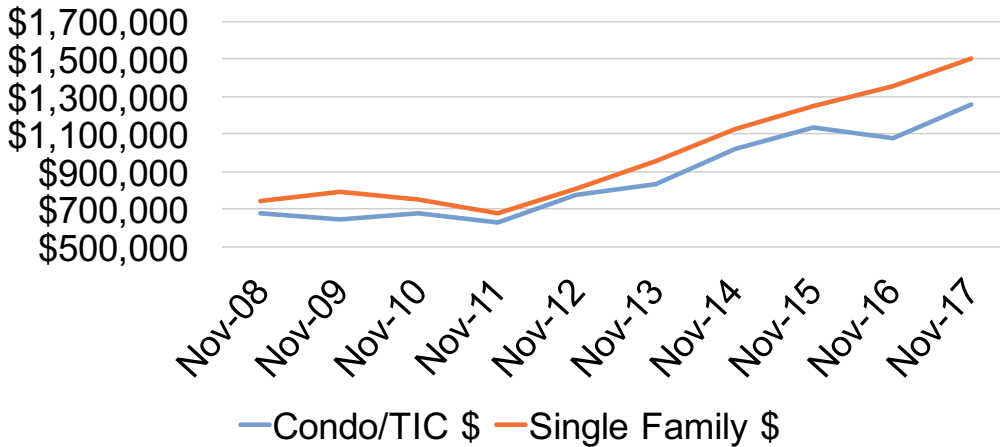


SAN FRANCISCO MARKET UPDATE DECEMBER 2017

The fall months of September through November posted strong results, with the combined median price increasing by about 10%, as compared to the same period last year. There were about 1,400 transactions reported in the MLS during this time period, slightly higher than last year. Median market time improved to record at just 17 days, as compared to 25 days last year. Single family home values have posted a sixth straight month of double-digit percentage gains. Single family home purchasers paid an average of 16% over

list price this fall, as compared to 10% over last year. The middle price tier of \$1.2MM-\$1.8MM saw purchasers paying an average of 22% over list price. Condominium/TIC values have also seen an improvement this fall, with purchasers paying an average of 6% over list price, as compared to 4% last year. Condominium/TIC values also posted a 17% year-over-year gain last month, compared to a 7% decrease during the same month last year.



Condo/TIC
\$1,257,413

+17% year-over-year
+6% ten-year average

Single Family
\$1,500,000

+11% year-over-year
+6% ten-year average

MEDIAN NEIGHBORHOOD VALUES

Neighborhood	Condo/ TIC \$	Condo/ TIC \$/ SqFt	% Over List \$	Single- Family \$	Single- Fam \$/ SqFt	% Over List \$
Pacific/Presidio Heights	\$1,600,000	\$1,188	+1%	\$6,100,000	\$1,458	-1%
Marina/Cow Hollow	\$1,595,000	\$1,161	+8%	\$3,500,000	\$1,393	+3%
Noe Valley	\$1,342,500	\$1,149	+12%	\$2,275,000	\$1,203	+9%
Castro/Duboce Triangle	\$1,418,300	\$1,075	+10%	\$2,620,000	\$1,144	+6%
Cole Valley/Haight-Ashbury	\$1,450,000	\$1,129	+9%	\$2,963,312	\$1,139	+3%
Russian Hill*	\$1,580,000	\$1,228	+3%			
Buena Vista/Corona Heights	\$1,315,000	\$1,138	+14%	\$2,725,000	\$1,143	+6%
Nob Hill*	\$1,300,000	\$1,206	0%			
Lower Pac/Laurel Heights	\$1,387,500	\$1,080	+4%	\$2,747,500	\$1,125	+2%
Alamo Square/NOPA	\$1,235,000	\$988	+14%	\$1,950,000	\$1,130	+12%
Mission Bay	\$1,260,000	\$1,095	+2%			
Mission Dolores	\$1,175,000	\$1,142	+9%			
Hayes Valley	\$1,342,000	\$1,100	+8%	\$2,400,000	\$1,000	+5%
Mission	\$1,025,000	\$1,046	+3%	\$1,717,500	\$940	+9%
South Beach/Yerba Buena	\$1,150,000	\$1,163	0%			
Telegraph Hill	\$1,199,500	\$1,057	+6%			
Dogpatch	\$1,235,000	\$923	+4%			
North Beach/Fisherman's	\$1,075,000	\$1,066	0%			
Potrero Hill	\$1,180,500	\$1,112	+2%	\$1,812,500	\$1,130	+14%
Bernal Heights/Glen Park	\$980,000	\$983	+8%	\$1,500,000	\$1,038	+17%
Richmond	\$1,128,000	\$897	+10%	\$1,625,000	\$859	+18%
Sunset	\$940,750	\$836	+17%	\$1,375,000	\$886	+27%
SOMA	\$990,000	\$929	0%			
Bayview/Hunters Point	\$700,000	\$609	0%	\$825,000	\$603	+9%
Excelsior/Portola				\$1,015,000	\$745	+20%
Diamond Heights	\$830,000	\$817	+8%	\$1,912,500	\$970	+20%
Westwood Park/Sunnyside				\$1,312,500	\$908	+18%
Ingleside Terrace/Lakeside				\$1,825,000	\$899	+23%

Data sources/photos: Freddie Mac, SFAR MLS; Data from Q2 2017 - Q3 2017 was used for neighborhood values. Property types covered: Single-family & condo/TIC/COOP. *Russian Hill and Nob Hill neighborhood values include coop closings. BMRs and senior housing have been excluded from stats, where possible. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2017 Vanguard Properties. All rights reserved. Equal Housing Opportunity. BRE No. 01486075