

OUT OF BOARD MONTHLY STATISTICS

FOR

May 1st - 31st, 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
May 31, 2004**

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

**ZONE CO
TOTALS**

Units Listed	866	674	28.5%	3802	3304	15.1%
Units Sold	500	455	9.9%	2307	2044	12.9%
Sales Dollars	\$129,278,677	\$92,811,761	39.3%	\$590,609,310	\$410,329,719	43.9%
List/Sell Ratio	96.49%	96.14%		96.32%	96.62%	-0.3%
Days to Sell	65	85	-23.5%	77	82	-6.1%
Active Listings	2477	2564	-3.4%			

**ZONE NO
TOTALS**

Units Listed	435	325	33.8%	1830	1547	18.3%
Units Sold	289	239	20.9%	1202	897	34.0%
Sales Dollars	\$53,072,911	\$38,297,400	38.6%	\$215,856,548	\$154,578,057	39.6%
List/Sell Ratio	97.41%	94.40%		96.51%	93.82%	2.9%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1419	1761	-19.4%			

**ZONE SH
TOTALS**

Units Listed	222	201	10.4%	944	866	9.0%
Units Sold	117	108	8.3%	499	359	39.0%
Sales Dollars	\$18,777,712	\$16,246,092	15.6%	\$79,891,869	\$49,741,789	60.6%
List/Sell Ratio	93.85%	92.08%		92.72%	91.45%	1.4%
Days to Sell	184	298	-38.3%	196	244	-19.7%
Active Listings	1174	1506	-22.0%			

**ZONE OB
TOTALS**

Units Listed	15	19	-21.1%	64	75	-14.7%
Units Sold	5	4	100.0%	18	12	50.0%
Sales Dollars	\$3,542,000	\$2,922,500	100.0%	\$6,042,500	\$10,823,800	-44.2%
List/Sell Ratio	97.02%	90.91%		89.76%	85.99%	4.4%
Days to Sell	313	0	100.0%	286	243	17.7%
Active Listings	126	139	-9.4%			

