



REAL ESTATE REPORT

Q4 2019

SAN FRANCISCO COUNTY

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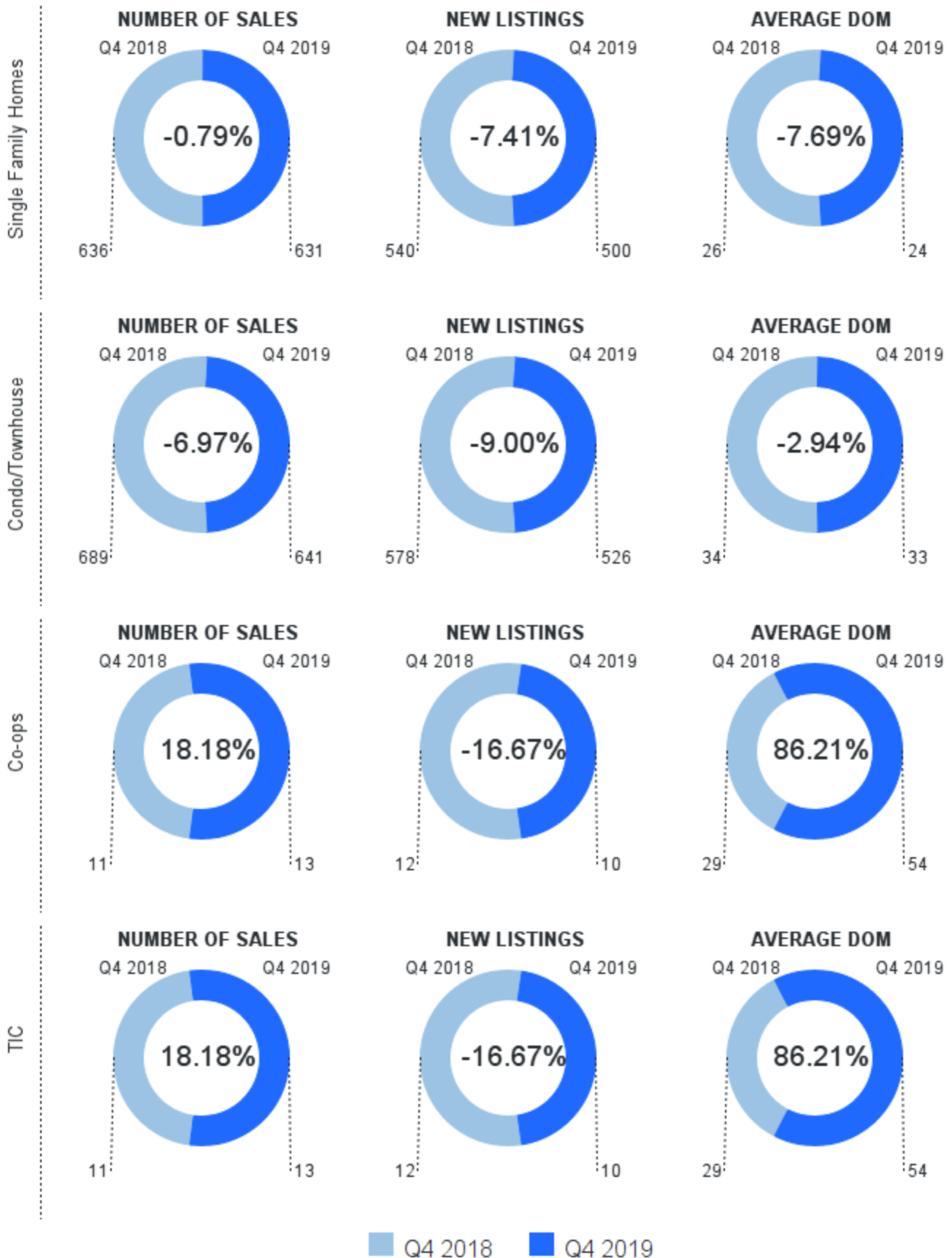
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GLOBAL
LUXURY®

SAN FRANCISCO COUNTY | Q4 2019

REAL ESTATE SNAPSHOT - Change since this time last year



REAL ESTATE SNAPSHOT

SAN FRANCISCO COUNTY

Q4 2019

-2.67%

PROPERTIES SOLD
ALL PROPERTY TYPES

1.63%

AVERAGE SOLD PRICE
ALL PROPERTY TYPES

3.96%

MEDIAN SOLD PRICE
ALL PROPERTY TYPES

-7.01%

NEW LISTINGS
ALL PROPERTY TYPES

1.02%

AVERAGE LIST PRICE
ALL PROPERTY TYPES

8.37%

MEDIAN LIST PRICE
ALL PROPERTY TYPES

0.10%

LIST/SELL PRICE RATIO
ALL PROPERTY TYPES

-3.23%

AVERAGE DAYS ON MARKET
ALL PROPERTY TYPES

-9.52%

MEDIAN DAYS ON MARKET
ALL PROPERTY TYPES

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q4 2019	Q4 2018	% Change	Q4 2019	Q4 2018	% Change	Q4 2019	Q4 2018	% Change	Q4 2019	Q4 2018	% Change
District 1	65	67	-2.99% ↓	79	99	-20% ↓	\$1.74 M	\$1.54 M	13% ↑	18	19	-5.26% ↓
Single Family Homes	34	35	-2.86% ↓	45	54	-17% ↓	\$2.25 M	\$2.09 M	7.66% ↑	14	15	-6.67% ↓
Condo/Townhouse	16	19	-16% ↓	28	40	-30% ↓	\$1.36 M	\$1.30 M	4.77% ↑	24	22	9.09% ↑
Co-ops	0	1	↓	0	0		\$0	\$0		0	0	
TIC	15	12	25% ↑	6	5	20% ↑	\$1.39 M	\$830 K	67% ↑	11	26	-58% ↓
District 2	86	80	7.50% ↑	112	104	7.69% ↑	\$1.42 M	\$1.30 M	9.23% ↑	14	19	-26% ↓
Single Family Homes	75	74	1.35% ↑	98	86	14% ↑	\$1.44 M	\$1.35 M	7.25% ↑	14	18	-22% ↓
Condo/Townhouse	8	4	100% ↑	12	12	0.00%	\$1.19 M	\$1.29 M	-7.56% ↓	16	21	-24% ↓
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	3	2	50% ↑	2	6	-67% ↓	\$778 K	\$675 K	15% ↑	13	92	-86% ↓
District 3	34	34	0.00%	38	36	5.56% ↑	\$1.16 M	\$1.10 M	5.07% ↑	22	19	16% ↑
Single Family Homes	25	27	-7.41% ↓	28	31	-9.68% ↓	\$1.27 M	\$1.15 M	11% ↑	20	18	11% ↑
Condo/Townhouse	9	7	29% ↑	10	5	100% ↑	\$914 K	\$620 K	47% ↑	32	29	10% ↑
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	0	0		0	0		\$0	\$0		0	0	
District 4	72	70	2.86% ↑	97	108	-10% ↓	\$1.50 M	\$1.61 M	-6.60% ↓	20	20	0.00%
Single Family Homes	57	60	-5.00% ↓	76	91	-16% ↓	\$1.67 M	\$1.70 M	-1.80% ↓	18	21	-14% ↓
Condo/Townhouse	11	9	22% ↑	20	14	43% ↑	\$773 K	\$892 K	-13% ↓	29	14	107% ↑
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	4	1	300% ↑	1	3	-67% ↓	\$755 K	\$1.61 M	-53% ↓	24	21	14% ↑

SAN FRANCISCO COUNTY

REAL ESTATE SNAPSHOT | Q4 2019

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q4 2019	Q4 2018	% Change	Q4 2019	Q4 2018	% Change	Q4 2019	Q4 2018	% Change	Q4 2019	Q4 2018	% Change
District 5	153	161	-4.97% ↓	208	204	1.96% ↑	\$1.81 M	\$1.73 M	4.78% ↑	14	15	-6.67% ↓
Single Family Homes	63	74	-15% ↓	86	99	-13% ↓	\$2.58 M	\$2.33 M	11% ↑	14	14	0.00%
Condo/Townhouse	62	72	-14% ↓	111	95	17% ↑	\$1.54 M	\$1.48 M	3.72% ↑	14	17	-18% ↓
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	28	15	87% ↑	11	10	10% ↑	\$1.15 M	\$909 K	27% ↑	42	30	40% ↑
District 6	49	73	-33% ↓	75	79	-5.06% ↓	\$1.25 M	\$1.18 M	5.93% ↑	27	21	29% ↑
Single Family Homes	11	12	-8.33% ↓	11	9	22% ↑	\$3.21 M	\$2.58 M	24% ↑	30	14	114% ↑
Condo/Townhouse	30	50	-40% ↓	47	64	-27% ↓	\$1.20 M	\$1.11 M	8.14% ↑	26	21	24% ↑
Co-ops	2	3	-33% ↓	3	1	200% ↑	\$660 K	\$570 K	16% ↑	61	35	74% ↑
TIC	6	8	-25% ↓	14	5	180% ↑	\$909 K	\$1.10 M	-17% ↓	22	47	-53% ↓
District 7	87	87	0.00%	105	94	12% ↑	\$1.77 M	\$1.88 M	-5.87% ↓	21	20	5.00% ↑
Single Family Homes	19	23	-17% ↓	26	27	-3.70% ↓	\$4.78 M	\$4.60 M	3.80% ↑	24	18	33% ↑
Condo/Townhouse	54	48	13% ↑	70	60	17% ↑	\$1.42 M	\$1.50 M	-5.11% ↓	19	20	-5.00% ↓
Co-ops	0	1		0	0		\$0	\$0		0	0	
TIC	14	15	-6.67% ↓	9	7	29% ↑	\$1.89 M	\$1.05 M	80% ↑	39	26	50% ↑
District 8	108	128	-16% ↓	108	124	-13% ↓	\$1.13 M	\$1.16 M	-2.38% ↓	31	30	3.33% ↑
Single Family Homes	8	14	-43% ↓	7	6	17% ↑	\$2.30 M	\$2.86 M	-20% ↓	35	36	-2.78% ↓
Condo/Townhouse	88	91	-3.30% ↓	81	104	-22% ↓	\$1.10 M	\$1.12 M	-1.43% ↓	30	30	0.00%
Co-ops	8	7	14% ↑	10	10	0.00%	\$1.95 M	\$1.14 M	72% ↑	31	15	107% ↑
TIC	4	16	-75% ↓	10	4	150% ↑	\$835 K	\$1.20 M	-30% ↓	39	66	-41% ↓
District 9	272	263	3.42% ↑	290	317	-8.52% ↓	\$1.30 M	\$1.22 M	6.21% ↑	27	25	8.00% ↑
Single Family Homes	53	50	6.00% ↑	72	60	20% ↑	\$1.75 M	\$1.50 M	17% ↑	13	14	-7.14% ↓
Condo/Townhouse	201	199	1.01% ↑	206	246	-16% ↓	\$1.18 M	\$1.14 M	4.04% ↑	29	28	3.57% ↑
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	18	14	29% ↑	12	11	9.09% ↑	\$926 K	\$1.04 M	-11% ↓	34	14	143% ↑
District 10	89	125	-29% ↓	106	109	-2.75% ↓	\$1.09 M	\$1.08 M	0.93% ↑	17	19	-11% ↓
Single Family Homes	81	93	-13% ↓	100	97	3.09% ↑	\$1.10 M	\$1.11 M	-0.45% ↓	16	17	-5.88% ↓
Condo/Townhouse	8	32	-75% ↓	6	12	-50% ↓	\$509 K	\$755 K	-33% ↓	89	40	123% ↑
Co-ops	0	0		0	0		\$0	\$0		0	0	
TIC	0	0		0	0		\$0	\$0		0	0	
Total	1015	1088	-6.71% ↓	1218	1274	-4.40% ↓	\$1.41 M	\$1.35 M	4.21% ↑	19	21	-9.52% ↓
Single Family Homes	426	462	-7.79% ↓	549	560	-1.96% ↓	\$1.65 M	\$1.55 M	6.45% ↑	15	16	-6.25% ↓
Condo/Townhouse	487	531	-8.29% ↓	591	652	-9.36% ↓	\$1.28 M	\$1.23 M	3.66% ↑	24	24	0.00%
Co-ops	10	12	-17% ↓	13	11	18% ↑	\$1.48 M	\$965 K	53% ↑	39	18	117% ↑
TIC	92	83	11% ↑	65	51	27% ↑	\$1.10 M	\$985 K	12% ↑	34	28	21% ↑

