

# Monthly Indicators



## October 2017

For residential real estate in 2017, the news has continued to provide a relative sense of calm for both buyers and sellers. The national unemployment rate registered in at 4.1 percent for October 2017, which means that joblessness has not been this low in the U.S. since December 2000. Another positive, mortgage rates have held steady at or near 3.9 percent. Historically, the average rate has been around 6.0 percent. These factors help to keep the pool of potential buyers full, even during the so-called off-season of home sales.

New Listings were down 0.5 percent for single family homes and 2.3 percent for Condo/TIC/Coop properties. Pending Sales increased 12.2 percent for single family homes and 32.1 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 13.4 percent to \$1,588,000 for single family homes and 0.2 percent to \$1,140,000 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 29.6 percent for single family units and 28.6 percent for Condo/TIC/Coop units.

Although inventory levels are low in many markets, there has largely been enough listing and building activity, or at least conversation about future activity, to maintain a positive attitude about the prospects of buying or selling a home. Low affordability has started to become a recent topic of conversation and is worth watching. But with a healthy economy, level of demand and national unemployment rate, sellers are going to continue to see strong prices for their homes.

## Monthly Snapshot

**+ 13.4%**      **+ 0.2%**      **+ 3.4%**

| One-Year Change in<br>Median Sales Price<br>Single Family | One-Year Change in<br>Median Sales Price<br>Condo/TIC/Coop | One-Year Change in<br>Median Sales Price<br>All Property Types |
|---|--|--|
|---|--|--|

Residential real estate activity in San Francisco County (Districts 1-10), comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Activity Overview



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

| Key Metrics                                 | Historical Sparkbars | 10-2016     | 10-2017            | Percent Change | YTD 2016    | YTD 2017           | Percent Change |
|---|----------------------|-------------|--------------------|----------------|-------------|--------------------|----------------|
| <b>New Listings</b>                         |                      | 222         | <b>221</b>         | - 0.5%         | 2,463       | <b>2,345</b>       | - 4.8%         |
| <b>Pending Sales</b>                        |                      | 222         | <b>249</b>         | + 12.2%        | 1,885       | <b>1,959</b>       | + 3.9%         |
| <b>Sold Listings</b>                        |                      | 227         | <b>231</b>         | + 1.8%         | 1,816       | <b>1,868</b>       | + 2.9%         |
| <b>Median Sales Price</b>                   |                      | \$1,400,000 | <b>\$1,588,000</b> | + 13.4%        | \$1,325,000 | <b>\$1,400,000</b> | + 5.7%         |
| <b>Avg. Sales Price</b>                     |                      | \$2,000,319 | <b>\$2,036,319</b> | + 1.8%         | \$1,704,203 | <b>\$1,774,026</b> | + 4.1%         |
| <b>Days on Market</b>                       |                      | 27          | <b>22</b>          | - 18.5%        | 31          | <b>27</b>          | - 12.9%        |
| <b>Active Listings</b>                      |                      | 490         | <b>363</b>         | - 25.9%        | --          | --                 | --             |
| <b>% of Properties Sold Over List Price</b> |                      | 78.9%       | <b>83.1%</b>       | + 5.3%         | 76.9%       | <b>79.0%</b>       | + 2.7%         |
| <b>% of List Price Received</b>             |                      | 111.2%      | <b>115.3%</b>      | + 3.7%         | 112.2%      | <b>115.0%</b>      | + 2.5%         |
| <b>Affordability Ratio</b>                  |                      | 39          | <b>32</b>          | - 17.9%        | 41          | <b>37</b>          | - 9.8%         |
| <b>Months Supply</b>                        |                      | 2.7         | <b>1.9</b>         | - 29.6%        | --          | --                 | --             |

# Condo/TIC/Coop Activity Overview



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

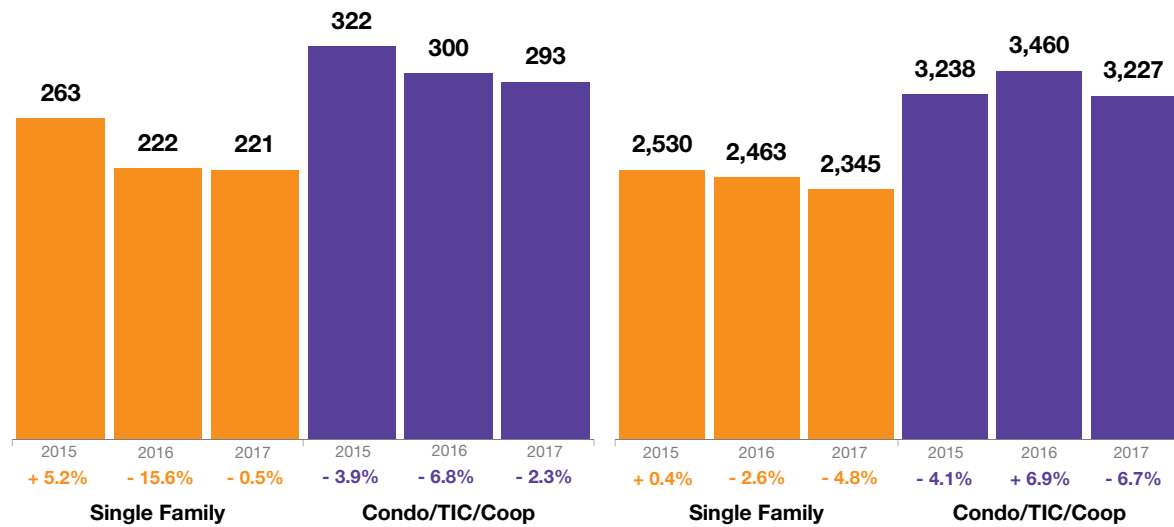
| Key Metrics                                 | Historical Sparkbars | 10-2016     | 10-2017            | Percent Change | YTD 2016    | YTD 2017           | Percent Change |
|---|----------------------|-------------|--------------------|----------------|-------------|--------------------|----------------|
| <b>New Listings</b>                         |                      | 300         | <b>293</b>         | - 2.3%         | 3,460       | <b>3,227</b>       | - 6.7%         |
| <b>Pending Sales</b>                        |                      | 249         | <b>329</b>         | + 32.1%        | 2,346       | <b>2,467</b>       | + 5.2%         |
| <b>Sold Listings</b>                        |                      | 236         | <b>305</b>         | + 29.2%        | 2,294       | <b>2,351</b>       | + 2.5%         |
| <b>Median Sales Price</b>                   |                      | \$1,137,500 | <b>\$1,140,000</b> | + 0.2%         | \$1,096,618 | <b>\$1,125,000</b> | + 2.6%         |
| <b>Avg. Sales Price</b>                     |                      | \$1,263,882 | <b>\$1,282,412</b> | + 1.5%         | \$1,242,497 | <b>\$1,289,436</b> | + 3.8%         |
| <b>Days on Market</b>                       |                      | 34          | <b>31</b>          | - 8.8%         | 37          | <b>36</b>          | - 2.7%         |
| <b>Active Listings</b>                      |                      | 800         | <b>618</b>         | - 22.8%        | --          | --                 | --             |
| <b>% of Properties Sold Over List Price</b> |                      | 53.8%       | <b>66.9%</b>       | + 24.3%        | 59.4%       | <b>59.8%</b>       | + 0.7%         |
| <b>% of List Price Received</b>             |                      | 104.2%      | <b>106.7%</b>      | + 2.4%         | 104.9%      | <b>105.2%</b>      | + 0.3%         |
| <b>Affordability Ratio</b>                  |                      | 56          | <b>52</b>          | - 7.1%         | 58          | <b>53</b>          | - 8.6%         |
| <b>Months Supply</b>                        |                      | 3.5         | <b>2.5</b>         | - 28.6%        | --          | --                 | --             |

# New Listings

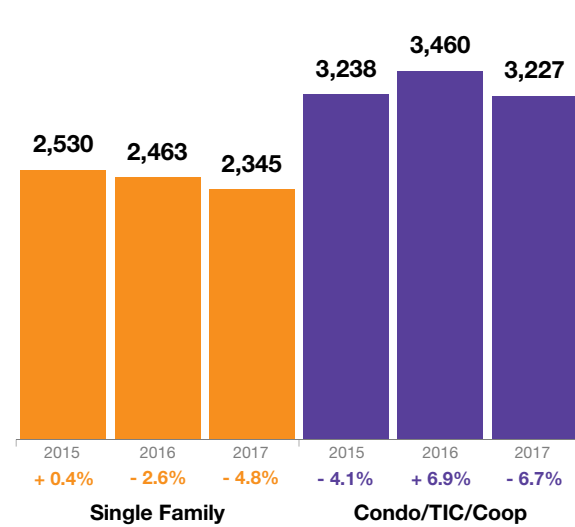
A count of the properties that have been newly listed on the market in a given month.



