



The San Francisco housing market is running strong as we enter peak season. While the median single family home price ticked down 2% for April 2019 on a year over year basis, the number of homes sold increased a whopping 15% to a total of 219. The median market time is running 2 days higher than last year but still very competitive at 15 days. Nearly three out of four homes sold over their list price, with purchasers paying an average of 12.6% over asking. There are currently 232 single family homes listed for sale in San Francisco, ranging in list price from \$670K to \$45MM.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR COMPARISON

| | APRIL-'19 | APRIL-'18 | %Δ |
|---|-------------|-------------|--------|
| MEDIAN SALE PRICE | \$1,615,000 | \$1,650,000 | -2.1% |
| MEDIAN DAYS ON MARKET | 15 | 13 | +15.4% |
| MEDIAN \$ / SQ. FT. | \$983 | \$1,000 | -1.7% |
| TOTAL HOMES SOLD | 219 | 189 | +15.9% |
| TOTAL HOMES CURRENTLY FOR SALE | 232 | - | - |
| TOTAL % OF PROPERTIES SOLD OVER LIST PRICE | 73.9% | 78.3% | -4.4% |
| TOTAL % OF LIST PRICE RECEIVED (AVERAGE) | 112.6% | 119.4% | -6.8% |

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-2%** DAYS ON MARKET **+7%**

MEDIAN AREA VALUES (MOST RECENT QUARTER)

| NEIGHBORHOOD | SINGLE FAMILY | \$ / SQ. FT. | % OF LIST PRICE RECEIVED (AVERAGE) | HOMES SOLD |
|--------------------------------------|---------------|--------------|------------------------------------|------------|
| Pacific Heights/Presidio Heights | \$4,845,000 | \$1,108 | 98.6% | 12 |
| Marina/Cow Hollow | \$3,737,500 | \$1,315 | 98.0% | 6* |
| Lower Pacific Heights/Laurel Heights | \$3,300,000 | \$1,241 | 103.0% | 9* |
| Buena Vista/Corona Heights | \$2,900,000 | \$1,351 | 108.4% | 5* |
| Castro/Duboce Triangle | \$2,625,000 | \$1,330 | 113.9% | 12 |
| Noe Valley | \$2,375,000 | \$1,222 | 108.6% | 24 |
| Ingleside Terrace/Lakeside | \$1,825,000 | \$799 | 108.7% | 7* |
| Potrero Hill | \$1,800,000 | \$965 | 116.2% | 9* |
| Richmond | \$1,510,000 | \$965 | 107.2% | 23 |
| Bernal Heights/Glen Park | \$1,467,500 | \$1,022 | 107.5% | 34 |
| Sunset | \$1,415,000 | \$910 | 119.5% | 30 |
| Westwood Park/Sunnyside | \$1,320,000 | \$1,106 | 112.2% | 11 |
| Excelsior/Portola | \$1,150,000 | \$777 | 112.0% | 17 |
| Bayview/Hunters Point | \$907,500 | \$669 | 108.0% | 19 |

* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR MLS; Data from 1/01/2019 - 3/31/2019 was used for neighborhood 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. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



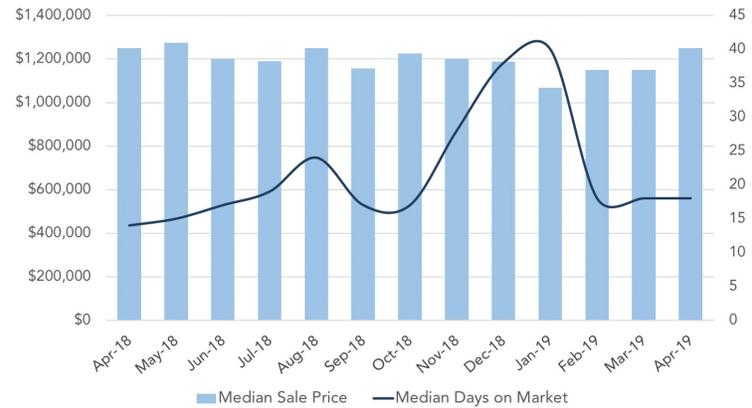
Condominium sale prices remain at parity with the same time as last year, but saw a 5% spike in sales. Over half of condominiums sold over their list price, with purchasers paying an average of 5.1% over asking. There are currently 379 condominiums/TIC/COOPs listed for sale (excluding BMRs and senior housing), ranging in price from \$488K to \$17.5MM.

