Monthly Indicators



March 2020

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 6.6 million initial jobless claims filed in a single week—double the number last week and ten times higher than any other week on record prior to this month.

New Listings were down 57.4 percent for single family homes and 56.3 percent for Condo/TIC/Coop properties. Pending Sales decreased 28.6 percent for single family homes and 40.8 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 0.2 percent to \$1,652,500 for single family homes and 2.0 percent to \$1,270,000 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 36.0 percent for single family units and 40.0 percent for Condo/TIC/Coop units.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at https://www.showingtime.com/impact-of-coronavirus/.

Monthly Snapshot

+ 0.2%	+ 2.0%	+ 3.9%
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	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	3-2017 3-2018 3-2019 3-2020	242	103	- 57.4%	655	487	- 25.6%
Pending Sales	3-2017 3-2018 3-2019 3-2020	210	150	- 28.6%	443	387	- 12.6%
Sold Listings	3-2017 3-2018 3-2019 3-2020	172	157	- 8.7%	385	367	- 4.7%
Median Sales Price	3-2017 3-2018 3-2019 3-2020	\$1,650,000	\$1,652,500	+ 0.2%	\$1,549,000	\$1,595,000	+ 3.0%
Avg. Sales Price	3-2017 3-2018 3-2019 3-2020	\$2,046,399	\$2,096,326	+ 2.4%	\$1,918,458	\$2,083,150	+ 8.6%
Days on Market	3-2017 3-2018 3-2019 3-2020	26	20	- 23.1%	30	26	- 13.3%
Active Listings	3-2017 3-2018 3-2019 3-2020	469	289	- 38.4%			
% of Properties Sold Over List Price	3-2017 3-2018 3-2019 3-2020	73.3%	79.5%	+ 8.5%	71.2%	72.1%	+ 1.3%
% of List Price Received	3-2017 3-2018 3-2019 3-2020	110.5%	114.7%	+ 3.8%	110.0%	111.8%	+ 1.6%
Affordability Ratio	3-2017 3-2018 3-2019 3-2020	30	32	+ 6.7%	32	33	+ 3.1%
Months Supply	3-2017 3-2018 3-2019 3-2020	2.5	1.6	- 36.0%			

Condo/TIC/Coop Activity Overview



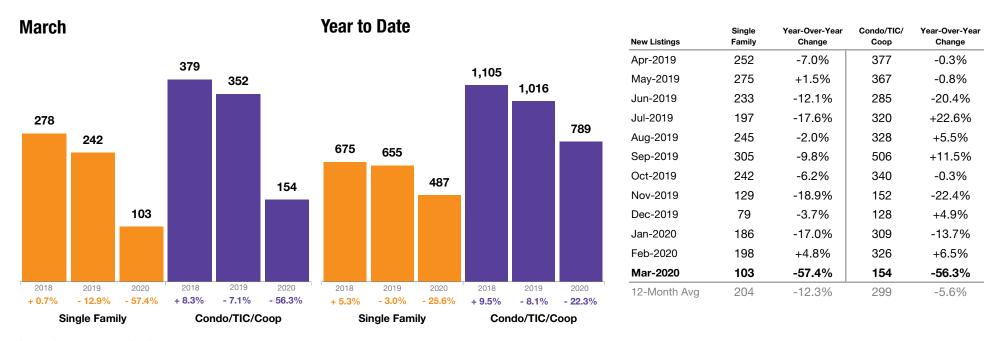
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

