

# OUT OF BOARD MONTHLY STATISTICS

FOR

April 1 - 30th, 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	792	910	-13.0%	3197	3177	0.6%
Units Sold	507	600	-15.5%	1941	1942	-0.1%
Sales Dollars	185284103	\$167,785,777	10.4%	\$642,985,247	\$519,147,809	23.9%
List/Sell Ratio	94.87%	95.41%		95.25%	94.18%	1.1%
Days to Sell	92	124	-25.9%	118	175	-32.4%
Active Listings	2366	2268	4.3%			

### ZONE NO TOTALS

Units Listed	407	403	1.0%	1417	1435	-1.3%
Units Sold	261	302	-13.6%	852	957	-11.0%
Sales Dollars	\$73,097,094	\$69,592,718	5.0%	\$227,492,353	\$195,813,565	16.2%
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	1199	1061	13.0%			

### ZONE SH TOTALS

Units Listed	226	255	-11.4%	736	710	3.7%
Units Sold	129	134	-3.7%	404	381	6.0%
Sales Dollars	\$32,091,301	\$24,944,925	28.6%	\$99,731,868	\$64,447,737	54.7%
List/Sell Ratio	93.65%	95.49%		94.13%	94.82%	-0.7%
Days to Sell	127	405	-68.8%	184	279	-33.9%
Active Listings	837	831	0.7%			

### ZONE OB TOTALS

Units Listed	7	12	-41.7%	47	60	-21.7%
Units Sold	6	6	0.0%	21	19	10.5%
Sales Dollars	\$1,213,650	\$2,746,500	-55.8%	\$3,904,552	\$6,447,000	-39.4%
List/Sell Ratio	97.83%	95.43%		95.95%	92.07%	4.2%
Days to Sell	23	129	-82.0%	121	134	-10.0%
Active Listings	90	112	-19.6%			

