Monthly Indicators



June 2020

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

New Listings were down 3.4 percent for single family homes but increased 37.3 percent for Condo/TIC/Coop properties. Pending Sales increased 1.0 percent for single family homes but decreased 6.1 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 3.1 percent to \$1,805,000 for single family homes but decreased 6.7 percent to \$1,212,500 for Condo/TIC/Coop properties. Months Supply of Inventory increased 25.9 percent for single family units and 76.7 percent for Condo/TIC/Coop units.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Monthly Snapshot

+ 3.1%	- 6.7%	+ 6.7%
One-Year Change in	One-Year Change in	One-Year Change in
Median Sales Price	Median Sales Price	Median Sales Price
Single Family	Condo/TIC/Coop	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.

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Single Family Activity Overview





Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	6-2017 6-2018 6-2019 6-2020	233	225	- 3.4%	1,417	1,203	- 15.1%
Pending Sales	6-2017 6-2018 6-2019 6-2020	194	196	+ 1.0%	1,107	805	- 27.3%
Sold Listings	6-2017 6-2018 6-2019 6-2020	190	163	- 14.2%	1,040	743	- 28.6%
Median Sales Price	6-2017 6-2018 6-2019 6-2020	\$1,750,000	\$1,805,000	+ 3.1%	\$1,609,000	\$1,660,000	+ 3.2%
Avg. Sales Price	6-2017 6-2018 6-2019 6-2020	\$2,148,466	\$2,293,960	+ 6.8%	\$2,080,580	\$2,136,711	+ 2.7%
Days on Market	6-2017 6-2018 6-2019 6-2020	22	25	+ 13.6%	26	25	- 3.8%
Active Listings	6-2017 6-2018 6-2019 6-2020	493	536	+ 8.7%			
% of Properties Sold Over List Price	6-2017 6-2018 6-2019 6-2020	81.1%	54.6%	- 32.7%	75.6%	66.4%	- 12.2%
% of List Price Received	6-2017 6-2018 6-2019 6-2020	115.3%	105.5%	- 8.5%	112.2%	109.2%	- 2.7%
Affordability Ratio	6-2017 6-2018 6-2019 6-2020	29	31	+ 6.9%	31	34	+ 9.7%
Months Supply	6-2017 6-2018 6-2019 6-2020	2.7	3.4	+ 25.9%			

Condo/TIC/Coop Activity Overview



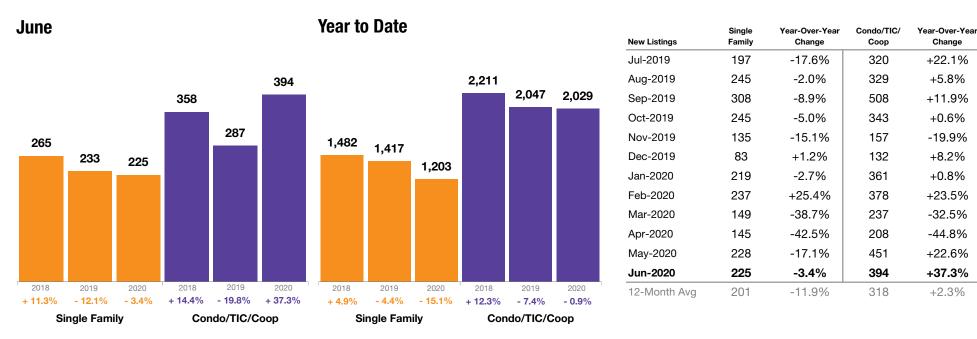
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	6-2017 6-2018 6-2019 6-2020	287	394	+ 37.3%	2,047	2,029	- 0.9%
Pending Sales	6-2017 6-2018 6-2019 6-2020	244	229	- 6.1%	1,539	1,034	- 32.8%
Sold Listings	6-2017 6-2018 6-2019 6-2020	265	174	- 34.3%	1,464	954	- 34.8%
Median Sales Price	6-2017 6-2018 6-2019 6-2020	\$1,299,000	\$1,212,500	- 6.7%	\$1,210,000	\$1,230,000	+ 1.7%
Avg. Sales Price	6-2017 6-2018 6-2019 6-2020	\$1,431,991	\$1,421,706	- 0.7%	\$1,349,837	\$1,373,285	+ 1.7%
Days on Market	6-2017 6-2018 6-2019 6-2020	31	34	+ 9.7%	36	36	0.0%
Active Listings	6-2017 6-2018 6-2019 6-2020	714	1,040	+ 45.7%			
% of Properties Sold Over List Price	6-2017 6-2018 6-2019 6-2020	64.5%	33.3%	- 48.4%	57.9%	49.5%	- 14.5%
% of List Price Received	6-2017 6-2018 6-2019 6-2020	107.2%	100.1%	- 6.6%	105.5%	102.8%	- 2.6%
Affordability Ratio	6-2017 6-2018 6-2019 6-2020	45	54	+ 20.0%	48	54	+ 12.5%
Months Supply	6-2017 6-2018 6-2019 6-2020	3.0	5.3	+ 76.7%			