## October

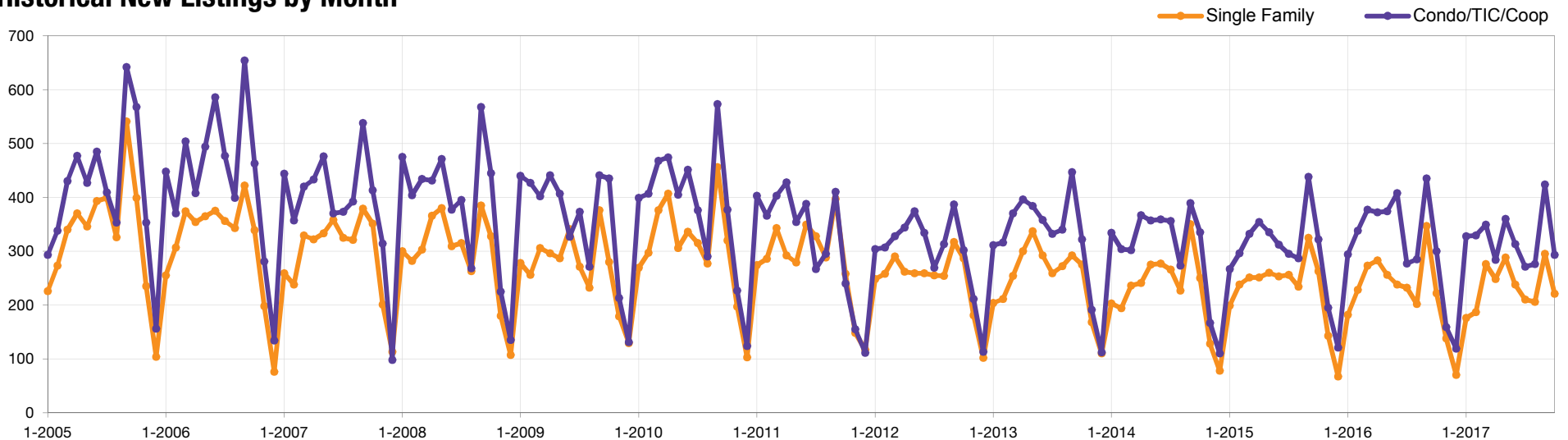


## Year to Date



| New Listings    | Single Family | Year-Over-Year Change | Condo/TIC/Coop | Year-Over-Year Change |
|-----------------|---------------|-----------------------|----------------|-----------------------|
| Nov-2016        | 138           | -3.5%                 | 159            | -18.5%                |
| Dec-2016        | 70            | +4.5%                 | 119            | -1.7%                 |
| Jan-2017        | 176           | -3.3%                 | 328            | +11.6%                |
| Feb-2017        | 187           | -18.0%                | 329            | -2.7%                 |
| Mar-2017        | 276           | +1.1%                 | 349            | -7.4%                 |
| Apr-2017        | 248           | -12.4%                | 284            | -23.7%                |
| May-2017        | 288           | +12.5%                | 360            | -3.7%                 |
| Jun-2017        | 238           | 0.0%                  | 313            | -23.3%                |
| Jul-2017        | 210           | -9.5%                 | 271            | -2.2%                 |
| Aug-2017        | 206           | +2.0%                 | 276            | -3.2%                 |
| Sep-2017        | 295           | -15.0%                | 424            | -2.5%                 |
| <b>Oct-2017</b> | <b>221</b>    | <b>-0.5%</b>          | <b>293</b>     | <b>-2.3%</b>          |
| 12-Month Avg    | 213           | -4.5%                 | 292            | -7.2%                 |

## Historical New Listings by Month

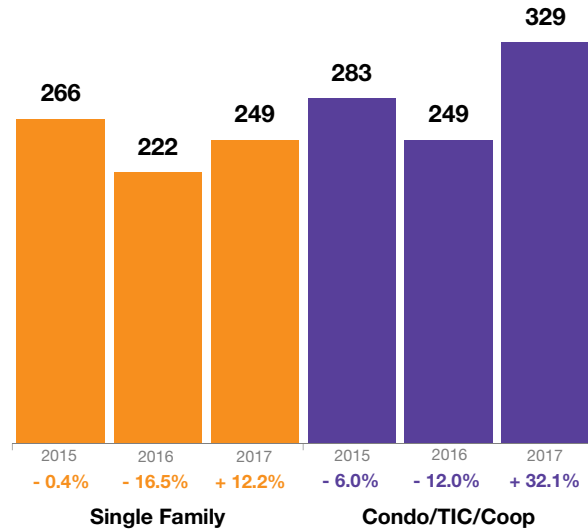


# Pending Sales

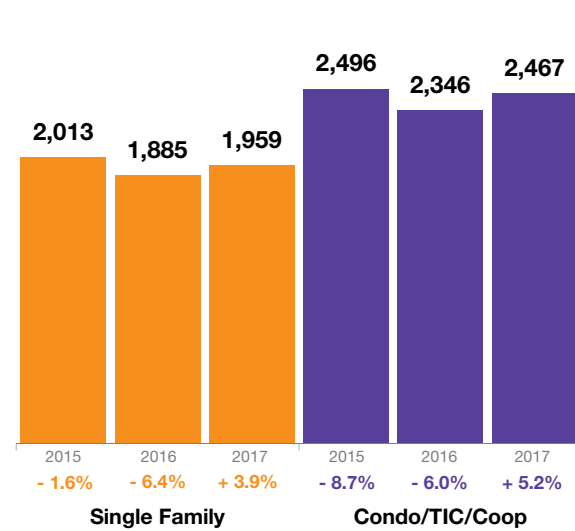
A count of the properties on which offers have been accepted in a given month.



## October

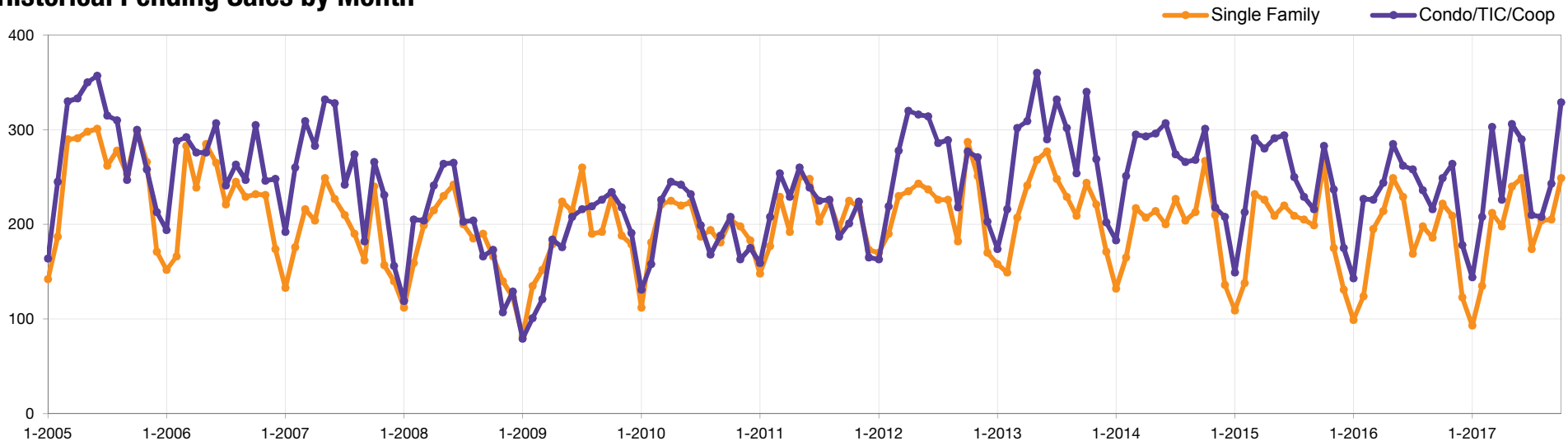


## Year to Date



| Pending Sales   | Single Family | Year-Over-Year Change | Condo/TIC/Coop | Year-Over-Year Change |
|-----------------|---------------|-----------------------|----------------|-----------------------|
| Nov-2016        | 209           | +19.4%                | 264            | +11.4%                |
| Dec-2016        | 123           | -6.1%                 | 178            | +1.7%                 |
| Jan-2017        | 93            | -6.1%                 | 144            | +0.7%                 |
| Feb-2017        | 135           | +8.9%                 | 208            | -8.4%                 |
| Mar-2017        | 212           | +8.7%                 | 303            | +34.1%                |
| Apr-2017        | 198           | -7.5%                 | 226            | -7.4%                 |
| May-2017        | 240           | -3.6%                 | 306            | +7.4%                 |
| Jun-2017        | 249           | +8.7%                 | 290            | +10.7%                |
| Jul-2017        | 174           | +3.0%                 | 210            | -18.6%                |
| Aug-2017        | 204           | +3.0%                 | 208            | -11.9%                |
| Sep-2017        | 205           | +10.2%                | 243            | +12.5%                |
| <b>Oct-2017</b> | <b>249</b>    | <b>+12.2%</b>         | <b>329</b>     | <b>+32.1%</b>         |
| 12-Month Avg    | 191           | +4.6%                 | 242            | +5.5%                 |

## Historical Pending Sales by Month

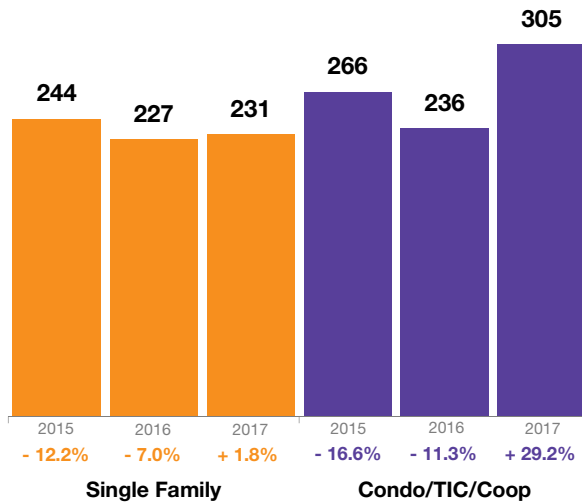


# Sold Listings

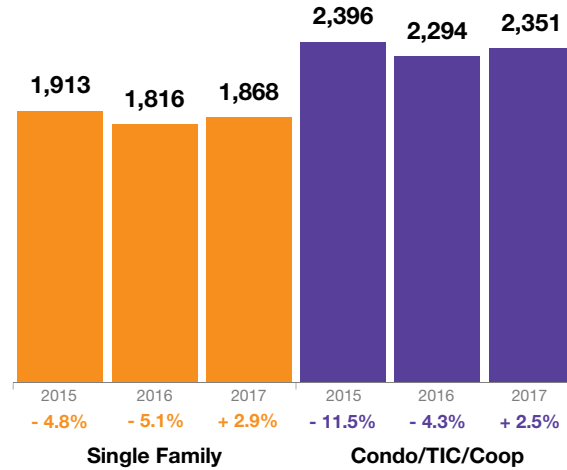
A count of the actual sales that closed in a given month.



