE III: CONDOMINIUM FLATS	300	300	75	4.00 Cum. Abs % Abs																								
PHASE III: TWO-LEVEL TOWNHOMES	140	140	46	3.04 Cum. Abs % Abs																								
TOTAL	1,120	1,120	112	10.00 Cum. Abs	20 20	20 40	20 60	15 75	15 90	15 105	15 120	15 135	15 150	10 160	10 170	10 180	10 190	18 208	18 226	18 244	18 262	9 271	13 284	13 297	12 309	7 316	7 323	7 330
Source: The Weitzman Group, Inc.																												

Source: The Weitzman Group, Inc.

[illegible]

Source: The Weitzman Group, Inc.

[illegible]

Source: The Weitzman Group, Inc.

THE WEITZMAN GROUP, INC.
Real Estate Consultants

109

TABLE 91 CONTINUED

PHASE AND UNIT TYPE	Units	Units Abs.	Mos. Of Mktg	Avg. Abs. Rate	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96
PHASE I: RENTAL APARTMENTS	250	250	21	11.90 Cum. Abs % Abs																								
PHASE II: RENTAL APARTMENTS	250	250	17	14.71 Cum. Abs % Abs																								
PHASE II: CONDOMINIUM FLATS	120	120	32	3.75 Cum. Abs % Abs																								
PHASE II: TWO-LEVEL TOWNHOMES	60	60	29	2.07 Cum. Abs % Abs																								
PHASE III: CONDOMINIUM FLATS	300	300	75	4.00 Cum. Abs % Abs	4 194	4 198	4 202	4 206	4 210	4 214	4 218	4 222	4 226	4 230	4 234	4 238	4 242	4 246	4 250	4 254	4 258	4 262	4 266	4 270	2 272	2 274	2 276	2 278
PHASE III: TWO-LEVEL TOWNHOMES	140	140	46	3.04 Cum. Abs % Abs	4 94	3 97	3 100	3 103	3 106	3 109	3 112	2 114	2 116	2 118	2 120	2 122	2 124	2 126	1 127	1 128	1 129	1 130	1 131	1 132	1 133	1 134	1 135	1 136
TOTAL	1,120	1,120	112	10.00 Cum. Abs	8 968	7 975	7 982	7 989	7 996	7 1,003	7 1,010	6 1,016	6 1,022	6 1,028	6 1,034	6 1,040	6 1,046	6 1,052	5 1,057	5 1,062	5 1,067	5 1,072	5 1,077	5 1,082	3 1,085	3 1,088	3 1,091	3 1,094

Source: The Weitzman Group, Inc.

		Units	Mos. Of	Avg. Abs.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
--	--	-------	---------	-----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Source: The Weitzman Group, Inc.

Pre-Requisites for Marketing

The Glen Isle development will be a large and pioneering mixed-use development. Given its longstanding industrial nature, the uses on both sides of the creek, and the existing positioning of the City of Glen Cove versus other communities on the north shore of Nassau County, it will be critical for the Glen Isle development's residential components to put their best foot forward. The market must view the Glen Isle development as an attractive residential destination. Given the site's current appearance, and the views from the majority of the site, a significant level of preparation work must be undertaken prior to the start of the marketing of any residential phase, and these improvements must continue throughout the development process if the market is to have confidence that your vision for the Glen Isle development will be realized. It would be a major inhibitor to the project's marketability for some improvements to be made, but then for further improvements to be stalled, introducing doubt that the nature of the area comprising and adjacent to the Glen Isle site will ultimately be conducive to residential living.

It is our opinion that there are several key initiatives that must be undertaken as pre-requisites to the start of marketing of the first phase of residential development. Further, there are broader initiatives that must be completed in order for the development's residential component to be marketable at the pricing and rents we have recommended, on average, and for absorption of the units to occur at the recommended rates.

Prior to the start of marketing, the following improvements must be made in order to achieve the recommended pricing, rents, and absorption pace:

- All remaining environmental remediation work must have been completed, and all no further action letters and certifications must be received for any portion of the site that will be occupied or used as an amenity by residents. Further, any property within close proximity to areas actively being marketed for occupancy or as a community amenity requiring significant environmental clean-up must have already been remediated. Attempting to market homes very near to an active clean-up site, or one that visibly may be concerning to the market, will inhibit both price and absorption significantly.
- While the remedial dredging of the creek has been completed, the dredging of the creek for construction purposes must also have been completed so that there will be no ongoing concerns about the purpose of this activity. Should occupancy be established on site, and then dredging begins, it is possible that this activity would stigmatize the future phases of development due to the perception that major remediation of the waterway is ongoing or that portions of it may be left unaddressed. Due to the fact that Glen Isle's market positioning is so heavily reliant on its waterfront appeal, the water itself must be viewed as stable and not meriting concern.
- The entrance to the development by way of Charles Street and New Street, at the foot of the creek should be made visibly and substantially non-industrial in nature. The view down the creek from the overpass at Charles Street will be the first view of the development's eastern portion for many visitors to the site. The elimination of industrial buildings, referred to by you as the "gateway properties," should be undertaken prior to the start of marketing of the first residential phase. This area should be landscaped lightly and planted with grass, and all shoring up of the banks of the creek in this area should be completed.
- The intersection between New Street and Garvies Point Road should be redeveloped and landscaped to a significant degree, with any remaining industrial uses in this area shielded from view with fencing or landscaping.
- Garvies Point Road must be entirely repaved, with some landscaping and sidewalks extending its entire length within the development area. Shielding the light industrial properties that will remain

