



Sale prices for single-family homes last month hit a median of \$1,610,000 representing a 7.3% gain from the same time last year. However, this large increase is primarily due to the slow start we had last year. The price per square foot saw a 3.2% increase and the median days on market remained consistent with last year at a highly competitive 14 days. The number of single-family homes sold last month is very close to last year's number, though current inventory levels are much lower which will drive increased competition on hot properties this spring.

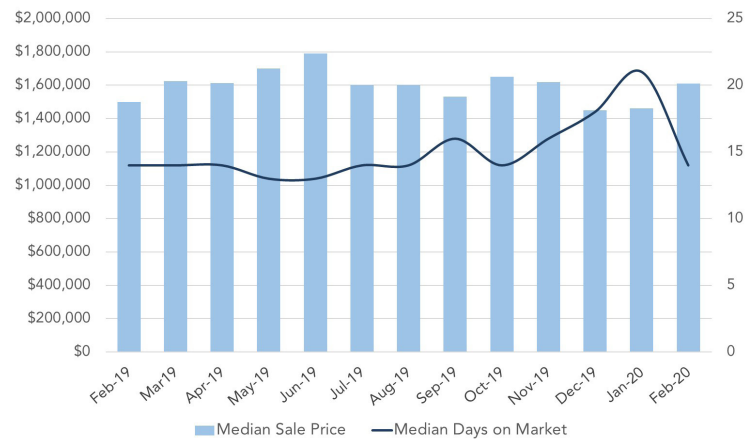
Last week, the California Association of Realtors reported that Bay Area home prices are regaining momentum with cautious buyers stepping back into the market amid low inventory and steady demand. With interest rates at all-time lows (per FreddieMac.com) and the best time to sell a house quickly approaching, it is gearing up to be a busy spring!

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR COMPARISON

	FEB-2020	FEB-2019	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,610,000	\$1,500,000	+7.3%
DAYS ON MARKET	14	14	0.0%
\$ / SQ. FT.	\$970	\$940	+3.2%
<b>TOTAL</b>			
PROPERTIES SOLD	111	113	-1.8%
PROPERTIES FOR SALE	283	366	-22.7%
% OF PROPERTIES SOLD OVER LIST PRICE	72.1%	77.9%	+5.8%
% OF LIST PRICE RECEIVED (AVERAGE)	112.1%	112.6%	-0.5%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE +10.3% DAYS ON MARKET -7 days

### MEDIAN AREA VALUES (ALL OF 2019)

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$6,100,000	\$1,532	100.8%	60
Marina/Cow Hollow	\$3,500,000	\$1,302	101.1%	41
Lower Pac/Laurel Heights	\$3,205,000	\$1,182	102.8%	33
Cole Valley/Haight	\$3,000,000	\$1,166	106.6%	28
Alamo Square/NOPA	\$2,900,000	\$1,066	100.1%	9*
Russian Hill	\$2,875,000	\$1,500	102.3%	16
Castro/Duboce Triangle	\$2,725,000	\$1,327	108.2%	57
Buena Vista/Corona Heights	\$2,700,000	\$1,242	112.7%	23
Hayes Valley	\$2,550,000	\$1,206	111.1%	7*
Noe Valley	\$2,500,000	\$1,273	110.6%	132
Diamond Heights	\$1,972,500	\$880	113.1%	8*
Richmond	\$1,958,000	\$967	109.6%	131
Ingleside Terrace/Lakeside	\$1,950,000	\$793	109.3%	25
Potrero Hill	\$1,937,500	\$1,187	113.0%	35
Bernal Heights/Glen Park	\$1,700,000	\$1,126	115.5%	229
Mission	\$1,700,000	\$962	111.2%	30
Sunset	\$1,480,000	\$960	118.5%	157
Westwood Park/Sunnyside	\$1,420,000	\$1,019	112.7%	56
Excelsior/Portola	\$1,165,000	\$850	115.8%	136
Bayview/Hunters Point	\$950,000	\$683	110.6%	82

\* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR MLS & BrokerMetrics; Data from 1/01/2019 - 12/31/2019 was used for area values. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



Condominium's median sale prices saw an even more dramatic increase last month recording at \$1.3M (a 14.5% gain from February 2019). Though this percent increase is partly due to the slow start we had last year, a median sale price of \$1.3M represents the highest median sale price for condominiums in the month of February to date.