CONDOMINIUMS/TIC/COOPS

YEAR-OVER-YEAR COMPARISON

| | APRIL-'19 | APRIL-'18 | %Δ |
|--------------------------------------|-------------|-------------|--------|
| MEDIAN SALE PRICE | \$1,250,000 | \$1,250,000 | 0% |
| DAYS ON MARKET | 18 | 14 | +28.6% |
| \$ / SQ. FT. | \$1,141 | \$1,135 | +0.5% |
| TOTAL HOMES SOLD | 307 | 292 | +5.1% |
| HOMES CURRENTLY FOR SALE | 379 | - | - |
| % OF PROPERTIES SOLD OVER LIST PRICE | 56.7% | 64.2% | -7.5% |
| % OF LIST PRICE RECEIVED (AVERAGE) | 105.1% | 109.0% | -3.9% |

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE +9% DAYS ON MARKET 0%

MEDIAN AREA VALUES (MOST RECENT QUARTER)

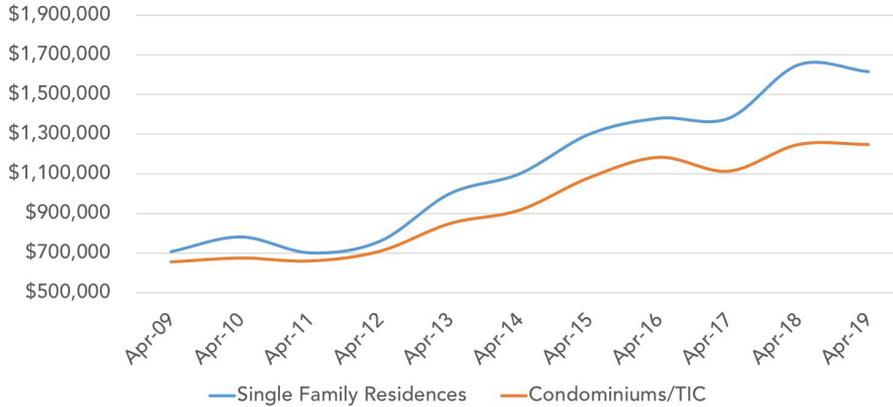
| NEIGHBORHOOD | CONDOMINIUMS/TIC | \$ / SQ. FT. | % OF LIST PRICE RECEIVED (AVERAGE) | HOMES SOLD |
|--------------------------------------|------------------|--------------|------------------------------------|------------|
| Buena Vista/Corona Heights | \$1,675,000 | \$1,208 | 110.2% | 13 |
| Cole Valley/Haight | \$1,560,000 | \$1,140 | 101.3% | 8* |
| Marina/Cow Hollow | \$1,550,000 | \$1,298 | 106.7% | 25 |
| Pacific Heights/Presidio Heights | \$1,450,000 | \$1,127 | 103.8% | 45 |
| Lower Pacific Heights/Laurel Heights | \$1,425,000 | \$1,069 | 104.5% | 10 |
| Alamo Square/NOPA | \$1,365,000 | \$985 | 104.1% | 10 |
| Castro/Duboce Triangle | \$1,350,000 | \$1,104 | 112.7% | 18 |
| Nob Hill | \$1,332,000 | \$1,119 | 98.5% | 18 |
| Dogpatch | \$1,325,000 | \$996 | 102.1% | 7* |
| Bernal Heights/Glen Park | \$1,305,000 | \$941 | 111.0% | 7* |
| Noe Valley | \$1,300,000 | \$1,150 | 110.2% | 17 |
| Russian Hill | \$1,255,000 | \$1,226 | 101.5% | 18 |
| Sunset | \$1,250,000 | \$912 | 115.5% | 7* |
| Mission Dolores | \$1,201,000 | \$1,120 | 109.0% | 7* |
| Richmond | \$1,187,500 | \$1,080 | 104.6% | 14 |
| South Beach/Yerba Buena | \$1,167,500 | \$1,171 | 100.0% | 74 |
| Mission | \$1,143,750 | \$1,074 | 106.2% | 34 |
| Mission Bay | \$1,135,000 | \$1,121 | 102.2% | 17 |
| Potrero Hill | \$1,080,000 | \$1,119 | 105.1% | 15 |
| Hayes Valley | \$1,064,000 | \$1,203 | 106.3% | 14 |
| North Beach/Fisherman's Wharf | \$1,055,000 | \$1,012 | 102.7% | 9* |
| SOMA | \$970,000 | \$935 | 101.8% | 39 |
| Bayview/Hunters Point | \$705,500 | \$653 | 99.7% | 10 |
| Diamond Heights | \$648,000 | \$967 | 102.6% | 5* |

* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR MLS; Data from 1/01/2019 - 3/31/2019 was used for neighborhood values. Property types covered: 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. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



YEAR-OVER-YEAR COMPARISONS

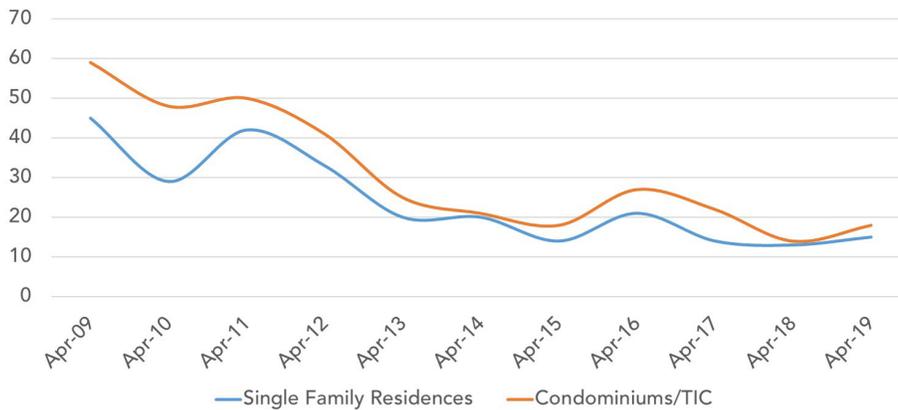
MEDIAN SALE PRICE



Single Family Residences
\$1,615,000
 -2.1% year-over-year

Condominium/TIC/COOPs
\$1,250,000
 0% year-over-year

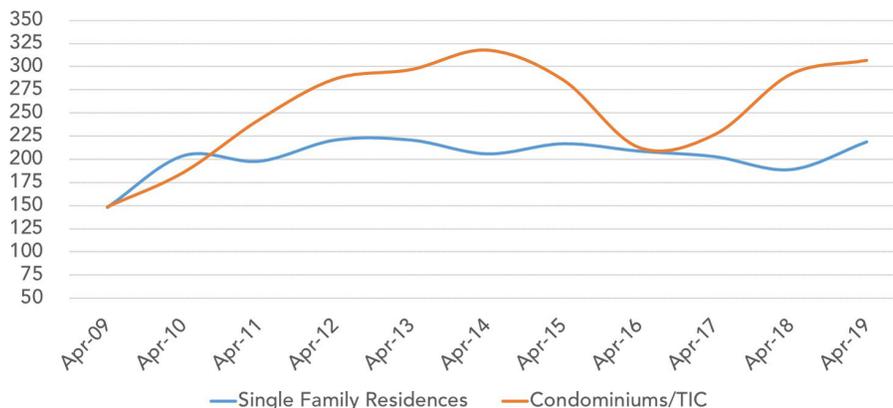
MEDIAN MARKET TIME



Single Family Residences
15 days
 +2 day year-over-year

Condominium/TIC/COOPs
18 days
 +4 days year-over-year

NUMBER OF SALES



Single Family Residences
219
 +15.9% year-over-year

Condominium/TIC/COOPs
307
 +5.1% year-over-year

Sources: SFAR MLS, Single family homes, condominium/TIC/COOP. Only property data posted on the MLS is covered. Russian Hill and Nob Hill neighborhood values include coop closings. 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. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075