



Q2 | 2019

Bay Area

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# Market Update

**Sotheby's**  
INTERNATIONAL REALTY

## Bay Area Market Update

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A MESSAGE FROM

## Jeffrey Gibson

*San Francisco Brokerage Manager*

San Francisco's real estate market remained strong in the second quarter of 2019, with the median single-family home price reaching \$1.7 million, a 5% increase from the same quarter in 2018 according to the San Francisco Multiple Listing Service. Across the city, the number of days on market for single-family homes rose 24%, but only to 23 days, a remarkably low figure by historical standards and no doubt the envy of most other markets in the US. In general, long-term themes such as rising prices and short days on market were still visible, but somewhat attenuated in Q2, as evidenced by mixed results across a number of key districts in the city.

For example, several districts saw average days on market rise substantially, while that figure still held below a relatively brief 25 days: District 1 rose 26% to 24; District 4 rose 22% to 20; and District 9 rose a notable 38%, climbing to a still-brisk 22 days. In District 7, including San Francisco's highest-priced neighborhoods such as Pacific Heights, Presidio Heights and Cow Hollow where the median sale price was \$5.6 million, days on market shot up 174% compared to last year, returning to a relatively typical interval of 42 days. In contrast, Districts 5, 6 and 8, cutting across the center of the city, saw flat or declining days on market for single-family homes.

Changes in median sale price were also relatively moderate across the city, with the notable exception of District 6 (including Hayes Valley, NoPa and Lower Pacific Heights), which notched a 19% decline in single-family home sale prices amid low volume; condominium sale prices in the area also fell by 4%. Areas of strong growth included District 1, encompassing the Richmond and Lake Districts, where single-family home prices rose by 10%, and District 5 including Noe Valley, the Castro and Mission Dolores, where home prices ticked up 7% on a 9% increase in units sold.

If you are in the market to buy or sell real estate from Larkspur to Los Altos or beyond, the agents affiliated with our San Francisco brokerage can point you in the right direction. We firmly believe that they represent not just the best agents in the Bay Area, but the best agents in the entire United States. Our globally recognized brand keeps them in constant contact with elite clients around the world. They also enjoy the support of a tight-knit community of top-performing agents in our San Francisco office, as well as our extended network of nearly 1,000 offices in 72 countries and territories.

Sotheby's International Realty continues to solidify its reputation as the luxury leader in Northern California and around the world, a position we've reached by providing the highest levels of professional guidance to our clients. We look forward to being of service to you.



SAN FRANCISCO BROKERAGE

*Jeffrey Gibson*

*Senior Vice President & Brokerage Manager*

117 Greenwich Street | San Francisco, CA 94111

[SOTBESHOMES.COM/SANFRANCISCO](https://www.sotbeshomes.com/sanfrancisco)

Source: San Francisco Multiple Listing Service (SFMLS)/InfoSparks. Q2 refers to 4/1-6/30 for the year specified. Data within this document are drawn from the SFAR MLS, BAREIS, and/or MLS Listings. Sotheby's International Realty and the Sotheby's International Realty logo are registered (or unregistered) service marks used with permission. Operated by Sotheby's International Realty, Inc. If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully. Real estate agents affiliated with Sotheby's International Realty, Inc. are independent contractor sales associates and are not employees of Sotheby's International Realty, Inc. SIR DRE: 899496. Jeffrey Gibson DRE: 01407690. Photo credit: Rich Hay

BAY AREA

# Featured Properties

We invite you to explore our exclusive offerings at [SOTHEBYSHOMES.COM/SANFRANCISCO](https://www.sotbebyshomes.com/sanfrancisco)



NOB HILL  
Nob Hill's Crown Jewel  
Offered at \$16,500,000  
[1350Jones.com](https://www.1350jones.com)



PRESIDIO HEIGHTS  
Offered at \$10,250,000  
[3530Washington.com](https://www.3530Washington.com)

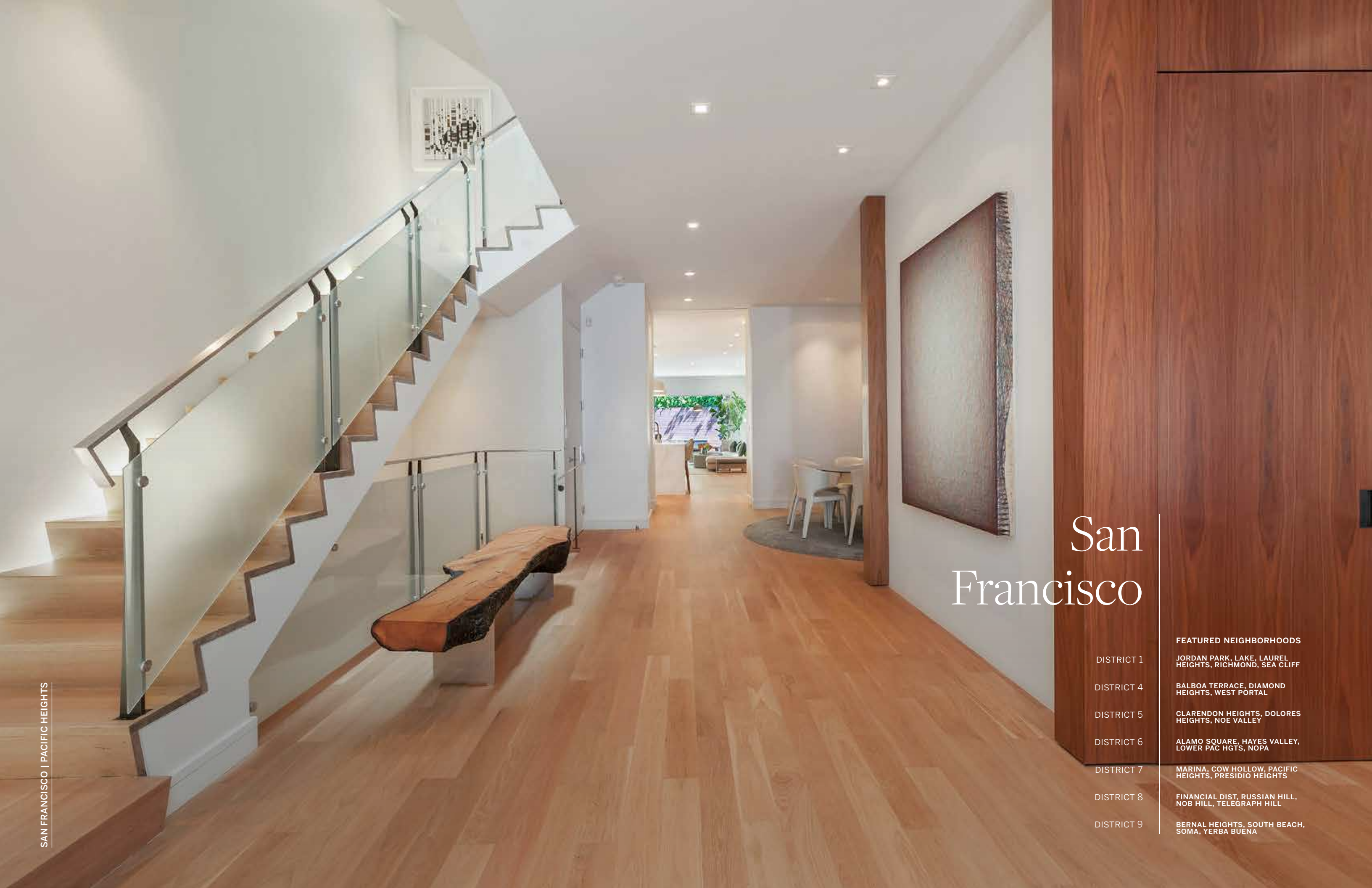
JORDAN PARK  
Offered at \$6,295,000  
[55PalmAve.com](https://www.55PalmAve.com)

MARINA  
Offered at \$5,790,000  
[3646BakerSt.com](https://www.3646BakerSt.com)

MISSION DISTRICT  
Offered at \$5,195,000  
[DoloresLighthouse.com](https://www.DoloresLighthouse.com)

\*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

[SOTHEBYSHOMES.COM/SANFRANCISCO](https://www.sotbebyshomes.com/sanfrancisco)



# San Francisco

## FEATURED NEIGHBORHOODS

- DISTRICT 1 JORDAN PARK, LAKE, LAUREL HEIGHTS, RICHMOND, SEA CLIFF
- DISTRICT 4 BALBOA TERRACE, DIAMOND HEIGHTS, WEST PORTAL
- DISTRICT 5 CLARENDON HEIGHTS, DOLORES HEIGHTS, NOE VALLEY
- DISTRICT 6 ALAMO SQUARE, HAYES VALLEY, LOWER PAC HGTS, NOPA
- DISTRICT 7 MARINA, COW HOLLOW, PACIFIC HEIGHTS, PRESIDIO HEIGHTS
- DISTRICT 8 FINANCIAL DIST, RUSSIAN HILL, NOB HILL, TELEGRAPH HILL
- DISTRICT 9 BERNAL HEIGHTS, SOUTH BEACH, SOMA, YERBA BUENA

