

OUT OF BOARD MONTHLY STATISTICS

FOR

August 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
August 31, 2004**

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

**ZONE CO
TOTALS**

| | | | | | | |
|-----------------|---------------|--------------|--------------|---------------|---------------|-------------|
| Units Listed | 813 | 536 | 51.7% | 6490 | 5184 | 25.2% |
| Units Sold | 463 | 419 | 10.5% | 3782 | 3461 | 9.3% |
| Sales Dollars | \$124,507,708 | \$88,872,735 | 40.1% | \$944,238,822 | \$724,658,919 | 30.3% |
| 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 | 2879 | 2242 | 28.4% | | | |

**ZONE NO
TOTALS**

| | | | | | | |
|-----------------|--------------|--------------|--------------|---------------|---------------|--------------|
| Units Listed | 361 | 333 | 8.4% | 3046 | 2541 | 19.9% |
| Units Sold | 231 | 192 | 20.3% | 1923 | 1553 | 23.8% |
| Sales Dollars | \$39,687,003 | \$34,545,583 | 14.9% | \$354,600,569 | \$257,745,350 | 37.6% |
| 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 | 1496 | 1601 | -6.6% | | | |

**ZONE SH
TOTALS**

| | | | | | | |
|-----------------|--------------|--------------|--------------|---------------|---------------|--------------|
| Units Listed | 177 | 167 | 6.0% | 1553 | 1402 | 10.8% |
| Units Sold | 159 | 95 | 67.4% | 960 | 696 | 37.9% |
| Sales Dollars | \$26,226,290 | \$14,334,700 | 83.0% | \$159,345,302 | \$102,665,394 | 55.2% |
| 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 | 1124 | 1452 | -22.6% | | | |

**ZONE OB
TOTALS**

| | | | | | | |
|-----------------|-------------|----------|---------------|--------------|-------------|---------------|
| Units Listed | 14 | 11 | 27.3% | 114 | 125 | -8.8% |
| Units Sold | 3 | 0 | 100.0% | 38 | 16 | 137.5% |
| Sales Dollars | \$1,004,000 | \$0 | 100.0% | \$16,476,047 | \$6,187,700 | 166.3% |
| 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 | 135 | 149 | -9.4% | | | |

GRAND TOTALS

| | | | | | | |
|-----------------|---------------|---------------|--------------|-----------------|-----------------|--------------|
| Units Listed | 1365 | 1047 | 30.4% | 11203 | 9252 | 21.1% |
| Units Sold | 856 | 706 | 21.2% | 6703 | 5726 | 17.1% |
| Sales Dollars | \$191,425,001 | \$137,753,018 | 39.0% | \$1,474,660,740 | \$1,091,257,363 | 35.1% |
| 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 | 5634 | 5444 | 3.5% | | | |

