



The median sale price for 2-4 unit buildings reached just under \$2MM in Q1 2019. While this represents a 5% drop from Q1 2018, we actually saw the highest monthly median sale price to date during February 2019 which closed at \$2,215,000. The median market time is also lower than the same time last year at a competitive 25 days. Over half of buildings sold above their list price, with purchasers paying an average of 4.2% over asking.

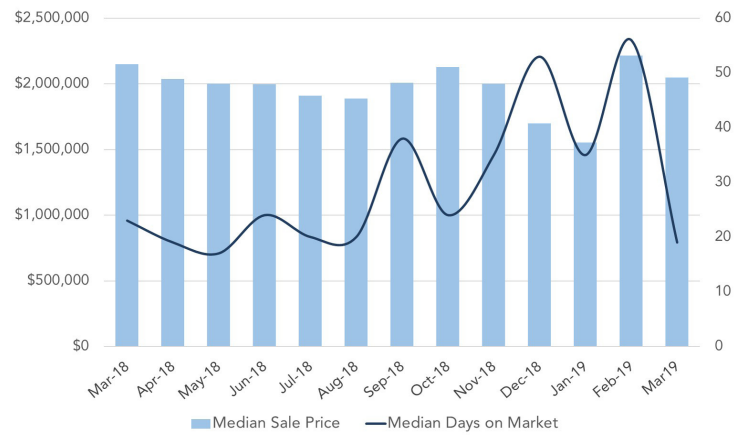
Looking across districts, District 1 leads in percent of list price received. The highest number of sales occurred in District 1 followed by District 5 and District 9. There are currently 103 buildings listed for sale in San Francisco, ranging in price from \$949K to \$9.5MM.

2-4 UNITS / MIXED USE

YEAR-OVER-YEAR COMPARISON

	Q1-'19	Q1-'18	%Δ
MEDIAN			
SALE PRICE	\$1,988,000	\$2,100,000	-5.3%
DAYS ON MARKET	25	27	-7.4%
\$ / SQ. FT.	\$651	\$686	-5.1%
TOTAL			
PROPERTIES SOLD	67	101	-33.7%
PROPERTIES FOR SALE	103	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	56.7%	52.5%	+4.2%
% OF LIST PRICE RECEIVED (AVERAGE)	104.2%	105.7%	-1.5%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-7%** DAYS ON MARKET **-66%**

MEDIAN DISTRICT VALUES

(MOST RECENT QUARTER)

DISTRICT	2-4 UNIT BUILDINGS	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	BUILDINGS SOLD
District 1	\$2,050,000	\$626	109.2%	15*
District 2	\$1,700,000	\$703	103.4%	7*
District 3	\$1,594,000	\$493	97.8%	2*
District 4	\$1,290,000	\$478	107.5%	1*
District 5	\$2,000,018	\$580	105.5%	13*
District 6	\$2,050,000	\$706	102.9%	3*
District 7	\$3,350,000	\$1,233	101.7%	6*
District 8	\$2,602,500	\$819	97.2%	6*
District 9	\$1,745,000	\$693	104.9%	10*
District 10	\$912,500	\$404	98.2%	4*

* Small sample size (n<50); use caution when interpreting statistics. Sources: SFAR MLS; Data from 1/01/2019 - 3/31/2019 was used for district values. Property types covered: 2-4 Units/Mixed Use Buildings. 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 market for 5+ unit buildings is off to a slower start in 2019. Sales were down 43% compared to the same time last year, which does not give sufficient data to draw any reliable conclusions. There are currently 59 buildings listed for sale in San Francisco, ranging in price from \$1,443,750 to \$32MM.

5+ UNITS / MIXED USE

YEAR-OVER-YEAR COMPARISON

	Q1-'19	Q1-'18	%Δ
MEDIAN			
SALE PRICE	\$2,450,000	\$3,650,000	-32.9%
DAYS ON MARKET	77	53	+45.3%
\$ / SQ. FT.	\$504	\$579	-13.0%
TOTAL			
PROPERTIES SOLD	21*	37*	-43.2%
PROPERTIES FOR SALE	59	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	28.6%	35.1%	-6.5%
% OF LIST PRICE RECEIVED (AVERAGE)	96.1%	99.8%	-3.7%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+55%** DAYS ON MARKET **+94%**

MEDIAN DISTRICT VALUES

(MOST RECENT QUARTER)

