

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

November 1st - 30th, 2005

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	4	-100.0%	8	22	-63.6%
Units Sold	1	2	-50.0%	6	6	0.0%
Sales Dollars	\$85,000	\$315,000	-73.0%	\$470,000	\$986,001	-52.3%
List/Sell \$ Ratio	95.50%	100.00%		91.58%	91.19%	
Days to Sell	411	7	5771.4%	217	162	34.0%
Active Inventory	8	21	-61.9%			
Average Price	\$85,000	\$157,500	-46.0%	\$78,333	\$164,334	-52.3%
Median Price	\$85,000	\$157,500	-46.0%	\$68,250	\$165,000	-58.6%
Acreage with House						
Units Listed	0	1	-100.0%	4	17	-76.5%
Units Sold	0	1	-100.0%	4	8	-50.0%
Sales Dollars	\$0	\$180,000	-100.0%	\$3,554,064	\$2,068,000	71.9%
List/Sell \$ Ratio	0.00%	90.45%		89.51%	91.56%	
Days to Sell	0	198	-100.0%	213	222	-4.1%
Active Inventory	2	9	-77.8%			
Average Price	\$0	\$180,000	-100.0%	\$888,516	\$258,500	243.7%
Median Price	\$0	\$180,000	-100.0%	\$522,450	\$222,500	134.8%
Acreage (Waterfront)						
Units Listed	0	0	0.0%	5	3	66.7%
Units Sold	0	0	0.0%	1	3	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$160,000	\$497,728	-67.9%
List/Sell \$ Ratio	0.00%	0.00%		91.42%	111.80%	
Days to Sell	0	0	0.0%	146	170	-14.1%
Active Inventory	1	2	-50.0%			
Average Price	\$0	\$0	0.0%	\$160,000	\$165,909	-3.6%
Median Price	\$0	\$0	0.0%	\$160,000	\$117,331	36.4%
Business						
Units Listed	1	9	-88.9%	57	51	11.8%
Units Sold	2	1	100.0%	16	10	60.0%
Sales Dollars	\$1,710,000	\$339,000	404.4%	\$9,533,500	\$3,605,500	164.4%
List/Sell \$ Ratio	88.72%	95.49%		91.85%	96.33%	
Days to Sell	213	60	255.0%	182	246	-26.0%
Active Inventory	35	41	-14.6%			
Average Price	\$855,000	\$339,000	152.2%	\$595,844	\$360,550	65.3%
Median Price	\$855,000	\$339,000	152.2%	\$383,500	\$347,000	10.5%
Condo (Townhouse)						
Units Listed	0	0	0.0%	5	3	66.7%
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	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%
Condo (Apt)						
Units Listed	0	0	0.0%	4	4	0.0%
Units Sold	0	0	0.0%	1	2	0.0%
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
Duplex						
Units Listed	0	1	0.0%	4	3	33.3%
Units Sold	0	0	0.0%	2	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$376,000	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		88.94%	0.00%	
Days to Sell	0	0	0.0%	159	0	0.0%
Active Inventory	0	1	100.0%			
Average Price	\$0	\$0	0.0%	\$188,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$188,000	\$0	100.0%
Farms						
Units Listed	2	0	100.0%	11	9	22.2%
Units Sold	1	0	100.0%	6	3	100.0%
Sales Dollars	\$1,820,000	\$0	100.0%	\$7,065,236	\$3,265,000	116.4%
List/Sell \$ Ratio	100.00%	0.00%		83.71%	94.57%	
Days to Sell	204	0	100.0%	122	184	-33.7%
Active Inventory	10	6	66.7%			
Average Price	\$1,820,000	\$0	100.0%	\$1,177,539	\$1,088,333	8.2%
Median Price	\$1,820,000	\$0	100.0%	\$1,187,000	\$525,000	126.1%
IC&I						
Units Listed	0	1	-100.0%	10	7	42.9%
Units Sold	0	1	-100.0%	1	2	0.0%
Sales Dollars	\$0	\$410,000	-100.0%	\$246,500	\$2,185,000	-88.7%
List/Sell \$ Ratio	0.00%	82.82%		82.19%	85.89%	
Days to Sell	0	658	-100.0%	82.19	85.89	-4.3%
Active Inventory	6	9	-33.3%			
Average Price	\$0	\$410,000	-100.0%	\$246,500	\$1,092,500	-77.4%
