

Q3 2019

San Francisco

Market Update

Sotheby's

INTERNATIONAL REALTY





A MESSAGE FROM

Jeffrey Gibson

San Francisco Brokerage Manager

San Francisco's real estate market maintained its course in the third quarter of 2019 with the median single-family home selling for \$1.58 million, a respectable 1.5% increase from \$1.56 million during the same quarter in 2018, according to the San Francisco Multiple Listing Service.

The number of days on the market for single-family homes rose modestly to a median of 25 days from 22 days. However, this relatively small change belied more dramatic differences in various districts across the city: days on market rose 54% in District 1, to 32 days from 21 days; 95% in District 9, to 34 days from 17 days; and a notable 222% in District 8, to 33 days from 10 days (on low volume), all in the northern part of San Francisco. Other Districts, including 4 and 5 in the central city and District 7 in the most coveted northern neighborhoods, reported declining days on market (22, 21 and 40, respectively) with typical changes in the range of 5-10%.

Listings in the southern part of the city drove some of the price increases in Q3 2019, with both Bernal Heights and the Mission producing red-hot numbers for the ratio of median sale vs. original list price, at 24% and 20% respectively. In general, the condominium market also remained strong with median sale prices up 7.0% year over year, reaching \$1.27M from \$1.19M and \$1,153 per-square-foot.

In September, Sotheby's International Realty was named the 2019 Brokerage of the Year by LuxeSF, a position reached by providing the highest levels of professional guidance to our clients. In fact, we firmly believe that the agents affiliated with our San Francisco brokerage represent not just the best agents in the Bay Area, but the best in the entire United States.

Our globally recognized brand keeps agents in constant contact with elite clients as well as an unparalleled network of 23,000 high-performing agents around the world. They also enjoy the support of a tight-knit community of elite agents in our San Francisco offices, including those in our new Eureka Valley office at 584B Castro Street.

If you are in the market to buy or sell real estate from Wine Country to Silicon Valley or across the globe, 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

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

Source: San Francisco Multiple Listing Service (SFMLS)/InfoSparks. Q3 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)



PRESIDIO HEIGHTS
3466 Jackson Street
Offered at \$13,750,000
[3466jackson.com](https://www.3466jackson.com)



FINANCIAL DISTRICT
Offered at \$10,900,000
[FourSeasons34A.com](https://www.fourseasons34a.com)

PACIFIC HEIGHTS
Offered at \$6,500,000
[1942Pacific.com](https://www.1942pacific.com)

SEA CLIFF
Offered at \$5,775,000
[SeaCliffTudor.com](https://www.seaclifftudor.com)

SEA CLIFF
Offered at \$4,195,000
[194--28thAve.com](https://www.194-28thave.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

