



REAL ESTATE REPORT

Q1 2020

SAN FRANCISCO COUNTY

Dear Steven,

The Quarterly Report offers insight into residential real estate sales activity and regional trends. It complements the Area Report, giving you a broader look at the real estate market. If you are interested in receiving the Area Report, please let me know. I would be happy to set that up for you.

The market summary below offers a look at sales activity for the prior quarter and year, along with current and past year-to-date statistics. The graphs cover several different aspects of the real estate market. Note how some of the graphs break out trends by price increments. Please contact me if you would like more information on your current market.

MINCHEN TEAM

CalRE : 01367542

Cell: (415) 690-0352

Steven@MinchenTeam.com

www.minchenteam.com/

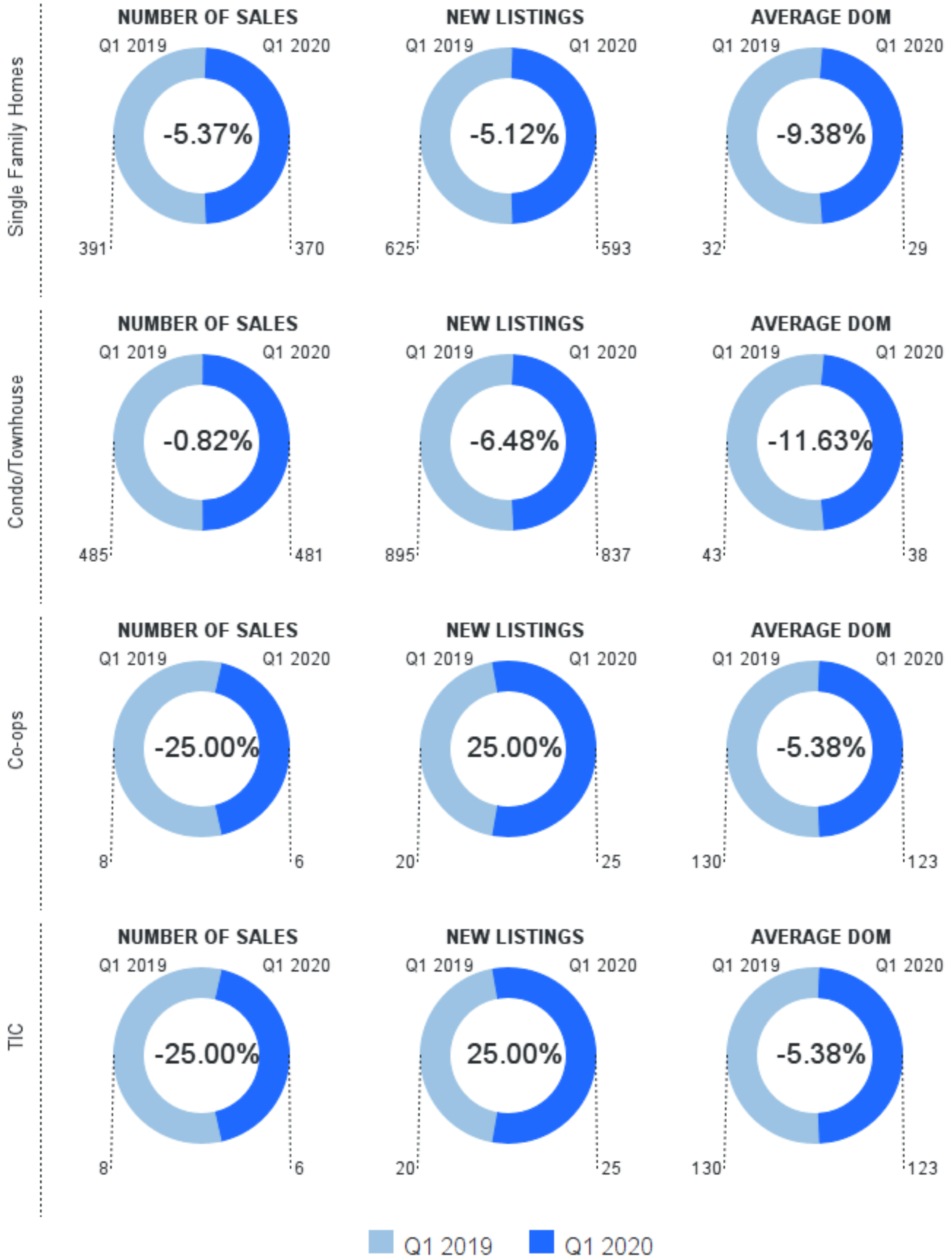


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SAN FRANCISCO COUNTY | Q1 2020

REAL ESTATE SNAPSHOT - Change since this time last year



REAL ESTATE SNAPSHOT

SAN FRANCISCO COUNTY

Q1 2020

-3.07%

PROPERTIES SOLD
ALL PROPERTY TYPES

6.11%

AVERAGE SOLD PRICE
ALL PROPERTY TYPES

7.69%

MEDIAN SOLD PRICE
ALL PROPERTY TYPES

-6.16%

NEW LISTINGS
ALL PROPERTY TYPES

5.71%

AVERAGE LIST PRICE
ALL PROPERTY TYPES

7.66%

MEDIAN LIST PRICE
ALL PROPERTY TYPES

0.59%

LIST/SELL PRICE RATIO
ALL PROPERTY TYPES

-10.00%

AVERAGE DAYS ON MARKET
ALL PROPERTY TYPES

-13.64%

MEDIAN DAYS ON MARKET
ALL PROPERTY TYPES

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change
District 1	88	107	-18% ↓	62	58	6.90% ↑	\$1.76 M	\$1.50 M	17% ↑	13	17	-24% ↓
Single Family Homes	49	52	-5.77% ↓	37	32	16% ↑	\$2.10 M	\$2.08 M	1.18% ↑	13	14	-7.14% ↓
Condo/Townhouse	29	44	-34% ↓	18	22	-18% ↓	\$1.58 M	\$1.30 M	21% ↑	29	17	71% ↑
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	10	11	-9.09% ↓	7	4	75% ↑	\$1.43 M	\$938 K	53% ↑	12	31	-61% ↓
District 2	87	100	-13% ↓	74	67	10% ↑	\$1.45 M	\$1.43 M	1.75% ↑	14	14	0.00%
Single Family Homes	70	88	-20% ↓	63	59	6.78% ↑	\$1.46 M	\$1.48 M	-1.35% ↓	14	14	0.00%
Condo/Townhouse	11	9	22% ↑	5	5	0.00%	\$1.50 M	\$1.43 M	5.26% ↑	16	11	45% ↑
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	6	3	100% ↑	6	3	100% ↑	\$870 K	\$705 K	23% ↑	31	56	-45% ↓
District 3	38	44	-14% ↓	22	20	10% ↑	\$1.25 M	\$985 K	26% ↑	19	15	27% ↑
Single Family Homes	34	31	9.68% ↑	19	18	5.56% ↑	\$1.25 M	\$985 K	27% ↑	19	15	27% ↑
Condo/Townhouse	4	13	-69% ↓	3	2	50% ↑	\$1.24 M	\$1.10 M	13% ↑	49	63	-22% ↓
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	0	0		0	0		\$0	\$0		0	0	
District 4	77	95	-19% ↓	56	58	-3.45% ↓	\$1.67 M	\$1.53 M	9.18% ↑	14	16	-13% ↓
Single Family Homes	68	79	-14% ↓	46	49	-6.12% ↓	\$1.88 M	\$1.61 M	17% ↑	13	14	-7.14% ↓
Condo/Townhouse	9	15	-40% ↓	10	9	11% ↑	\$597 K	\$648 K	-7.87% ↓	78	27	189% ↑
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	0	1		0	0		\$0	\$0		0	0	

SAN FRANCISCO COUNTY

REAL ESTATE SNAPSHOT | Q1 2020

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change
District 5	237	213	11%	124	120	3.33%	\$1.61 M	\$1.69 M	-4.30%	13	14	-7.14%
Single Family Homes	104	89	17%	49	55	-11%	\$2.80 M	\$2.38 M	18%	12	14	-14%
Condo/Townhouse	97	99	-2.02%	58	55	5.45%	\$1.46 M	\$1.46 M	0.00%	12	15	-20%
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	36	25	44%	17	10	70%	\$1.36 M	\$1.07 M	27%	39	31	26%
District 6	79	89	-11%	49	56	-13%	\$1.44 M	\$1.23 M	17%	14	15	-6.67%
Single Family Homes	18	15	20%	7	11	-36%	\$2.65 M	\$3.30 M	-20%	14	13	7.69%
Condo/Townhouse	55	63	-13%	38	37	2.70%	\$1.30 M	\$1.20 M	8.21%	13	15	-13%
Co-ops	1	4	-75%	1	2	-50%	\$607 K	\$619 K	-1.86%	49	98	-50%
TIC	5	7	-29%	3	6	-50%	\$1.42 M	\$1.02 M	39%	19	22	-14%
District 7	120	138	-13%	76	89	-15%	\$2.21 M	\$1.63 M	36%	16	21	-24%
Single Family Homes	30	30	0.00%	18	18	0.00%	\$4.41 M	\$4.57 M	-3.50%	18	32	-44%
Condo/Townhouse	77	87	-11%	52	59	-12%	\$1.79 M	\$1.54 M	16%	16	11	45%
Co-ops	2	7	-71%	0	1		\$0	\$2.60 M		0	161	
TIC	11	14	-21%	6	11	-45%	\$1.80 M	\$1.19 M	51%	42	35	20%
District 8	160	197	-19%	90	92	-2.17%	\$1.20 M	\$993 K	21%	22	36	-39%
Single Family Homes	12	12	0.00%	4	4	0.00%	\$6.90 M	\$3.13 M	121%	52	70	-26%
Condo/Townhouse	114	140	-19%	77	70	10%	\$1.18 M	\$850 K	39%	22	35	-37%
Co-ops	22	9	144%	5	5	0.00%	\$2.89 M	\$2.30 M	26%	63	127	-50%
TIC	12	36	-67%	4	13	-69%	\$1.19 M	\$1.35 M	-12%	15	31	-52%
District 9	422	408	3.43%	227	218	4.13%	\$1.26 M	\$1.18 M	6.99%	21	18	17%
Single Family Homes	57	61	-6.56%	34	30	13%	\$1.53 M	\$1.59 M	-4.09%	13	15	-13%
Condo/Townhouse	346	329	5.17%	179	174	2.87%	\$1.20 M	\$1.10 M	9.09%	22	19	16%
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	19	18	5.56%	14	14	0.00%	\$1.07 M	\$1.10 M	-2.95%	46	27	70%
District 10	107	108	-0.93%	59	80	-26%	\$1.12 M	\$949 K	18%	19	28	-32%
Single Family Homes	85	88	-3.41%	50	65	-23%	\$1.16 M	\$1.00 M	16%	17	27	-37%
Condo/Townhouse	21	18	17%	7	15	-53%	\$800 K	\$710 K	13%	28	33	-15%
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	1	2	-50%	2	0		\$789 K	\$0		80	0	
Total	1415	1499	-5.60%	839	858	-2.21%	\$1.43 M	\$1.31 M	9.15%	16	19	-16%
Single Family Homes	527	545	-3.30%	327	341	-4.11%	\$1.63 M	\$1.60 M	1.56%	14	15	-6.67%
Condo/Townhouse	763	817	-6.61%	447	448	-0.22%	\$1.27 M	\$1.18 M	7.66%	19	20	-5.00%
Co-ops	25	20	25%	6	8	-25%	\$2.54 M	\$1.95 M	31%	56	129	-57%
TIC	100	117	-15%	59	61	-3.28%	\$1.20 M	\$1.09 M	9.67%	34	31	9.68%