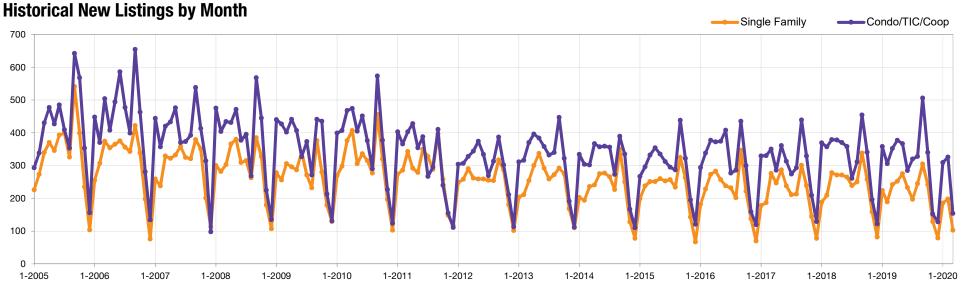
Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	3-2017 3-2018 3-2019 3-2020	352	154	- 56.3%	1,016	789	- 22.3%
Pending Sales	3-2017 3-2018 3-2019 3-2020	299	177	- 40.8%	648	570	- 12.0%
Sold Listings	3-2017 3-2018 3-2019 3-2020	265	217	- 18.1%	543	546	+ 0.6%
Median Sales Price	3-2017 3-2018 3-2019 3-2020	\$1,245,000	\$1,270,000	+ 2.0%	\$1,170,000	\$1,250,000	+ 6.8%
Avg. Sales Price	3-2017 3-2018 3-2019 3-2020	\$1,335,673	\$1,378,517	+ 3.2%	\$1,310,721	\$1,370,741	+ 4.6%
Days on Market	3-2017 3-2018 3-2019 3-2020	35	27	- 22.9%	40	37	- 7.5%
Active Listings	3-2017 3-2018 3-2019 3-2020	715	420	- 41.3%			
% of Properties Sold Over List Price	3-2017 3-2018 3-2019 3-2020	55.8%	60.8%	+ 9.0%	51.9%	53.8%	+ 3.7%
% of List Price Received	3-2017 3-2018 3-2019 3-2020	104.7%	104.5%	- 0.2%	103.8%	103.6%	- 0.2%
Affordability Ratio	3-2017 3-2018 3-2019 3-2020	47	48	+ 2.1%	49	49	0.0%
Months Supply	3-2017 3-2018 3-2019 3-2020	3.0	1.8	- 40.0%			

