Monthly Indicators



October 2020

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

New Listings were up 18.0 percent for single family homes and 26.2 percent for Condo/TIC/Coop properties. Pending Sales increased 17.8 percent for single family homes and 7.2 percent for Condo/TIC/Coop properties.

The Median Sales Price was down 1.5 percent to \$1,625,555 for single family homes and 12.6 percent to \$1,157,500 for Condo/TIC/Coop properties. Months Supply of Inventory increased 30.0 percent for single family units and 100.0 percent for Condo/TIC/Coop units.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

Monthly Snapshot

- 1.5% - 12.6% - 4.5%

One-Year Change in Median Sales Price Single Family

One-Year Change in Median Sales Price Condo/TIC/Coop

One-Year Change in Median Sales Price All Property Types

Residential real estate activity in San Francisco County (Districts 1-10) composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Activity Overview	2
Condo/TIC/Coop Activity Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Days on Market Until Sale	9
Inventory of Active Listings	10
% of Properties Sold Over List Price	11
% of List Price Received	12
Housing Affordability Ratio	13
Months Supply of Inventory	14
All Properties Activity Overview	15
Activity by District	16



Single Family Activity Overview





Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	10-2017 10-2018 10-2019 10-2020	245	289	+ 18.0%	2,417	2,637	+ 9.1%
Pending Sales	10-2017 10-2018 10-2019 10-2020	247	291	+ 17.8%	1,880	1,827	- 2.8%
Sold Listings	10-2017 10-2018 10-2019 10-2020	255	285	+ 11.8%	1,803	1,702	- 5.6%
Median Sales Price	10-2017 10-2018 10-2019 10-2020	\$1,650,000	\$1,625,555	- 1.5%	\$1,605,000	\$1,650,000	+ 2.8%
Avg. Sales Price	10-2017 10-2018 10-2019 10-2020	\$1,912,555	\$1,939,754	+ 1.4%	\$2,022,084	\$2,053,602	+ 1.6%
Days on Market	10-2017 10-2018 10-2019 10-2020	22	26	+ 18.2%	25	25	0.0%
Active Listings	10-2017 10-2018 10-2019 10-2020	550	701	+ 27.5%			
% of Properties Sold Over List Price	10-2017 10-2018 10-2019 10-2020	80.8%	68.4%	- 15.3%	77.6%	66.2%	- 14.7%
% of List Price Received	10-2017 10-2018 10-2019 10-2020	114.0%	108.3%	- 5.0%	113.1%	108.2%	- 4.3%
Affordability Ratio	10-2017 10-2018 10-2019 10-2020	33	35	+ 6.1%	33	35	+ 6.1%
Months Supply	10-2017 10-2018 10-2019 10-2020	3.0	3.9	+ 30.0%			

Condo/TIC/Coop Activity Overview



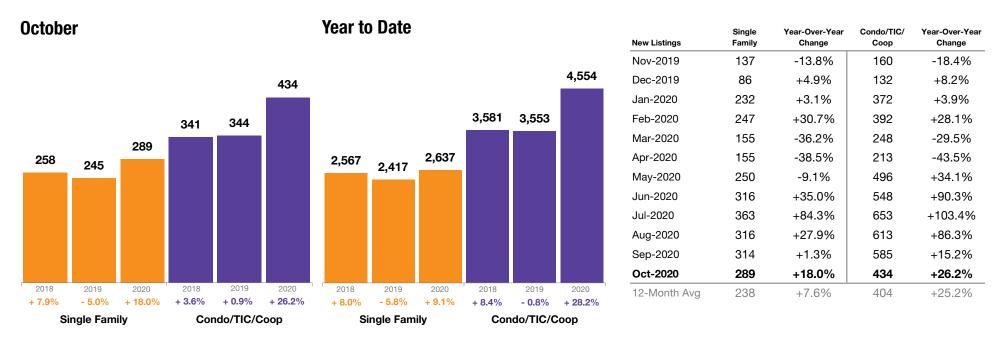
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