REAL ESTATE SNAPSHOT

SAN FRANCISCO COUNTY

MARKET OVERVIEW

Q4 2019 | Single Family Homes 

-0.79%

PROPERTIES SOLD
SINGLE FAMILY HOMES

-0.41%

AVERAGE SOLD PRICE
SINGLE FAMILY HOMES

5.00%

MEDIAN SOLD PRICE
SINGLE FAMILY HOMES

-7.41%

NEW LISTINGS
SINGLE FAMILY HOMES

-1.18%

AVERAGE LIST PRICE
SINGLE FAMILY HOMES

2.65%

MEDIAN LIST PRICE
SINGLE FAMILY HOMES

0.04%

LIST/SELL PRICE RATIO
SINGLE FAMILY HOMES

-7.69%

AVERAGE DAYS ON MARKET
SINGLE FAMILY HOMES

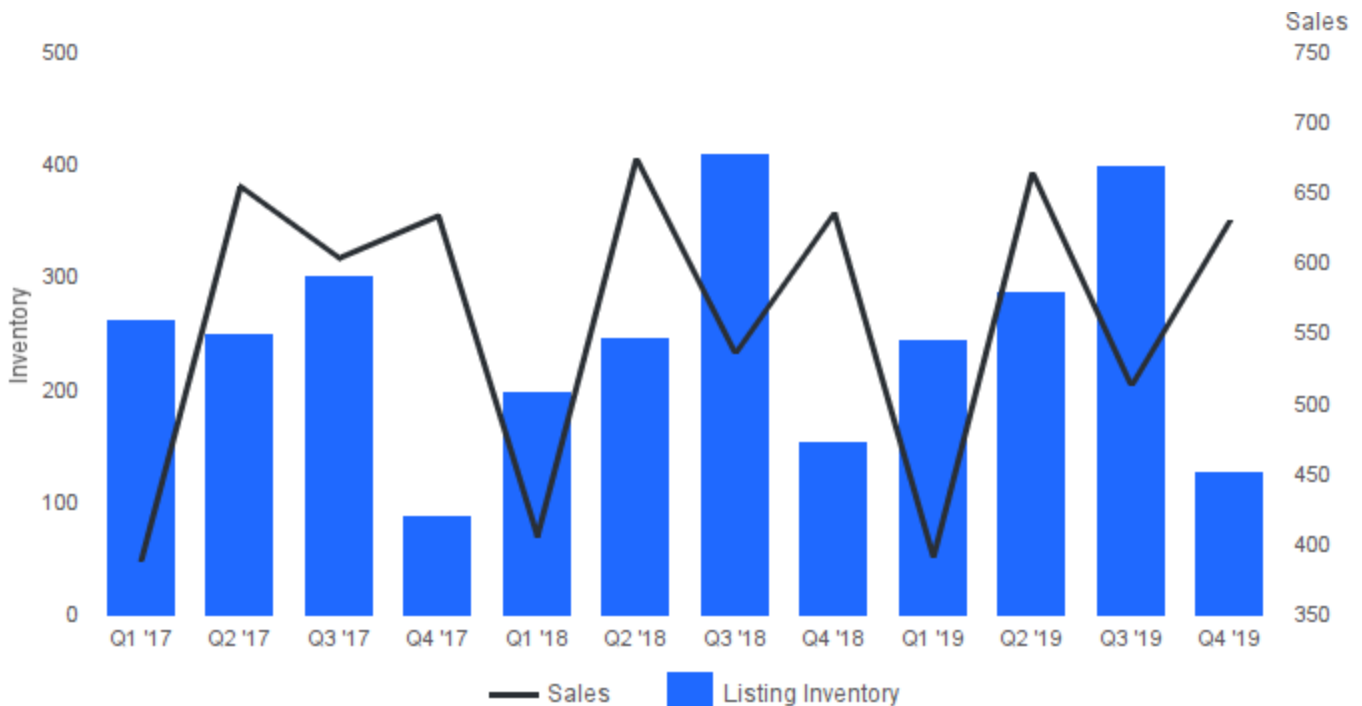
-11.76%

MEDIAN DAYS ON MARKET
SINGLE FAMILY HOMES

LISTING INVENTORY AND NUMBER OF SALES

Q4 2019 | Single Family Homes 

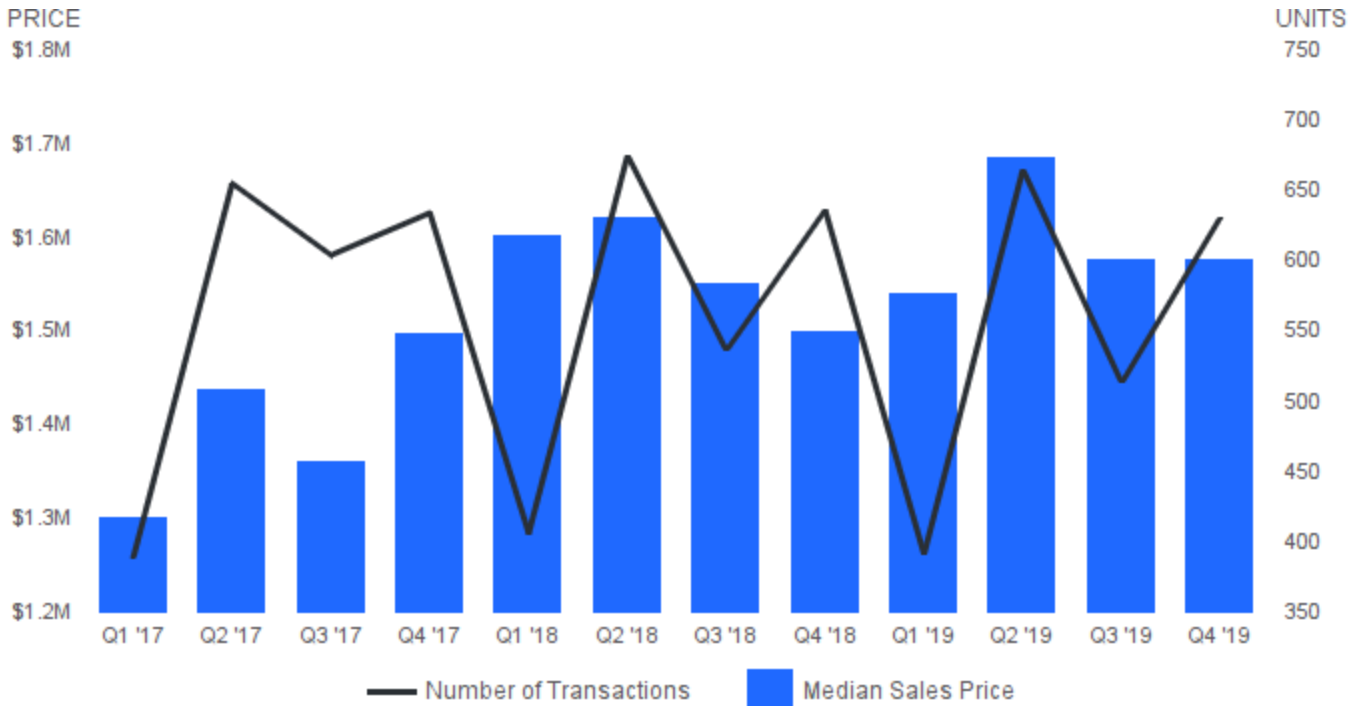
Quarterly inventory of properties for sale along with number of sales



MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 2019 | Single Family Homes 

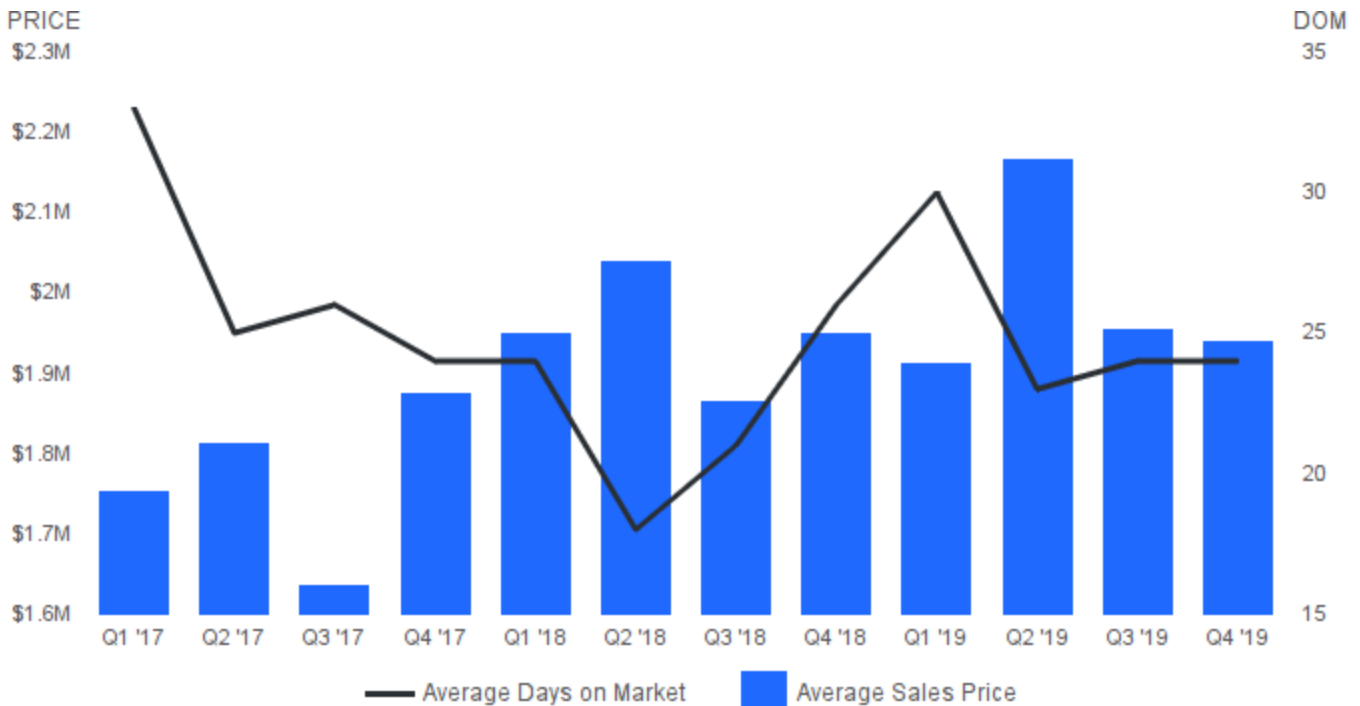
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 2019 | 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.