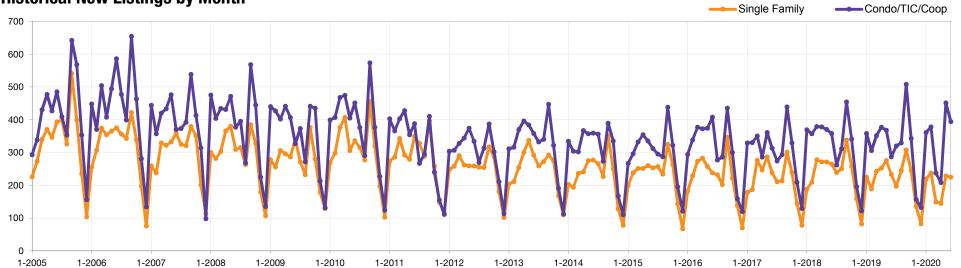
New Listings

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





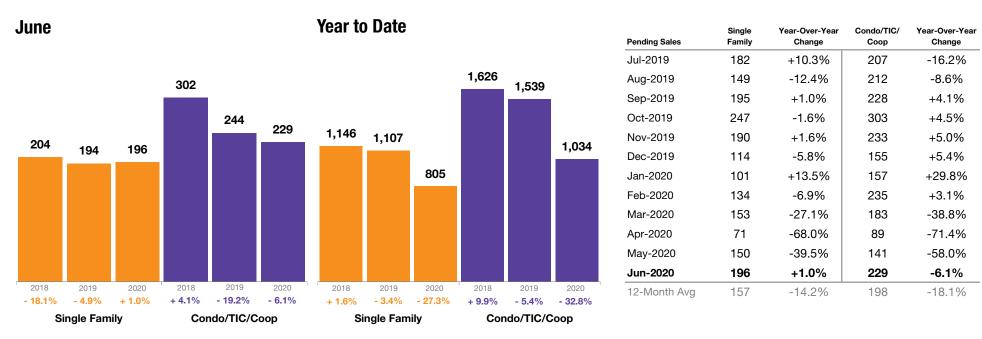
Historical New Listings by Month



Pending Sales

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





Historical Pending Sales by Month Single Family Condo/TIC/Coop 400 200 100 0 1-2005 1-2006 1-2007 1-2008 1-2009 1-2010 1-2011 1-2012 1-2013 1-2014 1-2015 1-2016 1-2017 1-2018 1-2019 1-2020

