

County: San Francisco



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Sotheby's
INTERNATIONAL REALTY

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

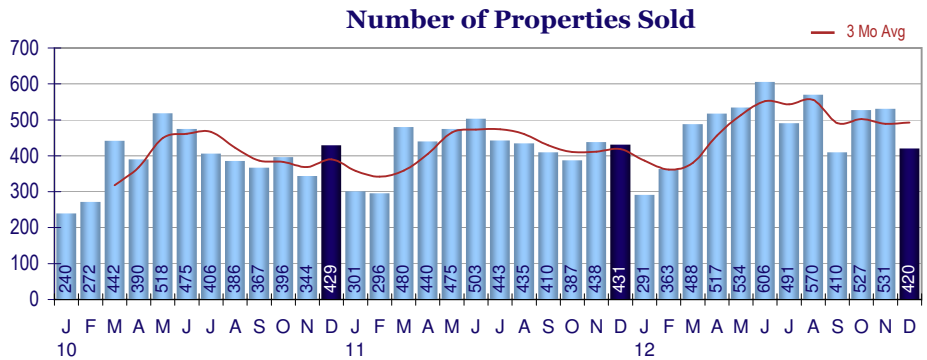
Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$799,000	↑		↑				
Average List Price of all Current Listings	\$1,363,808	↑		↑				
December Median Sales Price	\$789,750	↓	↔	↑	↑	\$735,000	↑	↑
December Average Sales Price	\$1,130,089	↑	↑	↑	↑	\$948,831	↑	↑
Total Properties Currently for Sale (Inventory)	426	↓		↓				
December Number of Properties Sold	420	↓		↓		5,748	↑	
December Average Days on Market (Solds)	65	↑	↑	↓	↓	66	↓	↓
Asking Price per Square Foot (based on New Listings)	\$594	↓	↓	↑	↑	\$607	↑	↑
December Sold Price per Square Foot	\$644	↔	↑	↑	↑	\$595	↑	↑
December Month's Supply of Inventory	1.0	↓	↓	↓	↓	2.8	↓	↓
December Sale Price vs List Price Ratio	103.1%	↓	↑	↑	↑	101.7%	↑	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

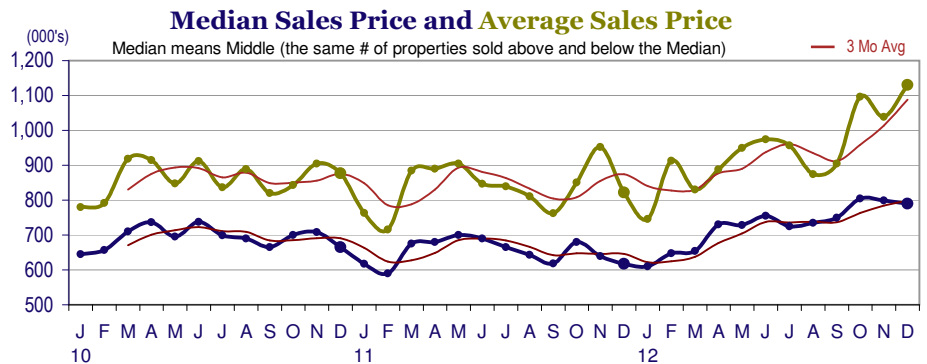
Property Sales

December Property sales were 420, down 2.6% from 431 in December of 2011 and 20.9% lower than the 531 sales last month. December 2012 sales were at their lowest level compared to December of 2011 and 2010. December YTD sales of 5,748 are running 14.1% ahead of last year's year-to-date sales of 5,039.



Prices

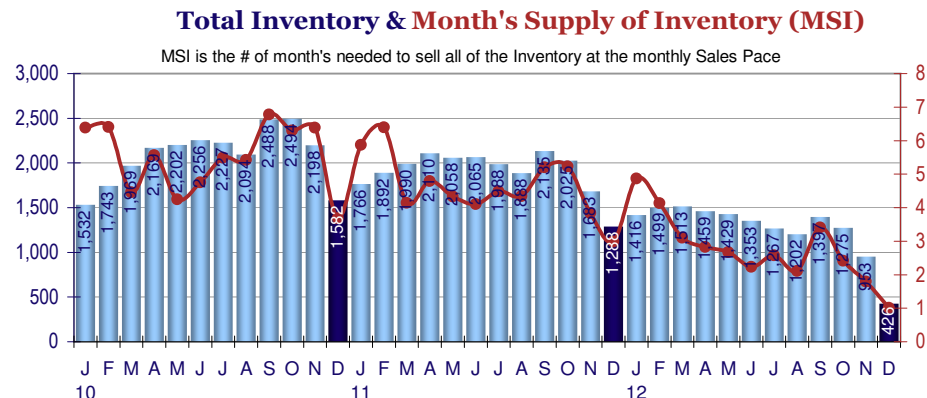
The Median Sales Price in December was \$789,750, up 28.0% from \$617,000 in December of 2011 and down 1.2% from \$799,000 last month. The Average Sales Price in December was \$1,130,089, up 37.4% from \$822,224 in December of 2011 and up 8.8% from \$1,038,841 last month. December 2012 ASP was at the highest level compared to December of 2011 and 2010.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 426, down 55.3% from 953 last month and down 66.9% from 1,288 in December of last year. December 2012 Inventory was at its lowest level compared with December of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2012 MSI of 1.0 months was at its lowest level compared with December of 2011 and 2010.



