

YTD SALES FROM JANUARY 1 to 12/31/2023

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	134
Avg. List	###	###	###	###	####	##	###	###	##	###	###	###	###	\$275,121	\$268,716	\$293,673	\$321,641	\$312,868	\$359,381	\$439,396	\$763,874
Avg. Sold	###	###	###	###	####	##	###	###	##	###	###	###	###	\$249,095	\$245,481	\$271,575	\$296,997	\$294,011	\$343,229	\$417,146	\$686,551
Tot. Vol.	###	###	###	###	####	##	###	###	##	###	###	###	###	\$40,104,401	\$43,941,156	\$50,784,525	\$43,955,500	\$84,087,274	\$109,489,939	\$58,400,473	\$91,997,850
List/Sale	###	###	###	###	####	##	###	###	##	###	###	###	###	90.54%	91.35%	92.48%	92.34%	93.97%	95.51%	94.94%	89.88%
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	184
Avg. List	###	###	###	###	####	##	###	###	##	###	###	###	###	\$722,326	\$801,451	\$1,002,901	\$955,308	\$1,125,631	\$1,411,862	\$1,854,470	\$1,851,782
Avg. Sold	###	###	###	###	####	##	###	###	##	###	###	###	###	\$676,553	\$743,287	\$940,258	\$911,787	\$1,082,773	\$1,377,717	\$1,787,501	\$1,769,125
Tot. Vol.	###	###	###	###	####	##	###	###	##	###	###	###	###	\$121,779,613	\$159,806,764	\$184,290,560	\$191,475,373	\$362,729,061	\$311,363,961	\$336,050,243	\$325,519,057
List/Sale	###	###	###	###	####	##	###	###	##	###	###	###	###	93.66%	92.74%	93.75%	95.44%	96.19%	97.58%	96.39%	95.54%