REAL ESTATE SNAPSHOT

SAN FRANCISCO COUNTY

MARKET OVERVIEW

Q1 2020 | Single Family Homes 

-5.37%
PROPERTIES SOLD
SINGLE FAMILY HOMES

8.97%
AVERAGE SOLD PRICE
SINGLE FAMILY HOMES

4.22%
MEDIAN SOLD PRICE
SINGLE FAMILY HOMES

-5.12%
NEW LISTINGS
SINGLE FAMILY HOMES

8.66%
AVERAGE LIST PRICE
SINGLE FAMILY HOMES

0.22%
MEDIAN LIST PRICE
SINGLE FAMILY HOMES

1.69%
LIST/SELL PRICE RATIO
SINGLE FAMILY HOMES

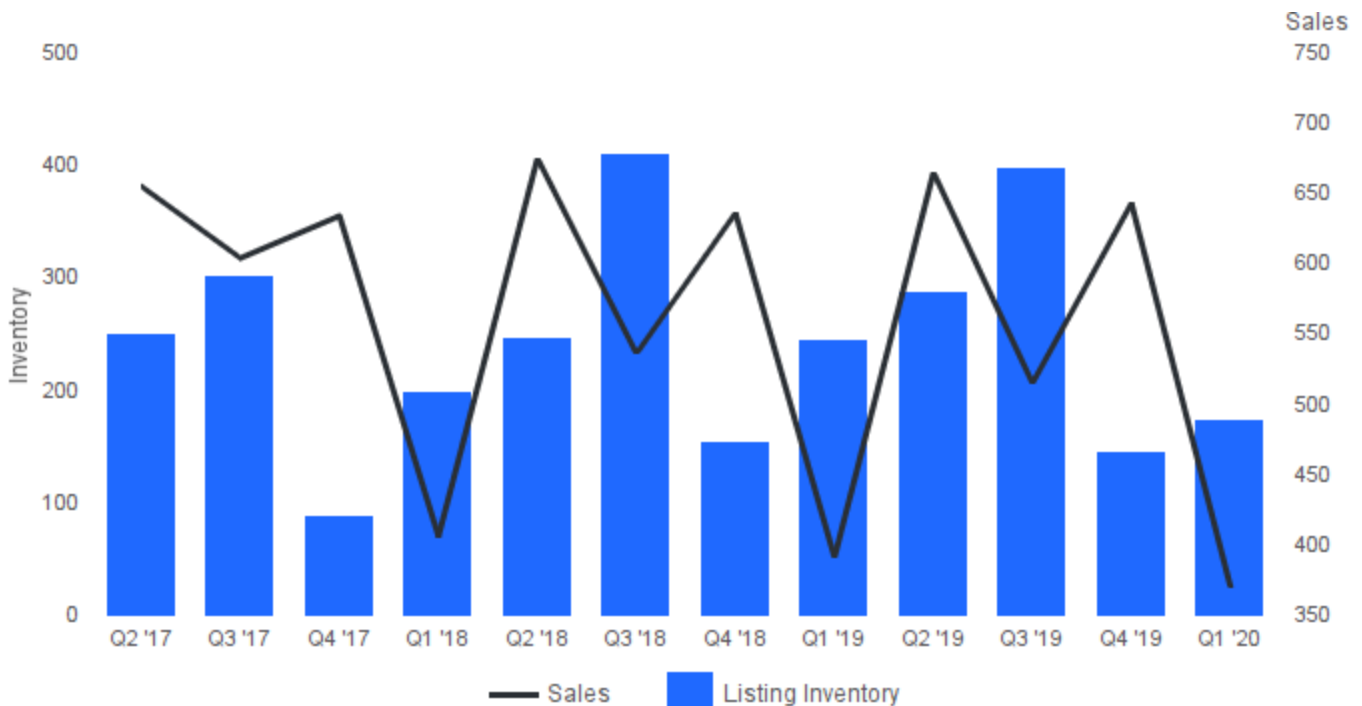
-9.38%
AVERAGE DAYS ON MARKET
SINGLE FAMILY HOMES

-11.76%
MEDIAN DAYS ON MARKET
SINGLE FAMILY HOMES

LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | Single Family Homes 

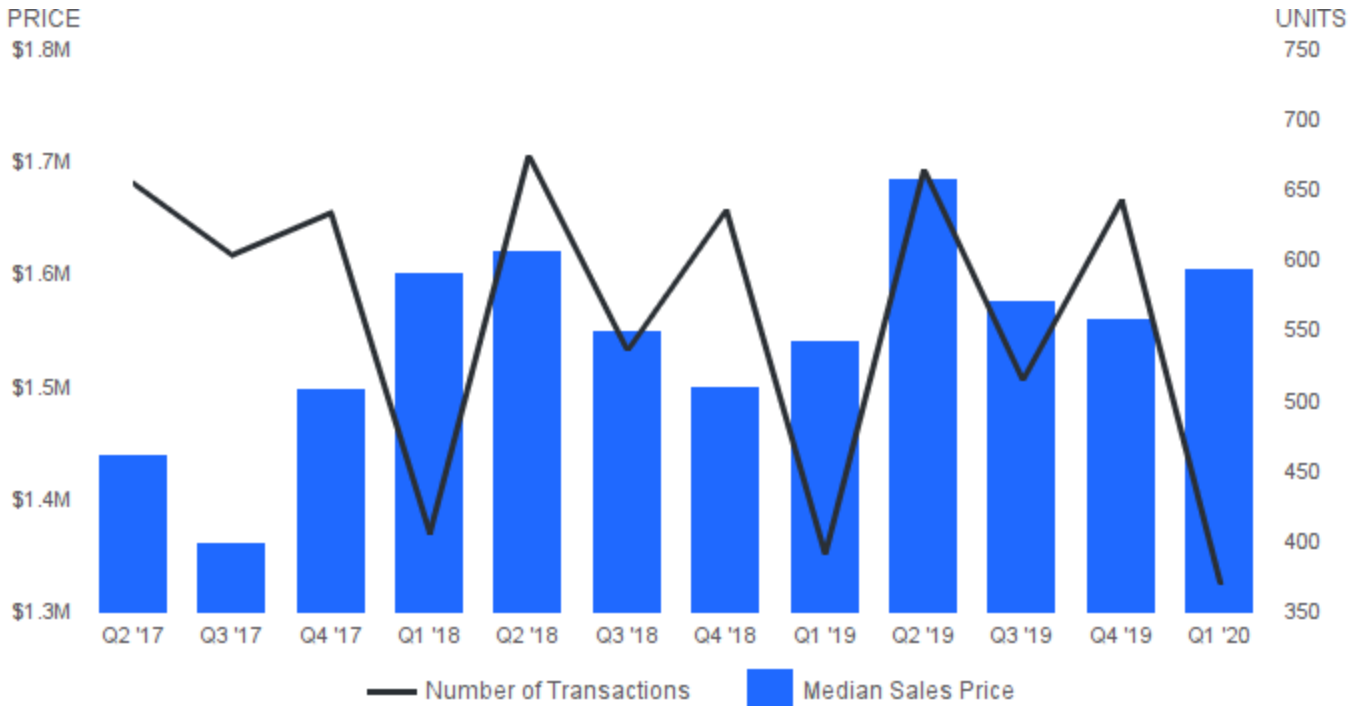
Quarterly inventory of properties for sale along with number of sales



MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | Single Family Homes 

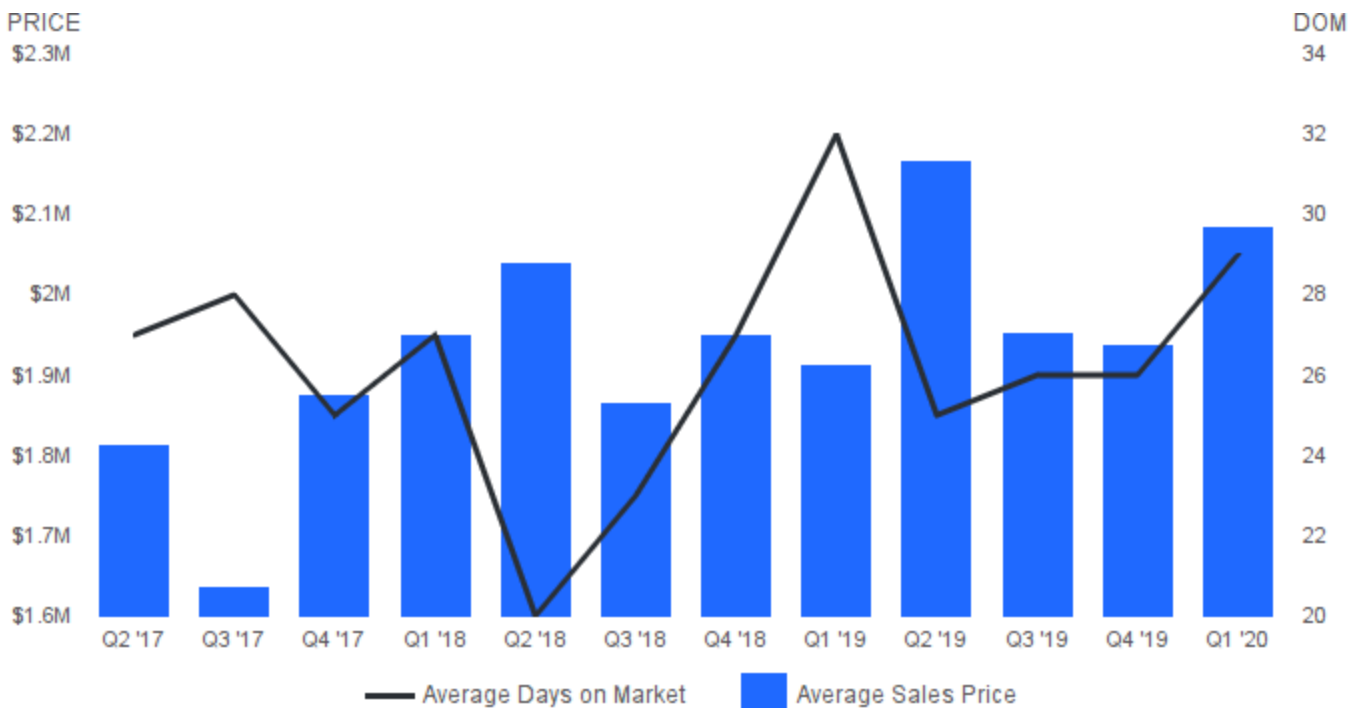
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | Single Family Homes 

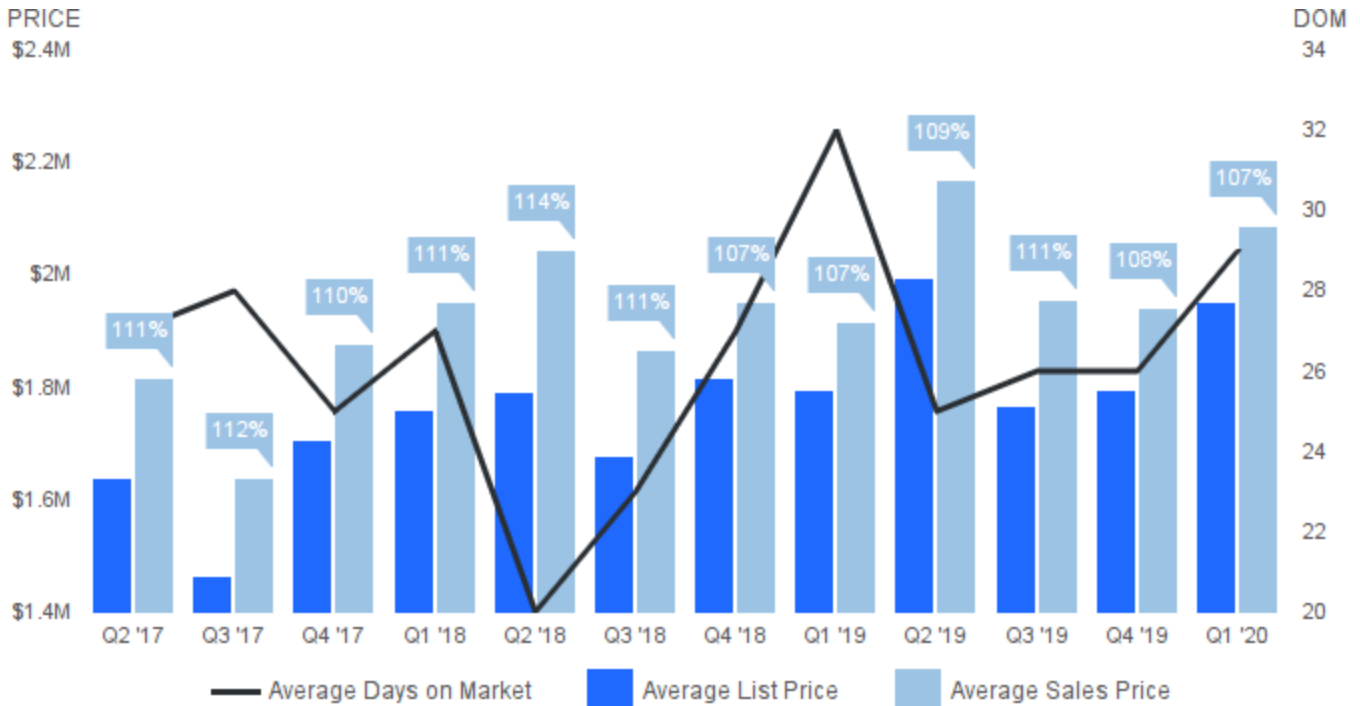
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q1 2020 | Single Family Homes 

