

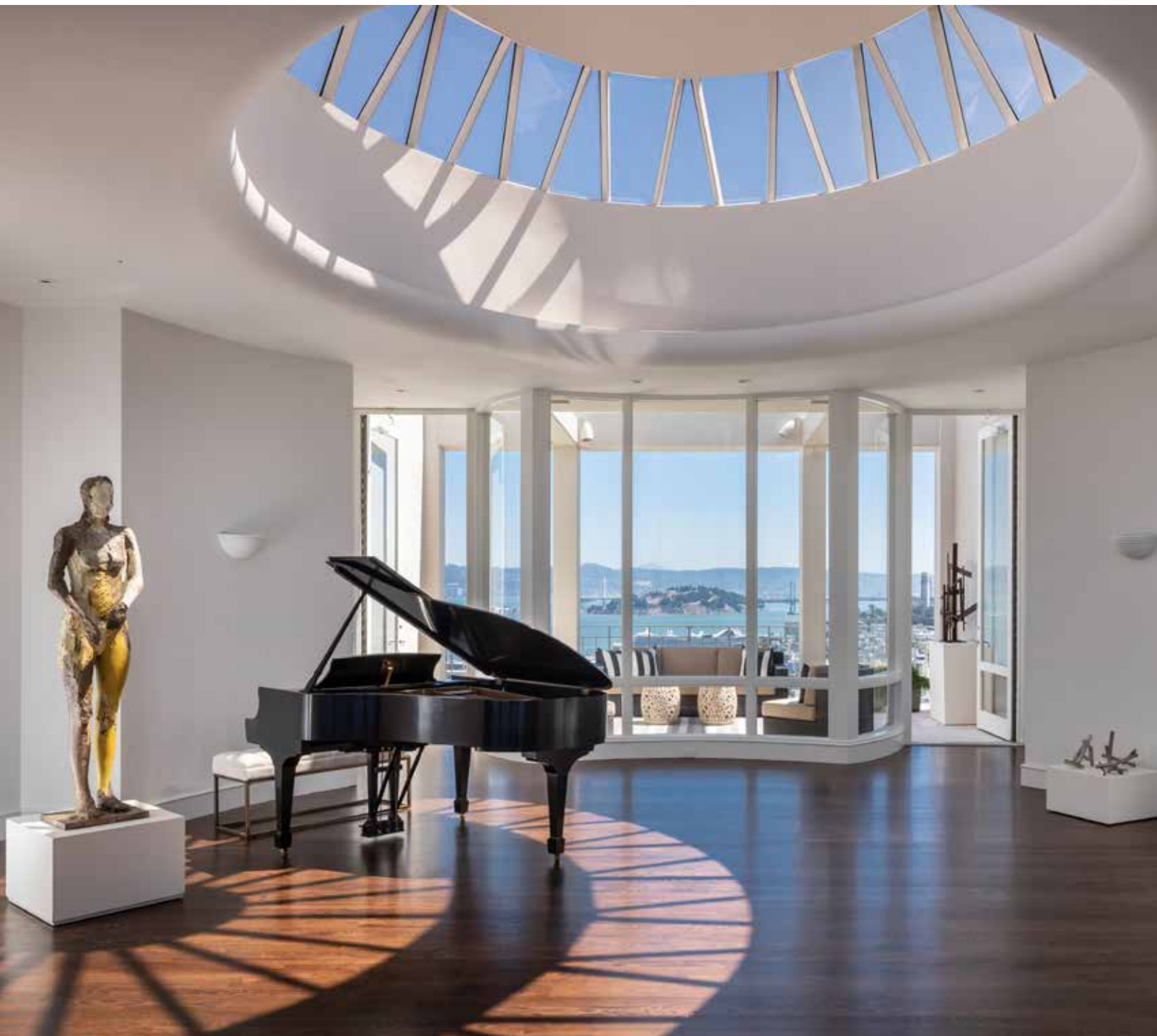
2019 Year in Review

San Francisco

Market Update

Sotheby's

INTERNATIONAL REALTY



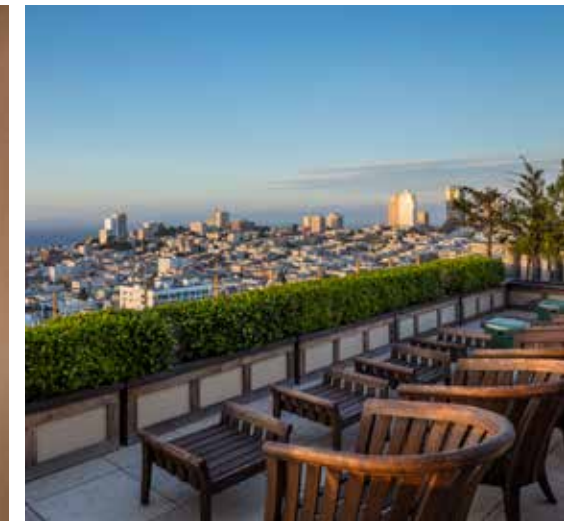
BAY AREA

Featured Properties

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



PACIFIC HEIGHTS
Historic pacific heights penthouse
Offered at \$7,950,000
[2100pacificavenue.com](https://www.2100pacificavenue.com)



RUSSIAN HILL
Offered at \$25,000,000
[russianhillpenthouse.com](https://www.russianhillpenthouse.com)

PACIFIC HEIGHTS
Offered at \$16,500,000
[2000washington5.com](https://www.2000washington5.com)

PACIFIC HEIGHTS
Offered at \$13,900,000
[2555websterst.com](https://www.2555websterst.com)

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

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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