| | CURRENT MONTH | | | YEAR TO DATE | | |
|-----------------------------|---------------|-----------|---------------|--------------|-------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Acreage | | | | | | |
| Units Listed | 2 | 1 | 100.0% | 7 | 12 | -41.7% |
| 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 | 12 | 17 | -29.4% | | | |
| 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 | 1 | 0.0% | 14 | 8 | 75.0% |
| Units Sold | 1 | 0 | 100.0% | 5 | 1 | 400.0% |
| Sales Dollars | \$148,000 | \$0 | 100.0% | \$1,358,000 | \$955,000 | 42.2% |
| List/Sell Ratio | 84.61% | 0.00% | | 90.96% | 86.81% | |
| Days to Sell | 223 | 0 | 0.0% | 217 | 388 | -44.1% |
| Active Inventory | 18 | 12 | 50.0% | | | |
| Average Price | \$148,000 | \$0 | 100.0% | \$271,600 | \$955,000 | -71.6% |
| Median Price | \$148,000 | \$0 | 100.0% | \$240,000 | \$955,000 | -74.9% |
| Acreage (Waterfront) | | | | | | |
| Units Listed | 1 | 0 | 100.0% | 3 | 3 | 0.0% |
| Units Sold | 0 | 0 | 0.0% | 2 | 0 | 0.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$380,397 | \$0 | 0.0% |
| List/Sell Ratio | 0.00% | 0.00% | | 111.84% | 0.00% | |
| Days to Sell | 0 | 0 | 0.0% | 243 | 0 | 0.0% |
| Active Inventory | 3 | 3 | 100.0% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$190,199 | \$0 | 100.0% |
| Median Price | \$0 | \$0 | 0.0% | \$190,199 | \$0 | 100.0% |
| Business | | | | | | |
| Units Listed | 3 | 2 | 50.0% | 34 | 38 | -10.5% |
| Units Sold | 0 | 0 | 0.0% | 7 | 4 | 75.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$2,686,500 | \$2,603,400 | 3.2% |
| List/Sell Ratio | 0.00% | 0.00% | | 97.94% | 79.78% | |
| Days to Sell | 0 | 0 | 0.0% | 303 | 161 | 88.2% |
| Active Inventory | 39 | 34 | 14.7% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$383,786 | \$650,850 | -41.0% |
| Median Price | \$0 | \$0 | 0.0% | \$375,000 | \$661,700 | -43.3% |
| Condo (Townhouse) | | | | | | |
| Units Listed | 0 | 0 | 0.0% | 3 | 1 | 200.0% |
| Units Sold | 0 | 0 | 0.0% | 1 | 0 | 0.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$145,000 | \$0 | 0.0% |
| List/Sell Ratio | 0.00% | 0.00% | | 96.73% | 0.00% | |
| Days to Sell | 0 | 0 | 0.0% | 114 | 0 | 0.0% |
| Active Inventory | 2 | 2 | 0.0% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$145,000 | \$0 | 0.0% |
| Median Price | \$0 | \$0 | 0.0% | \$145,000 | \$0 | 100.0% |
| Condo (Apt) | | | | | | |
| Units Listed | 0 | 0 | 0.0% | 4 | 4 | 0.0% |
| Units Sold | 1 | 0 | 100.0% | 2 | 1 | 100.0% |
| Sales Dollars | \$106,000 | \$0 | 100.0% | \$210,500 | \$2,000 | 10425.0% |
| List/Sell Ratio | 89.90% | 0.00% | | 90.42% | 0.00% | |
| Days to Sell | 102 | 0 | 100.0% | 121 | 598 | -79.8% |
| Active Inventory | 2 | 12 | -83.3% | | | |
| Average Price | \$106,000 | \$0 | 100.0% | \$105,250 | \$2,000 | 5162.5% |
| Median Price | \$106,000 | \$0 | 100.0% | \$105,250 | \$2,000 | 5162.5% |

