

SAN FRANCISCO MARKET UPDATE | Q1 2018 WRAP-UP

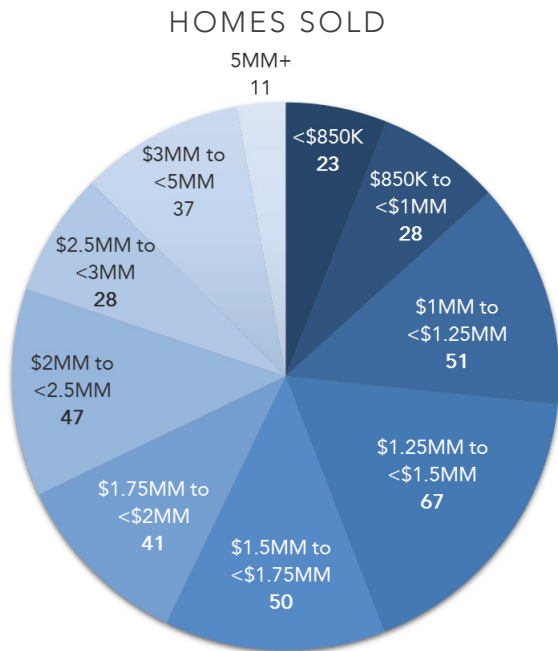
The majority of single family homes sold in Q1 were over \$1.5MM.

The median sale price for San Francisco continues to rise and is at an all-time high. At the same time, the median days on market is at an all-time low; likely being driven by tight inventory levels and high demand.

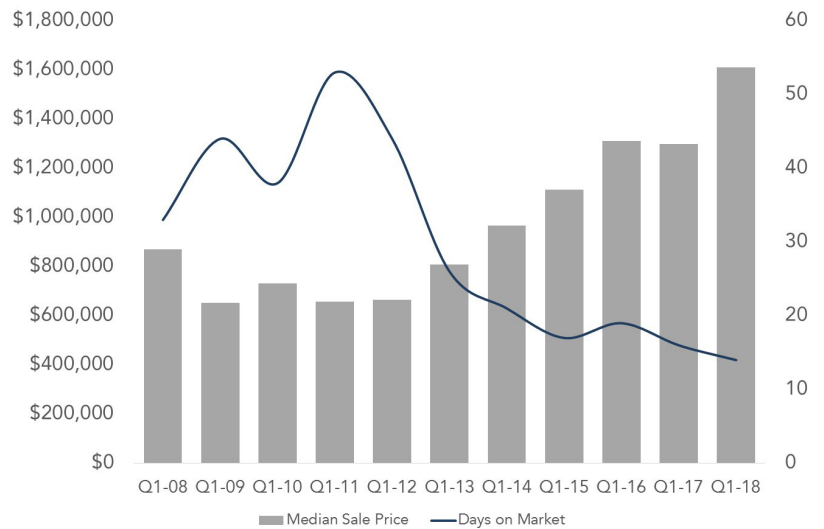
Russian Hill, Pacific Heights/Presidio Heights, and the Marina/Cow Hollow are the top three neighborhoods with the highest single family home median sale price.

Westwood and Sunset neighborhoods saw a dramatic increase in sales over list price.

MARKET SNAPSHOT SINGLE FAMILY



Total Homes Sold: 383



CURRENT INVENTORY SUPPLY:
San Francisco County

NUMBER OF HOMES
167

MONTHS SUPPLY
0.90

MEDIAN AREA VALUES

Neighborhood	Single Family	\$/SqFt	Over List \$
Russian Hill	\$4,995,000	\$1,235	-8%
Pacific/Presidio Heights	\$4,645,000	\$1,275	+6%
Marina/Cow Hollow	\$4,310,500	\$1,467	-2%
Buena Vista/Corona Hts	\$3,320,000	\$1,249	+7%
Mission	\$2,800,000	\$1,034	+10%
Cole Valley/Haight	\$2,772,500	\$936	+7%
Noe Valley	\$2,625,000	\$1,079	+0%
Lower Pac/Laurel Hts	\$2,492,500	\$1,117	-1%
Castro/Duboce Triangle	\$2,418,500	\$1,194	+6%
Alamo Square/NOPA	\$2,155,000	\$854	+11%
Hayes Valley	\$2,130,000	\$959	+14%
Ingleside Ter/Lakeside	\$2,100,000	\$776	+9%
Potrero Hill	\$1,950,000	\$770	+0%
Diamond Heights	\$1,851,000	\$841	+16%
Richmond	\$1,837,500	\$971	+2%
Westwood Pk/Sunnyside	\$1,575,000	\$996	+21%
Bernal Heights/Glen Park	\$1,427,500	\$1,082	+7%
Sunset	\$1,382,500	\$903	+20%
Excelsior/Portola	\$1,060,000	\$716	+7%
Bayview/Hunters Point	\$846,300	\$743	+7%

Sources: Bareis, Data for Single Family Detached Homes. 01/01/2008 - 3/31/2018 was used for values. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



