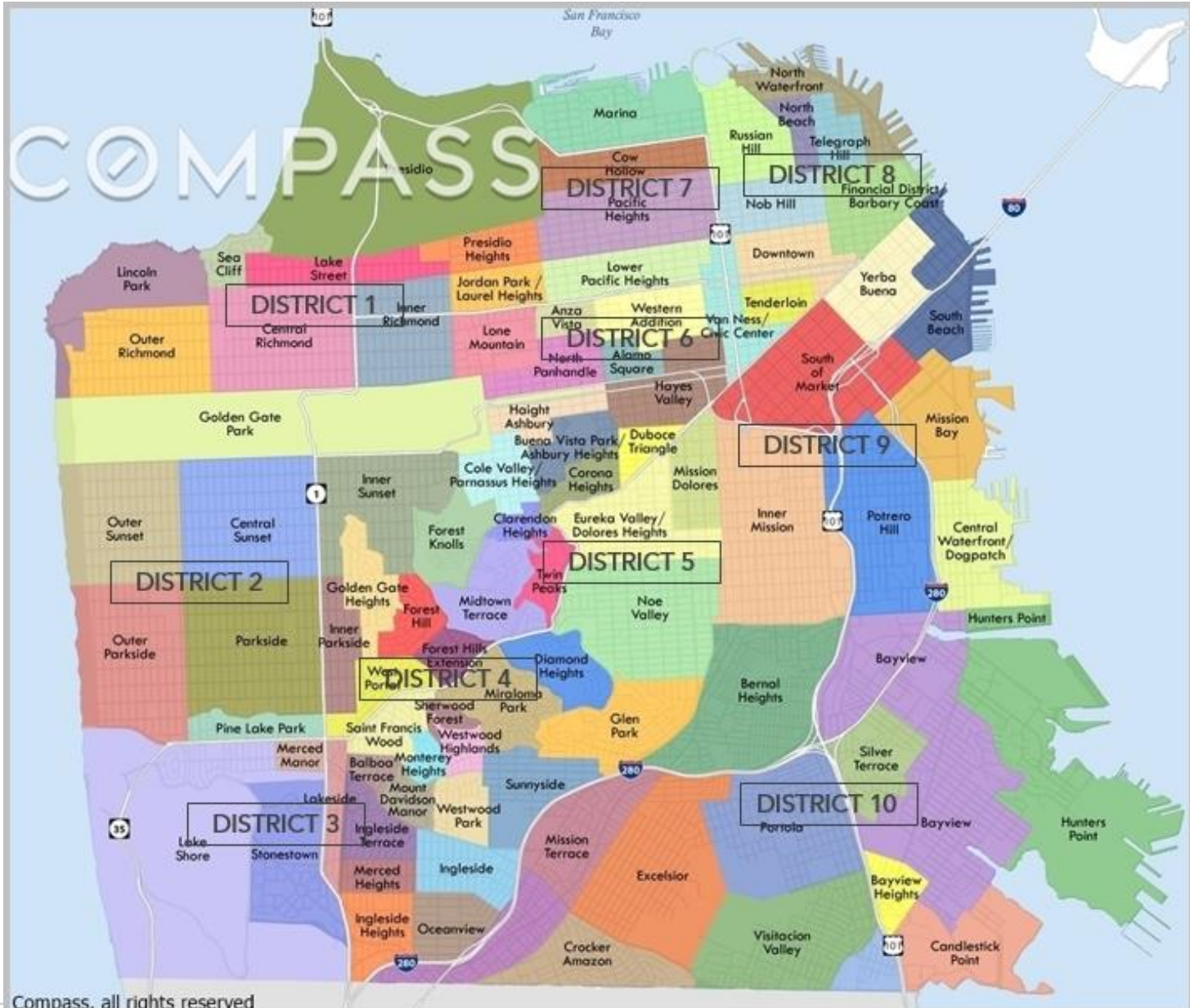


San Francisco Median Home Sales Prices By Bedroom Count, Property Type & Neighborhood January 2020 Update



San Francisco Neighborhood	2-Bedroom House	3-Bedroom House	4-Bedroom House	5+ Bedroom House
Realtor District 1, Northwest - Median Sales Prices				
Sea Cliff			\$4,357,000*	
Lake Street		\$2,480,000*	\$3,800,000	
Jordan Park/ Laurel Heights		\$2,047,000		\$4,162,500*
Inner Richmond		\$2,100,000	\$2,925,000	\$3,000,000
Central Richmond	\$1,460,000	\$2,000,000	\$2,519,000	\$2,562,500
Outer Richmond	\$1,359,000	\$1,430,000	\$1,987,000	\$2,000,000
Lone Mountain		\$2,300,000*	\$2,113,000*	
COMPASS	Realtor District 2, West			12 months home sales reported to MLS, 12/16/18 – 12/15/19
This is the 2nd largest district for house sales in the city.				
Inner Sunset	\$1,440,000	\$1,680,000	\$2,300,000	
Central Sunset	\$1,400,000	\$1,525,000	\$1,900,000	
Outer Sunset	\$1,250,000	\$1,415,000	\$1,620,000	\$1,894,000*
Golden Gate Heights		\$1,722,500	\$1,950,000	\$2,650,000*
Inner Parkside	\$1,515,000	\$1,725,000	\$2,050,000*	
(Central) Parkside	\$1,300,000	\$1,474,000	\$1,922,500	\$1,950,000
Outer Parkside	\$1,200,000	\$1,325,000	\$1,756,000	\$1,590,000*
COMPASS	Realtor District 3, Southwest			12 months home sales reported to MLS, 12/16/18 – 12/15/19
Lake Shore		\$1,450,000	An asterisk signifies 4 or fewer sales during the 12-month period. Fewer sales usually means less statistical reliability.	
Lakeside		\$1,825,000		
Merced Manor		\$1,655,000*		
Merced Heights	\$1,000,000	\$1,310,000	\$1,500,000	
Ingleside	\$945,000	\$1,155,000	\$1,257,000*	\$1,377,500
Ingleside Heights	\$1,000,000	\$1,187,500		
Oceanview	\$882,500	\$1,125,000		