## October

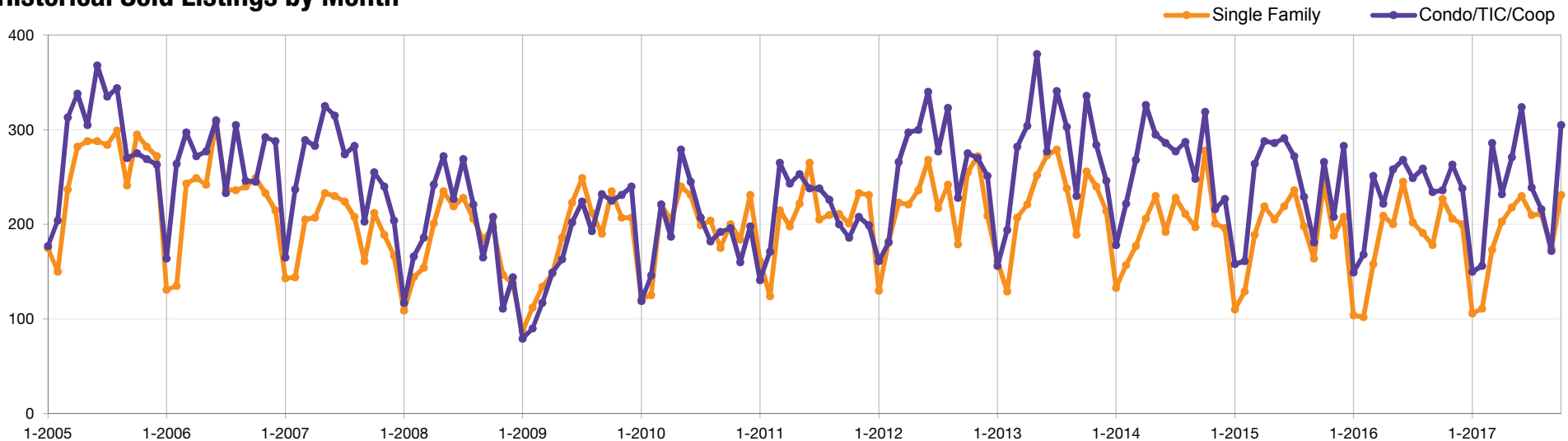


## Year to Date



| Sold Listings   | Single Family | Year-Over-Year Change | Condo/TIC/Coop | Year-Over-Year Change |
|-----------------|---------------|-----------------------|----------------|-----------------------|
| Nov-2016        | 206           | +9.6%                 | 263            | +26.4%                |
| Dec-2016        | 200           | -3.8%                 | 238            | -15.9%                |
| Jan-2017        | 106           | +1.9%                 | 150            | +0.7%                 |
| Feb-2017        | 111           | +8.8%                 | 156            | -7.1%                 |
| Mar-2017        | 173           | +9.5%                 | 286            | +13.9%                |
| Apr-2017        | 203           | -2.9%                 | 232            | +4.5%                 |
| May-2017        | 218           | +9.0%                 | 271            | +5.0%                 |
| Jun-2017        | 230           | -6.1%                 | 324            | +20.9%                |
| Jul-2017        | 210           | +4.0%                 | 239            | -4.0%                 |
| Aug-2017        | 211           | +10.5%                | 216            | -16.6%                |
| Sep-2017        | 175           | -1.7%                 | 172            | -26.5%                |
| <b>Oct-2017</b> | <b>231</b>    | <b>+1.8%</b>          | <b>305</b>     | <b>+29.2%</b>         |
| 12-Month Avg    | 190           | +2.8%                 | 238            | +2.4%                 |

## Historical Sold Listings by Month

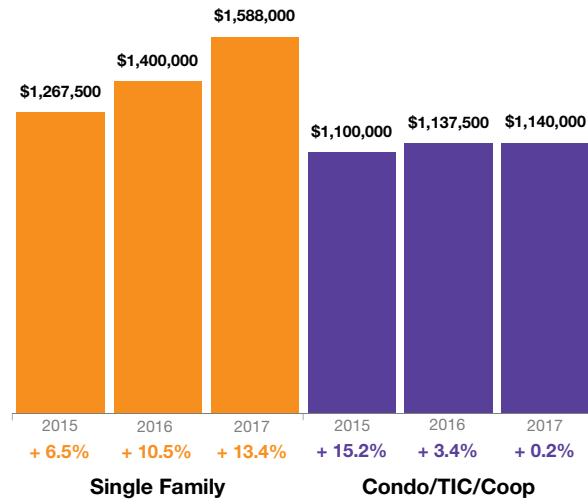


# Median Sales Price

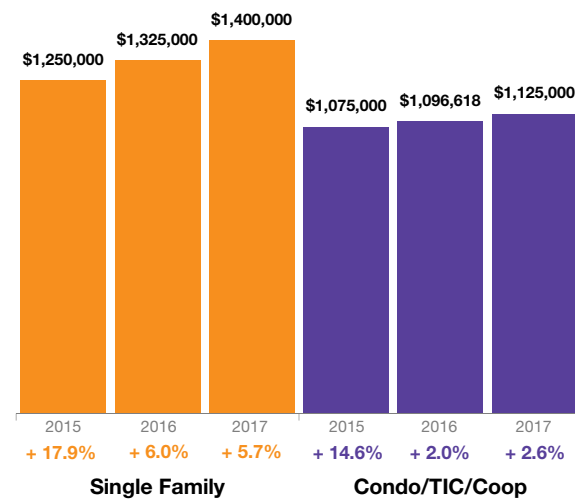
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



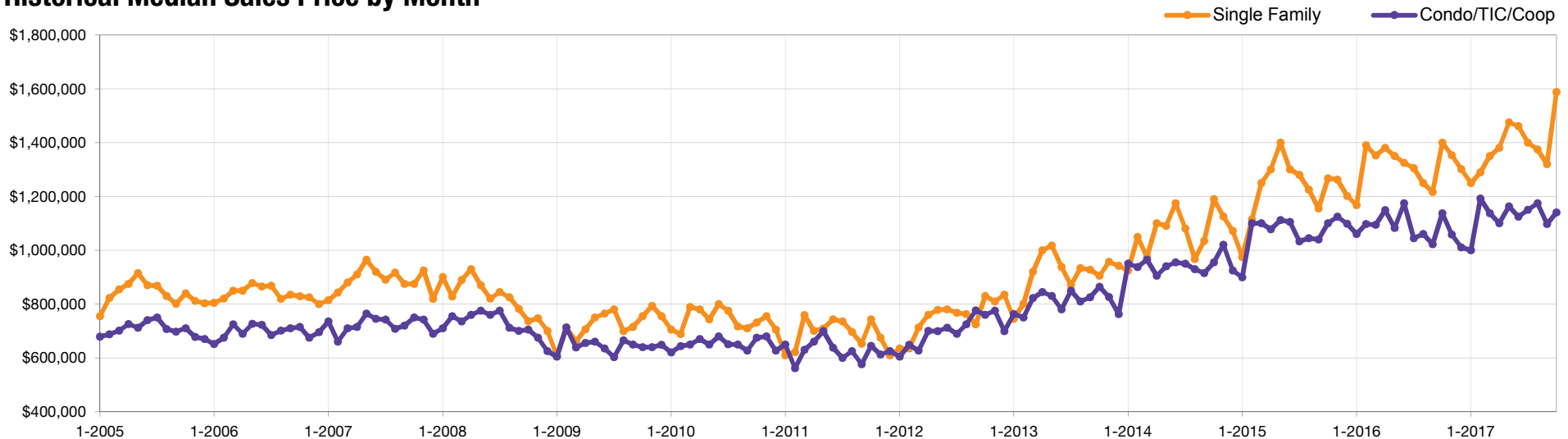
## Year to Date



| Median Sales Price | Single Family      | Year-Over-Year Change | Condo/TIC/Coop     | Year-Over-Year Change |
|--------------------|--------------------|-----------------------|--------------------|-----------------------|
| Nov-2016           | \$1,353,000        | +7.2%                 | \$1,058,000        | -6.0%                 |
| Dec-2016           | \$1,301,511        | +8.3%                 | \$1,011,000        | -7.9%                 |
| Jan-2017           | \$1,250,000        | +7.1%                 | \$1,000,000        | -5.7%                 |
| Feb-2017           | \$1,290,000        | -7.2%                 | \$1,192,500        | +8.7%                 |
| Mar-2017           | \$1,350,000        | -0.2%                 | \$1,137,500        | +3.9%                 |
| Apr-2017           | \$1,380,000        | 0.0%                  | \$1,100,000        | -4.3%                 |
| May-2017           | \$1,475,000        | +9.3%                 | \$1,163,088        | +7.4%                 |
| Jun-2017           | \$1,461,000        | +10.3%                | \$1,125,000        | -4.3%                 |
| Jul-2017           | \$1,400,000        | +7.3%                 | \$1,150,000        | +10.0%                |
| Aug-2017           | \$1,375,000        | +10.0%                | \$1,175,000        | +10.8%                |
| Sep-2017           | \$1,320,000        | +8.5%                 | \$1,097,500        | +7.3%                 |
| <b>Oct-2017</b>    | <b>\$1,588,000</b> | <b>+13.4%</b>         | <b>\$1,140,000</b> | <b>+0.2%</b>          |
| 12-Month Avg*      | \$1,380,000        | +5.7%                 | \$1,105,500        | +0.5%                 |

