



Las Vegas Monthly New Home Traffic & Sales Summary

FEBRUARY 2018

	No. of Active Projects	Traffic	Traffic/Project	New Sales	Cans	Net Sales	Net sales/Project	Can %	Conversion %	Conversion Ratio	Inventory of Released Lots	Inventory / Project	Mos. of Inventory
EAST	5	583	116.6	40	3	37	7.4	8.1%	6.9%	14.58	19	3.8	.5
HENDERSON	67	5551	82.85	280	38	242	3.61	15.7%	5.0%	19.83	508	7.58	2.1
LAUGHLIN	3	78	26	16	2	14	4.67	14.3%	20.5%	4.88	32	10.67	2.3
MESQUITE	2	217	108.5	18	5	13	6.5	38.5%	8.3%	12.06	1536	768	118.2
NORTH LAS VEGAS	15	1277	85.13	107	11	96	6.4	11.5%	8.4%	11.94	218	14.53	2.3
NORTHWEST	48	4168	86.83	189	20	169	3.52	11.8%	4.5%	22.05	773	16.1	4.6
PAHRUMP	3	174	58	19	1	18	6	5.6%	10.9%	9.16	9	3	.5
SOUTH	8	301	37.63	25	5	20	2.5	25.0%	8.3%	12.04	45	5.63	2.3
SOUTHWEST	101	8947	88.58	437	55	382	3.78	14.4%	4.9%	20.47	910	9.01	2.4