# **Monthly Indicators**



#### August 2020

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

New Listings were down 15.8 percent for single family homes but increased 41.3 percent for Condo/TIC/Coop properties. Pending Sales increased 48.3 percent for single family homes and 45.8 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 3.3 percent to \$1,656,000 for single family homes but decreased 2.9 percent to \$1,244,500 for Condo/TIC/Coop properties. Months Supply of Inventory increased 28.6 percent for single family units and 115.6 percent for Condo/TIC/Coop units.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

### **Monthly Snapshot**

+ 3.3%	- 2.9%	+ 3.6%	
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.

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	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	8-2017 8-2018 8-2019 8-2020	247	208	- 15.8%	1,862	1,849	- 0.7%
Pending Sales	8-2017 8-2018 8-2019 8-2020	149	221	+ 48.3%	1,438	1,278	- 11.1%
Sold Listings	8-2017 8-2018 8-2019 8-2020	168	215	+ 28.0%	1,421	1,176	- 17.2%
Median Sales Price	8-2017 8-2018 8-2019 8-2020	\$1,602,500	\$1,656,000	+ 3.3%	\$1,605,000	\$1,656,750	+ 3.2%
Avg. Sales Price	8-2017 8-2018 8-2019 8-2020	\$1,872,478	\$2,039,179	+ 8.9%	\$2,037,838	\$2,106,157	+ 3.4%
Days on Market	8-2017 8-2018 8-2019 8-2020	25	24	- 4.0%	25	25	0.0%
Active Listings	8-2017 8-2018 8-2019 8-2020	520	608	+ 16.9%			
% of Properties Sold Over List Price	8-2017 8-2018 8-2019 8-2020	82.1%	66.5%	- 19.0%	77.4%	66.0%	- 14.7%
% of List Price Received	8-2017 8-2018 8-2019 8-2020	115.3%	107.7%	- 6.6%	113.1%	108.4%	- 4.2%
Affordability Ratio	8-2017 8-2018 8-2019 8-2020	34	34	0.0%	33	34	+ 3.0%
Months Supply	8-2017 8-2018 8-2019 8-2020	2.8	3.6	+ 28.6%			

# **Condo/TIC/Coop Activity Overview**



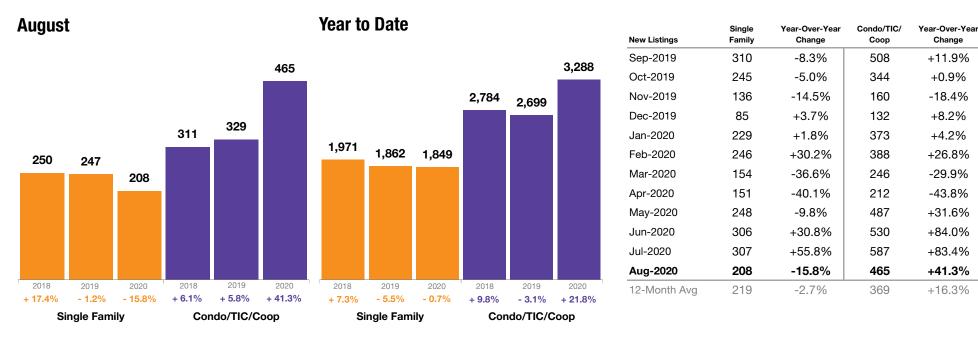
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

