

County: San Francisco



Anne Herrera
 www.aneherreracom
 415-901-1795
 anne.herrera@sothebyshomes.com
 117 Greenwich Street, San Francisco, CA 94111

Sotheby's
 INTERNATIONAL REALTY

Price Range: All | Properties: Single Family - Condo - TwnHm

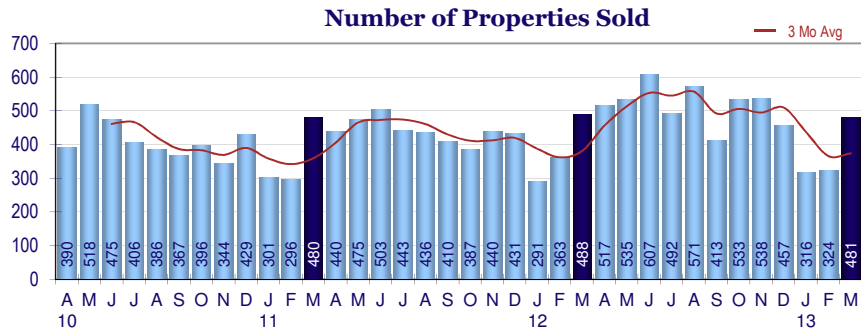
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$799,000	↔		↑				
Average List Price of all Current Listings	\$1,388,630	↑		↑				
March Median Sales Price	\$868,000	↑	↑	↑	↑	\$800,000	↑	
March Average Sales Price	\$1,135,058	↑	↑	↑	↑	\$1,021,796	↑	
Total Properties Currently for Sale (Inventory)	875	↓		↓				
March Number of Properties Sold	481	↑		↓	1,121	↓		
March Average Days on Market (Solds)	48	↓	↓	↓	54	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$687	↔	↑	↑	\$682	↑	↑	
March Sold Price per Square Foot	\$707	↑	↑	↑	\$664	↑	↑	
March Month's Supply of Inventory	1.8	↓	↓	↓	2.5	↓	↓	
March Sale Price vs List Price Ratio	107.1%	↑	↑	↑	103.9%	↑	↑	

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2012) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

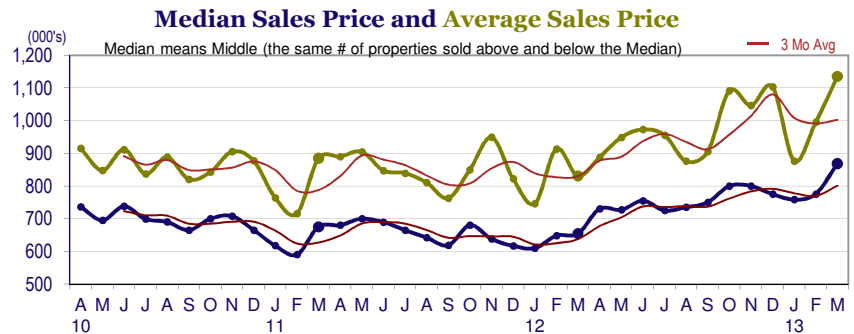
Property Sales

March Property sales were 481, down 1.4% from 488 in March of 2012 and 48.5% higher than the 324 sales last month. March 2013 sales were at a mid level compared to March of 2012 and 2011. March YTD sales of 1,121 are running 1.8% behind last year's year-to-date sales of 1,142.



Prices

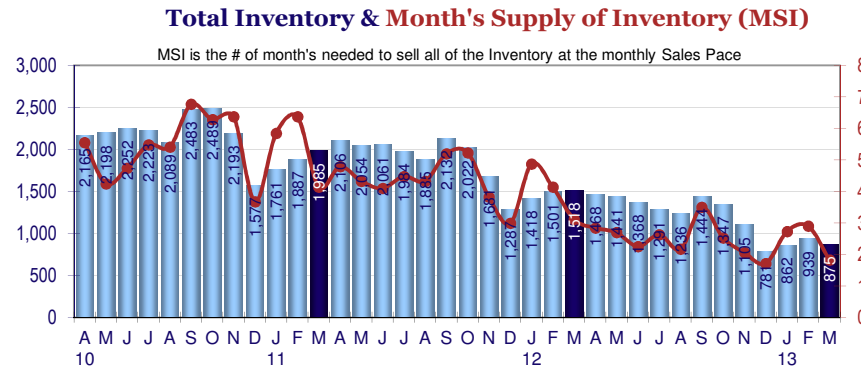
The Median Sales Price in March was \$868,000, up 32.6% from \$654,500 in March of 2012 and up 11.9% from \$775,750 last month. The Average Sales Price in March was \$1,135,058, up 36.6% from \$830,723 in March of 2012 and up 14.0% from \$995,386 last month. March 2013 ASP was at the highest level compared to March of 2012 and 2011.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 875, down 6.8% from 939 last month and down 42.4% from 1,518 in March of last year. March 2013 Inventory was at its lowest level compared with March of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2013 MSI of 1.8 months was at its lowest level compared with March of 2012 and 2011.



