

# OUT OF BOARD MONTHLY STATISTICS

FOR

October 1 - 31, 2003

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	615	665	-7.52%	6570	7110	-7.59%
Units Sold	<b>392</b>	<b>411</b>	<b>-4.62%</b>	<b>4383</b>	<b>4346</b>	<b>0.85%</b>
Sales Dollars	\$88,094,799	\$78,860,488	11.71%	\$921,549,598	\$805,543,821	14.40%
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	2134	2792	-23.57%			
<b>ZONE NO TOTALS</b>						
Units Listed	244	312	-21.79%	3184	3289	-3.19%
Units Sold	<b>200</b>	<b>177</b>	<b>12.99%</b>	<b>2015</b>	<b>1696</b>	<b>18.81%</b>
Sales Dollars	\$39,220,319	\$30,107,619	30.27%	\$342,628,248	\$248,247,689	38.02%
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	1420	1968	-27.85%			
<b>ZONE SH TOTALS</b>						
Units Listed	124	140	-11.43%	1744	1800	-3.11%
Units Sold	<b>87</b>	<b>74</b>	<b>17.57%</b>	<b>932</b>	<b>789</b>	<b>18.12%</b>
Sales Dollars	\$10,772,235	\$9,976,824	7.97%	\$136,906,929	\$109,154,556	25.42%
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	1290	1586	-18.66%			
<b>ZONE OB TOTALS</b>						
Units Listed	18	19	-5.26%	156	185	-15.68%
Units Sold	<b>2</b>	<b>6</b>	<b>-66.67%</b>	<b>21</b>	<b>23</b>	<b>-8.70%</b>
Sales Dollars	\$730,000	\$2,493,500	-70.72%	\$13,022,700	\$7,748,450	68.07%
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	151	146	3.42%			
<b>GRAND TOTALS</b>						
Units Listed	1001	1136	-11.88%	11654	12384	-5.89%
Units Sold	<b>681</b>	<b>668</b>	<b>1.95%</b>	<b>7351</b>	<b>6854</b>	<b>7.25%</b>
Sales Dollars	\$138,817,353	\$121,438,431	14.31%	\$1,414,107,475	\$1,170,694,516	20.79%
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	4995	6492	-23.06%			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	2	0	100.0%	14	26	-46.2%
Units Sold	0	0	0.0%	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$242,000	\$117,500	106.0%
List/Sell Ratio	0.00%	0.00%	0.0%	88.40%	90.45%	-2.3%
Days to Sell	0	0	0.0%	194	91	113.2%
Active Inventory	18	12	50.0%			
Average Price	\$0	\$0	0.0%	\$121,000	\$117,500	3.0%
Median Price	\$0	\$0	0.0%	\$121,000	\$117,500	3.0%
<b>Acreage with House</b>						
Units Listed	2	1	100.0%	11	19	-42.1%
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	15	18	-16.7%			
Average Price	\$0	\$0	0.0%	\$955,000	\$220,050	334.0%
Median Price	\$0	\$0	0.0%	\$955,000	\$220,050	334.0%
<b>Acreage (Waterfront)</b>						
Units Listed	1	0	100.0%	4	6	-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	4	4	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Business</b>						
Units Listed	5	7	-28.6%	49	63	-22.2%
Units Sold	0	1	-100.0%	4	6	-33.3%
Sales Dollars	\$0	\$310,000	-100.0%	\$2,603,400	\$3,347,500	-22.2%
List/Sell Ratio	0.00%	94.22%	-100.0%	79.78%	91.81%	-13.1%
Days to Sell	0	79	-100.0%	161	138	16.7%
Active Inventory	35	38	-7.9%			
Average Price	\$0	\$310,000	-100.0%	\$650,850	\$557,917	16.7%
Median Price	\$0	\$310,000	-100.0%	\$661,700	\$645,000	2.6%
<b>Condo (Townhouse)</b>						
Units Listed	0	1	-100.0%	1	1	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	1	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Condo (Apt)</b>						
Units Listed	0	9	0.0%	5	16	-68.8%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$122,000	-100.0%	\$2,000	\$122,000	-98.4%
List/Sell Ratio	0.00%	98.38%	-100.0%	0.00%	98.38%	-100.0%
Days to Sell	0	37	-100.0%	598	37	1516.2%
Active Inventory	4	7	-42.9%			
Average Price	\$0	\$122,000	-100.0%	\$2,000	\$122,000	-98.4%
Median Price	\$0	\$122,000	-100.0%	\$2,000	\$122,000	-98.4%