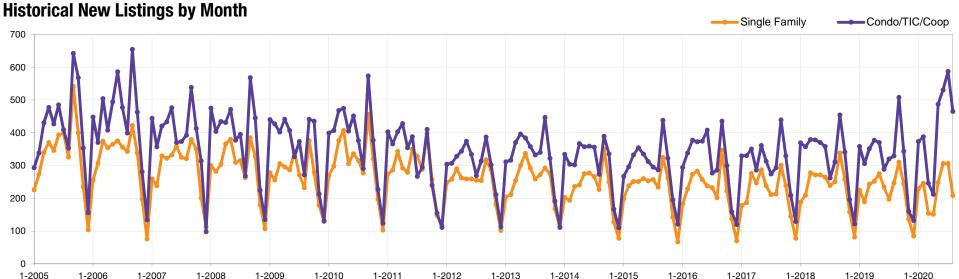
Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	8-2017 8-2018 8-2019 8-2020	329	465	+ 41.3%	2,699	3,288	+ 21.8%
Pending Sales	8-2017 8-2018 8-2019 8-2020	212	309	+ 45.8%	1,958	1,581	- 19.3%
Sold Listings	8-2017 8-2018 8-2019 8-2020	207	236	+ 14.0%	1,915	1,455	- 24.0%
Median Sales Price	8-2017 8-2018 8-2019 8-2020	\$1,281,250	\$1,244,500	- 2.9%	\$1,220,000	\$1,250,000	+ 2.5%
Avg. Sales Price	8-2017 8-2018 8-2019 8-2020	\$1,386,808	\$1,358,295	- 2.1%	\$1,348,845	\$1,375,982	+ 2.0%
Days on Market	8-2017 8-2018 8-2019 8-2020	33	39	+ 18.2%	35	37	+ 5.7%
Active Listings	8-2017 8-2018 8-2019 8-2020	759	1,442	+ 90.0%			
% of Properties Sold Over List Price	8-2017 8-2018 8-2019 8-2020	58.9%	35.2%	- 40.2%	59.6%	46.4%	- 22.1%
% of List Price Received	8-2017 8-2018 8-2019 8-2020	105.8%	100.4%	- 5.1%	105.8%	102.1%	- 3.5%
Affordability Ratio	8-2017 8-2018 8-2019 8-2020	49	54	+ 10.2%	52	54	+ 3.8%
Months Supply	8-2017 8-2018 8-2019 8-2020	3.2	6.9	+ 115.6%			