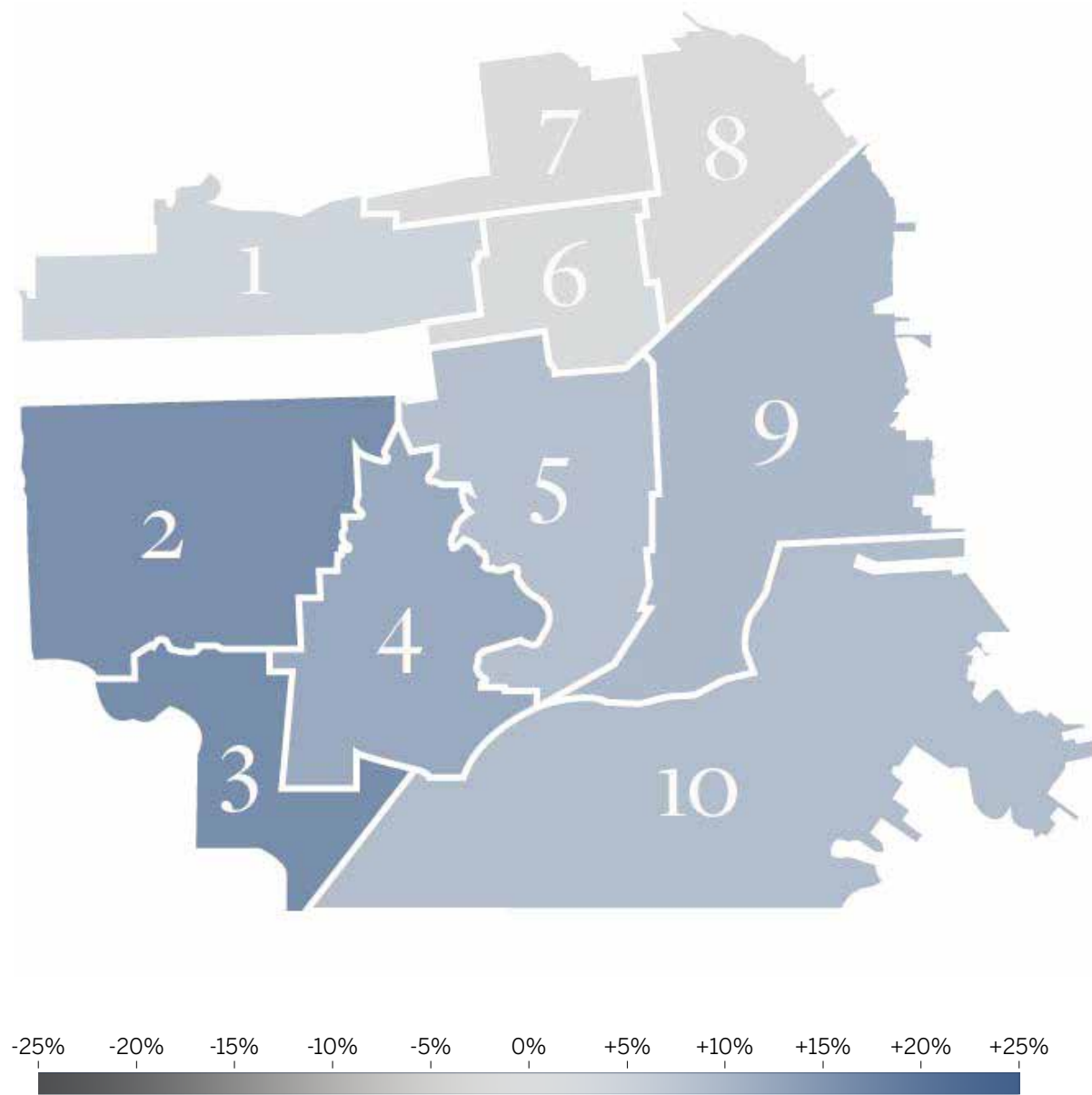
Market Snapshot | by District

Q3 2019 Highlights

San Francisco

Price Ratio by District

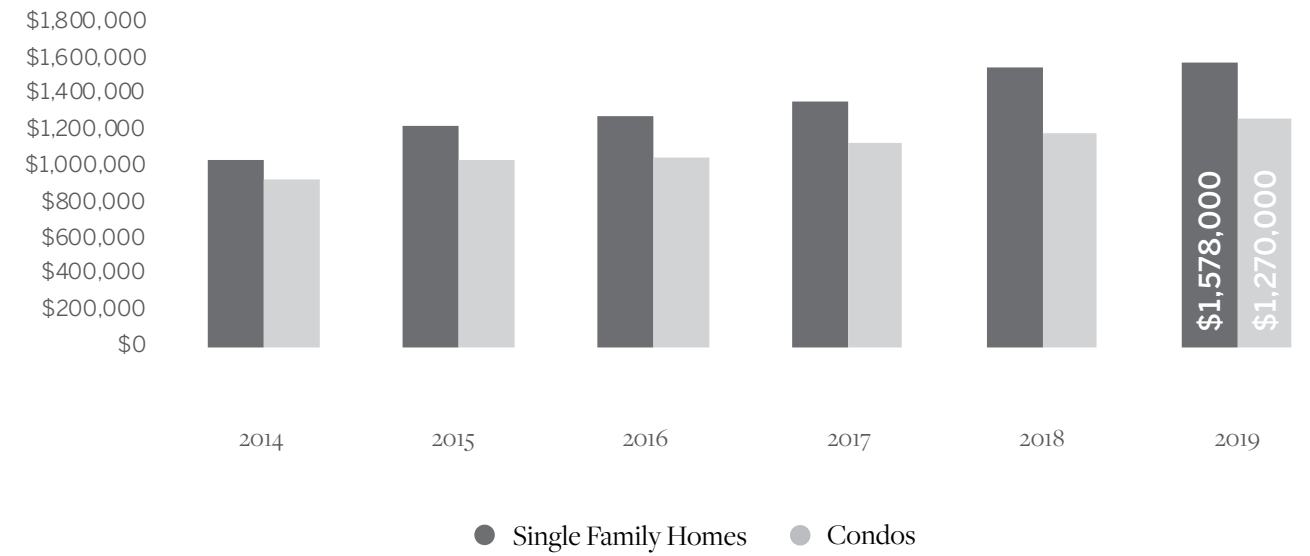
{Median Final Sale vs. Original List}



San Francisco

Median Sale Prices

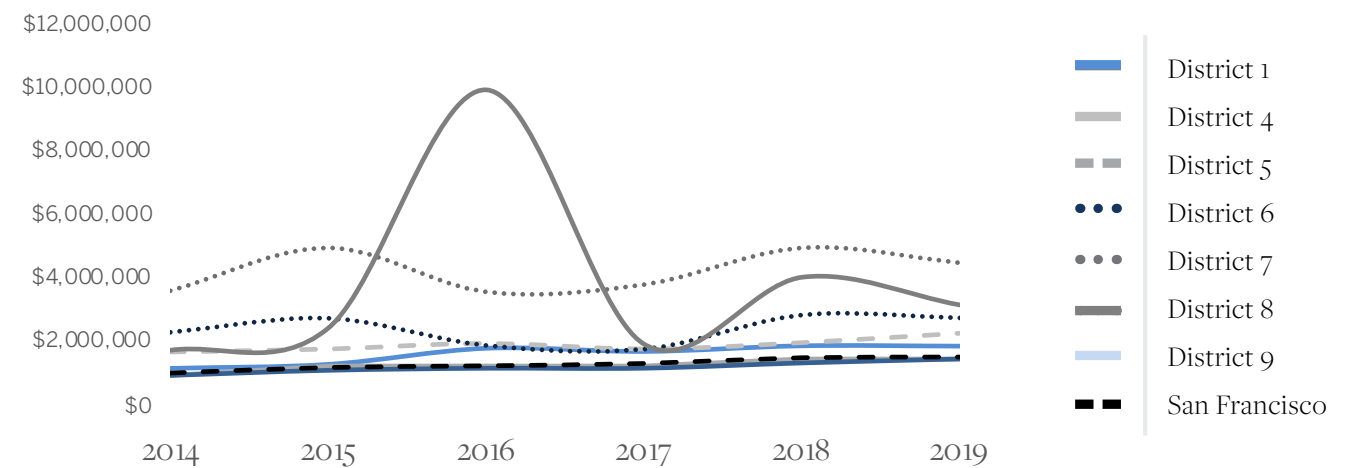
{Single Family Homes vs. Condos}



Districts

Median Sale Prices

{Districts vs. San Francisco Overall}

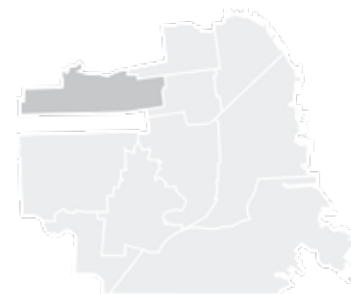


{ Q3 2019 }

at a glance

DISTRICT 1

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



65

Total Units Sold
{ Single Family Homes and Condominiums }

-13%

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

\$2.1m

Median Sale Price
{ Single Family Homes }

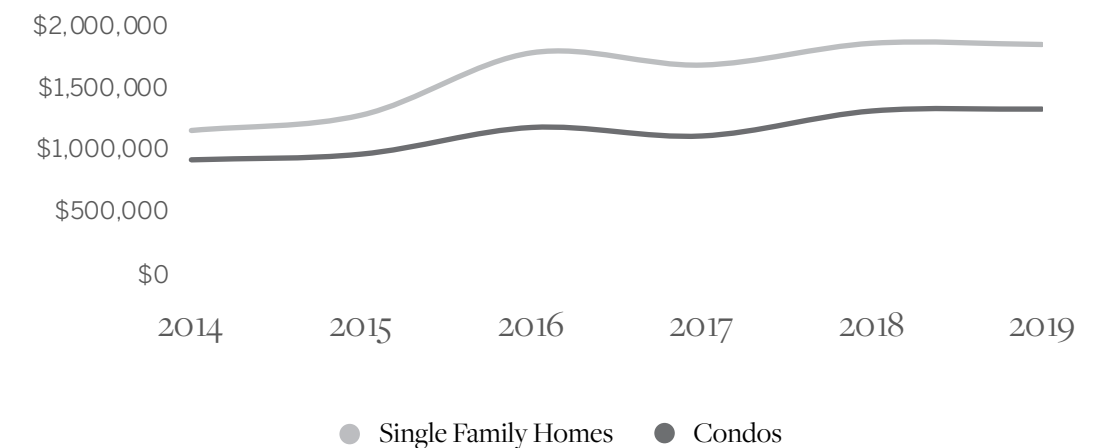
6%

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	1%	-16%	7%	-	54%
2019	\$2,073,334	32	1,075	11%	32
2018	\$2,047,500	38	1,006	9%	21
2017	\$2,055,800	35	944	21%	21
2016	\$1,960,000	39	887	9%	36
2015	\$1,612,000	49	869	25%	22

