

YTD SALES FROM JANUARY 1 to 1/31/2024

Lots	###	###	###	###	2007	##	##	###	##	###	###	###	##	2017	2018	2019	2020	2021	2022	2023	2024
Units	186	358	390	229	124	52	43	83	77	107	128	132	169	179	169	148	286	319	140	134	5
Avg. List	###	###	###	###	####	##	##	###	##	###	###	###	##	\$268,716	\$293,673	\$321,641	\$312,868	\$359,381	\$439,396	\$763,874	\$494,700
Avg. Sold	###	###	###	###	####	##	##	###	##	###	###	###	##	\$245,481	\$271,575	\$296,997	\$294,011	\$343,229	\$417,146	\$686,551	\$470,300
Tot. Vol.	###	###	###	###	####	##	##	###	##	###	###	###	##	\$43,941,156	\$50,784,525	\$43,955,500	\$84,087,274	\$109,489,939	\$58,400,473	\$91,997,850	\$2,351,500
List/Sale	###	###	###	###	####	##	##	###	##	###	###	###	##	91.35%	92.48%	92.34%	93.97%	95.51%	94.94%	89.88%	95.07%
Homes	###	###	###	###	2007	##	##	###	##	###	###	###	##	2017	2018	2019	2020	2021	2022	2023	2024
Units	93	126	139	108	88	69	89	95	94	129	129	138	166	215	200	210	335	226	188	184	10
Avg. List	###	###	###	###	####	##	##	###	##	###	###	###	##	\$801,451	\$1,002,901	\$955,308	\$1,125,631	\$1,411,862	\$1,854,470	\$1,851,782	\$1,845,790
Avg. Sold	###	###	###	###	####	##	##	###	##	###	###	###	##	\$743,287	\$940,258	\$911,787	\$1,082,773	\$1,377,717	\$1,787,501	\$1,769,125	\$1,744,690
Tot. Vol.	###	###	###	###	####	##	##	###	##	###	###	###	##	\$159,806,764	\$184,290,560	\$191,475,373	\$362,729,061	\$311,363,961	\$336,050,243	\$325,519,057	\$17,446,900
List/Sale	###	###	###	###	####	##	##	###	##	###	###	###	##	92.74%	93.75%	95.44%	96.19%	97.58%	96.39%	95.54%	94.52%

