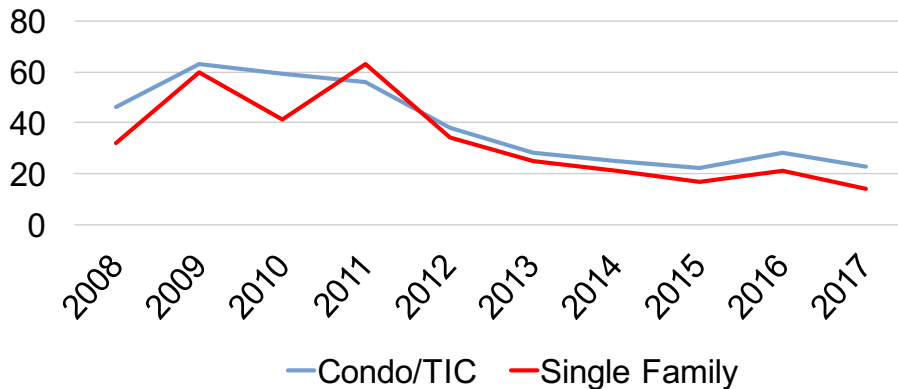


SAN FRANCISCO MARKET UPDATE JANUARY 2018

2017 was a banner year with nearly \$7.7 billion in sales reported, a 6% increase over the previous year. Tight inventory levels contributed to an ever-competitive market. Here are some additional year-end stats:

MEDIAN MARKET TIME

Median market time continued on a downward trend, with the single family market remaining the most competitive.

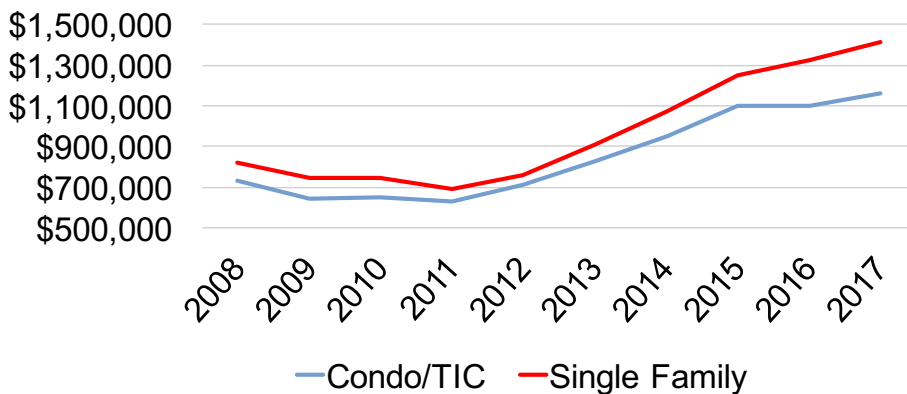


Condo/TIC
23 days
 -5 days year-over-year

Single Family
14 DAYS
 -7 days year-over-year

MEDIAN SALE PRICE

Condominium values rebounded, due to lower levels of new construction units on the market.

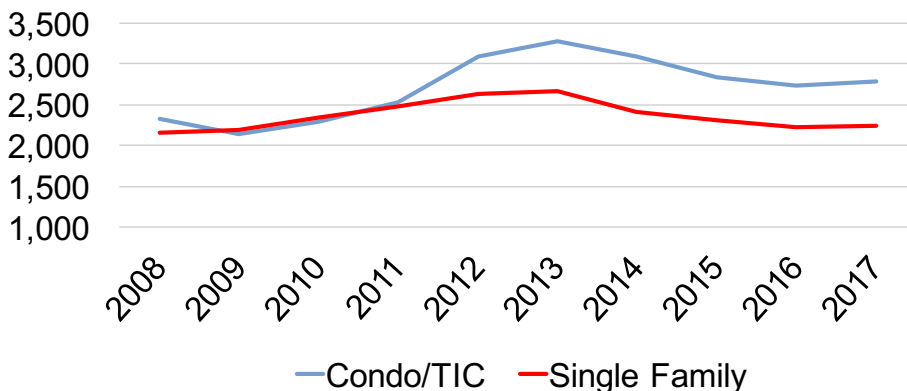


Condo/TIC
\$1,160,000
 +5% year-over-year

Single Family
\$1,415,250
 +7% year-over-year

NUMBER OF SALES

Sales volume increased only modestly, likely due to lower inventory levels.