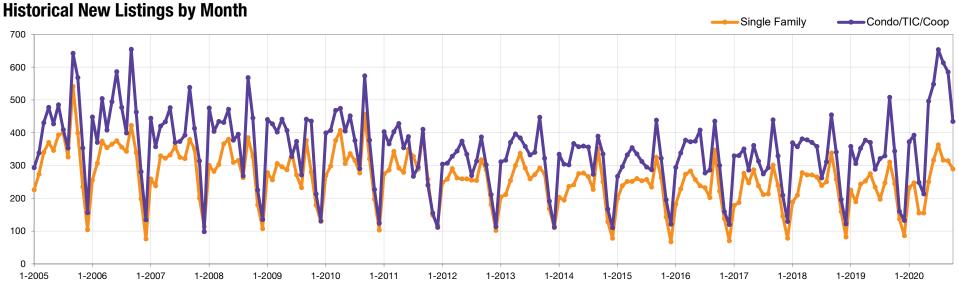
Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	10-2017 10-2018 10-2019 10-2020	344	434	+ 26.2%	3,553	4,554	+ 28.2%
Pending Sales	10-2017 10-2018 10-2019 10-2020	304	326	+ 7.2%	2,489	2,206	- 11.4%
Sold Listings	10-2017 10-2018 10-2019 10-2020	259	289	+ 11.6%	2,366	2,060	- 12.9%
Median Sales Price	10-2017 10-2018 10-2019 10-2020	\$1,325,000	\$1,157,500	- 12.6%	\$1,249,000	\$1,223,500	- 2.0%
Avg. Sales Price	10-2017 10-2018 10-2019 10-2020	\$1,447,421	\$1,263,481	- 12.7%	\$1,367,812	\$1,352,705	- 1.1%
Days on Market	10-2017 10-2018 10-2019 10-2020	28	41	+ 46.4%	34	39	+ 14.7%
Active Listings	10-2017 10-2018 10-2019 10-2020	923	1,693	+ 83.4%			
% of Properties Sold Over List Price	10-2017 10-2018 10-2019 10-2020	65.3%	43.3%	- 33.7%	60.2%	44.2%	- 26.6%
% of List Price Received	10-2017 10-2018 10-2019 10-2020	105.9%	101.3%	- 4.3%	105.7%	101.7%	- 3.8%
Affordability Ratio	10-2017 10-2018 10-2019 10-2020	48	59	+ 22.9%	51	56	+ 9.8%
Months Supply	10-2017 10-2018 10-2019 10-2020	3.9	7.8	+ 100.0%			

New Listings

A count of the properties that have been newly listed on the market in a given month.



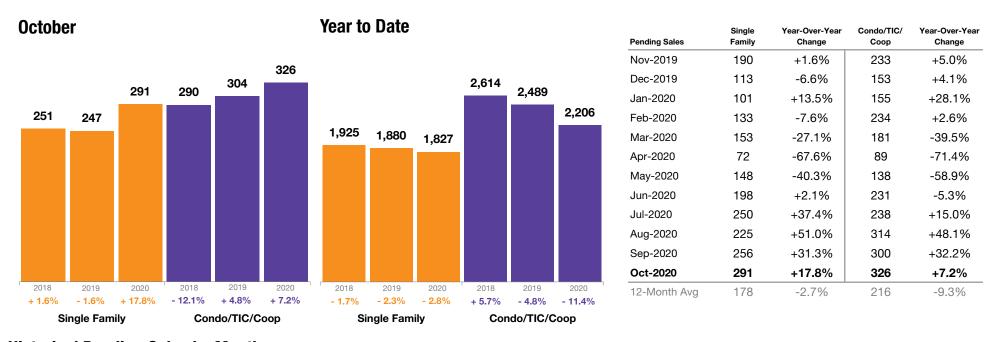


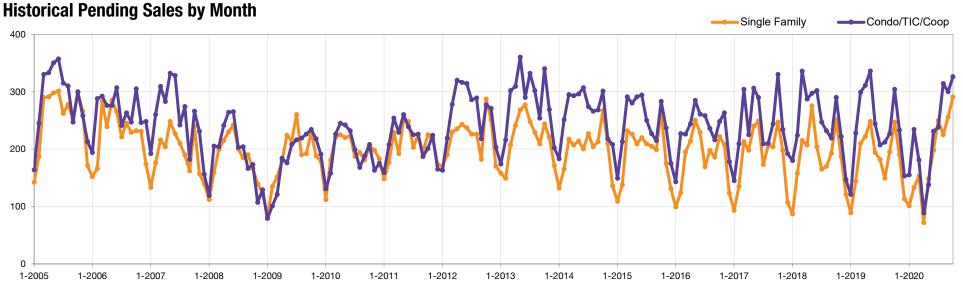


Pending Sales

A count of the properties on which offers have been accepted in a given month.



