The San Francisco housing market remains strong as the third quarter ends. The median sale price for single family homes is 15% higher than in Q3 of 2017, reaching $1.57MM. Similarly, the median price per square foot is 8% higher this year at $952. Looking across neighborhoods, the Marina and Cow Hollow top the list for median sale price, while Pacific Heights and Presidio Heights lead on price per square foot. Neighborhoods in District 2 saw the most number of single family homes sold.

### MEDIAN AREA VALUES

<table>
<thead>
<tr>
<th>NEIGHBORHOOD</th>
<th>SINGLE FAMILY</th>
<th>$ / SQ. FT.</th>
<th>OVER LIST</th>
<th>HOMES SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marina/Cow Hollow</td>
<td>$4,947,500</td>
<td>$1,480</td>
<td>-4%</td>
<td>8</td>
</tr>
<tr>
<td>Pacific/Presidio Heights</td>
<td>$4,505,000</td>
<td>$1,559</td>
<td>-10%</td>
<td>11</td>
</tr>
<tr>
<td>Russian Hill</td>
<td>$4,147,000</td>
<td>$1,333</td>
<td>-3%</td>
<td>1*</td>
</tr>
<tr>
<td>Hayes Valley</td>
<td>$3,200,000</td>
<td>$917</td>
<td>11%</td>
<td>3</td>
</tr>
<tr>
<td>Alamo Square/NOPA</td>
<td>$2,982,500</td>
<td>$834</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>Diamond Heights</td>
<td>$2,550,000</td>
<td>$1,019</td>
<td>35%</td>
<td>3</td>
</tr>
<tr>
<td>Lower Pac/Laurel Heights</td>
<td>$2,521,000</td>
<td>$1,306</td>
<td>15%</td>
<td>5</td>
</tr>
<tr>
<td>Castro/Duboce Triangle</td>
<td>$2,500,000</td>
<td>$1,442</td>
<td>4%</td>
<td>13</td>
</tr>
<tr>
<td>Noe Valley</td>
<td>$2,141,000</td>
<td>$1,198</td>
<td>13%</td>
<td>24</td>
</tr>
<tr>
<td>Cole Valley/Haight</td>
<td>$2,050,000</td>
<td>$1,144</td>
<td>11%</td>
<td>9</td>
</tr>
<tr>
<td>Richmond/Lake St</td>
<td>$1,994,146</td>
<td>$940</td>
<td>11%</td>
<td>29</td>
</tr>
<tr>
<td>Buena Vista/Corona Heights</td>
<td>$1,895,000</td>
<td>$1,182</td>
<td>4%</td>
<td>5</td>
</tr>
<tr>
<td>Potrero Hill</td>
<td>$1,775,000</td>
<td>$1,113</td>
<td>21%</td>
<td>6</td>
</tr>
<tr>
<td>Mission</td>
<td>$1,640,000</td>
<td>$977</td>
<td>0%</td>
<td>3</td>
</tr>
<tr>
<td>Bernal Heights/Glen Park</td>
<td>$1,600,000</td>
<td>$1,079</td>
<td>23%</td>
<td>59</td>
</tr>
<tr>
<td>Sunset</td>
<td>$1,436,000</td>
<td>$961</td>
<td>20%</td>
<td>54</td>
</tr>
<tr>
<td>Westwood Park/Sunnyside</td>
<td>$1,385,000</td>
<td>$964</td>
<td>21%</td>
<td>14</td>
</tr>
<tr>
<td>Ingleside Terrace/Lakeside</td>
<td>$1,220,000</td>
<td>$665</td>
<td>33%</td>
<td>10</td>
</tr>
<tr>
<td>Excelsior/Portola</td>
<td>$1,202,500</td>
<td>$793</td>
<td>22%</td>
<td>42</td>
</tr>
<tr>
<td>Bayview/Hunters Point</td>
<td>$882,500</td>
<td>$632</td>
<td>5%</td>
<td>22</td>
</tr>
</tbody>
</table>

*Small sample size (n<3); use caution when interpreting results. | Sources: SFAR MLS. Data from 07/01/2018 - 09/30/2018 was used for neighborhood 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. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075
The median sale price for condominiums/TIC is up 6% to $1.2MM. At the same time, homes are selling faster at a median market time of 19 days; a 14% drop from last year. There were 10% more condominiums/TIC sold in Q3 than at the same time last year. Looking across neighborhoods, Russian Hill leads on median sale price, while the Sunset and Bernal Heights leads in sales over the median sale price. The highest number of condominium/TIC sales occurred in South Beach.