\* Median Sales Price for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

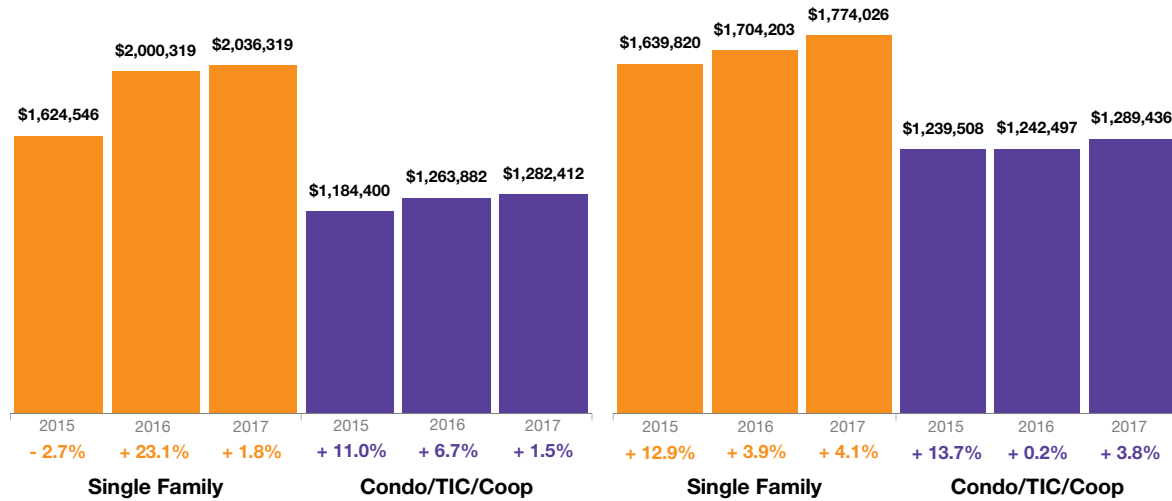


# Average Sales Price

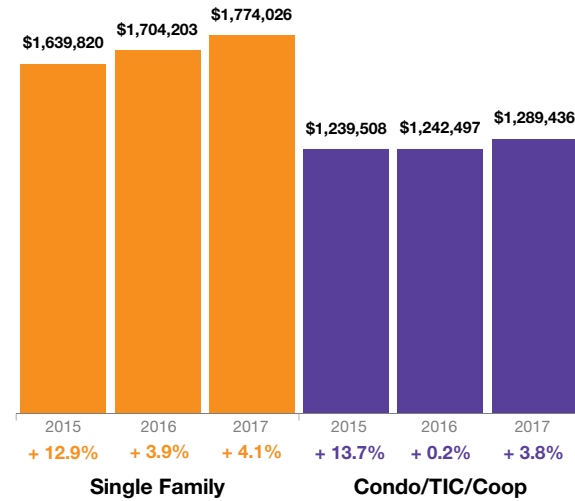
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



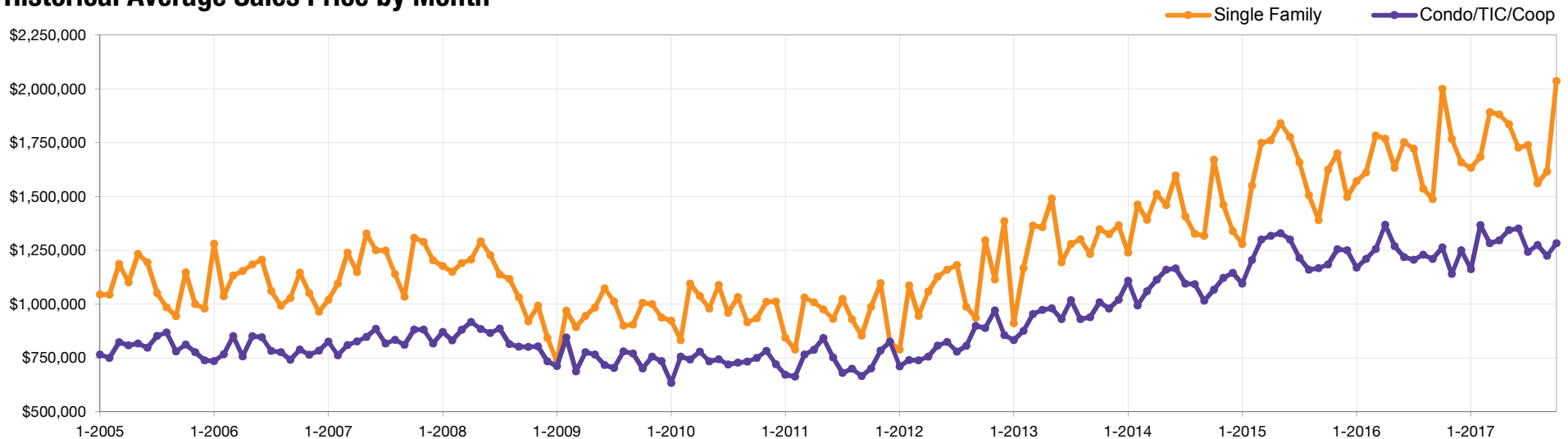
## Year to Date



| Avg. Sales Price | Single Family      | Year-Over-Year Change | Condo/TIC/Coop     | Year-Over-Year Change |
|------------------|--------------------|-----------------------|--------------------|-----------------------|
| Nov-2016         | \$1,767,029        | +3.9%                 | \$1,140,559        | -9.1%                 |
| Dec-2016         | \$1,658,512        | +10.8%                | \$1,249,670        | -0.0%                 |
| Jan-2017         | \$1,633,150        | +4.0%                 | \$1,161,831        | -0.6%                 |
| Feb-2017         | \$1,684,181        | +4.5%                 | \$1,367,391        | +13.1%                |
| Mar-2017         | \$1,891,127        | +6.0%                 | \$1,283,105        | +2.2%                 |
| Apr-2017         | \$1,880,160        | +6.3%                 | \$1,296,502        | -5.2%                 |
| May-2017         | \$1,835,738        | +12.4%                | \$1,344,317        | +5.9%                 |
| Jun-2017         | \$1,727,201        | -1.4%                 | \$1,351,503        | +10.9%                |
| Jul-2017         | \$1,738,803        | +1.0%                 | \$1,242,918        | +3.1%                 |
| Aug-2017         | \$1,560,350        | +1.5%                 | \$1,273,784        | +3.6%                 |
| Sep-2017         | \$1,615,801        | +8.7%                 | \$1,224,376        | +1.3%                 |
| <b>Oct-2017</b>  | <b>\$2,036,319</b> | <b>+1.8%</b>          | <b>\$1,282,412</b> | <b>+1.5%</b>          |
| 12-Month Avg*    | \$1,763,232        | +4.7%                 | \$1,272,389        | +2.3%                 |

\* Avg. Sales Price for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





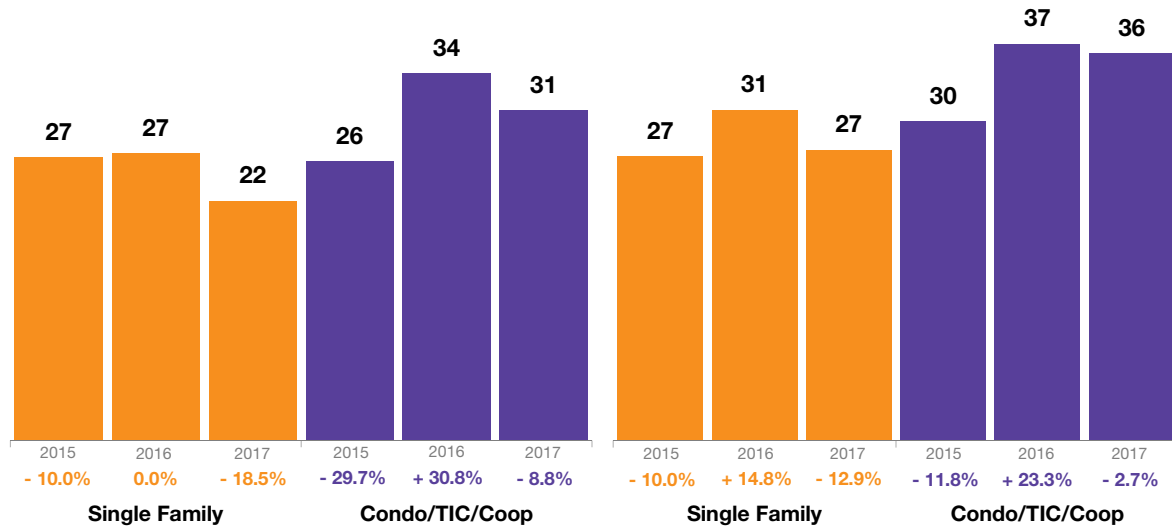
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