San Francisco

FEATURED NEIGHBORHOODS

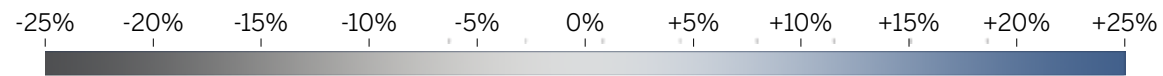
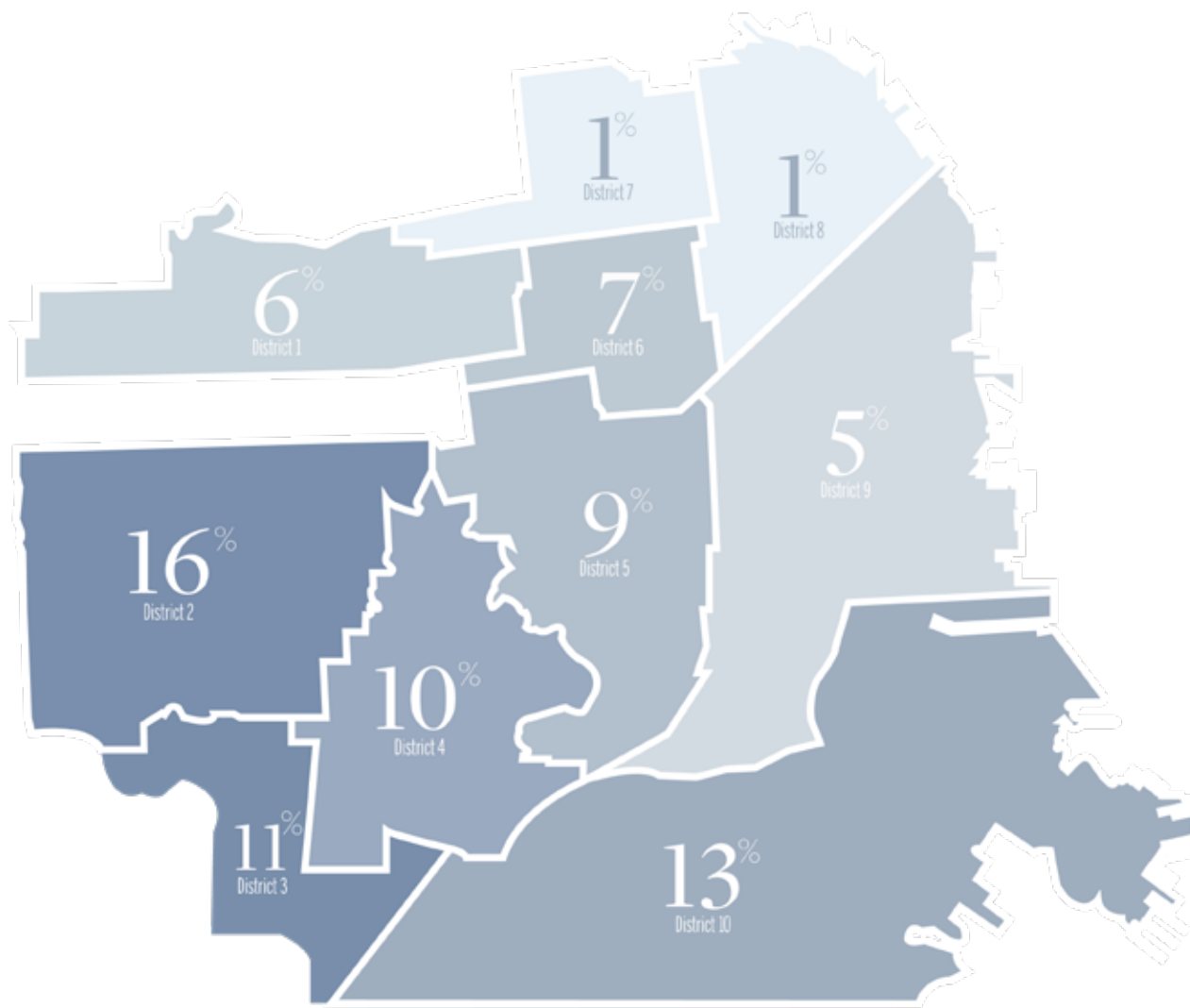
- DISTRICT 1 JORDAN PARK, LAKE, LAUREL HEIGHTS, RICHMOND, SEA CLIFF
- DISTRICT 4 BALBOA TERRACE, DIAMOND HEIGHTS, WEST PORTAL
- DISTRICT 5 CLARENDON HEIGHTS, DOLORES HEIGHTS, NOE VALLEY
- DISTRICT 6 ALAMO SQUARE, HAYES VALLEY, LOWER PAC HGTS, NOPA
- DISTRICT 7 MARINA, COW HOLLOW, PACIFIC HEIGHTS, PRESIDIO 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

