

OUT OF BOARD MONTHLY STATISTICS

FOR

September 1st - 30th, 2004

**PLEASE NOTE THAT THERE ARE 2 NEW SECTIONS IN THE STATISTICS
1. TIMESHARES AND 2. RECREATIONAL PROPERTY TYPES**

COMPARATIVE ACTIVITY BY ZONE

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

ZONE CO TOTALS

| | | | | | | |
|-----------------|---------------|--------------|-------------|-----------------|---------------|-------------|
| Units Listed | 795 | 554 | 43.5% | 7269 | 5738 | 26.7% |
| Units Sold | 456 | 419 | 8.8% | 4241 | 3880 | 9.3% |
| Sales Dollars | \$125,922,124 | \$89,557,668 | 40.6% | \$1,071,437,471 | \$814,216,587 | 31.6% |
| 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 | 2813 | 2155 | 30.5% | | | |

ZONE NO TOTALS

| | | | | | | |
|-----------------|--------------|--------------|--------------|---------------|---------------|--------------|
| Units Listed | 314 | 300 | 4.7% | 3361 | 2841 | 18.3% |
| Units Sold | 239 | 216 | 10.6% | 2167 | 1768 | 22.6% |
| Sales Dollars | \$42,408,810 | \$40,724,631 | 4.1% | \$397,902,884 | \$294,217,481 | 35.2% |
| 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 | 1402 | 1554 | -9.8% | | | |

ZONE SH TOTALS

| | | | | | | |
|-----------------|--------------|--------------|--------------|---------------|---------------|--------------|
| Units Listed | 134 | 172 | -22.1% | 1687 | 1574 | 7.2% |
| Units Sold | 142 | 120 | 18.3% | 1105 | 816 | 35.4% |
| Sales Dollars | \$21,599,896 | \$17,956,600 | 20.3% | \$181,218,198 | \$120,386,994 | 50.5% |
| 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 | 1019 | 1343 | -24.1% | | | |

ZONE OB TOTALS

| | | | | | | |
|-----------------|-----------|-----------|---------------|--------------|--------------|---------------|
| Units Listed | 23 | 10 | 130.0% | 137 | 135 | 1.5% |
| Units Sold | 5 | 4 | 100.0% | 43 | 20 | 115.0% |
| Sales Dollars | \$590,332 | \$679,500 | 100.0% | \$17,066,379 | \$12,392,200 | 37.7% |
| 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 | 134 | 149 | -10.1% | | | |

GRAND TOTALS

| | | | | | | |
|-----------------|---------------|---------------|--------------|-----------------|-----------------|--------------|
| Units Listed | 1266 | 1036 | 22.2% | 12454 | 10288 | 21.1% |
| Units Sold | 842 | 759 | 10.9% | 7556 | 6484 | 16.5% |
| Sales Dollars | \$190,521,162 | \$148,918,399 | 27.9% | \$1,667,624,932 | \$1,241,213,262 | 34.4% |
| 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 | 5368 | 5201 | 3.2% | | | |

