

# SHORE & COUNTRY

PROPERTIES

## 2004 INVENTORY ANALYSIS

| Friday's<br>Date | SINGLE FAMILY  |                |             | CONDOMINIUM    |                |             | MULTI-FAMILY   |                |             | LAND           |                |             | TOTAL LISTINGS |                |             |
|------------------|----------------|----------------|-------------|----------------|----------------|-------------|----------------|----------------|-------------|----------------|----------------|-------------|----------------|----------------|-------------|
|                  | 2003<br>Totals | 2004<br>Totals | %<br>Change | 2003<br>Totals | 2004<br>Totals | %<br>Change | 2003<br>Totals | 2004<br>Totals | %<br>Change | 2003<br>Totals | 2004<br>Totals | %<br>Change | 2003<br>Totals | 2004<br>Totals | %<br>Change |
| 1/2/04           | 307            | 273            | -11%        | 67             | 61             | -9%         | 17             | 18             | 6%          | 32             | 23             | -28%        | 423            | 375            | -11%        |
| 1/9/04           | 318            | 275            | -14%        | 72             | 61             | -15%        | 19             | 19             | 0%          | 29             | 26             | -10%        | 438            | 381            | -13%        |
| 1/16/04          | 336            | 287            | -15%        | 71             | 66             | -7%         | 18             | 17             | -6%         | 29             | 27             | -7%         | 454            | 397            | -13%        |
| 1/23/04          | 348            | 296            | -15%        | 71             | 73             | 3%          | 19             | 21             | 11%         | 27             | 25             | -7%         | 465            | 415            | -11%        |
| 1/30/04          | 355            | 305            | -14%        | 77             | 72             | -6%         | 17             | 21             | 24%         | 31             | 23             | -26%        | 480            | 421            | -12%        |
| 2/6/04           | 365            | 312            | -15%        | 82             | 71             | -13%        | 16             | 20             | 25%         | 34             | 28             | -18%        | 497            | 431            | -13%        |
| 2/13/04          | 385            | 317            | -18%        | 80             | 73             | -9%         | 17             | 21             | 24%         | 33             | 28             | -15%        | 515            | 439            | -15%        |
| 2/20/04          | 389            | 307            | -21%        | 74             | 73             | -1%         | 17             | 21             | 24%         | 32             | 31             | -3%         | 512            | 432            | -16%        |
| 2/27/04          | 404            | 317            | -22%        | 73             | 78             | 7%          | 19             | 20             | 5%          | 35             | 33             | -6%         | 531            | 448            | -16%        |
| 3/5/04           | 400            | 323            | -19%        | 73             | 77             | 5%          | 19             | 19             | 0%          | 34             | 33             | -3%         | 526            | 452            | -14%        |
| 3/12/04          | 408            | 314            | -23%        | 74             | 73             | -1%         | 17             | 21             | 24%         | 33             | 29             | -12%        | 532            | 437            | -18%        |
| 3/19/04          | 396            | 303            | -23%        | 74             | 75             | 1%          | 19             | 21             | 11%         | 33             | 34             | 3%          | 522            | 433            | -17%        |
| 3/26/04          | 401            | 305            | -24%        | 73             | 74             | 1%          | 17             | 22             | 29%         | 35             | 33             | -6%         | 526            | 434            | -17%        |
| 4/2/04           | 422            | 335            | -21%        | 71             | 78             | 10%         | 18             | 20             | 11%         | 33             | 35             | 6%          | 544            | 468            | -14%        |
| 4/9/04           | 434            | 340            | -22%        | 73             | 76             | 4%          | 19             | 22             | 16%         | 33             | 47             | 42%         | 559            | 485            | -13%        |
| 4/16/04          | 436            | 342            | -22%        | 73             | 74             | 1%          | 19             | 26             | 37%         | 37             | 47             | 27%         | 565            | 489            | -13%        |
| 4/23/04          | 456            | 360            | -21%        | 79             | 80             | 1%          | 23             | 25             | 9%          | 39             | 45             | 15%         | 597            | 510            | -15%        |
| 4/30/04          | 483            | 367            | -24%        | 86             | 91             | 6%          | 23             | 30             | 30%         | 38             | 48             | 26%         | 630            | 536            | -15%        |
| 5/7/04           | 482            | 388            | -20%        | 88             | 85             | -3%         | 22             | 29             | 32%         | 39             | 50             | 28%         | 631            | 552            | -13%        |
| 5/14/04          | 492            | 413            | -16%        | 95             | 87             | -8%         | 23             | 29             | 26%         | 41             | 55             | 34%         | 651            | 584            | -10%        |
| 5/21/04          | 501            | 426            | -15%        | 93             | 92             | -1%         | 24             | 30             | 25%         | 41             | 55             | 34%         | 659            | 603            | -8%         |
| 5/28/04          | 493            | 429            | -13%        | 92             | 93             | 1%          | 22             | 35             | 59%         | 43             | 54             | 26%         | 650            | 611            | -6%         |
| 6/4/04           | 485            | 433            | -11%        | 91             | 92             | 1%          | 27             | 35             | 30%         | 44             | 53             | 20%         | 647            | 613            | -5%         |
| 6/11/04          | 480            | 445            | -7%         | 80             | 93             | 16%         | 28             | 39             | 39%         | 45             | 51             | 13%         | 633            | 628            | -1%         |
| 6/18/04          | 484            | 445            | -8%         | 78             | 93             | 19%         | 24             | 36             | 50%         | 46             | 50             | 9%          | 632            | 624            | -1%         |