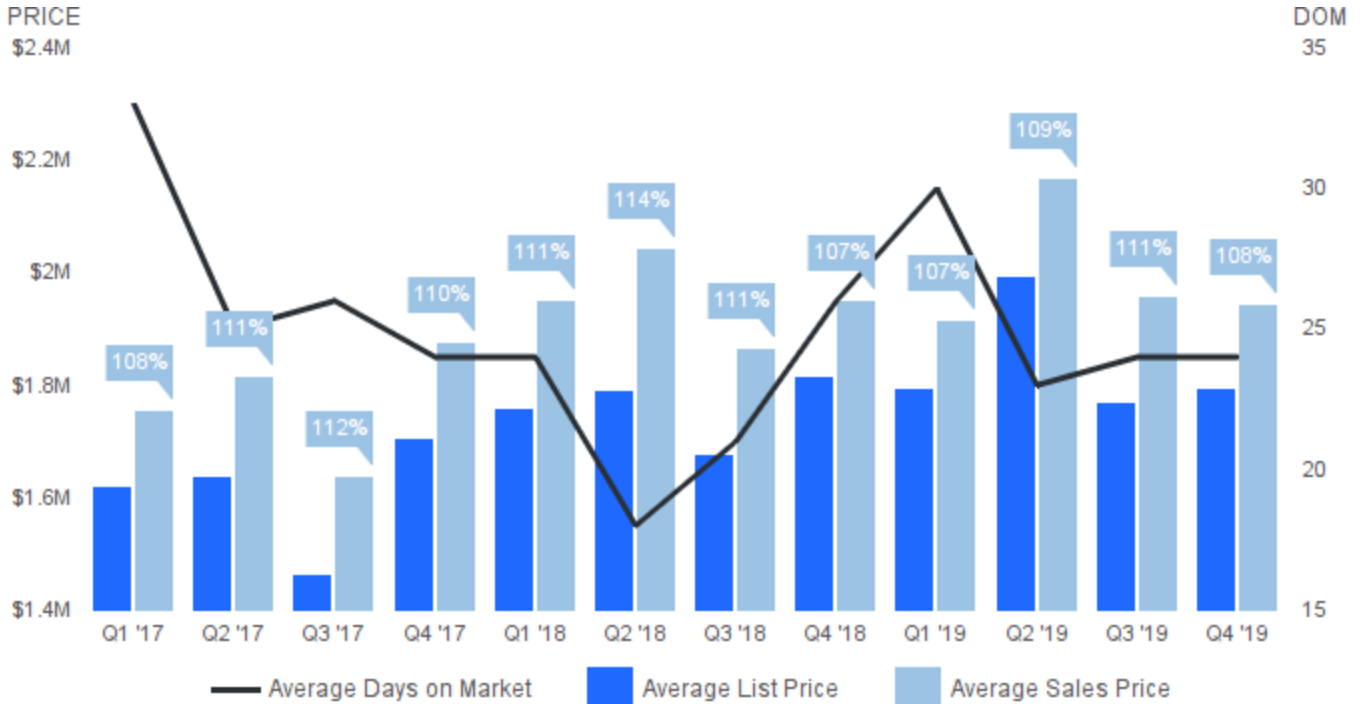


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 2019 | 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.

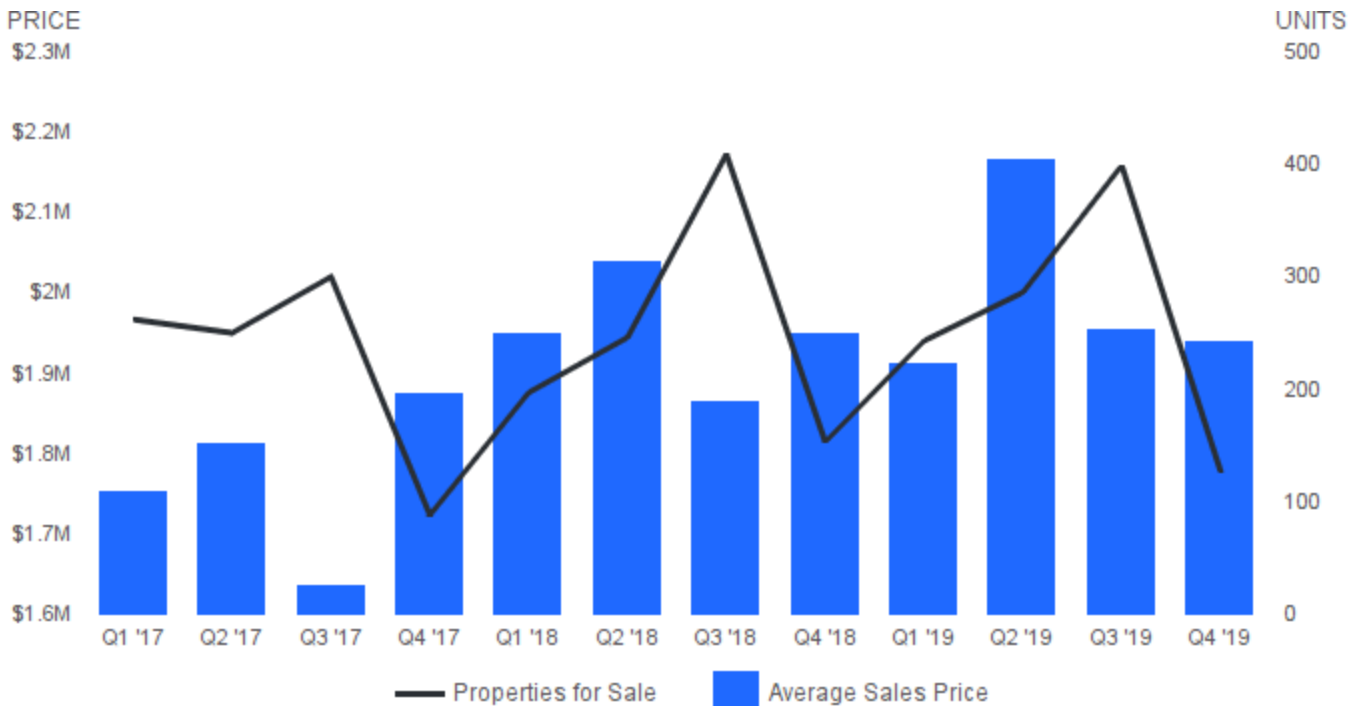


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 2019 | Single Family Homes 

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

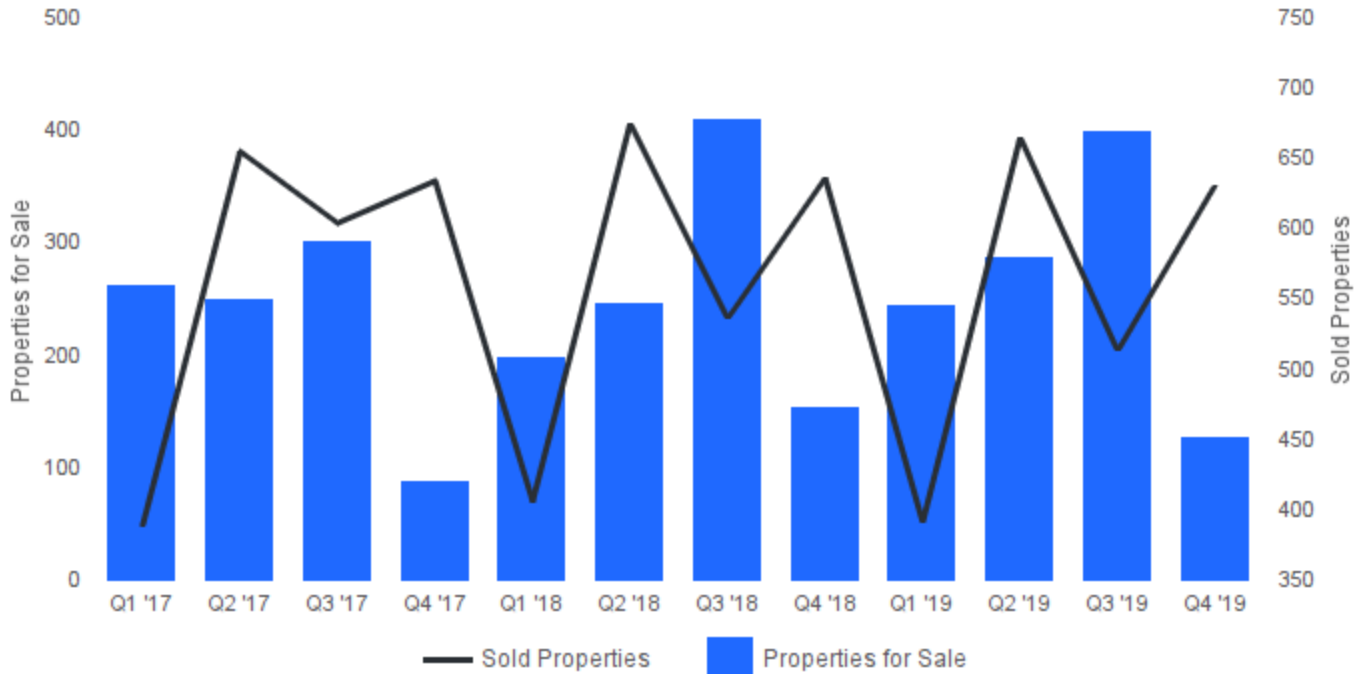
Properties for Sale | Number of properties listed for sale at the end of quarter.



PROPERTIES FOR SALE AND SOLD PROPERTIES

Q4 2019 | Single Family Homes

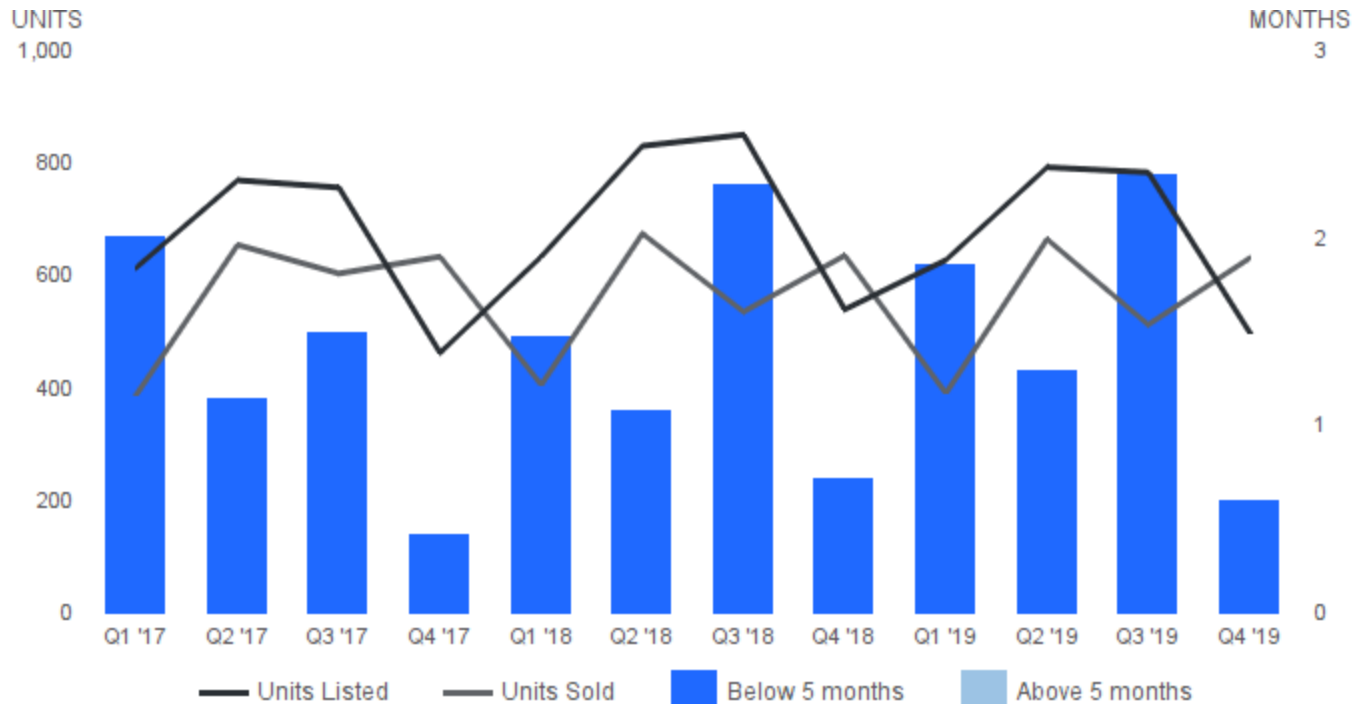
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q4 2019 | 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

