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Everyone
Achieves
More



November / December
2022

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MABA HOLIDAY BASH

THURSDAY, DECEMBER 8TH | 5:30PM TO 10PM
PALESTRINA EVENT CENTER

\$30 MEMBERS | \$40 NON-MEMBERS

Join us for the Annual Holiday Bash with live music by The Power Take Off Band!
Let's celebrate the season and install the 2023 President and Board of Directors.

Registration fee includes two drinks, appetizers, live music, and endless celebrating!

TRAINING THE WORKFORCE OF TOMORROW!



Over 250 students and 10 schools participated in this Fall's Career Day!
Also, 16 free little libraries were donated and built by MABA volunteers and
Boys & Girls Club of Dane County youth.

**REGISTRATION
IS OPEN!**

WBA Presidents Installation

Friday, January 20
The Venue at Union Square
Manitowoc



**5:00PM: REGISTRATION
5:30PM COCKTAIL RECEPTION
6:30PM INSTALLATION
7:00PM DINNER
8:00PM AWARDS
8:30PM ENTERTAINMENT**

COST TO ATTEND

Individual Ticket: \$99
Table of 4: \$396
Table of 8: \$792



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**To Register, Visit:
association.wisbuild.org/eventcalendar**



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Urso Builders, LLC

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Dawn McIntosh
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Justin Temple
Temple Builders, Inc.

Carly Miller
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Mike Thole
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Chad Lawler

OPERATIONS MANAGER:

Lisa Kratz

MEMBERSHIP DIRECTOR:

Peggy Meskan

MARKETING MANAGER:

Julia Biedenbender

NOVEMBER IS SPIKE APPRECIATION MONTH!

The best spokesperson for promoting the benefits of MABA membership is YOU! Those who dedicate their time to this effort achieve "Spike" status for consistently helping MABA grow stronger.



November is Spike Appreciation Month, a time when we thank the dedicated "Spikes" for their outstanding achievements in member recruitment and retention!

Spikes earn one credit for each Builder or Associate member recruited, and 1/2 credit for every year they renew. Once you earn your sixth credit, you become an official NAHB Spike!

2022 Spike Dinner Tornado Steak House



SPIKE CLUB LIFE MEMBERS

| Name | Spike Credits | Name | Spike Credits |
|-------------------|---------------|-------------------|---------------|
| Terry Monson | 1601.50 | Debbie Gille | 96.50 |
| Charles Elliott | 731.00 | Andy Voeltner | 95.00 |
| Barbara Slack | 396.50 | Chad Wuebben | 90.00 |
| Rich Eberle | 342.00 | Abe Degnan | 87.25 |
| Phil Simon | 318.00 | Jim Downing | 82.50 |
| Ron Kneebone | 285.50 | Peter Horton | 78.50 |
| Michael Simon | 285.00 | Bill Zander | 78.00 |
| Butch Hensen | 278.50 | Dawn McIntosh | 77.50 |
| Edwin Gehl | 231.00 | Abbey Wentland | 69.50 |
| Dick Wasserburger | 223.00 | John Kassner | 66.00 |
| Mike Vilstrup | 215.50 | John Schwingle | 64.00 |
| Justin Temple | 213.50 | Peter Stebbins | 57.50 |
| Greg Schaffer | 209.00 | Chris Hohlstein | 57.00 |
| Pat Schafer | 189.00 | Bill Rowe | 53.50 |
| Loren Imhoff | 188.50 | Donald Tierney | 53.00 |
| Hart DeNoble | 179.50 | Richard Hanzel | 47.00 |
| Don Esposito | 175.50 | Scott Engelberger | 46.50 |
| Del Breunig | 169.00 | Joan Pregler | 45.50 |
| Steve Anderson | 168.00 | Byron Chase | 45.00 |
| James Bourne | 141.50 | Dean Strander | 41.00 |
| Bob Renforth | 138.00 | Jennifer Acker | 40.50 |
| Doug Widish | 138.00 | Bryan Sipple | 38.50 |
| Angie Kieta | 136.50 | Mark Brehmer | 37.00 |
| James Hottmann | 132.00 | Harvey Kessel | 33.00 |
| David Roark | 128.50 | Dan Murphy | 31.50 |
| Mary Ellen Smith | 128.50 | Karl Fels | 29.50 |
| Thomas Zimmer | 113.50 | Kayla Storlid | 28.00 |
| Jason DeNoble | 104.00 | Annemarie Dresen | 26.00 |
| Brian McKee | 102.00 | Joe Crary | 25.00 |
| Tommy Farrell | 102.00 | Ed Hoksbergen | 25.00 |
| James Taalbi | 99.00 | | |

As of 10/31/2022

Thank You MABA Spike Club Life Members!



