

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

January 1st - 31st, 2006

COMPARATIVE ACTIVITY BY ZONE

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	739	605	22.1%	739	605	22.1%
Units Sold	377	331	13.9%	377	331	13.9%
Sales Dollars	\$114,125,293	\$83,274,986	37.0%	\$114,125,293	\$83,274,986	37.0%
List/Sell Ratio	96.85%	94.37%		96.85%	94.37%	2.6%
Days to Sell	83	100	-17.0%	83	100	-17.0%
Active Listings	2056	2313	-11.1%			
ZONE NO TOTALS						
Units Listed	293	304	-3.6%	293	304	-3.6%
Units Sold	140	155	-9.7%	140	155	-9.7%
Sales Dollars	\$34,858,841	\$26,526,673	31.4%	\$34,858,841	\$26,526,673	31.4%
List/Sell Ratio	94.43%	95.52%		94.43%	95.52%	-1.1%
Days to Sell	95	96	-1.0%	95	96	-1.0%
Active Listings	1025	1139	-10.0%			
ZONE SH TOTALS						
Units Listed	129	105	22.9%	129	105	22.9%
Units Sold	80	58	37.9%	80	58	37.9%
Sales Dollars	\$20,219,450	\$8,419,225	140.2%	\$20,219,450	\$8,419,225	140.2%
List/Sell Ratio	95.57%	92.77%		95.57%	92.77%	3.0%
Days to Sell	169	129	31.0%	169	129	31.0%
Active Listings	660	834	-20.9%			
ZONE OB TOTALS						
Units Listed	11	11	0.0%	11	11	0.0%
Units Sold	8	3	166.7%	8	3	166.7%
Sales Dollars	\$1,624,902	\$998,000	62.8%	\$1,624,902	\$998,000	62.8%
List/Sell Ratio	88.10%	86.26%		88.10%	86.26%	2.1%
Days to Sell	243	152	59.9%	243	152	59.9%
Active Listings	80	108	-25.9%			
GRAND TOTALS						
Units Listed	1172	1025	14.3%	1172	1025	14.3%
Units Sold	605	547	10.6%	605	547	10.6%
Sales Dollars	\$170,828,486	\$119,218,884	43.3%	\$170,828,486	\$119,218,884	43.3%
List/Sell Ratio	96.22%	94.68%		96.22%	94.68%	1.6%
Days to Sell	99	102	-2.9%	99	102	-2.9%
Active Listings	3821	4394	-13.0%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	2	-100.0%	0	2	-100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$150,000	\$0	100.0%	\$150,000	\$0	100.0%
List/Sell \$ Ratio	90.90%	0.00%		90.90%	0.00%	
Days to Sell	414	0	100.0%	414	0	100.0%
Active Inventory	8	15	-46.7%			
Average Price	\$150,000	\$0	100.0%	\$150,000	\$0	100.0%
Median Price	\$150,000	\$0	100.0%	\$150,000	\$0	100.0%
Acreage with House						
Units Listed	1	1	0.0%	1	1	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	11	-72.7%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Acreage (Waterfront)						
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	1	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Business						
Units Listed	2	6	-66.7%	2	6	-66.7%
Units Sold	1	1	0.0%	1	1	0.0%
Sales Dollars	\$495,000	\$125,000	296.0%	\$495,000	\$125,000	296.0%
List/Sell \$ Ratio	100.00%	83.33%		100.00%	83.33%	
Days to Sell	218	286	-23.8%	218	286	-23.8%
Active Inventory	27	37	-27.0%			
Average Price	\$495,000	\$125,000	296.0%	\$495,000	\$125,000	296.0%
Median Price	\$495,000	\$125,000	296.0%	\$495,000	\$125,000	296.0%
Condo (Townhouse)						
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	2	2	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Condo (Apt)						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$186,900	\$0	100.0%	\$186,900	\$0	100.0%
List/Sell \$ Ratio	98.42%	0.00%		98.42%	0.00%	
Days to Sell	133	0	100.0%	133	0	100.0%
Active Inventory	2	3	-33.3%			
Average Price	\$186,900	\$0	100.0%	\$186,900	\$0	100.0%
Median Price	\$186,900	\$0	100.0%	\$186,900	\$0	100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
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	0	1	-100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Farms						
Units Listed	1	0	100.0%	1	0	100.0%
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	7	5	40.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
IC&I						
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	6	5	20.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
IC&I Land						
Units Listed	1	0	100.0%	1	0	100.0%
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	2	3	6.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots						
Units Listed	3	0	100.0%	3	0	100.0%
Units Sold	3	1	200.0%	3	1	200.0%
Sales Dollars	\$70,002	\$38,000	84.2%	\$70,002	\$38,000	84.2%
List/Sell \$ Ratio	78.04%	90.69%		78.04%	90.69%	
Days to Sell	332	55	503.6%	332	55	503.6%
Active Inventory	4	9	-55.6%			
Average Price	\$23,334	\$38,000	-38.6%	\$23,334	\$38,000	-38.6%
Median Price	\$23,334	\$38,000	-38.6%	\$23,334	\$38,000	-38.6%
Leases						
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%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	4	5	-20.0%			
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
Lots (Waterfront)						
Units Listed	1	0	100.0%	1	0	100.0%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	0.00%	\$0	\$0	0.00%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.00%	0	0	0.00%
Active Inventory	1	0	0.0%			
Average Price	\$0	\$0	0.00%	\$0	\$0	0.00%
Median Price	\$0	\$0	0.00%	\$0	\$0	0.00%
Multi-Family (5 Units and Up)						
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	0	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Multi Family (Triplex/Fourplex)						
Units Listed	0	0	0.0%	0	0	-100.0%
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	0	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Mobile Homes						
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	0	1	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Recreational Property						
Units Listed	0	1	-100.0%	0	1	-100.0%
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	2	1	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Residential						
Units Listed	2	1	100.0%	2	1	100.0%
Units Sold	1	1	0.0%	1	1	0.0%
Sales Dollars	\$400,000	\$835,000	-52.1%	\$400,000	\$835,000	-52.1%
List/Sell \$ Ratio	95.26%	84.77%		95.26%	84.77%	
Days to Sell	0	115	-100.0%	0	115	-100.0%
Active Inventory	10	6	66.7%			
Average Price	\$400,000	\$835,000	-52.1%	\$400,000	\$835,000	-52.1%
Median Price	\$400,000	\$835,000	-52.1%	\$400,000	\$835,000	-52.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$323,000	\$0	100.0%	\$323,000	\$0	100.0%
List/Sell \$ Ratio	86.13%	0.00%		86.13%	0.00%	
Days to Sell	185	0	100.0%	185	0	100.0%
Active Inventory	1	1	0.0%			
Average Price	\$323,000	\$0	100.0%	\$323,000	\$0	100.0%
Median Price	\$323,000	\$0	100.0%	\$323,000	\$0	100.0%
Timeshares						
Units Listed	0	0	-100.0%	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	0	2	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
OUTSIDE BOARD AREA - TOTALS						
Units Listed	11	11	0.0%	11	11	0.0%
Units Sold	8	3	166.7%	8	3	166.7%
Sales Dollars	\$1,624,902	\$998,000	62.8%	\$1,624,902	\$998,000	62.8%
List/Sell Ratio	88.10%	86.26%		88.10%	86.26%	
Days to Sell	243	152	59.9%	110	107	2.8%
Active Inventory	80	108	-25.9%			