Q4 2019 | Condo/Townhouse 

-6.97%

PROPERTIES SOLD
CONDO/TOWNHOUSE

2.56%

AVERAGE SOLD PRICE
CONDO/TOWNHOUSE

4.58%

MEDIAN SOLD PRICE
CONDO/TOWNHOUSE

-9.00%

NEW LISTINGS
CONDO/TOWNHOUSE

1.93%

AVERAGE LIST PRICE
CONDO/TOWNHOUSE

3.87%

MEDIAN LIST PRICE
CONDO/TOWNHOUSE

0.27%

LIST/SELL PRICE RATIO
CONDO/TOWNHOUSE

-2.94%

AVERAGE DAYS ON MARKET
CONDO/TOWNHOUSE

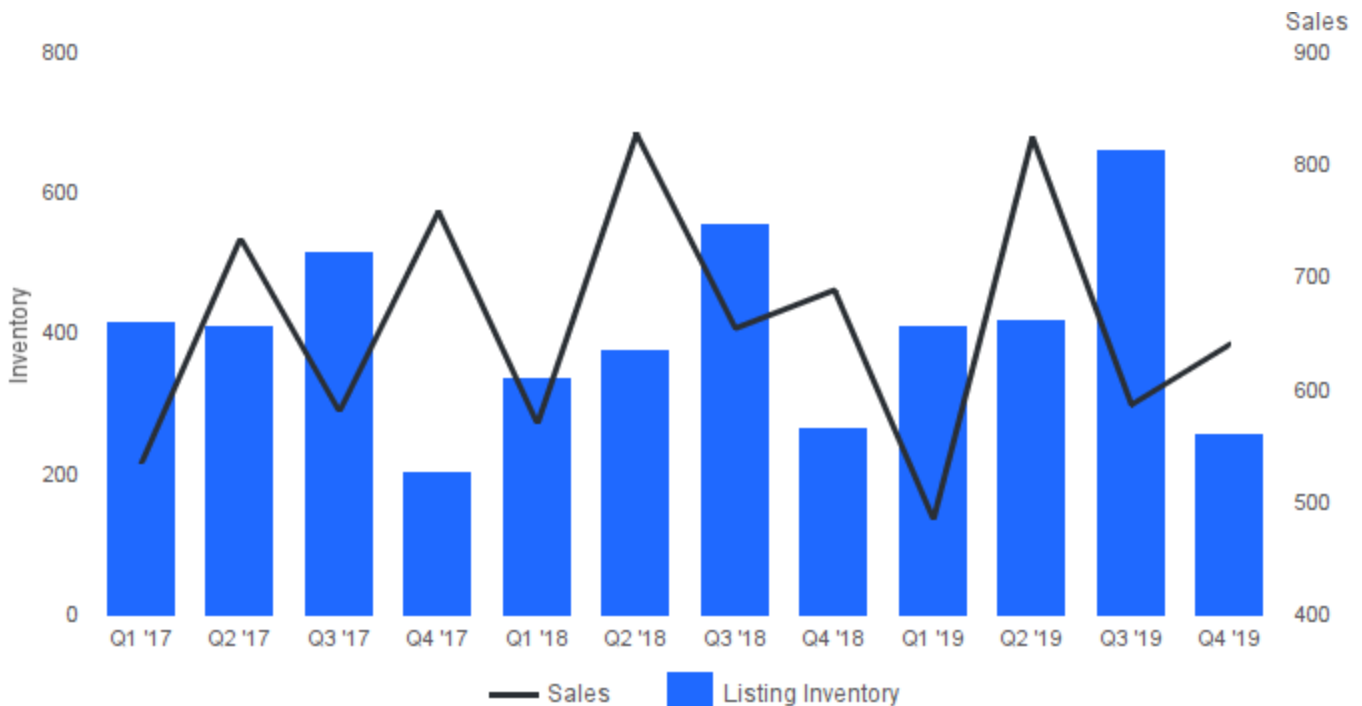
4.17%

MEDIAN DAYS ON MARKET
CONDO/TOWNHOUSE


LISTING INVENTORY AND NUMBER OF SALES

Q4 2019 | Condo/Townhouse 

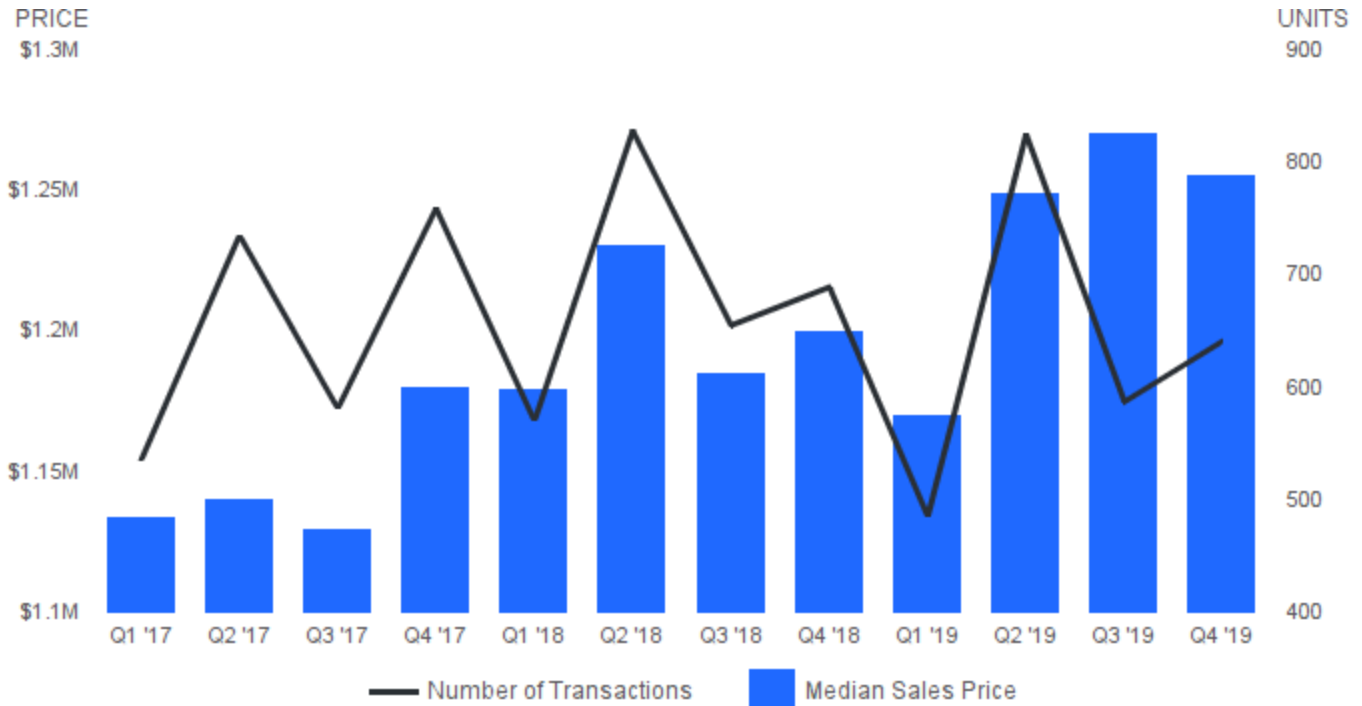
Quarterly inventory of properties for sale along with number of sales




MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 2019 | Condo/Townhouse 

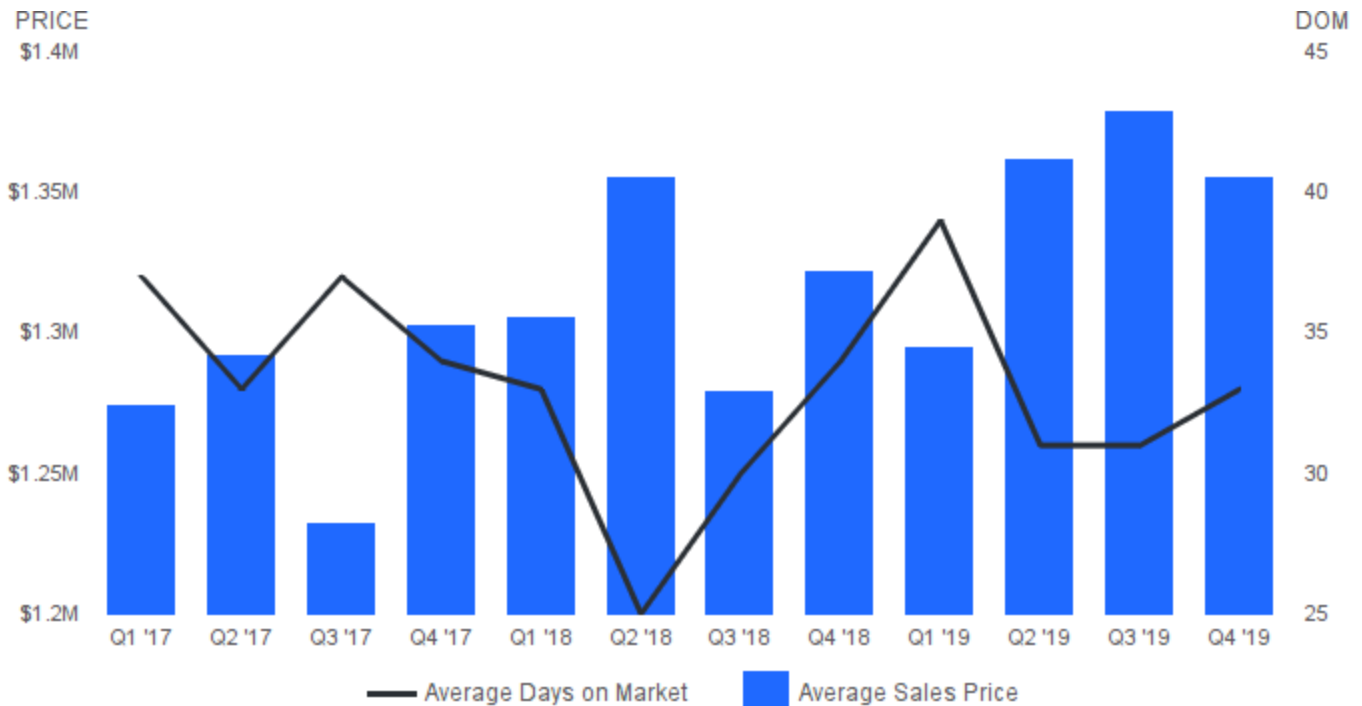
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.




AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 2019 | Condo/Townhouse 

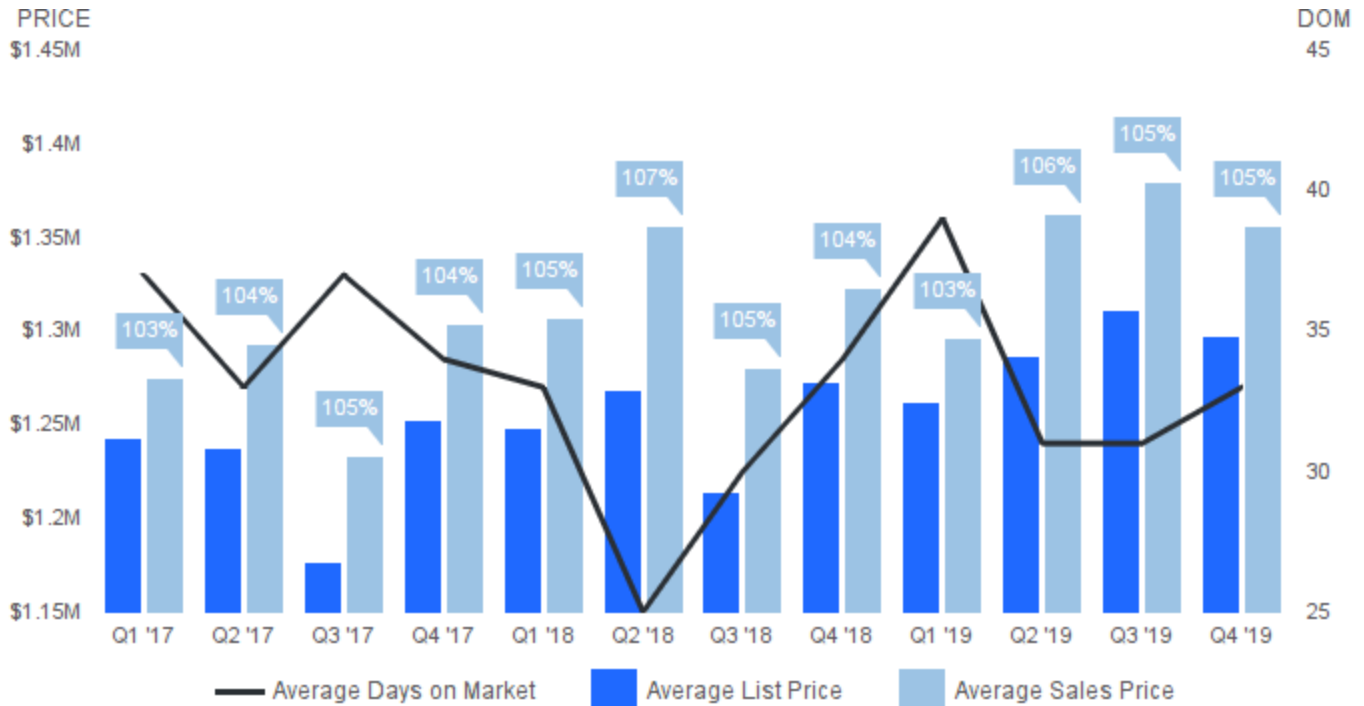
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 2019 | Condo/Townhouse 

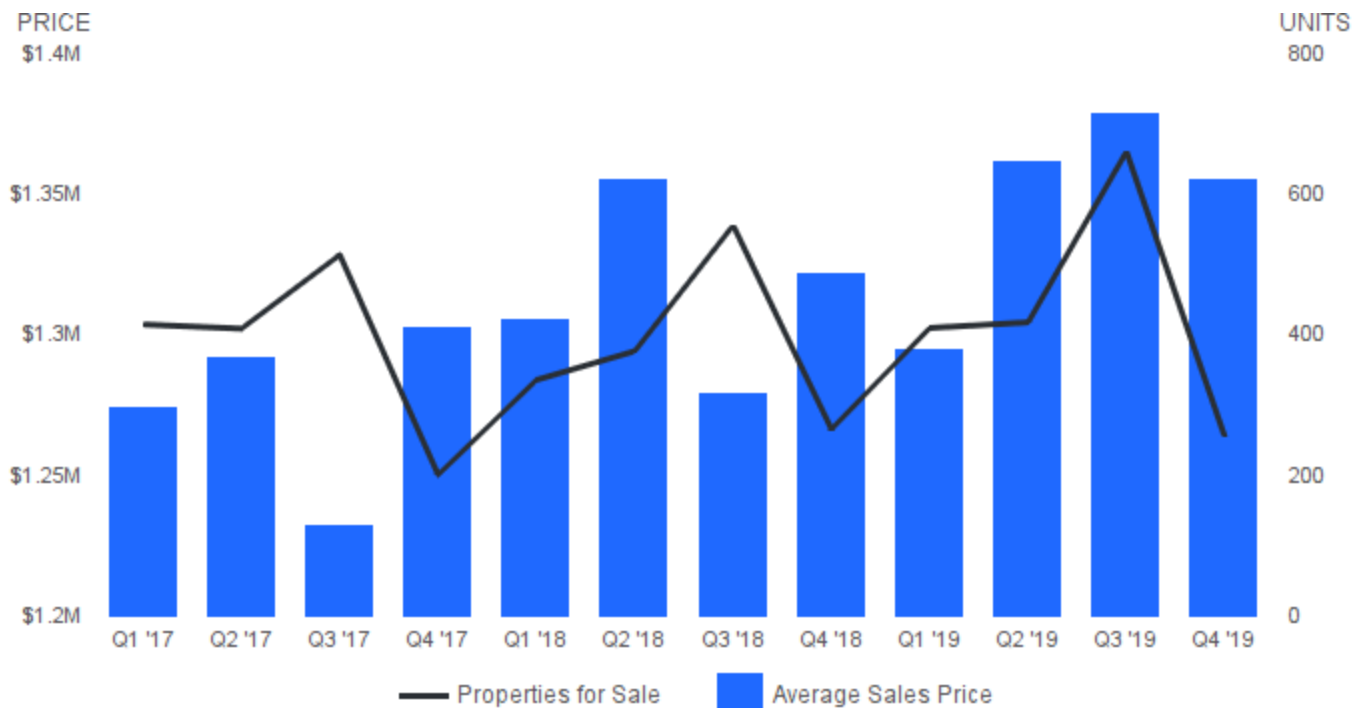
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.




AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 2019 | Condo/Townhouse 

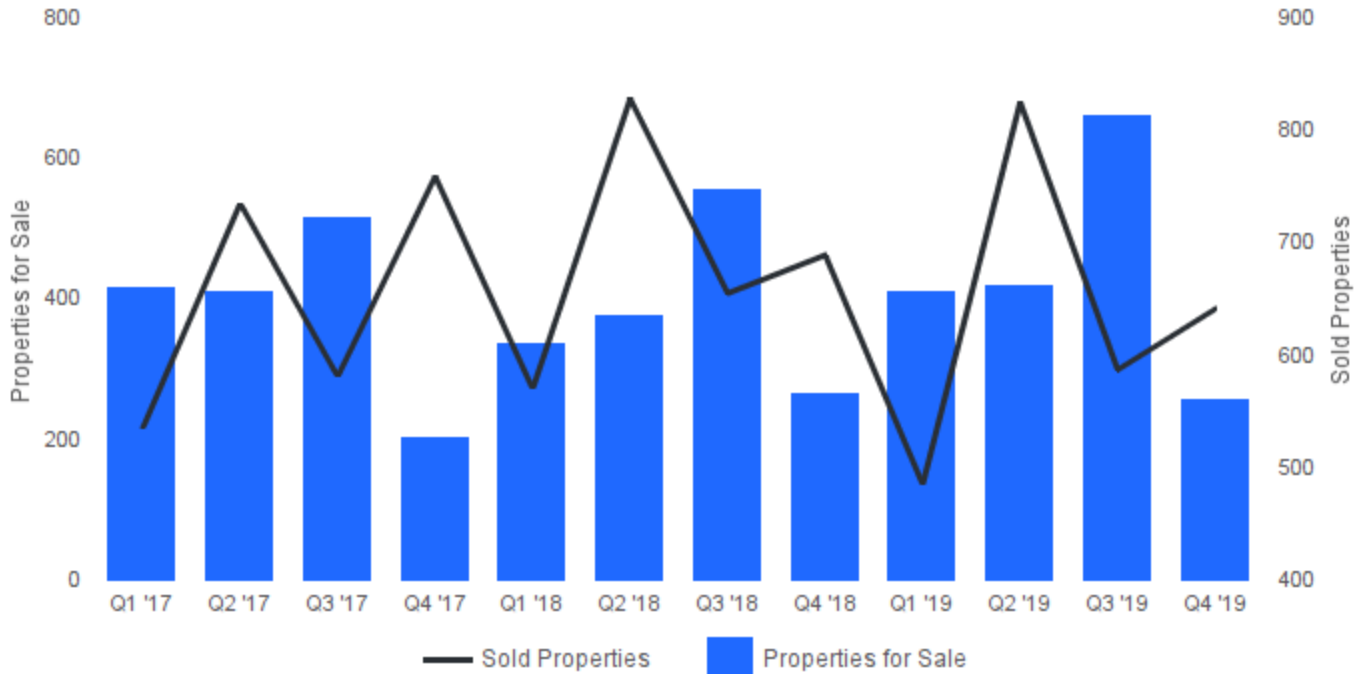
Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.




PROPERTIES FOR SALE AND SOLD PROPERTIES

Q4 2019 | Condo/Townhouse 

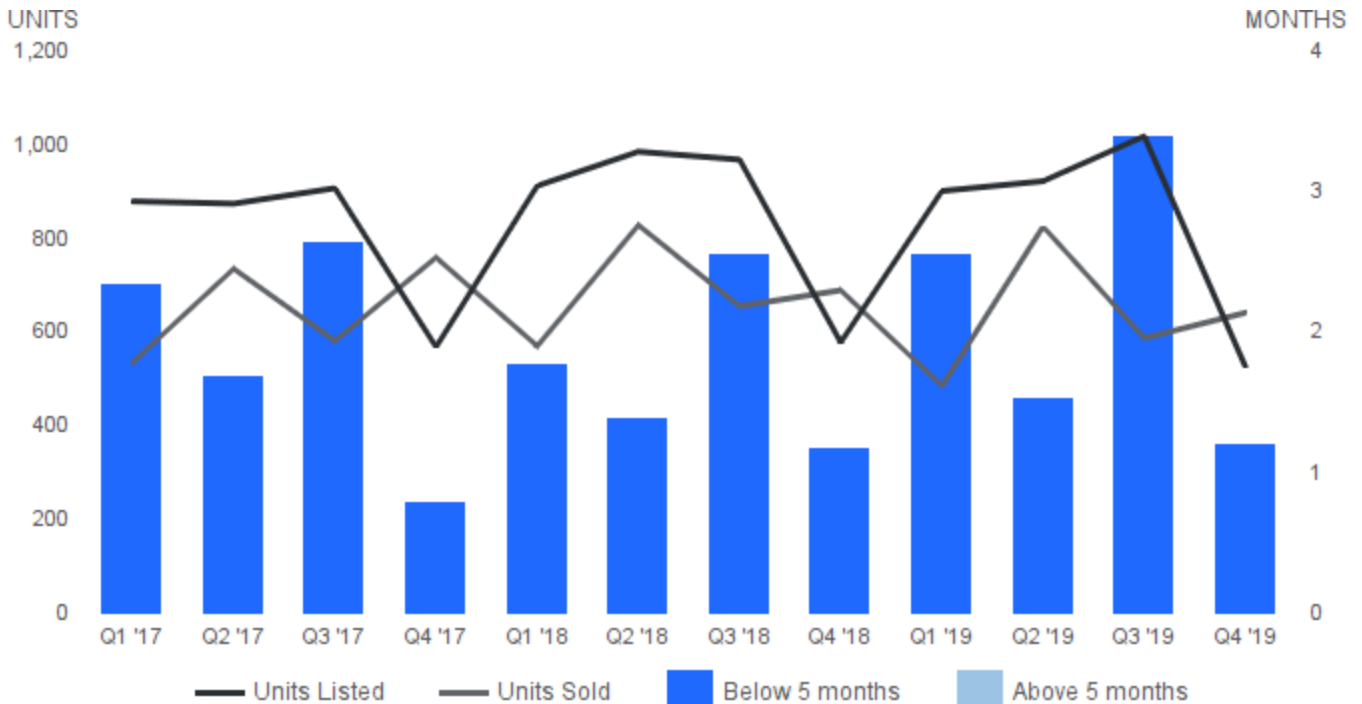
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q4 2019 | 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

