



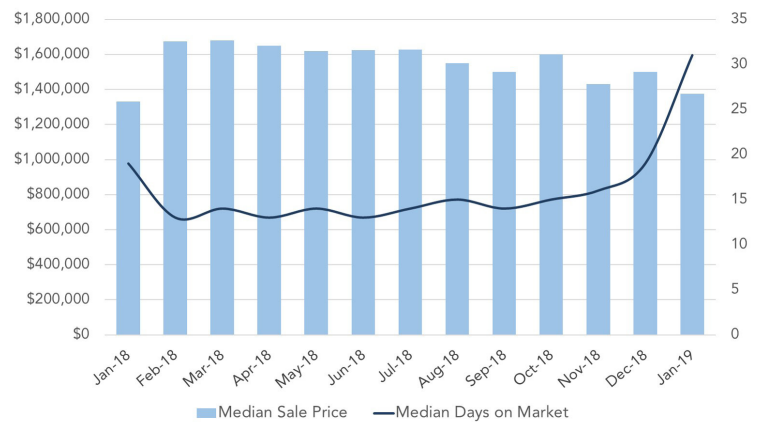
Single family homes continue to appreciate in value, with the median sale price increasing 3.5% since January of last year, and 126% since January 2009. 96 single family homes were sold this January, which is at parity with last year's number. Roughly six out of ten homes sold over their list price, with purchasers paying an average of 6% over list price. Currently, there are 212 single family homes listed for sale in San Francisco, ranging from \$599K to \$29MM.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR COMPARISON

	JAN-'19	JAN-'18	%Δ
MEDIAN			
SALE PRICE	\$1,376,500	\$1,330,000	+3.5%
DAYS ON MARKET	31	19	+63.2%
\$ / SQ. FT.	\$874	\$860	+1.6%
TOTAL			
HOMES SOLD	96	95	+1.1%
HOMES CURRENTLY FOR SALE	212	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	61.5%	70.5%	-9.0%
% OF LIST PRICE RECEIVED (AVERAGE)	106.1%	112.3%	-6.2%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-8%** DAYS ON MARKET **+63%**

MEDIAN AREA VALUES

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$4,695,000	\$1,203	99.7%	3*
Castro/Duboce Triangle	\$4,087,500	\$1,341	103.2%	2*
Lower Pac/Laurel Heights	\$3,087,500	\$1,291	99.9%	2*
Noe Valley	\$3,050,000	\$1,254	105.5%	5
Buena Vista/Corona Heights	\$2,887,500	\$1,153	107.5%	2*
Russian Hill	\$2,650,000	-	102.1%	1*
Cole Valley/Haight	\$2,550,000	\$1,510	100.0%	1*
Hayes Valley	\$1,800,000	\$1,286	100.3%	1*
Mission	\$1,700,000	\$583	94.7%	1*
Richmond/Lake St	\$1,510,000	\$849	99.0%	9
Bernal Heights/Glen Park	\$1,362,500	\$1,069	109.2%	12
Sunset	\$1,351,500	\$905	116.0%	10
Diamond Heights	\$1,306,000	\$854	115.8%	1*
Alamo Square/NOPA	\$1,245,000	\$1,196	95.9%	1*
Excelsior/Portola	\$1,150,000	\$775	105.8%	5
Westwood Park/Sunnyside	\$935,000	\$1,100	117.2%	1*
Bayview/Hunters Point	\$841,500	\$574	106.2%	4*
Marina/Cow Hollow	-	-	-	0
Ingleside Terrace/Lakeside	-	-	-	0
Potrero Hill	-	-	-	0

*Small sample size (n<5); use caution when interpreting results. | Sources: SFAR MLS, Data from 01/01/2018 - 1/31/2019 was used for city 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