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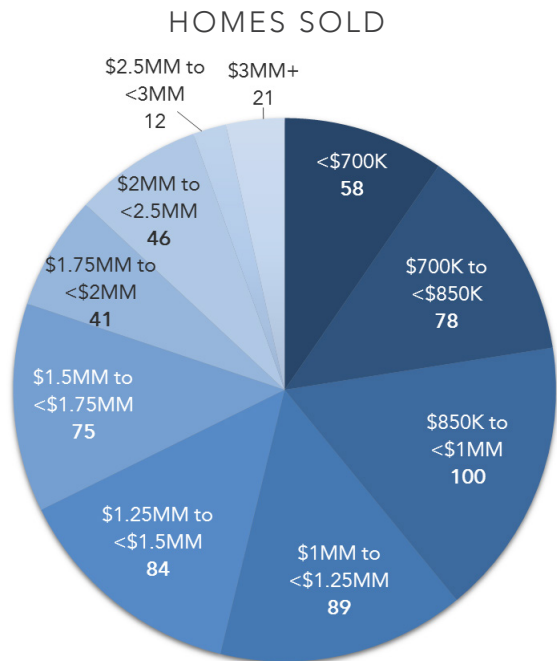
When looking at Condos and TICs, six out of ten sold are over \$1MM.

Cole Valley/Haight leads neighborhoods on median sale prices, while Russian Hill leads on price per square foot.

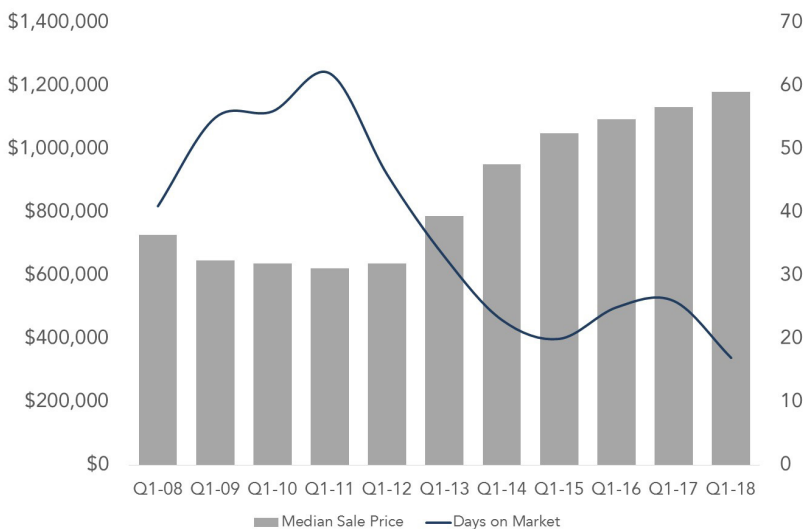
Similarly to single family homes, the median sale price is at an all-time high and days on market at an all-time low.

Noe Valley saw a significant increase in sales over list price.

MARKET SNAPSHOT CONDO/TIC



Total Condo/TIC Sold: 604



CURRENT INVENTORY SUPPLY: San Francisco County

NUMBER OF CONDO/TICs: **299**

MONTHS SUPPLY: **1.13**

MEDIAN AREA VALUES

Neighborhood	Condo/TIC	\$/SqFt	Over List \$
Cole Valley/Haight	\$1,725,000	\$1,080	+12%
Noe Valley	\$1,635,000	\$1,157	+22%
Marina/Cow Hollow	\$1,585,000	\$1,241	+0%
Pacific/Presidio Hts	\$1,575,000	\$1,199	+5%
Russian Hill	\$1,568,000	\$1,283	+5%
Lower Pac/Laurel Hts	\$1,535,000	\$1,117	+3%
Hayes Valley	\$1,420,500	\$1,199	+14%
Castro/Duboce Triangle	\$1,399,000	\$1,162	+2%
Mission Dolores	\$1,378,000	\$1,128	+6%
Nob Hill	\$1,327,500	\$1,084	+0%
Mission Bay	\$1,277,500	\$1,169	+9%
Sunset	\$1,275,000	\$968	+0%
Alamo Square/NOPA	\$1,245,000	\$1,120	+13%
S. Beach/Yerba Buena	\$1,200,000	\$1,235	+0%
Buena Vista/Corona Hts	\$1,125,000	\$1,087	+3%
Richmond	\$1,125,000	\$797	+13%
Mission	\$1,060,000	\$1,052	+18%
Dogpatch	\$995,000	\$1,086	+5%
Bernal Heights/Glen Park	\$984,000	\$1,133	+12%
North Beach/Fisherman's	\$955,635	\$978	+10%
Telegraph Hill	\$947,500	\$1,250	-2%
Potrero Hill	\$925,000	\$1,176	+3%
SOMA	\$854,000	\$1,047	+1%
Bayview/Hunters Point	\$738,888	\$741	+3%
Diamond Heights	\$725,000	\$873	+7%

Sources: Bareis, Data for Condos/TICs. 01/01/2008 - 3/31/2018 was used for values. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075