

YTD SALES FROM JANUARY 1 to October 4 2016

Lots	###	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Units	186	358	390	229	124	52	43	83	77	107	128	132	169	130
Avg. List	###	\$190,640	\$281,113	\$495,049	\$474,546	\$560,125	\$487,083	\$291,085	\$294,657	\$302,413	\$295,395	\$330,245	\$287,389	\$274,563
Avg. Sold	###	\$187,619	\$282,153	\$485,305	\$456,742	\$532,091	\$410,777	\$249,982	\$251,757	\$259,674	\$252,883	\$286,107	\$258,976	\$248,055
Tot. Vol.	###	\$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	\$32,247,201
List/Sale	###	98.42%	100.37%	98.03%	96.25%	95.00%	84.33%	85.88%	85.44%	85.87%	85.61%	86.63%	90.11%	90.35%

Homes	###	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Units	93	126	139	108	88	69	89	95	94	129	129	138	166	145
Avg. List	###	\$532,232	\$633,541	\$918,168	\$853,825	\$919,450	\$727,617	\$807,870	\$873,687	\$741,649	\$769,589	\$752,598	\$745,150	\$702,723
Avg. Sold	###	\$507,014	\$609,199	\$875,482	\$803,432	\$846,541	\$667,624	\$709,658	\$752,512	\$657,878	\$700,164	\$692,125	\$686,138	\$657,071
Tot. Vol.	###	\$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	\$95,275,332
List/Sale	###	95.26%	96.16%	95.35%	94.10%	92.07%	91.75%	87.84%	86.13%	88.70%	90.98%	91.96%	92.08%	93.50%

