

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

March 1 - 31, 2004

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

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

**ZONE CO
TOTALS**

Units Listed	810	731	10.8%	1981	2117	-6.4%
Units Sold	563	495	13.7%	1278	1183	8.0%
Sales Dollars	\$135,110,586	\$96,489,441	40.0%	\$313,885,683	\$231,056,708	35.8%
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	2092	2487	-15.9%			

**ZONE NO
TOTALS**

Units Listed	440	353	24.6%	943	952	-0.9%
Units Sold	269	194	38.7%	608	472	28.8%
Sales Dollars	\$50,257,819	\$30,590,546	64.3%	\$104,896,755	\$75,415,159	39.1%
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	1303	1654	-21.2%			

**ZONE SH
TOTALS**

Units Listed	196	189	3.7%	494	497	-0.6%
Units Sold	123	72	70.8%	252	166	51.8%
Sales Dollars	\$18,111,600	\$9,821,006	84.4%	\$37,110,500	\$24,473,597	51.6%
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	1094	1384	-21.0%			

**ZONE OB
TOTALS**

Units Listed	18	14	28.6%	36	42	-14.3%
Units Sold	1	1	0.0%	6	8	-25.0%
Sales Dollars	\$282,500	\$135,900	107.9%	\$1,101,000	\$7,901,300	-86.1%
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	128	132	-3.0%			

GRAND TOTALS

Units Listed	1464	1287	13.8%	3454	3608	-4.3%
Units Sold	956	762	25.5%	2144	1829	17.2%
Sales Dollars	\$203,762,505	\$137,036,893	48.7%	\$456,993,938	\$338,846,764	34.9%
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	4617	5657	-18.4%			

OB Comparative Activity By Property Type
March 31, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	3	-100.0%	4	6	-33.3%
Units Sold	0	0	0.0%	3	1	200.0%
Sales Dollars	\$0	\$0	0.0%	\$368,500	\$202,000	82.4%
List/Sell Ratio	0.00%	0.00%		88.82%	96.65%	
Days to Sell	0	0	0.0%	140	368	-62.0%
Active Inventory	13	9	44.4%			
Average Price	\$0	\$0	0.0%	\$122,833	\$202,000	-39.2%
Median Price	\$0	\$0	0.0%	\$155,000	\$202,000	-23.3%
Acreage with House						
Units Listed	3	1	200.0%	6	1	500.0%
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%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	20	14	42.9%			
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	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%		0.00%	0.00%	
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	2	100.0%	8	15	-46.7%
Units Sold	1	0	100.0%	1	3	-66.7%
Sales Dollars	\$282,500	\$0	100.0%	\$282,500	\$2,243,400	-87.4%
List/Sell Ratio	86.92%	74.88%		86.92%	74.88%	
Days to Sell	342	0	100.0%	342	187	82.9%
Active Inventory	34	43	-20.9%			
Average Price	\$282,500	\$0	100.0%	\$282,500	\$747,800	-62.2%
Median Price	\$282,500	\$0	100.0%	\$282,500	\$825,900	-65.8%
Condo (Townhouse)						
Units Listed	2	0	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%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	2	2	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Condo (Apt)						
Units Listed	1	0	100.0%	1	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%		0.00%	0.00%	
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

March 31, 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%		0.00%	0.00%	
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	1	0.0%	2	1	100.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$365,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	100.0%
Active Inventory	10	14	-28.6%			
Average Price	\$0	\$0	0.0%	\$365,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$365,000	\$0	100.0%
IC&I						
Units Listed	0	0	0.0%	0	3	-100.0%
Units Sold	0	0	0.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$4,175,000	-100.0%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	436	-100.0%
Active Inventory	7	10	-30.0%			
Average Price	\$0	\$0	0.0%	\$0	\$4,175,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$4,175,000	-100.0%
IC&I Land						
Units Listed	0	1	-100.0%	1	1	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%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	5	6	-16.7%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots						
Units Listed	1	0	100.0%	1	1	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%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	8	4	100.0%			
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%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	5	2	150.0%			
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
March 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%		0.00%	0.00%	
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	0	0.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$1,075,000	-100.0%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	284	-100.0%
Active Inventory	3	1	200.0%			
Average Price	\$0	\$0	0.0%	\$0	\$1,075,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$1,075,000	-100.0%
Mobile Homes						
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%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	1	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Residential						
Units Listed	2	4	-50.0%	4	7	-42.9%
Units Sold	0	1	-100.0%	1	2	-100.0%
Sales Dollars	\$0	\$135,900	-100.0%	\$85,000	\$205,900	-58.7%
List/Sell Ratio	0.00%	97.14%		94.54%	87.50%	
Days to Sell	0	45	-100.0%	311	148	110.1%
Active Inventory	10	8	25.0%			
Average Price	\$0	\$135,900	-100.0%	\$85,000	\$102,950	-17.4%
Median Price	\$0	\$135,900	-100.0%	\$85,000	\$102,950	-17.4%
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%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	4	1	300.0%			
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	18	14	28.6%	36	42	-14.3%
Units Sold	1	1	0.0%	6	8	-25.0%
Sales Dollars	\$282,500	\$135,900	107.9%	\$1,101,000	\$7,901,300	-86.1%
List/Sell Ratio	92.62%	75.62%		90.68%	79.83%	
Days to Sell	192	255	-24.7%	237	271	-12.5%
Active Inventory	128	132	-3.0%			

RESIDENTIAL LISTING / SALES ANALYSIS
March 31, 2004

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	0	0	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	1	1	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	0	1	0	0
310001 and over	1	2	0	0
Totals	2	4	0	1

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	0	1	0	1
30001 to 40000	0	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	1	0	0
90001 and over	1	1	0	2
Totals	1	5	0	3