

YTD SALES FROM JANUARY 1 to 11/30/2023

| Lots      | ### | ### | ### | ### | 2007 | ## | ### | ### | ## | ### | ### | ### | ### | 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           | 126           |
| Avg. List | ### | ### | ### | ### | ###  | ## | ### | ### | ## | ### | ### | ### | ### | \$275,121     | \$268,716     | \$293,673     | \$321,641     | \$312,868     | \$359,381     | \$439,396     | \$746,066     |
| Avg. Sold | ### | ### | ### | ### | ###  | ## | ### | ### | ## | ### | ### | ### | ### | \$249,095     | \$245,481     | \$271,575     | \$296,997     | \$294,011     | \$343,229     | \$417,146     | \$666,207     |
| Tot. Vol. | ### | ### | ### | ### | ###  | ## | ### | ### | ## | ### | ### | ### | ### | \$40,104,401  | \$43,941,156  | \$50,784,525  | \$43,955,500  | \$84,087,274  | \$109,489,939 | \$58,400,473  | \$83,942,100  |
| List/Sale | ### | ### | ### | ### | ###  | ## | ### | ### | ## | ### | ### | ### | ### | 90.54%        | 91.35%        | 92.48%        | 92.34%        | 93.97%        | 95.51%        | 94.94%        | 89.30%        |
| Homes     | ### | ### | ### | ### | 2007 | ## | ### | ### | ## | ### | ### | ### | ### | 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           | 178           |
| Avg. List | ### | ### | ### | ### | ###  | ## | ### | ### | ## | ### | ### | ### | ### | \$722,326     | \$801,451     | \$1,002,901   | \$955,308     | \$1,125,631   | \$1,411,862   | \$1,854,470   | \$1,851,230   |
| Avg. Sold | ### | ### | ### | ### | ###  | ## | ### | ### | ## | ### | ### | ### | ### | \$676,553     | \$743,287     | \$940,258     | \$911,787     | \$1,082,773   | \$1,377,717   | \$1,787,501   | \$1,769,894   |
| Tot. Vol. | ### | ### | ### | ### | ###  | ## | ### | ### | ## | ### | ### | ### | ### | \$121,779,613 | \$159,806,764 | \$184,290,560 | \$191,475,373 | \$362,729,061 | \$311,363,961 | \$336,050,243 | \$315,041,057 |
| List/Sale | ### | ### | ### | ### | ###  | ## | ### | ### | ## | ### | ### | ### | ### | 93.66%        | 92.74%        | 93.75%        | 95.44%        | 96.19%        | 97.58%        | 96.39%        | 95.61%        |

