

## Sales Recap 2017

### Unit Sales

	Jan *	Feb *	Mar *	Apr *	May *	Jun *
2017	2,213	2,482	3,477	3,092	3,845	3,882
2016	2,146	2,415	3,058	3,172	3,347	3,556
<b>% Monthly Change</b>	<b>3.12%</b>	<b>2.77%</b>	<b>13.70%</b>	<b>-2.52%</b>	<b>14.88%</b>	<b>9.17%</b>
<b>2017 YTD</b>	<b>2,213</b>	<b>4,695</b>	<b>8,172</b>	<b>11,264</b>	<b>15,109</b>	<b>18,991</b>
2016 YTD	2,146	4,561	7,619	10,791	14,138	17,694
<b>% YTD Change</b>	<b>3.12%</b>	<b>2.94%</b>	<b>7.26%</b>	<b>4.38%</b>	<b>6.87%</b>	<b>7.33%</b>

### Sales Volume

	Jan *	Feb *	Mar *	Apr *	May *	Jun *
2017	\$543,381,363	\$595,930,506	\$888,092,212	\$783,974,190	\$992,924,327	\$1,050,320,230
2016	\$469,713,955	\$525,789,858	\$705,781,481	\$730,455,407	\$815,965,064	\$892,594,460
<b>% Monthly Change</b>	<b>15.68%</b>	<b>13.34%</b>	<b>25.83%</b>	<b>7.33%</b>	<b>21.69%</b>	<b>17.67%</b>
<b>2017 YTD</b>	<b>\$543,381,363</b>	<b>\$1,139,311,869</b>	<b>\$2,027,404,081</b>	<b>\$2,811,378,271</b>	<b>\$3,804,302,598</b>	<b>\$4,854,622,828</b>
2016 YTD	\$469,713,955	\$995,503,813	\$1,701,285,294	\$2,431,740,701	\$3,247,705,765	\$4,140,300,225
<b>% YTD Change</b>	<b>15.68%</b>	<b>14.45%</b>	<b>19.17%</b>	<b>15.61%</b>	<b>17.14%</b>	<b>17.25%</b>

### Average Sale

	Jan *	Feb *	Mar *	Apr *	May *	Jun *
2017	\$245,541	\$240,101	\$255,419	\$253,549	\$258,238	\$270,562
2016	\$218,879	\$217,718	\$230,798	\$230,282	\$243,790	\$251,011
<b>% Monthly Change</b>	<b>12.18%</b>	<b>10.28%</b>	<b>10.67%</b>	<b>10.10%</b>	<b>5.93%</b>	<b>7.79%</b>
<b>2017 YTD</b>	<b>\$245,541</b>	<b>\$242,665</b>	<b>\$248,092</b>	<b>\$249,590</b>	<b>\$251,790</b>	<b>\$255,628</b>
2016 YTD	\$218,879	\$218,264	\$223,295	\$225,349	\$229,715	\$233,995
<b>% YTD Change</b>	<b>12.18%</b>	<b>11.18%</b>	<b>11.10%</b>	<b>10.76%</b>	<b>9.61%</b>	<b>9.25%</b>

### Median Sale

	Jan *	Feb *	Mar *	Apr *	May *	Jun *
2017	\$199,900	\$206,500	\$218,000	\$215,000	\$218,000	\$223,950
2016	\$180,000	\$185,000	\$195,000	\$192,000	\$203,000	\$207,000
<b>% Monthly Change</b>	<b>11.06%</b>	<b>11.62%</b>	<b>11.79%</b>	<b>11.98%</b>	<b>7.39%</b>	<b>8.19%</b>
<b>2017 YTD</b>	<b>\$199,900</b>	<b>\$204,000</b>	<b>\$209,900</b>	<b>\$210,000</b>	<b>\$213,000</b>	<b>\$215,000</b>
2016 YTD	\$180,000	\$181,500	\$187,000	\$189,000	\$191,000	\$195,000
<b>% YTD Change</b>	<b>11.06%</b>	<b>12.40%</b>	<b>12.25%</b>	<b>11.11%</b>	<b>11.52%</b>	<b>10.26%</b>