Realtor District 4, Central South – Median Sales Prices

San Francisco Neighborhood	2-Bedroom House	3-Bedroom House	4-Bedroom House	5+ Bedroom House
Miraloma Park	\$1,410,000	\$1,500,000	\$2,100,000	
Midtown Terrace	\$1,402,500	\$1,510,000	\$1,700,000	
Sunnyside	\$1,220,000	\$1,360,000		
Forest Knolls		\$1,655,000	\$2,000,000*	
Westwood Highlands		\$1,600,000	\$2,078,000*	
Westwood Park	\$1,457,000	\$1,758,000	\$1,912,500*	
Mt. Davidson Manor		\$1,650,000	\$2,015,000	
Diamond Heights		\$1,495,000		
St. Francis Wood		\$2,750,000	\$3,265,000	
Forest Hill		\$2,180,000	\$2,200,000	
Forest Hill Extension	\$1,510,000	\$1,892,500		\$2,305,000*
Sherwood Forest		\$1,715,000	\$1,755,000*	\$3,175,000*
Monterey Heights		\$2,362,500	\$3,120,000	\$2,680,000*
West Portal		\$1,962,500	\$2,127,500*	
Balboa Terrace		\$1,780,000*	\$2,400,000*	
Ingleside Terrace		\$1,882,500*	\$2,024,000	\$2,487,500*

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that typically disguises a wide range of prices in the underlying individual sales. How these median prices apply to any particular property is unknown without a specific analysis.

* An asterisk signifies 4 or fewer sales during the 12-month period. Fewer sales usually means less statistical reliability.

12 months home sales reported to MLS, 12/16/18 - 12/15/19. Many SF neighborhoods have few sales, especially in a specific home size: A blank field indicates insufficient data. Data from sources deemed reliable, but may contain errors and subject to revision. How a median sales price applies to any particular property is unknown without a specific comparative market analysis.



Realtor District 5, Central – Median Sales Prices
 This is the 3rd largest and 2nd most expensive district in the city for house sales.

San Francisco Neighborhood	2-Bedroom House	3-Bedroom House	4-Bedroom House	5+ Bedroom House
Glen Park	\$1,705,000	\$1,855,000	\$2,625,000	
Haight Ashbury	Too few sales in any one home size for reliable analysis.			
Noe Valley	\$1,762,500	\$2,580,000	\$3,400,000	\$5,440,000*
Cole Valley/ Parnassus Heights		\$2,908,000	\$4,360,000	
Ashbury Heights/ Buena Vista Park		\$2,825,000		
Twin Peaks			\$2,550,000	
Corona Heights		\$2,475,000		
Duboce Triangle	Too few sales in any one home size for reliable analysis.			
Clarendon Heights		\$2,400,000		
Eureka (Castro) Valley/ Dolores Heights	\$2,065,000	\$2,700,000	\$3,700,000	\$6,062,500

Realtor District 6, Central North
 Relatively few house sales. This is a big district for condo sales.

Hayes Valley, North of Panhandle & Alamo Square		\$2,412,500	\$3,575,000*	
Lower Pacific Heights		\$3,300,000	\$2,952,500	

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12 months home sales reported to MLS, 12/16/18 - 12/15/19. Many SF neighborhoods have few sales, especially in a specific home size: A blank field indicates insufficient data. A house with more bedrooms is not necessarily larger than one with less, and the size and quality of homes of identical bedroom counts vary enormously. Many factors affect sales prices besides neighborhood/ bedroom count: quality of location *within* the neighborhood, condition, size, views, amenities, parking, outdoor space, etc. Data from sources deemed reliable, but may contain errors and subject to revision.



Realtor District 7, North – Median Sales Prices
This is the most expensive house district in San Francisco.

San Francisco Neighborhood	2-Bedroom House	3-Bedroom House	4-Bedroom House	5+ Bedroom House
Marina	\$2,500,000	\$3,058,000	\$4,400,000*	\$4,572,500
Pacific Heights		\$4,200,000	\$5,500,000	\$6,500,000
Presidio Heights			\$7,925,000*	\$7,750,000
Cow Hollow		\$3,300,000	\$4,192,500	

In more expensive areas, there is a greater percentage of house sales unreported to MLS.
 How a median sales price applies to any particular property is unknown without a specific comparative market analysis.

Realtor District 8, Northeast
Very few house sales. This is a big district for condo and co-op sales.

Russian, Nob & Telegraph Hills	\$1,890,000	\$2,650,000	\$3,575,000	
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Realtor District 9, East
Bernal Heights has by far the most house sales in this district.

