



## San Francisco Quarterly Real Estate Market Dynamics

Market indicators are often seasonal in nature, with Q2 typically being the period of highest demand, and the mid-winter holiday period being the period of lowest activity.

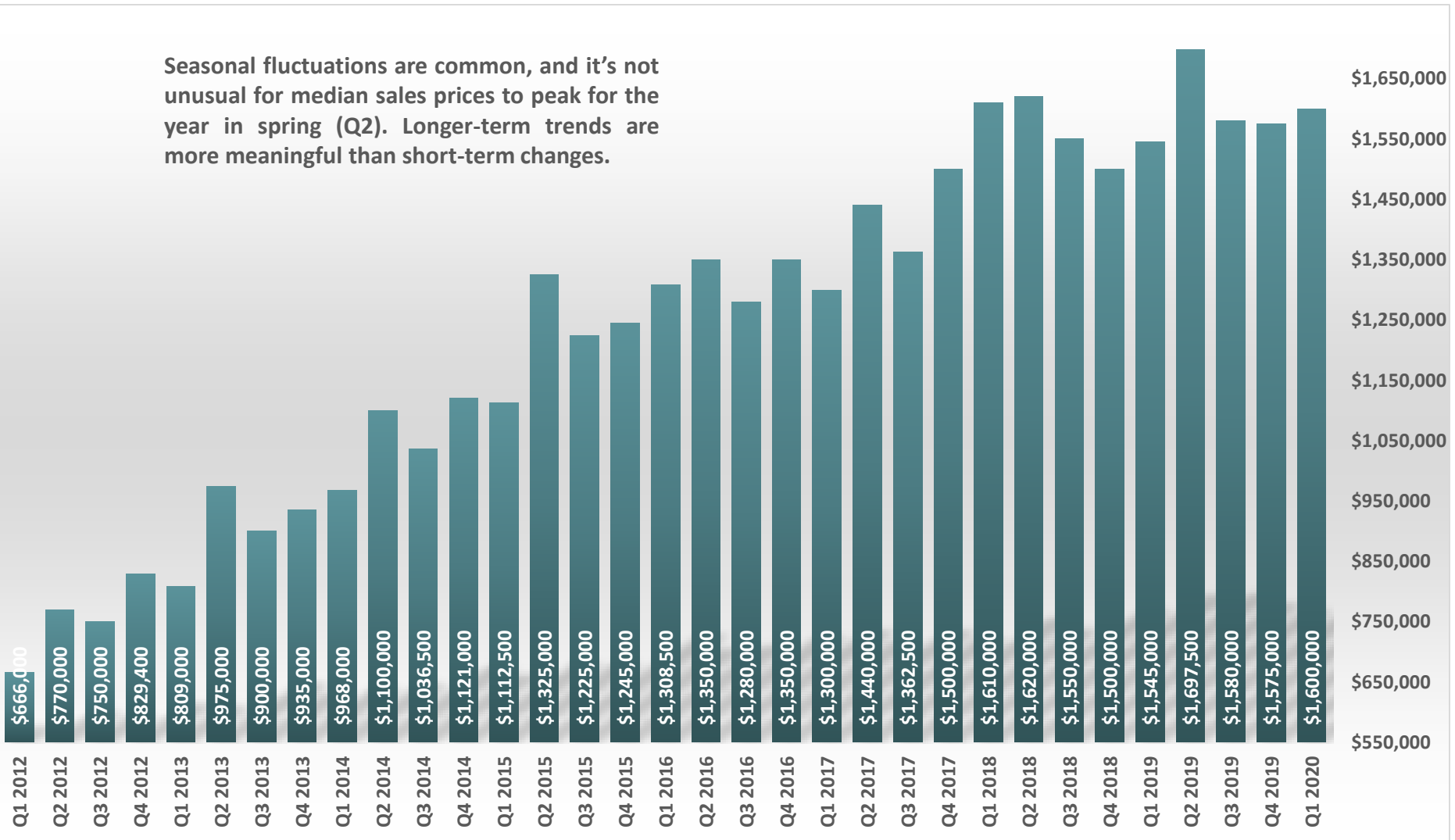
Since the coronavirus didn't really start impacting most markets until early-mid March, and because of the lag time between an offer being accepted on a listing and it closing escrow, the effect of the crisis on Q1 2020 statistics was limited. For more insight into how the crisis is affecting our real estate market, see our *weekly* trends report.

# San Francisco House Price Appreciation

## Median House Sales Prices, 2012 – Present, by Quarter

As reported to MLS,  
per Broker Metrics

Seasonal fluctuations are common, and it's not unusual for median sales prices to peak for the year in spring (Q2). Longer-term trends are more meaningful than short-term changes.



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 can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision. Last quarter may change with late reported sales.

