

## 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
% Monthly Change	3.12%	2.77%	13.70%	-2.52%	14.88%	9.17%
2017 YTD	2,213	4,695	8,172	11,264	15,109	18,991
2016 YTD	2,146	4,561	7,619	10,791	14,138	17,694
% YTD Change	3.12%	2.94%	7.26%	4.38%	6.87%	7.33%

### 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
% Monthly Change	15.68%	13.34%	25.83%	7.33%	21.69%	17.67%
2017 YTD	\$543,381,363	\$1,139,311,869	\$2,027,404,081	\$2,811,378,271	\$3,804,302,598	\$4,854,622,828
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%	15.61%	17.14%	17.25%

### 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
% Monthly Change	12.18%	10.28%	10.67%	10.10%	5.93%	7.79%
2017 YTD	\$245,541	\$242,665	\$248,092	\$249,590	\$251,790	\$255,628
2016 YTD	\$218,879	\$218,264	\$223,295	\$225,349	\$229,715	\$233,995
% YTD Change	12.18%	11.18%	11.10%	10.76%	9.61%	9.25%

### 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
% Monthly Change	11.06%	11.62%	11.79%	11.98%	7.39%	8.19%
2017 YTD	\$199,900	\$204,000	\$209,900	\$210,000	\$213,000	\$215,000
2016 YTD	\$180,000	\$181,500	\$187,000	\$189,000	\$191,000	\$195,000
% YTD Change	11.06%	12.40%	12.25%	11.11%	11.52%	10.26%



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### Unit Sales

	Jul	Aug	Sept	Oct	Nov	Dec
<b>2017</b>	<b>3,347</b>					
2016	3,353	3,451	3,110	2,701	2,523	2,997
<b>% Monthly Change</b>	<b>-0.18%</b>					
<b>2017 YTD</b>	<b>22,338</b>					
2016 YTD	21,047	24,498	27,608	30,309	32,832	35,829
<b>% YTD Change</b>	<b>6.13%</b>					

### Sales Volume

	Jul	Aug	Sept	Oct	Nov	Dec
<b>2017</b>	<b>\$883,197,191</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>8.06%</b>					
<b>2017 YTD</b>	<b>\$5,737,820,019</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>15.74%</b>					

### Average Sale

	Jul	Aug	Sept	Oct	Nov	Dec
<b>2017</b>	<b>\$263,877</b>					
2016	\$243,762	\$243,149	\$246,957	\$247,950	\$243,012	\$239,907
<b>% Monthly Change</b>	<b>8.25%</b>					
<b>2017 YTD</b>	<b>\$256,864</b>					
2016 YTD	\$235,551	\$236,621	\$237,785	\$238,691	\$239,023	\$239,097
<b>% YTD Change</b>	<b>9.05%</b>					

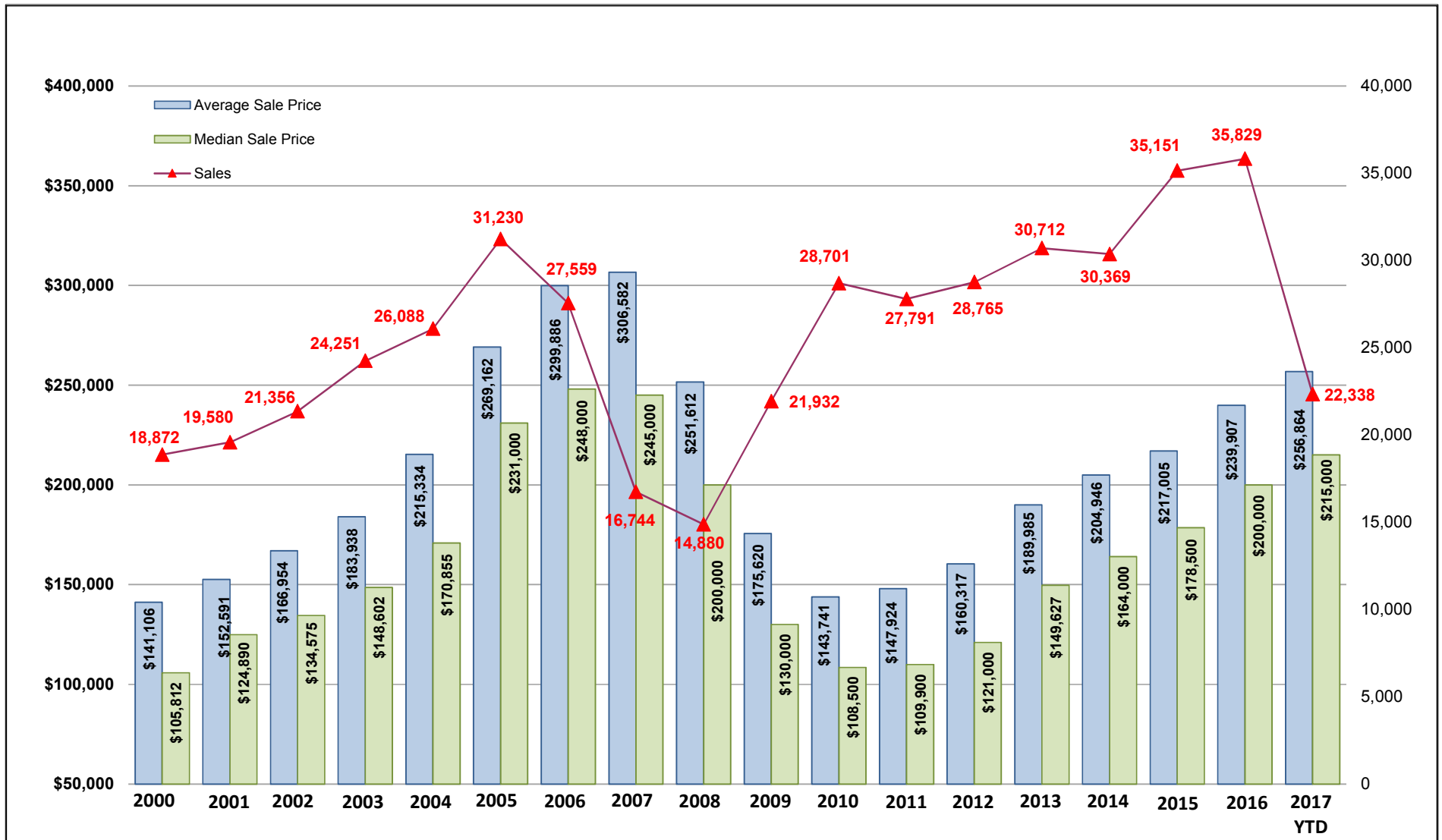
### Median Sale

	Jul	Aug	Sept	Oct	Nov	Dec
<b>2017</b>	<b>\$220,000</b>					
2016	\$206,000	\$205,000	\$205,000	\$205,000	\$201,000	\$208,500
<b>% Monthly Change</b>	<b>6.80%</b>					
<b>2017 YTD</b>	<b>\$215,000</b>					
2016 YTD	\$196,700	\$198,000	\$199,000	\$199,900	\$200,000	\$200,000
<b>% YTD Change</b>	<b>9.30%</b>					



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## Sales Recap Annual Comparisons



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