San Francisco Neighborhood	2-Bedroom House	3-Bedroom House	4-Bedroom House	5+ Bedroom House
Bernal Heights	\$1,375,000	\$1,750,000	\$2,340,000	\$2,500,000
Inner Mission	\$1,480,000	\$1,812,500	\$2,168,000	
Potrero Hill	\$1,580,000	\$1,780,000	\$3,050,000	

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic, which typically disguises a wide range of prices in the underlying individual sales. Anomalies and significant fluctuations in median sales prices unrelated to changes in fair market value are not uncommon in San Francisco neighborhoods. * An asterisk signifies 4 or fewer sales during the 12-month period. Fewer sales usually means less statistical reliability.

12 months home sales reported to MLS, 12/16/18 - 12/15/19. Many SF neighborhoods have few sales, especially in a specific home size: A blank field indicates insufficient data. The size and quality of homes of identical bedroom counts vary enormously. Many factors affect sales prices besides neighborhood/ bedroom count: quality of location *within* the neighborhood, condition, size, architecture, views, amenities, parking, outdoor space, etc. Not all home sales are reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision.



Realtor District 10, South - Median Sales Prices

This district has the most house sales in the city, and is also the most affordable.

San Francisco Neighborhood	2-Bedroom House	3-Bedroom House	4-Bedroom House	5+ Bedroom House
Bayview	\$894,000	\$995,000	\$1,150,000	\$1,212,500
Bayview Heights		\$892,500		
Silver Terrace	\$900,000	\$1,050,000	\$1,335,000	
Excelsior	\$990,000	\$1,210,000	\$1,430,000	\$1,450,000
Portola	\$1,067,000	\$1,250,000	\$1,600,000	
Visitacion Valley	\$884,000	\$977,500	\$1,100,000	
Crocker Amazon	\$1,100,000	\$1,210,000	\$1,350,000	
Outer Mission	\$1,110,000	\$1,100,000	\$980,000	
Mission Terrace	\$1,132,500	\$1,300,000	\$1,515,000	
Little Hollywood	Too few sales in any one home size for reliable analysis.			
ALL SAN FRANCISCO: Median Sales Prices	\$1,258,500	\$1,610,000	\$2,200,000	\$2,600,000

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12 months home sales reported to MLS, 12/16/18 - 12/15/19. Many SF neighborhoods have few sales, especially in a specific home size: A blank field indicates insufficient data. The size and quality of homes of identical bedroom counts vary enormously. Many factors affect sales prices besides neighborhood/ bedroom count: quality of location *within* the neighborhood, condition, size, architecture, views, amenities, parking, outdoor space, etc. Data from sources deemed reliable, but may contain errors and subject to revision.

Median HOUSE Sales Price Trends since 2012

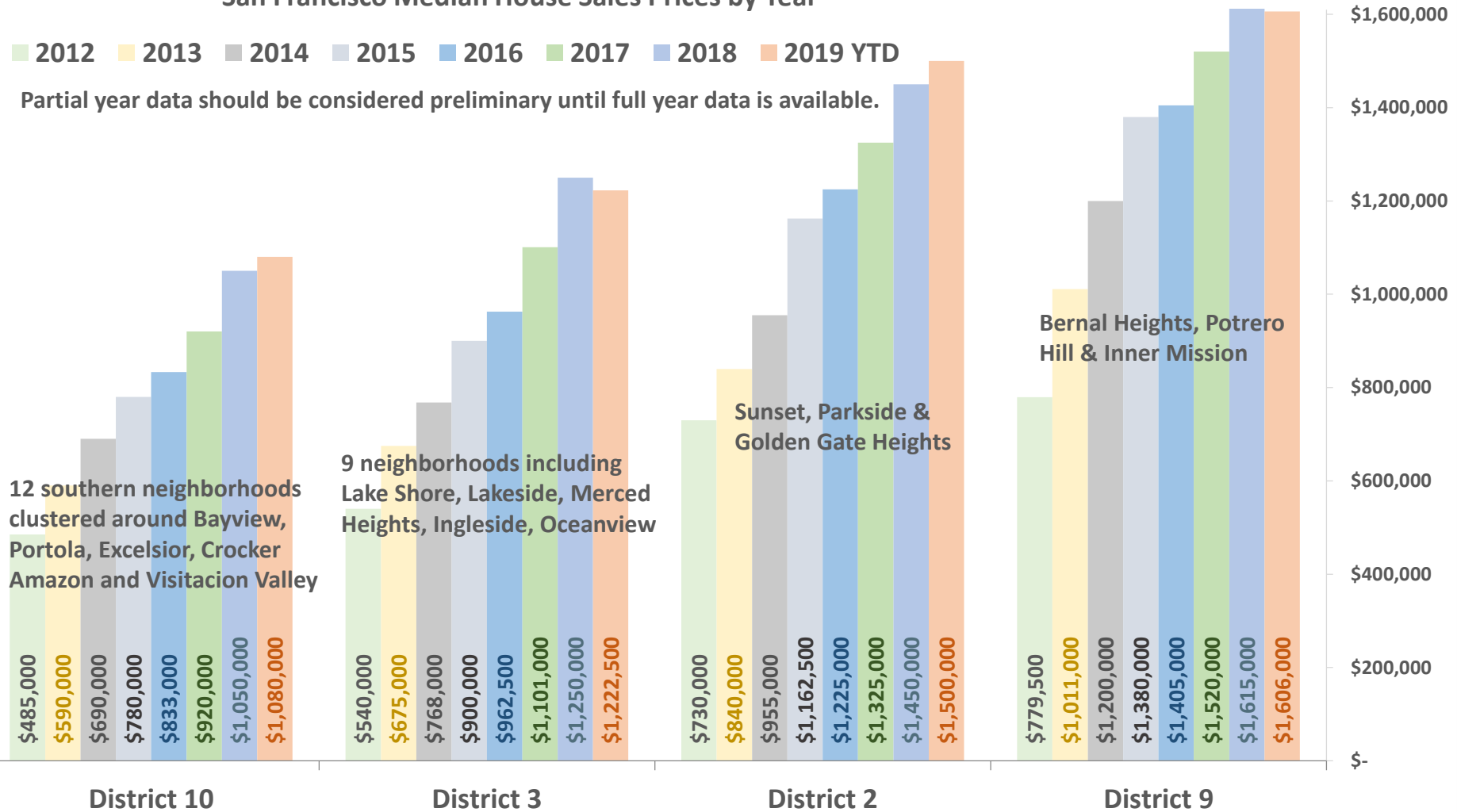
San Francisco Median Sales Prices in Selected Realtor Districts