# San Francisco

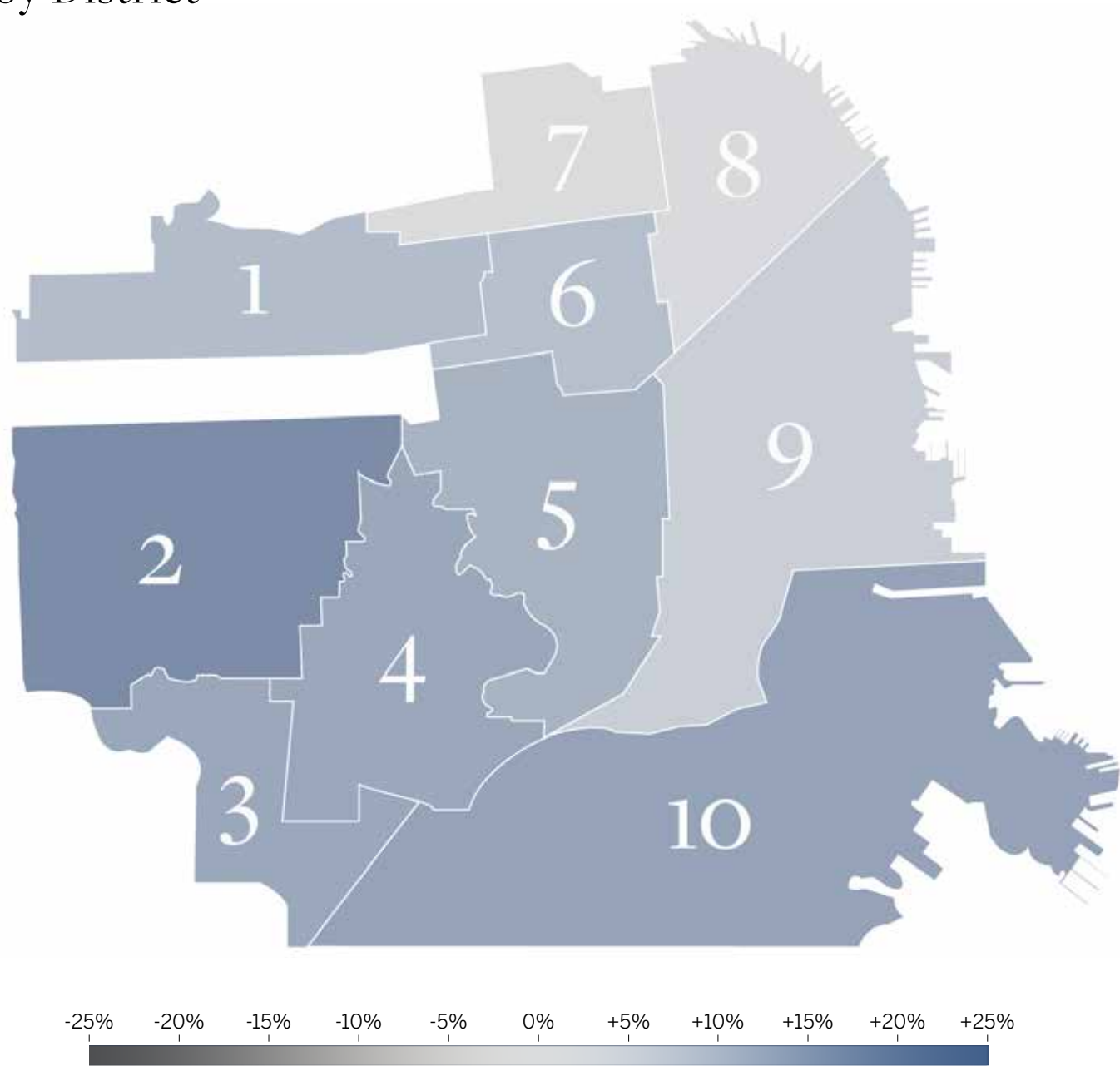
Market Snapshot | by District

# Q2 2019 Highlights

San Francisco

## Price Ratio by District

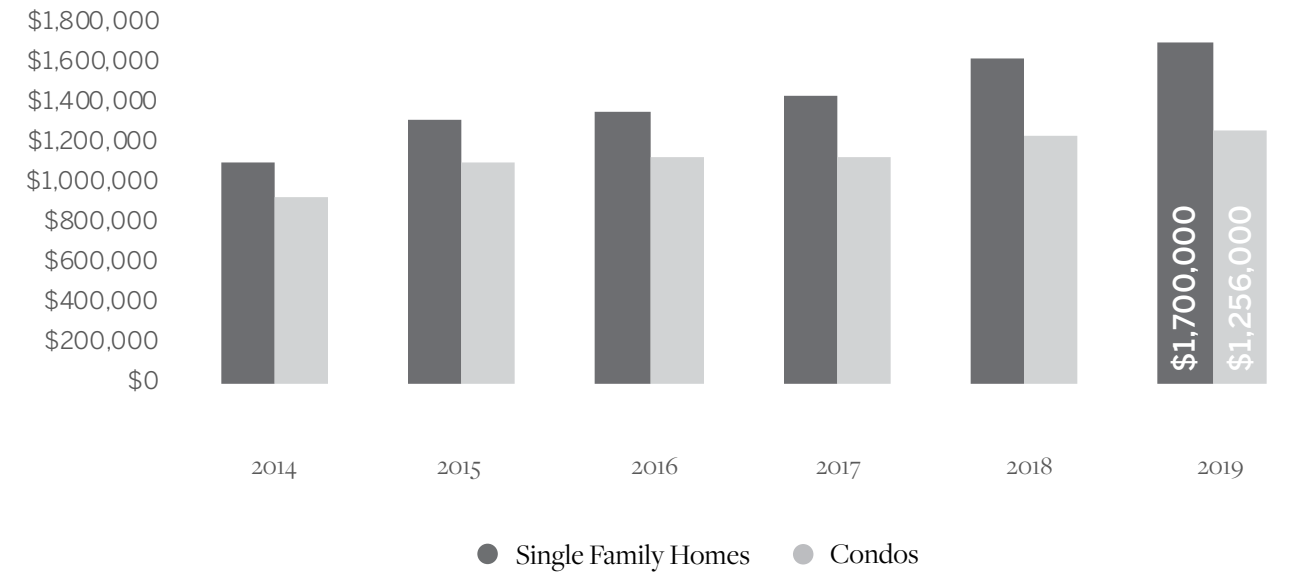
{Median Final Sale vs. Original List}



## San Francisco

Median Sale Prices

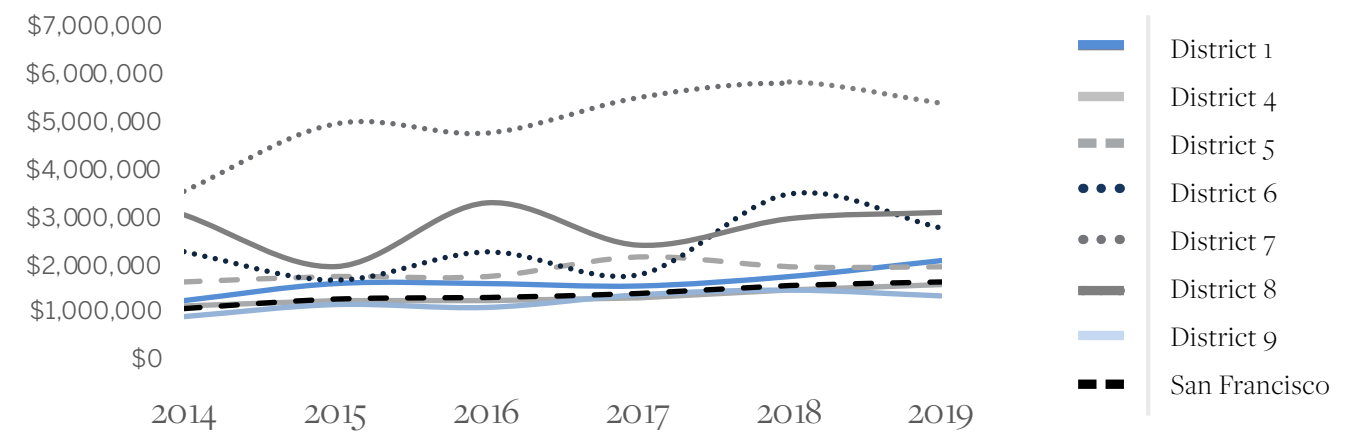
{Single Family Homes vs. Condos}



## Districts

Median Sale Prices

{Districts vs. San Francisco Overall}



{ Q2 2019 }

## at a glance

DISTRICT 1

- Jordan Park
- Lake
- Laurel Heights
- Lone Mountain
- Outer Richmond
- Central Richmond
- Inner Richmond
- Sea Cliff



# 100

Total Units Sold  
{ Single Family Homes and Condominiums }

# -11%

Change in Units Sold  
{ 2019 vs. 2018, Condominiums }

# \$2.3m

Median Sale Price  
{ Single Family Homes }

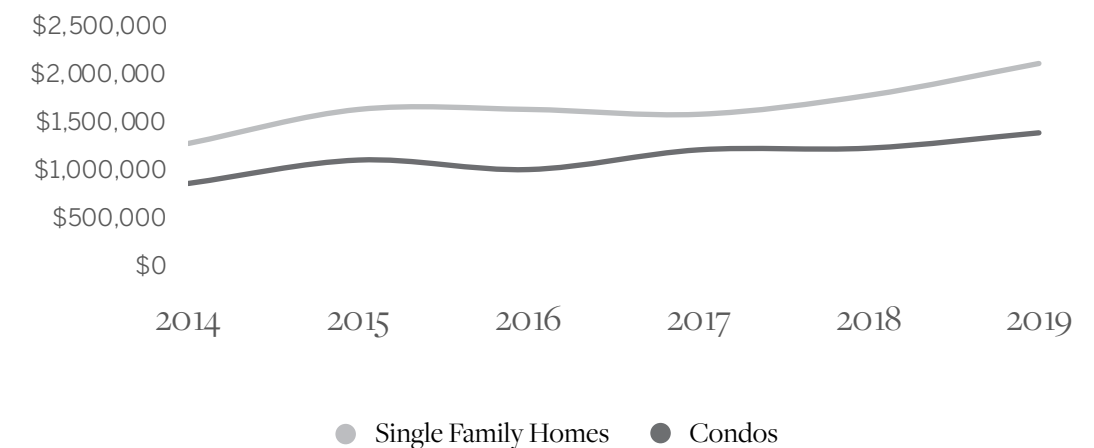
# 6%

Change in Median Sale Price  
{ 2019 vs. 2018, Condominiums }

### SINGLE FAMILY HOMES

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	10%	-21%	1%	-	26%
2019	\$2,306,250	52	1,015	9%	24
2018	\$2,087,500	66	1,004	16%	19
2017	\$1,768,000	50	889	11%	24
2016	\$1,822,000	57	855	10%	26
2015	\$1,885,000	67	918	14%	16

Median Sale Price | Single Family Homes vs. Condos



### CONDOMINIUMS

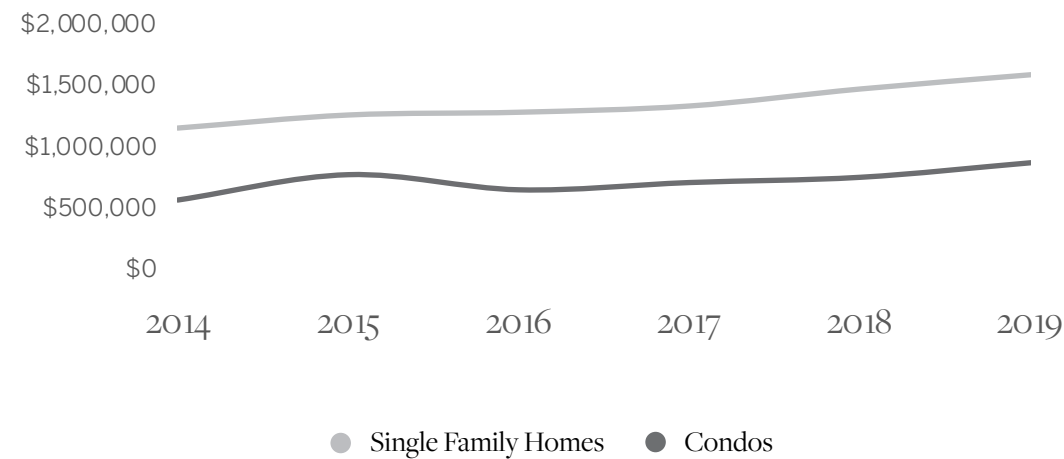
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	6%	-11%	2%	-	68%
2019	\$1,350,000	48	1,020	2%	36
2018	\$1,275,000	54	1,003	28%	21
2017	\$1,175,000	27	934	12%	21
2016	\$1,085,000	40	851	9%	39
2015	\$1,050,000	38	854	5%	26

# District 4

## SINGLE FAMILY HOMES

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	-1%	1%	-4%	-	22%
2019	\$1,798,000	101	975	12%	20
2018	\$1,813,250	100	1,019	22%	17
2017	\$1,605,000	87	960	19%	19
2016	\$1,500,000	90	840	15%	25
2015	\$1,442,500	94	833	13%	20

Median Sale Price | Single Family Homes vs. Condos



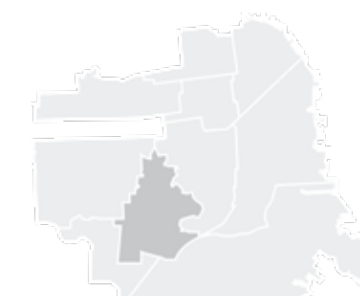
## CONDOMINIUMS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	-1%	53%	-4%	-	84%
2019	\$870,250	23	844	-2%	36
2018	\$879,000	15	876	17%	19
2017	\$725,000	13	740	7%	48
2016	\$660,000	8	783	1%	37
2015	\$685,000	14	690	-6%	35

## { Q2 2019 } at a glance

DISTRICT 4

- Balboa Terrace
- Diamond Heights
- Forest Hill
- Forest Hill Extension
- Forest Knolls
- Ingleside Terrace
- Midtown Terrace
- Miraloma Park
- Monterey Heights
- Mt Davidson Manor
- Sherwood Forest
- St. Francis Wood
- Sunnyside
- West Portal
- Westwood Highlands
- Westwood Park



# 124

Total Units Sold  
{ Single Family Homes and Condominiums }

# 53%

Change in Units Sold  
{ 2019 vs. 2018, Condominiums }

# \$1.8m

Median Sale Price  
{ Single Family Homes }

# -1%

Change in Median Sale Price  
{ 2019 vs. 2018, Condominiums }



{ Q2 2019 }

## at a glance

DISTRICT 5

- Ashbury Heights
- Buena Vista
- Clarendon Heights
- Corona Heights
- Cole Valley
- Castro
- Dolores Heights
- Duboce Triangle
- Eureka Valley
- Glen Park
- Haight Ashbury
- Noe Valley
- Twin Peaks
- Mission Dolores



# 232

Total Units Sold  
{ Single Family Homes and Condominiums }

# -2%

Change in Units Sold  
{ 2019 vs. 2018, Condominiums }

# \$2.5m

Median Sale Price  
{ Single Family Homes }

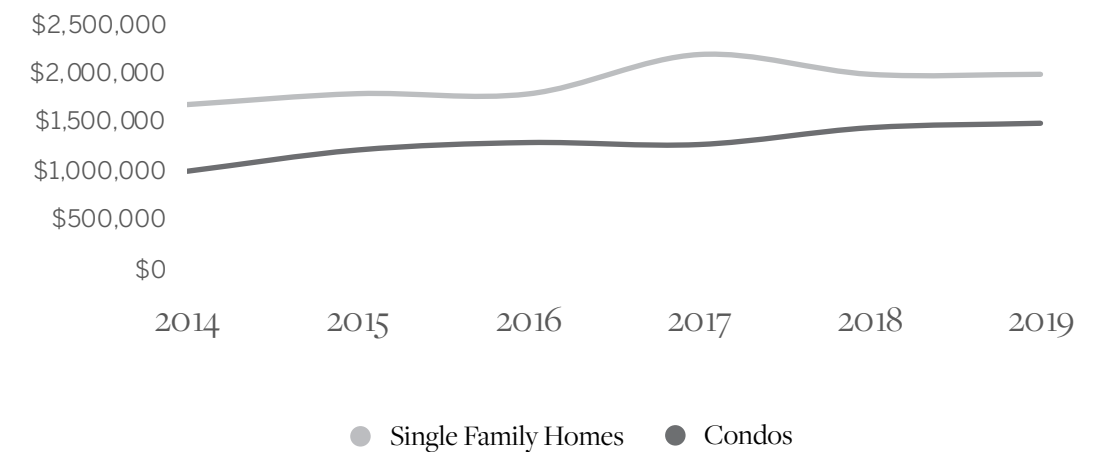
# 4%

Change in Median Sale Price  
{ 2019 vs. 2018, Condominiums }

### SINGLE FAMILY HOMES

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	7%	9%	1%	-	0%
2019	\$2,526,000	95	1,236	27%	22
2018	\$2,350,000	87	1,220	18%	22
2017	\$2,400,000	91	1,154	9%	28
2016	\$1,950,000	92	1,069	9%	28
2015	\$2,155,000	84	1,125	20%	19

Median Sale Price | Single Family Homes vs. Condos



### CONDOMINIUMS

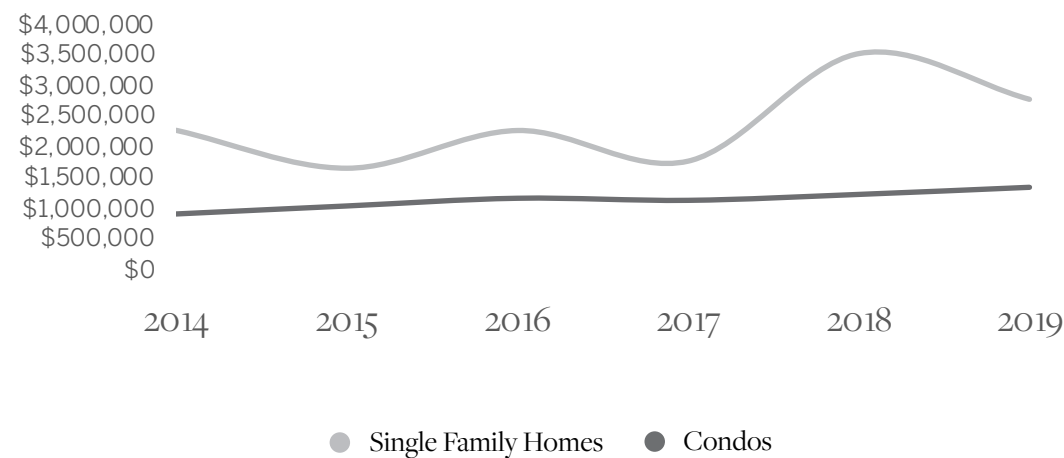
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	4%	-2%	6%	-	-22%
2019	\$1,455,000	137	1,233	12%	16
2018	\$1,404,000	140	1,166	17%	21
2017	\$1,331,250	141	1,080	21%	25
2016	\$1,253,500	104	1,031	5%	27
2015	\$1,225,000	165	1,030	23%	20

