

YTD SALES FROM JANUARY 1 to 10/31/2020

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	286
Avg. List	###	###	###	###	###	##	###	###	\$294,657	\$302,413	\$295,395	\$330,245	\$287,389	\$275,121	\$268,716	\$293,673	\$321,641	\$312,868
Avg. Sold	###	###	###	###	###	##	###	###	\$251,757	\$259,674	\$252,883	\$286,107	\$258,976	\$249,095	\$245,481	\$271,575	\$296,997	\$294,011
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	\$84,087,274
List/Sale	###	###	###	###	###	##	###	###	85.44%	85.87%	85.61%	86.63%	90.11%	90.54%	91.35%	92.48%	92.34%	93.97%
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	335
Avg. List	###	###	###	###	###	##	###	###	\$873,687	\$741,649	\$769,589	\$752,598	\$745,150	\$722,326	\$801,451	\$1,002,901	\$955,308	\$1,125,631
Avg. Sold	###	###	###	###	###	##	###	###	\$752,512	\$657,878	\$700,164	\$692,125	\$686,138	\$676,553	\$743,287	\$940,258	\$911,787	\$1,082,773
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	\$362,729,061
List/Sale	###	###	###	###	###	##	###	###	86.13%	88.70%	90.98%	91.96%	92.08%	93.66%	92.74%	93.75%	95.44%	96.19%

