



San Francisco Real Estate Market Seasonality

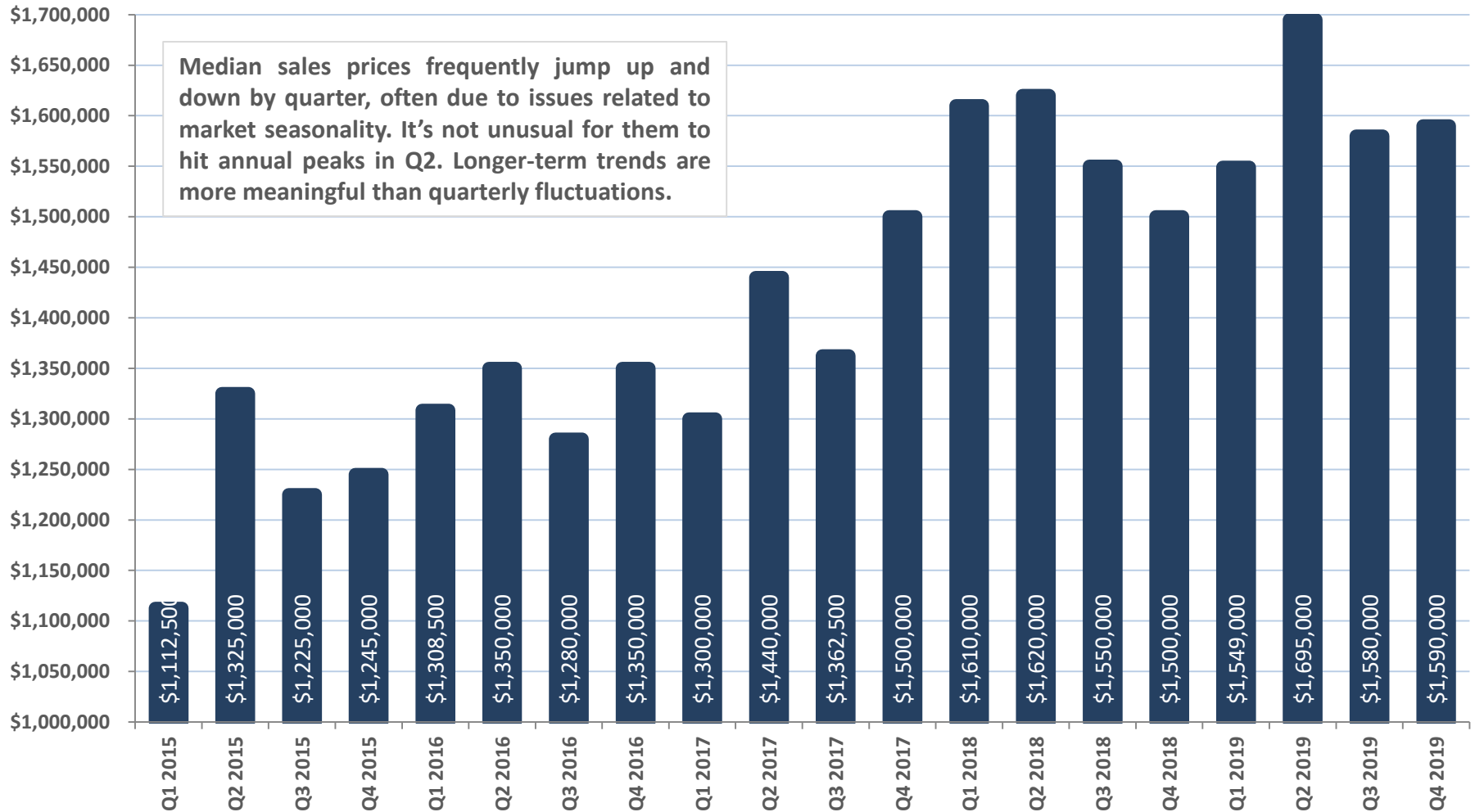
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Note that after new listings come on market, there will be, on average, at least a 2 to 3 week interval before they go into contract – even in a hot market – because of the marketing and showing period. After an offer is accepted, there is typically 3 to 5 weeks before the sale closes. Thus closed sales usually reflect the heat of the market in the previous month or so. **These charts look first at the overall market and then at the market for luxury homes.**

San Francisco Home Price Appreciation

Median House Sales Prices, 2016 – Present, by Quarter

Sales reported to MLS



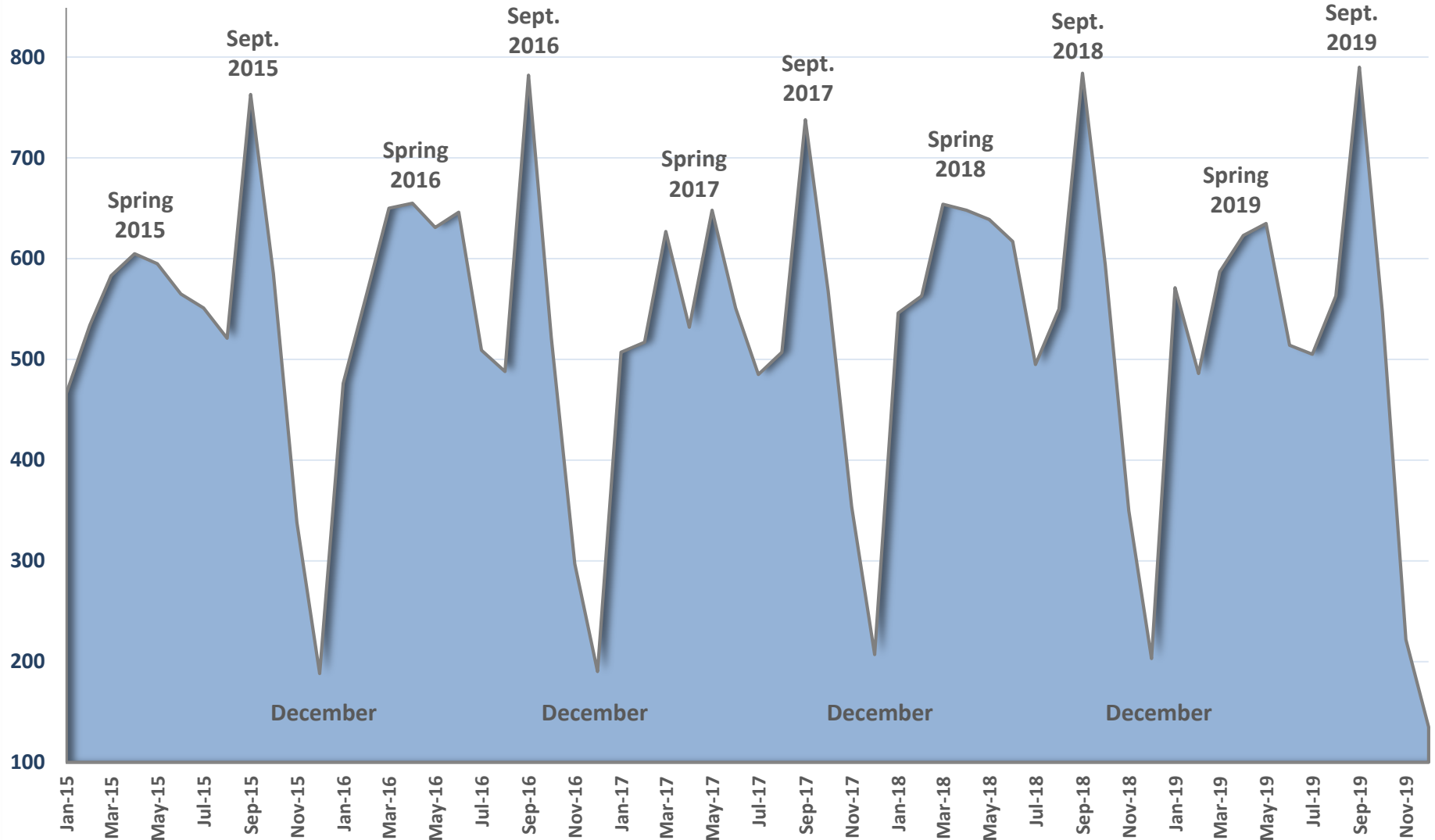
Median sales price is that price at which half the sales occurred for more and half for less. It is a general statistic affected by factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. Late reported sales may change the median prices graphed for the latest quarter, typically to an insignificant degree.