Sales reported to
MLS by 11/21/19

San Francisco Median House Sales Prices by Year

2012 2013 2014 2015 2016 2017 2018 2019 YTD

Partial year data should be considered preliminary until full year data is available.



Sales reported to MLS by 11/21/19. Not all sales are reported. Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



Median HOUSE Sales Price Trends since 2012

San Francisco Median Sales Prices in Selected Realtor Districts

Sales reported to
MLS by 11/21/19

San Francisco Median House Sales Prices by Year

2012 2013 2014 2015 2016 2017 2018 2019 YTD

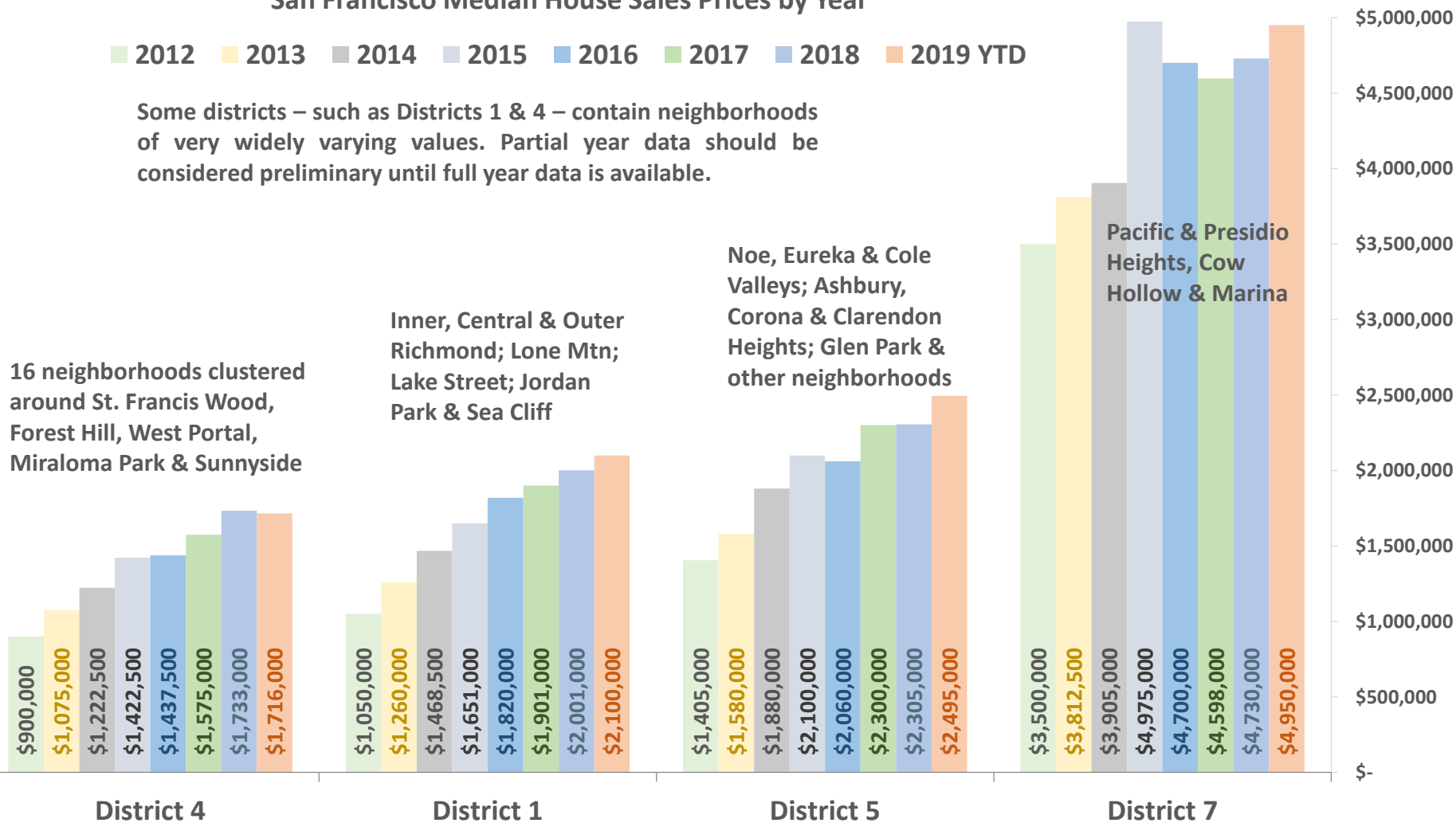
Some districts – such as Districts 1 & 4 – contain neighborhoods of very widely varying values. Partial year data should be considered preliminary until full year data is available.