Condo/TIC
2,792
 +2% year-over-year

Single Family
2,243
 +1% year-over-year

SAN FRANCISCO MARKET UPDATE JANUARY 2018

MEDIAN AREA VALUES

Neighborhoods with limited new condominium production saw the greatest pricing pressure.

Neighborhood	Condo/TIC	\$/SqFt	Over List \$
Russian Hill*	\$1,655,000	\$1,219	+2%
Marina/Cow Hollow	\$1,580,000	\$1,155	+6%
Pacific/Presidio Hts	\$1,555,000	\$1,147	+1%
Castro/Duboce Triangle	\$1,420,000	\$1,102	+12%
Noe Valley	\$1,420,000	\$1,118	+10%
Cole Valley/Haight	\$1,364,000	\$1,100	+7%
Alamo Square/NOPA	\$1,350,000	\$1,027	+8%
Nob Hill*	\$1,300,000	\$1,206	+0%
Lower Pac/Laurel Hts	\$1,282,500	\$1,062	+4%
Hayes Valley	\$1,275,000	\$1,112	+6%
Telegraph Hill	\$1,275,000	\$1,084	+0%
Buena Vista/Corona Hts	\$1,259,000	\$1,111	+12%
Mission Dolores	\$1,247,500	\$1,075	+7%
Mission Bay	\$1,220,000	\$1,071	+0%
Potrero Hill	\$1,142,500	\$1,071	+3%
S. Beach/Yerba Buena	\$1,110,000	\$1,129	+0%
North Beach/Fisherman's	\$1,075,000	\$1,058	+0%
Dogpatch	\$1,065,000	\$920	+4%
Mission	\$1,050,000	\$1,010	+3%
Richmond	\$1,050,000	\$894	+8%
Sunset	\$1,020,000	\$837	+7%
Bernal Heights/Glen Park	\$1,002,500	\$983	+9%
SOMA	\$926,500	\$917	+0%
Diamond Heights	\$725,000	\$852	+7%
Bayview/Hunters Point	\$720,000	\$649	+0%

SAN FRANCISCO MARKET UPDATE JANUARY 2018

MEDIAN AREA VALUES

Neighborhoods with moderately priced (< \$2MM) single family homes saw the greatest pricing pressure.

Neighborhood	Single-Family	\$/SqFt	Over List \$
Pacific/Presidio Heights	\$5,900,000	\$1,455	-1%
Alamo Square/NOPA	\$3,500,000	\$946	+13%
Marina/Cow Hollow	\$3,475,000	\$1,393	+1%
Lower Pac/Laurel Hts	\$3,000,000	\$1,041	+1%
Russian Hill	\$2,967,500	\$1,204	+0%
Cole Valley/Haight	\$2,885,000	\$1,177	+3%
Castro/Duboce Triangle	\$2,700,000	\$1,158	+8%
Buena Vista/Corona Hts	\$2,600,000	\$1,125	+6%
Hayes Valley	\$2,462,500	\$1,192	+11%
Noe Valley	\$2,300,000	\$1,216	+5%
Diamond Heights	\$1,912,500	\$967	+13%
Ingleside Ter/Lakeside	\$1,810,000	\$852	+15%
Potrero Hill	\$1,725,000	\$1,086	+15%
Mission	\$1,685,000	\$943	+5%
Richmond	\$1,650,000	\$869	+15%
Bernal Hts/Glen Park	\$1,500,000	\$1,019	+15%
Sunset	\$1,368,000	\$886	+24%
Westwood Pk/Sunnyside	\$1,300,000	\$946	+19%
Excelsior/Portola	\$978,000	\$764	+19%
Bayview/Hunters Point	\$825,000	\$604	+7%