San Francisco Market Seasonality

New Listings Coming on Market by Month

Houses, condos, co-ops
and TICs as listed in MLS.



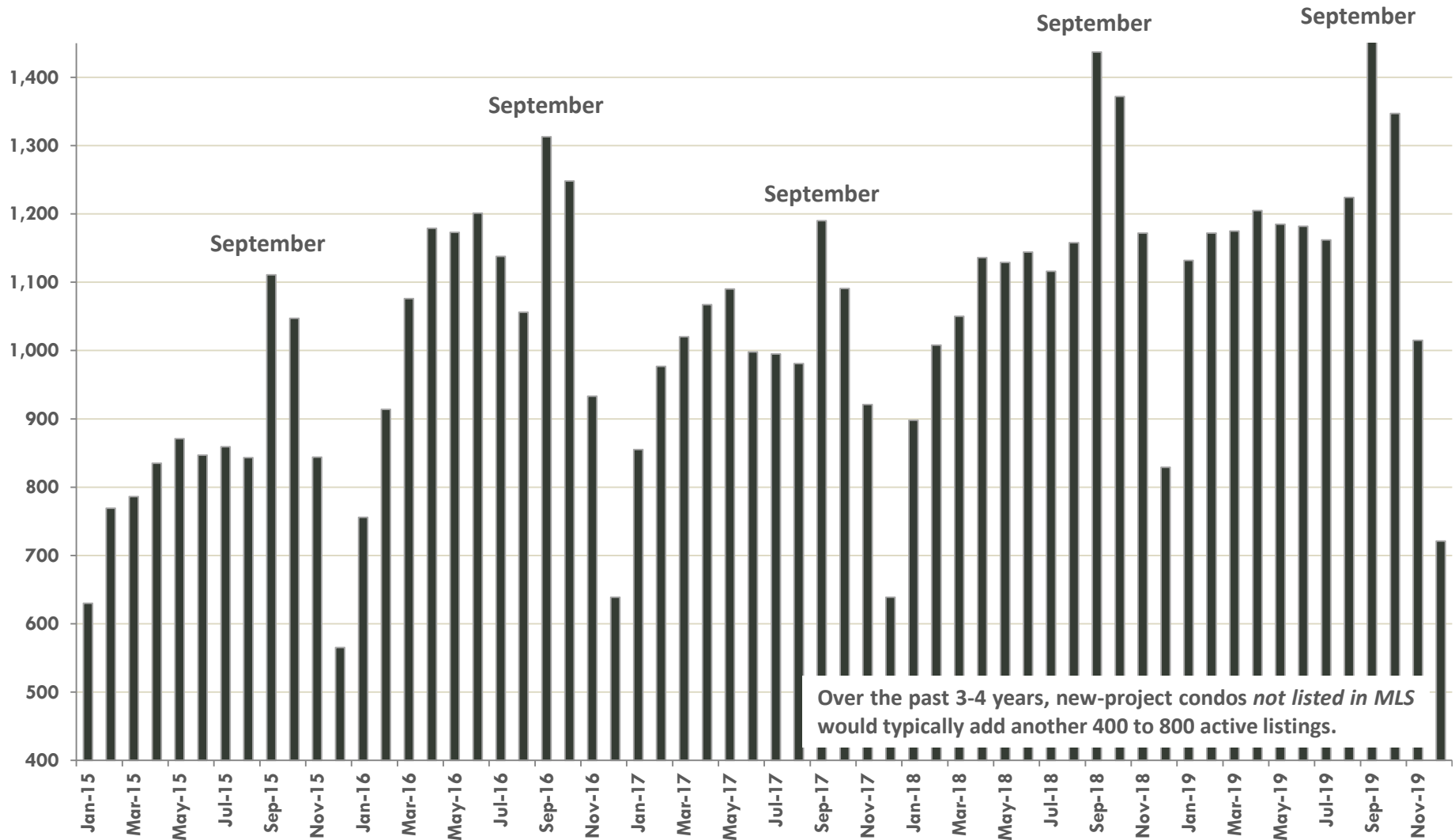
Per Broker Metrics. Does not include most new-project condo listings and sales (not reported to MLS). Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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Active MLS Listings for Sale at End of Month

San Francisco Market Supply since 2015, by Month

House, condo, co-op and TIC listings in MLS per Infosparks



Over the past 3-4 years, new-project condos *not* listed in MLS would typically add another 400 to 800 active listings.

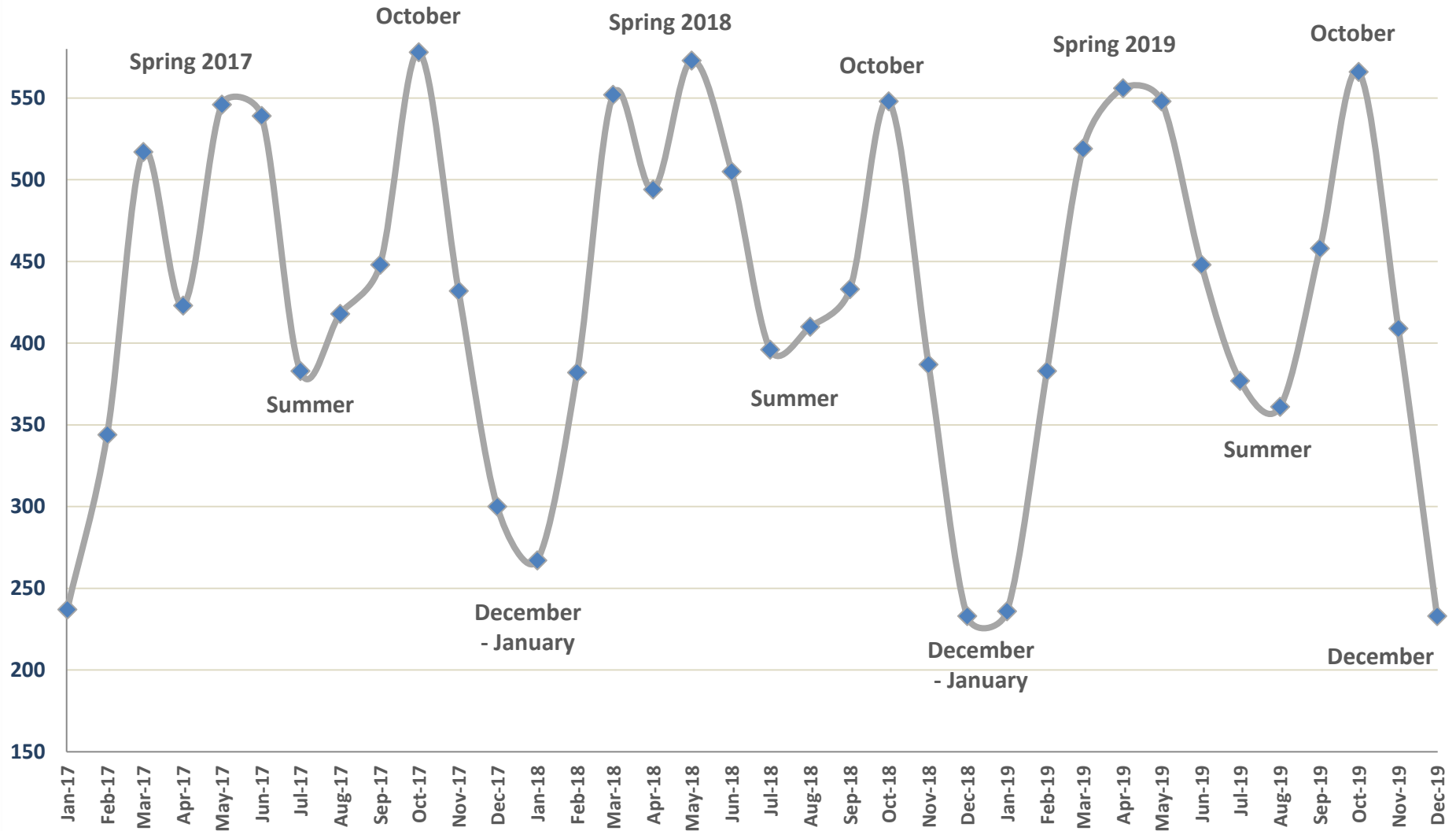
Chart line and columns only reflect listings in MLS; most new-project condos are not listed in MLS. Data from sources deemed reliable, but may contain errors and subject to revision.



