



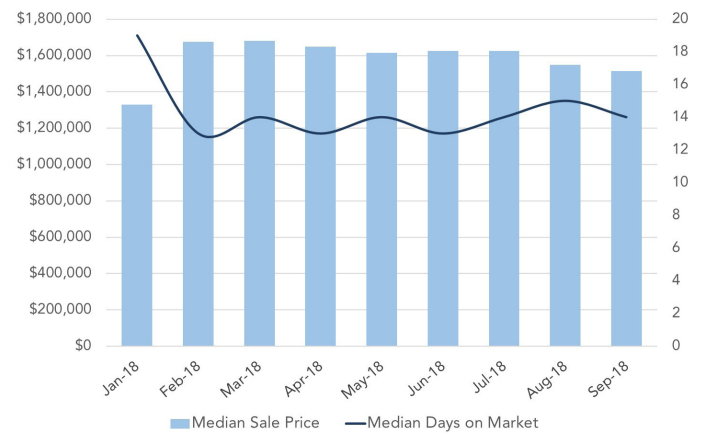
The San Francisco housing market remains strong as the third quarter ends. The median sale price for single family homes is 15% higher than in Q3 of 2017, reaching \$1.57MM. Similarly, the median price per square foot is 8% higher this year at \$952. Looking across neighborhoods, the Marina and Cow Hollow top the list for median sale price, while Pacific Heights and Presidio Heights lead on price per square foot. Neighborhoods in District 2 saw the most number of single family homes sold.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR COMPARISON

	Q3-'18	Q3-'17	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,570,000	\$1,360,000	+15%
DAYS ON MARKET	14	14	0%
\$ / SQ. FT.	\$952	\$878	+8%
<b>TOTAL</b>			
HOMES SOLD	526	597	-12%
HOMES CURRENTLY FOR SALE	349	-	-
OVER LIST PRICE	16%	24%	-8%

### YTD 2018



CHANGE IN PAST MONTH: SALE PRICE -2% DAYS ON MARKET -7%

### MEDIAN AREA VALUES

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	OVER LIST \$	HOMES SOLD
Marina/Cow Hollow	\$4,947,500	\$1,480	-4%	8
Pacific/Presidio Heights	\$4,505,000	\$1,559	-10%	11
Russian Hill	\$4,147,000	\$1,333	-3%	1*
Hayes Valley	\$3,200,000	\$917	11%	1*
Alamo Square/NOPA	\$2,982,500	\$834	2	4
Diamond Heights	\$2,550,000	\$1,019	35%	3
Lower Pac/Laurel Heights	\$2,521,000	\$1,306	15%	5
Castro/Duboce Triangle	\$2,500,000	\$1,442	4%	13
Noe Valley	\$2,141,000	\$1,198	13%	24
Cole Valley/Haight	\$2,050,000	\$1,144	11%	9
Richmond/Lake St	\$1,994,146	\$940	11%	29
Buena Vista/Corona Heights	\$1,895,000	\$1,182	4%	5
Potrero Hill	\$1,775,000	\$1,113	21%	6
Mission	\$1,640,000	\$977	0%	3
Bernal Heights/Glen Park	\$1,600,000	\$1,079	23%	59
Sunset	\$1,436,000	\$961	20%	54
Westwood Park/Sunnyside	\$1,385,000	\$964	21%	14
Ingleside Terrace/Lakeside	\$1,220,000	\$665	33%	10
Excelsior/Portola	\$1,202,500	\$793	22%	42
Bayview/Hunters Point	\$882,500	\$632	5%	22

\*Small sample size (n<3); use caution when interpreting results. | Sources: SFAR MLS, Data from 07/01/2018 - 09/30/2018 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



