# New Construction v Existing SF Condo Sales and Inventory - 3/22/2021

| 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 | 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 |

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|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 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 |

% 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% | 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% |