

# OUT OF BOARD MONTHLY STATISTICS

FOR

September 1 - 30th, 2005

**September Statistics Run October 5, 2005 2:00 p.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	852	803	6.1%	7269	7080	2.7%
Units Sold	<b>584</b>	<b>467</b>	<b>25.1%</b>	<b>4888</b>	<b>4284</b>	<b>14.1%</b>
Sales Dollars	\$205,767,957	\$137,151,624	50.0%	\$1,461,520,523	\$1,117,979,014	30.7%
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	2389	2813	-15.1%			

### ZONE NO TOTALS

Units Listed	307	316	-2.8%	3254	3224	0.9%
Units Sold	<b>205</b>	<b>247</b>	<b>-17.0%</b>	<b>2233</b>	<b>2183</b>	<b>2.3%</b>
Sales Dollars	\$50,294,474	\$43,515,644	15.6%	\$509,828,405	\$400,715,637	27.2%
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	1176	1402	-16.1%			

### ZONE SH TOTALS

Units Listed	160	134	19.4%	1794	1651	8.7%
Units Sold	<b>176</b>	<b>148</b>	<b>18.9%</b>	<b>1256</b>	<b>1155</b>	<b>8.7%</b>
Sales Dollars	\$35,484,607	\$24,049,488	47.5%	\$233,016,947	\$198,993,962	17.1%
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	869	1019	-14.7%			

### ZONE OB TOTALS

Units Listed	10	24	-58.3%	132	137	-3.6%
Units Sold	<b>2</b>	<b>6</b>	<b>100.0%</b>	<b>44</b>	<b>43</b>	<b>2.3%</b>
Sales Dollars	\$1,675,000	\$590,332	100.0%	\$16,254,000	\$17,066,379	-4.8%
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	106	134	-20.9%			

