

New Construction v Existing SF Condo Sales and Inventory - 1/27/2021

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
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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	1,302	271,404,469	\$208,452	1,302	\$271,404,469	\$208,452	61	\$27,385,388	\$448,941	61	\$27,385,388	\$448,941	Jan	1,363	\$298,789,857	\$219,215	1,363	\$298,789,857	\$219,215	3,107	2.28	3.72
Feb	1,522	318,837,313	\$209,486	2,824	\$590,241,782	\$209,009	66	\$24,521,423	\$371,537	127	\$51,906,811	\$408,715	Feb	1,588	\$343,358,736	\$216,221	2,951	\$642,148,593	\$217,604	2,858	1.80	3.6
Mar	1,903	425,786,065	\$223,745	4,727	\$1,016,027,847	\$214,941	102	\$38,719,786	\$379,606	229	\$90,626,597	\$395,749	Mar	2,005	\$464,505,851	\$231,674	4,956	\$1,106,654,444	\$223,296	3,036	1.51	3.49
Apr	1,833	414,166,337	\$225,950	6,560	\$1,430,194,184	\$218,017	98	\$37,973,187	\$387,482	327	\$128,599,784	\$393,272	Apr	1,931	\$452,139,524	\$234,148	6,887	\$1,558,793,968	\$226,339	2,963	1.53	3.5
May	1,871	431,247,020	230,490	8,431	\$1,861,441,204	\$220,785	99	\$40,207,331	\$406,135	426	\$168,807,115	\$396,261	May	1,970	\$471,454,351	\$239,317	8,857	\$2,030,248,319	\$229,225	2,796	1.42	3.33
Jun	2,398	587,715,606	\$245,086	10,829	\$2,449,156,810	\$226,166	144	\$58,372,234	\$405,363	570	\$227,179,349	\$398,560	Jun	2,542	\$646,087,840	\$254,165	11,399	\$2,676,336,159	\$234,787	2,474	0.97	3.15
Jul	2,676	682,557,311	255,066	13,505	\$3,131,714,121	\$231,893	171	\$71,250,601	\$416,670	741	\$298,429,950	\$402,739	Jul	2,847	\$753,807,912	\$264,773	14,246	\$3,430,144,071	\$240,779	2,416	0.85	3.07
Aug	2,645	665,981,900	\$251,789	16,150	\$3,797,696,021	\$235,151	122	\$49,220,401	\$403,446	863	\$347,650,351	\$402,839	Aug	2,767	\$715,202,301	\$258,476	17,013	\$4,145,346,372	\$243,658	2,409	0.87	2.99
Sep	2,477	610,870,630	246,617	18,627	\$4,408,566,651	\$236,676	124	\$53,322,779	\$430,022	987	\$400,973,130	\$406,254	Sep	2,601	\$664,193,409	\$255,361	19,614	\$4,809,539,781	\$245,210	2,506	0.96	2.99
Oct	2,451	606,562,881	\$247,476	21,078	\$5,015,129,532	\$237,932	123	\$55,143,510	\$448,321	1,110	\$456,116,640	\$410,916	Oct	2,574	\$661,706,391	\$257,073	22,188	\$5,471,246,172	\$246,586	2,515	0.98	2.87
Nov	2,058	500,031,165	242,969	23,136	\$5,515,160,697	\$238,380	119	\$48,124,367	\$404,406	1,229	\$504,241,007	\$410,286	Nov	2,177	\$548,155,532	\$251,794	24,365	\$6,019,401,704	\$247,051	2,325	1.07	2.8
Dec	2,144	529,768,195	\$247,093	25,280	\$6,044,928,892	\$239,119	137	\$53,233,541	\$388,566	1,366	\$557,474,548	\$408,107	Dec	2,281	\$583,001,736	\$255,590	26,646	\$6,602,403,440	\$247,782	2,001	0.88	2.72
% vs 1 Year Ago (2019)																						
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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	10.25%	20.39%	9.20%	10.25%	20.39%	9.20%	-6.15%	5.51%	12.42%	-6.15%	5.51%	12.42%	Jan	9.39%	18.85%	8.65%	9.39%	18.85%	8.65%	-23.2%	-29.8%	-18.4%
Feb	10.61%	13.49%	2.60%	10.44%	16.56%	5.54%	-31.96%	-33.77%	-2.66%	-21.60%	-17.58%	5.13%	Feb	7.81%	7.99%	0.17%	8.53%	12.79%	3.92%	-25.3%	-30.7%	-19.3%
Mar	-0.16%	14.85%	15.03%	5.92%	15.84%	9.37%	13.33%	0.33%	-11.48%	-9.13%	-10.78%	-1.82%	Mar	0.45%	13.48%	12.97%	5.11%	13.08%	7.58%	-19.9%	-20.2%	-19.8%
Apr	-20.72%	-17.45%	4.12%	-3.17%	3.73%	7.13%	25.64%	26.09%	0.36%	-0.91%	-2.34%	-1.45%	Apr	-19.21%	-14.98%	5.23%	-3.07%	3.20%	6.46%	-24.8%	-7.0%	-13.8%
May	-27.17%	-24.91%	3.10%	-9.77%	-4.69%	5.63%	1.02%	-6.72%	-7.66%	-0.47%	-3.42%	-2.97%	May	-26.13%	-23.64%	3.38%	-9.36%	-4.59%	5.27%	-33.2%	-9.6%	-19.6%
Jun	-7.84%	-4.40%	3.74%	-9.35%	-4.62%	5.22%	30.91%	14.08%	-12.85%	5.95%	0.54%	-5.10%	Jun	-6.27%	-2.98%	3.51%	-8.69%	-4.21%	4.91%	-43.6%	-39.8%	-21.1%
Jul	9.27%	19.68%	9.52%	-6.18%	-0.21%	6.37%	74.49%	69.70%	-2.74%	16.51%	11.38%	-4.40%	Jul	11.78%	23.11%	10.13%	-5.22%	0.70%	6.25%	-46.3%	-51.9%	-17.7%
Aug	6.91%	23.03%	15.07%	-4.26%	3.21%	7.81%	45.24%	34.23%	-7.58%	19.86%	14.13%	-4.78%	Aug	8.17%	23.74%	14.39%	-3.27%	4.05%	7.57%	-48.0%	-51.9%	-20.3%
Sep	20.83%	37.06%	13.43%	-1.54%	6.87%	8.54%	49.40%	44.91%	-3.00%	22.91%	17.45%	-4.45%	Sep	21.94%	37.66%	12.89%	-0.55%	7.68%	8.27%	-45.4%	-55.2%	-14.3%
Oct	13.21%	31.07%	15.77%	-0.03%	9.31%	9.34%	30.85%	44.09%	10.12%	23.75%	20.13%	-2.92%	Oct	13.94%	32.06%	15.90%	0.94%	10.14%	9.11%	-43.2%	-50.2%	-21.2%
Nov	13.33%	26.36%	11.50%	1.03%	10.66%	9.53%	23.96%	28.57%	3.72%	23.77%	20.89%	-2.32%	Nov	13.86%	26.55%	11.15%	1.98%	11.45%	9.29%	-42.3%	-49.4%	-25.3%
Dec	21.27%	37.29%	13.21%	2.48%	12.58%	9.85%	38.38%	35.55%	-2.05%	25.09%	22.15%	-2.35%	Dec	22.17%	37.13%	12.24%	3.44%	13.33%	9.56%	-41.8%	-52.3%	-25.7%