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

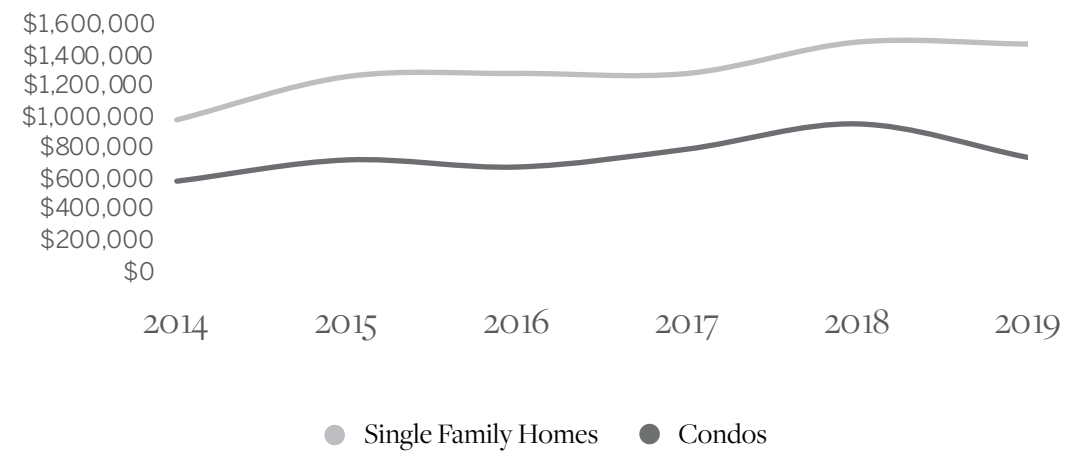
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	6%	-13%	6%	-	-13%
2019	\$1,350,000	33	992	8%	23
2018	\$1,275,000	38	934	-1%	26
2017	\$1,175,000	21	912	18%	29
2016	\$1,085,000	39	867	-1%	34
2015	\$1,050,000	45	841	24%	30

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%	-24%	6%	-	-8%
2019	\$1,690,000	60	1,015	14%	22
2018	\$1,709,000	79	961	14%	24
2017	\$1,527,500	78	929	18%	17
2016	\$1,420,000	89	816	10%	38
2015	\$1,500,000	83	827	18%	25

Median Sale Price | Single Family Homes vs. Condos



{ Q3 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

70

Total Units Sold
{ Single Family Homes and Condominiums }

-9%

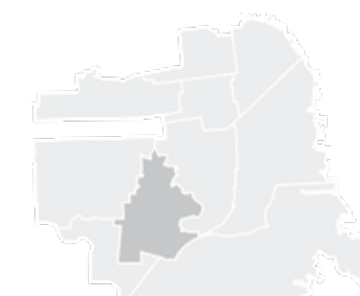
Change in Units Sold
{ 2019 vs. 2018, Condominiums }

\$1.7m

Median Sale Price
{ Single Family Homes }

-5%

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



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	-5%	-9%	16%	-	8%
2019	\$831,500	10	789	16%	41
2018	\$879,000	11	680	4%	38
2017	\$725,000	9	801	-9%	16
2016	\$660,000	5	830	-3%	59
2015	\$685,000	18	729	-2%	35

District 5

{ Q3 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



174

Total Units Sold
{ Single Family Homes and Condominiums }

-18%

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

\$2.6m

Median Sale Price
{ Single Family Homes }

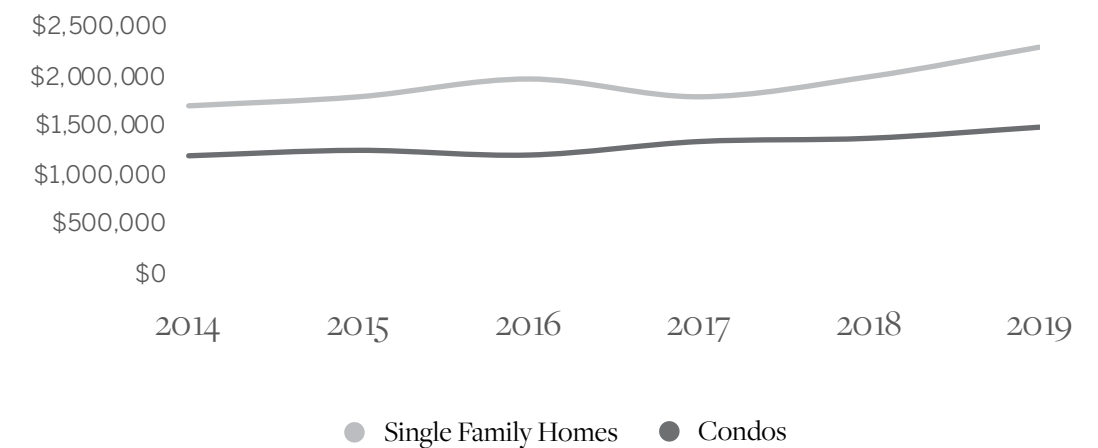
4%

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	17%	23%	-1%	-	-6%
2019	\$2,550,000	85	1,267	11%	21
2018	\$2,175,000	69	1,283	9%	22
2017	\$2,152,000	67	1,184	20%	31
2016	\$2,087,500	70	1,081	6%	33
2015	\$2,140,000	70	1,184	19%	20

