

OUT OF BOARD MONTHLY STATISTICS

FOR

October 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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	569	615	-7.5%	7838	6353	23.4%
Units Sold	349	430	-18.8%	4592	4310	6.5%
Sales Dollars	\$85,947,869	\$95,044,559	-9.6%	\$1,157,692,239	\$909,261,146	27.3%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	-0.2%
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Listings	2705	2134	26.8%			
ZONE NO TOTALS						
Units Listed	336	242	38.8%	3697	3083	19.9%
Units Sold	251	220	14.1%	2418	1988	21.6%
Sales Dollars	\$47,744,301	\$42,786,484	11.6%	\$445,510,516	\$337,003,965	32.2%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	1.6%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1335	1420	-6.0%			
ZONE SH TOTALS						
Units Listed	130	126	3.2%	1817	1697	7.1%
Units Sold	89	96	-7.3%	1195	912	31.0%
Sales Dollars	\$15,103,700	\$12,104,595	24.8%	\$195,917,798	\$132,492,129	47.9%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	0.9%
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Listings	971	1290	-24.7%			
ZONE OB TOTALS						
Units Listed	14	19	-26.3%	149	152	-2.0%
Units Sold	4	3	100.0%	47	23	104.3%
Sales Dollars	\$1,270,000	\$1,988,000	100.0%	\$18,336,379	\$14,380,200	27.5%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	0.5%
Days to Sell	110	107	2.8%	203	199	2.0%
Active Listings	127	151	-15.9%			
GRAND TOTALS						
Units Listed	1049	1002	4.7%	13501	11285	19.6%
Units Sold	693	749	-7.5%	8252	7233	14.1%
Sales Dollars	\$150,065,870	\$151,923,638	-1.2%	\$1,817,456,932	\$1,393,137,440	30.5%
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	5138	4995	2.9%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	2	2	100.0%	18	14	28.6%
Units Sold	0	0	0.0%	4	3	33.3%
Sales Dollars	\$0	\$0	0.0%	\$671,001	\$341,500	96.5%
List/Sell Ratio	0.00%	0.00%		86.78%	92.27%	
Days to Sell	0	0	#DIV/0!	240	187	28.3%
Active Inventory	21	18	16.7%			
Average Price	\$0	\$0	0.0%	\$167,750	\$113,833	47.4%
Median Price	\$0	\$0	0.0%	\$178,750	\$99,500	79.6%
Acreage with House						
Units Listed	1	2	-50.0%	17	11	54.5%
Units Sold	1	0	100.0%	6	1	500.0%
Sales Dollars	\$165,000	\$0	100.0%	\$1,523,000	\$955,000	59.5%
List/Sell Ratio	94.82%	0.00%		91.60%	86.81%	
Days to Sell	157	0	100.0%	208	388	-46.4%
Active Inventory	14	15	-6.7%			
Average Price	\$165,000	\$0	100.0%	\$253,833	\$955,000	-73.4%
Median Price	\$165,000	\$0	100.0%	\$222,500	\$955,000	-76.7%
Acreage (Waterfront)						
Units Listed	0	1	-100.0%	3	4	-25.0%
Units Sold	0	0	100.0%	3	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$497,728	\$0	0.0%
List/Sell Ratio	0.00%	0.00%		111.84%	0.00%	
Days to Sell	0	0	0.0%	170	0	0.0%
Active Inventory	2	4	100.0%			
Average Price	\$0	\$0	0.0%	\$165,909	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$117,331	\$0	100.0%
Business						
Units Listed	3	5	-40.0%	42	47	-10.6%
Units Sold	2	1	100.0%	9	5	80.0%
Sales Dollars	\$580,000	\$1,258,000	-53.9%	\$3,266,500	\$3,861,400	-15.4%
List/Sell Ratio	91.10%	97.14%		96.42%	83.25%	
Days to Sell	139	120	15.8%	267	152	75.7%
Active Inventory	36	35	2.9%			
Average Price	\$290,000	\$1,258,000	-76.9%	\$362,944	\$772,280	-53.0%
Median Price	\$290,000	\$1,258,000	-76.9%	\$355,000	\$825,900	-57.0%
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	1	100.0%			
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	4	-50.0%			
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	1	1	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	3	0	100.0%	9	5	80.0%
Units Sold	1	1	0.0%	3	2	50.0%
Sales Dollars	\$525,000	\$400,000	31.3%	\$3,265,000	\$850,000	284.1%
List/Sell Ratio	96.33%	81.79%		94.57%	85.94%	
Days to Sell	6	147	-95.9%	184	132	39.4%
Active Inventory	7	12	-41.7%			
Average Price	\$525,000	\$400,000	31.3%	\$1,088,333	\$450,000	100.0%
Median Price	\$525,000	\$400,000	31.3%	\$525,000	\$425,000	23.5%
IC&I						
Units Listed	0	5	-100.0%	6	12	-50.0%
Units Sold	0	0	0.0%	1	3	-66.7%
Sales Dollars	\$0	\$0	0.0%	\$1,775,000	\$5,615,000	-68.4%
List/Sell Ratio	0.00%	0.00%		88.97%	75.76%	
Days to Sell	0	0	0.0%	218	393	-44.5%
Active Inventory	9	12	-25.0%			
Average Price	\$0	\$0	0.0%	\$1,775,000	\$1,871,667	-100.0%
Median Price	\$0	\$0	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	5	8	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	0	1	-100.0%	10	6	66.7%
Units Sold	0	0	0.0%	5	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$320,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		80.56%	0.00%	
Days to Sell	0	0	0.0%	259	0	0.0%
Active Inventory	5	10	-50.0%			
Average Price	\$0	\$0	0.0%	\$64,000	\$0	0.0%
Median Price	\$0	\$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	2	200.0%			
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	0	2	-100.0%			
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	0.0%	3	4	-25.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$60,000	\$167,000	-64.1%
List/Sell Ratio	0.00%	0.00%		92.44%	90.27%	
Days to Sell	0	0	0.0%	95	98	-100.0%
Active Inventory	3	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$167,000	0.0%
Median Price	\$0	\$0	0.0%	\$60,000	\$167,000	-64.1%
Residential						
Units Listed	1	1	0.0%	15	19	-21.1%
Units Sold	0	1	-100.0%	6	5	20.0%
Sales Dollars	\$0	\$330,000	-100.0%	\$1,059,500	\$1,130,800	-6.3%
List/Sell Ratio	0.00%	94.55%		96.19%	92.71%	
Days to Sell	0	54	-100.0%	161	81	98.8%
Active Inventory	8	11	-27.3%			
Average Price	\$0	\$330,000	-100.0%	\$176,583	\$226,160	-21.9%
Median Price	\$0	\$330,000	-100.0%	\$135,250	\$235,000	-42.4%
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	6	-66.7%			
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	2	0	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	3	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	19	-26.3%	149	152	-2.0%
Units Sold	4	3	100.0%	47	23	104.3%
Sales Dollars	\$1,270,000	\$1,988,000	100.0%	\$18,336,379	\$14,380,200	27.5%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	127	151	-15.9%			