

**OUT OF BOARD  
MONTHLY STATISTICS**

**FOR**

**December 1 - 31, 2003**

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	399	390	2.3%	7442	7985	-6.8%
Units Sold	<b>281</b>	<b>223</b>	<b>26.0%</b>	<b>5064</b>	<b>4909</b>	<b>3.2%</b>
Sales Dollars	\$64,283,157	\$45,822,636	40.3%	\$1,086,668,171	\$919,045,740	18.2%
List/Sell Ratio	95.47%	94.44%	1.1%	95.92%	94.92%	1.1%
Days to Sell	82	95	-13.7%	82	86	-4.7%
Active Listings	1878	2792	-32.7%			
<b>ZONE NO TOTALS</b>						
Units Listed	148	165	-10.3%	3534	3665	-3.6%
Units Sold	<b>106</b>	<b>130</b>	<b>-18.5%</b>	<b>2301</b>	<b>1969</b>	<b>16.9%</b>
Sales Dollars	\$24,341,150	\$19,569,602	24.4%	\$397,036,313	\$314,901,156	26.1%
List/Sell Ratio	94.00%	96.26%	-2.3%	94.38%	93.25%	1.2%
Days to Sell	151	168	-10.1%	139	155	-10.3%
Active Listings	1190	1968	-39.5%			
<b>ZONE SH TOTALS</b>						
Units Listed	66	75	-12.0%	1889	1988	-5.0%
Units Sold	<b>54</b>	<b>41</b>	<b>31.7%</b>	<b>1073</b>	<b>891</b>	<b>20.4%</b>
Sales Dollars	\$8,160,890	\$5,595,800	45.8%	\$161,382,369	\$120,876,305	33.5%
List/Sell Ratio	92.79%	85.13%	9.0%	92.02%	89.89%	2.4%
Days to Sell	267	277	-3.6%	228	222	2.7%
Active Listings	1044	1586	-34.2%			
<b>ZONE OB TOTALS</b>						
Units Listed	10	7	42.9%	180	214	-15.9%
Units Sold	<b>3</b>	<b>5</b>	<b>-40.0%</b>	<b>28</b>	<b>26</b>	<b>7.7%</b>
Sales Dollars	\$2,290,000	\$2,266,000	1.1%	\$16,988,700	\$11,594,250	46.5%
List/Sell Ratio	88.06%	89.17%	-1.2%	85.06%	90.14%	-5.6%
Days to Sell	232	195	19.0%	211	168	25.6%
Active Listings	110	146	-24.7%			
<b>GRAND TOTALS</b>						
Units Listed	623	637	-2.2%	13045	13852	-5.8%
Units Sold	<b>444</b>	<b>399</b>	<b>11.3%</b>	<b>8466</b>	<b>7795</b>	<b>8.6%</b>
Sales Dollars	\$99,075,197	\$73,254,038	35.2%	\$1,662,075,553	\$1,366,417,451	21.6%
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	4222	6492	-35.0%			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	1	0	100.0%	19	28	-32.1%
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	13	12	8.3%			
Average Price	\$0	\$0	0.0%	\$113,833	\$117,500	-3.1%
Median Price	\$0	\$0	0.0%	\$99,500	\$117,500	-15.3%
<b>Acreage with House</b>						
Units Listed	3	1	200.0%	19	23	-17.4%
Units Sold	1	1	0.0%	2	3	-33.3%
Sales Dollars	\$200,000	\$500,000	-60.0%	\$1,155,000	\$940,100	22.9%
List/Sell Ratio	93.02%	71.53%	30.0%	89.91%	88.23%	1.9%
Days to Sell	393	634	-38.0%	390	246	58.5%
Active Inventory	15	18	-16.7%			
Average Price	\$200,000	\$500,000	-60.0%	\$577,500	\$313,367	84.3%
Median Price	\$200,000	\$500,000	-60.0%	\$577,500	\$240,100	140.5%
<b>Acreage (Waterfront)</b>						
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	3	4	-25.0%			
Average Price	\$0	\$78,000	-100.0%	\$0	\$78,000	-100.0%
Median Price	\$0	\$78,000	-100.0%	\$0	\$78,000	-100.0%
<b>Business</b>						
Units Listed	4	3	33.3%	54	68	-20.6%
Units Sold	1	1	0.0%	6	8	-25.0%
Sales Dollars	\$540,000	\$1,340,000	-59.7%	\$4,401,400	\$5,237,500	-16.0%
List/Sell Ratio	77.25%	96.05%	-19.6%	82.25%	91.38%	-10.0%
Days to Sell	145	89	62.9%	151	136	11.0%
Active Inventory	26	38	-31.6%			
Average Price	\$540,000	\$1,340,000	-59.7%	\$733,567	\$654,688	12.0%
Median Price	\$540,000	\$1,340,000	-59.7%	\$682,950	\$645,000	5.9%
<b>Condo (Townhouse)</b>						
Units Listed	0	0	0.0%	1	1	0.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$113,500	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	84.07%	0.00%	100.0%
Days to Sell	0	0	0.0%	295	0	100.0%
Active Inventory	0	0	0.0%			
Average Price	\$0	\$0	0.0%	\$113,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$113,500	\$0	100.0%
<b>Condo (Apt)</b>						
Units Listed	0	0	0.0%	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	1	7	-85.7%			
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