### Condominiums/TIC

#### Year-over-Year Comparison

<table>
<thead>
<tr>
<th></th>
<th>Q3-'18</th>
<th>Q3-'17</th>
<th>%Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sale Price</td>
<td>$1,200,000</td>
<td>$1,130,000</td>
<td>+6%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>19</td>
<td>22</td>
<td>-14%</td>
</tr>
<tr>
<td>$ / Sq. Ft.</td>
<td>$1,130</td>
<td>$1,062</td>
<td>+6%</td>
</tr>
<tr>
<td>Homes Sold</td>
<td>674</td>
<td>613</td>
<td>+10%</td>
</tr>
<tr>
<td>Homes Currently For Sale</td>
<td>573</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Over List Price</td>
<td>10%</td>
<td>8%</td>
<td>+2%</td>
</tr>
</tbody>
</table>

#### Median Area Values

<table>
<thead>
<tr>
<th>Neighborhood</th>
<th>Condominiums/TIC</th>
<th>$ / Sq. Ft.</th>
<th>Over List $</th>
<th>Homes Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Russian Hill</td>
<td>$1,700,000</td>
<td>$1,183</td>
<td>0%</td>
<td>15</td>
</tr>
<tr>
<td>Cole Valley/Haight</td>
<td>$1,512,500</td>
<td>$1,088</td>
<td>9%</td>
<td>17</td>
</tr>
<tr>
<td>Marina/Cow Hollow</td>
<td>$1,512,500</td>
<td>$1,221</td>
<td>12%</td>
<td>23</td>
</tr>
<tr>
<td>Castro/Duboce Triangle</td>
<td>$1,479,500</td>
<td>$1,272</td>
<td>16%</td>
<td>20</td>
</tr>
<tr>
<td>Noe Valley</td>
<td>$1,420,000</td>
<td>$1,198</td>
<td>16%</td>
<td>26</td>
</tr>
<tr>
<td>Pacific/Presidio Heights</td>
<td>$1,410,000</td>
<td>$1,105</td>
<td>9%</td>
<td>36</td>
</tr>
<tr>
<td>Hayes Valley</td>
<td>$1,400,000</td>
<td>$1,239</td>
<td>0%</td>
<td>15</td>
</tr>
<tr>
<td>Telegraph Hill</td>
<td>$1,390,000</td>
<td>$914</td>
<td>7%</td>
<td>4</td>
</tr>
<tr>
<td>Mission Bay</td>
<td>$1,390,000</td>
<td>$1,188</td>
<td>3%</td>
<td>29</td>
</tr>
<tr>
<td>Richmond/Lake St</td>
<td>$1,310,000</td>
<td>$967</td>
<td>1%</td>
<td>31</td>
</tr>
<tr>
<td>Sunset</td>
<td>$1,310,000</td>
<td>$1,016</td>
<td>32%</td>
<td>9</td>
</tr>
<tr>
<td>Bernal Heights/Glen Park</td>
<td>$1,300,000</td>
<td>$1,101</td>
<td>31%</td>
<td>15</td>
</tr>
<tr>
<td>Alamo Square/NOPA</td>
<td>$1,300,000</td>
<td>$1,043</td>
<td>8%</td>
<td>19</td>
</tr>
<tr>
<td>Nob Hill</td>
<td>$1,249,500</td>
<td>$1,217</td>
<td>6%</td>
<td>26</td>
</tr>
<tr>
<td>South Beach/Yerba Buena</td>
<td>$1,199,000</td>
<td>$1,167</td>
<td>4%</td>
<td>110</td>
</tr>
<tr>
<td>Buena Vsta/Corona Heights</td>
<td>$1,185,000</td>
<td>$935</td>
<td>19%</td>
<td>21</td>
</tr>
<tr>
<td>Lower Pac/Laurel Heights</td>
<td>$1,182,500</td>
<td>$1,160</td>
<td>9%</td>
<td>12</td>
</tr>
<tr>
<td>Potrero Hill</td>
<td>$1,165,000</td>
<td>$1,160</td>
<td>11%</td>
<td>18</td>
</tr>
<tr>
<td>Mission Dolores</td>
<td>$1,138,500</td>
<td>$1,256</td>
<td>12%</td>
<td>16</td>
</tr>
<tr>
<td>Dogpatch</td>
<td>$1,075,000</td>
<td>$1,087</td>
<td>5%</td>
<td>18</td>
</tr>
<tr>
<td>North Beach/Fisherman's Wharf</td>
<td>$1,072,500</td>
<td>$1,124</td>
<td>7%</td>
<td>12</td>
</tr>
<tr>
<td>Diamond Heights</td>
<td>$969,000</td>
<td>$684</td>
<td>14%</td>
<td>7</td>
</tr>
<tr>
<td>Mission</td>
<td>$950,000</td>
<td>$1,139</td>
<td>6%</td>
<td>21</td>
</tr>
<tr>
<td>SOMA</td>
<td>$850,000</td>
<td>$1,093</td>
<td>5%</td>
<td>44</td>
</tr>
<tr>
<td>Bayview/Hunters Point</td>
<td>$799,000</td>
<td>$709</td>
<td>3%</td>
<td>9</td>
</tr>
</tbody>
</table>

Sources: SFAR MLS. Data from 07/01/2018 - 09/30/2018 was used for neighborhood values. Property types covered: condominium/TIC/COOP. Only property data posted on the MLS is covered. 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. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075