

OUT OF BOARD MONTHLY STATISTICS

FOR

July 1st - 31st, 2005

July Statistics Run August 4, 2005 8:30 a.m.

**A New Property Type has been Added - Multi Family Triplex/Fourplex
This is different from Multi Tenant 5 Plus Units
Triplex and Fourplex Are entered under Residential**

COMPARATIVE ACTIVITY BY ZONE

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

ZONE CO TOTALS

Units Listed	720	913	-21.1%	5568	5457	2.0%
Units Sold	521	466	11.8%	3616	3340	8.3%
Sales Dollars	\$154,294,845	\$113,343,932	36.1%	\$1,013,906,082	\$825,132,960	22.9%
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	2276	2834	-19.7%			

ZONE NO TOTALS

Units Listed	383	430	-10.9%	2569	2543	1.0%
Units Sold	241	248	-2.8%	1759	1707	3.0%
Sales Dollars	\$55,262,848	\$52,279,658	5.7%	\$384,478,508	\$317,553,933	21.1%
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	1082	1488	-27.3%			

ZONE SH TOTALS

Units Listed	214	210	1.9%	1360	1319	3.1%
Units Sold	166	141	17.7%	868	815	6.5%
Sales Dollars	\$29,581,632	\$20,645,929	43.3%	\$152,333,414	\$134,130,312	13.6%
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	825	1185	-30.4%			

ZONE OB TOTALS

Units Listed	20	17	17.6%	116	100	16.0%
Units Sold	4	11	100.0%	35	35	0.0%
Sales Dollars	\$2,235,900	\$3,196,547	100.0%	\$12,788,300	\$15,472,047	-17.3%
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	111	130	-14.6%			