Price Ratio by District

{Median Final Sale vs. Original List}



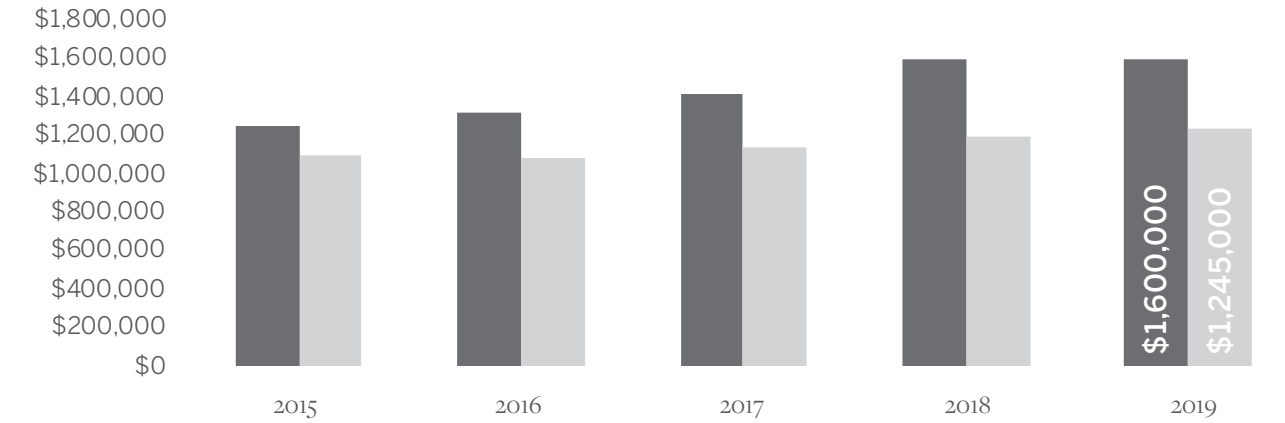
2019 Year in Review Highlights

San Francisco

San Francisco

Median Sale Prices

{Single Family Homes vs. Condos}

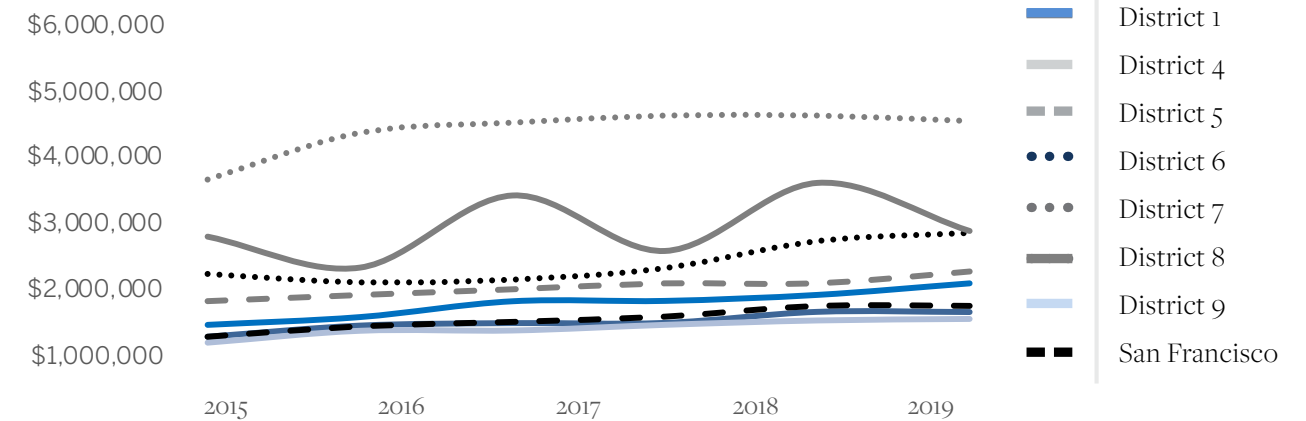


● Single Family Homes ● Condos

Districts

Median Sale Prices

{Districts vs. San Francisco Overall}

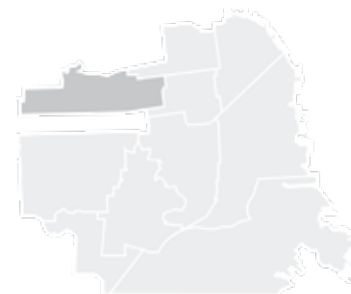


{2019}

at a glance

DISTRICT 1

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



317

Total Units Sold
{ Single Family Homes and Condominiums }

-12%

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

\$2.1m

Median Sale Price
{ Single Family Homes }

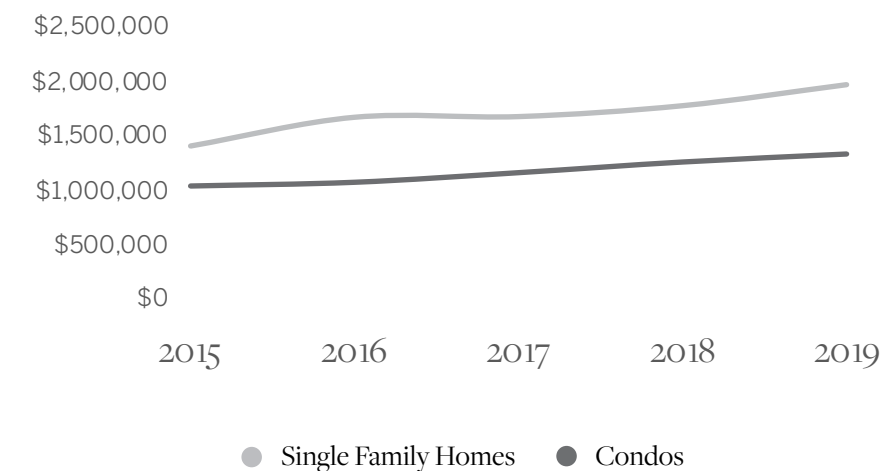
6%

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	6%	-8%	4%	-	15%
2019	\$2,112,500	173	\$1,031	6%	26
2018	\$2,000,000	189	\$994	11%	23
2017	\$1,900,625	164	\$928	12%	27
2016	\$1,820,000	181	\$862	8%	31
2015	\$1,650,600	193	\$875	16%	23

Median Sale Price | Single Family Homes vs. Condos



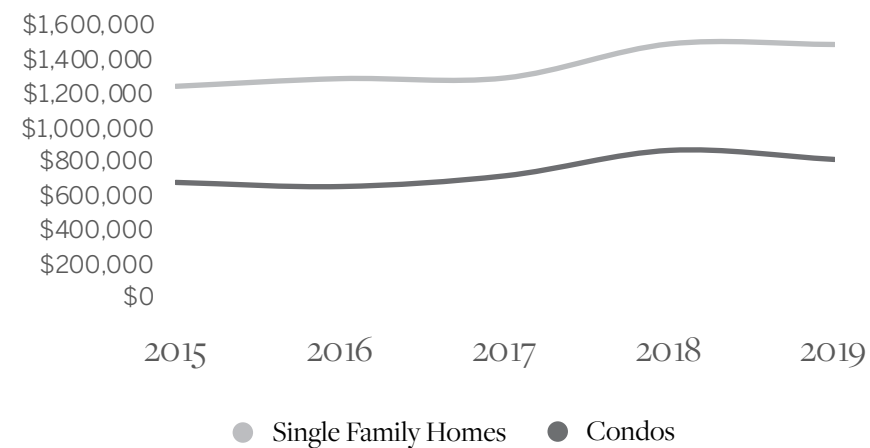
CONDOMINIUMS

	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	6%	-12%	4%	-	14%
2019	\$1,350,000	144	\$1,014	6%	28
2018	\$1,275,000	164	\$974	11%	25
2017	\$1,175,000	115	\$901	12%	28
2016	\$1,085,000	145	\$852	9%	34
2015	\$1,050,000	153	\$820	13%	32

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	-2%	-9%	-1%	-	7%
2019	\$1,700,000	294	\$962	14%	23
2018	\$1,735,000	324	\$974	16%	22
2017	\$1,575,000	302	\$944	21%	20
2016	\$1,437,400	316	\$834	11%	29
2015	\$1,422,500	336	\$809	14%	25

Median Sale Price | Single Family Homes vs. Condos



{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

360

Total Units Sold
{ Single Family Homes and Condominiums }

25%

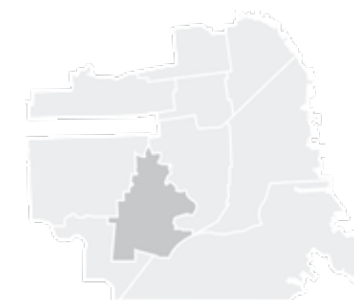
Change in Units Sold
{ 2019 vs. 2018, Condominiums }

\$1.7m

Median Sale Price
{ Single Family Homes }

-6%

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	-6%	25%	8%	-	29%
2019	\$824,000	66	\$852	7%	45
2018	\$879,000	53	\$790	7%	35
2017	\$725,000	43	\$794	12%	35
2016	\$660,000	25	\$798	6%	49
2015	\$685,000	51	\$713	9%	32

{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



742

Total Units Sold
{ Single Family Homes and Condominiums }

-6%

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

\$2.5m

Median Sale Price
{ Single Family Homes }

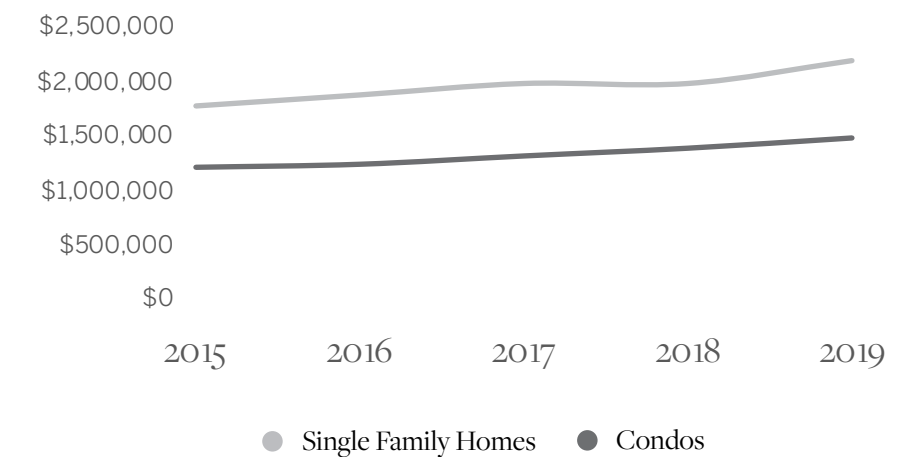
7%

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	9%	2%	0%	-	2%
2019	\$2,500,000	325	\$1,243	14%	23
2018	\$2,302,500	320	\$1,237	15%	23
2017	\$2,305,500	314	\$1,167	16%	27
2016	\$2,063,750	316	\$1,081	9%	31
2015	\$2,100,000	300	\$1,122	17%	21

