

New Construction v Existing SF Condo Sales and Inventory - 7/10/2023

| | 2022 Existing Construction | | | | | | 2022 New Construction | | | | | | 2022 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. | |
| <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>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 | 1,299 | 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 | 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 | 0.60 | 3.89 |
| Apr | 2,091 | 600,299,704 | \$287,087 | 6,877 | \$1,894,538,048 | \$275,489 | 94 | \$47,415,124 | \$504,416 | 384 | \$184,091,947 | \$479,406 | Apr | 2,185 | \$647,714,828 | \$296,437 | 7,261 | \$2,078,629,995 | \$286,273 | 1,587 | 0.73 | 4.67 |
| May | 2,351 | 723,230,846 | \$307,627 | 9,228 | \$2,617,768,894 | \$283,677 | 120 | \$60,605,150 | \$505,043 | 504 | \$244,697,097 | \$485,510 | May | 2,471 | \$783,835,996 | \$317,214 | 9,732 | \$2,862,465,991 | \$294,129 | 1,917 | 0.78 | 5.10 |
| Jun | 2,419 | 777,807,836 | \$321,541 | 11,647 | \$3,395,576,730 | \$291,541 | 132 | \$70,087,041 | \$530,962 | 636 | \$314,784,138 | \$494,944 | Jun | 2,551 | \$847,894,877 | \$332,377 | 12,283 | \$3,710,360,868 | \$302,073 | 2,134 | 0.84 | 5.10 |
| Jul | 2,218 | 673,527,130 | \$303,664 | 13,865 | \$4,069,103,860 | \$293,480 | 86 | \$43,732,518 | \$508,518 | 722 | \$358,516,656 | \$496,560 | Jul | 2,304 | \$717,259,648 | \$311,311 | 14,587 | \$4,427,620,516 | \$303,532 | 2,310 | 1.00 | 5.70 |
| Aug | 2,292 | 698,182,431 | \$304,617 | 16,157 | \$4,767,286,291 | \$295,060 | 81 | \$43,283,252 | \$534,361 | 803 | \$401,799,908 | \$500,373 | Aug | 2,373 | \$741,465,683 | \$312,459 | 16,960 | \$5,169,086,199 | \$304,781 | 2,252 | 0.95 | 4.99 |
| Sep | 2,126 | 623,091,377 | \$293,082 | 18,283 | \$5,390,377,668 | \$294,830 | 77 | \$39,331,981 | \$510,805 | 880 | \$441,131,889 | \$501,286 | Sep | 2,203 | \$662,423,358 | \$300,691 | 19,163 | \$5,831,509,557 | \$304,311 | 2,287 | 1.04 | 5.66 |
| Oct | 1,747 | 504,571,043 | \$288,821 | 20,030 | \$5,894,948,711 | \$294,306 | 57 | \$29,553,885 | \$518,489 | 937 | \$470,685,774 | \$502,333 | Oct | 1,804 | \$534,124,928 | \$296,078 | 20,967 | \$6,365,634,485 | \$303,603 | 2,389 | 1.32 | 6.70 |
| Nov | 1,561 | 438,520,596 | \$280,923 | 21,591 | \$6,333,469,307 | \$293,338 | 83 | \$42,697,184 | \$514,424 | 1,020 | \$513,382,958 | \$503,317 | Nov | 1,644 | \$481,217,780 | \$292,712 | 22,611 | \$6,846,852,265 | \$302,811 | 2,202 | 1.34 | 7.08 |
| Dec | 1,489 | 406,853,338 | \$273,239 | 23,080 | \$6,740,322,645 | \$292,042 | 102 | \$49,180,765 | \$482,164 | 1,122 | \$562,563,723 | \$501,394 | Dec | 1,591 | \$456,034,103 | \$286,634 | 24,202 | \$7,302,886,368 | \$301,747 | 1,893 | 1.19 | 6.49 |
| | 2023 Existing Construction | | | | | | 2023 New Construction | | | | | | 2023 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. | |
