



After a slow start to the year, we are seeing a dramatic acceleration in sale prices as we enter the busy season. While the median home price for Q1 2019 dropped 5% compared to Q1 2018, it actually jumped up to \$1,625,000 in March 2019. The median market time has also gone back down to a competitive 14 days for March after the winter slowdown. Nearly three out of four homes sold over their list price, with purchasers paying an average of 10% over asking.

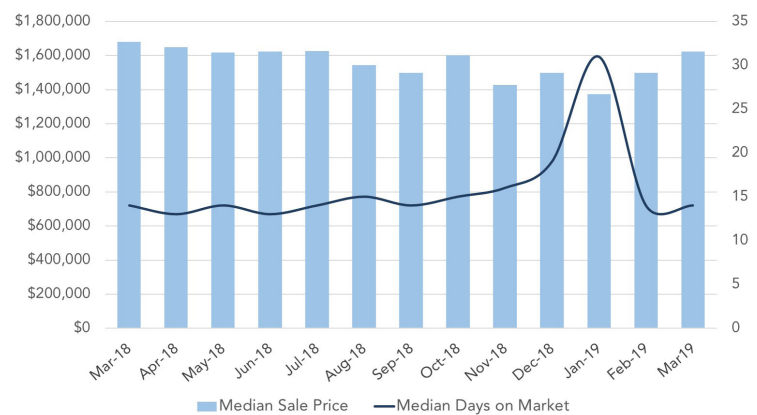
San Francisco employment rates hit another record high during Q1, while mortgage rates fell considerably (currently 4.08% for a 30-year fixed according to FreddieMac.com); this makes for an ideal time to purchase property, especially before the impact of IPOs will be felt on the Bay Area housing market. There are currently 197 single family homes listed for sale in San Francisco, ranging in list price from \$699K to \$27.5MM.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR COMPARISON

	Q1-'19	Q1-'18	%Δ
MEDIAN			
SALE PRICE	\$1,525,000	\$1,609,000	-5.2%
DAYS ON MARKET	15	14	+7.1%
\$ / SQ. FT.	\$936	\$948	-1.3%
TOTAL			
HOMES SOLD	378	400	-5.5%
HOMES CURRENTLY FOR SALE	197	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	72.5%	77.0%	-4.5%
% OF LIST PRICE RECEIVED (AVERAGE)	110.1%	115.8%	-5.7%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+8%** DAYS ON MARKET **0%**

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



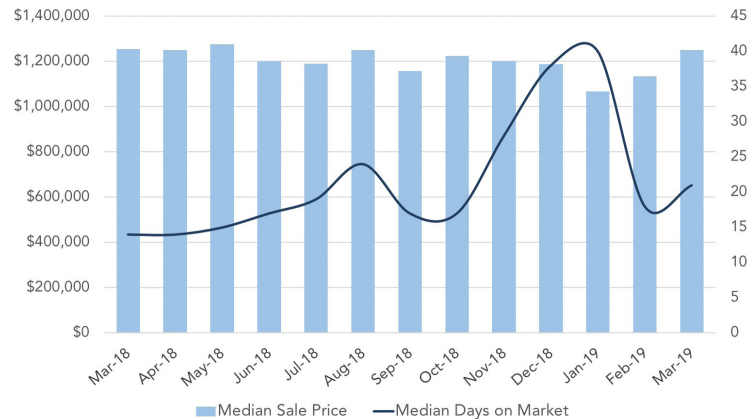
Similar to single family homes, condominium sale prices are down slightly when looking at Q1 2019 vs Q1 2018, but saw a significant spike in March. Just over half of condominiums sold over their list price, with purchasers paying an average of 3.8% over asking. There are currently 361 condominiums/TIC/COOPs listed for sale (excluding BMRs and senior housing), ranging in price from \$420K to \$17.5MM.

CONDOMINIUMS/TIC/COOPS

YEAR-OVER-YEAR COMPARISON

	Q1-'19	Q1-'18	%Δ
MEDIAN			
SALE PRICE	\$1,175,000	\$1,200,000	-2.1%
DAYS ON MARKET	22	17	+29.4%
\$ / SQ. FT.	\$1,097	\$1,107	-0.9%
TOTAL			
HOMES SOLD	515	620	-16.9%
HOMES CURRENTLY FOR SALE	361	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	53.6%	54.8%	-1.2%
% OF LIST PRICE RECEIVED (AVERAGE)	103.8%	105.4%	-1.6%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+10%** DAYS ON MARKET **+17%**

MEDIAN AREA VALUES (MOST RECENT QUARTER)