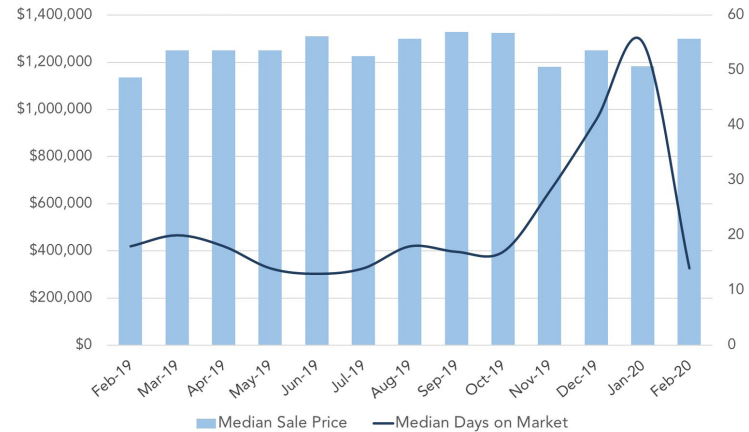
On a yearly basis, the price per square foot increased modestly by 2.8%. Condominiums also sold faster with the median market time shedding 4 days, recording at two weeks on the market. More condominiums sold last month even with lower inventory. Nearly two-thirds of condominiums sold over list price, which is a 10% increase from last year.

## CONDOMINIUMS/TIC/COOPS

### YEAR-OVER-YEAR COMPARISON

	FEB-2020	FEB-2019	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,300,000	\$1,135,000	+14.5%
DAYS ON MARKET	14	18	-22.2%
\$ / SQ. FT.	\$1,141	\$1,110	+2.8%
<b>TOTAL</b>			
PROPERTIES SOLD	168	163	+3.1%
PROPERTIES FOR SALE	501	625	-19.8%
% OF PROPERTIES SOLD OVER LIST PRICE	63.7%	53.4%	+10.3%
% OF LIST PRICE RECEIVED (AVERAGE)	105.4%	104.3%	+1.1%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+9.9%** DAYS ON MARKET **-41 days**

### MEDIAN AREA VALUES (ALL OF 2019)

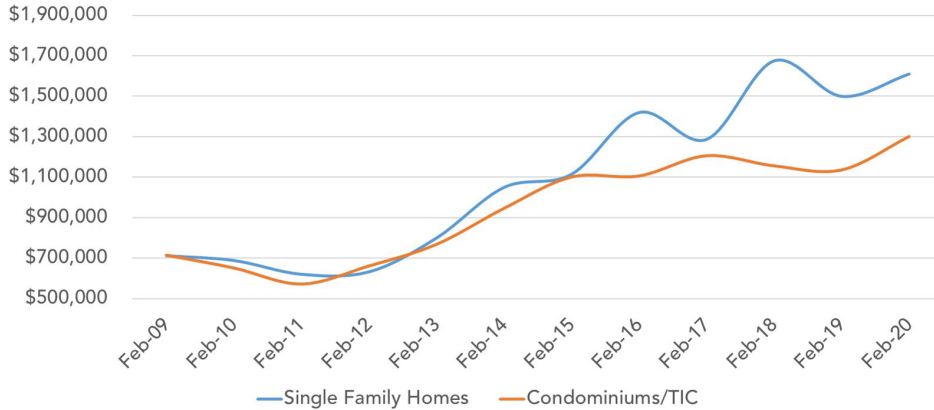
NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Castro/Duboce Triangle	\$1,575,000	\$1,223	112.4%	115
Pacific/Presidio Heights	\$1,562,500	\$1,205	103.9%	210
Marina/Cow Hollow	\$1,537,500	\$1,286	107.7%	106
Buena Vista/Corona Heights	\$1,510,000	\$1,191	111.3%	43
Noe Valley	\$1,505,000	\$1,226	115.0%	112
Russian Hill*	\$1,500,000	\$1,231	104.0%	106
Cole Valley/Haight	\$1,497,500	\$1,134	110.9%	74
Alamo Square/NOPA	\$1,430,000	\$1,134	109.8%	79
Mission Dolores	\$1,425,000	\$1,210	112.9%	55
Lower Pac/Laurel Heights	\$1,400,000	\$1,114	105.9%	55
Mission Bay	\$1,380,000	\$1,175	101.2%	102
Richmond/Lake St	\$1,335,000	\$988	106.9%	122
Bernal Heights/Glen Park	\$1,302,500	\$1,048	112.6%	40
Nob Hill*	\$1,278,000	\$1,163	100.8%	95
Mission	\$1,272,500	\$1,091	106.7%	156
Hayes Valley	\$1,241,000	\$1,226	109.4%	68
Potrero Hill	\$1,210,000	\$1,118	104.6%	76
Sunset	\$1,205,000	\$1,043	113.6%	40
South Beach/Yerba Buena	\$1,200,888	\$1,239	100.4%	359
Dogpatch	\$1,194,000	\$1,011	106.9%	48
North Beach/Fisherman's Wharf	\$1,150,000	\$1,110	103.1%	45
Telegraph Hill	\$1,132,500	\$1,246	102.2%	22
SOMA	\$955,000	\$1,034	103.0%	185
Bayview/Hunters Point	\$742,500	\$678	100.6%	34
Diamond Heights	\$725,500	\$956	104.8%	34

\* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR MLS & InfoSparks; Data from 1/01/2019 - 12/31/2019 was used for area values. Property types covered: condominium/TIC/COOP. Only property data posted on the MLS is covered. 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. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



YEAR-OVER-YEAR COMPARISONS

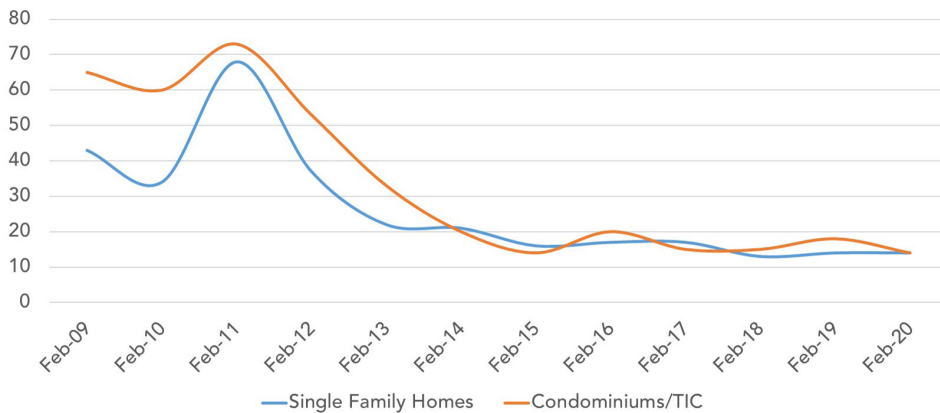
MEDIAN SALE PRICE



Single Family Residences  
**\$1,610,000**  
 +7.3% year-over-year

Condominium/TIC/COOPs  
**\$1,300,000**  
 +14.5% year-over-year

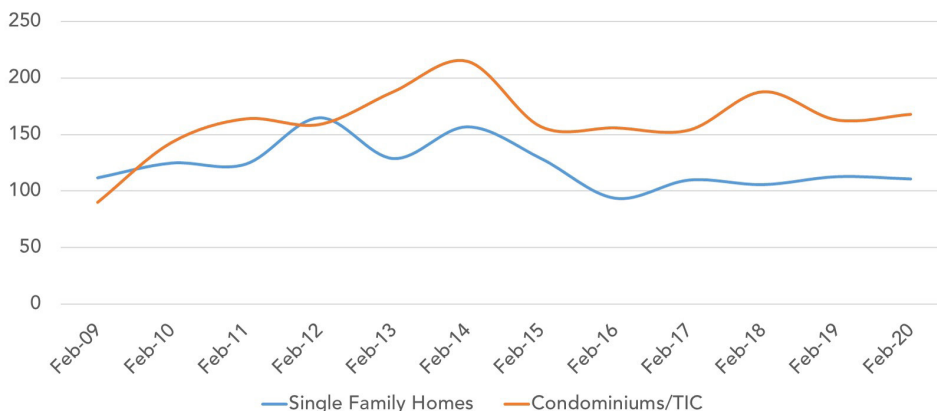
MEDIAN MARKET TIME



Single Family Residences  
**14 days**  
 0 days year-over-year

Condominium/TIC/COOPs  
**14 days**  
 -4 days year-over-year

NUMBER OF SALES



Single Family Residences  
**111**  
 -1.8% year-over-year

Condominium/TIC/COOPs  
**168**  
 +3.1% year-over-year

Sources: SFAR MLS, Single family homes, condominium/TIC/COOP. Only property data posted on the MLS is covered. 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. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075