

County: San Francisco

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Sotheby's
INTERNATIONAL REALTY

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

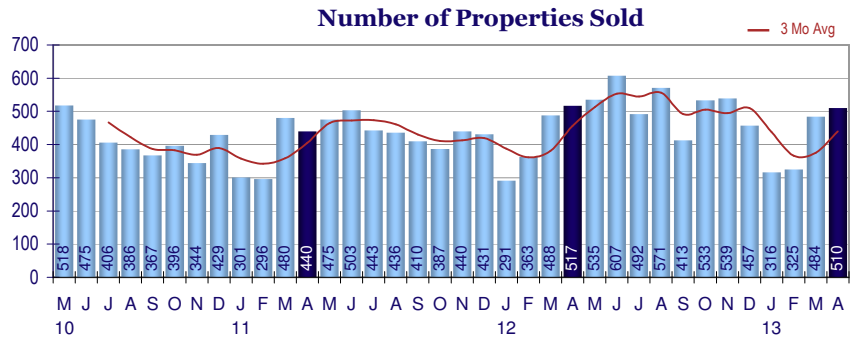
Market Profile & Trends Overview

	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	\$1,367,355	↑		↑				
April Median Sales Price	\$900,500	↑	↑	↑	\$830,000	↑	↑	
April Average Sales Price	\$1,141,902	↔	↑	↑	\$1,058,699	↑	↑	
Total Properties Currently for Sale (Inventory)	872	↓		↓				
April Number of Properties Sold	510	↑	↓	↓	1,635	↓		
April Average Days on Market (Solds)	49	↑		↓	52	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$677	↓	↔	↑	\$683	↑	↑	
April Sold Price per Square Foot	\$732	↑	↑	↑	\$685	↑	↑	
April Month's Supply of Inventory	1.7	↓	↓	↓	2.4	↓	↓	
April Sale Price vs List Price Ratio	108.4%	↑	↑	↑	104.8%	↑	↑	

* 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)

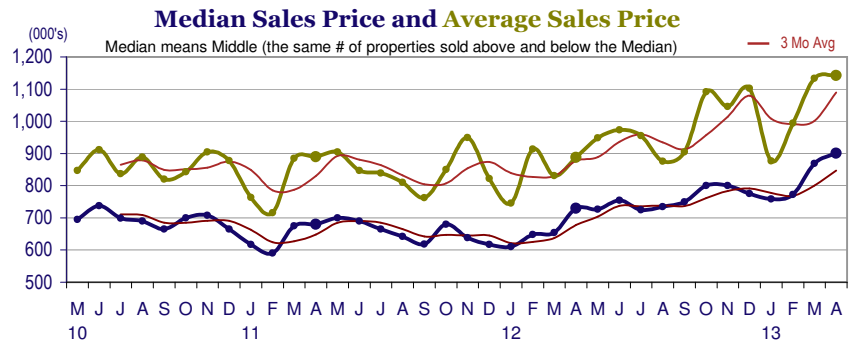
Property Sales

April Property sales were 510, down 1.4% from 517 in April of 2012 and 5.4% higher than the 484 sales last month. April 2013 sales were at a mid level compared to April of 2012 and 2011. April YTD sales of 1,635 are running 1.4% behind last year's year-to-date sales of 1,659.



Prices

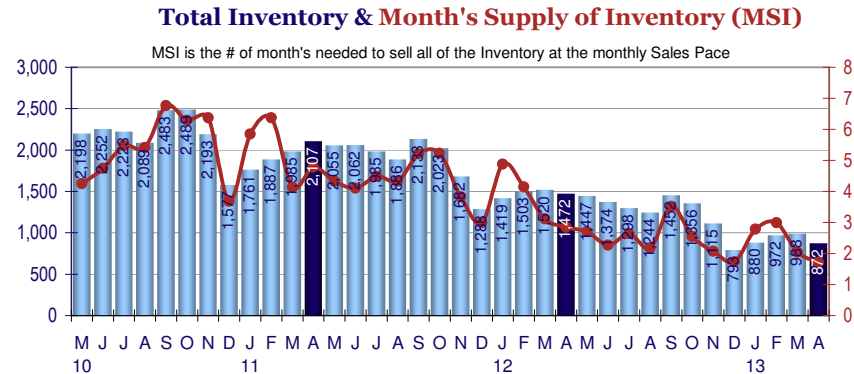
The Median Sales Price in April was \$900,500, up 23.4% from \$730,000 in April of 2012 and up 3.6% from \$869,000 last month. The Average Sales Price in April was \$1,141,902, up 28.6% from \$887,996 in April of 2012 and up 0.8% from \$1,133,260 last month. April 2013 ASP was at the highest level compared to April of 2012 and 2011.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 872, down 11.7% from 988 last month and down 40.8% from 1,472 in April of last year. April 2013 Inventory was at its lowest level compared with April of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2013 MSI of 1.7 months was at its lowest level compared with April of 2012 and 2011.



