

OUTSIDE BOARD AREA

MONTHLY STATISTICS

FOR

September 1 - 30, 2002

COMPARATIVE ACTIVITY BY PROPERTY TYPE

September 30, 2002

OUTSIDE BOARD AREA

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	1	0	100.0%	26	11	136.4%
	UNITS SOLD	0	1	-100.0%	1	4	-75.0%
	SALES DOLLARS	\$0	\$58,500	-100.0%	\$117,500	\$710,500	-83.5%
	LIST/SELL RATIO	0.00	0.00		90.45	83.87	
	DAYS TO SELL	0	126	-100.0%	96	80	20.0%
	ACTIVE INVENTORY	14					
	AVERAGE PRICE	\$0	\$58,500	-100.0%	\$117,500	\$177,625	-33.8%
	MEDIAN PRICE	\$0	\$58,500	-100.0%	\$117,500	\$110,250	6.6%
Acreage with House							
	UNITS LISTED	1	0	100.0%	18	12	50.0%
	UNITS SOLD	0	0	0.0%	2	1	100.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$440,100	\$220,000	100.0%
	LIST/SELL RATIO	0.00	0.00		96.58	92.05	
	DAYS TO SELL	0	279	-100.0%	105	279	-62.4%
	ACTIVE INVENTORY	17					
	AVERAGE PRICE	\$0	\$0	0.0%	\$220,050	\$220,000	100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$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	4	9	-55.6%	55	60	-8.3%
	UNITS SOLD	0	0	0.0%	7	5	40.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$3,882,501	\$2,712,500	43.1%
	LIST/SELL RATIO	0.00	0.00		71.96	86.11	
	DAYS TO SELL	0	0	0.0%	176	146	20.5%
	ACTIVE INVENTORY	43					
	AVERAGE PRICE	\$0	\$0	0.0%	\$554,643	\$542,500	2.2%
	MEDIAN PRICE	\$0	\$0	0.0%	\$650,000	\$390,000	66.7%
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%

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September 30, 2002

OUTSIDE BOARD AREA

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	9	0	0.0%	16	4	300.0%
UNITS SOLD	0	0	0.0%	0	1	0.0%
SALES DOLLARS	\$0	\$0	0.0%	\$0	\$2,500	-100.0%
LIST/SELL RATIO	0.00	0.00		0.00	89.28	
DAYS TO SELL	0	0	0.0%	0	25	-100.0%
ACTIVE INVENTORY	17					
AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$2,500	-100.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$2,500	-100.0%
Duplex						
UNITS LISTED	0	0	0.0%	0	1	-100.0%
UNITS SOLD	0	1	-100.0%	0	1	-100.0%
SALES DOLLARS	\$0	\$103,000	-100.0%	\$0	\$103,000	-100.0%
LIST/SELL RATIO	0.00	95.45		0.00	95.45	
DAYS TO SELL	0	34	0.0%	0	34	0.0%
ACTIVE INVENTORY	0					
AVERAGE PRICE	\$0	\$103,000	0.0%	\$0	\$103,000	0.0%
MEDIAN PRICE	\$0	\$103,000	0.0%	\$0	\$103,000	0.0%
Farms						
UNITS LISTED	1	1	0.0%	9	8	12.5%
UNITS SOLD	0	0	0.0%	3	2	50.0%
SALES DOLLARS	\$0	\$0	-100.0%	\$578,500	\$1,050,000	-44.9%
LIST/SELL RATIO	0.00	0.00		96.65	69.61	
DAYS TO SELL	0	0	0.0%	97	271	-64.2%
ACTIVE INVENTORY	12					
AVERAGE PRICE	\$0	\$0	0.0%	\$192,833	\$525,000	-63.3%
MEDIAN PRICE	\$0	\$0	0.0%	\$176,000	\$525,000	-66.5%
IC&I						
UNITS LISTED	1	0	100.0%	4	7	-42.9%
UNITS SOLD	0	0	0.0%	1	0	100.0%
SALES DOLLARS	\$0	\$0	0.0%	\$200,000	\$0	100.0%
LIST/SELL RATIO	0.00	0.00		62.69	0.00	
DAYS TO SELL	0	0	100.0%	360	0	100.0%
ACTIVE INVENTORY	7					
AVERAGE PRICE	\$0	\$0	0.0%	\$200,000	\$0	100.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$200,000	\$0	100.0%
IC&I Land						
UNITS LISTED	1	0	100.0%	7	8	-12.5%
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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September 30, 2002

OUTSIDE BOARD AREA

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	0	0	0.0%	2	7	-71.4%
	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	1	0	100.0%	3	1	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	3					
	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	1	-100.0%	2	2	0.0%
	UNITS SOLD	0	0	0.0%	1	0	100.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$208,250	\$0	100.0%
	LIST/SELL RATIO	0.00	0.00		92.59	0.00	
	DAYS TO SELL	0	0	0.0%	134	0	0.0%
	ACTIVE INVENTORY	0					
	AVERAGE PRICE	\$0	\$0	0.0%	\$208,250	\$0	100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$208,250	\$0	100.0%
Multi-Family							
	UNITS LISTED	0	0	0.0%	3	1	200.0%
	UNITS SOLD	1	0	100.0%	1	1	0.0%
	SALES DOLLARS	\$392,500	\$0	100.0%	\$392,500	\$300,000	30.8%
	LIST/SELL RATIO	87.41	0.00		87.41	91.18	
	DAYS TO SELL	86	0	0.0%	86	286	-69.9%
	ACTIVE INVENTORY	3					
	AVERAGE PRICE	\$392,500	\$0	100.0%	\$392,500	\$300,000	30.8%
	MEDIAN PRICE	\$392,500	\$0	100.0%	\$392,500	\$300,000	30.8%
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%

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September 30, 2002

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	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	3	1	200.0%	16	6	166.7%
UNITS SOLD	0	0	0.0%	1	1	0.0%
SALES DOLLARS	\$0	\$0	0.0%	\$63,000	\$120,000	-47.5%
LIST/SELL RATIO	0.00	0.00		90.12	92.39	
DAYS TO SELL	0	0	0.0%	57	17	235.3%
ACTIVE INVENTORY	9					
AVERAGE PRICE	\$0	\$0	0.0%	\$63,000	\$120,000	-47.5%
MEDIAN PRICE	\$0	\$0	0.0%	\$63,000	\$120,000	-47.5%
Residential (Waterfront)						
UNITS LISTED	0	0	0.0%	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	7					
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	22	12	83.3%	173	137	26.3%
UNITS SOLD	1	2	100.0%	19	16	18.8%
SALES DOLLARS	\$392,500	\$161,500	100.0%	\$6,142,451	\$5,218,500	17.7%
LIST/SELL RATIO	90.59	81.61		88.81	84.39	
DAYS TO SELL	201	104	93.3%	158	126	25.4%
ACTIVE INVENTORY	149					

RESIDENTIAL LISTING / SALES ANALYSIS

September 30, 2002

Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	2	0	1
90001 to 110000	0	1	0	0
110001 to 130000	0	2	0	0
130001 to 150000	1	4	0	0
150001 to 170000	2	4	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
	3	16	0	1

LOT LISTING / SALES ANALYSIS

September 30, 2002

Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales 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	18	0	2
	1	36	0	3