

YTD SALES FROM JANUARY 1 to 12/1/201

Lots	2003	2004	2005	2006	2007	##	###	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Units	186	358	390	229	124	52	43	83	77	107	128	132	169	161	179	169	9
Avg. List	####	####	####	####	####	##	###	\$291,085	\$294,657	\$302,413	\$295,395	\$330,245	\$287,389	\$275,121	\$268,716	\$293,673	\$386,767
Avg. Sold	####	####	####	####	####	##	###	\$249,982	\$251,757	\$259,674	\$252,883	\$286,107	\$258,976	\$249,095	\$245,481	\$271,575	\$350,111
Tot. Vol.	####	####	####	####	####	##	###	#####	\$22,154,650	\$27,785,150	\$28,275,150	\$37,766,200	\$43,767,000	\$40,104,401	\$43,941,156	\$50,784,525	\$3,151,000
List/Sale	####	####	####	####	####	##	###	85.88%	85.44%	85.87%	85.61%	86.63%	90.11%	90.54%	91.35%	92.48%	90.52%
Homes	2003	2004	2005	2006	2007	##	###	2010	2011	2012	2013	2014	2015	2016	2017	2018	2018
Units	93	126	139	108	88	69	89	95	94	129	129	138	166	180	215	200	16
Avg. List	####	####	####	####	####	##	###	\$807,870	\$873,687	\$741,649	\$769,589	\$752,598	\$745,150	\$722,326	\$801,451	\$1,002,901	\$878,838
Avg. Sold	####	####	####	####	####	##	###	\$709,658	\$752,512	\$657,878	\$700,164	\$692,125	\$686,138	\$676,553	\$743,287	\$940,258	\$831,375
Tot. Vol.	####	####	####	####	####	##	###	#####	\$70,736,184	\$84,866,351	\$90,321,281	\$95,513,372	\$113,898,950	\$121,779,613	\$159,806,764	\$184,290,560	\$13,302,000
List/Sale	####	####	####	####	####	##	###	87.84%	86.13%	88.70%	90.98%	91.96%	92.08%	93.66%	92.74%	93.75%	94.60%

