

YTD SALES FROM JANUARY 1 to 12/1/2018

Lots	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Units	186	358	390	229	124	52	43	83	77	107	128	132	169	161	179	169
Avg. List	####	####	####	####	####	\$560,125	\$487,083	\$291,085	\$294,657	\$302,413	\$295,395	\$330,245	\$287,389	\$275,121	\$268,716	\$293,673
Avg. Sold	####	####	####	####	####	\$532,091	\$410,777	\$249,982	\$251,757	\$259,674	\$252,883	\$286,107	\$258,976	\$249,095	\$245,481	\$271,575
Tot. Vol.	####	####	####	####	####	\$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	\$43,941,156	\$50,784,525
List/Sale	####	####	####	####	####	95.00%	84.33%	85.88%	85.44%	85.87%	85.61%	86.63%	90.11%	90.54%	91.35%	92.48%
Homes	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Units	93	126	139	108	88	69	89	95	94	129	129	138	166	180	215	200
Avg. List	####	####	####	####	####	\$919,450	\$727,617	\$807,870	\$873,687	\$741,649	\$769,589	\$752,598	\$745,150	\$722,326	\$801,451	\$1,002,901
Avg. Sold	####	####	####	####	####	\$846,541	\$667,624	\$709,658	\$752,512	\$657,878	\$700,164	\$692,125	\$686,138	\$676,553	\$743,287	\$940,258
Tot. Vol.	####	####	####	####	####	\$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	\$159,806,764	\$184,290,560
List/Sale	####	####	####	####	####	92.07%	91.75%	87.84%	86.13%	88.70%	90.98%	91.96%	92.08%	93.66%	92.74%	93.75%