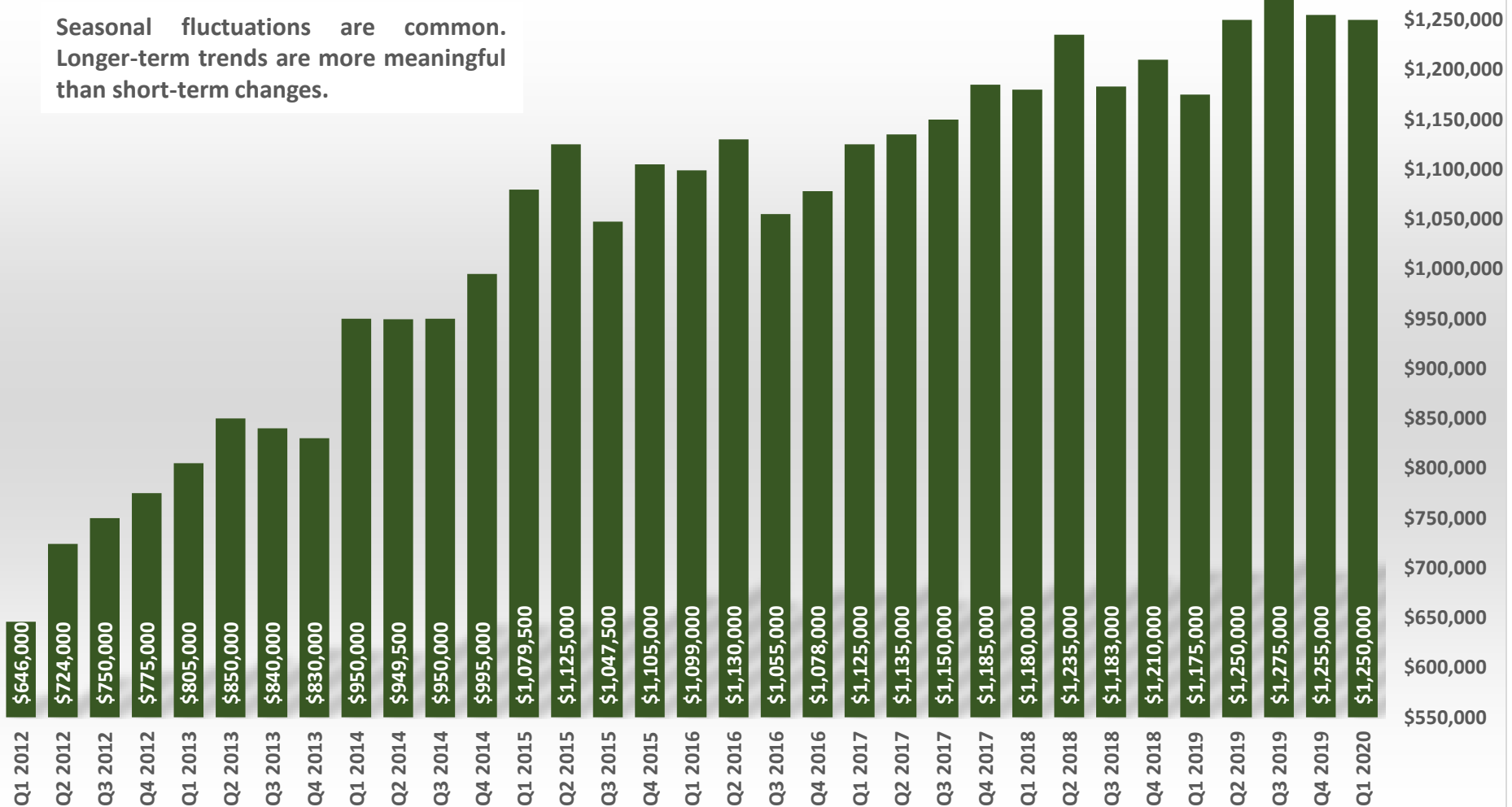


# San Francisco Condo Price Appreciation

## Median Condo Sales Prices, 2012 – Present, by Quarter

As reported to MLS,  
per Broker Metrics

Seasonal fluctuations are common. Longer-term trends are more meaningful than short-term changes.