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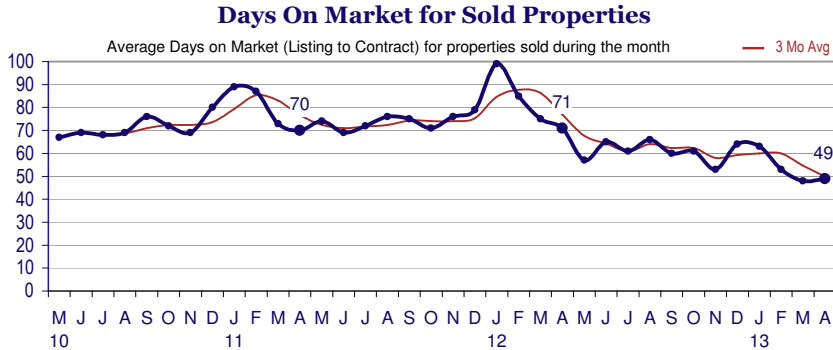
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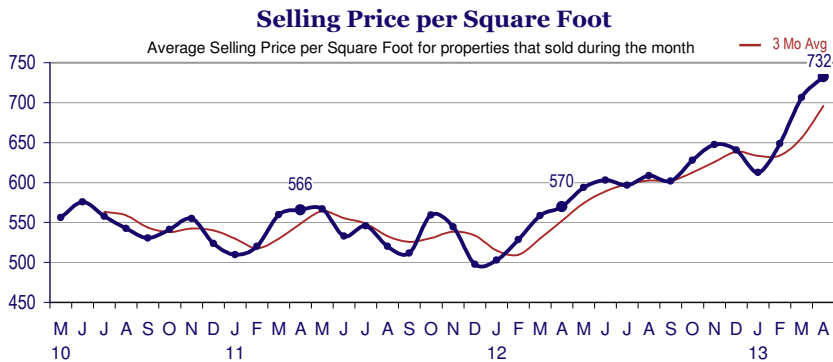
Market Time

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 April was 49, up 2.1% from 48 days last month and down 31.0% from 71 days in April of last year. The April 2013 DOM was at its lowest level compared with April of 2012 and 2011.



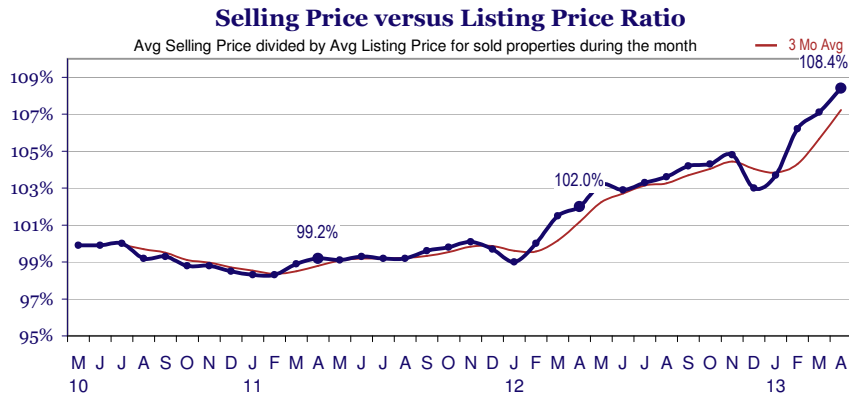
Selling Price per Square Foot

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 April 2013 Selling Price per Square Foot of \$732 was up 3.7% from \$706 last month and up 28.5% from 570 in April of last year.



