

YTD SALES FROM JANUARY 1 to 10/31/2023

Lots	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Units	186	358	390	229	124	52	43	83	77	107	128	132	169	161	179	169	148	286	319	140	107
Avg. List	\$1,881,188	\$1,640,619	\$1,113,305	\$1,049,456	\$1,255,742	\$1,083,091	\$1,085,982	\$1,575,413	\$1,395,024	\$1,245,389	\$275,121	\$268,716	\$293,673	\$321,641	\$312,868	\$359,381	\$439,396	\$731,695			
Avg. Sold	\$1,188,619	\$1,153,305	\$674,091	\$777,982	\$57,674	\$883,107	\$976	\$249,095	\$245,481	\$271,575	\$296,997	\$294,011	\$343,229	\$417,146	\$645,169						
Tot. Vol.	\$1,995,717	\$1,731,904	\$6,041,783	\$425,550	\$50,150	\$150,200	\$1,000	\$40,104,401	\$43,941,156	\$50,784,525	\$43,955,500	\$84,087,274	\$109,489,939	\$58,400,473	\$69,033,100						
List/Sale	46%	42%	37%	03%	1.25%	0%	33%	88%	4%	87%	61%	63%	11%	90.54%	91.35%	92.48%	92.34%	93.97%	95.51%	94.94%	88.17%
Homes	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Units	93	126	139	108	88	69	89	95	94	129	129	138	166	180	215	200	210	335	226	188	146
Avg. List	\$3,175,232	\$3,541,168	\$3,825,450	\$3,617,870	\$3,649,589	\$2,598,150	\$722,326	\$801,451	\$1,002,901	\$955,308	\$1,125,631	\$1,411,862	\$1,854,470	\$1,818,460							
Avg. Sold	\$2,225,014	\$2,199,482	\$3,432,541	\$2,658,12	\$878,164	\$2,125,138	\$676,553	\$743,287	\$940,258	\$911,787	\$1,082,773	\$1,377,717	\$1,787,501	\$1,659,500							
Tot. Vol.	\$3,945,804	\$689,113	\$2,093,380	\$550,547	\$84,351	\$281,372	\$950	\$121,779,613	\$159,806,764	\$184,290,560	\$191,475,373	\$362,729,061	\$311,363,961	\$336,050,243	\$253,341,157						
List/Sale	46%	26%	16%	35%	1.10%	7%	75%	84%	3%	70%	98%	96%	08%	93.66%	92.74%	93.75%	95.44%	96.19%	97.58%	96.39%	91.26%

