New Construction v Existing SF Condo Sales and Inventory - 5/14/2025

2024 Existing Construction

2024	-- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price
Jan	943	$275,863,291	292,538	943	$275,863,291	$292,538
Feb	1,109	$340,155,273	306,723	2,052	$616,018,564	$300,204
Mar	1,471	$472,740,341	321,373	3,523	$1,088,758,905	$309,043
Apr	1,673	$539,297,301	322,353	5,196	$1,628,056,206	$313,329
May	1,925	$689,620,007	358,244	7,121	$2,317,676,213	$325,471
Jun	1,730	$609,460,474	352,289	8,851	$2,927,136,687	$330,713
Jul	1,897	$686,049,704	361,650	10,748	$3,613,186,391	$336,173
Aug	1,799	$614,644,435	341,659	12,547	$4,227,830,826	$336,959
Sep	1,584	$538,329,531	339,855	14,131	$4,766,160,357	$337,284
Oct	1,673	$557,228,766	333,072	15,804	$5,323,389,123	$336,838
Nov	1,503	$498,037,731	331,362	17,307	$5,821,426,854	$336,363
Dec	1,402	$452,498,467	322,752	18,709	$6,273,925,321	$335,343

2024 New Construction

-- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price
58	$27,701,955	477,620	58	$27,701,955	$477,620
87	$44,677,214	513,531	145	$72,379,169	$499,167
108	$55,251,619	511,589	253	$127,630,788	$504,470
93	$49,733,833	534,772	346	$177,364,621	$512,615
119	$60,874,418	511,550	465	$238,239,039	$512,342
101	$51,378,549	508,699	566	$289,617,588	$511,692
90	$44,584,776	495,386	656	$334,202,364	$509,455
107	$51,097,774	477,549	763	$385,300,138	$504,981
111	$56,482,378	508,850	874	$441,782,516	$505,472
83	$38,113,589	459,200	957	$479,896,105	$501,459
90	$50,629,673	562,552	1,047	$530,525,778	$506,710
116	$60,313,421	519,943	1,163	$590,839,199	$508,030

2024 Existing and New Combined Total

2022	-- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	Month End SFC Invntry	Months of SFC Invtry	Av Int. 30-Yr. Fixed
Jan	1,001	$303,565,246	$303,262	1,001	$303,565,246	$303,262	1,983	1.98	6.62
Feb	1,196	$384,832,487	$321,766	2,197	$688,397,733	$313,335	1,759	1.47	6.63
Mar	1,579	$527,991,960	$334,384	3,776	$1,216,389,693	$322,137	1,691	1.07	6.94
Apr	1,766	$589,031,134	$333,540	5,542	$1,805,420,827	$325,771	1,747	0.99	6.79
May	2,044	$750,494,425	$367,169	7,586	$2,555,915,252	$336,925	1,977	0.97	7.22
Jun	1,831	$660,839,023	$360,917	9,417	$3,216,754,275	$341,590	2,232	1.22	7.03
Jul	1,987	$730,634,480	$367,707	11,404	$3,947,388,755	$346,141	2,345	1.18	6.78
Aug	1,906	$665,742,209	$349,288	13,310	$4,613,130,964	$346,591	2,808	1.47	6.73
Sep	1,695	$594,811,909	$350,921	15,005	$5,207,942,873	$347,080	2,736	1.61	6.35
Oct	1,756	$595,342,355	$339,033	16,761	$5,803,285,228	$346,237	2,966	1.69	6.08
Nov	1,593	$548,667,404	$344,424	18,354	$6,351,952,632	$346,080	3,139	1.97	6.72
Dec	1,518	$512,811,888	$337,821	19,872	$6,864,764,520	$345,449	2,979	1.96	6.69

2025 Existing Construction

2025	-- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price
Jan	1,098	$356,575,488	$324,750	1,098	$356,575,488	$324,750
Feb	1,133	$363,573,083	$320,894	2,231	$720,148,571	$322,792
Mar	1,427	$479,141,636	$335,768	3,658	$1,199,290,207	$327,854
Apr	1,760	$605,240,902	$343,887	5,418	$1,804,531,109	$333,062

2025 New Construction

-- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price
72	$37,404,836	$519,512	72	$37,404,836	$519,512
95	$48,648,443	$512,089	167	$86,053,279	$515,289
119	$66,400,677	$557,989	286	$152,453,956	$533,056
111	$62,275,665	$561,042	397	$214,729,621	$540,881

2025 Existing and New Combined Total

2022	-- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	Month End SFC Invntry	Months of SFC Invtry	Av Int. 30-Yr. Fixed
Jan	1,170	$393,980,324	$336,735	1,170	$393,980,324	$336,735	2,479	2.12	6.91
Feb	1,228	$412,221,526	$335,685	2,398	$806,201,850	$336,198	2,247	1.83	6.95
Mar	1,546	$545,542,313	$352,873	3,944	$1,351,744,163	$342,734	2,216	1.43	6.76
Apr	1,871	$667,516,567	$356,770	5,815	$2,019,260,730	$347,250	2,286	1.22	6.64

% vs 1 Year Ago (2024)

2025 v 2024 Existing Construction

	-- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price
Jan	16.44%	29.26%	11.01%	16.44%	29.26%	11.01%
Feb	2.16%	6.88%	4.62%	8.72%	16.90%	7.52%
Mar	-2.99%	1.35%	4.48%	3.83%	10.15%	6.09%
Apr	5.20%	12.23%	6.68%	4.27%	10.84%	6.30%

2025 v 2024 New Construction

-- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price
24.14%	35.03%	8.77%	24.14%	35.03%	8.77%
9.20%	8.89%	-0.28%	15.17%	18.89%	3.23%
10.19%	20.18%	9.07%	13.04%	19.45%	5.67%
19.35%	25.22%	4.91%	14.74%	21.07%	5.51%

2025 v 2024 Existing and New Combined Total

	-- Monthly Closings -- Units	$ Volume	Av Price	-- Yr-to-Date Closings -- Units	$ Volume	Av Price	Month End SFC Invntry	Months of SFC Invtry	Av Int. 30-Yr. Fixed
Jan	16.88%	29.78%	11.04%	16.88%	29.78%	11.04%	25.0%	7.0%	4.4%
Feb	2.68%	7.12%	4.33%	9.15%	17.11%	7.30%	27.7%	24.4%	4.8%
Mar	-2.09%	3.32%	5.53%	4.45%	11.13%	6.39%	31.0%	33.8%	-2.6%
Apr	5.95%	13.32%	6.96%	4.93%	11.84%	6.59%	30.9%	23.5%	-2.2%