



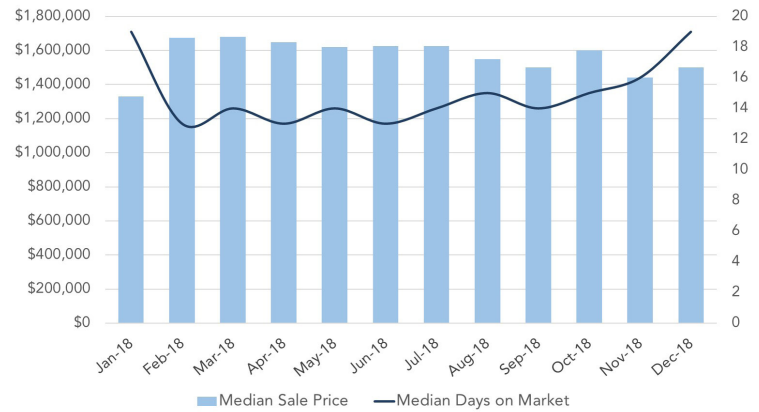
2018 was another banner year for San Francisco. On a year-over-year basis, the median sale price rose 13% for single family homes; the largest annual dollar increase ever (not adjusted for inflation), which was largely driven by market conditions at the beginning of the year. Similarly, the price per square foot rose over 7% to a median of \$958. Eight out of ten single family homes sold over their list price for a total of 116% total list price received. The median market time remains unchanged since 2017 at 14 days. A total of 2,218 single family homes were sold in 2018, which is comparable to last year's number. Currently, there are 143 single family homes listed for sale in San Francisco, ranging from \$598K to \$11.9MM.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR COMPARISON

|                                      | 2018        | 2017        | %Δ     |
|--------------------------------------|-------------|-------------|--------|
| <b>MEDIAN</b>                        |             |             |        |
| SALE PRICE                           | \$1,600,000 | \$1,415,000 | +13.1% |
| DAYS ON MARKET                       | 14          | 14          | 0%     |
| \$ / SQ. FT.                         | \$958       | \$892       | +7.4%  |
| <b>TOTAL</b>                         |             |             |        |
| HOMES SOLD                           | 2,218       | 2,262       | -1.9%  |
| HOMES CURRENTLY FOR SALE             | 143         | -           | -      |
| % OF PROPERTIES SOLD OVER LIST PRICE | 80.2%       | 78.9%       | +1.3%  |
| % OF LIST PRICE RECEIVED (AVERAGE)   | 116.0%      | 115.1%      | +0.9%  |

### YTD 2018



CHANGE IN PAST MONTH: SALE PRICE **+5%** DAYS ON MARKET **+19%**

### MEDIAN AREA VALUES

| NEIGHBORHOOD               | SINGLE FAMILY | \$ / SQ. FT. | % OF LIST PRICE RECEIVED (AVERAGE) | HOMES SOLD |
|----------------------------|---------------|--------------|------------------------------------|------------|
| Pacific/Presidio Heights   | \$6,155,000   | \$1,525      | 101.2%                             | 53         |
| Marina/Cow Hollow          | \$4,338,000   | \$1,418      | 102.0%                             | 46         |
| Russian Hill               | \$4,147,000   | \$1,252      | 100.4%                             | 13         |
| Lower Pac/Laurel Heights   | \$2,850,000   | \$1,294      | 107.3%                             | 27         |
| Alamo Square/NOPA          | \$2,740,000   | \$853        | 104.5%                             | 9          |
| Cole Valley/Haight         | \$2,600,000   | \$1,048      | 108.2%                             | 28         |
| Hayes Valley               | \$2,575,000   | \$959        | 107.0%                             | 9          |
| Buena Vista/Corona Heights | \$2,555,000   | \$1,146      | 109.8%                             | 26         |
| Castro/Duboce Triangle     | \$2,505,000   | \$1,254      | 108.7%                             | 61         |
| Noe Valley                 | \$2,310,000   | \$1,253      | 112.6%                             | 128        |
| Diamond Heights            | \$2,100,000   | \$980        | 111.9%                             | 11         |
| Ingleside Terrace/Lakeside | \$2,075,000   | \$815        | 110.0%                             | 28         |
| Potrero Hill               | \$1,925,000   | \$1,035      | 114.8%                             | 36         |
| Richmond/Lake St           | \$1,925,000   | \$939        | 112.7%                             | 161        |
| Mission                    | \$1,740,000   | \$1,016      | 108.6%                             | 29         |
| Bernal Heights/Glen Park   | \$1,625,000   | \$1,095      | 116.7%                             | 238        |
| Westwood Park/Sunnyside    | \$1,485,000   | \$1,033      | 122.7%                             | 66         |
| Sunset                     | \$1,450,000   | \$983        | 124.9%                             | 192        |
| Excelsior/Portola          | \$1,150,000   | \$806        | 121.6%                             | 149        |
| Bayview/Hunters Point      | \$890,000     | \$669        | 113.5%                             | 80         |

