

# OUT OF BOARD MONTHLY STATISTICS

FOR

April 1 - 30, 2004

**PLEASE NOTE THAT THERE ARE 2 NEW SECTIONS IN THE STATISTICS  
1. TIMESHARES AND 2. RECREATIONAL PROPERTY TYPES**

**COMPARATIVE ACTIVITY BY ZONE AS AT  
April 30, 2004**

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

**ZONE CO  
TOTALS**

<b>Units Listed</b>	929	683	36.0%	2916	2631	10.8%
<b>Units Sold</b>	<b>514</b>	<b>444</b>	<b>15.8%</b>	<b>1787</b>	<b>1589</b>	<b>12.5%</b>
<b>Sales Dollars</b>	\$128,271,846	\$95,255,659	34.7%	\$439,055,633	\$317,517,959	38.3%
<b>List/Sell Ratio</b>	96.19%	95.73%	0.5%	96.25%	96.77%	-0.5%
<b>Days to Sell</b>	65	85	-23.5%	77	82	-6.1%
<b>Active Listings</b>	2298	2535	-9.3%			

**ZONE NO  
TOTALS**

<b>Units Listed</b>	431	344	25.3%	1390	1222	13.7%
<b>Units Sold</b>	<b>294</b>	<b>210</b>	<b>40.0%</b>	<b>898</b>	<b>658</b>	<b>36.5%</b>
<b>Sales Dollars</b>	\$56,730,982	\$36,436,246	55.7%	\$160,213,937	\$116,280,657	37.8%
<b>List/Sell Ratio</b>	96.33%	93.98%	2.5%	96.21%	93.61%	2.8%
<b>Days to Sell</b>	119	159	-25.2%	116	158	-26.6%
<b>Active Listings</b>	1356	1758	-22.9%			

**ZONE SH  
TOTALS**

<b>Units Listed</b>	225	187	20.3%	719	665	8.1%
<b>Units Sold</b>	<b>130</b>	<b>94</b>	<b>38.3%</b>	<b>380</b>	<b>251</b>	<b>51.4%</b>
<b>Sales Dollars</b>	\$23,463,754	\$10,234,100	129.3%	\$60,763,657	\$33,495,697	81.4%
<b>List/Sell Ratio</b>	94.37%	89.63%	5.3%	92.34%	91.18%	1.3%
<b>Days to Sell</b>	184	298	-38.3%	196	244	-19.7%
<b>Active Listings</b>	1146	1474	-22.3%			

**ZONE OB  
TOTALS**

<b>Units Listed</b>	13	17	-23.5%	49	57	-14.0%
<b>Units Sold</b>	<b>7</b>	<b>0</b>	<b>100.0%</b>	<b>13</b>	<b>8</b>	<b>62.5%</b>
<b>Sales Dollars</b>	\$1,399,500	\$0	100.0%	\$2,500,500	\$7,901,300	-68.4%
<b>List/Sell Ratio</b>	84.32%	0.00%	100.0%	86.97%	82.71%	5.2%
<b>Days to Sell</b>	313	0	100.0%	286	243	17.7%
<b>Active Listings</b>	121	143	-15.4%			

