

**OUT OF BOARD  
MONTHLY STATISTICS**

**FOR**

**May 1 - 31, 2003**

**COMPARATIVE ACTIVITY BY ZONE AS AT  
May 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	688	905	-23.98%	3482	3700	-5.89%
Units Sold	<b>482</b>	<b>543</b>	<b>-11.23%</b>	<b>2092</b>	<b>2258</b>	<b>-7.35%</b>
Sales Dollars	\$96,101,741	\$97,895,771	-1.83%	\$438,870,422	\$400,622,569	9.55%
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	2564	2871	-10.69%			
<b>ZONE NO TOTALS</b>						
Units Listed	332	377	-11.94%	1653	1648	0.30%
Units Sold	<b>251</b>	<b>199</b>	<b>26.13%</b>	<b>909</b>	<b>790</b>	<b>15.06%</b>
Sales Dollars	\$42,333,750	\$32,964,651	28.42%	\$148,673,006	\$119,696,171	24.21%
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	1761	2018	-12.74%			
<b>ZONE SH TOTALS</b>						
Units Listed	205	257	-20.23%	894	931	-3.97%
Units Sold	<b>115</b>	<b>104</b>	<b>10.58%</b>	<b>367</b>	<b>301</b>	<b>21.93%</b>
Sales Dollars	\$16,930,992	\$13,758,409	23.06%	\$50,782,139	\$42,409,767	19.74%
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	1506	1732	-13.05%			
<b>ZONE OB TOTALS</b>						
Units Listed	18	31	-41.94%	75	115	-34.78%
Units Sold	<b>5</b>	<b>3</b>	<b>0.00%</b>	<b>16</b>	<b>6</b>	<b>166.67%</b>
Sales Dollars	\$3,058,400	\$997,500	206.61%	\$12,948,600	\$2,233,500	479.74%
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	138	169	-18.34%			
<b>GRAND TOTALS</b>						
Units Listed	1243	1570	-20.83%	6104	6394	-4.54%
Units Sold	<b>853</b>	<b>849</b>	<b>0.47%</b>	<b>3384</b>	<b>3355</b>	<b>0.86%</b>
Sales Dollars	\$158,424,883	\$145,616,331	8.80%	\$651,274,167	\$564,962,007	15.28%
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	5969	6790	-12.09%			

**OB Comparative Activity By Property Type**  
**May 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	3	1	200.0%	10	22	-54.5%
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	17	29	-41.4%			
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%	2	11	-81.8%
Units Sold	1	1	0.0%	2	1	100.0%
Sales Dollars	\$955,000	\$200,000	377.5%	\$1,455,000	\$200,000	627.5%
List/Sell Ratio	86.81%	90.95%	-4.6%	79.17%	90.95%	-13.0%
Days to Sell	390	85	358.8%	517	85	508.2%
Active Inventory	13	15	-13.3%			
Average Price	\$955,000	\$200,000	377.5%	\$727,500	\$200,000	263.8%
Median Price	\$955,000	\$200,000	377.5%	\$727,500	\$200,000	263.8%
<b>Acreage (Waterfront)</b>						
Units Listed	0	3	-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	2	5	-60.0%			
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	3	8	-62.5%	27	33	-18.2%
Units Sold	0	1	-100.0%	3	3	0.0%
Sales Dollars	\$0	\$777,500	-100.0%	\$2,243,400	\$1,837,500	22.1%
List/Sell Ratio	0.00%	97.49%	-100.0%	74.88%	86.94%	-13.9%
Days to Sell	0	86	-100.0%	189	117	61.5%
Active Inventory	38	44	-13.6%			
Average Price	\$0	\$777,500	-100.0%	\$747,800	\$612,500	22.1%
Median Price	\$0	\$777,500	-100.0%	\$825,900	\$777,500	6.2%
<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	11	8	37.5%			
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

May 31, 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	2	3	-33.3%	3	9	-66.7%
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	15	18	-16.7%			
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	2	-50.0%	4	3	33.3%
Units Sold	1	0	100.0%	2	0	100.0%
Sales Dollars	\$1,350,000	\$0	100.0%	\$5,525,000	\$0	100.0%
List/Sell Ratio	91.52%	0.00%	100.0%	91.52%	0.00%	100.0%
Days to Sell	91	0	100.0%	263	0	100.0%
Active Inventory	8	9	-11.1%			
Average Price	\$1,350,000	\$0	100.0%	\$2,762,500	\$0	100.0%
Median Price	\$1,350,000	\$0	100.0%	\$276,500	\$0	100.0%
<b>IC&amp;I Land</b>						
Units Listed	0	2	-100.0%	1	5	-80.0%
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	6	8	-25.0%			
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	3	1	200.0%	4	2	100.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$20,000	-100.0%	\$0	\$20,000	-100.0%
List/Sell Ratio	0.00%	83.33%	-100.0%	0.00%	83.33%	-100.0%
Days to Sell	0	434	-100.0%	0	434	-100.0%
Active Inventory	8	5	60.0%			
Average Price	\$0	\$20,000	-100.0%	\$0	\$20,000	-100.0%
Median Price	\$0	\$20,000	-100.0%	\$0	\$20,000	-100.0%
<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	3	1	200.0%			
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**  
**May 31, 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	2	6	-66.7%	10	9	11.1%
Units Sold	2	0	100.0%	3	0	100.0%
Sales Dollars	\$370,900	\$0	100.0%	\$440,900	\$0	100.0%
List/Sell Ratio	95.58%	0.00%	100.0%	89.67%	0.00%	100.0%
Days to Sell	82	0	144.0%	269	0	0.0%
Active Inventory	11	12	-8.3%			
Average Price	\$185,450	\$0	100.0%	\$146,967	\$0	100.0%
Median Price	\$185,450	\$0	100.0%	\$135,900	\$0	100.0%
<b>Residential (Waterfront)</b>						
Units Listed	0	2	-100.0%	3	5	-40.0%
Units Sold	1	0	100.0%	2	0	100.0%
Sales Dollars	\$382,500	\$0	100.0%	\$882,500	\$0	100.0%
List/Sell Ratio	91.28%	0.00%	0.0%	81.40%	0.00%	0.0%
Days to Sell	34	0	100.0%	339	0	100.0%
Active Inventory	2	10	-80.0%			
Average Price	\$382,500	\$0	100.0%	\$441,250	\$0	100.0%
Median Price	\$382,500	\$0	100.0%	\$500,000	\$0	100.0%
<b>OUTSIDE BOARD AREA - TOTALS</b>						
Units Listed	16	33	-51.5%	72	115	-37.4%
Units Sold	5	3	0.0%	16	6	166.7%
Sales Dollars	\$3,058,400	\$997,500	0.0%	\$12,948,600	\$2,233,500	479.7%
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	138	169	-18.3%			

## RESIDENTIAL LISTING / SALES ANALYSIS

May 31, 2003  
Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	3	0	1
90001 to 110000	0	0	0	0
110001 to 130000	0	0	0	0
130001 to 150000	0	1	1	1
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	1	1
250001 to 270000	0	0	0	0
270001 to 290000	0	0	0	0
290001 to 310000	0	0	0	0
310001 and over	1	2	0	0
<b>Totals</b>	<b>2</b>	<b>10</b>	<b>2</b>	<b>3</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>