



Though activity has lightened as is typical with July and August after the spring spike, last month saw new growth in the San Francisco market on an apples to apples basis. The median sale price for single family homes increased 4.2% on a year-over-year basis to just over \$1.6M. Similarly, the median price per square foot also increased by 4.2% to \$966. Homes are also selling a bit faster than they were last year with the median days on market ticking down to an extremely competitive 14 days. Most homes continue to sell well above their list price; the percent of list price received ticked up 0.7% from last year with purchasers paying an average of 15.5% over asking.

As the month begins, we are seeing an influx of new listings on the market that is typical for September and that will drive the autumn selling season. There are currently 262 single family homes listed for sale in San Francisco, which represents 1.6 months' supply of inventory, well below the widely regarded equilibrium of 6 months. Prices of single family homes range in price from \$599K to \$40.5M.

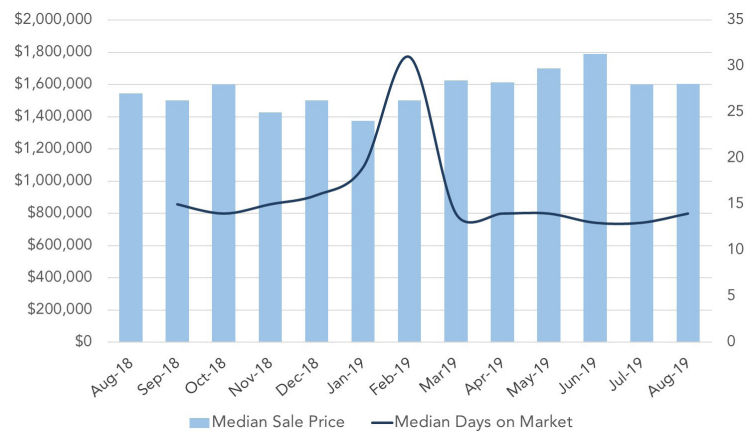
The weighted average rent in San Francisco continues to climb and is currently at \$4,350 (per SocketSite.com) which is roughly 2% above its mark at the same time last year. At the same time, benchmark mortgage rates are nearing three-year lows. The current average for a 30 year fixed rate mortgage is 3.49% (per FreddieMac.com), giving potential buyers more purchasing power.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR COMPARISON

	AUG '19	AUG-'18	%Δ
MEDIAN SALE PRICE	\$1,602,500	\$1,538,000	+4.2%
DAYS ON MARKET	14	15	-6.7%
\$ / SQ. FT.	\$966	\$927	+4.2%
TOTAL HOMES SOLD	166	191	-13.1%
HOMES CURRENTLY FOR SALE	262	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	83.1%	81.7%	+1.4%
% OF LIST PRICE RECEIVED (AVERAGE)	115.5%	114.8%	+0.7%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+0.2%** 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 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



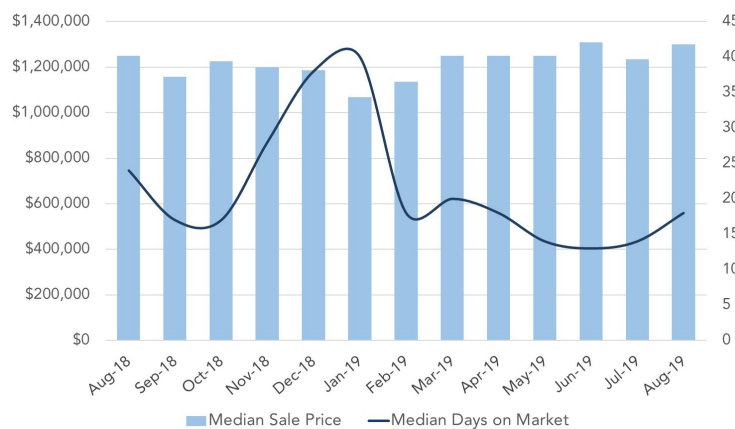
The median Condominium sale price increased 4% on a year-over-year basis to \$1.3M. Similarly, the price per square foot increased 4.5% to \$1,161. The median market time decreased 6 days from this time last year to 18 days. Over six out of ten homes sold over their list price with purchasers paying an average of 6.2% above asking. There are currently 485 Condominiums/TIC/Coops listed for sale in San Francisco (excluding BMRs and senior housing), ranging in price from \$379K to \$17.5M.