New Listings

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



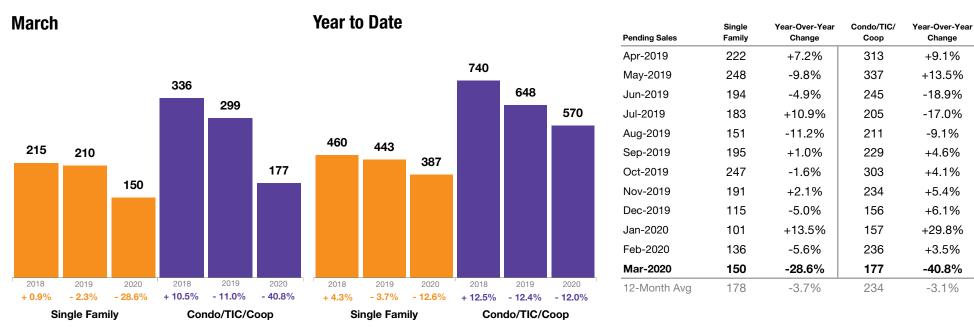


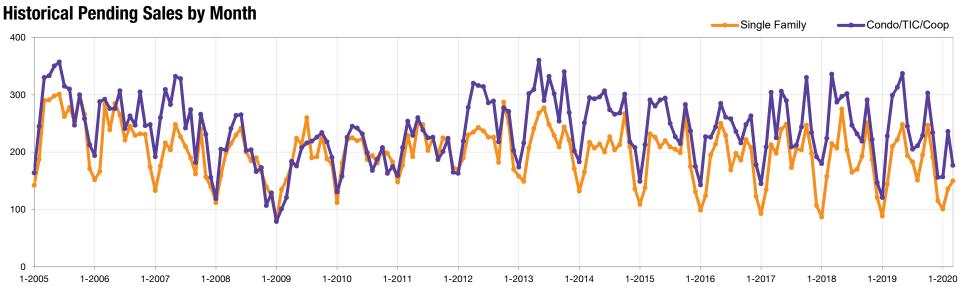


Pending Sales

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



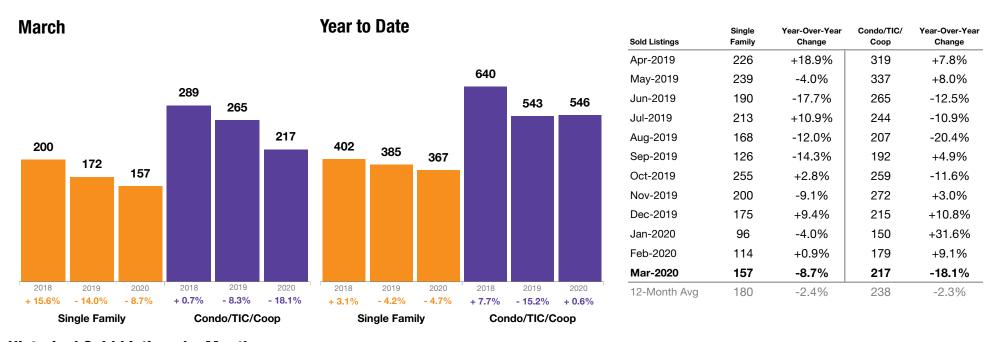


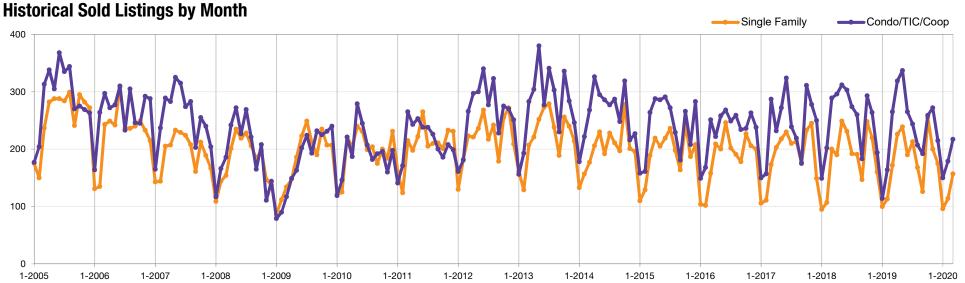


Sold Listings

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



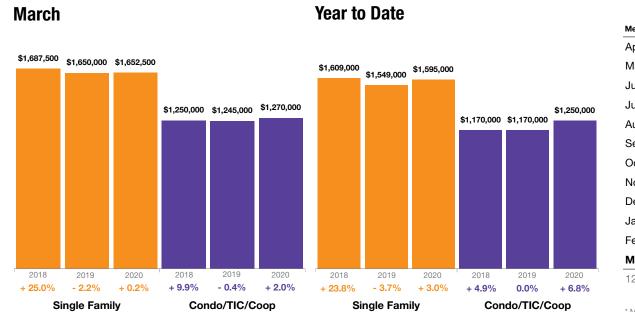




Median Sales Price



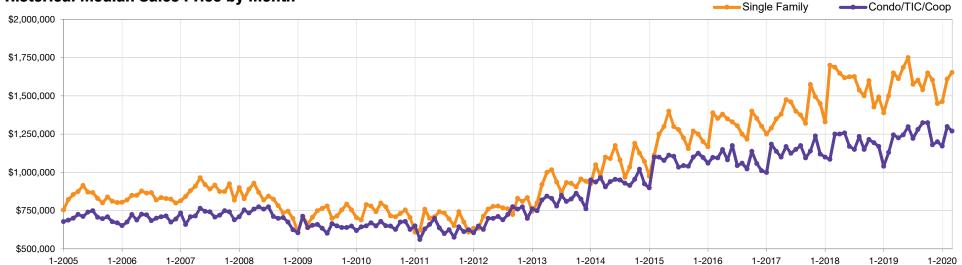




Median Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Apr-2019	\$1,612,500	-2.2%	\$1,225,000	-2.0%
May-2019	\$1,685,000	+4.1%	\$1,245,000	-1.0%
Jun-2019	\$1,750,000	+7.7%	\$1,299,000	+11.0%
Jul-2019	\$1,576,000	-3.1%	\$1,222,444	+6.3%
Aug-2019	\$1,602,500	+4.2%	\$1,281,250	+3.8%
Sep-2019	\$1,540,000	+2.7%	\$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%	\$1,200,000	+2.6%
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	\$1,652,500	+0.2%	\$1,270,000	+2.0%
12-Month Avg*	\$1,607,500	+3.0%	\$1,250,000	+4.2%