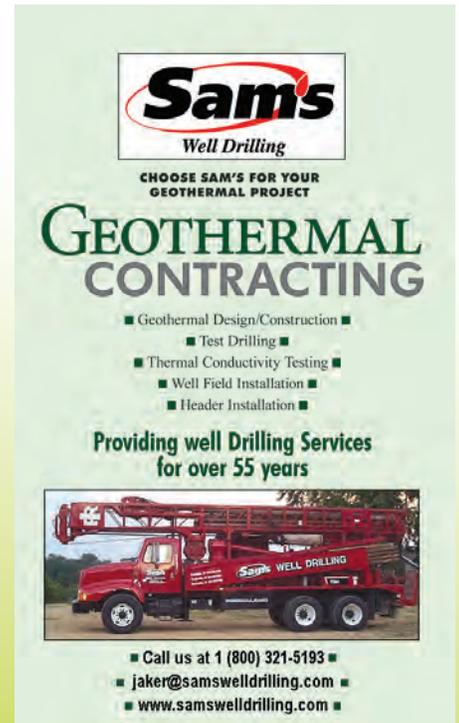
MADISON AREA BUILDERS ASSOCIATION



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The Right Angle is published seven times per year. Notice of local, state, and national programs/events is

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PARADE
OF HOMES

IN REVIEW



21 Homes
17 Builders

2,297 Tickets Sold

\$19,405 in Ticket Revenue



18,553 In-Person Home Visits
8 Houses Visited per Ticket Average



Wine, Whiskey, Women, and Wisdom

September 29th in Delafield



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Fall Sporting Clays

September 20th at Milford Hills



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**Single Family and Duplex Permits Issued
Municipality Report**

2022 Dane County September YTD Comparison

| <i>Municipality</i> | <i>2022 Total</i> | <i>2021 Total</i> | <i>2022 Starts</i> | <i>2021 Starts</i> | <i>2022 Avg. Value</i> | <i>2021 Avg. Value</i> | <i>2022 Avg. Sq Ft</i> | <i>2021 Avg. Sq Ft</i> |
|---------------------|-----------------------|-----------------------|------------------------|------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Albion (T) | \$1,735,000 | \$703,000 | 5 | 2 | \$347,000 | \$351,500 | 2,536 | 2,800 |
| Berry (T) | \$2,800,000 | \$1,455,000 | 5 | 2 | \$560,000 | \$727,500 | 3,605 | 4,086 |
| Black Earth (T) | \$450,000 | \$1,510,000 | 1 | 2 | \$450,000 | \$755,000 | 3,800 | 5,675 |
| Blue Mounds (T) | \$1,050,000 | \$698,000 | 2 | 2 | \$525,000 | \$349,000 | 3,775 | 2,775 |
| Bristol (T) | \$12,415,000 | \$5,081,000 | 20 | 11 | \$620,750 | \$461,909 | 3,642 | 3,315 |
| Burke (T) | | \$900,000 | | 2 | | \$450,000 | | 3,425 |
| Christiana (T) | | \$418,000 | | 1 | | \$418,000 | | 2,850 |
| Cottage Grove | \$11,080,000 | \$9,413,000 | 22 | 19 | \$503,636 | \$495,421 | 2,783 | 2,965 |
| Cottage Grove (T) | \$3,358,000 | \$5,080,000 | 6 | 10 | \$559,667 | \$508,000 | 4,092 | 3,918 |
| Cross Plains | \$6,928,000 | \$2,555,000 | 16 | 6 | \$433,000 | \$425,833 | 2,222 | 2,635 |
| Cross Plains (T) | \$2,725,000 | \$3,947,000 | 4 | 5 | \$681,250 | \$789,400 | 3,863 | 4,465 |
| Dane | \$870,000 | | 2 | | \$435,000 | | 2,123 | |
| Dane (T) | \$2,380,000 | \$1,275,000 | 4 | 2 | \$595,000 | \$637,500 | 3,809 | 4,325 |
| Deerfield (T) | \$1,204,000 | \$1,815,000 | 2 | 4 | \$602,000 | \$453,750 | 4,175 | 3,613 |
| DeForest | \$18,851,000 | \$34,020,000 | 32 | 83 | \$589,094 | \$409,880 | 3,882 | 2,954 |
| Dunkirk (T) | \$400,000 | \$600,000 | 1 | 1 | \$400,000 | \$600,000 | 3,200 | 4,300 |
| Dunn (T) | \$5,457,000 | \$7,883,000 | 7 | 13 | \$779,571 | \$606,385 | 4,837 | 4,085 |
| Fitchburg | \$39,396,000 | \$42,699,000 | 105 | 115 | \$375,200 | \$371,296 | 2,274 | 2,529 |
| Madison | \$84,645,000 | \$87,734,000 | 205 | 232 | \$412,902 | \$378,164 | 2,383 | 2,378 |
| Mazomanie (T) | \$2,000,000 | \$823,000 | 4 | 2 | \$500,000 | \$411,500 | 3,213 | 3,100 |
| McFarland | \$11,603,000 | \$6,959,000 | 25 | 14 | \$464,120 | \$497,071 | 2,264 | 2,697 |
| Medina (T) | \$890,000 | \$725,000 | 2 | 2 | \$445,000 | \$362,500 | 3,175 | 2,900 |
| Middleton | \$3,193,000 | \$9,075,000 | 4 | 12 | \$798,250 | \$756,250 | 3,842 | 3,527 |
| Middleton (T) | \$32,234,000 | \$20,841,000 | 36 | 27 | \$895,389 | \$771,889 | 5,228 | 5,135 |
| Montrose (T) | \$1,150,000 | \$720,000 | 2 | 2 | \$575,000 | \$360,000 | 4,700 | 2,775 |
| Mount Horeb | \$13,064,000 | \$10,989,000 | 31 | 26 | \$421,419 | \$422,654 | 2,655 | 2,669 |