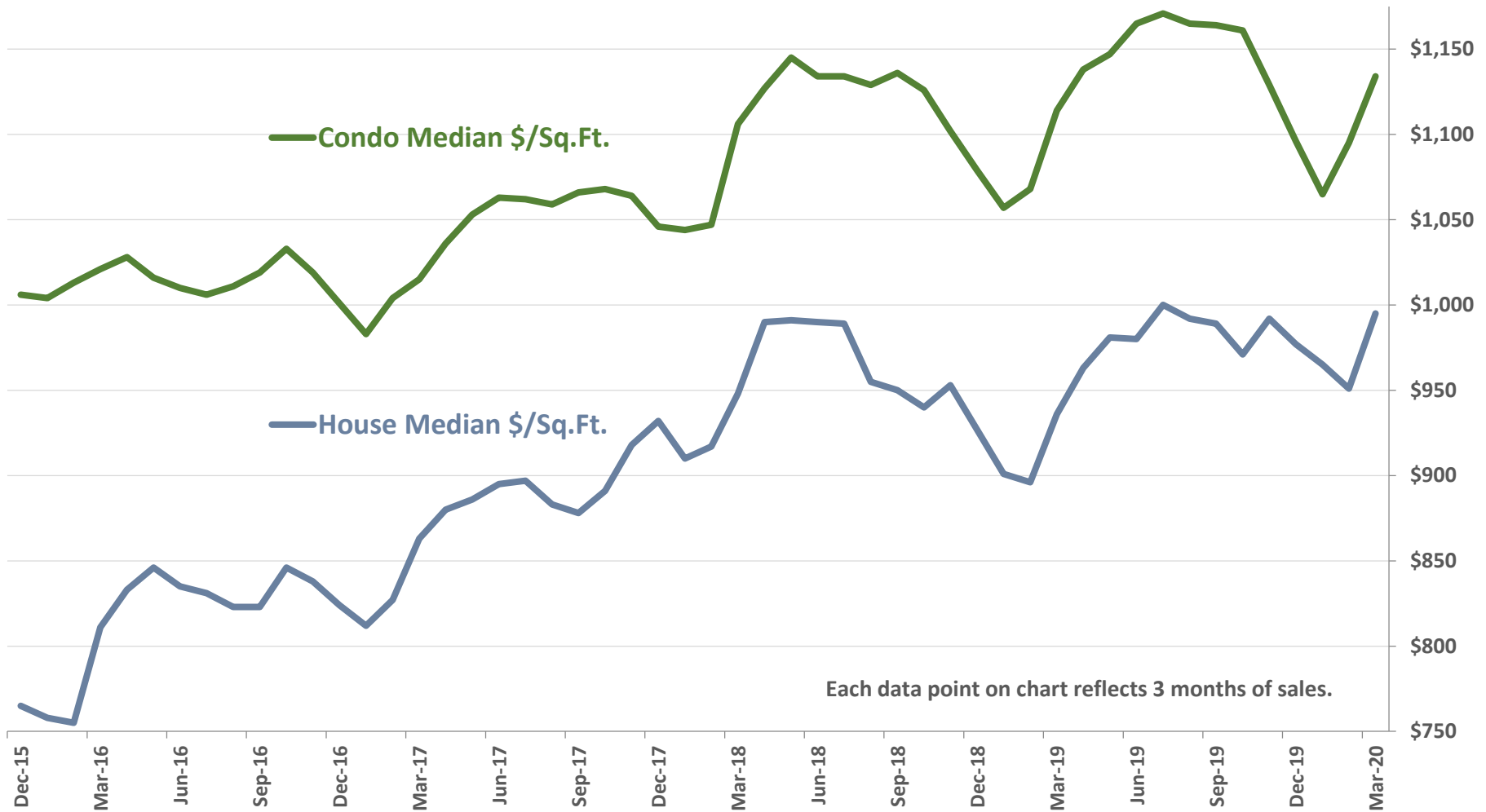


Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision. Last quarter may change with late reported activity.

# San Francisco Home Value Appreciation since 12/2015

## Median Dollar per Square Foot Values – 3-Month Rolling

Sales reported to MLS per  
Infosparks through 3/31/20



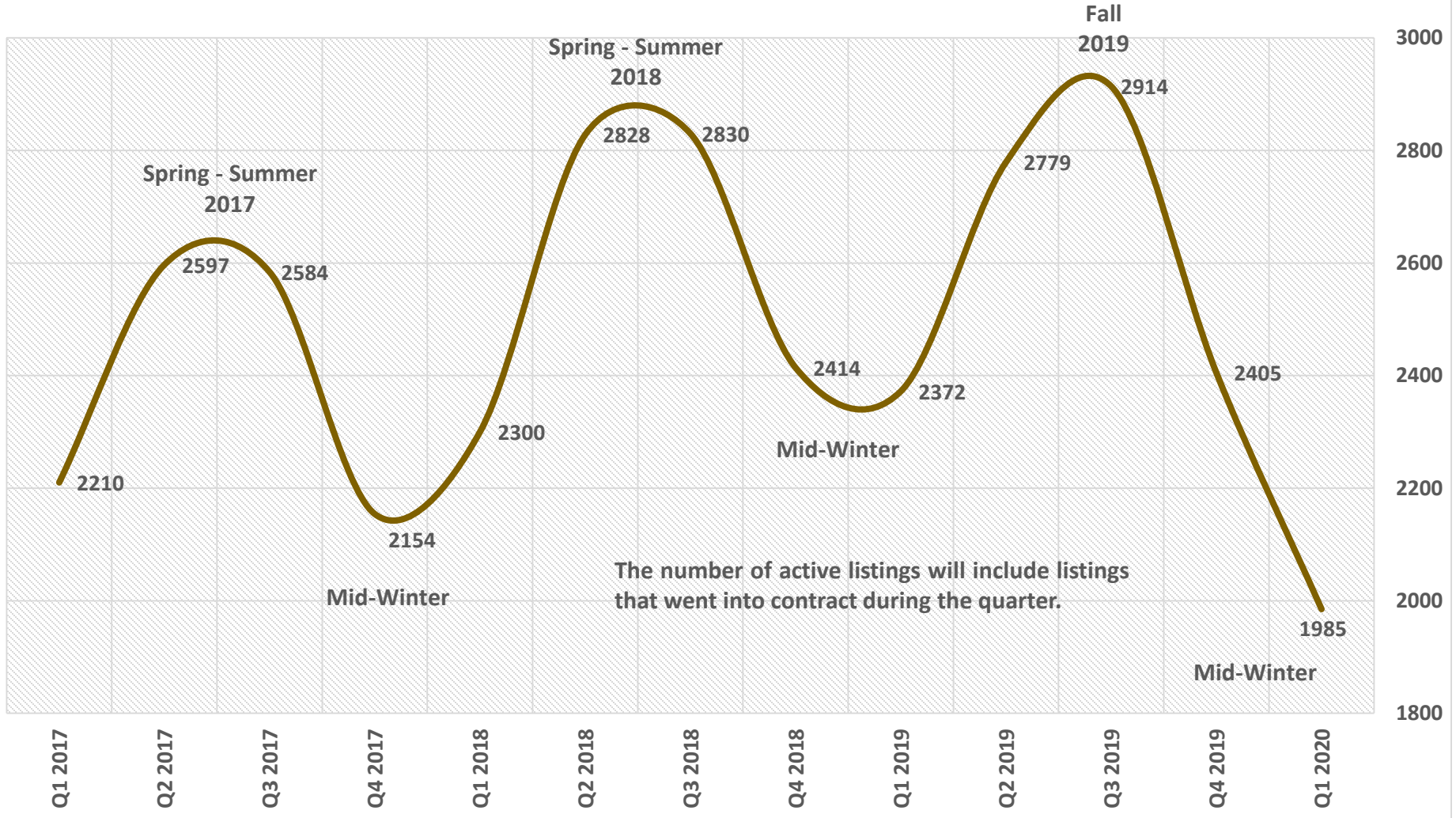
Each data point on chart reflects 3 months of sales.

Dollar per Square Foot is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks or patios. Not all sales report square footage. All numbers are approximate and subject to revision.



