



The median sale price of single-family homes in San Francisco continues to rise this quarter due to the combination of falling mortgage rates, high demand, and low inventory levels. The quarter closed out with homes at a median sale price of \$1.7M, representing a near 5% increase from Q2 of 2018. The median sale price continues to rise into June 2019 recording at \$1,789,000, a 5.2% increase from May 2019.

Median days on the market for the quarter is highly competitive at 14 days; this is comparable to 2018. Nearly eight out of ten homes sold over list price, with purchasers paying an average of 13.7% over asking price. There are currently 197 single family homes listed for sale in San Francisco ranging in price from \$650K to \$45M.

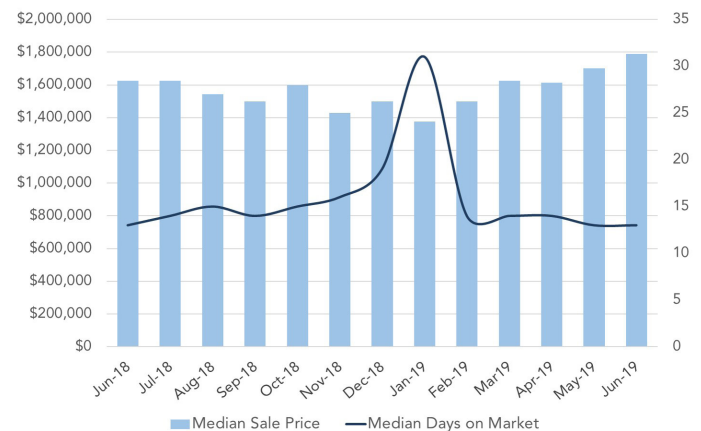
Mortgage rates are presently at 31-month lows with the current rate for a 30-yr fixed rate mortgage at 3.73% (per FreddieMac.com). These low rates give purchasers more spending power than at any time over the last two years. The unemployment rate in San Francisco (per LaborMarketInfo.edd.ca.gov) dropped again in May 2019 to 1.8%, down from 2.0% in April 2019. The combination of these factors makes this a great time to purchase a home.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR COMPARISON

	Q2-'19	Q2-'18	%Δ
<b>MEDIAN</b> SALE PRICE	\$1,700,000	\$1,622,500	+4.8%
DAYS ON MARKET	14	13	+7.7%
\$ / SQ. FT.	\$988	\$991	-0.3%
<b>TOTAL</b> HOMES SOLD	635	668	-4.9%
HOMES CURRENTLY FOR SALE	197	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	78.6%	84.3%	-6.8%
% OF LIST PRICE RECEIVED (AVERAGE)	113.7%	119.7%	-6.0%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+5.2%** DAYS ON MARKET **0.0%**

### MEDIAN AREA VALUES (MOST RECENT QUARTER)

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$7,592,500	\$1,547	99.2%	22
Russian Hill	\$4,400,000	\$1,726	104.1%	5*
Marina/Cow Hollow	\$3,802,500	\$1,348	103.3%	14
Alamo Square/NOPA	\$3,425,000	\$1,010	101.7%	3*
Buena Vista/Corona Heights	\$3,312,500	\$1,228	113.5%	4*
Cole Valley/Haight	\$3,300,000	\$1,226	112.6%	8*
Lower Pac/Laurel Heights	\$3,190,000	\$1,302	111.7%	8*
Castro/Duboce Triangle	\$2,925,000	\$1,363	103.8%	13
Noe Valley	\$2,500,000	\$1,280	110.0%	43
Hayes Valley	\$2,365,000	\$937	119.3%	2*
Potrero Hill	\$2,300,000	\$1,370	112.8%	7*
Richmond	\$2,220,000	\$976	110.7%	39
Ingleside Terrace/Lakeside	\$1,996,500	\$695	113.9%	6*
Diamond Heights	\$1,972,500	\$945	110.7%	4*
Mission	\$1,737,500	\$949	110.6%	12
Bernal Heights/Glen Park	\$1,685,000	\$1,192	118.6%	71
Sunset	\$1,650,000	\$973	118.1%	45
Westwood Park/Sunnyside	\$1,610,000	\$929	115.3%	13
Excelsior/Portola	\$1,050,000	\$848	115.9%	38
Bayview/Hunters Point	\$954,000	\$703	111.8%	23

\* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR MLS; Data from 4/01/2019 - 6/30/2019 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



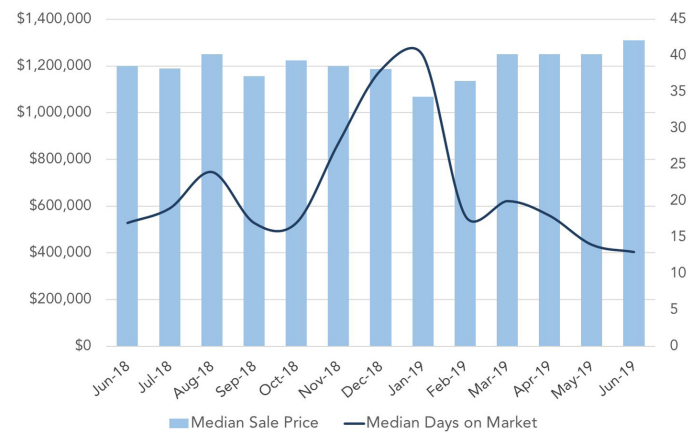
Condominiums also saw a modest increase in median sale price by 2% on a year-over-year basis. Similarly, the price per square foot increased by 2.9% up to \$1,166. The median market time remains consistent with last year at a highly competitive 15 days. Six out of ten homes sold over their list price, with purchasers paying an average of 6.6% above asking. There are currently 378 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

