

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

June 30th, 2003

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	658	712	-7.58%	4133	4412	-6.32%
Units Sold	491	441	11.34%	2580	2699	-4.41%
Sales Dollars	\$106,631,612	\$83,572,369	27.59%	\$544,802,033	\$484,194,936	12.52%
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	2506	2890	-13.29%			
ZONE NO TOTALS						
Units Listed	298	409	-27.14%	1956	2057	-4.91%
Units Sold	240	190	26.32%	1148	980	17.14%
Sales Dollars	\$42,281,150	\$30,122,607	40.36%	\$190,594,156	\$149,818,778	27.22%
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	1713	2108	-18.74%			
ZONE SH TOTALS						
Units Listed	186	222	-16.22%	1081	1153	-6.24%
Units Sold	118	99	19.19%	485	400	21.25%
Sales Dollars	\$19,197,789	\$13,074,550	46.83%	\$69,979,928	\$55,487,526	26.12%
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	1504	1769	-14.98%			
ZONE OB TOTALS						
Units Listed	29	12	141.67%	104	127	-18.11%
Units Sold	1	7	0.00%	17	12	41.67%
Sales Dollars	\$2,000	\$1,000,201	-99.80%	\$12,950,600	\$3,233,701	300.49%
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	159	147	8.16%			
GRAND TOTALS						
Units Listed	1171	1355	-13.58%	7274	7749	-6.13%
Units Sold	850	737	15.33%	4230	4091	3.40%
Sales Dollars	\$168,112,551	\$127,769,727	31.57%	\$818,326,717	\$692,734,941	18.13%
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	5882	6914	-14.93%			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	1	-100.0%	10	23	-56.5%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$117,500	-100.0%	\$202,000	\$117,500	71.9%
List/Sell Ratio	0.00%	90.45%	-100.0%	96.65%	90.45%	6.9%
Days to Sell	0	96	-100.0%	368	96	283.3%
Active Inventory	16	11	45.5%			
Average Price	\$0	\$117,500	-100.0%	\$202,000	\$117,500	71.9%
Median Price	\$0	\$117,500	-100.0%	\$202,000	\$117,500	71.9%
Acreage with House						
Units Listed	4	3	33.3%	6	14	-57.1%
Units Sold	0	1	-100.0%	2	2	0.0%
Sales Dollars	\$0	\$240,100	-100.0%	\$1,455,000	\$440,100	230.6%
List/Sell Ratio	0.00%	102.21%	-100.0%	79.17%	96.58%	-18.0%
Days to Sell	0	126	-100.0%	517	105	392.4%
Active Inventory	14	17	-17.6%			
Average Price	\$0	\$240,100	-100.0%	\$727,500	\$220,050	230.6%
Median Price	\$0	\$200,000	-100.0%	\$727,500	\$220,050	230.6%
Acreage (Waterfront)						
Units Listed	0	0	0.0%	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%
Business						
Units Listed	4	2	100.0%	33	35	-5.7%
Units Sold	0	1	-100.0%	3	4	-25.0%
Sales Dollars	\$0	\$1	-100.0%	\$2,243,400	\$1,837,501	22.1%
List/Sell Ratio	0.00%	0.00%	-100.0%	74.88%	86.94%	-13.9%
Days to Sell	0	205	-100.0%	189	139	36.0%
Active Inventory	39	43	-9.3%			
Average Price	\$0	\$1	-100.0%	\$747,800	\$459,375	62.8%
Median Price	\$0	\$1	-100.0%	\$825,900	\$496,250	66.4%
Condo (Townhouse)						
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%
Condo (Apt)						
Units Listed	0	0	0.0%	5	6	-16.7%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$2,000	\$0	100.0%	\$2,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	601	0	100.0%	601	0	100.0%
Active Inventory	13	8	62.5%			
Average Price	\$2,000	\$0	100.0%	\$2,000	\$0	100.0%
Median Price	\$2,000	\$0	100.0%	\$2,000	\$0	100.0%

OB Comparative Activity By Property Type

June 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
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%	0.0%	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%
Farms						
Units Listed	1	0	100.0%	4	9	-55.6%
Units Sold	0	2	-100.0%	1	3	-66.7%
Sales Dollars	\$0	\$402,500	-100.0%	\$904,800	\$578,500	56.4%
List/Sell Ratio	0.00%	95.53%	-100.0%	99.42%	96.65%	2.9%
Days to Sell	0	106	-100.0%	301	97	210.3%
Active Inventory	16	15	6.7%			
Average Price	\$0	\$201,250	-100.0%	\$904,800	\$192,833	369.2%
Median Price	\$0	\$201,250	-100.0%	\$904,800	\$176,000	414.1%
IC&I						
Units Listed	0	0	0.0%	3	3	0.0%
Units Sold	0	0	0.0%	2	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$5,525,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	91.52%	0.00%	100.0%
Days to Sell	91	0	100.0%	263	0	100.0%
Active Inventory	6	7	-14.3%			
Average Price	\$0	\$0	0.0%	\$2,762,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$2,762,500	\$0	100.0%
IC&I Land						
Units Listed	2	0	100.0%	3	5	-40.0%
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	8	7	14.3%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots						
Units Listed	1	0	100.0%	5	2	150.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$20,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	83.33%	-100.0%
Days to Sell	0	0	0.0%	0	434	-100.0%
Active Inventory	9	5	80.0%			
Average Price	\$0	\$0	0.0%	\$0	\$20,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$20,000	-100.0%
Leases						
Units Listed	0	1	-100.0%	2	2	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	3	2	50.0%			
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
June 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	9	0	100.0%	9	2	350.0%
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	10	2	400.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Multi-Family						
Units Listed	1	1	0.0%	2	2	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%	93.61%	0.00%	100.0%
Days to Sell	0	0	0.0%	163	0	100.0%
Active Inventory	2	4	-50.0%			
Average Price	\$0	\$0	0.0%	\$647,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$647,500	\$0	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%	0.0%	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%
Residential						
Units Listed	3	3	0.0%	12	12	0.0%
Units Sold	0	0	0.0%	3	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$440,900	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	89.67%	0.00%	100.0%
Days to Sell	0	0	0.0%	269	0	100.0%
Active Inventory	13	11	18.2%			
Average Price	\$0	\$0	100.0%	\$146,967	\$0	100.0%
Median Price	\$0	\$0	100.0%	\$135,900	\$0	100.0%
Residential (Waterfront)						
Units Listed	4	1	300.0%	7	6	16.7%
Units Sold	0	1	-100.0%	2	1	100.0%
Sales Dollars	\$0	\$240,100	-100.0%	\$882,500	\$240,100	267.6%
List/Sell Ratio	0.00%	102.21%	0.0%	81.40%	102.21%	-20.4%
Days to Sell	0	126	-100.0%	339	126	169.0%
Active Inventory	6	10	-40.0%			
Average Price	\$0	\$240,100	-100.0%	\$441,250	\$240,100	83.8%
Median Price	\$0	\$240,100	-100.0%	\$441,250	\$240,100	83.8%
OUTSIDE BOARD AREA - TOTALS						
Units Listed	29	12	141.7%	104	127	-18.1%
Units Sold	1	7	0.0%	17	12	41.7%
Sales Dollars	\$2,000	\$1,000,201	0.0%	\$12,950,600	\$3,233,701	300.5%
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	159	147	8.2%			