GRAND TOTALS

Units Listed	1538	1219	26.2%	6640	5792	14.6%
Units Sold	911	806	13.0%	4026	3312	21.6%
Sales Dollars	\$204,671,300	\$150,277,753	36.2%	\$892,400,227	\$625,473,365	42.7%
List/Sell Ratio	96.15%	94.81%		96.02%	95.00%	1.1%
Days to Sell	89	132	-32.6%	105	126	-16.7%
Active Listings	5196	5970	-13.0%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	3	-100.0%	4	10	-60.0%
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	11	17	-35.3%			
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%	11	3	266.7%
Units Sold	1	1	0.0%	2	1	100.0%
Sales Dollars	\$370,000	\$955,000	-61.3%	\$765,000	\$955,000	-19.9%
List/Sell Ratio	94.87%	86.81%		93.47%	86.81%	
Days to Sell	209	388	-46.1%	186	388	-52.1%
Active Inventory	21	13	61.5%			
Average Price	\$370,000	\$955,000	-61.3%	\$382,500	\$955,000	-59.9%
Median Price	\$370,000	\$955,000	-61.3%	\$382,500	\$955,000	-59.9%
Acreage (Waterfront)						
Units Listed	1	0	100.0%	1	2	-50.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$300,000	\$0	100.0%	\$300,000	\$0	100.0%
List/Sell Ratio	100.00%	0.00%		100.00%	0.00%	
Days to Sell	460	0	0.0%	460	0	0.0%
Active Inventory	2	2	100.0%			
Average Price	\$300,000	\$0	100.0%	\$300,000	\$0	100.0%
Median Price	\$300,000	\$0	100.0%	\$300,000	\$0	100.0%
Business						
Units Listed	4	5	-20.0%	18	28	-35.7%
Units Sold	0	0	0.0%	3	3	0.0%
Sales Dollars	\$0	\$0	0.0%	\$1,177,500	\$2,243,400	-47.5%
List/Sell Ratio	0.00%	0.00%		89.42%	74.88%	
Days to Sell	0	0	0.0%	370	187	97.9%
Active Inventory	38	38	0.0%			
Average Price	\$0	\$0	0.0%	\$392,500	\$747,800	-47.5%
Median Price	\$0	\$0	0.0%	\$335,000	\$825,900	-59.4%
Condo (Townhouse)						
Units Listed	1	0	100.0%	3	1	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	3	2	50.0%			
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	3	-66.7%	2	4	-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	11	-81.8%			
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
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	0	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	2	-100.0%	3	3	0.0%
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%	457	0	100.0%
Active Inventory	9	15	-40.0%			
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	1	0	100.0%	2	4	-50.0%
Units Sold	0	1	-100.0%	0	2	-100.0%
Sales Dollars	\$0	\$1,350,000	-100.0%	\$0	\$5,525,000	-100.0%
List/Sell Ratio	0.00%	91.52%		0.00%	91.52%	
Days to Sell	0	91	-100.0%	0	263	-100.0%
Active Inventory	8	8	0.0%			
Average Price	\$0	\$1,350,000	-100.0%	\$0	\$2,762,500	-100.0%
Median Price	\$0	\$1,350,000	-100.0%	\$0	\$2,762,500	-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	7	6.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots						
Units Listed	0	3	-100.0%	1	4	-100.0%
Units Sold	0	0	0.0%	3	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$12,500	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		72.29%	0.00%	
Days to Sell	0	0	0.0%	340	0	0.0%
Active Inventory	4	8	-50.0%			
Average Price	\$0	\$0	100.0%	\$4,167	\$0	0.0%
Median Price	\$0	\$0	100.0%	\$4,167	\$0	0.0%
Leases						
Units Listed	0	0	0.0%	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	3	66.7%			
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
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	1	0.0%
Units Sold	1	0	100.0%	1	1	0.0%
Sales Dollars	\$2,350,000	\$0	100.0%	\$2,350,000	\$1,075,000	118.6%
List/Sell Ratio	98.32%	0.00%	98.3%	0.00%	0.00%	
Days to Sell	172	0	100.0%	172	284	-39.4%
Active Inventory	2	1	100.0%			
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	0	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	0	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Recreational Property						
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	2	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	2	1	100.0%	9	9	0.0%
Units Sold	2	1	100.0%	4	3	33.3%
Sales Dollars	\$522,000	\$235,000	122.1%	\$704,000	\$440,900	59.7%
List/Sell Ratio	95.95%	94.03%		96.61%	89.67%	
Days to Sell	60	54	11.1%	168	117	43.6%
Active Inventory	11	11	0.0%			
Average Price	\$261,000	\$235,000	11.1%	\$176,000	\$146,967	19.8%
Median Price	\$261,000	\$235,000	11.1%	\$135,250	\$135,900	-0.5%
Residential (Waterfront)						
Units Listed	1	0	100.0%	1	2	-50.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$382,500	-100.0%	\$0	\$382,500	-100.0%
List/Sell Ratio	0.00%	91.28%		0.00%	91.28%	
Days to Sell	0	34	-100.0%	0	34	-100.0%
Active Inventory	2	2	0.0%			
Average Price	\$0	\$382,500	-100.0%	\$0	\$382,500	-100.0%
Median Price	\$0	\$382,500	-100.0%	\$0	\$0	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
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	1	0	0.0%			
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	15	19	-21.1%	64	75	-14.7%
Units Sold	5	4	100.0%	18	12	50.0%
Sales Dollars	\$3,542,000	\$2,922,500	100.0%	\$6,042,500	\$10,823,800	-44.2%
List/Sell Ratio	97.02%	90.91%		89.76%	85.99%	
Days to Sell	313	0	100.0%	286	243	17.7%
Active Inventory	126	139	-9.4%			

RESIDENTIAL LISTING / SALES ANALYSIS
May 31, 2004

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	1	2	0	2
150001 to 180000	0	2	1	1
180001 to 210000	1	1	0	0
210001 to 240000	0	0	0	0
240001 to 270000	0	0	0	0
270001 to 300000	0	2	0	0
300001 to 330000	0	0	0	0
330001 to 360000	0	1	1	1
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
Totals	2	9	2	4

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	3	0	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	1	2	0	2
Totals	1	6	0	7