| 6/25/04          | 482            | 446            | -7%         | 75             | 94             | 25%         | 24             | 38             | 58%         | 46             | 57             | 24%         | 627            | 635            | 1%          |
| 7/2/04           | 464            | 441            | -5%         | 73             | 97             | 33%         | 24             | 40             | 67%         | 44             | 57             | 30%         | 605            | 635            | 5%          |
| 7/9/04           | 449            | 431            | -4%         | 71             | 94             | 32%         | 23             | 37             | 61%         | 41             | 58             | 41%         | 584            | 620            | 6%          |
| 7/16/04          | 430            | 420            | -2%         | 68             | 92             | 35%         | 22             | 37             | 68%         | 39             | 58             | 49%         | 559            | 607            | 9%          |
| 7/23/04          | 432            | 415            | -4%         | 70             | 89             | 27%         | 24             | 34             | 42%         | 36             | 60             | 67%         | 562            | 598            | 6%          |
| 7/30/04          | 421            | 410            | -3%         | 67             | 95             | 42%         | 24             | 32             | 33%         | 37             | 60             | 62%         | 549            | 597            | 9%          |
| 8/6/04           | 410            | 396            | -3%         | 67             | 95             | 42%         | 25             | 33             | 32%         | 35             | 62             | 77%         | 537            | 586            | 9%          |
| 8/13/04          | 407            | 389            | -4%         | 67             | 97             | 45%         | 24             | 33             | 38%         | 34             | 65             | 91%         | 532            | 584            | 10%         |
| 8/20/04          | 400            | 382            | -5%         | 64             | 96             | 50%         | 23             | 30             | 30%         | 34             | 67             | 97%         | 521            | 575            | 10%         |
| 8/27/04          | 395            | 386            | -2%         | 62             | 97             | 56%         | 22             | 32             | 45%         | 33             | 68             | 106%        | 512            | 583            | 14%         |
| 9/3/04           | 405            | 379            | -6%         | 63             | 95             | 51%         | 22             | 32             | 45%         | 32             | 67             | 109%        | 522            | 573            | 10%         |
| 9/10/04          | 431            | 397            | -8%         | 64             | 100            | 56%         | 22             | 32             | 45%         | 31             | 69             | 123%        | 548            | 598            | 9%          |
| 9/17/04          | 439            | 409            | -7%         | 65             | 101            | 55%         | 22             | 29             | 32%         | 32             | 62             | 94%         | 558            | 601            | 8%          |
| 9/24/04          | 441            | 413            | -6%         | 64             | 100            | 56%         | 22             | 32             | 45%         | 34             | 61             | 79%         | 561            | 606            | 8%          |
| 10/1/04          | 429            | 401            | -7%         | 64             | 103            | 61%         | 19             | 30             | 58%         | 32             | 61             | 91%         | 544            | 595            | 9%          |
| 10/8/04          | 428            | 402            | -6%         | 59             | 106            | 80%         | 20             | 32             | 60%         | 33             | 60             | 82%         | 540            | 600            | 11%         |
| 10/15/04         | 439            | 408            | -7%         | 76             | 110            | 45%         | 21             | 30             | 43%         | 37             | 62             | 68%         | 573            | 610            | 6%          |
| 10/22/04         | 438            | 399            | -9%         | 77             | 106            | 38%         | 21             | 30             | 43%         | 37             | 62             | 68%         | 573            | 597            | 4%          |
| 10/29/04         | 428            | 393            | -8%         | 76             | 109            | 43%         | 21             | 31             | 48%         | 35             | 64             | 83%         | 560            | 597            | 7%          |
| 11/5/04          | 420            | 371            | -12%        | 71             | 109            | 54%         | 23             | 29             | 26%         | 33             | 60             | 82%         | 547            | 569            | 4%          |
| 11/12/04         | 401            | 366            | -9%         | 74             | 110            | 49%         | 24             | 31             | 29%         | 34             | 53             | 56%         | 533            | 560            | 5%          |
| 11/19/04         | 380            | 356            | -6%         | 77             | 109            | 42%         | 24             | 32             | 33%         | 33             | 55             | 67%         | 514            | 552            | 7%          |
| 11/26/04         | 358            | 348            | -3%         | 76             | 107            | 41%         | 25             | 27             | 8%          | 29             | 55             | 90%         | 488            | 537            | 10%         |
| 12/3/04          | 339            | 336            | -1%         | 74             | 105            | 42%         | 26             | 29             | 12%         | 29             | 56             | 93%         | 468            | 526            | 12%         |
| 12/10/04         | 333            | 324            | -3%         | 72             | 108            | 50%         | 22             | 31             | 41%         | 30             | 52             | 73%         | 457            | 515            | 13%         |
| 12/17/04         | 308            | 304            | -1%         | 66             | 99             | 50%         | 22             | 28             | 27%         | 28             | 51             | 82%         | 424            | 482            | 14%         |
| 12/24/04         | 300            | 287            | -4%         | 62             | 102            | 65%         | 21             | 26             | 24%         | 29             | 48             | 66%         | 412            | 463            | 12%         |
| 12/31/04         | 307            | 277            | -10%        | 67             | 100            | 49%         | 17             | 24             | 41%         | 32             | 47             | 47%         | 423            | 448            | 6%          |