### **New Listings**

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



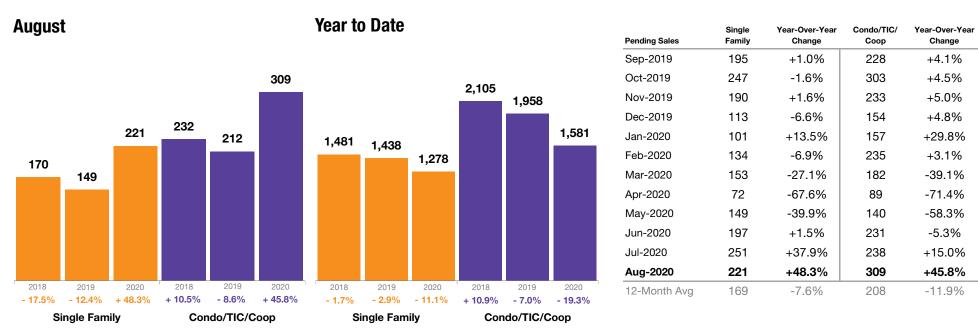


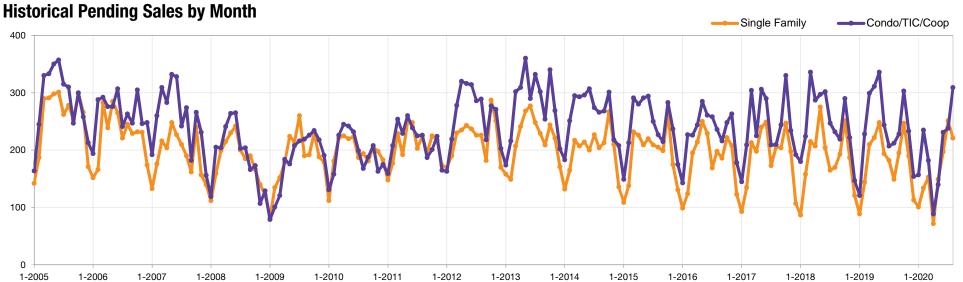


### **Pending Sales**

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



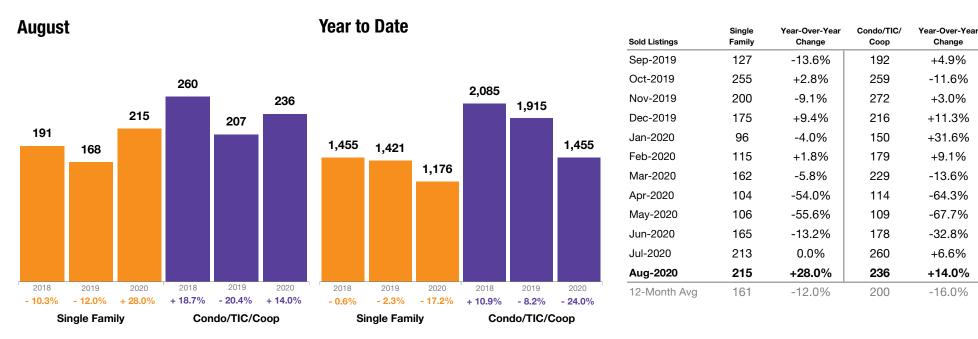


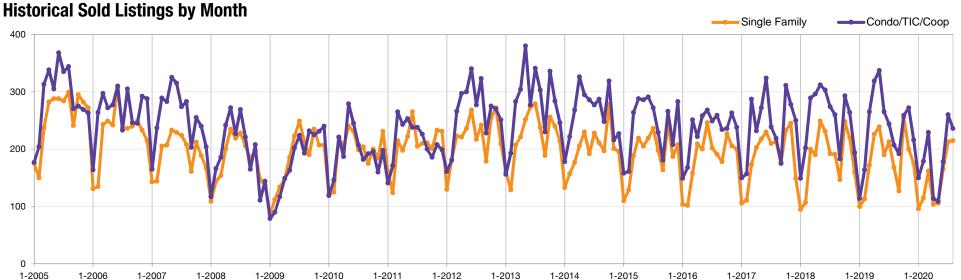


### **Sold Listings**

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



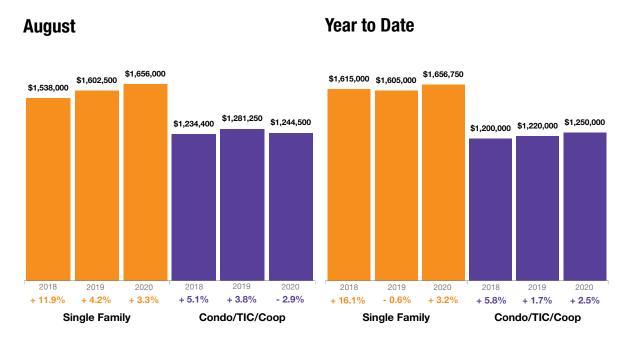




### **Median Sales Price**



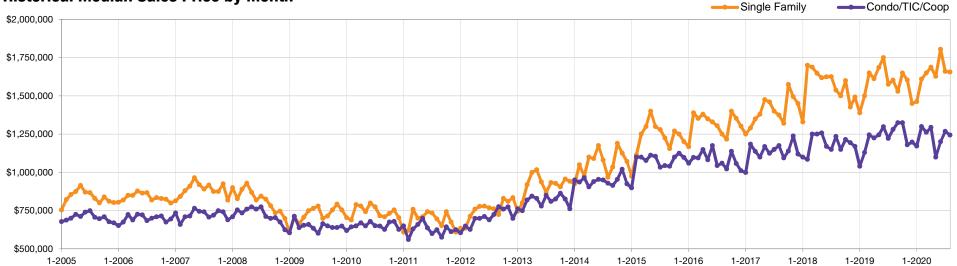




Median Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Sep-2019	\$1,530,000	+2.0%	\$1,325,000	+15.2%
Oct-2019	\$1,650,000	+3.1%	\$1,325,000	+9.1%
Nov-2019	\$1,604,000	+12.4%	\$1,180,000	-1.1%
Dec-2019	\$1,450,000	-2.8%	\$1,198,283	+2.4%
Jan-2020	\$1,462,500	+5.3%	\$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	\$1,687,000	+4.6%	\$1,294,000	+5.6%
May-2020	\$1,627,500	-3.4%	\$1,100,222	-11.6%
Jun-2020	\$1,805,000	+3.1%	\$1,200,000	-7.6%
Jul-2020	\$1,660,000	+5.3%	\$1,268,200	+3.7%
Aug-2020	\$1,656,000	+3.3%	\$1,244,500	-2.9%
12-Month Avg*	\$1,625,000	+3.1%	\$1,250,000	+4.1%

<sup>\*</sup> Median Sales Price for all properties from September 2019 through August 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.

