

**OUT OF BOARD  
MONTHLY STATISTICS**

**FOR**

**April 1 - 30, 2003**

**COMPARATIVE ACTIVITY BY ZONE AS AT  
April 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	615	786	-21.76%	2722	2795	-2.61%
Units Sold	481	534	-9.93%	1621	1715	-5.48%
Sales Dollars	\$124,338,058	\$97,442,097	27.60%	\$347,792,586	\$302,726,799	14.89%
List/Sell Ratio	93.49%	91.84%	1.80%	93.49%	91.84%	1.80%
Days to Sell	125	138	-9.42%	125	138	-9.42%
Active Listings	2535	2795	-9.30%			
<b>ZONE NO TOTALS</b>						
Units Listed	319	405	-21.23%	1287	1270	1.34%
Units Sold	204	213	-4.23%	659	591	11.51%
Sales Dollars	\$31,889,606	\$33,108,899	-3.68%	\$106,579,256	\$86,731,520	22.88%
List/Sell Ratio	93.58%	90.07%	3.90%	93.58%	90.07%	3.90%
Days to Sell	176	179	-1.68%	176	179	-1.68%
Active Listings	1758	2011	-12.58%			
<b>ZONE SH TOTALS</b>						
Units Listed	190	215	-11.63%	685	674	1.63%
Units Sold	87	71	22.54%	254	197	28.93%
Sales Dollars	\$9,844,950	\$9,981,327	-1.37%	\$34,001,147	\$28,651,358	18.67%
List/Sell Ratio	90.60%	89.16%	1.62%	90.60%	89.16%	1.62%
Days to Sell	248	198	25.25%	248	198	25.25%
Active Listings	1474	1685	-12.52%			
<b>ZONE OB TOTALS</b>						
Units Listed	16	17	-5.88%	56	84	-33.33%
Units Sold	0	0	0.00%	11	3	266.67%
Sales Dollars	\$0	\$0	#DIV/0!	\$9,890,200	\$1,236,000	700.18%
List/Sell Ratio	0.00%	89.24%	-100.00%	0.00%	89.24%	-100.00%
Days to Sell	0	194	-100.00%	0	194	-100.00%
Active Listings	143	163	-12.27%			
<b>GRAND TOTALS</b>						
Units Listed	1140	1423	-19.89%	4750	4823	-1.51%
Units Sold	772	818	-5.62%	2545	2506	1.56%
Sales Dollars	\$166,072,614	\$140,532,323	18.17%	\$498,263,189	\$419,345,677	18.82%
List/Sell Ratio	93.23%	90.97%	2.48%	93.23%	90.97%	2.48%
Days to Sell	147	158	-6.96%	147	158	-6.96%
Active Listings	5910	6654	-11.18%			

**OB Comparative Activity By Property Type**  
**April 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	1	0	100.0%	7	21	-66.7%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$202,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	96.65%	0.00%	0.0%
Days to Sell	0	0	0.0%	368	0	100.0%
Active Inventory	14	29	-51.7%			
Average Price	\$0	\$0	0.0%	\$202,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$202,000	\$0	100.0%
<b>Acreage with House</b>						
Units Listed	1	3	-66.7%	1	8	-87.5%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$500,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	71.53%	0.00%	100.0%
Days to Sell	0	0	0.0%	645	0	100.0%
Active Inventory	14	15	-6.7%			
Average Price	\$0	\$0	0.0%	\$500,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$500,000	\$0	100.0%
<b>Acreage (Waterfront)</b>						
Units Listed	0	2	-100.0%	1	3	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	4	-50.0%			
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	8	4	100.0%	24	25	-4.0%
Units Sold	0	0	0.0%	3	2	50.0%
Sales Dollars	\$0	\$0	0.0%	\$2,243,400	\$1,060,000	111.6%
List/Sell Ratio	0.00%	0.00%	0.0%	74.88%	81.66%	-8.3%
Days to Sell	0	0	0.0%	189	133	42.1%
Active Inventory	39	49	-20.4%			
Average Price	\$0	\$0	0.0%	\$747,800	\$530,000	41.1%
Median Price	\$0	\$0	0.0%	\$825,900	\$530,000	55.8%
<b>Condo (Townhouse)</b>						
Units Listed	0	0	0.0%	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	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>Condo (Apt)</b>						
Units Listed	0	1	-100.0%	2	6	-66.7%
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	13	8	62.5%			
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

