

New Construction v Existing SF Condo Sales and Inventory - 6/27/2022

	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 --									
<u>2021</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Invntry</u>	<u>Invntry</u>	<u>Fixed</u>	
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	1,541	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$7,684,074,129	\$280,892	1,557	0.70	3.11
<u>2022</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Invntry</u>	<u>Invntry</u>	<u>Fixed</u>	
Jan	1,470	377,694,920	\$256,935	1,470	\$377,694,920	\$256,935	57	\$27,096,822	\$475,383	57	\$27,096,822	\$475,383	Jan	1,527	\$404,791,742	\$265,090	1,527	\$404,791,742	\$265,090	1,527	\$404,791,742	\$265,090	1,299	0.85	3.11
Feb	1,464	398,038,183	\$271,884	2,934	\$775,733,103	\$264,394	85	\$42,595,402	\$501,122	142	\$69,692,224	\$490,790	Feb	1,549	\$440,633,585	\$284,463	3,076	\$845,425,327	\$274,846	1,313	\$845,425,327	\$274,846	1,313	0.85	3.55
Mar	1,852	518,505,241	\$279,970	4,786	\$1,294,238,344	\$270,422	148	\$66,984,599	\$452,599	290	\$136,676,823	\$471,299	Mar	2,000	\$585,489,840	\$292,745	5,076	\$1,430,915,167	\$281,898	1,208	\$1,430,915,167	\$281,898	1,208	0.60	3.89
Apr	2,091	600,299,704	\$287,087	6,877	\$1,894,538,048	\$275,489	148	\$47,415,124	\$504,416	438	\$184,091,947	\$420,301	Apr	2,239	\$647,714,828	\$289,288	7,315	\$2,078,629,995	\$284,160	1,587	\$2,078,629,995	\$284,160	1,587	0.71	4.67
May	2,351	723,230,846	\$307,627	9,228	\$2,617,768,894	\$283,677	148	\$60,605,150	\$505,043	586	\$244,697,097	\$417,572	May	2,499	\$783,835,996	\$313,660	9,814	\$2,862,465,991	\$291,672	1,917	\$2,862,465,991	\$291,672	1,917	0.77	5.10
%																									
vs 1 Year Ago (2021)																									
	2022 v 2021 Existing Construction						2022 v 2021 New Construction						2022 v 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 --									
	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Invntry</u>	<u>Invntry</u>	<u>Fixed</u>	
Jan	0.82%	10.67%	9.76%	0.82%	10.67%	9.76%	-31.33%	-17.67%	19.89%	-31.33%	-17.67%	19.89%	Jan	-0.91%	8.18%	9.17%	-0.91%	8.18%	9.17%	-0.91%	8.18%	9.17%	-17.9%	-17.2%	17.4%
Feb	-2.27%	10.39%	12.96%	-0.74%	10.53%	11.35%	1.19%	26.71%	25.22%	-14.97%	4.76%	23.20%	Feb	-2.09%	11.78%	14.16%	-1.50%	10.03%	11.71%	-1.50%	10.03%	11.71%	-9.7%	-7.8%	30.0%
Mar	-5.37%	3.38%	9.24%	-2.58%	7.55%	10.40%	2.78%	13.93%	10.85%	-6.75%	9.06%	16.96%	Mar	-4.81%	4.49%	9.77%	-2.83%	7.69%	10.83%	-2.83%	7.69%	10.83%	-11.2%	-6.8%	38.4%
Apr	0.29%	5.83%	5.53%	-1.73%	7.00%	8.88%	-1.33%	-29.29%	12.84%	-4.99%	-4.30%	0.72%	Apr	0.18%	2.12%	1.93%	-1.93%	5.89%	7.97%	-1.93%	5.89%	7.97%	11.8%	11.6%	47.3%
May	5.00%	15.87%	10.35%	-0.10%	9.31%	9.42%	13.85%	0.78%	9.18%	-0.85%	-3.09%	-2.27%	May	5.49%	14.54%	8.58%	-0.14%	8.13%	8.28%	-0.14%	8.13%	8.28%	18.8%	12.6%	71.7%