

YTD SALES FROM JANUARY 1 to 3/31/2020

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	34
Avg. List	#####	#####	#####	#####	#####	##	###	###	\$294,657	\$302,413	\$295,395	\$330,245	\$287,389	\$275,121	\$268,716	\$293,673	\$321,641	\$212,595
Avg. Sold	#####	#####	#####	#####	#####	##	###	###	\$251,757	\$259,674	\$252,883	\$286,107	\$258,976	\$249,095	\$245,481	\$271,575	\$296,997	\$186,256
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	\$6,332,700
List/Sale	#####	#####	#####	#####	#####	##	###	###	85.44%	85.87%	85.61%	86.63%	90.11%	90.54%	91.35%	92.48%	92.34%	87.61%
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	48
Avg. List	#####	#####	#####	#####	#####	##	###	###	\$873,687	\$741,649	\$769,589	\$752,598	\$745,150	\$722,326	\$801,451	\$1,002,901	\$955,308	\$1,099,089
Avg. Sold	#####	#####	#####	#####	#####	##	###	###	\$752,512	\$657,878	\$700,164	\$692,125	\$686,138	\$676,553	\$743,287	\$940,258	\$911,787	\$1,035,775
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	\$49,717,214
List/Sale	#####	#####	#####	#####	#####	##	###	###	86.13%	88.70%	90.98%	91.96%	92.08%	93.66%	92.74%	93.75%	95.44%	94.24%

