

YTD SALES FROM JANUARY 1 to 2/29/2024

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	8
Avg. List	###	###	###	###	####	##	##	###	##	###	###	###	##	\$268,716	\$293,673	\$321,641	\$312,868	\$359,381	\$439,396	\$763,874	\$362,300	
Avg. Sold	###	###	###	###	####	##	##	###	##	###	###	###	##	\$245,481	\$271,575	\$296,997	\$294,011	\$343,229	\$417,146	\$686,551	\$341,994	
Tot. Vol.	###	###	###	###	####	##	##	###	##	###	###	###	##	\$43,941,156	\$50,784,525	\$43,955,500	\$84,087,274	\$109,489,939	\$58,400,473	\$91,997,850	\$2,735,950	
List/Sale	###	###	###	###	####	##	##	###	##	###	###	###	##	91.35%	92.48%	92.34%	93.97%	95.51%	94.94%	89.88%	94.40%	
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	18
Avg. List	###	###	###	###	####	##	##	###	##	###	###	###	##	\$801,451	\$1,002,901	\$955,308	\$1,125,631	\$1,411,862	\$1,854,470	\$1,851,782	\$1,767,550	
Avg. Sold	###	###	###	###	####	##	##	###	##	###	###	###	##	\$743,287	\$940,258	\$911,787	\$1,082,773	\$1,377,717	\$1,787,501	\$1,769,125	\$1,676,328	
Tot. Vol.	###	###	###	###	####	##	##	###	##	###	###	###	##	\$159,806,764	\$184,290,560	\$191,475,373	\$362,729,061	\$311,363,961	\$336,050,243	\$325,519,057	\$30,173,900	
List/Sale	###	###	###	###	####	##	##	###	##	###	###	###	##	92.74%	93.75%	95.44%	96.19%	97.58%	96.39%	95.54%	94.84%	

