

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

July 1 - 31, 2003

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	684	747	-8.43%	4818	5159	-6.61%
Units Sold	520	471	10.40%	3096	3168	-2.27%
Sales Dollars	\$117,656,689	\$96,661,895	21.72%	\$642,901,321	\$580,856,832	10.68%
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	2386	2792	-14.54%			
ZONE NO TOTALS						
Units Listed	377	356	5.90%	2334	2413	-3.27%
Units Sold	263	184	42.93%	1408	1164	20.96%
Sales Dollars	\$44,529,085	\$31,685,819	40.53%	\$234,610,741	\$181,504,595	29.26%
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	1649	1968	-16.21%			
ZONE SH TOTALS						
Units Listed	187	205	-8.78%	1226	1346	-8.92%
Units Sold	130	107	21.50%	614	503	22.07%
Sales Dollars	\$22,162,517	\$13,782,700	60.80%	\$89,027,694	\$68,767,011	29.46%
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	1451	1586	-8.51%			
ZONE OB TOTALS						
Units Listed	16	17	-5.88%	120	145	-17.24%
Units Sold	1	3	-66.67%	18	15	20.00%
Sales Dollars	\$167,000	\$471,250	-64.56%	\$13,117,600	\$3,704,951	254.06%
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	151	146	3.42%			
GRAND TOTALS						
Units Listed	1264	1325	-4.60%	8498	9063	-6.23%
Units Sold	914	765	19.48%	5136	4850	5.90%
Sales Dollars	\$184,515,291	\$142,601,664	29.39%	\$979,657,356	\$834,833,389	17.35%
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	5637	6492	-13.17%			

OB Comparative Activity By Property Type
July 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	1	2	-50.0%	11	25	-56.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	100.0%	\$202,000	\$117,500	71.9%
List/Sell Ratio	0.00%	0.00%	0.0%	96.65%	90.45%	6.9%
Days to Sell	0	0	0.0%	368	96	283.3%
Active Inventory	17	12	41.7%			
Average Price	\$0	\$0	0.0%	\$202,000	\$117,500	71.9%
Median Price	\$0	\$0	0.0%	\$202,000	\$117,500	71.9%
Acreage with House						
Units Listed	0	3	-100.0%	6	17	-64.7%
Units Sold	0	0	0.0%	2	2	0.0%
Sales Dollars	\$0	\$0	100.0%	\$1,455,000	\$440,100	230.6%
List/Sell Ratio	0.00%	0.00%	0.0%	79.17%	96.58%	-18.0%
Days to Sell	0	0	0.0%	517	105	392.4%
Active Inventory	12	18	-33.3%			
Average Price	\$0	\$0	0.0%	\$727,500	\$220,050	230.6%
Median Price	\$0	\$0	0.0%	\$727,500	\$220,050	230.6%
Acreage (Waterfront)						
Units Listed	1	0	100.0%	3	6	-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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	3	4	-25.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Business						
Units Listed	7	8	-12.5%	40	43	-7.0%
Units Sold	0	0	0.0%	3	4	-25.0%
Sales Dollars	\$0	\$0	0.0%	\$2,243,400	\$1,837,501	22.1%
List/Sell Ratio	0.00%	0.00%	0.0%	74.88%	86.94%	-13.9%
Days to Sell	0	0	0.0%	189	139	36.0%
Active Inventory	39	38	2.6%			
Average Price	\$0	\$0	0.0%	\$747,800	\$459,375	62.8%
Median Price	\$0	\$0	0.0%	\$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	1	-100.0%	5	7	-28.6%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$2,000	\$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%	601	0	100.0%
Active Inventory	12	7	71.4%			
Average Price	\$0	\$0	0.0%	\$2,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$2,000	\$0	100.0%