San Francisco Market Seasonality

Listings Accepting Offers (Going into Contract) by Month

Houses, condos, co-ops and TICs as listed in MLS.



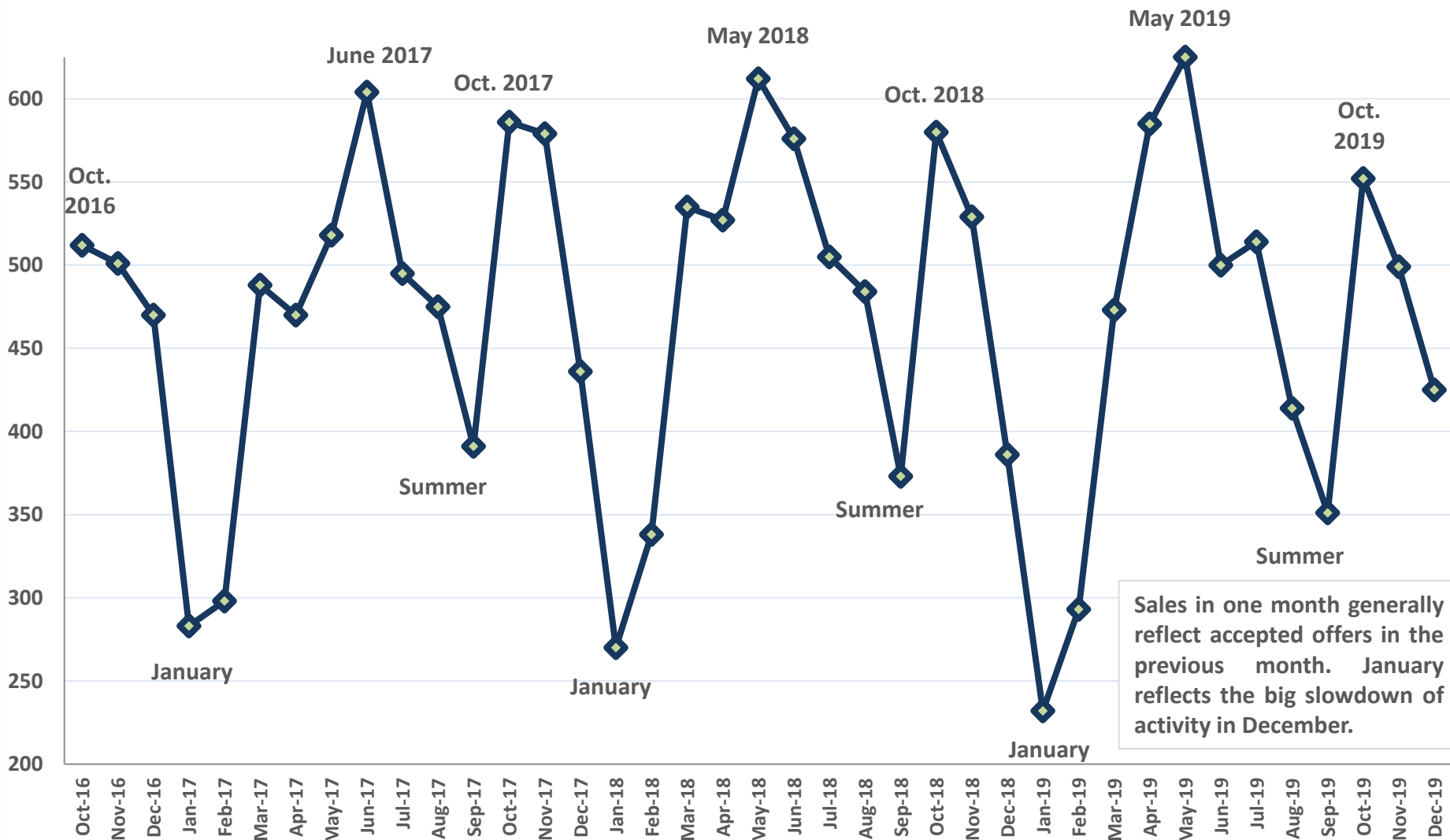
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Unit Home Sales by Month

San Francisco Market Dynamics & Seasonality

Sales of houses, condos, co-ops, TICS, 2-4 units reported to MLS, per Broker Metrics



Sales in one month generally reflect accepted offers in the previous month. January reflects the big slowdown of activity in December.

Activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate. Last month data estimated.



Average Days on Market

San Francisco Market Demand since 2012, by Month

House, condo, co-op and TIC listings in MLS per Infosparks

Average-Days-on-Market typically hits its low point during the spring selling season, and peaks during the mid-winter holidays, reflecting the respective levels of buyer demand during those periods.