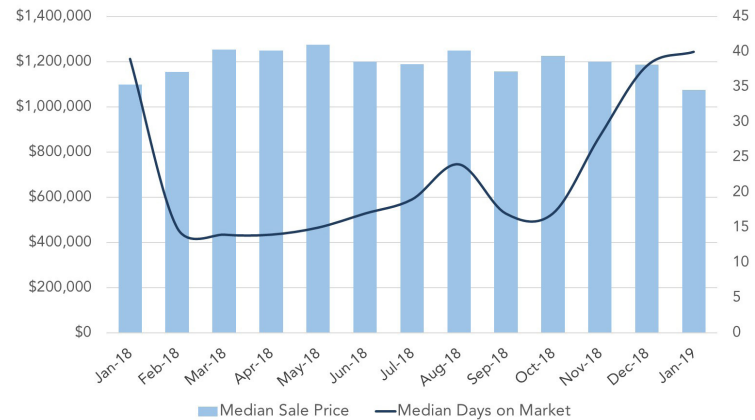
Condominiums and TIC are off to a slower start with the median sale price for January having dipped 2% on a year-over-year basis. The median days on market reached 40 days, which is consistent with January of 2018. The number of condominiums and TIC sold has decreased dramatically over the past five years, likely due to chronically low inventory levels. Of the 107 condominiums and TIC sold in January, about 4 out of ten sold over their list price, with purchasers paying an average of 1% over list price. There are currently 385 condominiums/TIC listed for sale (excluding BMRs and senior housing), ranging from \$320K to \$19.5MM.

CONDOMINIUMS/TIC

YEAR-OVER-YEAR COMPARISON

	JAN-'19	JAN-'18	%Δ
MEDIAN			
SALE PRICE	\$1,075,000	\$1,100,000	-2.3%
DAYS ON MARKET	40	39	+2.6%
\$ / SQ. FT.	\$1,049	\$1,075	-2.4%
TOTAL			
HOMES SOLD	107	146	-26.7%
HOMES CURRENTLY FOR SALE	385	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	43.9%	34.2%	+9.7%
% OF LIST PRICE RECEIVED (AVERAGE)	101.1%	101.7%	-0.6%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-9%** DAYS ON MARKET **+5%**

MEDIAN AREA VALUES

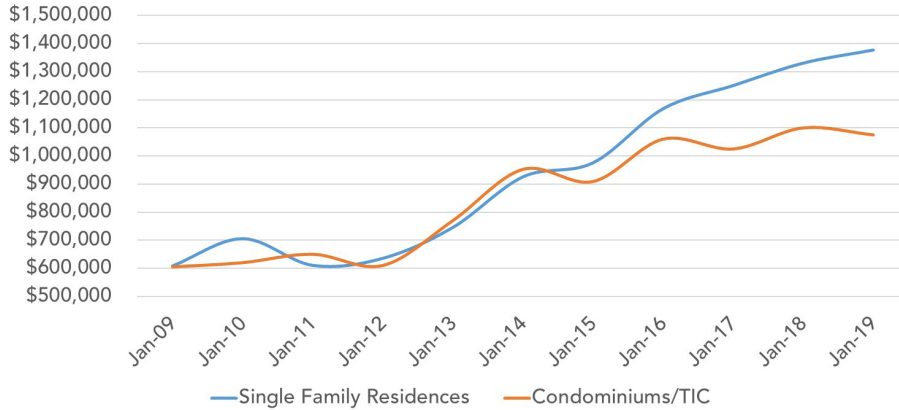
NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Lower Pac/Laurel Heights	\$2,550,000	\$1,237	94.6%	1*
Buena Vista/Corona Heights	\$1,534,000	\$1,250	120.9%	2*
Cole Valley/Haight	\$1,447,500	\$1,085	100.3%	2*
Telegraph Hill	\$1,412,500	-	95.7%	2*
South Beach/Yerba Buena	\$1,375,000	\$1,172	97.5%	15
Noe Valley	\$1,300,000	\$1,079	108.2%	5
Dogpatch	\$1,270,000	\$693	97.2%	2*
Pacific/Presidio Heights	\$1,200,000	\$1,079	100.7%	11
Castro/Duboce Triangle	\$1,200,000	\$1,052	103.5%	3*
Richmond/Lake St	\$1,187,500	\$916	96.8%	4*
Mission Dolores	\$1,150,000	\$807	104.6%	1*
Nob Hill*	\$1,125,000	\$1,000	97.0%	5
North Beach/Fisherman's Wharf	\$1,125,000	\$882	93.8%	1*
Mission	\$1,103,500	\$1,087	102.9%	8
Mission Bay	\$1,102,500	\$1,134	100.4%	2*
Marina/Cow Hollow	\$980,000	\$1,346	120.5%	2*
Potrero Hill	\$960,000	\$922	103.0%	4*
Sunset	\$957,500	\$1,014	101.2%	2*
SOMA	\$940,000	\$978	99.1%	6
Russian Hill*	\$850,000	\$1,300	100.5%	5
Bernal Heights/Glen Park	\$785,000	\$848	99.4%	2*
Diamond Heights	\$704,000	\$959	102.8%	4*
Bayview/Hunters Point	\$680,000	\$751	100.3%	3*
Hayes Valley	\$658,000	\$1,203	103.0%	1*
Alamo Square/NOPA	-	-	-	0