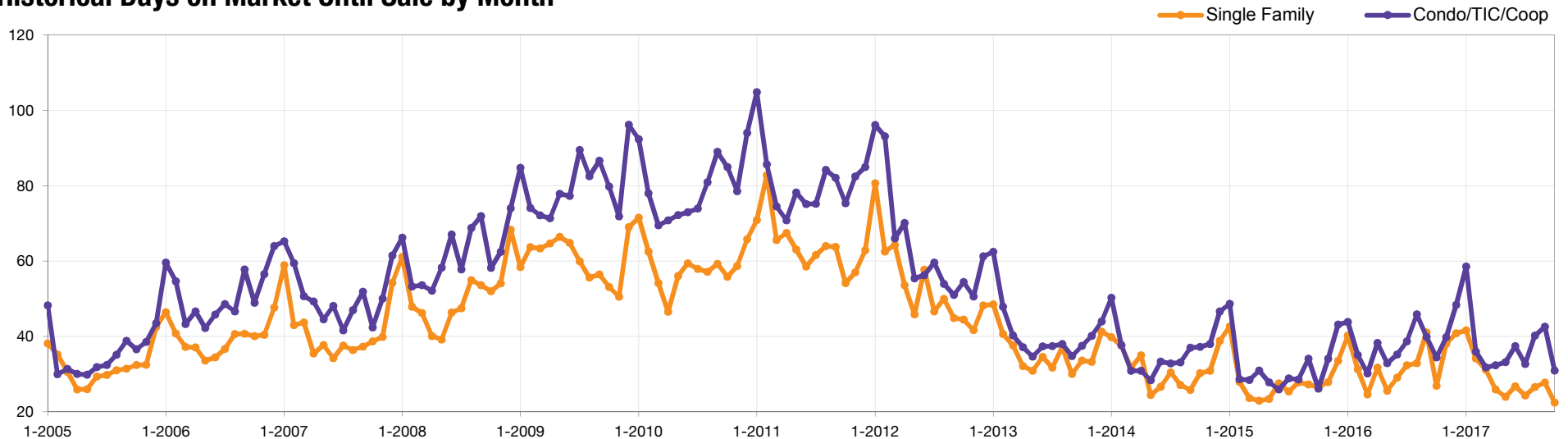
## Year to Date



| Days on Market  | Single Family | Year-Over-Year Change | Condo/TIC/Coop | Year-Over-Year Change |
|-----------------|---------------|-----------------------|----------------|-----------------------|
| Nov-2016        | 38            | +35.7%                | 40             | +17.6%                |
| Dec-2016        | 41            | +24.2%                | 48             | +11.6%                |
| Jan-2017        | 42            | +5.0%                 | 59             | +34.1%                |
| Feb-2017        | 34            | +9.7%                 | 36             | +2.9%                 |
| Mar-2017        | 31            | +24.0%                | 32             | +6.7%                 |
| Apr-2017        | 26            | -18.8%                | 32             | -15.8%                |
| May-2017        | 24            | -7.7%                 | 33             | 0.0%                  |
| Jun-2017        | 27            | -6.9%                 | 37             | +5.7%                 |
| Jul-2017        | 24            | -25.0%                | 33             | -15.4%                |
| Aug-2017        | 27            | -18.2%                | 40             | -13.0%                |
| Sep-2017        | 28            | -31.7%                | 43             | +7.5%                 |
| <b>Oct-2017</b> | <b>22</b>     | <b>-18.5%</b>         | <b>31</b>      | <b>-8.8%</b>          |
| 12-Month Avg*   | 29            | -5.0%                 | 38             | +0.2%                 |

\* Days on Market for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

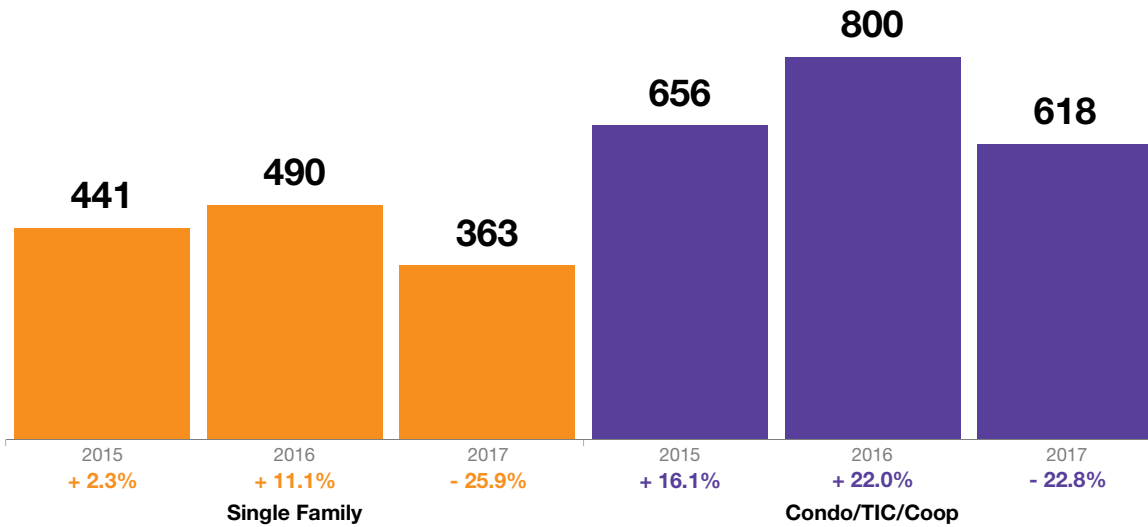


# Inventory of Active Listings

The number of properties available for sale in active status at the end of a given month.



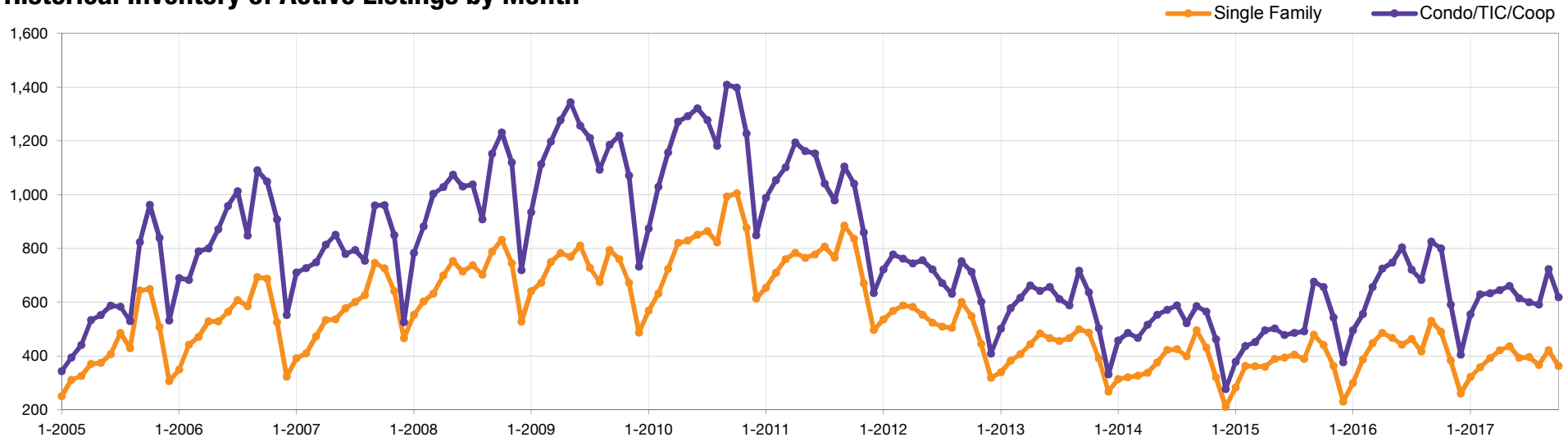
## October



| Active Listings | Single Family | Year-Over-Year Change | Condo/TIC/Coop | Year-Over-Year Change |
|-----------------|---------------|-----------------------|----------------|-----------------------|
| Nov-2016        | 383           | +5.5%                 | 591            | +8.8%                 |
| Dec-2016        | 260           | +13.0%                | 405            | +7.7%                 |
| Jan-2017        | 322           | +7.7%                 | 555            | +12.1%                |
| Feb-2017        | 358           | -7.5%                 | 629            | +13.1%                |
| Mar-2017        | 392           | -12.5%                | 633            | -3.5%                 |
| Apr-2017        | 421           | -13.4%                | 645            | -11.0%                |
| May-2017        | 436           | -6.6%                 | 660            | -11.6%                |
| Jun-2017        | 393           | -11.1%                | 615            | -23.5%                |
| Jul-2017        | 396           | -14.5%                | 600            | -16.8%                |
| Aug-2017        | 367           | -11.8%                | 591            | -13.5%                |
| Sep-2017        | 421           | -20.7%                | 723            | -12.4%                |
| <b>Oct-2017</b> | <b>363</b>    | <b>-25.9%</b>         | <b>618</b>     | <b>-22.8%</b>         |
| 12-Month Avg*   | 376           | -10.2%                | 605            | -8.4%                 |

\* Active Listings for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

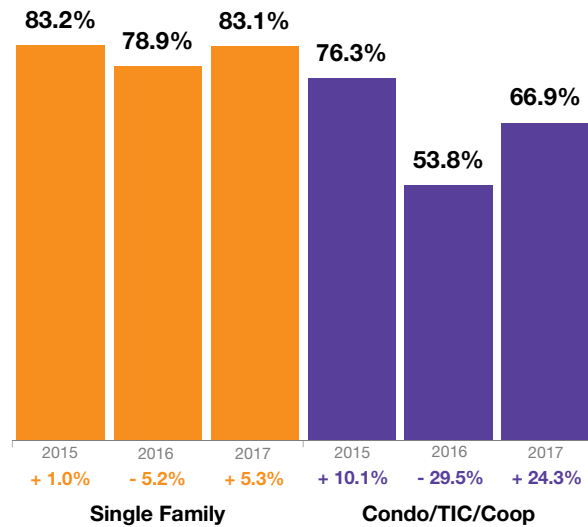


# % of Properties Sold Over List Price

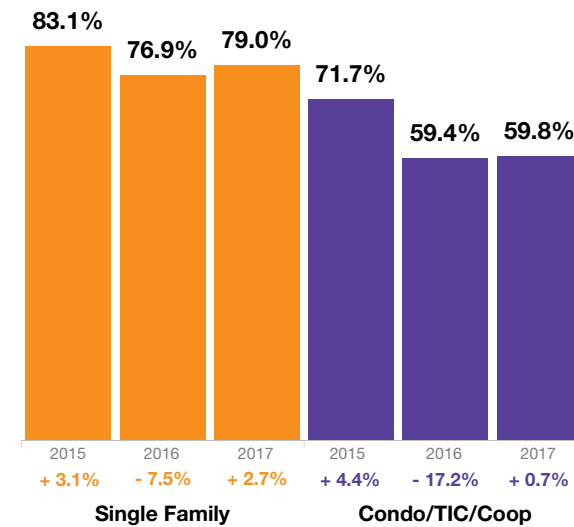


Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.