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

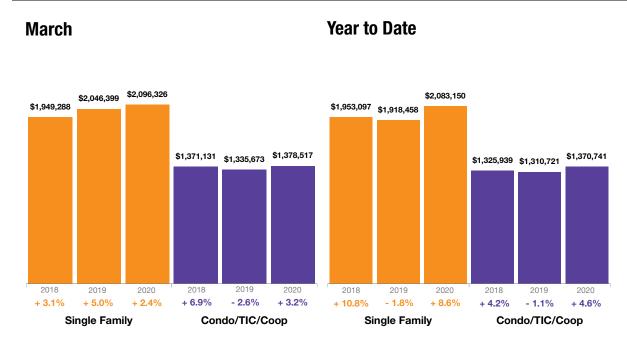
Historical Median Sales Price by Month



Average Sales Price

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

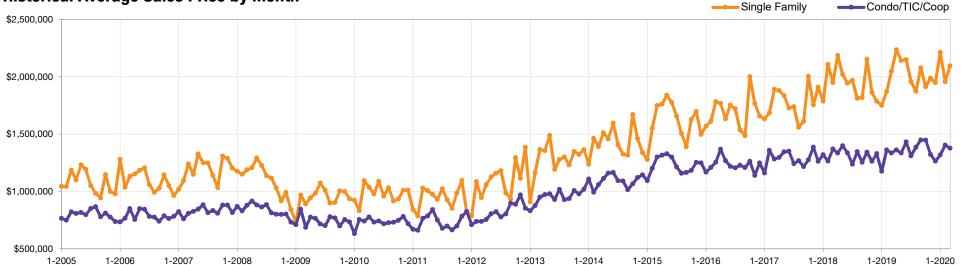




Avg. Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Apr-2019	\$2,235,456	+2.3%	\$1,363,254	+2.1%
May-2019	\$2,141,318	+6.0%	\$1,335,560	-4.5%
Jun-2019	\$2,148,466	+10.6%	\$1,431,991	+7.1%
Jul-2019	\$1,959,574	-0.5%	\$1,310,687	+5.8%
Aug-2019	\$1,872,478	+3.3%	\$1,386,808	+2.9%
Sep-2019	\$2,075,848	+14.1%	\$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%	\$1,265,139	-4.9%
Jan-2020	\$2,212,609	+26.3%	\$1,319,209	+12.1%
Feb-2020	\$1,956,102	+4.5%	\$1,404,496	+3.0%
Mar-2020	\$2,096,326	+2.4%	\$1,378,517	+3.2%
12-Month Avg*	\$2,042,250	+4.4%	\$1,367,229	+3.7%

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

Historical Average Sales Price by Month



Days on Market Until Sale



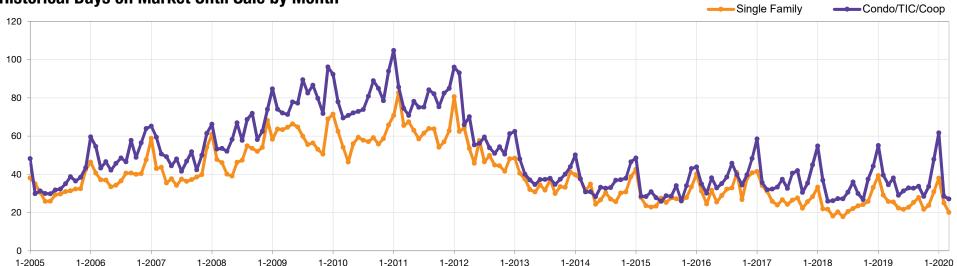


March						Year to	Date				
				35					36	40	37
	26		26		27		30				
22						25		26			
2018	2019	2020	2018	2019	2020	2019	2019	2020	2012	2010	2020
	2019 18.2%	2020 - 23.1%	- 18.8%	+ 34.6%	- 22.9%	2018 - 28.6 %	2019 + 20.0 %		2018 - 10.0%	2019 + 11.1%	2020 - 7.5%
Singl	le Famil	у	Con	do/TIC/C	оор	Si	ngle Fam	ily	Con	do/TIC/C	оор

