



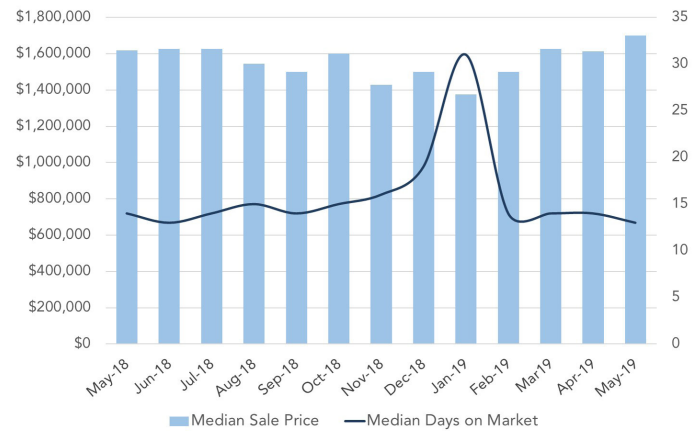
High-demand and low-inventory levels have once again pushed the median sale price for single family homes to new heights in San Francisco. Sales recorded in the month of May hit a median of \$1.7M, representing a 5% increase from the same time last year. Homes are also selling faster; the median market time for May 2019 recorded at 13 days, down from 14 days of May 2018. Eight out of ten homes sold over their list price, with purchasers paying an average of 13.3% over asking. There are currently 215 single family homes listed for sale in San Francisco, ranging in price from \$599K to \$45M.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR COMPARISON

	MAY-'19	MAY-'18	%Δ
MEDIAN SALE PRICE	\$1,700,000	\$1,618,888	+5.0%
MEDIAN DAYS ON MARKET	13	14	-7.1%
MEDIAN \$ / SQ. FT.	\$1,000	\$1,008	-0.8%
TOTAL HOMES SOLD	226	249	-9.2%
TOTAL HOMES CURRENTLY FOR SALE	220	-	-
TOTAL % OF PROPERTIES SOLD OVER LIST PRICE	79.6%	84.7%	-5.1%
TOTAL % OF LIST PRICE RECEIVED (AVERAGE)	113.3%	119.5%	-6.2%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+5%** 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



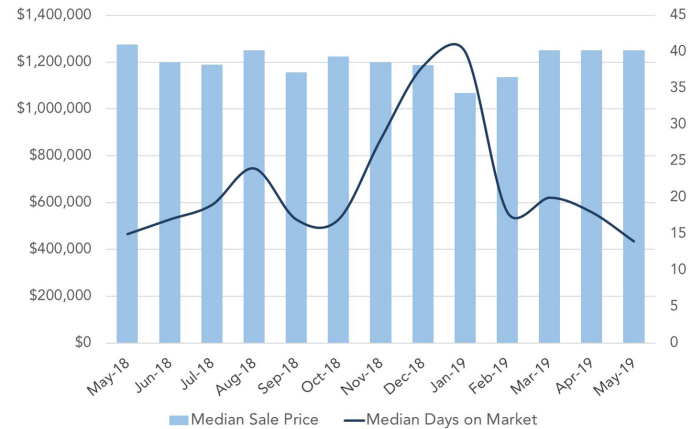
Condominium sale prices ticked down 2% on a year-over-year basis. However, the price per square foot increased by 2.3% up to \$1,172. The median market time dropped a day to a highly competitive 14 days. There were actually more sales this May compared with last year for a total of 316. More than two-thirds of homes sold over their list price, with purchasers paying an average of 7.6% above asking. There are currently 408 condominiums/TIC/Coops listed for sale in San Francisco (excluding BMRs and senior housing), ranging in price from \$399K to \$17.5M.

CONDOMINIUMS/TIC/COOPS

YEAR-OVER-YEAR COMPARISON

	MAY-'19	MAY-'18	%Δ
MEDIAN			
SALE PRICE	\$1,250,000	\$1,275,000	-2.0%
DAYS ON MARKET	14	15	-6.7%
\$ / SQ. FT.	\$1,172	\$1,146	+2.3%
TOTAL			
HOMES SOLD	316	305	+3.6%
HOMES CURRENTLY FOR SALE	408	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	67.1%	68.9%	-1.8%
% OF LIST PRICE RECEIVED (AVERAGE)	107.6%	108.7%	-1.1%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **0%** DAYS ON MARKET **-22%**

MEDIAN AREA VALUES (MOST RECENT QUARTER)

