

**OUTSIDE BOARD AREA
MONTHLY STATISTICS**

FOR

July 1 - 31, 2002

COMPARATIVE ACTIVITY BY PROPERTY TYPE

July 31, 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%	24	10	140.0%
	UNITS SOLD	0	0	0.0%	1	3	-66.7%
	SALES DOLLARS	\$0	\$0	0.0%	\$117,500	\$652,000	-82.0%
	LIST/SELL RATIO	0.00	0.00		90.45	83.87	
	DAYS TO SELL	0	0	0.0%	96	64	50.0%
	ACTIVE INVENTORY	12					
	AVERAGE PRICE	\$0	\$0	0.0%	\$117,500	\$217,333	-45.9%
	MEDIAN PRICE	\$0	\$0	0.0%	\$117,500	\$162,000	-27.5%
Acreage with House							
	UNITS LISTED	3	3	2.0%	17	12	41.7%
	UNITS SOLD	0	1	-100.0%	2	1	100.0%
	SALES DOLLARS	\$0	\$220,000	-100.0%	\$440,100	\$220,000	100.0%
	LIST/SELL RATIO	0.00	92.05		96.58	92.05	
	DAYS TO SELL	0	279	-100.0%	105	279	-62.4%
	ACTIVE INVENTORY	18					
	AVERAGE PRICE	\$0	\$220,000	-100.0%	\$220,050	\$220,000	100.0%
	MEDIAN PRICE	\$0	\$220,000	-100.0%	\$220,050	\$220,000	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	4					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Business							
	UNITS LISTED	7	13	-46.2%	43	47	-8.5%
	UNITS SOLD	0	0	0.0%	4	5	-20.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$1,837,501	\$2,712,500	-32.3%
	LIST/SELL RATIO	0.00	0.00		65.20	86.11	
	DAYS TO SELL	0	0	0.0%	139	146	-4.8%
	ACTIVE INVENTORY	38					
	AVERAGE PRICE	\$0	\$0	0.0%	\$459,375	\$542,500	-15.3%
	MEDIAN PRICE	\$0	\$0	0.0%	\$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

July 31, 2002

OUTSIDE BOARD AREA

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	1	1	0.0%	7	4	75.0%
UNITS SOLD	1	0	100.0%	1	1	0.0%
SALES DOLLARS	\$96,600	\$0	100.0%	\$96,600	\$2,500	3764.0%
LIST/SELL RATIO	92.00	0.00		92.00	89.28	
DAYS TO SELL	378	0	100.0%	378	25	1412.0%
ACTIVE INVENTORY	7					
AVERAGE PRICE	\$96,600	\$0	100.0%	\$96,600	\$2,500	3764.0%
MEDIAN PRICE	\$96,600	\$0	100.0%	\$96,600	\$2,500	3764.0%
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	0	1	-100.0%	3	2	50.0%
SALES DOLLARS	\$0	\$375,000	-100.0%	\$578,500	\$1,050,000	-44.9%
LIST/SELL RATIO	0.00	68.18		96.65	69.61	
DAYS TO SELL	0	282	-100.0%	97	271	-64.2%
ACTIVE INVENTORY	15					
AVERAGE PRICE	\$0	\$375,000	-100.0%	\$192,833	\$525,000	-63.3%
MEDIAN PRICE	\$0	\$375,000	-100.0%	\$176,000	\$525,000	-66.5%
IC&I						
UNITS LISTED	0	3	-100.0%	3	6	-50.0%
UNITS SOLD	1	0	100.0%	1	0	100.0%
SALES DOLLARS	\$200,000	\$0	100.0%	\$200,000	\$0	100.0%
LIST/SELL RATIO	62.69	0.00		62.69	0.00	
DAYS TO SELL	360	0	100.0%	360	0	100.0%
ACTIVE INVENTORY	6					
AVERAGE PRICE	\$200,000	\$0	100.0%	\$200,000	\$0	100.0%
MEDIAN PRICE	\$200,000	\$0	100.0%	\$200,000	\$0	100.0%
IC&I Land						
UNITS LISTED	1	2	-50.0%	6	7	-14.3%
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		0.00	0.00	
DAYS TO SELL	0	0	0.0%	0	0	0.0%
ACTIVE INVENTORY	8					
AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%

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July 31, 2002

OUTSIDE BOARD AREA

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	0	1	-100.0%	1	7	-85.7%
	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	0	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	0	0.0%	2	1	100.0%
	UNITS SOLD	1	0	100.0%	1	0	100.0%
	SALES DOLLARS	\$208,250	\$0	100.0%	\$208,250	\$0	100.0%
	LIST/SELL RATIO	92.59	0.00		92.59	0.00	
	DAYS TO SELL	134	0	0.0%	134	0	0.0%
	ACTIVE INVENTORY	0					
	AVERAGE PRICE	\$208,250	\$0	100.0%	\$208,250	\$0	100.0%
	MEDIAN PRICE	\$208,250	\$0	100.0%	\$208,250	\$0	100.0%
Multi-Family							
	UNITS LISTED	1	0	100.0%	3	1	200.0%
	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	5					
	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

July 31, 2002

OUTSIDE BOARD AREA

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	1	0	100.0%	12	4	200.0%
UNITS SOLD	1	0	100.0%	1	1	0.0%
SALES DOLLARS	\$63,000	\$0	100.0%	\$63,000	\$120,000	-47.5%
LIST/SELL RATIO	90.12	0.00		90.12	92.39	
DAYS TO SELL	57	0	-100.0%	57	17	235.3%
ACTIVE INVENTORY	9					
AVERAGE PRICE	\$63,000	\$0	100.0%	\$63,000	\$120,000	-47.5%
MEDIAN PRICE	\$63,000	\$0	100.0%	\$63,000	\$120,000	-47.5%
Residential (Waterfront)						
UNITS LISTED	0	1	-100.0%	6	5	20.0%
UNITS SOLD	0	0	0.0%	1	0	100.0%
SALES DOLLARS	\$0	\$0	0.0%	\$240,100	\$0	0.0%
LIST/SELL RATIO	0.00	0.00		102.21	0.00	
DAYS TO SELL	0	0	0.0%	126	0	0.0%
ACTIVE INVENTORY	9					
AVERAGE PRICE	\$0	\$0	0.0%	\$240,100	\$0	100.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$240,100	\$0	100.0%
OUTSIDE BOARD AREA - TOTALS						
UNITS LISTED	15	25	-40.0%	140	114	22.8%
UNITS SOLD	4	2	100.0%	16	14	14.3%
SALES DOLLARS	567850	595000	-4.6%	3801551	5057000	-24.8%
LIST/SELL RATIO	90.59	81.61		88.81	84.39	
DAYS TO SELL	201	104	93.3%	158	126	25.4%
ACTIVE INVENTORY	138					

RESIDENTIAL LISTING / SALES ANALYSIS

July 31, 2002

Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	2	1	1
90001 to 110000	1	1	0	0
110001 to 130000	0	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	0	1	0	0
	1	12	1	1

LOT LISTING / SALES ANALYSIS

July 31, 2002

Outside Board Area

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	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	15		1	2
	1	33		1	3