| <i>Municipality</i> | <i>2022 Total</i> | <i>2021 Total</i> | <i>2022 Starts</i> | <i>2021 Starts</i> | <i>2022 Avg. Value</i> | <i>2021 Avg. Value</i> | <i>2022 Avg. Sq Ft</i> | <i>2021 Avg. Sq Ft</i> |
|----------------------|-----------------------|-----------------------|------------------------|------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Oregon | \$26,705,000 | \$17,014,000 | 59 | 40 | \$452,627 | \$425,350 | 2,570 | 2,454 |
| Oregon (T) | \$2,891,000 | \$2,201,000 | 4 | 3 | \$722,750 | \$733,667 | 5,013 | 5,000 |
| Perry (T) | \$750,000 | \$1,777,000 | 2 | 3 | \$375,000 | \$592,333 | 2,675 | 4,363 |
| Pleasant Springs (T) | \$4,000,000 | \$3,076,000 | 5 | 6 | \$800,000 | \$512,667 | 4,766 | 4,000 |
| Primrose (T) | \$2,143,000 | \$1,514,000 | 4 | 3 | \$535,750 | \$504,667 | 3,963 | 3,900 |
| Roxbury (T) | \$1,320,000 | \$1,895,000 | 1 | 5 | \$1,320,000 | \$379,000 | 6,500 | 2,860 |
| Rutland (T) | \$4,089,000 | \$1,155,000 | 6 | 3 | \$681,500 | \$385,000 | 4,817 | 3,000 |
| Springdale (T) | \$3,617,000 | \$5,790,000 | 4 | 10 | \$904,250 | \$579,000 | 5,600 | 4,260 |
| Springfield (T) | \$1,299,000 | \$1,847,000 | 2 | 4 | \$649,500 | \$461,750 | 4,400 | 3,238 |
| Stoughton | \$13,330,000 | \$4,202,000 | 40 | 12 | \$333,250 | \$350,167 | 2,358 | 2,766 |
| Sun Prairie | \$37,874,000 | \$50,783,000 | 98 | 130 | \$386,469 | \$390,638 | 2,547 | 2,734 |
| Sun Prairie (T) | \$1,100,000 | \$998,000 | 2 | 2 | \$550,000 | \$499,000 | 3,425 | 3,425 |
| Vermont (T) | \$5,654,500 | \$3,835,000 | 5 | 6 | \$1,130,900 | \$639,167 | 5,560 | 4,442 |
| Verona | \$19,253,000 | \$15,388,000 | 46 | 42 | \$418,543 | \$366,381 | 2,058 | 2,356 |
| Verona (T) | \$11,973,000 | \$11,920,000 | 14 | 14 | \$855,214 | \$851,429 | 5,432 | 5,958 |
| Vienna (T) | \$1,612,000 | \$700,000 | 3 | 1 | \$537,333 | \$700,000 | 3,567 | 4,500 |
| Waunakee | \$37,926,000 | \$48,489,000 | 79 | 108 | \$480,076 | \$448,972 | 2,555 | 2,572 |
| Westport (T) | \$29,531,090 | \$19,525,000 | 39 | 24 | \$757,207 | \$813,542 | 3,443 | 4,356 |
| Windsor (T) | \$29,844,000 | \$15,212,000 | 58 | 31 | \$514,552 | \$490,710 | 2,726 | 2,760 |
| York (T) | | \$1,601,000 | | 4 | | \$400,250 | | 3,375 |