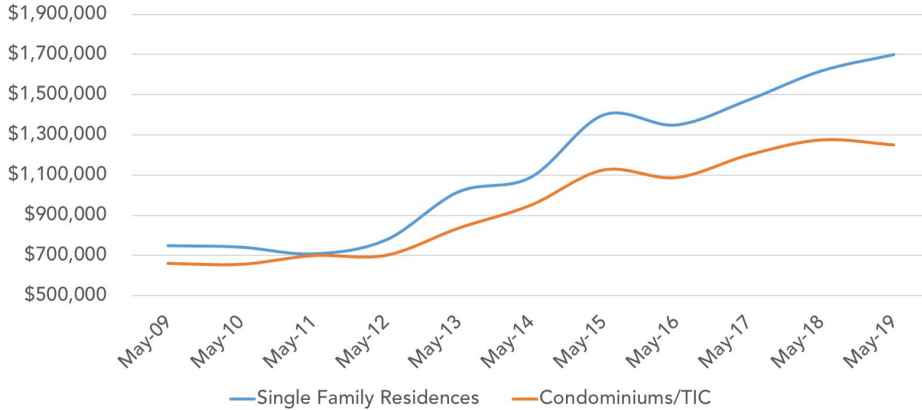
NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Buena Vista/Corona Heights	\$1,675,000	\$1,208	110.2%	13
Cole Valley/Haight	\$1,560,000	\$1,140	101.3%	8*
Marina/Cow Hollow	\$1,550,000	\$1,298	106.7%	25
Pacific Heights/Presidio Heights	\$1,450,000	\$1,127	103.8%	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 (<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

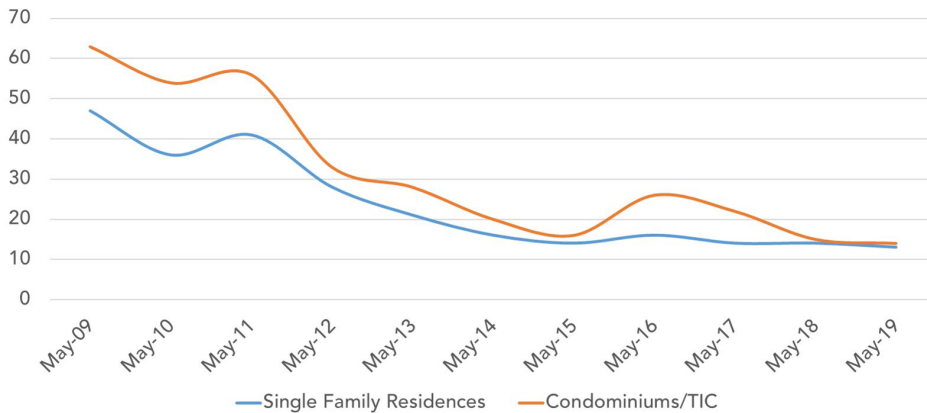
MEDIAN SALE PRICE



Single Family Residences
\$1,700,000
 +5.0% year-over-year

Condominium/TIC/COOPs
\$1,250,000
 -2.0% year-over-year

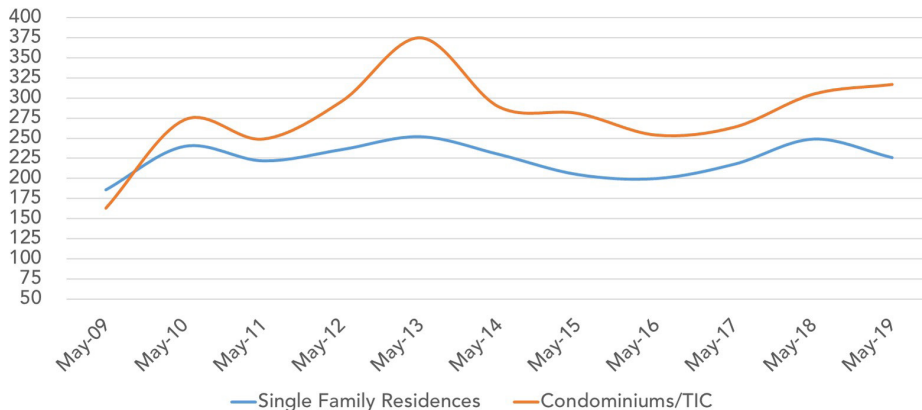
MEDIAN MARKET TIME



Single Family Residences
13 days
 -1 day year-over-year

Condominium/TIC/COOPs
14 days
 -1 day year-over-year

NUMBER OF SALES



Single Family Residences
226
 -9.2% year-over-year

Condominium/TIC/COOPs
316
 +3.6% 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