

**New Construction v Existing SF Condo Sales and Inventory - 1/18/2022**

	2020 Existing Construction						2020 New Construction						2020 Existing and New Combined Total						Month	Months	Av Int.	
	-- Monthly Closings --			-- Yr-to-Date Closings --			-- Monthly Closings --			-- Yr-to-Date Closings --			-- Monthly Closings --			-- Yr-to-Date Closings --			End SFC	of SFC	30-Yr.	
2020	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	2019	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Inventry	Inventry	Fixed
Jan	1,302	271,404,469	\$208,452	1,302	\$271,404,469	\$208,452	61	\$27,385,388	\$448,941	61	\$27,385,388	\$448,941	Jan	1,363	\$298,789,857	\$219,215	1,363	\$298,789,857	\$219,215	3,050	2.24	3.72
Feb	1,522	318,837,313	\$209,486	2,824	\$590,241,782	\$209,009	66	\$24,521,423	\$371,537	127	\$51,906,811	\$408,715	Feb	1,588	\$343,358,736	\$216,221	2,951	\$642,148,593	\$217,604	2,804	1.77	3.6
Mar	1,903	425,786,065	\$223,745	4,727	\$1,016,027,847	\$214,941	102	\$38,719,786	\$379,606	229	\$90,626,597	\$395,749	Mar	2,005	\$464,505,851	\$231,674	4,956	\$1,106,654,444	\$223,296	2,989	1.49	3.49
Apr	1,833	414,166,337	\$225,950	6,560	\$1,430,194,184	\$218,017	98	\$37,973,187	\$387,482	327	\$128,599,784	\$393,272	Apr	1,931	\$452,139,524	\$234,148	6,887	\$1,558,793,968	\$226,339	2,917	1.51	3.5
May	1,871	431,247,020	\$230,490	8,431	\$1,861,441,204	\$220,785	99	\$40,207,331	\$406,135	426	\$168,807,115	\$396,261	May	1,970	\$471,454,351	\$239,317	8,857	\$2,030,248,319	\$229,225	2,758	1.40	3.33
Jun	2,398	587,715,606	\$245,086	10,829	\$2,449,156,810	\$226,166	144	\$58,372,234	\$405,363	570	\$227,179,349	\$398,560	Jun	2,542	\$646,087,840	\$254,165	11,399	\$2,676,336,159	\$234,787	2,440	0.96	3.15
Jul	2,676	682,557,311	\$255,066	13,505	\$3,131,714,121	\$231,893	171	\$71,250,601	\$416,670	741	\$298,429,950	\$402,739	Jul	2,847	\$753,807,912	\$264,773	14,246	\$3,430,144,071	\$240,779	2,376	0.83	3.07
Aug	2,645	665,981,900	\$251,789	16,150	\$3,797,696,021	\$235,151	122	\$49,220,401	\$403,446	863	\$347,650,351	\$402,839	Aug	2,767	\$715,202,301	\$258,476	17,013	\$4,145,346,372	\$243,658	2,369	0.86	2.99
Sep	2,477	610,870,630	\$246,617	18,627	\$4,408,566,651	\$236,676	124	\$53,322,779	\$430,022	987	\$400,973,130	\$406,254	Sep	2,601	\$664,193,409	\$255,361	19,614	\$4,809,539,781	\$245,210	2,473	0.95	2.99
Oct	2,451	606,562,881	\$247,476	21,078	\$5,015,129,532	\$237,932	123	\$55,143,510	\$448,321	1,110	\$456,116,640	\$410,916	Oct	2,574	\$661,706,391	\$257,073	22,188	\$5,471,246,172	\$246,586	2,490	0.97	2.87
Nov	2,058	500,031,165	\$242,969	23,136	\$5,515,160,697	\$238,380	119	\$48,124,367	\$404,406	1,229	\$504,241,007	\$410,286	Nov	2,177	\$548,155,532	\$251,794	24,365	\$6,019,401,704	\$247,051	2,297	1.06	2.8
Dec	2,144	529,768,195	\$247,093	25,280	\$6,044,928,892	\$239,119	137	\$53,233,541	\$388,566	1,366	\$557,474,548	\$408,107	Dec	2,281	\$583,001,736	\$255,590	26,646	\$6,602,403,440	\$247,782	1,978	0.87	2.72
2021	2021 Existing Construction						2021 New Construction						2021 Existing and New Combined Total						Month	Months	Av Int.	
