

OUT OF BOARD MONTHLY STATISTICS

FOR

March 1st - 31st, 2006

The revised format for the monthly statistics contains the following:

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

COMPARATIVE ACTIVITY BY ZONE

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

ZONE CO TOTALS

Units Listed	899	921	-2.4%	2406	2267	6.1%
Units Sold	567	562	0.9%	1431	1342	6.6%
Sales Dollars	189185853	\$148,618,112	27.3%	\$455,656,848	\$351,362,032	29.7%
List/Sell Ratio	95.20%	95.44%		95.73%	94.12%	1.7%
Days to Sell	155	191	-18.7%	128	197	-35.3%
Active Listings	2281	2273	0.4%			

ZONE NO TOTALS

Units Listed	399	396	0.8%	1009	1032	-2.2%
Units Sold	229	293	-21.8%	589	655	-10.1%
Sales Dollars	\$61,321,068	\$62,138,800	-1.3%	\$154,187,799	\$126,220,847	22.2%
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	1139	1077	5.8%			

ZONE SH TOTALS

Units Listed	208	214	-2.8%	510	455	12.1%
Units Sold	98	120	-18.3%	276	247	11.7%
Sales Dollars	\$19,992,217	\$19,646,037	1.8%	\$68,100,567	\$39,502,812	72.4%
List/Sell Ratio	94.71%	94.41%		94.19%	95.23%	-1.1%
Days to Sell	157	246	-36.3%	184	241	-23.8%
Active Listings	767	825	-7.0%			

ZONE OB TOTALS

Units Listed	20	18	11.1%	40	48	-16.7%
Units Sold	2	6	-66.7%	15	13	15.4%
Sales Dollars	\$650,000	\$1,800,000	-63.9%	\$2,690,902	\$3,700,500	-27.3%
List/Sell Ratio	94.93%	93.23%		94.77%	89.71%	5.6%
Days to Sell	244	162	50.8%	188	139	35.0%
Active Listings	91	119	-23.5%			

