

Q3 2019

San Francisco

# Market Update

**Sotheby's**

INTERNATIONAL REALTY



BAY AREA

# Featured Properties

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PACIFIC HEIGHTS  
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[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)

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# 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

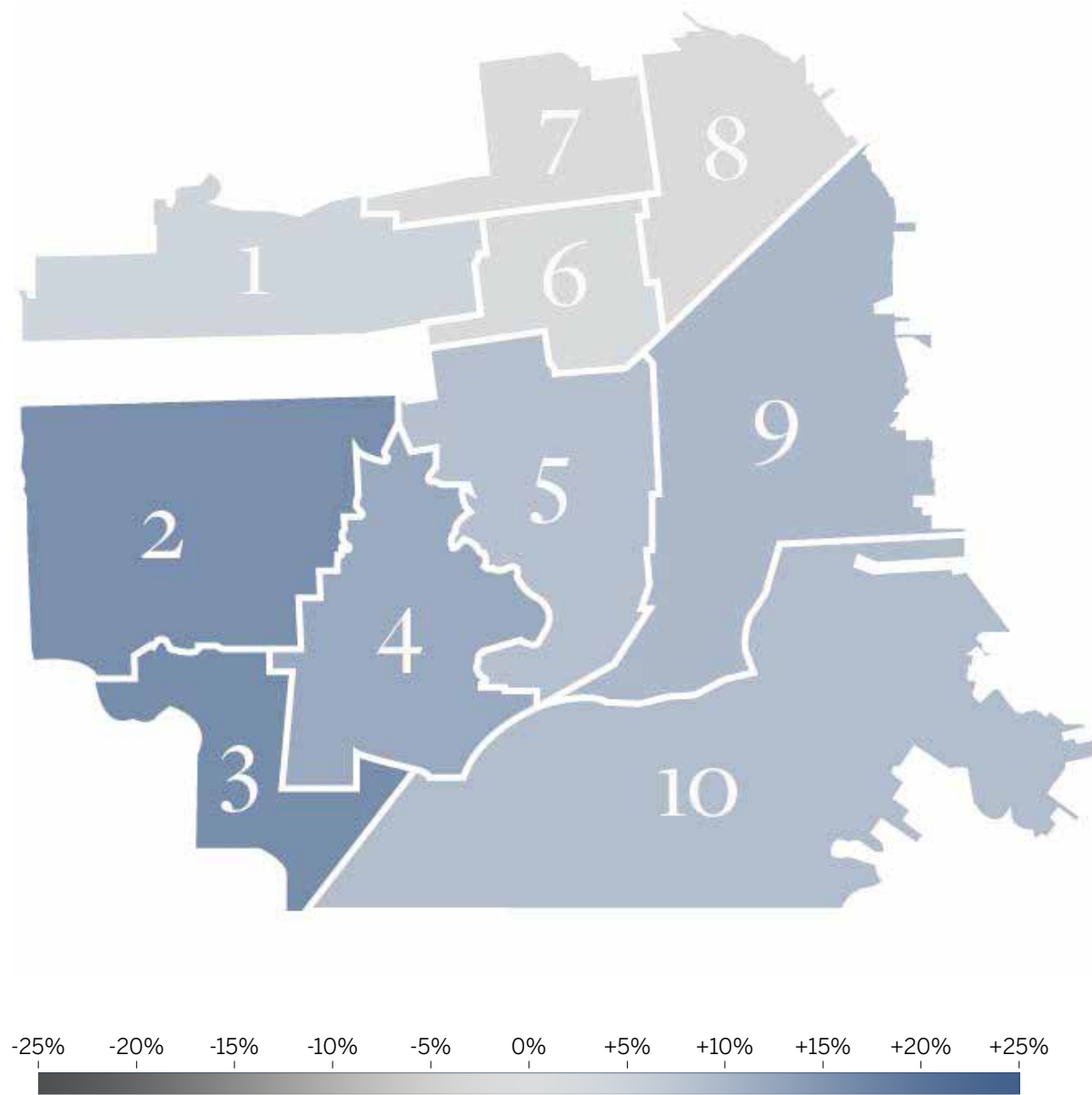
Market Snapshot | by District

# Q3 2019 Highlights

San Francisco

## Price Ratio by District

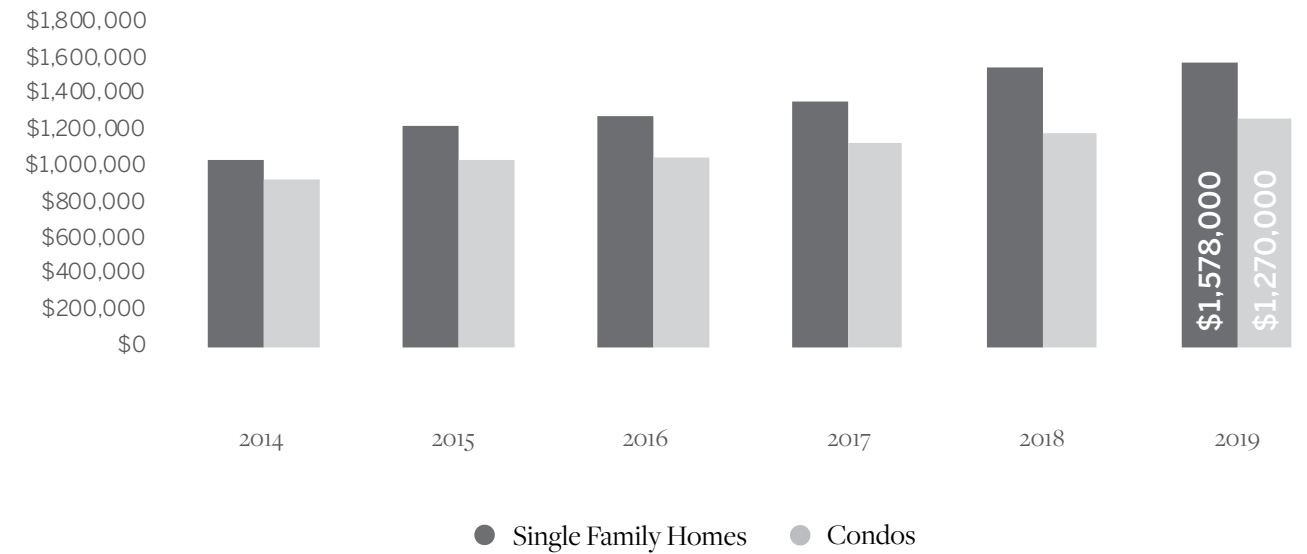
{Median Final Sale vs. Original List}



## San Francisco

Median Sale Prices