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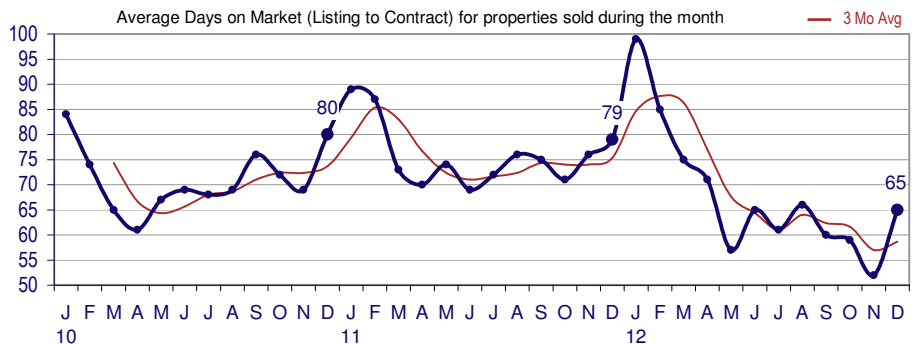
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Market Time

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 December was 65, up 25.0% from 52 days last month and down 17.7% from 79 days in December of last year. The December 2012 DOM was at its lowest level compared with December of 2011 and 2010.

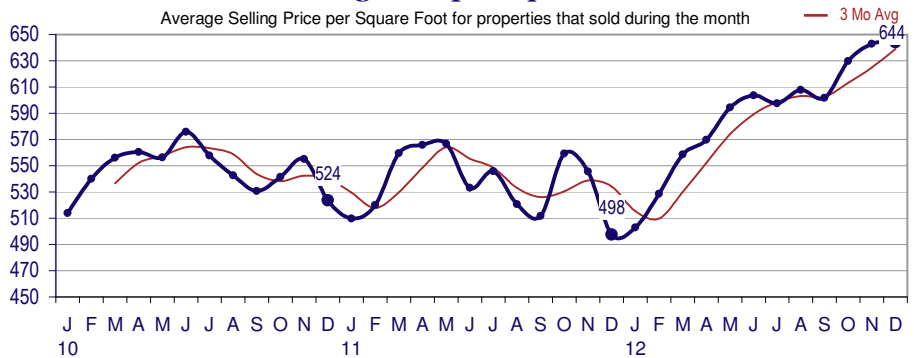
Days On Market for Sold Properties



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 December 2012 Selling Price per Square Foot of \$644 was up 0.2% from \$643 last month and up 29.4% from 498 in December of last year.

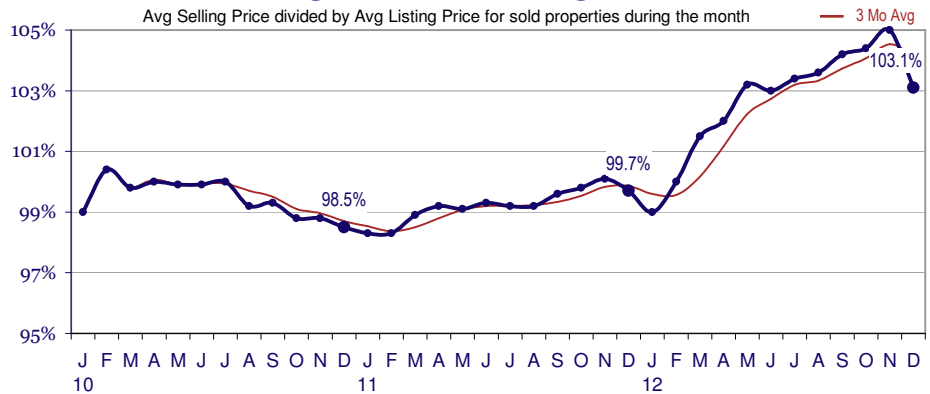
Selling Price per Square Foot



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 December 2012 Selling Price vs Original List Price of 103.1% was down from 105.0% last month and up from 99.7% in December of last year.