Sold Listings

1-2005

1-2006

1-2007

1-2008

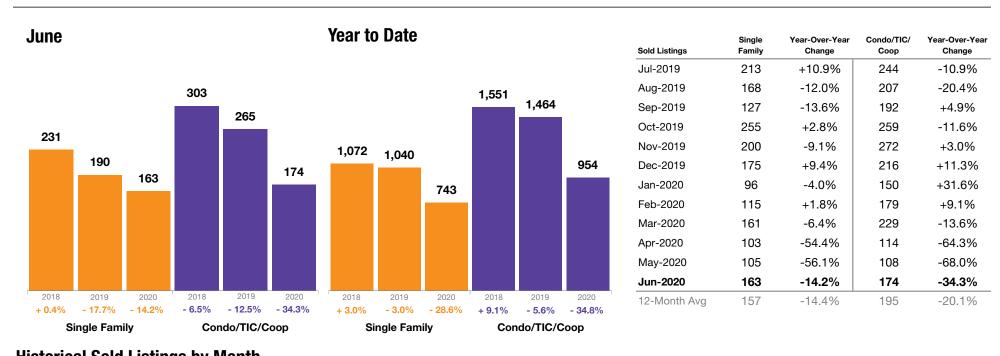
1-2009

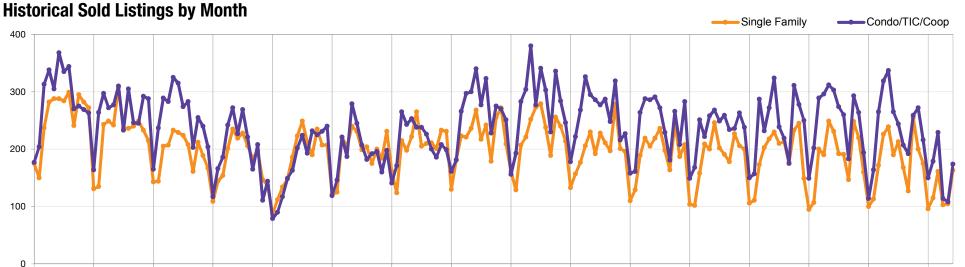
1-2010

1-2011

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







1-2013

1-2014

1-2015

1-2016

1-2012

1-2018

1-2019

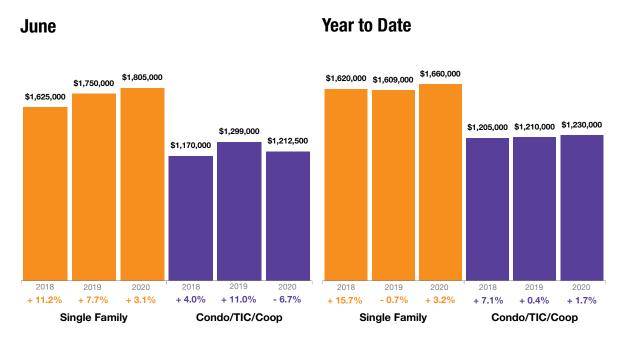
1-2020

1-2017

Median Sales Price



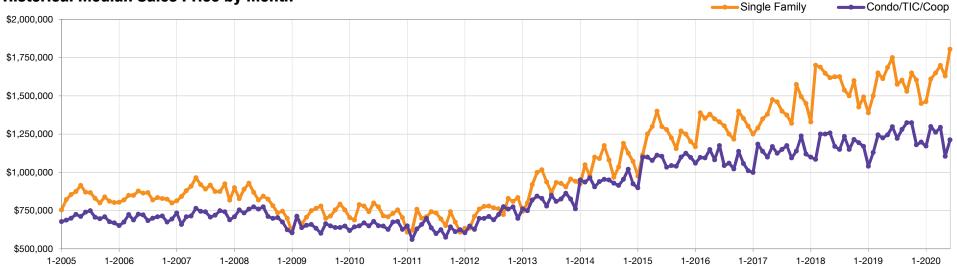




Median Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2019	\$1,576,000	-3.1%	\$1,222,444	+6.3%
Aug-2019	\$1,602,500	+4.2%	\$1,281,250	+3.8%
Sep-2019	\$1,530,000	+2.0%	\$1,325,000	+15.2%
Oct-2019	\$1,650,000	+3.1%	\$1,325,000	+9.1%
Nov-2019	\$1,604,000	+12.4%	\$1,180,000	-1.1%
Dec-2019	\$1,450,000	-2.8%	\$1,198,283	+2.4%
Jan-2020	\$1,462,500	+5.3%	\$1,172,000	+12.7%
Feb-2020	\$1,610,000	+7.3%	\$1,300,000	+15.0%
Mar-2020	\$1,650,000	0.0%	\$1,262,000	+1.4%
Apr-2020	\$1,699,000	+5.4%	\$1,294,000	+5.6%
May-2020	\$1,630,000	-3.3%	\$1,105,111	-11.2%
Jun-2020	\$1,805,000	+3.1%	\$1,212,500	-6.7%
12-Month Avg*	\$1,608,000	+1.8%	\$1,250,000	+4.2%

