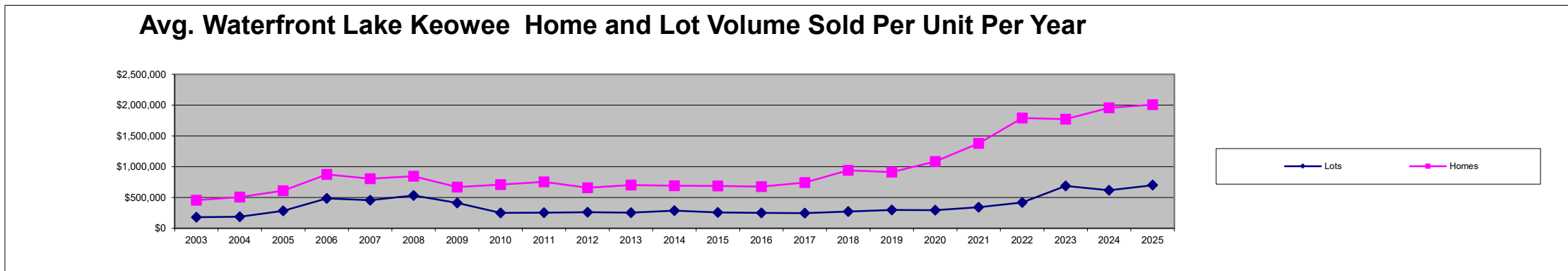
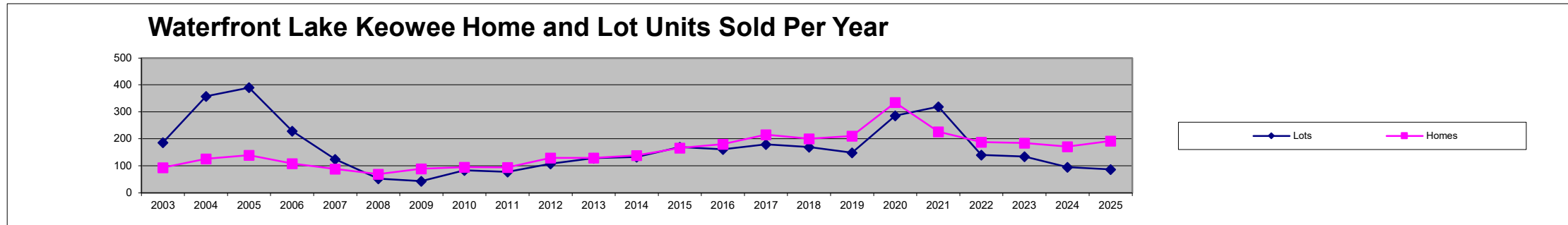


YTD SALES FROM JANUARY 1 to 11/30/2025

Lots	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Units	186	358	390	229	124	52	43	83	77	107	128
Avg. List	\$184,881	\$190,640	\$281,113	\$495,049	\$474,546	\$560,125	\$487,083	\$291,085	\$294,657	\$302,413	\$295,395
Avg. Sold	\$180,188	\$187,619	\$282,153	\$485,305	\$456,742	\$532,091	\$410,777	\$249,982	\$251,757	\$259,674	\$252,883
Tot. Vol.	\$33,514,995	\$67,167,717	\$110,039,731	\$111,134,904	\$56,636,041	\$27,668,783	\$17,663,425	\$20,748,550	\$22,154,650	\$27,785,150	\$28,275,150
List/Sale	97.46%	98.42%	100.37%	98.03%	96.25%	95.00%	84.33%	85.88%	85.44%	85.87%	85.61%
Homes	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Units	93	126	139	108	88	69	89	95	94	129	129
Avg. List	\$488,175	\$532,232	\$633,541	\$918,168	\$853,825	\$919,450	\$727,617	\$807,870	\$873,687	\$741,649	\$769,589
Avg. Sold	\$456,225	\$507,014	\$609,199	\$875,482	\$803,432	\$846,541	\$667,624	\$709,658	\$752,512	\$657,878	\$700,164
Tot. Vol.	\$42,428,945	\$63,883,804	\$84,678,689	\$94,552,113	\$70,702,093	\$58,411,380	\$59,418,550	\$67,417,547	\$70,736,184	\$84,866,351	\$90,321,281
List/Sale	93.46%	95.26%	96.16%	95.35%	94.10%	92.07%	91.75%	87.84%	86.13%	88.70%	90.98%

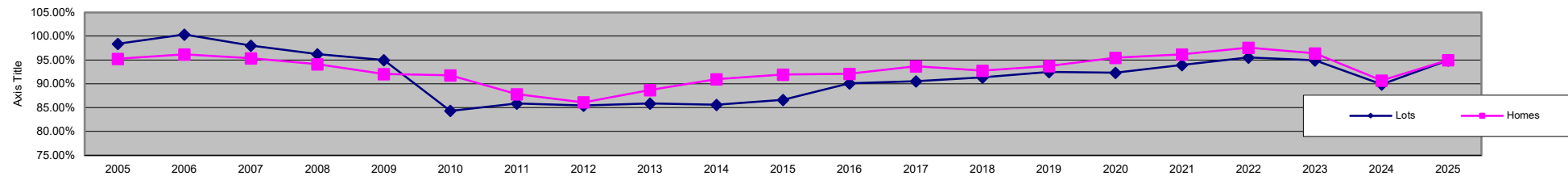


2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
132	169	161	179	169	148	286	319	140	134	95	86	23
\$330,245	\$287,389	\$275,121	\$268,716	\$293,673	\$321,641	\$312,868	\$359,381	\$439,396	\$763,874	\$648,577	\$748,584	\$692,390
\$286,107	\$258,976	\$249,095	\$245,481	\$271,575	\$296,997	\$294,011	\$343,229	\$417,146	\$686,551	\$615,569	\$701,110	\$654,815
\$37,766,200	\$43,767,000	\$40,104,401	\$43,941,156	\$50,784,525	\$43,955,500	\$84,087,274	\$109,489,939	\$58,400,473	\$91,997,850	\$58,479,100	\$60,295,467	\$15,060,750

86.63%	90.11%	90.54%	91.35%	92.48%	92.34%	93.97%	95.51%	94.94%	89.88%	94.91%	93.66%	94.57%
2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
138	166	180	215	200	210	335	226	188	184	171	192	77
\$752,598	\$745,150	\$722,326	\$801,451	\$1,002,901	\$955,308	\$1,125,631	\$1,411,862	\$1,854,470	\$1,951,010	\$2,058,561	\$2,116,319	\$2,514,917
\$692,125	\$686,138	\$676,553	\$743,287	\$940,258	\$911,787	\$1,082,773	\$1,377,717	\$1,787,501	\$1,769,125	\$1,955,541	\$2,006,293	\$2,401,567
\$95,513,372	\$113,898,950	\$121,779,613	\$159,806,764	\$184,290,560	\$191,475,373	\$362,729,061	\$311,363,961	\$336,050,243	\$325,519,057	\$334,397,555	\$385,208,226	\$184,920,648

91.96%	92.08%	93.66%	92.74%	93.75%	95.44%	96.19%	97.58%	96.39%	90.68%	95.00%	94.80%	95.49%
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List Price to Sell Price Ratio for Waterfront Lots and Homes



Total Volume Sold Homes and Lots

