

OUTSIDE BOARD AREA
MONTHLY STATISTICS

FOR

June 1 - 30, 2002

COMPARATIVE ACTIVITY BY PROPERTY TYPE

June 30, 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%	23	9	155.6%
	UNITS SOLD	1	0	100.0%	1	3	-66.7%
	SALES DOLLARS	\$117,500	\$0	100.0%	\$117,500	\$652,000	-82.0%
	LIST/SELL RATIO	90.45	0.00		90.45	83.87	
	DAYS TO SELL	96	0	100.0%	96	64	50.0%
	ACTIVE INVENTORY	11					
	AVERAGE PRICE	\$117,500	\$0	100.0%	\$117,500	\$217,333	-45.9%
	MEDIAN PRICE	\$117,500	\$0	100.0%	\$117,500	\$162,000	-27.5%
Acreage with House							
	UNITS LISTED	4	0	2.0%	15	9	66.7%
	UNITS SOLD	1	0	100.0%	2	0	100.0%
	SALES DOLLARS	\$240,100	\$0	100.0%	\$440,100	\$0	100.0%
	LIST/SELL RATIO	102.21	0.00		96.58	0.00	
	DAYS TO SELL	126	0	0.0%	105	0	0.0%
	ACTIVE INVENTORY	17					
	AVERAGE PRICE	\$240,100	\$0	100.0%	\$220,050	\$0	100.0%
	MEDIAN PRICE	\$240,100	\$0	100.0%	\$220,050	\$0	100.0%
Acreage (Waterfront)							
	UNITS LISTED	0	0	0.0%	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					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Business							
	UNITS LISTED	3	6	-50.0%	36	34	5.9%
	UNITS SOLD	1	1	0.0%	4	5	-20.0%
	SALES DOLLARS	\$1	\$390,000	-100.0%	\$1,837,501	\$2,712,500	-32.3%
	LIST/SELL RATIO	0.00	97.74		65.20	86.11	
	DAYS TO SELL	205	102	101.0%	139	146	-4.8%
	ACTIVE INVENTORY	43					
	AVERAGE PRICE	\$1	\$390,000	100.0%	\$459,375	\$542,500	-15.3%
	MEDIAN PRICE	\$1	\$390,000	100.0%	\$496,250	\$390,000	27.2%
Condo (Townhouse)							
	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		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	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

June 30, 2002

OUTSIDE BOARD AREA

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	0	0	0.0%	6	3	100.0%
UNITS SOLD	0	0	0.0%	0	1	-100.0%
SALES DOLLARS	\$0	\$0	0.0%	\$0	\$2,500	-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					
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					
AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Farms						
UNITS LISTED	0	0	0.0%	8	5	60.0%
UNITS SOLD	2	0	100.0%	3	1	200.0%
SALES DOLLARS	\$402,500	\$0	100.0%	\$578,500	\$675,000	-14.3%
LIST/SELL RATIO	95.53	0.00		96.65	71.05	
DAYS TO SELL	106	0	100.0%	97	260	-62.7%
ACTIVE INVENTORY	15					
AVERAGE PRICE	\$201,250	\$0	100.0%	\$192,833	\$675,000	-71.4%
MEDIAN PRICE	\$201,250	\$0	100.0%	\$176,000	\$675,000	-73.9%
IC&I						
UNITS LISTED	0	1	-100.0%	3	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		0.00	0.00	
DAYS TO SELL	0	0	0.0%	0	0	0.0%
ACTIVE INVENTORY	7					
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	0	0	0.0%	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	7					
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

June 30, 2002

OUTSIDE BOARD AREA

		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	0	0	100.0%	1	0	100.0%
	SALES DOLLARS	\$0	\$0	100.0%	\$20,000	\$0	100.0%
	LIST/SELL RATIO	0.00	0.00		83.33	0.00	
	DAYS TO SELL	0	0	0.0%	434	0	0.0%
	ACTIVE INVENTORY	5					
	AVERAGE PRICE	\$0	\$0	100.0%	\$20,000	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	100.0%	\$20,000	\$0	0.0%
Leases							
	UNITS LISTED	1	0	100.0%	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		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	2					
	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	1	-100.0%	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		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	2					
	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	0	100.0%	2	1	100.0%
	UNITS SOLD	0	0	0.0%	0	1	-100.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$0	\$300,000	-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	4					
	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					
	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

June 30, 2002

OUTSIDE BOARD AREA

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	2	0	100.0%	11	4	175.0%
UNITS SOLD	0	0	0.0%	0	1	-100.0%
SALES DOLLARS	\$0	\$0	-100.0%	\$0	\$120,000	-100.0%
LIST/SELL RATIO	0.00	0.00		0.00	92.39	
DAYS TO SELL	0	0	-100.0%	0	17	-100.0%
ACTIVE INVENTORY	11					
AVERAGE PRICE	\$0	\$0	-100.0%	\$0	\$120,000	-100.0%
MEDIAN PRICE	\$0	\$0	-100.0%	\$0	\$120,000	-100.0%
Residential (Waterfront)						
UNITS LISTED	1	1	0.0%	6	4	50.0%
UNITS SOLD	1	0	100.0%	1	0	100.0%
SALES DOLLARS	\$240,100	\$0	0.0%	\$240,100	\$0	0.0%
LIST/SELL RATIO	102.21	0.00		102.21	0.00	
DAYS TO SELL	126	0	0.0%	126	0	0.0%
ACTIVE INVENTORY	10					
AVERAGE PRICE	\$240,100	\$0	0.0%	\$240,100	\$0	0.0%
MEDIAN PRICE	\$240,100	\$0	0.0%	\$240,100	\$0	0.0%
OUTSIDE BOARD AREA - TOTALS						
UNITS LISTED	13	10	30.0%	126	89	41.6%
UNITS SOLD	6	1	500.0%	12	12	0.0%
SALES DOLLARS	1000201	390000	156.5%	3233701	4462000	-27.5%
LIST/SELL RATIO	72.04	97.74		82.10	85.50	
DAYS TO SELL	128	102	25.5%	144	124	16.1%
ACTIVE INVENTORY	147					

RESIDENTIAL LISTING / SALES ANALYSIS

June 30, 2002

Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	2	0	0
90001 to 110000	0	0	0	0
110001 to 130000	1	2	0	0
130001 to 150000	0	2	0	0
150001 to 170000	0	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	1	1	0	0
	2	11	0	0

LOT LISTING / SALES ANALYSIS

June 30, 2002

Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	0	0	0	1
30001 to 40000	0	0	0	0
40001 to 50000	0	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	1	14	1	1
	1	32	1	2