

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

November 1 - 30, 2003

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	468	485	-3.5%	7043	7595	-7.3%
Units Sold	310	340	-8.8%	4733	4686	1.0%
Sales Dollars	\$69,559,365	\$67,679,284	2.8%	\$1,006,652,097	\$873,223,105	15.3%
List/Sell Ratio	95.44%	95.69%	-0.3%	95.96%	94.94%	1.1%
Days to Sell	86	85	1.2%	82	86	-4.7%
Active Listings	2001	2792	-28.3%			
ZONE NO TOTALS						
Units Listed	203	211	-3.8%	3386	3500	-3.3%
Units Sold	125	143	-12.6%	2168	1839	17.9%
Sales Dollars	\$19,822,850	\$25,630,866	-22.7%	\$366,954,263	\$295,331,554	24.3%
List/Sell Ratio	94.49%	94.20%	0.3%	94.37%	93.04%	1.4%
Days to Sell	146	171	-14.6%	138	154	-10.4%
Active Listings	1315	1968	-33.2%			
ZONE SH TOTALS						
Units Listed	77	112	-31.3%	1823	1913	-4.7%
Units Sold	48	61	-21.3%	989	850	16.4%
Sales Dollars	\$7,874,500	\$6,563,970	20.0%	\$146,330,979	\$115,730,505	26.4%
List/Sell Ratio	90.24%	92.84%	-2.8%	91.78%	90.12%	1.8%
Days to Sell	234	247	-5.3%	231	219	5.5%
Active Listings	1189	1586	-25.0%			
ZONE OB TOTALS						
Units Listed	17	22	-22.7%	170	207	-17.9%
Units Sold	2	4	-50.0%	25	22	13.6%
Sales Dollars	\$318,500	\$1,657,800	-80.8%	\$14,698,700	\$9,406,250	56.3%
List/Sell Ratio	74.57%	90.90%	-18.0%	84.67%	90.30%	-6.2%
Days to Sell	317	243	30.5%	208	164	26.8%
Active Listings	145	146	-0.7%			
GRAND TOTALS						
Units Listed	765	830	-7.8%	12422	13215	-6.0%
Units Sold	485	548	-11.5%	7915	7397	7.0%
Sales Dollars	\$97,575,215	\$101,531,920	-3.9%	\$1,534,636,039	\$1,293,691,414	18.6%
List/Sell Ratio	94.74%	93.87%	0.9%	94.96%	94.09%	0.9%
Days to Sell	117	127	-7.9%	117	118	-0.8%
Active Listings	4650	6492	-28.4%			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	4	2	100.0%	18	28	-35.7%
Units Sold	0	0	0.0%	3	1	200.0%
Sales Dollars	\$0	\$0	0.0%	\$341,500	\$117,500	190.6%
List/Sell Ratio	0.00%	0.00%	0.0%	92.27%	90.45%	2.0%
Days to Sell	0	0	0.0%	187	91	105.5%
Active Inventory	19	12	58.3%			
Average Price	\$0	\$0	0.0%	\$113,833	\$117,500	-3.1%
Median Price	\$0	\$0	0.0%	\$99,500	\$117,500	-15.3%
Acreage with House						
Units Listed	5	3	66.7%	16	22	-27.3%
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	17	18	-5.6%			
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%	4	6	-33.3%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$78,000	-100.0%	\$0	\$78,000	-100.0%
List/Sell Ratio	0.00%	79.59%	-100.0%	0.00%	79.59%	-100.0%
Days to Sell	0	210	-100.0%	0	210	-100.0%
Active Inventory	4	4	0.0%			
Average Price	\$0	\$78,000	-100.0%	\$0	\$78,000	-100.0%
Median Price	\$0	\$78,000	-100.0%	\$0	\$78,000	-100.0%
Business						
Units Listed	3	3	0.0%	50	65	-23.1%
Units Sold	0	1	-100.0%	5	7	-28.6%
Sales Dollars	\$0	\$550,000	-100.0%	\$3,861,400	\$3,897,500	-0.9%
List/Sell Ratio	0.00%	84.61%	-100.0%	83.25%	90.61%	-8.1%
Days to Sell	0	176	-100.0%	152	143	6.3%
Active Inventory	32	38	-15.8%			
Average Price	\$0	\$550,000	-100.0%	\$772,280	\$556,786	38.7%
Median Price	\$0	\$550,000	-100.0%	\$825,900	\$640,000	29.0%
Condo (Townhouse)						
Units Listed	0	0	0.0%	1	1	0.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$113,500	\$0	100.0%	\$113,500	\$0	100.0%
List/Sell Ratio	84.07%	0.00%	100.0%	84.07%	0.00%	100.0%
Days to Sell	295	0	100.0%	295	0	100.0%
Active Inventory	0	0	100.0%			