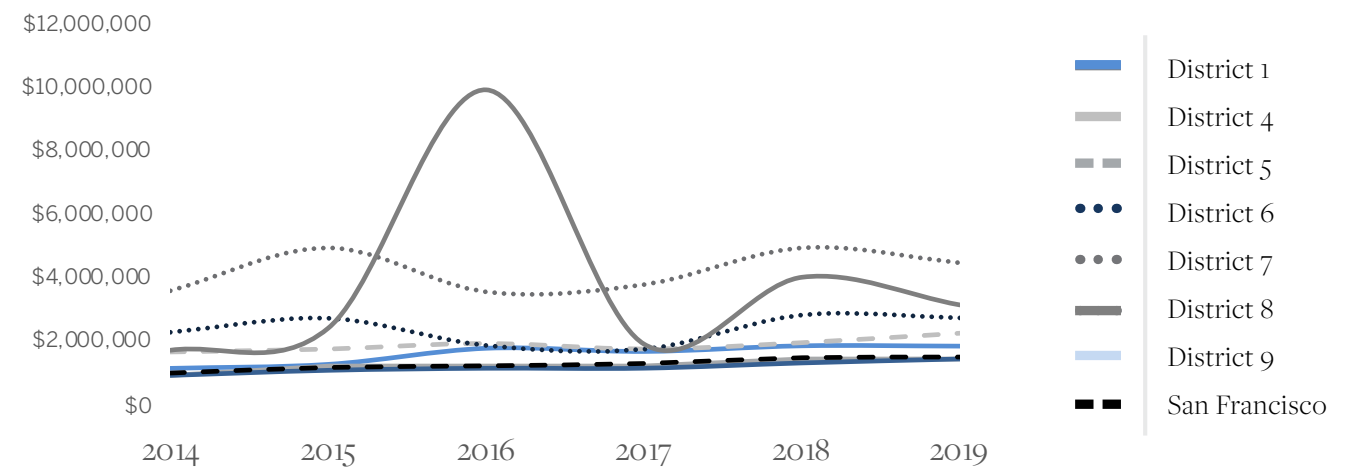
{Single Family Homes vs. Condos}



## 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 }

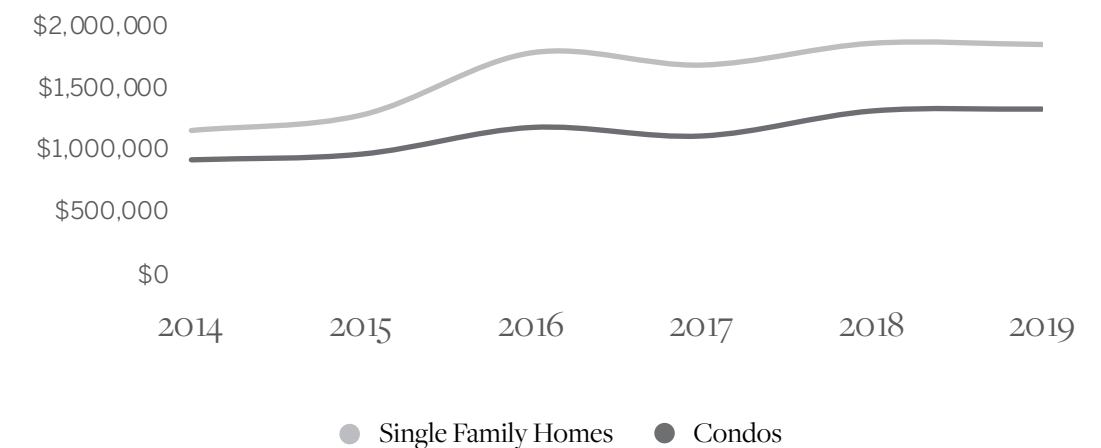
# 6%

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

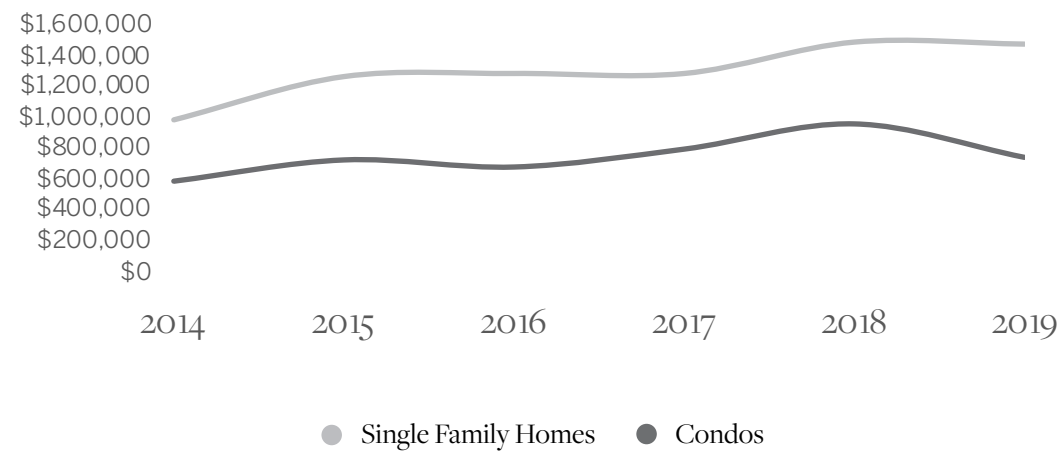
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{2019 vs. 2018} Change	6%	-13%	6%	-	-13%
2019	\$1,350,000	33	992	8%	23
2018	\$1,275,000	38	934	-1%	26
2017	\$1,175,000	21	912	18%	29
2016	\$1,085,000	39	867	-1%	34
2015	\$1,050,000	45	841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

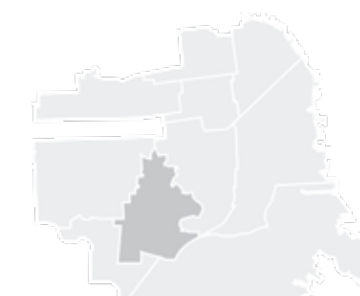
Change in Units Sold  
{ 2019 vs. 2018, Condominiums }