# Active Listings on Market in Quarter

## San Francisco Market Dynamics & Seasonality



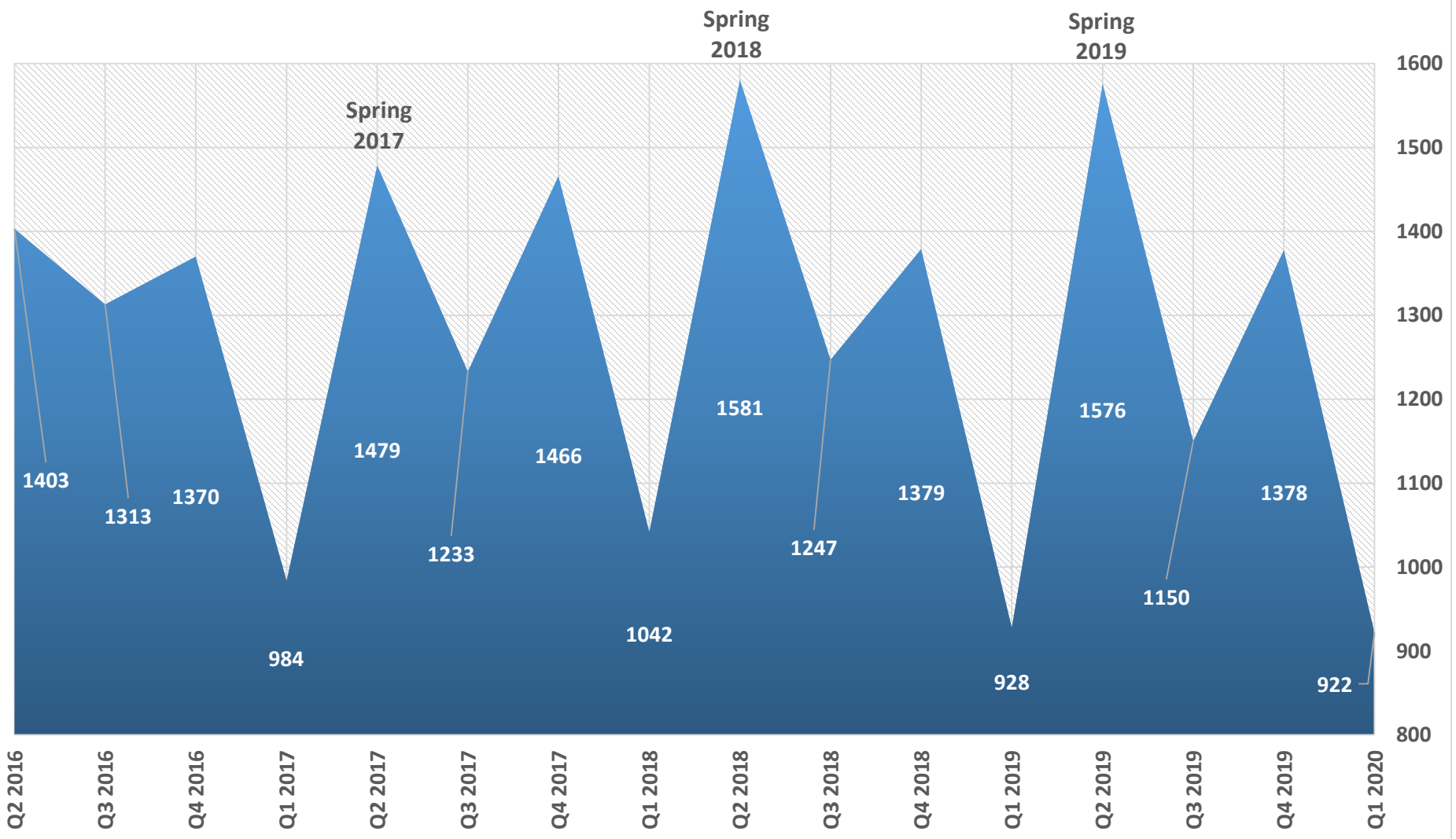
The number of active listings will include listings that went into contract during the quarter.

Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



# Sales Volume by Quarter

## San Francisco Market Dynamics since 2016

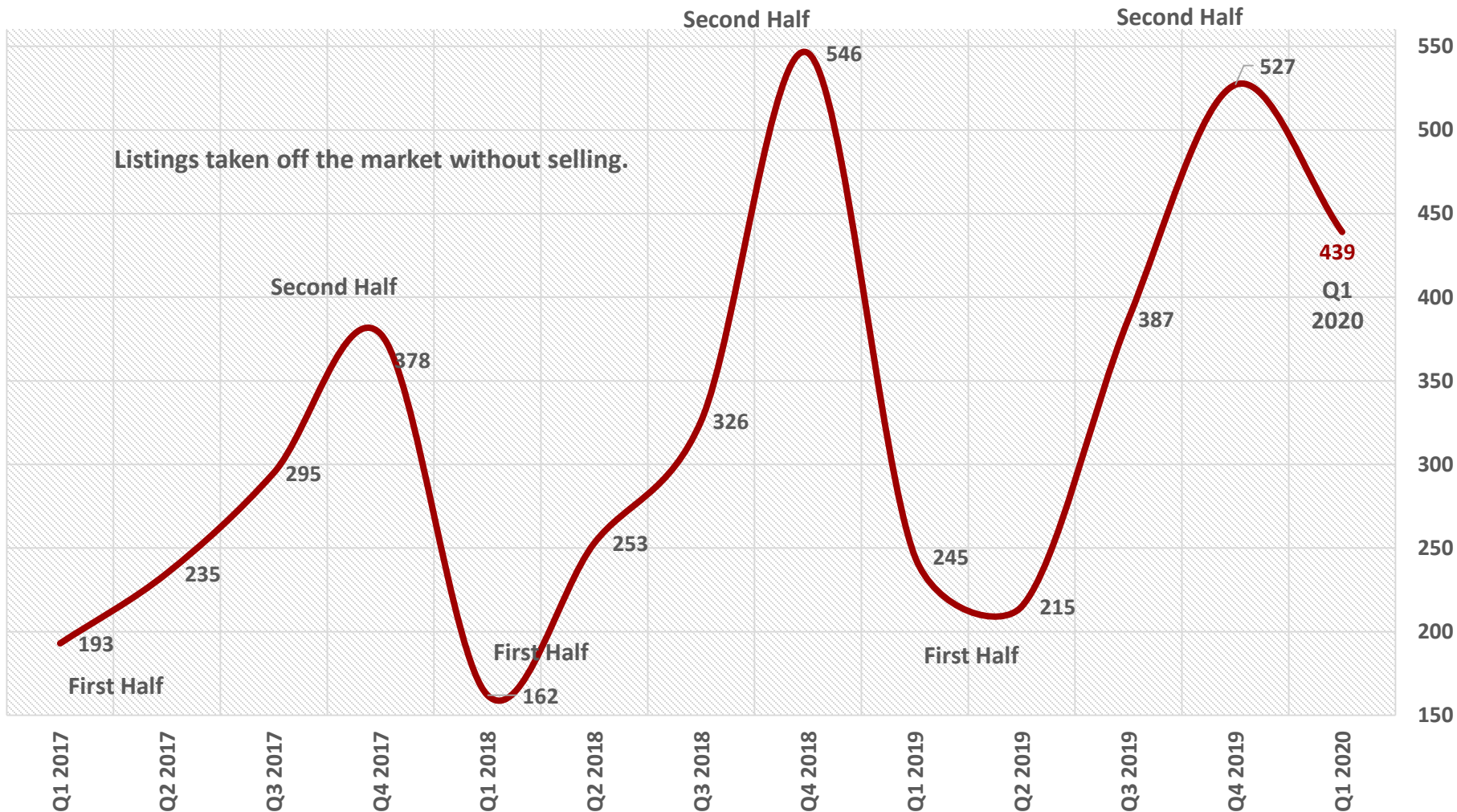


Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



# Listings Expired/Withdrawn in Quarter

## San Francisco Market Dynamics & Seasonality

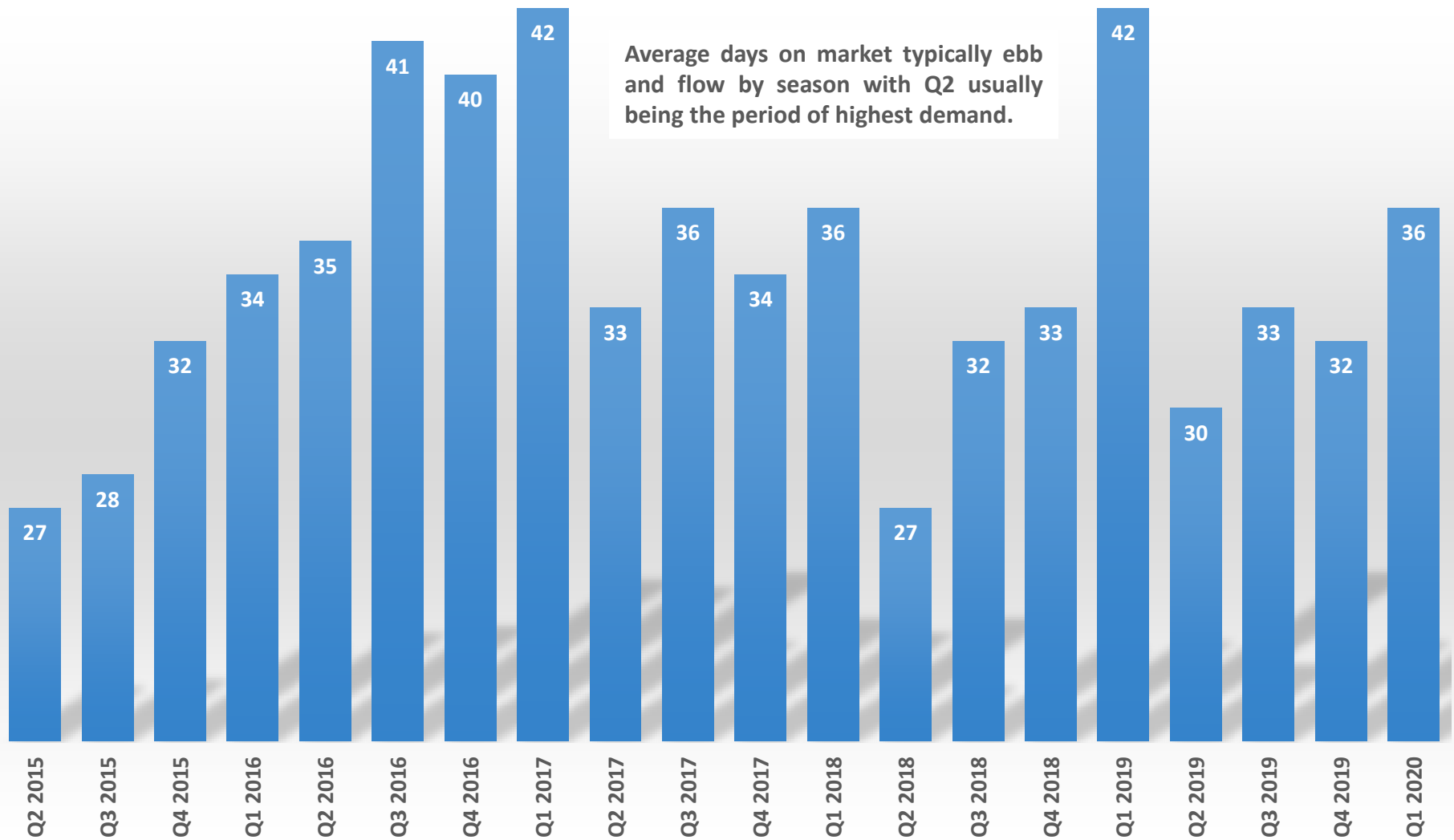


Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



