

County: San Francisco

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

Sotheby's
 INTERNATIONAL REALTY

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

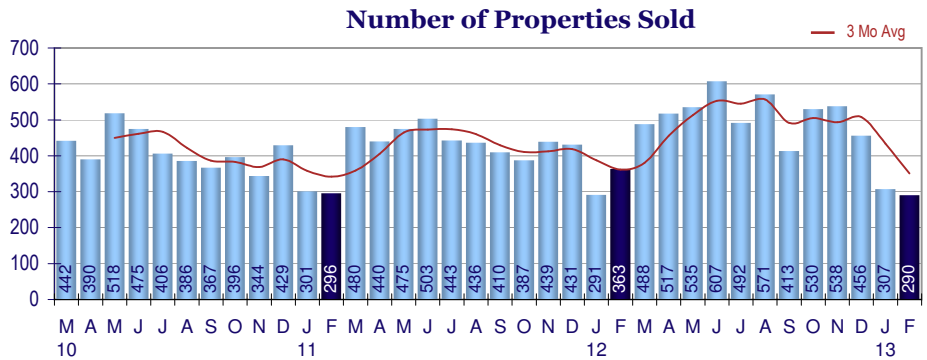
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$839,900	↑		↑				
Average List Price of all Current Listings	\$1,450,921	↑		↑				
February Median Sales Price	\$779,500	↑	↔	↑	\$760,000	↑	↑	
February Average Sales Price	\$996,077	↑	↓	↑	\$935,437	↑	↔	
Total Properties Currently for Sale (Inventory)	563	↓		↓				
February Number of Properties Sold	290	↓		↓	597	↓		
February Average Days on Market (Solds)	55	↓	↓	↓	59	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$674	↑	↑	↑	\$666	↑	↑	
February Sold Price per Square Foot	\$644	↑	↔	↑	\$629	↑	↑	
February Month's Supply of Inventory	1.9	↓	↓	↓	2.2	↓	↓	
February Sale Price vs List Price Ratio	106.2%	↑	↑	↑	102.9%	↑	↑	

* 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)

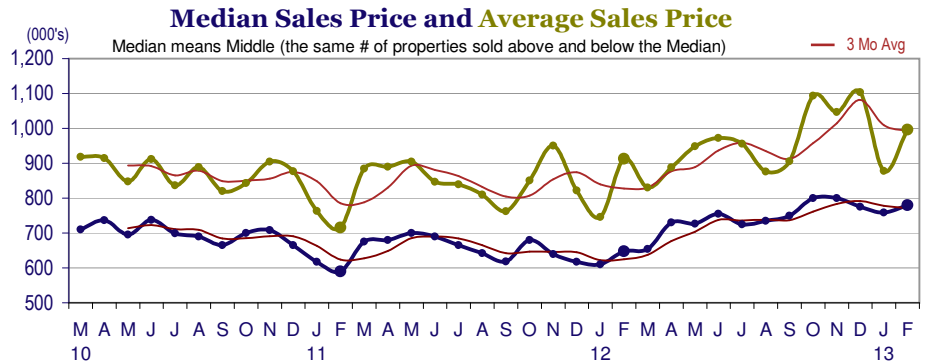
Property Sales

February Property sales were 290, down 20.1% from 363 in February of 2012 and 5.5% lower than the 307 sales last month. February 2013 sales were at their lowest level compared to February of 2012 and 2011. February YTD sales of 597 are running 8.7% behind last year's year-to-date sales of 654.



Prices

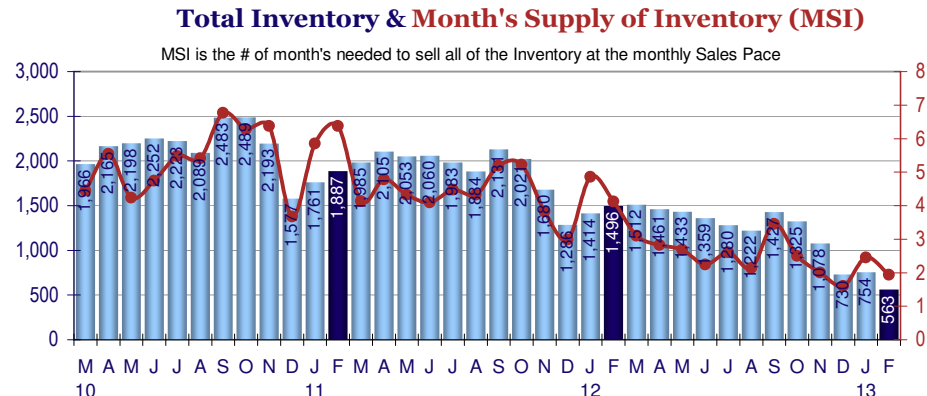
The Median Sales Price in February was \$779,500, up 20.3% from \$648,000 in February of 2012 and up 2.7% from \$759,000 last month. The Average Sales Price in February was \$996,077, up 9.1% from \$913,282 in February of 2012 and up 13.4% from \$878,155 last month. February 2013 ASP was at the highest level compared to February of 2012 and 2011.



Inventory & MSI

The Total Inventory of Properties available for sale as of February was 563, down 25.3% from 754 last month and down 62.4% from 1,496 in February of last year. February 2013 Inventory was at its lowest level compared with February of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2013 MSI of 1.9 months was at its lowest level compared with February of 2012 and 2011.