# District 6

## SINGLE FAMILY HOMES

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	-19%	38%	-5%	-	-20%
2019	\$2,900,000	11	1,167	4%	15
2018	\$3,575,000	8	1,226	1%	19
2017	\$1,800,000	7	1,242	0%	39
2016	\$2,305,000	9	990	0%	49
2015	\$1,821,500	8	855	8%	29

Median Sale Price | Single Family Homes vs. Condos



## at a glance

{ Q2 2019 }

DISTRICT 6

- Alamo Square
- Hayes Valley
- Western Addition
- Lower Pacific Heights
- Anza Vista
- North Panhandle (NoPa)



91

Total Units Sold  
{ Single Family Homes and Condominiums }

38%

Change in Units Sold  
{ 2019 vs. 2018, Single Family Homes }

\$2.9m

Median Sale Price  
{ Single Family Homes }

-19%

Change in Median Sale Price  
{ 2019 vs. 2018, Single Family Homes }

## CONDOMINIUMS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	-4%	-5%	6%	-	-32%
2019	\$1,200,000	80	1,105	5%	22
2018	\$1,245,000	84	1,040	11%	33
2017	\$1,200,000	97	1,007	20%	29
2016	\$1,067,500	71	973	7%	34
2015	\$1,100,000	75	966	22%	28



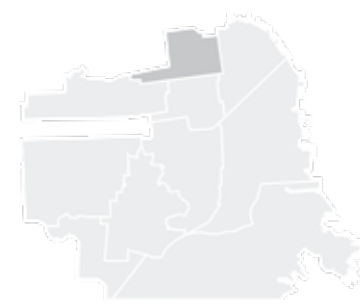


{ Q2 2019 }

## at a glance

DISTRICT 7

The Marina  
Cow Hollow  
Pacific Heights  
Presidio Heights



118  
Total Units Sold  
{ Single Family Homes and Condominiums }

20%  
Change in Units Sold  
{ 2019 vs. 2018, Single Family Homes }

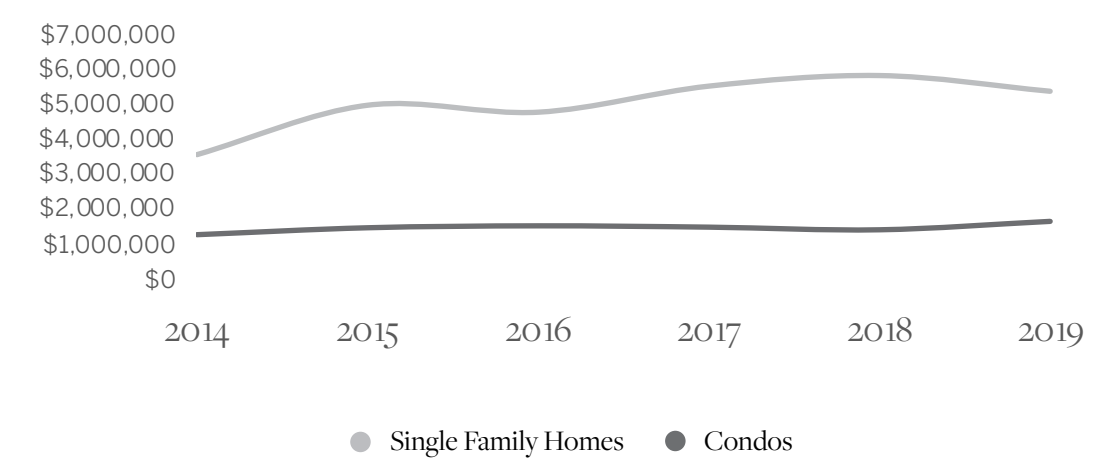
\$5.6m  
Median Sale Price  
{ Single Family Homes }

-4%  
Change in Median Sale Price  
{ 2019 vs. 2018, Single Family Homes }

### SINGLE FAMILY HOMES

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	-4%	20%	-4%	-	174%
2019	\$5,612,500	36	1,549	4%	42
2018	\$5,869,000	30	1,620	0%	15
2017	\$5,324,000	30	1,439	-4%	38
2016	\$4,725,000	33	1,457	-1%	48
2015	\$4,750,000	31	1,543	-5%	19

Median Sale Price | Single Family Homes vs. Condos



### CONDOMINIUMS

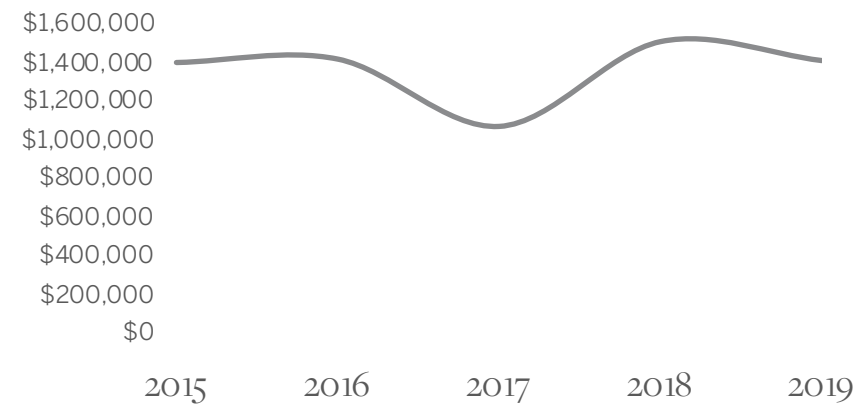
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	3%	-14%	-1%	-	118%
2019	\$1,540,500	82	1,303	-9%	40
2018	\$1,497,500	95	1,321	16%	19
2017	\$1,575,000	105	1,263	9%	26
2016	\$1,458,500	82	1,197	-2%	30
2015	\$1,495,000	64	1,177	19%	21

# Neighborhood Highlights



## Cow Hollow

{Median Sale Price | Condominiums over Five Years}



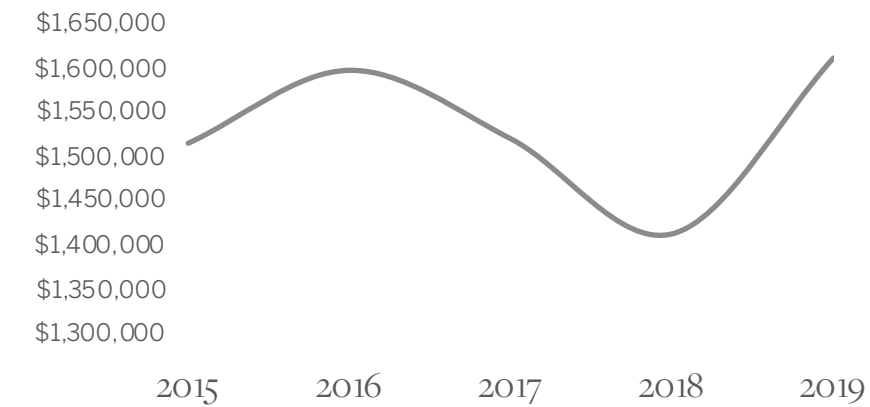
11%  
Median Sale vs. Original List

34  
Average DOM

\$1,257  
\$/Square Foot

## Pacific Heights

{Median Sale Price | Condominiums over Five Years}



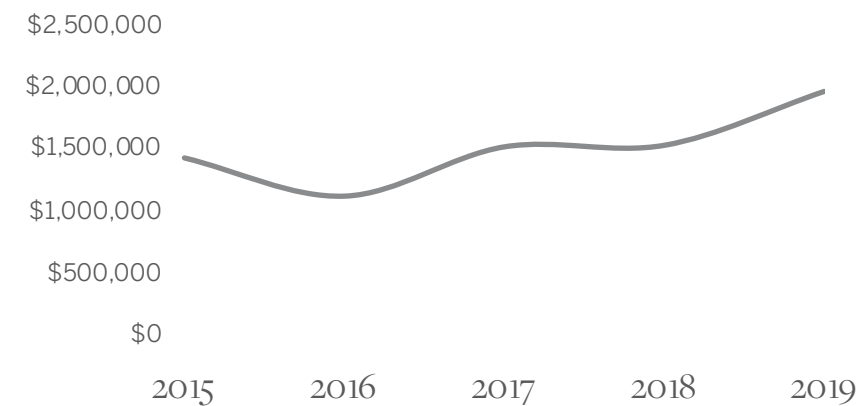
5%  
Median Sale vs. Original List

42  
Average DOM

\$1,259  
\$/Square Foot

## Marina

{Median Sale Price | Condominiums over Five Years}



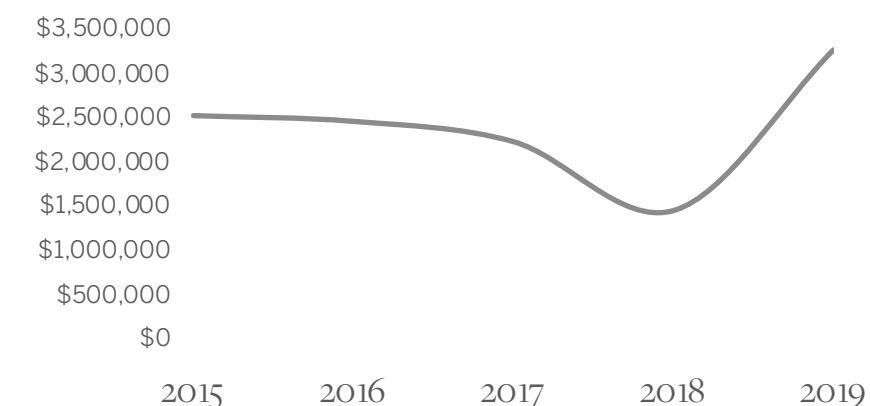
8%  
Median Sale vs. Original List

34  
Average DOM

\$1,231  
\$/Square Foot

## Presidio Heights

{Median Sale Price | Condominiums over Five Years}



-2%  
Median Sale vs. Original List

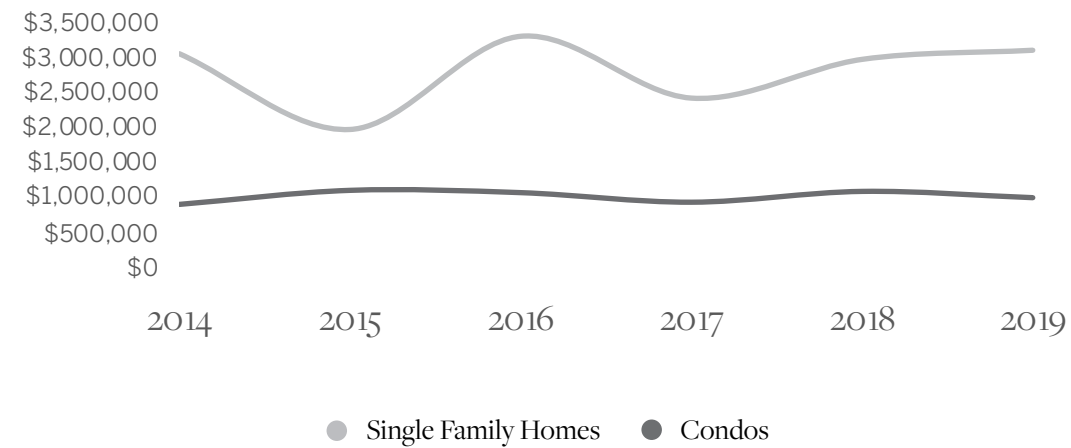
34  
Average DOM

\$1,214  
\$/Square Foot

# District 8

SINGLE FAMILY HOMES	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	-9%	43%	14%		-44%
2019	\$3,257,500	10	1,711	4%	26
2018	\$3,564,875	7	1,499	19%	45
2017	\$2,300,000	8	1,257	-6%	41
2016	\$3,185,000	6	1,241	-4%	44
2015	\$2,222,000	7	1,300	11%	17

Median Sale Price | Single Family Homes vs. Condos

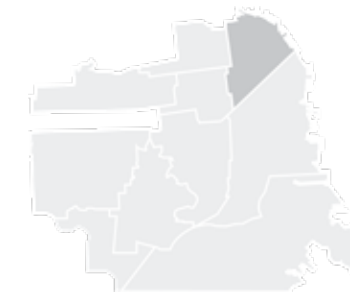


## at a glance

{ Q2 2019 }

DISTRICT 8

- Civic Center
- Downtown
- Financial District
- North Beach
- Russian Hill
- Nob Hill
- Telegraph Hill
- Tenderloin
- North Waterfront