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

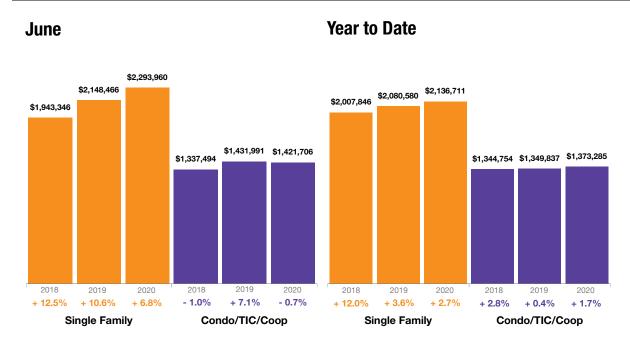
Historical Median Sales Price by Month



Average Sales Price

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

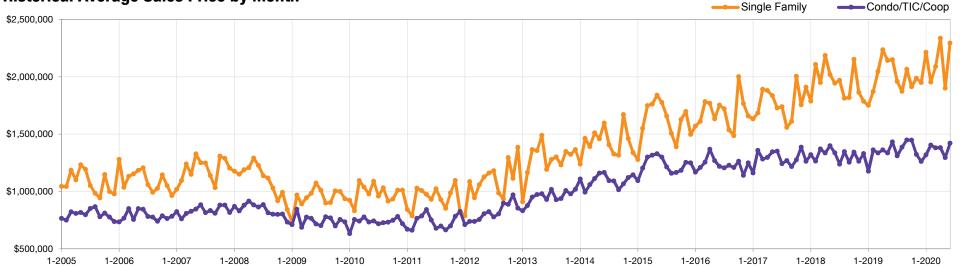




Avg. Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2019	\$1,959,574	-0.5%	\$1,310,687	+5.8%
Aug-2019	\$1,872,478	+3.3%	\$1,386,808	+2.9%
Sep-2019	\$2,065,723	+13.6%	\$1,449,604	+15.4%
Oct-2019	\$1,912,555	-11.1%	\$1,447,421	+7.8%
Nov-2019	\$1,986,456	+6.6%	\$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	\$2,089,204	+2.1%	\$1,380,103	+3.3%
Apr-2020	\$2,335,849	+4.5%	\$1,381,974	+1.4%
May-2020	\$1,900,955	-11.2%	\$1,295,019	-3.0%
Jun-2020	\$2,293,960	+6.8%	\$1,421,706	-0.7%
12-Month Avg*	\$2,024,409	+1.5%	\$1,366,287	+3.2%

^{*} Avg. Sales Price for all properties from July 2019 through June 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.

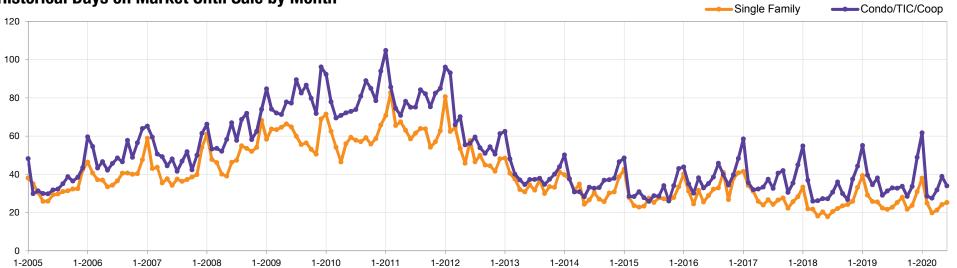


June			Year to Date								
		25	27	31	34		26	25	31	36	36
18	22					21					
2018 - 33.3%	2019 + 22.2 %	2020 + 13.6 %	2018 - 27.0%	2019 + 14.8%	2020 + 9.7%	2018 - 27.6		2020 - 3.8%	2018 - 16.2%	2019 + 16.1%	2020 0.0%
5	ingle Fami	ııy	Con	do/TIC/C	оор		Single Fam	ııy	Con	ido/TIC/C	oop