# Average Days on Market by Quarter

## San Francisco Market Dynamics since 2015



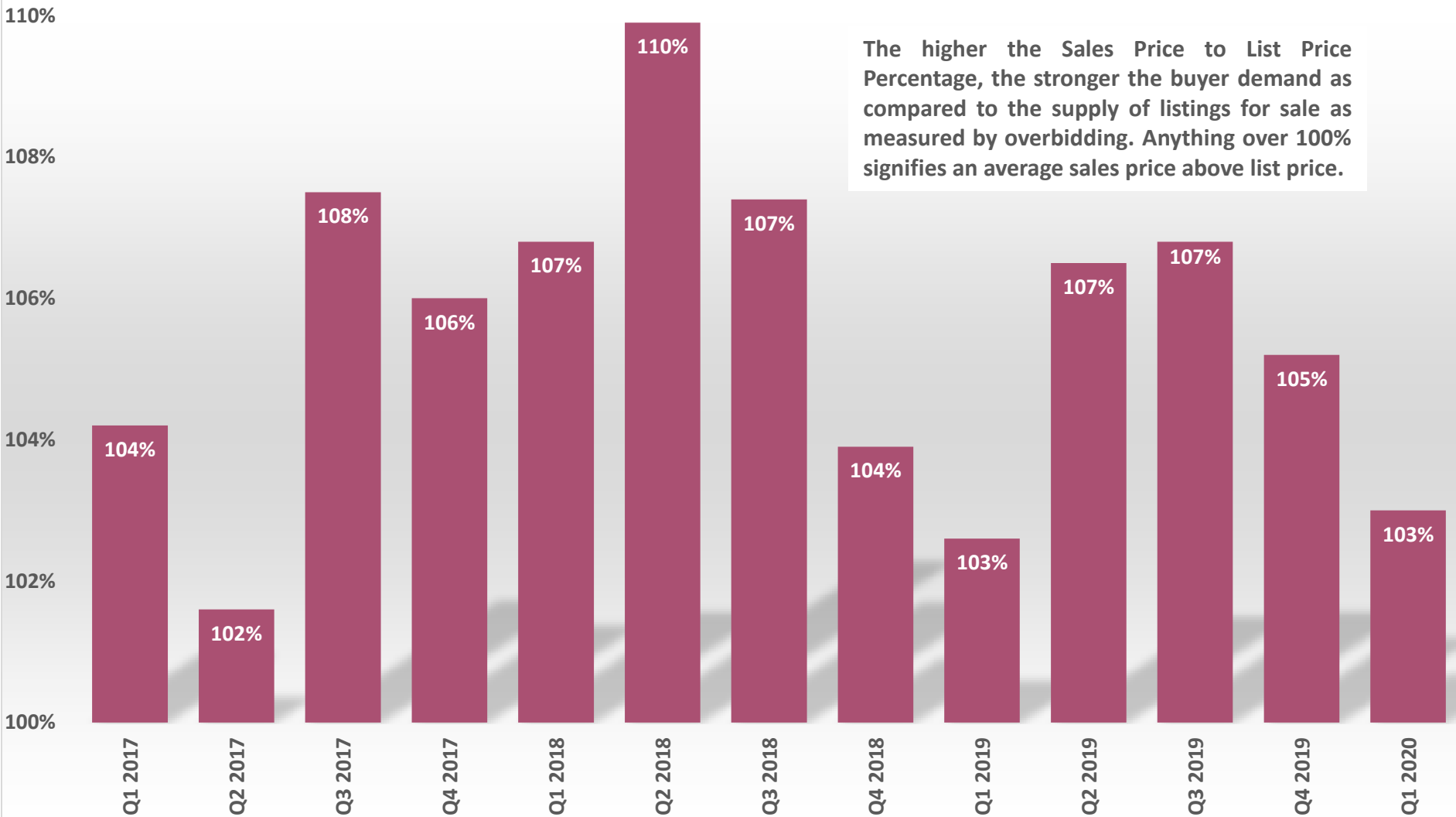
Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



# Sales Price to Original List Price Percentage by Quarter

## San Francisco Market Dynamics since 2017

The higher the Sales Price to List Price Percentage, the stronger the buyer demand as compared to the supply of listings for sale as measured by overbidding. Anything over 100% signifies an average sales price above list price.



