

OUT OF BOARD MONTHLY STATISTICS

FOR

May 1st - 31st, 2005

May Statistics Run June 6, 2005 10:00 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	835	867	-3.7%	3947	3749	5.3%
Units Sold	557	502	11.0%	2536	2320	9.3%
Sales Dollars	\$161,880,081	\$129,125,777	25.4%	\$695,519,040	\$578,166,535	20.3%
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	2354	2477	-5.0%			

ZONE NO TOTALS

Units Listed	395	431	-8.4%	1799	1803	-0.2%
Units Sold	270	295	-8.5%	1236	1219	1.4%
Sales Dollars	\$66,129,010	\$53,899,866	22.7%	\$265,022,946	\$219,618,540	20.7%
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	1122	1419	-20.9%			

ZONE SH TOTALS

Units Listed	263	226	16.4%	955	941	1.5%
Units Sold	165	119	38.7%	548	508	7.9%
Sales Dollars	\$31,372,628	\$18,956,712	65.5%	\$96,712,816	\$80,587,869	20.0%
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	899	1174	-23.4%			

ZONE OB TOTALS

Units Listed	10	15	-33.3%	71	63	12.7%
Units Sold	7	5	100.0%	25	18	38.9%
Sales Dollars	\$2,692,400	\$3,542,000	100.0%	\$9,049,400	\$6,042,500	49.8%
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	100	126	-20.6%			