County: San Francisco



Anne Herrera

www.anneherrera.com

415-901-1795

anne.herrera@sothebyshomes.com

117 Greenwich Street, San Francisco, CA 94111

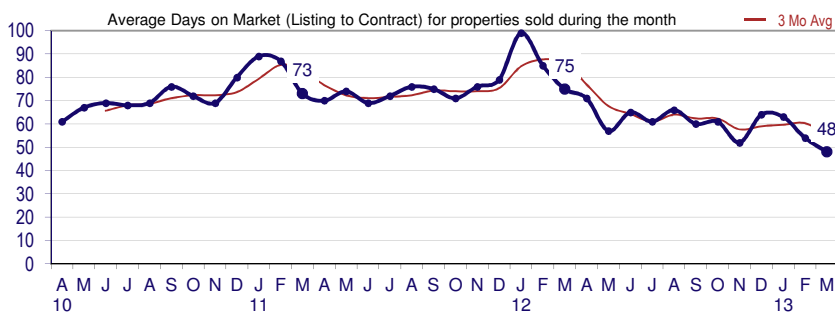
Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: Single Family - Condo - TwnHm

Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 48, down 11.1% from 54 days last month and down 36.0% from 75 days in March of last year. The March 2013 DOM was at its lowest level compared with March of 2012 and 2011.

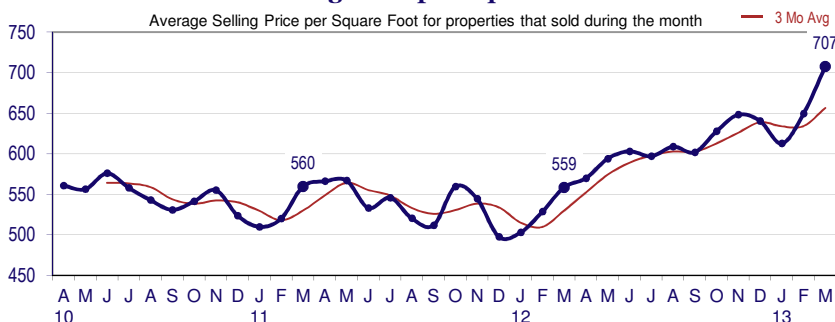
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2013 Selling Price per Square Foot of \$707 was up 8.9% from \$649 last month and up 26.7% from 559 in March of last year.

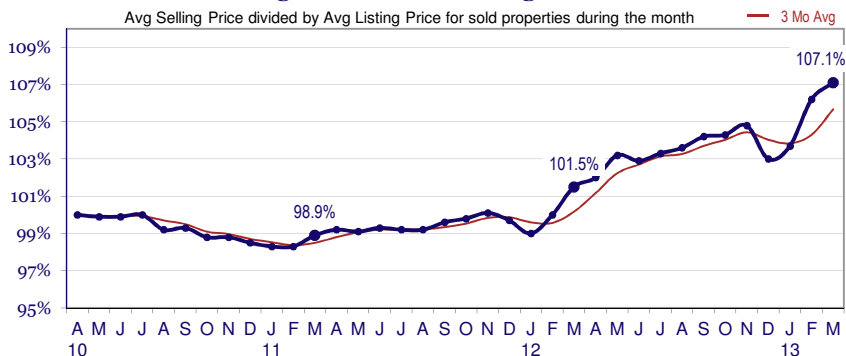
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2013 Selling Price vs Original List Price of 107.1% was up from 106.2% last month and up from 101.5% in March of last year.