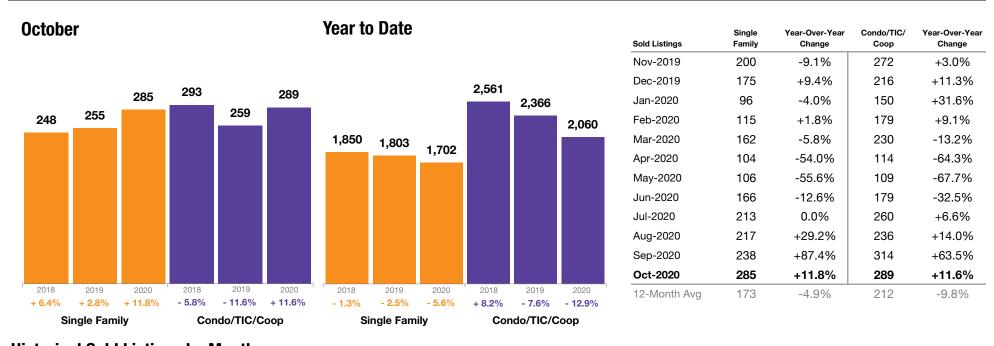


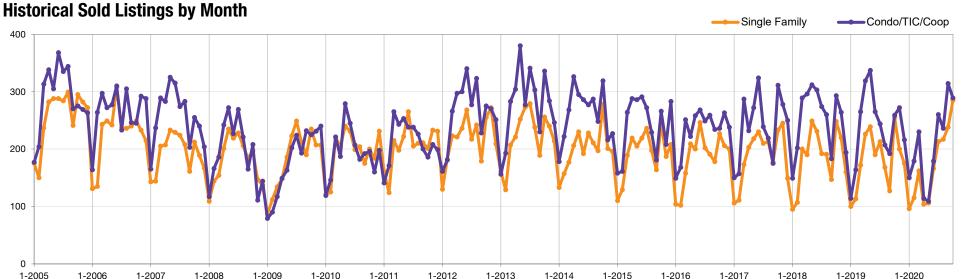


Sold Listings

A count of the actual sales that closed in a given month.



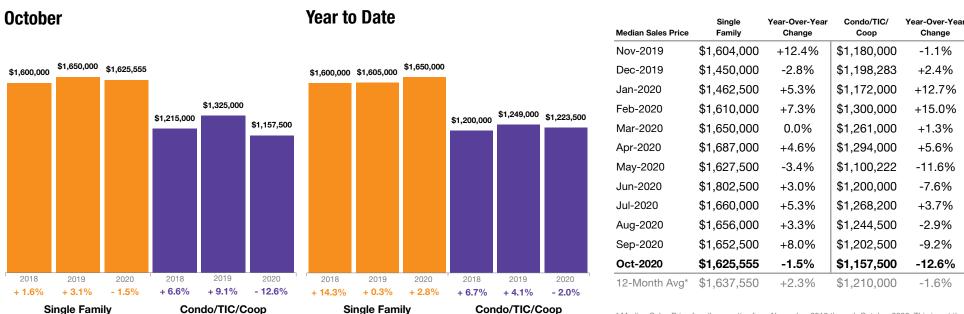




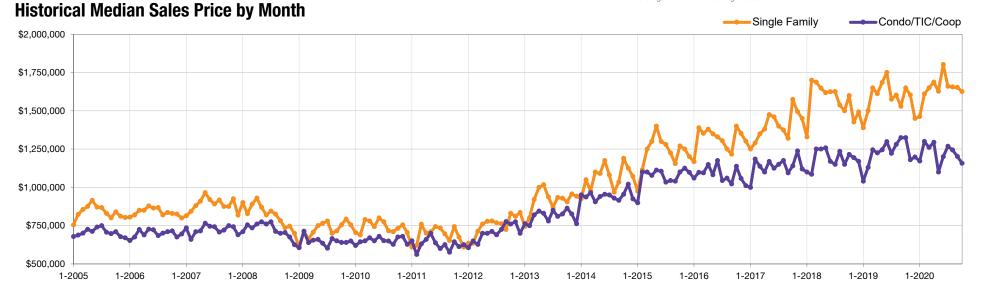
Median Sales Price







^{*} Median Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.



Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

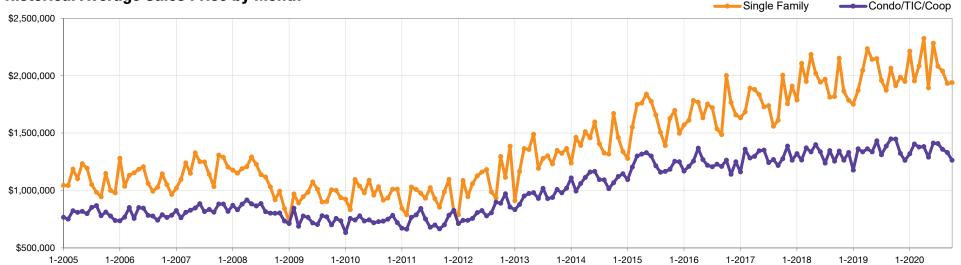


Year to Date October \$2,152,125 \$1,987,999 \$2,022,084 \$2,053,602 \$1,912,555 \$1,939,754 \$1,447,421 \$1,327,182 \$1,367,812 \$1,352,705 \$1,343,310 \$1,263,481 2018 2019 2020 2018 2019 2020 2018 2019 + 7.4% - 11.1% + 1.4% + 5.3% + 7.8% - 12.7% + 12.4% + 1.7% + 1.6% + 3.1% + 3.1% - 1.1% **Single Family** Condo/TIC/Coop Single Family Condo/TIC/Coop

Avg. Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Nov-2019	\$1,986,456	+6.6%	\$1,322,998	+4.7%
Dec-2019	\$1,948,749	+9.1%	\$1,261,689	-5.1%
Jan-2020	\$2,212,609	+26.3%	\$1,319,209	+12.1%
Feb-2020	\$1,953,875	+4.4%	\$1,404,496	+3.0%
Mar-2020	\$2,084,487	+1.9%	\$1,377,863	+3.2%
Apr-2020	\$2,324,543	+4.0%	\$1,381,974	+1.4%
May-2020	\$1,893,729	-11.6%	\$1,289,927	-3.4%
Jun-2020	\$2,282,142	+6.2%	\$1,412,552	-1.4%
Jul-2020	\$2,082,541	+6.3%	\$1,408,069	+7.4%
Aug-2020	\$2,040,201	+9.0%	\$1,358,295	-2.1%
Sep-2020	\$1,932,689	-6.4%	\$1,329,883	-8.3%
Oct-2020	\$1,939,754	+1.4%	\$1,263,481	-12.7%
12-Month Avg*	\$2,038,302	+2.5%	\$1,341,818	-1.0%

^{*} Avg. Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

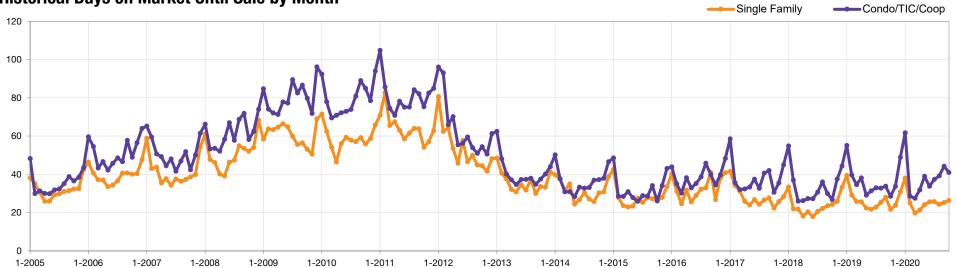


Octobe	er					Year	to Date				
24	22	26	27	28	41	22	25	25	31	34	39
2018 + 9.1% Si	2019 - 8.3 % ingle Fam	2020 + 18.2% ily	2018 - 12.9 % Co n	2019 + 3.7 %	2020 + 46.4 %	2018 - 18. £		2020 0.0%	2018 - 13.9 % Co n	2019 + 9.7 %	2020 + 14.7%

Days on Market	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Nov-2019	24	-7.7%	34	-10.5%
Dec-2019	31	-6.1%	49	+11.4%
Jan-2020	38	-2.6%	62	+12.7%
Feb-2020	25	-13.8%	29	-27.5%
Mar-2020	20	-23.1%	27	-22.9%
Apr-2020	21	-19.2%	32	-15.8%
May-2020	24	+9.1%	39	+34.5%
Jun-2020	26	+18.2%	34	+9.7%
Jul-2020	26	+13.0%	37	+12.1%
Aug-2020	24	-4.0%	39	+18.2%
Sep-2020	25	-10.7%	44	+29.4%
Oct-2020	26	+18.2%	41	+46.4%
12-Month Avg*	26	-0.4%	39	+10.4%

