

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

September 1 - 30th, 2003

**COMPARATIVE ACTIVITY BY ZONE AS AT
September 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	555	595	-6.72%	5907	6417	-7.95%
Units Sold	396	408	-2.94%	3930	3930	0.00%
Sales Dollars	\$84,850,037	\$82,347,263	3.04%	\$824,541,393	\$726,070,153	13.56%
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	2155	2792	-22.82%			
ZONE NO TOTALS						
Units Listed	311	263	18.25%	2986	3007	-0.70%
Units Sold	200	176	13.64%	1824	1524	19.69%
Sales Dollars	\$33,480,931	\$27,262,800	22.81%	\$307,633,379	\$240,206,068	28.07%
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	1554	1968	-21.04%			
ZONE SH TOTALS						
Units Listed	180	129	39.53%	1620	1660	-2.41%
Units Sold	119	98	21.43%	840	715	17.48%
Sales Dollars	\$18,240,600	\$12,800,850	42.50%	\$125,453,194	\$99,189,656	26.48%
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	1343	1586	-15.32%			
ZONE OB TOTALS						
Units Listed	10	20	-50.00%	140	176	-20.45%
Units Sold	3	1	200.00%	19	18	5.56%
Sales Dollars	\$580,000	\$392,500	47.77%	\$12,292,700	\$5,647,450	117.67%
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	143	146	-2.05%			
GRAND TOTALS						
Units Listed	1056	1007	4.87%	10653	11260	-5.39%
Units Sold	718	683	5.12%	6613	6187	6.89%
Sales Dollars	\$137,151,568	\$122,803,413	11.68%	\$1,269,920,666	\$1,071,113,327	18.56%
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	5195	6492	-19.98%			

**OB Comparative Activity By Property Type
September 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	0	1	-100.0%	12	26	-53.8%
Units Sold	1	0	100.0%	2	1	100.0%
Sales Dollars	\$40,000	\$0	100.0%	\$242,000	\$117,500	106.0%
List/Sell Ratio	80.16%	0.00%	100.0%	88.40%	90.45%	-2.3%
Days to Sell	20	0	100.0%	194	91	113.2%
Active Inventory	16	12	33.3%			
Average Price	\$40,000	\$0	0.0%	\$121,000	\$117,500	3.0%
Median Price	\$40,000	\$0	0.0%	\$121,000	\$117,500	3.0%
Acreage with House						
Units Listed	1	1	0.0%	9	18	-50.0%
Units Sold	0	0	0.0%	1	2	-50.0%
Sales Dollars	\$0	\$0	0.0%	\$955,000	\$440,100	117.0%
List/Sell Ratio	0.00%	0.00%	0.0%	86.81%	96.58%	-10.1%
Days to Sell	0	0	0.0%	388	52	646.2%
Active Inventory	14	18	-22.2%			
Average Price	\$0	\$0	0.0%	\$955,000	\$220,050	334.0%
Median Price	\$0	\$0	0.0%	\$955,000	\$220,050	334.0%
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	4	4	0.0%	44	56	-21.4%
Units Sold	0	0	0.0%	4	5	-20.0%
Sales Dollars	\$0	\$0	0.0%	\$2,603,400	\$3,037,500	-14.3%
List/Sell Ratio	0.00%	0.00%	0.0%	79.78%	91.20%	-12.5%
Days to Sell	0	0	0.0%	161	150	7.3%
Active Inventory	34	38	-10.5%			
Average Price	\$0	\$0	0.0%	\$650,850	\$607,500	7.1%
Median Price	\$0	\$0	0.0%	\$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	1	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	9	0.0%	5	16	-68.8%
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%	598	0	100.0%
Active Inventory	4	7	-42.9%			
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

