

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

August 1 - 31, 2003

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	532	663	-19.76%	5350	5822	-8.11%
Units Sold	431	408	5.64%	3527	3578	-1.43%
Sales Dollars	\$93,650,669	\$75,440,831	24.14%	\$736,261,791	\$655,777,664	12.27%
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	2242	2792	-19.70%			
ZONE NO TOTALS						
Units Listed	343	331	3.63%	2677	2744	-2.44%
Units Sold	210	183	14.75%	1616	1347	19.97%
Sales Dollars	\$39,765,958	\$31,650,099	25.64%	\$273,881,299	\$213,154,694	28.49%
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	1601	1968	-18.65%			
ZONE SH TOTALS						
Units Listed	173	170	1.76%	1439	1531	-6.01%
Units Sold	102	90	13.33%	716	599	19.53%
Sales Dollars	\$14,195,600	\$15,696,586	-9.56%	\$105,383,194	\$85,264,096	23.60%
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	1452	1586	-8.45%			
ZONE OB TOTALS						
Units Listed	10	12	-16.67%	129	156	-17.31%
Units Sold	2	5	-60.00%	20	19	5.26%
Sales Dollars	\$719,900	\$2,603,250	-72.35%	\$13,837,500	\$6,099,951	126.85%
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	149	146	2.05%			
GRAND TOTALS						
Units Listed	1058	1176	-10.03%	9595	10253	-6.42%
Units Sold	745	686	8.60%	5879	5543	6.06%
Sales Dollars	\$148,332,127	\$125,390,766	18.30%	\$1,129,363,784	\$960,296,405	17.61%
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	5444	6492	-16.14%			

**OB Comparative Activity By Property Type
August 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	1	0	100.0%	12	25	-52.0%
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	1	0	100.0%	7	17	-58.8%
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	0	0	0.0%	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	2	9	-77.8%	42	52	-19.2%
Units Sold	1	3	-66.7%	4	7	-42.9%
Sales Dollars	\$360,000	\$2,045,000	-82.4%	\$2,603,400	\$3,882,501	-32.9%
List/Sell Ratio	94.48%	96.47%	-2.1%	79.78%	90.75%	-12.1%
Days to Sell	88	226	-61.1%	164	176	-6.8%
Active Inventory	34	38	-10.5%			
Average Price	\$360,000	\$681,667	-47.2%	\$650,850	\$554,643	17.3%
Median Price	\$360,000	\$650,000	-44.6%	\$661,700	\$650,000	1.8%
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	0	0.0%	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

August 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	0	0	0.0%	5	3	66.7%
Units Sold	0	0	0.0%	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$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	\$0	0.0%	\$2,762,500	\$200,000	1281.3%
Median Price	\$0	\$0	0.0%	\$2,762,500	\$200,000	1281.3%
IC&I Land						
Units Listed	1	0	100.0%	5	6	-16.7%
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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	9	8	12.5%			
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	9	5	80.0%			
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	1	-100.0%	2	3	-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	1	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
August 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	3	1	200.0%	16	14	14.3%
Units Sold	1	0	100.0%	4	1	300.0%
Sales Dollars	\$359,900	\$0	100.0%	\$800,800	\$63,000	1171.1%
List/Sell Ratio	100.00%	0.00%	100.0%	92.25%	90.12%	2.4%
Days to Sell	47	0	100.0%	120	57	110.5%
Active Inventory	12	9	33.3%			
Average Price	\$359,900	\$0	100.0%	\$200,200	\$63,000	217.8%
Median Price	\$359,900	\$0	100.0%	\$185,450	\$63,000	194.4%
Residential (Waterfront)						
Units Listed	1	0	100.0%	10	6	66.7%
Units Sold	0	1	-100.0%	3	2	50.0%
Sales Dollars	\$0	\$350,000	100.0%	\$1,049,500	\$590,100	77.9%
List/Sell Ratio	0.00%	85.36%	-100.0%	84.36%	93.78%	-10.0%
Days to Sell	0	90	-100.0%	259	108	139.8%
Active Inventory	8	9	-11.1%			
Average Price	\$0	\$350,000	100.0%	\$349,833	\$295,050	18.6%
Median Price	\$0	\$350,000	100.0%	\$382,500	\$295,050	29.6%
OUTSIDE BOARD AREA - TOTALS						
Units Listed	10	12	-16.7%	129	156	-17.3%
Units Sold	2	5	-60.0%	20	19	5.3%
Sales Dollars	\$719,900	\$2,603,250	-72.3%	\$13,837,500	\$6,099,951	126.8%
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	149	138	8.0%			

RESIDENTIAL LISTING / SALES ANALYSIS

August 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	1	1	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	1	2	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	4	1	1
Totals	3	15	1	4

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	0	4	0	0
30001 to 40000	0	0	0	0
40001 to 50000	1	8	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	0	13	0	1
Totals	1	29	0	1