# 163

Total Units Sold  
{ Single Family Homes and Condominiums }

# 18%

Change in Units Sold  
{ 2019 vs. 2018, Condominiums }

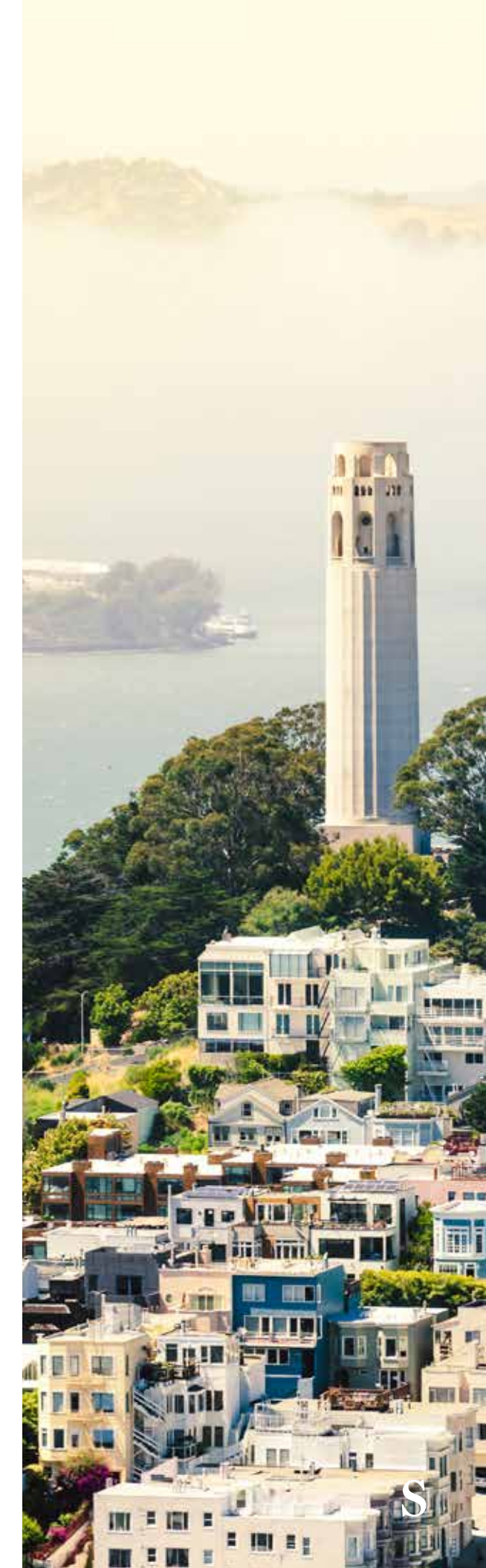
# \$3.3m

Median Sale Price  
{ Single Family Homes }

# -9%

Change in Median Sale Price  
{ 2019 vs. 2018, Single Family Homes }

CONDOMINIUMS	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	-7%	18%	1%	-	35%
2019	\$1,009,000	153	1,174	2%	42
2018	\$1,085,000	130	1,161	6%	31
2017	\$1,100,000	146	1,127	15%	43
2016	\$998,000	131	1,100	0%	30
2015	\$1,050,000	138	1,145	6%	34



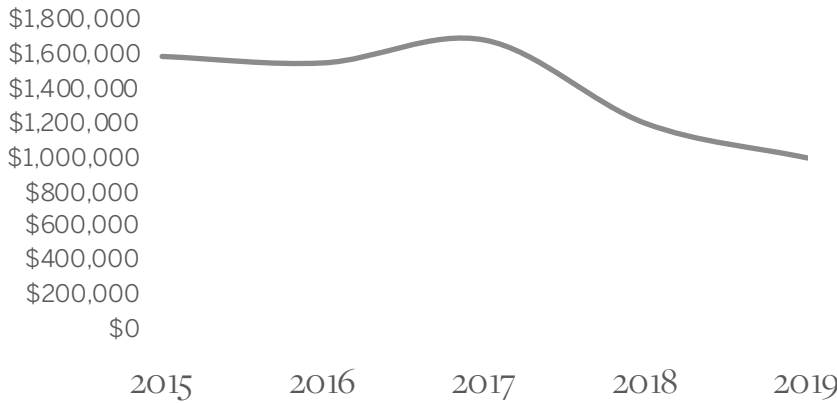
DISTRICT 8

# Neighborhood Highlights



## Financial District

{Median Sale Price | Condominiums over Five Years}



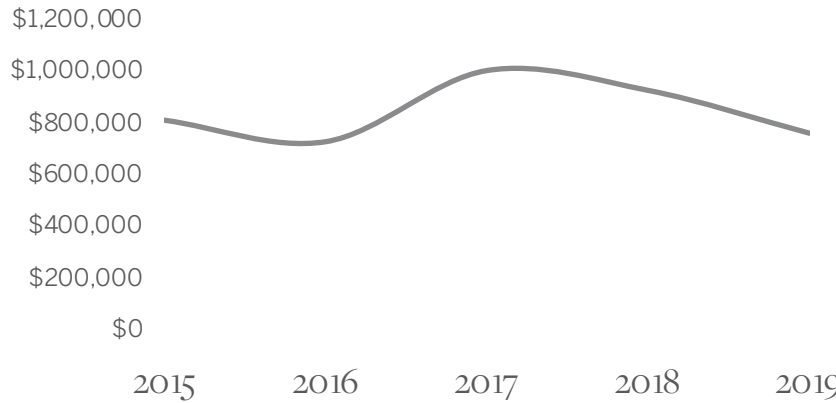
2%  
Median Sale vs. Original List

50  
Average DOM

\$1,212  
\$/Square Foot

## North Waterfront

{Median Sale Price | Condominiums over Five Years}



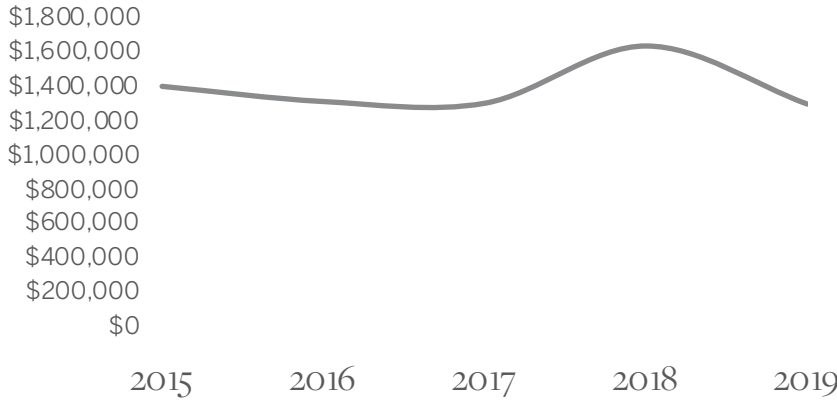
-7%  
Median Sale vs. Original List

71  
Average DOM

\$942  
\$/Square Foot

## Nob Hill

{Median Sale Price | Condominiums over Five Years}



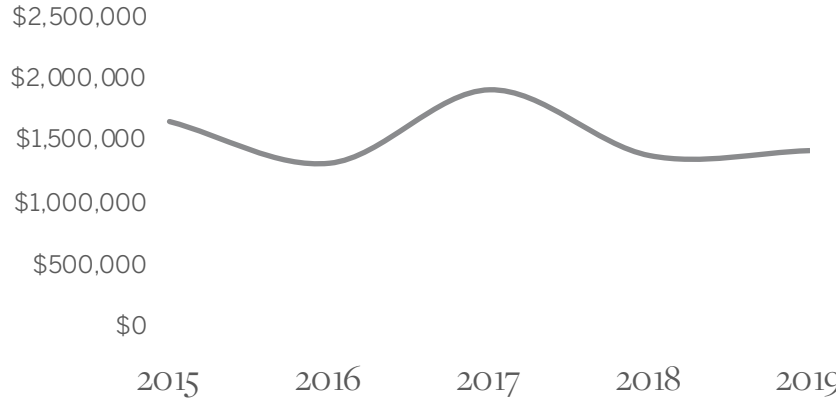
0%  
Median Sale vs. Original List

59  
Average DOM

\$1,169  
\$/Square Foot

## Russian Hill

{Median Sale Price | Condominiums over Five Years}



-1%  
Median Sale vs. Original List

41  
Average DOM

\$1,305  
\$/Square Foot

{ Q2 2019 }

## at a glance

DISTRICT 9

- Bernal Heights
- Dogpatch
- Inner Mission
- Mission Bay
- Potrero Hill
- South Beach
- SoMa
- Yerba Buena



# 395

Total Units Sold  
{ Single Family Homes and Condominiums }

# -11%

Change in Units Sold  
{ 2019 vs. 2018, Single Family Homes }

# \$1.6m

Median Sale Price  
{ Single Family Homes }

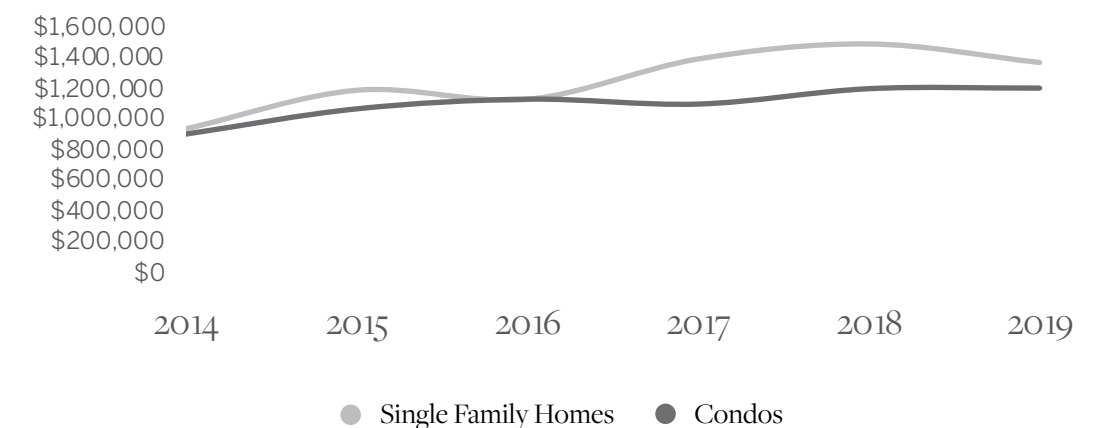
# -4%

Change in Median Sale Price  
{ 2019 vs. 2018, Single Family Homes }

### SINGLE FAMILY HOMES

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 } Change	-4%	-11%	14%	-	38%
2019	\$1,600,000	68	1,231	17%	22
2018	\$1,675,000	76	1,083	12%	16
2017	\$1,550,000	80	1,019	11%	22
2016	\$1,385,000	78	988	22%	27
2015	\$1,460,000	63	1,015	22%	20

Median Sale Price | Single Family Homes vs. Condos



### CONDOMINIUMS

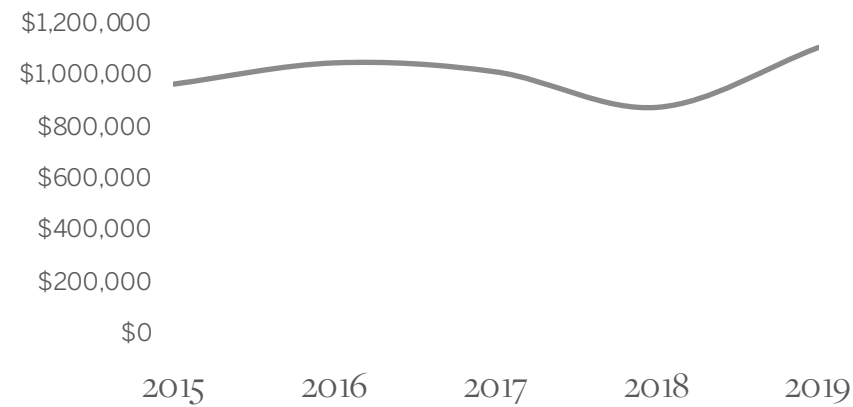
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 } Change	3%	-4%	3%	-	9%
2019	\$1,167,500	327	1,203	1%	33
2018	\$1,131,000	341	1,171	3%	30
2017	\$1,070,000	259	1,051	4%	41
2016	\$1,027,500	260	1,090	-6%	41
2015	\$1,059,650	321	1,100	6%	30

