

# OUT OF BOARD MONTHLY STATISTICS

FOR

December 1st - 31st, 2004

# COMPARATIVE ACTIVITY BY ZONE

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

## ZONE CO TOTALS

Units Listed	375	398	-5.8%	8839	7315	20.8%
Units Sold	<b>285</b>	<b>283</b>	<b>0.7%</b>	<b>5308</b>	<b>4958</b>	<b>7.1%</b>
Sales Dollars	\$70,259,566	\$65,721,959	6.9%	\$1,341,127,159	\$1,062,661,535	26.2%
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	2296	1878	22.3%			

## ZONE NO TOTALS

Units Listed	129	148	-12.8%	4013	3430	17.0%
Units Sold	<b>142</b>	<b>108</b>	<b>31.5%</b>	<b>2761</b>	<b>2244</b>	<b>23.0%</b>
Sales Dollars	\$44,190,593	\$24,496,150	80.4%	\$529,423,074	\$386,339,865	37.0%
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	1098	1190	-7.7%			

## ZONE SH TOTALS

Units Listed	83	67	23.9%	2027	1847	9.7%
Units Sold	<b>59</b>	<b>54</b>	<b>9.3%</b>	<b>1360</b>	<b>1042</b>	<b>30.5%</b>
Sales Dollars	\$9,722,200	\$8,213,390	18.4%	\$223,847,131	\$156,396,019	43.1%
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	821	1044	-21.4%			

## ZONE OB TOTALS

Units Listed	11	11	0.0%	181	176	2.8%
Units Sold	<b>4</b>	<b>3</b>	<b>100.0%</b>	<b>58</b>	<b>27</b>	<b>114.8%</b>
Sales Dollars	\$686,900	\$2,290,000	100.0%	\$20,710,779	\$16,988,700	21.9%
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	110	110	0.0%			

## GRAND TOTALS

Units Listed	598	624	-4.2%	15060	12768	18.0%
Units Sold	<b>490</b>	<b>448</b>	<b>9.4%</b>	<b>9487</b>	<b>8271</b>	<b>14.7%</b>
Sales Dollars	\$124,859,259	\$100,721,499	24.0%	\$2,115,108,143	\$1,622,386,119	30.4%
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	4325	4222	2.4%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	0	1	100.0%	22	19	15.8%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>8</b>	<b>2</b>	<b>300.0%</b>
Sales Dollars	\$238,900	\$0	100.0%	\$1,224,901	\$341,500	258.7%
List/Sell \$ Ratio	100.00%	0.00%		93.39%	92.27%	
Days to Sell	74	0	100.0%	140	187	-25.1%
Active Inventory	19	13	46.2%			
Average Price	\$119,450	\$0	100.0%	\$153,113	\$170,750	-10.3%
Median Price	\$119,450	\$0	100.0%	\$152,000	\$99,500	52.8%
<b>Acreage with House</b>						
Units Listed	2	3	-33.3%	20	18	11.1%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>8</b>	<b>2</b>	<b>300.0%</b>
Sales Dollars	\$0	\$200,000	100.0%	\$2,068,000	\$1,155,000	79.0%
List/Sell \$ Ratio	0.00%	93.02%		91.56%	89.91%	
Days to Sell	0	393	100.0%	222	390	-43.1%
Active Inventory	10	15	-33.3%			
Average Price	\$0	\$200,000	100.0%	\$258,500	\$577,500	-55.2%
Median Price	\$0	\$200,000	100.0%	\$222,500	\$577,500	-61.5%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	3	4	-25.0%
Units Sold	<b>0</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$497,728	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		111.84%	0.00%	
Days to Sell	0	0	0.0%	170	0	0.0%
Active Inventory	1	3	100.0%			
Average Price	\$0	\$0	0.0%	\$165,909	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$117,331	\$0	100.0%
<b>Business</b>						
Units Listed	1	4	-75.0%	52	54	-3.7%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>10</b>	<b>6</b>	<b>66.7%</b>
Sales Dollars	\$0	\$540,000	-100.0%	\$3,605,500	\$4,401,400	-18.1%
List/Sell \$ Ratio	0.00%	77.25%		96.33%	82.25%	
Days to Sell	0	145	-100.0%	246	151	62.9%
Active Inventory	32	26	23.1%			
Average Price	\$0	\$540,000	100.0%	\$360,550	\$733,567	-50.8%
Median Price	\$0	\$540,000	100.0%	\$347,000	\$682,950	-49.2%
<b>Condo (Townhouse)</b>						
Units Listed	0	0	0.0%	3	1	200.0%
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%	\$145,000	\$113,500	0.0%
List/Sell \$ Ratio	0.00%	84.07%		96.73%	84.07%	
Days to Sell	0	295	0.0%	114	295	0.0%
Active Inventory	2	0	100.0%			
Average Price	\$0	\$0	0.0%	\$145,000	\$113,500	0.0%
Median Price	\$0	\$0	0.0%	\$145,000	\$113,500	100.0%
<b>Condo (Apt)</b>						
Units Listed	1	0	100.0%	5	4	25.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$210,500	\$2,000	10425.0%
List/Sell \$ Ratio	0.00%	0.00%		90.42%	0.00%	
Days to Sell	0	0	100.0%	121	598	-79.8%
Active Inventory	3	1	200.0%			
Average Price	\$0	\$0	100.0%	\$105,250	\$2,000	5162.5%
Median Price	\$0	\$0	100.0%	\$105,250	\$2,000	5162.5%