GRAND TOTALS

Units Listed	1503	1539	-2.3%	6772	6556	3.3%
Units Sold	999	921	8.5%	4345	4065	6.9%
Sales Dollars	\$262,074,119	\$205,524,355	27.5%	\$1,066,304,202	\$884,415,444	20.6%
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	4475	5196	-13.9%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	0	0.0%	3	4	-25.0%
Units Sold	1	0	100.0%	3	3	0.0%
Sales Dollars	\$81,500	\$0	100.0%	\$191,500	\$368,500	-48.0%
List/Sell \$ Ratio	93.14%	0.00%		93.19%	88.82%	
Days to Sell	277	0	100.0%	184	140	31.4%
Active Inventory	7	11	-36.4%			
Average Price	\$81,500	\$0	100.0%	\$63,833	\$122,833	-48.0%
Median Price	\$81,500	\$0	100.0%	\$55,000	\$155,000	-64.5%
Acreage with House						
Units Listed	0	3	-100.0%	3	11	-72.7%
Units Sold	0	1	-100.0%	0	2	-100.0%
Sales Dollars	\$0	\$370,000	-100.0%	\$0	\$765,000	-100.0%
List/Sell \$ Ratio	0.00%	94.87%		0.00%	93.47%	
Days to Sell	0	209	-100.0%	0	186	-100.0%
Active Inventory	9	21	-57.1%			
Average Price	\$0	\$370,000	-100.0%	\$0	\$382,500	-100.0%
Median Price	\$0	\$370,000	-100.0%	\$0	\$382,500	-100.0%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	3	1	200.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$300,000	0.0%	\$0	\$300,000	0.0%
List/Sell \$ Ratio	0.00%	100.00%		0.00%	100.00%	
Days to Sell	0	460	0.0%	0	460	0.0%
Active Inventory	2	2	100.0%			
Average Price	\$0	\$300,000	0.0%	\$0	\$300,000	0.0%
Median Price	\$0	\$300,000	0.0%	\$0	\$300,000	0.0%
Business						
Units Listed	4	3	33.3%	25	17	47.1%
Units Sold	3	0	100.0%	8	3	166.7%
Sales Dollars	\$572,000	\$0	100.0%	\$3,389,000	\$1,177,500	187.8%
List/Sell \$ Ratio	91.96%	0.00%		90.06%	89.42%	
Days to Sell	102	0	100.0%	215	370	-41.9%
Active Inventory	36	38	-5.3%			
Average Price	\$190,667	\$0	100.0%	\$423,625	\$392,500	7.9%
Median Price	\$180,000	\$0	100.0%	\$332,000	\$335,000	-0.9%
Condo (Townhouse)						
Units Listed	0	1	-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%
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%
Condo (Apt)						
Units Listed	0	1	-100.0%	3	2	50.0%
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	2	0.0%			
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	1	0	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	2	1	100.0%	3	3	0.0%
Units Sold	1	0	100.0%	2	1	100.0%
Sales Dollars	\$1,900,000	\$0	100.0%	\$2,300,000	\$365,000	530.1%
List/Sell \$ Ratio	76.00%	0.00%		75.03%	92.40%	
Days to Sell	224	0	100.0%	174	457	-61.9%
Active Inventory	6	9	-33.3%			
Average Price	\$1,900,000	\$0	100.0%	\$1,150,000	\$365,000	215.1%
Median Price	\$1,900,000	\$0	100.0%	\$1,150,000	\$365,000	215.1%
IC&I						
Units Listed	1	1	0.0%	10	2	400.0%
Units Sold	0	0	100.0%	1	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$246,500	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		82.19%	0.00%	
Days to Sell	0	0	0.0%	80	0	100.0%
Active Inventory	9	8	12.5%			
Average Price	\$0	\$0	0.0%	\$246,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$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	0	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	1	0	100.0%	3	3	0.0%
Sales Dollars	\$44,900	\$0	100.0%	\$124,400	\$12,500	895.2%
List/Sell \$ Ratio	112.53%	0.00%		100.75%	72.29%	
Days to Sell	180	0	100.0%	82	340	-75.9%
Active Inventory	9	4	125.0%			
Average Price	\$44,900	\$0	100.0%	\$41,467	\$4,167	100.0%
Median Price	\$44,900	\$0	100.0%	\$41,500	\$4,167	100.0%
Leases						
Units Listed	0	0	0.0%	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	0	0	0.0%	1	1	0.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$2,350,000	-100.0%	\$0	\$2,350,000	-100.0%
List/Sell \$ Ratio	0.00%	98.32%		0.00%	98.32%	
Days to Sell	0	172	0.0%	0	172	0.0%
Active Inventory	1	2	-50.0%			
Average Price	\$0	\$2,350,000	-100.0%	\$0	\$2,350,000	-100.0%
Median Price	\$0	\$2,350,000	-100.0%	\$0	\$2,350,000	-100.0%
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	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	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	1	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	0	2	-100.0%	6	9	-33.3%
Units Sold	1	2	-50.0%	4	4	0.0%
Sales Dollars	\$94,000	\$522,000	-82.0%	\$1,259,000	\$704,000	78.8%
List/Sell \$ Ratio	85.53%	95.95%		89.90%	96.61%	
Days to Sell	368	60	513.3%	126	168	-25.0%
Active Inventory	8	11	-27.3%			
Average Price	\$94,000	\$261,000	-64.0%	\$314,750	\$176,000	78.8%
Median Price	\$94,000	\$261,000	-64.0%	\$165,000	\$135,250	22.0%
Residential (Waterfront)						
Units Listed	1	1	0.0%	2	1	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	2	2	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	10	15	-33.3%	71	63	12.7%
Units Sold	7	5	100.0%	25	18	38.9%
Sales Dollars	\$2,692,400	\$3,542,000	100.0%	\$9,049,400	\$6,042,500	49.8%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	100	126	-20.6%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	2	1	1
150001 to 180000	0	0	0	0
180001 to 210000	0	1	0	1
210001 to 240000	0	0	0	0
240001 to 270000	0	0	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	1	0	1
Totals	0	4	1	3

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	4	0	1
40001 to 60000	0	3	1	4
60001 to 80000	0	1	0	0
80001 to 100000	0	0	1	1
100001 to 120000	0	0	0	0
120001 to 140000	0	0	0	0
140001 to 160000	0	0	0	0
160001 and over	1	4	0	0
Totals	1	12	2	6