

OUT OF BOARD MONTHLY STATISTICS

FOR

August 1st - 31st, 2005

August Statistics Run September 7, 2005 9:15 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	750	812	-7.6%	6321	6539	-3.3%
Units Sold	631	470	34.3%	4252	3810	11.6%
Sales Dollars	\$187,202,284	\$126,225,509	48.3%	\$1,202,897,466	\$950,869,091	26.5%
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	2056	2879	-28.6%			

ZONE NO TOTALS

Units Listed	350	367	-4.6%	2919	2930	-0.4%
Units Sold	247	235	5.1%	2012	1942	3.6%
Sales Dollars	\$71,850,923	\$41,437,061	73.4%	\$457,746,431	\$358,990,994	27.5%
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	1074	1496	-28.2%			

ZONE SH TOTALS

Units Listed	265	177	49.7%	1616	1496	8.0%
Units Sold	193	160	20.6%	1063	975	9.0%
Sales Dollars	\$35,372,682	\$26,261,990	34.7%	\$188,367,096	\$160,392,302	17.4%
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	1124	-24.9%			

ZONE OB TOTALS

Units Listed	9	15	-40.0%	125	113	10.6%
Units Sold	7	3	100.0%	42	38	10.5%
Sales Dollars	\$1,790,700	\$1,004,000	100.0%	\$14,579,000	\$16,476,047	-11.5%
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	106	135	-21.5%			

