



A trend of market balance is emerging as we approach the end of 2018. November was relatively calmer compared with earlier months. Sales of single family homes were down 15% compared with last year, while the number of properties for sale remains low.

While the median sale price of single family homes citywide fell 3.5%, the price per square foot rose 3.8%. Three-quarters of homes sold over their list price, recognizing 111.6% of total list price received.

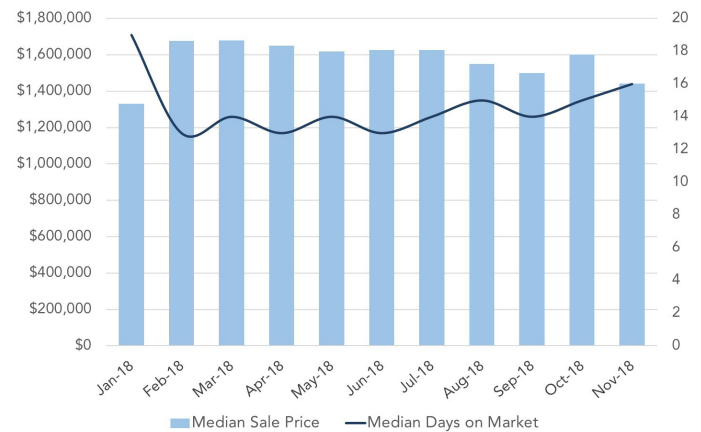
Neighborhoods that saw the largest sales over list price include Excelsior, Portola, Sunset, Westwood Park and Sunnyside.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR COMPARISON

	NOV-'18	NOV-'17	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,442,500	\$1,495,000	-3.5%
DAYS ON MARKET	16	14	+14.3%
\$ / SQ. FT.	\$968	\$933	+3.8%
<b>TOTAL</b>			
HOMES SOLD	208	245	-15.1%
HOMES CURRENTLY FOR SALE	251	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	75.0%	80.8%	-5.8%
% OF LIST PRICE RECEIVED (AVERAGE)	111.6%	115.5%	-3.9%

### YTD 2018



CHANGE IN PAST MONTH: SALE PRICE **-10%** DAYS ON MARKET **+7%**

### MEDIAN AREA VALUES

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$4,625,000	\$1,362	98.4%	8
Lower Pac/Laurel Heights	\$4,450,000	\$1,305	111.5%	2*
Potrero Hill	\$3,145,000	\$1,232	104.3%	5
Russian Hill	\$2,800,000	\$1,728	100.0%	1*
Marina/Cow Hollow	\$2,764,500	\$1,211	100.2%	3*
Buena Vista/Corona Heights	\$2,600,000	\$1,050	101.2%	3*
Noe Valley	\$2,350,000	\$1,155	106.3%	12
Castro/Duboce Triangle	\$2,065,000	\$1,261	105.8%	9
Richmond/Lake St	\$1,775,000	\$968	109.9%	15
Bernal Heights/Glen Park	\$1,515,000	\$1,044	109.9%	20
Cole Valley/Haight	\$1,417,500	\$1,525	105.6%	2*
Sunset	\$1,380,000	\$1,000	118.9%	22
Westwood Park/Sunnyside	\$1,300,000	\$1,070	117.0%	9
Ingleside Terrace/Lakeside	\$1,280,000	\$754	95.9%	2*
Mission	\$1,250,000	\$1,047	116.5%	3*
Excelsior/Portola	\$1,100,000	\$792	120.5%	11
Bayview/Hunters Point	\$968,000	\$631	114.6%	9
Hayes Valley	-	-	-	0
Alamo Square/NOPA	-	-	-	0
Diamond Heights	-	-	-	0

\*Small sample size (n<5); use caution when interpreting results. | Sources: SFAR MLS, Data from 01/01/2018 - 11/30/2018 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