Sources: SFAR MLS, Data from 01/01/2018 - 12/31/2018 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



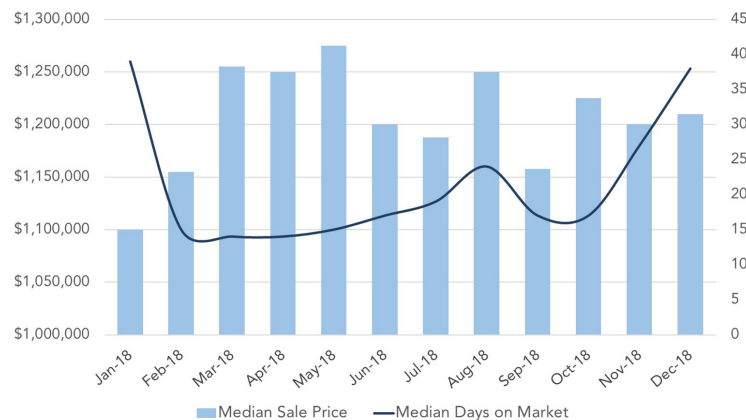
Looking at condominiums and TIC, the median sale price increased by nearly 5% on a year-over-year basis to just over \$1.2MM. Six out of ten condominiums/TIC sold over their list price for a total of 106% list price received. The median market time decreased by 17% to 19 days. There were 3.5% more condominiums/TIC sold in 2018 than 2017, at a total of 2,919. There are currently 310 condominiums/TIC listed for sale in San Francisco, ranging from \$320K to \$19.5MM.

## CONDOMINIUMS/TIC

### YEAR-OVER-YEAR COMPARISON

|                                      | 2018        | 2017        | %Δ     |
|--------------------------------------|-------------|-------------|--------|
| <b>MEDIAN</b>                        |             |             |        |
| SALE PRICE                           | \$1,215,000 | \$1,160,000 | +4.7%  |
| DAYS ON MARKET                       | 19          | 23          | -17.4% |
| \$ / SQ. FT.                         | \$1,112     | \$1,052     | +5.7%  |
| <b>TOTAL</b>                         |             |             |        |
| HOMES SOLD                           | 2,919       | 2,819       | +3.5%  |
| HOMES CURRENTLY FOR SALE             | 310         | -           | -      |
| % OF PROPERTIES SOLD OVER LIST PRICE | 62.1%       | 60.2%       | +1.9%  |
| % OF LIST PRICE RECEIVED (AVERAGE)   | 106.6%      | 105.1%      | +1.5%  |