### GRAND TOTALS

Units Listed	1432	1580	-9.4%	5397	5382	0.3%
Units Sold	903	1042	-13.3%	3218	3299	-2.5%
Sales Dollars	\$291,686,148	\$265,069,920	10.0%	\$974,114,020	\$785,856,111	24.0%
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	4492	4272	5.1%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	1	1	0.0%	2	3	-33.3%
Units Sold	0	1	0.0%	3	2	50.0%
Sales Dollars	\$0	\$55,000	-100.0%	\$390,000	\$110,000	254.5%
List/Sell \$ Ratio	0.00%	93.22%		93.02%	93.22%	
Days to Sell	0	109	-100.0%	340	137	148.2%
Active Inventory	6	12	-50.0%			
Average Price	\$0	\$55,000	-100.0%	\$130,000	\$55,000	136.4%
Median Price	\$0	\$55,000	-100.0%	\$150,000	\$55,000	172.7%
<b>Acreage with House</b>						
Units Listed	1	2	-100.0%	3	3	0.0%
Units Sold	0	0	0.0%	0	0	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	-100.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	-100.0%
Days to Sell	0	0	0.0%	0	0	-100.0%
Active Inventory	4	11	-63.6%			
Average Price	\$0	\$0	0.0%	\$0	#DIV/0!	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	-100.0%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	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	-100.0%
Active Inventory	1	1	0.0%			
Average Price	\$0	\$0	0.0%	\$0	#DIV/0!	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	-100.0%
<b>Business</b>						
Units Listed	1	2	-50.0%	10	21	-52.4%
Units Sold	0	3	100.0%	2	5	-60.0%
Sales Dollars	\$0	\$2,310,000	100.0%	\$1,070,000	\$2,817,000	-62.0%
List/Sell \$ Ratio	0.00%	91.70%		98.00%	91.03%	
Days to Sell	0	313	100.0%	273	282	-3.2%
Active Inventory	30	41	-26.8%			
Average Price	\$0	\$0	100.0%	\$535,000	\$563,400	-5.0%
Median Price	\$0	\$835,000	100.0%	\$535,000	\$385,000	39.0%
<b>Condo (Townhouse)</b>						
Units Listed	0	0	100.0%	1	1	0.0%
Units Sold	1	0	0.0%	1	0	100.0%
Sales Dollars	\$268,000	\$0	0.0%	\$268,000	\$0	100.0%
List/Sell \$ Ratio	96.06%	0.00%		96.06%	0.00%	
Days to Sell	33	0	0.0%	33	0	100.0%
Active Inventory	2	1	100.0%			
Average Price	\$0	\$0	0.0%	\$268,000	\$0	100.0%
Median Price	\$268,000	\$0	0.0%	\$268,000	\$0	100.0%
<b>Condo (Apt)</b>						
Units Listed	0	0	0.0%	0	3	-100.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$186,900	\$230,000	-18.7%
List/Sell \$ Ratio	0.00%	0.00%		100.00%	97.50%	
Days to Sell	0	0	0.0%	132	85	55.3%
Active Inventory	0	2	-100.0%			
Average Price	\$0	\$0	0.0%	\$186,900	\$230,000	-18.7%
Median Price	\$0	\$0	0.0%	\$186,900	\$230,000	-18.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	0	0	0.0%	0	2	-100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
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%
<b>Farms</b>						
Units Listed	3	1	100.0%	5	1	400.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$400,000</b>	<b>-100.0%</b>
List/Sell \$ Ratio	0.00%	0.00%		0.00%	74.07%	-100.0%
Days to Sell	0	0	0.0%	0	124	-100.0%
Active Inventory	8	4	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$400,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$400,000	-100.0%
<b>IC&amp;I</b>						
Units Listed	0	2	-100.0%	1	8	-87.5%
Units Sold	<b>0</b>	<b>1</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$246,500</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$246,500</b>	<b>0.0%</b>
List/Sell \$ Ratio	0.00%	98.64%		0.00%	98.64%	
Days to Sell	0	79	0.0%	0	79	-100.0%
Active Inventory	4	8	-50.0%			
Average Price	\$0	\$0	0.0%	\$0	\$246,500	-100.0%
Median Price	\$0	\$246,500	0.0%	\$0	\$246,500	-100.0%
<b>IC&amp;I Land</b>						
Units Listed	0	0	100.0%	3	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>6.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$90,000</b>	<b>6.0%</b>
List/Sell \$ Ratio	0.00%	0.00%		0.00%	81.82%	
Days to Sell	0	0	0.0%	0	252	100.0%
Active Inventory	4	1	6.0%			
Average Price	\$0	\$0	0.0%	\$0	\$90,000	100.0%
Median Price	\$0	\$0	0.0%	\$0	\$90,000	100.0%
<b>Lots</b>						
Units Listed	0	0	0.0%	4	4	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>6</b>	<b>2</b>	<b>100.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$221,002</b>	<b>\$79,500</b>	<b>100.0%</b>
List/Sell \$ Ratio	0.00%	0.00%		83.76%	94.87%	
Days to Sell	0	0	0.0%	171	33	100.0%
Active Inventory	2	9	-77.8%			
Average Price	\$0	\$0	0.0%	\$36,834	\$39,750	100.0%
Median Price	\$0	\$0	0.0%	\$31,667	\$39,750	100.0%
<b>Leases</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	4	6	-33.3%			
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
<b>Lots (Waterfront)</b>						
Units Listed	0	1	-100.0%	2	2	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.00%</b>	<b>\$100,000</b>	<b>\$0</b>	<b>100.00%</b>
List/Sell \$ Ratio	0.00%	0.00%		100.00%	0.00%	
Days to Sell	0	0	0.00%	28	0	100.00%
Active Inventory	1	1	0.0%			
Average Price	\$0	\$0	0.00%	\$100,000	\$0	100.00%
Median Price	\$0	\$0	0.00%	\$100,000	\$0	100.00%
<b>Multi-Family (5 Units and Up)</b>						
Units Listed	0	1	-100.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
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	1	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
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%
<b>Mobile Homes</b>						
Units Listed	0	0	0.0%	1	0	0.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	<b>\$124,900</b>	<b>\$0</b>	<b>100.0%</b>	<b>\$124,900</b>	<b>\$0</b>	<b>100.0%</b>
List/Sell \$ Ratio	100.00%	0.00%		100.00%	0.00%	
Days to Sell	10	0	100.0%	10	0	100.0%
Active Inventory	1	0	100.0%			
Average Price	\$124,900	\$0	100.0%	\$124,900	\$0	100.0%
Median Price	\$124,900	\$0	100.0%	\$124,900	\$0	100.0%
<b>Recreational Property</b>						
Units Listed	0	0	100.0%	4	2	100.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	<b>\$95,000</b>	<b>\$0</b>	<b>100.0%</b>	<b>\$95,000</b>	<b>\$234,000</b>	<b>-59.4%</b>
List/Sell \$ Ratio	100.00%	97.18%		100.00%	98.59%	
Days to Sell	3	0	100.0%	3	280	-98.9%
Active Inventory	6	2	200.0%			
Average Price	\$95,000	\$0	100.0%	\$95,000	\$117,000	-18.8%
Median Price	\$95,000	\$0	100.0%	\$95,000	\$117,000	-18.8%
<b>Residential</b>						
Units Listed	1	2	-50.0%	7	6	16.7%
Units Sold	<b>3</b>	<b>1</b>	<b>0.0%</b>	<b>4</b>	<b>3</b>	<b>33.3%</b>
Sales Dollars	<b>\$725,750</b>	<b>\$135,000</b>	<b>437.6%</b>	<b>\$1,125,750</b>	<b>\$1,165,000</b>	<b>-3.4%</b>
List/Sell \$ Ratio	95.25%	96.43%		95.26%	94.56%	
Days to Sell	47	15	213.3%	35	44	-20.5%
Active Inventory	13	8	62.5%			
Average Price	\$241,917	\$135,000	79.2%	\$281,438	\$388,333	-27.5%
Median Price	\$252,000	\$135,000	86.7%	\$400,000	\$195,000	105.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	0	0	0.0%	3	1	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$323,000</b>	<b>\$1,075,000</b>	<b>-70.0%</b>
List/Sell \$ Ratio	0.00%	0.00%		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	0.0%	\$323,000	\$1,075,000	-70.0%
Median Price	\$0	\$0	0.0%	\$323,000	\$1,075,000	-70.0%
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
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%
<b>OUTSIDE BOARD AREA - TOTALS</b>						
Units Listed	7	12	-41.7%	47	60	-21.7%
Units Sold	<b>6</b>	<b>6</b>	<b>0.0%</b>	<b>21</b>	<b>19</b>	<b>10.5%</b>
Sales Dollars	<b>\$1,213,650</b>	<b>\$2,746,500</b>	<b>-55.8%</b>	<b>\$3,904,552</b>	<b>\$6,447,000</b>	<b>-39.4%</b>
List/Sell Ratio	97.83%	95.43%		95.95%	92.07%	
Days to Sell	23	129	-82.0%	121	134	-10.0%
Active Inventory	90	112	-19.6%			