New Construction v Existing SF Condo Sales and Inventory - 10/18/2021

2020	2020 Existing Construction -- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	2020 New Construction -- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	2020 Existing and New Combined Total -- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	Month End SFC Invntry	Months of SFC Invtry	Av Int. 30-Yr. 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	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	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	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	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	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	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	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	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**	**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	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	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	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 -- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	2021 New Construction -- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	2021 Existing and New Combined Total -- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	Month End SFC Invntry	Months of SFC Invtry	Av Int. 30-Yr. Fixed
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	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	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	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	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	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	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	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	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**	**2,446**	**$693,521,212**	**$283,533**	**20,385**	**$5,740,550,681**	**$281,607**	**2,198**	**0.90**	**2.87**

% vs 1 Year Ago (2020)

	2021 v 2020 Existing Construction -- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	2021 v 2020 New Construction -- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	2021 v 2020 Existing and New Combined Total -- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	Month End SFC Invntry	Months of SFC Invtry	Av Int. 30-Yr. 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%	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%	-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%	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%	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%	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%	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%	-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%	-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%**	**-5.96%**	**4.42%**	**11.03%**	**3.93%**	**19.36%**	**14.84%**	**-11.1%**	**-5.5%**	**-4.0%**