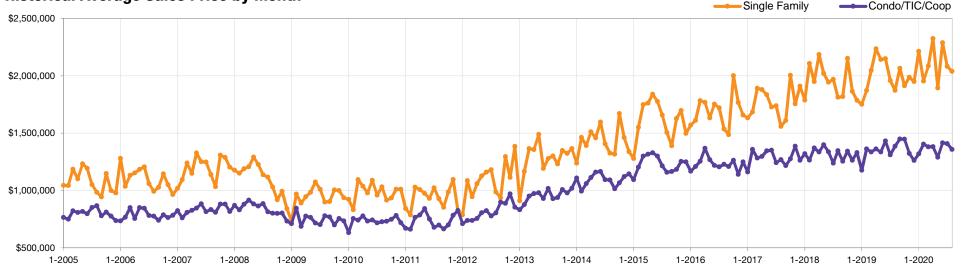


#### **Year to Date August** \$1,977,120 \$2,037,838 \$2,106,157 \$2,039,179 \$1,812,344 \$1,872,478 \$1,331,169 \$1,348,845 \$1,375,982 \$1,347,161 \$1,386,808 \$1,358,295 2018 2019 2020 2019 2018 2019 2018 + 16.2% + 3.3% + 8.9% + 6.1% + 2.9% - 2.1% + 12.9% + 3.1% + 3.4% + 2.7% + 1.3% + 2.0% **Single Family** Condo/TIC/Coop Single Family Condo/TIC/Coop

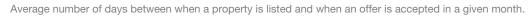
Avg. Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Sep-2019	\$2,065,723	+13.6%	\$1,449,604	+15.4%
Oct-2019	\$1,912,555	-11.1%	\$1,447,421	+7.8%
Nov-2019	\$1,986,456	+6.6%	\$1,322,998	+4.7%
Dec-2019	\$1,948,749	+9.1%	\$1,261,689	-5.1%
Jan-2020	\$2,212,609	+26.3%	\$1,319,209	+12.1%
Feb-2020	\$1,953,875	+4.4%	\$1,404,496	+3.0%
Mar-2020	\$2,084,487	+1.9%	\$1,380,103	+3.3%
Apr-2020	\$2,324,543	+4.0%	\$1,381,974	+1.4%
May-2020	\$1,893,871	-11.6%	\$1,289,927	-3.4%
Jun-2020	\$2,288,124	+6.5%	\$1,415,291	-1.2%
Jul-2020	\$2,082,541	+6.3%	\$1,408,069	+7.4%
Aug-2020	\$2,039,179	+8.9%	\$1,358,295	-2.1%
12-Month Avg*	\$2,051,325	+2.5%	\$1,373,283	+3.0%

<sup>\*</sup> Avg. Sales Price for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