### GRAND TOTALS

Units Listed	1329	1277	4.1%	12449	12092	3.0%
Units Sold	<b>967</b>	<b>868</b>	<b>11.4%</b>	<b>8421</b>	<b>7665</b>	<b>9.9%</b>
Sales Dollars	\$293,222,038	\$205,307,088	42.8%	\$2,220,619,875	\$1,734,754,992	28.0%
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	4540	5368	-15.4%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	0	9	-100.0%	6	16	-62.5%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>5</b>	<b>4</b>	<b>25.0%</b>
Sales Dollars	\$0	\$302,501	-100.0%	\$385,000	\$671,001	-42.6%
List/Sell \$ Ratio	0.00%	80.66%		90.80%	86.78%	
Days to Sell	0	540	-100.0%	178	240	-25.8%
Active Inventory	9	21	-57.1%			
Average Price	\$0	\$302,501	-100.0%	\$77,000	\$167,750	-54.1%
Median Price	\$0	\$302,501	-100.0%	\$55,000	\$178,750	-69.2%
<b>Acreage with House</b>						
Units Listed	1	2	-50.0%	4	15	-73.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>5</b>	<b>-60.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$1,044,900	\$1,358,000	-23.1%
List/Sell \$ Ratio	0.00%	0.00%		91.02%	90.96%	
Days to Sell	0	0	0.0%	315	218	44.5%
Active Inventory	4	15	-73.3%			
Average Price	\$0	\$0	0.0%	\$522,450	\$271,600	92.4%
Median Price	\$0	\$0	0.0%	\$522,450	\$240,000	117.7%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	5	3	66.7%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>1</b>	<b>3</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$117,331	-100.0%	\$160,000	\$497,728	-67.9%
List/Sell \$ Ratio	0.00%	111.74%		91.42%	111.80%	
Days to Sell	0	26	-100.0%	146	170	-14.1%
Active Inventory	1	2	-50.0%			
Average Price	\$0	\$117,331	-100.0%	\$160,000	\$165,909	-3.6%
Median Price	\$0	\$117,331	-100.0%	\$160,000	\$117,331	36.4%
<b>Business</b>						
Units Listed	1	5	-80.0%	55	39	41.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>12</b>	<b>7</b>	<b>71.4%</b>
Sales Dollars	\$1,500,000	\$0	100.0%	\$7,049,500	\$2,686,500	162.4%
List/Sell \$ Ratio	94.04%	0.00%		92.14%	97.94%	
Days to Sell	59	0	0.0%	175	303	-42.2%
Active Inventory	46	37	24.3%			
Average Price	\$1,500,000	\$0	100.0%	\$587,458	\$383,786	53.1%
Median Price	\$1,500,000	\$0	100.0%	\$383,500	\$375,000	2.3%
<b>Condo (Townhouse)</b>						
Units Listed	1	0	100.0%	4	3	33.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
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	3	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%
<b>Condo (Apt)</b>						
Units Listed	1	0	100.0%	4	4	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	-100.0%	\$230,000	\$210,500	9.3%
List/Sell \$ Ratio	0.00%	0.00%		96.84%	90.42%	
Days to Sell	0	0	-100.0%	86	121	-28.9%
Active Inventory	3	2	50.0%			
Average Price	\$0	\$0	0.0%	\$230,000	\$105,250	118.5%
Median Price	\$0	\$0	0.0%	\$230,000	\$105,250	118.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	0	0	0.0%	4	2	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>0</b>	<b>0.0%</b>
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%
<b>Farms</b>						
Units Listed	1	1	0.0%	8	6	33.3%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>4</b>	<b>2</b>	<b>100.0%</b>
Sales Dollars	\$175,000	\$0	100.0%	\$3,029,000	\$2,740,000	10.5%
List/Sell \$ Ratio	59.32%	0.00%		77.57%	93.70%	
Days to Sell	134	0	100.0%	120	274	-56.2%
Active Inventory	9	7	28.6%			
Average Price	\$175,000	\$0	100.0%	\$757,250	\$1,370,000	-44.7%
Median Price	\$175,000	\$0	100.0%	\$477,000	\$1,370,000	-65.2%
<b>IC&amp;I</b>						
Units Listed	1	1	0.0%	11	6	83.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
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	6	10	-40.0%			
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%
<b>IC&amp;I Land</b>						
Units Listed	1	0	-100.0%	1	2	-50.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>0</b>	<b>0.0%</b>
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	1	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%
<b>Lots</b>						
Units Listed	0	1	-100.0%	6	11	-45.5%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>6</b>	<b>5</b>	<b>20.0%</b>
Sales Dollars	\$0	\$72,500	-100.0%	\$254,100	\$320,000	-20.6%
List/Sell \$ Ratio	0.00%	95.52%		103.77%	80.56%	
Days to Sell	0	319	-100.0%	233	271	-14.0%
Active Inventory	5	7	-28.6%			
Average Price	\$0	\$72,500	-100.0%	\$42,350	\$64,000	100.0%
Median Price	\$0	\$72,500	-100.0%	\$39,750	\$4,167	100.0%
<b>Leases</b>						
Units Listed	0	0	0.0%	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	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>1</b>	<b>0.0%</b>	<b>1</b>	<b>2</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$0	95.72%	\$24,000	\$840,150	95.72%
List/Sell \$ Ratio	0.00%	0.00%		80.26%	103.57%	
Days to Sell	0	0	95.72%	130	8	95.72%
Active Inventory	0	0	0.0%			
Average Price	\$0	\$0	0.00%	\$24,000	\$420,075	95.72%
Median Price	\$0	\$0	0.00%	\$24,000	\$420,075	95.72%
<b>Multi-Family (5 Units and Up)</b>						
Units Listed	0	0	0.0%	0	2	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>2</b>	<b>-100.0%</b>
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%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	0	0	0.0%	0	0	-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	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%	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	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	0	0	0.0%	3	3	0.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$0	\$60,000	-100.0%	\$234,000	\$60,000	290.0%
List/Sell \$ Ratio	0.00%	92.44%		95.72%	92.44%	
Days to Sell	0	95	0.0%	146	95	0.0%
Active Inventory	2	3	0.0%			
Average Price	\$0	\$60,000	-100.0%	\$117,000	\$60,000	95.0%
Median Price	\$0	\$60,000	-100.0%	\$117,000	\$60,000	95.0%
<b>Residential</b>						
Units Listed	3	2	50.0%	14	15	-6.7%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>5</b>	<b>6</b>	<b>-16.7%</b>
Sales Dollars	\$0	\$38,000	-100.0%	\$2,079,000	\$1,059,500	96.2%
List/Sell \$ Ratio	0.00%	100.00%		91.58%	96.19%	
Days to Sell	0	171	-100.0%	109	161	-32.3%
Active Inventory	8	11	-27.3%			
Average Price	\$0	\$38,000	-100.0%	\$415,800	\$176,583	135.5%
Median Price	\$0	\$38,000	-100.0%	\$195,000	\$173,500	12.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	0	2	-100.0%	4	4	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>2</b>	<b>-100.0%</b>
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	2	100.0%			
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%
<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	1	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	10	24	-58.3%	132	137	-3.6%
Units Sold	<b>2</b>	<b>6</b>	<b>100.0%</b>	<b>44</b>	<b>43</b>	<b>2.3%</b>
Sales Dollars	\$1,675,000	\$590,332	100.0%	\$16,254,000	\$17,066,379	-4.8%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	106	134	-20.9%			

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 150000	0	4	0	2
150001 to 180000	1	2	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	1	1	0	0
420001 to 450000	1	1	0	0
450001 to 480000	0	0	0	0
480001 and over	0	2	0	2
<b>Totals</b>	<b>3</b>	<b>15</b>	<b>0</b>	<b>5</b>

## LOT LISTING/SALES ANALYSIS

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
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
<b>Totals</b>	<b>1</b>	<b>18</b>	<b>1</b>	<b>8</b>