## October



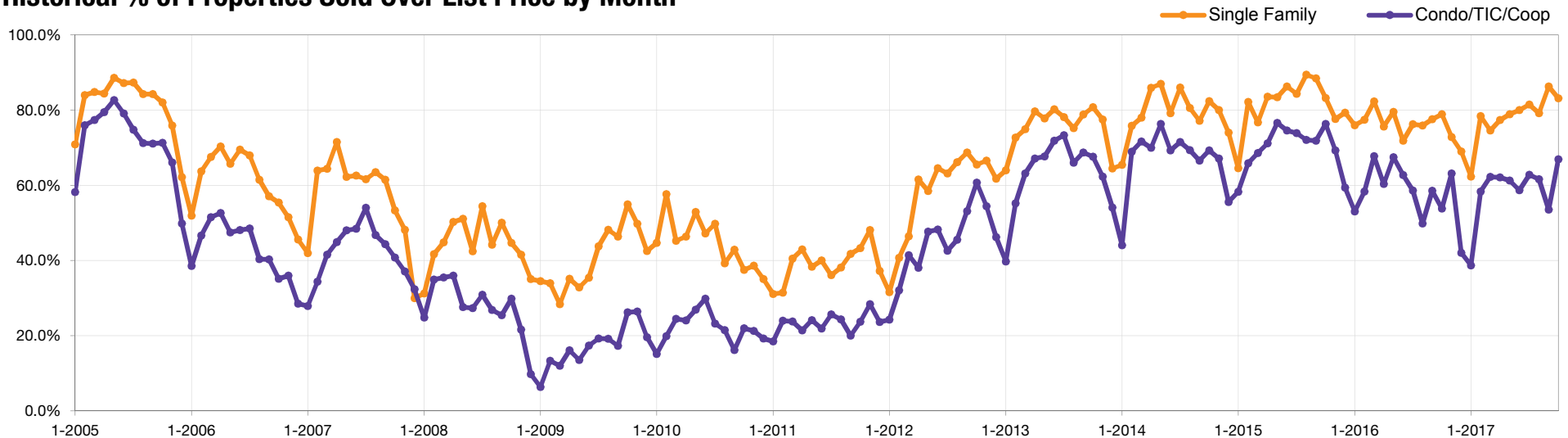
## Year to Date



| % of Properties Sold Over List Price | Single Family | Year-Over-Year Change | Condo/TIC/Coop | Year-Over-Year Change |
|--------------------------------------|---------------|-----------------------|----------------|-----------------------|
| Nov-2016                             | 72.8%         | -6.3%                 | 63.1%          | -8.8%                 |
| Dec-2016                             | 69.0%         | -13.0%                | 42.0%          | -29.3%                |
| Jan-2017                             | 62.3%         | -18.0%                | 38.7%          | -27.0%                |
| Feb-2017                             | 78.4%         | +1.2%                 | 58.3%          | 0.0%                  |
| Mar-2017                             | 74.6%         | -9.4%                 | 62.2%          | -8.1%                 |
| Apr-2017                             | 77.3%         | +2.2%                 | 62.1%          | +2.8%                 |
| May-2017                             | 78.9%         | -0.8%                 | 61.3%          | -9.1%                 |
| Jun-2017                             | 80.0%         | +11.4%                | 58.6%          | -6.5%                 |
| Jul-2017                             | 81.4%         | +6.8%                 | 62.8%          | +7.2%                 |
| Aug-2017                             | 79.1%         | +4.2%                 | 61.6%          | +23.7%                |
| Sep-2017                             | 86.3%         | +11.4%                | 53.5%          | -8.5%                 |
| <b>Oct-2017</b>                      | <b>83.1%</b>  | <b>+5.3%</b>          | <b>66.9%</b>   | <b>+24.3%</b>         |
| 12-Month Avg                         | 77.6%         | +0.5%                 | 58.6%          | -2.5%                 |

\* % of Properties Sold Over List Price for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

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

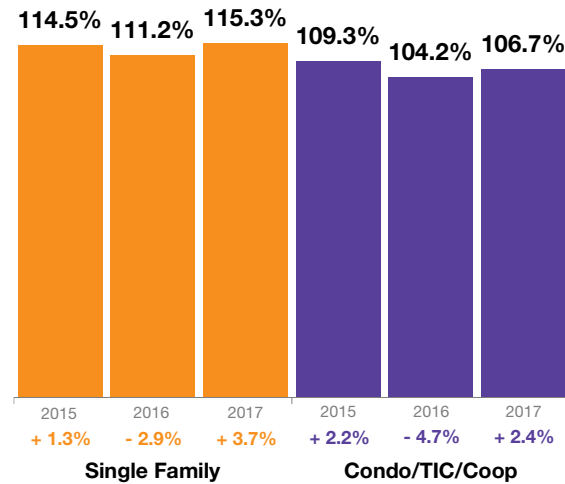


# % of List Price Received

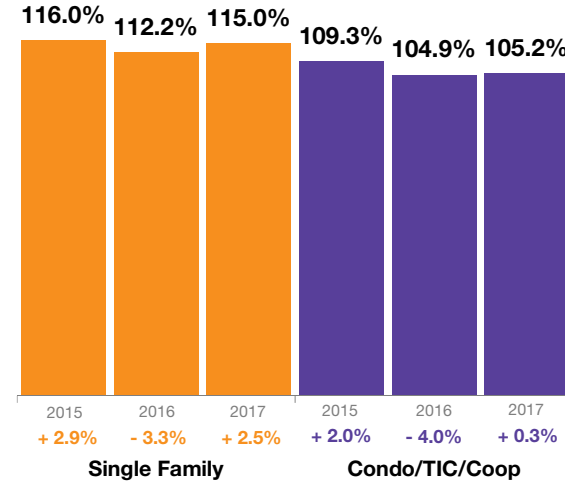


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## October



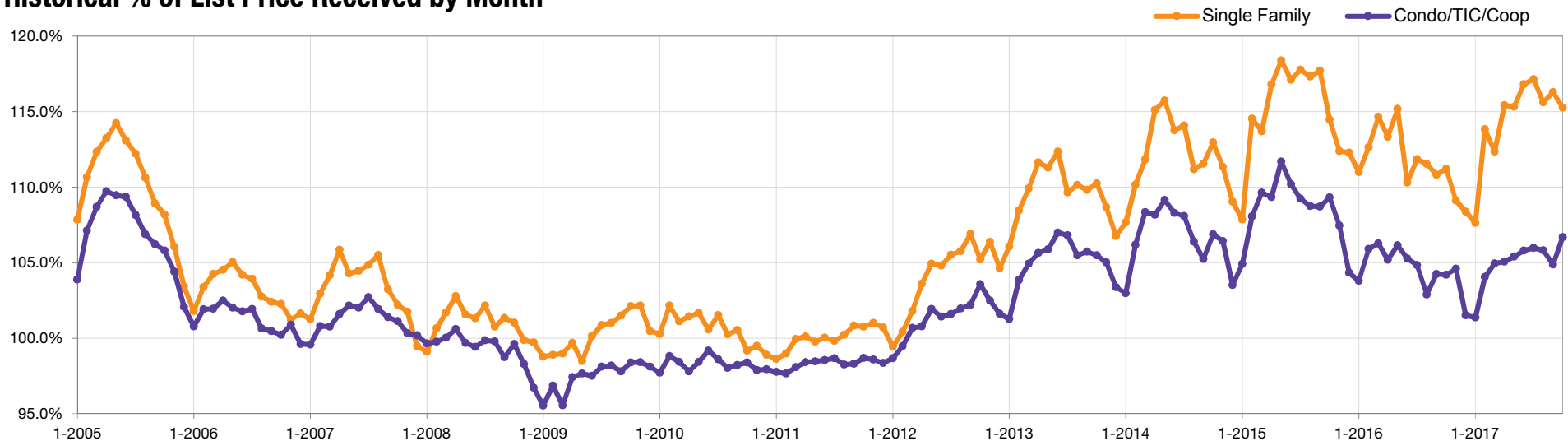
## Year to Date



| % of List Price Received | Single Family | Year-Over-Year Change | Condo/TIC/Coop | Year-Over-Year Change |
|--------------------------|---------------|-----------------------|----------------|-----------------------|
| Nov-2016                 | 109.1%        | -2.9%                 | 104.6%         | -2.7%                 |
| Dec-2016                 | 108.4%        | -3.5%                 | 101.5%         | -2.7%                 |
| Jan-2017                 | 107.6%        | -3.1%                 | 101.4%         | -2.3%                 |
| Feb-2017                 | 113.8%        | +1.1%                 | 104.1%         | -1.7%                 |
| Mar-2017                 | 112.4%        | -2.0%                 | 105.0%         | -1.2%                 |
| Apr-2017                 | 115.4%        | +1.9%                 | 105.1%         | -0.1%                 |
| May-2017                 | 115.3%        | +0.1%                 | 105.4%         | -0.7%                 |
| Jun-2017                 | 116.8%        | +5.9%                 | 105.8%         | +0.5%                 |
| Jul-2017                 | 117.1%        | +4.7%                 | 106.0%         | +1.1%                 |
| Aug-2017                 | 115.6%        | +3.7%                 | 105.8%         | +2.8%                 |
| Sep-2017                 | 116.3%        | +5.0%                 | 104.9%         | +0.6%                 |
| <b>Oct-2017</b>          | <b>115.3%</b> | <b>+3.7%</b>          | <b>106.7%</b>  | <b>+2.4%</b>          |
| 12-Month Avg*            | 113.9%        | +1.5%                 | 104.9%         | -0.1%                 |

\* % of List Price Received for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