along Garvies Point Road should be completed to a reasonable extent, with landscape elements such as pine trees and berms, or with fencing shielding those parcels that may be redeveloped at a future date. As one drives through the site from east to west, it will be critical that the site have a mostly non-industrial feel to it. This tipping of the balance of perception from industrial to non-industrial must have occurred prior to the start of marketing.

- Prior to the start of marketing of the condominium flats in Phase II, and preferably prior to the start of the lease-up effort on the first phase rental apartments, some marina slips must be constructed at the eastern portion of the development site, ideally visible from both Charles Street and Garvies Point Road. The presence of marina slips on site prior to the start of marketing solidifies the idea that this will be an active waterfront development. The availability of marina slips is a contributing factor to the marketability of the project, and some portion of the total marina slips at Glen Isle should be constructed as build-out of the project progresses.
- Sections of the landscaped waterfront promenade along the entire frontage of the Glen Cove Creek should be completed prior to residential occupancy on the site. Specifically, you should make sure that there is some reasonable continuity of places for residents to walk along the water. Full landscaping and paving of all sidewalks is not necessary prior to Phase I, although improvements should continue to be made throughout the construction process.
- On the western portion of the site, the waterfront promenade and piers should be constructed prior to the start of marketing in Phase I. Due to the fact that this area presents the best views and most significant open space at the development, along with the presence of the beach, this will be an important focal point for all households considering a move to Glen Isle. Again, the full landscaping of these areas and paving of all sidewalks is not necessary, but sufficient new improvements should be in place that make the waterfront accessible and enjoyable, and that indicate the future fully-complete improvements that will be in place.
- There are a number of properties along the south side of the creek that are not conducive to the creation of a waterfront mixed-use destination. These include the public works properties operated by the City of Glen Cove. Specifically of concern is the sewage treatment plant in operation there, and the asphalt plant, which are discussed later. Prior to the start of marketing in the first residential phase, there must be an action plan in place by which the majority of industrial uses on the south side of the creek will be redeveloped, shielded, or made into public greenspace. Despite the improvements that you may make to your site on the north side of the creek, we do not believe that the Glen Isle development will be viable, in general, unless the south side of the creek becomes largely non-industrial in nature, with complementary waterfront uses replacing the activities presently taking place there. Prior to the start of marketing, some physical progress on this front must be demonstrated to the market, and the aforementioned action plan must be in place, backed up with ongoing physical progress, so that the market recognizes the improving nature of both sides of the creek's waterfront. This is of critical importance given the narrow width of the creek.
- The sewage treatment plant must be screened, and its operation managed to prohibit the discharge of treated liquid into the creek. Any distinct smells or discharge creating foam or other particulate matter in the water will be detrimental to the marketability of the entire development; residential households will not want to walk along the promenade or live near the plant if it emits any odors.
- The asphalt plant in operation on the south side of the creek must be removed in order to not have a detrimental effect on the marketability of the development. At various times, the plant is known to emit smells and exhaust, which will be viewed by the residential market as being not only acutely undesirable, but also unhealthy and potentially dangerous.
- While not critical, the properties north of Garvies Point Road on Dickson Street should be cleared and prepared for development if not being developed in the first phase.

- If possible, specific access points to the walking trails within Garvies Point Preserve should be created along Garvies Point Road. These entrances should be marked clearly as walking trails, with trash cans, a map of the area, and perhaps a placard describing some of the unique natural attributes to the Preserve and the waterfront. The presence of these access points will enhance the adjacency of the Preserve as a marketing element for the residential components to Glen Isle, tying the Preserve to the development more clearly, and will help to reposition the site as a waterfront mixed-use enclave.
- The restoration of the “native shoreline” at the western portion of the site should be completed prior to the start of marketing. Any elements like this that restore the natural authenticity of the site will serve to bolster the marketability of the development.

We fully recognize that not all proposed improvements to the site, the creek, or properties controlled by others will be possible to complete prior to the start of marketing. However, the aforementioned items are quite critical to the success of the development in that the project must gain a critical mass of residential occupants in order for future phases to be successful. This is particularly important given the synergies between the various uses proposed for development. It is our opinion that no retailers, hotel guests, or professional office users will be attracted to Glen Isle unless these improvements have been made.