GRAND TOTALS

Units Listed	1337	1570	-14.8%	9613	9419	2.1%
Units Sold	932	866	7.6%	6278	5897	6.5%
Sales Dollars	\$241,375,225	\$189,466,066	27.4%	\$1,563,506,304	\$1,292,289,252	21.0%
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	4294	5637	-23.8%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	1	-100.0%	5	5	0.0%
Units Sold	0	0	0.0%	4	3	33.3%
Sales Dollars	\$0	\$0	0.0%	\$241,000	\$368,500	-34.6%
List/Sell \$ Ratio	0.00%	0.00%		90.86%	88.82%	
Days to Sell	0	0	0.0%	207	140	47.9%
Active Inventory	6	11	-45.5%			
Average Price	\$0	\$0	0.0%	\$60,250	\$122,833	-50.9%
Median Price	\$0	\$0	0.0%	\$55,000	\$155,000	-64.5%
Acreage with House						
Units Listed	0	1	-100.0%	3	12	-75.0%
Units Sold	1	1	0.0%	1	4	-75.0%
Sales Dollars	\$237,900	\$240,000	-0.9%	\$237,900	\$1,210,000	-80.3%
List/Sell \$ Ratio	95.19%	94.11%		95.19%	92.55%	
Days to Sell	278	289	-3.8%	278	217	28.1%
Active Inventory	8	18	-55.6%			
Average Price	\$237,900	\$240,000	-0.9%	\$237,900	\$302,500	-21.4%
Median Price	\$237,900	\$240,000	-0.9%	\$237,900	\$305,000	-22.0%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	5	2	150.0%
Units Sold	0	1	-100.0%	0	2	-100.0%
Sales Dollars	\$0	\$80,397	-100.0%	\$0	\$380,397	0.0%
List/Sell \$ Ratio	0.00%	123.68%		0.00%	111.84%	
Days to Sell	0	26	0.0%	0	243	0.0%
Active Inventory	2	2	100.0%			
Average Price	\$0	\$80,397	0.0%	\$0	\$190,199	0.0%
Median Price	\$0	\$80,397	0.0%	\$0	\$190,199	0.0%
Business						
Units Listed	13	5	160.0%	50	31	61.3%
Units Sold	1	4	-75.0%	11	7	57.1%
Sales Dollars	\$1,150,000	\$1,509,000	-23.8%	\$5,549,500	\$2,686,500	106.6%
List/Sell \$ Ratio	90.19%	104.34%		91.97%	97.94%	
Days to Sell	35	253	-86.2%	185	303	-38.9%
Active Inventory	49	41	19.5%			
Average Price	\$1,150,000	\$377,250	204.8%	\$504,500	\$383,786	31.5%
Median Price	\$1,150,000	\$375,000	206.7%	\$382,000	\$375,000	1.9%
Condo (Townhouse)						
Units Listed	0	0	100.0%	3	3	0.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$210,000	\$145,000	44.8%
List/Sell \$ Ratio	0.00%	0.00%		100.47%	96.73%	
Days to Sell	0	0	0.0%	108	14	671.4%
Active Inventory	1	2	100.0%			
Average Price	\$0	\$0	0.0%	\$210,000	\$145,000	44.8%
Median Price	\$0	\$0	0.0%	\$210,000	\$145,000	44.8%
Condo (Apt)						
Units Listed	0	0	0.0%	3	4	-25.0%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$104,500	-100.0%	\$230,000	\$104,500	120.1%
List/Sell \$ Ratio	0.00%	90.94%		96.84%	90.94%	
Days to Sell	0	141	0.0%	86	141	-39.0%
Active Inventory	2	3	-33.3%			
Average Price	\$0	\$104,500	0.0%	\$230,000	\$104,500	120.1%
Median Price	\$0	\$104,500	0.0%	\$230,000	\$104,500	120.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	0	100.0%	4	2	100.0%
Units Sold	0	0	0.0%	1	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$143,000	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		89.93%	0.00%	
Days to Sell	0	0	0.0%	206	0	0.0%
Active Inventory	2	0	100.0%			
Average Price	\$0	\$0	0.0%	\$143,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$143,000	\$0	100.0%
Farms						
Units Listed	1	1	0.0%	5	5	0.0%
Units Sold	0	0	0.0%	2	2	0.0%
Sales Dollars	\$0	\$0	0.0%	\$2,300,000	\$2,740,000	-16.1%
List/Sell \$ Ratio	0.00%	0.00%		75.03%	93.70%	
Days to Sell	0	0	-100.0%	174	274	-36.5%
Active Inventory	8	7	14.3%			
Average Price	\$0	\$0	0.0%	\$1,150,000	\$1,370,000	-16.1%
Median Price	\$0	\$0	0.0%	\$1,150,000	\$1,370,000	-16.1%
IC&I						
Units Listed	0	0	0.0%	10	4	150.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$246,500	\$1,775,000	-86.1%
List/Sell \$ Ratio	0.00%	0.00%		82.19%	88.97%	
Days to Sell	0	0	-100.0%	80	218	-63.3%
Active Inventory	7	10	-30.0%			
Average Price	\$0	\$0	0.0%	\$246,500	\$1,775,000	-86.1%
Median Price	\$0	\$0	0.0%	\$246,500	\$1,775,000	-86.1%
IC&I Land						
Units Listed	0	1	-100.0%	0	2	-100.0%
Units Sold	0	0	0.0%	1	0	0.0%
Sales Dollars	\$0	\$0	100.0%	\$90,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		81.81%	0.00%	
Days to Sell	0	0	0.0%	252	0	100.0%
Active Inventory	0	6	6.0%			
Average Price	\$0	\$0	0.0%	\$90,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$90,000	\$0	100.0%
Lots						
Units Listed	0	4	-100.0%	6	7	-14.3%
Units Sold	1	1	0.0%	4	4	0.0%
Sales Dollars	\$28,000	\$235,000	-88.1%	\$152,400	\$247,500	-38.4%
List/Sell \$ Ratio	93.64%	90.41%		98.97%	76.82%	
Days to Sell	369	16	2206.3%	154	259	-40.5%
Active Inventory	7	6	16.7%			
Average Price	\$28,000	\$235,000	-88.1%	\$38,100	\$61,875	100.0%
Median Price	\$28,000	\$235,000	-88.1%	\$39,750	\$4,167	100.0%
Leases						
Units Listed	1	0	100.0%	2	4	-50.0%
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	7	6	16.7%			
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	0	1	-100.0%	2	1	100.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$90,150	-100.0%	\$0	\$90,150	-100.0%
List/Sell \$ Ratio	0.00%	113.39%		0.00%	113.39%	
Days to Sell	0	14	-100.0%	0	14	-100.0%
Active Inventory	1	0	0.0%			
Average Price	\$0	\$90,150	-100.0%	\$0	\$90,150	-100.0%
Median Price	\$0	\$90,150	-100.0%	\$0	\$90,150	-100.0%
Multi-Family (5 Units and Up)						
Units Listed	0	0	0.0%	1	1	0.0%
Units Sold	0	0	0.0%	0	2	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$4,015,000	-100.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	95.66%	
Days to Sell	0	0	0.0%	0	289	0.0%
Active Inventory	0	1	-100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$2,007,500	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$2,007,500	-100.0%
Multi Family (Triplex/Fourplex)						
Units Listed	0	0	0.0%	0	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	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	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%
Recreational Property						
Units Listed	0	0	0.0%	3	3	0.0%
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	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%
Residential						
Units Listed	2	1	100.0%	10	12	-16.7%
Units Sold	1	1	0.0%	5	5	0.0%
Sales Dollars	\$820,000	\$317,500	158.3%	\$2,079,000	\$1,021,500	103.5%
List/Sell \$ Ratio	98.32%	90.74%		91.58%	95.43%	
Days to Sell	41	121	-66.1%	109	159	-31.4%
Active Inventory	5	11	-54.5%			
Average Price	\$820,000	\$317,500	158.3%	\$415,800	\$204,300	103.5%
Median Price	\$820,000	\$317,500	158.3%	\$195,000	\$193,500	0.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	1	1	0.0%	4	2	100.0%
Units Sold	0	1	-100.0%	1	2	-100.0%
Sales Dollars	\$0	\$620,000	-100.0%	\$1,075,000	\$688,000	56.3%
List/Sell \$ Ratio	0.00%	95.38%		96.41%	96.96%	
Days to Sell	0	375	-100.0%	28	200	-86.0%
Active Inventory	4	1	300.0%			
Average Price	\$0	\$620,000	-100.0%	\$1,075,000	\$344,000	212.5%
Median Price	\$0	\$620,000	-100.0%	\$1,075,000	\$344,000	212.5%
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	20	17	17.6%	116	100	16.0%
Units Sold	4	11	100.0%	35	35	0.0%
Sales Dollars	\$2,235,900	\$3,196,547	100.0%	\$12,788,300	\$15,472,047	-17.3%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	111	130	-14.6%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	1	4	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	1	2	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	1	2
Totals	2	11	1	5

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	4	1	2
40001 to 60000	0	3	0	5
60001 to 80000	0	2	0	0
80001 to 100000	0	1	0	1
100001 to 120000	0	0	0	0
120001 to 140000	0	0	0	0
140001 to 160000	0	1	0	0
160001 and over	1	7	0	0
Totals	1	18	1	8