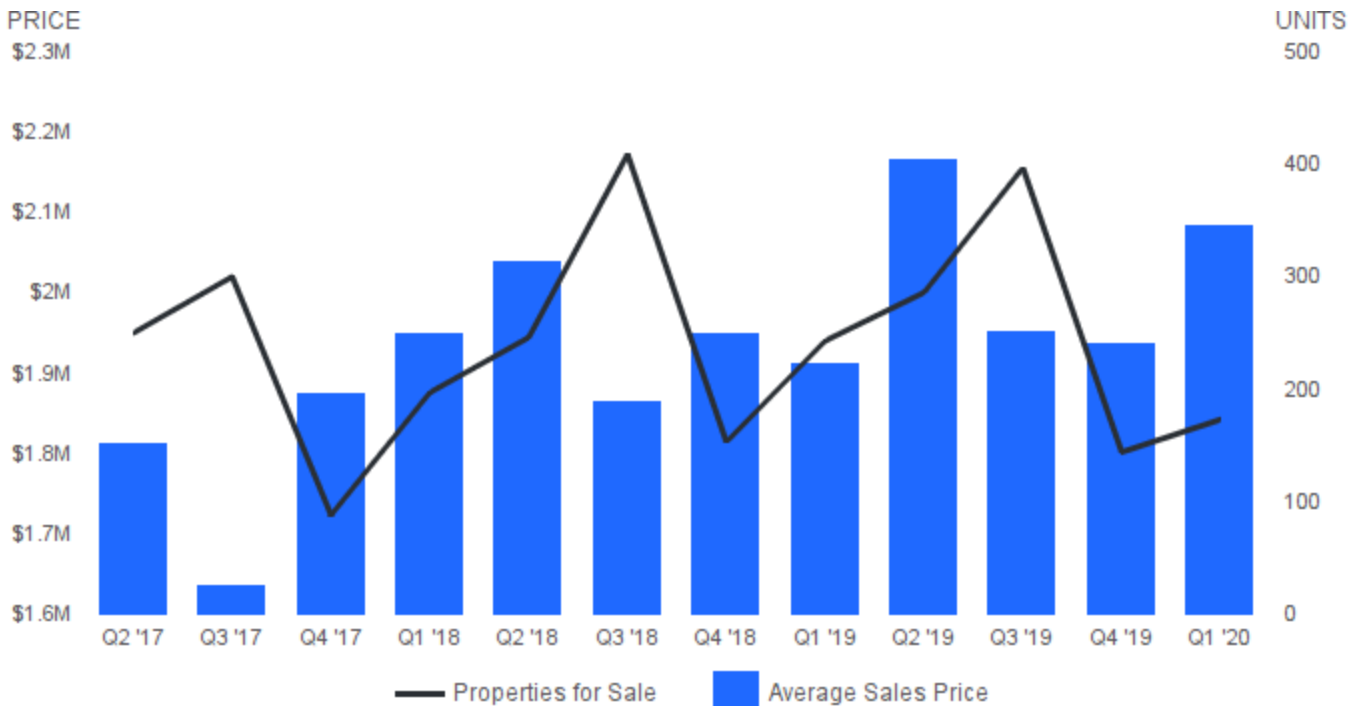
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2020 | Single Family Homes 

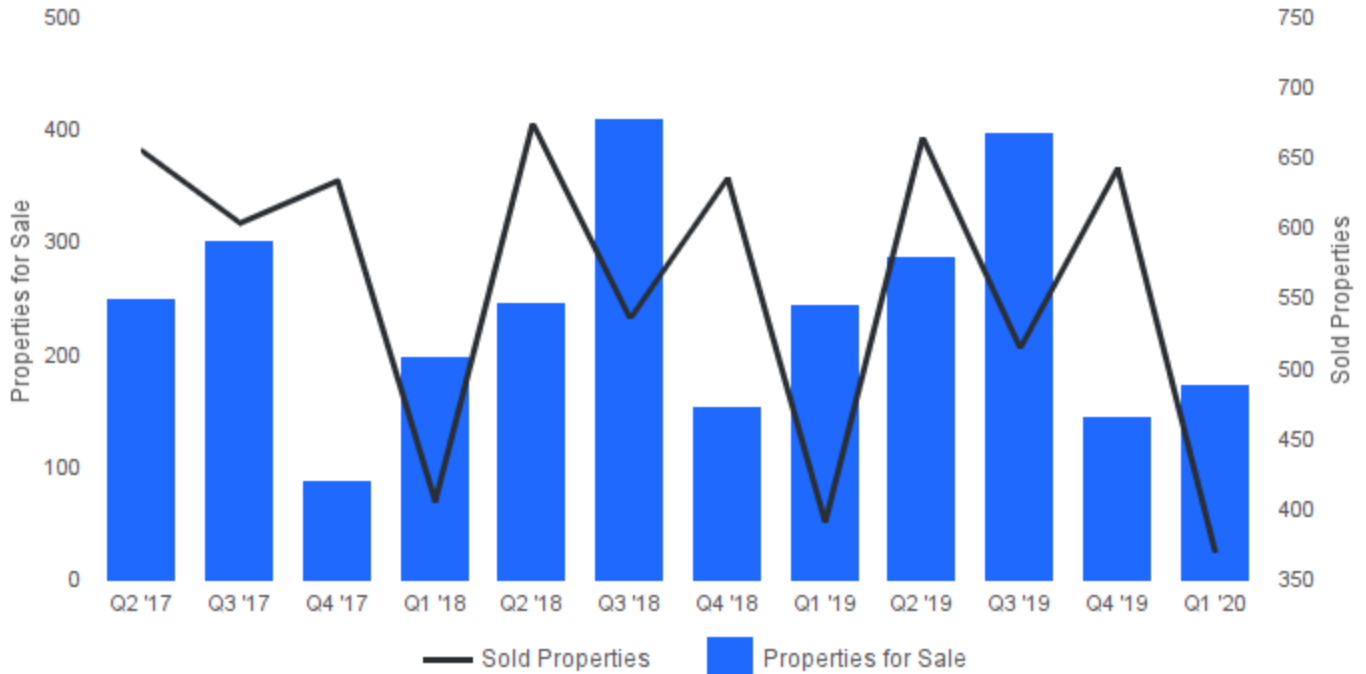
Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.



PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2020 | Single Family Homes 

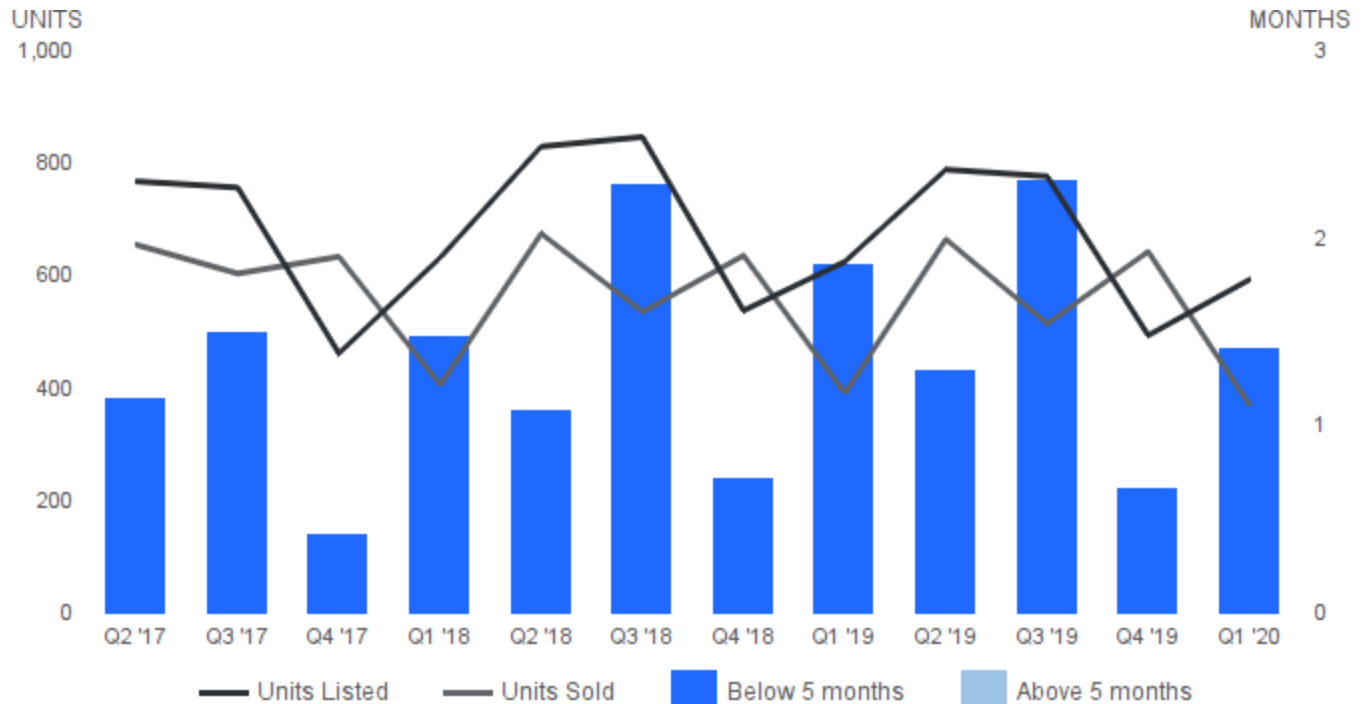
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q1 2020 | Single Family Homes 

Months Supply of Inventory | Properties for sale divided by number of properties sold.
Units Listed | Number of properties listed for sale at the end of month.
Units Sold | Number of properties sold.



