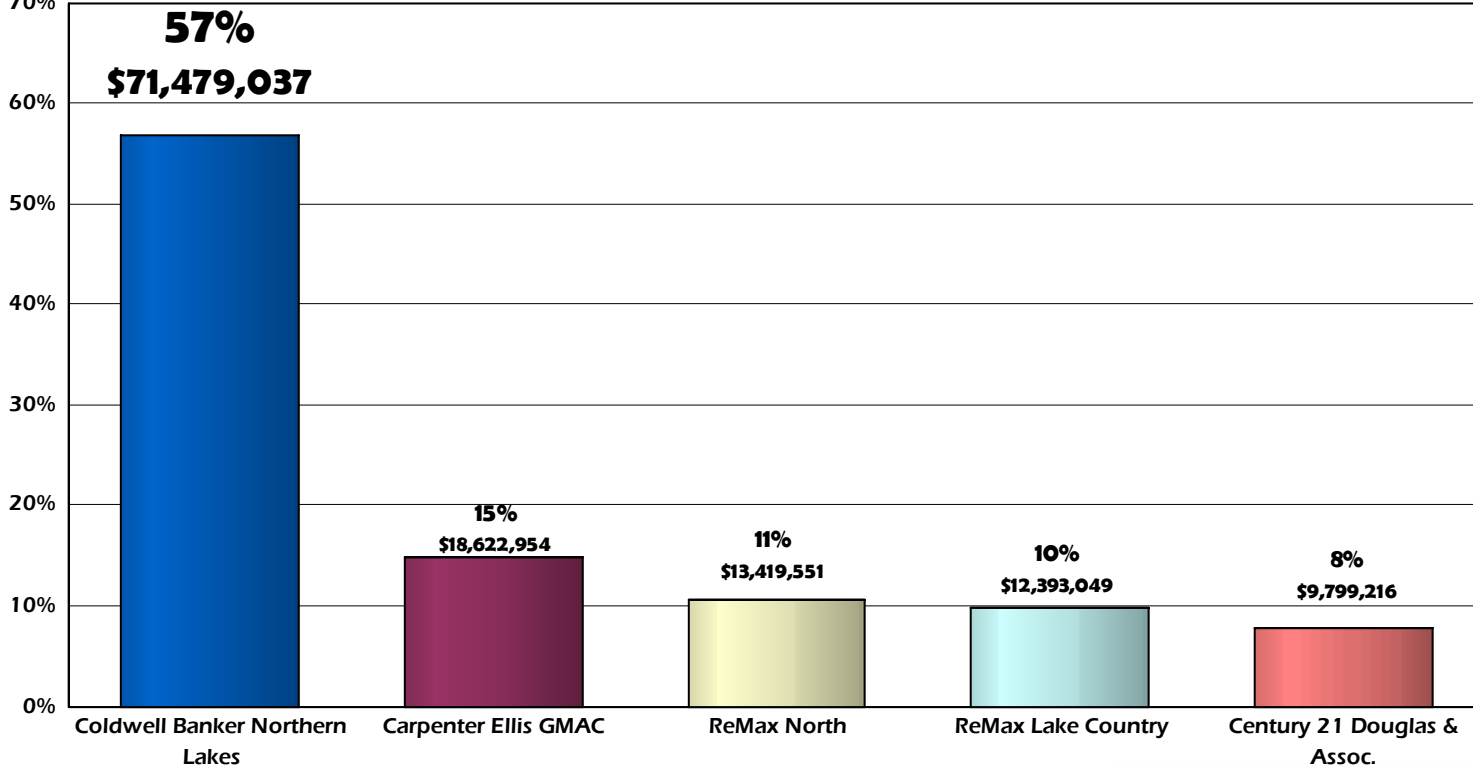


We outsell our nearest competitor by nearly 4 to 1!

Overall Total Market Share of \$125,713,808 in total sales.

2004 Sales

% of Total Sales



NORTHERN LAKES



Based on information from the Water Wonderland MLS, Inc. for the period 01/01/2004 through 12/31/2004. Represents sales in Cheboygan, Emmet and Presque Isle counties of vacant land, residential homes, residential waterfront, vacant waterfront & commercial properties, by Cheboygan County-based companies. Only the companies with the top five percentages of market share are represented on this graph.