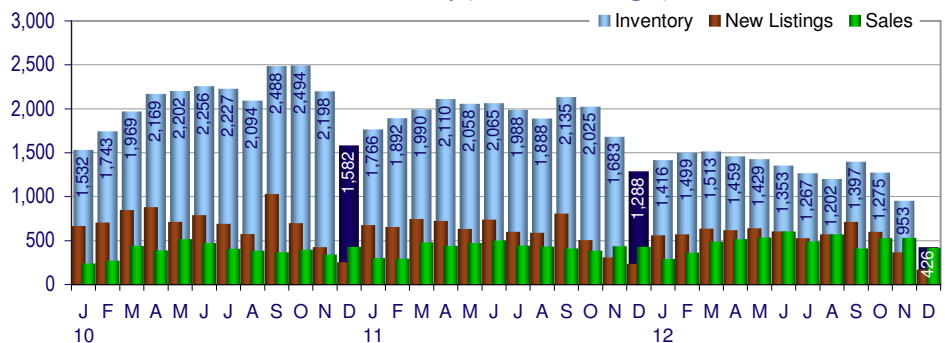
Selling Price versus Listing Price Ratio



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 December 2012 was 170, down 53.9% from 369 last month and down 27.7% from 235 in December of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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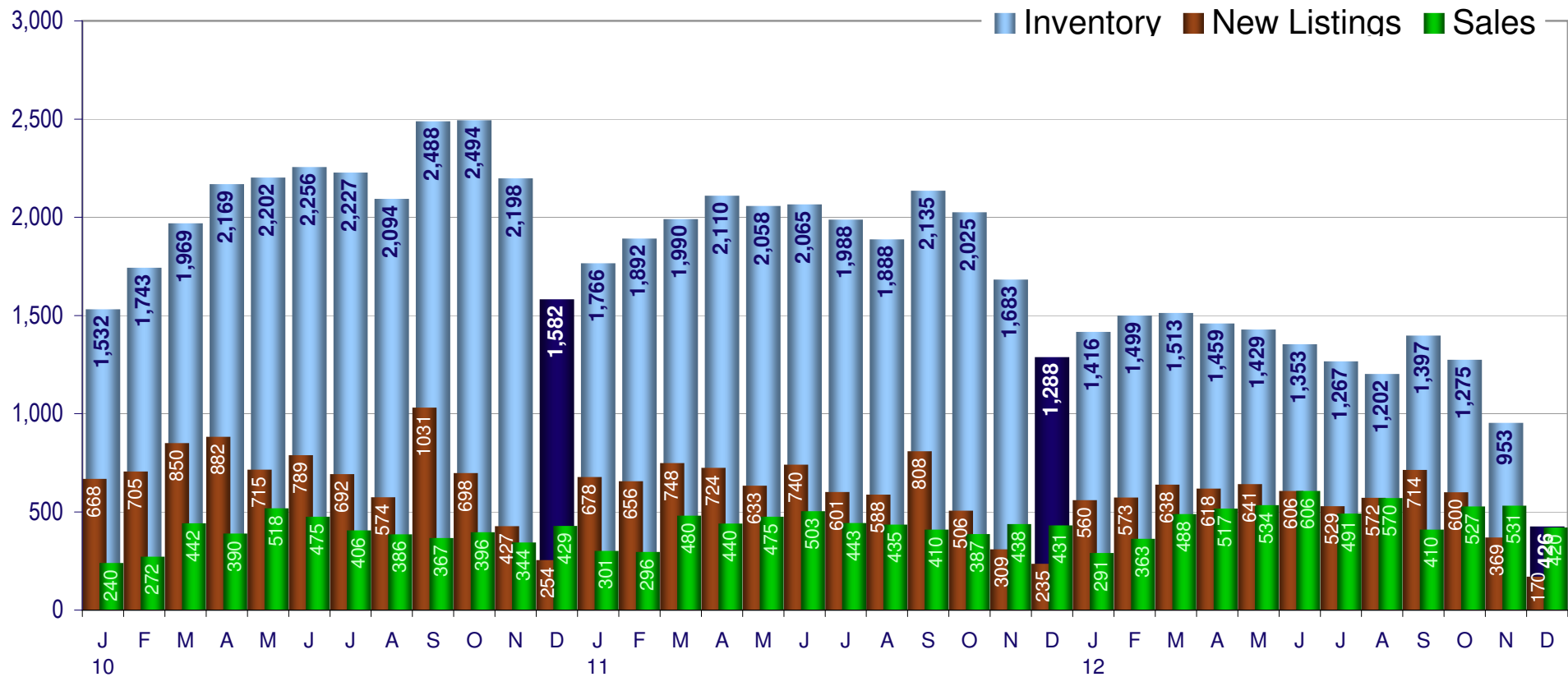
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December 2012

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