

YTD SALES FROM JANUARY 1 to 12/31/2019

Lots	2003	2004	2005	2006	2007	##	###	###	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Units	186	358	390	229	124	52	43	83	77	107	128	132	169	161	179	169	148	13
Avg. List	####	####	####	####	####	##	###	###	\$294,657	\$302,413	\$295,395	\$330,245	\$287,389	\$275,121	\$268,716	\$293,673	\$321,641	\$242,592
Avg. Sold	####	####	####	####	####	##	###	###	\$251,757	\$259,674	\$252,883	\$286,107	\$258,976	\$249,095	\$245,481	\$271,575	\$296,997	\$202,300
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	\$43,955,500	\$2,629,900
List/Sale	####	####	####	####	####	##	###	###	85.44%	85.87%	85.61%	86.63%	90.11%	90.54%	91.35%	92.48%	92.34%	83.39%
Homes	2003	2004	2005	2006	2007	##	###	###	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Units	93	126	139	108	88	69	89	95	94	129	129	138	166	180	215	200	210	16
Avg. List	####	####	####	####	####	##	###	###	\$873,687	\$741,649	\$769,589	\$752,598	\$745,150	\$722,326	\$801,451	\$1,002,901	\$955,308	\$983,973
Avg. Sold	####	####	####	####	####	##	###	###	\$752,512	\$657,878	\$700,164	\$692,125	\$686,138	\$676,553	\$743,287	\$940,258	\$911,787	\$927,313
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	\$191,475,373	\$14,837,000
List/Sale	####	####	####	####	####	##	###	###	86.13%	88.70%	90.98%	91.96%	92.08%	93.66%	92.74%	93.75%	95.44%	94.24%

