

Units Closed (no pendings) by Month

Total Sales	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	To Prv Yr	To Prv Mo
JAN	639	644	673	635	635	606	622	563	522	411	515	517	0%	-33%
FEB	791	702	675	781	786	532	609	544	399	388	392	469	20%	-9%
MAR	1007	922	942	1029	955	791	825	733	557	575	553		-4%	41%
APR	1037	1009	1052	1034	1080	818	813	808	713	721	610		-15%	10%
MAY	1035	1041	1080	1029	1093	1046	1012	877	862	892	660		-26%	8%
JUN	1021	907	1036	1044	1094	1147	1147	1152	1111	1379	861		-38%	30%
JUL	934	879	1047	991	971	1042	1185	1159	1153	721	848		18%	-2%
AUG	967	968	936	934	1072	1178	1188	1075	1123	639	925		45%	9%
SEP	724	874	806	824	866	1039	985	963	944	717	876		22%	-5%
OCT	778	830	831	804	797	945	988	918	980	703	722		3%	-18%
NOV	650	606	615	679	612	840	902	714	880	647	701		8%	-3%
DEC	548	515	543	547	521	822	862	733	744	743	774		4%	10%
Total	10,131	9,897	10,236	10,331	10,482	10,806	11,138	10,239	9,988	8,536	8,437	986		
<i>February</i>	791	702	675	781	786	532	609	544	399	388	392	469	20%	
<i>Jan - Feb</i>	1,430	1,346	1,348	1,416	1,421	1,138	1,231	1,107	921	799	907	986	9%	
<i>To Prev YR</i>	-85%	-6%	0%	5%	0%	-20%	8%	-10%	-17%	-13%	14%	9%		
<i>Prev Mo/Yr</i>	90%	-11%	-4%	16%	1%	-32%	14%	-11%	-27%	-3%	1%	20%		
		*Low and High												