Affect on Pricing and Absorption

Without the improvements described above being in place or underway with a clear schedule of short-term completion prior to the start of marketing at the development, our pricing and absorption recommendations would not be achievable. We expect that if just a few, versus most or all, of the improvements we have recommended are complete prior to the start of marketing, that the rents achievable in the first phase will be approximately 25% to 30% less than our recommendations. Should these items remain unaddressed prior to the start of marketing of any for-sale component to the development, we believe that our recommendations would result in achievable pricing that is approximately 30% lower than our recommendations. Further, absorption at the project would suffer by approximately the same ratios.

CONCLUSION

It is the opinion of The Weitzman Group that the Glen Isle development’s housing components will be marketable. The development site itself, once environmental remediation is completed and memorialized by the agencies, will represent one of the very few large waterfront development opportunities on Long Island. Glen Isle presents a tremendous opportunity to create a compelling waterfront environment in a village atmosphere, with a mix of residential unit types and commercial and hospitality uses on the site. The mixed-use nature of the development contributes significantly to the marketability of the residential units, which in turn contribute to the viability of developing retail services, hotel and spa facilities, marina slips, and office space at the site. We believe that the development’s attraction of up to 1,120 households, many of which will come to Glen Isle from outside of the Glen Cove area, will further contribute to the stability and long-term improvement of the historic downtown Glen Cove business district. Despite the pioneering nature of this development, and the significant physical challenges that must be overcome prior to building residential housing on the site, we are optimistic that Glen Isle can be a premier master-planned housing destination in Long Island.

NEXT STEPS

Based on our research, it is our opinion that a strong market exists for a well-positioned residential development at the site.

As previously stated, in order to achieve the projected sales and leasing absorption, and residential price points, it is critical that the pre-requisites to the start of marketing activities be met, which will require significant planning and work. Further, we recognize that our recommendations may differ from your previous master plan. We suggest that you inquire with your planners about the physical feasibility of building our recommended unit mix, and determine to what extent our market-based recommendations can be adopted. We also recommend finalizing as many details as possible related to the proposed ferry.

Over the coming months, it will be important to: (1) finalize the phased development plan and schedule; (2) create and refine the site plan for the overall development; (3) solidify plans for the development of a hotel and other uses on the site, speaking with prospective hotel and spa operators, and inquiring with regional retailers about their interest in the development; and, (4) continue to work through the approvals process. Our pricing and revenue estimates can be modified once a construction schedule, site plan and revised preliminary architectural plan have been created.

THE WEITZMAN GROUP, INC.
Real Estate Consultants

ADDENDA

THE WEITZMAN GROUP, INC.
Real Estate Consultants

EXHIBIT A

BASIC ASSUMPTIONS AND LIMITING CONDITIONS

BASIC ASSUMPTIONS AND LIMITING CONDITIONS

This report has been solely prepared for the client identified in the letter of transmittal and throughout the report. It is to be expressly utilized by the client for the purposes so stated, and no reliance is to be placed on this report for any other purposes. This report may not be utilized in conjunction with any securitized transaction without the express permission of The Weitzman Group, Inc. The rights to any information contained in this report, unless furnished by outside sources, are exclusively those of The Weitzman Group, Inc. This report must be read in its entirety and neither all nor portions of this report may be reproduced, published or shown to other parties without the express written authorization of The Weitzman Group, Inc.

The residential marketability assessment was conducted in February and March 2010.

The date to which the opinions expressed in this report apply is set forth in the letter of transmittal. The signatories assume no responsibility for economic or physical factors occurring at some later date, which may affect the opinions herein stated. Any aberrations and/or dramatic changes of prevailing economic conditions as of the date of analysis may impact our conclusions.

No opinion is intended to be expressed for legal matters or those that would require specialized investigation or knowledge beyond that ordinarily employed by the real estate profession, although such matters may be discussed in the report.

Data relative to the size of the units were taken from sources considered reliable. Maps, plats, graphics and exhibits if included herein, are for illustration purposes only, as an aid in visualizing matters discussed within the report. They should not be considered as surveys or relied upon for any other purpose.

The rendering in this report does not presume the right of expert testimony or attendance in court or at any other hearing, unless such arrangements are made a reasonable time in advance by mutual agreements.

The signatories of this report represent that they have no current or contemplated interest in any properties within the market study area covered by this report.

Disclosure of the contents of this market study report and/or its use is governed by the Bylaws and Regulations of the Appraisal Institute. Neither all nor any part of the contents of this report especially any conclusions, the identity of the consultants or firm with which they are connected, or any reference to the Appraisal Institute or the MAI designation shall be disseminated to the public through advertising media, public relations media, sales media, news media, or any other public means of communication without the prior written consent and approval of the consultants.