## Historical % of List Price Received by Month

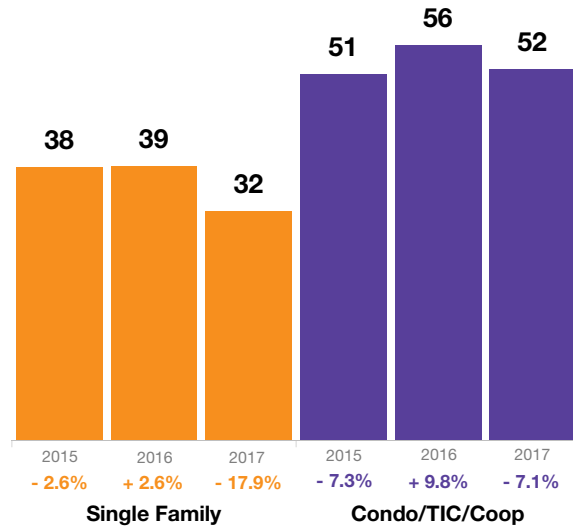


# Housing Affordability Ratio

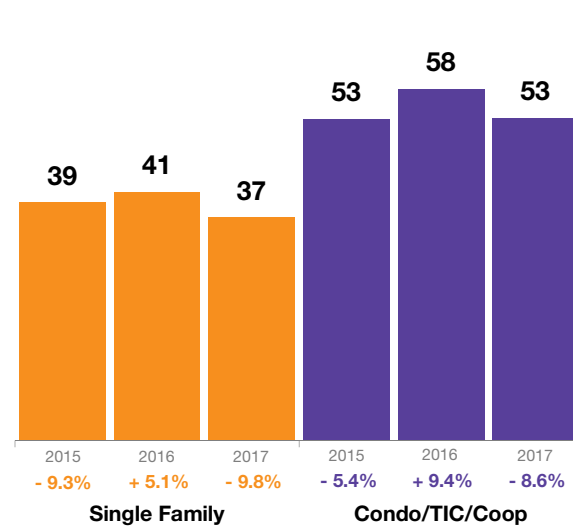


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## October



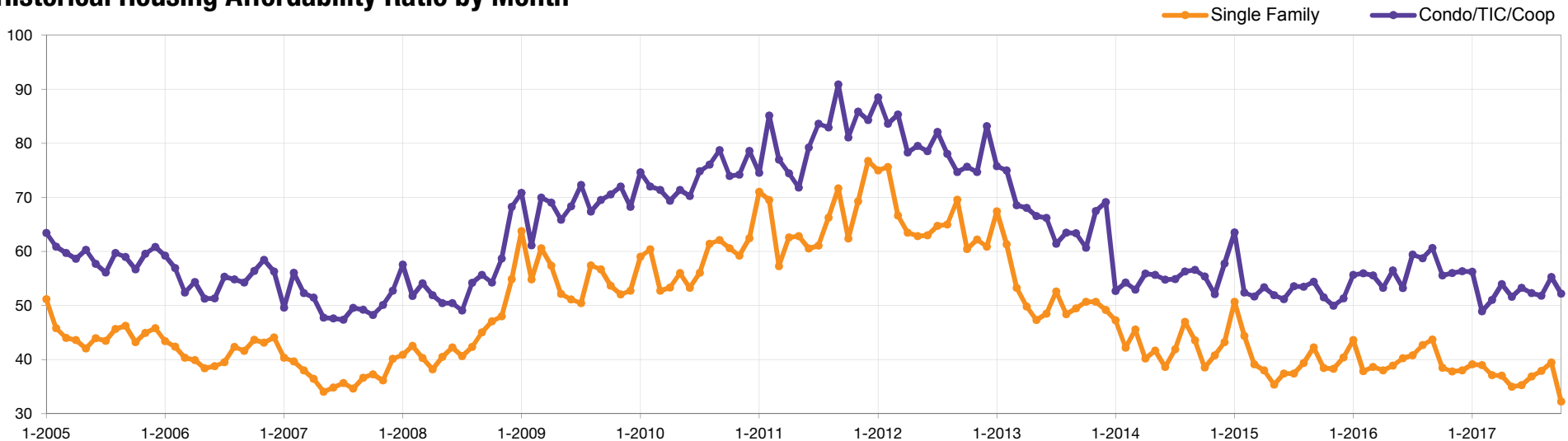
## Year to Date



| Affordability Ratio | Single Family | Year-Over-Year Change | Condo/TIC/Coop | Year-Over-Year Change |
|---------------------|---------------|-----------------------|----------------|-----------------------|
| Nov-2016            | 38            | 0.0%                  | 56             | +12.0%                |
| Dec-2016            | 38            | -5.0%                 | 56             | +9.8%                 |
| Jan-2017            | 39            | -11.4%                | 56             | 0.0%                  |
| Feb-2017            | 39            | +2.6%                 | 49             | -12.5%                |
| Mar-2017            | 37            | -5.1%                 | 51             | -8.9%                 |
| Apr-2017            | 37            | -2.6%                 | 54             | +1.9%                 |
| May-2017            | 35            | -10.3%                | 52             | -7.1%                 |
| Jun-2017            | 35            | -12.5%                | 53             | 0.0%                  |
| Jul-2017            | 37            | -9.8%                 | 52             | -11.9%                |
| Aug-2017            | 38            | -11.6%                | 52             | -11.9%                |
| Sep-2017            | 39            | -11.4%                | 55             | -9.8%                 |
| <b>Oct-2017</b>     | <b>32</b>     | <b>-17.9%</b>         | <b>52</b>      | <b>-7.1%</b>          |
| 12-Month Avg*       | 37            | -20.3%                | 40             | -6.3%                 |

\* Affordability Ratio for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

## Historical Housing Affordability Ratio by Month

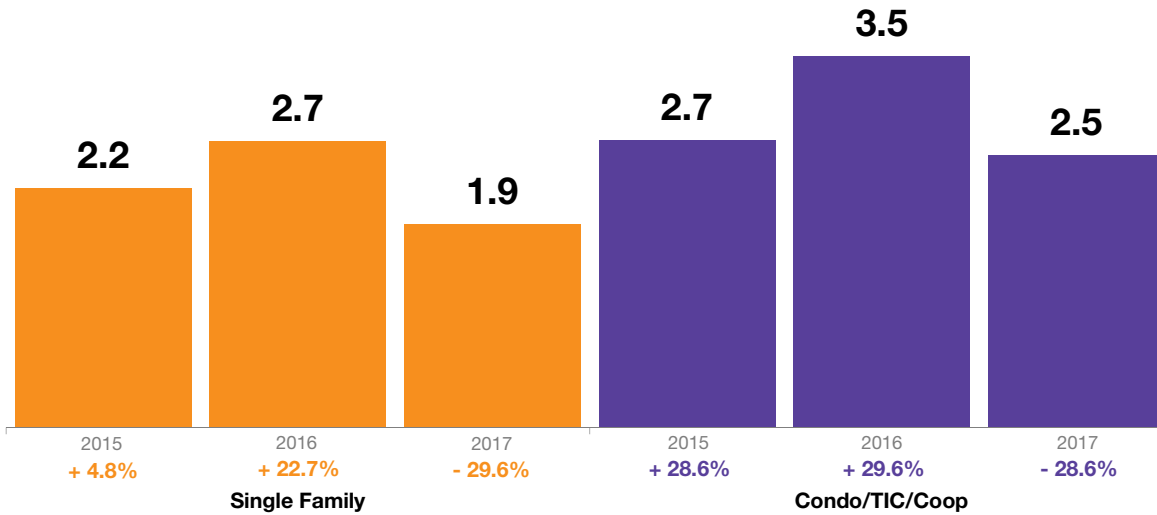


# Months Supply of Inventory



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.

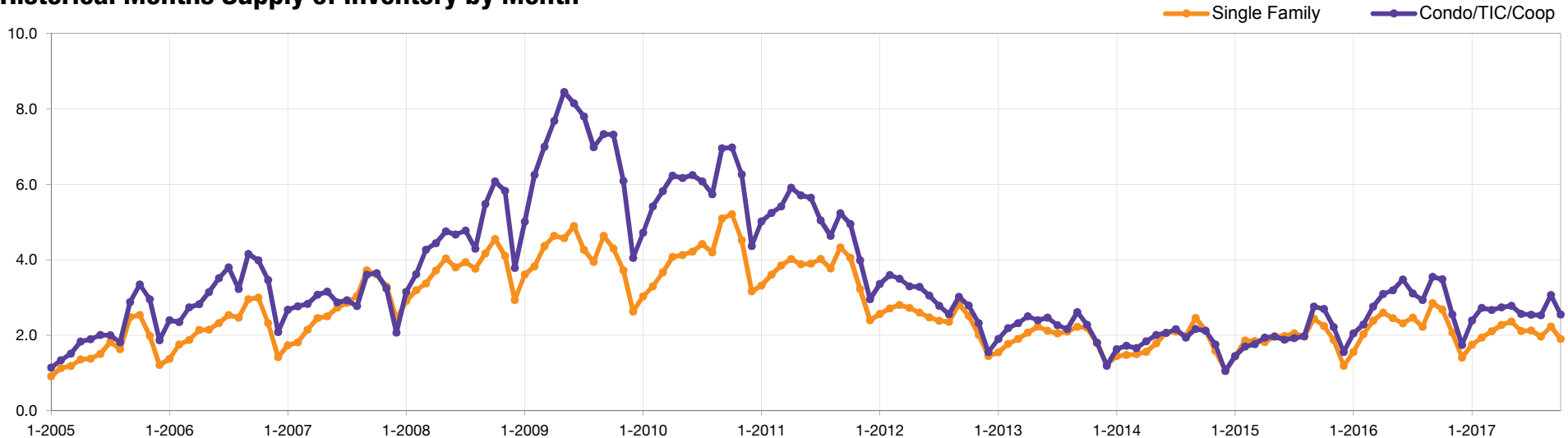
## October



| Months Supply   | Single Family | Year-Over-Year Change | Condo/TIC/Coop | Year-Over-Year Change |
|-----------------|---------------|-----------------------|----------------|-----------------------|
| Nov-2016        | 2.1           | +10.5%                | 2.5            | +13.6%                |
| Dec-2016        | 1.4           | +16.7%                | 1.7            | +6.3%                 |
| Jan-2017        | 1.7           | +6.3%                 | 2.4            | +20.0%                |
| Feb-2017        | 1.9           | -5.0%                 | 2.7            | +17.4%                |
| Mar-2017        | 2.1           | -12.5%                | 2.7            | -3.6%                 |
| Apr-2017        | 2.3           | -11.5%                | 2.7            | -12.9%                |
| May-2017        | 2.4           | -4.0%                 | 2.8            | -12.5%                |
| Jun-2017        | 2.1           | -8.7%                 | 2.6            | -25.7%                |
| Jul-2017        | 2.1           | -16.0%                | 2.5            | -19.4%                |
| Aug-2017        | 2.0           | -9.1%                 | 2.5            | -13.8%                |
| Sep-2017        | 2.2           | -24.1%                | 3.1            | -11.4%                |
| <b>Oct-2017</b> | <b>1.9</b>    | <b>-29.6%</b>         | <b>2.5</b>     | <b>-28.6%</b>         |
| 12-Month Avg*   | 2.0           | -9.0%                 | 2.6            | -8.5%                 |

