

OUT OF BOARD MONTHLY STATISTICS

FOR

February 1st - 28th, 2006

The revised format for the monthly statistics contains the following:

**Cover Page
Zone Total Summary
Out of Board Statistics**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	766	744	3.0%	1505	1349	11.6%
Units Sold	480	450	6.7%	857	780	9.9%
Sales Dollars	\$150,064,303	\$119,646,934	25.4%	\$264,189,595	\$202,773,920	30.3%
List/Sell Ratio	96.92%	96.94%		96.89%	95.85%	1.1%
Days to Sell	73	85	-14.1%	78	91	-14.3%
Active Listings	2177	2430	-10.4%			
ZONE NO TOTALS						
Units Listed	320	331	-3.3%	612	636	-3.8%
Units Sold	219	207	5.8%	359	362	-0.8%
Sales Dollars	\$57,727,850	\$37,555,374	53.7%	\$92,586,691	\$64,082,047	44.5%
List/Sell Ratio	97.19%	96.72%		96.11%	96.20%	-0.1%
Days to Sell	87	98	-11.2%	90	97	-7.2%
Active Listings	1076	1209	-11.0%			
ZONE SH TOTALS						
Units Listed	158	113	39.8%	261	204	27.9%
Units Sold	97	69	40.6%	178	127	40.2%
Sales Dollars	\$27,976,900	\$11,437,550	144.6%	\$48,108,350	\$19,856,775	142.3%
List/Sell Ratio	96.00%	92.58%		95.67%	92.67%	3.2%
Days to Sell	113	191	-40.8%	140	163	-14.1%
Active Listings	693	863	-19.7%			
ZONE OB TOTALS						
Units Listed	8	19	-57.9%	19	30	-36.7%
Units Sold	5	4	25.0%	13	7	85.7%
Sales Dollars	\$416,000	\$902,500	-53.9%	\$2,040,902	\$1,900,500	7.4%
List/Sell Ratio	106.57%	92.45%		95.20%	89.80%	6.0%
Days to Sell	243	152	59.9%	243	152	59.9%
Active Listings	83	122	-32.0%			
GRAND TOTALS						
Units Listed	1252	1207	3.7%	2397	2219	8.0%
Units Sold	801	730	9.7%	1407	1276	10.3%
Sales Dollars	\$236,185,053	\$169,542,358	39.3%	\$406,925,538	\$288,613,242	41.0%
List/Sell Ratio	97.02%	96.39%		96.66%	95.66%	1.0%
Days to Sell	82	98	-16.3%	90	100	-10.0%
Active Listings	4029	4624	-12.9%			

OB Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	0	0.0%	0	2	-100.0%
Units Sold	1	0	100.0%	2	0	100.0%
Sales Dollars	\$165,000	\$0	100.0%	\$315,000	\$0	100.0%
List/Sell \$ Ratio	94.28%	0.00%		92.59%	0.00%	
Days to Sell	447	0	100.0%	447	0	100.0%
Active Inventory	7	15	-53.3%			
Average Price	\$165,000	\$0	100.0%	\$157,500	\$0	100.0%
Median Price	\$165,000	\$0	100.0%	\$157,500	\$0	100.0%
Acreage with House						
Units Listed	0	0	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	2	-50.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Business						
Units Listed	1	5	-80.0%	3	11	-72.7%
Units Sold	0	1	0.0%	1	2	-50.0%
Sales Dollars	\$0	\$382,000	-100.0%	\$495,000	\$507,000	-2.4%
List/Sell \$ Ratio	0.00%	96.70%		100.00%	90.01%	
Days to Sell	0	187	-100.0%	218	236	-7.6%
Active Inventory	29	39	-25.6%			
Average Price	\$0	\$382,000	-100.0%	\$495,000	\$253,500	95.3%
Median Price	\$0	\$382,000	-100.0%	\$495,000	\$253,500	95.3%
Condo (Townhouse)						
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%
Condo (Apt)						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$186,900	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		98.42%	0.00%	
Days to Sell	0	0	0.0%	133	0	100.0%
Active Inventory	2	3	-33.3%			
Average Price	\$0	\$0	0.0%	\$186,900	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$186,900	\$0	100.0%