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

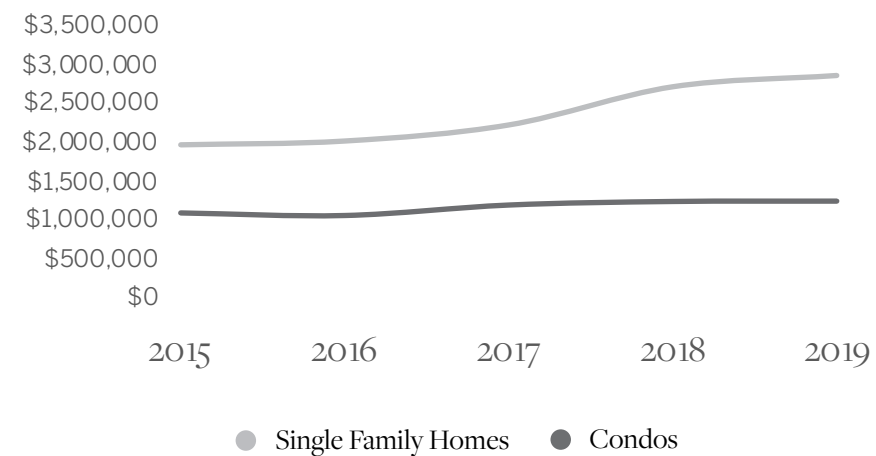
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	7%	-6%	4%	-	-9%
2019	\$1,500,000	417	\$1,194	15%	20
2018	\$1,404,000	444	\$1,146	15%	22
2017	\$1,331,250	428	\$1,069	11%	26
2016	\$1,253,500	394	\$1,012	9%	33
2015	\$1,225,000	474	\$1,025	23%	26

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	5%	-3%	5%	-	2%
2019	\$2,900,000	39	\$1,143	1%	31
2018	\$2,755,000	40	\$1,084	1%	31
2017	\$2,535,000	35	\$1,096	13%	32
2016	\$2,277,500	36	\$1,060	11%	42
2015	\$2,250,000	37	\$916	13%	25

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	0%	-10%	1%	-	-5%
2019	\$1,249,500	254	\$1,086	14%	33
2018	\$1,245,000	281	\$1,074	14%	34
2017	\$1,200,000	303	\$1,012	10%	33
2016	\$1,067,500	321	\$1,008	8%	36
2015	\$1,100,000	284	\$943	13%	30

{2019}
at a glance

DISTRICT 6

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



293

Total Units Sold
{ Single Family Homes and Condominiums }

-10%

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

\$2.9m

Median Sale Price
{ Single Family Homes }

0%

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





{2019}

at a glance

DISTRICT 7

The Marina
Cow Hollow
Pacific Heights
Presidio Heights



412

Total Units Sold
{ Single Family Homes and Condominiums }

7%

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

\$5m

Median Sale Price
{ Single Family Homes }

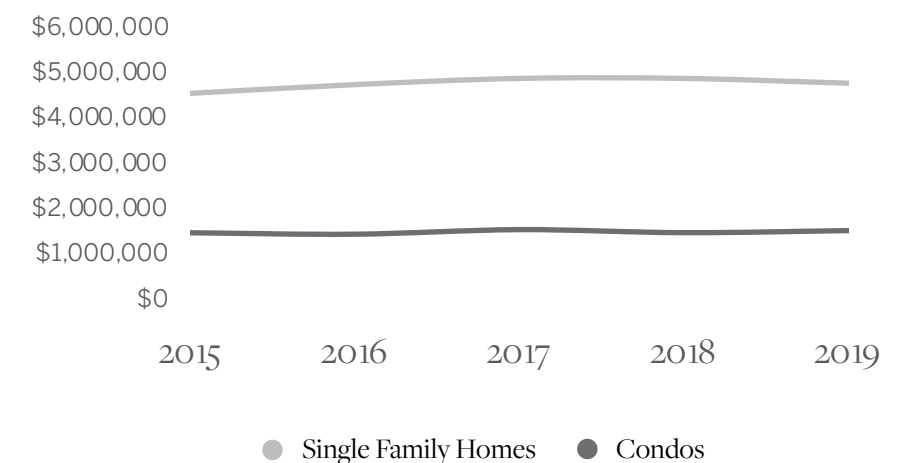
4%

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	5%	2%	-2%	-	39%
2019	\$4,950,000	101	\$1,467	3%	40
2018	\$4,730,000	99	\$1,499	-3%	28
2017	\$4,800,000	97	\$1,427	-2%	40
2016	\$4,700,000	102	\$1,465	-2%	46
2015	\$4,975,000	87	\$1,493	8%	28

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

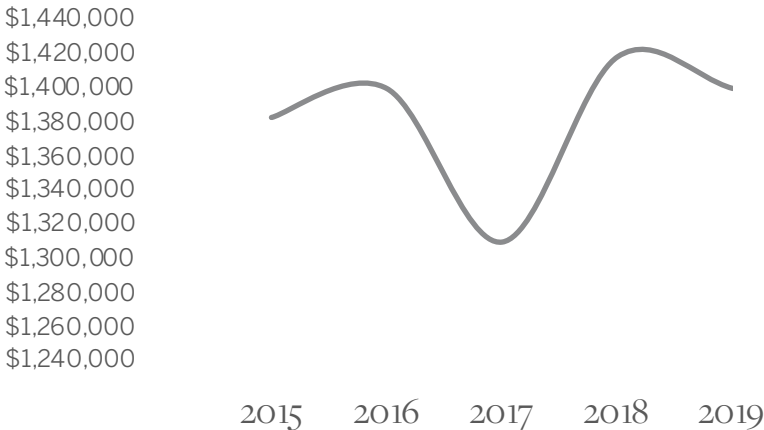
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 } Change	4%	7%	1%	-	34%
2019	\$1,550,000	311	\$1,256	4%	33
2018	\$1,497,500	290	\$1,239	11%	24
2017	\$1,575,000	313	\$1,199	5%	28
2016	\$1,458,500	298	\$1,193	2%	34
2015	\$1,495,000	261	\$1,160	15%	24