Days on Market	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2019	23	+9.5%	33	+6.5%
Aug-2019	25	+13.6%	33	-8.3%
Sep-2019	28	+16.7%	34	+13.3%
Oct-2019	22	-8.3%	28	+3.7%
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%	28	-20.0%
Apr-2020	21	-19.2%	32	-15.8%
May-2020	24	+9.1%	39	+34.5%
Jun-2020	25	+13.6%	34	+9.7%
12-Month Avg*	25	-1.3%	35	+1.8%

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

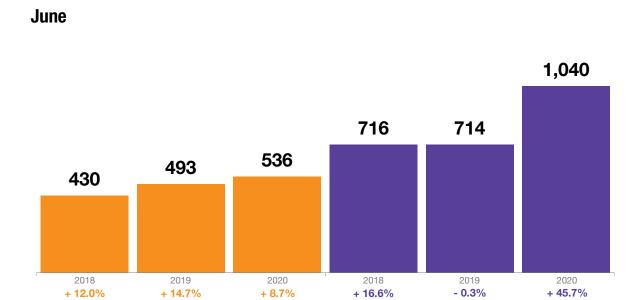
Historical Days on Market Until Sale by Month



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
Jul-2019	465	+0.6%	731	+11.1%
Aug-2019	517	+5.1%	756	+12.7%
Sep-2019	592	-0.2%	960	+12.8%
Oct-2019	545	+0.6%	915	+9.4%
Nov-2019	443	-4.5%	749	+4.8%
Dec-2019	329	0.0%	549	+8.1%
Jan-2020	429	-4.2%	718	+4.2%
Feb-2020	516	+11.9%	804	+11.8%
Mar-2020	461	-2.1%	711	-0.6%
Apr-2020	506	+4.5%	776	+5.6%
May-2020	561	+18.1%	1,013	+38.8%
Jun-2020	536	+8.7%	1,040	+45.7%
12-Month Avg*	492	+3.3%	810	+13.8%

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

Historical Inventory of Active Listings by Month

Single Family

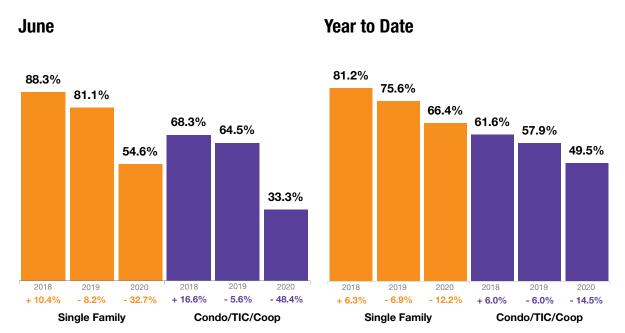


Condo/TIC/Coop

% of Properties Sold Over List Price



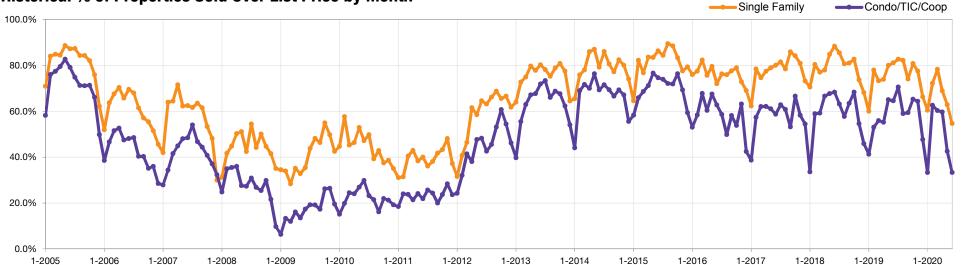
Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.



% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2019	82.6%	-3.3%	70.5%	+11.7%
Aug-2019	82.1%	+1.9%	58.9%	+2.1%
Sep-2019	74.0%	-8.6%	59.4%	-6.3%
Oct-2019	80.8%	-2.3%	65.3%	-4.4%
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	78.3%	+6.8%	60.3%	+8.1%
Apr-2020	68.9%	-6.8%	59.6%	+8.0%
May-2020	62.9%	-21.3%	42.6%	-34.5%
Jun-2020	54.6%	-32.7%	33.3%	-48.4%
12-Month Avg	73.3%	-5.2%	56.6%	-3.5%

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

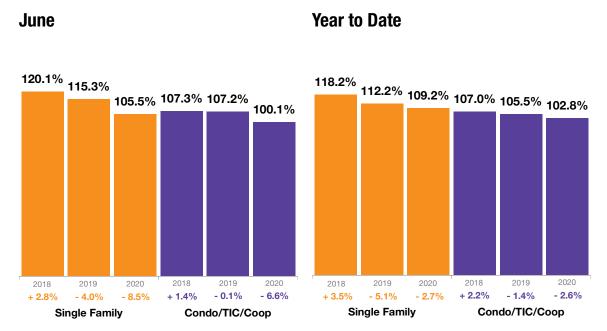
Historical % of Properties Sold Over List Price by Month



% 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
Jul-2019	115.4%	-1.5%	107.6%	+0.5%
Aug-2019	115.3%	+0.4%	105.8%	+0.2%
Sep-2019	112.4%	-2.5%	105.2%	-1.2%
Oct-2019	114.0%	0.0%	105.9%	-1.7%
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	114.4%	+3.5%	104.3%	-0.4%
Apr-2020	108.8%	-3.2%	105.5%	+0.6%
May-2020	106.1%	-6.3%	100.6%	-6.3%
Jun-2020	105.5%	-8.5%	100.1%	-6.6%
12-Month Avg*	111.6%	-1.2%	104.4%	-1.1%

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

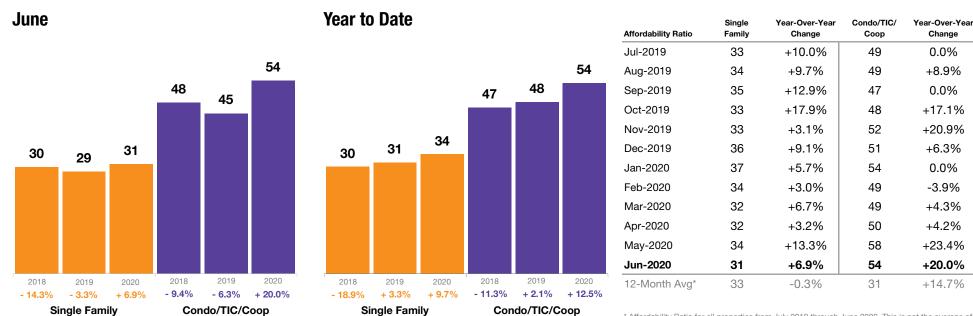
Historical % of List Price Received by Month



Housing Affordability Ratio

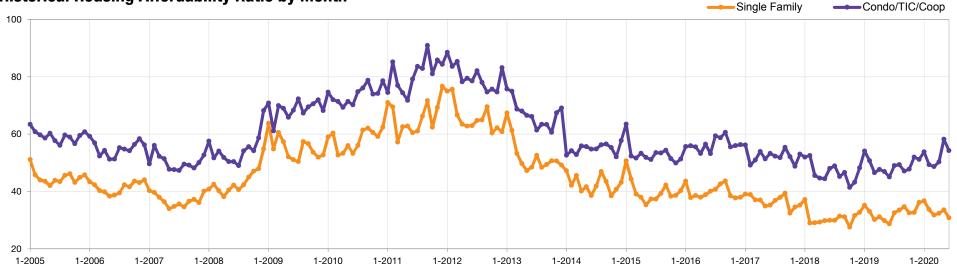


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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