Q4 2019 | Co-ops 

18.18%

PROPERTIES SOLD
CO-OPS

10.12%

AVERAGE SOLD PRICE
CO-OPS

52.85%

MEDIAN SOLD PRICE
CO-OPS

-16.67%

NEW LISTINGS
CO-OPS

7.79%

AVERAGE LIST PRICE
CO-OPS

40.20%

MEDIAN LIST PRICE
CO-OPS

1.73%

LIST/SELL PRICE RATIO
CO-OPS

86.21%

AVERAGE DAYS ON MARKET
CO-OPS

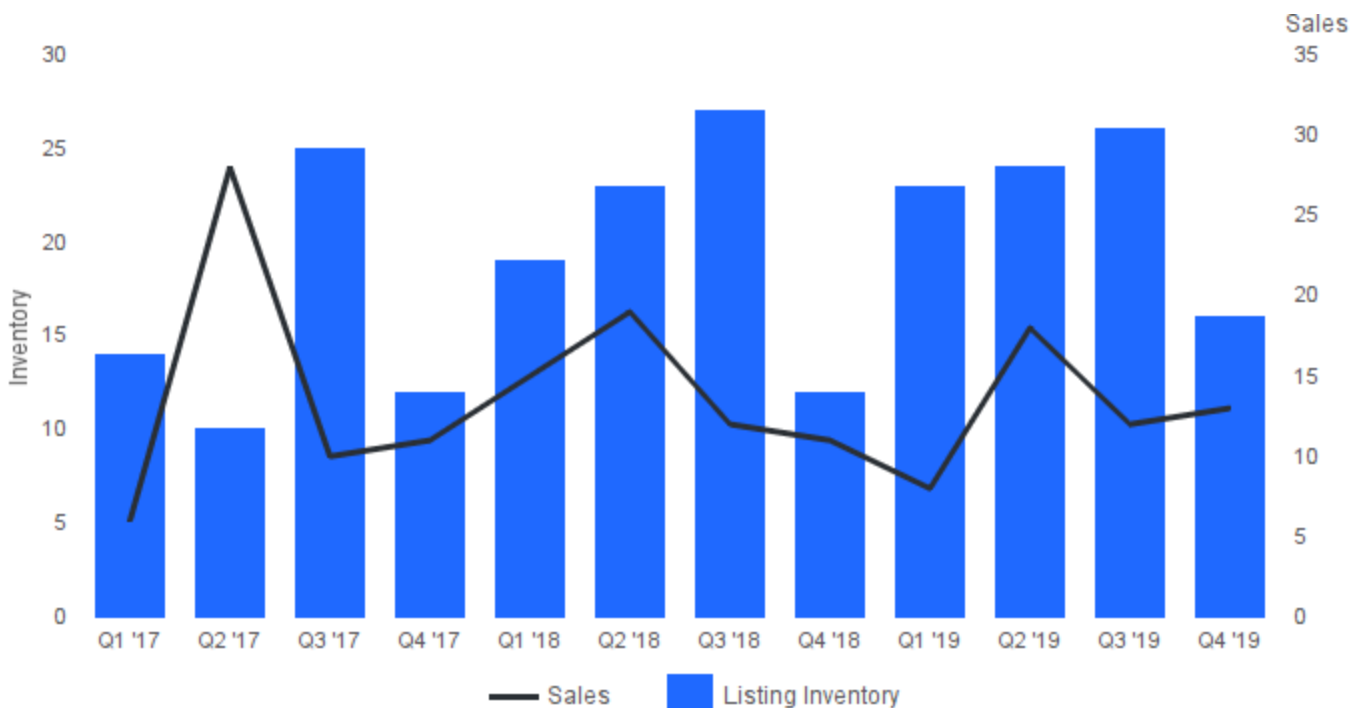
116.67%

MEDIAN DAYS ON MARKET
CO-OPS

LISTING INVENTORY AND NUMBER OF SALES

Q4 2019 | Co-ops 

Quarterly inventory of properties for sale along with number of sales



MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 2019 | Co-ops 

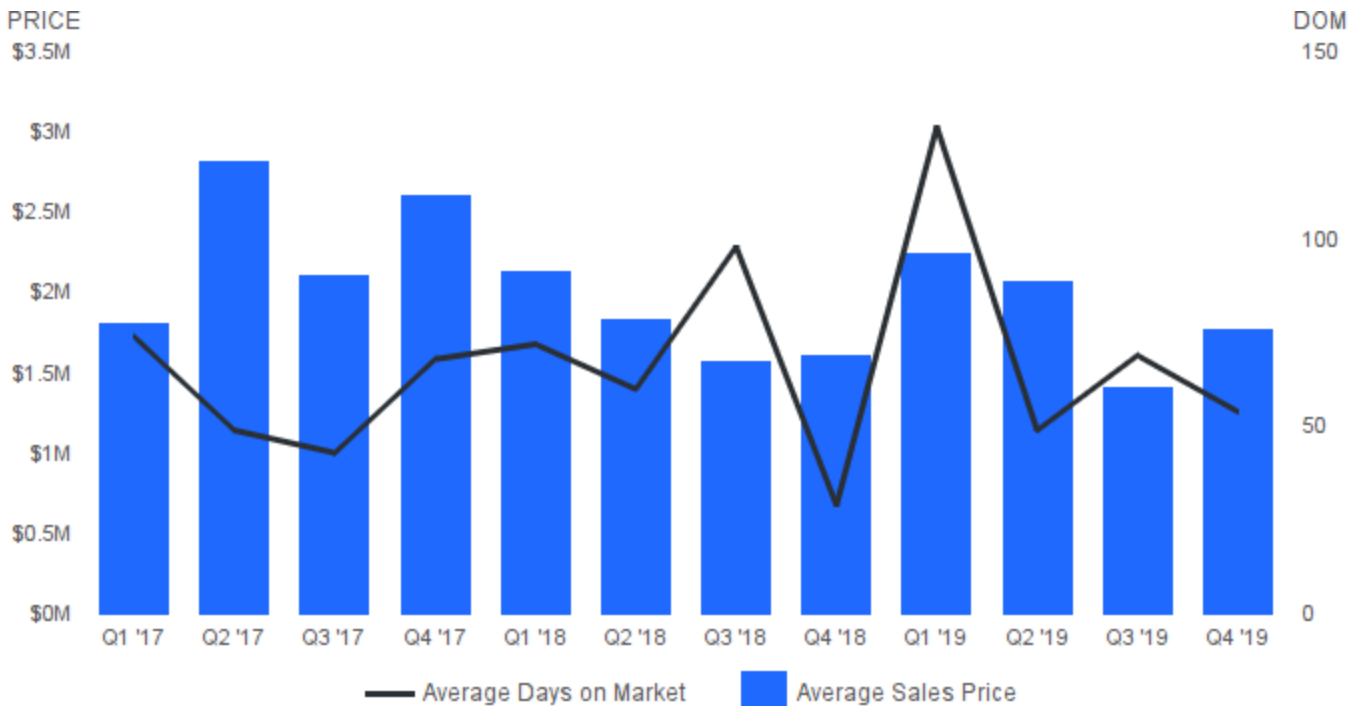
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 2019 | Co-ops 

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

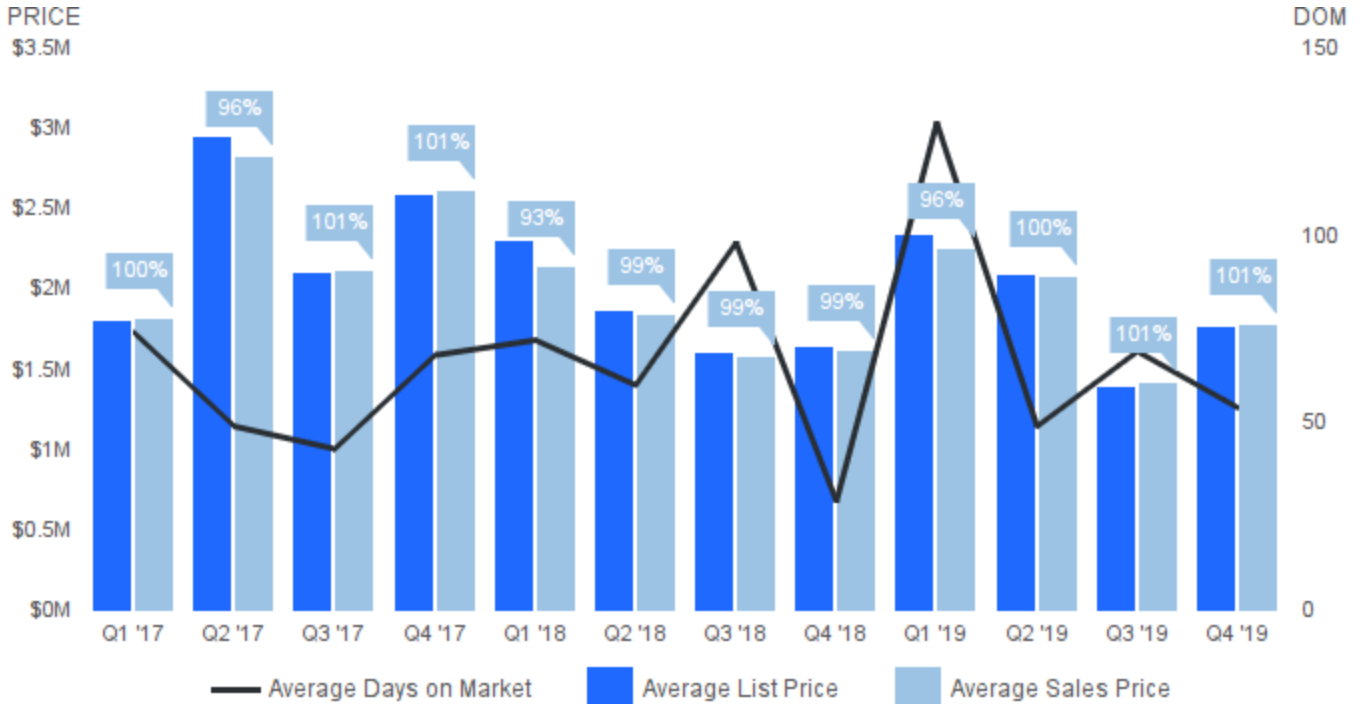


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 2019 | 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.

