

OUT OF BOARD MONTHLY STATISTICS

FOR

March 1st - 31st, 2005

March Statistics Run April 6, 2005 10:18 a.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	925	816	13.4%	2257	1939	16.4%
Units Sold	554	572	-3.1%	1331	1283	3.7%
Sales Dollars	\$147,419,713	\$138,000,146	6.8%	\$351,190,563	\$313,244,411	12.1%
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	2273	2092	8.7%			

ZONE NO TOTALS

Units Listed	395	445	-11.2%	1030	939	9.7%
Units Sold	293	274	6.9%	653	613	6.5%
Sales Dollars	\$64,093,300	\$50,595,656	26.7%	\$127,947,598	\$105,548,892	21.2%
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	1077	1303	-17.3%			

ZONE SH TOTALS

Units Listed	210	198	6.1%	449	492	-8.7%
Units Sold	118	125	-5.6%	244	256	-4.7%
Sales Dollars	\$19,360,637	\$18,700,003	3.5%	\$39,070,613	\$38,016,903	2.8%
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	825	1094	-24.6%			

ZONE OB TOTALS

Units Listed	18	17	5.9%	50	35	42.9%
Units Sold	5	1	100.0%	11	6	83.3%
Sales Dollars	\$1,710,000	\$282,500	100.0%	\$3,610,500	\$1,101,000	227.9%
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	119	128	-7.0%			

GRAND TOTALS

Units Listed	1548	1476	4.9%	3786	3405	11.2%
Units Sold	970	972	-0.2%	2239	2158	3.8%
Sales Dollars	\$232,583,650	\$207,578,305	12.0%	\$521,819,274	\$457,911,206	14.0%
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	4294	4617	-7.0%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	0	0.0%	2	4	-50.0%
Units Sold	1	0	100.0%	1	3	-66.7%
Sales Dollars	\$55,000	\$0	100.0%	\$55,000	\$368,500	-85.1%
List/Sell \$ Ratio	93.22%	0.00%		93.22%	88.82%	
Days to Sell	166	0	#DIV/0!	166	140	18.6%
Active Inventory	13	13	0.0%			
Average Price	\$55,000	\$0	100.0%	\$55,000	\$122,833	-55.2%
Median Price	\$55,000	\$0	100.0%	\$55,000	\$155,000	-64.5%
Acreage with House						
Units Listed	0	3	-100.0%	1	6	-83.3%
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	12	20	-40.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Acreage (Waterfront)						
Units Listed	2	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	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	8	4	100.0%	19	8	100.0%
Units Sold	0	1	-100.0%	2	1	100.0%
Sales Dollars	\$0	\$282,500	-100.0%	\$507,000	\$282,500	79.5%
List/Sell \$ Ratio	0.00%	86.92%		90.01%	86.92%	
Days to Sell	0	342	-100.0%	236	342	-31.0%
Active Inventory	43	34	26.5%			
Average Price	\$0	\$282,500	-100.0%	\$253,500	\$282,500	-10.3%
Median Price	\$0	\$282,500	-100.0%	\$253,500	\$282,500	-10.3%
Condo (Townhouse)						
Units Listed	0	2	-100.0%	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	1	2	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	3	1	200.0%	3	1	200.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$230,000	\$0	100.0%	\$230,000	\$0	100.0%
List/Sell \$ Ratio	96.84%	0.00%		96.84%	0.00%	
Days to Sell	86	0	100.0%	86	0	100.0%
Active Inventory	2	2	0.0%			
Average Price	\$230,000	\$0	100.0%	\$230,000	\$0	100.0%
Median Price	\$230,000	\$0	100.0%	\$230,000	\$0	100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	0	-100.0%	2	2	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	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	1	-100.0%	0	2	-100.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$400,000	\$365,000	9.6%
List/Sell \$ Ratio	0.00%	0.00%		74.07%	92.40%	
Days to Sell	0	0	0.0%	125	457	-72.6%
Active Inventory	4	10	-60.0%			
Average Price	\$0	\$0	0.0%	\$400,000	\$365,000	9.6%
Median Price	\$0	\$0	0.0%	\$400,000	\$365,000	9.6%
IC&I						
Units Listed	2	0	100.0%	6	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	8	7	14.3%			
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	0	0.0%	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	2	5	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	1	-100.0%	4	1	300.0%
Units Sold	0	0	0.0%	2	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$79,500	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		94.86%	0.00%	
Days to Sell	0	0	0.0%	33	0	0.0%
Active Inventory	11	8	37.5%			
Average Price	\$0	\$0	0.0%	\$39,750	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$39,750	\$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	5	0.0%			
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	0	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						
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	3	-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	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	0	100.0%	2	0	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$155,000	\$0	100.0%	\$234,000	\$0	100.0%
List/Sell \$ Ratio	91.44%	0.00%		95.72%	0.00%	
Days to Sell	281	0	100.0%	146	0	0.0%
Active Inventory	2	0	0.0%			
Average Price	\$155,000	\$0	100.0%	\$234,000	\$0	100.0%
Median Price	\$155,000	\$0	100.0%	\$117,000	\$0	100.0%
Residential						
Units Listed	2	2	0.0%	4	4	0.0%
Units Sold	1	0	100.0%	2	1	100.0%
Sales Dollars	\$195,000	\$0	100.0%	\$1,030,000	\$85,000	1111.8%
List/Sell \$ Ratio	92.90%	0.00%		88.83%	94.54%	
Days to Sell	6	0	100.0%	60	311	-80.7%
Active Inventory	8	10	-20.0%			
Average Price	\$195,000	\$0	100.0%	\$515,000	\$85,000	505.9%
Median Price	\$195,000	\$0	100.0%	\$515,000	\$85,000	505.9%
Residential (Waterfront)						
Units Listed	0	0	0.0%	1	0	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$1,075,000	\$0	100.0%	\$1,075,000	\$0	100.0%
List/Sell \$ Ratio	96.41%	0.00%		96.41%	0.00%	
Days to Sell	28	0	100.0%	28	0	100.0%
Active Inventory	1	4	-75.0%			
Average Price	\$1,075,000	\$0	100.0%	\$1,075,000	\$0	100.0%
Median Price	\$1,075,000	\$0	100.0%	\$1,075,000	\$0	100.0%

	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	18	17	5.9%	50	35	42.9%
Units Sold	5	1	100.0%	11	6	83.3%
Sales Dollars	\$1,710,000	\$282,500	100.0%	\$3,610,500	\$1,101,000	227.9%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	119	128	-7.0%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	1	0	0
150001 to 180000	0	1	0	0
180001 to 210000	1	1	1	1
210001 to 240000	1	1	0	0
240001 to 270000	0	1	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	0	1
Totals	2	5	1	2

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	3	0	1
40001 to 60000	0	3	1	2
60001 to 80000	0	0	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	2	3	0	0
Totals	2	9	1	3