

**Average Crystal Lakes Lot Price (1991-2011)**

**12/2/2011**

Year	Average Price	Number Sold	Change in Average Price	Sales Volume	Change in Sales Volume
1991	\$ 10,013	38	N/A	\$ 380,494	N/A
1992	\$ 9,158	71	-8.5%	\$ 650,218	71%
1993	\$ 11,309	63	23.5%	\$ 712,467	10%
1994	\$ 11,691	107	3.4%	\$ 1,250,937	76%
1995	\$ 12,592	111	7.7%	\$ 1,397,712	12%
1996	\$ 14,367	133	14.1%	\$ 1,910,811	37%
1997	\$ 14,951	115	4.1%	\$ 1,719,365	-10%
1998	\$ 14,895	132	-0.4%	\$ 1,966,140	14%
1999	\$ 16,642	138	11.7%	\$ 2,296,596	17%
2000	\$ 20,563	136	23.6%	\$ 2,796,568	22%
2001	\$ 24,890	93	21.0%	\$ 2,314,770	-17%
2002	\$ 27,841	96	11.9%	\$ 2,672,736	15%
2003	\$ 29,453	88	5.8%	\$ 2,591,864	-3%
2004	\$ 29,487	87	0.1%	\$ 2,565,369	-1%
2005	\$ 34,949	80	18.5%	\$ 2,795,920	9%
2006	\$ 34,953	87	0.0%	\$ 3,040,911	9%
2007	\$ 32,891	71	-5.9%	\$ 2,335,261	-23%
2008	\$ 40,765	47	23.9%	\$ 1,915,955	-18%
2009	\$ 38,876	37	-4.6%	\$ 1,438,412	-25%
2010	\$ 40,729	30	4.8%	\$ 1,221,870	-15%
2011	\$ 28,430	20	-30.2%	\$ 568,600	-53%
Totals		1780		\$ 38,542,976	

**Summary:**

Total gain 184%  
Average annual gain 9.2%  
Average # sales/year 85