September 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	0	100.0%	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	1	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	0	1	-100.0%	5	11	-54.5%
Units Sold	1	0	100.0%	1	3	-66.7%
Sales Dollars	\$450,000	\$0	100.0%	\$450,000	\$578,500	-22.2%
List/Sell Ratio	90.09%	0.00%	100.0%	90.09%	96.65%	-6.8%
Days to Sell	117	0	100.0%	117	90	30.0%
Active Inventory	13	15	-13.3%			
Average Price	\$450,000	\$0	100.0%	\$450,000	\$192,833	133.4%
Median Price	\$450,000	\$0	100.0%	\$450,000	\$176,000	155.7%
IC&I						
Units Listed	0	1	-100.0%	7	4	75.0%
Units Sold	1	0	100.0%	3	1	200.0%
Sales Dollars	\$90,000	\$0	100.0%	\$5,615,000	\$200,000	2707.5%
List/Sell Ratio	60.00%	0.00%	100.0%	75.76%	62.69%	20.8%
Days to Sell	654	0	100.0%	393	360	9.2%
Active Inventory	8	6	33.3%			
Average Price	\$90,000	\$0	100.0%	\$1,871,667	\$200,000	835.8%
Median Price	\$90,000	\$0	100.0%	\$1,350,000	\$200,000	575.0%
IC&I Land						
Units Listed	0	1	-100.0%	5	7	-28.6%
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	8	8	0.0%			
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	1	0	100.0%	3	3	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	2	2	0.0%			
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
September 30, 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	0	0.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$208,250	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	92.59%	-100.0%
Days to Sell	0	0	0.0%	0	134	-134.0%
Active Inventory	10	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$208,250	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$208,250	-100.0%
Multi-Family						
Units Listed	0	0	0.0%	2	2	0.0%
Units Sold	0	1	-100.0%	1	1	100.0%
Sales Dollars	\$0	\$392,500	-100.0%	\$1,075,000	\$392,500	100.0%
List/Sell Ratio	0.00%	87.41%	-100.0%	0.00%	87.41%	100.0%
Days to Sell	0	73	-100.0%	284	73	100.0%
Active Inventory	2	5	-60.0%			
Average Price	\$0	\$392,500	-100.0%	\$1,075,000	\$392,500	100.0%
Median Price	\$0	\$392,500	-100.0%	\$1,075,000	\$392,500	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	2	50.0%	19	16	18.8%
Units Sold	0	0	0.0%	4	1	300.0%
Sales Dollars	\$0	\$0	0.0%	\$800,800	\$63,000	1171.1%
List/Sell Ratio	0.00%	0.00%	0.0%	92.25%	90.12%	2.4%
Days to Sell	0	0	0.0%	87	56	55.4%
Active Inventory	12	9	33.3%			
Average Price	\$0	\$0	0.0%	\$200,200	\$63,000	217.8%
Median Price	\$0	\$0	0.0%	\$185,450	\$63,000	194.4%
Residential (Waterfront)						
Units Listed	0	0	100.0%	10	6	66.7%
Units Sold	0	0	0.0%	2	2	0.0%
Sales Dollars	\$0	\$0	0.0%	\$549,500	\$590,100	-6.9%
List/Sell Ratio	0.00%	0.00%	0.0%	90.77%	93.78%	-3.2%
Days to Sell	0	0	0.0%	66	59	11.9%
Active Inventory	6	9	-33.3%			
Average Price	\$0	\$0	0.0%	\$274,750	\$295,050	-6.9%
Median Price	\$0	\$0	0.0%	\$274,750	\$295,050	-6.9%
OUTSIDE BOARD AREA - TOTALS						
Units Listed	10	20	-50.0%	140	176	-20.5%
Units Sold	3	1	200.0%	19	18	5.6%
Sales Dollars	\$580,000	\$392,500	47.8%	\$12,292,700	\$5,647,450	117.7%
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	143	138	3.6%			

RESIDENTIAL LISTING / SALES ANALYSIS

September 30, 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	0	1	0	0
110001 to 130000	0	0	0	0
130001 to 150000	1	2	0	1
150001 to 170000	1	2	0	0
170001 to 190000	0	0	0	0
190001 to 210000	0	2	0	0
210001 to 230000	0	1	0	0
230001 to 250000	0	2	0	1
250001 to 270000	0	0	0	0
270001 to 290000	1	1	0	0
290001 to 310000	0	0	0	0
310001 and over	0	4	0	1
Totals	3	18	0	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	1	1
40001 to 50000	0	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	0	29	1	2