April 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
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%
<b>Farms</b>						
Units Listed	0	2	-100.0%	1	6	-83.3%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$904,800	\$176,000	414.1%
List/Sell Ratio	0.00%	0.00%	0.0%	99.42%	97.77%	1.7%
Days to Sell	0	0	0.0%	301	79	281.0%
Active Inventory	14	17	-17.6%			
Average Price	\$0	\$0	0.0%	\$904,800	\$176,000	414.1%
Median Price	\$0	\$0	0.0%	\$904,800	\$176,000	414.1%
<b>IC&amp;I</b>						
Units Listed	1	0	100.0%	3	1	200.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$4,175,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	436	0	100.0%
Active Inventory	11	7	57.1%			
Average Price	\$0	\$0	0.0%	\$4,175,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$4,175,000	\$0	100.0%
<b>IC&amp;I Land</b>						
Units Listed	0	0	0.0%	1	3	-66.7%
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	6	16.7%			
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	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%	0.0%	0.00%	0.00%	0.0%
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%
<b>Leases</b>						
Units Listed	0	0	0.0%	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	4	2	100.0%			
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**  
**April 30, 2003**

	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	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	2	-50.0%			
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	1	1	0.0%	1	1	0.0%
Units Sold	0	0	0.0%	2	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$1,295,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	163	0	100.0%
Active Inventory	1	3	-66.7%			
Average Price	\$0	\$0	0.0%	\$647,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$647,500	\$0	100.0%
<b>Mobile Homes</b>						
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%
<b>Residential</b>						
Units Listed	1	2	-100.0%	8	3	166.7%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$70,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	100.0%	77.86%	0.00%	100.0%
Days to Sell	0	0	0.0%	269	0	0.0%
Active Inventory	12	6	100.0%			
Average Price	\$0	\$0	0.0%	\$70,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$70,000	\$0	100.0%
<b>Residential (Waterfront)</b>						
Units Listed	3	1	200.0%	3	3	0.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$500,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	71.53%	0.00%	0.0%
Days to Sell	0	0	100.0%	645	0	100.0%
Active Inventory	4	9	-55.6%			
Average Price	\$0	\$0	0.0%	\$500,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$500,000	\$0	100.0%
<b>OUTSIDE BOARD AREA - TOTALS</b>						
Units Listed	16	17	-5.9%	56	84	-33.3%
Units Sold	0	0	0.0%	11	3	266.7%
Sales Dollars	\$0	\$0	0.0%	\$9,890,200	\$1,236,000	700.2%
List/Sell Ratio	0.00%	89.24%	-100.0%	0.00%	89.24%	-100.0%
Days to Sell	0	194	-100.0%	0	194	-100.0%
Active Inventory	143	163	-12.3%			

## RESIDENTIAL LISTING / SALES ANALYSIS

April 30, 2003  
Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	2	0	1
90001 to 110000	0	0	0	0
110001 to 130000	0	0	0	0
130001 to 150000	0	1	0	0
150001 to 170000	0	1	0	0
170001 to 190000	0	0	0	0
190001 to 210000	0	1	0	0
210001 to 230000	0	0	0	0
230001 to 250000	0	2	0	0
250001 to 270000	0	0	0	0
270001 to 290000	0	0	0	0
290001 to 310000	0	0	0	0
310001 and over	0	1	0	0
<b>Totals</b>	<b>1</b>	<b>8</b>	<b>0</b>	<b>1</b>

## LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	0	0	0	0
30001 to 40000	0	0	0	0
40001 to 50000	0	0	0	0
50001 to 60000	0	1	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	1	8	0	1
<b>Totals</b>	<b>1</b>	<b>9</b>	<b>0</b>	<b>1</b>