**GRAND TOTALS**

<b>Units Listed</b>	1598	1231	29.8%	5074	4575	10.9%
<b>Units Sold</b>	<b>945</b>	<b>748</b>	<b>26.3%</b>	<b>3078</b>	<b>2506</b>	<b>22.8%</b>
<b>Sales Dollars</b>	\$209,866,082	\$141,926,005	47.9%	\$662,533,727	\$475,195,613	39.4%
<b>List/Sell Ratio</b>	95.75%	94.54%	1.3%	95.90%	94.84%	1.1%
<b>Days to Sell</b>	89	132	-32.6%	105	126	-16.7%
<b>Active Listings</b>	4921	5910	-16.7%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	0	1	-100.0%	4	7	-42.9%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>3</b>	<b>1</b>	<b>200.0%</b>
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	10	14	-28.6%			
Average Price	\$0	\$0	0.0%	\$122,833	\$202,000	-39.2%
Median Price	\$0	\$0	0.0%	\$155,000	\$202,000	-23.3%
<b>Acreage with House</b>						
Units Listed	2	1	100.0%	8	2	300.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$395,000	\$0	100.0%	\$395,000	\$0	100.0%
List/Sell Ratio	92.07%	0.00%		92.07%	0.00%	
Days to Sell	164	0	100.0%	164	0	100.0%
Active Inventory	21	14	50.0%			
Average Price	\$395,000	\$0	100.0%	\$395,000	\$0	100.0%
Median Price	\$395,000	\$0	100.0%	\$395,000	\$0	100.0%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	0	2	-100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	3	2	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Business</b>						
Units Listed	6	8	-25.0%	14	23	-39.1%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>3</b>	<b>0.0%</b>
Sales Dollars	\$895,000	\$0	100.0%	\$1,177,500	\$2,243,400	-47.5%
List/Sell Ratio	90.67%	74.88%		89.42%	74.88%	
Days to Sell	385	0	100.0%	370	187	97.9%
Active Inventory	31	39	-20.5%			
Average Price	\$447,500	\$0	100.0%	\$392,500	\$747,800	-47.5%
Median Price	\$447,500	\$0	100.0%	\$335,000	\$825,900	-59.4%
<b>Condo (Townhouse)</b>						
Units Listed	0	0	0.0%	2	1	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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%
<b>Condo (Apt)</b>						
Units Listed	0	0	100.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	13	-92.3%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	0	0	0.0%	2	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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%
<b>Farms</b>						
Units Listed	0	0	0.0%	2	1	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
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	11	14	-21.4%			
Average Price	\$0	\$0	0.0%	\$365,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$365,000	\$0	100.0%
<b>IC&amp;I</b>						
Units Listed	1	1	0.0%	1	4	-75.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
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	11	-36.4%			
Average Price	\$0	\$0	0.0%	\$0	\$4,175,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$4,175,000	-100.0%
<b>IC&amp;I Land</b>						
Units Listed	0	1	-100.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	7	-28.6%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Lots</b>						
Units Listed	0	0	0.0%	1	1	0.0%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$12,500	\$0	100.0%	\$12,500	\$0	100.0%
List/Sell Ratio	72.29%	0.00%		72.29%	0.00%	
Days to Sell	340	0	0.0%	340	0	0.0%
Active Inventory	4	5	-20.0%			
Average Price	\$4,167	\$0	100.0%	\$4,167	\$0	0.0%
Median Price	\$4,167	\$0	100.0%	\$4,167	\$0	0.0%
<b>Leases</b>						
Units Listed	0	0	0.0%	3	2	50.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	4	25.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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%
<b>Multi-Family</b>						
Units Listed	0	1	-100.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
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%
<b>Mobile Homes</b>						
Units Listed	0	0	100.0%	1	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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%
<b>Recreational Property</b>						
Units Listed	1	1	0.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Residential</b>						
Units Listed	3	1	200.0%	7	8	-12.5%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>2</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	\$97,000	\$0	100.0%	\$182,000	\$205,900	-11.6%
List/Sell Ratio	100.00%	0.00%		97.27%	87.50%	
Days to Sell	243	0	100.0%	277	148	87.2%
Active Inventory	11	12	-8.3%			
Average Price	\$97,000	\$0	100.0%	\$91,000	\$102,950	-11.6%
Median Price	\$97,000	\$0	100.0%	\$91,000	\$102,950	-11.6%
<b>Residential (Waterfront)</b>						
Units Listed	0	2	-100.0%	0	2	-100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	4	-75.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>OUTSIDE BOARD AREA - TOTALS</b>						
Units Listed	13	17	-23.5%	49	57	-14.0%
Units Sold	<b>7</b>	<b>0</b>	<b>100.0%</b>	<b>13</b>	<b>8</b>	<b>62.5%</b>
Sales Dollars	\$1,399,500	\$0	100.0%	\$2,500,500	\$7,901,300	-68.4%
List/Sell Ratio	84.32%	0.00%		86.97%	82.71%	
Days to Sell	313	0	100.0%	286	243	17.7%
Active Inventory	121	143	-15.4%			

**RESIDENTIAL LISTING / SALES ANALYSIS**  
**March 31, 2004**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	1	1	1	2
150001 to 180000	1	2	0	0
180001 to 210000	0	0	0	0
210001 to 240000	0	0	0	0
240001 to 270000	0	0	0	0
270001 to 300000	1	2	0	0
300001 to 330000	0	0	0	0
330001 to 360000	0	1	0	0
360001 to 390000	0	1	0	0
390001 to 420000	0	0	0	0
420001 to 450000	0	0	0	0
450001 to 480000	0	0	0	0
480001 and over	0	0	0	0
<b>Totals</b>	<b>3</b>	<b>7</b>	<b>1</b>	<b>2</b>

**LOT LISTING/SALES ANALYSIS**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	3	3	4
40001 to 60000	0	0	0	0
60001 to 80000	0	0	0	0
80001 to 100000	0	1	0	0
100001 to 120000	0	0	0	0
120001 to 140000	0	0	0	0
140001 to 160000	0	0	0	1
160001 and over	0	1	0	1
<b>Totals</b>	<b>0</b>	<b>5</b>	<b>3</b>	<b>6</b>