REAL ESTATE SNAPSHOT

SAN FRANCISCO COUNTY

MARKET OVERVIEW

Q1 2020 | Condo/Townhouse 

-0.82%

PROPERTIES SOLD
CONDO/TOWNHOUSE

5.19%

AVERAGE SOLD PRICE
CONDO/TOWNHOUSE

6.58%

MEDIAN SOLD PRICE
CONDO/TOWNHOUSE

-6.48%

NEW LISTINGS
CONDO/TOWNHOUSE

4.65%

AVERAGE LIST PRICE
CONDO/TOWNHOUSE

9.50%

MEDIAN LIST PRICE
CONDO/TOWNHOUSE

0.11%

LIST/SELL PRICE RATIO
CONDO/TOWNHOUSE

-11.63%

AVERAGE DAYS ON MARKET
CONDO/TOWNHOUSE

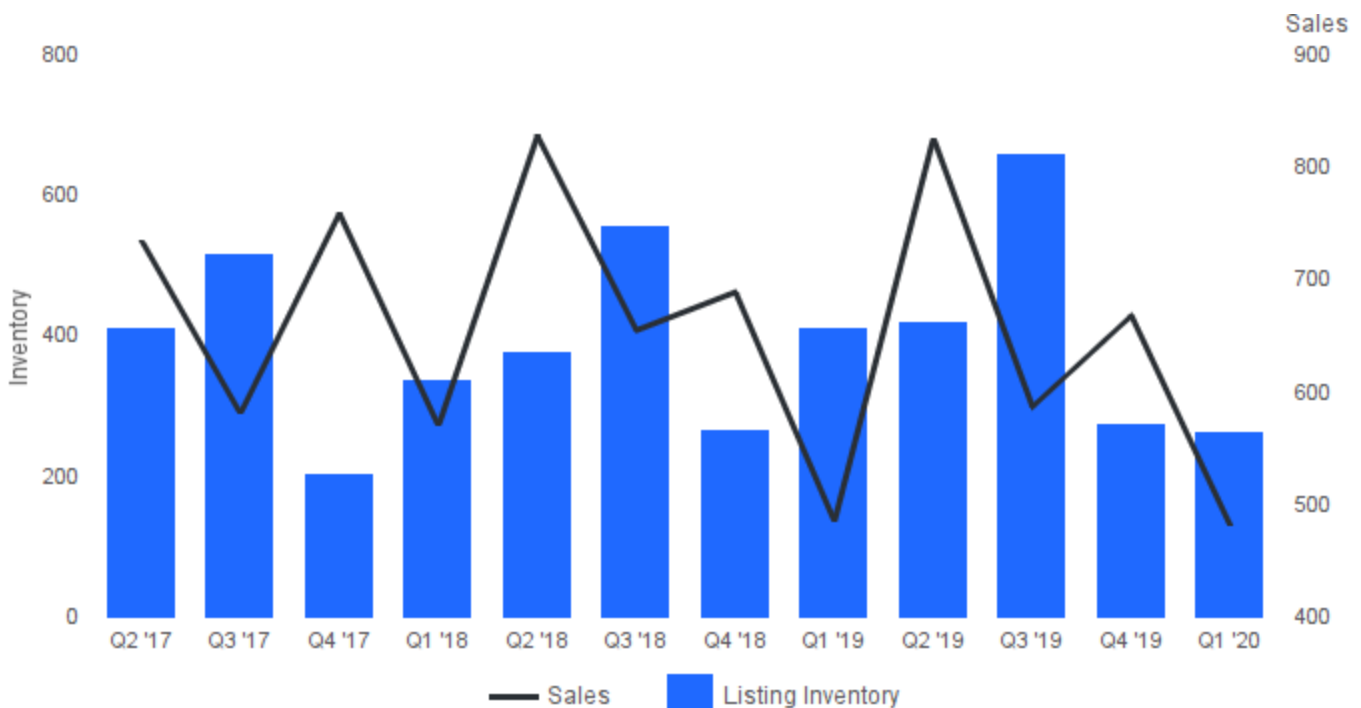
-8.33%

MEDIAN DAYS ON MARKET
CONDO/TOWNHOUSE

LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | Condo/Townhouse 

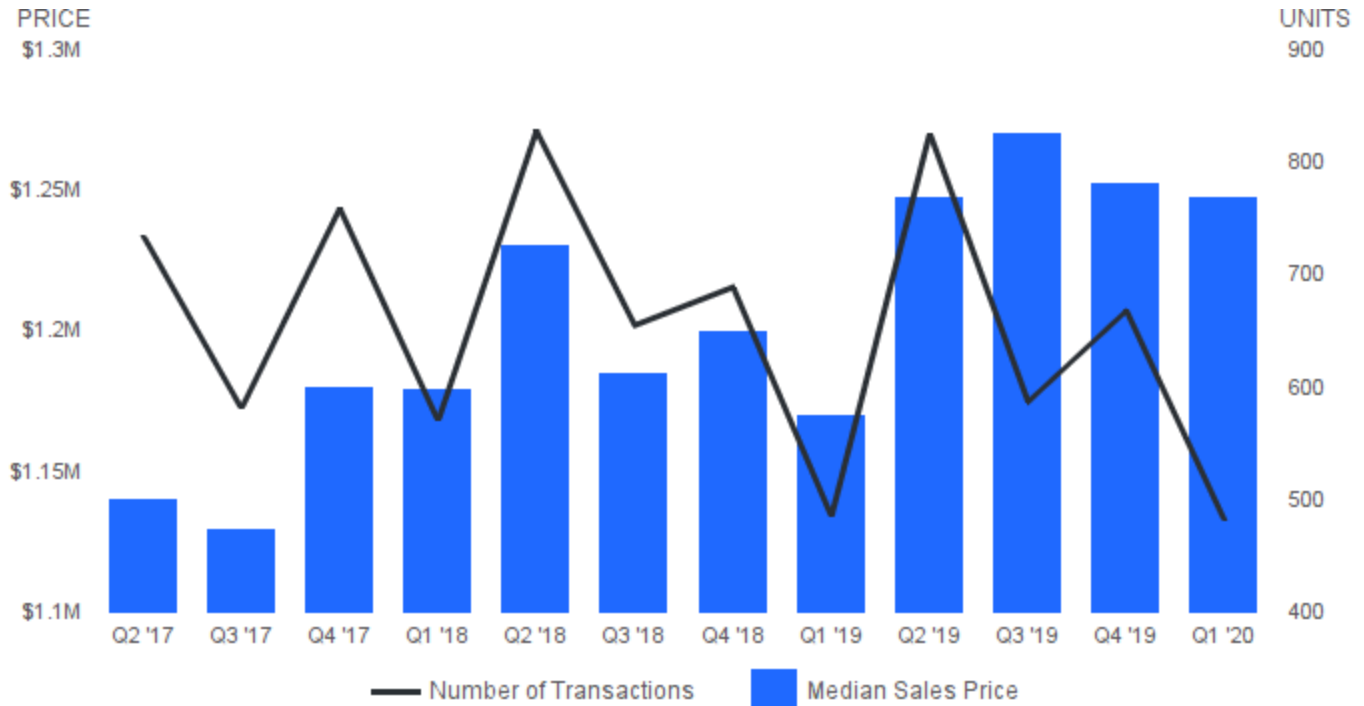
Quarterly inventory of properties for sale along with number of sales



MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | Condo/Townhouse 

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.




AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | Condo/Townhouse 

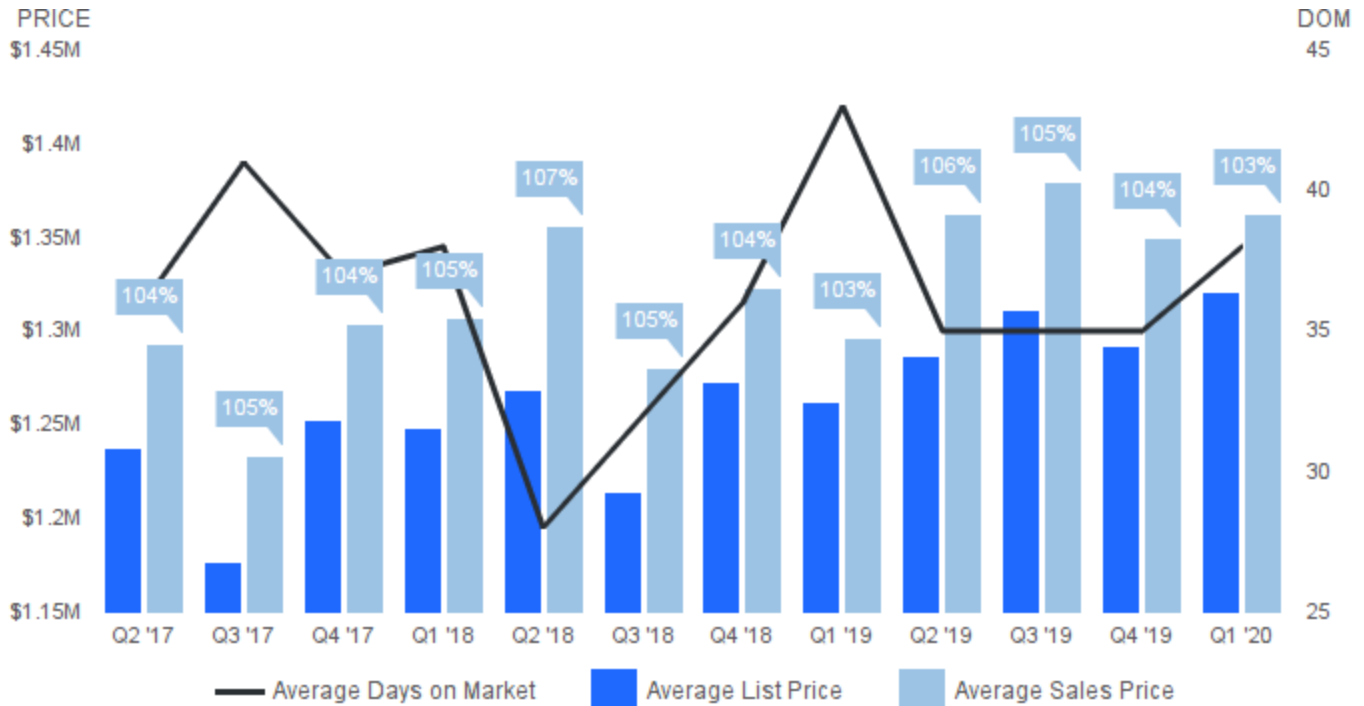
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q1 2020 | Condo/Townhouse 

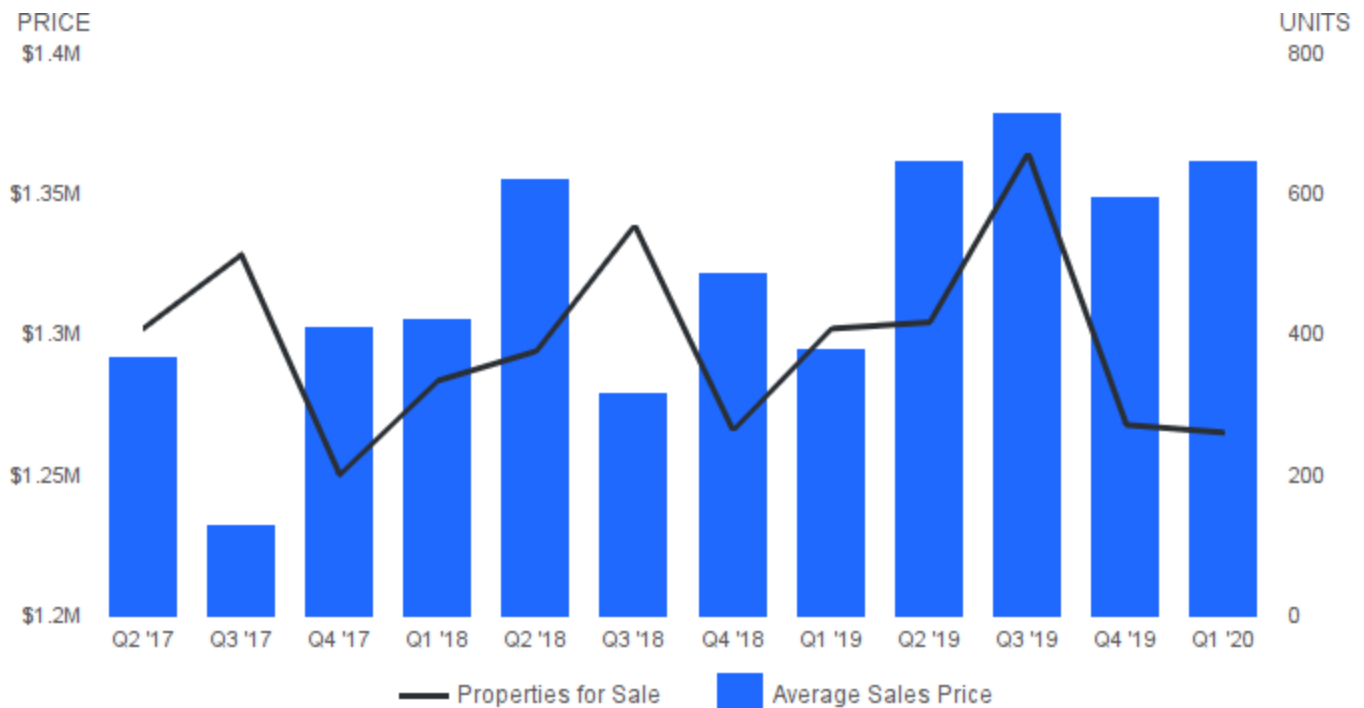
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2020 | Condo/Townhouse 