# Neighborhood Highlights



## Bernal Heights

{Median Sale Price | Single Family Homes over Five Years}



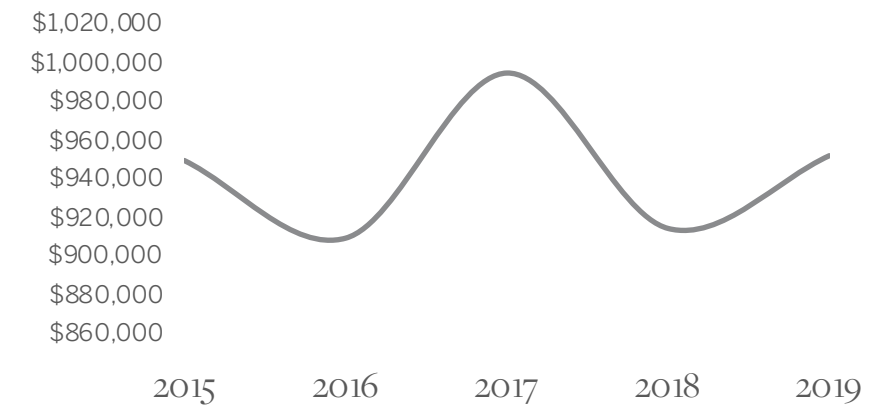
7%  
Median Sale vs. Original List

24  
Average DOM

\$978  
\$/Square Foot

## SoMa

{Median Sale Price | Condominiums over Five Years}



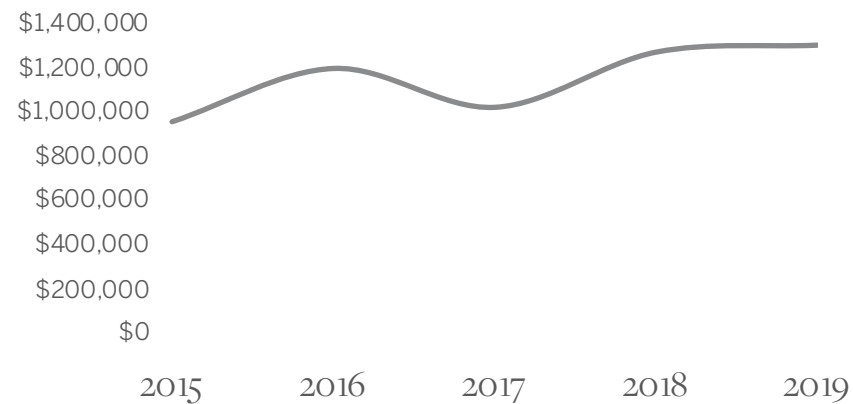
1%  
Median Sale vs. Original List

41  
Average DOM

\$1,082  
\$/Square Foot

## Inner Mission

{Median Sale Price | Condominiums over Five Years}



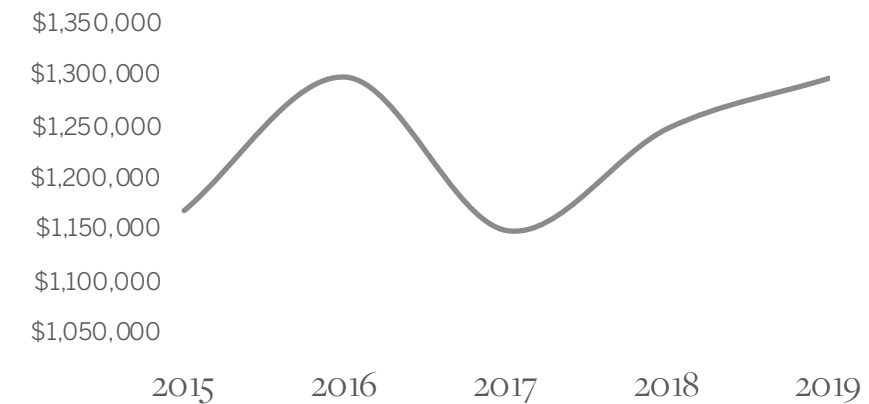
7%  
Median Sale vs. Original List

20  
Average DOM

\$1,113  
\$/Square Foot

## South Beach

{Median Sale Price | Condominiums over Five Years}



3%  
Median Sale vs. Original List

41  
Average DOM

\$1,266  
\$/Square Foot



SAN FRANCISCO

# Extraordinary Results

*We celebrate the notable success  
of our associates and clients*

PACIFIC HEIGHTS  
Grand Pacific Heights Mansion  
Last Asking \$16,000,000



PACIFIC HEIGHTS  
Pacific Heights Home  
Last Asking \$15,000,000

RUSSIAN HILL  
Dramatic Russian Hill Contemporary  
Last Asking \$10,900,000

COW HOLLOW  
Warm Sophistication In Cow Hollow  
Last Asking \$6,525,000

PACIFIC HEIGHTS  
2127 Broadway #6  
Last Asking \$5,500,000

\*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

[SOTBEBYSHOMES.COM/SANFRANCISCO](https://www.sotbebyshomes.com/sanfrancisco)



# Marin County

MARKET SNAPSHOT

BELVEDERE

KENTFIELD

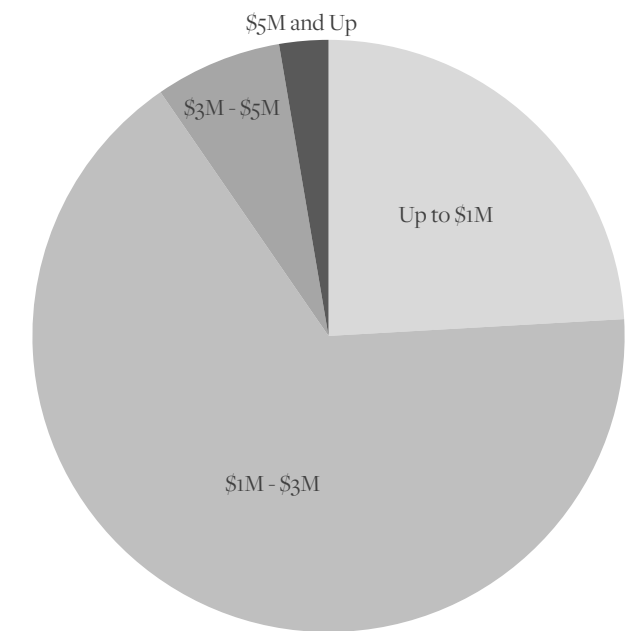
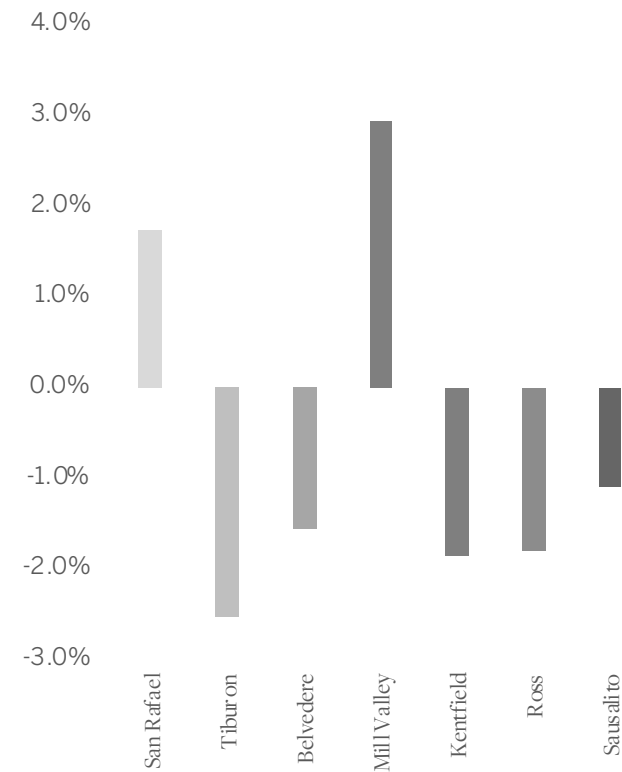
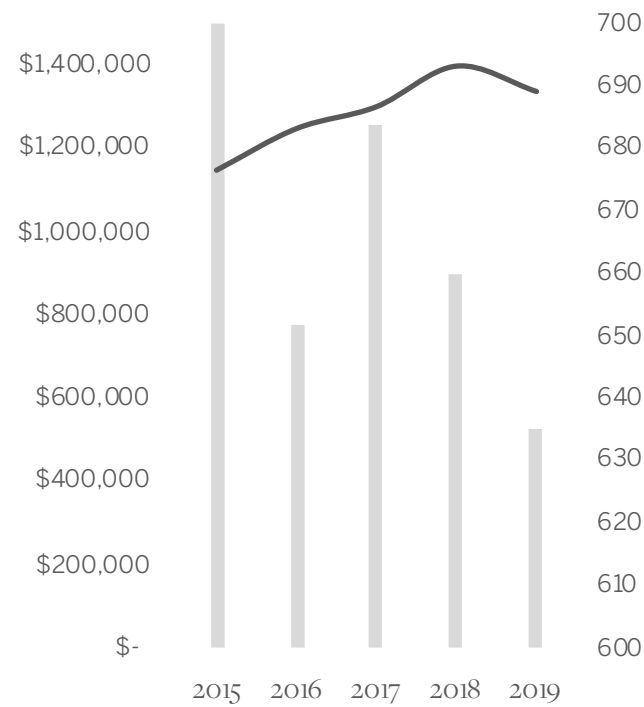
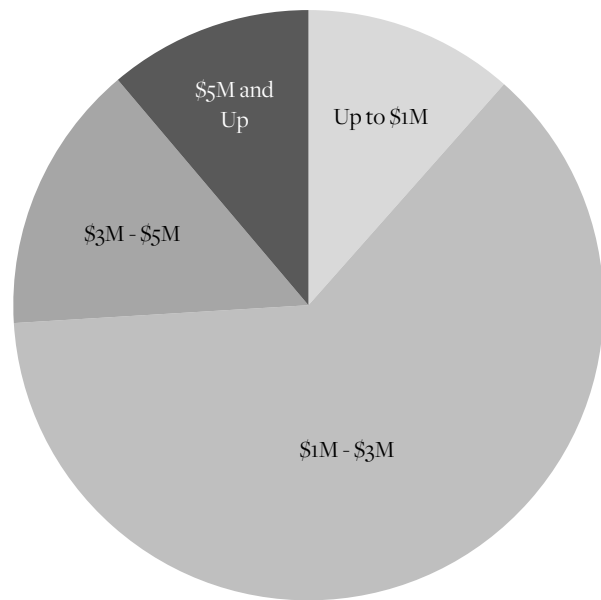
MILL VALLEY

ROSS

SAN RAFAEL

SAUSALITO

TIBURON



Sales Volume by Price Category

Median Sale Price vs. Total Units Sold

Final Sale vs. Original List

Total Units Sold by Price Category

- 12% Up to \$1 Million
- 63% \$1 Million to \$3 Million
- 16% \$3 Million to \$5 Million
- 11% \$5 Million and Up

- Median Sale Price
- Total Units Sold

- 2% San Rafael
- -3% Tiburon
- -2% Belvedere
- 3% Mill Valley
- -2% Kentfield
- -2% Ross
- -1% Sausalito

- 24% Up to \$1 Million
- 66% \$1 Million to \$3 Million
- 7% \$3 Million to \$5 Million
- 3% \$5 Million and Up



{ Q2 2019 }

## at a glance

BELVEDERE

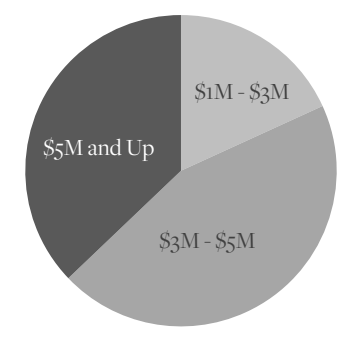
17  
Units Sold

0%  
Change in Units Sold  
{ 2019 vs. 2018 }

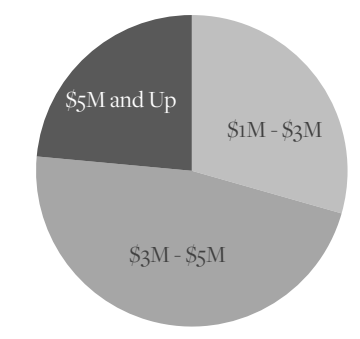
\$3.3m  
Median Sale Price

0%  
Change in Median Sale Price  
{ 2019 vs. 2018 }

Sales Volume by Price Category

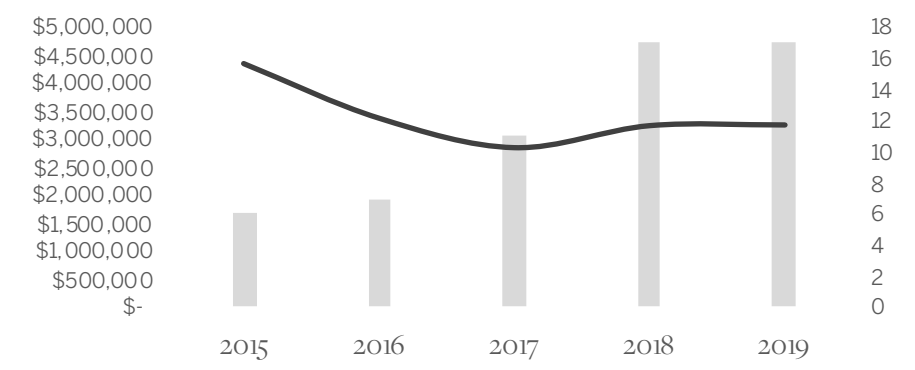


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	0%	0%	9%	-	-13%
2019	\$3,250,000	17	\$1,219	-2%	106
2018	\$3,237,500	17	\$1,114	-19%	122
2017	\$2,847,500	11	\$1,150	-32%	110
2016	\$3,370,000	7	\$1,214	-7%	116
2015	\$4,337,500	6	\$1,239	-2%	955

Median Sale Price | Total Units Sold

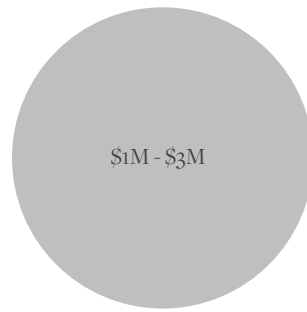


● Median Selling Price ● Total Units Sold

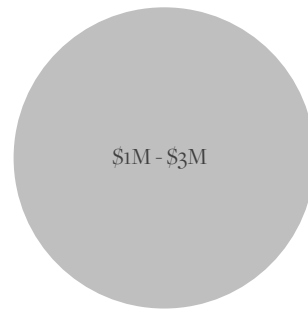
# Kentfield

Single Family Homes Sales

Sales Volume by Price Category



Total Units Sold by Price Category



{ Q2 2019 }

## at a glance

KENTFIELD

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	-21%	50%	-11%	-	157%
2019	\$2,119,000	9	\$807	-3%	164
2018	\$2,695,000	6	\$904	1%	64
2017	\$2,476,250	6	\$842	2%	61
2016	\$1,512,500	4	\$979	0%	64
2015	\$1,785,000	10	\$794	3%	49