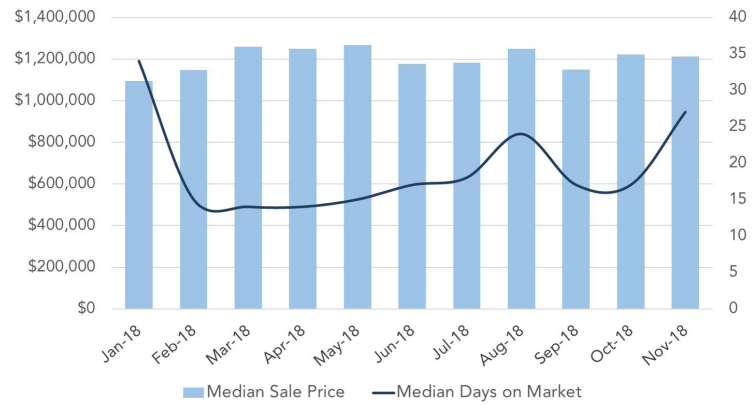
Similar to single family homes, the median sale price for Condominiums and TIC fell slightly while the price per square foot ticked up. There were 238 closing for the month of November, which is 10.9% lower than last year. There are currently 410 condominiums/TIC for sale today (excluding BMRs and senior housing), ranging from \$495K to \$15MM. Just over half of properties sold over their list price, recognizing 104.2% of total list price received.

## CONDOMINIUMS/TIC

### YEAR-OVER-YEAR COMPARISON

	NOV-'18	NOV-'17	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,212,500	\$1,245,000	-2.6%
DAYS ON MARKET	27	25	+8.0%
\$ / SQ. FT.	\$1,073	\$1,062	+1.0%
<b>TOTAL</b>			
HOMES SOLD	238	267	-10.9%
HOMES CURRENTLY FOR SALE	410	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	55.9%	58.4%	-2.5%
% OF LIST PRICE RECEIVED (AVERAGE)	104.2%	104.7%	-0.5%

### YTD 2018



CHANGE IN PAST MONTH: SALE PRICE -1% DAYS ON MARKET +59%

### MEDIAN AREA VALUES

NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Russian Hill	\$1,648,750	\$1,135	97.8%	7
Noe Valley	\$1,587,500	\$1,060	105.4%	12
Castro/Duboce Triangle	\$1,577,645	\$1,280	115.2%	8
Cole Valley/Haight	\$1,565,000	\$1,048	109.8%	7
Diamond Heights	\$1,495,000	\$701	100.0%	1*
Pacific/Presidio Heights	\$1,332,500	\$1,187	104.2%	24
Alamo Square/NOPA	\$1,300,000	\$1,131	107.6%	5
Marina/Cow Hollow	\$1,250,000	\$1,141	110.4%	6
North Beach/Fisherman's Wharf	\$1,250,000	\$1,019	103.5%	3*
Dogpatch	\$1,242,500	\$1,271	104.9%	2*
Bernal Heights/Glen Park	\$1,235,000	\$1,269	114.9%	7
Nob Hill*	\$1,232,500	\$1,304	0.9%	8
Potrero Hill	\$1,225,000	\$978	101.3%	7
Mission Dolores	\$1,204,375	\$1,185	105.5%	6
South Beach/Yerba Buena	\$1,200,000	\$1,120	100.7%	31
Hayes Valley	\$1,200,000	\$960	100.4%	5
Richmond	\$1,198,625	\$1,165	102.8%	10
Lower Pac/Laurel Heights	\$1,190,000	\$1,100	109.5%	7
Buena Vista/Corona Heights	\$1,159,000	\$1,182	113.7%	5
Mission	\$1,110,000	\$1,056	104.7%	16
Mission Bay	\$1,085,000	\$1,034	98.8%	8
SOMA	\$838,000	\$933	100.0%	17
Telegraph Hill	\$682,500	-	109.3%	2*
Sunset	\$675,000	\$1,068	105.9%	3*
Bayview/Hunters Point	\$578,000	\$622	98.3%	1*

\*Small sample size (n<5); use caution when interpreting results. | Sources: SFAR MLS, Data from 01/01/2018 - 11/30/2018 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