	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	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	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%	10	6	66.7%
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%	\$3,265,000	\$1,055,000	209.5%
List/Sell \$ Ratio	0.00%	0.00%		94.57%	78.98%	
Days to Sell	0	0	0.0%	184	201	-8.5%
Active Inventory	6	11	-45.5%			
Average Price	\$0	\$0	0.0%	\$1,088,333	\$450,000	100.0%
Median Price	\$0	\$0	0.0%	\$525,000	\$400,000	31.3%
<b>IC&amp;I</b>						
Units Listed	0	0	0.0%	7	13	-46.2%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>2</b>	<b>4</b>	<b>-50.0%</b>
Sales Dollars	\$0	\$1,550,000	-100.0%	\$2,185,000	\$7,165,000	-69.5%
List/Sell \$ Ratio	0.00%	93.93%		85.89%	81.81%	
Days to Sell	0	159	-100.0%	438	335	30.7%
Active Inventory	5	10	-50.0%			
Average Price	\$0	\$1,550,000	100.0%	\$1,092,500	\$1,791,250	-100.0%
Median Price	\$0	\$1,550,000	100.0%	\$1,092,500	\$1,450,000	-24.7%
<b>IC&amp;I Land</b>						
Units Listed	0	0	0.0%	2	5	-60.0%
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	4	5	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	3	0	100.0%	17	7	142.9%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>5</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$320,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		80.56%	0.00%	
Days to Sell	0	0	0.0%	259	0	0.0%
Active Inventory	10	7	42.9%			
Average Price	\$0	\$0	0.0%	\$64,000	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$4,167	\$0	0.0%
<b>Leases</b>						
Units Listed	0	0	0.0%	4	3	33.3%
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	2	200.0%			
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	0	100.0%	2	9	-77.8%
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	100.0%	\$840,150	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		103.57%	0.00%	
Days to Sell	0	0	0.0%	8	0	0.0%
Active Inventory	0	0	0.0%			
Average Price	\$0	\$0	100.0%	\$420,075	\$0	100.0%
Median Price	\$0	\$0	100.0%	\$420,075	\$0	100.0%
<b>Multi-Family</b>						
Units Listed	0	1	-100.0%	1	2	-50.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$4,015,000	\$1,075,000	273.5%
List/Sell \$ Ratio	0.00%	0.00%	0.0%	95.66%	0.00%	
Days to Sell	0	0	0.0%	289	284	1.8%
Active Inventory	0	1	-100.0%			
Average Price	\$0	\$0	0.0%	\$2,007,500	\$1,075,000	86.7%
Median Price	\$0	\$0	0.0%	\$2,007,500	\$1,075,000	86.7%
<b>Mobile Homes</b>						
Units Listed	0	0	0.0%	2	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	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>Recreational Property</b>						
Units Listed	0	0	0.0%	3	4	-25.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	100.0%	\$138,500	\$167,000	-17.1%
List/Sell \$ Ratio	0.00%	0.00%		92.45%	90.27%	
Days to Sell	0	0	100.0%	147	98	-100.0%
Active Inventory	1	0	0.0%			
Average Price	\$0	\$0	100.0%	\$69,250	\$167,000	0.0%
Median Price	\$0	\$0	100.0%	\$69,250	\$167,000	-58.5%
<b>Residential</b>						
Units Listed	0	1	-100.0%	17	20	-15.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>8</b>	<b>5</b>	<b>60.0%</b>
Sales Dollars	\$448,000	\$0	100.0%	\$1,507,500	\$1,130,800	33.3%
List/Sell \$ Ratio	97.58%	0.00%		96.54%	92.71%	
Days to Sell	124	0	0.0%	151	81	86.4%
Active Inventory	5	10	-50.0%			
Average Price	\$224,000	\$0	100.0%	\$188,438	\$226,160	-16.7%
Median Price	\$224,000	\$0	100.0%	\$164,250	\$235,000	-30.1%
<b>Residential (Waterfront)</b>						
Units Listed	0	0	0.0%	4	5	-20.0%
Units Sold	<b>0</b>	<b>0</b>	<b>100.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$688,000	\$382,500	79.9%
List/Sell \$ Ratio	0.00%	0.00%		96.96%	91.28%	
Days to Sell	0	0	100.0%	200	34	488.2%
Active Inventory	2	5	-60.0%			
Average Price	\$0	\$0	0.0%	\$344,000	\$382,500	-100.0%
Median Price	\$0	\$0	0.0%	\$344,000	\$382,500	-10.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	2	0	100.0%	4	1	300.0%
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	2	0	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	11	11	0.0%	181	176	2.8%
Units Sold	<b>4</b>	<b>3</b>	<b>100.0%</b>	<b>58</b>	<b>27</b>	<b>114.8%</b>
Sales Dollars	\$686,900	\$2,290,000	100.0%	\$20,710,779	\$16,988,700	21.9%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	110	110	0.0%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	4	0	4
150001 to 180000	0	2	1	2
180001 to 210000	0	3	0	0
210001 to 240000	0	0	0	0
240001 to 270000	0	1	0	0
270001 to 300000	0	4	1	1
300001 to 330000	0	0	0	1
330001 to 360000	0	1	0	1
360001 to 390000	0	2	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	2	0	0
<b>Totals</b>	<b>0</b>	<b>19</b>	<b>2</b>	<b>9</b>

## LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	10	0	4
40001 to 60000	0	5	0	0
60001 to 80000	2	6	0	1
80001 to 100000	1	6	1	3
100001 to 120000	0	1	0	1
120001 to 140000	0	2	0	1
140001 to 160000	0	1	1	2
160001 and over	0	13	0	6
<b>Totals</b>	<b>3</b>	<b>44</b>	<b>2</b>	<b>18</b>