Year to Year September Comparison

Year to Date Comparison

| YEAR | SUM | COUNT | AVG VALUE | AVG SQ FT | YEAR | SUM | COUNT | AVG VALUE | AVG SQ FT |
|-------------|------------|--------------|------------------|------------------|-------------|-------------|--------------|------------------|------------------|
| 2012 | 15,153,000 | 59 | 256,830 | 2,620 | 2012 | 157,058,112 | 599 | 262,200 | 2,569 |
| 2013 | 35,751,000 | 119 | 300,428 | 2,745 | 2013 | 229,985,000 | 844 | 272,494 | 2,563 |
| 2014 | 27,662,000 | 107 | 258,523 | 2,337 | 2014 | 231,672,000 | 792 | 292,515 | 2,604 |
| 2015 | 27,165,000 | 98 | 277,193 | 2,424 | 2015 | 281,095,000 | 913 | 307,880 | 2,594 |
| 2016 | 30,386,000 | 88 | 345,295 | 2,751 | 2016 | 299,267,669 | 932 | 321,102 | 2,578 |
| 2017 | 31,190,000 | 98 | 318,265 | 2,396 | 2017 | 325,534,465 | 972 | 334,912 | 2,628 |
| 2018 | 31,364,000 | 78 | 402,102 | 2,872 | 2018 | 342,713,000 | 977 | 350,780 | 2,616 |
| 2019 | 40,092,000 | 103 | 389,242 | 2,873 | 2019 | 334,427,774 | 926 | 361,153 | 2,676 |
| 2020 | 52,237,000 | 120 | 435,308 | 2,995 | 2020 | 391,927,720 | 984 | 398,300 | 2,797 |
| 2021 | 53,145,000 | 111 | 478,783 | 2,951 | 2021 | 466,840,000 | 1048 | 445,458 | 2,875 |
| 2022 | 43,643,090 | 91 | 479,594 | 2,812 | 2022 | 494,789,590 | 1014 | 487,958 | 2,836 |