^{*} Days on Market for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

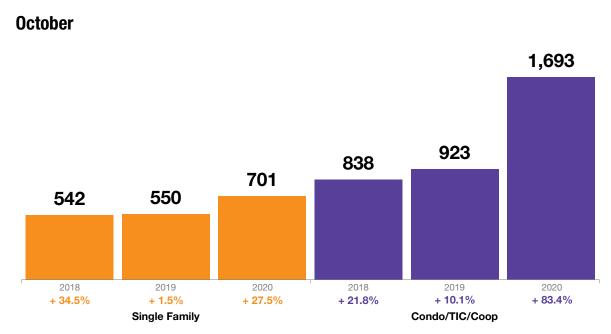
Historical Days on Market Until Sale by Month



Inventory of Active Listings

The number of properties available for sale in active status at the end of a given month.





Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Nov-2019	450	-3.0%	760	+6.0%
Dec-2019	339	+3.0%	561	+10.0%
Jan-2020	452	+0.9%	741	+7.2%
Feb-2020	550	+19.3%	842	+16.8%
Mar-2020	502	+6.6%	763	+6.3%
Apr-2020	556	+14.9%	830	+12.5%
May-2020	634	+33.5%	1,111	+51.2%
Jun-2020	702	+42.1%	1,289	+79.0%
Jul-2020	760	+63.1%	1,579	+114.0%
Aug-2020	794	+52.7%	1,698	+122.5%
Sep-2020	787	+31.8%	1,804	+86.4%
Oct-2020	701	+27.5%	1,693	+83.4%
12-Month Avg*	602	+25.5%	1,139	+52.9%

^{*} Active Listings for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month



% of Properties Sold Over List Price



Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.

October					Year to	Date				
82.7% 80.8%	68.4%	68.3%	65.3%	43.3%	81.7%	77.6%	66.2%	62.2%	60.2%	44.2%
2018 2019 - 1.7% - 2.3%	2020 - 15.3%	2018 + 2.6%	2019 - 4.4%	2020 - 33.7%	2018 + 3.4%	2019 - 5.0%	2020 - 14.7%	2018 + 4.4%	2019 - 3.2%	2020 - 26.6%
Single Fam			ndo/TIC/C			ngle Fam			ndo/TIC/C	

% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Nov-2019	77.5%	+5.3%	64.3%	+18.0%
Dec-2019	66.3%	-2.6%	47.7%	+3.9%
Jan-2020	60.4%	+0.7%	33.3%	-19.2%
Feb-2020	72.2%	-7.3%	62.6%	+18.1%
Mar-2020	78.4%	+7.0%	60.4%	+8.2%
Apr-2020	69.2%	-6.4%	59.6%	+8.0%
May-2020	63.2%	-20.9%	42.2%	-35.1%
Jun-2020	54.2%	-33.2%	33.0%	-48.8%
Jul-2020	64.3%	-22.2%	45.8%	-35.0%
Aug-2020	66.4%	-19.1%	35.2%	-40.2%
Sep-2020	64.7%	-12.6%	35.0%	-41.1%
Oct-2020	68.4%	-15.3%	43.3%	-33.7%
12-Month Avg	67.3%	-12.1%	46.7%	-20.5%

^{* %} of Properties Sold Over List Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

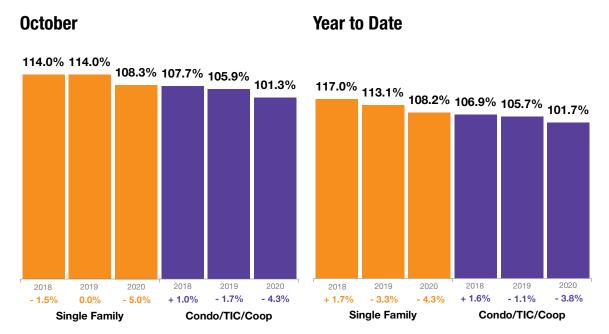
Historical % of Properties Sold Over List Price by Month



