

**OUT OF BOARD  
MONTHLY STATISTICS**

**FOR**

**January 1st - 31st, 2005**

## COMPARATIVE ACTIVITY BY ZONE

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE

### ZONE CO TOTALS

Units Listed	605	617	-1.9%	605	617	-1.9%
Units Sold	328	313	4.8%	328	313	4.8%
Sales Dollars	\$82,520,279	\$72,060,341	14.5%	\$82,520,279	\$72,060,341	14.5%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	-0.2%
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Listings	2313	1985	16.5%			

### ZONE NO TOTALS

Units Listed	303	246	23.2%	303	246	23.2%
Units Sold	152	156	-2.6%	152	156	-2.6%
Sales Dollars	\$26,161,673	\$24,228,062	8.0%	\$26,161,673	\$24,228,062	8.0%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	1.6%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1139	1197	-4.8%			

### ZONE SH TOTALS

Units Listed	98	167	-41.3%	98	167	-41.3%
Units Sold	56	61	-8.2%	56	60	-6.7%
Sales Dollars	\$8,093,926	\$8,431,050	-4.0%	\$8,093,926	\$8,431,050	-4.0%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	0.9%
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Listings	834	1026	-18.7%			

### ZONE OB TOTALS

Units Listed	11	10	10.0%	16	20	-20.0%
Units Sold	3	2	100.0%	7	3	133.3%
Sales Dollars	\$998,000	\$287,500	100.0%	\$5,853,150	\$1,362,500	329.6%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	0.5%
Days to Sell	110	107	2.8%	203	199	2.0%
Active Listings	108	117	-7.7%			

### GRAND TOTALS

Units Listed	1017	1040	-2.2%	1022	1050	-2.7%
Units Sold	539	532	1.3%	543	532	2.1%
Sales Dollars	\$117,773,878	\$105,006,953	12.2%	\$122,629,028	\$106,081,953	15.6%
List/Sell Ratio	96.15%	94.81%		96.02%	95.00%	1.1%
Days to Sell	89	132	-32.6%	105	126	-16.7%
Active Listings	4394	4325	1.6%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	2	2	0.0%	2	2	0.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$202,500	-100.0%	\$0	\$202,500	-100.0%
List/Sell \$ Ratio	0.00%	81.00%		0.00%	81.00%	
Days to Sell	0	300	-100.0%	0	300	-100.0%
Active Inventory	15	13	15.4%			
Average Price	\$0	\$202,500	-100.0%	\$0	\$202,500	-100.0%
Median Price	\$0	\$202,500	-100.0%	\$0	\$99,500	-100.0%
<b>Acreage with House</b>						
Units Listed	1	2	-50.0%	1	2	-50.0%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	11	17	-35.3%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	1	2	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Business</b>						
Units Listed	6	0	100.0%	6	0	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$125,000	\$0	100.0%	\$125,000	\$0	100.0%
List/Sell \$ Ratio	83.33%	0.00%		83.33%	0.00%	
Days to Sell	286	0	100.0%	286	0	100.0%
Active Inventory	37	28	32.1%			
Average Price	\$125,000	\$0	100.0%	\$125,000	\$0	100.0%
Median Price	\$125,000	\$0	100.0%	\$347,000	\$0	100.0%
<b>Condo (Townhouse)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	295	0.0%	114	295	0.0%
Active Inventory	2	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Condo (Apt)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	3	1	200.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	0	2	-100.0%	0	2	-100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	1	2	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Farms</b>						
Units Listed	0	1	-100.0%	0	1	-100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>#DIV/0!</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	5	11	-54.5%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>IC&amp;I</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	5	10	-50.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>IC&amp;I Land</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	3	6	6.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Lots</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$38,000	\$0	100.0%	\$38,000	\$0	100.0%
List/Sell \$ Ratio	90.69%	0.00%		90.69%	0.00%	
Days to Sell	55	0	0.0%	55	0	0.0%
Active Inventory	9	7	28.6%			
Average Price	\$38,000	\$0	100.0%	\$38,000	\$0	100.0%
Median Price	\$38,000	\$0	100.0%	\$38,000	\$0	100.0%
<b>Leases</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	5	3	66.7%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	0	100.0%	2	9	-77.8%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	100.0%	\$840,150	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		103.57%	0.00%	
Days to Sell	0	0	0.0%	8	0	0.0%
Active Inventory	0	0	0.0%			
Average Price	\$0	\$0	100.0%	\$420,075	\$0	100.0%
Median Price	\$0	\$0	100.0%	\$420,075	\$0	100.0%
<b>Multi-Family</b>						
Units Listed	0	1	-100.0%	1	2	-50.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$4,015,000	\$1,075,000	273.5%
List/Sell \$ Ratio	0.00%	0.00%	0.0%	95.66%	0.00%	
Days to Sell	0	0	0.0%	289	284	1.8%
Active Inventory	0	3	-100.0%			
Average Price	\$0	\$0	0.0%	\$2,007,500	\$1,075,000	86.7%
Median Price	\$0	\$0	0.0%	\$2,007,500	\$1,075,000	86.7%
<b>Mobile Homes</b>						
Units Listed	0	0	0.0%	2	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	1	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Recreational Property</b>						
Units Listed	1	0	100.0%	1	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	100.0%	0	0	0.0%
Active Inventory	1	0	0.0%			
Average Price	\$0	\$0	100.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	100.0%	\$0	\$0	0.0%
<b>Residential</b>						
Units Listed	1	2	-50.0%	1	2	-50.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$835,000	\$85,000	882.4%	\$835,000	\$85,000	882.4%
List/Sell \$ Ratio	84.77%	94.54%		84.77%	94.54%	
Days to Sell	115	311	-63.0%	115	311	-63.0%
Active Inventory	6	9	-33.3%			
Average Price	\$835,000	\$85,000	100.0%	\$835,000	\$85,000	882.4%
Median Price	\$835,000	\$85,000	100.0%	\$835,000	\$85,000	882.4%
<b>Residential (Waterfront)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	1	5	-80.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	2	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>OUTSIDE BOARD AREA - TOTALS</b>						
Units Listed	11	10	10.0%	16	20	-20.0%
Units Sold	<b>3</b>	<b>2</b>	<b>100.0%</b>	<b>7</b>	<b>3</b>	<b>133.3%</b>
Sales Dollars	\$998,000	\$287,500	100.0%	\$5,853,150	\$1,362,500	329.6%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	108	117	-7.7%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	0	0	0
150001 to 180000	1	1	0	0
180001 to 210000	0	0	0	0
210001 to 240000	0	0	0	0
240001 to 270000	0	0	0	0
270001 to 300000	0	0	0	0
300001 to 330000	0	0	0	0
330001 to 360000	0	0	0	0
360001 to 390000	0	0	0	0
390001 to 420000	0	0	0	0
420001 to 450000	0	0	0	0
450001 to 480000	0	0	0	0
480001 and over	0	0	1	1
<b>Totals</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>

## LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	0	1	1
40001 to 60000	0	0	0	0
60001 to 80000	2	2	0	0
80001 to 100000	0	0	0	0
100001 to 120000	0	0	0	0
120001 to 140000	0	0	0	0
140001 to 160000	0	0	0	0
160001 and over	0	0	0	0
<b>Totals</b>	<b>2</b>	<b>2</b>	<b>0</b>	<b>1</b>