

YTD SALES FROM JANUARY 1 to DECEMBER 16 2015

Lots	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Units	186	358	390	229	124	52	43	83	77	107	128	132	169
Avg. List	\$184,881	\$190,640	\$281,113	\$495,049	\$474,546	\$560,125	\$487,083	\$291,085	\$294,657	\$302,413	\$295,395	\$330,245	\$287,389
Avg. Sold	\$180,188	\$187,619	\$282,153	\$485,305	\$456,742	\$532,091	\$410,777	\$249,982	\$251,757	\$259,674	\$252,883	\$286,107	\$258,976
Tot. Vol.	\$33,514,995	\$67,167,717	\$110,039,731	\$111,134,904	\$56,636,041	\$27,668,783	\$17,663,425	\$20,748,550	\$22,154,650	\$27,785,150	\$28,275,150	\$37,766,200	\$43,767,000
List/Sale	97.46%	98.42%	100.37%	98.03%	96.25%	95.00%	84.33%	85.88%	85.44%	85.87%	85.61%	86.63%	90.11%
Homes	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Units	93	126	139	108	88	69	89	95	94	129	129	138	166
Avg. List	\$488,175	\$532,232	\$633,541	\$918,168	\$853,825	\$919,450	\$727,617	\$807,870	\$873,687	\$741,649	\$769,589	\$752,598	\$745,150
Avg. Sold	\$456,225	\$507,014	\$609,199	\$875,482	\$803,432	\$846,541	\$667,624	\$709,658	\$752,512	\$657,878	\$700,164	\$692,125	\$686,138
Tot. Vol.	\$42,428,945	\$63,883,804	\$84,678,689	\$94,552,113	\$70,702,093	\$58,411,380	\$59,418,550	\$67,417,547	\$70,736,184	\$84,866,351	\$90,321,281	\$95,513,372	\$113,898,950
List/Sale	93.46%	95.26%	96.16%	95.35%	94.10%	92.07%	91.75%	87.84%	86.13%	88.70%	90.98%	91.96%	92.08%