GRAND TOTALS

Units Listed	1374	1371	0.2%	10981	11078	-0.9%
Units Sold	1078	868	24.2%	7369	6765	8.9%
Sales Dollars	\$296,216,589	\$194,928,560	52.0%	\$1,863,589,993	\$1,486,728,434	25.3%
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	4080	5634	-27.6%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	1	2	-50.0%	6	7	-14.3%
Units Sold	1	0	100.0%	5	3	66.7%
Sales Dollars	\$144,000	\$0	100.0%	\$385,000	\$368,500	4.5%
List/Sell \$ Ratio	90.56%	0.00%		90.80%	88.82%	
Days to Sell	64	0	100.0%	178	140	27.1%
Active Inventory	6	12	-50.0%			
Average Price	\$144,000	\$0	100.0%	\$77,000	\$122,833	-37.3%
Median Price	\$144,000	\$0	100.0%	\$55,000	\$155,000	-64.5%
Acreage with House						
Units Listed	0	1	-100.0%	3	13	-76.9%
Units Sold	1	1	0.0%	2	5	-60.0%
Sales Dollars	\$807,000	\$148,000	445.3%	\$1,044,900	\$1,358,000	-23.1%
List/Sell \$ Ratio	86.86%	84.61%		91.02%	90.96%	
Days to Sell	353	223	58.3%	315	218	44.5%
Active Inventory	4	18	-77.8%			
Average Price	\$807,000	\$148,000	445.3%	\$522,450	\$271,600	92.4%
Median Price	\$807,000	\$148,000	445.3%	\$522,450	\$240,000	117.7%
Acreage (Waterfront)						
Units Listed	0	1	-100.0%	5	3	66.7%
Units Sold	1	0	100.0%	1	2	-100.0%
Sales Dollars	\$160,000	\$0	100.0%	\$160,000	\$380,397	-57.9%
List/Sell \$ Ratio	91.42%	0.00%		91.42%	111.84%	
Days to Sell	146	0	100.0%	146	243	-39.9%
Active Inventory	2	3	-33.3%			
Average Price	\$160,000	\$0	100.0%	\$160,000	\$190,199	-15.9%
Median Price	\$160,000	\$0	100.0%	\$160,000	\$190,199	-15.9%
Business						
Units Listed	4	3	33.3%	54	34	58.8%
Units Sold	0	0	0.0%	11	7	57.1%
Sales Dollars	\$0	\$0	0.0%	\$5,549,500	\$2,686,500	106.6%
List/Sell \$ Ratio	0.00%	0.00%		91.97%	97.94%	
Days to Sell	0	0	0.0%	185	303	-38.9%
Active Inventory	50	39	28.2%			
Average Price	\$0	\$0	0.0%	\$504,500	\$383,786	31.5%
Median Price	\$0	\$0	0.0%	\$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	2	0.0%
Sales Dollars	\$0	\$106,000	-100.0%	\$230,000	\$210,500	9.3%
List/Sell \$ Ratio	0.00%	89.90%		96.84%	90.42%	
Days to Sell	0	102	-100.0%	86	121	-28.9%
Active Inventory	3	2	50.0%			
Average Price	\$0	\$106,000	-100.0%	\$230,000	\$105,250	118.5%
Median Price	\$0	\$106,000	-100.0%	\$230,000	\$105,250	118.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	0	0.0%	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	1	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	2	0	100.0%	7	5	40.0%
Units Sold	1	0	100.0%	3	2	50.0%
Sales Dollars	\$554,000	\$0	100.0%	\$2,854,000	\$2,740,000	4.2%
List/Sell \$ Ratio	100.91%	0.00%		83.66%	93.70%	
Days to Sell	12	0	100.0%	120	274	-56.2%
Active Inventory	8	7	14.3%			
Average Price	\$554,000	\$0	100.0%	\$951,333	\$1,370,000	-30.6%
Median Price	\$554,000	\$0	100.0%	\$554,000	\$1,370,000	-59.6%
IC&I						
Units Listed	0	1	-100.0%	10	5	100.0%
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	3	-100.0%	6	10	-40.0%
Units Sold	2	0	100.0%	6	4	50.0%
Sales Dollars	\$101,700	\$0	100.0%	\$254,100	\$247,500	2.7%
List/Sell \$ Ratio	113.37%	0.00%		103.77%	76.82%	
Days to Sell	391	0	100.0%	233	259	-10.0%
Active Inventory	5	10	-50.0%			
Average Price	\$50,850	\$0	100.0%	\$42,350	\$61,875	100.0%
Median Price	\$50,850	\$0	100.0%	\$39,750	\$4,167	100.0%
Leases						
Units Listed	0	0	0.0%	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	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
Lots (Waterfront)						
Units Listed	0	1	-100.0%	2	2	0.0%
Units Sold	1	1	0.0%	1	2	-100.0%
Sales Dollars	\$24,000	\$750,000	95.72%	\$24,000	\$840,150	95.72%
List/Sell \$ Ratio	80.26%	93.76%		80.26%	103.57%	
Days to Sell	130	3	95.72%	130	8	95.72%
Active Inventory	0	0	0.0%			
Average Price	\$24,000	\$750,000	95.72%	\$24,000	\$420,075	95.72%
Median Price	\$24,000	\$750,000	95.72%	\$24,000	\$420,075	95.72%
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	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	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	1	1	0.0%	12	13	-7.7%
Units Sold	0	0	0.0%	5	5	0.0%
Sales Dollars	\$0	\$0	0.0%	\$2,079,000	\$1,021,500	103.5%
List/Sell \$ Ratio	0.00%	0.00%		91.58%	95.43%	
Days to Sell	0	0	0.0%	109	159	-31.4%
Active Inventory	7	12	-41.7%			
Average Price	\$0	\$0	0.0%	\$415,800	\$204,300	103.5%
Median Price	\$0	\$0	0.0%	\$195,000	\$173,500	12.4%

	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	0	0.0%	1	2	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$1,075,000	\$688,000	56.3%
List/Sell \$ Ratio	0.00%	0.00%		96.41%	96.96%	
Days to Sell	0	0	0.0%	28	200	-86.0%
Active Inventory	4	1	300.0%			
Average Price	\$0	\$0	0.0%	\$1,075,000	\$344,000	212.5%
Median Price	\$0	\$0	0.0%	\$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	9	15	-40.0%	125	113	10.6%
Units Sold	7	3	100.0%	42	38	10.5%
Sales Dollars	\$1,790,700	\$1,004,000	100.0%	\$14,579,000	\$16,476,047	-11.5%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	106	135	-21.5%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	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	0	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	1	2	0	2
Totals	1	12	0	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