	Q2-'19	Q2-'18	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,270,000	\$1,245,000	+2.0%
DAYS ON MARKET	15	15	0.0%
\$ / SQ. FT.	\$1,166	\$1,133	+2.9%
<b>TOTAL</b>			
HOMES SOLD	879	889	-1.1%
HOMES CURRENTLY FOR SALE	378	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	62.8%	68.6%	-5.8%
% OF LIST PRICE RECEIVED (AVERAGE)	106.6%	108.4%	-1.8%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE +4.8% DAYS ON MARKET -7.1%

### MEDIAN AREA VALUES (MOST RECENT QUARTER)

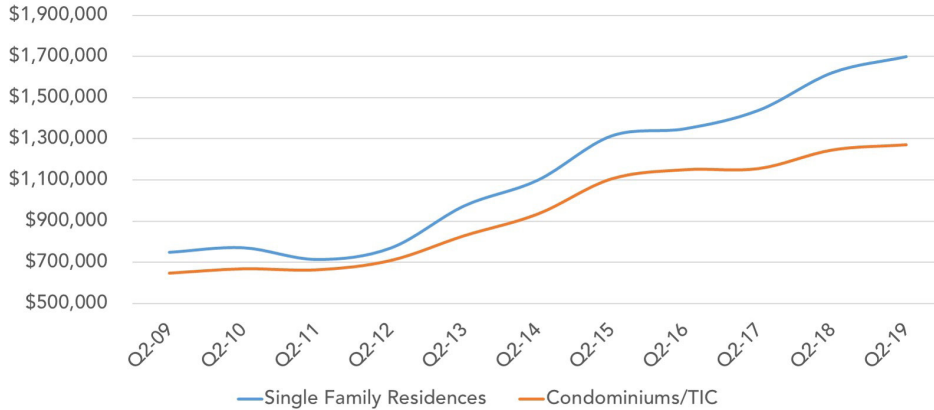
NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Marina/Cow Hollow	\$1,850,000	\$1,285	107.0%	25
Pacific/Presidio Heights	\$1,652,875	\$1,212	103.1%	57
Mission Dolores	\$1,602,000	\$1,236	115.9%	27
Cole Valley/Haight	\$1,525,000	\$1,110	113.3%	27
Alamo Square/NOPA	\$1,500,000	\$1,166	110.6%	25
Castro/Duboce Triangle	\$1,450,000	\$1,175	115.4%	31
Mission Bay	\$1,450,000	\$1,143	101.4%	27
Buena Vista/Corona Heights	\$1,447,500	\$1,298	116.6%	12
Russian Hill*	\$1,439,500	\$1,246	105.8%	38
Richmond/Lake St	\$1,410,000	\$989	107.8%	35
Hayes Valley	\$1,385,000	\$1,199	111.7%	14
Lower Pac/Laurel Heights	\$1,375,000	\$1,134	105.5%	15
Sunset	\$1,360,000	\$1,085	115.3%	9*
Noe Valley	\$1,357,500	\$1,340	120.8%	30
Bernal Heights/Glen Park	\$1,300,000	\$988	111.7%	13
Nob Hill*	\$1,278,000	\$1,202	101.3%	27
Mission	\$1,255,000	\$1,137	108.7%	47
South Beach/Yerba Buena	\$1,237,500	\$1,260	101.5%	122
Dogpatch	\$1,227,000	\$1,160	107.4%	10
Potrero Hill	\$1,059,000	\$1,124	107.7%	19
SOMA	\$950,000	\$989	105.0%	45
Telegraph Hill	\$905,000	\$1,267	101.4%	7*
North Beach/Fisherman's Wharf	\$855,000	\$1,043	103.7%	15
Bayview/Hunters Point	\$815,000	\$645	101.9%	7*
Diamond Heights	\$660,000	\$843	104.5%	11

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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



Single Family Residences  
**\$1,700,000**  
 +4.8% year-over-year

Condominium/TIC/COOPs  
**\$1,245,000**  
 +2.0% year-over-year

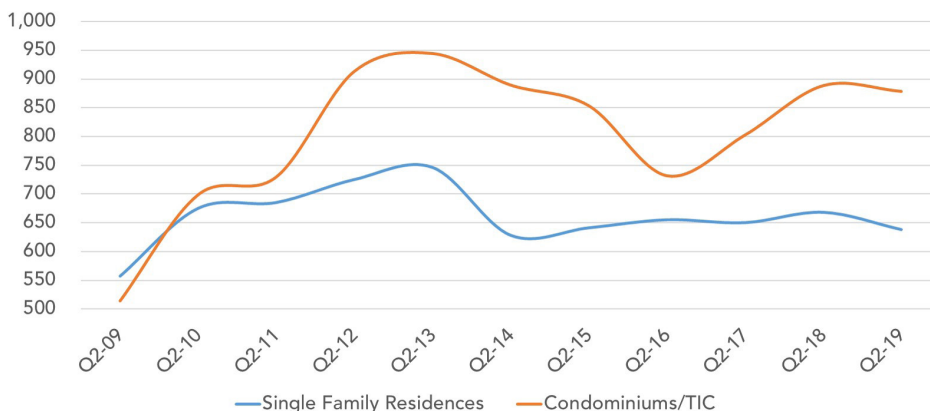
MEDIAN MARKET TIME



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

Condominium/TIC/COOPs  
**15 days**  
 0 days year-over-year

NUMBER OF SALES



Single Family Residences  
**635**  
 -4.9% year-over-year

Condominium/TIC/COOPs  
**879**  
 -1.1% 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