

YTD SALES FROM JANUARY 1 to 3/1/2020

Lots	2003	2004	2005	2006	2007	##	###	##	##	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	24
Avg. List	#####	#####	#####	#####	#####	##	###	##	##	\$302,413	\$295,395	\$330,245	\$287,389	\$275,121	\$268,716	\$293,673	\$321,641	\$237,917
Avg. Sold	#####	#####	#####	#####	#####	##	###	##	##	\$259,674	\$252,883	\$286,107	\$258,976	\$249,095	\$245,481	\$271,575	\$296,997	\$209,117
Tot. Vol.	#####	#####	#####	#####	#####	##	###	##	##	\$27,785,150	\$28,275,150	\$37,766,200	\$43,767,000	\$40,104,401	\$43,941,156	\$50,784,525	\$43,955,500	\$5,018,800
List/Sale	#####	#####	#####	#####	#####	##	###	##	##	85.87%	85.61%	86.63%	90.11%	90.54%	91.35%	92.48%	92.34%	87.89%
Homes	2003	2004	2005	2006	2007	##	###	##	##	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	29
Avg. List	#####	#####	#####	#####	#####	##	###	##	##	\$741,649	\$769,589	\$752,598	\$745,150	\$722,326	\$801,451	\$1,002,901	\$955,308	\$1,078,220
Avg. Sold	#####	#####	#####	#####	#####	##	###	##	##	\$657,878	\$700,164	\$692,125	\$686,138	\$676,553	\$743,287	\$940,258	\$911,787	\$1,012,241
Tot. Vol.	#####	#####	#####	#####	#####	##	###	##	##	\$84,866,351	\$90,321,281	\$95,513,372	\$113,898,950	\$121,779,613	\$159,806,764	\$184,290,560	\$191,475,373	\$29,355,000
List/Sale	#####	#####	#####	#####	#####	##	###	##	##	88.70%	90.98%	91.96%	92.08%	93.66%	92.74%	93.75%	95.44%	93.88%