#### **Historical Average Sales Price by Month**



### **Days on Market Until Sale**



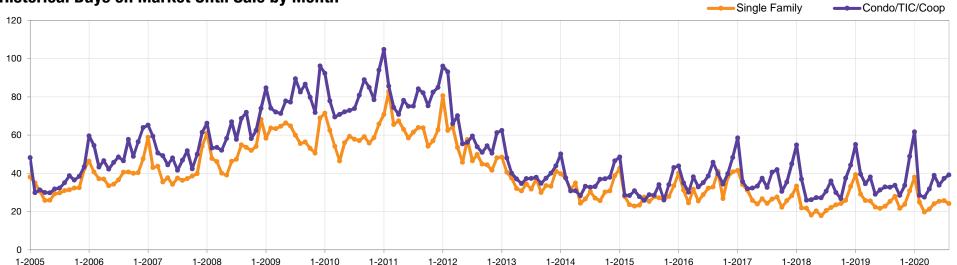


August					Year to Date						
			36	33	39		25	05	31	35	37
22	25	24				21	23	25			
2018 - <b>18.5</b> %	2019 <b>+ 13.6%</b>	2020 <b>- 4.0%</b>	2018 <b>- 12.2%</b>	2019 <b>- 8.3%</b>	2020 <b>+ 18.2%</b>	2018 - <b>25.0</b> %	2019 + <b>19.0%</b>	2020 <b>0.0%</b>	2018 - <b>16.2%</b>	2019 <b>+ 12.9%</b>	2020 <b>+ 5.7%</b>
Single Family		ly	Con	do/TIC/C	оор	Si	ingle Fami	ily	Con	do/TIC/C	оор

Days on Market	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
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%
Jul-2020	26	+13.0%	37	+12.1%
Aug-2020	24	-4.0%	39	+18.2%
12-Month Avg*	25	-2.2%	36	+4.9%

<sup>\*</sup> Days on Market for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

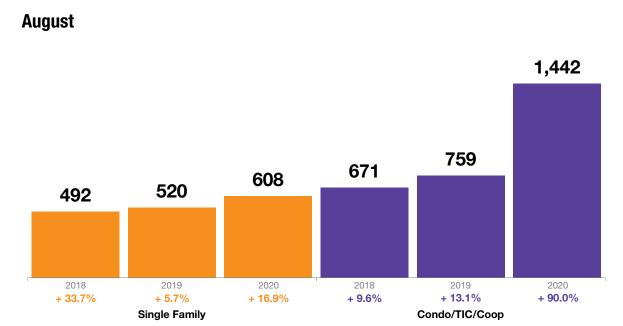
#### **Historical Days on Market Until Sale by Month**



### **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
Sep-2019	597	+0.7%	963	+13.2%
Oct-2019	550	+1.5%	919	+9.9%
Nov-2019	449	-3.2%	756	+5.7%
Dec-2019	337	+2.4%	556	+9.4%
Jan-2020	447	-0.2%	737	+7.0%
Feb-2020	543	+17.8%	834	+16.0%
Mar-2020	494	+4.9%	752	+5.2%
Apr-2020	544	+12.4%	818	+11.3%
May-2020	619	+30.3%	1,088	+48.6%
Jun-2020	679	+37.4%	1,247	+73.9%
Jul-2020	679	+45.7%	1,470	+100.3%
Aug-2020	608	+16.9%	1,442	+90.0%
12-Month Avg*	546	+13.9%	965	+33.0%

<sup>\*</sup> Active Listings for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

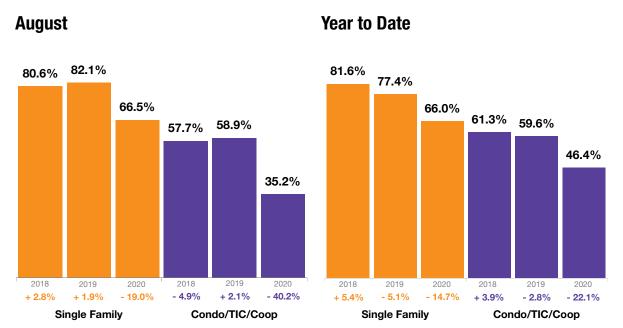
#### **Historical Inventory of Active Listings by Month**