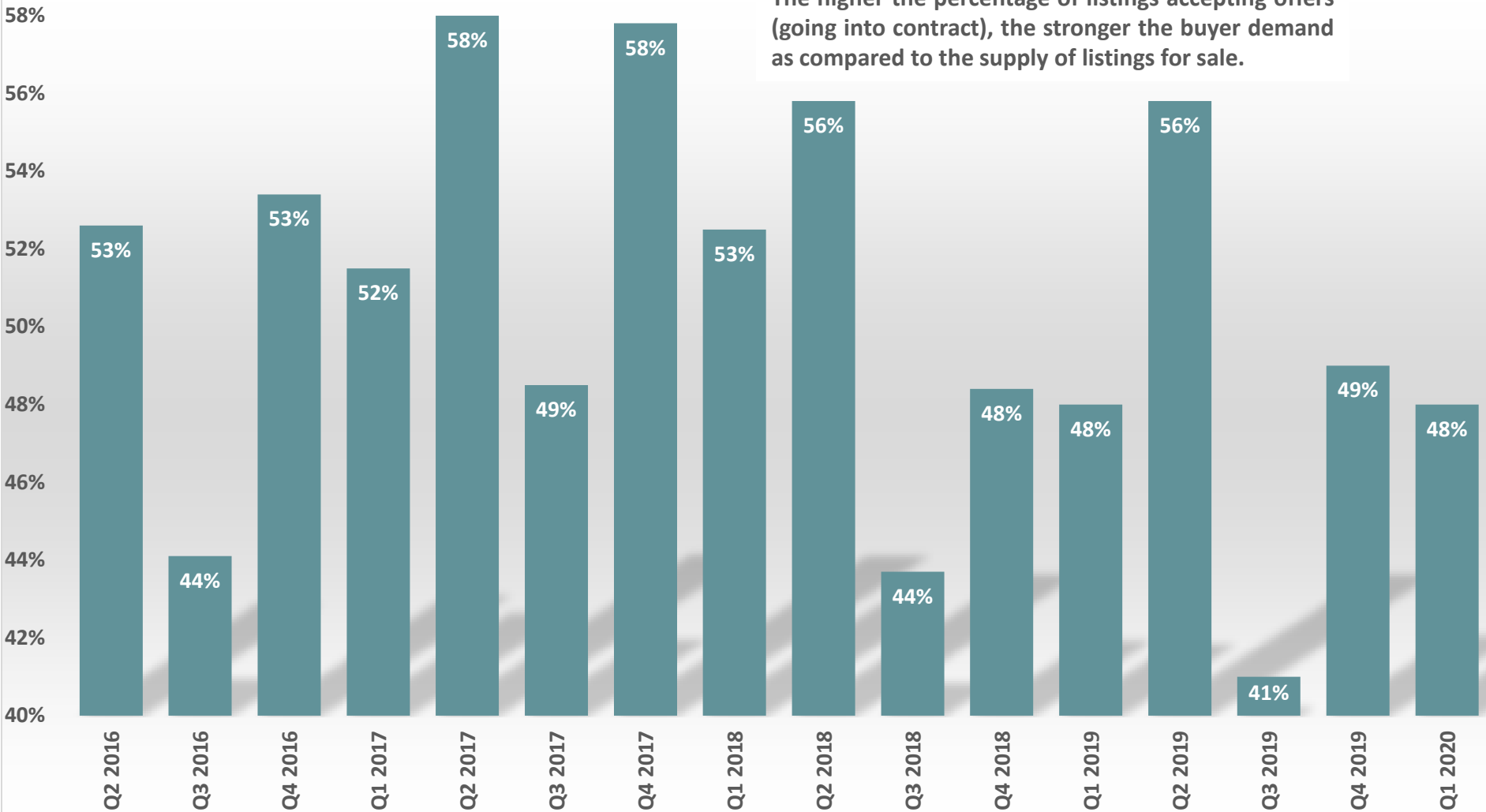
Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# Percentage of Listings Accepting Offers by Quarter

## San Francisco Market Dynamics since 2016

The higher the percentage of listings accepting offers (going into contract), the stronger the buyer demand as compared to the supply of listings for sale.



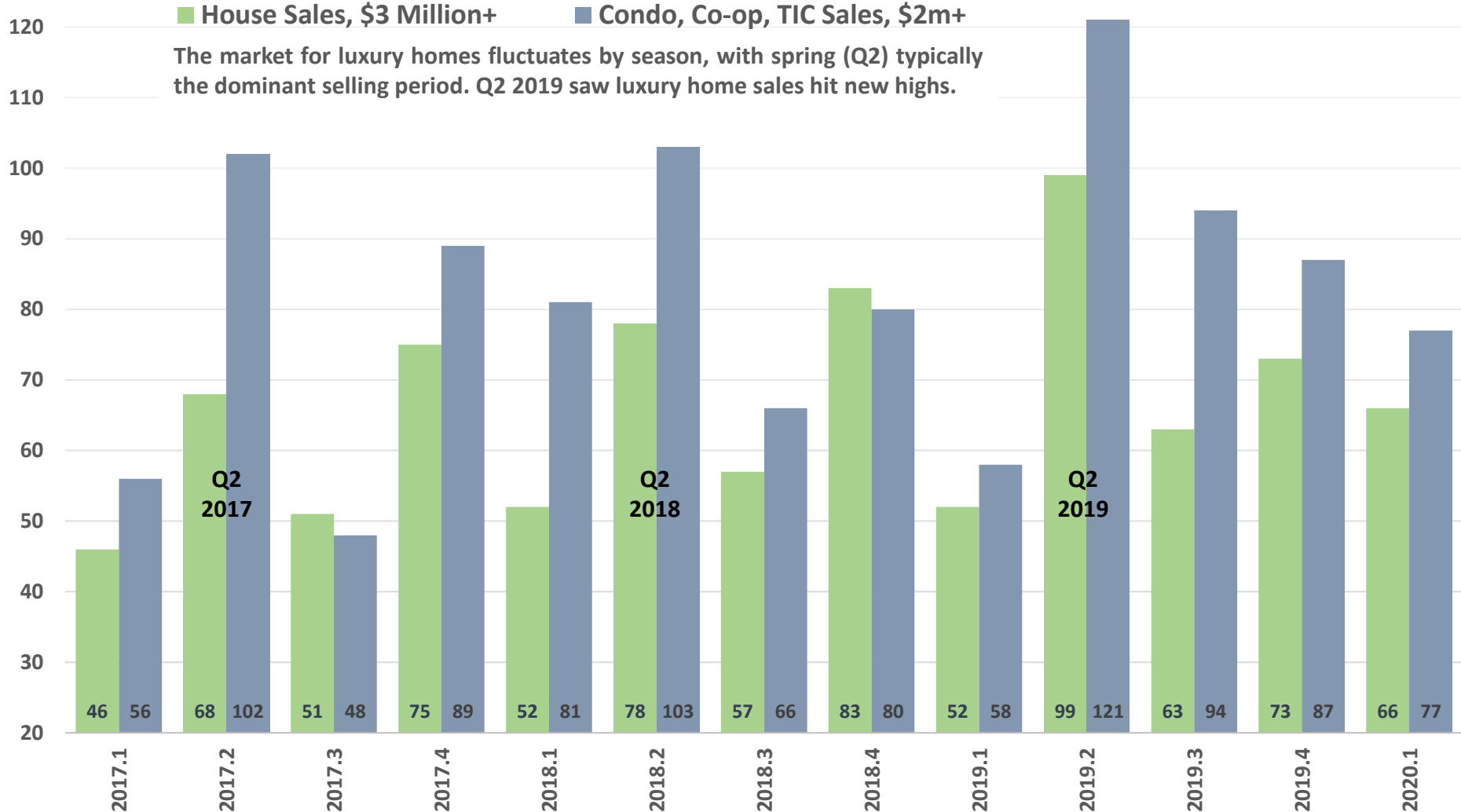
Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



