

Sales Recap 2017

Unit Sales

	Jan *	Feb *	Mar *	Apr	May	Jun
2017	2,213	2,482	3,477	3,061		
2016	2,146	2,415	3,058	3,172	3,347	3,556
% Monthly Change	3.12%	2.77%	13.70%	-3.50%		
2017 YTD	2,213	4,695	8,172	11,233		
2016 YTD	2,146	4,561	7,619	10,791	14,138	17,694
% YTD Change	3.12%	2.94%	7.26%	4.10%		

Sales Volume

	Jan *	Feb *	Mar *	Apr	May	Jun
2017	\$543,381,363	\$595,930,506	\$888,092,212	\$773,370,514		
2016	\$469,713,955	\$525,789,858	\$705,781,481	\$730,455,407	\$815,965,064	\$892,594,460
% Monthly Change	15.68%	13.34%	25.83%	5.88%		
2017 YTD	\$543,381,363	\$1,139,311,869	\$2,027,404,081	\$2,800,774,595		
2016 YTD	\$469,713,955	\$995,503,813	\$1,701,285,294	\$2,431,740,701	\$3,247,705,765	\$4,140,300,225
% YTD Change	15.68%	14.45%	19.17%	15.18%		

Average Sale

	Jan *	Feb *	Mar *	Apr	May	Jun
2017	\$245,541	\$240,101	\$255,419	\$252,653		
2016	\$218,879	\$217,718	\$230,798	\$230,282	\$243,790	\$251,011
% Monthly Change	12.18%	10.28%	10.67%	9.71%		
2017 YTD	\$245,541	\$242,665	\$248,092	\$249,335		
2016 YTD	\$218,879	\$218,264	\$223,295	\$225,349	\$229,715	\$233,995
% YTD Change	12.18%	11.18%	11.10%	10.64%		

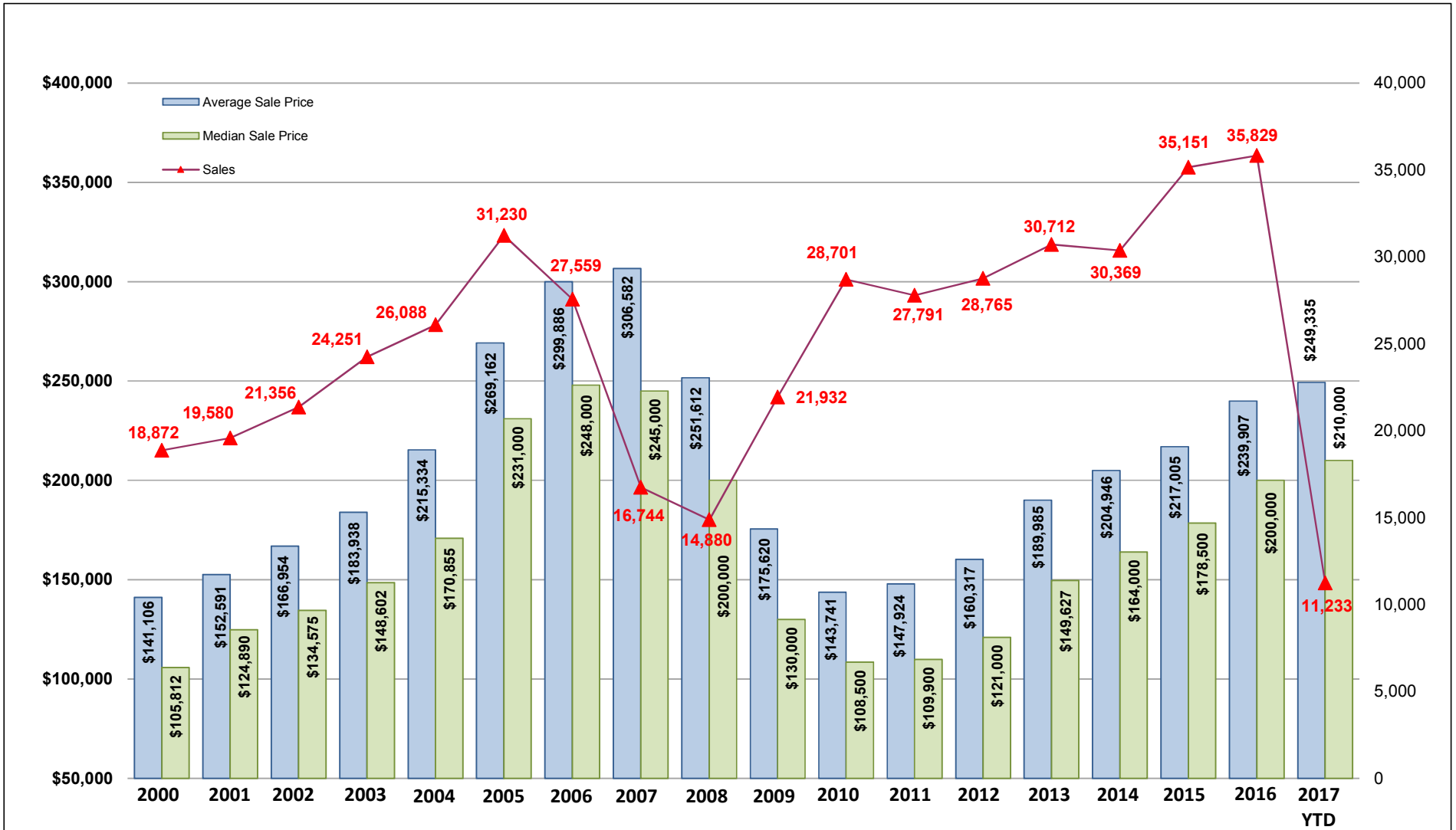
Median Sale

	Jan *	Feb *	Mar *	Apr	May	Jun
2017	\$199,900	\$206,500	\$218,000	\$215,000		
2016	\$180,000	\$185,000	\$195,000	\$192,000	\$203,000	\$207,000
% Monthly Change	11.06%	11.62%	11.79%	11.98%		
2017 YTD	\$199,900	\$204,000	\$209,900	\$210,000		
2016 YTD	\$180,000	\$181,500	\$187,000	\$189,000	\$191,000	\$195,000
% YTD Change	11.06%	12.40%	12.25%	11.11%		



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Sales Recap Annual Comparisons



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