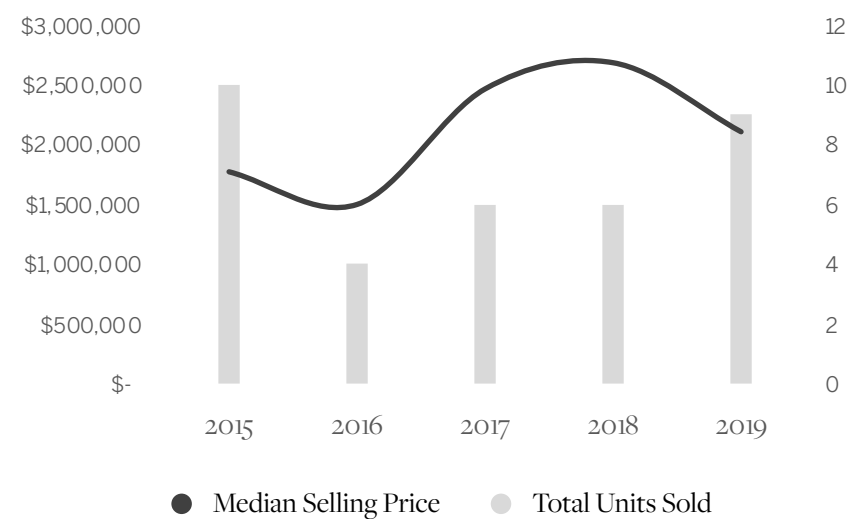
9  
Units Sold

50%  
Change in Units Sold  
{ 2019 vs. 2018 }

\$2.1m  
Median Sale Price

-21%  
Change in Median Sale Price  
{ 2019 vs. 2018 }

Median Sale Price | Total Units Sold



{ Q2 2019 }

## at a glance

MILL VALLEY

# 85

Units Sold

# -30%

Change in Units Sold  
{ 2019 vs. 2018 }

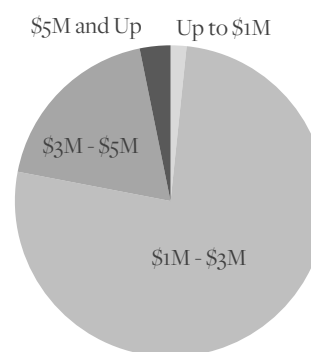
# \$1.6m

Median Sale Price

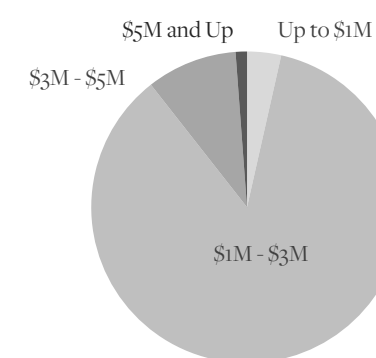
# -9%

Change in Median Sale Price  
{ 2019 vs. 2018 }

Sales Volume by Price Category

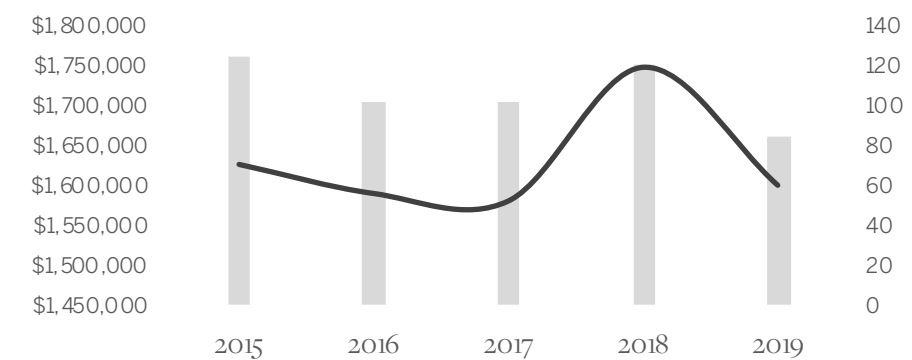


Total Units Sold by Price Category



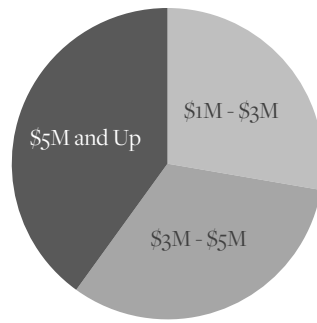
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	-9%	-30%	-3%	-	-11%
2019	\$1,600,000	85	\$868	3%	79
2018	\$1,750,000	121	\$894	4%	89
2017	\$1,580,000	102	\$824	2%	77
2016	\$1,589,500	102	\$812	1%	69
2015	\$1,626,500	125	\$794	3%	80

Median Sale Price | Total Units Sold

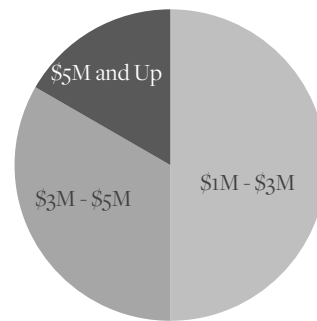


● Median Selling Price ● Total Units Sold

Sales Volume by Price Category



Total Units Sold by Price Category



{ Q2 2019 }

## at a glance

ROSS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market	
{ 2019 vs. 2018 }	Change	26%	-20%	8%	-	-29%
2019	\$2,944,000	12	\$1,117	-2%	105	
2018	\$2,341,600	15	\$1,036	-17%	148	
2017	\$2,785,000	17	\$1,008	3%	76	
2016	\$3,037,500	16	\$1,102	0%	51	
2015	\$3,450,000	8	\$975	2%	75	

# 12

Unit Sold

# -20%

Change in Units Sold  
{ 2019 vs. 2018 }

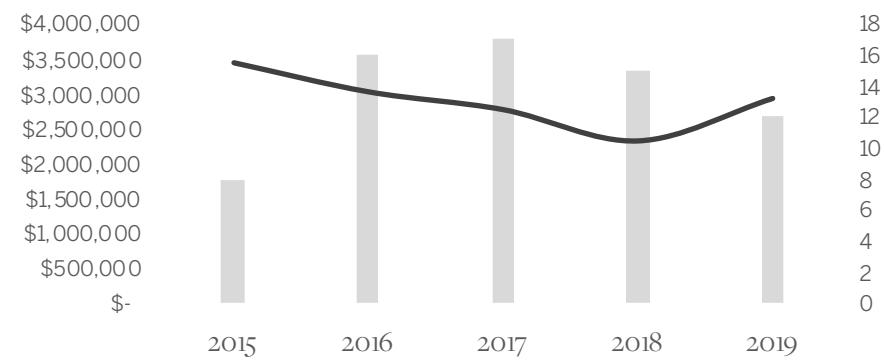
# \$3m

Median Sale Price

# 26%

Change in Median Sale Price  
{ 2019 vs. 2018 }

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

# San Rafael

Single Family Homes Sales

{Q2 2019}  
**at a glance**  
 SAN RAFAEL

**153**

Units Sold

**-9%**

Change in Units Sold  
 {2019 vs. 2018}

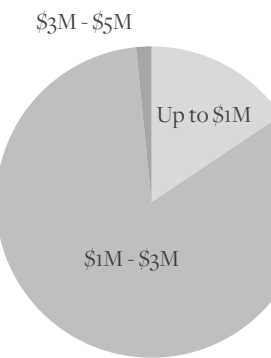
**\$1.2m**

Median Sale Price

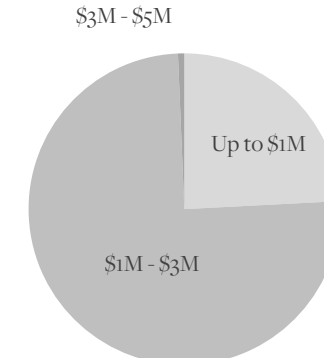
**-2%**

Change in Median Sale Price  
 {2019 vs. 2018}

Sales Volume by Price Category

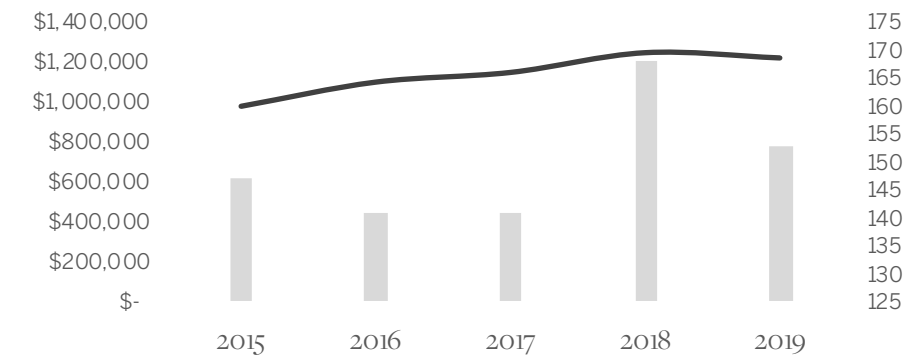


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	-2%	-9%	2%	-	9%
2019	\$1,220,000	153	\$637	2%	79
2018	\$1,246,000	168	\$625	2%	72
2017	\$1,148,000	141	\$609	2%	66
2016	\$1,100,000	141	\$566	2%	63
2015	\$980,000	147	\$559	2%	64

Median Sale Price | Total Units Sold



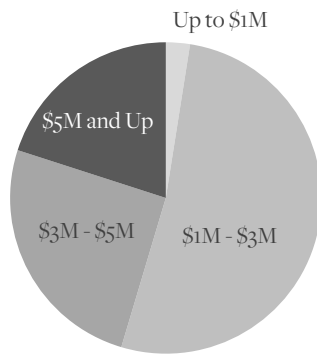
● Median Selling Price ● Total Units Sold



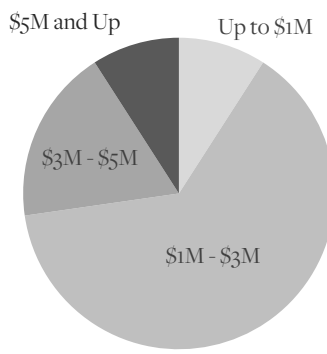
# Sausalito

Single Family Homes Sales

Sales Volume by Price Category



Total Units Sold by Price Category



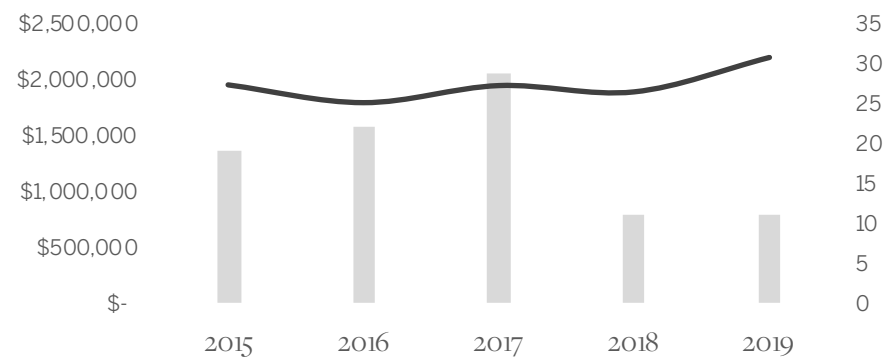
{Q2 | 2019 }

## at a glance

SAUSALITO

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	16%	0%	-8%	-	-53%
2019	\$2,195,000	11	\$944	-1%	68
2018	\$1,900,000	11	\$1,023	-4%	145
2017	\$1,954,000	29	\$928	2%	83
2016	\$1,807,500	22	\$897	2%	85
2015	\$1,960,000	19	\$881	3%	146

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

11

Units Sold

0%

Change in Units Sold  
{2019 vs. 2018 }

\$2.2m

Median Sale Price

16%

Change in Median Sale Price  
{2019 vs. 2018 }

{2019}

## at a glance

TIBURON

# 24

Units Sold

# 23%

Change in Units Sold  
{ 2019 vs. 2018 }

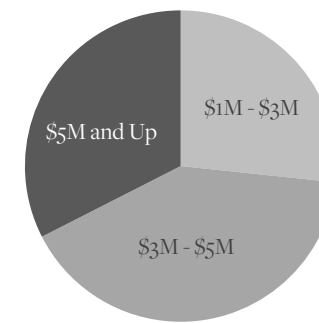
# \$3.3m

Median Sale Price

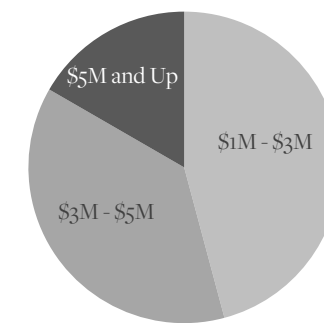
# 9%

Change in Median Sale Price  
{ 2019 vs. 2018 }

Sales Volume  
by Price Category

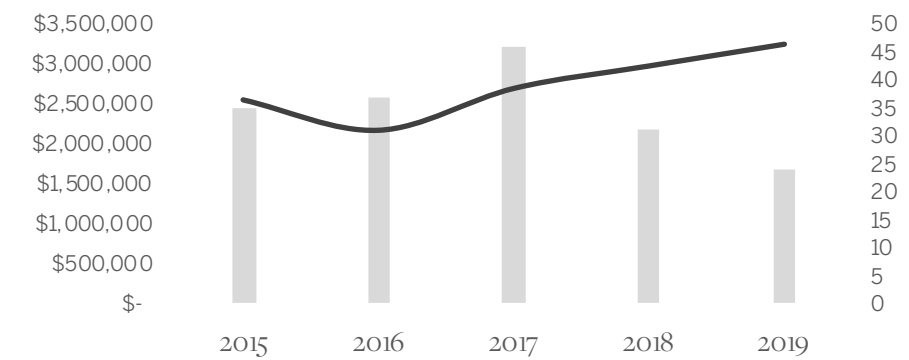


Total Units Sold  
by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 } Change	9%	-23%	1%	-	62%
2019	\$3,255,000	24	\$1,014	-3%	198
2018	\$2,977,500	31	\$1,009	-1%	122
2017	\$2,691,000	46	\$1,017	0%	86
2016	\$2,157,500	37	\$933	-12%	100
2015	\$2,545,000	35	\$914	-1%	117

