

OUT OF BOARD MONTHLY STATISTICS

FOR

July 1st - 31st, 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
July 31, 2004**

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

**ZONE CO
TOTALS**

Units Listed	919	682	34.8%	5691	4647	22.5%
Units Sold	461	522	-11.7%	3317	3042	9.0%
Sales Dollars	\$112,010,313	\$121,328,423	-7.7%	\$820,524,612	\$635,786,184	29.1%
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	2834	2386	18.8%			

**ZONE NO
TOTALS**

Units Listed	430	366	17.5%	2686	2208	21.6%
Units Sold	244	238	2.5%	1691	1360	24.3%
Sales Dollars	\$51,584,158	\$38,679,760	33.4%	\$314,595,596	\$223,199,767	40.9%
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	1488	1649	-9.8%			

**ZONE SH
TOTALS**

Units Listed	216	183	18.0%	1386	1235	12.2%
Units Sold	138	127	8.7%	801	601	33.3%
Sales Dollars	\$19,835,929	\$18,637,917	6.4%	\$132,644,312	\$88,330,694	50.2%
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	1185	1451	-18.3%			

**ZONE OB
TOTALS**

Units Listed	16	23	-30.4%	101	116	-12.9%
Units Sold	11	3	100.0%	34	16	112.5%
Sales Dollars	\$3,232,547	\$886,900	100.0%	\$15,363,047	\$11,712,700	31.2%
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	131	151	-13.2%			

GRAND TOTALS

Units Listed	1581	1254	26.1%	9864	8206	20.2%
Units Sold	854	890	-4.0%	5843	5019	16.4%
Sales Dollars	\$186,662,947	\$179,533,000	4.0%	\$1,283,127,567	\$959,029,345	33.8%
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	5638	5637	0.0%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	1	1	0.0%	5	11	-54.5%
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	11	17	-35.3%			
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	0	100.0%	13	7	85.7%
Units Sold	1	0	100.0%	4	1	300.0%
Sales Dollars	\$240,000	\$0	100.0%	\$1,210,000	\$955,000	26.7%
List/Sell Ratio	94.11%	0.00%		92.55%	86.81%	
Days to Sell	289	0	100.0%	217	388	-44.1%
Active Inventory	18	12	50.0%			
Average Price	\$240,000	\$0	100.0%	\$302,500	\$955,000	-68.3%
Median Price	\$240,000	\$0	100.0%	\$305,000	\$955,000	-68.1%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	2	3	-33.3%
Units Sold	1	0	100.0%	2	0	100.0%
Sales Dollars	\$80,397	\$0	100.0%	\$380,397	\$0	100.0%
List/Sell Ratio	123.68%	0.00%		111.84%	0.00%	
Days to Sell	26	0	100.0%	243	0	0.0%
Active Inventory	2	3	100.0%			
Average Price	\$80,397	\$0	100.0%	\$190,199	\$0	100.0%
Median Price	\$80,397	\$0	100.0%	\$190,199	\$0	100.0%
Business						
Units Listed	5	4	25.0%	31	36	-13.9%
Units Sold	3	1	200.0%	6	4	50.0%
Sales Dollars	\$1,400,000	\$360,000	288.9%	\$2,577,500	\$2,603,400	-1.0%
List/Sell Ratio	90.68%	94.48%		90.05%	79.78%	
Days to Sell	223	82	172.0%	297	161	84.5%
Active Inventory	41	39	5.1%			
Average Price	\$466,667	\$360,000	29.6%	\$429,583	\$650,850	-34.0%
Median Price	\$375,000	\$360,000	4.2%	\$375,000	\$661,700	-43.3%
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	0	0	0.0%	4	4	0.0%
Units Sold	1	0	100.0%	1	1	0.0%
Sales Dollars	\$104,500	\$0	100.0%	\$104,500	\$2,000	5125.0%
List/Sell Ratio	90.94%	0.00%		90.94%	0.00%	
Days to Sell	141	0	-100.0%	141	598	-76.4%
Active Inventory	3	12	-75.0%			
Average Price	\$104,500	\$0	100.0%	\$104,500	\$2,000	5125.0%
Median Price	\$104,500	\$0	100.0%	\$104,500	\$2,000	5125.0%

