

New Construction v Existing SF Condo Sales and Inventory - 7/29/2019

New v Exist RESales

| 2018 Existing Construction | | | | | | | 2018 New Construction | | | | | | 2018 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. | |
| 2018 | Units | \$ Volume | Av Price | Units | \$ Volume | Av Price | Units | \$ Volume | Av Price | Units | \$ Volume | Av Price | 2018 | Units | \$ Volume | Av Price | Units | \$ Volume | Av Price | Invntry | Invntry | Fixed |
| Jan | 1,283 | \$237,264,829 | \$184,930 | 1,283 | \$237,264,829 | \$184,930 | 65 | \$26,513,198 | \$407,895 | 65 | \$26,513,198 | \$407,895 | Jan | 1,348 | \$263,778,027 | \$195,681 | 1,348 | \$263,778,027 | \$195,681 | 4,185 | 3.10 | 4.22 |
| Feb | 1,404 | \$251,139,330 | \$178,874 | 2,687 | \$488,404,159 | \$181,766 | 97 | \$32,181,240 | \$350,928 | 162 | \$58,694,438 | \$362,311 | Feb | 1,501 | \$283,320,570 | \$188,755 | 2,849 | \$547,098,597 | \$192,032 | 4,027 | 2.68 | 4.57 |
| Mar | 1,983 | \$393,336,536 | \$198,354 | 4,670 | \$881,740,695 | \$188,810 | 109 | \$38,251,100 | \$350,928 | 271 | \$96,945,538 | \$357,733 | Mar | 2,092 | \$431,587,636 | \$206,304 | 4,941 | \$978,686,233 | \$198,075 | 4,033 | 1.93 | 4.44 |
| Apr | 2,132 | \$446,081,030 | \$209,231 | 6,802 | \$1,327,821,725 | \$195,210 | 93 | \$33,745,881 | \$362,859 | 364 | \$130,691,419 | \$359,042 | Apr | 2,225 | \$479,826,911 | \$215,653 | 7,166 | \$1,458,513,144 | \$203,532 | 4,275 | 1.92 | 4.44 |
| May | 2,502 | \$528,479,199 | \$211,223 | 9,304 | \$1,856,300,924 | \$199,516 | 117 | \$44,712,092 | \$382,155 | 481 | \$175,403,511 | \$364,664 | May | 2,619 | \$573,191,291 | \$218,859 | 9,785 | \$2,031,704,435 | \$207,635 | 4,536 | 1.73 | 4.58 |
| Jun | 2,718 | \$618,179,119 | \$227,439 | 12,022 | \$2,474,480,043 | \$205,829 | 103 | \$39,821,022 | \$386,612 | 584 | \$215,224,533 | \$368,535 | Jun | 2,821 | \$658,000,141 | \$233,251 | 12,606 | \$2,689,704,576 | \$213,367 | 4,986 | 1.77 | 4.66 |
| Jul | 2,454 | \$531,847,135 | \$216,727 | 14,476 | \$3,006,327,178 | \$207,677 | 103 | \$41,794,301 | \$405,770 | 687 | \$257,018,834 | \$374,118 | Jul | 2,557 | \$573,641,436 | \$224,342 | 15,163 | \$3,263,346,012 | \$215,218 | 5,257 | 2.06 | 4.55 |
| Aug | 2,524 | \$533,810,336 | \$211,494 | 17,000 | \$3,540,137,514 | \$208,243 | 100 | \$39,593,956 | \$395,940 | 787 | \$296,612,790 | \$376,890 | Aug | 2,624 | \$573,404,292 | \$218,523 | 17,787 | \$3,836,750,304 | \$215,705 | 5,423 | 2.07 | 4.54 |
| Sep | 2,041 | \$409,595,105 | \$200,684 | 19,041 | \$3,949,732,619 | \$207,433 | 81 | \$31,949,692 | \$394,441 | 868 | \$328,562,482 | \$378,528 | Sep | 2,122 | \$441,544,797 | \$208,080 | 19,909 | \$4,278,295,101 | \$214,893 | 5,449 | 2.57 | 4.51 |
| Oct | 1,985 | \$403,477,904 | \$203,263 | 21,026 | \$4,353,210,523 | \$207,039 | 92 | \$39,463,651 | \$428,953 | 960 | \$368,026,133 | \$383,361 | Oct | 2,077 | \$442,941,555 | \$213,260 | 21,986 | \$4,721,236,656 | \$214,738 | 5,409 | 2.60 | 4.72 |
| Nov | 1,863 | \$366,939,504 | \$196,962 | 22,889 | \$4,720,150,027 | \$206,219 | 96 | \$42,661,231 | \$444,388 | 1,056 | \$410,687,364 | \$388,908 | Nov | 1,959 | \$409,600,735 | \$209,087 | 23,945 | \$5,130,837,391 | \$214,276 | 5,023 | 2.56 | 4.83 |
