

# SALES BY COMMUNITY

## WATERFRONT HOMES

Jan. 1 - Dec.31	Total Sales	Variance	Falls North	Falls South	Springs	Vineyards
2023	31	+7% ▲	3	10	10	8
2022	29	+12% ▲	3	11	4	11
2021	26	-56% ▼	0	6	3	17
2020	59		2	17	22	18

## NON-WATERFRONT HOMES

Jan 1 - Dec.31	Total Sales	Variance	Falls North	Falls South	Springs	Vineyards
2023	20	-33% ▼	0	4	10	6
2022	30	+25% ▲	2	3	15	10
2021	24	-25% ▼	2	7	3	12
2020	32		2	6	7	17

## WATERFRONT HOME SITES

Jan. 1 - Dec. 31	Total Sales	Variance	Falls North	Falls South	Springs	Vineyards
2023	36	-18% ▼	3	14	16	3
2022	44	-43% ▼	4	16	20	4
2021	77	+5% ▲	8	43	16	10
2020	73		11	28	18	16

## NON-WATERFRONT HOME SITES

Jan. 1- Dec. 31	Total Sales	Variance	Falls North	Falls South	Springs	Vineyards
2023	47	-6% ▼	3	18	20	6
2022	50	-25% ▼	1	17	16	16
2021	67	+168% ▲	2	25	12	28
2020	25		1	7	8	9