

OUT OF BOARD MONTHLY STATISTICS

FOR

June 1st - 30th, 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
June 30, 2004**

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

**ZONE CO
TOTALS**

Units Listed	965	661	46.0%	4768	3966	20.2%
Units Sold	537	476	12.8%	2849	2520	13.1%
Sales Dollars	\$129,952,360	\$104,128,043	24.8%	\$706,462,971	\$514,457,761	37.3%
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	2584	2564	0.8%			

**ZONE NO
TOTALS**

Units Listed	420	294	42.9%	2259	1842	22.6%
Units Sold	237	225	5.3%	1446	1122	28.9%
Sales Dollars	\$44,845,635	\$38,347,950	16.9%	\$262,508,583	\$184,520,007	42.3%
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	1437	1761	-18.4%			

**ZONE SH
TOTALS**

Units Listed	227	184	23.4%	1170	1051	11.3%
Units Sold	164	115	42.6%	664	474	40.1%
Sales Dollars	\$32,656,514	\$19,950,988	63.7%	\$112,608,883	\$69,692,777	61.6%
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	1178	1506	-21.8%			

**ZONE OB
TOTALS**

Units Listed	23	27	-14.8%	86	104	-17.3%
Units Sold	4	1	100.0%	22	13	69.2%
Sales Dollars	\$3,653,000	\$2,000	100.0%	\$9,695,500	\$10,825,800	-10.4%
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	129	139	-7.2%			

GRAND TOTALS

Units Listed	1635	1166	40.2%	8283	6963	19.0%
Units Sold	942	817	15.3%	4981	4129	20.6%
Sales Dollars	\$211,107,509	\$162,428,981	30.0%	\$1,091,275,937	\$779,496,345	40.0%
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	5328	5970	-10.8%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	0	0.0%	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	9	17	-47.1%			
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	1	4	-75.0%	12	7	71.4%
Units Sold	0	0	#DIV/0!	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$765,000	\$955,000	-19.9%
List/Sell Ratio	0.00%	0.00%	0.0%	93.47%	86.81%	
Days to Sell	0	0	0.0%	186	388	-52.1%
Active Inventory	21	13	61.5%			
Average Price	\$0	\$0	0.0%	\$382,500	\$955,000	-59.9%
Median Price	\$0	\$0	0.0%	\$382,500	\$955,000	-59.9%
Acreage (Waterfront)						
Units Listed	0	0	0.0%	1	2	-50.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$300,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		100.00%	0.00%	
Days to Sell	0	0	0.0%	460	0	0.0%
Active Inventory	3	2	100.0%			
Average Price	\$0	\$0	0.0%	\$300,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$300,000	\$0	100.0%
Business						
Units Listed	9	4	125.0%	26	32	-18.8%
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	39	38	2.6%			
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	0	0	0.0%	3	1	200.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$145,000	\$0	100.0%	\$145,000	\$0	0.0%
List/Sell Ratio	96.73%	0.00%		0.00%	0.00%	
Days to Sell	14	0	100.0%	0	0	0.0%
Active Inventory	2	2	0.0%			
Average Price	\$145,000	\$0	100.0%	\$145,000	\$0	100.0%
Median Price	\$145,000	\$0	100.0%	\$145,000	\$0	100.0%
Condo (Apt)						
Units Listed	2	0	100.0%	4	4	0.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$2,000	-100.0%	\$0	\$2,000	-100.0%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	598	-100.0%	0	598	-100.0%
Active Inventory	4	11	-63.6%			
Average Price	\$0	\$2,000	0.0%	\$0	\$2,000	0.0%
Median Price	\$0	\$2,000	0.0%	\$0	\$2,000	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	1	0.0%	4	4	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	8	15	-46.7%			
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	2	0	100.0%	4	4	0.0%
Units Sold	1	0	100.0%	1	2	-100.0%
Sales Dollars	\$1,775,000	\$0	100.0%	\$1,775,000	\$5,525,000	-67.9%
List/Sell Ratio	88.97%	0.00%		88.97%	91.52%	
Days to Sell	218	0	-100.0%	218	263	-17.1%
Active Inventory	8	8	0.0%			
Average Price	\$1,775,000	\$0	100.0%	\$1,775,000	\$2,762,500	-100.0%
Median Price	\$1,775,000	\$0	100.0%	\$1,775,000	\$2,762,500	-100.0%
IC&I Land						
Units Listed	0	2	-100.0%	1	3	-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%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	4	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	1	1	0.0%	2	5	-60.0%
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	3	8	-62.5%			
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	1	0	100.0%	4	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	6	3	100.0%			
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	1	9	-100.0%	1	9	-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	1	1	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	1	0	100.0%	2	1	100.0%
Sales Dollars	\$1,665,000	\$0	100.0%	\$4,015,000	\$1,075,000	273.5%
List/Sell Ratio	93.01%	0.00%	98.3%	95.66%	0.00%	
Days to Sell	406	0	100.0%	289	284	1.8%
Active Inventory	1	1	0.0%			
Average Price	\$1,665,000	\$0	100.0%	\$2,007,500	\$1,075,000	86.7%
Median Price	\$1,665,000	\$0	100.0%	\$2,007,500	\$1,075,000	86.7%
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	1	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	2	2	0.0%	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	4	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	2	0.0%	11	11	0.0%
Units Sold	0	0	0.0%	4	3	33.3%
Sales Dollars	\$0	\$0	0.0%	\$704,000	\$440,900	59.7%
List/Sell Ratio	0.00%	0.00%		96.61%	89.67%	
Days to Sell	0	0	0.0%	168	117	43.6%
Active Inventory	12	11	9.1%			
Average Price	\$0	\$0	0.0%	\$176,000	\$146,967	19.8%
Median Price	\$0	\$0	0.0%	\$135,250	\$135,900	-0.5%
Residential (Waterfront)						
Units Listed	0	1	-100.0%	1	3	-66.7%
Units Sold	1	0	100.0%	1	1	0.0%
Sales Dollars	\$68,000	\$0	100.0%	\$68,000	\$382,500	-82.2%
List/Sell Ratio	98.55%	0.00%		98.55%	91.28%	
Days to Sell	24	0	100.0%	24	34	-29.4%
Active Inventory	1	2	-50.0%			
Average Price	\$68,000	\$0	100.0%	\$68,000	\$382,500	-100.0%
Median Price	\$68,000	\$0	100.0%	\$68,000	\$382,500	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	1	1	0.0%	1	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	2	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	23	27	-14.8%	86	104	-17.3%
Units Sold	4	1	100.0%	22	13	69.2%
Sales Dollars	\$3,653,000	\$2,000	100.0%	\$9,695,500	\$10,825,800	-10.4%
List/Sell Ratio	97.02%	90.91%		89.76%	85.99%	
Days to Sell	313	0	100.0%	286	243	17.7%
Active Inventory	129	139	-7.2%			

RESIDENTIAL LISTING / SALES ANALYSIS
June 30, 2004

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	1	4	0	2
150001 to 180000	0	1	0	1
180001 to 210000	0	1	0	0
210001 to 240000	1	1	0	0
240001 to 270000	0	0	0	0
270001 to 300000	1	3	0	0
300001 to 330000	0	0	0	0
330001 to 360000	0	1	0	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	3	12	0	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	1	1	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	3	0	2
Totals	2	8	0	7