# San Francisco Luxury Home Sales by Quarter

## House Sales - \$3 Million+, Condo Sales - \$2 Million+

Sales reported to MLS



Sales reported to MLS, per Infosparks. Condos include co-op and TIC sales. Not all luxury sales are reported to MLS. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.

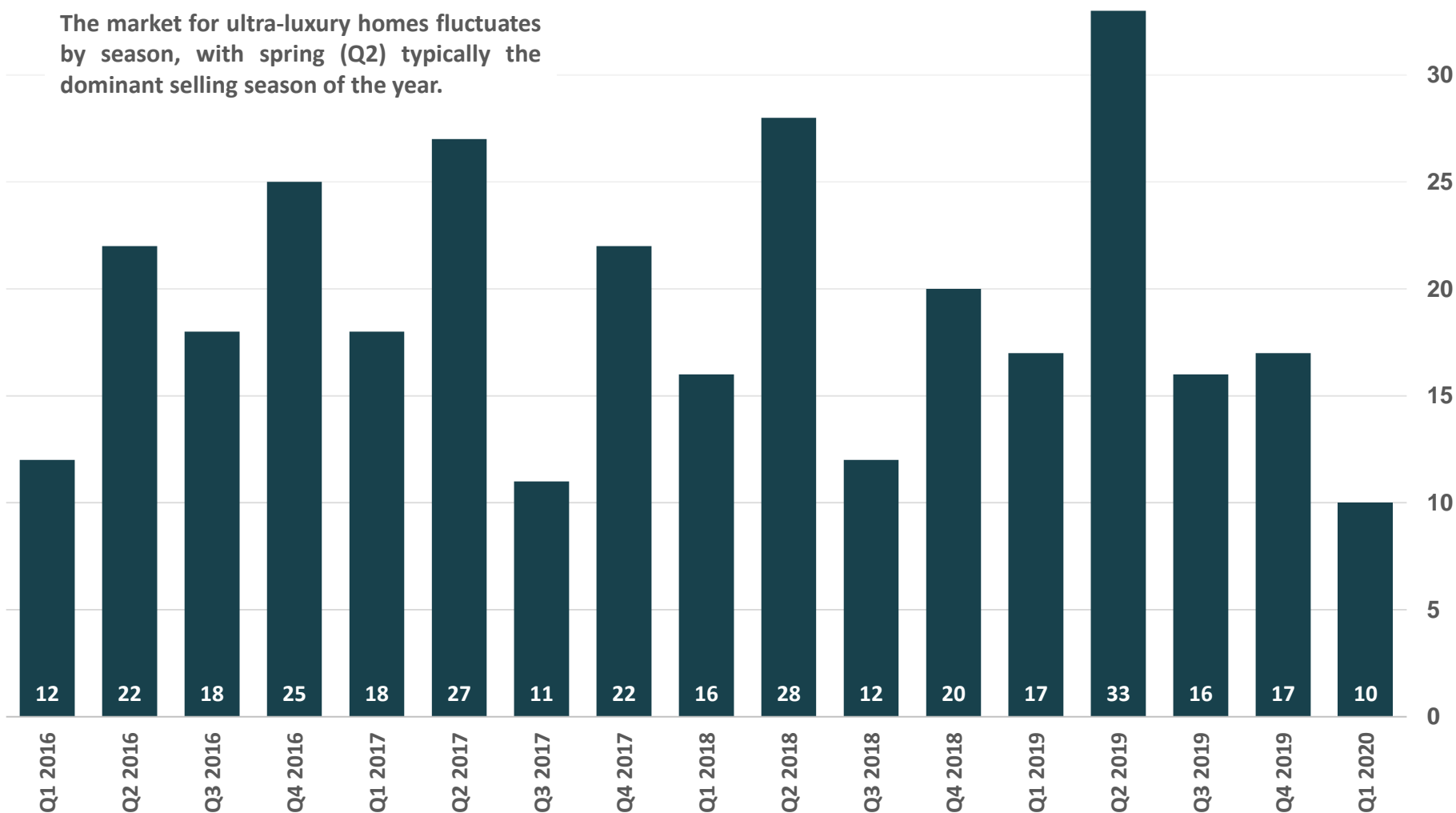


# San Francisco Ultra-Luxury Home Sales by Quarter

## Sales Prices of \$5,000,000 & Above

House, condo and co-op sales reported to MLS

The market for ultra-luxury homes fluctuates by season, with spring (Q2) typically the dominant selling season of the year.



Sales reported to MLS, per Broker Metrics. Not all luxury home sales are reported. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.

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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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