

OUT OF BOARD MONTHLY STATISTICS

FOR

February 1st - 28th, 2005

February Statistics Run March 4, 2005 2:30 p.m.

COMPARATIVE ACTIVITY BY ZONE

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

ZONE CO TOTALS

Units Listed	738	571	29.2%	1342	1187	13.1%
Units Sold	445	398	11.8%	774	711	8.9%
Sales Dollars	\$119,135,234	\$103,183,924	15.5%	\$201,986,119	\$175,244,265	15.3%
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	2430	2021	20.2%			

ZONE NO TOTALS

Units Listed	333	267	24.7%	635	515	23.3%
Units Sold	202	183	10.4%	367	339	8.3%
Sales Dollars	\$36,206,012	\$29,519,075	22.7%	\$65,206,835	\$54,953,236	18.7%
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	1208	1221	-1.1%			

ZONE SH TOTALS

Units Listed	136	131	3.8%	240	299	-19.7%
Units Sold	68	70	-2.9%	125	131	-4.6%
Sales Dollars	\$11,125,050	\$10,356,500	7.4%	\$19,397,476	\$19,316,900	0.4%
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	866	1072	-19.2%			

ZONE OB TOTALS

Units Listed	19	11	72.7%	32	21	52.4%
Units Sold	4	3	100.0%	6	5	20.0%
Sales Dollars	\$902,500	\$531,000	100.0%	\$1,862,500	\$818,500	127.6%
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	122	121	0.8%			

GRAND TOTALS

Units Listed	1226	980	25.1%	2249	2022	11.2%
Units Sold	719	654	9.9%	1272	1186	7.3%
Sales Dollars	\$167,368,796	\$143,590,499	16.6%	\$288,452,930	\$250,332,901	15.2%
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	4626	4435	4.3%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	2	-100.0%	2	4	-50.0%
Units Sold	0	2	-100.0%	0	3	-100.0%
Sales Dollars	\$0	\$166,000	-100.0%	\$0	\$368,500	-100.0%
List/Sell \$ Ratio	0.00%	92.74%		0.00%	88.82%	
Days to Sell	0	60	-100.0%	0	140	-100.0%
Active Inventory	15	13	15.4%			
Average Price	\$0	\$83,000	-100.0%	\$0	\$122,833	-100.0%
Median Price	\$0	\$83,000	-100.0%	\$0	\$155,000	-100.0%
Acreage with House						
Units Listed	0	1	-100.0%	1	3	-66.7%
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	16	-31.3%			
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	2	2	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Business						
Units Listed	5	4	100.0%	11	4	100.0%
Units Sold	1	0	100.0%	2	0	100.0%
Sales Dollars	\$382,000	\$0	100.0%	\$507,000	\$0	100.0%
List/Sell \$ Ratio	96.70%	0.00%		90.01%	0.00%	
Days to Sell	187	0	100.0%	236	0	100.0%
Active Inventory	39	30	30.0%			
Average Price	\$382,000	\$0	100.0%	\$253,500	\$0	100.0%
Median Price	\$382,000	\$0	100.0%	\$253,500	\$0	100.0%
Condo (Townhouse)						
Units Listed	1	0	0.0%	1	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	1	0	100.0%			
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	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	2	50.0%			
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
Duplex						
Units Listed	1	0	-100.0%	1	2	-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	2	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	0	0	-100.0%	0	1	-100.0%
Units Sold	1	1	0.0%	1	1	0.0%
Sales Dollars	\$400,000	\$365,000	9.6%	\$400,000	\$365,000	9.6%
List/Sell \$ Ratio	74.07%	92.40%		74.07%	92.40%	
Days to Sell	125	457	-72.6%	125	457	-72.6%
Active Inventory	5	10	-50.0%			
Average Price	\$400,000	\$365,000	9.6%	\$400,000	\$365,000	9.6%
Median Price	\$400,000	\$365,000	9.6%	\$400,000	\$365,000	9.6%
IC&I						
Units Listed	4	0	100.0%	4	0	100.0%
Units Sold	0	0	0.0%	0	0	0.0%
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	9	10	-10.0%			
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	0	1	-100.0%	0	1	-100.0%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	100.0%	\$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	3	6	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	4	0	100.0%	4	0	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$41,500	\$0	100.0%	\$41,500	\$0	100.0%
List/Sell \$ Ratio	99.04%	0.00%		94.86%	0.00%	
Days to Sell	12	0	0.0%	33	0	0.0%
Active Inventory	15	9	66.7%			
Average Price	\$41,500	\$0	100.0%	\$41,500	\$0	100.0%
Median Price	\$41,500	\$0	100.0%	\$41,500	\$0	100.0%
Leases						
Units Listed	0	3	-100.0%	0	3	-100.0%
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	5	6	-16.7%			
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
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	0.0%	\$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						
Units Listed	0	0	0.0%	0	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%	0.0%	0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	0	2	-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%	2	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%
Recreational Property						
Units Listed	1	0	100.0%	2	0	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$79,000	\$0	100.0%	\$79,000	\$0	100.0%
List/Sell \$ Ratio	100.00%	0.00%		100.00%	0.00%	
Days to Sell	12	0	100.0%	12	0	0.0%
Active Inventory	3	0	0.0%			
Average Price	\$79,000	\$0	100.0%	\$79,000	\$0	100.0%
Median Price	\$79,000	\$0	100.0%	\$79,000	\$0	100.0%
Residential						
Units Listed	1	0	100.0%	2	2	0.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$835,000	\$85,000	882.4%
List/Sell \$ Ratio	0.00%	0.00%		84.77%	94.54%	
Days to Sell	0	0	0.0%	115	311	-63.0%
Active Inventory	7	8	-12.5%			
Average Price	\$0	\$0	0.0%	\$835,000	\$85,000	882.4%
Median Price	\$0	\$0	0.0%	\$835,000	\$85,000	882.4%
Residential (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	0.0%	\$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	5	-60.0%			
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
Timeshares						
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%
OUTSIDE BOARD AREA - TOTALS						
Units Listed	19	11	72.7%	32	21	52.4%
Units Sold	4	3	100.0%	6	5	20.0%
Sales Dollars	\$902,500	\$531,000	100.0%	\$1,862,500	\$818,500	127.6%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	122	121	0.8%			