

**New Construction v Existing SF Condo Sales and Inventory - 11/24/2020**

New v Exist RESales

2019 Existing Construction							2019 New Construction						2019 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	of	30-Yr.	
2019	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	2019	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Invntry	Invntry	Fixed
Jan	1,181	\$225,436,093	\$190,886	1,181	\$225,436,093	\$190,886	65	\$25,956,348	\$399,328	65	\$25,956,348	\$399,328	Jan	1,246	\$251,392,441	\$201,760	1,246	\$251,392,441	\$201,760	4,044	3.25	4.56
Feb	1,376	\$280,941,048	\$204,172	2,557	\$506,377,141	\$198,036	97	\$37,022,397	\$381,674	162	\$62,978,745	\$388,758	Feb	1,473	\$317,963,445	\$215,861	2,719	\$569,355,886	\$209,399	3,828	2.60	4.46
Mar	1,906	\$370,736,190	\$194,510	4,463	\$877,113,331	\$196,530	90	\$38,593,987	\$428,822	252	\$101,572,732	\$403,066	Mar	1,996	\$409,330,177	\$205,075	4,715	\$978,686,063	\$207,569	3,788	1.90	4.35
Apr	2,312	\$501,709,455	\$217,002	6,775	\$1,378,822,786	\$203,516	78	\$30,114,784	\$386,087	330	\$131,687,516	\$399,053	Apr	2,390	\$531,824,239	\$222,521	7,105	\$1,510,510,302	\$212,598	3,942	1.65	4.06
May	2,569	\$574,304,267	\$223,552	9,344	\$1,953,127,053	\$209,025	98	\$43,102,786	\$439,824	428	\$174,790,302	\$408,389	May	2,667	\$617,407,053	\$231,499	9,772	\$2,127,917,355	\$217,757	4,188	1.57	4.14
Jun	2,602	\$614,740,968	\$236,257	11,946	\$2,567,868,021	\$214,956	110	\$51,165,588	\$465,142	538	\$225,955,890	\$419,992	Jun	2,712	\$665,906,556	\$245,541	12,484	\$2,793,823,911	\$223,792	4,386	1.62	3.99
Jul	2,449	\$570,339,161	\$232,887	14,395	\$3,138,207,182	\$218,007	98	\$41,985,099	\$428,419	636	\$267,940,989	\$421,291	Jul	2,547	\$612,324,260	\$240,410	15,031	\$3,406,148,171	\$226,608	4,497	1.77	3.73
Aug	2,474	\$541,324,802	\$218,805	16,869	\$3,679,531,984	\$218,124	84	\$36,667,691	\$436,520	720	\$304,608,680	\$423,068	Aug	2,558	\$577,992,493	\$225,955	17,589	\$3,984,140,664	\$226,513	4,630	1.81	3.75
Sep	2,050	\$445,708,021	\$217,419	18,919	\$4,125,240,005	\$218,047	83	\$36,796,973	\$443,337	803	\$341,405,653	\$425,163	Sep	2,133	\$482,504,994	\$226,210	19,722	\$4,466,645,658	\$226,480	4,586	2.15	3.49
Oct	2,165	\$462,784,021	\$213,757	21,084	\$4,588,024,026	\$217,607	94	\$38,270,489	\$407,133	897	\$379,676,142	\$423,273	Oct	2,259	\$501,054,510	\$221,804	21,981	\$4,967,700,168	\$226,000	4,429	1.96	3.64
Nov	1,816	\$395,715,661	\$217,905	22,900	\$4,983,739,687	\$217,631	96	\$37,429,234	\$389,888	993	\$417,105,376	\$420,046	Nov	1,912	\$433,144,895	\$226,540	23,893	\$5,400,845,063	\$226,043	4,032	2.11	3.75
Dec	1,768	\$385,875,678	\$218,255	24,668	\$5,369,615,365	\$217,675	99	\$39,272,769	\$396,695	1,092	\$456,378,145	\$417,929	Dec	1,867	\$425,148,447	\$227,717	25,760	\$5,825,993,510	\$226,164	3,437	1.84	3.66
% vs 1 Year Ago (2019)																						
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-- Monthly Closings --			-- Yr-to-Date Closings --				-- Monthly Closings --			-- Yr-to-Date Closings --			-- Monthly Closings --			-- Yr-to-Date Closings --			End	of	30-Yr.	
2020	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	2019	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Invntry	Invntry	Fixed
Jan	1,287	268,704,393	\$208,784	1,287	\$268,704,393	\$208,784	60	\$26,738,010	\$445,634	60	\$26,738,010	\$445,634	Jan	1,347	\$295,442,403	\$219,334	1,347	\$295,442,403	\$219,334	3,107	2.31	3.72
