

# OUT OF BOARD MONTHLY STATISTICS

FOR

June 1st - 30th, 2005

**June Statistics Run July 6, 2005 8:30 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	857	955	-10.3%	4787	4538	5.5%
Units Sold	<b>586</b>	<b>546</b>	<b>7.3%</b>	<b>3077</b>	<b>2866</b>	<b>7.4%</b>
Sales Dollars	\$171,908,008	\$131,843,889	30.4%	\$851,228,647	\$710,010,424	19.9%
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	2582	-12.0%			

### ZONE NO TOTALS

Units Listed	370	420	-11.9%	2171	2126	2.1%
Units Sold	<b>292</b>	<b>238</b>	<b>22.7%</b>	<b>1514</b>	<b>1456</b>	<b>4.0%</b>
Sales Dollars	\$68,300,535	\$45,044,735	51.6%	\$328,252,860	\$264,388,275	24.2%
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	1042	1437	-27.5%			

### ZONE SH TOTALS

Units Listed	212	223	-4.9%	1165	1148	1.5%
Units Sold	<b>159</b>	<b>166</b>	<b>-4.2%</b>	<b>702</b>	<b>674</b>	<b>4.2%</b>
Sales Dollars	\$27,342,216	\$30,985,514	-11.8%	\$122,751,782	\$113,484,383	8.2%
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	844	1178	-28.4%			

### ZONE OB TOTALS

Units Listed	24	23	4.3%	96	85	12.9%
Units Sold	<b>3</b>	<b>6</b>	<b>100.0%</b>	<b>28</b>	<b>24</b>	<b>16.7%</b>
Sales Dollars	\$1,220,500	\$6,233,000	100.0%	\$10,269,900	\$10,268,000	0.0%
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	105	129	-18.6%			

