

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

December 1st - 31st, 2005

COMPARATIVE ACTIVITY BY ZONE

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

ZONE CO TOTALS

Units Listed	336	377	-10.9%	8855	8148	8.7%
Units Sold	302	340	-11.2%	6081	5153	18.0%
Sales Dollars	\$98,813,191	\$85,860,990	15.1%	\$1,797,084,017	\$1,290,152,249	39.3%
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	1921	2296	-16.3%			

ZONE NO TOTALS

Units Listed	177	128	38.3%	3935	3590	9.6%
Units Sold	156	140	11.4%	2751	2756	-0.2%
Sales Dollars	\$35,402,737	\$49,774,240	-28.9%	\$638,688,706	\$494,708,682	29.1%
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	917	1098	-16.5%			

ZONE SH TOTALS

Units Listed	83	97	-14.4%	2190	1863	17.6%
Units Sold	46	74	-37.8%	1530	1336	14.5%
Sales Dollars	\$7,472,988	\$13,231,150	-43.5%	\$278,375,186	\$219,007,540	27.1%
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	670	821	-18.4%			

ZONE OB TOTALS

Units Listed	12	11	9.1%	161	171	-5.8%
Units Sold	3	3	100.0%	62	56	10.7%
Sales Dollars	\$1,326,000	\$317,400	100.0%	\$28,213,400	\$20,262,779	39.2%
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	84	110	-23.6%			

GRAND TOTALS

Units Listed	608	613	-0.8%	15141	13772	9.9%
Units Sold	507	557	-9.0%	10424	9301	12.1%
Sales Dollars	\$143,014,916	\$149,183,780	-4.1%	\$2,742,361,309	\$2,024,131,250	35.5%
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	3592	4325	-16.9%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	1	0	100.0%	9	22	-59.1%
Units Sold	0	2	-100.0%	6	8	-25.0%
Sales Dollars	\$0	\$238,900	-100.0%	\$470,000	\$1,224,901	-61.6%
List/Sell \$ Ratio	0.00%	100.00%		91.58%	93.39%	
Days to Sell	0	74	-100.0%	217	140	55.0%
Active Inventory	9	19	-52.6%			
Average Price	\$0	\$119,450	-100.0%	\$78,333	\$153,113	-48.8%
Median Price	\$0	\$119,450	-100.0%	\$68,250	\$152,000	-55.1%
Acreage with House						
Units Listed	1	1	0.0%	5	18	-72.2%
Units Sold	0	0	0.0%	4	8	-50.0%
Sales Dollars	\$0	\$0	0.0%	\$3,554,064	\$2,068,000	71.9%
List/Sell \$ Ratio	0.00%	0.00%		89.51%	91.56%	
Days to Sell	0	0	0.0%	213	222	-4.1%
Active Inventory	3	10	-70.0%			
Average Price	\$0	\$0	0.0%	\$888,516	\$258,500	243.7%
Median Price	\$0	\$0	0.0%	\$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	1	0.0%			
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	3	1	200.0%	60	48	25.0%
Units Sold	0	0	0.0%	16	10	60.0%
Sales Dollars	\$0	\$0	0.0%	\$9,533,500	\$3,605,500	164.4%
List/Sell \$ Ratio	0.00%	0.00%		91.85%	96.33%	
Days to Sell	0	0	0.0%	182	246	-26.0%
Active Inventory	27	32	-15.6%			
Average Price	\$0	\$0	0.0%	\$595,844	\$360,550	65.3%
Median Price	\$0	\$0	0.0%	\$383,500	\$347,000	10.5%
Condo (Townhouse)						
Units Listed	1	0	100.0%	6	3	100.0%
Units Sold	1	0	100.0%	2	1	100.0%
Sales Dollars	\$135,000	\$0	100.0%	\$345,000	\$145,000	137.9%
List/Sell \$ Ratio	96.77%	0.00%		98.62%	96.73%	
Days to Sell	9	0	100.0%	58	14	314.3%
Active Inventory	2	2	100.0%			
Average Price	\$135,000	\$0	100.0%	\$172,500	\$145,000	19.0%
Median Price	\$135,000	\$0	100.0%	\$172,500	\$145,000	19.0%
Condo (Apt)						
Units Listed	0	1	-100.0%	4	5	-20.0%
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	3	0.0%			
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	0	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	0	1	-100.0%	11	9	22.2%
Units Sold	0	0	0.0%	6	3	100.0%
Sales Dollars	\$0	\$0	0.0%	\$7,065,236	\$3,265,000	116.4%
List/Sell \$ Ratio	0.00%	0.00%		83.71%	94.57%	
Days to Sell	0	0	0.0%	122	184	-33.7%
Active Inventory	8	6	33.3%			
Average Price	\$0	\$0	0.0%	\$1,177,539	\$1,088,333	8.2%
Median Price	\$0	\$0	0.0%	\$1,187,000	\$525,000	126.1%
IC&I						
Units Listed	1	0	100.0%	11	6	83.3%
Units Sold	0	0	0.0%	1	2	0.0%
Sales Dollars	\$0	\$0	0.0%	\$246,500	\$2,185,000	-88.7%
List/Sell \$ Ratio	0.00%	0.00%		82.19%	85.89%	
Days to Sell	0	0	-100.0%	82.19	85.89	-4.3%
Active Inventory	6	5	20.0%			
Average Price	\$0	\$0	0.0%	\$246,500	\$1,092,500	-77.4%
Median Price	\$0	\$0	0.0%	\$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	4	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	1	3	-100.0%	8	16	-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%	0.00%		102.18%	80.56%	
Days to Sell	0	0	0.0%	201	271	-25.8%
Active Inventory	4	10	-60.0%			
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	1	0	0.0%	5	3	66.7%
Units Sold	1	1	-100.0%	4	2	100.0%
Sales Dollars	\$102,000	\$78,500	-100.0%	\$415,000	\$138,500	199.6%
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	1	0.0%			
Average Price	\$102,000	\$78,500	-100.0%	\$103,750	\$69,250	49.8%
Median Price	\$102,000	\$78,500	-100.0%	\$79,000	\$69,250	14.1%
Residential						
Units Listed	2	2	0.0%	22	18	22.2%
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	12	5	140.0%			
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	1	0	0.0%	3	2	-100.0%
Sales Dollars	\$1,089,000	\$0	0.0%	\$2,989,000	\$688,000	334.4%
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	\$1,089,000	\$0	0.0%	\$996,333	\$344,000	189.6%
Median Price	\$1,089,000	\$0	0.0%	\$950,000	\$344,000	176.2%
Timeshares						
Units Listed	0	2	-100.0%	0	4	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	2	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	12	11	9.1%	161	171	-5.8%
Units Sold	3	3	100.0%	62	56	10.7%
Sales Dollars	\$1,326,000	\$317,400	100.0%	\$28,213,400	\$20,262,779	39.2%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	84	110	-23.6%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	5	0	3
150001 to 180000	0	2	0	0
180001 to 210000	0	1	0	1
210001 to 240000	0	1	0	0
240001 to 270000	0	1	0	1
270001 to 300000	1	3	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	1	0	0
420001 to 450000	0	2	0	0
450001 to 480000	0	1	0	0
480001 and over	1	2	0	2
Totals	2	19	0	7

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	4	0	4
40001 to 60000	0	3	0	6
60001 to 80000	0	4	0	1
80001 to 100000	1	2	0	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	1	10	0	0
Totals	2	24	0	15