This report constitutes a complete report, transmitted in summary report format and complies with The Uniform Standards of Professional Practice of The Appraisal Foundation for a complete report. This study has been prepared in conformity with and subject to the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute. As a summary report, this report does not include full discussions of the data, reasoning, and analyses that were used in the study's process to develop the consultant's opinions. Full documentation has been retained in our files.

The marketability analysis was conducted by Marilyn K. Weitzman, Thomas M. Justin, Peter T. Bazeli, and Catherine Tam during February and March 2010.

We have relied on information relative to the proposed development as supplied by RXR Realty and have assumed such information to be correct at this stage in the development process.

EXHIBIT B

CERTIFICATION OF CONSULTANTS

THE WEITZMAN GROUP, INC.
Real Estate Consultants

CERTIFICATION OF CONSULTANTS

We hereby certify that The Weitzman Group, Inc. was engaged to undertake a residential marketability study for the Glen Isle development located in Glen Cove, New York.

Neither The Weitzman Group, Inc. nor we have any present or contemplated future interest in the real estate in any of the markets that have been analyzed in this report.

We have no personal interest or bias with respect to the subject matter of the report or the parties involved.

To the best of our knowledge and belief the statements of fact contained in this marketability study, upon which the analyses, opinions and conclusions expressed herein are based, are true and correct.

This marketability study report sets forth all of the limiting conditions (imposed by the terms of our assignment or by the undersigned) affecting the analysis, opinions and conclusions contained in this report.

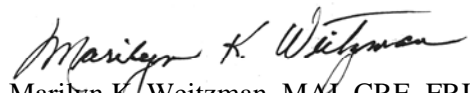
The marketability analysis was conducted by Marilyn K. Weitzman, Thomas M. Justin, Peter T. Bazeli, and Catherine Tam in February and March 2010.

Our fee for this marketability analysis is not contingent upon the conclusions reported or upon anything else other than the delivery of this report.

This marketability analysis has been made in conformity with and is subject to the requirements of The Uniform Standards of Professional Practice of The Appraisal Foundation. It is also subject to the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute.

The Appraisal Institute conducts a program of continuing education for its designated members. Members who meet the minimum standards of this program are awarded periodic educational certification. As of the date of this report, Marilyn Kramer Weitzman has completed the requirements under the continuing educational program of the Appraisal Institute.

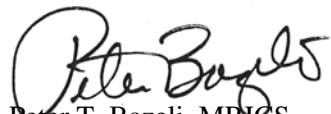
THE WEITZMAN GROUP, INC.



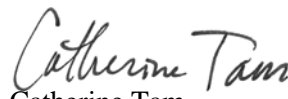
Marilyn K. Weitzman, MAI, CRE, FRICS
President



Thomas M. Justin, CRE, FRICS
Executive Vice President



Peter T. Bazeli, MRICS
Senior Vice President



Catherine Tam
Vice President

THE WEITZMAN GROUP, INC.
Real Estate Consultants

EXHIBIT C

POTENTIAL PRICE AND RENT DYNAMICS
DURING DEVELOPMENT PERIOD

THE WEITZMAN GROUP, INC.
Real Estate Consultants

GLEN ISLE

POTENTIAL PRICE AND RENT DYNAMICS DURING DEVELOPMENT PERIOD

[illegible]

ADJUSTED LEASEUP/SELLOUT PRICES PSF

[illegible]

CURRENT CONTRACT REVENUE

[illegible]

FOR-SALE SELLOUT AND WT. AVG PROJECTIONS

TOTAL Condominium Sellout	\$306,598,429
PSF	\$511.20
TOTAL Two-Level Townhome Sellout	\$203,701,229
PSF	\$494.42

RENTAL APARTMENT AVG. RENT PSF

Source: Projections by The Weitzman Group, Inc.

GLEN ISLE

POTENTIAL PRICE AND RENT DYNAMICS DURING DEVELOPMENT PERIOD

[illegible]

ADJUSTED LEASEUP/SELLOUT PRICES PSF

[illegible]

CURRENT CONTRACT REVENUE

[illegible]

FOR-SALE SELLOUT AND WT. AVG PROJECTIONS

TOTAL Condominium Sellout	\$306,598,429
PSF	\$511.20
TOTAL Two-Level Townhome Sellout	\$203,701,229
PSF	\$494.42

RENTAL APARTMENT AVG. RENT PSF

Source: Projections by The Weitzman Group, Inc.