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## Sales Recap 2017

### Unit Sales

	Jul *	Aug *	Sep *	Oct	Nov	Dec
<b>2017</b>	<b>3,381</b>	<b>3,580</b>	<b>2,552</b>	<b>2,898</b>		
2016	3,353	3,451	3,110	2,701	2,523	2,997
<b>% Monthly Change</b>	<b>0.84%</b>	<b>3.74%</b>	<b>-17.94%</b>	<b>7.29%</b>		
<b>2017 YTD</b>	<b>22,372</b>	<b>25,952</b>	<b>28,504</b>	<b>31,402</b>		
2016 YTD	21,047	24,498	27,608	30,309	32,832	35,829
<b>% YTD Change</b>	<b>6.30%</b>	<b>5.94%</b>	<b>3.25%</b>	<b>3.61%</b>		

### Sales Volume

	Jul *	Aug *	Sep *	Oct	Nov	Dec
<b>2017</b>	<b>\$892,905,287</b>	<b>\$931,318,408</b>	<b>\$685,537,157</b>	<b>\$752,225,227</b>		
2016	\$817,332,363	\$839,108,662	\$768,035,206	\$669,713,605	\$613,120,101	\$719,000,336
<b>% Monthly Change</b>	<b>9.25%</b>	<b>10.99%</b>	<b>-10.74%</b>	<b>12.32%</b>		
<b>2017 YTD</b>	<b>\$5,747,528,115</b>	<b>\$6,678,846,523</b>	<b>\$7,364,383,680</b>	<b>\$8,116,608,907</b>		
2016 YTD	\$4,957,632,588	\$5,796,741,250	\$6,564,776,456	\$7,234,490,061	\$7,847,610,162	\$8,566,610,498
<b>% YTD Change</b>	<b>15.93%</b>	<b>15.22%</b>	<b>12.18%</b>	<b>12.19%</b>		

### Average Sale

	Jul *	Aug *	Sep *	Oct	Nov	Dec
<b>2017</b>	<b>\$264,095</b>	<b>\$260,145</b>	<b>\$268,627</b>	<b>\$259,567</b>		
2016	\$243,762	\$243,149	\$246,957	\$247,950	\$243,012	\$239,907
<b>% Monthly Change</b>	<b>8.34%</b>	<b>6.99%</b>	<b>8.78%</b>	<b>4.69%</b>		
<b>2017 YTD</b>	<b>\$256,907</b>	<b>\$257,354</b>	<b>\$258,363</b>	<b>\$258,474</b>		
2016 YTD	\$235,551	\$236,621	\$237,785	\$238,691	\$239,023	\$239,097
<b>% YTD Change</b>	<b>9.07%</b>	<b>8.76%</b>	<b>8.65%</b>	<b>8.29%</b>		