Median Sale Price | Single Family Homes vs. Condos



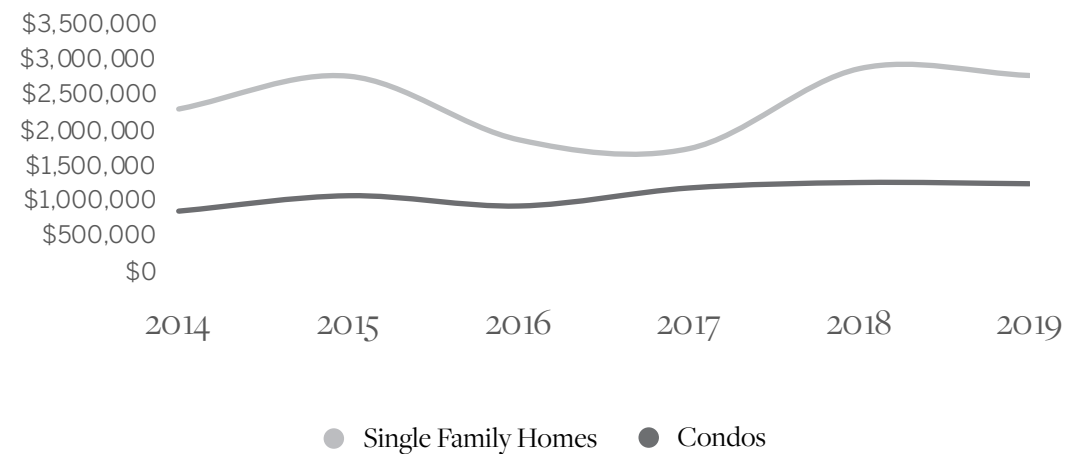
CONDOMINIUMS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	4%	-18%	3%	-	-3%
2019	\$1,460,000	89	1,185	7%	20
2018	\$1,404,000	108	1,155	17%	21
2017	\$1,331,250	80	1,094	18%	25
2016	\$1,253,500	116	994	7%	32
2015	\$1,225,000	91	1,026	13%	28

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	-10%	-42%	3%	-	23%
2019	\$2,700,000	7	1,127	-3%	36
2018	\$3,005,000	12	1,090	4%	30
2017	\$2,400,000	9	1,164	35%	34
2016	\$1,962,000	10	1,015	3%	48
2015	\$3,025,000	15	887	9%	22

Median Sale Price | Single Family Homes vs. Condos



{ Q3 2019 }

at a glance

DISTRICT 6

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



72

Total Units Sold
{ Single Family Homes and Condominiums }

-42%

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

\$2.7m

Median Sale Price
{ Single Family Homes }

-10%

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	1%	20%	0%	-	36%
2019	\$1,255,000	65	1,153	5%	35
2018	\$1,245,000	54	1,152	11%	26
2017	\$1,200,000	64	979	9%	33
2016	\$1,067,500	93	1,050	19%	34
2015	\$1,100,000	67	941	11%	27

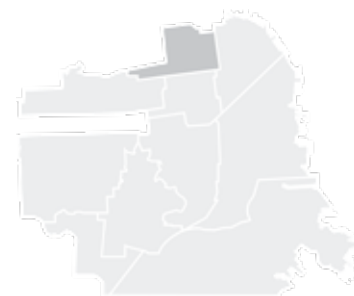


{ Q3 2019 }

at a glance

DISTRICT 7

The Marina
Cow Hollow
Pacific Heights
Presidio Heights



98

Total Units Sold
{ Single Family Homes and Condominiums }

5%

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

\$4.7m

Median Sale Price
{ Single Family Homes }

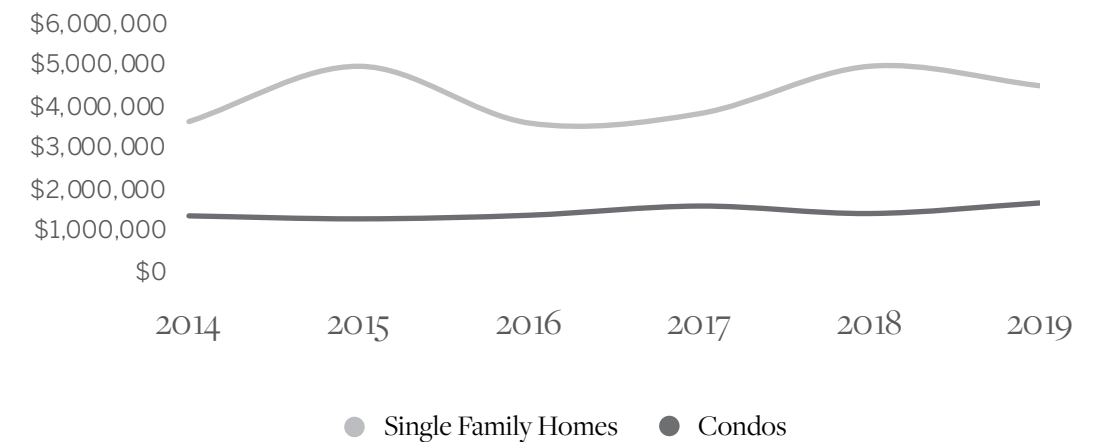
-4%

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%	5%	-6%	-	-4%
2019	\$4,700,000	20	1,394	4%	40
2018	\$4,900,000	19	1,482	-2%	42
2017	\$3,650,000	23	1,452	-5%	44
2016	\$3,744,500	24	1,401	3%	56
2015	\$5,700,000	11	1,572	14%	58

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

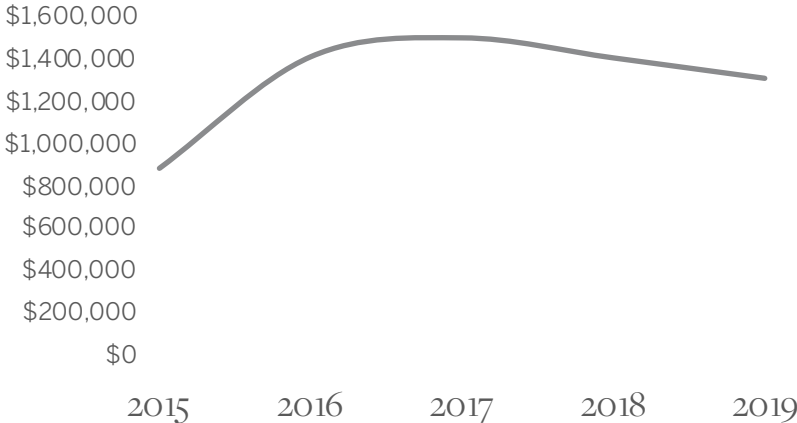
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	5%	24%	8%	-	-9%
2019	\$1,575,000	78	1,290	-2%	24
2018	\$1,497,500	63	1,195	16%	26
2017	\$1,575,000	58	1,207	2%	26
2016	\$1,458,500	80	1,250	5%	40
2015	\$1,495,000	68	1,200	25%	27