% of List Price Received



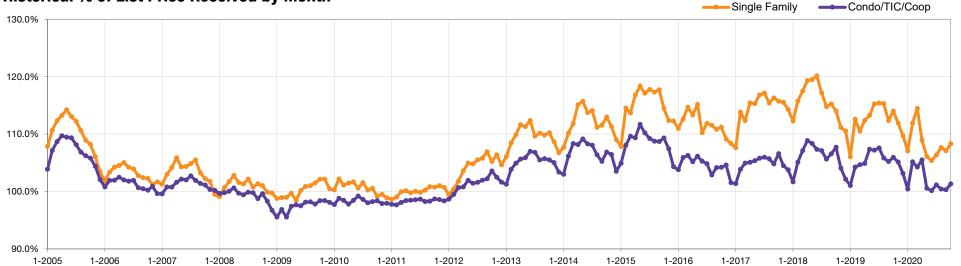
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Nov-2019	111.9%	+0.6%	105.1%	+1.0%
Dec-2019	109.7%	-0.7%	103.1%	+1.0%
Jan-2020	107.1%	+1.0%	100.4%	-0.6%
Feb-2020	111.9%	-0.6%	105.2%	+1.0%
Mar-2020	114.5%	+3.6%	104.3%	-0.4%
Apr-2020	109.0%	-3.0%	105.5%	+0.6%
May-2020	106.1%	-6.3%	100.6%	-6.3%
Jun-2020	105.4%	-8.6%	100.1%	-6.6%
Jul-2020	106.4%	-7.8%	101.2%	-5.9%
Aug-2020	107.6%	-6.7%	100.4%	-5.1%
Sep-2020	107.1%	-4.7%	100.3%	-4.7%
Oct-2020	108.3%	-5.0%	101.3%	-4.3%
12-Month Avg*	108.7%	-3.6%	102.2%	-3.0%

^{* %} of List Price Received for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

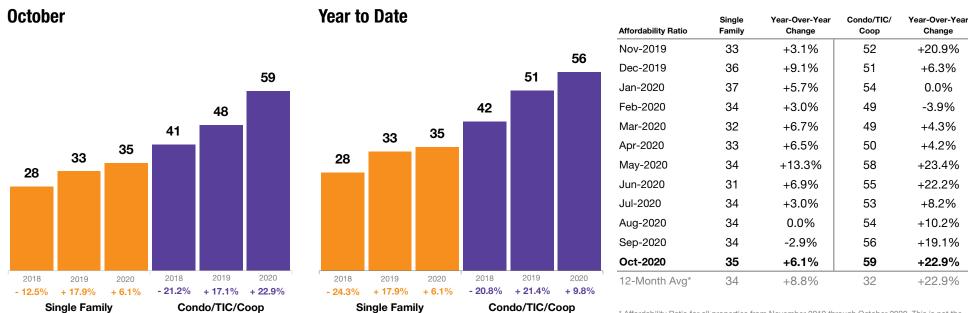
Historical % of List Price Received by Month



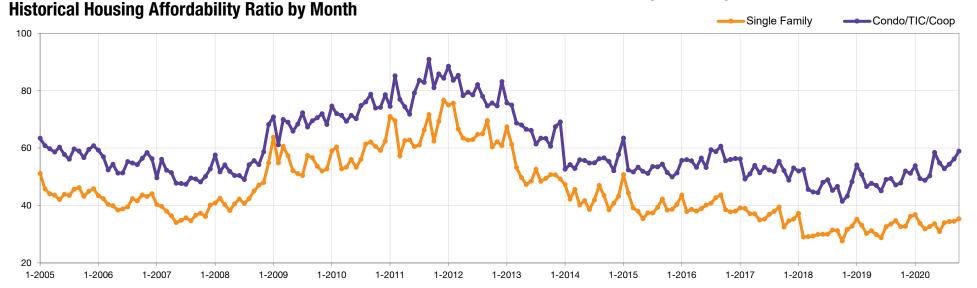
Housing Affordability Ratio



This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



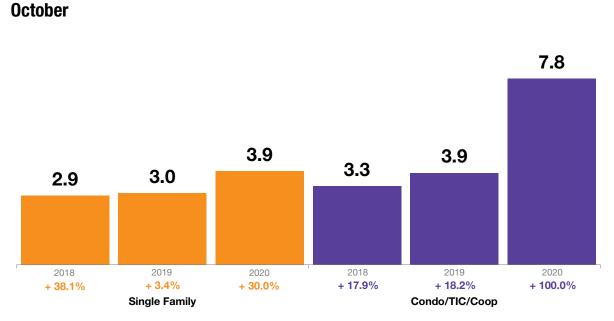
^{*} Affordability Ratio for all properties from November 2019 through October 2020. This is not the average of the individual figures above.



