



February sale prices of single family homes hit a median of just over \$1.5MM, representing a 10% decrease from the same time last year. However, about 4% more homes were sold on a year-over-year basis. Most homes also continue to sell well over asking, with purchasers paying an average of nearly 13% over list price.

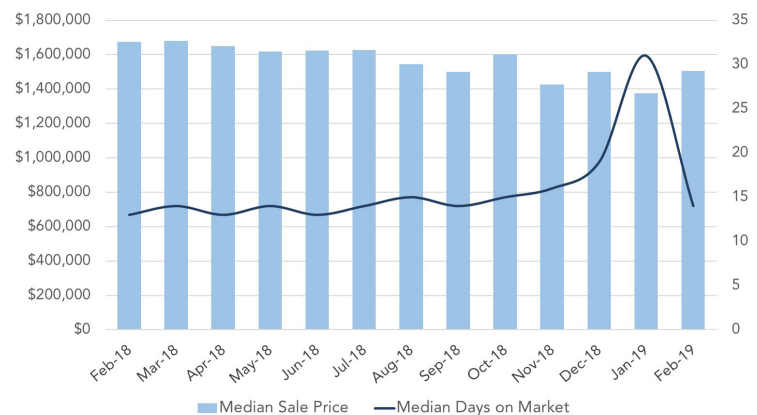
Now is the perfect time for prospective buyers who have been waiting for their opportunity to purchase a home; with many large local companies preparing to go public, and the shortage of new inventory being built, we are likely to see a significant surge in property value in the months ahead. Currently, there are 205 single family homes listed for sale in San Francisco, ranging from \$630K to \$29MM.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR COMPARISON

	FEB-'19	FEB-'18	%Δ
MEDIAN			
SALE PRICE	\$1,505,000	\$1,675,000	-10.1%
DAYS ON MARKET	14	13	+7.7%
\$ / SQ. FT.	\$941	\$1,001	-6.0%
TOTAL			
HOMES SOLD	110	106	+3.8%
HOMES CURRENTLY FOR SALE	205	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	78.2%	80.2%	-2.0%
% OF LIST PRICE RECEIVED (AVERAGE)	112.8%	115.8%	-3.0%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+9%** DAYS ON MARKET **-55%**

MEDIAN AREA VALUES (MOST RECENT QUARTER)

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$4,625,000	\$1,415	98.7%	18
Marina/Cow Hollow	\$4,503,075	\$1,323	97.1%	10
Cole Valley/Haight	\$3,000,000	\$1,044	102.2%	11
Castro/Duboce Triangle	\$2,725,000	\$1,261	106.4%	21
Buena Vista/Corona Heights	\$2,555,000	\$1,261	112.2%	8*
Noe Valley	\$2,235,000	\$1,278	109.4%	39
Potrero Hill	\$1,750,000	\$995	109.0%	13
Richmond	\$1,727,500	\$850	111.6%	38
Ingleside Terrace/Lakeside	\$1,555,000	\$780	100.6%	7*
Mission	\$1,510,000	\$1,023	111.7%	9*
Bernal Heights/Glen Park	\$1,500,000	\$1,050	112.1%	63
Westwood Park/Sunnyside	\$1,450,000	\$1,031	114.0%	23
Sunset	\$1,360,000	\$948	118.8%	45
Excelsior/Portola	\$1,187,500	\$750	121.4%	42
Bayview/Hunters Point	\$905,000	\$679	113.6%	19

* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR MLS; Data from 10/01/2018 - 12/31/2018 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



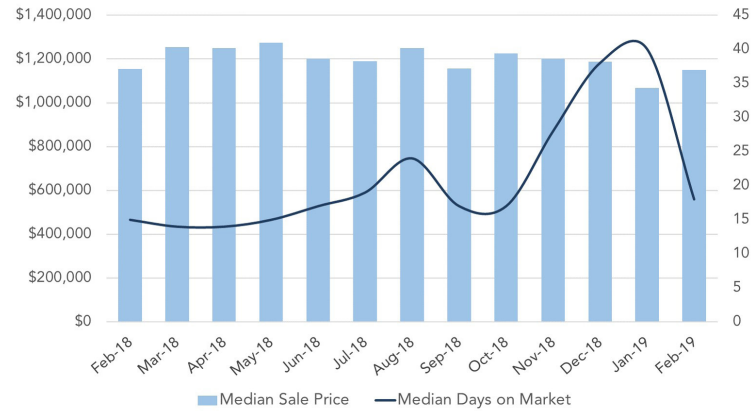
The median sale price for condominiums and TIC remains similar to last year's number at 1.15MM. The median market time is leveling out to 18 days, which is slightly more than the same time last year. The number of condominiums and TIC sold this February decreased on a year-over-year basis, likely due to chronically low inventory levels. Over half of condominiums/TIC sold over their list price, with purchasers paying an average of 4.5% over asking. There are currently 380 condominiums/TIC listed for sale (excluding BMRs and senior housing), ranging in price from \$495K to \$17.5MM.

