

YTD SALES FROM JANUARY 1 to December 31 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 | 161 |
| 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 | \$275,121 |
| 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 | \$249,095 |
| 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 | \$40,104,401 |
| 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% | 90.54% |

| 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 | 180 |
| 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 | \$722,326 |
| 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 | \$676,553 |
| 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 | \$121,779,613 |
| 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% | 93.66% |

