

YTD SALES FROM JANUARY 1 to 2/8/2017

| Lots      | 2003 | 2004 | 2005 | 2006 | 2007         | 2008         | 2009         | 2010         | 2011         | 2012         | 2013         | 2014         | 2015          | 2016          | 2017         |
|-----------|------|------|------|------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|
| Units     | 186  | 358  | 390  | 229  | 124          | 52           | 43           | 83           | 77           | 107          | 128          | 132          | 169           | 161           | 27           |
| Avg. List | #### | #### | #### | #### | \$474,546    | \$560,125    | \$487,083    | \$291,085    | \$294,657    | \$302,413    | \$295,395    | \$330,245    | \$287,389     | \$275,121     | \$256,785    |
| Avg. Sold | #### | #### | #### | #### | \$456,742    | \$532,091    | \$410,777    | \$249,982    | \$251,757    | \$259,674    | \$252,883    | \$286,107    | \$258,976     | \$249,095     | \$235,674    |
| Tot. Vol. | #### | #### | #### | #### | \$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  | \$6,363,200  |
| List/Sale | #### | #### | #### | #### | 96.25%       | 95.00%       | 84.33%       | 85.88%       | 85.44%       | 85.87%       | 85.61%       | 86.63%       | 90.11%        | 90.54%        | 91.78%       |
| Homes     | 2003 | 2004 | 2005 | 2006 | 2007         | 2008         | 2009         | 2010         | 2011         | 2012         | 2013         | 2014         | 2015          | 2016          | 2017         |
| Units     | 93   | 126  | 139  | 108  | 88           | 69           | 89           | 95           | 94           | 129          | 129          | 138          | 166           | 180           | 19           |
| Avg. List | #### | #### | #### | #### | \$853,825    | \$919,450    | \$727,617    | \$807,870    | \$873,687    | \$741,649    | \$769,589    | \$752,598    | \$745,150     | \$722,326     | \$710,020    |
| Avg. Sold | #### | #### | #### | #### | \$803,432    | \$846,541    | \$667,624    | \$709,658    | \$752,512    | \$657,878    | \$700,164    | \$692,125    | \$686,138     | \$676,553     | \$649,378    |
| Tot. Vol. | #### | #### | #### | #### | \$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 | \$12,338,200 |
| List/Sale | #### | #### | #### | #### | 94.10%       | 92.07%       | 91.75%       | 87.84%       | 86.13%       | 88.70%       | 90.98%       | 91.96%       | 92.08%        | 93.66%        | 91.46%       |