Neighborhood Highlights



Cow Hollow

{Median Sale Price | Condominiums over Five Years}



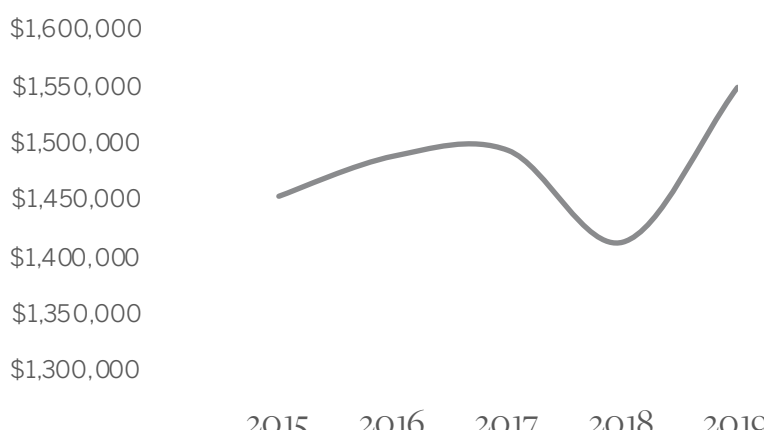
8%
Median Sale vs. Original List

24
Average DOM

\$1,304
\$/Square Foot

Pacific Heights

{Median Sale Price | Condominiums over Five Years}



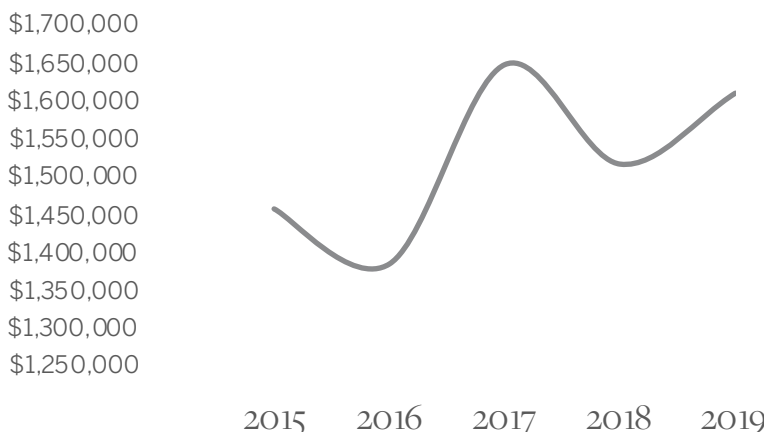
5%
Median Sale vs. Original List

35
Average DOM

\$1,260
\$/Square Foot

Marina

{Median Sale Price | Condominiums over Five Years}



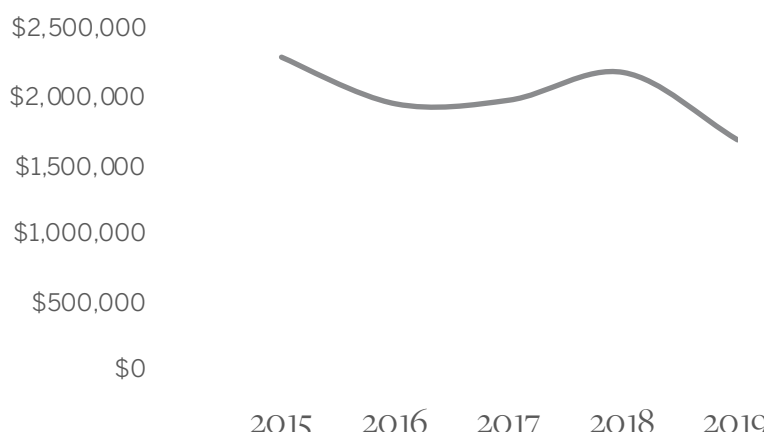
3%
Median Sale vs. Original List

33
Average DOM

\$1,237
\$/Square Foot

Presidio Heights

{Median Sale Price | Condominiums over Five Years}



0%
Median Sale vs. Original List

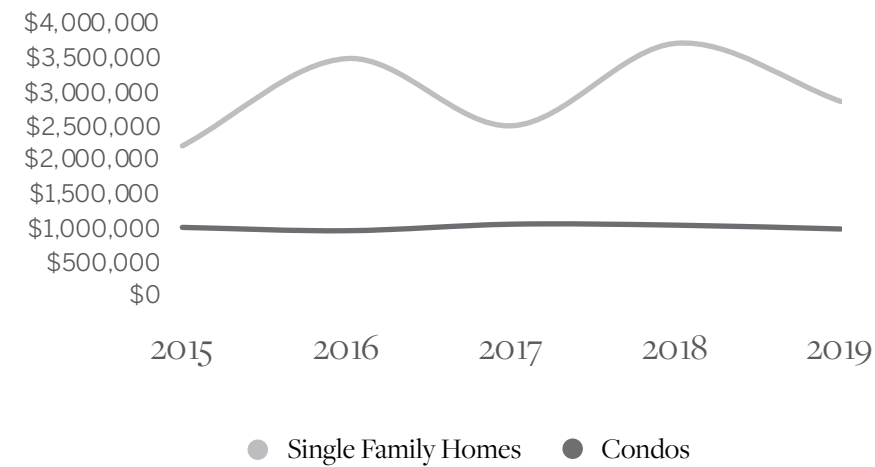
27
Average DOM

\$1,223
\$/Square Foot

District 8

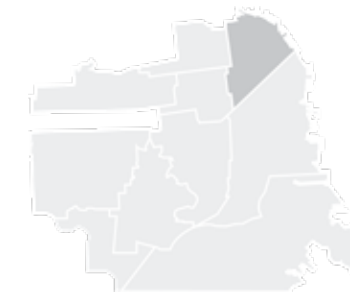
SINGLE FAMILY HOMES	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	-13%	9%	9%		31%
2019	\$3,100,000	25	\$1,434	7%	48
2018	\$3,564,875	23	\$1,316	-5%	37
2017	\$2,497,500	24	\$1,110	-2%	48
2016	\$3,447,500	14	\$1,389	-2%	55
2015	\$2,826,500	22	\$1,514	26%	51

Median Sale Price | Single Family Homes vs. Condos



{2019} at a glance

- DISTRICT 8
- Civic Center
 - Downtown
 - Financial District
 - North Beach
 - Russian Hill
 - Nob Hill
 - Telegraph Hill
 - Tenderloin
 - North Waterfront