THE WEITZMAN GROUP, INC
Real Estate Consultants

GLEN ISLE

POTENTIAL PRICE AND RENT DYNAMICS DURING DEVELOPMENT PERIOD

Market Price/Rent Appreciation		3.00%		Mktg. Month		49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72		
Pricing Per Square Foot with Current Market Appreciation																															
RENTAL APARTMENTS		\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	
CONDOMINIUM FLATS		\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$503.62	\$518.73	\$518.73	\$518.73	\$518.73	\$518.73	\$518.73	\$518.73	\$518.73	\$518.73	\$518.73	\$518.73	\$518.73	\$518.73	
TWO-LEVEL TOWNHOMES		\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$499.45	\$499.45	\$499.45	\$499.45	\$499.45	\$499.45	\$499.45	\$499.45	\$499.45	\$499.45	\$499.45	\$499.45	\$499.45	
Current Absorption																															
Rental Apartment Absorption		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Condominium Flat Absorption		6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	4	4	4	4	4	4	4	4	4	4	4	4	4	
Two-Level Townhome Absorption		0	0	0	0	0	0	0	0	0	0	10	6	6	6	6	6	6	6	4	4	4	4	4	4	4	4	4	4	4	
TOTAL UNITS ABSORBED		6	6	6	6	6	6	6	6	6	6	16	10	10	10	10	10	10	10	8	8	8	8	8	8	8	8	8	8	8	
AVG. SIZE																															
Rental Apartment SF Absorbed		970																													
Condo Flat SF Absorbed		1428	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	
Two-Level Townhome SF Absorbed		2060										20,600	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	12,360	
TOTAL SF ABSORBED			8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	8,568	29,168	18,072	18,072	18,072	18,072	18,072	18,072	18,072	13,952	13,952	13,952	13,952	13,952	13,952	13,952	13,952	13,952	13,952	13,952	
Adjust Market Pricing to Account for Development Phasing, Promotion																															
Rental Apartment Promotional Price Adjustment Factor		1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Condominium Flat Promotional Price Adjustment Factor		1.00	1.00	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.10	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	
Two-Level Townhomes Promotional Price Adjustment Factor		1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.10	1.10	1.10	1.10	
ADJUSTED LEASEUP/SELLOUT PRICES PSF																															
RENTAL APARTMENTS		\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.46	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	\$2.54	
CONDOMINIUM FLATS		\$503.62	\$503.62	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$553.98	\$570.60	\$570.60	\$622.47	\$622.47	\$622.47	\$622.47	\$622.47	\$622.47	\$622.47	\$622.47	\$622.47	\$622.47	\$622.47	
TWO-LEVEL TOWNHOMES		\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$484.90	\$524.42	\$524.42	\$524.42	\$524.42	\$524.42	\$524.42	\$524.42	\$524.42	\$524.42	\$524.42	\$524.42	\$524.42	\$524.42	
CURRENT CONTRACT REVENUE																															
Rental Apartment Monthly Gross Contracted Rent (Non-Cumulative)		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Condominium Flat Contracted Sale Proceeds		4,315,018	4,315,018	4,746,519	4,746,519	4,746,519	4,746,519	4,746,519	4,746,519	4,746,519	4,746,519	9,989,001	3,164,346	3,164,346	3,164,346	3,164,346	3,164,346	3,259,277	3,259,277	3,555,575	3,555,575	3,555,575	3,555,575	3,555,575	3,555,575	3,555,575	3,555,575	3,555,575	3,555,575	3,555,575	
Two-Level Townhome Contracted Sale Proceeds		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
FOR-SALE SELLOUT AND WT. AVG PROJECTIONS																															
TOTAL Condominium Sellout		\$306,598,429																													
PSF		\$511.20																													
TOTAL Two-Level Townhome Sellout		\$203,701,229																													
PSF		\$494.42																													
RENTAL APARTMENT AVG. RENT PSF		\$2.51																													

Source: Projections by The Weitzman Group, Inc.