Median Price	\$0	\$410,000	-100.0%	\$246,500	\$1,092,500	-77.4%
IC&I Land						
Units Listed	0	0	0.0%	1	2	-50.0%
Units Sold	0	0	0.0%	1	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$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	5	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%	7	14	-50.0%
Units Sold	0	0	0.0%	7	5	40.0%
Sales Dollars	\$0	\$0	0.0%	\$314,100	\$320,000	-1.8%
List/Sell \$ Ratio	0.00%	95.52%		102.18%	80.56%	
Days to Sell	0	0	0.0%	201	271	-25.8%
Active Inventory	3	11	-72.7%			
Average Price	\$0	\$0	0.0%	\$44,871	\$64,000	100.0%
Median Price	\$0	\$0	0.0%	\$41,500	\$4,167	100.0%
Leases						
Units Listed	0	0	0.0%	1	4	-75.0%
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	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
Lots (Waterfront)						
Units Listed	0	0	0.0%	2	2	0.0%
Units Sold	0	0	0.0%	1	2	-100.0%
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	0.00%	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%
Multi-Family (5 Units and Up)						
Units Listed	0	0	0.0%	2	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	0	0.0%			
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%	4	3	33.3%
Units Sold	0	1	-100.0%	3	2	100.0%
Sales Dollars	\$0	\$78,500	-100.0%	\$313,000	\$138,500	126.0%
List/Sell \$ Ratio	0.00%	92.46%		94.83%	92.45%	
Days to Sell	0	200	0.0%	99	147	0.0%
Active Inventory	1	2	0.0%			
Average Price	\$0	\$78,500	-100.0%	\$104,333	\$69,250	50.7%
Median Price	\$0	\$78,500	-100.0%	\$79,000	\$69,250	14.1%
Residential						
Units Listed	3	2	50.0%	20	18	11.1%
Units Sold	0	0	0.0%	7	6	16.7%
Sales Dollars	\$0	\$0	0.0%	\$2,401,000	\$1,059,500	126.6%
List/Sell \$ Ratio	0.00%	0.00%		92.34%	96.19%	
Days to Sell	0	0	0.0%	100	161	-37.9%
Active Inventory	9	9	0.0%			
Average Price	\$0	\$0	0.0%	\$343,000	\$176,583	94.2%
Median Price	\$0	\$0	0.0%	\$195,000	\$135,250	44.2%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	1	0	100.0%	5	4	25.0%
Units Sold	0	0	0.0%	2	2	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$1,900,000	\$688,000	176.2%
List/Sell \$ Ratio	0.00%	0.00%		89.87%	96.96%	
Days to Sell	0	0	0.0%	86	200	-57.0%
Active Inventory	3	2	50.0%			
Average Price	\$0	\$0	0.0%	\$950,000	\$344,000	176.2%
Median Price	\$0	\$0	0.0%	\$950,000	\$344,000	176.2%
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	7	21	-66.7%	150	167	-10.2%
Units Sold	4	6	100.0%	59	54	9.3%
Sales Dollars	\$3,615,000	\$1,322,500	100.0%	\$26,887,400	\$20,023,879	34.3%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	89	130	-31.5%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	5	0	3
150001 to 180000	1	3	0	0
180001 to 210000	2	1	0	1
210001 to 240000	0	3	0	0
240001 to 270000	0	0	0	1
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	2	0	0
420001 to 450000	0	2	0	0
450001 to 480000	0	1	0	0
480001 and over	0	1	0	2
Totals	3	20	0	7

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	4	1	4
40001 to 60000	0	3	0	6
60001 to 80000	0	4	0	1
80001 to 100000	0	1	1	2
100001 to 120000	0	0	0	0
120001 to 140000	0	0	0	0
140001 to 160000	0	1	0	2
160001 and over	0	9	0	0
Totals	0	22	2	15