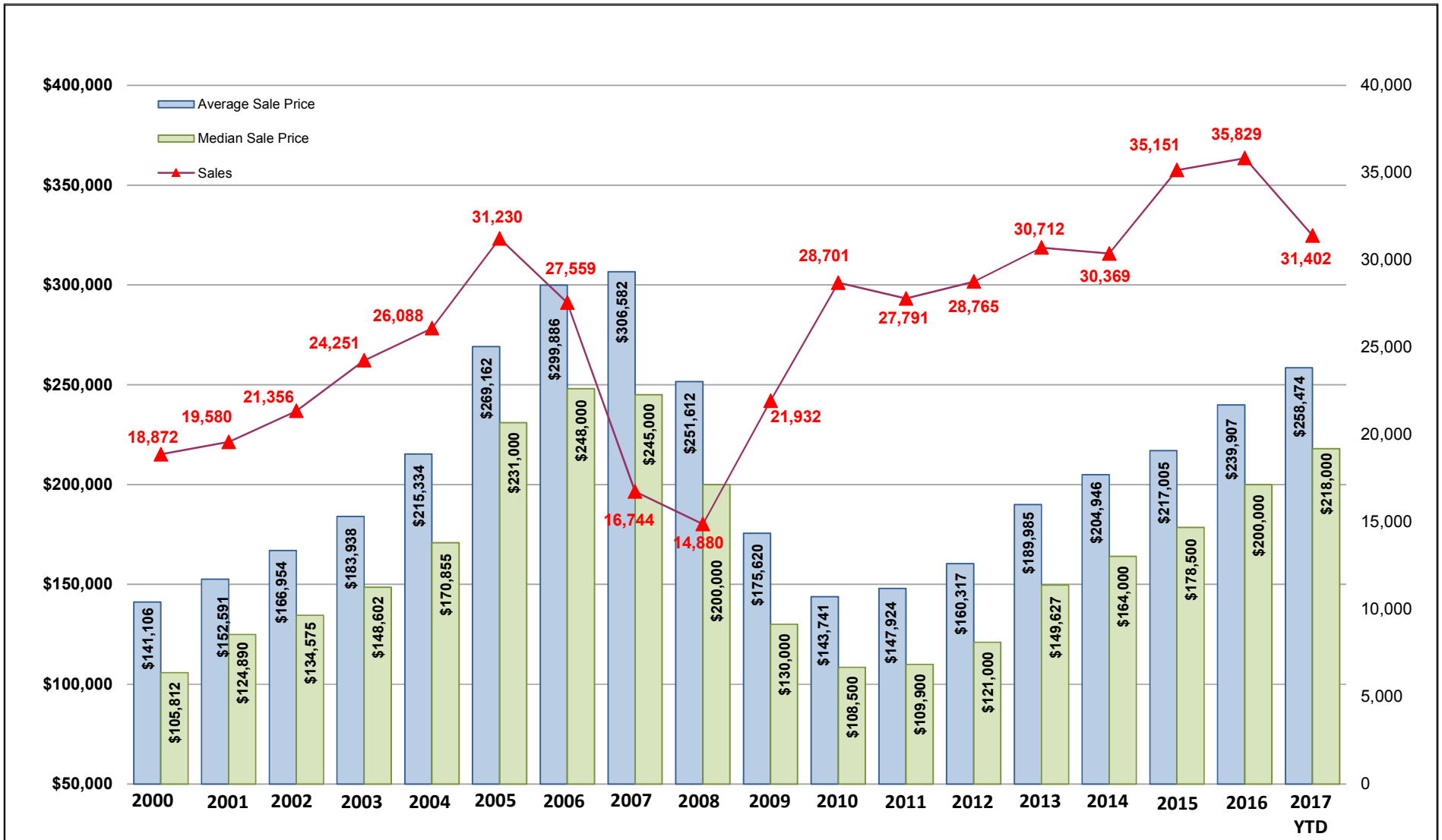
### Median Sale

	Jul *	Aug *	Sep *	Oct	Nov	Dec
<b>2017</b>	<b>\$220,000</b>	<b>\$225,000</b>	<b>\$225,000</b>	<b>\$218,000</b>		
2016	\$206,000	\$205,000	\$205,000	\$205,000	\$201,000	\$208,500
<b>% Monthly Change</b>	<b>6.80%</b>	<b>9.76%</b>	<b>9.76%</b>	<b>6.34%</b>		
<b>2017 YTD</b>	<b>\$215,000</b>	<b>\$217,000</b>	<b>\$218,000</b>	<b>\$218,000</b>		
2016 YTD	\$196,700	\$198,000	\$199,000	\$199,900	\$200,000	\$200,000
<b>% YTD Change</b>	<b>9.30%</b>	<b>9.60%</b>	<b>9.55%</b>	<b>9.05%</b>		



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## Sales Recap Annual Comparisons



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