

New Construction v Existing SF Condo Sales and Inventory - 11/29/2021

| 2020 | 2020 Existing Construction | | | | | | 2020 New Construction | | | | | | 2020 Existing and New Combined Total | | | | | | Month End SFC | Months of SFC | Av Int. 30-Yr. | |
|------------------------|-----------------------------------|-------------|-----------|---------------------------|-----------------|-----------|------------------------------|--------------|-----------|---------------------------|---------------|-----------|---|-----------|---------------|---------------------------|-----------|-----------------|------------------|------------------|-------------------|----------|
| | -- Monthly Closings -- | | | -- Yr-to-Date Closings -- | | | -- Monthly Closings -- | | | -- Yr-to-Date Closings -- | | | -- Monthly Closings -- | | | -- Yr-to-Date Closings -- | | | | | | |
| | 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 |
| 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 End SFC | Months of SFC | Av Int. 30-Yr. | |
| | -- Monthly Closings -- | | | -- Yr-to-Date Closings -- | | | -- Monthly Closings -- | | | -- Yr-to-Date Closings -- | | | -- Monthly Closings -- | | | -- Yr-to-Date Closings -- | | | | | | |
| | 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 |
| Jan | 1,458 | 341,285,786 | \$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 |
| % vs 1 Year Ago (2020) | | | | | | | | | | | | | | | | | | | | | | |
| | 2021 v 2020 Existing Construction | | | | | | 2021 v 2020 New Construction | | | | | | 2021 v 2020 Existing and New Combined Total | | | | | | Month End SFC | Months of SFC | Av Int. 30-Yr. | |
| | -- Monthly Closings -- | | | -- Yr-to-Date Closings -- | | | -- Monthly Closings -- | | | -- Yr-to-Date Closings -- | | | -- Monthly Closings -- | | | -- Yr-to-Date Closings -- | | | | | | |
| | Units | \$ Volume | Av Price | Units | \$ Volume | Av Price | Units | \$ Volume | Av Price | Units | \$ Volume | Av Price | Units | \$ Volume | Av Price | Units | \$ Volume | Av Price | | | | Invntry |
| 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% | 19.45% | 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% |