

**New Construction v Existing SF Condo Sales and Inventory - 1/16/2024**

	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.
2022	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Invnry	Invnry	Fixed
Jan	1,486	383,010,020	\$257,746	1,486	\$383,010,020	\$257,746	59	\$27,956,346	\$473,836	59	\$27,956,346	\$473,836	1,545	\$410,966,366	\$265,998	1,545	\$410,966,366	\$265,998	1,299	0.84	3.11
Feb	1,483	402,096,153	\$271,137	2,969	\$785,106,173	\$264,435	86	\$42,932,477	\$499,215	145	\$70,888,823	\$488,888	1,569	\$445,028,630	\$283,638	3,114	\$855,994,996	\$274,886	1,313	0.84	3.55
Mar	1,860	520,289,641	\$279,726	4,829	\$1,305,395,814	\$270,324	154	\$70,432,343	\$457,353	299	\$141,321,166	\$472,646	2,014	\$590,721,984	\$293,308	5,128	\$1,446,716,980	\$282,121	1,208	0.60	3.89
Apr	2,107	606,115,554	\$287,668	6,936	\$1,911,511,368	\$275,593	97	\$48,317,889	\$498,123	396	\$189,639,055	\$478,887	2,204	\$654,433,443	\$296,930	7,332	\$2,101,150,423	\$286,573	1,587	0.72	4.67
May	2,359	727,267,370	\$308,295	9,295	\$2,638,778,738	\$283,892	121	\$60,985,134	\$504,009	517	\$250,624,189	\$484,766	2,480	\$788,252,504	\$317,844	9,812	\$2,889,402,927	\$294,476	1,917	0.77	5.10
Jun	2,435	780,620,393	\$320,583	11,730	\$3,419,399,131	\$291,509	133	\$70,640,221	\$531,129	650	\$321,264,410	\$494,253	2,568	\$851,260,614	\$331,488	12,380	\$3,740,663,541	\$302,154	2,134	0.83	5.10
Jul	2,234	678,547,530	\$303,737	13,964	\$4,097,946,661	\$293,465	88	\$44,700,877	\$507,965	738	\$365,965,287	\$495,888	2,322	\$723,248,407	\$311,476	14,702	\$4,463,911,948	\$303,626	2,310	0.99	5.70
Aug	2,309	701,429,031	\$303,780	16,273	\$4,799,375,692	\$294,929	87	\$46,622,752	\$535,894	825	\$412,588,039	\$500,107	2,396	\$748,051,783	\$312,209	17,098	\$5,211,963,731	\$304,829	2,252	0.94	4.99
Sep	2,130	624,308,377	\$293,103	18,403	\$5,423,684,069	\$294,717	77	\$39,331,981	\$510,805	902	\$451,920,020	\$501,020	2,207	\$663,640,358	\$300,698	19,305	\$5,875,604,089	\$304,357	2,287	1.04	5.66
Oct	1,753	506,184,846	\$288,753	20,156	\$5,929,868,915	\$294,199	59	\$30,337,947	\$514,202	961	\$482,257,967	\$501,829	1,812	\$536,522,793	\$296,094	21,117	\$6,412,126,882	\$303,648	2,389	1.32	6.70
Nov	1,570	442,129,596	\$281,611	21,726	\$6,371,998,511	\$293,289	84	\$43,230,660	\$514,651	1,045	\$525,488,627	\$502,860	1,654	\$485,360,256	\$293,446	22,771	\$6,897,487,138	\$302,907	2,202	1.33	7.08
Dec	1,499	408,920,438	\$272,795	23,225	\$6,780,918,949	\$291,966	105	\$50,856,080	\$484,344	1,150	\$576,344,707	\$501,169	1,604	\$459,776,518	\$286,644	24,375	\$7,357,263,656	\$301,836	1,893	1.18	6.49
2023	-- Monthly Closings --			-- Yr-to-Date Closings --			-- Monthly Closings --			-- Yr-to-Date Closings --			-- Monthly Closings --			-- Yr-to-Date Closings --			Month	Months	Av Int.