16 neighborhoods clustered around St. Francis Wood, Forest Hill, West Portal, Miraloma Park & Sunnyside

Inner, Central & Outer Richmond; Lone Mtn; Lake Street; Jordan Park & Sea Cliff

Noe, Eureka & Cole Valleys; Ashbury, Corona & Clarendon Heights; Glen Park & other neighborhoods

Pacific & Presidio Heights, Cow Hollow & Marina



Sales reported to MLS by 11/21/19. Not all sales are reported. Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



San Francisco Condo & Co-op Median Sales Prices

San Francisco Neighborhood	1-Bedroom Condo/Co-op	2-BR 850-1250 Sq.Ft.	2-BR 1251-1650 Sq.Ft.	3 & 4 Bedroom Condo/Co-op
Realtor District 1, Northwest				
Lake Street		\$1,060,000	\$1,424,000*	\$1,727,500
Jordan Park/Laurel Heights	\$1,130,000*		\$1,410,000*	\$2,625,000*
Inner Richmond				\$1,505,000
Central Richmond	\$1,020,000	\$1,140,000	\$1,457,500*	\$1,785,000
Outer Richmond		\$1,075,000*		\$1,150,000*
Lone Mountain				\$2,200,000
Realtor District 2, West				
Inner Sunset		\$1,320,000*		\$1,550,000
An asterisk signifies that there were 4 or fewer sales within the 12 month period. Fewer sales usually means less statistical reliability. How a median sales price applies to any particular property is unknown without a specific comparative market analysis.				
Realtor District 3, Southwest				
Ingleside				\$1,312,500
Ingleside Heights	\$665,000	\$832,500		
Stonestown				\$1,318,000*
Realtor District 4, Central South				
Diamond Heights	\$680,000	\$910,000		\$1,530,000

12 months home sales reported to MLS, 12/16/18 - 12/15/19. All columns reflect both condo and co-op sales. Many SF neighborhoods have few condo sales, especially in a specific unit size: A blank field indicates insufficient data. Below Market Rate unit sales excluded. Data from sources deemed reliable, but may contain errors and subject to revision.

San Francisco Neighborhood	1-Bedroom Condo/Co-op	2-BR 850-1250 Sq.Ft.	2-BR 1251-1650 Sq.Ft.	3 & 4 Bedroom Condo/Co-op
COMPASS Realtor District 5, Central – Median Sales Prices This is the 3rd biggest district, for condo sales in the city.				
				12 months home sales reported to MLS, 12/16/18 - 12/15/19
Glen Park		\$1,325,000*		
Haight Ashbury	\$855,000	\$1,250,000*	\$1,460,000*	\$1,756,000
Noe Valley	\$890,000	\$1,355,000	\$1,715,000	\$1,825,000
Cole Valley/ Parnassus Heights	\$945,000	\$1,485,000	\$1,625,000	\$2,100,000
Ashbury Heights/ Buena Vista Park	\$945,000	\$1,455,000*	\$1,680,000	\$2,687,500*
Corona Heights		\$1,440,000	\$1,762,500*	\$1,800,000
Duboce Triangle	\$1,100,000	\$1,430,000*		\$1,787,500
Twin Peaks		\$1,232,500*		\$1,774,500*
Eureka (Castro) Valley/ Dolores Heights	\$1,050,000	\$1,500,000	\$1,800,000	\$1,995,000
Mission Dolores	\$880,000	\$1,350,000	\$1,500,000	\$1,732,500
COMPASS Realtor District 6, Central North, Condos & Co-ops 12 months home sales reported to MLS, 12/16/18 - 12/15/19				
Anza Vista	\$975,000	\$1,185,000		
Hayes Valley	\$905,000	\$1,422,400	\$1,652,500*	\$1,625,000
North of Panhandle (NoPa)	\$815,000	\$1,325,000	\$1,377,500	\$1,675,000
Alamo Square	\$975,000*			\$1,727,500
Lower Pacific Heights	\$707,500	\$1,297,500	\$1,450,000	\$1,725,000
Western Addition	\$805,000	\$975,000		\$1,140,500

* An asterisk signifies 4 or fewer sales during the 12-month period. Fewer sales usually means less statistical reliability.

San Francisco Neighborhood	1-Bedroom Condo/Co-op	2-BR 850-1250 Sq.Ft.	2-BR 1251-1650 Sq.Ft.	3 & 4 Bedroom Condo/Co-op
Realtor District 7, North – Median Sales Prices: Condos & Co-ops				
Marina	\$1,025,000	\$1,482,500*	\$1,752,500	\$2,437,500
Pacific Heights	\$971,000	\$1,320,000	\$1,660,000	\$2,662,500
Presidio Heights	\$1,025,000*			\$2,747,500
Cow Hollow	\$1,030,000	\$1,550,000	\$1,610,000	\$2,200,000
Realtor District 8, Northeast – Median Sale Prices: Condos & Co-ops				
Russian Hill	\$1,025,000	\$1,400,000	\$1,875,000	\$2,465,000
Nob Hill	\$990,000	\$1,407,500		\$1,979,000
North Beach	\$796,000	\$1,293,000*	\$1,710,000	
Telegraph Hill	Too few sales in any particular unit size for analysis			
Financial District/Barbary Coast	\$950,000	\$1,400,000*	\$1,799,000	\$2,347,500*
North Waterfront	\$664,000		\$1,199,000	
Van Ness/ Civic Center	\$780,000	\$1,222,000	\$1,198,000	
Downtown	\$713,000	\$931,500		

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic, which typically disguises a wide range of prices in the underlying individual sales. The analysis of 2-bedroom condo sales was broken down by unit square footage and does not include sales that did not specify square footage in MLS. Units on upper floors with excellent views typically command large premiums in price. * An asterisk signifies 4 or fewer sales during the 12-month period. Fewer sales usually means less statistical reliability.

