



The San Francisco market for single family homes saw growth in the median sale price to the tune of 1.8% compared with Q3 of last year. At the same time, the price per square foot increased by 4.3% to \$991. The median market time remains unchanged at an extremely competitive 14 days. Eight out of ten homes sold over their list price, with purchasers paying an average of 14.8% over asking. While there has been an influx of new listings in the past several weeks, inventory levels are actually 15% less than the same time last year.

As reported by CNBC per the National Association of Realtors, the pending home sales index rose 1.6% in August, compared with July, and was 2.5% higher year over year. This index measures signed contracts to buy existing homes. August's gain reverses a slump in July and is likely fueled by falling mortgage rates. NAR's chief economist was quoted as saying, 'The notable sales slump in the West region over recent years appears to be over. Rising demand will reaccelerate home price appreciation in the absence of more supply.'

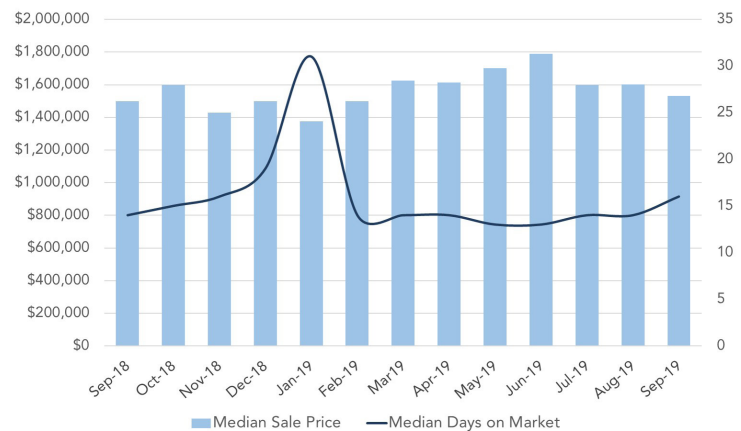
Recent notable happenings in San Francisco include the opening of Chase Center, the central SoMa plan moving forward with residential developments, and an increase in tourism (according to the San Francisco Travel Association). The current average for a 30 year fixed rate mortgage is 3.65% (per FreddieMac.com) which is 1.06% lower than the same time last year, giving potential buyers more purchasing power.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR COMPARISON

MONTH-OVER-MONTH COMPARISON

	Q3 2019	Q3 2018	%Δ
MEDIAN			
SALE PRICE	\$1,578,000	\$1,550,000	+1.8%
DAYS ON MARKET	14	14	0.0%
\$ / SQ. FT.	\$991	\$950	+4.3%
TOTAL			
PROPERTIES SOLD	500	530	-5.6%
PROPERTIES FOR SALE	436	513	-15.0%
% OF PROPERTIES SOLD OVER LIST PRICE	80.6%	82.5%	-2.1%
% OF LIST PRICE RECEIVED (AVERAGE)	114.8%	115.8%	-1.0%



CHANGE IN PAST MONTH: SALE PRICE **-4.5%** DAYS ON MARKET **+2 days**

MEDIAN AREA VALUES (MOST RECENT QUARTER)

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$5,350,000	\$1,411	104.7%	8*
Marina/Cow Hollow	\$3,502,500	\$1,347	98.2%	10
Russian Hill	\$3,200,000	\$1,080	98.5%	1*
Cole Valley/Haight	\$3,100,000	\$1,350	111.2%	5*
Castro/Duboce Triangle	\$3,012,500	\$1,286	108.3%	12
Hayes Valley	\$2,875,000	\$1,438	100.0%	1*
Noe Valley	\$2,755,000	\$1,281	113.3%	35
Buena Vista/Corona Heights	\$2,600,000	\$1,267	108.9%	5*
Lower Pac/Laurel Heights	\$2,373,334	\$1,173	100.3%	6*
Alamo Square/NOPA	\$2,275,000	\$967	92.3%	3*
Potrero Hill	\$2,046,125	\$1,187	112.5%	10
Richmond	\$2,000,000	\$933	111.6%	25
Ingleside Terrace/Lakeside	\$1,970,000	\$836	106.8%	5*
Bernal Heights/Glen Park	\$1,700,000	\$1,060	117.2%	53
Mission	\$1,575,000	\$1,315	125.9%	4*
Sunset	\$1,430,000	\$934	115.6%	37
Westwood Park/Sunnyside	\$1,306,500	\$1,015	113.6%	12
Excelsior/Portola	\$1,205,000	\$889	118.8%	38
Bayview/Hunters Point	\$1,025,000	\$690	111.8%	20

* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR MLS & InfoSparks; Data from 7/01/2019 - 9/30/2019 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. ©2019 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



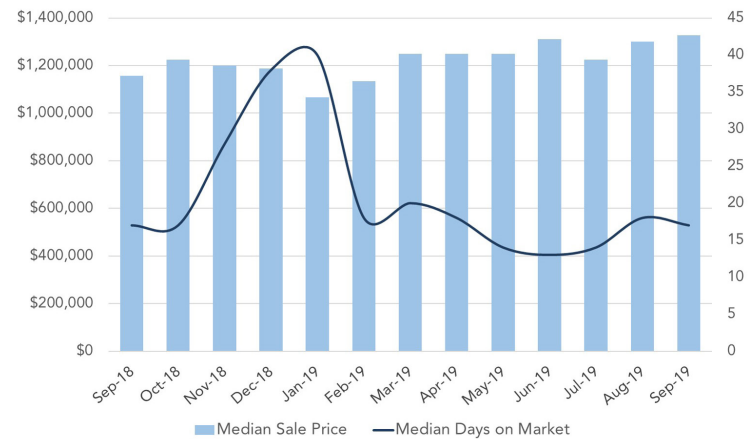
The median Condominium/TIC/Stock Cooperative sale price jumped 7.1% year-over-year to \$1,285,000 with the median price per square foot increasing 3.5% to \$1,170. Common interest properties are also selling quicker than Q3 of last year; the median days on market shed 3 days down to 17. Nearly two-thirds of properties sold over asking, with purchasers paying an average of 6.6% over asking. Inventory levels are 3% less than the same time last year, with 713 properties currently listed for sale.

CONDOMINIUMS/TIC/COOPS

YEAR-OVER-YEAR COMPARISON

	Q3 2019	Q3 2018	%Δ
MEDIAN			
SALE PRICE	\$1,285,000	\$1,200,000	+7.1%
DAYS ON MARKET	17	20	-15.0%
\$ / SQ. FT.	\$1,170	\$1,130	+3.5%
TOTAL			
PROPERTIES SOLD	611	698	-12.5%
PROPERTIES FOR SALE	713	726	-3.0%
% OF PROPERTIES SOLD OVER LIST PRICE	65.1%	62.8%	+2.3%
% OF LIST PRICE RECEIVED (AVERAGE)	106.6%	106.6%	0.0%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE +2.2% DAYS ON MARKET -1 day

MEDIAN AREA VALUES (MOST RECENT QUARTER)

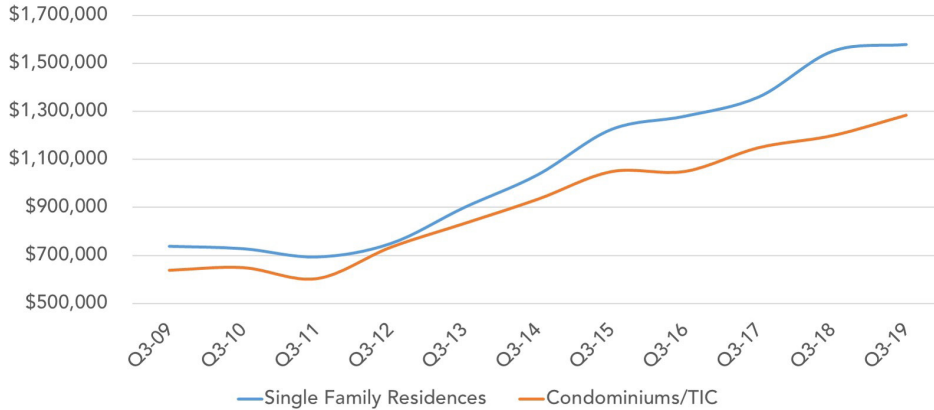
NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Buena Vista/Corona Heights	\$2,235,000	\$1,070	107.7%	4*
Telegraph Hill	\$1,885,000	\$1,058	104.6%	5*
Noe Valley	\$1,750,000	\$1,296	118.5%	27
Pacific/Presidio Heights	\$1,714,500	\$1,250	104.1%	48
Castro/Duboce Triangle	\$1,597,000	\$1,231	111.6%	23
Mission Bay	\$1,560,000	\$1,305	102.2%	19
Marina/Cow Hollow	\$1,537,500	\$1,310	108.4%	30
Russian Hill*	\$1,487,500	\$1,292	103.5%	22
Alamo Square/NOPA	\$1,460,000	\$1,117	112.8%	17
North Beach/Fisherman's Wharf	\$1,435,000	\$1,255	104.2%	10
Cole Valley/Haight	\$1,365,000	\$1,238	114.8%	16
Mission Dolores	\$1,362,500	\$1,129	109.0%	8*
Richmond/Lake St	\$1,355,000	\$963	107.8%	25
Bernal Heights/Glen Park	\$1,350,000	\$1,161	119.0%	7*
Lower Pac/Laurel Heights	\$1,337,500	\$1,212	107.3%	16
Hayes Valley	\$1,305,000	\$1,275	110.5%	20
Potrero Hill	\$1,300,000	\$1,096	103.3%	15
Mission	\$1,270,000	\$1,203	110.2%	25
South Beach/Yerba Buena	\$1,205,000	\$1,298	100.3%	81
Sunset	\$1,200,000	\$1,071	115.9%	11
Dogpatch	\$1,150,000	\$983	110.5%	13
Nob Hill*	\$1,035,000	\$1,180	100.2%	19
Diamond Heights	\$1,035,000	\$830	109.7%	5*
SOMA	\$952,000	\$1,095	103.4%	44
Bayview/Hunters Point	\$795,000	\$705	102.2%	9*

