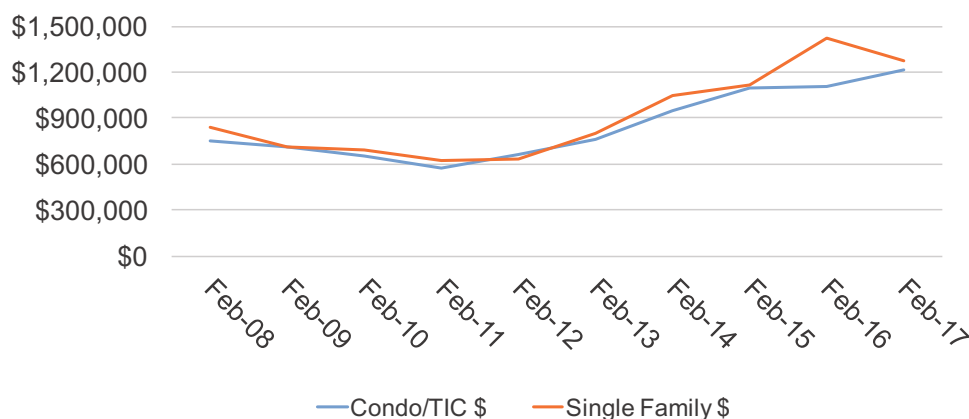


SAN FRANCISCO MARKET UPDATE MARCH 2017

The overall year-to-date median sale price has performed well, posting a gain of 6%. There have been nearly 700 transactions this year, on pace with last year's figures. It is widely expected to be a fruitful spring selling season. Currently, there is just a two-month inventory of homes available.

Nationally, the labor market is reported to be near full employment, with an unemployment rate of 4.8 percent. Along with strengthening inflation, the Fed has significant impetus to increase rates further. The average 30-year fixed rate mortgage has been rising gradually, with the most recent reading coming in at 4.10 percent, up from 3.64 percent one year ago.



Condo/TIC

\$1,211,528

+10% year-over-year

+7% ten-year average

Single Family

\$1,276,000

-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 | \$1,550,000 | \$1,130 | 0% | \$6,000,000 | \$1,468 | 0% |
| Marina/Cow Hollow | \$1,417,500 | \$1,096 | 0% | \$3,267,500 | \$1,317 | -2% |
| Noe Valley | \$1,385,000 | \$1,067 | +9% | \$2,175,000 | \$1,135 | +3% |
| Castro/Duboce Triangle | \$1,320,000 | \$1,070 | +9% | \$2,262,500 | \$1,064 | +5% |
| Cole Valley/Haight-Ashbury | \$1,306,243 | \$944 | +7% | \$2,712,500 | \$937 | +4% |
| Russian Hill* | \$1,275,000 | \$1,167 | 0% | \$3,133,000 | \$1,280 | +1% |
| Buena Vista/Corona Heights | \$1,271,445 | \$1,022 | +9% | \$2,010,660 | \$1,066 | +5% |
| Nob Hill* | \$1,233,500 | \$1,136 | 0% | | | |
| Lower Pac/Laurel Heights | \$1,207,500 | \$1,007 | 0% | \$3,037,500 | \$1,186 | -2% |
| Alamo Square/NOPA | \$1,200,000 | \$964 | +6% | \$1,950,000 | \$1,068 | +10% |
| Mission Bay | \$1,187,500 | \$1,055 | 0% | | | |
| Mission Dolores | \$1,167,765 | \$1,014 | +6% | \$2,200,000 | \$931 | +10% |
| Hayes Valley | \$1,142,500 | \$1,188 | 0% | \$2,813,000 | \$973 | +3% |
| Mission | \$1,130,000 | \$970 | +5% | \$1,420,000 | \$1,008 | +9% |
| South Beach/Yerba Buena | \$1,095,000 | \$1,144 | 0% | | | |
| Telegraph Hill | \$1,092,500 | \$1,049 | +4% | | | |
| Dogpatch | \$1,070,000 | \$927 | +1% | \$1,475,000 | \$1,118 | 0% |
| North Beach/Fisherman's Wharf | \$1,037,500 | \$1,047 | +2% | | | |
| Potrero Hill | \$1,027,500 | \$1,000 | +4% | \$1,504,185 | \$1,100 | +4% |
| Bernal Heights/Glen Park | \$1,020,000 | \$894 | +10% | \$1,400,000 | \$1,000 | +12% |
| Richmond | \$997,500 | \$812 | +7% | \$1,625,000 | \$820 | +10% |
| Sunset | \$990,000 | \$830 | +6% | \$1,250,894 | \$828 | +17% |
| SOMA | \$880,000 | \$894 | 0% | \$1,825,000 | \$765 | -1% |
| Bayview/Hunters Point | \$715,000 | \$640 | 0% | \$790,000 | \$566 | +8% |
| Excelsior/Portola | \$672,500 | \$502 | 0% | \$900,000 | \$688 | +13% |
| Diamond Heights | \$658,000 | \$817 | +2% | \$1,855,000 | \$777 | +9% |
| Westwood Park/Sunnyside | | | | \$1,200,000 | \$845 | +12% |
| Ingleside Terrace/Lakeside | | | | \$1,392,500 | \$817 | +14% |