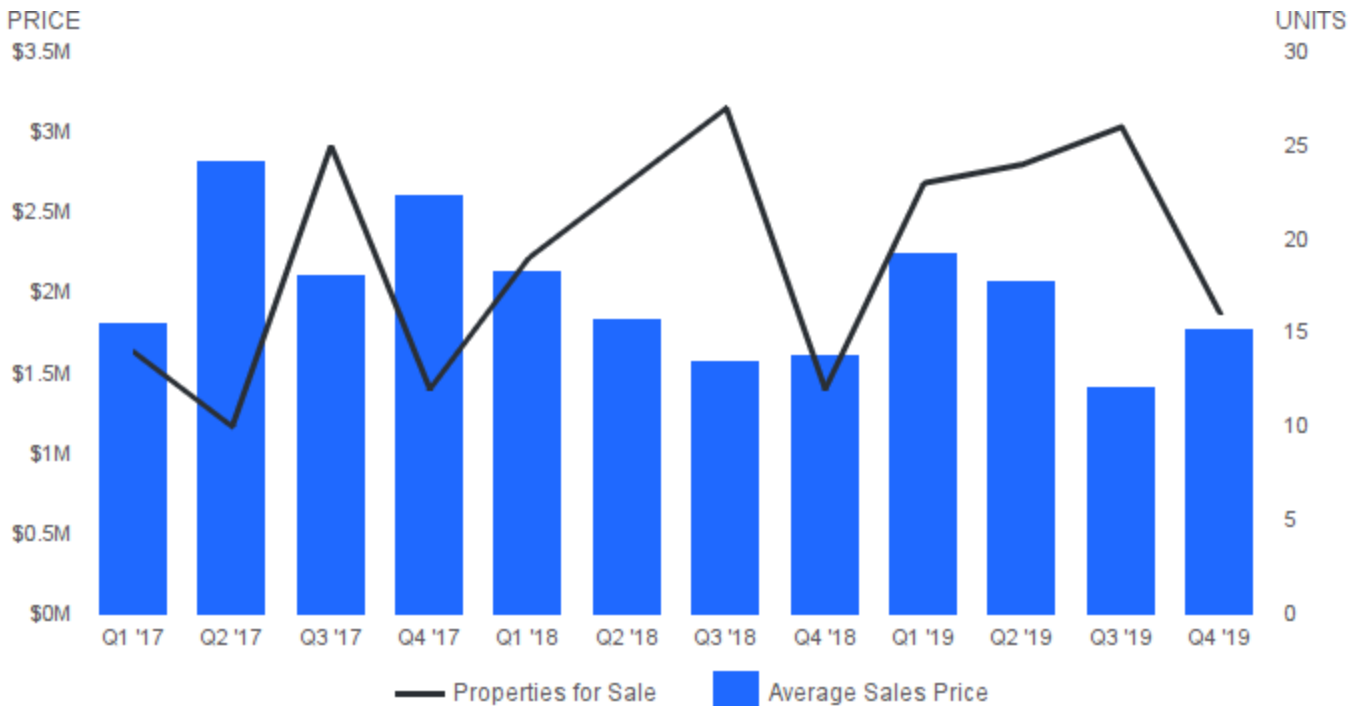


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 2019 | Co-ops 

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

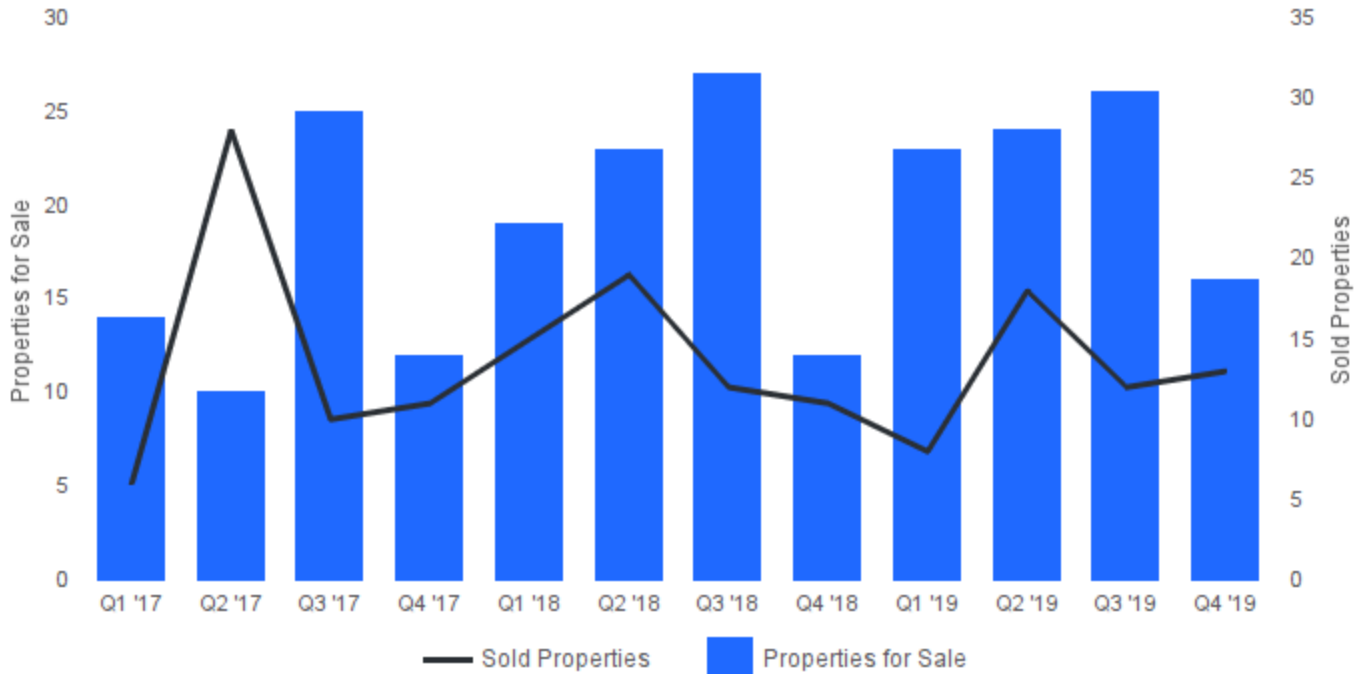
Properties for Sale | Number of properties listed for sale at the end of quarter.



PROPERTIES FOR SALE AND SOLD PROPERTIES

Q4 2019 | Co-ops 

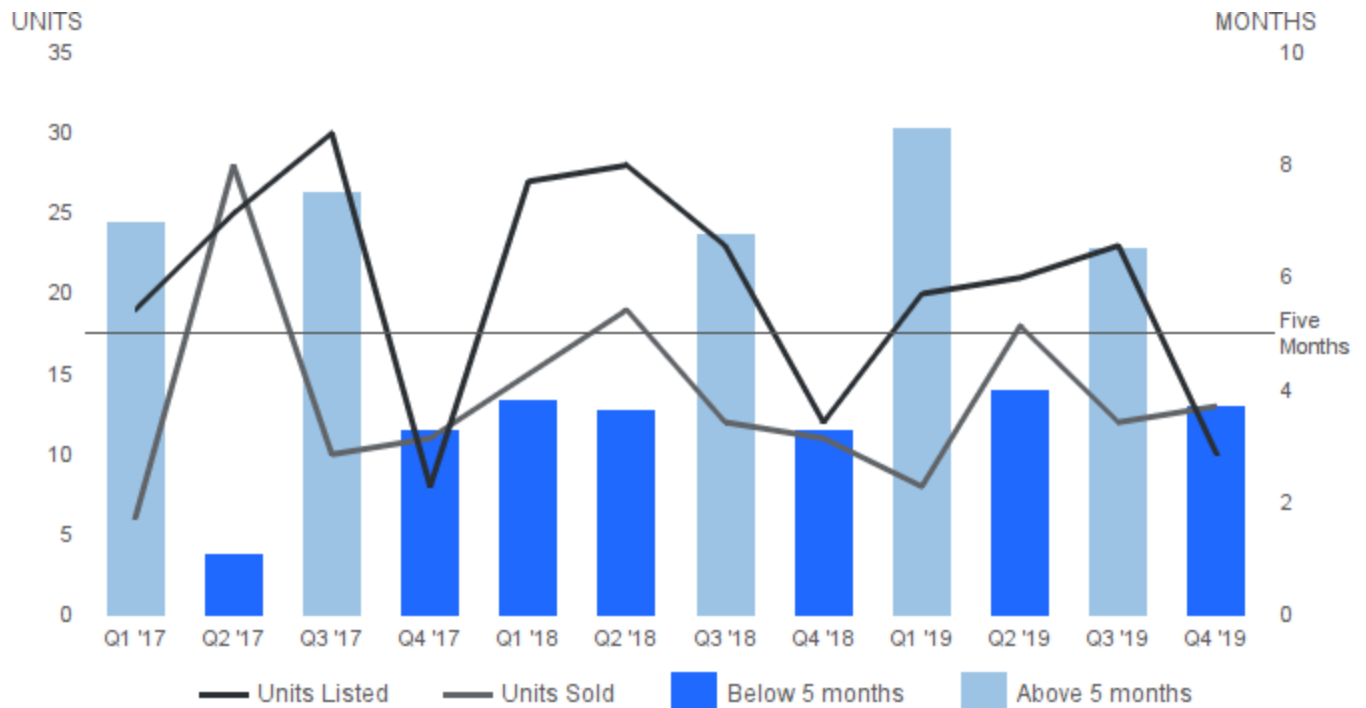
Properties for Sale | Number of properties listed for sale at the end of quarter.
Sold Properties | Number of properties sold.



MONTHS SUPPLY OF INVENTORY

Q4 2019 | 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

Q4 2019 | TIC 

27.45%

PROPERTIES SOLD
TIC

16.19%

AVERAGE SOLD PRICE
TIC

11.68%

MEDIAN SOLD PRICE
TIC

10.84%

NEW LISTINGS
TIC

19.29%

AVERAGE LIST PRICE
TIC

14.47%

MEDIAN LIST PRICE
TIC

-2.79%

LIST/SELL PRICE RATIO
TIC


-4.55%

AVERAGE DAYS ON MARKET
TIC

21.43%

MEDIAN DAYS ON MARKET
TIC


LISTING INVENTORY AND NUMBER OF SALES

Q4 2019 | TIC 

Quarterly inventory of properties for sale along with number of sales




MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 2019 | TIC 

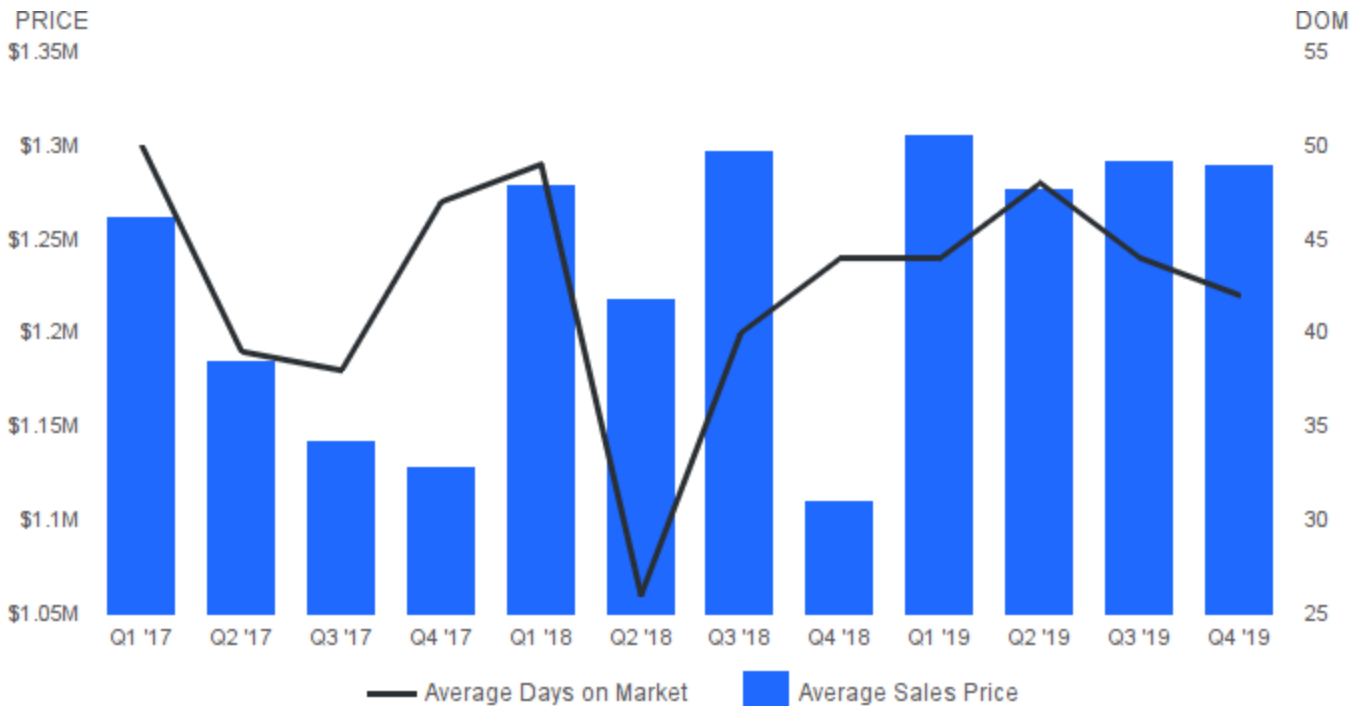
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.




AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 2019 | TIC 

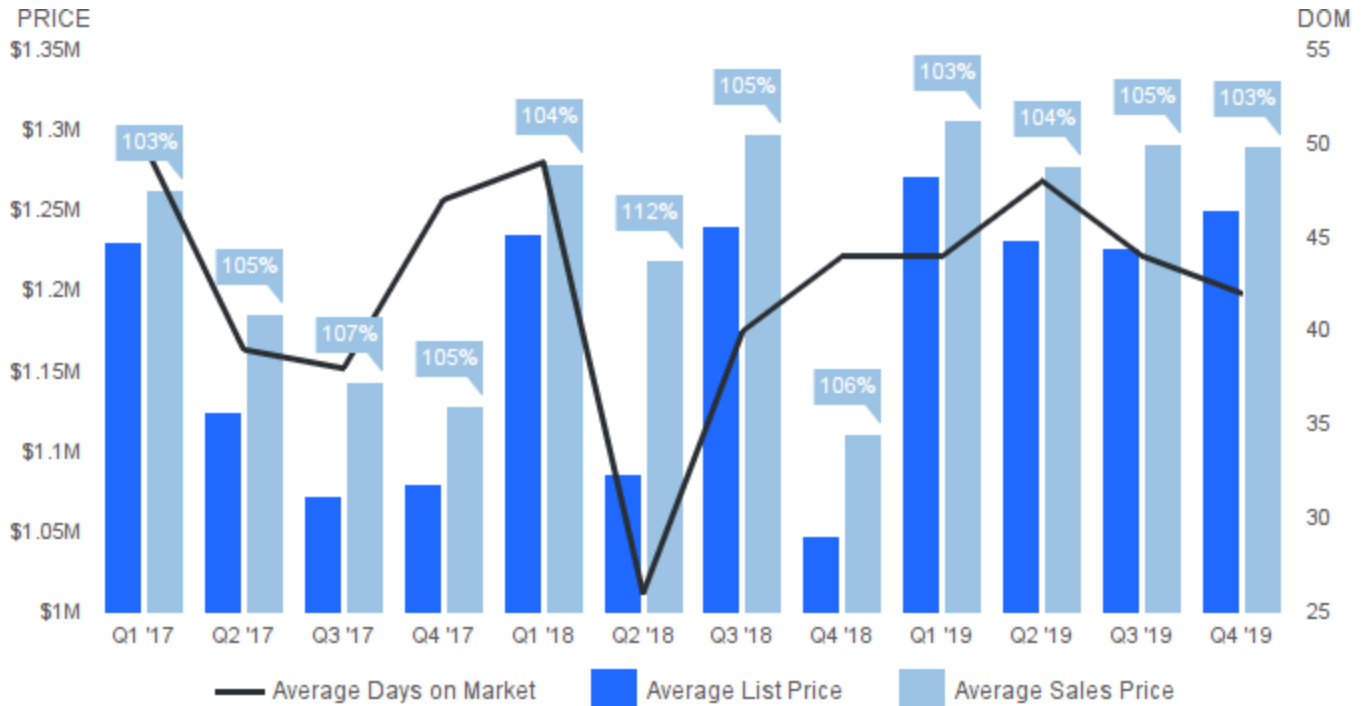
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.




SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 2019 | TIC 

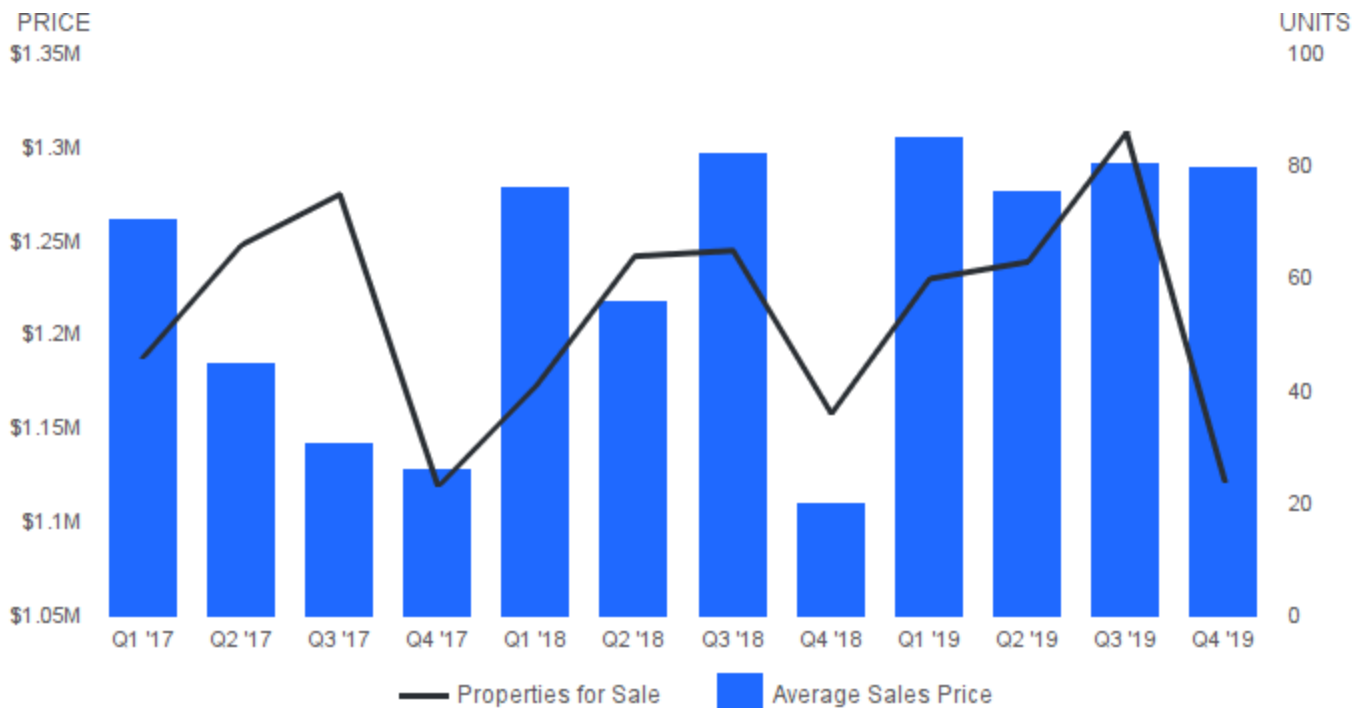
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.




AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 2019 | 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.

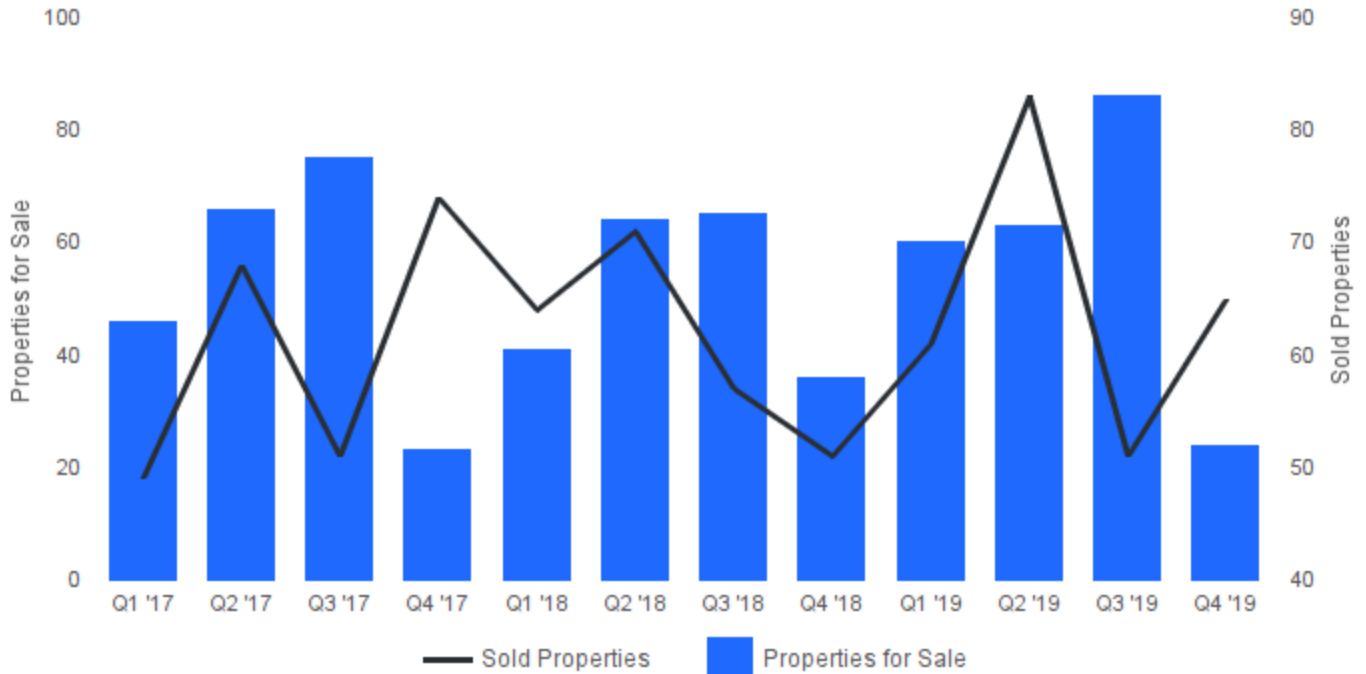


PROPERTIES FOR SALE AND SOLD PROPERTIES


Q4 2019 | TIC 

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

Sold Properties | Number of properties sold.



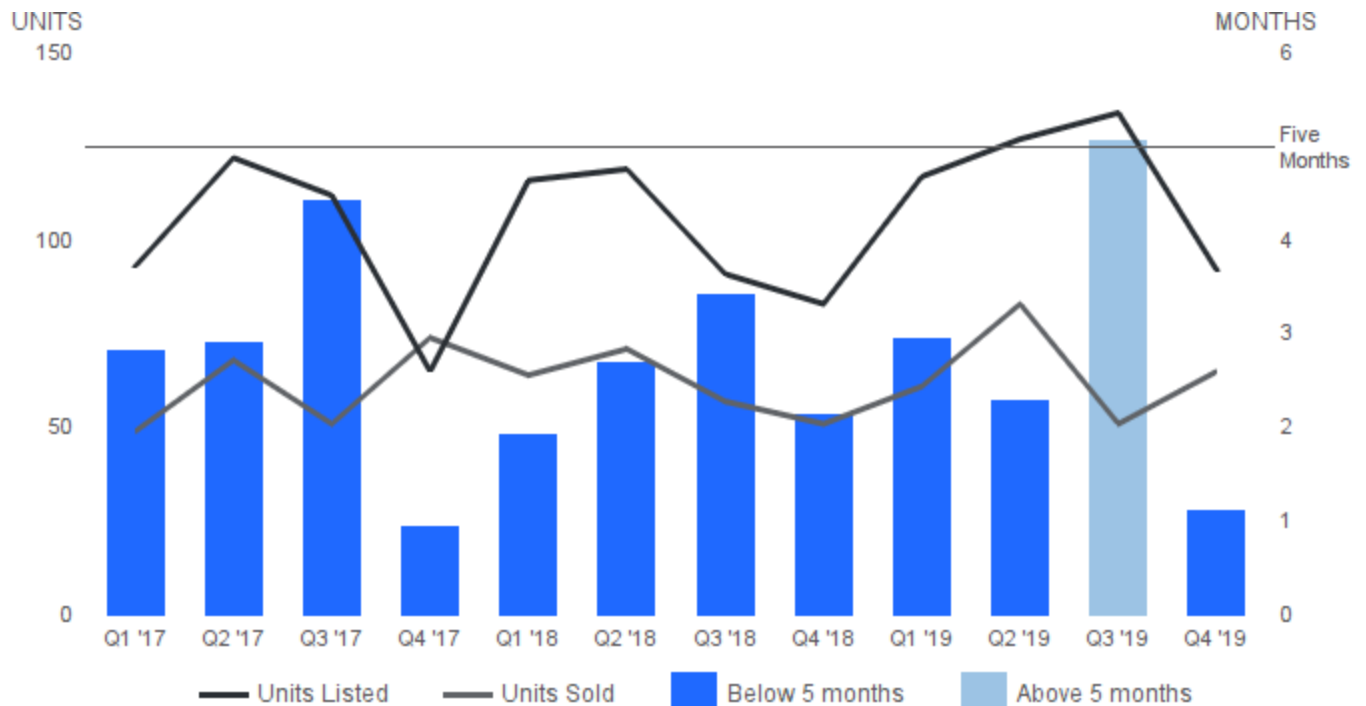
MONTHS SUPPLY OF INVENTORY

Q4 2019 | 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

Q4 2019

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.

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