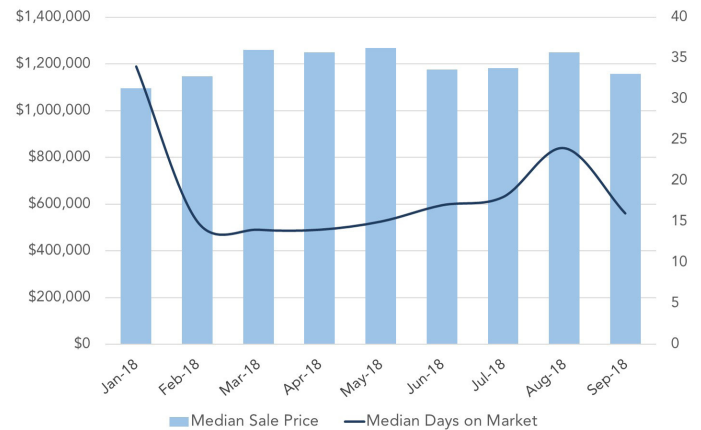
The median sale price for condominiums/TIC is up 6% to \$1.2MM. At the same time, homes are selling faster at a median market time of 19 days; a 14% drop from last year. There were 10% more condominiums/TIC sold in Q3 than at the same time last year. Looking across neighborhoods, Russian Hill leads on median sale price, while the Sunset and Bernal Heights leads in sales over the median sale price. The highest number of condominium/TIC sales occurred in South Beach.

## CONDOMINIUMS/TIC

### YEAR-OVER-YEAR COMPARISON

	Q3-'18	Q3-'17	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,200,000	\$1,130,000	+6%
DAYS ON MARKET	19	22	-14%
\$ / SQ. FT.	\$1,130	\$1,062	+6%
<b>TOTAL</b>			
HOMES SOLD	674	613	+10%
HOMES CURRENTLY FOR SALE	573	-	-
OVER LIST PRICE	10%	8%	+2%

### YTD 2018



CHANGE IN PAST MONTH: SALE PRICE **-7%** DAYS ON MARKET **-33%**

### MEDIAN AREA VALUES

NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	OVER LIST \$	HOMES SOLD
Russian Hill	\$1,700,000	\$1,183	0%	15
Cole Valley/Haight	\$1,512,500	\$1,088	9%	17
Marina/Cow Hollow	\$1,512,500	\$1,221	12%	23
Castro/Duboce Triangle	\$1,479,500	\$1,272	16%	20
Noe Valley	\$1,420,000	\$1,198	16%	26
Pacific/Presidio Heights	\$1,410,000	\$1,105	9%	36
Hayes Valley	\$1,400,000	\$1,239	0%	15
Telegraph Hill	\$1,390,000	\$914	7%	4
Mission Bay	\$1,390,000	\$1,188	3%	29
Richmond/Lake St	\$1,310,000	\$967	1%	31
Sunset	\$1,310,000	\$1,016	32%	9
Bernal Heights/Glen Park	\$1,300,000	\$1,101	31%	15
Alamo Square/NOPA	\$1,300,000	\$1,043	8%	19
Nob Hill	\$1,249,500	\$1,217	6%	26
South Beach/Yerba Buena	\$1,199,000	\$1,167	4%	110
Buena Vista/Corona Heights	\$1,185,000	\$935	19%	21
Lower Pac/Laurel Heights	\$1,182,500	\$1,160	9%	12
Potrero Hill	\$1,165,000	\$1,160	11%	18
Mission Dolores	\$1,138,500	\$1,256	12%	16
Dogpatch	\$1,075,000	\$1,087	5%	18
North Beach/Fisherman's Wharf	\$1,072,500	\$1,124	7%	12
Diamond Heights	\$969,000	\$684	14%	7
Mission	\$950,000	\$1,139	6%	21
SOMA	\$850,000	\$1,093	5%	44
Bayview/Hunters Point	\$799,000	\$709	3%	9

Sources: SFAR MLS, Data from 07/01/2018 - 09/30/2018 was used for neighborhood values. Property types covered: 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