### % 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.



% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
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	78.4%	+7.0%	60.3%	+8.1%
Apr-2020	69.2%	-6.4%	59.6%	+8.0%
May-2020	63.2%	-20.9%	42.2%	-35.1%
Jun-2020	53.9%	-33.5%	33.1%	-48.7%
Jul-2020	64.3%	-22.2%	45.8%	-35.0%
Aug-2020	66.5%	-19.0%	35.2%	-40.2%
12-Month Avg	69.7%	-9.7%	51.6%	-13.0%

<sup>\* %</sup> of Properties Sold Over List Price for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

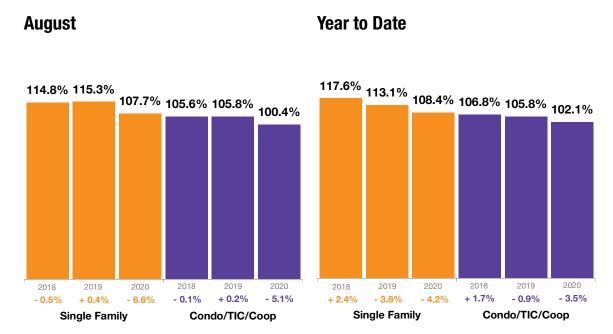
#### **Historical % of Properties Sold Over List Price by Month**



### % 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
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	114.5%	+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	105.3%	-8.7%	100.1%	-6.6%
Jul-2020	106.4%	-7.8%	101.2%	-5.9%
Aug-2020	107.7%	-6.6%	100.4%	-5.1%
12-Month Avg*	109.9%	-2.7%	103.2%	-2.3%

<sup>\* %</sup> of List Price Received for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

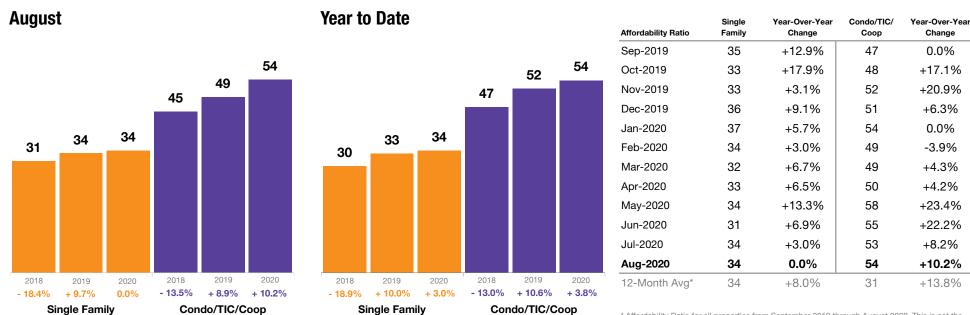
#### **Historical % of List Price Received by Month**



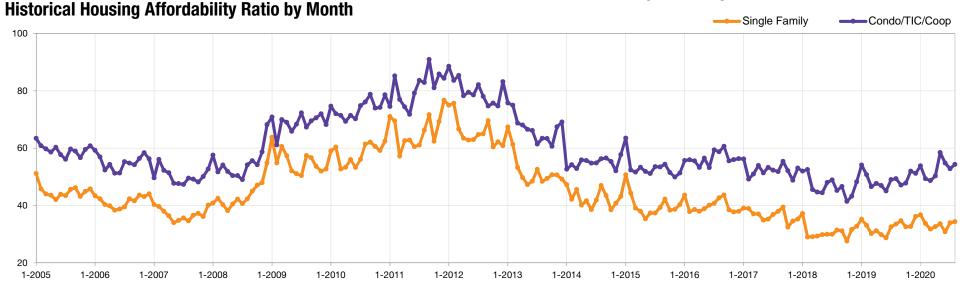
### **Housing Affordability Ratio**



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.