Neighborhood Highlights



Cow Hollow

{Median Sale Price | Condominiums over Five Years}



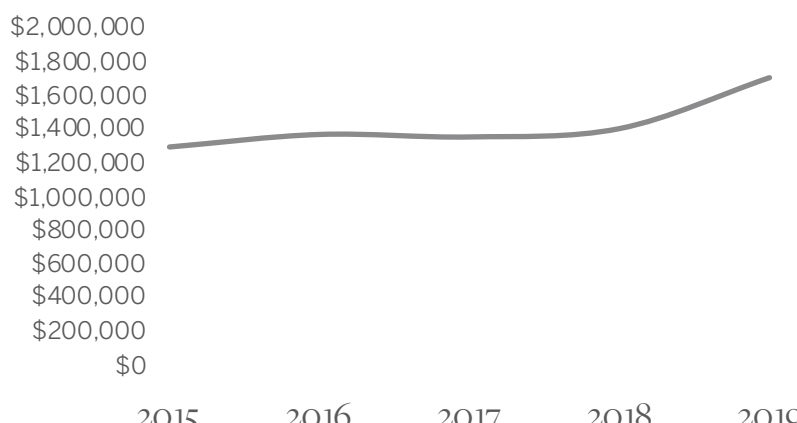
2%
Median Sale vs. Original List

23
Average DOM

\$1,283
\$/Square Foot

Pacific Heights

{Median Sale Price | Condominiums over Five Years}



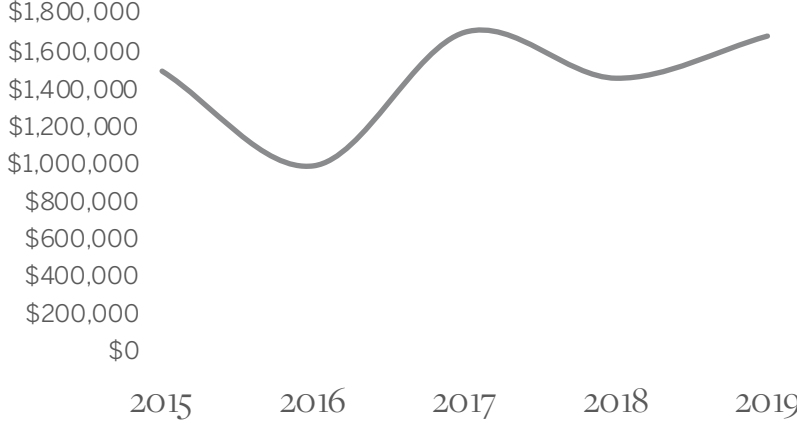
0%
Median Sale vs. Original List

37
Average DOM

\$1,128
\$/Square Foot

Marina

{Median Sale Price | Condominiums over Five Years}



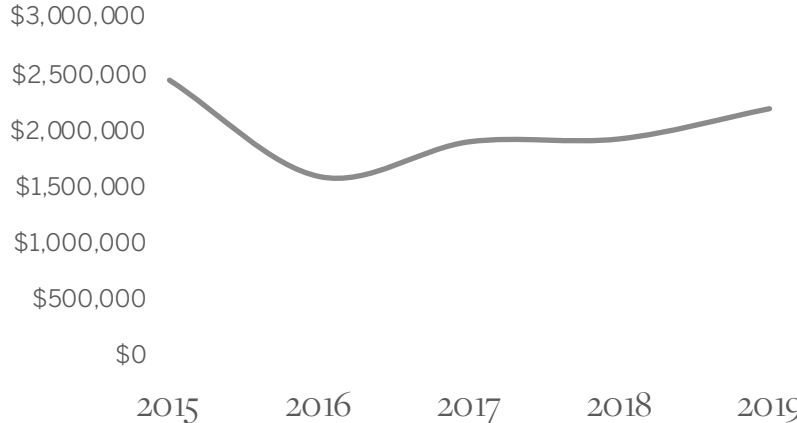
0%
Median Sale vs. Original List

35
Average DOM

\$1,238
\$/Square Foot

Presidio Heights

{Median Sale Price | Condominiums over Five Years}



-1%
Median Sale vs. Original List

26
Average DOM

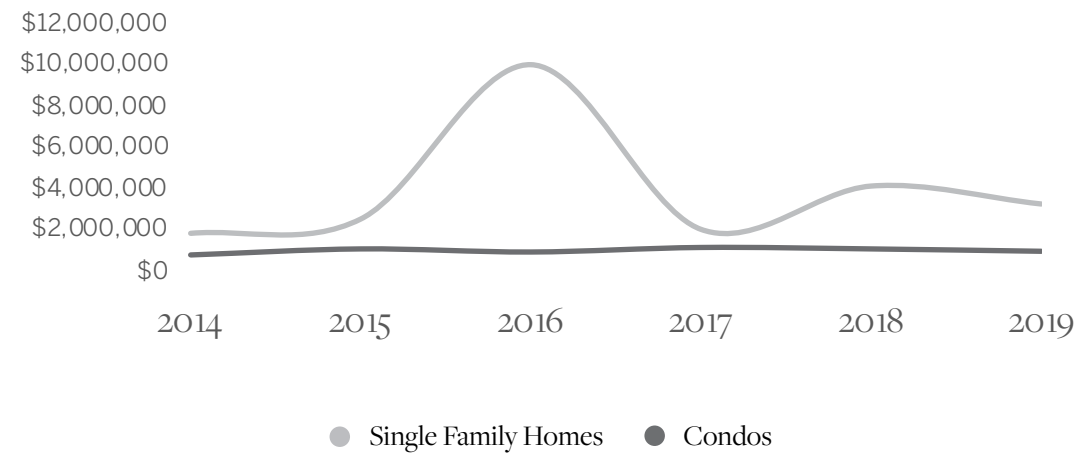
\$1,240
\$/Square Foot

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	-18%	0%	-15%	-	222%
2019	\$3,375,000	4	1,055	5%	33
2018	\$4,123,500	4	1,244	1%	10
2017	\$1,955,000	5	1,002	-2%	40
2016	\$9,750,000	1	2,112	-3%	21
2015	\$2,925,000	7	1,252	17%	92