\$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 }

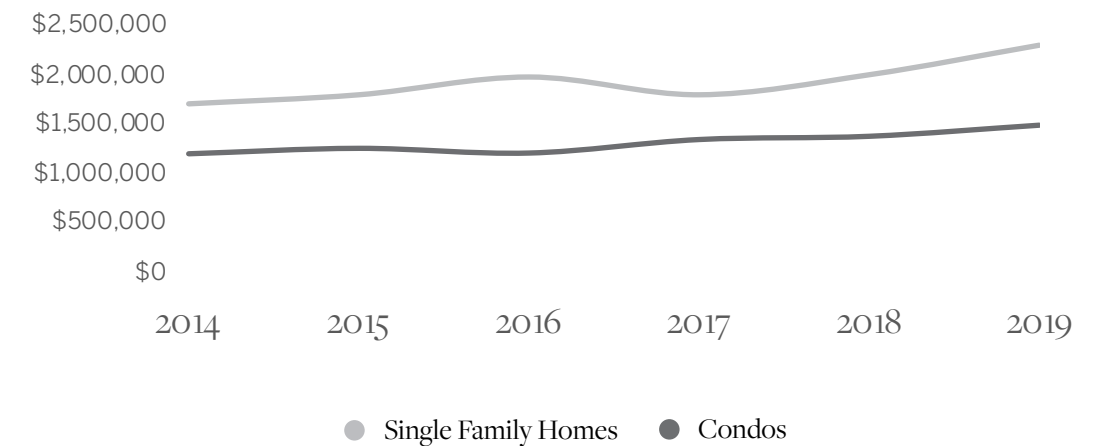
# 4%

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



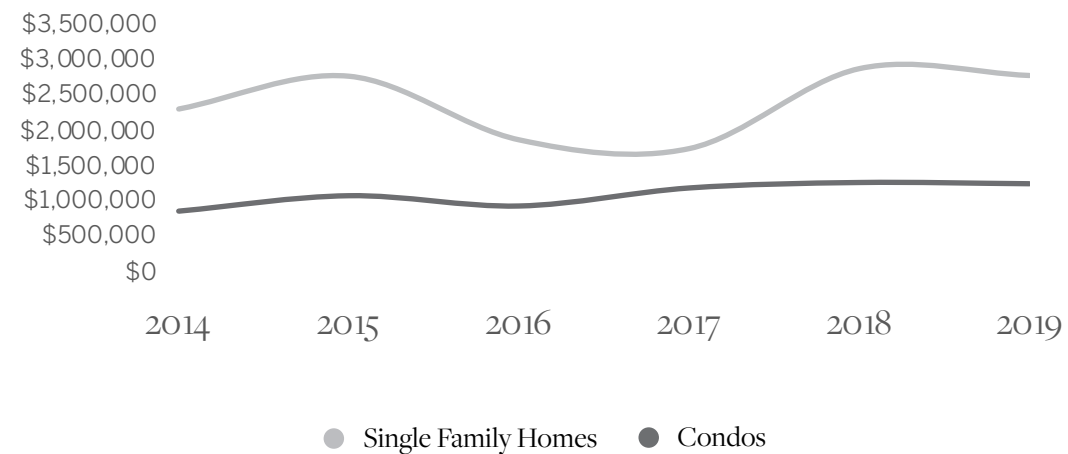
### CONDOMINIUMS

	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



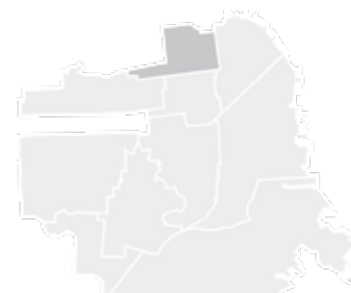


{ Q3 2019 }

## 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 }

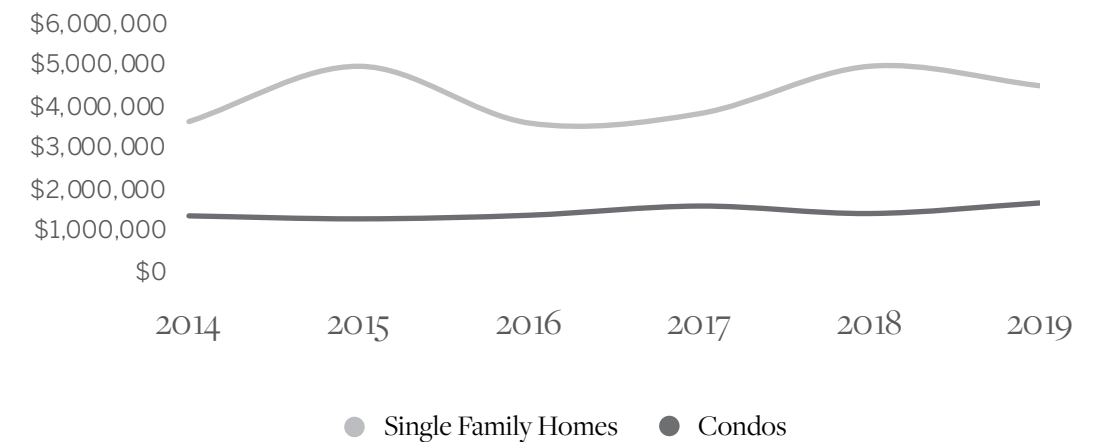
# -4%

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

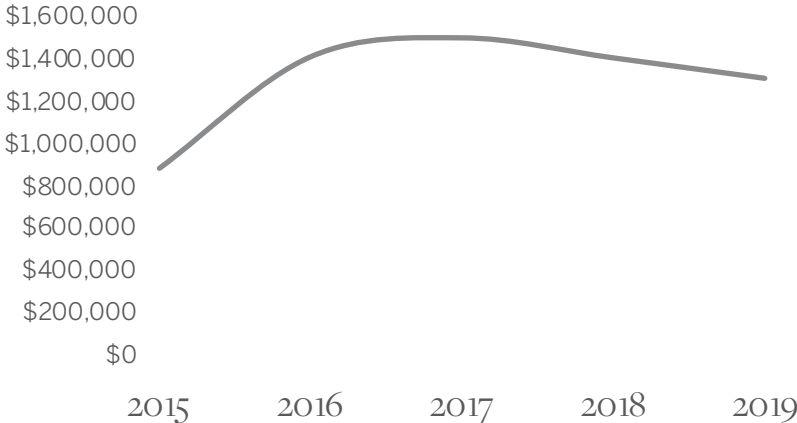
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 }					
Change	5%	24%	8%	-	-9%
2019	\$1,575,000	78	1,290	-2%	24
2018	\$1,497,500	63	1,195	16%	26
2017	\$1,575,000	58	1,207	2%	26
2016	\$1,458,500	80	1,250	5%	40
2015	\$1,495,000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