	-- Monthly Closings --			-- Yr-to-Date Closings --			-- Monthly Closings --			-- Yr-to-Date Closings --			-- Monthly Closings --			-- Yr-to-Date Closings --			End SFC	of SFC	30-Yr.	
2021	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	2019	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Inventry	Inventry	Fixed
Jan	1,458	\$41,285,786	\$234,078	1,458	\$341,285,786	\$234,078	83	\$32,911,035	\$396,518	83	\$32,911,035	\$396,518	Jan	1,541	\$374,196,821	\$242,827	1,541	\$374,196,821	\$242,827	1,583	1.03	2.65
Feb	1,498	360,569,899	\$240,701	2,956	\$701,855,685	\$237,434	84	\$33,615,538	\$400,185	167	\$66,526,573	\$398,363	Feb	1,582	\$394,185,437	\$249,169	3,123	\$768,382,258	\$246,040	1,454	0.92	2.73
Mar	1,957	501,544,079	\$256,282	4,913	\$1,203,399,764	\$244,942	144	\$58,793,977	\$408,292	311	\$125,320,550	\$402,960	Mar	2,101	\$560,338,056	\$266,701	5,224	\$1,328,720,314	\$254,349	1,361	0.65	2.81
Apr	2,085	567,232,257	\$272,054	6,998	\$1,770,632,021	\$253,020	150	\$67,052,322	\$447,015	461	\$192,372,872	\$417,295	Apr	2,235	\$634,284,579	\$283,796	7,459	\$1,963,004,893	\$263,173	1,419	0.63	3.17
May	2,239	624,182,093	\$278,777	9,237	\$2,394,814,114	\$259,263	130	\$60,137,642	\$462,597	591	\$252,510,514	\$427,260	May	2,369	\$684,319,735	\$288,864	9,828	\$2,647,324,628	\$269,366	1,614	0.68	2.97
Jun	2,684	791,225,825	\$294,794	11,921	\$3,186,039,939	\$267,263	137	\$57,958,196	\$423,053	728	\$310,468,710	\$426,468	Jun	2,821	\$849,184,021	\$301,022	12,649	\$3,496,508,649	\$276,426	1,869	0.66	2.95
Jul	2,470	714,751,061	\$289,373	14,391	\$3,900,791,000	\$271,058	100	\$46,002,294	\$460,023	828	\$356,471,004	\$430,521	Jul	2,570	\$760,753,355	\$296,013	15,219	\$4,257,262,004	\$279,733	2,041	0.79	2.98
Aug	2,597	731,490,058	\$281,667	16,988	\$4,632,281,058	\$272,680	123	\$58,277,407	\$473,800	951	\$414,748,411	\$436,118	Aug	2,720	\$789,767,465	\$290,356	17,939	\$5,047,029,469	\$281,344	2,354	0.87	2.80
Sep	2,343	643,919,557	\$274,827	19,331	\$5,276,200,615	\$272,940	103	\$49,601,655	\$481,569	1,054	\$464,350,066	\$440,560	Sep	2,446	\$693,521,212	\$283,533	20,385	\$5,740,550,681	\$281,607	2,198	0.90	2.87
Oct	2,360	635,899,262	\$269,449	21,691	\$5,912,099,877	\$272,560	122	\$59,938,301	\$491,298	1,176	\$524,288,367	\$445,823	Oct	2,482	\$695,837,563	\$280,354	22,867	\$6,436,388,244	\$281,471	2,142	0.86	3.01
Nov	2,156	587,371,506	\$272,436	23,847	\$6,499,471,383	\$272,549	102	\$50,450,764	\$494,615	1,278	\$574,739,131	\$449,718	Nov	2,258	\$637,822,270	\$282,472	25,125	\$7,074,210,514	\$281,561	1,902	0.84	3.09
Dec	2,120	556,394,889	\$262,450	25,967	\$7,055,866,272	\$271,724	111	\$53,468,726	\$481,700	1,389	\$628,207,857	\$452,273	Dec	2,231	\$609,863,615	\$273,359	27,356	\$7,684,074,129	\$280,892	1,557	0.70	3.11
% vs 1 Year Ago (2021)																						
	2021 v 2020 Existing Construction						2021 v 2020 New Construction						2021 v 2020 Existing and New Combined Total						Month	Months	Av Int.	