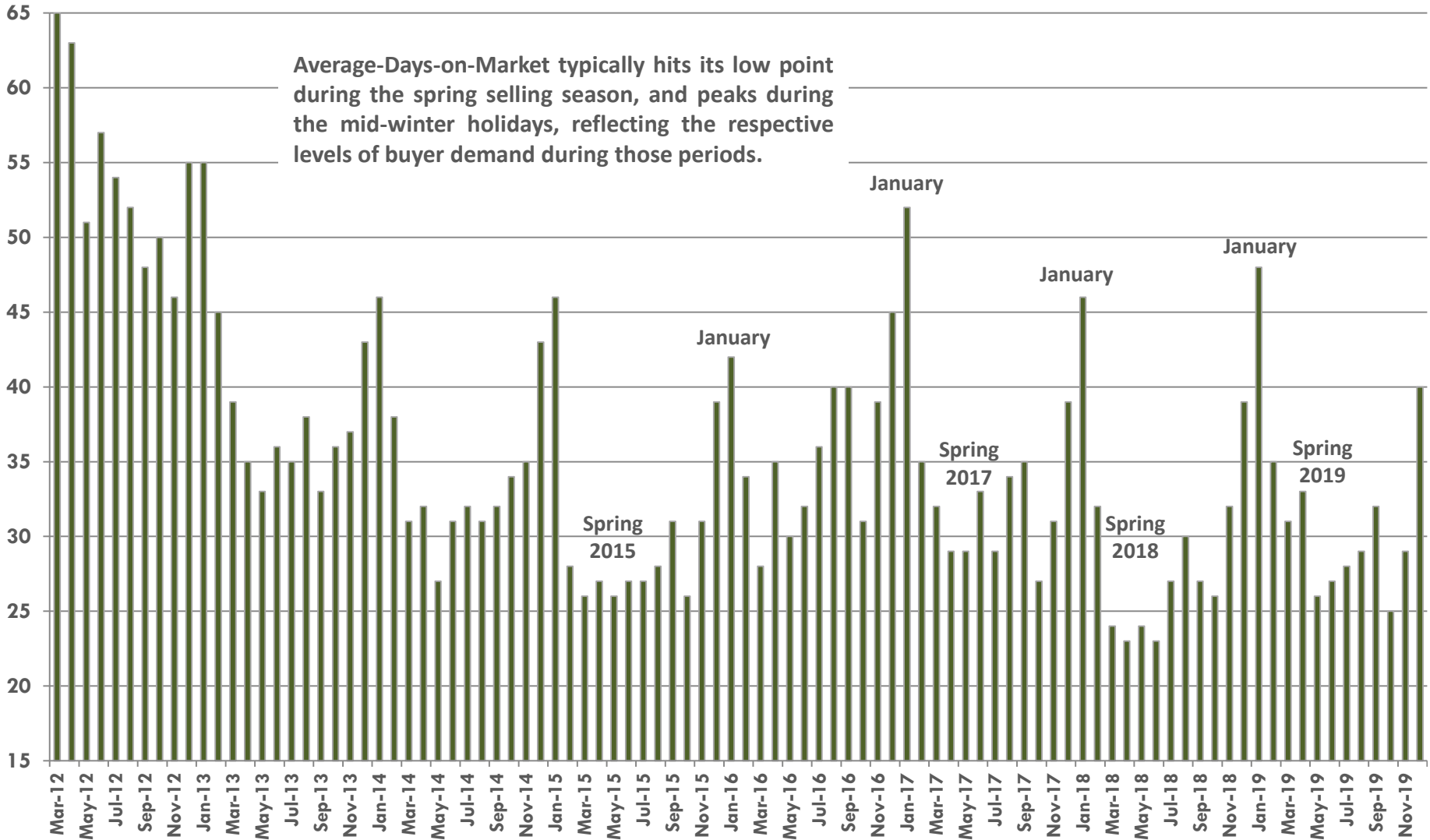


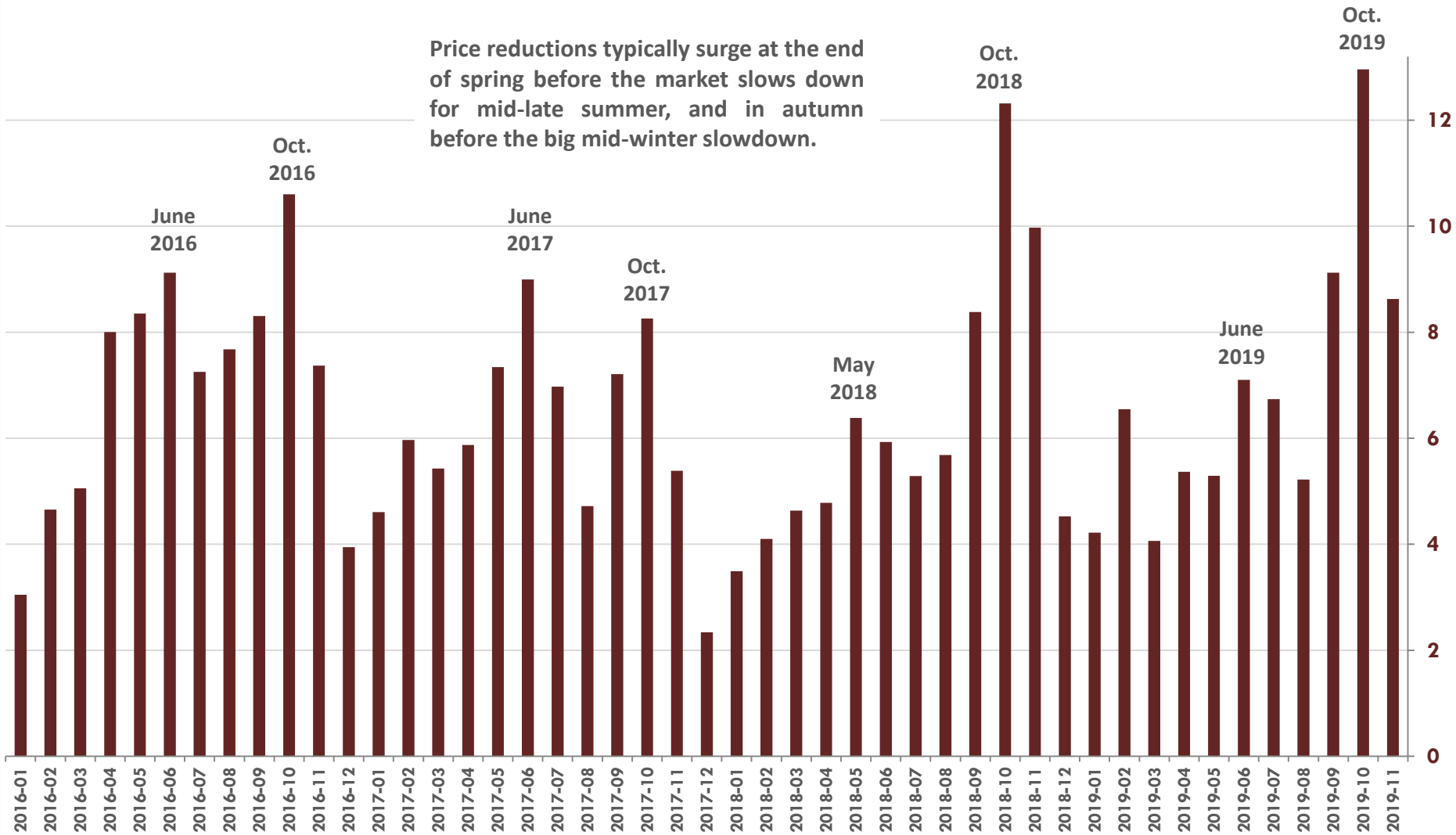
Chart line and columns only reflect listings in MLS; most new-project condos are not listed in MLS. Data from sources deemed reliable, but may contain errors and subject to revision.



Percentage of Active Listings with Price Reductions

San Francisco Real Estate Market since 2016

Per Zillow Research Data



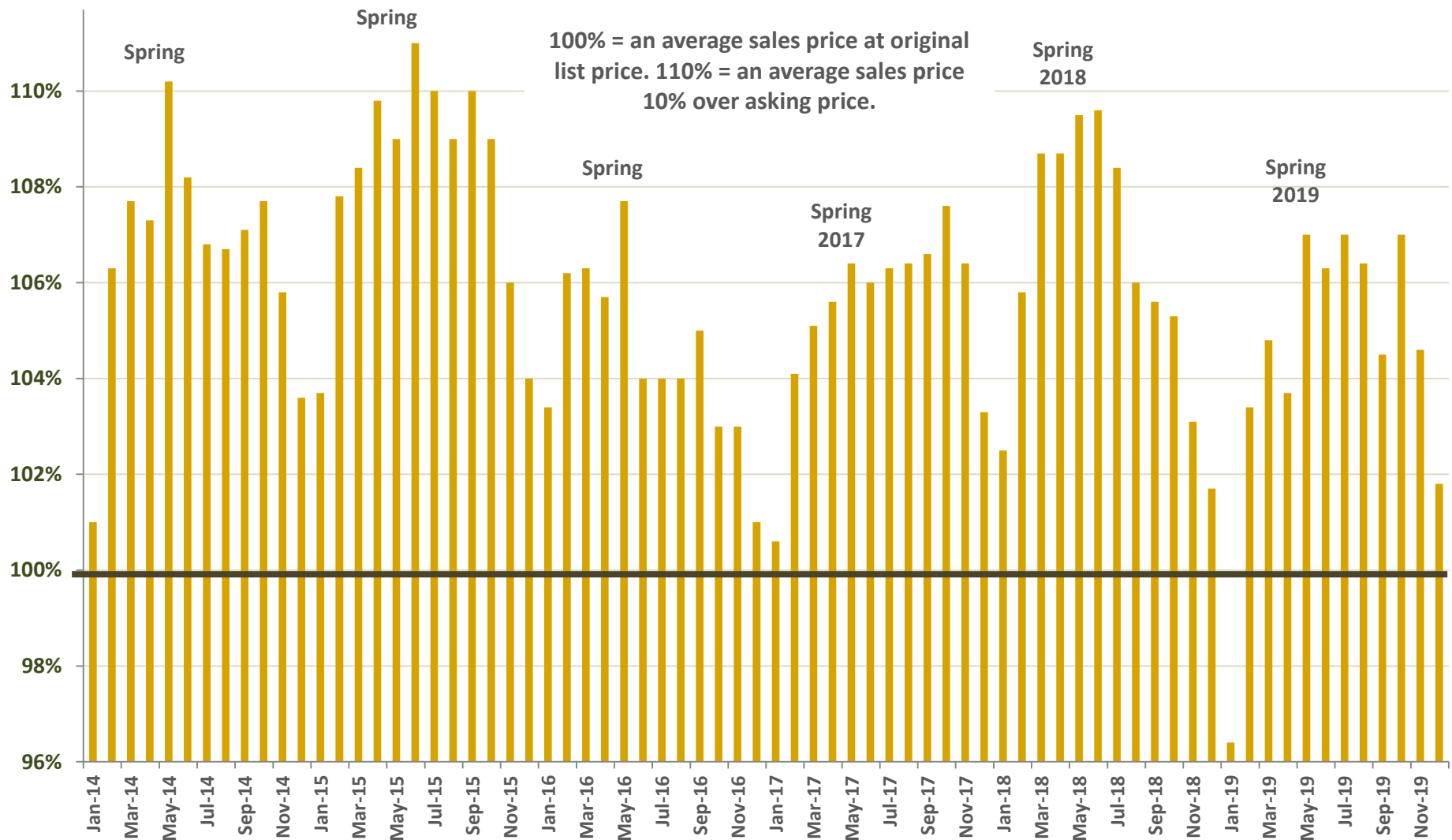
Per Zillow Research: <https://www.zillow.com/research/data/>. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.