GLEN ISLE

POTENTIAL PRICE AND RENT DYNAMICS DURING DEVELOPMENT PERIOD

Market Price/Rent Appreciation		3.00%		Mktg. Month		73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96			
Pricing Per Square Foot with Current Market Appreciation																																
RENTAL APARTMENTS																																
		\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69		
CONDOMINIUM FLATS		\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$534.29	\$530.32	\$530.32	\$530.32	\$530.32	\$530.32	\$530.32	\$530.32	\$530.32	\$530.32	\$530.32	\$530.32	\$530.32	\$530.32		
TWO-LEVEL TOWNHOMES		\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$514.43	\$529.87	\$529.87	\$529.87	\$529.87	\$529.87	\$529.87	\$529.87	\$529.87	\$529.87	\$529.87	\$529.87	\$529.87	\$529.87		
Current Absorption																																
Rental Apartment Absorption			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Condominium Flat Absorption			4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4		
Two-Level Townhome Absorption			4	3	3	3	3	3	3	3	3	2	2	2	2	2	2	2	2	1	1	1	1	1	1	1	1	1	1	1		
TOTAL UNITS ABSORBED			8	7	7	7	7	7	7	7	7	6	6	6	6	6	6	6	6	5	5	5	5	5	5	3	3	3	3	3		
AVG. SIZE																																
Rental Apartment SF Absorbed		970	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Condo Flat SF Absorbed		1428	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	5,712	2,856	2,856	2,856	2,856	2,856		
Two-Level Townhome SF Absorbed		2060	8,240	6,180	6,180	6,180	6,180	6,180	6,180	6,180	6,180	6,180	4,120	4,120	4,120	4,120	4,120	4,120	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060		
TOTAL SF ABSORBED			13,952	11,892	11,892	11,892	11,892	11,892	11,892	11,892	11,892	9,832	9,832	9,832	9,832	9,832	9,832	9,832	7,772	7,772	7,772	7,772	7,772	7,772	7,772	4,916	4,916	4,916	4,916	4,916		
Adjust Market Pricing to Account for Development Phasing, Promotion																																
Rental Apartment Promotional Price Adjustment Factor			1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00		
Condominium Flat Promotional Price Adjustment Factor			1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20		
Two-Level Townhomes Promotional Price Adjustment Factor			1.10	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20		
ADJUSTED LEASEUP/SELLOUT PRICES PSF																																
RENTAL APARTMENTS		\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.61	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69	\$2.69		
CONDOMINIUM FLATS		\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$641.15	\$660.38	\$660.38	\$660.38	\$660.38	\$660.38	\$660.38	\$660.38	\$660.38	\$660.38	\$660.38	\$660.38	\$660.38	\$660.38		
TWO-LEVEL TOWNHOMES		\$565.88	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$617.32	\$635.84	\$635.84	\$635.84	\$635.84	\$635.84	\$635.84	\$635.84	\$635.84	\$635.84	\$635.84	\$635.84	\$635.84	\$635.84		
CURRENT CONTRACT REVENUE																																
Rental Apartment Monthly Gross Contracted Rent (Non-Cumulative)			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Condominium Flat Contracted Sale Proceeds		3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,662,242	3,772,109	3,772,109	3,772,109	3,772,109	3,772,109	3,772,109	3,772,109	3,772,109	3,772,109	3,772,109	3,772,109	3,772,109	3,772,109		
Two-Level Townhome Contracted Sale Proceeds		4,662,826	3,815,039	3,815,039	3,815,039	3,815,039	3,815,039	3,815,039	3,815,039	3,815,039	3,815,039	3,815,039	2,543,359	2,543,359	2,543,359	2,543,359	2,543,359	2,619,660	2,619,660	1,309,830	1,309,830	1,309,830	1,309,830	1,309,830	1,309,830	1,309,830	1,309,830	1,309,830	1,309,830	1,309,830		
FOR-SALE SELLOUT AND WT. AVG PROJECTIONS																																
TOTAL Condominium Sellout		\$306,598,429																														
PSF		\$511.20																														
TOTAL Two-Level Townhome Sellout		\$203,701,249																														
PSF		\$494.42																														
RENTAL APARTMENT AVG. RENT PSF																																
		\$2.51																														

Source: Projections by The Weitzman Group, Inc.

THE WEITZMAN GROUP, INC.
Real Estate Consultants

GLEN ISLE

POTENTIAL PRICE AND RENT DYNAMICS DURING DEVELOPMENT PERIOD

Market Price/Rent Appreciation	3.00%	Mktg. Month	97	98	99	100	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	
Pricing Per Square Foot with Current Market Appreciation																											
RENTAL APARTMENTS	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	
CONDOMINIUM FLATS	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$566.83	\$583.83	\$583.83	\$583.83	\$583.83	\$583.83	\$583.83	\$583.83	\$583.83	\$583.83	\$583.83	\$583.83	\$583.83	
TWO-LEVEL TOWNHOMES	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$545.76	\$562.14	\$562.14	\$562.14	\$562.14	\$562.14	\$562.14	\$562.14	\$562.14	\$562.14	\$562.14	\$562.14	\$562.14	
Current Absorption																											
Rental Apartment Absorption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Condominium Flat Absorption	2	2	2	2	2	2	2	2	1	1	1	1	1	1	1	1	1	1	0	0	0	0	0	0	0	0	
Two-Level Townhome Absorption	1	1	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TOTAL UNITS ABSORBED	3	3	3	3	2	2	1	1	1	1	1	1	1	1	1	1	1	1	0	0	0	0	0	0	0	0	
AVG. SIZE																											
Rental Apartment SF Absorbed	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Condo Flat SF Absorbed	2,856	2,856	2,856	2,856	2,856	2,856	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	0	0	0	0	0	0	0	0	
Two-Level Townhome SF Absorbed	2,060	2,060	2,060	2,060	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TOTAL SF ABSORBED	4,916	4,916	4,916	4,916	2,856	2,856	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	0	0	0	0	0	0	0	0	
Adjust Market Pricing to Account for Development Phasing, Promotion																											
Rental Apartment Promotional Price Adjustment Factor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Condominium Flat Promotional Price Adjustment Factor	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	
Two-Level Townhomes Promotional Price Adjustment Factor	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	
ADJUSTED LEASEUP/SELLOUT PRICES PSF																											
RENTAL APARTMENTS	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.77	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	\$2.86	
CONDOMINIUM FLATS	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$680.19	\$700.60	\$700.60	\$700.60	\$700.60	\$700.60	\$700.60	\$700.60	\$700.60	\$700.60	\$700.60	\$700.60	\$700.60	
TWO-LEVEL TOWNHOMES	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$654.92	\$674.56	\$674.56	\$674.56	\$674.56	\$674.56	\$674.56	\$674.56	\$674.56	\$674.56	\$674.56	\$674.56	\$674.56	
CURRENT CONTRACT REVENUE																											
Rental Apartment Monthly Gross Contracted Rent (Non-Cumulative)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Condominium Flat Contracted Sale Proceeds	1,942,636	1,942,636	1,942,636	1,942,636	1,942,636	1,942,636	971,318	971,318	971,318	971,318	971,318	971,318	971,318	971,318	1,000,458	1,000,458	1,000,458	1,000,458	0	0	0	0	0	0	0	0	
Two-Level Townhome Contracted Sale Proceeds	1,349,125	1,349,125	1,349,125	1,349,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
FOR-SALE SELLOUT AND WT. AVG PROJECTIONS																											
TOTAL Condominium Sellout	\$306,598,429																										
PSF	\$511.20																										
TOTAL Two-Level Townhome Sellout	\$203,701,229																										
PSF	\$494.42																										
RENTAL APARTMENT AVG. RENT PSF	\$2.51																										