Median Sale Price | Single Family Homes vs. Condos



{ Q3 2019 } at a glance

DISTRICT 8

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



105

Total Units Sold
{ Single Family Homes and Condominiums }

-25%

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

\$3.4m

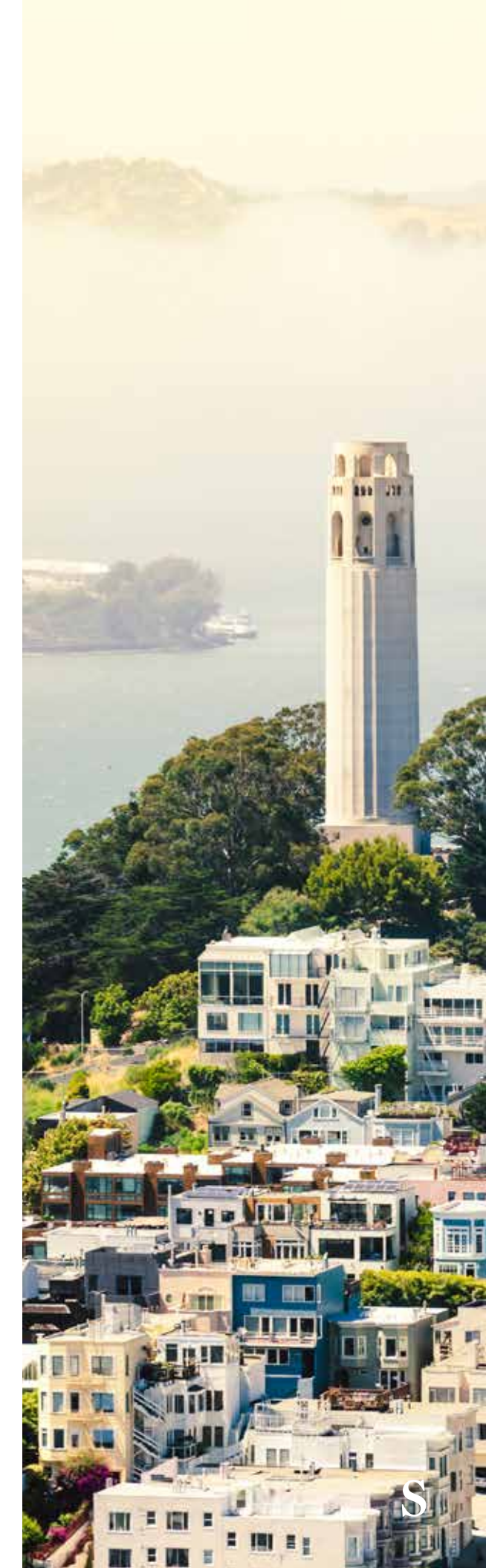
Median Sale Price
{ Single Family Homes }

-18%

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%	-25%	2%	-	21%
2019	\$1,008,000	101	1,170	1%	49
2018	\$1,085,000	135	1,150	9%	41
2017	\$1,100,000	105	1,140	0%	47
2016	\$998,000	121	1,114	2%	40
2015	\$1,050,000	109	1,077	6%	30