Average Sales Price to Original List Price (SP-OP) Percentage

San Francisco Market: Seasonality & Overbidding

MLS sales of houses, condos, co-ops, TICs and 2-4 unit buildings, per Broker Metrics



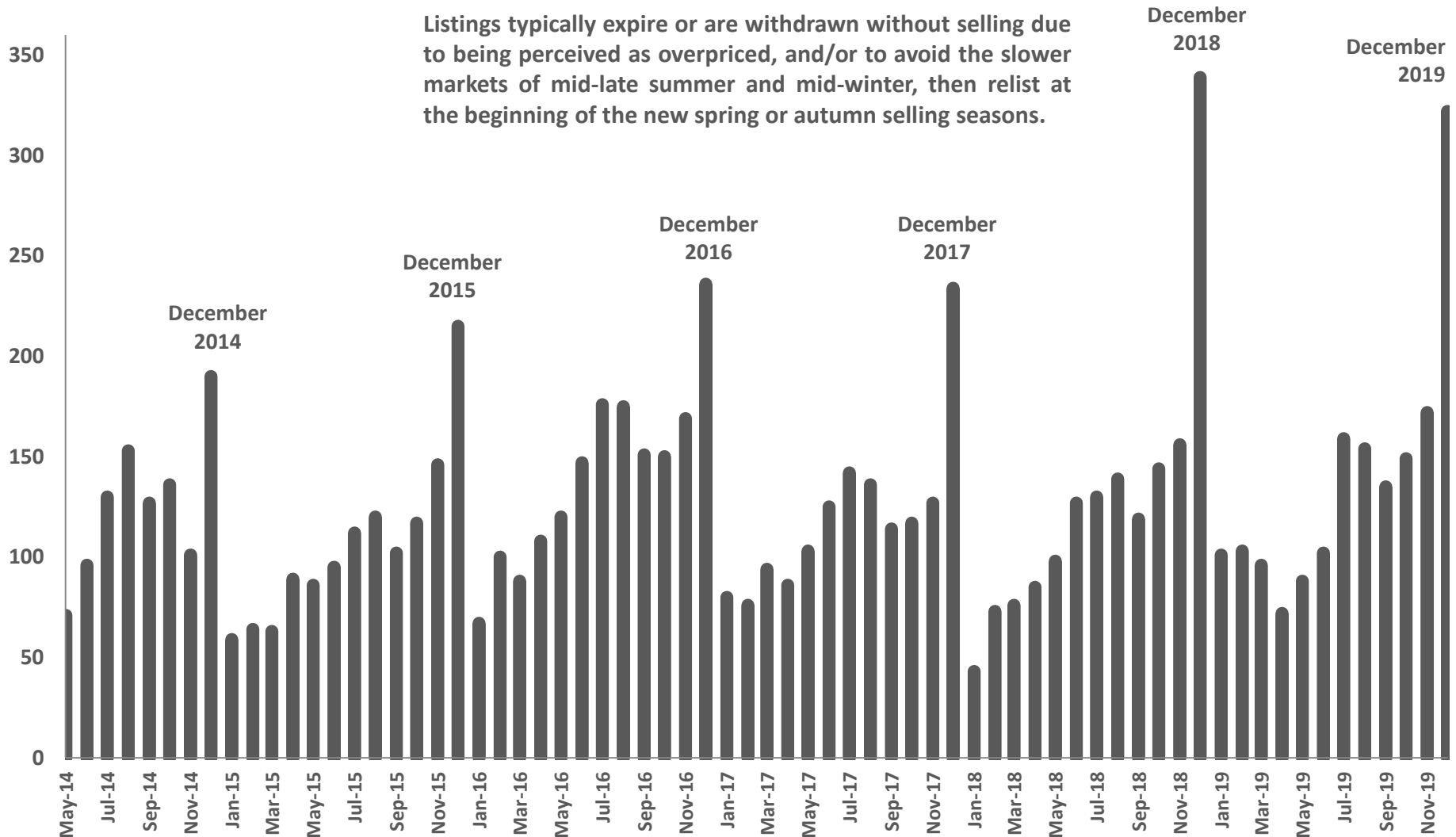
These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers approximate.



San Francisco Market Seasonality

Listings Expired or Withdrawn (No Sale)

Houses, condos, co-ops, TICs and 2-4 unit bldgs as listed in MLS per Broker Metrics



Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

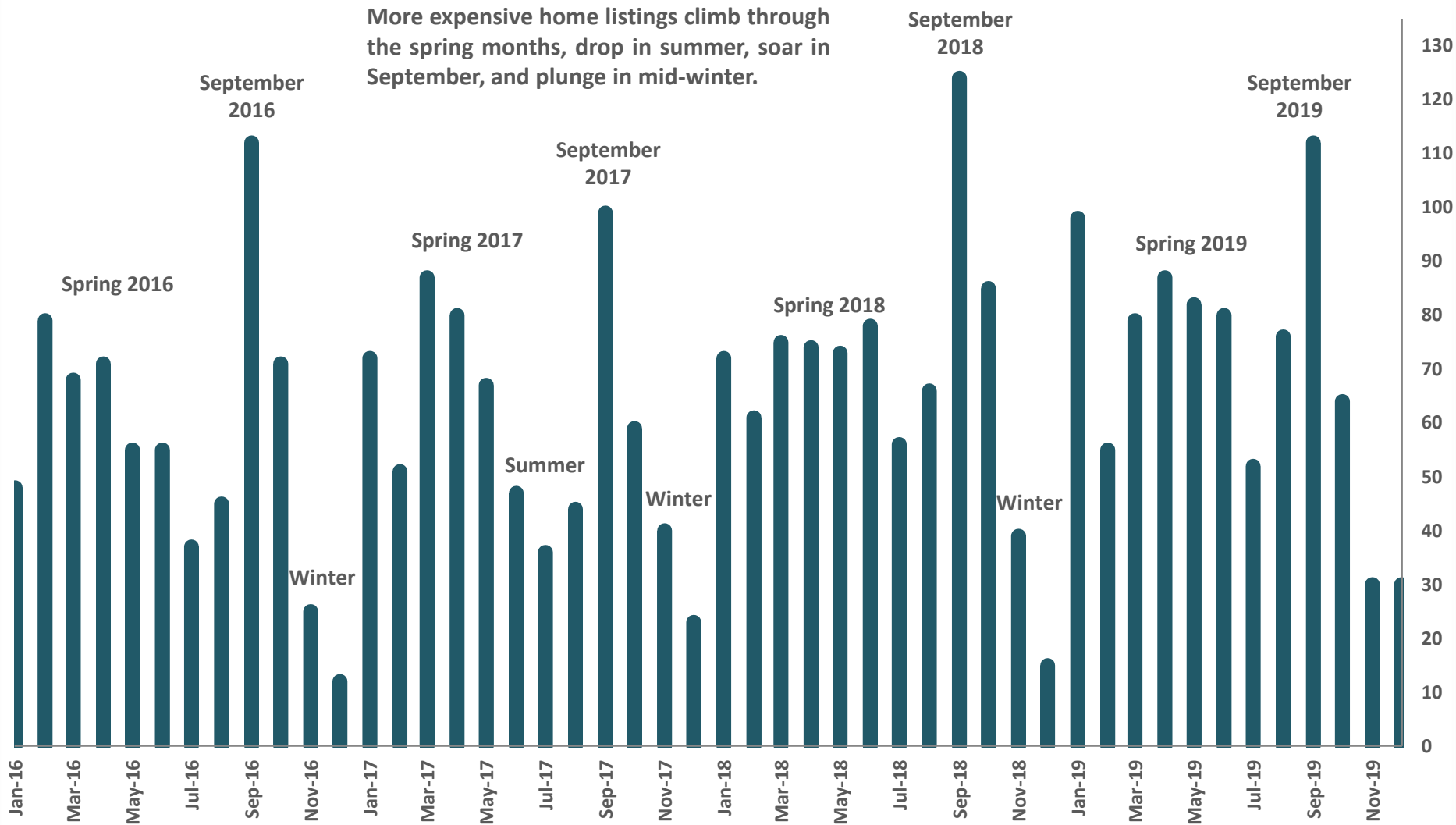


Higher-Price Home Market Seasonality in San Francisco

San Francisco Luxury Homes Market Seasonality

New Listings Coming on Market: Priced \$2.5 Million & Above

As reported to MLS,
per Infosparks



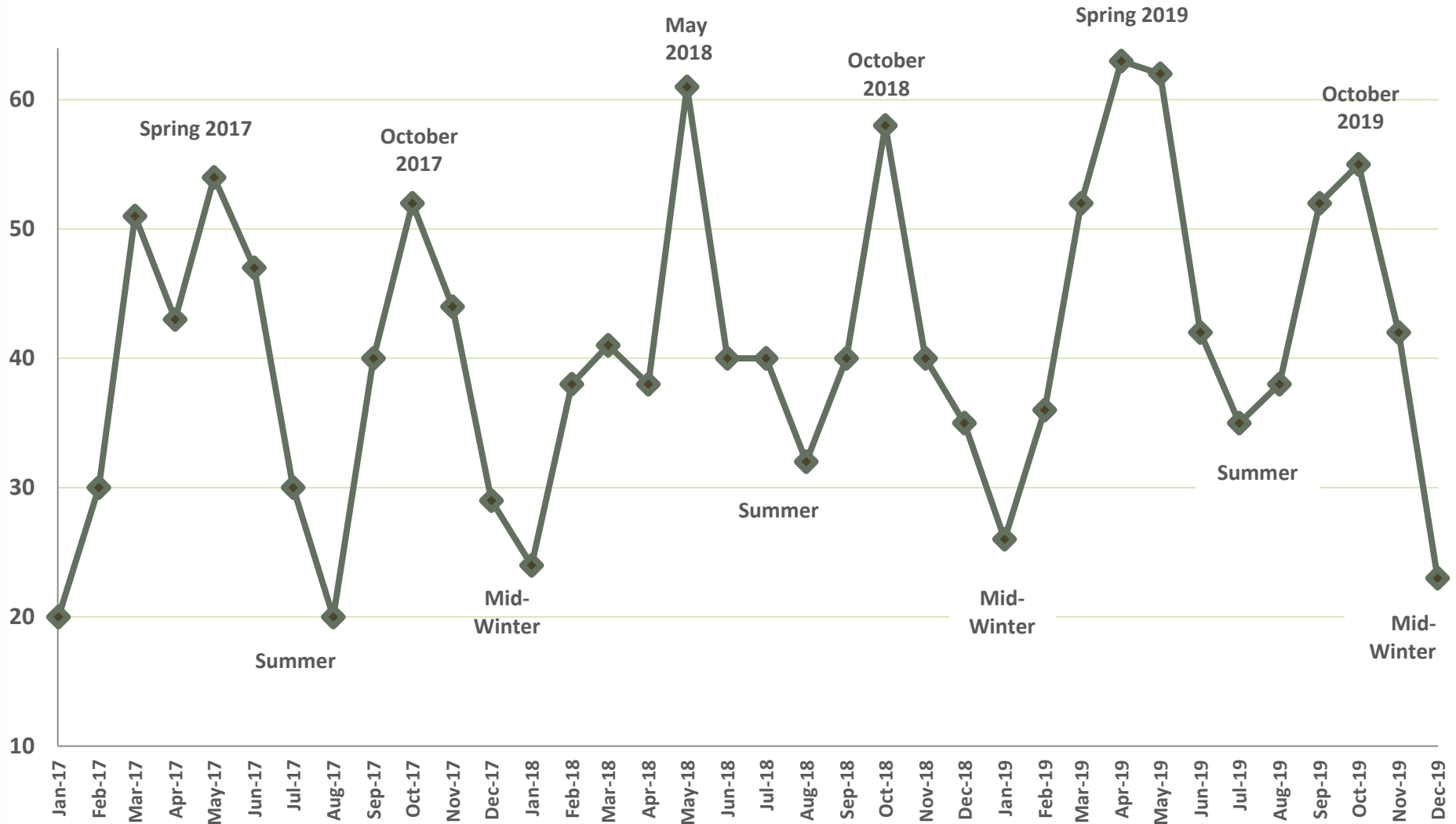
Houses, condos, co-ops and TICs listed for \$2.5m+. Does not include new project condo listings not listed in MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.



