

**New Construction v Existing SF Condo Sales and Inventory - 12/20/2023**

	2022 Existing Construction						2022 New Construction						2022 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 --						
2022	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	2022	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Invntry	Invntry	Fixed
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
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2023	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	2022	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Invntry	Invntry	Fixed
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
Jul	1,773	\$637,364,735	359,484	10,707	\$3,372,747,779	\$315,004	96	\$45,214,375	470,983	705	\$348,225,562	\$493,937	Jul	1,869	\$682,579,110	\$365,211	11,412	\$3,720,973,341	\$326,058	1,870	1.00	6.71
Aug	1,568	\$519,998,827	331,632	12,275	\$3,892,746,606	\$317,128	86	\$39,925,174	464,246	791	\$388,150,736	\$490,709	Aug	1,654	\$559,924,001	\$338,527	13,066	\$4,280,897,342	\$327,636	2,162	1.31	6.90
Sep	1,285	\$401,896,957	312,760	13,560	\$4,294,643,563	\$316,714	81	\$34,280,190	423,212	872	\$422,430,926	\$484,439	Sep	1,366	\$436,177,147	\$319,310	14,432	\$4,717,074,489	\$326,848	2,359	1.73	7.18
Oct	1,416	\$447,069,069	315,727	14,976	\$4,741,712,632	\$316,621	75	\$37,332,179	497,762	947	\$459,763,105	\$485,494	Oct	1,491	\$484,401,248	\$324,883	15,923	\$5,201,475,737	\$326,664	2,085	1.40	7.31
Nov	1,308	\$421,051,294	321,905	16,284	\$5,162,763,926	\$317,045	62	\$26,469,570	426,929	1,009	\$486,232,675	\$481,896	Nov	1,370	\$447,520,864	\$326,658	17,293	\$5,648,996,601	\$326,664	2,411	1.76	7.76
% vs 1 Year Ago (2021)																						
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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%
Jul	-20.06%	-5.37%	18.38%	-22.78%	-17.11%	7.33%	11.63%	3.39%	-7.38%	-2.35%	-2.87%	-0.53%	Jul	-18.88%	-4.84%	17.31%	-21.77%	-15.96%	7.42%	-19.0%	-0.2%	17.7%
Aug	-31.59%	-25.52%	8.87%	-24.03%	-18.34%	7.48%	6.17%	-7.76%	-13.12%	-1.49%	-3.40%	-1.93%	Aug	-30.30%	-24.48%	8.34%	-22.96%	-17.18%	7.50%	-4.0%	37.7%	38.3%
Sep	-39.56%	-35.50%	6.71%	-25.83%	-20.33%	7.42%	5.19%	-12.84%	-17.15%	-0.91%	-4.24%	-3.36%	Sep	-37.99%	-34.15%	6.19%	-24.69%	-19.11%	7.41%	3.1%	66.4%	26.9%
Oct	-18.95%	-11.40%	9.32%	-25.23%	-19.56%	7.58%	31.58%	26.32%	-4.00%	1.07%	-2.32%	-3.35%	Oct	-17.35%	-9.31%	9.73%	-24.06%	-18.29%	7.60%	-12.7%	5.6%	9.1%
Nov	-16.21%	-3.98%	14.59%	-24.58%	-18.48%	8.08%	-25.30%	-38.01%	-17.01%	-1.08%	-5.29%	-4.26%	Nov	-16.67%	-7.00%	11.60%	-23.52%	-17.49%	7.88%	9.5%	31.4%	9.6%