



The median sale price for single-family homes in San Francisco recorded at \$1.6M representing a modest increase of 1.3% from 2018. Similarly, the median price per square foot ticked up 1.7% to \$973. The median number of days on market remained unchanged at a competitive 14. There were 2.7% fewer home sales compared with 2018 and the inventory on the last day of December was drastically lower at just 100 properties listed for sale.

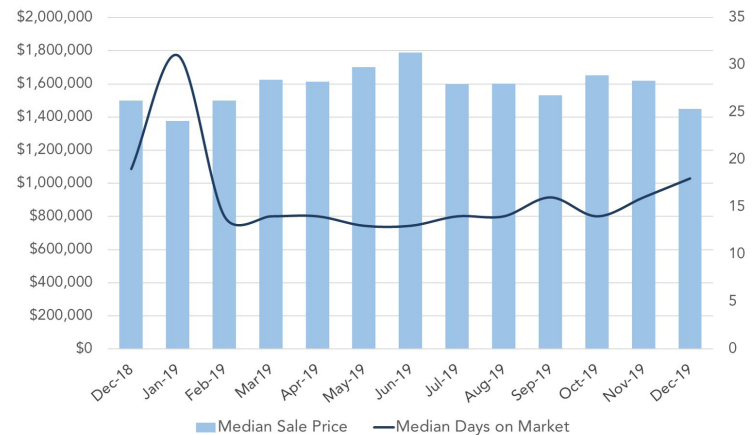
2019 ended with much fewer homes for sale in San Francisco but pending sales are up. As we gear up for the busy season, FreddieMac reported 'The combination of improved economic data and market sentiment has led to stability in mortgage rates, which have hovered around 3.7 percent for nearly the last two months. The stability is welcome news after the interest rate turbulence of the last year, which caused a slowdown in the housing market and other interest rate-sensitive sectors. The low mortgage rate environment combined with the red-hot labor market is setting the stage for a continued rise in home sales and home prices.'

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR COMPARISON

	2019	2018	%Δ
MEDIAN SALE PRICE	\$1,600,000	\$1,580,000	+1.3%
MEDIAN DAYS ON MARKET	14	14	0.0%
MEDIAN \$ / SQ. FT.	\$973	\$957	+1.7%
TOTAL PROPERTIES SOLD	2,164	2,224	-2.7%
TOTAL PROPERTIES FOR SALE	100	249	-59.8%
TOTAL % OF PROPERTIES SOLD OVER LIST PRICE	76.8%	80.0%	-3.2%
TOTAL % OF LIST PRICE RECEIVED (AVERAGE)	112.8%	115.9%	-3.1%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-10.4%** DAYS ON MARKET **+2 days**

MEDIAN AREA VALUES (ALL OF 2019)

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$6,100,000	\$1,532	100.8%	60
Marina/Cow Hollow	\$3,500,000	\$1,302	101.1%	41
Lower Pac/Laurel Heights	\$3,205,000	\$1,182	102.8%	33
Cole Valley/Haight	\$3,000,000	\$1,166	106.6%	28
Alamo Square/NOPA	\$2,900,000	\$1,066	100.1%	9*
Russian Hill	\$2,875,000	\$1,500	102.3%	16
Castro/Duboce Triangle	\$2,725,000	\$1,327	108.2%	57
Buena Vista/Corona Heights	\$2,700,000	\$1,242	112.7%	23
Hayes Valley	\$2,550,000	\$1,206	111.1%	7*
Noe Valley	\$2,500,000	\$1,273	110.6%	132
Diamond Heights	\$1,972,500	\$880	113.1%	8*
Richmond	\$1,958,000	\$967	109.6%	131
Ingleside Terrace/Lakeside	\$1,950,000	\$793	109.3%	25
Potrero Hill	\$1,937,500	\$1,187	113.0%	35
Bernal Heights/Glen Park	\$1,700,000	\$1,126	115.5%	229
Mission	\$1,700,000	\$962	111.2%	30
Sunset	\$1,480,000	\$960	118.5%	157
Westwood Park/Sunnyside	\$1,420,000	\$1,019	112.7%	56
Excelsior/Portola	\$1,165,000	\$850	115.8%	136
Bayview/Hunters Point	\$950,000	\$683	110.6%	82

