

**New Construction v Existing SF Condo Sales and Inventory - 3/11/2024**

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.	
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
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	Jan	1,093	\$305,331,035	\$279,351	1,093	\$305,331,035	\$279,351	1,559	1.43	6.42
<b>1,113</b>	<b>\$308,859,268</b>	<b>277,502</b>	<b>2,124</b>	<b>\$574,519,330</b>	<b>\$270,489</b>	<b>98</b>	<b>\$53,788,644</b>	<b>548,864</b>	<b>180</b>	<b>\$93,459,617</b>	<b>\$519,220</b>	<b>Feb</b>	<b>1,211</b>	<b>\$362,647,912</b>	<b>\$299,462</b>	<b>2,304</b>	<b>\$667,978,947</b>	<b>\$289,921</b>	<b>1,503</b>	<b>1.24</b>	<b>6.09</b>
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	Mar	1,735	\$513,768,495	\$296,120	4,039	\$1,181,747,442	\$292,584	1,375	0.79	6.65
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	Apr	1,613	\$512,942,968	\$318,006	5,652	\$1,694,690,410	\$299,839	1,532	0.95	6.32
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	May	1,945	\$658,894,613	\$338,763	7,597	\$2,353,585,023	\$309,805	1,771	0.91	6.39
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	Jun	2,103	\$736,760,312	\$350,338	9,700	\$3,090,345,335	\$318,592	1,798	0.85	6.79
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	Jul	1,875	\$640,548,529	\$341,626	11,575	\$3,730,893,864	\$322,323	1,870	1.00	6.71
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	Aug	1,724	\$576,532,271	\$334,415	13,299	\$4,307,426,135	\$323,891	2,162	1.25	6.90
1,310	\$407,905,926	311,379	13,780	\$4,310,402,914	\$312,801	102	\$68,589,631	672,447	931	\$473,518,778	\$508,613	Sep	1,412	\$476,495,557	\$337,461	14,711	\$4,783,921,692	\$325,194	2,359	1.67	7.18
1,416	\$447,069,069	315,727	15,196	\$4,757,471,983	\$313,074	75	\$37,332,179	497,762	1,006	\$510,850,957	\$507,804	Oct	1,491	\$484,401,248	\$324,883	16,202	\$5,268,322,940	\$325,165	2,085	1.40	7.31
1,308	\$421,051,294	321,905	16,504	\$5,178,523,277	\$313,774	62	\$26,469,570	426,929	1,068	\$537,320,527	\$503,109	Nov	1,370	\$447,520,864	\$326,658	17,572	\$5,715,843,804	\$325,281	2,411	1.76	7.76
1,142	\$339,827,285	297,572	17,646	\$5,518,350,562	\$312,725	94	\$37,762,078	401,724	1,162	\$575,082,605	\$494,908	Dec	1,236	\$377,589,363	\$305,493	18,808	\$6,093,433,167	\$323,981	2,218	1.79	7.22
ear Ago (2023)						2024 New Construction						2024 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.	
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
943	\$275,863,291	292,538	943	\$275,863,291	\$292,538	58	\$27,701,955	477,620	58	\$27,701,955	\$477,620	Jan	1,001	\$303,565,246	\$303,262	1,001	\$303,565,246	\$303,262	1,983	1.98	6.62
<b>1,109</b>	<b>\$340,155,273</b>	<b>306,723</b>	<b>2,052</b>	<b>\$616,018,564</b>	<b>\$300,204</b>	<b>87</b>	<b>\$44,677,214</b>	<b>513,531</b>	<b>145</b>	<b>\$72,379,169</b>	<b>\$499,167</b>	<b>Feb</b>	<b>1,196</b>	<b>\$384,832,487</b>	<b>\$321,766</b>	<b>2,197</b>	<b>\$688,397,733</b>	<b>\$313,335</b>	<b>1,759</b>	<b>1.47</b>	<b>6.63</b>
ear Ago (2021)						2024 v 2023 New Construction						2024 v 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.	
Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Jan	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Invntry	Invntry	Fixed
-6.73%	3.84%	11.33%	-6.73%	3.84%	11.33%	-29.27%	-30.17%	-1.28%	-29.27%	-30.17%	-1.28%	Jan	-8.42%	-0.58%	8.56%	-8.42%	-0.58%	8.56%	27.2%	38.9%	3.1%
<b>-0.36%</b>	<b>10.13%</b>	<b>10.53%</b>	<b>-3.39%</b>	<b>7.22%</b>	<b>10.99%</b>	<b>-11.22%</b>	<b>-16.94%</b>	<b>-6.44%</b>	<b>-19.44%</b>	<b>-22.56%</b>	<b>-3.86%</b>	<b>Feb</b>	<b>-1.24%</b>	<b>6.12%</b>	<b>7.45%</b>	<b>-4.64%</b>	<b>3.06%</b>	<b>8.08%</b>	<b>17.0%</b>	<b>18.5%</b>	<b>8.9%</b>