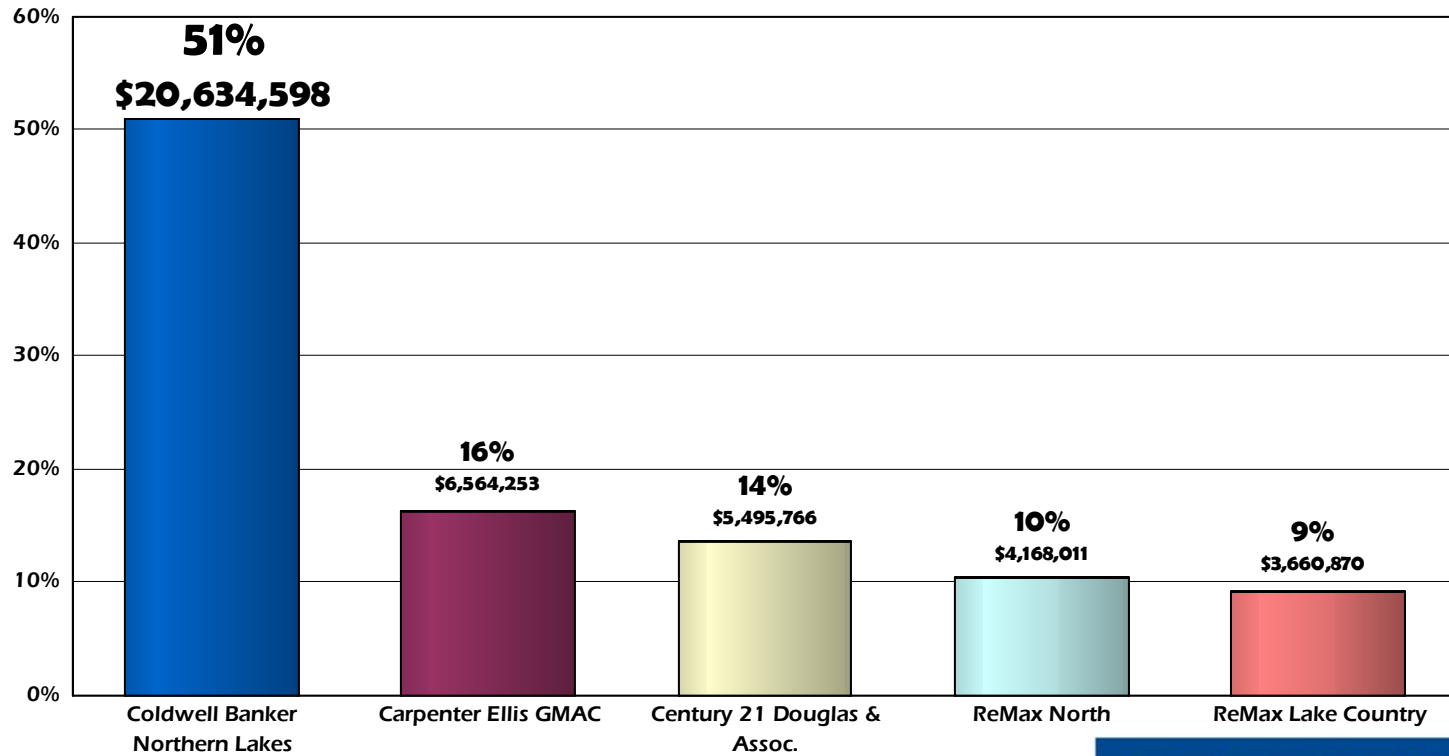


*We outsell our nearest competitor by more than  
3 to 1 in residential property sales!*

Total Market Share of residential properties,  
\$40,523,498 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 residential on lot & residential on acreage properties, by Cheboygan County-based companies. Only the companies with the top five percentages of market share are represented on this graph.