

YTD SALES FROM JANUARY 1 to 9/30/2021

| Lots      | ### | ### | ### | ### | 2007  | ## | ### | ### | ## | 2012         | 2013         | 2014         | 2015          | 2016          | 2017          | 2018          | 2019          | 2020          | 2021          |
|-----------|-----|-----|-----|-----|-------|----|-----|-----|----|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Units     | 186 | 358 | 390 | 229 | 124   | 52 | 43  | 83  | 77 | 107          | 128          | 132          | 169           | 161           | 179           | 169           | 148           | 286           | 251           |
| Avg. List | ### | ### | ### | ### | ##### | ## | ### | ### | ## | \$302,413    | \$295,395    | \$330,245    | \$287,389     | \$275,121     | \$268,716     | \$293,673     | \$321,641     | \$312,868     | \$350,319     |
| Avg. Sold | ### | ### | ### | ### | ##### | ## | ### | ### | ## | \$259,674    | \$252,883    | \$286,107    | \$258,976     | \$249,095     | \$245,481     | \$271,575     | \$296,997     | \$294,011     | \$334,261     |
| 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  | \$84,087,274  | \$83,899,550  |
| List/Sale | ### | ### | ### | ### | ##### | ## | ### | ### | ## | 85.87%       | 85.61%       | 86.63%       | 90.11%        | 90.54%        | 91.35%        | 92.48%        | 92.34%        | 93.97%        | 95.42%        |
| Homes     | ### | ### | ### | ### | 2007  | ## | ### | ### | ## | 2012         | 2013         | 2014         | 2015          | 2016          | 2017          | 2018          | 2019          | 2020          | 2021          |
| Units     | 93  | 126 | 139 | 108 | 88    | 69 | 89  | 95  | 94 | 129          | 129          | 138          | 166           | 180           | 215           | 200           | 210           | 335           | 167           |
| Avg. List | ### | ### | ### | ### | ##### | ## | ### | ### | ## | \$741,649    | \$769,589    | \$752,598    | \$745,150     | \$722,326     | \$801,451     | \$1,002,901   | \$955,308     | \$1,125,631   | \$1,393,656   |
| Avg. Sold | ### | ### | ### | ### | ##### | ## | ### | ### | ## | \$657,878    | \$700,164    | \$692,125    | \$686,138     | \$676,553     | \$743,287     | \$940,258     | \$911,787     | \$1,082,773   | \$1,351,591   |
| 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 | \$362,729,061 | \$225,715,643 |
| List/Sale | ### | ### | ### | ### | ##### | ## | ### | ### | ## | 88.70%       | 90.98%       | 91.96%       | 92.08%        | 93.66%        | 92.74%        | 93.75%        | 95.44%        | 96.19%        | 96.98%        |