| | CURRENT MONTH | | | YEAR TO DATE | | |
|-----------------------------|---------------|-----------|---------------|--------------|-------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Acreage | | | | | | |
| Units Listed | 9 | 0 | 100.0% | 16 | 12 | 33.3% |
| Units Sold | 1 | 2 | -50.0% | 4 | 3 | 33.3% |
| Sales Dollars | \$302,501 | \$139,500 | 116.8% | \$671,001 | \$341,500 | 96.5% |
| List/Sell Ratio | 80.66% | 90.08% | | 86.78% | 92.27% | |
| Days to Sell | 540 | 97 | 456.7% | 240 | 187 | 28.3% |
| Active Inventory | 21 | 17 | 23.5% | | | |
| Average Price | \$302,501 | \$69,750 | 100.0% | \$167,750 | \$113,833 | 47.4% |
| Median Price | \$302,501 | \$69,750 | 333.7% | \$178,750 | \$99,500 | 79.6% |
| Acreage with House | | | | | | |
| Units Listed | 2 | 1 | 100.0% | 16 | 9 | 77.8% |
| Units Sold | 0 | 0 | 0.0% | 5 | 1 | 400.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$1,358,000 | \$955,000 | 42.2% |
| List/Sell Ratio | 0.00% | 0.00% | | 90.96% | 86.81% | |
| Days to Sell | 0 | 0 | 0.0% | 218 | 388 | -43.8% |
| Active Inventory | 15 | 12 | 25.0% | | | |
| Average Price | \$0 | \$0 | 100.0% | \$271,600 | \$955,000 | -71.6% |
| Median Price | \$0 | \$0 | 100.0% | \$240,000 | \$955,000 | -74.9% |
| Acreage (Waterfront) | | | | | | |
| Units Listed | 0 | 0 | 0.0% | 3 | 3 | 0.0% |
| Units Sold | 1 | 0 | 100.0% | 3 | 0 | 100.0% |
| Sales Dollars | \$117,331 | \$0 | 0.0% | \$497,728 | \$0 | 0.0% |
| List/Sell Ratio | 111.74% | 0.00% | | 111.84% | 0.00% | |
| Days to Sell | 26 | 0 | 0.0% | 170 | 0 | 0.0% |
| Active Inventory | 2 | 3 | 100.0% | | | |
| Average Price | \$117,331 | \$0 | 0.0% | \$165,909 | \$0 | 100.0% |
| Median Price | \$117,331 | \$0 | 0.0% | \$117,331 | \$0 | 100.0% |
| Business | | | | | | |
| Units Listed | 5 | 4 | 25.0% | 39 | 42 | -7.1% |
| 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 | 37 | 34 | 8.8% | | | |
| 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 | 0 | 0 | 0.0% | 2 | 1 | 100.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$210,500 | \$2,000 | 10425.0% |
| List/Sell Ratio | 0.00% | 0.00% | | 90.42% | 0.00% | |
| Days to Sell | 0 | 0 | 100.0% | 121 | 598 | -79.8% |
| Active Inventory | 2 | 12 | -83.3% | | | |
| Average Price | \$0 | \$0 | 100.0% | \$105,250 | \$2,000 | 5162.5% |
| Median Price | \$0 | \$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 | 1 | -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 | 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 | 0 | 0.0% | 6 | 5 | 20.0% |
| Units Sold | 0 | 1 | -100.0% | 2 | 1 | 100.0% |
| Sales Dollars | \$0 | \$450,000 | 0.0% | \$2,740,000 | \$450,000 | 100.0% |
| List/Sell Ratio | 0.00% | 90.09% | | 93.70% | 90.09% | |
| Days to Sell | 0 | 117 | 0.0% | 274 | 117 | 134.2% |
| Active Inventory | 7 | 9 | -22.2% | | | |
| Average Price | \$0 | \$450,000 | 0.0% | \$1,370,000 | \$450,000 | 100.0% |
| Median Price | \$0 | \$450,000 | 0.0% | \$1,370,000 | \$450,000 | 204.4% |
| IC&I | | | | | | |
| Units Listed | 1 | 0 | 100.0% | 6 | 7 | -14.3% |
| Units Sold | 0 | 1 | -100.0% | 1 | 3 | -66.7% |
| Sales Dollars | \$0 | \$90,000 | 0.0% | \$1,775,000 | \$5,615,000 | -68.4% |
| List/Sell Ratio | 0.00% | 60.00% | | 88.97% | 75.76% | |
| Days to Sell | 0 | 654 | 0.0% | 218 | 393 | -44.5% |
| Active Inventory | 10 | 9 | 11.1% | | | |
| Average Price | \$0 | \$90,000 | 0.0% | \$1,775,000 | \$1,871,667 | -100.0% |
| Median Price | \$0 | \$90,000 | 0.0% | \$1,775,000 | \$1,350,000 | 31.5% |
| IC&I Land | | | | | | |
| Units Listed | 0 | 0 | 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 | 1 | 0 | 100.0% | 10 | 5 | 100.0% |
| Units Sold | 1 | 0 | 0.0% | 5 | 0 | 100.0% |
| Sales Dollars | \$72,500 | \$0 | 0.0% | \$320,000 | \$0 | 100.0% |
| List/Sell Ratio | 95.52% | 0.00% | | 80.56% | 0.00% | |
| Days to Sell | 319 | 0 | 0.0% | 259 | 0 | 0.0% |
| Active Inventory | 7 | 9 | -22.2% | | | |
| Average Price | \$72,500 | \$0 | 0.0% | \$64,000 | \$0 | 0.0% |
| Median Price | \$72,500 | \$0 | 0.0% | \$4,167 | \$0 | 0.0% |
| Leases | | | | | | |
| Units Listed | 0 | 1 | -100.0% | 4 | 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% | | 0.00% | 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 | 0 | 0 | 100.0% | 2 | 9 | -77.8% |
| Units Sold | 0 | 0 | 0.0% | 2 | 0 | 100.0% |
| Sales Dollars | \$0 | \$0 | 100.0% | \$840,150 | \$0 | 100.0% |
| List/Sell Ratio | 0.00% | 0.00% | | 103.57% | 0.00% | |
| Days to Sell | 0 | 0 | 0.0% | 8 | 0 | 0.0% |
| Active Inventory | 0 | 10 | 0.0% | | | |
| Average Price | \$0 | \$0 | 100.0% | \$420,075 | \$0 | 100.0% |
| Median Price | \$0 | \$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 | 0 | -100.0% | 3 | 4 | -25.0% |
| Units Sold | 1 | 0 | -100.0% | 1 | 1 | 0.0% |
| Sales Dollars | \$60,000 | \$0 | 0.0% | \$60,000 | \$167,000 | -64.1% |
| List/Sell Ratio | 92.44% | 0.00% | | 92.44% | 90.27% | |
| Days to Sell | 95 | 98 | -100.0% | 95 | 98 | -100.0% |
| Active Inventory | 3 | 0 | 0.0% | | | |
| Average Price | \$60,000 | \$0 | 0.0% | \$0 | \$167,000 | 0.0% |
| Median Price | \$60,000 | \$0 | 0.0% | \$60,000 | \$167,000 | -64.1% |
| Residential | | | | | | |
| Units Listed | 2 | 3 | -33.3% | 14 | 18 | -22.2% |
| Units Sold | 1 | 0 | 100.0% | 6 | 4 | 50.0% |
| Sales Dollars | \$38,000 | \$0 | 0.0% | \$1,059,500 | \$800,800 | 32.3% |
| List/Sell Ratio | 100.00% | 0.00% | | 96.19% | 92.25% | |
| Days to Sell | 171 | 0 | 0.0% | 161 | 87 | 85.1% |
| Active Inventory | 11 | 12 | -8.3% | | | |
| Average Price | \$38,000 | \$0 | 0.0% | \$176,583 | \$200,200 | -11.8% |
| Median Price | \$38,000 | \$0 | 0.0% | \$135,250 | \$185,450 | -27.1% |
| Residential (Waterfront) | | | | | | |
| Units Listed | 2 | 0 | 0.0% | 4 | 5 | -20.0% |
| Units Sold | 0 | 0 | 100.0% | 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 | 2 | 8 | -75.0% | | | |
| 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 | 23 | 10 | 130.0% | 137 | 135 | 1.5% |
| Units Sold | 5 | 4 | 100.0% | 43 | 20 | 115.0% |
| Sales Dollars | \$590,332 | \$679,500 | 100.0% | \$17,066,379 | \$12,392,200 | 37.7% |
| List/Sell Ratio | 97.02% | 90.91% | | 89.76% | 85.99% | |
| Days to Sell | 313 | 0 | 100.0% | 286 | 243 | 17.7% |
| Active Inventory | 134 | 149 | -10.1% | | | |