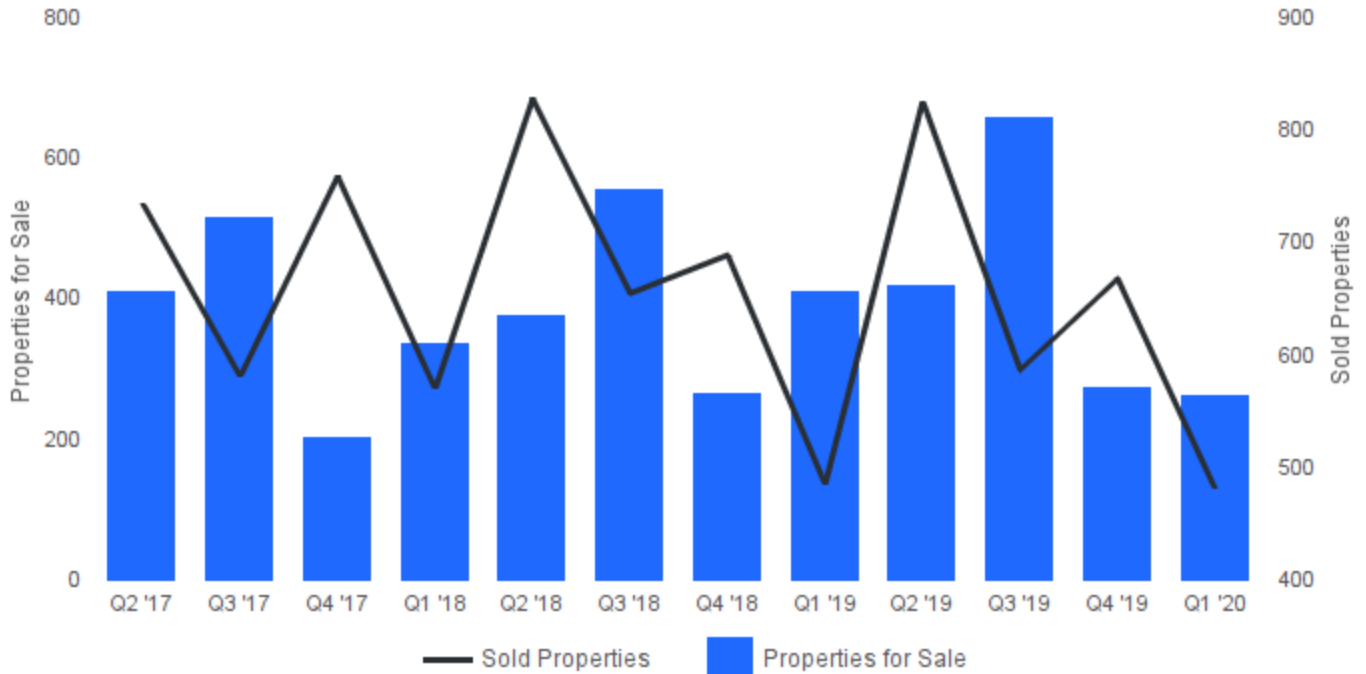
Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.



PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2020 | Condo/Townhouse ?

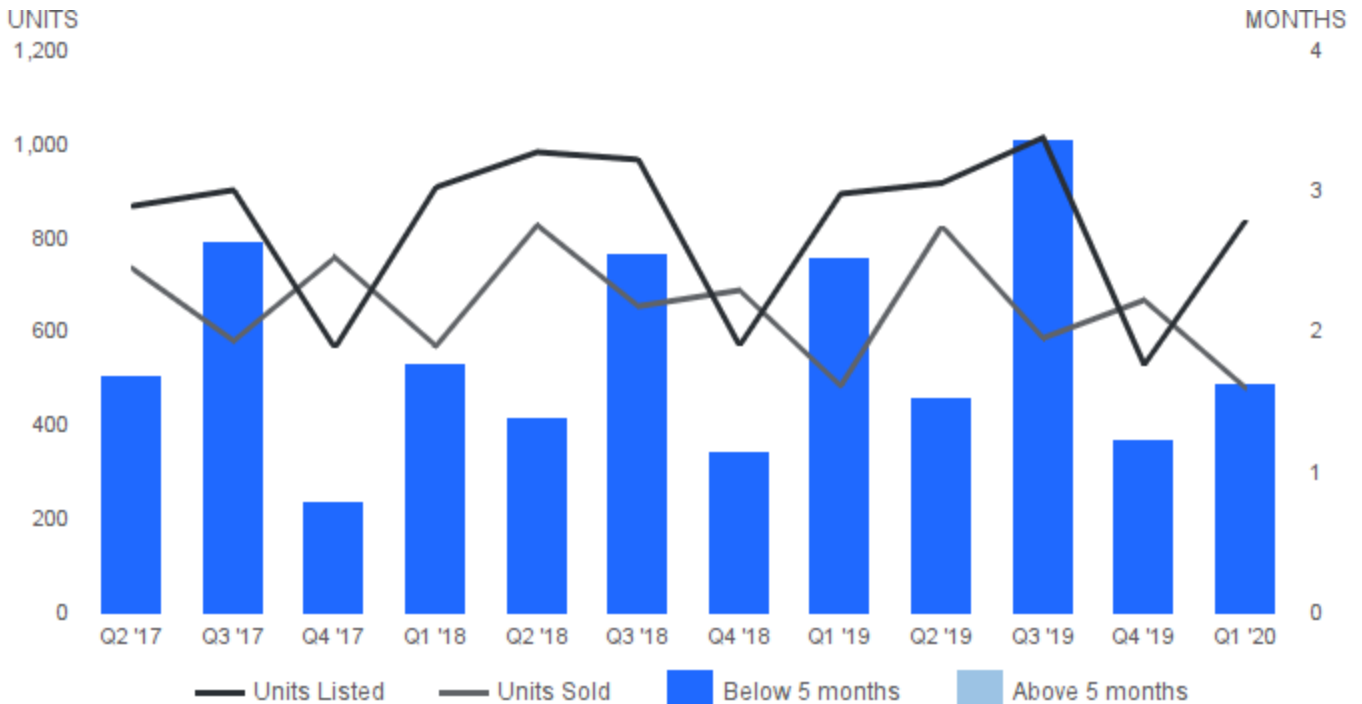
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q1 2020 | Condo/Townhouse ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.
Units Listed | Number of properties listed for sale at the end of month.
Units Sold | Number of properties sold.



REAL ESTATE SNAPSHOT

SAN FRANCISCO COUNTY

MARKET OVERVIEW

Q1 2020 | Co-ops 

-25.00%

PROPERTIES SOLD
CO-OPS

3.50%

AVERAGE SOLD PRICE
CO-OPS

30.62%

MEDIAN SOLD PRICE
CO-OPS

25.00%

NEW LISTINGS
CO-OPS

0.77%

AVERAGE LIST PRICE
CO-OPS

32.19%

MEDIAN LIST PRICE
CO-OPS

0.98%

LIST/SELL PRICE RATIO
CO-OPS

-5.38%

AVERAGE DAYS ON MARKET
CO-OPS

-51.16%

MEDIAN DAYS ON MARKET
CO-OPS

LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | Co-ops 

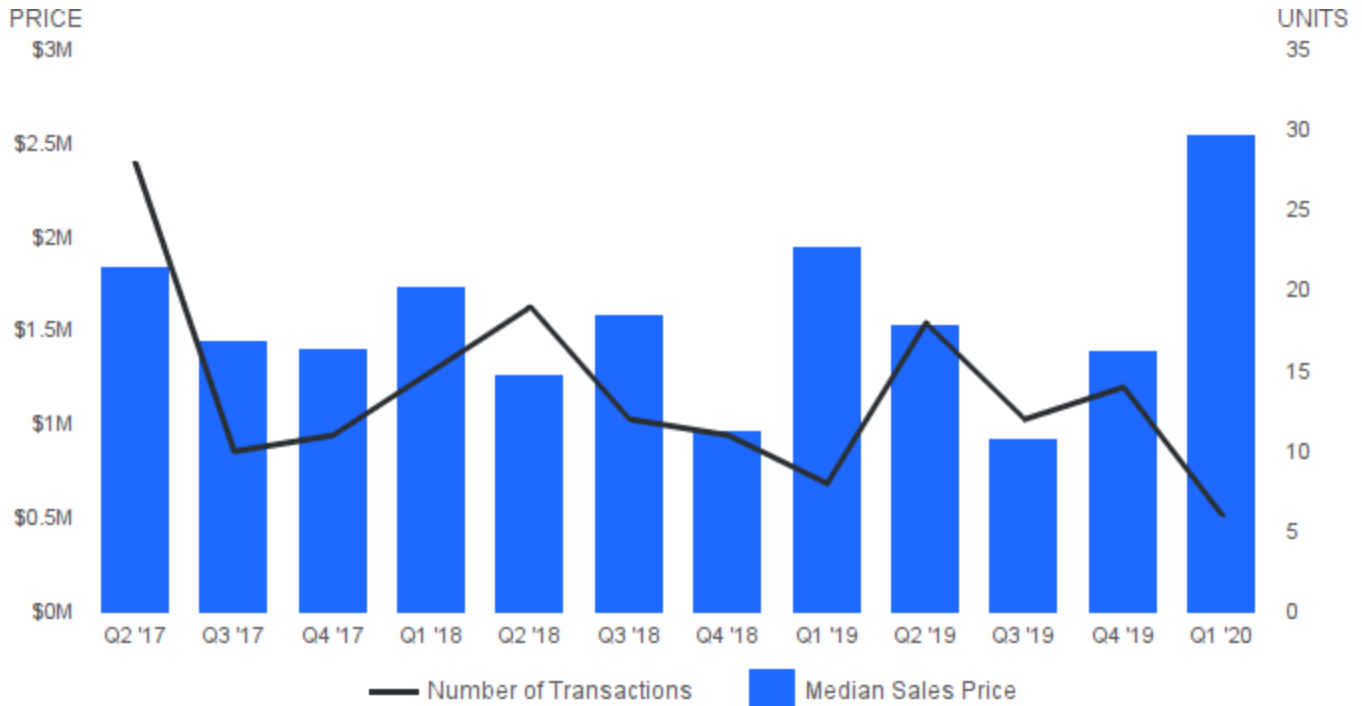
Quarterly inventory of properties for sale along with number of sales



MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | Co-ops 

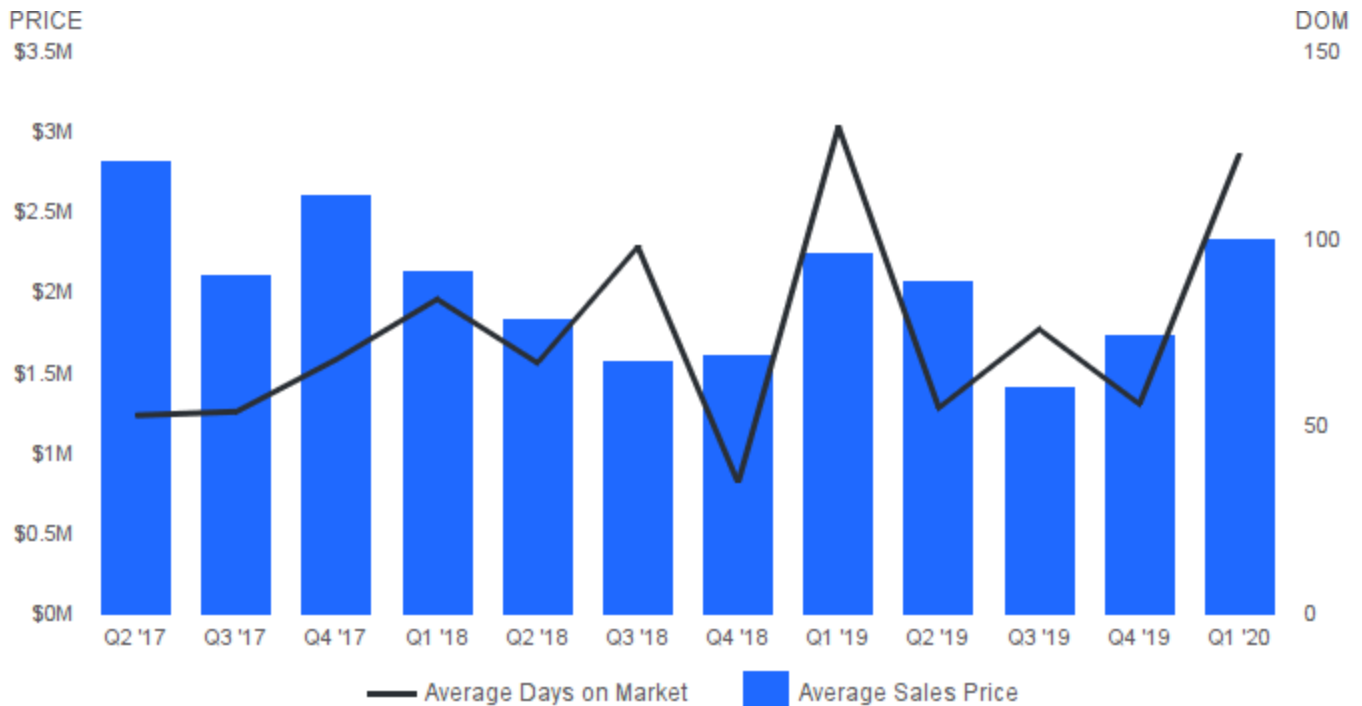
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | Co-ops 

Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.

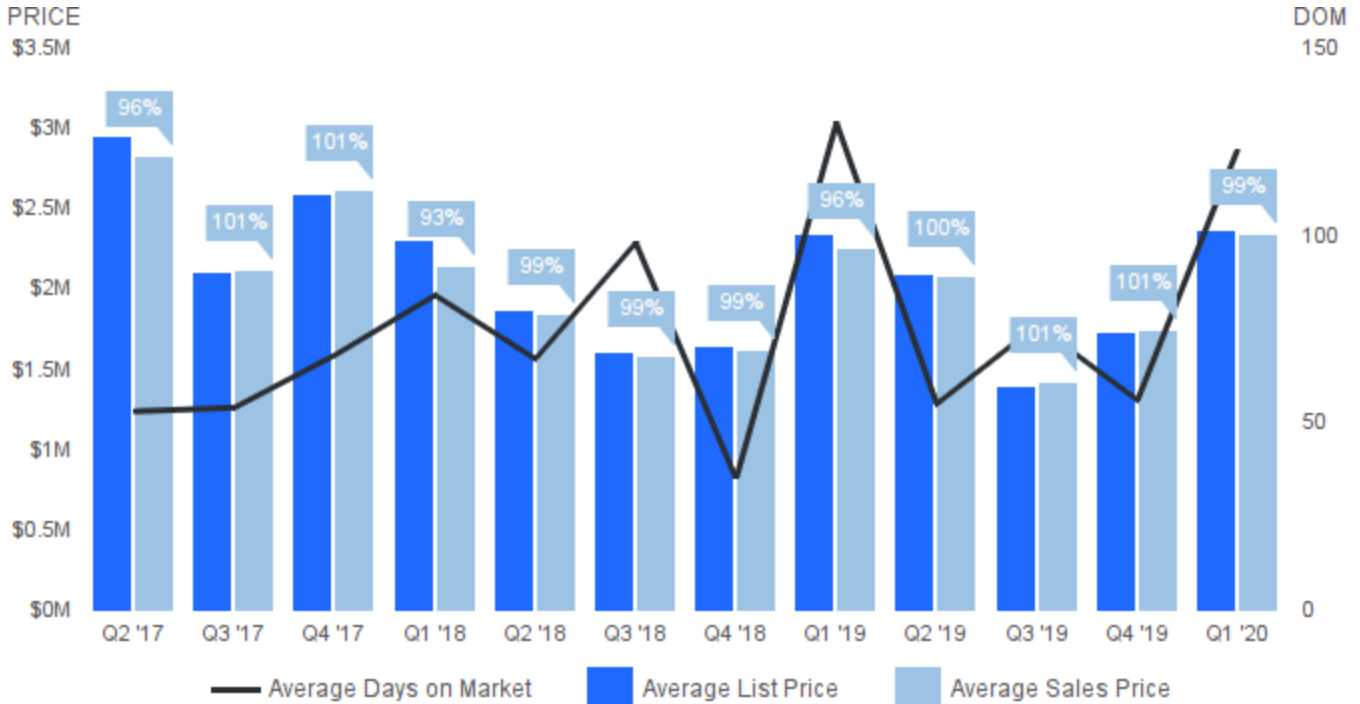


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q1 2020 | Co-ops 

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

Average Days on Market | Average days on market for all properties sold.

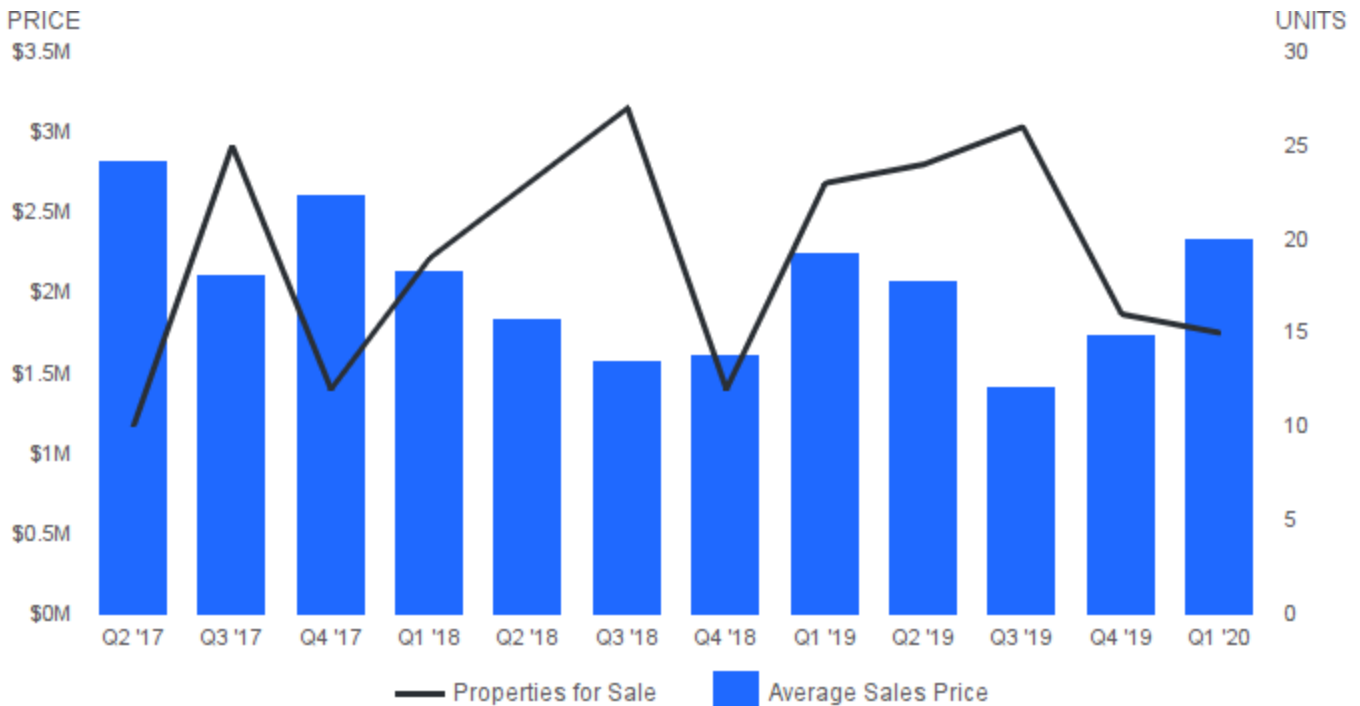


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2020 | Co-ops 

Average Sales Price | Average sales price for all properties sold.

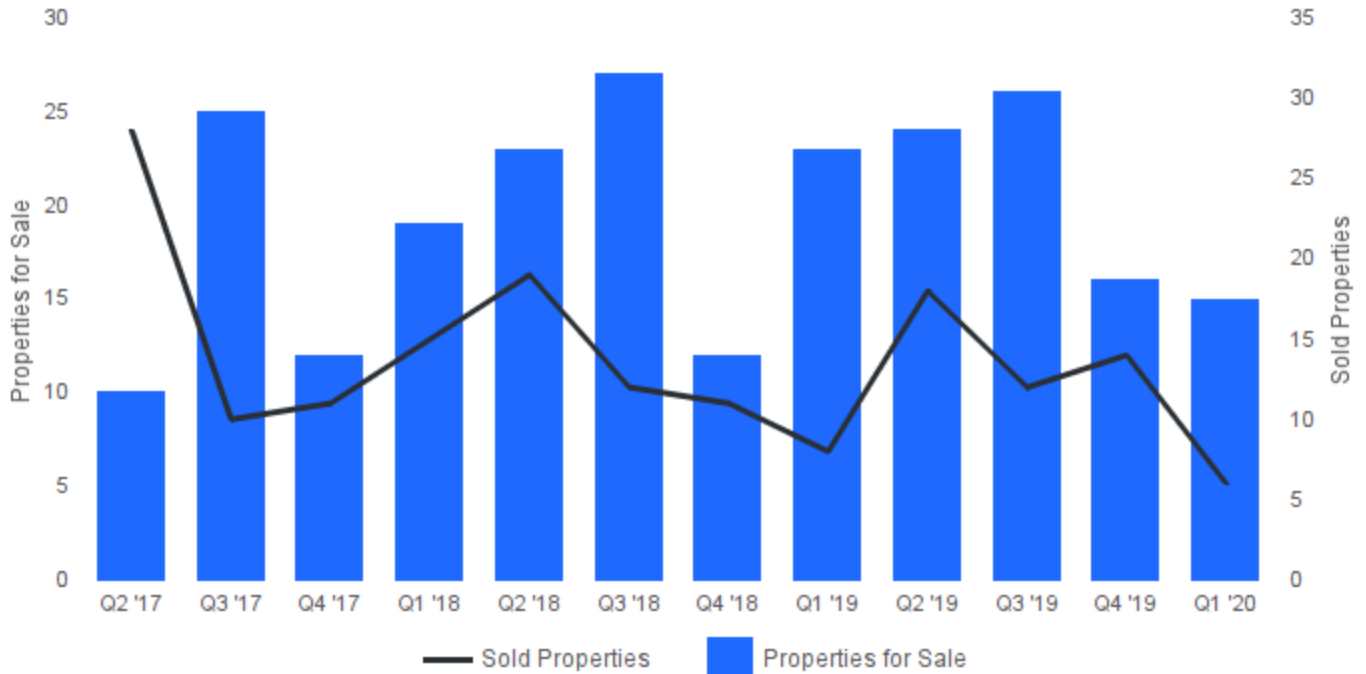
Properties for Sale | Number of properties listed for sale at the end of quarter.



PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2020 | Co-ops 

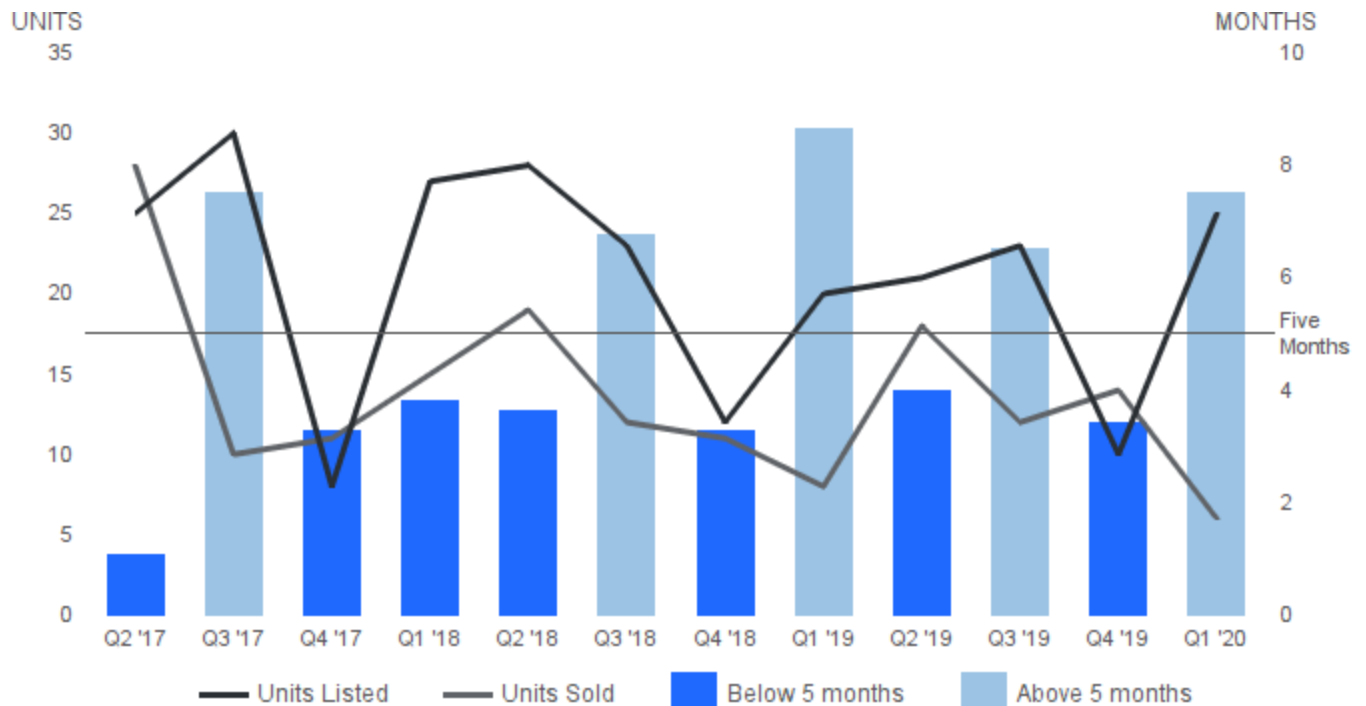
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q1 2020 | Co-ops 


Months Supply of Inventory | Properties for sale divided by number of properties sold.
Units Listed | Number of properties listed for sale at the end of month.
Units Sold | Number of properties sold.



REAL ESTATE SNAPSHOT

SAN FRANCISCO COUNTY

MARKET OVERVIEW

Q1 2020 | TIC 

-3.28%

PROPERTIES SOLD
TIC

-2.28%

AVERAGE SOLD PRICE
TIC

9.67%

MEDIAN SOLD PRICE
TIC

-14.53%

NEW LISTINGS
TIC

-1.50%

AVERAGE LIST PRICE
TIC

19.90%

MEDIAN LIST PRICE
TIC

-2.07%

LIST/SELL PRICE RATIO
TIC


4.08%

AVERAGE DAYS ON MARKET
TIC

5.71%

MEDIAN DAYS ON MARKET
TIC


LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | TIC 

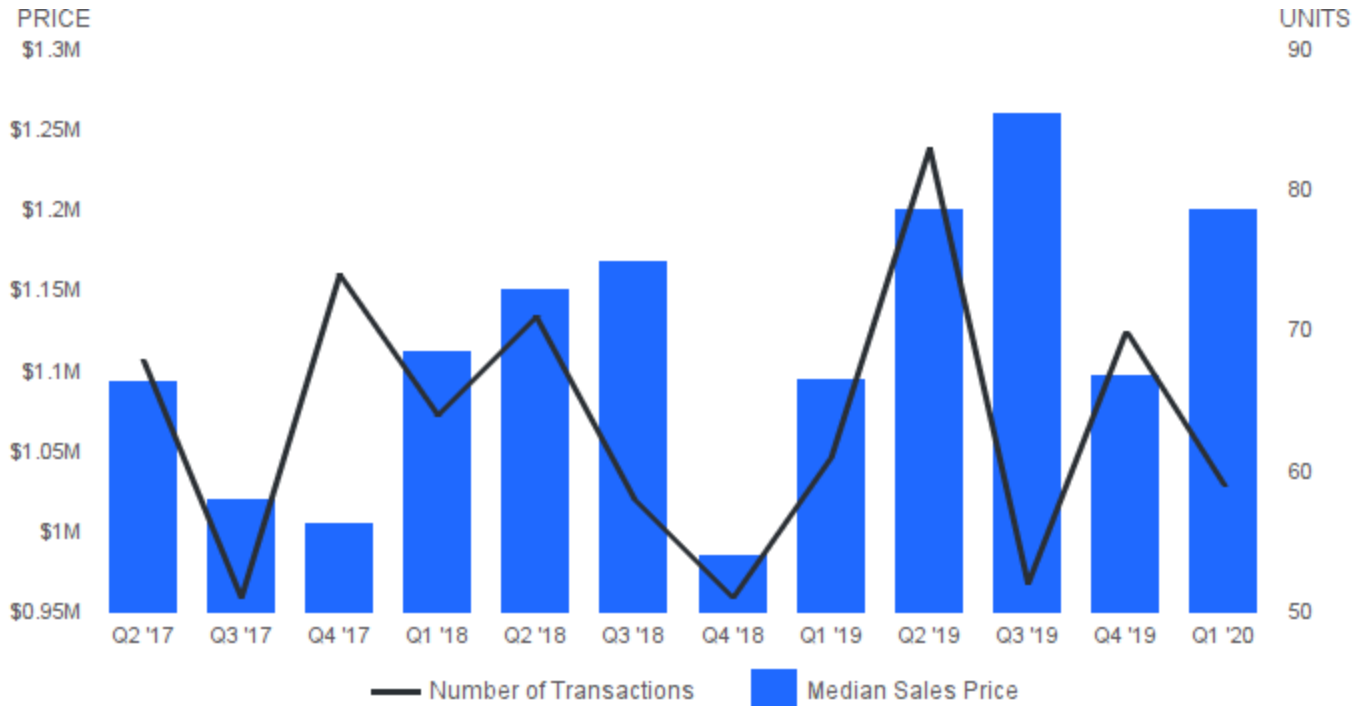
Quarterly inventory of properties for sale along with number of sales




MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | TIC 

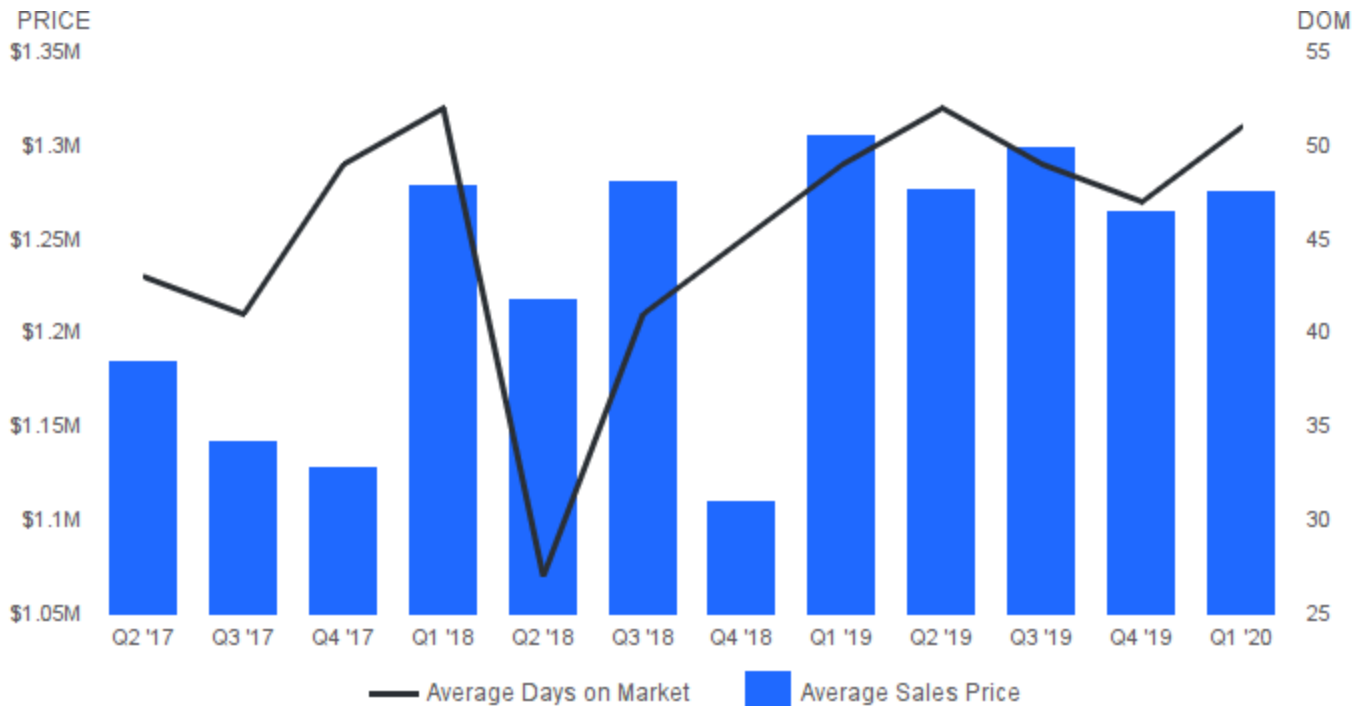
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.




AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | TIC 

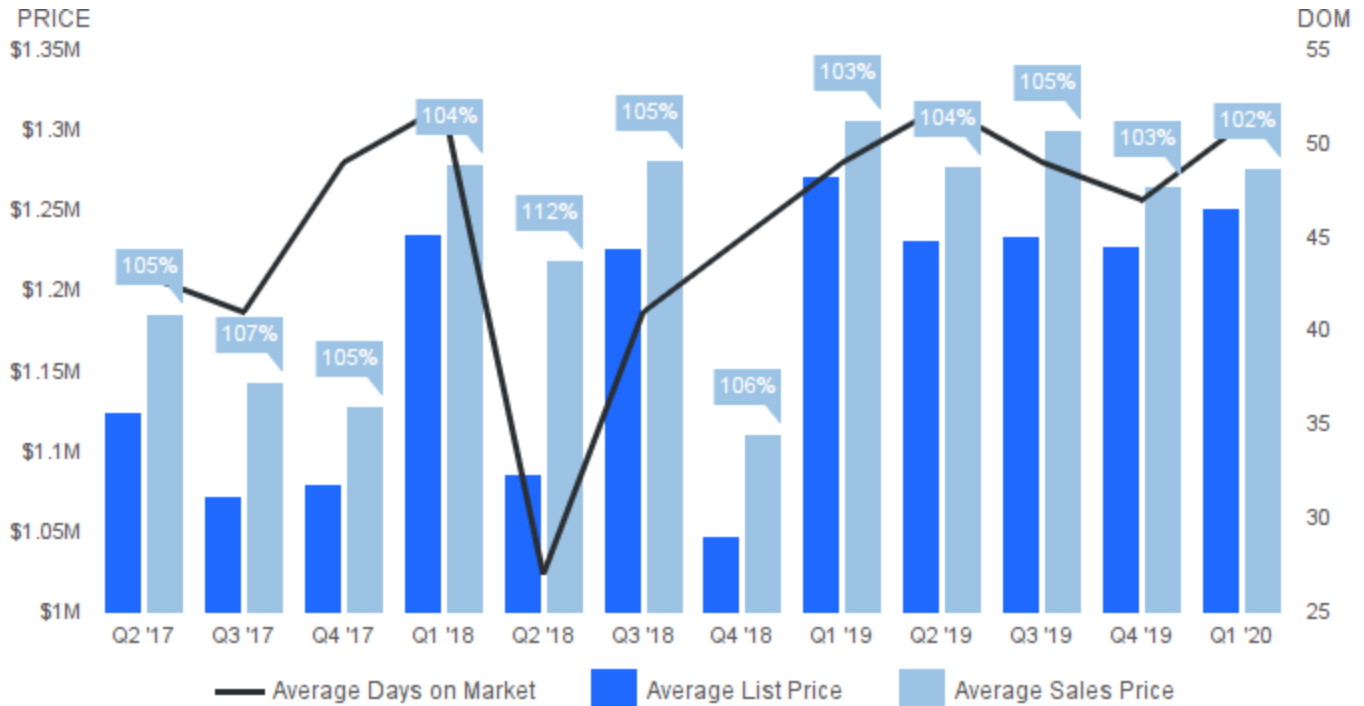
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.




SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q1 2020 | TIC 

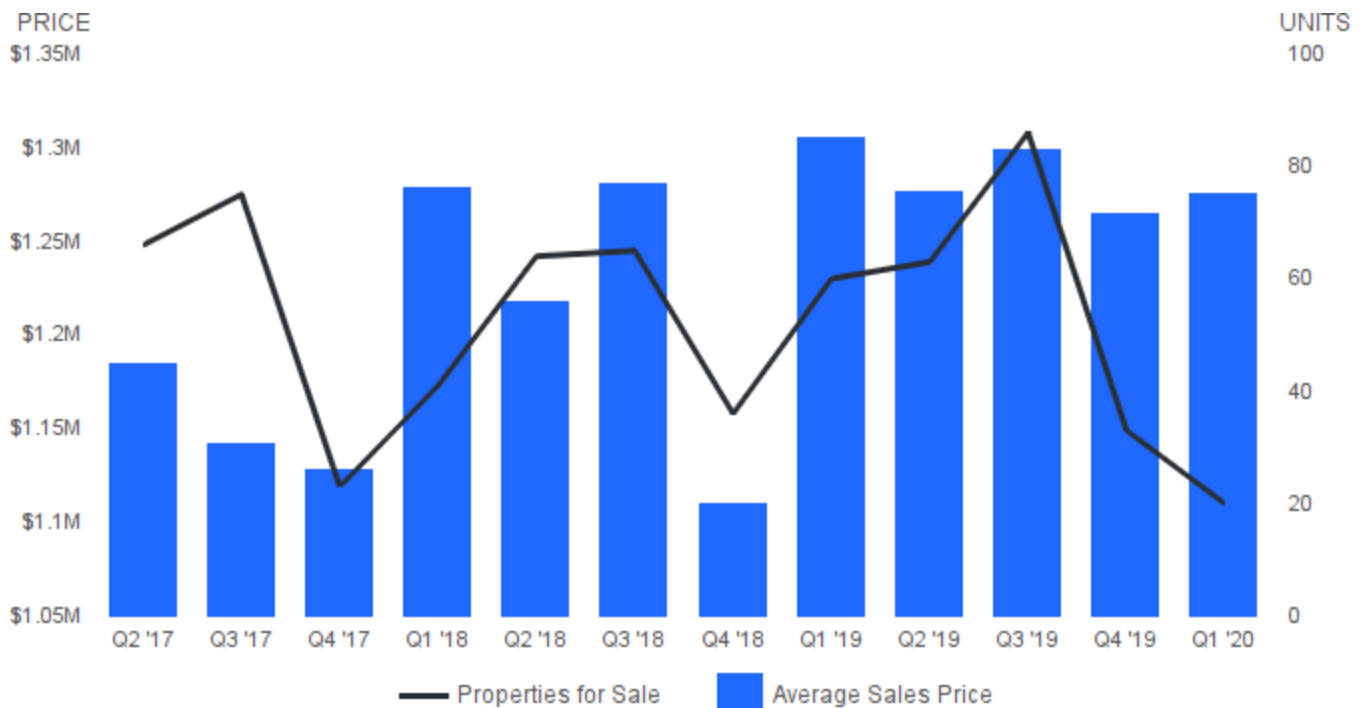
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.




AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2020 | TIC 

Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.

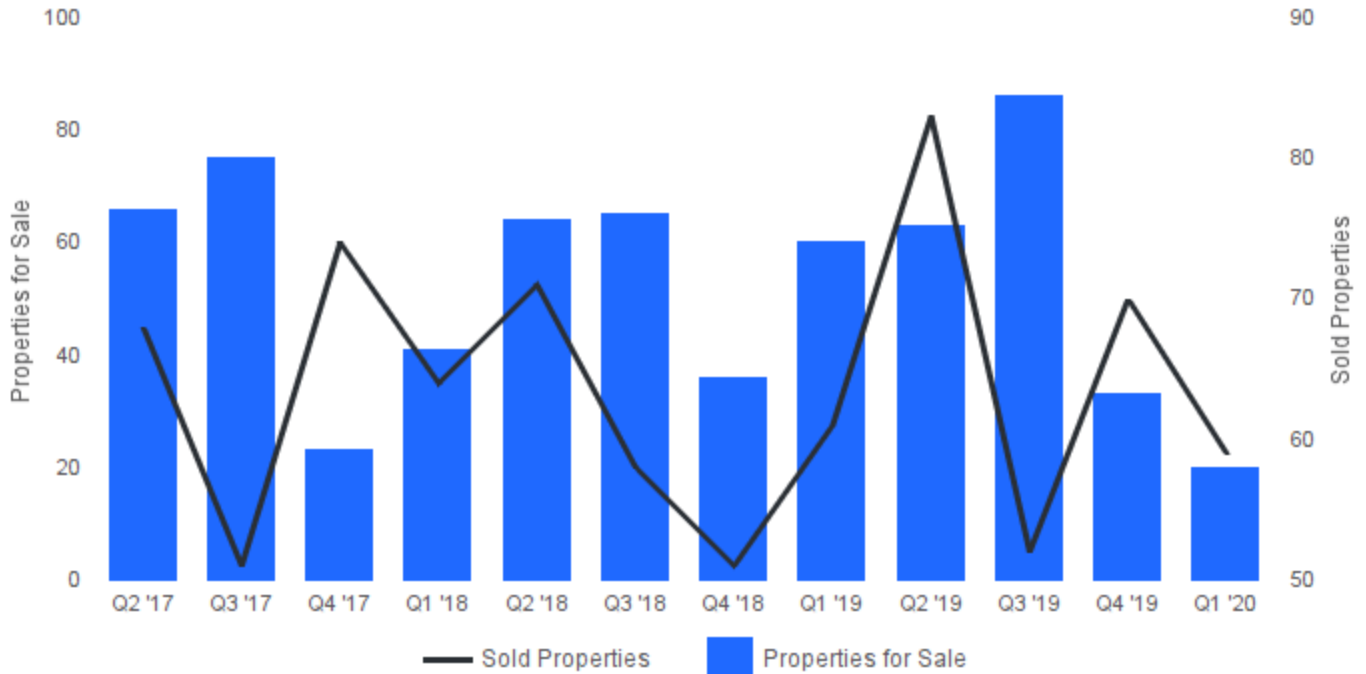


PROPERTIES FOR SALE AND SOLD PROPERTIES


Q1 2020 | TIC 

Properties for Sale | Number of properties listed for sale at the end of quarter.

Sold Properties | Number of properties sold.



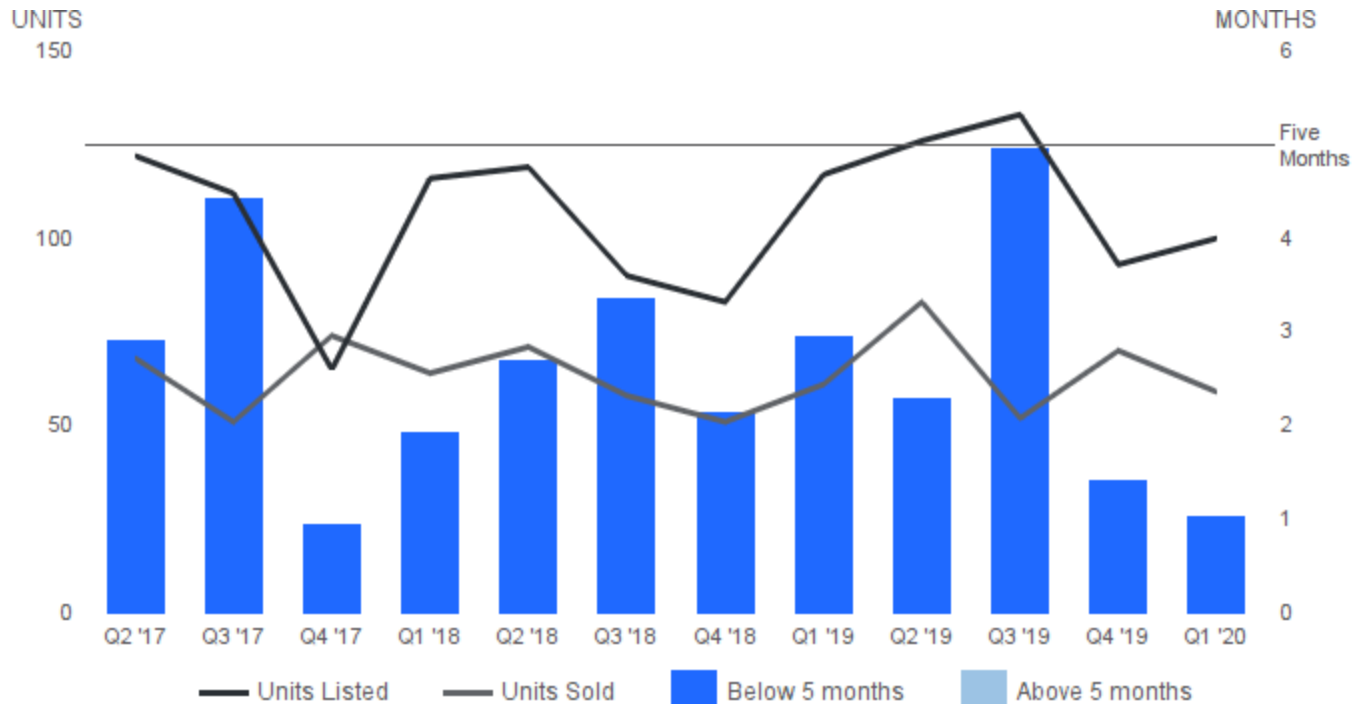
MONTHS SUPPLY OF INVENTORY

Q1 2020 | TIC 

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.



ADDITIONAL REPORTS

SAN FRANCISCO COUNTY

Q1 2020

DISTRICT 1

[Monthly Report](#)
[Quarterly Report](#)

DISTRICT 2

[Monthly Report](#)
[Quarterly Report](#)

DISTRICT 3

[Monthly Report](#)
[Quarterly Report](#)

DISTRICT 4

[Monthly Report](#)
[Quarterly Report](#)

DISTRICT 5

[Monthly Report](#)
[Quarterly Report](#)

DISTRICT 6

[Monthly Report](#)
[Quarterly Report](#)

DISTRICT 7

[Monthly Report](#)
[Quarterly Report](#)

DISTRICT 8

[Monthly Report](#)
[Quarterly Report](#)

DISTRICT 9

[Monthly Report](#)
[Quarterly Report](#)

DISTRICT 10

[Monthly Report](#)
[Quarterly Report](#)

MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

Cities, areas, neighborhoods or property types within a county that are not represented indicate there is not enough sold data to produce a monthly or quarterly report for that specific city. If you are interested in information for a specific city, area, neighborhood and/or property type, please contact a Coldwell Banker Independent Sales Associate.

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