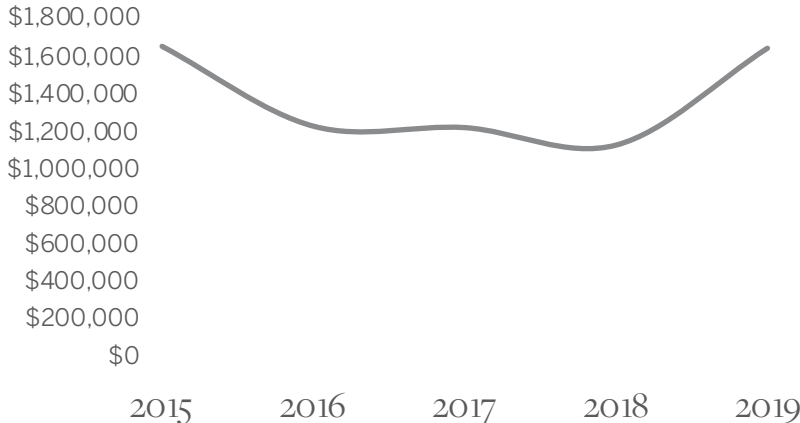


Neighborhood Highlights



Financial District

{Median Sale Price | Condominiums over Five Years}



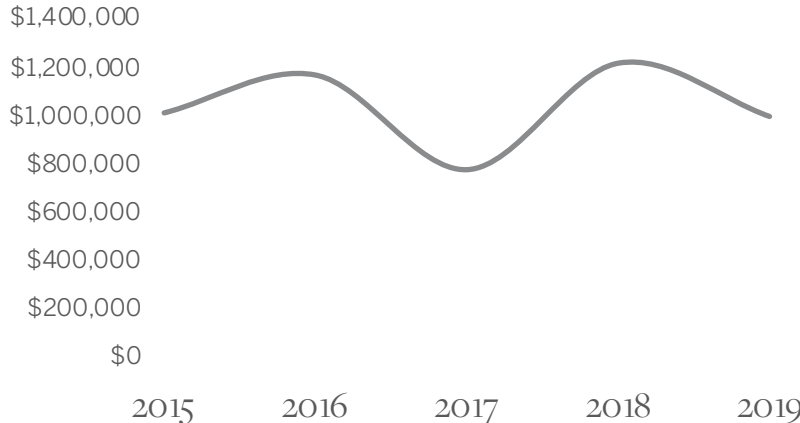
-3%
Median Sale vs. Original List

49
Average DOM

\$1,223
\$/Square Foot

North Waterfront

{Median Sale Price | Condominiums over Five Years}



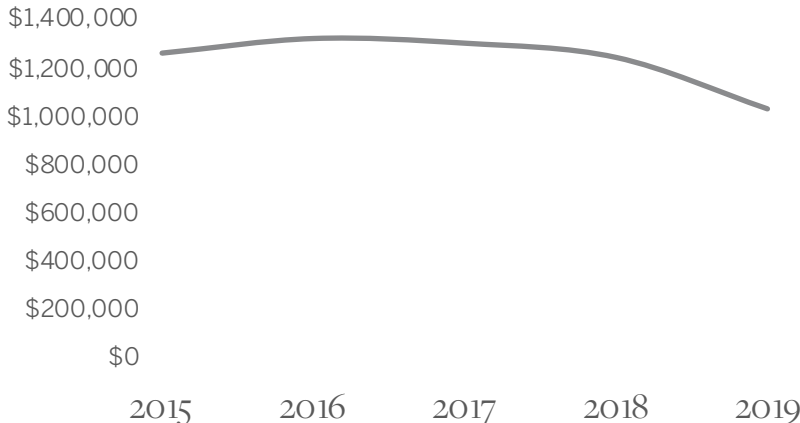
0%
Median Sale vs. Original List

58
Average DOM

\$976
\$/Square Foot

Nob Hill

{Median Sale Price | Condominiums over Five Years}



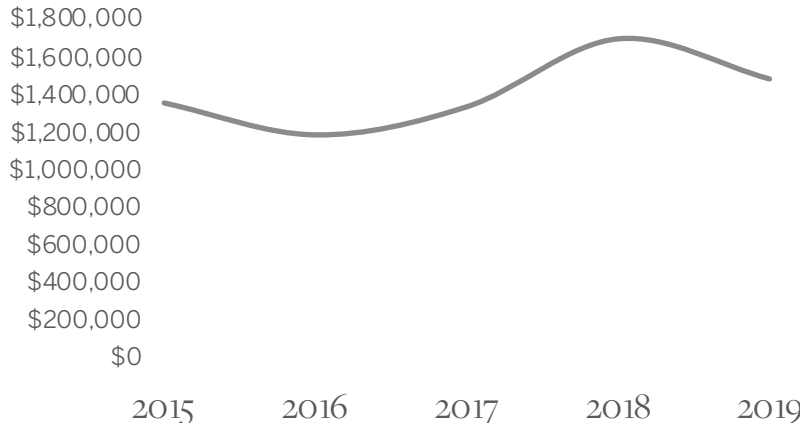
2%
Median Sale vs. Original List

63
Average DOM

\$1,172
\$/Square Foot

Russian Hill

{Median Sale Price | Condominiums over Five Years}



8%
Median Sale vs. Original List

43
Average DOM

\$1,322
\$/Square Foot

{ Q3 2019 }

at a glance

DISTRICT 9

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



259

Total Units Sold
{ Single Family Homes and Condominiums }

-9%

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

\$1.6m

Median Sale Price
{ Single Family Homes }

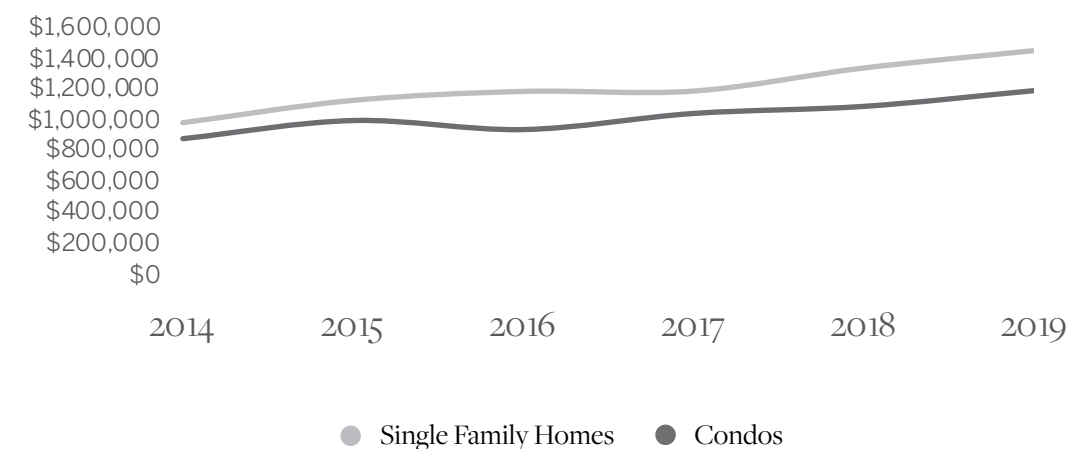
0%

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	0%	-9%	3%	-	95%
2019	\$1,602,500	50	1,105	10%	34
2018	\$1,600,000	55	1,076	19%	17
2017	\$1,500,000	66	1,061	25%	27
2016	\$1,400,000	70	1,057	17%	39
2015	\$1,300,000	67	940	14%	23

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

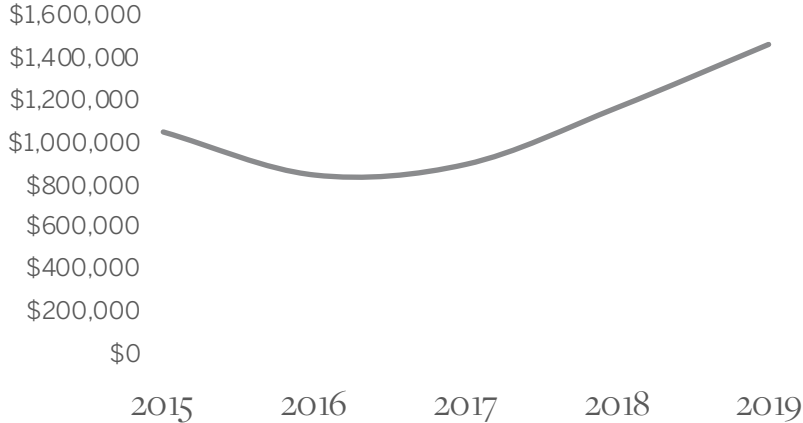
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 } Change	4%	-20%	3%	-	-12%
2019	\$1,180,000	209	1,205	5%	32
2018	\$1,131,000	262	1,174	8%	37
2017	\$1,070,000	252	1,100	7%	41
2016	\$1,027,500	238	1,037	9%	50
2015	\$1,059,650	241	1,068	12%	31