CONDOMINIUMS/TIC/COOPS

YEAR-OVER-YEAR COMPARISON

	AUG-'19	AUG-'18	%Δ
MEDIAN			
SALE PRICE	\$1,300,000	\$1,250,000	+4.0%
DAYS ON MARKET	18	24	-25.0%
\$ / SQ. FT.	\$1,161	\$1,111	+4.5%
TOTAL			
HOMES SOLD	195	255	-23.5%
HOMES CURRENTLY FOR SALE	485	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	61.0%	58.8%	+2.2%
% OF LIST PRICE RECEIVED (AVERAGE)	106.2%	105.8%	+0.4%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+5.3%** DAYS ON MARKET **+28.6%**

MEDIAN AREA VALUES (MOST RECENT QUARTER)

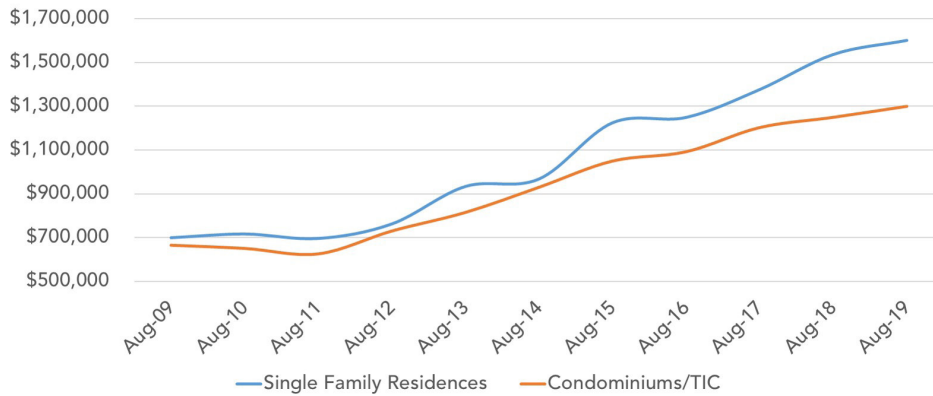
NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Marina/Cow Hollow	\$1,850,000	\$1,285	107.0%	25
Pacific/Presidio Heights	\$1,652,875	\$1,212	103.1%	57
Mission Dolores	\$1,602,000	\$1,236	115.9%	27
Cole Valley/Haight	\$1,525,000	\$1,110	113.3%	27
Alamo Square/NOPA	\$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

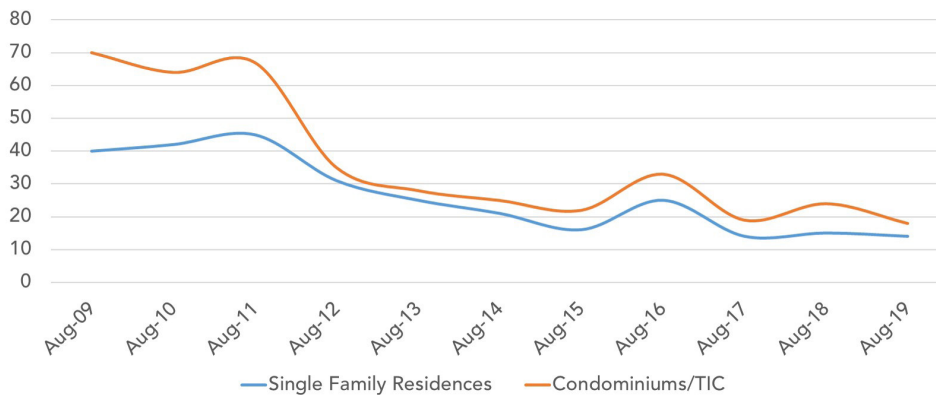
MEDIAN SALE PRICE



Single Family Residences
\$1,602,500
 +4.2% year-over-year

Condominium/TIC/COOPs
\$1,300,000
 +4.0% year-over-year

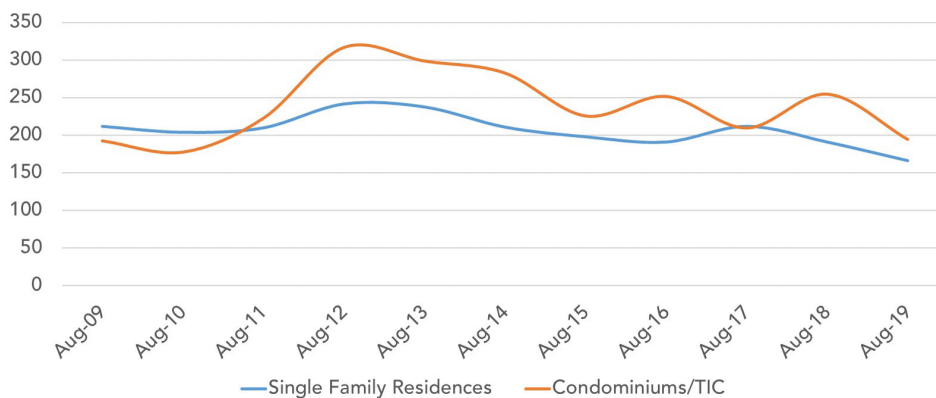
MEDIAN MARKET TIME



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

Condominium/TIC/COOPs
18 days
 -6 days year-over-year

NUMBER OF SALES



Single Family Residences
166
 -13.1% year-over-year

Condominium/TIC/COOPs
195
 -23.5% 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