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|------------------|---------------------------------|-------------------------------|------------------------------|----------------------------|
| 0 to 150000 | 0 | 4 | 2 | 4 |
| 150001 to 180000 | 0 | 1 | 0 | 1 |
| 180001 to 210000 | 1 | 3 | 0 | 0 |
| 210001 to 240000 | 0 | 0 | 0 | 0 |
| 240001 to 270000 | 0 | 1 | 0 | 0 |
| 270001 to 300000 | 1 | 3 | 0 | 0 |
| 300001 to 330000 | 0 | 0 | 0 | 1 |
| 330001 to 360000 | 0 | 1 | 0 | 1 |
| 360001 to 390000 | 0 | 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 | 2 | 15 | 2 | 7 |

LOT LISTING/SALES ANALYSIS

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|------------------|---------------------------------|-------------------------------|------------------------------|----------------------------|
| 0 to 40000 | 1 | 8 | 0 | 4 |
| 40001 to 60000 | 2 | 4 | 0 | 0 |
| 60001 to 80000 | 1 | 4 | 1 | 1 |
| 80001 to 100000 | 1 | 4 | 0 | 2 |
| 100001 to 120000 | 0 | 1 | 1 | 1 |
| 120001 to 140000 | 1 | 1 | 0 | 0 |
| 140001 to 160000 | 1 | 1 | 0 | 1 |
| 160001 and over | 3 | 8 | 1 | 5 |
| Totals | 10 | 31 | 3 | 14 |