

**New Construction v Existing SF Condo Sales and Inventory - 3/25/2019**

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)																						
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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
% vs 1 Year Ago (2018)																						
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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	-8.42%	-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%