

OUTSIDE BOARD AREA
MONTHLY STATISTICS

FOR

May 1 - 31, 2002

COMPARATIVE ACTIVITY BY PROPERTY TYPE

May 31, 2002

OUTSIDE BOARD AREA

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	1	1	0.0%	22	8	175.0%
	UNITS SOLD	0	1	-100.0%	0	3	-100.0%
	SALES DOLLARS	0	162000	-100.0%	0	652000	-100.0%
	LIST/SELL RATIO	0.00	81.40		0.00	83.87	
	DAYS TO SELL	0	35	0.0%	0	64	-100.0%
	ACTIVE INVENTORY	29	5	2.0%			
	AVERAGE PRICE	\$0	\$162,000	-100.0%	\$0	\$217,333	-100.0%
	MEDIAN PRICE	\$0	\$162,000	-100.0%	\$0	\$162,000	-100.0%
Acreage with House							
	UNITS LISTED	3	1	2.0%	11	9	22.2%
	UNITS SOLD	1	0	100.0%	1	0	100.0%
	SALES DOLLARS	200000	0	100.0%	200000	0	100.0%
	LIST/SELL RATIO	90.95	0.00		90.95	0.00	
	DAYS TO SELL	85	0	0.0%	85	0	0.0%
	ACTIVE INVENTORY	15	6	150.0%			
	AVERAGE PRICE	\$200,000	\$0	100.0%	\$200,000	\$0	100.0%
	MEDIAN PRICE	\$200,000	\$0	100.0%	\$200,000	\$0	100.0%
Acreage (Waterfront)							
	UNITS LISTED	3	1	200.0%	6	2	200.0%
	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	1	400.0%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Business							
	UNITS LISTED	7	1	600.0%	33	28	17.9%
	UNITS SOLD	1	0	100.0%	3	4	-25.0%
	SALES DOLLARS	777500	0	100.0%	1837500	2322500	-20.9%
	LIST/SELL RATIO	97.49	0.00		86.94	83.21	
	DAYS TO SELL	86	0	100.0%	117	161	-27.3%
	ACTIVE INVENTORY	44	46	-4.3%			
	AVERAGE PRICE	\$777,500	\$0	100.0%	\$612,500	\$580,625	5.5%
	MEDIAN PRICE	\$777,500	\$0	100.0%	\$777,500	\$472,500	64.6%
Condo (Townhouse)							
	UNITS LISTED	0	1	-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		0.00	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%

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May 31, 2002

OUTSIDE BOARD AREA

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	0	1	-1100.0%	6	3	100.0%
UNITS SOLD	0	0	0.0%	0	1	-100.0%
SALES DOLLARS	0	0	0.0%	0	2500	-100.0%
LIST/SELL RATIO	0.00	0.00		0.00	89.28	
DAYS TO SELL	0	0	0.0%	0	25	0.0%
ACTIVE INVENTORY	8	6	33.3%			
AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$2,500	-100.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$2,500	-100.0%
Duplex						
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	0	0.0%			
AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Farms						
UNITS LISTED	2	2	0.0%	8	5	60.0%
UNITS SOLD	0	1	-100.0%	1	1	0.0%
SALES DOLLARS	0	675000	-100.0%	176000	675000	-73.9%
LIST/SELL RATIO	0.00	71.05		97.77	71.05	
DAYS TO SELL	0	260	-100.0%	79	260	-69.6%
ACTIVE INVENTORY	18	13	38.5%			
AVERAGE PRICE	\$0	\$675,000	-100.0%	\$176,000	\$675,000	-73.9%
MEDIAN PRICE	\$0	\$675,000	-100.0%	\$176,000	\$675,000	-73.9%
IC&I						
UNITS LISTED	2	0	-100.0%	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	9	2	350.0%			
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	2	0	100.0%	5	5	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	200.0%			
AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

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		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	0	0	0.0%	1	6	-83.3%
	UNITS SOLD	1	0	100.0%	1	0	100.0%
	SALES DOLLARS	20000	0	100.0%	20000	0	100.0%
	LIST/SELL RATIO	83.33	0.00		83.33	0.00	
	DAYS TO SELL	434	0	0.0%	434	0	0.0%
	ACTIVE INVENTORY	5	10	-50.0%			
	AVERAGE PRICE	\$20,000	\$0	100.0%	\$20,000	\$0	0.0%
	MEDIAN PRICE	\$20,000	\$0	100.0%	\$20,000	\$0	0.0%
Leases							
	UNITS LISTED	0	0	0.0%	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	1	1	0.0%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots (Waterfront)							
	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	2	0.0%			
	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	1	0.0%
	UNITS SOLD	0	0	0.0%	0	1	-100.0%
	SALES DOLLARS	0	0	0.0%	0	300000	-100.0%
	LIST/SELL RATIO	0.00	0.00		0.00	91.18	
	DAYS TO SELL	0	0	0.0%	0	286	-100.0%
	ACTIVE INVENTORY	3	5	-40.0%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$300,000	-100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$300,000	-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		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	0	6	-100.0%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%

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May 31, 2002

OUTSIDE BOARD AREA

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	6	0	100.0%	9	4	125.0%
UNITS SOLD	0	1	-100.0%	0	1	-100.0%
SALES DOLLARS	0	120000	-100.0%	0	120000	-100.0%
LIST/SELL RATIO	0.00	92.39		0.00	92.39	
DAYS TO SELL	0	17	-100.0%	0	17	-100.0%
ACTIVE INVENTORY	12	5	140.0%			
AVERAGE PRICE	\$0	\$120,000	-100.0%	\$0	\$120,000	-100.0%
MEDIAN PRICE	\$0	\$120,000	-100.0%	\$0	\$120,000	-100.0%
Residential (Waterfront)						
UNITS LISTED	2	1	100.0%	5	2	150.0%
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	10	4	150.0%			
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	28	9	211.1%	113	78	44.9%
UNITS SOLD	3	3	0.0%	6	11	-45.5%
SALES DOLLARS	997500	957000	4.2%	2233500	4072000	-45.1%
LIST/SELL RATIO	90.59	81.61		88.81	84.39	
DAYS TO SELL	201	104	93.3%	158	126	25.4%
ACTIVE INVENTORY	169	117	44.4%			

RESIDENTIAL LISTING / SALES ANALYSIS

May 31, 2002

Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	2	0	0
90001 to 110000	0	0	0	0
110001 to 130000	1	1	0	0
130001 to 150000	2	2	0	0
150001 to 170000	2	2	0	0
170001 to 190000	0	2	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	0	0	0
310001 and over	0	0	0	0
	6	9	0	0

LOT LISTING / SALES ANALYSIS

May 31, 2002

Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	0	0	1	1
30001 to 40000	0	0	0	0
40001 to 50000	1	1	0	0
50001 to 60000	0	6	0	0
60001 to 70000	0	1	0	0
70001 to 80000	0	10	0	0
80001 to 90000	0	0	0	0
90001 and over	4	13	0	0
	5	31	1	1