### GRAND TOTALS

Units Listed	1463	1621	-9.7%	8219	7897	4.1%
Units Sold	<b>1040</b>	<b>956</b>	<b>8.8%</b>	<b>5321</b>	<b>5020</b>	<b>6.0%</b>
Sales Dollars	\$268,771,259	\$214,107,138	25.5%	\$1,312,503,189	\$1,098,151,082	19.5%
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	4264	5326	-19.9%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	2	0	100.0%	5	4	25.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>3</b>	<b>3</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$191,500	\$368,500	-48.0%
List/Sell \$ Ratio	0.00%	0.00%		93.19%	88.82%	
Days to Sell	0	0	0.0%	184	140	31.4%
Active Inventory	7	9	-22.2%			
Average Price	\$0	\$0	0.0%	\$63,833	\$122,833	-48.0%
Median Price	\$0	\$0	0.0%	\$55,000	\$155,000	-64.5%
<b>Acreage with House</b>						
Units Listed	0	1	-100.0%	3	11	-72.7%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>3</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$205,000	-100.0%	\$0	\$970,000	-100.0%
List/Sell \$ Ratio	0.00%	94.87%		0.00%	92.03%	
Days to Sell	0	209	-100.0%	0	194	-100.0%
Active Inventory	9	21	-57.1%			
Average Price	\$0	\$205,000	-100.0%	\$0	\$323,333	-100.0%
Median Price	\$0	\$205,000	-100.0%	\$0	\$370,000	-100.0%
<b>Acreage (Waterfront)</b>						
Units Listed	1	0	100.0%	4	1	300.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$300,000	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	100.00%	
Days to Sell	0	0	0.0%	0	460	0.0%
Active Inventory	3	3	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$300,000	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$300,000	0.0%
<b>Business</b>						
Units Listed	12	9	33.3%	37	26	42.3%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>10</b>	<b>3</b>	<b>233.3%</b>
Sales Dollars	\$1,010,500	\$0	100.0%	\$4,399,500	\$1,177,500	273.6%
List/Sell \$ Ratio	100.50%	0.00%		92.15%	89.42%	
Days to Sell	144	0	100.0%	201	370	-45.7%
Active Inventory	40	39	2.6%			
Average Price	\$505,250	\$0	100.0%	\$439,950	\$392,500	12.1%
Median Price	\$505,250	\$0	100.0%	\$332,000	\$335,000	-0.9%
<b>Condo (Townhouse)</b>						
Units Listed	2	0	100.0%	3	3	0.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$210,000	\$145,000	44.8%	\$210,000	\$145,000	44.8%
List/Sell \$ Ratio	100.47%	96.73%		100.47%	96.73%	
Days to Sell	108	14	671.4%	108	14	671.4%
Active Inventory	1	2	100.0%			
Average Price	\$210,000	\$145,000	44.8%	\$210,000	\$145,000	44.8%
Median Price	\$210,000	\$145,000	44.8%	\$210,000	\$145,000	44.8%
<b>Condo (Apt)</b>						
Units Listed	0	2	-100.0%	3	4	-25.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$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	4	-50.0%			
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
<b>Duplex</b>						
Units Listed	1	0	100.0%	3	2	50.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$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%
<b>Farms</b>						
Units Listed	1	1	0.0%	4	4	0.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>2</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	\$0	\$2,375,000	-100.0%	\$2,300,000	\$2,740,000	-16.1%
List/Sell \$ Ratio	0.00%	95.00%		75.03%	93.70%	
Days to Sell	0	91	-100.0%	174	274	-36.5%
Active Inventory	7	8	-12.5%			
Average Price	\$0	\$2,375,000	-100.0%	\$1,150,000	\$1,370,000	-16.1%
Median Price	\$0	\$2,375,000	-100.0%	\$1,150,000	\$1,370,000	-16.1%
<b>IC&amp;I</b>						
Units Listed	0	2	-100.0%	10	4	150.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$0	\$1,775,000	-100.0%	\$246,500	\$1,775,000	-86.1%
List/Sell \$ Ratio	0.00%	88.97%		82.19%	88.97%	
Days to Sell	0	218	-100.0%	80	218	-63.3%
Active Inventory	8	8	0.0%			
Average Price	\$0	\$1,775,000	0.0%	\$246,500	\$1,775,000	-86.1%
Median Price	\$0	\$1,775,000	0.0%	\$246,500	\$1,775,000	-86.1%
<b>IC&amp;I Land</b>						
Units Listed	0	0	0.0%	0	1	-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	\$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	4	6.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Lots</b>						
Units Listed	2	2	0.0%	6	3	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>3</b>	<b>3</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$124,400	\$12,500	895.2%
List/Sell \$ Ratio	0.00%	0.00%		100.75%	72.29%	
Days to Sell	0	0	100.0%	82	340	-75.9%
Active Inventory	8	3	166.7%			
Average Price	\$0	\$0	100.0%	\$41,467	\$4,167	100.0%
Median Price	\$0	\$0	100.0%	\$41,500	\$4,167	100.0%
<b>Leases</b>						
Units Listed	0	1	-100.0%	1	4	-75.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	6	6	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
<b>Lots (Waterfront)</b>						
Units Listed	0	1	-100.0%	2	1	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	\$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	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</b>						
Units Listed	0	0	0.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>2</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$1,665,000	-100.0%	\$0	\$2,007,500	-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	1	0.0%			
Average Price	\$0	\$1,665,000	-100.0%	\$0	\$1,003,750	-100.0%
Median Price	\$0	\$1,665,000	-100.0%	\$0	\$2,007,500	-100.0%
<b>Mobile Homes</b>						
Units Listed	0	0	0.0%	0	1	-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	\$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%
<b>Recreational Property</b>						
Units Listed	1	2	-100.0%	3	3	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>0</b>	<b>100.0%</b>
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	4	0.0%			
Average Price	\$0	\$0	0.0%	\$117,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$117,000	\$0	100.0%
<b>Residential</b>						
Units Listed	2	2	0.0%	8	11	-27.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>4</b>	<b>4</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$1,259,000	\$704,000	78.8%
List/Sell \$ Ratio	0.00%	0.00%		89.90%	96.61%	
Days to Sell	0	0	#DIV/0!	126	168	-25.0%
Active Inventory	6	12	-50.0%			
Average Price	\$0	\$0	0.0%	\$314,750	\$176,000	78.8%
Median Price	\$0	\$0	0.0%	\$165,000	\$135,250	22.0%
<b>Residential (Waterfront)</b>						
Units Listed	0	0	0.0%	3	1	200.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$0	\$68,000	-100.0%	\$1,075,000	\$68,000	1480.9%
List/Sell \$ Ratio	0.00%	98.55%		96.41%	98.55%	
Days to Sell	0	25	0.0%	28	25	12.0%
Active Inventory	3	1	200.0%			
Average Price	\$0	\$68,000	-100.0%	\$1,075,000	\$68,000	1480.9%
Median Price	\$0	\$68,000	-100.0%	\$1,075,000	\$68,000	1480.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<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	\$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	2	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	24	23	4.3%	96	85	12.9%
Units Sold	<b>3</b>	<b>6</b>	<b>100.0%</b>	<b>28</b>	<b>24</b>	<b>16.7%</b>
Sales Dollars	\$1,220,500	\$6,233,000	100.0%	\$10,269,900	\$10,268,000	0.0%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	105	129	-18.6%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	1	3	0	2
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	0	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	1	1	0	1
<b>Totals</b>	<b>2</b>	<b>9</b>	<b>0</b>	<b>4</b>

## 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	1	2	0	0
80001 to 100000	1	1	1	1
100001 to 120000	0	0	0	0
120001 to 140000	0	0	0	0
140001 to 160000	1	1	0	0
160001 and over	2	6	0	0
<b>Totals</b>	<b>5</b>	<b>17</b>	<b>2</b>	<b>6</b>