Months Supply of Inventory



The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Nov-2019	2.5	0.0%	3.2	+14.3%
Dec-2019	1.9	+5.6%	2.3	+9.5%
Jan-2020	2.5	+4.2%	3.1	+10.7%
Feb-2020	3.0	+20.0%	3.5	+16.7%
Mar-2020	2.8	+7.7%	3.3	+10.0%
Apr-2020	3.4	+30.8%	3.9	+30.0%
May-2020	4.1	+57.7%	5.6	+86.7%
Jun-2020	4.5	+66.7%	6.5	+116.7%
Jul-2020	4.7	+88.0%	7.9	+154.8%
Aug-2020	4.7	+67.9%	8.2	+156.3%
Sep-2020	4.5	+36.4%	8.4	+104.9%
Oct-2020	3.9	+30.0%	7.8	+100.0%
12-Month Avg*	3.5	+35.6%	5.3	+72.3%

^{*} Months Supply for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview





Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	10-2017 10-2018 10-2019 10-2020	589	723	+ 22.8%	5,970	7,191	+ 20.5%
Pending Sales	10-2017 10-2018 10-2019 10-2020	551	617	+ 12.0%	4,369	4,033	- 7.7%
Sold Listings	10-2017 10-2018 10-2019 10-2020	514	574	+ 11.7%	4,169	3,762	- 9.8%
Median Sales Price	10-2017 10-2018 10-2019 10-2020	\$1,452,500	\$1,387,000	- 4.5%	\$1,395,000	\$1,421,000	+ 1.9%
Avg. Sales Price	10-2017 10-2018 10-2019 10-2020	\$1,678,178	\$1,599,261	- 4.7%	\$1,650,770	\$1,669,804	+ 1.2%
Days on Market	10-2017 10-2018 10-2019 10-2020	25	34	+ 36.0%	30	33	+ 10.0%
Active Listings	10-2017 10-2018 10-2019 10-2020	1,473	2,394	+ 62.5%			
% of Properties Sold Over List Price	10-2017 10-2018 10-2019 10-2020	73.0%	55.7%	- 23.7%	67.8%	54.2%	- 20.1%
% of List Price Received	10-2017 10-2018 10-2019 10-2020	109.9%	104.8%	- 4.6%	108.9%	104.6%	- 3.9%
Affordability Ratio	10-2017 10-2018 10-2019 10-2020	38	43	+ 13.2%	39	41	+ 5.1%
Months Supply	10-2017 10-2018 10-2019 10-2020	3.5	6.1	+ 74.3%			

Activity by District

Key metrics by report month for the districts of San Fransisco.





- SF District 1: Northwest (Sea Cliff, Lake, Jordan Park / Laurel Heights, Outer Richmond, Central Richmond, Inner Richmond, Lone Mountain)
- SF District 2: Central West (Outer Sunset, Central Sunset, Inner Sunset, Outer Parkside, Parkside, Inner Parkside, Golden Gate Heights)
- SF District 3: Southwest (Pine Lake Park, Lake Shore, Merced Manor, Stonestown, Lakeside, Merced Heights, Ingleside, Ingleside, Ingleside Heights, Oceanview)
- SF District 4: Twin Peaks W (Forest Hill (& Ext), W Portal, St Francis Wd, Balboa Terr, Mt Dav Manor, Ingleside Terr, Monterey Hts, Wstwd Pk & H'Inds, Shrwd Fst, Miraloma Pk, Dmnd Hts, Mdtwn Terr)
- SF District 5: Central (Haight Ashbury, Cole Vly / Prnssus Hts, Clarndn Hts, Corona Hts, Twin Pks, Glen Pk, Noe Vly, Eureka Vly / Dolores Hts, Mission Dolores, Duboce Trngl, Buena Vista / Ashbury Hts)
- SF District 6: Central North (Lower Pacific Heights, Anza Vista, Western Addition, North Panhandle, Alamo Square, Hayes Valley)
- SF District 7: North (Marina, Cow Hollow, Presidio Heights, Pacific Heights)
 - F District 8: Northeast (North Waterfront, North Beach, Russian Hill, Telegraph Hill, Nob Hill, Financial District / Barbary Coast, Downtown, Van Ness / Civic Center, Tenderloin)
 - F District 9: Central East (Yerba Buena, South Beach, South of Market, Mission Bay, Inner Mission, Potrero Hill, Central Waterfront / Dogpatch, Bernal Heights)
- SF District 10: Southeast (Outer Mission, Mission Terr, Excelsior, Portola, Bayview, Silver Terr, Hunters Pt, Candlestick Pt, Bayview Hts, Little Hollywood, Visitation Vly, Crocker Amazon)

