

**New Construction v Existing SF Condo Sales and Inventory - 3/26/2020**

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.		
<u>2019</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Units</u>	<u>\$ Volume</u>	<u>Av Price</u>	<u>Invntry</u>	<u>Invntry</u>	<u>Fixed</u>		
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 (2018)																							
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Jan	1,287	1,287	208,784	1,287	\$1,287	\$1	60	\$26,738,010	\$445,634	60	\$26,738,010	\$445,634	Jan	1,347	\$26,739,297	\$19,851	1,347	\$26,739,297	\$19,851	3,107	2.31	3.72	
Feb	1,508	1,508	\$209,516	2,795	\$2,795	\$1	65	\$24,276,738	\$373,488	125	\$51,014,748	\$408,118	Feb	1,573	\$24,278,246	\$15,434	2,920	\$51,017,543	\$17,472	2,858	1.82	3.6	
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Jan	8.98%	-100.00%	9.38%	8.98%	-100.00%	-100.00%	-7.69%	3.01%	11.60%	-7.69%	3.01%	11.60%	Jan	8.11%	-89.36%	-90.16%	8.11%	-89.36%	-90.16%	-23.2%	-28.9%	-18.4%	
Feb	9.59%	-100.00%	2.62%	9.31%	-100.00%	-100.00%	-32.99%	-34.43%	-2.14%	-22.84%	-19.00%	4.98%	Feb	6.79%	-92.36%	-92.85%	7.39%	-91.04%	-91.66%	-25.3%	-30.1%	-19.3%	