| <u>2023</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>2023</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 | 994 | \$260,497,572 | 262,070 | 994 | \$260,497,572 | \$262,070 | 80 | \$38,809,431 | \$485,118 | 80 | \$38,809,431 | \$485,118 | Jan | 1,074 | \$299,307,003 | \$278,684 | 1,074 | \$299,307,003 | \$278,684 | 1,559 | 1.45 | 6.42 |
| Feb | 1,102 | \$305,257,268 | 277,003 | 2,096 | \$565,754,840 | \$269,921 | 91 | \$49,989,023 | \$549,330 | 171 | \$88,798,454 | \$519,289 | Feb | 1,193 | \$355,246,291 | \$297,776 | 2,267 | \$654,553,294 | \$288,731 | 1,503 | 1.26 | 6.09 |
| Mar | 1,579 | \$442,758,379 | 280,404 | 3,675 | \$1,008,513,219 | \$274,425 | 134 | \$64,753,221 | \$483,233 | 305 | \$153,551,675 | \$503,448 | Mar | 1,713 | \$507,511,600 | \$296,271 | 3,980 | \$1,162,064,894 | \$291,976 | 1,375 | 0.80 | 6.65 |
| Apr | 1,491 | \$460,107,205 | 308,590 | 5,166 | \$1,468,620,424 | \$284,286 | 95 | \$44,443,063 | \$467,822 | 400 | \$197,994,738 | \$494,987 | Apr | 1,586 | \$504,550,268 | \$318,128 | 5,566 | \$1,666,615,162 | \$299,428 | 1,532 | 0.97 | 6.32 |
| May | 1,791 | \$588,627,865 | 328,659 | 6,957 | \$2,057,248,289 | \$295,709 | 123 | \$59,029,237 | \$479,912 | 523 | \$257,023,975 | \$491,442 | May | 1,914 | \$647,657,102 | \$338,379 | 7,480 | \$2,314,272,264 | \$309,395 | 1,771 | 0.93 | 6.39 |
| Jun | 1,977 | \$678,134,755 | 343,012 | 8,934 | \$2,735,383,044 | \$306,177 | 86 | \$45,987,212 | 534,735 | 609 | \$303,011,187 | \$497,555 | Jun | 2,063 | \$724,121,967 | \$351,004 | 9,543 | \$3,038,394,231 | \$318,390 | 1,798 | 0.87 | 6.79 |
| % vs 1 Year Ago (2021) | | | | | | | | | | | | | | | | | | | | | | |
| | 2023 v 2022 Existing Construction | | | | | | 2023 v 2022 New Construction | | | | | | 2023 v 2022 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. | |
| | <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 | -32.38% | -31.03% | 2.00% | -32.38% | -31.03% | 2.00% | 40.35% | 43.23% | 2.05% | 40.35% | 43.23% | 2.05% | Jan | -29.67% | -26.06% | 5.13% | -29.67% | -26.06% | 5.13% | 20.0% | 70.6% | 106.4% |
| Feb | -24.73% | -23.31% | 1.88% | -28.56% | -27.07% | 2.09% | 7.06% | 17.36% | 9.62% | 20.42% | 27.42% | 5.81% | Feb | -22.98% | -19.38% | 4.68% | -26.30% | -22.58% | 5.05% | 14.5% | 48.6% | 71.5% |
| Mar | -14.74% | -14.61% | 0.15% | -23.21% | -22.08% | 1.48% | -9.46% | -3.33% | 6.77% | 5.17% | 12.35% | 6.82% | Mar | -14.35% | -13.32% | 1.20% | -21.59% | -18.79% | 3.58% | 13.8% | 32.9% | 71.0% |
| Apr | -28.69% | -23.35% | 7.49% | -24.88% | -22.48% | 3.19% | 1.06% | -6.27% | -7.25% | 4.17% | 7.55% | 3.25% | Apr | -27.41% | -22.10% | 7.32% | -23.34% | -19.82% | 4.60% | -3.5% | 33.0% | 35.3% |
| May | -23.82% | -18.61% | 6.84% | -24.61% | -21.41% | 4.24% | 2.50% | -2.60% | -4.98% | 3.77% | 5.04% | 1.22% | May | -22.54% | -17.37% | 6.67% | -23.14% | -19.15% | 5.19% | -7.6% | 19.3% | 25.3% |
| Jun | -18.27% | -12.81% | 6.68% | -23.29% | -19.44% | 5.02% | -34.85% | -34.39% | 0.71% | -4.25% | -3.74% | 0.53% | Jun | -19.13% | -14.60% | 5.60% | -22.31% | -18.11% | 5.40% | -15.7% | 4.2% | 33.1% |