Neighborhood Highlights



Bernal Heights

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



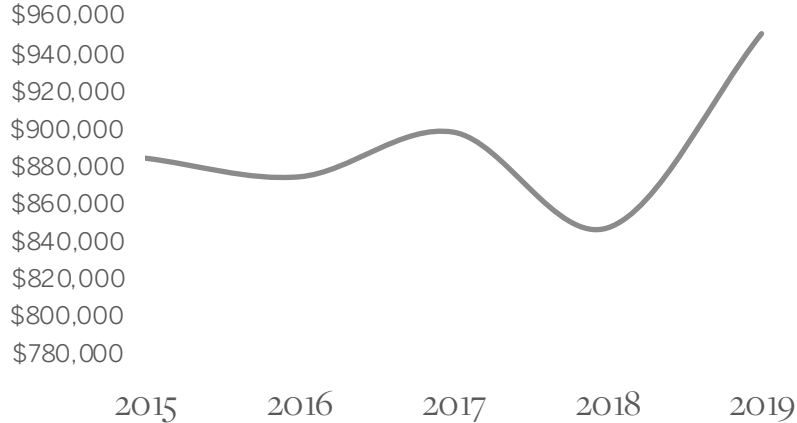
24%
Median Sale vs. Original List

20
Average DOM

\$1,039
\$/Square Foot

SoMa

{Median Sale Price | Condominiums over Five Years}



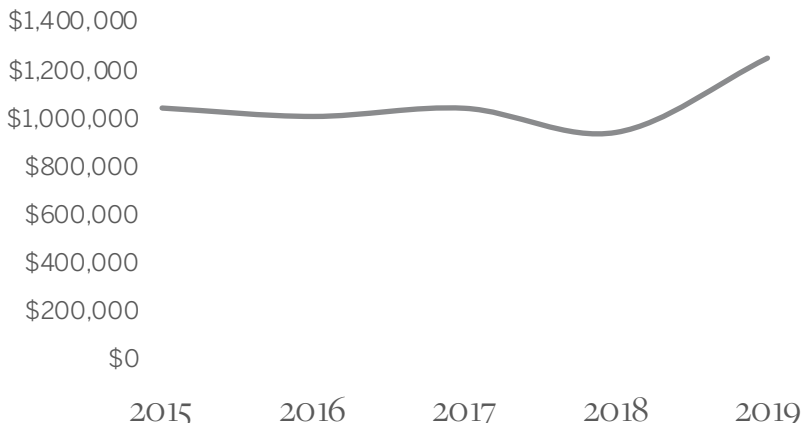
-1%
Median Sale vs. Original List

40
Average DOM

\$1,089
\$/Square Foot

Inner Mission

{Median Sale Price | Condominiums over Five Years}



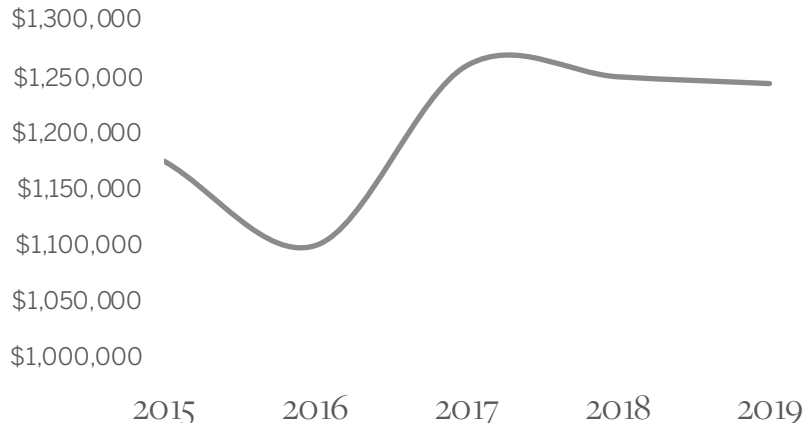
20%
Median Sale vs. Original List

19
Average DOM

\$1,123
\$/Square Foot

South Beach

{Median Sale Price | Condominiums over Five Years}



-1%
Median Sale vs. Original List

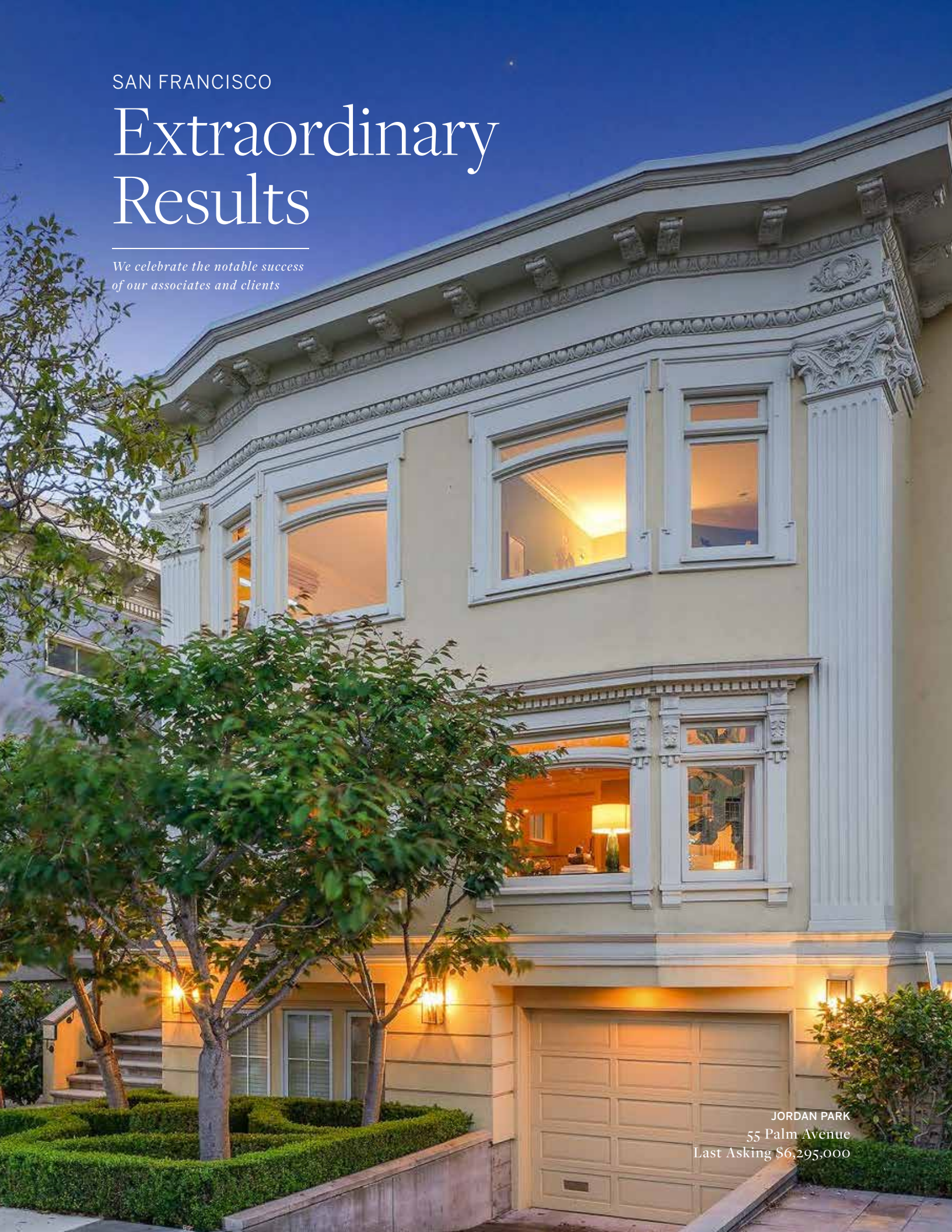
40
Average DOM

\$1,278
\$/Square Foot

SAN FRANCISCO

Extraordinary Results

We celebrate the notable success of our associates and clients



JORDAN PARK
55 Palm Avenue
Last Asking \$6,295,000



POTRERO HILL
547 Missouri Street
Last Asking \$4,995,000

PACIFIC HEIGHTS
Pacific Heights Beauty
Last Asking \$4,550,000

PACIFIC HEIGHTS
2411 Green Street
Last Asking \$4,500,000

PACIFIC HEIGHTS
1940 Vallejo Street, Residence 5
Last Asking \$3,995,000

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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