

**New Construction v Existing SF Condo Sales and Inventory - 3/27/2023**

	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.	
<b>2022</b>	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	<b>2022</b>	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	<b>Invntry</b>	<b>Invntry</b>	<b>Fixed</b>
Jan	1,470	377,694,920	\$256,935	1,470	\$377,694,920	\$256,935	57	\$27,096,822	\$475,383	57	\$27,096,822	\$475,383	Jan	1,527	\$404,791,742	\$265,090	1,527	\$404,791,742	\$265,090	1,299	0.85	3.11
Feb	1,464	398,038,183	\$271,884	2,934	\$775,733,103	\$264,394	85	\$42,595,402	\$501,122	142	\$69,692,224	\$490,790	Feb	1,549	\$440,633,585	\$284,463	3,076	\$845,425,327	\$274,846	1,313	0.85	3.55
Mar	1,852	518,505,241	\$279,970	4,786	\$1,294,238,344	\$270,422	148	\$66,984,599	\$452,599	290	\$136,676,823	\$471,299	Mar	2,000	\$585,489,840	\$292,745	5,076	\$1,430,915,167	\$281,898	1,208	0.60	3.89
Apr	2,091	600,299,704	\$287,087	6,877	\$1,894,538,048	\$275,489	94	\$47,415,124	\$504,416	384	\$184,091,947	\$479,406	Apr	2,185	\$647,714,828	\$296,437	7,261	\$2,078,629,995	\$286,273	1,587	0.73	4.67
May	2,351	723,230,846	\$307,627	9,228	\$2,617,768,894	\$283,677	120	\$60,605,150	\$505,043	504	\$244,697,097	\$485,510	May	2,471	\$783,835,996	\$317,214	9,732	\$2,862,465,991	\$294,129	1,917	0.78	5.10
Jun	2,419	777,807,836	\$321,541	11,647	\$3,395,576,730	\$291,541	132	\$70,087,041	\$530,962	636	\$314,784,138	\$494,944	Jun	2,551	\$847,894,877	\$332,377	12,283	\$3,710,360,868	\$302,073	2,134	0.84	5.10
Jul	2,218	673,527,130	\$303,664	13,865	\$4,069,103,860	\$293,480	86	\$43,732,518	\$508,518	722	\$358,516,656	\$496,560	Jul	2,304	\$717,259,648	\$311,311	14,587	\$4,427,620,516	\$303,532	2,310	1.00	5.70
Aug	2,292	698,182,431	\$304,617	16,157	\$4,767,286,291	\$295,060	81	\$43,283,252	\$534,361	803	\$401,799,908	\$500,373	Aug	2,373	\$741,465,683	\$312,459	16,960	\$5,169,086,199	\$304,781	2,252	0.95	4.99
Sep	2,126	623,091,377	\$293,082	18,283	\$5,390,377,668	\$294,830	77	\$39,331,981	\$510,805	880	\$441,131,889	\$501,286	Sep	2,203	\$662,423,358	\$300,691	19,163	\$5,831,509,557	\$304,311	2,287	1.04	5.66
Oct	1,747	504,571,043	\$288,821	20,030	\$5,894,948,711	\$294,306	57	\$29,553,885	\$518,489	937	\$470,685,774	\$502,333	Oct	1,804	\$534,124,928	\$296,078	20,967	\$6,365,634,485	\$303,603	2,389	1.32	6.70
Nov	1,561	438,520,596	\$280,923	21,591	\$6,333,469,307	\$293,338	83	\$42,697,184	\$514,424	1,020	\$513,382,958	\$503,317	Nov	1,644	\$481,217,780	\$292,712	22,611	\$6,846,852,265	\$302,811	2,202	1.34	7.08
Dec	1,489	406,853,338	\$273,239	23,080	\$6,740,322,645	\$292,042	102	\$49,180,765	\$482,164	1,122	\$562,563,723	\$501,394	Dec	1,591	\$456,034,103	\$286,634	24,202	\$7,302,886,368	\$301,747	1,893	1.19	6.49
	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.	
<b>2023</b>	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	<b>2023</b>	Units	\$ Volume	Av Price	Units	\$ Volume	Av Price	<b>Invntry</b>	<b>Invntry</b>	<b>Fixed</b>
Jan	994	\$260,497,572	262,070	994	\$260,497,572	262,070	80	\$38,809,431	485,118	80	\$38,809,431	485,118	Jan	1,074	\$299,307,003	\$278,684	1,074	\$299,307,003	\$278,684	1,559	1.45	6.42
Feb	1,102	\$305,257,268	277,003	2,096	\$565,754,840	269,921	91	\$49,989,023	549,330	171	\$88,798,454	\$519,289	Feb	1,193	\$355,246,291	\$297,776	2,267	\$654,553,294	\$288,731	1,503	1.26	6.09
% 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	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	<b>Invntry</b>	<b>Invntry</b>	<b>Fixed</b>
Jan	-32.38%	-31.03%	2.00%	-32.38%	-31.03%	2.00%	40.35%	43.23%	2.05%	40.35%	43.23%	5.13%	Jan	-29.67%	-26.06%	4.13%	-29.67%	-26.06%	5.13%	20.0%	70.6%	106.4%
Feb	-24.73%	-23.31%	1.88%	-28.56%	-27.07%	2.09%	7.06%	17.36%	9.62%	20.42%	27.42%	5.81%	Feb	-22.98%	-19.38%	4.68%	-26.30%	-22.58%	5.05%	14.5%	48.6%	71.5%