San Francisco Luxury Home Market Seasonality

Listings Accepting Offers: Homes Priced \$2.5 Million+

As reported to MLS,
per Infosparks



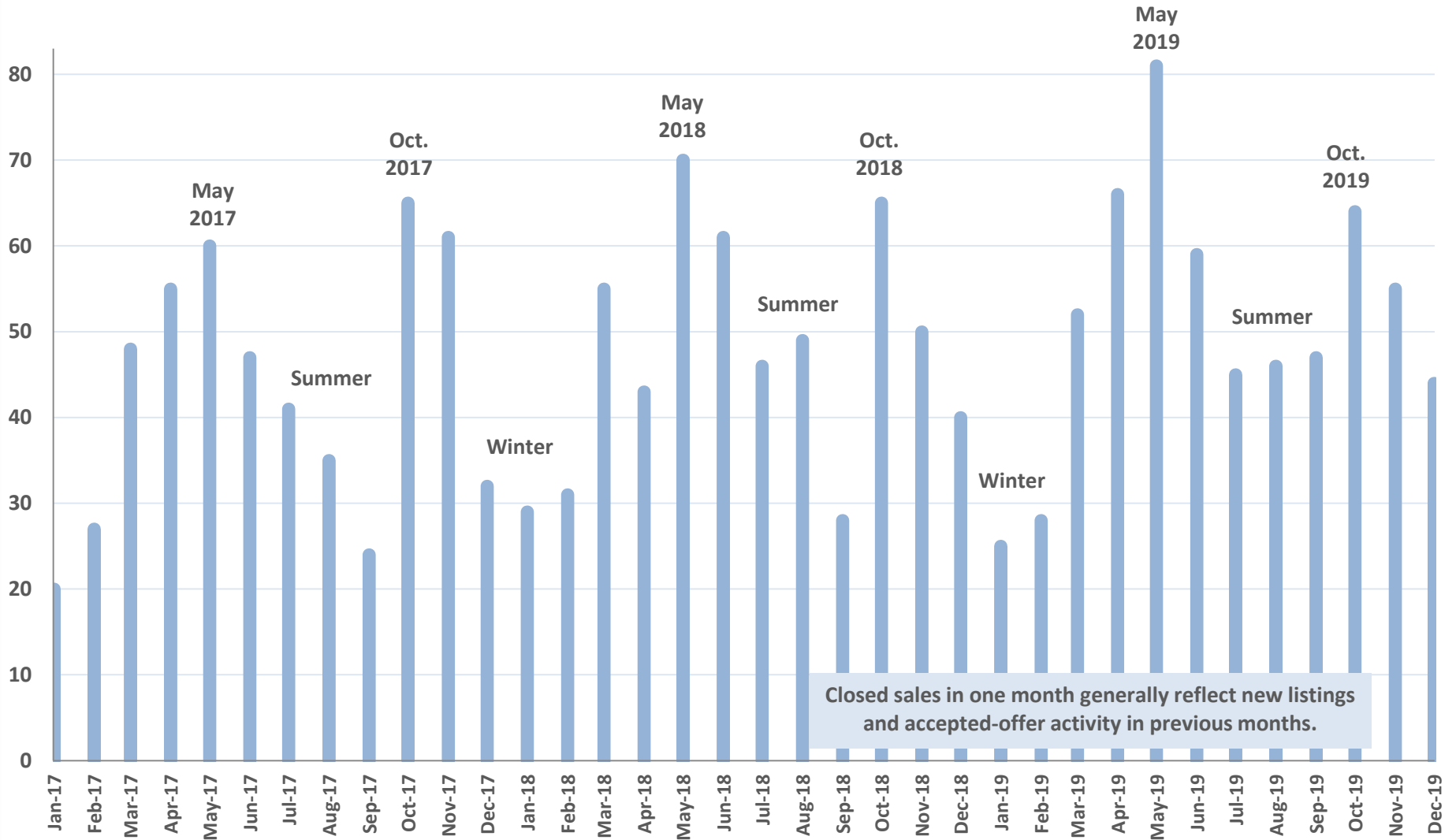
Does not include activity unreported to MLS, such as many new-project condo transactions. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.



San Francisco Luxury Home Market Seasonality

Unit Sales by Month, Sales Prices \$2.5 Million+

Houses, condos, co-ops and TICs as reported in MLS



Does not include new-project luxury condo sales not reported to MLS. Data from Infosparks deemed reliable but may contain errors and subject to revision. All numbers are approximate.

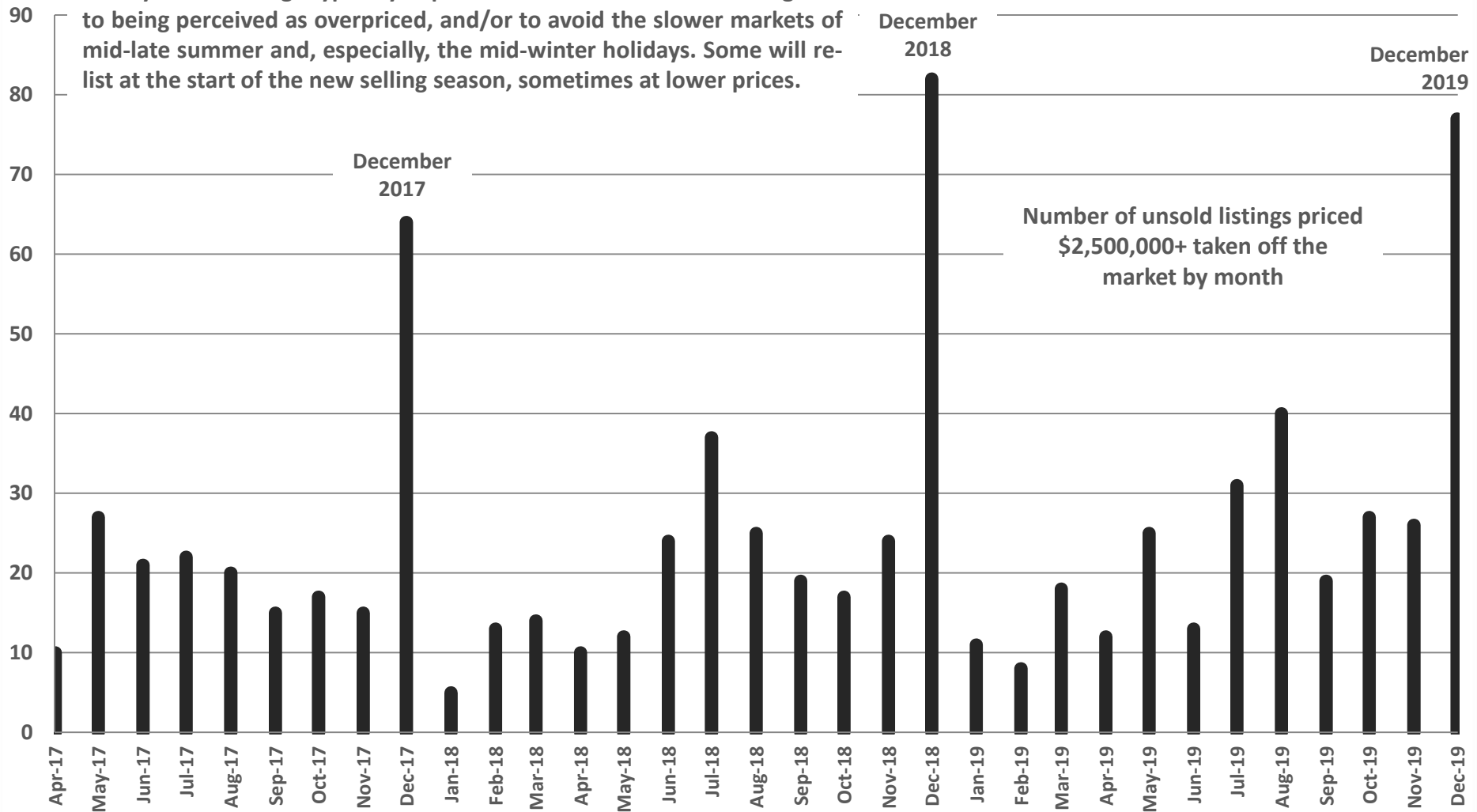


San Francisco Luxury Market Seasonality

Listings Expired/Withdrawn (No Sale), Priced \$2.5 Million+

Houses, condos, co-ops & TICs listed in MLS per Broker Metrics

Luxury home listings typically expire or withdrawn without selling due to being perceived as overpriced, and/or to avoid the slower markets of mid-late summer and, especially, the mid-winter holidays. Some will re-list at the start of the new selling season, sometimes at lower prices.

