

OUT OF BOARD
MONTHLY STATISTICS

FOR

January 1 - 31, 2004

**COMPARATIVE ACTIVITY BY ZONE AS AT
January 31, 2004**

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

**ZONE CO
TOTALS**

Units Listed	608	668	-9.0%	608	668	-9.0%
Units Sold	298	316	-5.7%	298	316	-5.7%
Sales Dollars	\$72,264,341	\$60,984,071	18.5%	\$72,264,341	\$60,984,071	18.5%
List/Sell Ratio	96.90%	97.14%	-0.2%	96.90%	97.14%	-0.2%
Days to Sell	103	92	12.0%	103	92	12.0%
Active Listings	1985	2280	-12.9%			

**ZONE NO
TOTALS**

Units Listed	240	304	-21.1%	240	304	-21.1%
Units Sold	152	112	35.7%	152	112	35.7%
Sales Dollars	\$23,332,261	\$18,221,728	28.0%	\$23,332,261	\$18,221,728	28.0%
List/Sell Ratio	96.54%	94.69%	2.0%	96.54%	94.69%	2.0%
Days to Sell	141	169	-16.6%	141	169	-16.6%
Active Listings	1197	1613	-25.8%			

**ZONE SH
TOTALS**

Units Listed	168	147	14.3%	168	147	14.3%
Units Sold	59	46	28.3%	59	46	28.3%
Sales Dollars	\$8,779,900	\$7,332,791	19.7%	\$8,780,150	\$7,331,891	19.8%
List/Sell Ratio	90.28%	92.61%	-2.5%	90.28%	92.61%	-2.5%
Days to Sell	189	161	17.4%	189	161	17.4%
Active Listings	1026	1314	-21.9%			

**ZONE OB
TOTALS**

Units Listed	11	15	-26.7%	11	15	-26.7%
Units Sold	2	1	100.0%	2	1	100.0%
Sales Dollars	\$287,500	\$202,000	42.3%	\$287,500	\$202,000	42.3%
List/Sell Ratio	87.77%	96.65%	-9.2%	87.77%	96.65%	-9.2%
Days to Sell	305	369	-17.3%	305	368	-17.1%
Active Listings	117	132	-11.4%			

GRAND TOTALS

Units Listed	1027	1134	-9.4%	1027	1134	-9.4%
Units Sold	511	475	7.6%	511	475	7.6%
Sales Dollars	\$104,664,002	\$86,740,590	20.7%	\$104,664,252	\$86,739,690	20.7%
List/Sell Ratio	96.06%	95.20%	0.9%	96.06%	95.20%	0.9%
Days to Sell	125	118	5.9%	125	118	5.9%
Active Listings	4325	5339	-19.0%			

OB Comparative Activity By Property Type
January 31, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	2	1	100.0%	2	1	100.0%
Units Sold	1	1	0.0%	1	1	0.0%
Sales Dollars	\$202,500	\$202,000	0.2%	\$202,500	\$202,000	0.2%
List/Sell Ratio	81.00%	96.65%	-16.2%	81.00%	96.65%	-16.2%
Days to Sell	300	368	-18.5%	300	368	-18.5%
Active Inventory	13	9	44.4%			
Average Price	\$202,500	\$202,000	0.2%	\$202,500	\$202,000	0.2%
Median Price	\$202,500	\$202,000	0.2%	\$202,500	\$202,000	0.2%
Acreage with House						
Units Listed	2	0	100.0%	2	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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	17	14	21.4%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Acreage (Waterfront)						
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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	2	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Business						
Units Listed	0	8	-100.0%	0	8	-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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	28	43	-34.9%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Condo (Townhouse)						
Units Listed	0	1	-100.0%	0	1	-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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	0	2	-100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Condo (Apt)						
Units Listed	0	2	-100.0%	0	2	-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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	1	17	-94.1%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

OB Comparative Activity By Property Type

January 31, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	2	0	100.0%	2	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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	2	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Farms						
Units Listed	1	0	100.0%	1	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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	11	14	-21.4%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
IC&I						
Units Listed	0	2	-100.0%	0	2	-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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	10	10	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
IC&I Land						
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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	6	6	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots						
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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	7	4	75.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Leases						
Units Listed	1	0	100.0%	1	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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	3	2	50.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

**OB Comparative Activity By Property Type
January 31, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
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%	0.0%	0.00%	0.00%	0.0%
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%
Multi-Family						
Units Listed	1	0	100.0%	1	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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	3	1	200.0%			
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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	0	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Residential						
Units Listed	2	1	100.0%	2	1	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$85,000	\$0	100.0%	\$85,000	\$0	100.0%
List/Sell Ratio	94.54%	0.00%	100.0%	94.54%	0.00%	100.0%
Days to Sell	311	0	100.0%	311	0	100.0%
Active Inventory	9	8	12.5%			
Average Price	\$85,000	\$0	100.0%	\$85,000	\$0	100.0%
Median Price	\$85,000	\$0	100.0%	\$85,000	\$0	100.0%
Residential (Waterfront)						
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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	5	1	400.0%			
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	11	15	-26.7%	11	15	-26.7%
Units Sold	2	1	100.0%	2	1	100.0%
Sales Dollars	\$287,500	\$202,000	42.3%	\$287,500	\$202,000	42.3%
List/Sell Ratio	87.77%	96.65%	-9.2%	87.77%	96.65%	-9.2%
Days to Sell	305	368	-17.1%	305	368	-17.1%
Active Inventory	117	132	-11.4%			

RESIDENTIAL LISTING / SALES ANALYSIS
January 31, 2004

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	0	1	1
90001 to 110000	0	0	0	0
110001 to 130000	0	0	0	0
130001 to 150000	0	0	0	0
150001 to 170000	0	0	0	0
170001 to 190000	0	0	0	0
190001 to 210000	0	0	0	0
210001 to 230000	0	0	0	0
230001 to 250000	0	0	0	0
250001 to 270000	0	0	0	0
270001 to 290000	0	0	0	0
290001 to 310000	1	1	0	0
310001 and over	1	1	0	0
Totals	2	2	1	1

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	1	1	0	0
30001 to 40000	0	0	0	0
40001 to 50000	0	0	0	0
50001 to 60000	0	0	0	0
60001 to 70000	0	0	0	0
70001 to 80000	0	0	0	0
80001 to 90000	0	0	0	0
90001 and over	0	0	1	1
Totals	1	1	1	1