2023	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Invnry	Invnry	Fixed
Jan	1,011	\$265,660,062	262,770	1,011	\$265,660,062	\$262,770	82	\$39,670,973	483,792	82	\$39,670,973	\$483,792	1,093	\$305,331,035	\$279,351	1,093	\$305,331,035	\$279,351	1,559	1.43	6.42
Feb	1,113	\$308,859,268	277,502	2,124	\$574,519,330	\$270,489	98	\$53,788,644	548,864	180	\$93,459,617	\$519,220	1,211	\$362,647,912	\$299,462	2,304	\$667,978,947	\$289,921	1,503	1.24	6.09
Mar	1,599	\$448,373,424	280,409	3,723	\$1,022,892,754	\$274,750	136	\$65,395,071	480,846	316	\$158,854,688	\$502,705	1,735	\$513,768,495	\$296,120	4,039	\$1,181,747,442	\$292,584	1,375	0.79	6.65
Apr	1,516	\$467,585,505	308,434	5,239	\$1,490,478,259	\$284,497	97	\$45,357,463	467,603	413	\$204,212,151	\$494,460	1,613	\$512,942,968	\$318,006	5,652	\$1,694,690,410	\$299,839	1,532	0.95	6.32
May	1,818	\$598,421,040	329,164	7,057	\$2,088,899,299	\$296,004	127	\$60,473,573	476,170	540	\$264,685,724	\$490,159	1,945	\$658,894,613	\$338,763	7,597	\$2,353,585,023	\$309,805	1,771	0.91	6.39
Jun	2,014	\$689,387,195	342,298	9,071	\$2,778,286,494	\$306,282	89	\$47,373,117	532,282	629	\$312,058,841	\$496,119	2,103	\$736,760,312	\$350,338	9,700	\$3,090,345,335	\$318,592	1,798	0.85	6.79
Jul	1,771	\$587,603,397	331,792	10,842	\$3,365,889,891	\$310,449	104	\$52,945,132	509,088	733	\$365,003,973	\$497,959	1,875	\$640,548,529	\$341,626	11,575	\$3,730,893,864	\$322,323	1,870	1.00	6.71
Aug	1,628	\$536,607,097	329,611	12,470	\$3,902,496,988	\$312,951	96	\$39,925,174	415,887	829	\$404,929,147	\$488,455	1,724	\$576,532,271	\$334,415	13,299	\$4,307,426,135	\$323,891	2,162	1.25	6.90
Sep	1,285	\$401,896,957	312,760	13,755	\$4,304,393,945	\$312,933	81	\$34,280,190	423,212	910	\$439,209,337	\$482,648	1,366	\$436,177,147	\$319,310	14,665	\$4,743,603,282	\$323,464	2,359	1.73	7.18
Oct	1,416	\$447,069,069	315,727	15,171	\$4,751,463,014	\$313,194	75	\$37,332,179	497,762	985	\$476,541,516	\$483,798	1,491	\$484,401,248	\$324,883	16,156	\$5,228,004,530	\$323,595	2,085	1.40	7.31
Nov	1,308	\$421,051,294	321,905	16,479	\$5,172,514,308	\$313,885	62	\$26,469,570	426,929	1,047	\$503,011,086	\$480,431	1,370	\$447,520,864	\$326,658	17,526	\$5,675,525,394	\$323,835	2,411	1.76	7.76
Dec	1,142	\$339,827,285	297,572	17,621	\$5,512,341,593	\$312,828	94	\$37,762,078	401,724	1,141	\$540,773,164	\$473,947	1,236	\$377,589,363	\$305,493	18,762	\$6,053,114,757	\$322,626	2,218	1.79	7.22
% 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	Fixed
	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Invnry	Invnry	Fixed
Jan	-31.97%	-30.64%	1.95%	-31.97%	-30.64%	1.95%	38.98%	41.90%	2.10%	38.98%	41.90%	2.10%	-29.26%	-25.70%	5.02%	-29.26%	-25.70%	5.02%	20.0%	69.6%	106.4%
Feb	-24.95%	-23.19%	2.35%	-28.46%	-26.82%	2.29%	13.95%	25.29%	9.95%	24.14%	31.84%	6.20%	-22.82%	-18.51%	5.58%	-26.01%	-21.96%	5.47%	14.5%	48.3%	71.5%
Mar	-14.03%	-13.82%	0.24%	-22.90%	-21.64%	1.64%	-11.69%	-7.15%	5.14%	5.69%	12.41%	6.36%	-13.85%	-13.03%	0.96%	-21.24%	-18.32%	3.71%	13.8%	32.1%	71.0%
Apr	-28.05%	-22.86%	7.22%	-24.47%	-20.03%	3.23%	0.00%	-6.13%	-6.13%	4.29%	7.68%	3.25%	-26.81%	-21.62%	7.10%	-22.91%	-19.34%	4.63%	-3.5%	31.9%	35.3%
May	-22.93%	-17.72%	6.77%	-24.08%	-20.84%	4.27%	4.96%	-0.84%	-5.52%	4.45%	5.61%	1.11%	-21.57%	-16.41%	6.58%	-22.57%	-18.54%	5.21%	-7.6%	17.8%	25.3%
Jun	-17.29%	-11.69%	6.77%	-22.67%	-18.75%	5.07%	-33.08%	-32.94%	0.22%	-3.23%	-2.87%	0.38%	-18.11%	-13.45%	5.69%	-21.65%	-17.39%	5.44%	-15.7%	2.9%	33.1%
Jul	-20.73%	-13.40%	9.24%	-22.36%	-17.86%	5.79%	18.18%	18.44%	0.22%	-0.68%	-0.26%	9.68%	-19.25%	-11.43%	9.68%	-21.27%	-16.42%	6.16%	-19.0%	0.3%	17.7%
Aug	-29.49%	-23.50%	8.50%	-23.37%	-18.69%	6.11%	10.34%	-14.37%	-22.39%	0.48%	-1.86%	-2.33%	-28.05%	-22.93%	7.11%	-22.22%	-17.36%	6.25%	-4.0%	33.4%	38.3%
Sep	-39.67%	-35.63%	6.71%	-25.26%	-20.64%	6.18%	5.19%	-12.84%	-17.15%	0.89%	-2.81%	-3.67%	-38.11%	-34.28%	6.19%	-24.04%	-19.27%	6.28%	3.1%	66.7%	26.9%
Oct	-19.22%	-11.68%	9.34%	-24.73%	-19.87%	6.46%	27.12%	23.05%	-3.20%	2.50%	-1.19%	-3.59%	-17.72%	-9.71%	9.72%	-23.49%	-18.47%	6.57%	-12.7%	6.1%	9.1%
Nov	-16.69%	-4.77%	14.31%	-24.15%	-18.82%	7.02%	-26.19%	-38.77%	-17.04%	0.19%	-4.28%	-4.46%	-17.17%	-7.80%	11.32%	-23.03%	-17.72%	6.91%	9.5%	32.2%	9.6%
Dec	-23.82%	-16.90%	9.08%	-24.13%	-18.71%	7.15%	-10.48%	-25.75%	-17.06%	-0.78%	-6.17%	-5.43%	-22.94%	-17.88%	6.58%	-23.03%	-17.73%	6.89%	17.2%	52.1%	11.2%