

YTD SALES FROM JANUARY 1 to 11/30/2021

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	319
Avg. List	###	###	###	###	####	##	###	###	##	\$302,413	\$295,395	\$330,245	\$287,389	\$275,121	\$268,716	\$293,673	\$321,641	\$312,868	\$359,381
Avg. Sold	###	###	###	###	####	##	###	###	##	\$259,674	\$252,883	\$286,107	\$258,976	\$249,095	\$245,481	\$271,575	\$296,997	\$294,011	\$343,229
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	\$109,489,939
List/Sale	###	###	###	###	####	##	###	###	##	85.87%	85.61%	86.63%	90.11%	90.54%	91.35%	92.48%	92.34%	93.97%	95.51%
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	226
Avg. List	###	###	###	###	####	##	###	###	##	\$741,649	\$769,589	\$752,598	\$745,150	\$722,326	\$801,451	\$1,002,901	\$955,308	\$1,125,631	\$1,411,862
Avg. Sold	###	###	###	###	####	##	###	###	##	\$657,878	\$700,164	\$692,125	\$686,138	\$676,553	\$743,287	\$940,258	\$911,787	\$1,082,773	\$1,377,717
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	\$311,363,961
List/Sale	###	###	###	###	####	##	###	###	##	88.70%	90.98%	91.96%	92.08%	93.66%	92.74%	93.75%	95.44%	96.19%	97.58%