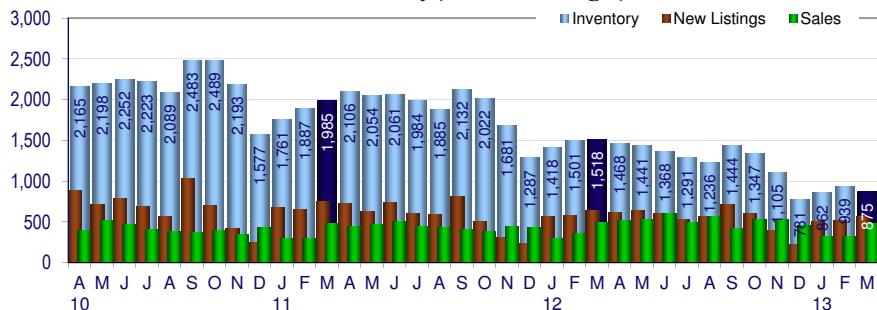
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2013 was 572, up 10.0% from 520 last month and down 10.5% from 639 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

County: *San Francisco*

March 2013



Anne Herrera

www.anneherrera.com

415-901-1795

anne.herrera@sothebyshomes.com

117 Greenwich Street, San Francisco, CA 94111

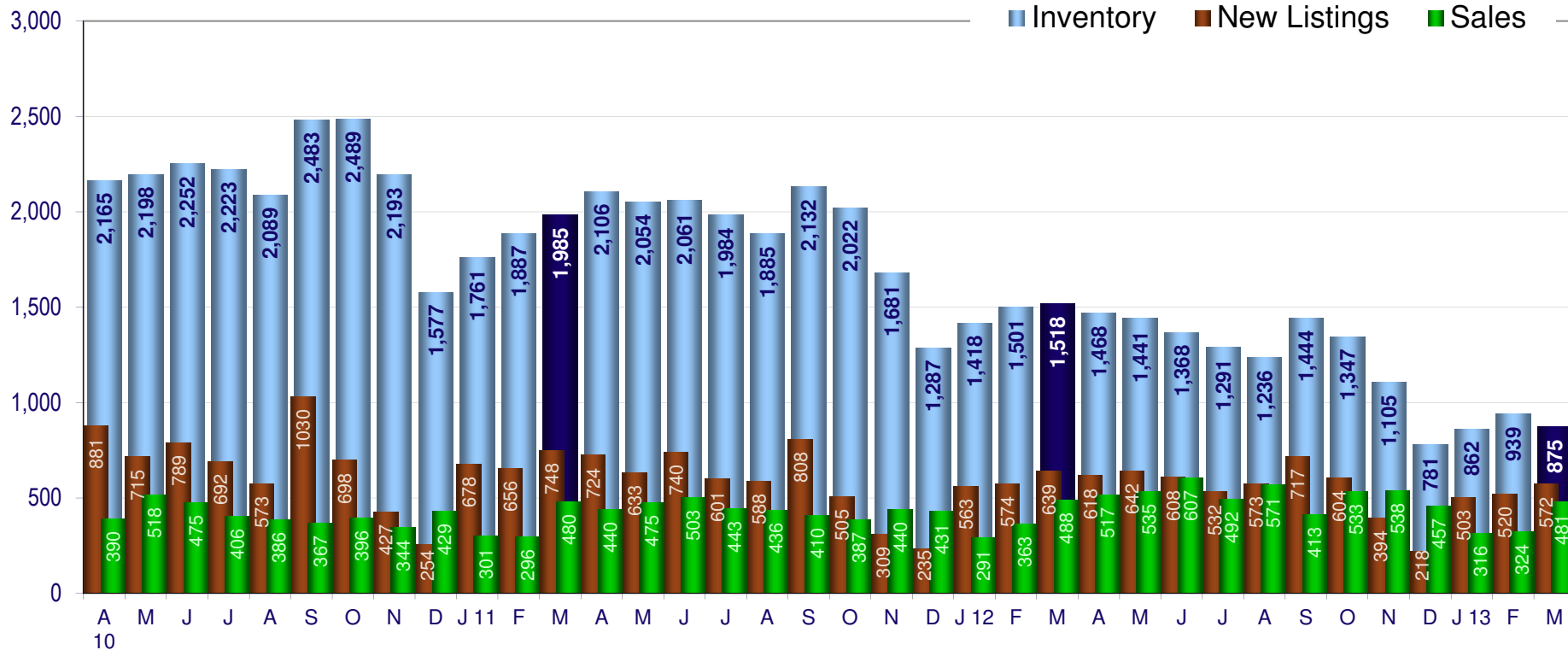
Sotheby's

INTERNATIONAL REALTY

Price Range: All | Properties: Single Family - Condo - TwnHm

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2013 was 572, up 10.0% from 520 last month and down 10.5% from 639 in March of last year.



Copyright © Sotheby's International Realty | Price Range: All | Property Types: Single Family - Condo - TwnHm

Data is provided courtesy of San Francisco Assoc. of Realtors and may not reflect all relevant real estate activity. Sotheby's International Realty does not warrant or guarantee does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.