CONDOMINIUMS/TIC

YEAR-OVER-YEAR COMPARISON

	FEB-'19	FEB-'18	%Δ
MEDIAN SALE PRICE	\$1,150,000	\$1,155,000	-0.4%
DAYS ON MARKET	18	15	+20.0%
\$ / SQ. FT.	\$1,113	\$1,075	+3.5%
TOTAL HOMES SOLD	159	188	-15.4%
HOMES CURRENTLY FOR SALE	380	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	54.7%	63.3%	-8.6%
% OF LIST PRICE RECEIVED (AVERAGE)	104.5%	105.6%	-1.1%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+8%** DAYS ON MARKET **-55%**

MEDIAN AREA VALUES (MOST RECENT QUARTER)

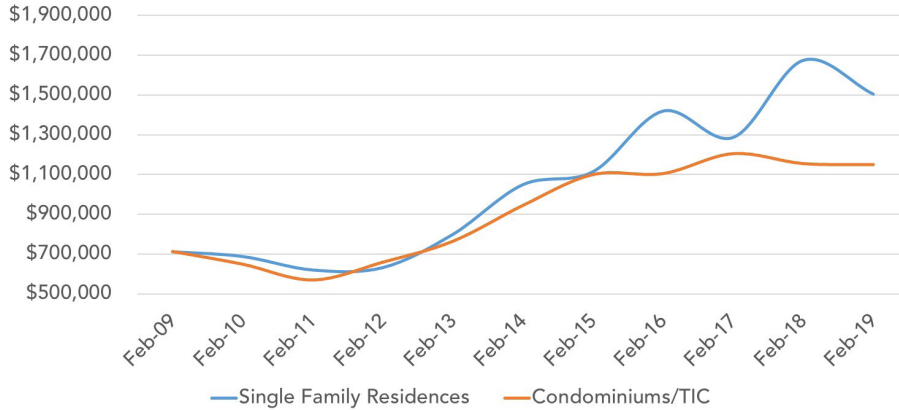
NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Castro/Duboce Triangle	\$1,720,000	\$1,285	117.1%	21
Russian Hill	\$1,522,000	\$1,235	103.9%	31
Noe Valley	\$1,470,000	\$1,059	111.0%	29
Mission Bay	\$1,470,000	\$1,124	100.4%	31
Cole Valley/Haight	\$1,455,000	\$1,043	112.2%	22
Pacific/Presidio Heights	\$1,390,000	\$1,102	103.2%	45
Dogpatch	\$1,385,000	\$1,174	105.3%	9*
Marina/Cow Hollow	\$1,360,000	\$1,153	107.6%	25
Mission Dolores	\$1,352,000	\$1,317	114.0%	17
Potrero Hill	\$1,322,500	\$1,017	102.3%	14
Buena Vista/Corona Heights	\$1,315,000	\$1,168	110.1%	11
Nob Hill	\$1,267,500	\$1,212	100.9%	24
Mission	\$1,250,000	\$1,037	107.9%	44
North Beach/Fisherman's Wharf	\$1,225,000	\$1,039	102.1%	16
Hayes Valley	\$1,212,500	\$1,020	105.6%	24
Alamo Square/NOPA	\$1,211,500	\$1,046	107.3%	18
Lower Pac/Laurel Heights	\$1,150,000	\$1,085	110.3%	16
Sunset	\$1,150,000	\$986	107.6%	18
SOMA	\$1,150,000	\$986	107.6%	47
Bernal Heights/Glen Park	\$1,150,000	\$1,049	112.2%	15
South Beach/Yerba Buena	\$1,113,500	\$1,198	101.0%	96
Richmond	\$1,112,000	\$958	104.8%	34
Diamond Heights	\$772,000	\$975	103.4%	8*

* Small sample size (<n10); use caution when interpreting statistics. Sources: SFAR MLS; Data from 10/01/2018 - 12/31/2018 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

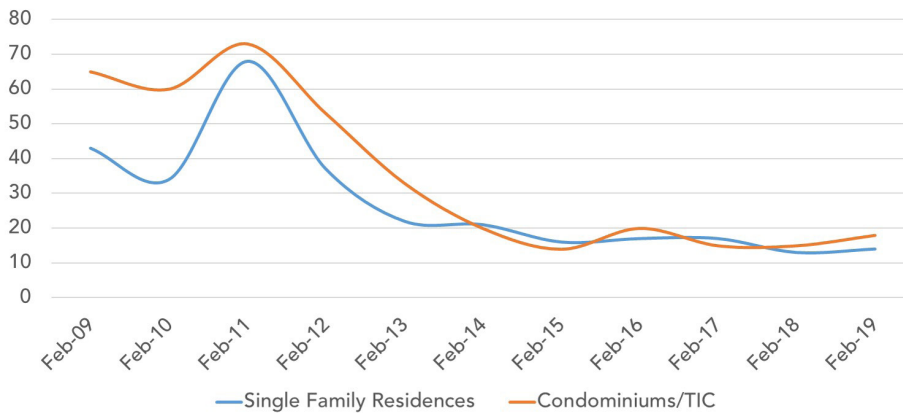
MEDIAN SALE PRICE



Condominium/TIC
\$1,150,000
 -0.4% year-over-year

Single Family
\$1,505,000
 -10.1% year-over-year

MEDIAN MARKET TIME



Condominium/TIC
18 days
 +3 days year-over-year

Single Family
14 days
 +1 day year-over-year

NUMBER OF SALES



Condominium/TIC
159
 -15.4% year-over-year

Single Family
110
 +3.8% year-over-year

Sources: SFAR MLS, Data from 02/01/2009 - 2/28/2019 was used for city values. Property types covered: 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