* Small sample size (<10); use caution when interpreting statistics. Sources: SFAR MLS & BrokerMetrics; Data from 1/01/2019 - 12/31/2019 was used for area values. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



Last month, the median sale price for condominiums dropped 10.9% from October and ticked down 1.6% compared to November of last year. Days on market jumped 11 days from October and remained unchanged year-over-year. The number of properties sold is at parity with last year. However, similar to single-family homes, there is much less inventory currently available compared with the same time last year.

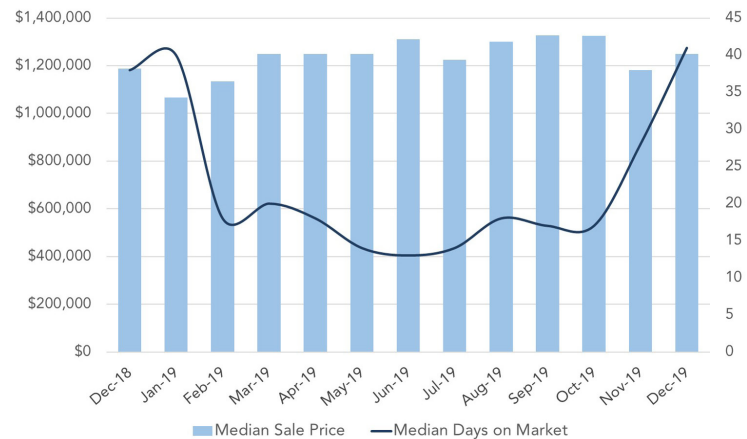
Two new projects opened in the Dogpatch neighborhood; 2177 Third, a 114-unit development by Align Partners and 950 Tennessee, a 100-unit development by Leap Development. Many exciting new developments are also set to kick off early in the new year; Union House in Pacific Heights, Serif in Mid-Market, Crescent in Nob Hill, One Stuert Lane in SoMa, and several others are getting ready to welcome their new owners.

CONDOMINIUMS/TIC/COOPS

YEAR-OVER-YEAR COMPARISON

	2019	2018	%Δ
MEDIAN			
SALE PRICE	\$1,250,000	\$1,210,000	+3.3%
DAYS ON MARKET	19	19	0.0%
\$ / SQ. FT.	\$1,137	\$1,112	+2.2%
TOTAL			
PROPERTIES SOLD	2,761	2,941	-6.1%
PROPERTIES FOR SALE	253	448	-43.5%
% OF PROPERTIES SOLD OVER LIST PRICE	61.1%	61.9%	-0.8%
% OF LIST PRICE RECEIVED (AVERAGE)	105.7%	106.5%	-0.8%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+5.8%** DAYS ON MARKET **+13 days**

MEDIAN AREA VALUES (ALL OF 2019)

NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Castro/Duboce Triangle	\$1,575,000	\$1,223	112.4%	115
Pacific/Presidio Heights	\$1,562,500	\$1,205	103.9%	210
Marina/Cow Hollow	\$1,537,500	\$1,286	107.7%	106
Buena Vista/Corona Heights	\$1,510,000	\$1,191	111.3%	43
Noe Valley	\$1,505,000	\$1,226	115.0%	112
Russian Hill*	\$1,500,000	\$1,231	104.0%	106
Cole Valley/Haight	\$1,497,500	\$1,134	110.9%	74
Alamo Square/NOPA	\$1,430,000	\$1,134	109.8%	79
Mission Dolores	\$1,425,000	\$1,210	112.9%	55
Lower Pac/Laurel Heights	\$1,400,000	\$1,114	105.9%	55
Mission Bay	\$1,380,000	\$1,175	101.2%	102
Richmond/Lake St	\$1,335,000	\$988	106.9%	122
Bernal Heights/Glen Park	\$1,302,500	\$1,048	112.6%	40
Nob Hill*	\$1,278,000	\$1,163	100.8%	95
Mission	\$1,272,500	\$1,091	106.7%	156
Hayes Valley	\$1,241,000	\$1,226	109.4%	68
Potrero Hill	\$1,210,000	\$1,118	104.6%	76
Sunset	\$1,205,000	\$1,043	113.6%	40
South Beach/Yerba Buena	\$1,200,888	\$1,239	100.4%	359
Dogpatch	\$1,194,000	\$1,011	106.9%	48
North Beach/Fisherman's Wharf	\$1,150,000	\$1,110	103.1%	45
Telegraph Hill	\$1,132,500	\$1,246	102.2%	22
SOMA	\$955,000	\$1,034	103.0%	185
Bayview/Hunters Point	\$742,500	\$678	100.6%	34
Diamond Heights	\$725,500	\$956	104.8%	34

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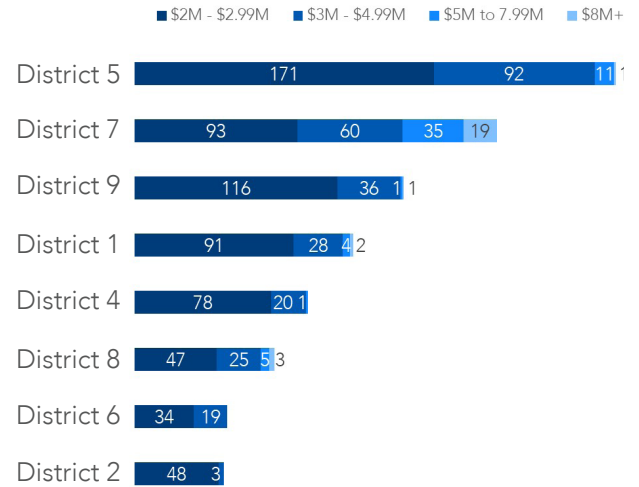
The luxury home market saw an increase in the median sale price to the tune of 1.9% compared with 2018. Unlike the general market, there were actually 4.3% more sales on a year over year basis. The majority of luxury sales occurred in Districts 5, 7, and 9. Based on market seasonality, we can expect an influx of new listings coming on in Q1.

LUXURY HOME SALES (\$2 MILLION+)

