

## Sales Recap 2018

### Unit Sales

	Jan *	Feb *	Mar *	Apr *	May *	Jun *
2018	2,249	2,538	3,530	3,371	3,426	3,461
2017	2,213	2,482	3,477	3,092	3,845	3,882
% Monthly Change	1.63%	2.26%	1.52%	9.02%	-10.90%	-10.84%
2018 YTD	2,249	4,787	8,317	11,688	15,114	18,575
2017 YTD	2,213	4,695	8,172	11,264	15,109	18,991
% YTD Change	1.63%	1.96%	1.77%	3.76%	0.03%	-2.19%

### Sales Volume

	Jan *	Feb *	Mar *	Apr *	May *	Jun *
2018	\$626,417,117	\$672,835,522	\$967,738,491	\$968,145,525	\$958,833,523	\$962,853,316
2017	\$543,381,363	\$595,930,506	\$888,092,212	\$783,874,190	\$992,924,327	\$1,050,320,230
% Monthly Change	15.28%	12.91%	8.97%	23.51%	-3.43%	-8.33%
2018 YTD	\$626,417,117	\$1,299,252,639	\$2,266,991,130	\$3,235,136,655	\$4,193,970,178	\$5,156,823,494
2017 YTD	\$543,381,363	\$1,139,311,869	\$2,027,404,081	\$2,811,278,271	\$3,804,202,598	\$4,854,522,828
% YTD Change	15.28%	14.04%	11.82%	15.08%	10.25%	6.23%

### Average Sale

	Jan *	Feb *	Mar *	Apr *	May *	Jun *
2018	\$278,531	\$265,105	\$274,147	\$287,198	\$279,870	\$278,201
2017	\$245,541	\$240,101	\$255,419	\$253,517	\$258,238	\$270,562
% Monthly Change	13.44%	10.41%	7.33%	13.29%	8.38%	2.82%
2018 YTD	\$278,531	\$271,413	\$272,573	\$276,791	\$277,489	\$277,622
2017 YTD	\$245,541	\$242,665	\$248,092	\$249,581	\$251,784	\$255,622
% YTD Change	13.44%	11.85%	9.87%	10.90%	10.21%	8.61%

### Median Sale

	Jan *	Feb *	Mar *	Apr *	May *	Jun *
2018	\$225,000	\$229,000	\$230,000	\$238,000	\$233,000	\$238,000
2017	\$199,900	\$206,500	\$218,000	\$215,000	\$218,000	\$223,950
% Monthly Change	12.56%	10.90%	5.50%	10.70%	6.88%	6.27%
2018 YTD	\$225,000	\$227,700	\$229,000	\$230,000	\$231,000	\$233,000
2017 YTD	\$199,900	\$204,000	\$209,900	\$210,000	\$213,000	\$215,000
% YTD Change	12.56%	11.62%	9.10%	9.52%	8.45%	8.37%



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### Unit Sales

	Jul *	Aug *	Sep *	Oct *	Nov *	Dec
<b>2018</b>	<b>3,394</b>	<b>3,381</b>	<b>2,776</b>	<b>2,924</b>	<b>2,585</b>	<b>2,412</b>
2017	3,381	3,580	2,552	2,921	2,767	3,045
<b>% Monthly Change</b>	<b>0.38%</b>	<b>-5.56%</b>	<b>8.78%</b>	<b>0.10%</b>	<b>-6.58%</b>	<b>-20.79%</b>
<b>2018 YTD</b>	<b>21,969</b>	<b>25,350</b>	<b>28,127</b>	<b>31,051</b>	<b>33,636</b>	<b>36,048</b>
2017 YTD	22,372	25,952	28,504	31,425	34,192	37,237
<b>% YTD Change</b>	<b>-1.80%</b>	<b>-2.32%</b>	<b>-1.32%</b>	<b>-1.19%</b>	<b>-1.63%</b>	<b>-3.19%</b>

### Sales Volume

	Jul *	Aug *	Sep *	Oct *	Nov *	Dec
<b>2018</b>	<b>\$942,714,933</b>	<b>\$908,261,996</b>	<b>\$732,127,627</b>	<b>\$768,986,599</b>	<b>\$689,631,560</b>	<b>\$667,040,963</b>
2017	\$892,905,287	\$931,318,408	\$685,537,157	\$758,718,575	\$734,622,331	\$853,762,756
<b>% Monthly Change</b>	<b>5.58%</b>	<b>-2.48%</b>	<b>6.80%</b>	<b>1.35%</b>	<b>-6.12%</b>	<b>-21.87%</b>
<b>2018 YTD</b>	<b>\$6,099,538,427</b>	<b>\$7,007,800,423</b>	<b>\$7,739,928,050</b>	<b>\$8,508,914,649</b>	<b>\$9,198,546,209</b>	<b>\$9,865,587,172</b>
2017 YTD	\$5,747,428,115	\$6,678,746,523	\$7,364,283,680	\$8,123,002,255	\$8,857,624,586	\$9,711,387,342
<b>% YTD Change</b>	<b>6.13%</b>	<b>4.93%</b>	<b>5.10%</b>	<b>4.75%</b>	<b>3.85%</b>	<b>1.59%</b>