* Small sample size (<n10); use caution when interpreting statistics. Sources: SFAR MLS & InfoSparks; Data from 7/01/2019 - 9/30/2019 was used for area 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. ©2019 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



YEAR-OVER-YEAR COMPARISONS

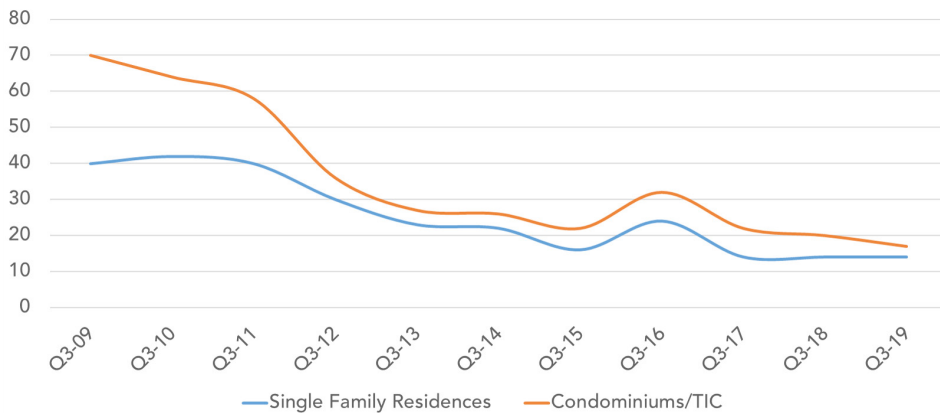
MEDIAN SALE PRICE



Single Family Residences
\$1,578,000
 +1.8% year-over-year

Condominium/TIC/COOPs
\$1,285,000
 +7.1% year-over-year

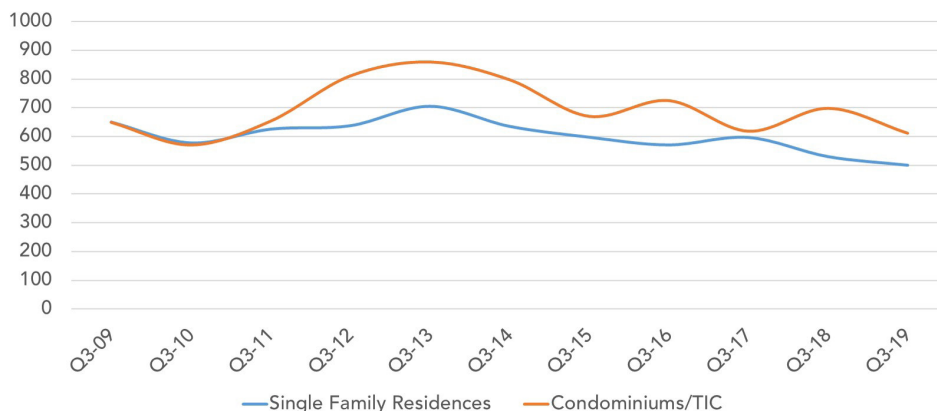
MEDIAN MARKET TIME



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

Condominium/TIC/COOPs
17 days
 -3 days year-over-year

NUMBER OF SALES



Single Family Residences
500
 -5.6% year-over-year

Condominium/TIC/COOPs
611
 -12.5% 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. ©2019 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075