

YTD SALES FROM JANUARY 1 to 7/31/2020

| Lots | ### | ### | 2005 | ### | 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 | 103 |
| Avg. List | ### | ### | ### | ### | ### | ## | ### | ### | \$294,657 | \$302,413 | \$295,395 | \$330,245 | \$287,389 | \$275,121 | \$268,716 | \$293,673 | \$321,641 | \$258,454 |
| Avg. Sold | ### | ### | ### | ### | ### | ## | ### | ### | \$251,757 | \$259,674 | \$252,883 | \$286,107 | \$258,976 | \$249,095 | \$245,481 | \$271,575 | \$296,997 | \$237,457 |
| 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 | \$24,458,100 |
| List/Sale | ### | ### | ### | ### | ### | ## | ### | ### | 85.44% | 85.87% | 85.61% | 86.63% | 90.11% | 90.54% | 91.35% | 92.48% | 92.34% | 91.88% |
| Homes | ### | ### | 2005 | ### | 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 | 159 |
| Avg. List | ### | ### | ### | ### | ### | ## | ### | ### | \$873,687 | \$741,649 | \$769,589 | \$752,598 | \$745,150 | \$722,326 | \$801,451 | \$1,002,901 | \$955,308 | \$1,094,188 |
| Avg. Sold | ### | ### | ### | ### | ### | ## | ### | ### | \$752,512 | \$657,878 | \$700,164 | \$692,125 | \$686,138 | \$676,553 | \$743,287 | \$940,258 | \$911,787 | \$1,043,527 |
| 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 | \$165,920,856 |
| List/Sale | ### | ### | ### | ### | ### | ## | ### | ### | 86.13% | 88.70% | 90.98% | 91.96% | 92.08% | 93.66% | 92.74% | 93.75% | 95.44% | 95.37% |

