

OUT OF BOARD MONTHLY STATISTICS

FOR

February 1 - 29, 2004

**COMPARATIVE ACTIVITY BY ZONE AS AT
February 29, 2004**

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

**ZONE CO
TOTALS**

Units Listed	565	718	-21.3%	1173	1386	-15.4%
Units Sold	388	373	4.0%	699	689	1.5%
Sales Dollars	\$100,847,880	\$73,843,696	36.6%	\$175,571,921	\$132,635,767	32.4%
List/Sell Ratio	95.89%	95.65%	0.3%	96.35%	96.34%	0.0%
Days to Sell	76	89	-14.6%	88	90	-2.2%
Active Listings	2021	2487	-18.7%			

**ZONE NO
TOTALS**

Units Listed	261	295	-11.5%	501	599	-16.4%
Units Sold	178	166	7.2%	335	278	20.5%
Sales Dollars	\$28,858,275	\$26,602,885	8.5%	\$53,114,436	\$44,824,613	18.5%
List/Sell Ratio	96.06%	92.29%	4.1%	96.07%	93.29%	3.0%
Days to Sell	89	197	-54.8%	113	186	-39.2%
Active Listings	1221	1654	-26.2%			

**ZONE SH
TOTALS**

Units Listed	130	161	-19.3%	298	308	-3.2%
Units Sold	68	48	41.7%	127	93	36.6%
Sales Dollars	\$10,172,000	\$7,319,800	39.0%	\$18,376,900	\$14,652,591	25.4%
List/Sell Ratio	92.46%	91.61%	0.9%	91.45%	92.09%	-0.7%
Days to Sell	164	239	-31.4%	176	201	-12.4%
Active Listings	1072	1384	-22.5%			

**ZONE OB
TOTALS**

Units Listed	12	17	-29.4%	22	30	-26.7%
Units Sold	3	6	-50.0%	5	7	-28.6%
Sales Dollars	\$531,000	\$7,563,400	-93.0%	\$818,500	\$7,765,400	-89.5%
List/Sell Ratio	92.62%	75.62%	22.5%	90.68%	79.83%	13.6%
Days to Sell	192	255	-24.7%	237	271	-12.5%
Active Listings	121	132	-8.3%			

GRAND TOTALS

Units Listed	968	1191	-18.7%	1994	2323	-14.2%
Units Sold	637	593	7.4%	1166	1067	9.3%
Sales Dollars	\$140,409,155	\$115,329,781	21.7%	\$247,881,757	\$199,878,371	24.0%
List/Sell Ratio	95.75%	94.54%	1.3%	95.90%	94.84%	1.1%
Days to Sell	89	132	-32.6%	105	126	-16.7%
Active Listings	4435	5657	-21.6%			

**OB Comparative Activity By Property Type
February 29, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	2	2	100.0%	4	3	33.3%
Units Sold	2	0	100.0%	3	1	200.0%
Sales Dollars	\$166,000	\$0	100.0%	\$368,500	\$202,000	82.4%
List/Sell Ratio	92.74%	0.00%	100.0%	88.82%	96.65%	-8.1%
Days to Sell	60	0	100.0%	140	368	-62.0%
Active Inventory	13	9	44.4%			
Average Price	\$83,000	\$0	100.0%	\$122,833	\$202,000	-39.2%
Median Price	\$83,000	\$0	100.0%	\$155,000	\$202,000	-23.3%
Acreage with House						
Units Listed	0	0	0.0%	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	16	14	14.3%			
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	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	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	4	5	-20.0%	4	13	-69.2%
Units Sold	0	3	-100.0%	0	3	-100.0%
Sales Dollars	\$0	\$2,243,400	-100.0%	\$0	\$2,243,400	-100.0%
List/Sell Ratio	0.00%	74.88%	-100.0%	0.00%	74.88%	-100.0%
Days to Sell	0	187	-100.0%	0	187	-100.0%
Active Inventory	30	43	-30.2%			
Average Price	\$0	\$747,800	-100.0%	\$0	\$747,800	-100.0%
Median Price	\$0	\$825,900	-100.0%	\$0	\$825,900	-100.0%
Condo (Townhouse)						
Units Listed	0	0	0.0%	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	2	17	-88.2%			
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

February 29, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	0	0.0%	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	0	0	0.0%	1	0	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$365,000	\$0	100.0%	\$365,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	100.0%
Days to Sell	0	0	0.0%	0	0	100.0%
Active Inventory	10	14	-28.6%			
Average Price	\$365,000	\$0	100.0%	\$365,000	\$0	100.0%
Median Price	\$365,000	\$0	100.0%	\$365,000	\$0	100.0%
IC&I						
Units Listed	0	1	-100.0%	0	3	-100.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$4,175,000	-100.0%	\$0	\$4,175,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	436	-100.0%	0	436	-100.0%
Active Inventory	10	10	0.0%			
Average Price	\$0	\$4,175,000	-100.0%	\$0	\$4,175,000	-100.0%
Median Price	\$0	\$4,175,000	-100.0%	\$0	\$4,175,000	-100.0%
IC&I Land						
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	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	2	1	100.0%	2	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	9	4	125.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Leases						
Units Listed	3	2	50.0%	3	2	50.0%
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	2	200.0%			
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
February 29, 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	0	0	0.0%	1	0	100.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$1,075,000	-100.0%	\$0	\$1,075,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	284	-100.0%	0	284	-100.0%
Active Inventory	2	1	100.0%			
Average Price	\$0	\$1,075,000	-100.0%	\$0	\$1,075,000	-100.0%
Median Price	\$0	\$1,075,000	-100.0%	\$0	\$1,075,000	-100.0%
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	0	2	-100.0%	2	3	-33.3%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$70,000	-100.0%	\$85,000	\$70,000	21.4%
List/Sell Ratio	0.00%	77.86%	-100.0%	0.00%	77.86%	-100.0%
Days to Sell	0	252	-100.0%	311	252	23.4%
Active Inventory	8	8	0.0%			
Average Price	\$0	\$70,000	-100.0%	\$85,000	\$70,000	21.4%
Median Price	\$0	\$70,000	-100.0%	\$85,000	\$70,000	21.4%
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	12	17	-29.4%	22	30	-26.7%
Units Sold	3	6	-50.0%	5	7	-28.6%
Sales Dollars	\$531,000	\$7,563,400	-93.0%	\$818,500	\$7,765,400	-89.5%
List/Sell Ratio	92.62%	75.62%	22.5%	90.68%	79.83%	13.6%
Days to Sell	192	255	-24.7%	237	271	-12.5%
Active Inventory	121	132	-8.3%			

RESIDENTIAL LISTING / SALES ANALYSIS
February 29, 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	2	3	1	1
30001 to 40000	2	2	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	1	1	2
Totals	4	6	2	3