480

Total Units Sold
{ Single Family Homes and Condominiums }

-6%

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

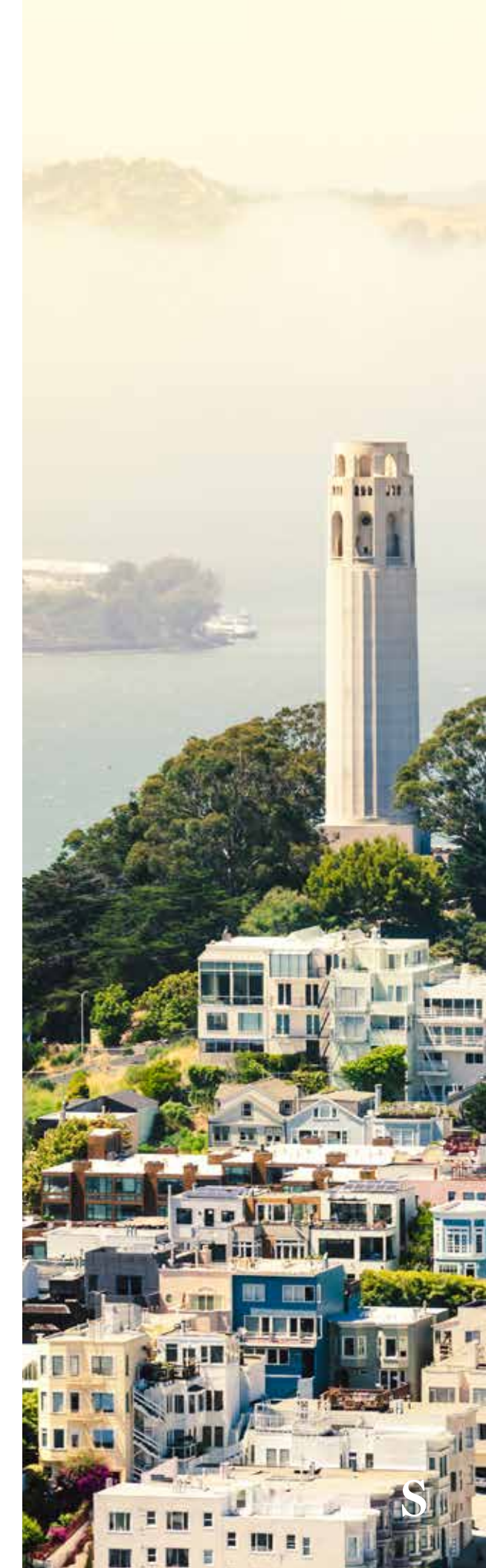
\$3.1m

Median Sale Price
{ Single Family Homes }

-6%

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	-6%	-6%	1%	-	18%
2019	\$1,025,000	455	\$1,167	3%	47
2018	\$1,085,000	482	\$1,151	5%	40
2017	\$1,100,000	489	\$1,140	5%	44
2016	\$998,000	467	\$1,112	4%	36
2015	\$1,050,000	452	\$1,089	6%	35