Median Sale Price | Total Units Sold

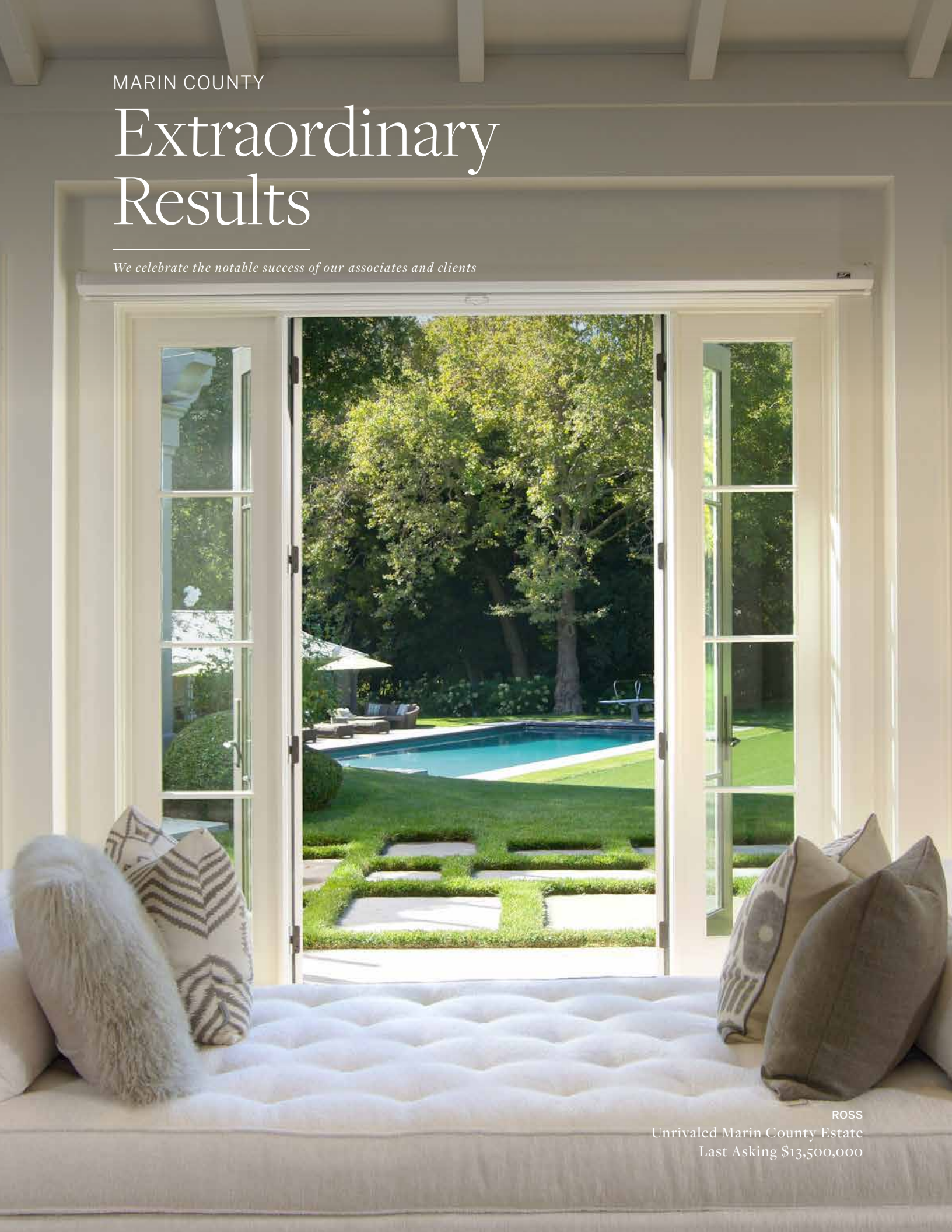


● Median Selling Price ● Total Units Sold

MARIN COUNTY

# Extraordinary Results

*We celebrate the notable success of our associates and clients*



ROSS  
Unrivaled Marin County Estate  
Last Asking \$13,500,000



BELVEDERE  
"Bella Vista" Corinthian Island Villa  
Last Asking \$5,449,000

ROSS  
112 Winding Way  
Last Asking \$3,650,000

TIBURON  
Sophisticated One-Story Contemporary  
Last Asking \$2,395,000

SAUSALITO  
Modern Design meets Rustic Luxury  
Last Asking \$1,898,000

\*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

[SOTBEBYSHOMES.COM/SANFRANCISCO](https://www.sotbebyshomes.com/sanfrancisco)



METICULOUSLY MAINTAINED VILLA | 155HOBARTHEIGHTS.COM

# The Peninsula

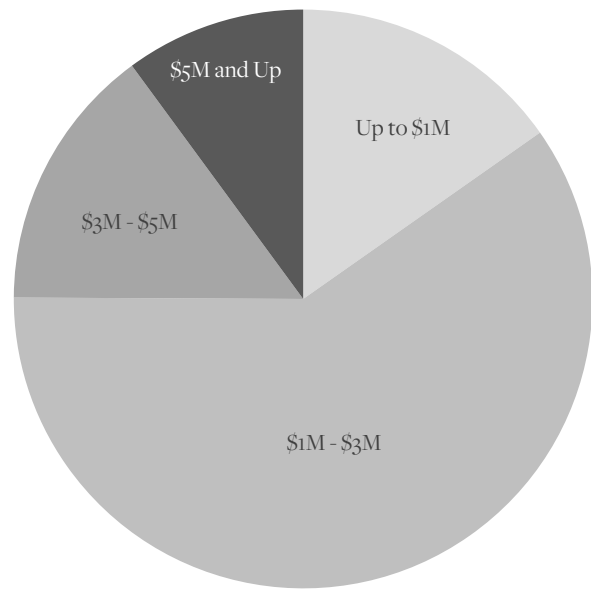
- MARKET SNAPSHOT
- ATHERTON
- BURLINGAME
- HILLSBOROUGH
- LOS ALTOS HILLS
- MENLO PARK
- WOODSIDE

# The Peninsula

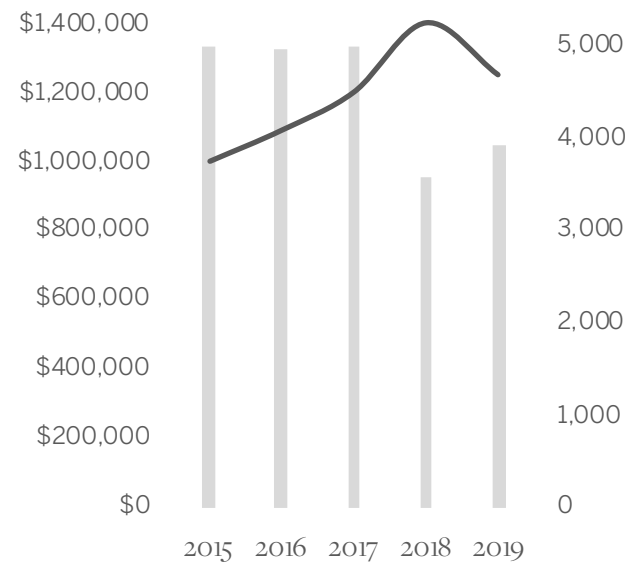
Market Snapshot

# Q2 2019 Highlights

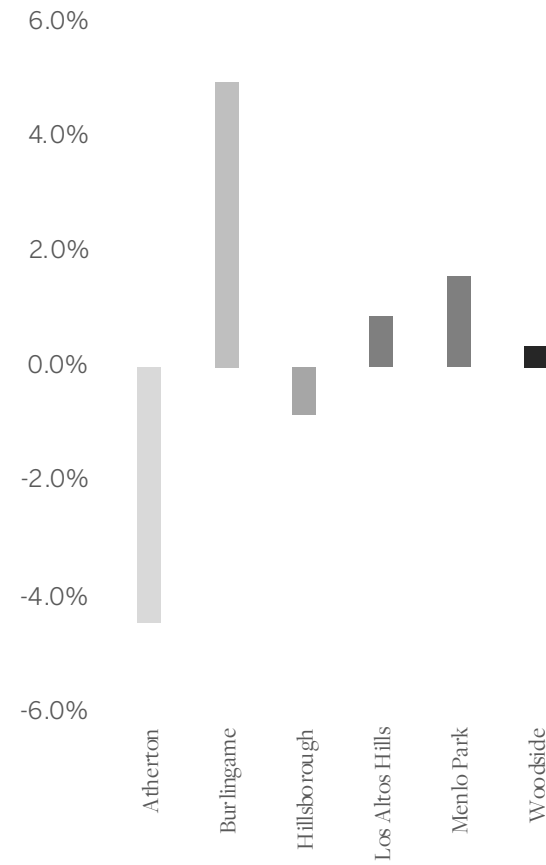
The Peninsula



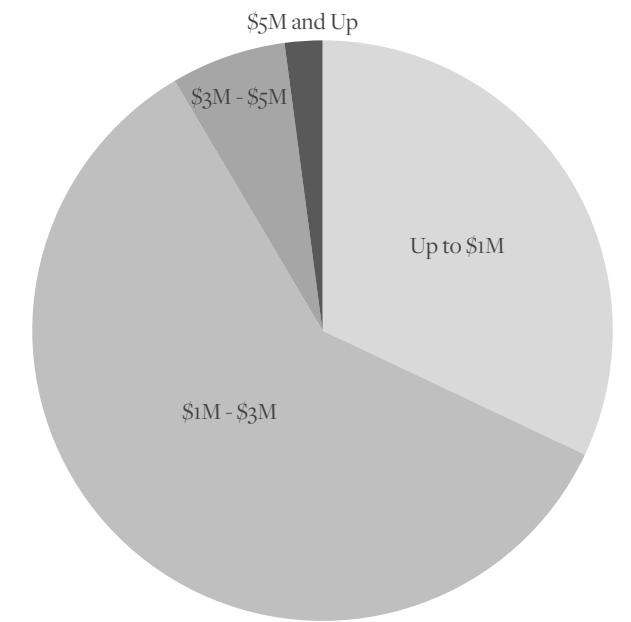
Sales Volume by Price Category



Median Sale Price vs. Total Units Sold



Final Sale vs. Original List



Total Units Sold by Price Category

- 15% Up to \$1 Million
- 60% \$1 Million to \$3 Million
- 15% \$3 Million to \$5 Million
- 10% \$5 Million and Up

- Median Sale Price
- Total Units Sold

- -4% Atherton
- 5% Burlingame
- -1% Hillsborough
- 1% Los Altos Hills
- 2% Menlo Park
- 0% Woodside

- 32% Up to \$1 Million
- 59% \$1 Million to \$3 Million
- 7% \$3 Million to \$5 Million
- 2% \$5 Million and Up

{2019}

## at a glance

ATHERTON

# 19

Units Sold

# -5%

Change in Units Sold  
{ 2019 vs. 2018 }

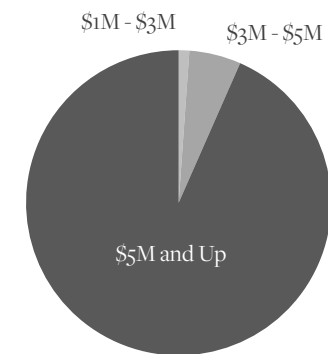
# \$8.9m

Median Sale Price

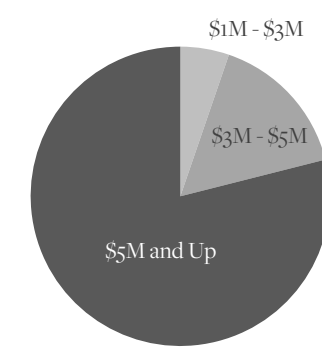
# 17%

Change in Median Sale Price  
{ 2019 vs. 2018 }

Sales Volume by Price Category

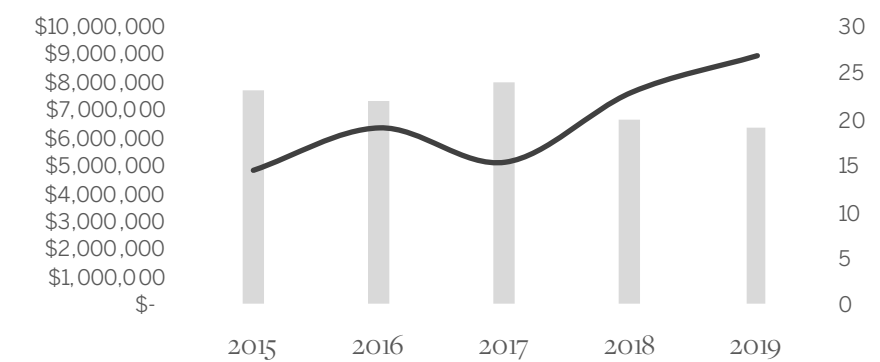


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 } Change	17%	-5%	11%	-	44%
2019	\$8,900,000	19	\$1,680	-4%	56
2018	\$7,600,000	20	\$1,511	-2%	39
2017	\$5,137,500	24	\$1,557	-1%	22
2016	\$6,350,000	22	\$1,485	-3%	61
2015	\$4,850,000	23	\$1,488	1%	18

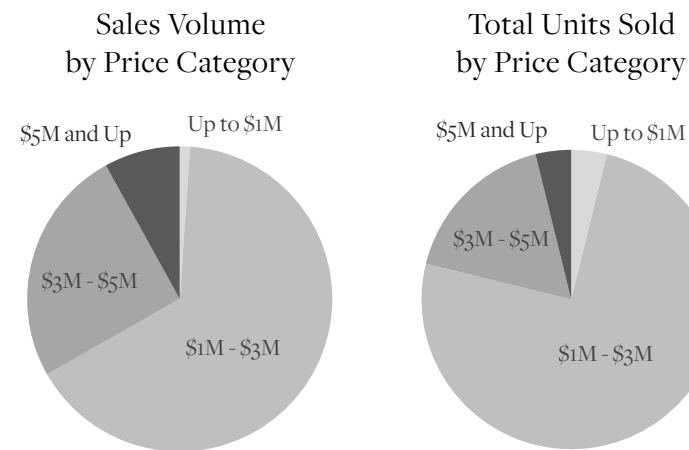
Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