12 months home sales reported to MLS, 12/16/18 - 12/15/19. All columns reflect both condo and co-op sales. Many SF neighborhoods have few sales, especially in a specific home size: A blank field indicates insufficient data. Data from sources deemed reliable, but may contain errors and subject to revision. How a median sales price applies to any particular property is unknown without a specific comparative market analysis.

Neighborhood	1-Bedroom Condo/Co-op	2-Bedrooms 850-1250 sqft	2-Bedrooms 1251-1650 sqft	3 & 4 Bedroom Condo/Co-op
Realtor District 9, East – Median Sales Prices				
This district has the most condo sales of any district in the city, both re-sale condos and new construction.				
South Beach	\$995,000	\$1,375,000	\$1,875,000	\$3,500,000
Yerba Buena	\$928,500	\$1,272,500	\$1,360,000	
Mission Bay	\$960,000	\$1,380,000	\$1,657,500	\$2,400,000
South of Market (SoMa)	\$891,500	\$1,267,000	\$1,307,500	\$1,810,000
Bernal Heights		\$1,125,000		\$1,605,000
Inner Mission	\$897,500	\$1,300,000	\$1,500,000	\$1,825,000
Potrero Hill	\$930,000	\$1,220,000	\$1,949,000	\$1,862,500
Dogpatch/ Central Waterfront	\$1,081,000	\$1,352,500	\$1,242,500	\$1,565,000*
Units on upper floors with excellent views typically command large premiums in price.				
* An asterisk signifies 4 or fewer sales during the 12-month period. Fewer sales usually means less statistical reliability.				
Realtor District 10, South				
Bayview		\$805,000*		
Hunter's Point	\$650,000	\$775,000	\$849,000*	
Candlestick Point	\$635,000*	\$775,000		\$980,000
ALL SAN FRANCISCO: Median Sales Prices	\$906,500	\$1,280,000	\$1,600,000	\$1,825,000

12 months home sales reported to MLS, 12/16/18 - 12/15/19. All columns reflect both condo and co-op sales. Many SF neighborhoods have few sales, especially in a specific home size: A blank field indicates insufficient data. Below Market Rate unit sales excluded. Data from sources deemed reliable, but may contain errors and subject to revision. How a median sales price applies to any particular property is unknown without a specific comparative market analysis.

Median CONDO Sales Price Trends since 2012

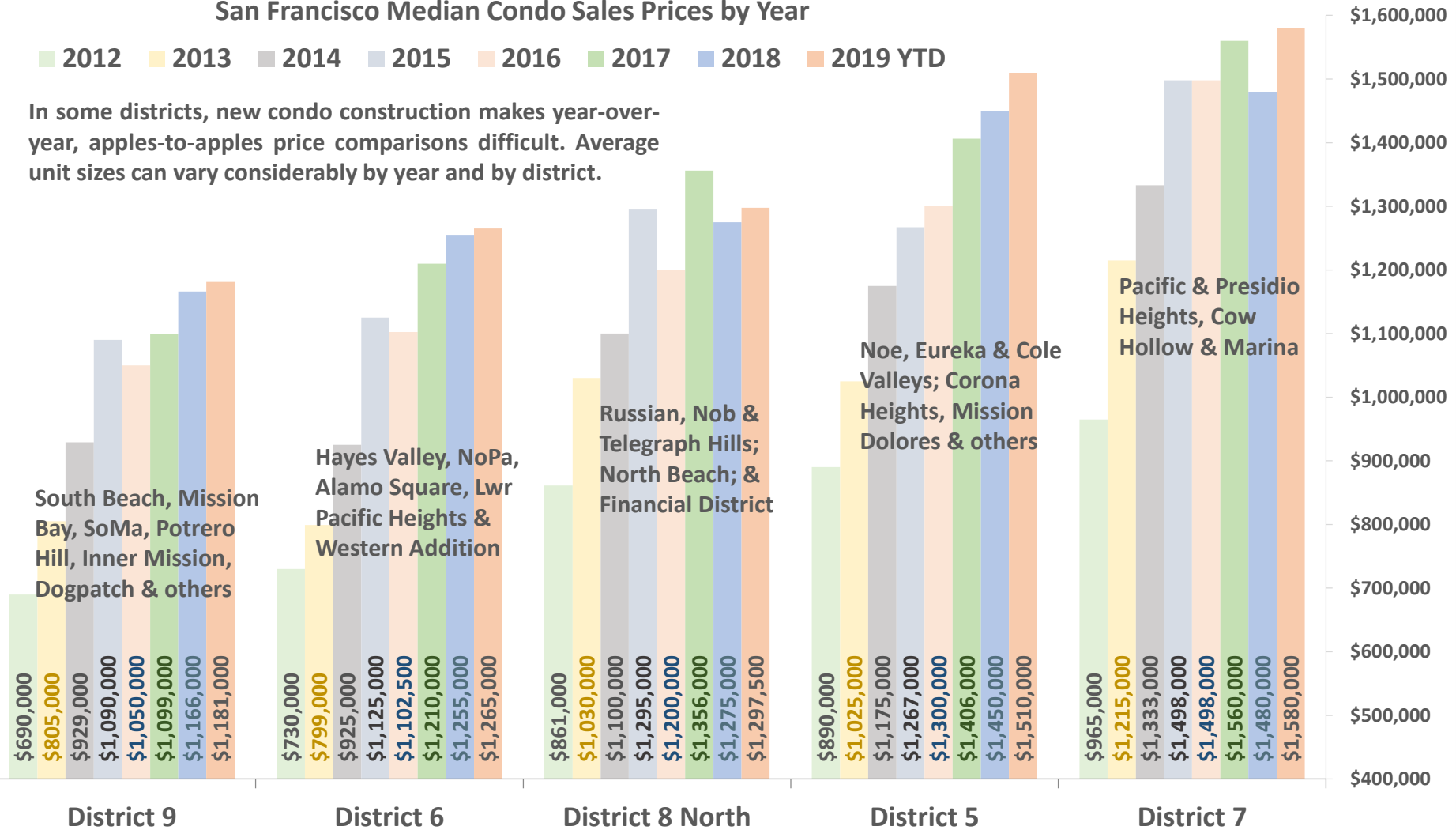
San Francisco Median Sales Prices in Selected Realtor Districts