	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%	5	5	0.0%
Units Sold	0	0	0.0%	2	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$2,740,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		93.70%	0.00%	
Days to Sell	0	0	0.0%	274	0	100.0%
Active Inventory	7	9	-22.2%			
Average Price	\$0	\$0	0.0%	\$1,370,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$1,370,000	\$0	100.0%
IC&I						
Units Listed	0	3	-100.0%	4	7	-42.9%
Units Sold	0	0	0.0%	1	2	-100.0%
Sales Dollars	\$0	\$0	100.0%	\$1,775,000	\$5,525,000	-67.9%
List/Sell Ratio	0.00%	0.00%		88.97%	91.52%	
Days to Sell	0	0	0.0%	218	263	-17.1%
Active Inventory	10	9	11.1%			
Average Price	\$0	\$0	0.0%	\$1,775,000	\$2,762,500	-100.0%
Median Price	\$0	\$0	0.0%	\$1,775,000	\$2,762,500	-100.0%
IC&I Land						
Units Listed	1	1	0.0%	2	4	-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%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	6	8	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	4	0	100.0%	6	5	20.0%
Units Sold	1	0	100.0%	4	0	100.0%
Sales Dollars	\$235,000	\$0	100.0%	\$247,500	\$0	100.0%
List/Sell Ratio	90.41%	0.00%		76.82%	0.00%	
Days to Sell	16	0	0.0%	259	0	0.0%
Active Inventory	6	4	50.0%			
Average Price	\$235,000	\$0	100.0%	\$61,875	\$0	0.0%
Median Price	\$235,000	\$0	100.0%	\$4,167	\$0	0.0%
Leases						
Units Listed	0	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	1	0	100.0%	1	0	100.0%
Sales Dollars	\$90,150	\$0	100.0%	\$90,150	\$0	100.0%
List/Sell Ratio	113.39%	0.00%		113.39%	0.00%	
Days to Sell	14	0	0.0%	14	0	0.0%
Active Inventory	0	10	0.0%			
Average Price	\$90,150	\$0	100.0%	\$90,150	\$0	100.0%
Median Price	\$90,150	\$0	100.0%	\$90,150	\$0	100.0%
Multi-Family						
Units Listed	0	0	0.0%	1	1	0.0%
Units Sold	0	0	0.0%	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$4,015,000	\$1,075,000	273.5%
List/Sell Ratio	0.00%	0.00%	0.0%	95.66%	0.00%	
Days to Sell	0	0	0.0%	289	284	1.8%
Active Inventory	1	2	-50.0%			
Average Price	\$0	\$0	0.0%	\$2,007,500	\$1,075,000	86.7%
Median Price	\$0	\$0	0.0%	\$2,007,500	\$1,075,000	86.7%
Mobile Homes						
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	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	0	1	-100.0%	3	4	-25.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$167,000	-100.0%	\$0	\$167,000	-100.0%
List/Sell Ratio	0.00%	90.27%		0.00%	90.27%	
Days to Sell	0	98	-100.0%	0	98	-100.0%
Active Inventory	4	0	0.0%			
Average Price	\$0	\$167,000	-100.0%	\$0	\$167,000	-100.0%
Median Price	\$0	\$167,000	-100.0%	\$0	\$167,000	-100.0%
Residential						
Units Listed	0	1	-100.0%	11	12	-8.3%
Units Sold	1	1	0.0%	5	4	25.0%
Sales Dollars	\$317,500	\$359,900	-11.8%	\$1,021,500	\$800,800	27.6%
List/Sell Ratio	90.74%	100.00%		95.43%	92.25%	
Days to Sell	121	0	0.0%	159	87	82.8%
Active Inventory	11	14	-21.4%			
Average Price	\$317,500	\$359,900	-11.8%	\$204,300	\$200,200	2.0%
Median Price	\$317,500	\$359,900	-11.8%	\$173,500	\$185,450	-6.4%
Residential (Waterfront)						
Units Listed	1	1	0.0%	2	4	-50.0%
Units Sold	1	0	100.0%	2	1	100.0%
Sales Dollars	\$620,000	\$0	100.0%	\$688,000	\$382,500	79.9%
List/Sell Ratio	95.38%	0.00%		96.96%	91.28%	
Days to Sell	375	0	100.0%	200	34	488.2%
Active Inventory	1	7	-85.7%			
Average Price	\$620,000	\$0	100.0%	\$344,000	\$382,500	-100.0%
Median Price	\$620,000	\$0	100.0%	\$344,000	\$382,500	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	0	0	0.0%	0	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	1	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	16	23	-30.4%	101	116	-12.9%
Units Sold	11	3	100.0%	34	16	112.5%
Sales Dollars	\$3,232,547	\$886,900	100.0%	\$15,363,047	\$11,712,700	31.2%
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Days to Sell	313	0	100.0%	286	243	17.7%
Active Inventory	131	151	-13.2%			