\* Months Supply for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Activity Overview

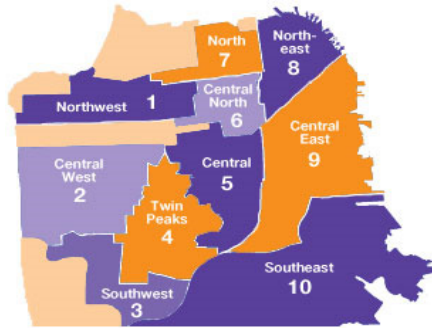


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

| Key Metrics                                 | Historical Sparkbars | 10-2016     | 10-2017            | Percent Change | YTD 2016    | YTD 2017           | Percent Change |
|---|----------------------|-------------|--------------------|----------------|-------------|--------------------|----------------|
| <b>New Listings</b>                         |                      | 522         | <b>514</b>         | - 1.5%         | 5,923       | <b>5,572</b>       | - 5.9%         |
| <b>Pending Sales</b>                        |                      | 471         | <b>578</b>         | + 22.7%        | 4,231       | <b>4,426</b>       | + 4.6%         |
| <b>Sold Listings</b>                        |                      | 463         | <b>536</b>         | + 15.8%        | 4,110       | <b>4,219</b>       | + 2.7%         |
| <b>Median Sales Price</b>                   |                      | \$1,250,000 | <b>\$1,292,500</b> | + 3.4%         | \$1,200,000 | <b>\$1,250,000</b> | + 4.2%         |
| <b>Avg. Sales Price</b>                     |                      | \$1,624,943 | <b>\$1,607,323</b> | - 1.1%         | \$1,446,501 | <b>\$1,503,992</b> | + 4.0%         |
| <b>Days on Market</b>                       |                      | 31          | <b>27</b>          | - 12.9%        | 34          | <b>32</b>          | - 5.9%         |
| <b>Active Listings</b>                      |                      | 1,290       | <b>981</b>         | - 24.0%        | --          | --                 | --             |
| <b>% of Properties Sold Over List Price</b> |                      | 66.1%       | <b>73.9%</b>       | + 11.8%        | 67.1%       | <b>68.3%</b>       | + 1.8%         |
| <b>% of List Price Received</b>             |                      | 107.6%      | <b>110.4%</b>      | + 2.6%         | 108.1%      | <b>109.6%</b>      | + 1.4%         |
| <b>Affordability Ratio</b>                  |                      | 39          | <b>37</b>          | - 5.1%         | 44          | <b>40</b>          | - 9.1%         |
| <b>Months Supply</b>                        |                      | 3.1         | <b>2.3</b>         | - 25.8%        | --          | --                 | --             |

# Activity by District

Key metrics by report month for the districts of San Francisco.



- 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, Shrwrd 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)
- SF District 8: Northeast (North Waterfront, North Beach, Russian Hill, Telegraph Hill, Nob Hill, Financial District / Barbary Coast, Downtown, Van Ness / Civic Center, Tenderloin)
- SF 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)

|                       | Active Listings |         |        | Sold Listings |         |         | Median Sales Price |             |        | Days on Market |         |         | Months Supply |         |        |
|-----------------------|-----------------|---------|--------|---------------|---------|---------|--------------------|-------------|--------|----------------|---------|---------|---------------|---------|--------|
|                       | 10-2016         | 10-2017 | + / -  | 10-2016       | 10-2017 | + / -   | 10-2016            | 10-2017     | + / -  | 10-2016        | 10-2017 | + / -   | 10-2016       | 10-2017 | + / -  |
| <b>Single Family</b>  |                 |         |        |               |         |         |                    |             |        |                |         |         |               |         |        |
| 1 SF District 1       | 42              | 22      | -47.6% | 21            | 21      | 0.0%    | \$1,811,410        | \$1,825,000 | +0.8%  | 19             | 19      | 0.0%    | 3.0           | 1.6     | -46.7% |
| 2 SF District 2       | 53              | 35      | -34.0% | 37            | 30      | -18.9%  | \$1,200,000        | \$1,537,500 | +28.1% | 25             | 19      | -24.0%  | 1.6           | 1.0     | -37.5% |
| 3 SF District 3       | 33              | 20      | -39.4% | 20            | 17      | -15.0%  | \$925,000          | \$1,015,000 | +9.7%  | 27             | 35      | +29.6%  | 2.1           | 1.4     | -33.3% |
| 4 SF District 4       | 54              | 42      | -22.2% | 30            | 29      | -3.3%   | \$1,462,500        | \$1,650,000 | +12.8% | 26             | 16      | -38.5%  | 2.1           | 1.6     | -23.8% |
| 5 SF District 5       | 88              | 52      | -40.9% | 35            | 37      | +5.7%   | \$2,200,000        | \$2,250,000 | +2.3%  | 24             | 23      | -4.2%   | 3.5           | 1.9     | -45.7% |
| 6 SF District 6       | 10              | 14      | +40.0% | 10            | 6       | -40.0%  | \$2,350,000        | \$2,563,000 | +9.1%  | 20             | 11      | -45.0%  | 3.2           | 4.8     | +50.0% |
| 7 SF District 7       | 42              | 36      | -14.3% | 15            | 15      | 0.0%    | \$6,000,000        | \$5,625,000 | -6.3%  | 40             | 26      | -35.0%  | 4.8           | 4.5     | -6.3%  |
| 8 SF District 8       | 11              | 14      | +27.3% | 2             | 4       | +100.0% | \$2,370,945        | \$3,147,500 | +32.8% | 12             | 11      | -8.3%   | 5.1           | 5.5     | +7.8%  |
| 9 SF District 9       | 60              | 46      | -23.3% | 24            | 28      | +16.7%  | \$1,457,500        | \$1,652,500 | +13.4% | 18             | 16      | -11.1%  | 2.9           | 2.1     | -27.6% |
| 10 SF District 10     | 97              | 82      | -15.5% | 33            | 44      | +33.3%  | \$875,000          | \$956,000   | +9.3%  | 41             | 30      | -26.8%  | 2.8           | 2.0     | -28.6% |
| <b>Condo/TIC/Coop</b> |                 |         |        |               |         |         |                    |             |        |                |         |         |               |         |        |
| 1 SF District 1       | 31              | 28      | -9.7%  | 8             | 20      | +150.0% | \$1,264,992        | \$1,117,500 | -11.7% | 36             | 31      | -13.9%  | 2.6           | 2.8     | +7.7%  |
| 2 SF District 2       | 14              | 8       | -42.9% | 3             | 3       | 0.0%    | \$1,500,000        | \$1,100,000 | -26.7% | 15             | 40      | +166.7% | 3.2           | 2.5     | -21.9% |
| 3 SF District 3       | 9               | 4       | -55.6% | 4             | 1       | -75.0%  | \$884,000          | \$540,000   | -38.9% | 26             | 19      | -26.9%  | 2.4           | 1.3     | -45.8% |
| 4 SF District 4       | 10              | 14      | +40.0% | 2             | 2       | 0.0%    | \$662,500          | \$515,565   | -22.2% | 20             | 20      | 0.0%    | 4.4           | 4.5     | +2.3%  |
| 5 SF District 5       | 91              | 55      | -39.6% | 47            | 54      | +14.9%  | \$1,300,000        | \$1,331,632 | +2.4%  | 29             | 20      | -31.0%  | 2.7           | 1.5     | -44.4% |
| 6 SF District 6       | 103             | 77      | -25.2% | 25            | 15      | -40.0%  | \$929,000          | \$1,100,000 | +18.4% | 29             | 21      | -27.6%  | 3.9           | 2.9     | -25.6% |
| 7 SF District 7       | 92              | 56      | -39.1% | 20            | 29      | +45.0%  | \$1,597,500        | \$1,275,000 | -20.2% | 20             | 17      | -15.0%  | 4.1           | 2.0     | -51.2% |
| 8 SF District 8       | 132             | 112     | -15.2% | 47            | 55      | +17.0%  | \$1,088,000        | \$1,100,000 | +1.1%  | 36             | 32      | -11.1%  | 3.4           | 2.8     | -17.6% |
| 9 SF District 9       | 292             | 239     | -18.2% | 73            | 115     | +57.5%  | \$1,050,000        | \$1,099,000 | +4.7%  | 43             | 38      | -11.6%  | 3.6           | 2.8     | -22.2% |
| 10 SF District 10     | 26              | 25      | -3.8%  | 7             | 11      | +57.1%  | \$710,000          | \$730,000   | +2.8%  | 41             | 51      | +24.4%  | 4.3           | 3.2     | -25.6% |