Sales reported to
MLS by 11/21/19

San Francisco Median Condo Sales Prices by Year

2012 2013 2014 2015 2016 2017 2018 2019 YTD

In some districts, new condo construction makes year-over-year, apples-to-apples price comparisons difficult. Average unit sizes can vary considerably by year and by district.

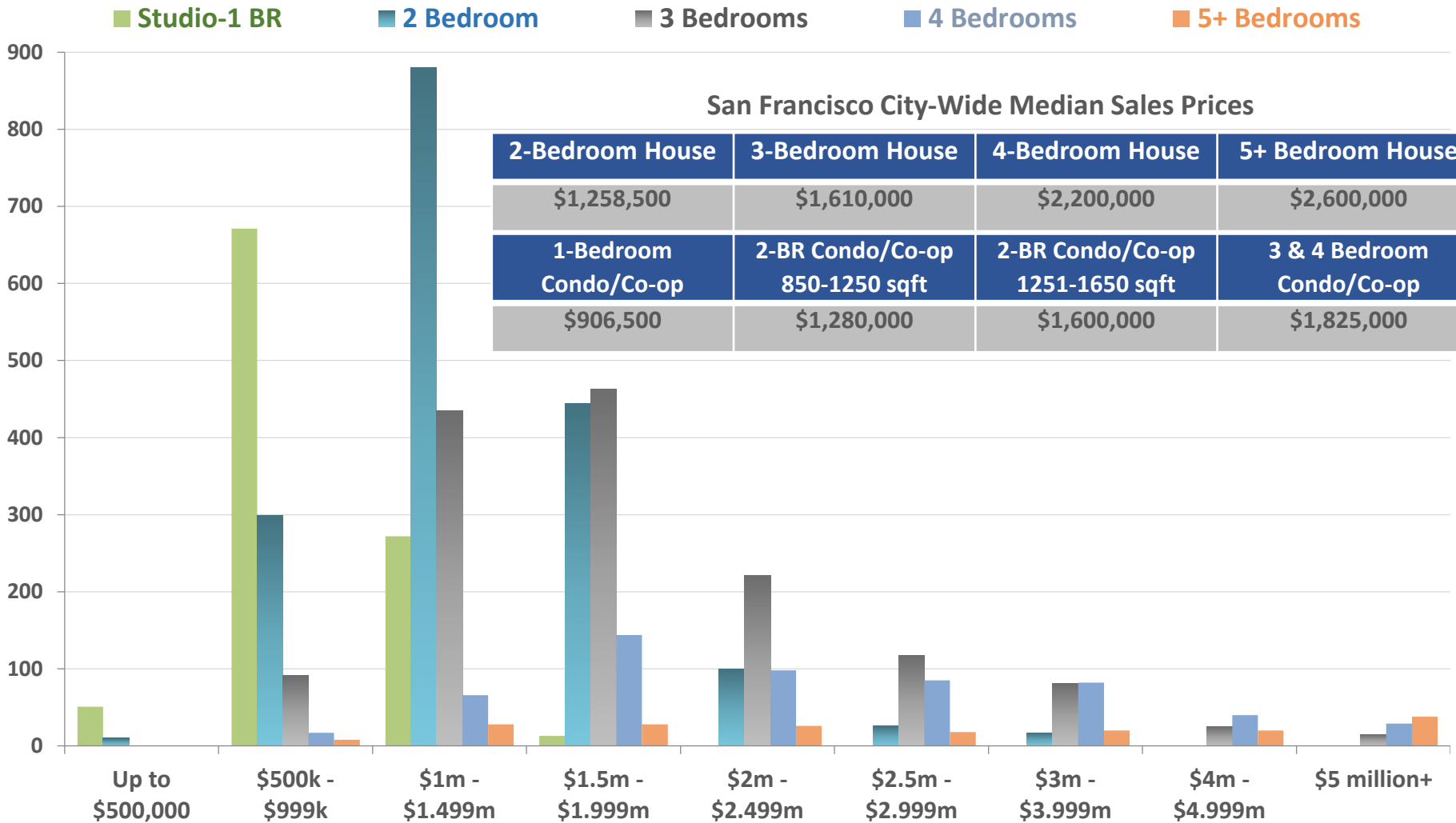


Sales reported to MLS by 11/21/19. Not all sales are reported. Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