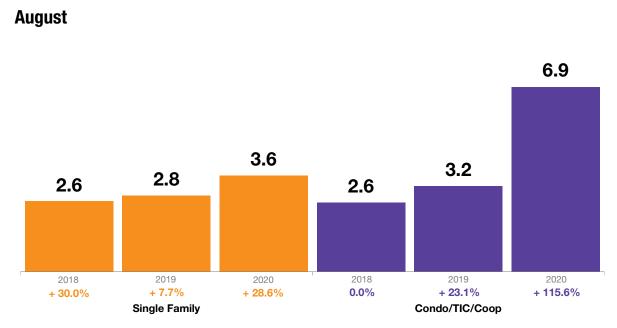
<sup>\*</sup> Affordability Ratio for all properties from September 2019 through August 2020. This is not the average of the individual figures above.



### **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
Sep-2019	3.3	+3.1%	4.1	+24.2%
Oct-2019	3.0	+3.4%	3.9	+18.2%
Nov-2019	2.5	0.0%	3.2	+14.3%
Dec-2019	1.9	+5.6%	2.3	+15.0%
Jan-2020	2.4	0.0%	3.0	+7.1%
Feb-2020	3.0 +2		3.4	+17.2%
Mar-2020	2.8	+7.7%	3.2	+6.7%
Apr-2020	3.3	+26.9%	3.8	+26.7%
May-2020	4.0	+53.8%	5.5	+83.3%
Jun-2020	4.3	+59.3%	6.3	+110.0%
Jul-2020	4.2	+68.0%	7.3	+135.5%
Aug-2020	3.6	+28.6%	6.9	+115.6%
12-Month Avg*	3.2	+22.7%	4.4	+49.1%

<sup>\*</sup> Months Supply for all properties from September 2019 through August 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	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	8-2017 8-2018 8-2019 8-2020	576	673	+ 16.8%	4,561	5,137	+ 12.6%
Pending Sales	8-2017 8-2018 8-2019 8-2020	361	530	+ 46.8%	3,396	2,859	- 15.8%
Sold Listings	8-2017 8-2018 8-2019 8-2020	375	451	+ 20.3%	3,336	2,631	- 21.1%
Median Sales Price	8-2017 8-2018 8-2019 8-2020	\$1,400,000	\$1,450,000	+ 3.6%	\$1,376,000	\$1,441,001	+ 4.7%
Avg. Sales Price	8-2017 8-2018 8-2019 8-2020	\$1,604,388	\$1,682,885	+ 4.9%	\$1,642,328	\$1,702,355	+ 3.7%
Days on Market	8-2017 8-2018 8-2019 8-2020	29	32	+ 10.3%	31	32	+ 3.2%
Active Listings	8-2017 8-2018 8-2019 8-2020	1,279	2,050	+ 60.3%			
% of Properties Sold Over List Price	8-2017 8-2018 8-2019 8-2020	69.3%	50.1%	- 27.7%	67.2%	55.2%	- 17.9%
% of List Price Received	8-2017 8-2018 8-2019 8-2020	110.1%	103.9%	- 5.6%	108.9%	104.9%	- 3.7%
Affordability Ratio	8-2017 8-2018 8-2019 8-2020	40	41	+ 2.5%	39	40	+ 2.6%
Months Supply	8-2017 8-2018 8-2019 8-2020	3.1	5.4	+ 74.2%			

