

YTD SALES FROM JANUARY 1 to 3/31/2022

Lots	###	###	###	###	2007	##	###	###	##	##	###	2014	2015	2016	2017	2018	2019	2020	2021	2022
Units	186	358	390	229	124	52	43	83	77	##	128	132	169	161	179	169	148	286	319	27
Avg. List	###	###	###	###	####	##	###	###	##	##	###	\$330,245	\$287,389	\$275,121	\$268,716	\$293,673	\$321,641	\$312,868	\$359,381	\$449,296
Avg. Sold	###	###	###	###	####	##	###	###	##	##	###	\$286,107	\$258,976	\$249,095	\$245,481	\$271,575	\$296,997	\$294,011	\$343,229	\$427,625
Tot. Vol.	###	###	###	###	####	##	###	###	##	##	###	\$37,766,200	\$43,767,000	\$40,104,401	\$43,941,156	\$50,784,525	\$43,955,500	\$84,087,274	\$109,489,939	\$11,545,875
List/Sale	###	###	###	###	####	##	###	###	##	##	###	86.63%	90.11%	90.54%	91.35%	92.48%	92.34%	93.97%	95.51%	95.18%
Homes	###	###	###	###	2007	##	###	###	##	##	###	2014	2015	2016	2017	2018	2019	2020	2021	2022
Units	93	126	139	108	88	69	89	95	94	##	129	138	166	180	215	200	210	335	226	39
Avg. List	###	###	###	###	####	##	###	###	##	##	###	\$752,598	\$745,150	\$722,326	\$801,451	\$1,002,901	\$955,308	\$1,125,631	\$1,411,862	\$1,843,236
Avg. Sold	###	###	###	###	####	##	###	###	##	##	###	\$692,125	\$686,138	\$676,553	\$743,287	\$940,258	\$911,787	\$1,082,773	\$1,377,717	\$1,781,980
Tot. Vol.	###	###	###	###	####	##	###	###	##	##	###	\$95,513,372	\$113,898,950	\$121,779,613	\$159,806,764	\$184,290,560	\$191,475,373	\$362,729,061	\$311,363,961	\$69,497,201
List/Sale	###	###	###	###	####	##	###	###	##	##	###	91.96%	92.08%	93.66%	92.74%	93.75%	95.44%	96.19%	97.58%	96.68%