# Neighborhood Highlights



## Cow Hollow

{Median Sale Price | Condominiums over Five Years}



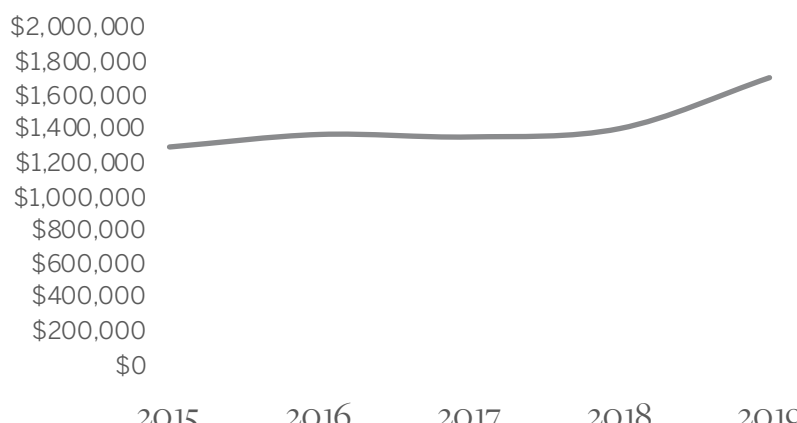
2%  
Median Sale vs. Original List

23  
Average DOM

\$1,283  
\$/Square Foot

## Pacific Heights

{Median Sale Price | Condominiums over Five Years}



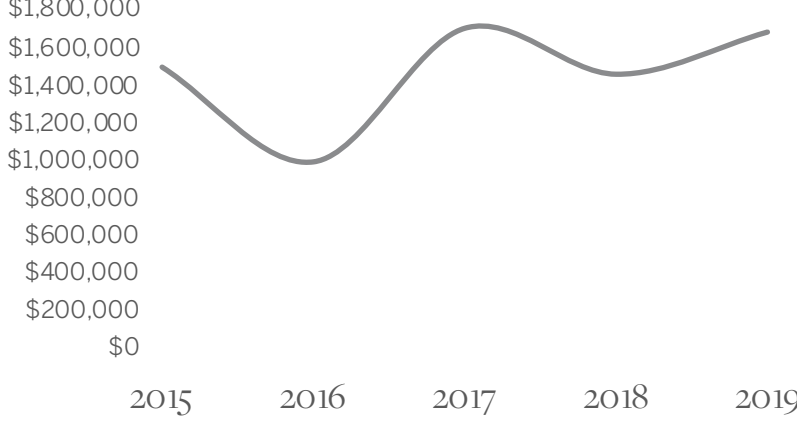
0%  
Median Sale vs. Original List

37  
Average DOM

\$1,128  
\$/Square Foot

## Marina

{Median Sale Price | Condominiums over Five Years}