OB Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
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	0	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%	1	0	100.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$400,000	-100.0%	\$0	\$400,000	-100.0%
List/Sell \$ Ratio	0.00%	74.07%		0.00%	74.07%	
Days to Sell	0	125	-100.0%	0	125	-100.0%
Active Inventory	7	5	40.0%			
Average Price	\$0	\$400,000	-100.0%	\$0	\$400,000	-100.0%
Median Price	\$0	\$400,000	-100.0%	\$0	\$400,000	-100.0%
IC&I						
Units Listed	0	4	-100.0%	0	4	-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%	110	107	0.0%
Active Inventory	5	9	-44.4%			
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%	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	3	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	0	4	-100.0%	3	4	-25.0%
Units Sold	3	1	200.0%	6	2	200.0%
Sales Dollars	\$151,000	\$41,500	263.9%	\$221,002	\$79,500	178.0%
List/Sell \$ Ratio	109.16%	99.40%		93.60%	94.86%	
Days to Sell	12	12	0.0%	172	33	421.2%
Active Inventory	1	15	-93.3%			
Average Price	\$50,333	\$41,500	21.3%	\$36,834	\$39,750	-7.3%
Median Price	\$51,000	\$41,500	22.9%	\$31,667	\$39,750	-20.3%
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%

OB Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	1	-100.0%	1	1	0.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$100,000	\$0	100.00%	\$100,000	\$0	100.00%
List/Sell \$ Ratio	111.11%	0.00%		111.11%	0.00%	
Days to Sell	29	0	100.00%	29	0	100.00%
Active Inventory	0	0	0.0%			
Average Price	\$100,000	\$0	100.00%	\$100,000	\$0	100.00%
Median Price	\$100,000	\$0	100.00%	\$100,000	\$0	100.00%
Multi-Family (5 Units and Up)						
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	1	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	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%
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	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	1	0.0%	1	2	-50.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$79,000	-100.0%	\$0	\$79,000	-100.0%
List/Sell \$ Ratio	0.00%	100.00%		0.00%	100.00%	
Days to Sell	0	12	-100.0%	0	12	-100.0%
Active Inventory	4	3	0.0%			
Average Price	\$0	\$79,000	-100.0%	\$0	\$79,000	-100.0%
Median Price	\$0	\$79,000	-100.0%	\$0	\$79,000	-100.0%
Residential						
Units Listed	3	1	200.0%	5	2	150.0%
Units Sold	0	0	100.0%	1	1	0.0%
Sales Dollars	\$0	\$0	100.0%	\$400,000	\$835,000	-52.1%
List/Sell \$ Ratio	0.00%	0.00%		95.26%	84.77%	
Days to Sell	0	0	100.0%	0	115	-100.0%
Active Inventory	12	7	71.4%			
Average Price	\$0	\$0	100.0%	\$400,000	\$835,000	-52.1%
Median Price	\$0	\$0	100.0%	\$400,000	\$835,000	-52.1%

OB Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	1	1	0.0%	1	1	0.0%
Units Sold	0	0	100.0%	1	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$323,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		86.13%	0.00%	
Days to Sell	0	0	100.0%	185	0	100.0%
Active Inventory	2	2	0.0%			
Average Price	\$0	\$0	100.0%	\$323,000	\$0	100.0%
Median Price	\$0	\$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	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	8	19	-57.9%	19	30	-36.7%
Units Sold	5	4	25.0%	13	7	85.7%
Sales Dollars	\$416,000	\$902,500	-53.9%	\$2,040,902	\$1,900,500	7.4%
List/Sell Ratio	106.57%	92.45%		95.20%	89.80%	
Days to Sell	243	152	59.9%	110	107	2.8%
Active Inventory	83	122	-32.0%			