Days on Market	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Apr-2019	26	+44.4%	38	+46.2%
May-2019	22	+10.0%	29	+7.4%
Jun-2019	22	+22.2%	31	+14.8%
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%	48	+9.1%
Jan-2020	38	-2.6%	62	+12.7%
Feb-2020	25	-13.8%	29	-27.5%
Mar-2020	20	-23.1%	27	-22.9%
12-Month Avg*	25	+3.0%	35	+5.0%

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

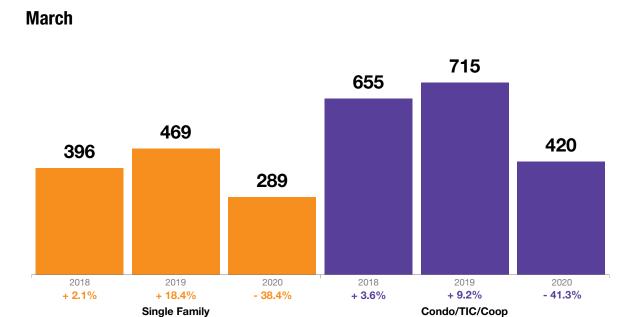
Historical Days on Market Until Sale by Month



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
Apr-2019	482	+11.3%	733	+4.1%
May-2019	473	+16.5%	726	+0.3%
Jun-2019	491	+14.2%	708	-1.1%
Jul-2019	463	+0.2%	727	+10.7%
Aug-2019	514	+4.5%	752	+12.2%
Sep-2019	586	-1.2%	954	+12.2%
Oct-2019	536	-1.1%	906	+8.5%
Nov-2019	428	-7.8%	735	+2.9%
Dec-2019	310	-5.8%	531	+4.7%
Jan-2020	377	-15.7%	647	-6.0%
Feb-2020	422	-8.3%	680	-5.3%
Mar-2020	289	-38.4%	420	-41.3%
12-Month Avg*	448	-2.8%	710	+0.2%

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

Historical Inventory of Active Listings by Month



% of Properties Sold Over List Price



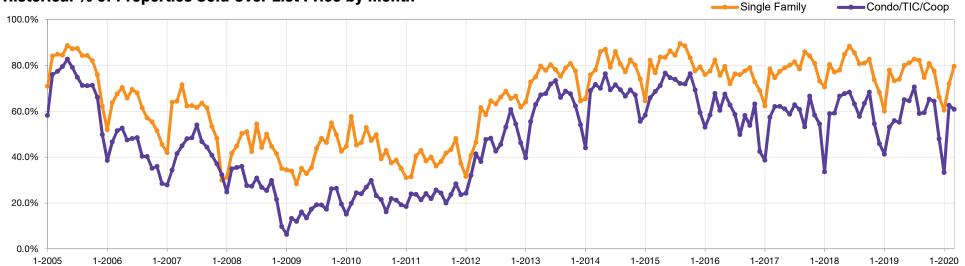
Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.

March			Year to Date								
77.0%	73.3%	79.5%	59.2%		60.8%	76.4%	71.2%	72.1%			
			39.2 %	55.8%					53.1%	51.9%	53.8%
2018 + 3.2 %	2019 - 4.8%	2020 + 8.5 %	2018 - 4.5%	2019 - 5.7%	2020 + 9.0%	2018 + 5.7%	2019 - 6.8%	2020 + 1.3%	2018 - 3.3%	2019 - 2.3%	2020 + 3.7%
Si	ngle Fam	ily	Cor	do/TIC/C	оор	Si	ingle Fam	ily	Cor	do/TIC/C	оор

% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Apr-2019	73.9%	-5.1%	55.2%	-17.1%
May-2019	79.9%	-5.7%	65.0%	-3.8%
Jun-2019	81.1%	-8.2%	64.5%	-5.6%
Jul-2019	82.6%	-3.3%	70.5%	+11.7%
Aug-2019	82.1%	+1.9%	58.9%	+2.1%
Sep-2019	74.6%	-7.9%	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%	47.9%	+4.4%
Jan-2020	60.4%	+0.7%	33.3%	-19.2%
Feb-2020	71.9%	-7.7%	62.6%	+18.1%
Mar-2020	79.5%	+8.5%	60.8%	+9.0%
12-Month Avg	77.0%	-2.7%	60.0%	-0.8%

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

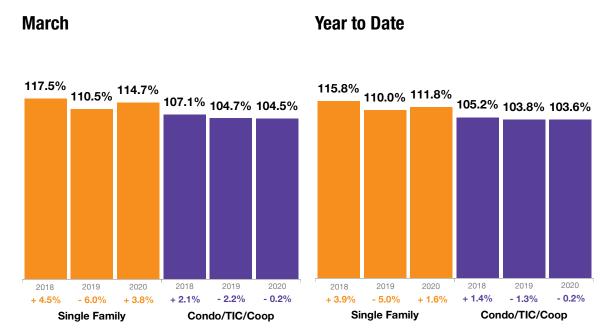
Historical % of Properties Sold Over List Price by Month



% 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
Apr-2019	112.4%	-5.8%	104.9%	-3.7%
May-2019	113.2%	-5.3%	107.4%	-0.9%
Jun-2019	115.3%	-4.0%	107.2%	-0.1%
Jul-2019	115.4%	-1.5%	107.6%	+0.5%
Aug-2019	115.3%	+0.4%	105.8%	+0.2%
Sep-2019	112.7%	-2.3%	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%	103.2%	+1.1%
Jan-2020	107.1%	+1.0%	100.4%	-0.6%
Feb-2020	111.8%	-0.7%	105.2%	+1.0%
Mar-2020	114.7%	+3.8%	104.5%	-0.2%
12-Month Avg*	113.1%	-1.6%	105.5%	-0.6%

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

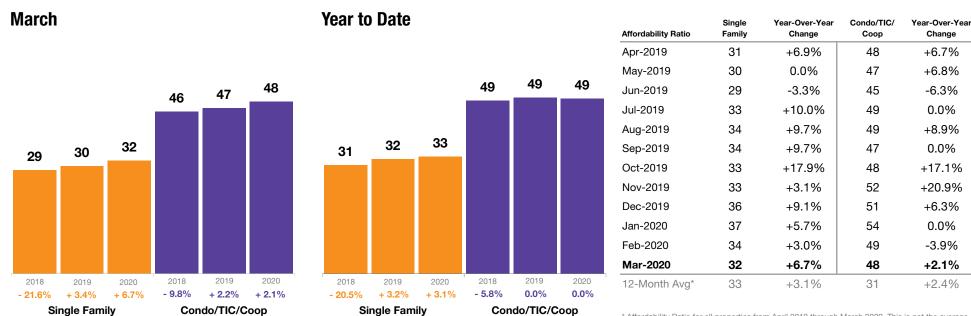
Historical % of List Price Received by Month



Housing Affordability Ratio

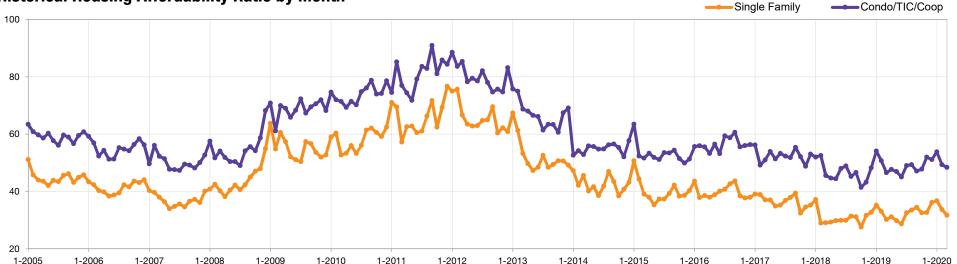


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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