| Dec | 1,569 | \$312,486,316 | \$199,163 | 24,458 | \$5,032,636,343 | \$205,766 | 89 | \$34,772,905 | \$390,707 | 1,145 | \$445,460,269 | \$389,048 | Dec | 1,658 | \$347,259,221 | \$209,445 | 25,603 | \$5,478,096,612 | \$213,963 | 4,372 | 2.64 | 4.81 |
| % vs 1 Year Ago (2017) | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | |
| 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 | 1,175 | \$224,092,093 | \$190,717 | 1,175 | \$224,092,093 | \$190,717 | 63 | \$24,941,387 | \$395,895 | 63 | \$24,941,387 | \$395,895 | Jan | 1,238 | \$249,033,480 | \$201,158 | 1,238 | \$249,033,480 | \$201,158 | 4,044 | 3.27 | 4.56 |
| Feb | 1,371 | \$279,841,548 | \$204,115 | 2,546 | \$503,933,641 | \$197,932 | 95 | \$35,811,972 | \$376,968 | 158 | \$60,753,359 | \$384,515 | Feb | 1,466 | \$315,653,520 | \$215,316 | 2,704 | \$564,687,000 | \$208,834 | 3,828 | 2.61 | 4.46 |
| Mar | 1,897 | \$368,496,690 | \$194,252 | 4,443 | \$872,430,331 | \$196,361 | 86 | \$36,743,788 | \$427,253 | 244 | \$97,497,147 | \$399,578 | Mar | 1,983 | \$405,240,478 | \$204,357 | 4,687 | \$969,927,478 | \$206,940 | 3,788 | 1.91 | 4.35 |
| Apr | 2,298 | \$498,389,430 | \$216,880 | 6,741 | \$1,370,819,761 | \$203,356 | 73 | \$27,991,201 | \$383,441 | 317 | \$125,488,348 | \$395,862 | Apr | 2,371 | \$526,380,631 | \$222,008 | 7,058 | \$1,496,308,109 | \$212,002 | 3,942 | 1.66 | 4.06 |
| May | 2,545 | \$567,691,067 | \$223,061 | 9,286 | \$1,938,510,828 | \$208,756 | 93 | \$41,383,371 | \$444,982 | 410 | \$166,871,719 | \$407,004 | May | 2,638 | \$609,074,438 | \$230,885 | 9,696 | \$2,105,382,547 | \$217,139 | 4,188 | 1.59 | 4.14 |
| Jun | 2,578 | \$606,853,113 | \$235,397 | 11,864 | \$2,545,363,941 | \$214,545 | 106 | \$49,837,410 | \$470,164 | 516 | \$216,709,129 | \$419,979 | Jun | 2,684 | \$656,690,523 | \$244,669 | 12,380 | \$2,762,073,070 | \$223,108 | 4,386 | 1.63 | 3.99 |
| % vs 1 Year Ago (2018) | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | |
| 2019 v 2018 Existing Construction | | | | | | | 2019 v 2018 New Construction | | | | | | 2019 v 2018 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. | |
| | 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 | -8.42% | -5.55% | 3.13% | -8.42% | -5.55% | 3.13% | -3.08% | -5.93% | -2.94% | -3.08% | -5.93% | -2.94% | Jan | -8.16% | -5.59% | 2.80% | -8.16% | -5.59% | 2.80% | -3.4% | 5.2% | 8.1% |
| Feb | -2.35% | 11.43% | 14.11% | -5.25% | 3.18% | 8.89% | -2.06% | 11.28% | 7.42% | -2.47% | 3.51% | 6.13% | Feb | -2.33% | 11.41% | 14.07% | -5.09% | 3.21% | 8.75% | -4.9% | -2.7% | -2.4% |
| Mar | -4.34% | -6.32% | -2.07% | -4.86% | -1.06% | 4.00% | -21.10% | -3.94% | 21.75% | -9.96% | 0.57% | 11.70% | Mar | -5.21% | -6.10% | -0.94% | -5.14% | -0.89% | 4.48% | -6.1% | -0.9% | -2.0% |
| Apr | 7.79% | 11.73% | 3.66% | -0.90% | 3.24% | 4.17% | -21.51% | -17.05% | 5.67% | -12.91% | -3.98% | 10.26% | Apr | 6.56% | 9.70% | 2.95% | -1.51% | 2.59% | 4.16% | -7.8% | -13.5% | -8.6% |
| May | 1.72% | 7.42% | 5.60% | -0.19% | 4.43% | 4.63% | -20.51% | -7.44% | 16.44% | -14.76% | -4.86% | 11.61% | May | 0.73% | 6.26% | 5.49% | -0.91% | 3.63% | 4.58% | -7.7% | -8.3% | -9.6% |
| Jun | -5.15% | -1.83% | 3.50% | -1.31% | 2.86% | 4.23% | 2.91% | 25.15% | 21.61% | -11.64% | 0.69% | 13.96% | Jun | -4.86% | -0.20% | 4.90% | -1.79% | 2.69% | 4.57% | -12.0% | -7.5% | -14.4% |