### **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 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)

		<b>Active Listings</b>			<b>Sold Listings</b>			<b>Median Sales Price</b>			Days on Market			<b>Months Supply</b>		
		8-2019	8-2020	+/-	8-2019	8-2020	+/-	8-2019	8-2020	+/-	8-2019	8-2020	+/-	8-2019	8-2020	+/-
Single	e Family															
1 :	SF District 1	40	47	+17.5%	8	26	+225.0%	\$2,150,000	\$2,229,000	+3.7%	13	16	+23.1%	2.6	2.8	+7.7%
2	SF District 2	63	75	+19.0%	33	32	-3.0%	\$1,600,000	\$1,526,500	-4.6%	25	19	-24.0%	2.0	2.6	+30.0%
3	SF District 3	28	41	+46.4%	15	13	-13.3%	\$1,230,000	\$1,100,000	-10.6%	24	26	+8.3%	2.2	3.8	+72.7%
4	SF District 4	46	53	+15.2%	19	21	+10.5%	\$1,625,000	\$1,810,000	+11.4%	24	21	-12.5%	1.8	2.4	+33.3%
5	SF District 5	75	106	+41.3%	24	30	+25.0%	\$2,550,000	\$2,512,500	-1.5%	19	43	+126.3%	2.7	4.0	+48.1%
6	SF District 6	20	20	0.0%	3	4	+33.3%	\$2,875,000	\$2,922,500	+1.7%	50	27	-46.0%	5.4	5.6	+3.7%
7	SF District 7	56	55	-1.8%	6	9	+50.0%	\$4,675,000	\$4,200,000	-10.2%	27	34	+25.9%	6.9	7.3	+5.8%
8	SF District 8	22	24	+9.1%	2	3	+50.0%	\$3,375,000	\$2,300,000	-31.9%	52	42	-19.2%	10.6	10.9	+2.8%
9	SF District 9	68	82	+20.6%	19	33	+73.7%	\$1,605,000	\$1,675,000	+4.4%	50	15	-70.0%	3.6	4.3	+19.4%
10	SF District 10	102	105	+2.9%	39	44	+12.8%	\$1,230,000	\$1,246,950	+1.4%	18	25	+38.9%	2.8	3.4	+21.4%
Cond	lo/TIC/Coop															
1 :	SF District 1	36	51	+41.7%	14	11	-21.4%	\$1,402,500	\$1,450,000	+3.4%	21	33	+57.1%	2.7	4.4	+63.0%
2	SF District 2	16	18	+12.5%	5	4	-20.0%	\$900,000	\$1,480,000	+64.4%	47	33	-29.8%	4.0	4.1	+2.5%
3	SF District 3	8	13	+62.5%	3	3	0.0%	\$1,326,011	\$1,200,000	-9.5%	72	34	-52.8%	2.6	4.5	+73.1%
4	SF District 4	23	20	-13.0%	4	3	-25.0%	\$1,115,000	\$1,710,000	+53.4%	21	16	-23.8%	4.5	3.6	-20.0%
5	SF District 5	99	162	+63.6%	27	50	+85.2%	\$1,455,000	\$1,497,500	+2.9%	20	30	+50.0%	2.9	4.6	+58.6%
6	SF District 6	55	118	+114.5%	22	21	-4.5%	\$1,285,000	\$1,227,000	-4.5%	22	23	+4.5%	2.5	6.1	+144.0%
7	SF District 7	71	124	+74.6%	27	34	+25.9%	\$1,825,000	\$1,476,250	-19.1%	30	28	-6.7%	2.9	4.9	+69.0%
8	SF District 8	142	279	+96.5%	28	32	+14.3%	\$1,144,000	\$915,000	-20.0%	48	49	+2.1%	3.6	8.7	+141.7%
9	SF District 9	276	610	+121.0%	70	72	+2.9%	\$1,092,000	\$1,162,000	+6.4%	34	50	+47.1%	3.3	9.0	+172.7%
10	SF District 10	33	47	+42.4%	7	6	-14.3%	\$768,000	\$737,000	-4.0%	55	89	+61.8%	5.4	10.4	+92.6%