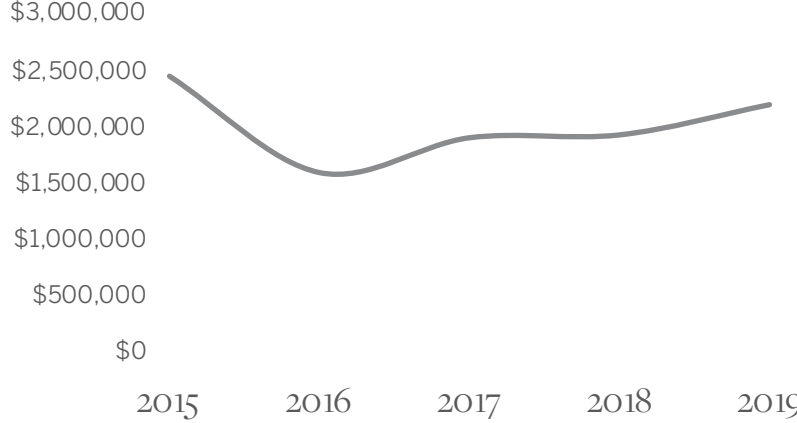
0%  
Median Sale vs. Original List

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

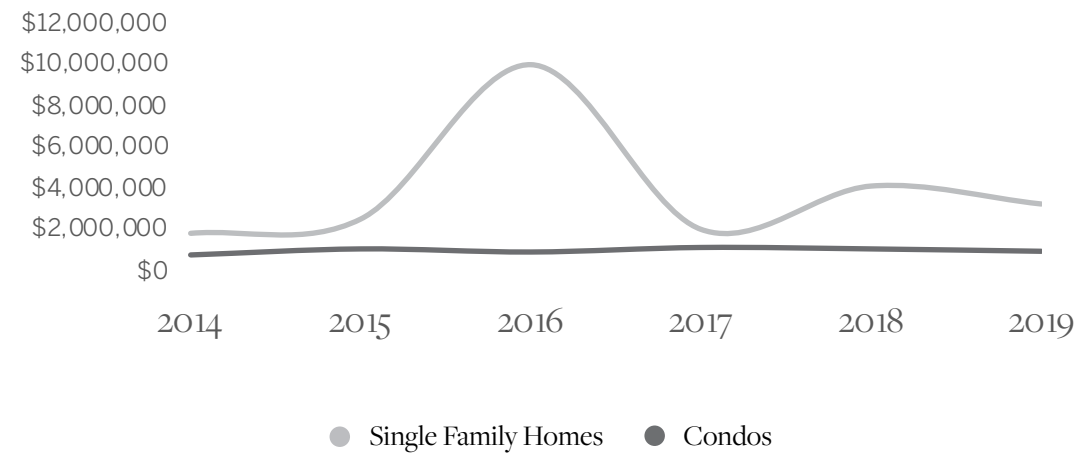
\$1,240  
\$/Square Foot

# 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

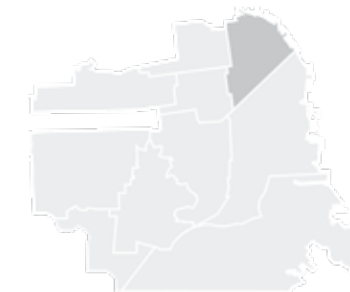
Median Sale Price | Single Family Homes vs. Condos



## { 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

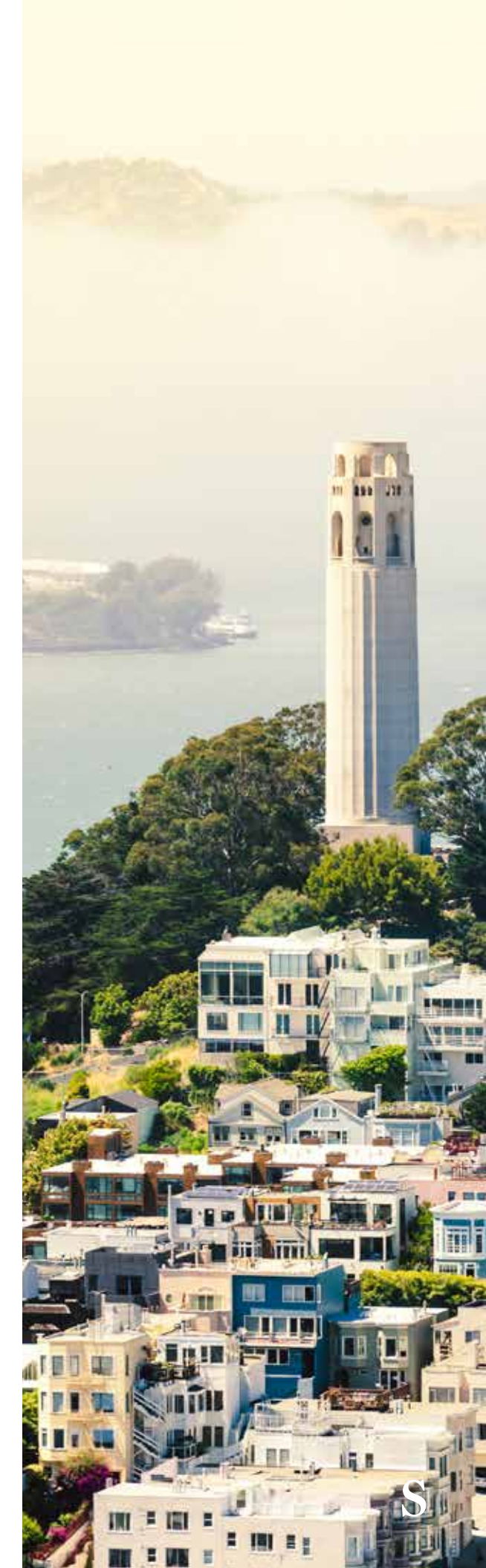
Median Sale Price  
{ Single Family Homes }