San Francisco Home Sales

2019 Sales by Price Segment & Bedroom Count



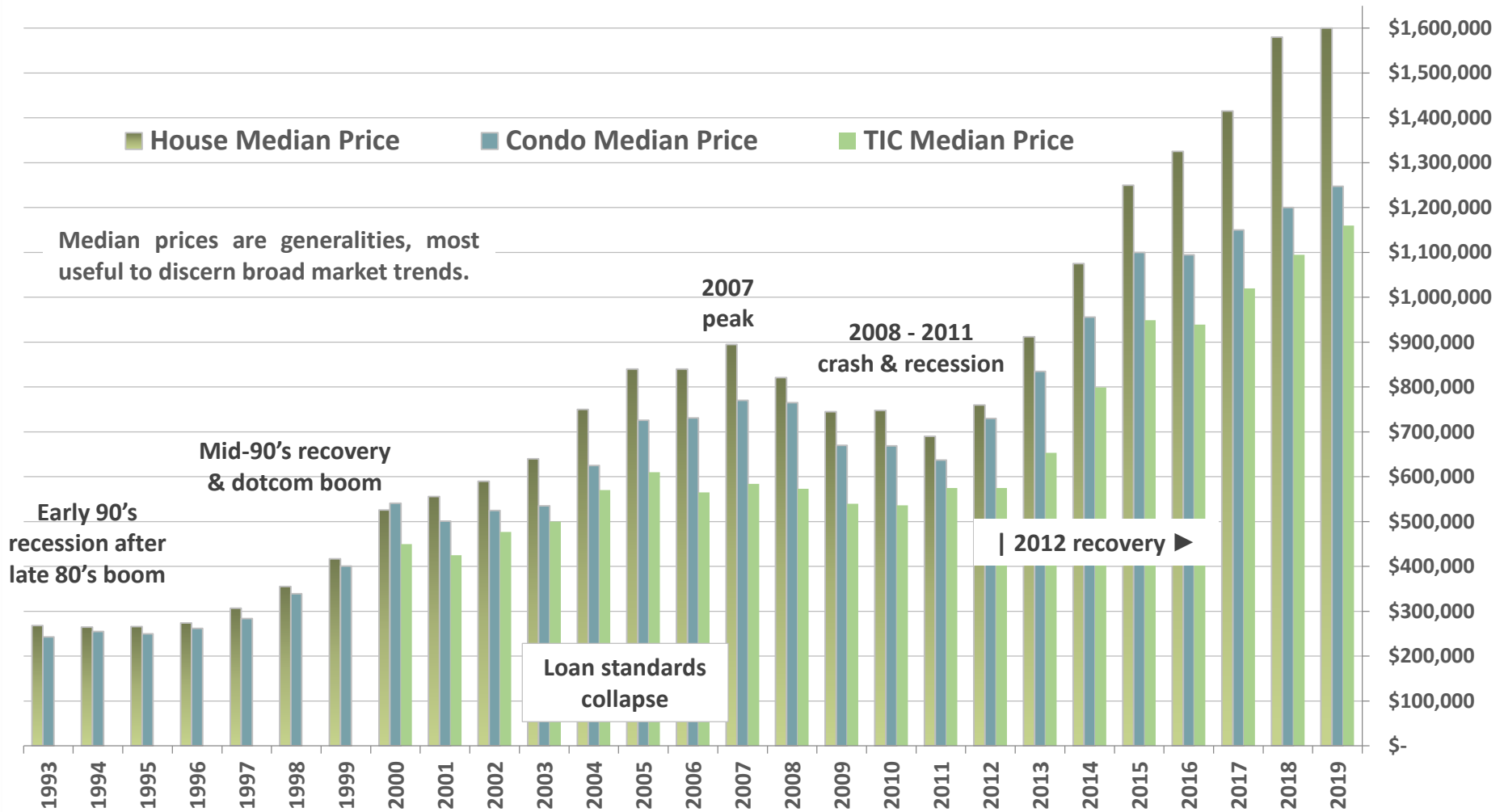
12 months MLS sales of houses, condos, co-ops and TICs. Less than 5 sales in a segment were not charted. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



San Francisco Home Price Appreciation

Median Sales Prices by Year, 1993 – Present

Sales reported to MLS



Median sales price is that price at which half the sales occurred for more and half for less. It can be and often is affected by other market factors besides changes in fair market value. Data from sources deemed reliable but may contain errors and subject to revision.

Compass San Francisco Bay Area Reports: <https://www.bayareamarketreports.com/>

It is impossible to know how median and average value statistics apply to any particular home without a specific comparative market analysis. Many factors affect sales prices besides neighborhood/ bedroom count: quality of location *within* the neighborhood, condition, size, architecture, views, amenities, parking, outdoor space, etc.

These analyses were made in good faith with data from sources deemed reliable, but may contain errors and are subject to revision. It is not our intent to convince you of a particular position, but to attempt to provide straightforward data and analysis, so you can make your own informed decisions. Median and average statistics are enormous generalities: There are hundreds of different markets in San Francisco and the Bay Area, each with its own unique dynamics. Median prices and average dollar per square foot values can be and often are affected by other factors besides changes in fair market value. Longer term trends are much more meaningful than short-term.

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