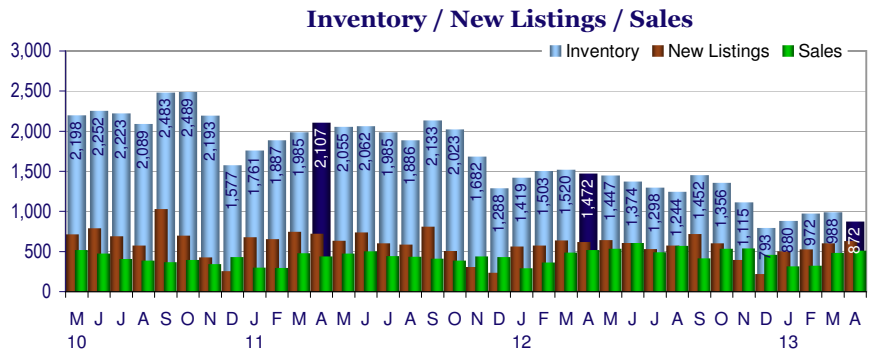
Selling Price vs Original Listing Price

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 April 2013 Selling Price vs Original List Price of 108.4% was up from 107.1% last month and up from 102.0% in April of last year.



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 April 2013 was 632, up 4.6% from 604 last month and up 1.9% from 620 in April of last year.



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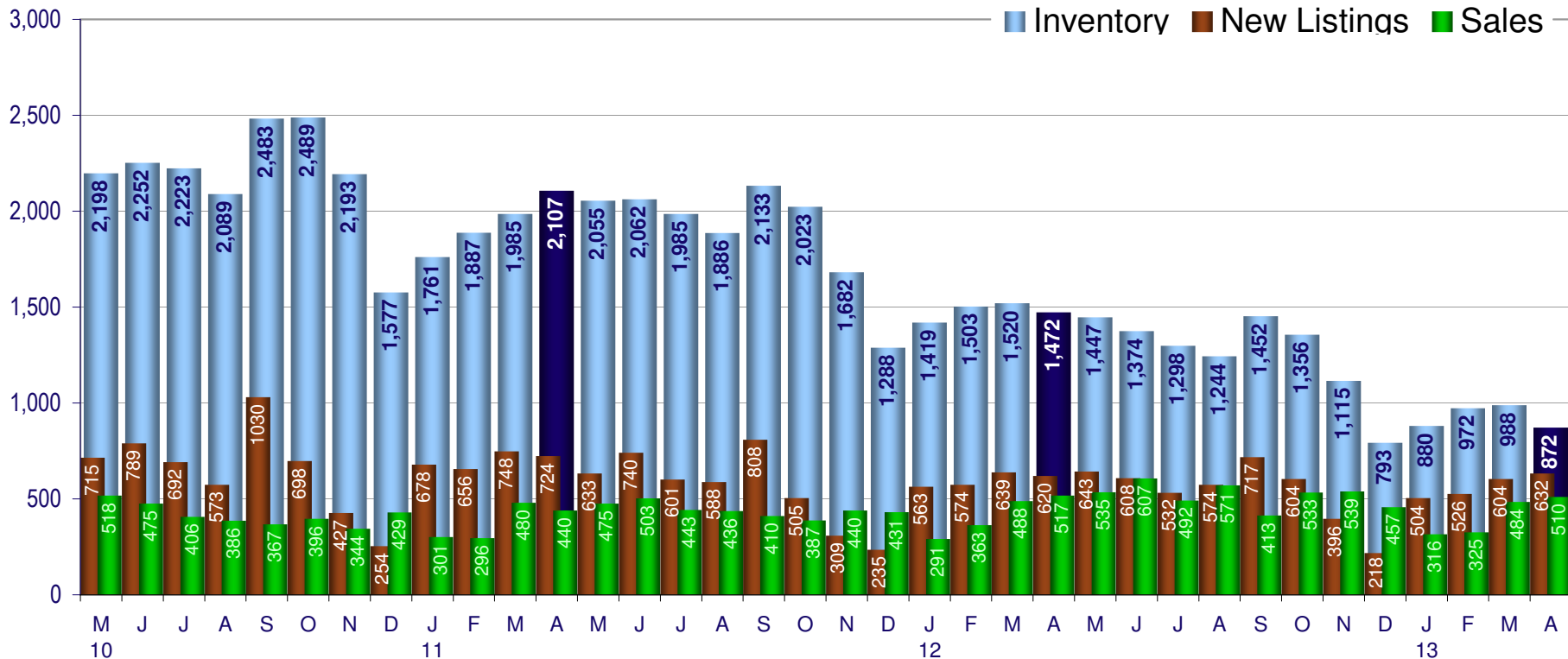
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