### YTD 2018



CHANGE IN PAST MONTH: SALE PRICE **+1%** DAYS ON MARKET **+41%**

### MEDIAN AREA VALUES

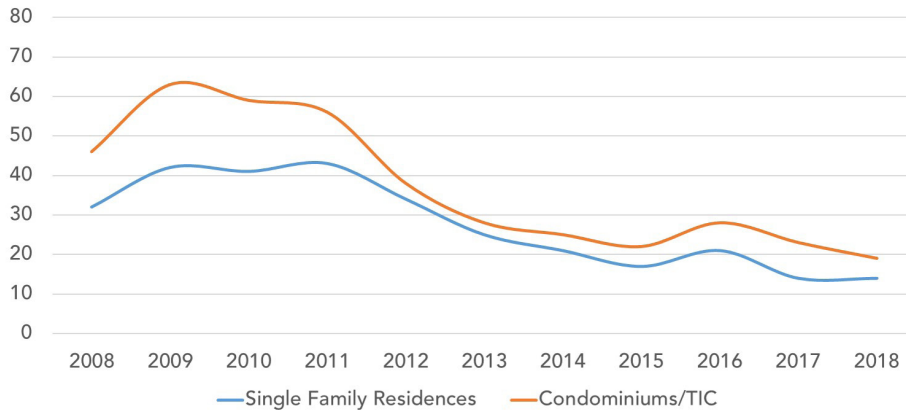
| NEIGHBORHOOD                  | CONDOMINIUMS/TIC | \$ / SQ. FT. | % OF LIST PRICE RECEIVED (AVERAGE) | HOMES SOLD |
|-------------------------------|------------------|--------------|------------------------------------|------------|
| Cole Valley/Haight            | \$1,555,000      | \$1,077      | 114.4%                             | 69         |
| Russian Hill*                 | \$1,550,000      | \$1,232      | 105.1%                             | 97         |
| Noe Valley                    | \$1,500,000      | \$1,163      | 114.5%                             | 103        |
| Pacific/Presidio Heights      | \$1,495,000      | \$1,206      | 106.1%                             | 189        |
| Marina/Cow Hollow             | \$1,490,650      | \$1,204      | 109.0%                             | 100        |
| Castro/Duboce Triangle        | \$1,479,500      | \$1,211      | 114.0%                             | 100        |
| Mission Bay                   | \$1,350,000      | \$1,152      | 101.9%                             | 171        |
| Alamo Square/NOPA             | \$1,325,000      | \$1,083      | 109.0%                             | 75         |
| Lower Pac/Laurel Heights      | \$1,310,000      | \$1,107      | 108.3%                             | 77         |
| Nob Hill*                     | \$1,300,000      | \$1,171      | 102.6%                             | 93         |
| Mission Dolores               | \$1,283,000      | \$1,209      | 112.2%                             | 60         |
| Buena Vista/Corona Heights    | \$1,275,000      | \$1,169      | 112.9%                             | 59         |
| Hayes Valley                  | \$1,265,000      | \$1,196      | 108.1%                             | 83         |
| Sunset                        | \$1,250,000      | \$985        | 115.2%                             | 48         |
| Mission                       | \$1,222,000      | \$1,056      | 109.4%                             | 137        |
| South Beach/Yerba Buena       | \$1,205,000      | \$1,214      | 101.1%                             | 406        |
| Dogpatch                      | \$1,193,500      | \$1,168      | 105.2%                             | 60         |
| Bernal Heights/Glen Park      | \$1,180,000      | \$1,057      | 113.3%                             | 68         |
| Potrero Hill                  | \$1,162,500      | \$1,092      | 108.6%                             | 58         |
| Richmond                      | \$1,160,000      | \$936        | 110.3%                             | 99         |
| North Beach/Fisherman's Wharf | \$1,050,000      | \$1,062      | 103.6%                             | 52         |
| Telegraph Hill                | \$995,000        | \$1,206      | 109.5%                             | 23         |
| SOMA                          | \$895,000        | \$1,032      | 102.9%                             | 183        |
| Diamond Heights               | \$877,000        | \$877        | 106.4%                             | 32         |
| Bayview/Hunters Point         | \$745,000        | \$741        | 100.1%                             | 39         |

\*Small sample size (n<5); use caution when interpreting results. | Sources: SFAR MLS, Data from 01/01/2018 - 12/31/2018 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 MARKET TIME



Condominium/TIC  
**19 days**  
 -4 days year-over-year

Single Family  
**14 DAYS**  
 No change year-over-year

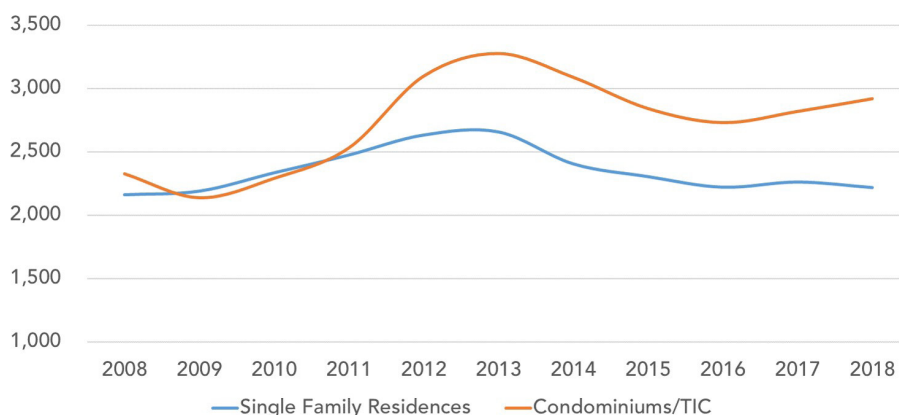
### MEDIAN SALE PRICE



Condominium/TIC  
**\$1,215,000**  
 +4.7% year-over-year

Single Family  
**\$1,600,000**  
 +13.1% year-over-year

### NUMBER OF SALES



Condominium/TIC  
**2,919**  
 +3.5% year-over-year

Single Family  
**2,218**  
 -1.9% year-over-year

Sources: SFAR MLS, Data from 01/01/2018 - 12/31/2018 was used for neighborhood 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