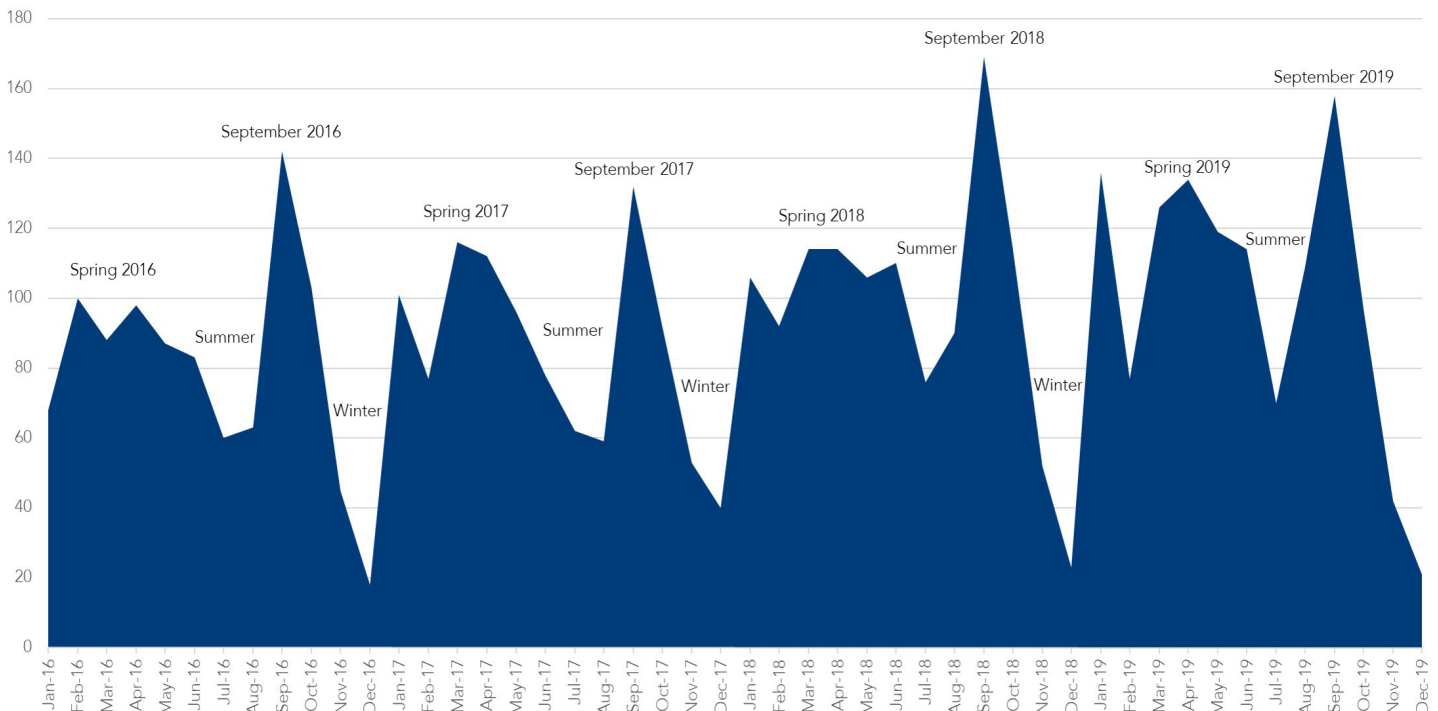
YEAR-OVER-YEAR COMPARISON

	2019	2018	%Δ
MEDIAN			
SALE PRICE	\$2,625,000	\$2,575,000	+1.9%
DAYS ON MARKET	14	14	0.0%
\$ / SQ. FT.	\$1,202	\$1,158	+3.8%
TOTAL			
PROPERTIES SOLD	1,052	1,009	+4.3%
PROPERTIES FOR SALE	119	150	-20.1%
% OF PROPERTIES SOLD OVER LIST PRICE	60.6%	61.5%	-0.9%
% OF LIST PRICE RECEIVED (AVERAGE)	107.0%	107.7%	-0.7%

SALES BY DISTRICT (2019)



LUXURY HOME MARKET SEASONALITY NEW LISTINGS COMING ON MARKET

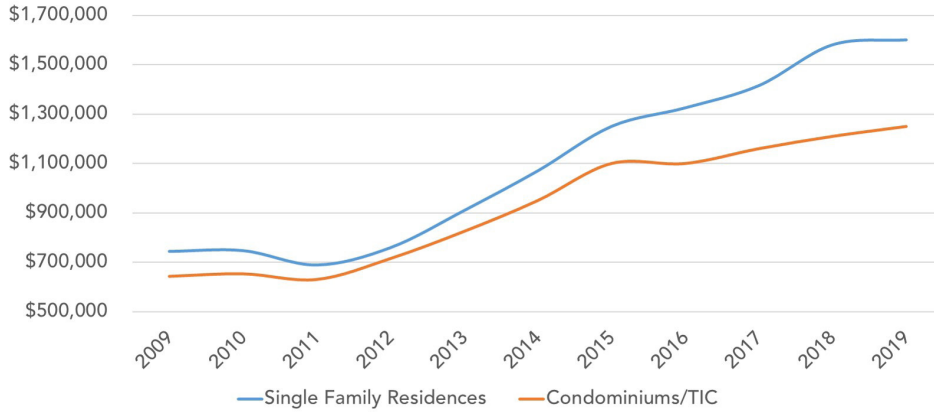


Sources: SFAR MLS & InfoSparks; Data from 1/01/2019 - 12/31/2019 was used for Sales by District chart. Property types covered: single family homes, condominium/TIC/COOP. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