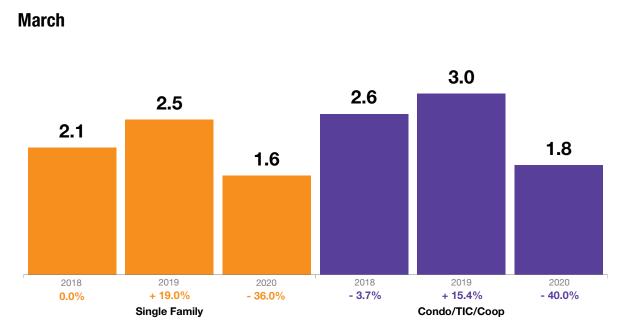
Historical Housing Affordability Ratio by Month



Months Supply of Inventory



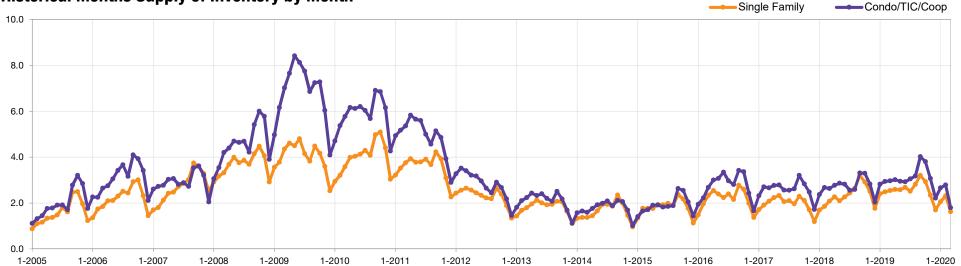
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Apr-2019	2.6	+13.0%	3.0	+7.1%
May-2019	2.6	+23.8%	2.9	0.0%
Jun-2019	2.7	+17.4%	2.9	+3.6%
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	2.9	0.0%	3.8	+15.2%
Nov-2019	2.3	-8.0%	3.1	+10.7%
Dec-2019	1.7	-5.6%	2.2	+10.0%
Jan-2020	2.1	-12.5%	2.7	-3.6%
Feb-2020	2.3	-8.0%	2.8	-3.4%
Mar-2020	1.6	-36.0%	1.8	-40.0%
12-Month Avg*	2.4	-0.6%	3.0	+4.9%

^{*} Months Supply for all properties from April 2019 through March 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	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	3-2017 3-2018 3-2019 3-2020	594	257	- 56.7%	1,671	1,276	- 23.6%
Pending Sales	3-2017 3-2018 3-2019 3-2020	509	327	- 35.8%	1,091	957	- 12.3%
Sold Listings	3-2017 3-2018 3-2019 3-2020	437	374	- 14.4%	928	913	- 1.6%
Median Sales Price	3-2017 3-2018 3-2019 3-2020	\$1,395,000	\$1,450,000	+ 3.9%	\$1,300,000	\$1,400,000	+ 7.7%
Avg. Sales Price	3-2017 3-2018 3-2019 3-2020	\$1,615,409	\$1,678,727	+ 3.9%	\$1,562,854	\$1,656,642	+ 6.0%
Days on Market	3-2017 3-2018 3-2019 3-2020	31	24	- 22.6%	36	33	- 8.3%
Active Listings	3-2017 3-2018 3-2019 3-2020	1,184	709	- 40.1%			
% of Properties Sold Over List Price	3-2017 3-2018 3-2019 3-2020	62.7%	68.6%	+ 9.4%	59.9%	61.2%	+ 2.2%
% of List Price Received	3-2017 3-2018 3-2019 3-2020	107.0%	108.8%	+ 1.7%	106.3%	106.9%	+ 0.6%
Affordability Ratio	3-2017 3-2018 3-2019 3-2020	36	37	+ 2.8%	37	37	0.0%
Months Supply	3-2017 3-2018 3-2019 3-2020	2.8	1.7	- 39.3%			