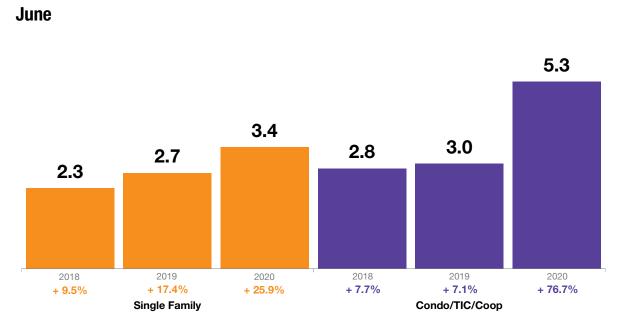
Historical Housing Affordability Ratio by Month



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.



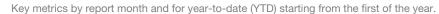
Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2019	2.5	+4.2%	3.1	+19.2%
Aug-2019	2.8	+7.7%	3.2	+23.1%
Sep-2019	3.2	0.0%	4.0	+21.2%
Oct-2019	3.0	+3.4%	3.8	+15.2%
Nov-2019	2.4	-4.0%	3.1	+10.7%
Dec-2019	1.8	0.0%	2.3	+15.0%
Jan-2020	2.3	-4.2%	3.0	+7.1%
Feb-2020	2.8	+12.0%	3.3	+13.8%
Mar-2020	2.6	0.0%	3.0	0.0%
Apr-2020	3.1	+19.2%	3.6	+20.0%
May-2020	3.6	+38.5%	5.1	+70.0%
Jun-2020	3.4	+25.9%	5.3	+76.7%
12-Month Avg*	2.8	+9.3%	3.6	+24.8%

^{*} Months Supply for all properties from July 2019 through June 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	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	6-2017 6-2018 6-2019 6-2020	520	619	+ 19.0%	3,464	3,232	- 6.7%
Pending Sales	6-2017 6-2018 6-2019 6-2020	438	425	- 3.0%	2,646	1,839	- 30.5%
Sold Listings	6-2017 6-2018 6-2019 6-2020	455	337	- 25.9%	2,504	1,697	- 32.2%
Median Sales Price	6-2017 6-2018 6-2019 6-2020	\$1,425,000	\$1,520,000	+ 6.7%	\$1,375,000	\$1,438,000	+ 4.6%
Avg. Sales Price	6-2017 6-2018 6-2019 6-2020	\$1,731,179	\$1,843,597	+ 6.5%	\$1,653,340	\$1,707,537	+ 3.3%
Days on Market	6-2017 6-2018 6-2019 6-2020	27	30	+ 11.1%	32	31	- 3.1%
Active Listings	6-2017 6-2018 6-2019 6-2020	1,207	1,576	+ 30.6%			
% of Properties Sold Over List Price	6-2017 6-2018 6-2019 6-2020	71.4%	43.6%	- 38.9%	65.3%	56.9%	- 12.9%
% of List Price Received	6-2017 6-2018 6-2019 6-2020	110.6%	102.7%	- 7.1%	108.3%	105.6%	- 2.5%
Affordability Ratio	6-2017 6-2018 6-2019 6-2020	34	36	+ 5.9%	36	39	+ 8.3%
Months Supply	6-2017 6-2018 6-2019 6-2020	2.8	4.4	+ 57.1%			

