

Comparison - Village Property Activities for 1st QTR 2020 VS 1st QTR 2021

	2020	2021	Comments	Year-end 2020
Single Family Homes				
Properties Sold	127	142	Up 15 properties or 11.8%	724
Avg. Selling Price	\$225,532	\$292,680	Up 29.6% quarter over quarter or \$67,148 due sales mix	\$250,737
Avg. Per Sq Ft.	\$98.54	\$116.04	Up 17.8% year over year or \$17.50 PSF	\$107.23
Days on Market	92.9	44		58.8
Under Contract	44	56	Designated as under contract but not closed	44
Taking Backups	27	24	Designated as taking backup offers or escape clauses	22
Available For Sale	171	31	As of April 1, 2021 (Does not include homes under contract)	45
Sold < \$100K	6	6		29
Sold \$100-200K	57	45		294
Sold \$200-\$300K	33	43		204
Sold \$300-\$400K	24	23		112
Sold \$400-\$500K	5	10		49
Sold \$500-\$600K	2	7		19
Sold > \$600K	0	8		17
<p>Note: Based on sold and under contract numbers, COVID has had zero impact on turning over the inventory. In fact, we have heavy demand and a low inventory. Average selling price and Average Per Square Foot are up primarily due to sales of higher priced homes on lakes, etc. however, due to the low inventory, most sales are getting at or over the asking price.</p>				
2020 2021				
Condos/Townhomes				
Properties Sold	11	23	Up 12 units	98
Avg. Selling Price	\$91,655	\$121,509	Up \$29,854	\$111,803
Avg. Per Sq. Ft.	\$71.56	\$88.28	Up \$16.72 SF	\$77.84
Days on Market	41	37		50
Available For Sale	20	2	As of April 1, 2021 (Does not include homes under contract)	9
Note: Nine (9) properties under contract and 6 more taking backup offers				
2020 2021				
Lots				
Properties Sold	27	74		111
Avg. Selling Price	\$11,862	\$20,765		\$14,327
Available For Sale	394	348	As of April 1, 2021, 33 are under contract and 3 taking backup offers	
POA Metrics				
Non-POA Delinquent	7849	8388	This information is taken directly from the financial statements issued by the POA and information runs one month behind, so this information is from the financial statements ending February of 2020 and 2021.	
POA Delinquent	3488	3475		
Total Unproductive	11,337	11,553		
POA Lots Sold	0	29		
New Home Permits	7	20		