| | 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 | 1 | 0 | 100.0% | 5 | 7 | -28.6% |
| Units Sold | 0 | 0 | 0.0% | 1 | 2 | -50.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$1,775,000 | \$0 | 100.0% |
| 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 | \$0 | -100.0% |
| Median Price | \$0 | \$0 | 0.0% | \$1,775,000 | \$2,762,500 | -35.7% |
| IC&I Land | | | | | | |
| Units Listed | 0 | 1 | 0.0% | 2 | 5 | -60.0% |
| 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 | 9 | 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 | 3 | 0 | 100.0% | 9 | 5 | 80.0% |
| Units Sold | 0 | 0 | 0.0% | 4 | 0 | 100.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$247,500 | \$0 | 100.0% |
| List/Sell Ratio | 0.00% | 0.00% | | 76.82% | 0.00% | |
| Days to Sell | 0 | 0 | 0.0% | 259 | 0 | 0.0% |
| Active Inventory | 10 | 9 | 11.1% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$61,875 | \$0 | 0.0% |
| Median Price | \$0 | \$0 | 0.0% | \$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 | 1 | 500.0% | | | |
| 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 | 0 | 100.0% | 2 | 9 | -77.8% |
| Units Sold | 1 | 0 | 100.0% | 2 | 0 | 100.0% |
| Sales Dollars | \$750,000 | \$0 | 100.0% | \$840,150 | \$0 | 100.0% |
| List/Sell Ratio | 93.76% | 0.00% | | 103.57% | 0.00% | |
| Days to Sell | 3 | 0 | 0.0% | 8 | 0 | 0.0% |
| Active Inventory | 0 | 10 | 0.0% | | | |
| Average Price | \$750,000 | \$0 | 100.0% | \$420,075 | \$0 | 100.0% |
| Median Price | \$750,000 | \$0 | 100.0% | \$420,075 | \$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 | 0 | -100.0% | 0 | 1 | -100.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$0 | \$167,000 | -100.0% |
| List/Sell Ratio | 0.00% | 0.00% | | 0.00% | 90.27% | |
| Days to Sell | 0 | 98 | -100.0% | 0 | 98 | -100.0% |
| Active Inventory | 4 | 0 | 0.0% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$0 | \$167,000 | 0.0% |
| Median Price | \$0 | \$0 | 0.0% | \$0 | \$167,000 | 0.0% |
| Residential | | | | | | |
| Units Listed | 1 | 3 | -66.7% | 12 | 15 | -20.0% |
| Units Sold | 0 | 0 | 0.0% | 5 | 4 | 25.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$1,021,500 | \$800,800 | 27.6% |
| List/Sell Ratio | 0.00% | 0.00% | | 95.43% | 92.25% | |
| Days to Sell | 0 | 0 | 0.0% | 159 | 87 | 82.8% |
| Active Inventory | 12 | 12 | 0.0% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$204,300 | \$200,200 | 2.0% |
| Median Price | \$0 | \$0 | 0.0% | \$173,500 | \$185,450 | -6.4% |
| Residential (Waterfront) | | | | | | |
| Units Listed | 0 | 1 | -100.0% | 2 | 5 | -60.0% |
| Units Sold | 0 | 0 | 0.0% | 2 | 1 | 100.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$688,000 | \$382,500 | 79.9% |
| List/Sell Ratio | 0.00% | 0.00% | | 96.96% | 91.28% | |
| Days to Sell | 0 | 0 | 100.0% | 200 | 34 | 488.2% |
| Active Inventory | 1 | 8 | -87.5% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$344,000 | \$382,500 | -100.0% |
| Median Price | \$0 | \$0 | 0.0% | \$344,000 | \$382,500 | -10.1% |

| | 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 | 14 | 11 | 27.3% | 114 | 125 | -8.8% |
| Units Sold | 3 | 0 | 100.0% | 38 | 16 | 137.5% |
| Sales Dollars | \$1,004,000 | \$0 | 100.0% | \$16,476,047 | \$6,187,700 | 166.3% |
| List/Sell Ratio | 97.02% | 90.91% | | 89.76% | 85.99% | |
| Days to Sell | 313 | 0 | 100.0% | 286 | 243 | 17.7% |
| Active Inventory | 135 | 149 | -9.4% | | | |

RESIDENTIAL LISTING / SALES ANALYSIS
August 31, 2004

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|------------------|-------------------------|-----------------------|----------------------|--------------------|
| 0 to 150000 | 0 | 4 | 0 | 2 |
| 150001 to 180000 | 0 | 1 | 0 | 1 |
| 180001 to 210000 | 0 | 2 | 0 | 0 |
| 210001 to 240000 | 0 | 0 | 0 | 0 |
| 240001 to 270000 | 0 | 1 | 0 | 0 |
| 270001 to 300000 | 0 | 2 | 0 | 0 |
| 300001 to 330000 | 0 | 0 | 0 | 1 |
| 330001 to 360000 | 0 | 1 | 0 | 1 |
| 360001 to 390000 | 1 | 2 | 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 | 1 | 13 | 0 | 5 |

LOT LISTING/SALES ANALYSIS

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|------------------|-------------------------|-----------------------|----------------------|--------------------|
| 0 to 40000 | 2 | 7 | 0 | 4 |
| 40001 to 60000 | 1 | 2 | 0 | 0 |
| 60001 to 80000 | 0 | 2 | 0 | 0 |
| 80001 to 100000 | 2 | 4 | 0 | 2 |
| 100001 to 120000 | 1 | 1 | 0 | 0 |
| 120001 to 140000 | 0 | 0 | 0 | 0 |
| 140001 to 160000 | 0 | 0 | 0 | 1 |
| 160001 and over | 1 | 5 | 1 | 4 |
| Totals | 7 | 21 | 1 | 11 |