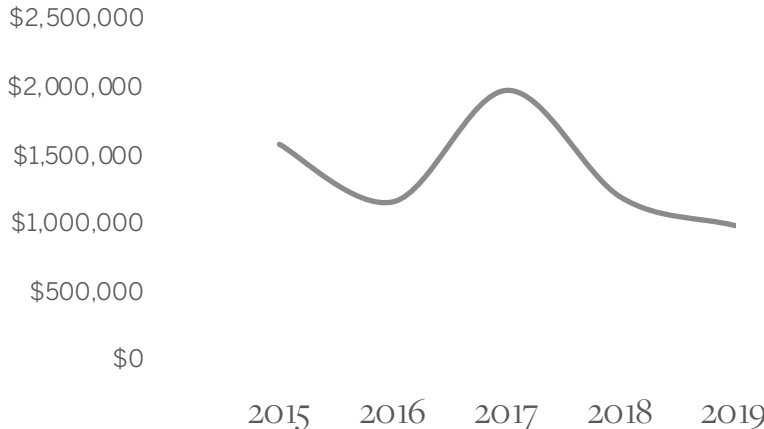


Neighborhood Highlights



Financial District

{Median Sale Price | Condominiums over Five Years}



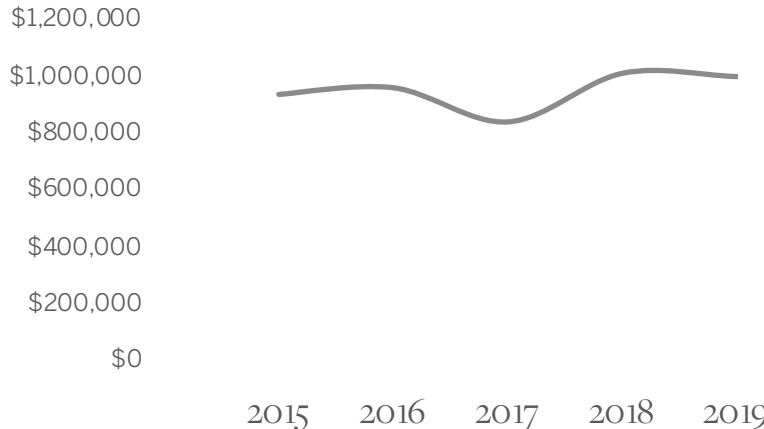
-6%
Median Sale vs. Original List

48
Average DOM

\$1,223
\$/Square Foot

North Waterfront

{Median Sale Price | Condominiums over Five Years}



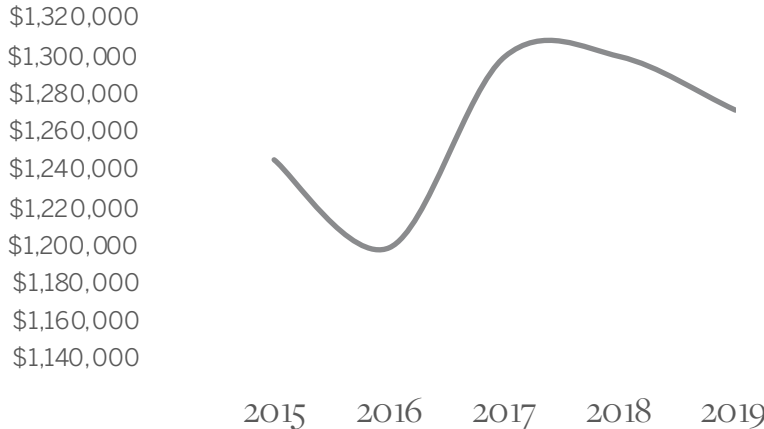
1%
Median Sale vs. Original List

58
Average DOM

\$976
\$/Square Foot

Nob Hill

{Median Sale Price | Condominiums over Five Years}



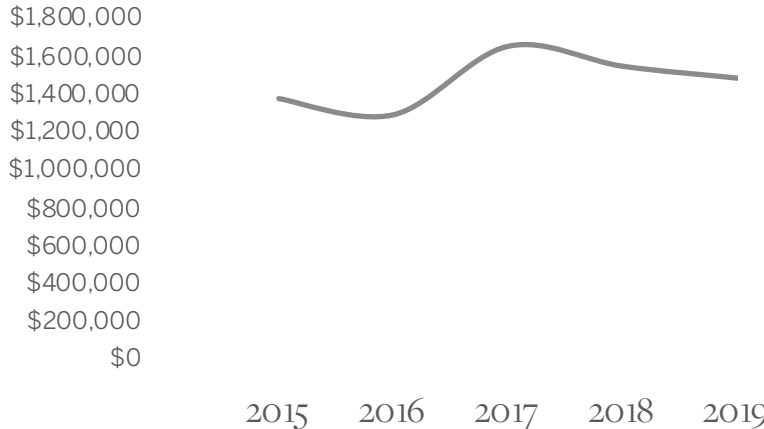
-1%
Median Sale vs. Original List

58
Average DOM

\$1,170
\$/Square Foot

Russian Hill

{Median Sale Price | Condominiums over Five Years}



3%
Median Sale vs. Original List

43
Average DOM

\$1,311
\$/Square Foot

{2019}

at a glance

DISTRICT 9

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



1,184

Total Units Sold
{ Single Family Homes and Condominiums }

-12%

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

\$1.6m

Median Sale Price
{ Single Family Homes }

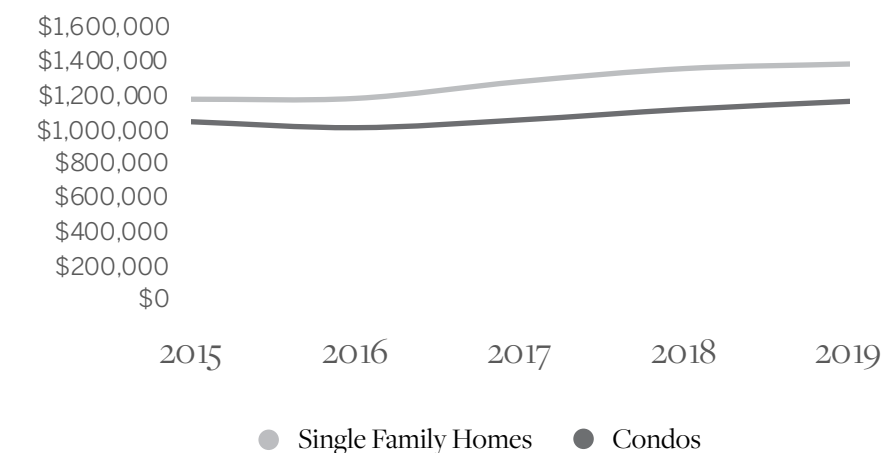
4%

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	2%	-6%	6%	-	25%
2019	\$1,642,500	226	\$1,123	17%	25
2018	\$1,617,500	240	\$1,062	18%	20
2017	\$1,523,000	263	\$1,036	18%	24
2016	\$1,405,000	247	\$1,000	18%	31
2015	\$1,380,000	263	\$956	16%	23

Median Sale Price | Single Family Homes vs. Condos



CONDOMINIUMS

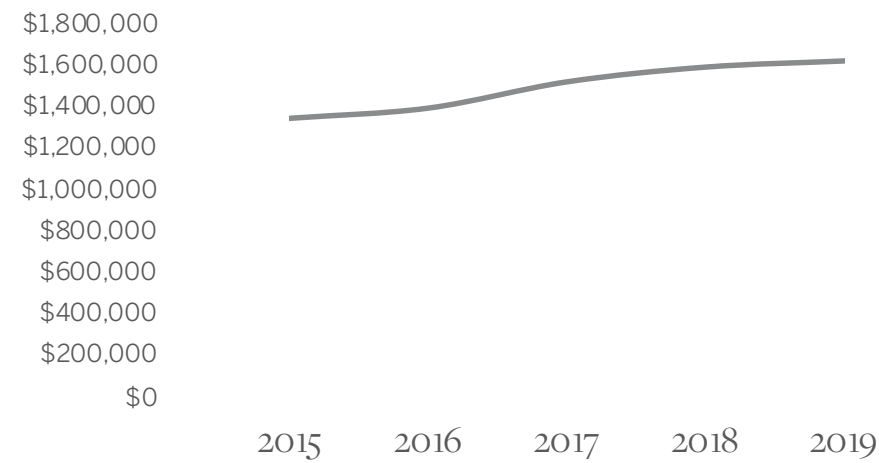
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	4%	-12%	1%	-	1%
2019	\$1,177,000	958	\$1,166	5%	35
2018	\$1,131,000	1,085	\$1,152	5%	35
2017	\$1,070,000	1,035	\$1,055	7%	42
2016	\$1,027,500	953	\$1,053	3%	44
2015	\$1,059,650	1,045	\$1,075	6%	33