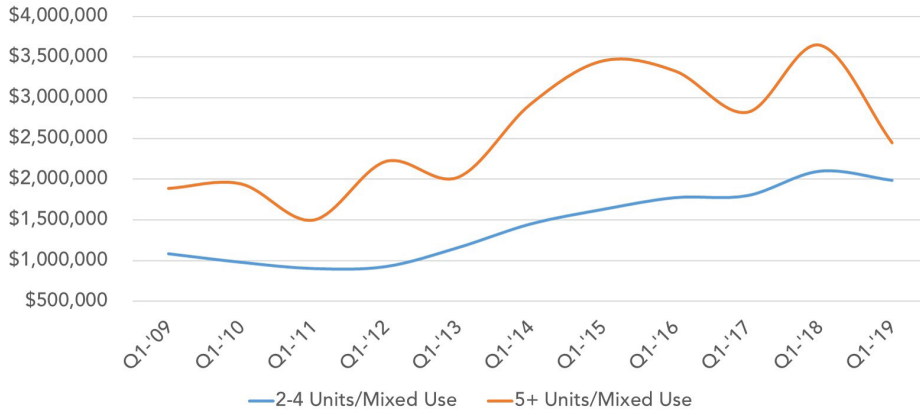
DISTRICT	5+ UNIT BUILDINGS	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	BUILDINGS SOLD
District 1	\$2,150,000	\$543	107.7%	3*
District 2	\$2,450,000	\$426	90.9%	1*
District 3	-	-	-	0
District 4	-	-	-	0
District 5	\$3,117,500	\$638	95.7%	6*
District 6	\$4,275,000	\$458	90.8%	2*
District 7	-	-	-	0
District 8	\$5,175,000	\$461	94.2%	5*
District 9	\$2,000,000	\$441	93.1%	3*
District 10	\$1,863,888	\$404	98.7%	1*

* Small sample size (n<50); use caution when interpreting statistics. Sources: SFAR MLS; Data from 1/01/2019 - 3/31/2019 was used for district values. Property types covered: 5+ Units/Mixed Use Buildings. 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



YEAR-OVER-YEAR COMPARISONS

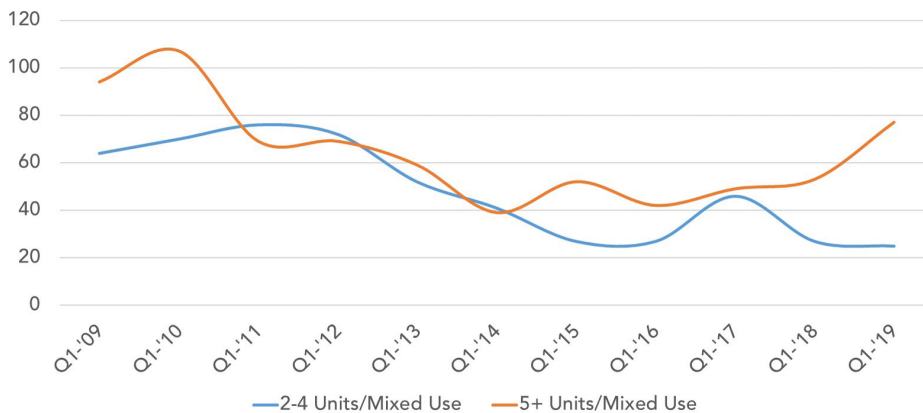
MEDIAN SALE PRICE



2-4 Units
\$1,988,000
 -5.3% year-over-year

5+ Units
\$2,450,000
 -32.9% year-over-year

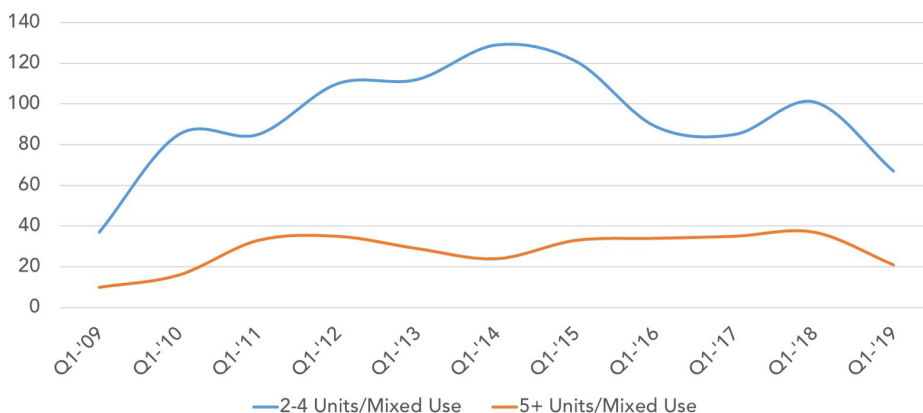
MEDIAN MARKET TIME



2-4 Units
25 days
 -2 days year-over-year

5+ Units
77 days
 +24 days year-over-year

NUMBER OF SALES



2-4 Units
67
 -33.7% year-over-year

5+ Units
21
 -43.2% year-over-year

Sources: SFAR MLS, Data from 01/01/2009 - 3/31/2019 was used for city values. Property types covered: 2-4 Units/Mixed Use and 5+ Units/Mixed Use Buildings. Only property data posted on the MLS is covered. Russian Hill and Nob Hill neighborhood values include coop closings. 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