

OUT OF BOARD MONTHLY STATISTICS

FOR

April 1st - 30th, 2005

April Statistics Run MAY 5, 2005 7:30 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	909	938	-3.1%	3124	2882	8.4%
Units Sold	596	533	11.8%	1958	1818	7.7%
Sales Dollars	\$166,477,927	\$135,351,446	23.0%	\$526,179,960	\$449,040,758	17.2%
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	2268	2298	-1.3%			

ZONE NO TOTALS

Units Listed	397	433	-8.3%	1420	1372	3.5%
Units Sold	298	311	-4.2%	963	924	4.2%
Sales Dollars	\$67,807,818	\$60,169,782	12.7%	\$197,663,716	\$165,718,674	19.3%
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	1046	1356	-22.9%			

ZONE SH TOTALS

Units Listed	254	223	13.9%	694	715	-2.9%
Units Sold	132	134	-1.5%	382	390	-2.1%
Sales Dollars	\$24,588,425	\$23,924,254	2.8%	\$64,745,715	\$61,941,157	4.5%
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	831	1146	-27.5%			

ZONE OB TOTALS

Units Listed	14	13	7.7%	62	49	26.5%
Units Sold	6	7	100.0%	18	13	38.5%
Sales Dollars	\$2,746,500	\$1,399,500	100.0%	\$6,357,000	\$2,500,500	154.2%
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	112	121	-7.4%			

GRAND TOTALS

Units Listed	1574	1607	-2.1%	5300	5018	5.6%
Units Sold	1032	985	4.8%	3321	3145	5.6%
Sales Dollars	\$261,620,670	\$220,844,982	18.5%	\$794,946,391	\$679,201,089	17.0%
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	4257	4921	-13.5%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	1	0	100.0%	3	4	-25.0%
Units Sold	1	0	100.0%	2	3	-33.3%
Sales Dollars	\$55,000	\$0	100.0%	\$110,000	\$368,500	-70.1%
List/Sell \$ Ratio	93.22%	0.00%		93.22%	88.82%	
Days to Sell	110	0	100.0%	138	140	-1.4%
Active Inventory	12	10	20.0%			
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	2	2	0.0%	3	8	-62.5%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$395,000	-100.0%	\$0	\$395,000	-100.0%
List/Sell \$ Ratio	0.00%	92.07%		0.00%	92.07%	
Days to Sell	0	164	-100.0%	0	164	-100.0%
Active Inventory	11	21	-47.6%			
Average Price	\$0	\$395,000	-100.0%	\$0	\$395,000	-100.0%
Median Price	\$0	\$395,000	-100.0%	\$0	\$395,000	-100.0%
Acreage (Waterfront)						
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	1	3	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	2	6	-66.7%	21	14	50.0%
Units Sold	3	2	50.0%	5	3	66.7%
Sales Dollars	\$2,310,000	\$895,000	158.1%	\$2,817,000	\$1,177,500	139.2%
List/Sell \$ Ratio	88.20%	90.67%		88.92%	89.42%	
Days to Sell	314	385	-18.4%	283	370	-23.5%
Active Inventory	41	31	32.3%			
Average Price	\$770,000	\$447,500	72.1%	\$563,400	\$392,500	43.5%
Median Price	\$835,000	\$447,500	86.6%	\$385,000	\$335,000	14.9%
Condo (Townhouse)						
Units Listed	0	0	0.0%	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	0	0	0.0%	3	1	200.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$230,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		96.84%	0.00%	
Days to Sell	0	0	0.0%	86	0	100.0%
Active Inventory	2	1	100.0%			
Average Price	\$0	\$0	0.0%	\$230,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$230,000	\$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%	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	1	0	100.0%	1	2	-50.0%
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	11	-63.6%			
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	3	1	100.0%	9	1	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$246,500	\$0	100.0%	\$246,500	\$0	100.0%
List/Sell \$ Ratio	82.19%	0.00%		82.19%	0.00%	
Days to Sell	80	0	100.0%	80	0	100.0%
Active Inventory	8	7	14.3%			
Average Price	\$246,500	\$0	100.0%	\$246,500	\$0	100.0%
Median Price	\$246,500	\$0	100.0%	\$246,500	\$0	100.0%
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	1	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	0	0.0%	4	1	300.0%
Units Sold	0	3	-100.0%	2	3	-33.3%
Sales Dollars	\$0	\$12,500	-100.0%	\$79,500	\$12,500	536.0%
List/Sell \$ Ratio	0.00%	72.29%		94.86%	72.29%	
Days to Sell	0	340	-100.0%	33	340	-90.3%
Active Inventory	9	4	125.0%			
Average Price	\$0	\$4,167	-100.0%	\$39,750	\$4,167	100.0%
Median Price	\$0	\$4,167	-100.0%	\$39,750	\$4,167	100.0%
Leases						
Units Listed	1	0	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%
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%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
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	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	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%	0.0%	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%
Mobile Homes						
Units Listed	0	0	0.0%	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	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%	2	1	100.0%
Units Sold	0	0	0.0%	2	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$234,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		95.72%	0.00%	
Days to Sell	0	0	0.0%	146	0	0.0%
Active Inventory	2	2	0.0%			
Average Price	\$0	\$0	0.0%	\$117,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$117,000	\$0	100.0%
Residential						
Units Listed	2	3	-33.3%	6	7	-14.3%
Units Sold	1	1	0.0%	3	2	100.0%
Sales Dollars	\$135,000	\$97,000	39.2%	\$1,165,000	\$182,000	540.1%
List/Sell \$ Ratio	96.42%	100.00%		91.36%	97.27%	
Days to Sell	16	243	-93.4%	45	277	-83.8%
Active Inventory	8	11	-27.3%			
Average Price	\$135,000	\$97,000	39.2%	\$388,333	\$91,000	326.7%
Median Price	\$135,000	\$97,000	39.2%	\$195,000	\$91,000	114.3%
Residential (Waterfront)						
Units Listed	0	0	0.0%	1	0	100.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$1,075,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		96.41%	0.00%	
Days to Sell	0	0	0.0%	28	0	100.0%
Active Inventory	1	1	0.0%			
Average Price	\$0	\$0	0.0%	\$1,075,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$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	1	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	14	13	7.7%	62	49	26.5%
Units Sold	6	7	100.0%	18	13	38.5%
Sales Dollars	\$2,746,500	\$1,399,500	100.0%	\$6,357,000	\$2,500,500	154.2%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	112	121	-7.4%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	1	2	1	1
150001 to 180000	0	1	0	0
180001 to 210000	0	1	0	1
210001 to 240000	0	1	0	0
240001 to 270000	0	1	0	0
270001 to 300000	1	1	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	7	1	3

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	1	4	0	1
40001 to 60000	0	3	1	3
60001 to 80000	1	1	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	4	11	1	4