Source: Projections by The Weitzman Group, Inc.

THE WEITZMAN GROUP, INC.
Real Estate Consultants

EXHIBIT D
QUALIFICATIONS OF THE CONSULTANTS

THE WEITZMAN GROUP, INC.
Real Estate Consultants

PROFESSIONAL QUALIFICATIONS

MARILYN KRAMER WEITZMAN, MAI, CRE, FRICS

EDUCATION: B.A., University of Pennsylvania

M.A., University of Pennsylvania
Graduate School of Arts and Sciences

M.B.A., New York University Graduate
School of Business Administration
Beta Gamma Kappa Honor Society
Specialization in Finance

New York University Real Estate Institute
Courses in Advanced Real Estate Finance and
Case Studies in Investment Analysis

EMPLOYMENT: THE WEITZMAN GROUP, INC., New York, NY
Real Estate Consultants

1981
to Present

President

Real estate specialists, providing advice and counsel to those engaged in evaluation, buying, selling, leasing, financing, or developing real estate. The services provided by the firm include acquisition and disposition counseling, regional economic analysis, market research, due diligence, development planning, appraisals and expert testimony.

KORPACZ & WEITZMAN, INC., New York, NY
Real Estate Consultants and Appraisers
PRINCIPAL

Real estate consultants and appraisers providing market analyses, investment analyses, and property valuation services.

LANDAUER ASSOCIATES, INC., New York, NY

*Assistant Vice President of Investment Services Division
General real estate consulting including investment analysis, appraisals, feasibility studies and cash flow studies.*

AMERICAN CITY CORPORATION, Hartford, CT
Subsidiary of The Rouse Company

*Regional Economist
Responsible for aspects of regional planning and market analysis relating to the acquisition of new community sites.*

THE WEITZMAN GROUP, INC.
Real Estate Consultants

PROFESSIONAL QUALIFICATIONS

MARILYN KRAMER WEITZMAN, MAI, CRE, FRICS

*LEON H. KEYSERLING, Washington, DC
Consulting Economist and Attorney*

Junior Economist

Responsible for the collection and analysis of data from government sources and private clients.

MEMBER: Appraisal Institute – MAI (past Vice-Chairman, Education Committee)
Counselors of Real Estate (past National Vice-President)
Urban Land Institute (ULI)
The Real Estate Board of New York, Inc.
Commercial Real Estate Women (CREW)
Association of Real Estate Women (AREW Past President)
Licensed Real Estate Salesperson – New York State

LECTURER: Ingredients and Functions of a Market Study, a seminar sponsored by the New York Chapter of the American Institute of Real Estate Appraisers.

Real Estate Marketability and Investment Feasibility Analysis, a seminar presented for the Real Estate Department of Manufacturers Hanover Trust Company.

Apartment Project Marketability and Investment Feasibility Studies, a seminar presented for the Long Island Chapter of The Society of Real Estate Appraisers.

Residential Development – Marketability and Investment Feasibility Studies, a seminar sponsored by the University of Massachusetts at Sturbridge, Massachusetts.

Feasibility Analysis before the International S.R.E.A. conference in Atlanta.

Guest Lecturer at the Real Estate Institute of New York University on economic base studies, market analysis and appraisal.

ADJUNCT
PROFESSOR: The Real Estate Institute of New York University. Courses include
Real Estate Research: Market Analysis and Feasibility Studies; Advanced Applications in Appraisal.