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)
- 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					
	3-2019	3-2020	+/-	3-2019	3-2020	+/-	3-2019	3-2020	+/-	3-2019	3-2020	+/-	3-2019	3-2020	+/-
Single Family															
1 SF District 1	38	21	-44.7%	15	12	-20.0%	\$2,150,000	\$2,350,000	+9.3%	19	13	-31.6%	2.3	1.4	-39.1%
2 SF District 2	63	29	-54.0%	33	31	-6.1%	\$1,605,000	\$1,500,000	-6.5%	18	20	+11.1%	1.9	0.9	-52.6%
3 SF District 3	28	21	-25.0%	7	9	+28.6%	\$1,100,000	\$1,150,000	+4.5%	25	21	-16.0%	2.3	1.7	-26.1%
4 SF District 4	51	27	-47.1%	25	25	0.0%	\$1,605,000	\$1,940,000	+20.9%	23	15	-34.8%	1.8	1.1	-38.9%
5 SF District 5	75	48	-36.0%	31	24	-22.6%	\$2,350,000	\$2,687,000	+14.3%	27	21	-22.2%	2.8	1.8	-35.7%
6 SF District 6	16	11	-31.3%	6	4	-33.3%	\$3,537,500	\$2,650,000	-25.1%	30	6	-80.0%	4.3	3.3	-23.3%
7 SF District 7	35	22	-37.1%	8	10	+25.0%	\$5,200,000	\$4,412,500	-15.1%	45	34	-24.4%	4.4	2.6	-40.9%
8 SF District 8	18	16	-11.1%	1	1	0.0%	\$5,600,000	\$3,850,000	-31.3%	50	44	-12.0%	8.6	6.8	-20.9%
9 SF District 9	63	42	-33.3%	14	19	+35.7%	\$1,702,500	\$1,550,000	-9.0%	17	25	+47.1%	3.2	2.2	-31.3%
10 SF District 10	82	52	-36.6%	32	22	-31.3%	\$1,145,000	\$1,207,500	+5.5%	35	20	-42.9%	2.2	1.5	-31.8%
Condo/TIC/Coop															
1 SF District 1	31	24	-22.6%	14	10	-28.6%	\$1,300,000	\$1,602,500	+23.3%	25	32	+28.0%	2.2	1.9	-13.6%
2 SF District 2	6	4	-33.3%	3	5	+66.7%	\$1,425,000	\$1,070,000	-24.9%	27	19	-29.6%	1.4	0.9	-35.7%
3 SF District 3	12	3	-75.0%	1	1	0.0%	\$900,000	\$875,000	-2.8%	14	88	+528.6%	4.3	0.9	-79.1%
4 SF District 4	16	6	-62.5%	4	5	+25.0%	\$751,250	\$625,000	-16.8%	52	63	+21.2%	3.5	1.0	-71.4%
5 SF District 5	79	43	-45.6%	33	34	+3.0%	\$1,400,000	\$1,425,000	+1.8%	21	22	+4.8%	2.3	1.2	-47.8%
6 SF District 6	67	27	-59.7%	26	17	-34.6%	\$1,048,524	\$1,365,000	+30.2%	43	18	-58.1%	3.2	1.2	-62.5%
7 SF District 7	70	33	-52.9%	41	15	-63.4%	\$1,541,000	\$1,640,000	+6.4%	32	26	-18.8%	2.8	1.3	-53.6%
8 SF District 8	163	79	-51.5%	46	34	-26.1%	\$1,040,000	\$1,212,500	+16.6%	48	24	-50.0%	4.0	2.1	-47.5%
9 SF District 9	245	177	-27.8%	89	92	+3.4%	\$1,180,000	\$1,250,000	+5.9%	32	29	-9.4%	2.8	2.2	-21.4%
10 SF District 10	26	24	-7.7%	8	4	-50.0%	\$675,500	\$860,000	+27.3%	52	49	-5.8%	4.5	4.4	-2.2%