-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

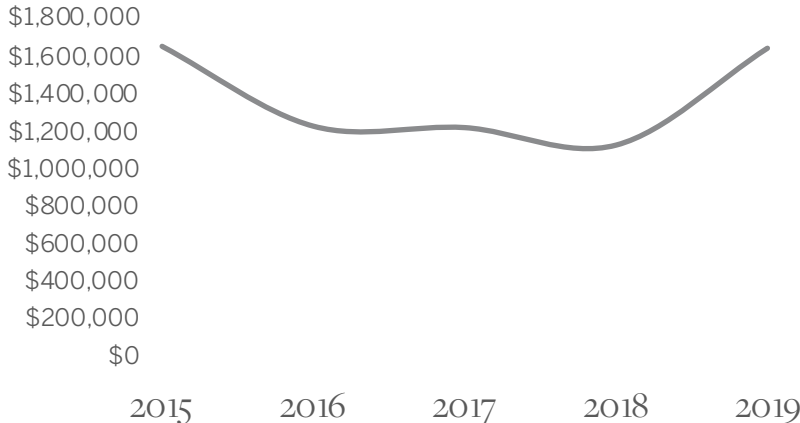


# Neighborhood Highlights



## Financial District

{Median Sale Price | Condominiums over Five Years}



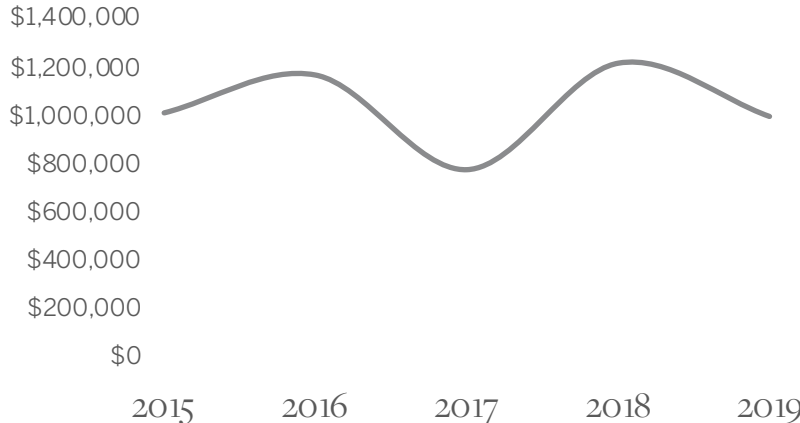
**-3%**  
Median Sale vs. Original List

**49**  
Average DOM

**\$1,223**  
\$/Square Foot

## North Waterfront

{Median Sale Price | Condominiums over Five Years}



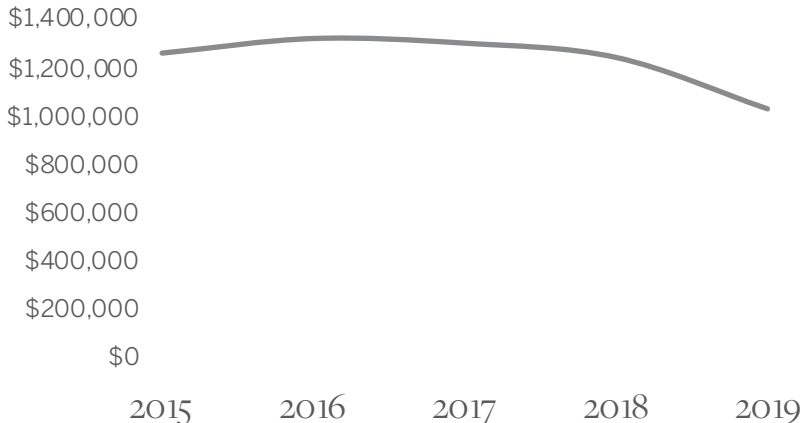
**0%**  
Median Sale vs. Original List

**58**  
Average DOM

**\$976**  
\$/Square Foot

## Nob Hill

{Median Sale Price | Condominiums over Five Years}