OB Comparative Activity By Property Type

July 31, 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	1	0.0%	5	10	-50.0%
Units Sold	0	0	0.0%	1	3	-66.7%
Sales Dollars	\$0	\$0	0.0%	\$904,800	\$578,500	56.4%
List/Sell Ratio	0.00%	0.00%	0.0%	99.42%	96.65%	2.9%
Days to Sell	0	0	0.0%	301	97	210.3%
Active Inventory	9	15	-40.0%			
Average Price	\$0	\$0	0.0%	\$904,800	\$192,833	369.2%
Median Price	\$0	\$0	0.0%	\$904,800	\$176,000	414.1%
IC&I						
Units Listed	2	0	100.0%	5	3	66.7%
Units Sold	0	1	-100.0%	2	1	100.0%
Sales Dollars	\$0	\$200,000	-100.0%	\$5,525,000	\$200,000	2662.5%
List/Sell Ratio	0.00%	0.00%	0.0%	91.52%	62.69%	46.0%
Days to Sell	0	0	0.0%	266	360	-26.1%
Active Inventory	9	6	50.0%			
Average Price	\$0	\$200,000	-100.0%	\$2,762,500	\$200,000	1281.3%
Median Price	\$0	\$200,000	-100.0%	\$2,762,500	\$200,000	1281.3%
IC&I Land						
Units Listed	1	1	0.0%	4	6	-33.3%
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	8	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots						
Units Listed	0	0	100.0%	5	2	150.0%
Units Sold	0	0	0.0%	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	4	5	-20.0%			
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	0	0.0%	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
July 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	0	0.0%	9	3	200.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$208,250	-100.0%	\$0	\$208,250	-100.0%
List/Sell Ratio	0.00%	92.59%	-100.0%	0.00%	92.59%	-100.0%
Days to Sell	0	134	-100.0%	0	134	-134.0%
Active Inventory	10	0	100.0%			
Average Price	\$0	\$208,250	-100.0%	\$0	\$208,250	-100.0%
Median Price	\$0	\$208,250	-100.0%	\$0	\$208,250	-100.0%
Multi-Family						
Units Listed	0	0	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	5	-60.0%			
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	1	1	0.0%	13	13	0.0%
Units Sold	0	1	-100.0%	3	1	200.0%
Sales Dollars	\$0	\$63,000	-100.0%	\$440,900	\$63,000	599.8%
List/Sell Ratio	0.00%	90.12%	-100.0%	89.67%	90.12%	-0.5%
Days to Sell	0	57	-100.0%	144	57	152.6%
Active Inventory	14	9	55.6%			
Average Price	\$0	\$63,000	-100.0%	\$146,967	\$63,000	133.3%
Median Price	\$0	\$63,000	-100.0%	\$135,900	\$63,000	115.7%
Residential (Waterfront)						
Units Listed	2	0	100.0%	9	6	50.0%
Units Sold	1	0	100.0%	3	1	200.0%
Sales Dollars	\$167,000	\$0	100.0%	\$1,049,500	\$240,100	337.1%
List/Sell Ratio	90.27%	0.00%	0.0%	84.36%	102.21%	-17.5%
Days to Sell	98	0	100.0%	259	126	105.6%
Active Inventory	7	9	-22.2%			
Average Price	\$167,000	\$0	100.0%	\$349,833	\$240,100	45.7%
Median Price	\$167,000	\$0	100.0%	\$382,500	\$240,100	59.3%
OUTSIDE BOARD AREA - TOTALS						
Units Listed	16	17	-5.9%	120	145	-17.2%
Units Sold	1	3	-66.7%	18	15	20.0%
Sales Dollars	\$167,000	\$471,250	-64.6%	\$13,117,600	\$3,704,951	254.1%
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	151	138	9.4%			

RESIDENTIAL LISTING / SALES ANALYSIS

July 31, 2003
Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	3	0	1
90001 to 110000	0	0	0	0
110001 to 130000	0	0	0	0
130001 to 150000	0	1	0	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	1	0	0
230001 to 250000	0	2	0	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	3	0	0
Totals	1	12	0	3

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	1	4	0	0
30001 to 40000	0	0	0	0
40001 to 50000	0	7	0	0
50001 to 60000	0	1	0	0
60001 to 70000	0	0	0	0
70001 to 80000	0	2	0	0
80001 to 90000	0	1	0	0
90001 and over	1	13	0	1
Totals	2	28	0	1