THE WEITZMAN GROUP, INC.
Real Estate Consultants

PROFESSIONAL QUALIFICATIONS

THOMAS M. JUSTIN, CRE, FRICS

EDUCATION: B.S. Economics, Brescia College,
Owensboro, Kentucky

M. A., Economics, West Virginia University
Morgantown, West Virginia
Graduate School of Business and Economics

EMPLOYMENT: THE WEITZMAN GROUP, INC. 1981-Present
Real Estate Consultants
355 Lexington Avenue
New York, New York 10017

Responsibilities included providing advice and counsel to those engaged in evaluation, buying, selling, leasing, financing, or developing real estate. Prepares and supervises all consulting assignments for planned unit developments, multi-family properties, office buildings, shopping centers, mixed-use developments, industrial properties, and special use properties.

KORPACZ & WEITZMAN, INC. 1979-1981
Real Estate Consultants and Appraisers
375 Park Avenue
New York, New York 10152

Vice President and Director of Market Analysis

Prepared and supervised all market analyses and appraisals for planned unit developments, multi-family properties, office buildings, shopping centers, mixed-use developments, industrial properties, and special use properties.

PROFESSIONAL QUALIFICATIONS

THOMAS M. JUSTIN, CRE, FRICS

PROCON REAL ESTATE ADVISORY CORPORATION 1975-1979
140 Sylvan Avenue
Englewood Cliffs, New Jersey

Vice President and Director of Market Research

Responsibilities included the supervision and/or preparation of all residential and commercial market analyses. These studies were conducted throughout the United States. Involved in the development of long and short-term forecasting techniques used in estimating the demand for residential, office and retail land uses. Consulting services were rendered to lending institutions, corporations, builders/developers, and individuals.

WILLIAM E. BECKER AND ASSOCIATES 1972-1975
E210 Route 4
Paramus, New Jersey

Director of Market Research

General real estate consulting with emphasis on residential market analysis and the evaluation of distressed properties. Responsible for coordinating all project assignments and related staff functions. Prepared and conducted seminars for corporate and government clients desiring to develop internal real estate market research capabilities.

MEMBER: Counselors of Real Estate (CRE). Co-Chairperson of The Counselor Advisory Corps
Fellow, Royal Institute of Chartered Surveyors (FRICS)
Urban Land Institute (ULI)

SPEAKER: Guest Speaker – Urban Land Institute Annual Meetings
Adjunct Professor – New York University Real Estate School – Masters Program

THE WEITZMAN GROUP, INC.
Real Estate Consultants

PROFESSIONAL QUALIFICATIONS

PETER T. BAZELI

EDUCATION:

Bradley University 1998
Foster College of Business Administration
Peoria, Illinois
Bachelor of Science degree
Concentration in Marketing

EMPLOYMENT:

THE WEITZMAN GROUP, INC.
New York, New York
Real Estate specialists providing advice and counsel to those engaged in evaluating, buying, selling, leasing, financing, or developing real estate.

Senior Vice President October 2004 - Present

DRAPER AND KRAMER, INCORPORATED
Chicago, Illinois
Privately-held real estate firm engaged in the acquisition, financing, development, and management of commercial and residential property nationwide.

Assistant Vice President 2000-2004
Responsibilities within the Development Group aiding in the acquisition, financing, development, and marketing of large-scale residential properties in Chicago, Miami and Boston.

Retail Leasing Broker 2000
Provided retail leasing and brokerage services on a portfolio totaling more than 1 million square feet.

Senior Research Analyst 1998-2000
Performed market feasibility, underwriting, and general real estate analysis services for the firm and its clients.

MEMBERSHIP:

Urban Land Institute
Chicago Real Estate Council
Greater North Michigan Avenue Association – Formerly on Board of Directors
Licensed Real Estate Salesperson in the State of New York
Guest Lecturer – New York University Real Estate Masters Program
Guest Lecturer – Furman University Executive Lecture Series

THE WEITZMAN GROUP, INC.
Real Estate Consultants

PROFESSIONAL QUALIFICATIONS

CATHERINE M. TAM

EDUCATION: B.S., Cornell University 1996
 School of Hotel Administration
 Concentration in Real Estate

EMPLOYMENT: THE WEITZMAN GROUP, INC., New York, NY 2001-Present
 Vice President
 Senior Associate
 Real estate specialist, providing advice and counsel to those engaged in
 evaluation, buying, selling, leasing, financing, or developing real estate.

 STARWOOD HOTELS AND RESORTS, White Plains, NY 2001
 Manager, Development
 Researched markets throughout North America and the Caribbean, for the
 purpose of projecting cash flows for new hotel development and existing
 hotel acquisitions. Structured various deal models and analyzed investment
 returns.

 HVS INTERNATIONAL, Mineola, NY 1996-2001
 Senior Associate
 Completed appraisal, market studies, feasibility analysis, and other related
 consulting work for the hospitality industry.