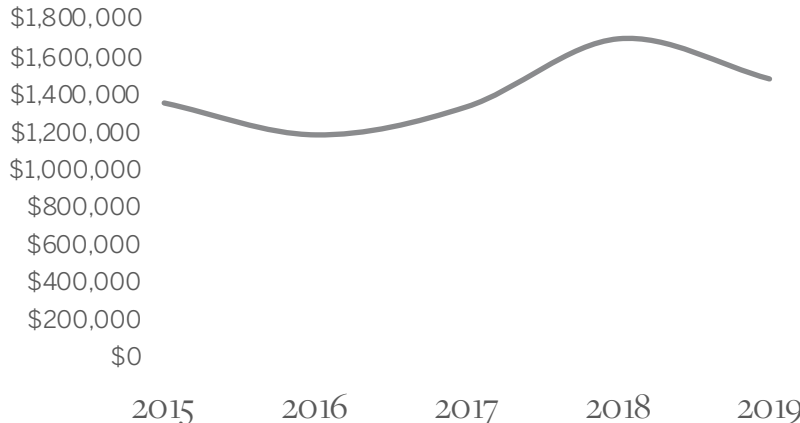
**2%**  
Median Sale vs. Original List

**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 }

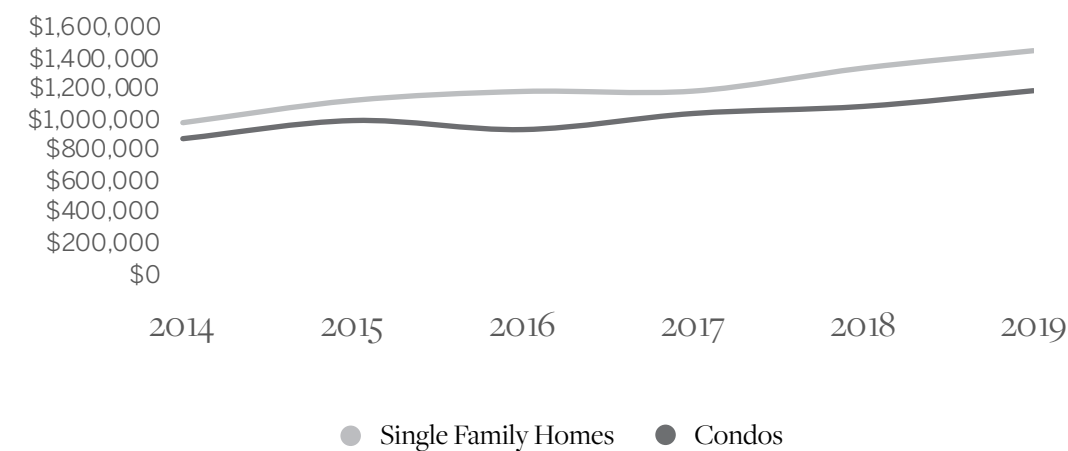
# 0%

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

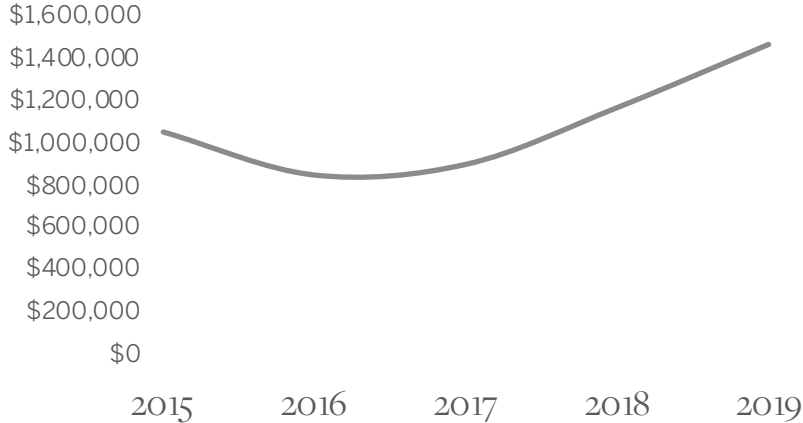
	Median Sale Price	Total Units Sold	Average Price Per Sq. Ft.	Median Sale vs. Original List	Average Days on Market
{ 2019 vs. 2018 } Change	4%	-20%	3%	-	-12%
2019	\$1,180,000	209	1,205	5%	32
2018	\$1,131,000	262	1,174	8%	37
2017	\$1,070,000	252	1,100	7%	41
2016	\$1,027,500	238	1,037	9%	50
2015	\$1,059,650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