Neighborhood Highlights



Bernal Heights

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



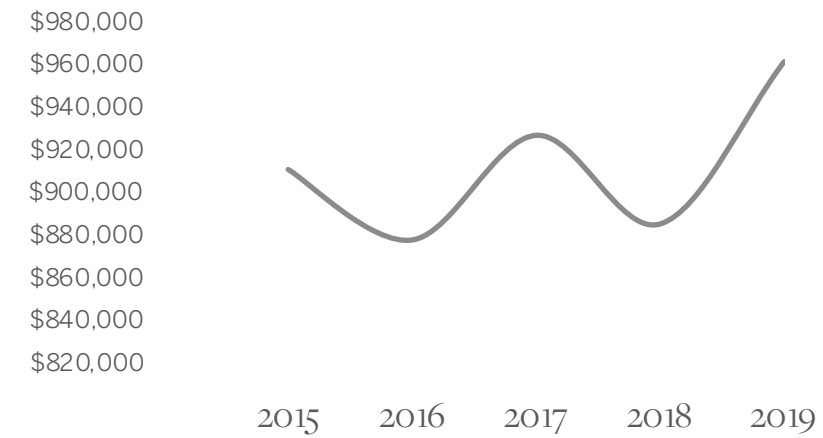
17%
Median Sale vs. Original List

22
Average DOM

\$1,126
\$/Square Foot

SoMa

{Median Sale Price | Condominiums over Five Years}



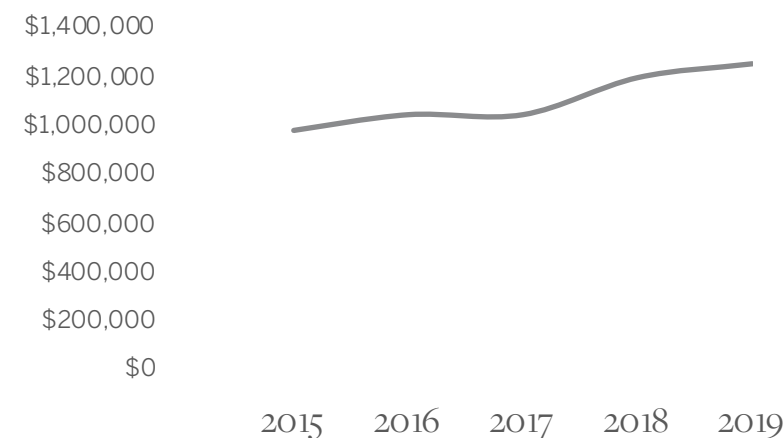
2%
Median Sale vs. Original List

40
Average DOM

\$1,086
\$/Square Foot

Inner Mission

{Median Sale Price | Condominiums over Five Years}



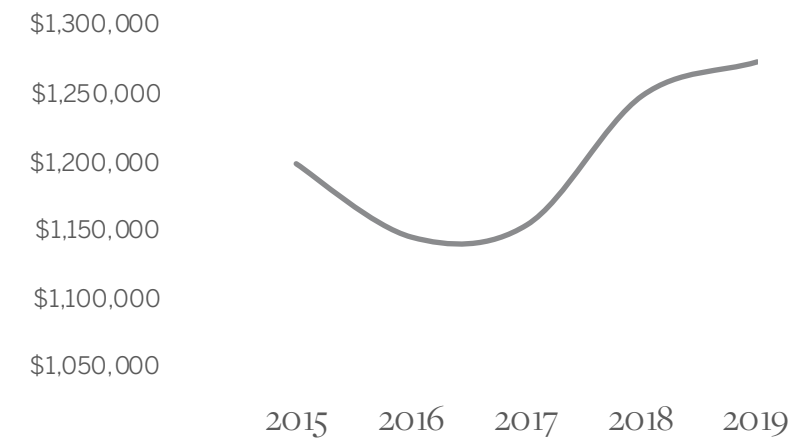
15%
Median Sale vs. Original List

21
Average DOM

\$1,118
\$/Square Foot

South Beach

{Median Sale Price | Condominiums over Five Years}



1%
Median Sale vs. Original List

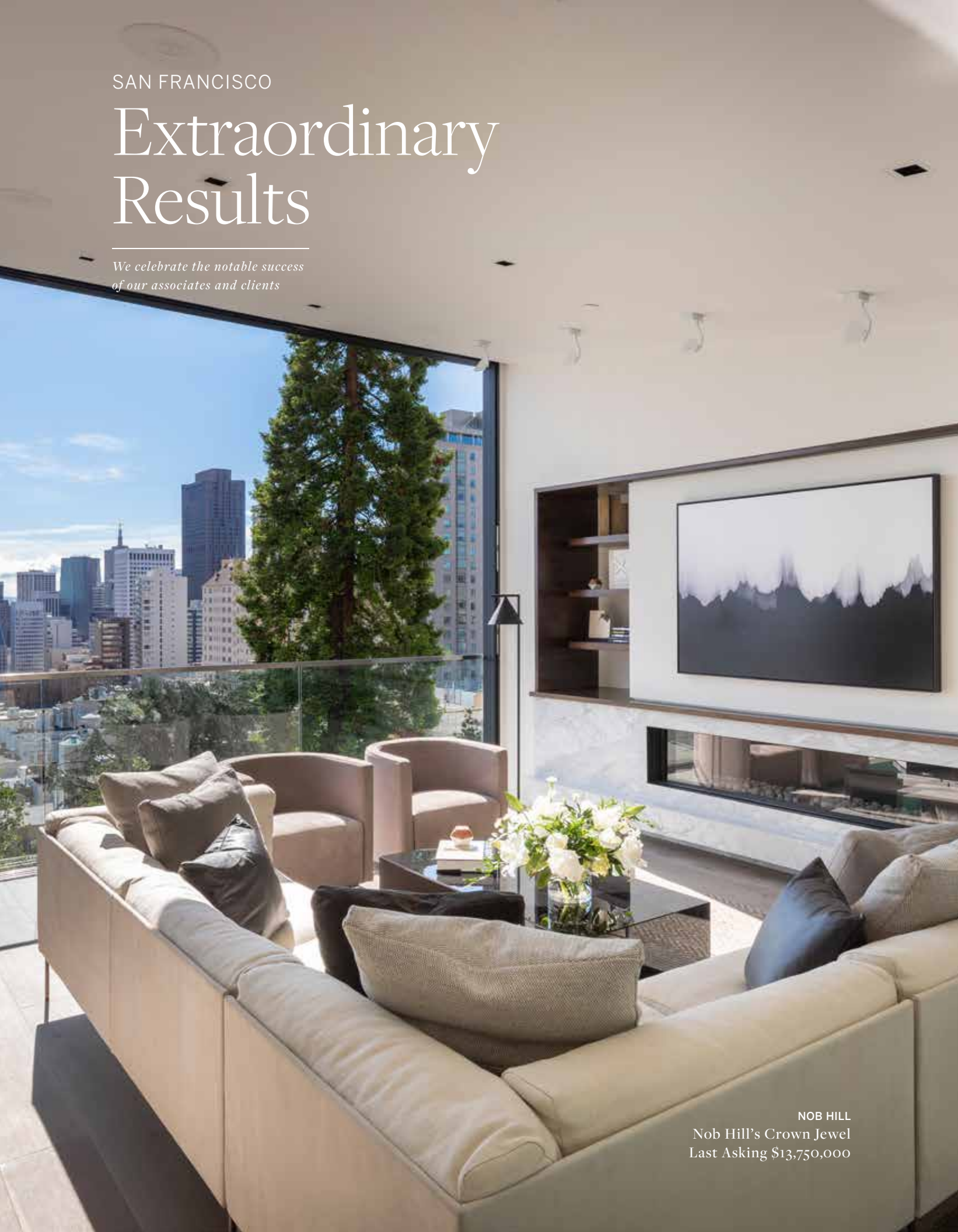
42
Average DOM

\$1,285
\$/Square Foot

SAN FRANCISCO

Extraordinary Results

We celebrate the notable success of our associates and clients



NOB HILL
Nob Hill's Crown Jewel
Last Asking \$13,750,000



COW HOLLOW
Exclusive Entertaining in Cow Hollow
Last Asking \$5,250,000

PACIFIC HEIGHTS
Luxury View Residence at The Pacific
Last Asking \$5,250,000

BUENA VISTA / ASHBURY HEIGHTS
The Power of Sight, The Gifts of a Site
Last Asking \$5,085,000

PACIFIC HEIGHTS
Condo with Golden Gate Bridge Views
Last Asking \$4,300,000

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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Sotheby's

**NOW ACCEPTING
BIDDERS AND CONSIGNORS**



TO BE OFFERED AT AMELIA ISLAND
1965 Shelby Mustang

16-17 JANUARY

ARIZONA

PHOENIX, ARIZONA

5 FEBRUARY

PARIS

PARIS, FRANCE

6-7 MARCH

AMELIA ISLAND

AMELIA ISLAND, FLORIDA

20-21 MARCH

PALM BEACH

PALM BEACH, FLORIDA

27 MARCH

ESSEN

ESSEN, GERMANY

9 MAY

MONACO

MONTE CARLO, MONACO

14-15 AUGUST

MONTEREY

MONTEREY, CALIFORNIA

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