*Small sample size (n<5); use caution when interpreting results. | Sources: SFAR MLS, Data from 01/01/2018 - 1/31/2019 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

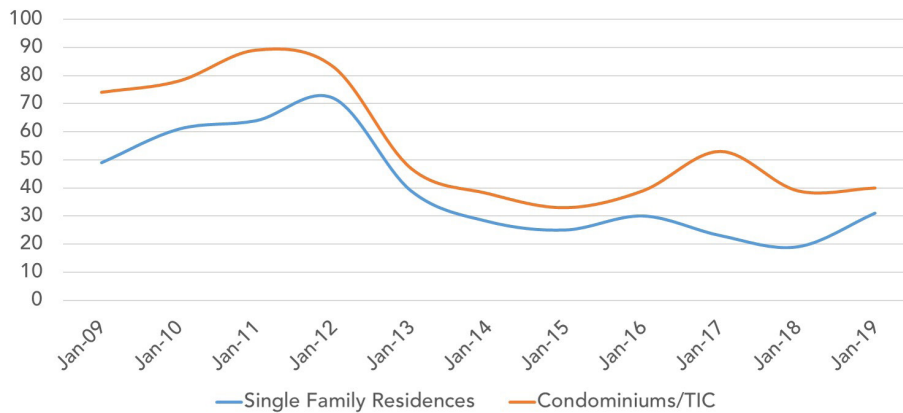
MEDIAN SALE PRICE



Condominium/TIC
\$1,075,000
 -2.3% year-over-year

Single Family
\$1,376,500
 +3.5% year-over-year

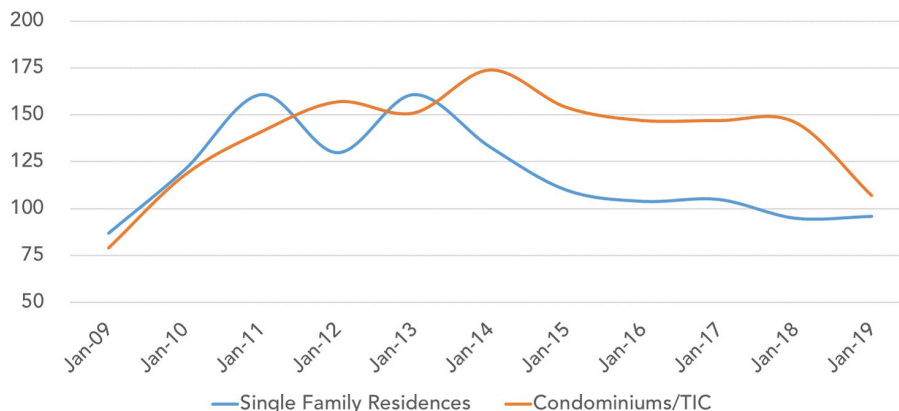
MEDIAN MARKET TIME



Condominium/TIC
40 days
 +1 day year-over-year

Single Family
31 days
 +12 days year-over-year

NUMBER OF SALES



Condominium/TIC
107
 -26.7% year-over-year

Single Family
96
 +1.1% year-over-year

Sources: SFAR MLS, Data from 01/01/2009 - 1/31/2019 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