	Active Listings			Sold Listings			Median Sales Price			Days on Market			Months Supply		
	10-2019	10-2020	+/-	10-2019	10-2020	+/-	10-2019	10-2020	+/-	10-2019	10-2020	+/-	10-2019	10-2020	+/-
Single Family															
1 SF District 1	44	54	+22.7%	20	25	+25.0%	\$2,181,250	\$2,000,000	-8.3%	21	18	-14.3%	2.9	3.1	+6.9%
2 SF District 2	69	64	-7.2%	47	58	+23.4%	\$1,460,000	\$1,560,000	+6.8%	18	20	+11.1%	2.1	2.0	-4.8%
3 SF District 3	34	38	+11.8%	8	20	+150.0%	\$1,306,500	\$1,305,000	-0.1%	23	28	+21.7%	2.9	3.2	+10.3%
4 SF District 4	60	72	+20.0%	36	40	+11.1%	\$1,863,000	\$1,751,225	-6.0%	20	24	+20.0%	2.4	2.9	+20.8%
5 SF District 5	83	122	+47.0%	39	39	0.0%	\$2,495,000	\$2,525,000	+1.2%	16	20	+25.0%	3.0	4.4	+46.7%
6 SF District 6	27	19	-29.6%	2	9	+350.0%	\$3,137,500	\$3,350,000	+6.8%	28	60	+114.3%	8.1	4.6	-43.2%
7 SF District 7	52	69	+32.7%	9	7	-22.2%	\$4,950,000	\$5,500,000	+11.1%	26	25	-3.8%	6.2	10.0	+61.3%
8 SF District 8	25	25	0.0%	2	0	-100.0%	\$1,950,000	\$0	-100.0%	118	0	-100.0%	11.5	13.2	+14.8%
9 SF District 9	70	111	+58.6%	34	35	+2.9%	\$1,775,000	\$1,888,000	+6.4%	20	42	+110.0%	3.7	5.7	+54.1%
10 SF District 10	86	127	+47.7%	58	52	-10.3%	\$1,100,000	\$1,099,445	-0.1%	27	28	+3.7%	2.4	4.0	+66.7%
Condo/TIC/Coop															
1 SF District 1	45	60	+33.3%	17	24	+41.2%	\$1,425,000	\$1,369,500	-3.9%	21	30	+42.9%	3.3	4.6	+39.4%
2 SF District 2	15	20	+33.3%	6	10	+66.7%	\$1,245,000	\$1,034,000	-16.9%	20	24	+20.0%	3.8	4.1	+7.9%
3 SF District 3	13	14	+7.7%	3	4	+33.3%	\$720,000	\$696,500	-3.3%	33	75	+127.3%	3.9	4.8	+23.1%
4 SF District 4	24	26	+8.3%	7	4	-42.9%	\$725,000	\$805,000	+11.0%	22	39	+77.3%	4.7	5.1	+8.5%
5 SF District 5	114	194	+70.2%	50	51	+2.0%	\$1,650,000	\$1,325,000	-19.7%	16	37	+131.3%	3.2	5.2	+62.5%
6 SF District 6	57	156	+173.7%	19	39	+105.3%	\$1,250,000	\$1,155,000	-7.6%	20	33	+65.0%	2.6	7.0	+169.2%
7 SF District 7	91	166	+82.4%	30	33	+10.0%	\$1,544,000	\$1,380,000	-10.6%	23	39	+69.6%	3.5	6.5	+85.7%
8 SF District 8	192	352	+83.3%	40	41	+2.5%	\$1,205,000	\$970,000	-19.5%	34	55	+61.8%	4.9	10.5	+114.3%
9 SF District 9	338	650	+92.3%	86	77	-10.5%	\$1,161,500	\$1,068,000	-8.0%	39	45	+15.4%	4.1	9.6	+134.1%
10 SF District 10	34	55	+61.8%	1	6	+500.0%	\$742,000	\$789,000	+6.3%	105	44	-58.1%	5.7	12.0	+110.5%