Average Price	\$113,500	\$0	100.0%	\$113,500	\$0	100.0%
Median Price	\$113,500	\$0	100.0%	\$113,500	\$0	100.0%
Condo (Apt)						
Units Listed	0	1	-100.0%	5	17	-70.6%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$2,000	\$122,000	-98.4%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	98.38%	-100.0%
Days to Sell	0	0	0.0%	598	37	1516.2%
Active Inventory	4	7	-42.9%			
Average Price	\$0	\$0	0.0%	\$2,000	\$122,000	-98.4%
Median Price	\$0	\$0	0.0%	\$2,000	\$122,000	-98.4%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
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	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	1	2	-100.0%	6	14	-57.1%
Units Sold	1	2	-50.0%	3	1	200.0%
Sales Dollars	\$205,000	\$1,029,800	-80.1%	\$1,055,000	\$2,958,300	-64.3%
List/Sell Ratio	65.07%	99.71%	-34.7%	78.98%	103.08%	-23.4%
Days to Sell	339	294	15.3%	201	187	7.5%
Active Inventory	9	15	-40.0%			
Average Price	\$205,000	\$514,900	-60.2%	\$351,667	\$2,958,300	-88.1%
Median Price	\$205,000	\$514,900	-60.2%	\$400,000	\$221,750	80.4%
IC&I						
Units Listed	1	3	-66.7%	13	7	85.7%
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	13	6	116.7%			
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%
IC&I Land						
Units Listed	0	1	-100.0%	5	8	-37.5%
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%	0.0%	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	1	2	-50.0%	7	4	75.0%
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	8	5	60.0%			
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	0	0	0.0%	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
November 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	1	1	0.0%	2	3	0.0%
Units Sold	0	0	0.0%	1	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$1,075,000	\$392,500	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	87.41%	100.0%
Days to Sell	0	0	0.0%	284	73	100.0%
Active Inventory	2	5	-60.0%			
Average Price	\$0	\$0	0.0%	\$1,075,000	\$392,500	100.0%
Median Price	\$0	\$0	0.0%	\$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	0	4	-100.0%	19	20	-5.0%
Units Sold	0	0	0.0%	5	2	150.0%
Sales Dollars	\$0	\$0	0.0%	\$1,130,800	\$175,000	546.2%
List/Sell Ratio	0.00%	0.00%	0.0%	92.71%	91.76%	1.0%
Days to Sell	0	0	0.0%	81	94	-13.8%
Active Inventory	10	9	11.1%			
Average Price	\$0	\$0	0.0%	\$226,160	\$87,500	158.5%
Median Price	\$0	\$0	0.0%	\$235,000	\$87,500	168.6%
Residential (Waterfront)						
Units Listed	1	0	100.0%	11	6	83.3%
Units Sold	0	0	0.0%	2	3	-33.3%
Sales Dollars	\$0	\$0	0.0%	\$549,500	\$797,100	-31.1%
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	\$265,700	3.4%
Median Price	\$0	\$0	0.0%	\$274,750	\$240,100	14.4%
OUTSIDE BOARD AREA - TOTALS						
Units Listed	17	22	-22.7%	170	207	-17.9%
Units Sold	2	4	-50.0%	25	22	13.6%
Sales Dollars	\$318,500	\$1,657,800	-80.8%	\$14,698,700	\$9,406,250	56.3%
List/Sell Ratio	74.57%	90.90%	-18.0%	84.67%	90.30%	-6.2%
Days to Sell	317	243	30.5%	208	164	26.8%
Active Inventory	145	138	5.1%			

RESIDENTIAL LISTING / SALES ANALYSIS

November 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	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
Totals	0	18	1	5

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	3	0	0
80001 to 90000	0	1	0	0
90001 and over	4	21	0	2
Totals	4	38	0	3