**Single Family and Duplex Permits Issued
Municipality Report**

2022 Dane County October YTD Comparison

| <i>Municipality</i> | <i>2022 Total</i> | <i>2021 Total</i> | <i>2022 Starts</i> | <i>2021 Starts</i> | <i>2022 Avg. Value</i> | <i>2021 Avg. Value</i> | <i>2022 Avg. Sq Ft</i> | <i>2021 Avg. Sq Ft</i> |
|---------------------|-----------------------|-----------------------|------------------------|------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Albion (T) | \$1,735,000 | \$703,000 | 5 | 2 | \$347,000 | \$351,500 | 2,536 | 2,800 |
| Berry (T) | \$2,800,000 | \$1,455,000 | 5 | 2 | \$560,000 | \$727,500 | 3,605 | 4,086 |
| Black Earth (T) | \$1,104,000 | \$1,510,000 | 2 | 2 | \$552,000 | \$755,000 | 3,975 | 5,675 |
| Blue Mounds (T) | \$1,050,000 | \$698,000 | 2 | 2 | \$525,000 | \$349,000 | 3,775 | 2,775 |
| Bristol (T) | \$12,415,000 | \$5,081,000 | 20 | 11 | \$620,750 | \$461,909 | 3,642 | 3,315 |
| Burke (T) | \$350,000 | \$900,000 | 1 | 2 | \$350,000 | \$450,000 | 2,550 | 3,425 |
| Christiana (T) | | \$973,000 | | 2 | | \$486,500 | | 3,375 |
| Cottage Grove | \$13,075,000 | \$9,413,000 | 26 | 19 | \$502,885 | \$495,421 | 2,820 | 2,965 |
| Cottage Grove (T) | \$3,358,000 | \$6,080,000 | 6 | 12 | \$559,667 | \$506,667 | 4,092 | 3,928 |
| Cross Plains | \$8,019,000 | \$2,555,000 | 19 | 6 | \$422,053 | \$425,833 | 2,178 | 2,635 |
| Cross Plains (T) | \$2,725,000 | \$3,947,000 | 4 | 5 | \$681,250 | \$789,400 | 3,863 | 4,465 |
| Dane | \$870,000 | | 2 | | \$435,000 | | 2,123 | |
| Dane (T) | \$2,380,000 | \$1,775,000 | 4 | 3 | \$595,000 | \$591,667 | 3,809 | 4,317 |
| Deerfield (T) | \$1,204,000 | \$1,815,000 | 2 | 4 | \$602,000 | \$453,750 | 4,175 | 3,613 |
| DeForest | \$19,451,000 | \$35,077,000 | 34 | 84 | \$572,088 | \$417,583 | 3,726 | 2,971 |
| Dunkirk (T) | \$800,000 | \$600,000 | 2 | 1 | \$400,000 | \$600,000 | 2,725 | 4,300 |
| Dunn (T) | \$5,457,000 | \$8,725,000 | 7 | 15 | \$779,571 | \$581,667 | 4,837 | 3,953 |
| Fitchburg | \$42,981,000 | \$46,711,000 | 115 | 128 | \$373,748 | \$364,930 | 2,246 | 2,516 |
| Madison | \$95,697,000 | \$99,327,000 | 229 | 261 | \$417,891 | \$380,563 | 2,409 | 2,367 |
| Mazomanie (T) | \$2,000,000 | \$823,000 | 4 | 2 | \$500,000 | \$411,500 | 3,213 | 3,100 |
| McFarland | \$12,103,000 | \$8,409,000 | 26 | 17 | \$465,500 | \$494,647 | 2,323 | 2,690 |
| Medina (T) | \$890,000 | \$725,000 | 2 | 2 | \$445,000 | \$362,500 | 3,175 | 2,900 |
| Middleton | \$3,493,000 | \$9,075,000 | 5 | 12 | \$698,600 | \$756,250 | 3,488 | 3,527 |
| Middleton (T) | \$37,231,000 | \$22,885,000 | 40 | 30 | \$930,775 | \$762,833 | 5,330 | 5,108 |
| Montrose (T) | \$1,150,000 | \$720,000 | 2 | 2 | \$575,000 | \$360,000 | 4,700 | 2,775 |
| Mount Horeb | \$14,824,000 | \$12,284,000 | 33 | 29 | \$449,212 | \$423,586 | 2,651 | 2,643 |