December 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
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%
<b>Farms</b>						
Units Listed	1	1	0.0%	7	15	-53.3%
Units Sold	0	0	0.0%	3	1	200.0%
Sales Dollars	\$0	\$0	0.0%	\$1,055,000	\$2,958,300	-64.3%
List/Sell Ratio	0.00%	0.00%	0.0%	78.98%	103.08%	-23.4%
Days to Sell	0	0	0.0%	201	187	7.5%
Active Inventory	11	15	-26.7%			
Average Price	\$0	\$0	0.0%	\$351,667	\$2,958,300	-88.1%
Median Price	\$0	\$0	0.0%	\$400,000	\$221,750	80.4%
<b>IC&amp;I</b>						
Units Listed	0	1	-100.0%	13	8	62.5%
Units Sold	1	0	100.0%	4	1	300.0%
Sales Dollars	\$1,550,000	\$0	100.0%	\$7,165,000	\$200,000	3482.5%
List/Sell Ratio	93.93%	0.00%	100.0%	81.81%	62.69%	30.5%
Days to Sell	159	0	100.0%	335	360	-6.9%
Active Inventory	10	6	66.7%			
Average Price	\$1,550,000	\$0	100.0%	\$1,791,250	\$200,000	795.6%
Median Price	\$1,150,000	\$0	100.0%	\$1,450,000	\$200,000	625.0%
<b>IC&amp;I Land</b>						
Units Listed	0	0	0.0%	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	5	8	-37.5%			
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	0	0	0.0%	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	7	5	40.0%			
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	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  
December 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	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
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	0	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	3	0.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>1</b>	<b>2</b>	<b>-50.0%</b>
Sales Dollars	\$0	\$220,000	0.0%	\$1,075,000	\$612,500	75.5%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	87.41%	-100.0%
Days to Sell	0	39	-100.0%	284	56	407.1%
Active Inventory	1	5	-80.0%			
Average Price	\$0	\$220,000	-100.0%	\$1,075,000	\$306,250	251.0%
Median Price	\$0	\$220,000	-100.0%	\$1,075,000	\$306,250	251.0%
<b>Mobile Homes</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	1	1	0.0%	20	21	-4.8%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>5</b>	<b>3</b>	<b>66.7%</b>
Sales Dollars	\$0	\$128,000	-100.0%	\$1,130,800	\$303,000	273.2%
List/Sell Ratio	0.00%	95.52%	-100.0%	92.71%	93.01%	-0.3%
Days to Sell	0	20	-100.0%	81	69	17.4%
Active Inventory	10	9	11.1%			
Average Price	\$0	\$128,000	-100.0%	\$226,160	\$101,000	123.9%
Median Price	\$0	\$128,000	-100.0%	\$235,000	\$112,000	109.8%
<b>Residential (Waterfront)</b>						
Units Listed	0	0	0.0%	11	6	83.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>3</b>	<b>-33.3%</b>
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	5	9	-44.4%			
Average Price	\$0	\$0	0.0%	\$274,750	\$265,700	3.4%
Median Price	\$0	\$0	0.0%	\$274,750	\$240,100	14.4%
<b>OUTSIDE BOARD AREA - TOTALS</b>						
Units Listed	10	7	42.9%	180	214	-15.9%
Units Sold	<b>3</b>	<b>5</b>	<b>-40.0%</b>	<b>28</b>	<b>26</b>	<b>7.7%</b>
Sales Dollars	\$2,290,000	\$2,266,000	1.1%	\$16,988,700	\$11,594,250	46.5%
List/Sell Ratio	88.06%	89.17%	-1.2%	85.06%	90.14%	-5.6%
Days to Sell	232	195	19.0%	211	168	25.6%
Active Inventory	110	138	-20.3%			

**RESIDENTIAL LISTING / SALES ANALYSIS**  
**December 31, 2003**

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	3	0	0
80001 to 90000	0	1	0	0
90001 and over	4	21	0	2
<b>Totals</b>	<b>4</b>	<b>38</b>	<b>0</b>	<b>3</b>