# Burlingame

Single Family Home Sales



{2019}

## at a glance

BURLINGAME

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	-2%	4%	-1%	-	25%
2019	\$2,336,000	52	\$1,198	5%	17
2018	\$2,375,000	50	\$1,204	11%	13
2017	\$2,400,000	56	\$1,060	9%	14
2016	\$2,100,000	50	\$966	8%	16
2015	\$2,000,000	55	\$983	12%	11

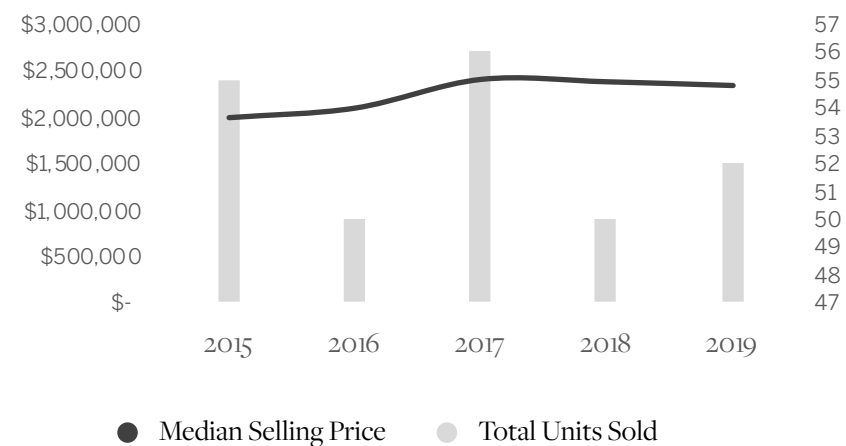
52  
Units Sold

4%  
Change in Units Sold  
{ 2019 vs. 2018 }

\$2.3m  
Median Sale Price

-2%  
Change in Median Sale Price  
{ 2019 vs. 2018 }

Median Sale Price | Total Units Sold





{2019}  
**at a glance**  
 HILLSBOROUGH

**35**  
 Units Sold

**40%**  
 Change in Units Sold  
 { 2019 vs. 2018 }

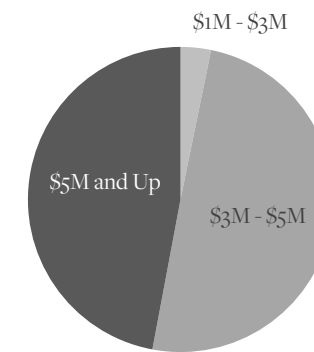
**\$4.6m**  
 Median Sale Price

**8%**  
 Change in Median Sale Price  
 { 2019 vs. 2018 }

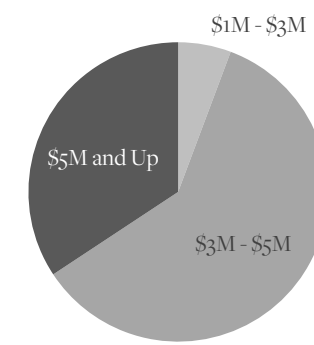
# Hillsborough

Single Family Homes Sales

Sales Volume by Price Category

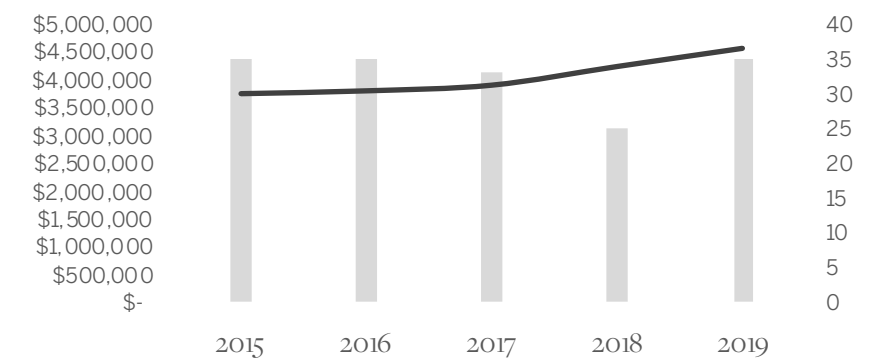


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 } Change	8%	40%	2%	-	96%
2019	\$4,550,000	35	\$1,218	-1%	39
2018	\$4,229,000	25	\$1,194	-1%	20
2017	\$3,900,000	33	\$1,084	2%	11
2016	\$3,800,000	35	\$1,052	-2%	31
2015	\$3,750,000	35	\$1,003	3%	14

Median Sale Price | Total Units Sold



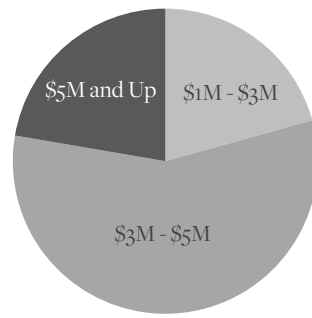
● Median Selling Price ● Total Units Sold



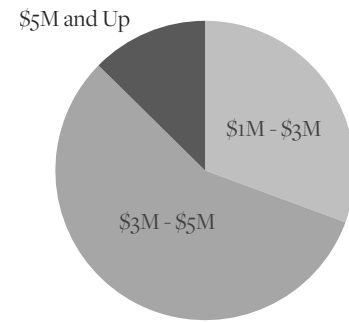
# Los Altos Hills

Single Family Home Sales

Sales Volume by Price Category



Total Units Sold by Price Category



{2019}  
at a  
glance  
LOS ALTOS HILLS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	-2%	26%	-2%	-	40%
2019	\$3,400,000	111	\$1,298	1%	25
2018	\$3,480,000	88	\$1,328	5%	18
2017	\$3,150,000	137	\$1,178	5%	15
2016	\$2,970,000	144	\$1,142	1%	29
2015	\$2,850,000	116	\$1,144	9%	12

111

Units Sold

26%

Change in Units Sold  
{ 2019 vs. 2018 }

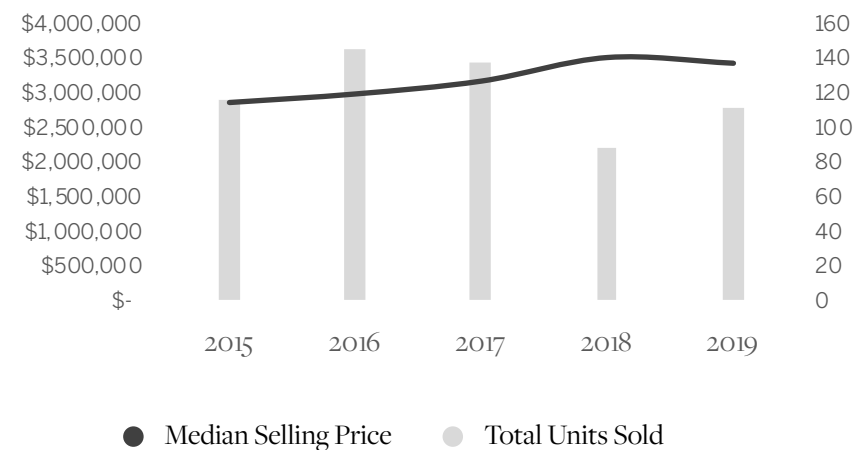
\$3.4m

Median Sale Price

-2%

Change in Median Sale Price  
{ 2019 vs. 2018 }

Median Sale Price | Total Units Sold



# Menlo Park

Single Family Homes Sales

{2019}

## at a glance

MENLO PARK

# 106

Units Sold

# 49%

Change in Units Sold  
{2019 vs. 2018}

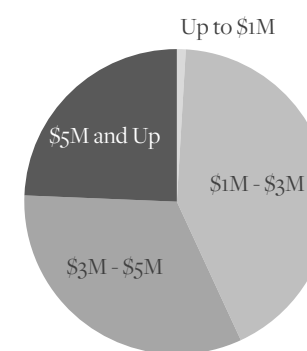
# \$2.2m

Median Sale Price

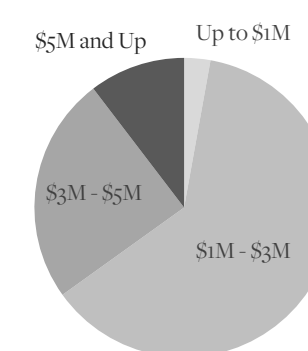
# -21%

Change in Median Sale Price  
{2019 vs. 2018}

Sales Volume by Price Category

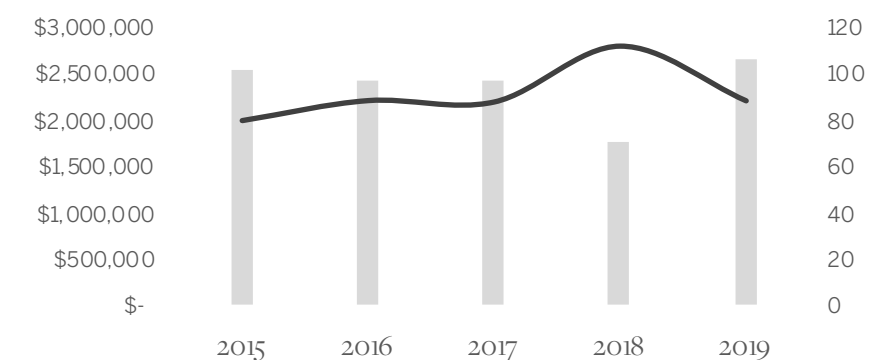


Total Units Sold by Price Category



	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018}					
Change	-21%	49%	-5%	-	90%
2019	\$2,212,500	106	\$1,301	2%	25
2018	\$2,800,000	71	\$1,367	9%	13
2017	\$2,200,000	97	\$1,208	4%	16
2016	\$2,215,000	97	\$1,154	4%	20
2015	\$2,000,000	102	\$1,092	7%	14

Median Sale Price | Total Units Sold

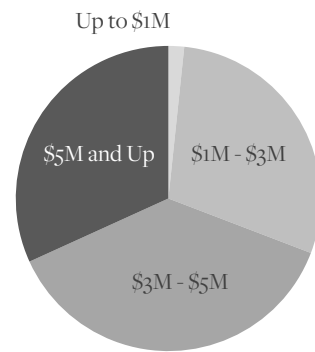


● Median Selling Price ● Total Units Sold

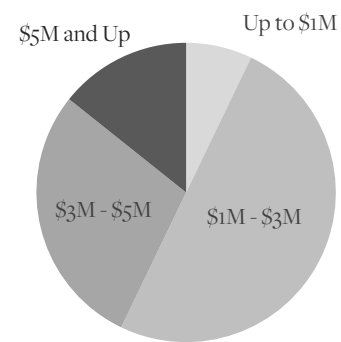
# Woodside

Single Family Home Sales

Sales Volume by Price Category



Total Units Sold by Price Category



{2019}

## at a glance

WOODSIDE

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	-12%	0%	7%	-	-54%
2019	\$2,345,000	14	\$1,226	0%	33
2018	\$2,676,600	14	\$1,149	-4%	71
2017	\$1,995,000	17	\$1,063	2%	19
2016	\$3,182,500	22	\$1,163	-2%	37
2015	\$2,750,000	21	\$1,354	8%	19

14

Units Sold

0%

Change in Units Sold {2019 vs. 2018}

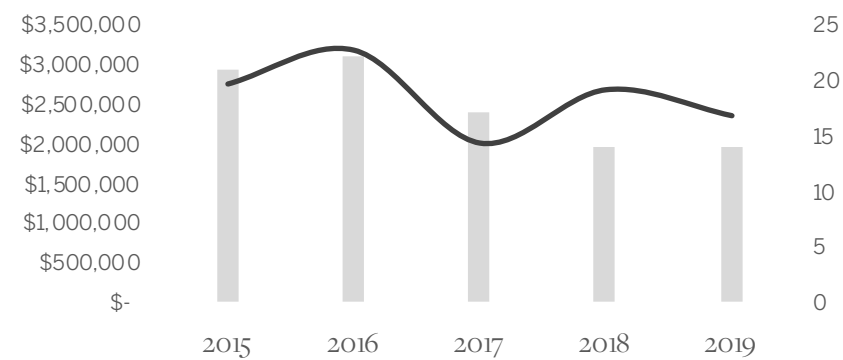
\$2.3m

Median Sale Price

-12%

Change in Median Sale Price {2019 vs. 2018}

Median Sale Price | Total Units Sold



● Median Selling Price ● Total Units Sold

THE PENINSULA

# Extraordinary Results

*We celebrate the notable success of our associates and clients*



SARATOGA  
Grand Tuscan Villa  
Last Asking \$5,999,998



SARATOGA  
Prime Saratoga Location  
Last Asking \$2,950,000

BELMONT  
Indoor/Outdoor Belmont Living  
Last Asking \$2,500,000

BELMONT  
Elegant Rancher With Views and Privacy  
Last Asking \$1,999,000

BELMONT  
Custom Built Home With Bay Views  
Last Asking \$1,998,000

\*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

[SOTBEBYSHOMES.COM/SANFRANCISCO](https://www.sotbebyshomes.com/sanfrancisco)

## Upcoming Auctions

### Contemporary Art Online

10–18 July

### Omega Speedmaster: To the Moon and Back | Celebrating 50 Years since Apollo 11

19 July

### Space Exploration

20 July

### Jewels Online

18-25 July

### Finest & Rarest Wines

7 September

### Finest & Rarest Wines

13–14 September

### Inspired by Chatsworth

28 June–18 September