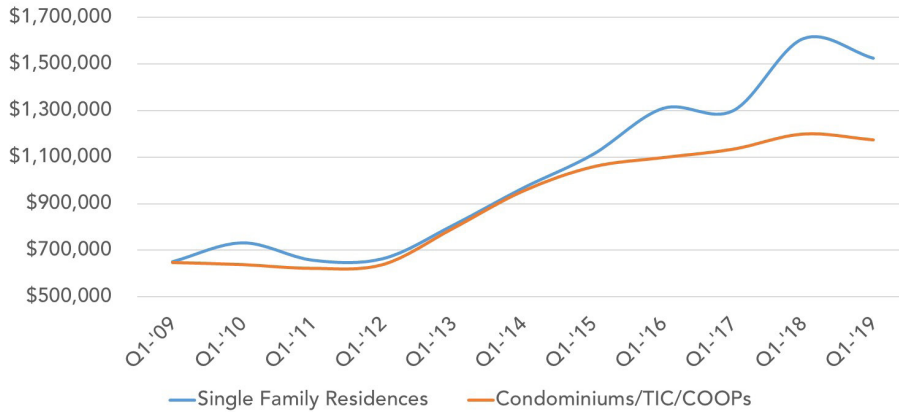
NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Buena Vista/Corona Heights	\$1,675,000	\$1,208	110.2%	13
Cole Valley/Haight	\$1,560,000	\$1,140	101.3%	8*
Marina/Cow Hollow	\$1,550,000	\$1,298	106.7%	25
Pacific Heights/Presidio Heights	\$1,450,000	\$1,127	103.8%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

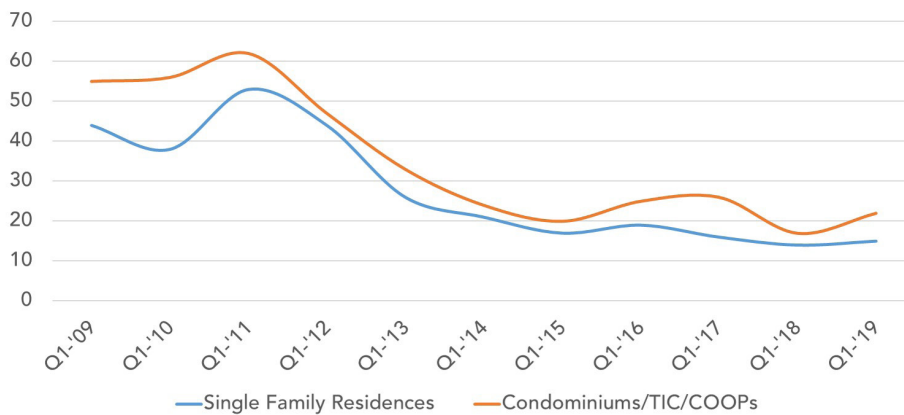
MEDIAN SALE PRICE



Single Family Residences
\$1,525,000
 -5.2% year-over-year

Condominium/TIC/COOPs
\$1,175,000
 -2.1% year-over-year

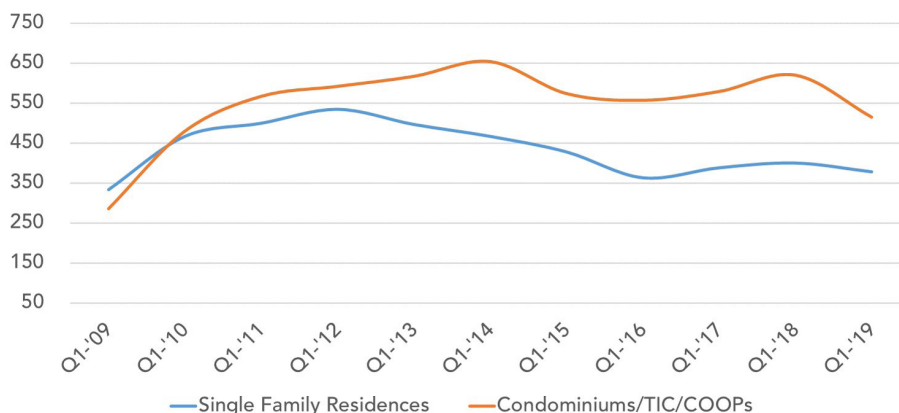
MEDIAN MARKET TIME



Single Family Residences
15 days
 +1 day year-over-year

Condominium/TIC/COOPs
22
 +5 days year-over-year

NUMBER OF SALES



Single Family Residences
378
 -5.5% year-over-year

Condominium/TIC/COOPs
515
 -16.9% year-over-year

Sources: SFAR MLS, Data from 01/01/2009 - 3/31/2019 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