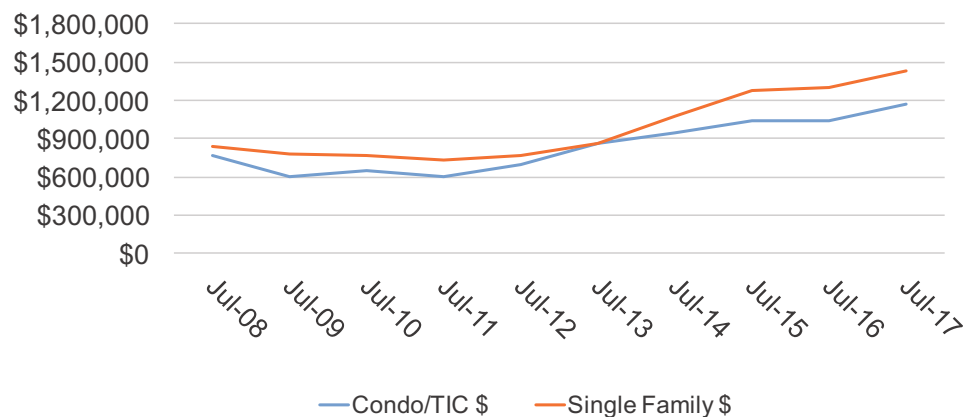


SAN FRANCISCO MARKET UPDATE AUGUST 2017

Last month saw a 25% drop in the number of transactions, as compared to the month before. This decrease is likely due to seasonality. Both the single family and condominium sectors posted double digit year-over-year growth in median sale price. The middle single family price tier (\$1.2MM to \$1.7MM) saw the greatest pressure, with purchasers paying an average of 25%

over list price. This is compared to 11% over list price for properties over \$1.7MM. Condominium performance has improved as of late, likely due to lower new condominium inventory levels. New condominium inventory is running about 20% lower than last year. Condominiums also saw a reduction in market time of about 10 days, with a median of 21 days on market.



Condo/TIC

\$1,175,000

+12% year-over-year

+6% ten-year average

Single Family

\$1,431,000

+10% year-over-year

+5% ten-year average

MEDIAN NEIGHBORHOOD VALUES

Neighborhood	Condo/ TIC \$	Condo/TIC \$/SqFt	% Over/ Under List \$	Single- Family \$	Single-Fam \$/SqFt	% Over/ Under List \$
Pacific/Presidio Heights	\$1,545,000	\$1,128	0%	\$6,250,000	\$1,439	0%
Marina/Cow Hollow	\$1,370,000	\$1,112	+2%	\$3,402,500	\$1,326	0%
Noe Valley	\$1,375,000	\$1,080	+9%	\$2,300,000	\$1,168	+3%
Castro/Duboce Triangle	\$1,377,074	\$1,085	+9%	\$2,385,000	\$1,122	+8%
Cole Valley/Haight-Ashbury	\$1,400,000	\$980	+7%	\$2,887,500	\$1,033	+2%
Russian Hill*	\$1,500,000	\$1,200	0%	\$3,133,000	\$1,312	0%
Buena Vista/Corona Heights	\$1,233,500	\$1,060	+6%	\$2,277,500	\$1,059	+5%
Nob Hill*	\$1,272,500	\$1,179	0%			
Lower Pac/Laurel Heights	\$1,275,000	\$1,072	0%	\$3,000,000	\$1,172	-1%
Alamo Square/NOPA	\$1,201,000	\$982	+5%	\$1,950,000	\$1,130	+12%
Mission Bay	\$1,150,000	\$1,039	0%			
Mission Dolores	\$1,208,000	\$1,029	+5%	\$2,325,000	\$1,161	+10%
Hayes Valley	\$1,100,000	\$1,165	0%	\$2,450,000	\$973	+3%
Mission	\$1,025,000	\$975	+4%	\$1,517,500	\$1,003	+9%
South Beach/Yerba Buena	\$1,075,000	\$1,107	0%			
Telegraph Hill	\$1,010,000	\$1,049	+4%			
Dogpatch	\$1,137,500	\$884	+1%			
North Beach/Fisherman's Wharf	\$1,075,000	\$1,066	0%			
Potrero Hill	\$1,100,000	\$1,022	+3%	\$1,712,500	\$1,078	+10%
Bernal Heights/Glen Park	\$980,000	\$954	+10%	\$1,415,000	\$1,000	+10%
Richmond	\$1,085,000	\$838	+7%	\$1,625,000	\$828	+9%
Sunset	\$1,005,000	\$840	+6%	\$1,280,000	\$856	+19%
SOMA	\$890,000	\$897	0%	\$1,825,000	\$765	-1%
Bayview/Hunters Point	\$665,000	\$640	0%	\$800,500	\$584	+8%
Excelsior/Portola				\$915,000	\$702	+15%
Diamond Heights	\$680,000	\$887	+7%	\$2,342,500	\$776	+7%
Westwood Park/Sunnyside				\$1,244,400	\$879	13%
Ingleside Terrace/Lakeside				\$1,575,000	\$835	+15%