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)
- Central West (Outer Sunset, Central Sunset, Inner Sunset, Outer Parkside, Parkside, Inner Parkside, Golden Gate Heights) SF District 2:
- SF District 3: Southwest (Pine Lake Park, Lake Shore, Merced Manor, Stonestown, Lakeside, Merced Heights, Ingleside, Ingleside Heights, Oceanview)
- 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 4:
- 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)
- Northeast (North Waterfront, North Beach, Russian Hill, Telegraph Hill, Nob Hill, Financial District / Barbary Coast, Downtown, Van Ness / Civic Center, Tenderloin)
- 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		
		6-2019	6-2020	+/-	6-2019	6-2020	+/-	6-2019	6-2020	+/-	6-2019	6-2020	+/-	6-2019	6-2020	+/-
Single F	Family															
1 SF	District 1	31	50	+61.3%	16	19	+18.8%	\$2,275,000	\$2,100,000	-7.7%	23	22	-4.3%	1.9	3.6	+89.5%
2 SF	District 2	68	44	-35.3%	24	28	+16.7%	\$1,540,000	\$1,650,000	+7.1%	16	23	+43.8%	2.2	1.5	-31.8%
3 SF	District 3	21	37	+76.2%	13	10	-23.1%	\$1,505,000	\$1,212,500	-19.4%	26	21	-19.2%	1.8	3.6	+100.0%
4 SF	District 4	45	61	+35.6%	34	23	-32.4%	\$1,822,500	\$1,700,000	-6.7%	17	29	+70.6%	1.6	2.9	+81.3%
5 SF	District 5	78	98	+25.6%	32	34	+6.3%	\$2,563,000	\$2,841,250	+10.9%	20	26	+30.0%	2.8	3.9	+39.3%
6 SF	District 6	21	18	-14.3%	6	4	-33.3%	\$2,365,000	\$3,240,000	+37.0%	17	15	-11.8%	5.1	5.7	+11.8%
7 SF	District 7	47	45	-4.3%	7	8	+14.3%	\$8,582,000	\$4,575,000	-46.7%	30	11	-63.3%	5.6	6.5	+16.1%
8 SF	District 8	21	24	+14.3%	4	2	-50.0%	\$2,777,500	\$4,195,000	+51.0%	29	107	+269.0%	9.2	11.4	+23.9%
9 SF	District 9	57	64	+12.3%	17	16	-5.9%	\$1,750,000	\$1,792,500	+2.4%	22	24	+9.1%	3.0	3.9	+30.0%
10 SF	District 10	104	95	-8.7%	37	19	-48.6%	\$1,030,000	\$1,150,000	+11.7%	28	31	+10.7%	2.9	3.2	+10.3%
Condo/	TIC/Coop															
1 SF	District 1	32	35	+9.4%	12	9	-25.0%	\$1,327,500	\$1,420,000	+7.0%	43	17	-60.5%	2.3	3.0	+30.4%
2 SF	District 2	7	13	+85.7%	3	3	0.0%	\$1,375,000	\$1,620,000	+17.8%	8	8	0.0%	1.9	3.2	+68.4%
3 SF	District 3	7	6	-14.3%	3	1	-66.7%	\$900,000	\$1,200,000	+33.3%	88	50	-43.2%	2.2	2.2	0.0%
4 SF	District 4	11	11	0.0%	5	3	-40.0%	\$1,200,000	\$810,000	-32.5%	19	16	-15.8%	2.3	2.0	-13.0%
5 SF	District 5	69	135	+95.7%	46	23	-50.0%	\$1,460,000	\$1,650,000	+13.0%	14	36	+157.1%	1.9	4.4	+131.6%
6 SF	District 6	56	75	+33.9%	26	21	-19.2%	\$1,400,000	\$1,025,000	-26.8%	33	31	-6.1%	2.7	4.1	+51.9%
7 SF	District 7	64	91	+42.2%	29	30	+3.4%	\$1,850,000	\$1,622,000	-12.3%	49	31	-36.7%	2.6	3.9	+50.0%
8 SF	District 8	172	216	+25.6%	41	26	-36.6%	\$1,008,000	\$1,045,000	+3.7%	30	50	+66.7%	4.1	7.0	+70.7%
9 SF	District 9	261	423	+62.1%	93	53	-43.0%	\$1,200,000	\$1,140,000	-5.0%	30	33	+10.0%	3.0	6.3	+110.0%
10 SF	District 10	35	35	0.0%	7	5	-28.6%	\$775,000	\$808,000	+4.3%	65	39	-40.0%	5.7	7.6	+33.3%