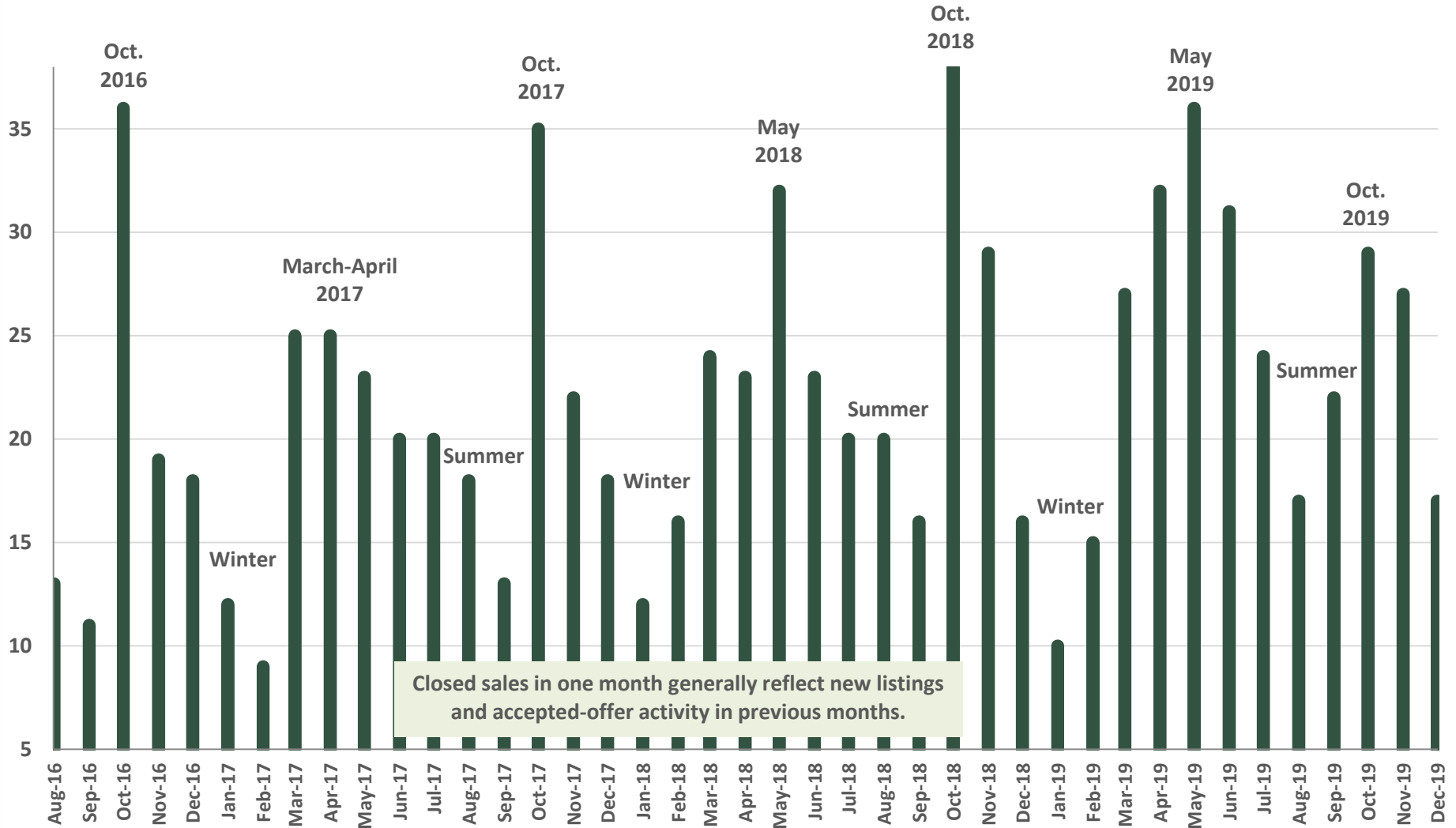


Data from sources deemed reliable but may contain errors and subject to revision.
All numbers should be considered approximate.

San Francisco Luxury HOUSE Market Seasonality

Unit Sales by Month, Sales Prices \$3 Million+

House sales reported to MLS



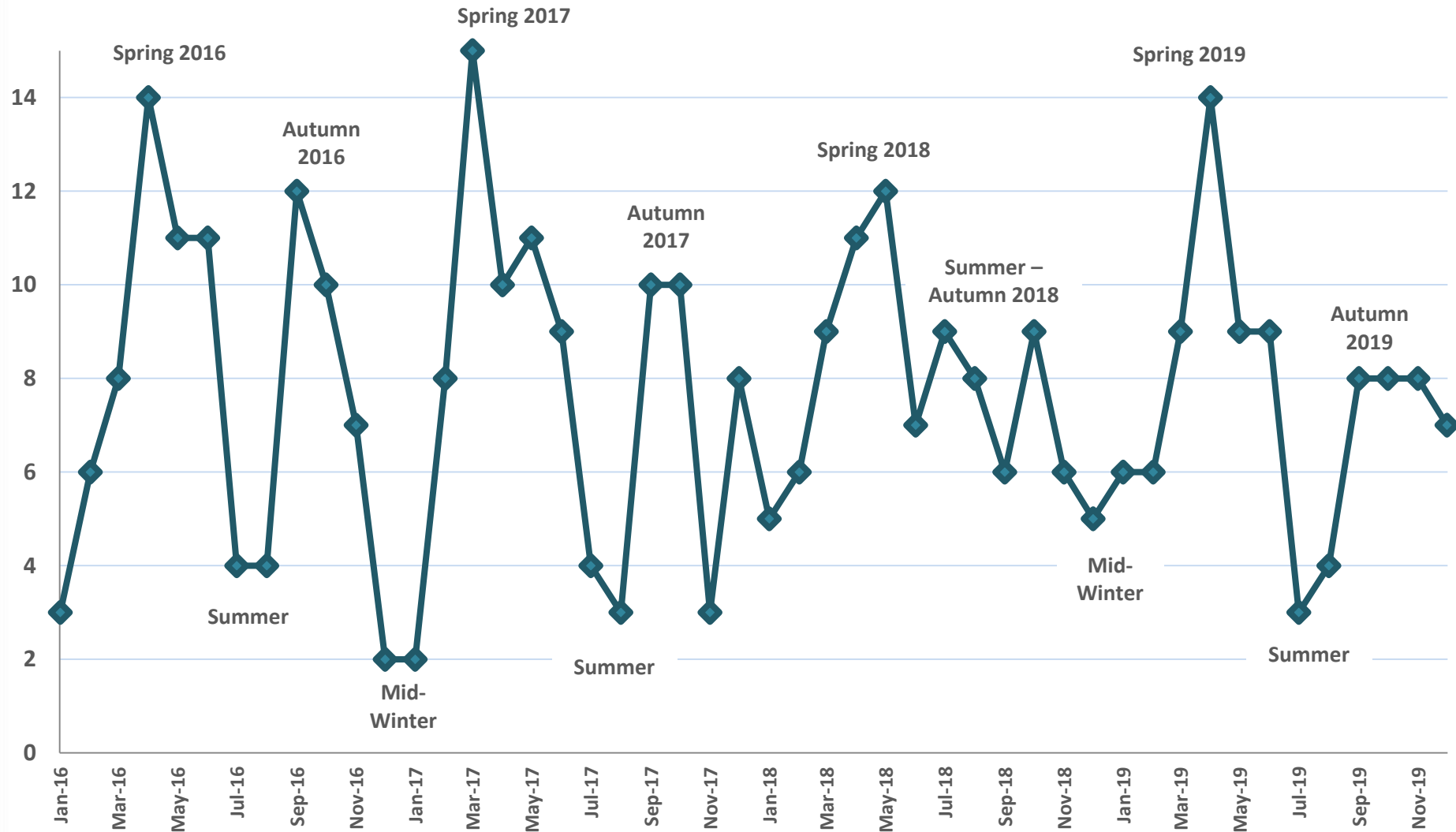
Per Infosparks. Does not include sales not reported to MLS. Data from Infosparks deemed reliable but may contain errors and subject to revision. All numbers are approximate.



San Francisco Ultra-Luxury Home Market Seasonality

Listings Accepting Offers: Homes Priced \$5 Million+

As reported to MLS,
per Infosparks



Does not include activity unreported to MLS, such as many new-project condo transactions. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

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