Feb	1,517	317,768,013	\$209,471	2,804	\$586,472,406	\$209,156	65	\$24,276,738	\$373,488	125	\$51,014,748	\$408,118	Feb	1,582	\$342,044,751	\$216,210	2,929	\$637,487,154	\$217,647	2,858	1.81	3.6
Mar	1,893	423,878,165	\$223,919	4,697	\$1,010,350,571	\$215,106	101	\$38,333,751	\$379,542	226	\$89,348,499	\$395,347	Mar	1,994	\$462,211,916	\$231,801	4,923	\$1,099,699,070	\$223,380	3,036	1.52	3.49
Apr	1,811	408,094,295	\$225,342	6,508	\$1,418,444,866	\$217,954	96	\$37,056,032	\$386,000	322	\$126,404,531	\$392,561	Apr	1,907	\$445,150,327	\$233,430	6,830	\$1,544,849,397	\$226,186	2,963	1.55	3.5
May	1,861	428,699,735	\$230,360	8,369	\$1,847,144,601	\$220,713	96	\$38,780,349	\$403,962	418	\$165,184,880	\$395,179	May	1,957	\$467,480,084	\$238,876	8,787	\$2,012,329,481	\$229,012	2,796	1.43	3.33
Jun	2,385	584,478,306	\$245,064	10,754	\$2,431,622,907	\$226,113	142	\$56,310,425	\$396,552	560	\$221,495,305	\$395,527	Jun	2,527	\$640,788,731	\$253,577	11,314	\$2,653,118,212	\$234,499	2,474	0.98	3.15
Jul	2,661	678,208,948	\$254,870	13,415	\$3,109,831,855	\$231,818	165	\$68,775,470	\$416,821	725	\$290,270,775	\$400,373	Jul	2,826	\$746,984,418	\$264,326	14,140	\$3,400,102,630	\$240,460	2,416	0.85	3.07
Aug	2,632	662,948,180	\$251,880	16,047	\$3,772,780,035	\$235,108	117	\$46,771,963	\$399,760	842	\$337,042,738	\$400,288	Aug	2,749	\$709,720,143	\$258,174	16,889	\$4,109,822,773	\$243,343	2,409	0.88	2.99
Sep	2,469	608,727,430	\$246,548	18,516	\$4,381,507,465	\$236,634	121	\$51,998,922	\$429,743	963	\$389,041,660	\$403,989	Sep	2,590	\$660,726,352	\$255,107	19,479	\$4,770,549,125	\$244,907	2,506	0.97	2.99
Oct	2,445	604,477,781	\$247,230	20,961	\$4,985,985,246	\$237,870	122	\$54,911,765	\$450,096	1,085	\$443,953,425	\$409,174	Oct	2,567	\$659,389,546	\$256,872	22,046	\$5,429,938,671	\$246,300	2,515	0.98	2.87
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	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price		Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Invntry	Invntry	Fixed
Jan	8.98%	19.19%	9.38%	8.98%	19.19%	9.38%	-7.69%	3.01%	11.60%	-7.69%	3.01%	11.60%	Jan	8.11%	17.52%	8.71%	8.11%	17.52%	8.71%	-23.2%	-28.9%	-18.4%
Feb	10.25%	13.11%	2.60%	9.66%	15.82%	5.62%	-32.99%	-34.43%	-2.14%	-22.84%	-19.00%	4.98%	Feb	7.40%	7.57%	0.16%	7.72%	11.97%	3.94%	-25.3%	-30.5%	-19.3%
Mar	-0.68%	14.33%	15.12%	5.24%	15.19%	9.45%	12.22%	-0.67%	-11.49%	-10.32%	-12.03%	-1.92%	Mar	-0.10%	12.92%	13.03%	4.41%	12.36%	7.62%	-19.9%	-19.8%	-19.8%
Apr	-21.67%	-18.66%	3.84%	-3.94%	2.87%	7.09%	23.08%	23.05%	-0.02%	-2.42%	-4.01%	-1.63%	Apr	-20.21%	-16.30%	4.90%	-3.87%	2.27%	6.39%	-24.8%	-5.8%	-13.8%
May	-27.56%	-25.35%	3.05%	-10.43%	-5.43%	5.59%	-2.04%	-10.03%	-8.15%	-2.34%	-5.50%	-3.23%	May	-26.62%	-24.28%	3.19%	-10.08%	-5.43%	5.17%	-33.2%	-9.0%	-19.6%
Jun	-8.34%	-4.92%	3.73%	-9.98%	-5.31%	5.19%	29.09%	10.06%	-14.75%	4.09%	-1.97%	-5.83%	Jun	-6.82%	-3.77%	3.27%	-9.37%	-5.04%	4.78%	-43.6%	-39.5%	-21.1%
Jul	8.66%	18.91%	9.44%	-6.81%	-0.90%	6.34%	68.37%	63.81%	-2.71%	13.99%	8.33%	-4.97%	Jul	10.95%	21.99%	9.95%	-5.93%	-0.18%	6.11%	-46.3%	-51.6%	-17.7%
Aug	6.39%	22.47%	15.12%	-4.87%	2.53%	7.79%	39.29%	27.56%	-8.42%	16.94%	10.65%	-5.38%	Aug	7.47%	22.79%	14.26%	-3.98%	3.15%	7.43%	-48.0%	-51.6%	-20.3%
Sep	20.44%	36.58%	13.40%	-2.13%	6.21%	8.52%	45.78%	41.31%	-3.07%	19.93%	13.95%	-4.98%	Sep	21.43%	36.94%	12.77%	-1.23%	6.80%	8.14%	-45.4%	-55.0%	-14.3%
Oct	12.93%	30.62%	15.66%	-0.58%	8.67%	9.31%	29.79%	43.48%	10.55%	20.96%	16.93%	-3.33%	Oct	13.63%	31.60%	15.81%	0.30%	9.30%	8.98%	-43.2%	-50.0%	-21.2%