

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
2018	3,394	3,381	2,776	2,924	2,575	
2017	3,381	3,580	2,552	2,921	2,767	3,045
% Monthly Change	0.38%	-5.56%	8.78%	0.10%	-6.94%	
2018 YTD	21,969	25,350	28,127	31,051	33,626	
2017 YTD	22,372	25,952	28,504	31,425	34,192	37,237
% YTD Change	-1.80%	-2.32%	-1.32%	-1.19%	-1.66%	

Sales Volume

	Jul *	Aug *	Sep *	Oct *	Nov	Dec
2018	\$942,714,933	\$908,261,996	\$732,127,627	\$768,986,599	\$687,058,160	
2017	\$892,905,287	\$931,318,408	\$685,537,157	\$758,718,575	\$734,622,331	\$853,762,756
% Monthly Change	5.58%	-2.48%	6.80%	1.35%	-6.47%	
2018 YTD	\$6,099,538,427	\$7,007,800,423	\$7,739,928,050	\$8,508,914,649	\$9,195,972,809	
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
% YTD Change	6.13%	4.93%	5.10%	4.75%	3.82%	

Average Sale

	Jul *	Aug *	Sep *	Oct *	Nov	Dec
2018	\$277,759	\$268,637	\$263,735	\$262,991	\$266,819	
2017	\$264,095	\$260,145	\$268,627	\$259,746	\$265,494	\$280,382
% Monthly Change	5.17%	3.26%	-1.82%	1.25%	0.50%	
2018 YTD	\$277,643	\$276,431	\$275,178	\$274,030	\$273,478	
2017 YTD	\$256,903	\$257,350	\$258,360	\$258,489	\$259,055	\$260,799
% YTD Change	8.07%	7.41%	6.51%	6.01%	5.57%	

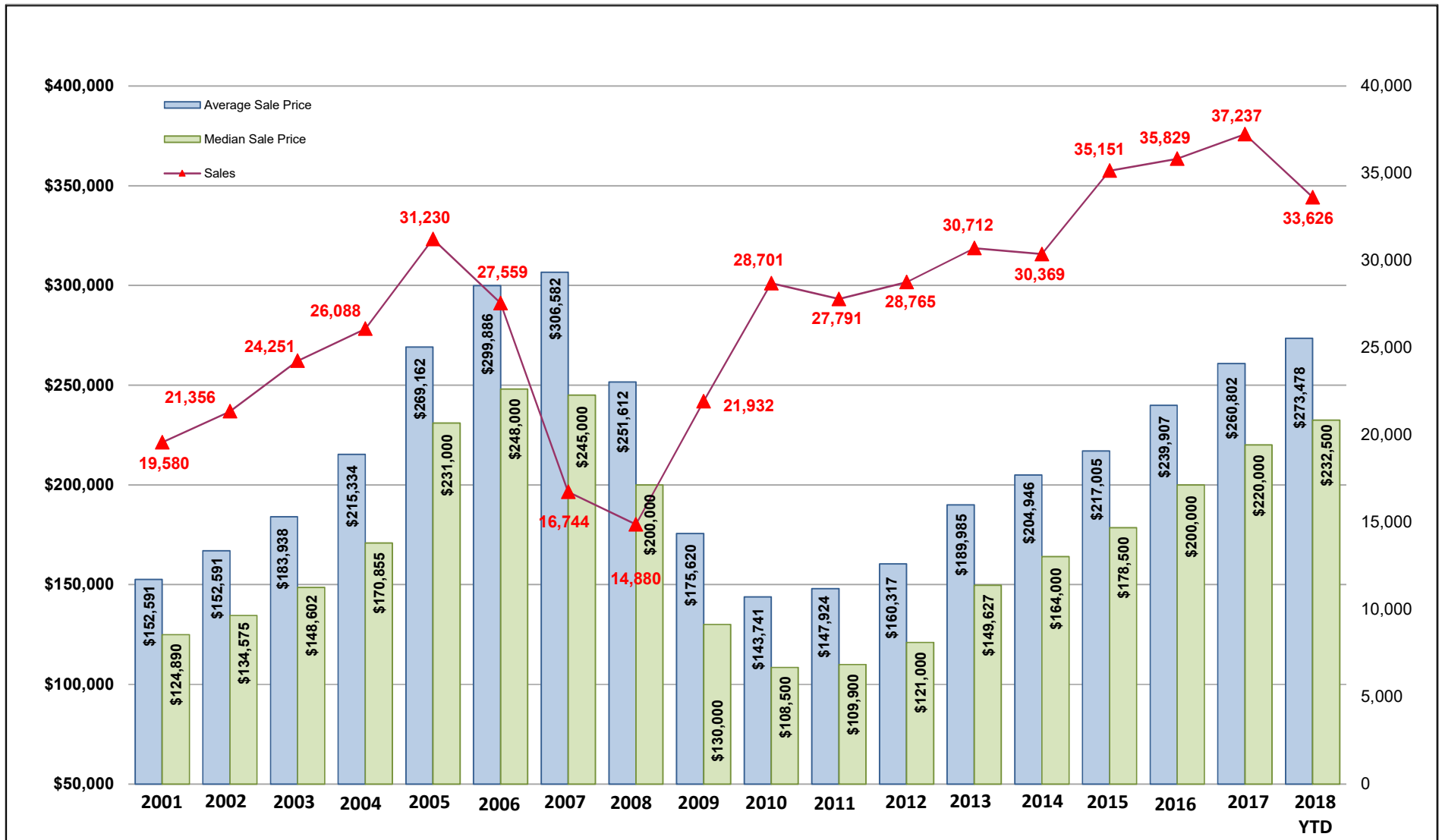
Median Sale

	Jul *	Aug *	Sep *	Oct *	Nov	Dec
2018	\$235,000	\$230,000	\$233,000	\$229,000	\$233,100	
2017	\$220,000	\$225,000	\$225,000	\$219,000	\$224,995	\$230,000
% Monthly Change	6.82%	2.22%	3.56%	4.57%	3.60%	
2018 YTD	\$233,990	\$233,000	\$233,000	\$232,500	\$232,500	
2017 YTD	\$215,000	\$217,000	\$218,000	\$218,000	\$219,000	\$220,000
% YTD Change	8.83%	7.37%	6.88%	6.65%	6.16%	



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2018 Sales Recap Annual Comparisons



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