### Average Sale

	Jul *	Aug *	Sep *	Oct *	Nov *	Dec
<b>2018</b>	<b>\$277,759</b>	<b>\$268,637</b>	<b>\$263,735</b>	<b>\$262,991</b>	<b>\$266,782</b>	<b>\$276,551</b>
2017	\$264,095	\$260,145	\$268,627	\$259,746	\$265,494	\$280,382
<b>% Monthly Change</b>	<b>5.17%</b>	<b>3.26%</b>	<b>-1.82%</b>	<b>1.25%</b>	<b>0.49%</b>	<b>-1.37%</b>
<b>2018 YTD</b>	<b>\$277,643</b>	<b>\$276,431</b>	<b>\$275,178</b>	<b>\$274,030</b>	<b>\$273,473</b>	<b>\$273,679</b>
2017 YTD	\$256,903	\$257,350	\$258,360	\$258,489	\$259,055	\$260,799
<b>% YTD Change</b>	<b>8.07%</b>	<b>7.41%</b>	<b>6.51%</b>	<b>6.01%</b>	<b>5.57%</b>	<b>4.94%</b>

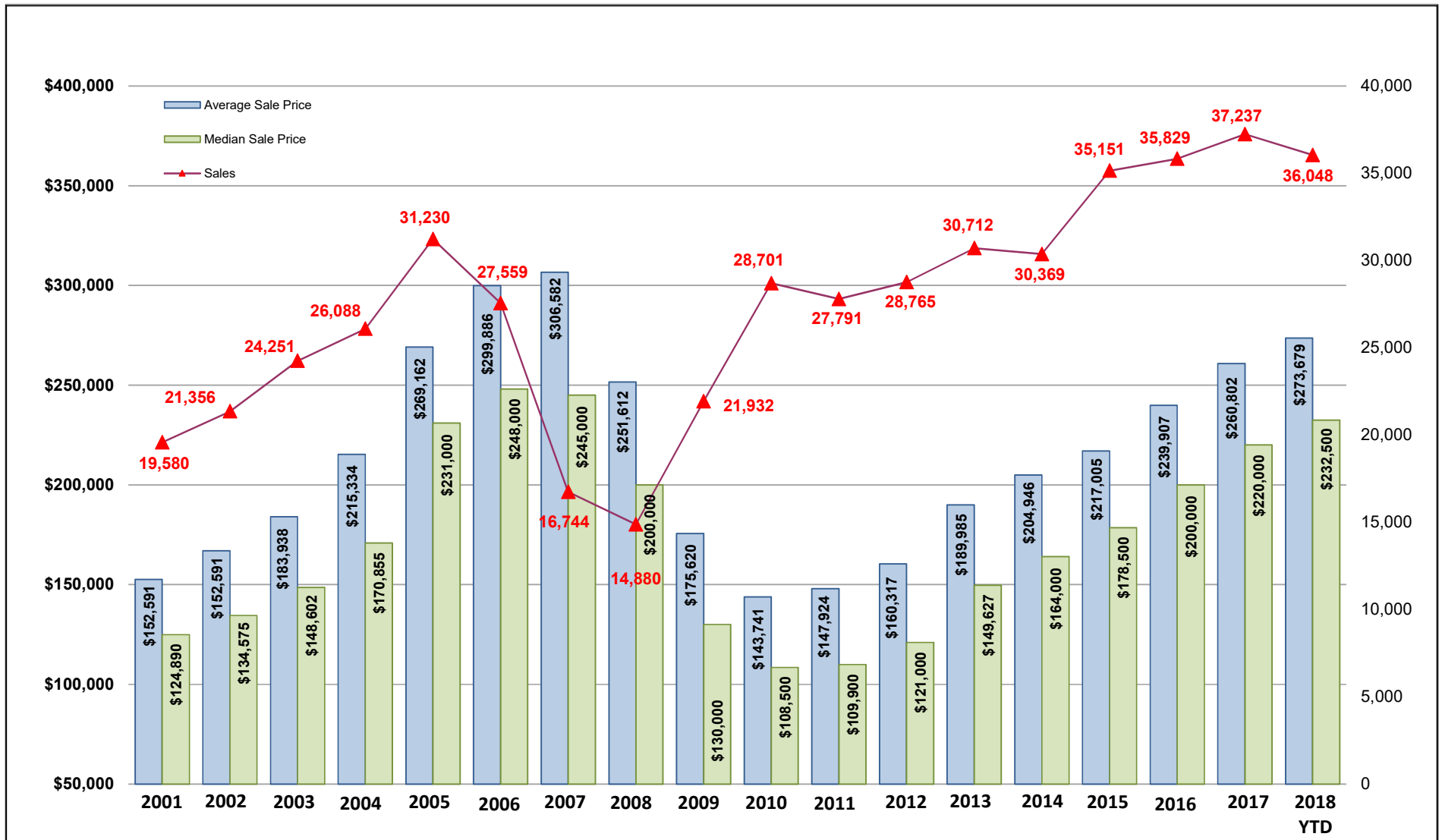
### Median Sale

	Jul *	Aug *	Sep *	Oct *	Nov *	Dec
<b>2018</b>	<b>\$235,000</b>	<b>\$230,000</b>	<b>\$233,000</b>	<b>\$229,000</b>	<b>\$233,000</b>	<b>\$232,750</b>
2017	\$220,000	\$225,000	\$225,000	\$219,000	\$224,995	\$230,000
<b>% Monthly Change</b>	<b>6.82%</b>	<b>2.22%</b>	<b>3.56%</b>	<b>4.57%</b>	<b>3.56%</b>	<b>1.20%</b>
<b>2018 YTD</b>	<b>\$233,990</b>	<b>\$233,000</b>	<b>\$233,000</b>	<b>\$232,500</b>	<b>\$232,500</b>	<b>\$232,500</b>
2017 YTD	\$215,000	\$217,000	\$218,000	\$218,000	\$219,000	\$220,000
<b>% YTD Change</b>	<b>8.83%</b>	<b>7.37%</b>	<b>6.88%</b>	<b>6.65%</b>	<b>6.16%</b>	<b>5.68%</b>



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## 2018 Sales Recap Annual Comparisons



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