| <i>Municipality</i> | <i>2022 Total</i> | <i>2021 Total</i> | <i>2022 Starts</i> | <i>2021 Starts</i> | <i>2022 Avg. Value</i> | <i>2021 Avg. Value</i> | <i>2022 Avg. Sq Ft</i> | <i>2021 Avg. Sq Ft</i> |
|----------------------|-----------------------|-----------------------|------------------------|------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Oregon | \$27,801,000 | \$17,964,000 | 61 | 41 | \$455,754 | \$438,146 | 2,584 | 2,504 |
| Oregon (T) | \$4,091,000 | \$2,201,000 | 5 | 3 | \$818,200 | \$733,667 | 5,110 | 5,000 |
| Perry (T) | \$750,000 | \$1,777,000 | 2 | 3 | \$375,000 | \$592,333 | 2,675 | 4,363 |
| Pleasant Springs (T) | \$4,970,000 | \$3,076,000 | 7 | 6 | \$710,000 | \$512,667 | 4,137 | 4,000 |
| Primrose (T) | \$2,143,000 | \$1,514,000 | 4 | 3 | \$535,750 | \$504,667 | 3,963 | 3,900 |
| Roxbury (T) | \$2,155,000 | \$1,895,000 | 2 | 5 | \$1,077,500 | \$379,000 | 5,625 | 2,860 |
| Rutland (T) | \$4,089,000 | \$1,155,000 | 6 | 3 | \$681,500 | \$385,000 | 4,817 | 3,000 |
| Springdale (T) | \$3,617,000 | \$5,790,000 | 4 | 10 | \$904,250 | \$579,000 | 5,600 | 4,260 |
| Springfield (T) | \$1,299,000 | \$1,847,000 | 2 | 4 | \$649,500 | \$461,750 | 4,400 | 3,238 |
| Stoughton | \$15,328,000 | \$4,202,000 | 47 | 12 | \$326,128 | \$350,167 | 2,335 | 2,766 |
| Sun Prairie | \$39,816,000 | \$51,743,000 | 102 | 132 | \$390,353 | \$391,992 | 2,565 | 2,742 |
| Sun Prairie (T) | \$1,100,000 | \$998,000 | 2 | 2 | \$550,000 | \$499,000 | 3,425 | 3,425 |
| Vermont (T) | \$6,354,500 | \$3,835,000 | 6 | 6 | \$1,059,083 | \$639,167 | 5,325 | 4,442 |
| Verona | \$19,613,000 | \$17,268,000 | 47 | 46 | \$417,298 | \$375,391 | 2,047 | 2,398 |
| Verona (T) | \$15,473,000 | \$14,538,000 | 17 | 17 | \$910,176 | \$855,176 | 5,359 | 6,006 |
| Vienna (T) | \$2,812,000 | \$700,000 | 4 | 1 | \$703,000 | \$700,000 | 4,263 | 4,500 |
| Waunakee | \$40,094,000 | \$51,018,000 | 83 | 113 | \$483,060 | \$451,487 | 2,557 | 2,581 |
| Westport (T) | \$29,531,090 | \$26,667,000 | 39 | 32 | \$757,207 | \$833,344 | 3,443 | 4,203 |
| Windsor (T) | \$33,574,000 | \$17,997,000 | 62 | 37 | \$541,516 | \$486,405 | 2,775 | 2,747 |
| York (T) | | \$1,601,000 | | 4 | | \$400,250 | | 3,375 |

Year to Year October Comparison

| YEAR | SUM | COUNT | AVG VALUE | AVG SQ FT |
|------|------------|-------|-----------|-----------|
| 2012 | 20,397,000 | 67 | 304,432 | 2,775 |
| 2013 | 30,370,000 | 104 | 292,019 | 2,829 |
| 2014 | 36,623,000 | 108 | 339,101 | 2,734 |
| 2015 | 28,291,000 | 90 | 314,344 | 2,571 |
| 2016 | 38,244,000 | 114 | 335,473 | 2,721 |
| 2017 | 34,467,000 | 96 | 359,031 | 2,643 |
| 2018 | 39,509,000 | 103 | 383,582 | 2,746 |
| 2019 | 37,481,000 | 108 | 347,046 | 2,561 |
| 2020 | 58,615,000 | 146 | 401,472 | 2,737 |
| 2021 | 43,212,000 | 87 | 496,689 | 2,929 |
| 2022 | 46,983,000 | 85 | 552,741 | 2,922 |

Year to Date Comparison

| YEAR | SUM | COUNT | AVG VALUE | AVG SQ FT |
|------|-------------|-------|-----------|-----------|
| 2012 | 177,455,112 | 666 | 266,449 | 2,589 |
| 2013 | 260,355,000 | 948 | 274,636 | 2,592 |
| 2014 | 268,295,000 | 900 | 298,105 | 2,620 |
| 2015 | 309,386,000 | 1003 | 308,460 | 2,592 |
| 2016 | 337,511,669 | 1046 | 322,668 | 2,594 |
| 2017 | 360,001,465 | 1068 | 337,080 | 2,629 |
| 2018 | 382,222,000 | 1080 | 353,909 | 2,629 |
| 2019 | 371,908,774 | 1034 | 359,679 | 2,664 |
| 2020 | 450,542,720 | 1130 | 398,710 | 2,789 |
| 2021 | 510,052,000 | 1135 | 449,385 | 2,879 |
| 2022 | 541,772,590 | 1099 | 492,968 | 2,843 |

75
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WBA Goal: \$7,880

MABA Goal: \$20,000

Actual: \$21,603

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