YEAR-OVER-YEAR COMPARISONS

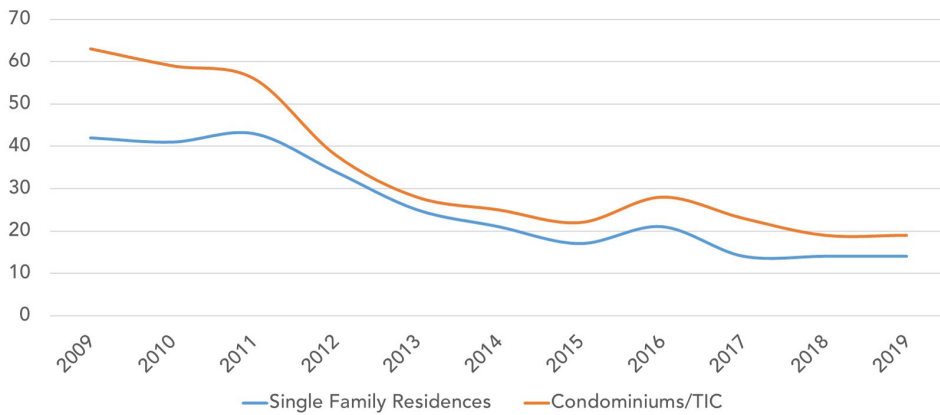
MEDIAN SALE PRICE



Single Family Residences
\$1,600,000
 +1.3% year-over-year

Condominium/TIC/COOPs
\$1,210,000
 +3.3% year-over-year

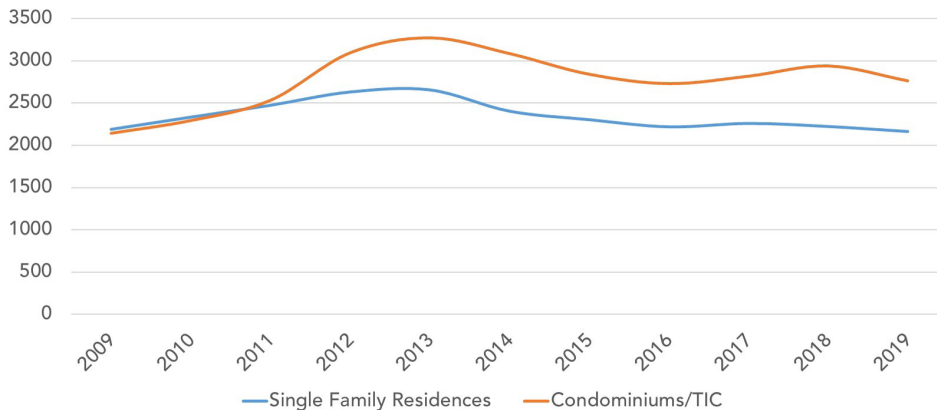
MEDIAN MARKET TIME



Single Family Residences
14 days
 0 days year-over-year

Condominium/TIC/COOPs
19 days
 0 days year-over-year

NUMBER OF SALES



Single Family Residences
2,164
 -2.7% year-over-year

Condominium/TIC/COOPs
2,761
 -6.1% year-over-year

Sources: SFAR MLS, Single family homes, condominium/TIC/COOP. Only property data posted on the MLS is covered. BMRs and senior housing have been excluded from stats, where possible. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075