# Neighborhood Highlights



## Bernal Heights

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



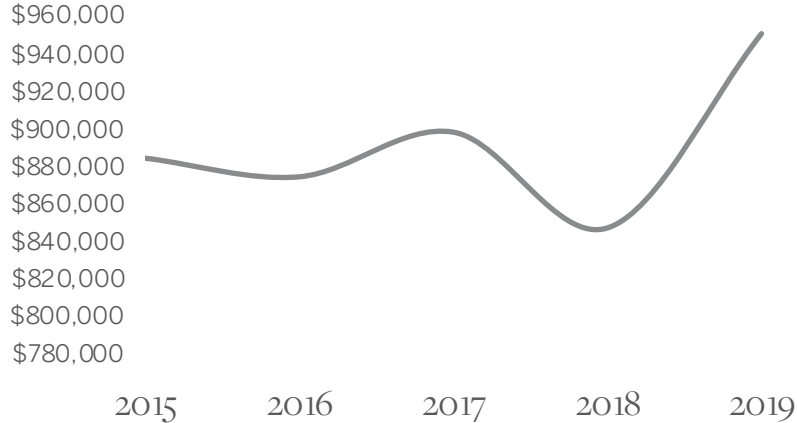
**24%**  
Median Sale vs. Original List

**20**  
Average DOM

**\$1,039**  
\$/Square Foot

## SoMa

{Median Sale Price | Condominiums over Five Years}



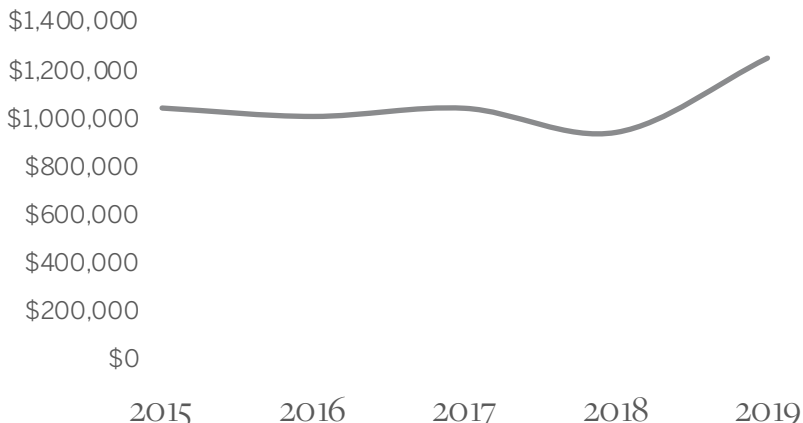
**-1%**  
Median Sale vs. Original List

**40**  
Average DOM

**\$1,089**  
\$/Square Foot

## Inner Mission

{Median Sale Price | Condominiums over Five Years}



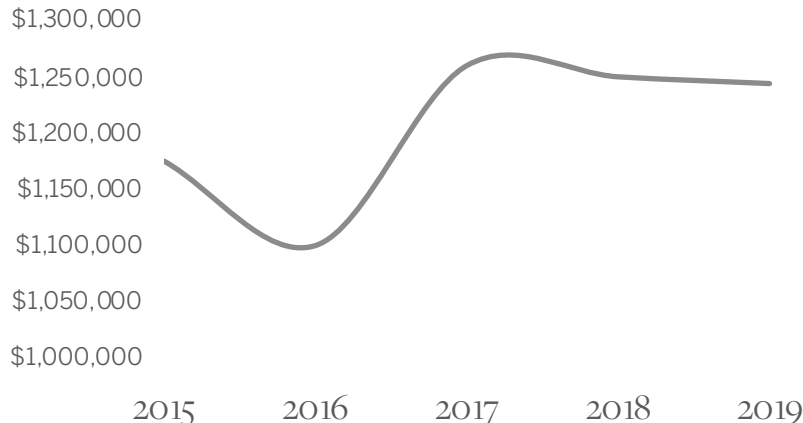
**20%**  
Median Sale vs. Original List

**19**  
Average DOM

**\$1,123**  
\$/Square Foot

## South Beach

{Median Sale Price | Condominiums over Five Years}



**-1%**  
Median Sale vs. Original List

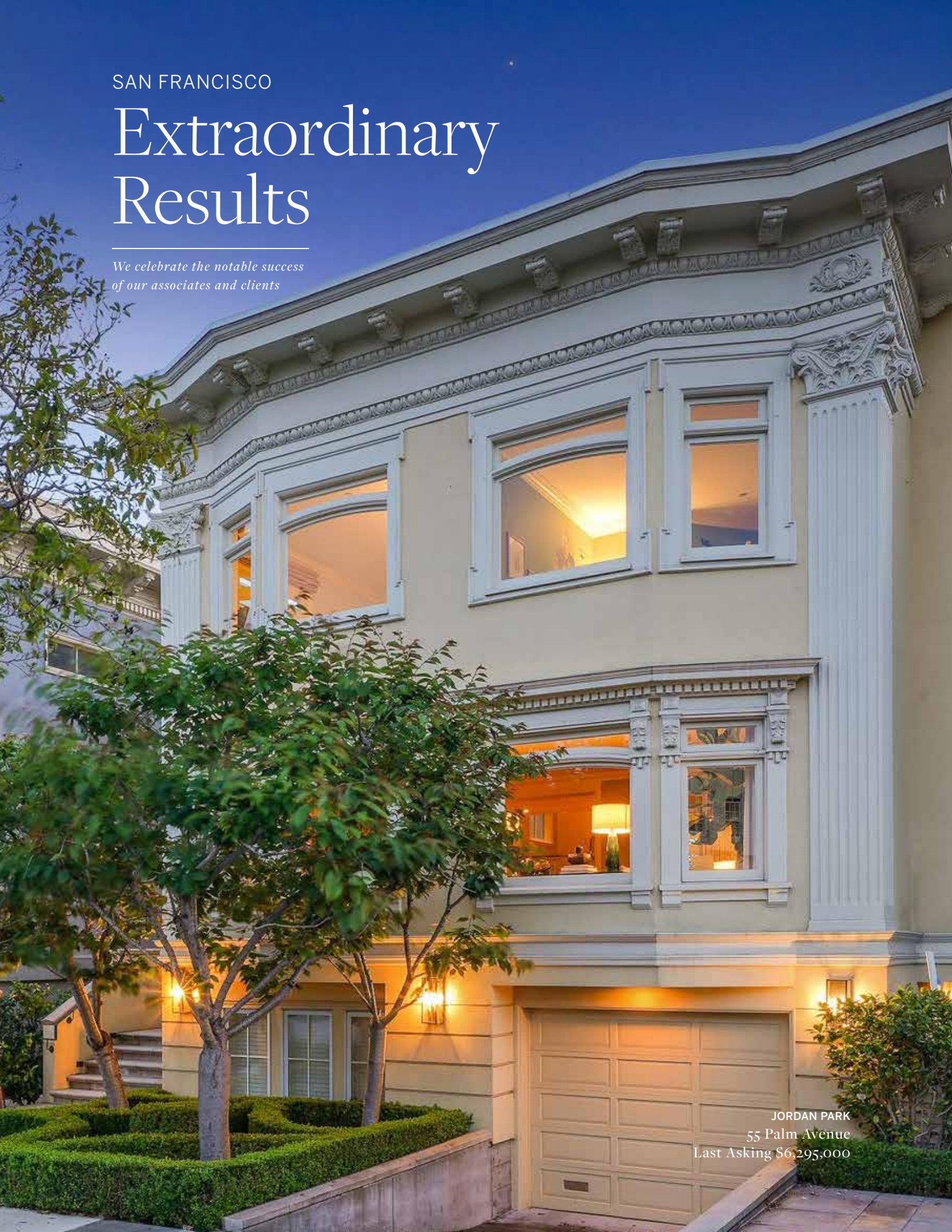
**40**  
Average DOM

**\$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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# Sotheby's <sup>EST. 1744</sup> Wine



balance.

wine is a never-ending journey.  
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