GRAND TOTALS

Units Listed	1526	1549	-1.5%	3965	3802	4.3%
Units Sold	896	981	-8.7%	2311	2257	2.4%
Sales Dollars	\$271,149,138	\$232,202,949	16.8%	\$680,636,116	\$520,786,191	30.7%
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	4278	4294	-0.4%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	1	0	100.0%	1	2	-50.0%
Units Sold	1	1	0.0%	3	1	200.0%
Sales Dollars	\$75,000	\$55,000	36.4%	\$390,000	\$55,000	609.1%
List/Sell \$ Ratio	93.87%	93.22%		93.02%	93.22%	
Days to Sell	160	165	-100.0%	339	165	105.5%
Active Inventory	6	13	-53.8%			
Average Price	\$75,000	\$55,000	36.4%	\$130,000	\$55,000	136.4%
Median Price	\$75,000	\$55,000	36.4%	\$150,000	\$55,000	172.7%
Acreage with House						
Units Listed	1	0	100.0%	2	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	4	12	-66.7%			
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	2	-100.0%	0	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	1	3	-66.7%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Business						
Units Listed	6	8	-25.0%	9	19	-52.6%
Units Sold	1	0	100.0%	2	2	0.0%
Sales Dollars	\$575,000	\$0	100.0%	\$1,070,000	\$507,000	111.0%
List/Sell \$ Ratio	95.99%	0.00%		98.00%	90.02%	
Days to Sell	328	0	100.0%	272	236	15.3%
Active Inventory	28	43	-34.9%			
Average Price	\$575,000	\$0	100.0%	\$535,000	\$253,500	111.0%
Median Price	\$575,000	\$0	100.0%	\$535,000	\$253,500	111.0%
Condo (Townhouse)						
Units Listed	1	0	100.0%	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	2	1	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	3	-100.0%	0	3	-100.0%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$230,000	-100.0%	\$186,900	\$230,000	-18.7%
List/Sell \$ Ratio	0.00%	97.50%		100.00%	97.50%	
Days to Sell	0	85	-100.0%	132	85	55.3%
Active Inventory	2	2	0.0%			
Average Price	\$0	\$230,000	-100.0%	\$186,900	\$230,000	-18.7%
Median Price	\$0	\$230,000	-100.0%	\$186,900	\$230,000	-18.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	1	-100.0%	0	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	0	3	-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%	2	0	100.0%
Units Sold	0	0	0.0%	0	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$400,000	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	74.07%	0.0%
Days to Sell	0	0	0.0%	0	124	0.0%
Active Inventory	8	4	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
IC&I						
Units Listed	1	2	-100.0%	1	6	-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	4	8	-50.0%			
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%	3	0	100.0%
Units Sold	0	1	0.0%	0	1	0.0%
Sales Dollars	\$0	\$90,000	0.0%	\$0	\$90,000	0.0%
List/Sell \$ Ratio	0.00%	81.82%		0.00%	81.82%	
Days to Sell	0	252	0.0%	0	252	0.0%
Active Inventory	4	2	6.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$90,000	0.0%	\$0	\$90,000	0.0%
Lots						
Units Listed	1	0	0.0%	4	4	0.0%
Units Sold	0	0	0.0%	6	2	200.0%
Sales Dollars	\$0	\$0	0.0%	\$221,002	\$79,500	178.0%
List/Sell \$ Ratio	0.00%	0.00%		83.76%	94.32%	
Days to Sell	0	0	0.0%	171	77	122.1%
Active Inventory	1	11	-90.9%			
Average Price	\$0	\$0	0.0%	\$36,834	\$39,750	-7.3%
Median Price	\$0	\$0	0.0%	\$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%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	0	-100.0%	2	1	0.0%
Units Sold	0	0	0.0%	1	0	0.0%
Sales Dollars	\$0	\$0	0.00%	\$100,000	\$0	0.00%
List/Sell \$ Ratio	0.00%	0.00%		100.00%	0.00%	
Days to Sell	0	0	0.00%	28	0	0.00%
Active Inventory	0	1	0.0%			
Average Price	\$0	\$0	0.00%	\$0	\$0	0.00%
Median Price	\$0	\$0	0.00%	\$100,000	\$0	0.00%
Multi-Family (5 Units and Up)						
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 (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	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	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	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	2	0	#DIV/0!	4	2	100.0%
Units Sold	0	1	0.0%	0	2	0.0%
Sales Dollars	\$0	\$155,000	0.0%	\$0	\$234,000	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	4	2	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$159,500	0.0%	\$0	\$238,500	0.0%
Residential						
Units Listed	1	2	-50.0%	6	4	50.0%
Units Sold	0	1	0.0%	1	2	-50.0%
Sales Dollars	\$0	\$195,000	-100.0%	\$400,000	\$1,030,000	-61.2%
List/Sell \$ Ratio	0.00%	97.18%		95.26%	90.32%	
Days to Sell	0	280	-100.0%	0	146	-100.0%
Active Inventory	12	8	50.0%			
Average Price	#DIV/0!	\$195,000	#DIV/0!	\$400,000	\$515,000	-22.3%
Median Price	\$0	\$195,000	-100.0%	\$400,000	\$515,000	-22.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	2	0	0.0%	3	1	0.0%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$1,075,000	-100.0%	\$323,000	\$1,075,000	-70.0%
List/Sell \$ Ratio	0.00%	96.41%		93.38%	96.41%	
Days to Sell	0	1	-100.0%	184	27	581.5%
Active Inventory	4	1	300.0%			
Average Price	\$0	\$0	-100.0%	\$323,000	\$1,075,000	-70.0%
Median Price	\$0	\$1,075,000	-100.0%	\$323,000	\$1,075,000	-70.0%
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	20	18	11.1%	40	48	-16.7%
Units Sold	2	6	-66.7%	15	13	15.4%
Sales Dollars	\$650,000	\$1,800,000	-63.9%	\$2,690,902	\$3,700,500	-27.3%
List/Sell Ratio	94.93%	93.23%		94.77%	89.71%	
Days to Sell	244	162	50.8%	188	139	35.0%
Active Inventory	91	119	-23.5%			