OB Comparative Activity By Property Type

October 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
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%
<b>Farms</b>						
Units Listed	0	1	-100.0%	5	11	-54.5%
Units Sold	1	1	0.0%	2	4	-50.0%
Sales Dollars	\$400,000	\$1,350,000	-70.4%	\$850,000	\$1,928,500	-55.9%
List/Sell Ratio	81.79%	122.72%	-33.4%	85.94%	105.34%	-18.4%
Days to Sell	147	265	-44.5%	132	133	-0.8%
Active Inventory	12	15	-20.0%			
Average Price	\$400,000	\$1,350,000	-70.4%	\$425,000	\$482,125	-11.8%
Median Price	\$400,000	\$1,350,000	-70.4%	\$425,000	\$221,750	91.7%
<b>IC&amp;I</b>						
Units Listed	5	0	100.0%	12	4	200.0%
Units Sold	0	0	0.0%	3	1	200.0%
Sales Dollars	\$0	\$0	0.0%	\$5,615,000	\$200,000	2707.5%
List/Sell Ratio	0.00%	0.00%	0.0%	75.76%	62.69%	20.8%
Days to Sell	0	0	0.0%	393	360	9.2%
Active Inventory	12	6	100.0%			
Average Price	\$0	\$0	0.0%	\$1,871,667	\$200,000	835.8%
Median Price	\$0	\$0	0.0%	\$1,350,000	\$200,000	575.0%
<b>IC&amp;I Land</b>						
Units Listed	0	0	0.0%	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%
<b>Lots</b>						
Units Listed	1	0	100.0%	6	2	200.0%
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	10	5	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$20,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$20,000	-100.0%
<b>Leases</b>						
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  
October 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
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%
<b>Multi-Family</b>						
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%
<b>Mobile Homes</b>						
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%
<b>Residential</b>						
Units Listed	0	0	0.0%	19	16	18.8%
Units Sold	1	1	0.0%	5	2	150.0%
Sales Dollars	\$330,000	\$112,000	194.6%	\$1,130,800	\$175,000	546.2%
List/Sell Ratio	94.55%	93.41%	1.2%	92.71%	91.76%	1.0%
Days to Sell	54	132	-59.1%	81	94	-13.8%
Active Inventory	11	9	22.2%			
Average Price	\$330,000	\$112,000	194.6%	\$226,160	\$87,500	158.5%
Median Price	\$330,000	\$112,000	194.6%	\$235,000	\$87,500	168.6%
<b>Residential (Waterfront)</b>						
Units Listed	0	0	100.0%	10	6	66.7%
Units Sold	0	1	-100.0%	2	3	-33.3%
Sales Dollars	\$0	\$207,000	0.0%	\$549,500	\$797,100	-31.1%
List/Sell Ratio	0.00%	92.00%	-100.0%	90.77%	93.78%	-3.2%
Days to Sell	0	442	-100.0%	66	59	11.9%
Active Inventory	6	9	-33.3%			
Average Price	\$0	\$207,000	-100.0%	\$274,750	\$265,700	3.4%
Median Price	\$0	\$207,000	-100.0%	\$274,750	\$240,100	14.4%
<b>OUTSIDE BOARD AREA - TOTALS</b>						
Units Listed	18	19	-5.3%	156	185	-15.7%
Units Sold	2	6	-66.7%	21	23	-8.7%
Sales Dollars	\$730,000	\$2,493,500	-70.7%	\$13,022,700	\$7,748,450	68.1%
List/Sell Ratio	88.17%	100.14%	-12.0%	84.27%	90.18%	-6.6%
Days to Sell	100	191	-47.6%	204	150	36.0%
Active Inventory	151	138	9.4%			

## RESIDENTIAL LISTING / SALES ANALYSIS

October 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	0	1	0	0
110001 to 130000	0	0	0	0
130001 to 150000	0	2	0	1
150001 to 170000	0	2	0	0
170001 to 190000	0	0	0	0
190001 to 210000	0	3	0	0
210001 to 230000	0	0	0	0
230001 to 250000	0	2	0	1
250001 to 270000	0	0	0	0
270001 to 290000	0	1	0	0
290001 to 310000	0	0	0	0
310001 and over	0	4	1	2
<b>Totals</b>	<b>0</b>	<b>18</b>	<b>1</b>	<b>5</b>

## 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	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	4	17	0	1
<b>Totals</b>	<b>4</b>	<b>33</b>	<b>0</b>	<b>2</b>