	-- Monthly Closings --			-- Yr-to-Date Closings --			-- Monthly Closings --			-- Yr-to-Date Closings --			-- Monthly Closings --			-- Yr-to-Date Closings --			End SFC	of SFC	30-Yr.	
	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Inventry	Inventry	Fixed	
Jan	11.98%	25.75%	12.29%	11.98%	25.75%	12.29%	36.07%	20.18%	-11.68%	36.07%	20.18%	-11.68%	Jan	13.06%	25.24%	10.77%	13.06%	25.24%	10.77%	-48.1%	-54.1%	-28.8%
Feb	-1.58%	13.09%	14.90%	4.67%	18.91%	13.60%	27.27%	37.09%	7.71%	31.50%	28.17%	-2.53%	Feb	-0.38%	14.80%	15.24%	5.83%	19.66%	13.07%	-48.1%	-47.9%	-24.2%
Mar	2.84%	17.79%	14.54%	3.93%	18.44%	13.96%	41.18%	51.84%	7.56%	35.81%	38.28%	1.82%	Mar	4.79%	20.63%	15.12%	5.41%	20.07%	13.91%	-54.5%	-56.5%	-19.5%
Apr	13.75%	36.96%	20.40%	6.68%	23.80%	16.05%	53.06%	76.58%	15.36%	40.98%	49.59%	6.11%	Apr	15.74%	40.29%	21.20%	8.31%	25.93%	16.27%	-51.4%	-58.0%	-9.4%
May	19.67%	44.74%	20.95%	9.56%	28.65%	17.43%	31.31%	49.57%	13.90%	38.73%	49.59%	7.82%	May	20.25%	45.15%	20.70%	10.96%	30.39%	17.51%	-41.5%	-51.3%	-10.8%
Jun	11.93%	34.63%	20.28%	10.08%	30.09%	18.17%	-4.86%	-0.71%	4.36%	27.72%	36.66%	7.00%	Jun	10.98%	31.43%	18.44%	10.97%	30.65%	17.73%	-23.4%	-31.0%	-6.3%
Jul	-7.70%	4.72%	13.45%	6.56%	24.56%	16.89%	-41.52%	-35.44%	10.40%	11.74%	16.89%	6.90%	Jul	-9.73%	0.92%	11.80%	6.83%	24.11%	16.18%	-14.1%	-4.8%	-2.9%
Aug	-1.81%	9.84%	11.87%	5.19%	21.98%	15.96%	0.82%	18.40%	17.44%	10.20%	19.30%	8.26%	Aug	-1.70%	10.43%	12.33%	5.44%	21.75%	15.47%	-0.6%	1.1%	-6.4%
Sep	-5.41%	5.41%	11.44%	3.78%	19.68%	15.32%	-16.94%	-6.98%	11.99%	6.79%	15.81%	8.44%	Sep	-5.96%	4.42%	11.03%	3.93%	19.36%	14.84%	-11.1%	-5.5%	-4.0%
Oct	-3.71%	4.84%	8.88%	2.91%	17.89%	14.55%	-0.81%	8.70%	9.59%	5.95%	14.95%	8.50%	Oct	-3.57%	5.16%	9.06%	3.06%	17.64%	14.15%	-14.0%	-10.8%	4.9%
Nov	4.76%	17.47%	12.13%	3.07%	17.85%	14.33%	-14.29%	4.83%	22.31%	3.99%	13.98%	9.61%	Nov	3.72%	16.36%	12.18%	3.12%	17.52%	13.97%	-17.2%	-20.2%	10.4%
Dec	-1.12%	5.03%	6.22%	2.72%	#DIV/0!	13.64%	-18.98%	0.44%	23.97%	1.68%	12.69%	10.82%	Dec	-2.19%	4.61%	6.95%	2.66%	16.38%	13.36%	-21.3%	-19.5%	14.3%