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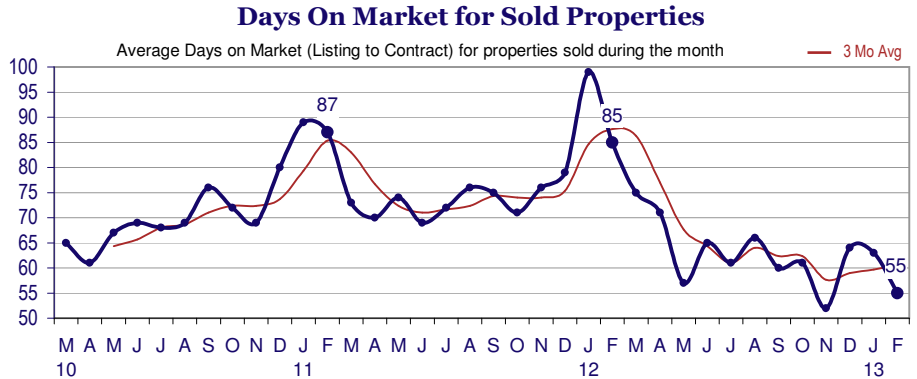
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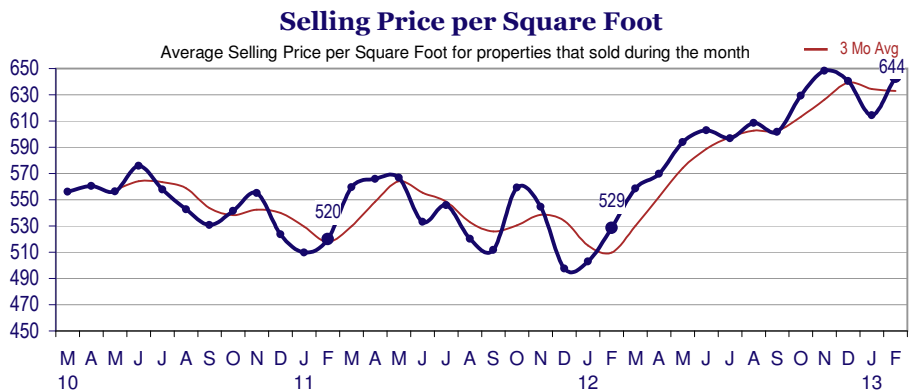
Market Time

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 February was 55, down 12.7% from 63 days last month and down 35.3% from 85 days in February of last year. The February 2013 DOM was at its lowest level compared with February of 2012 and 2011.



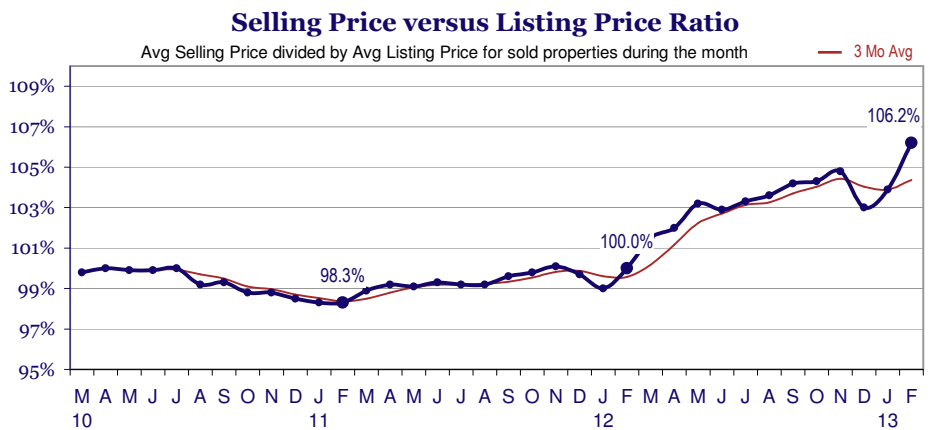
Selling Price per Square Foot

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 February 2013 Selling Price per Square Foot of \$644 was up 4.8% from \$614 last month and up 21.8% from 529 in February of last year.



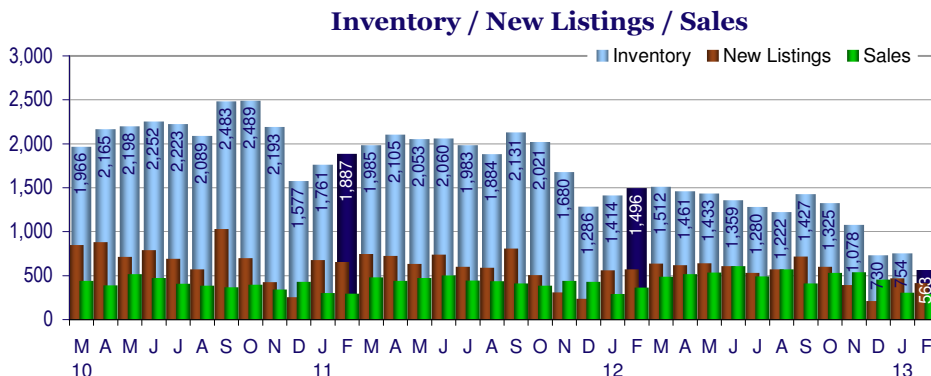
Selling Price vs Original Listing Price

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 February 2013 Selling Price vs Original List Price of 106.2% was up from 103.9% last month and up from 100.0% in February 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 February 2013 was 415, down 11.7% from 470 last month and down 27.6% from 573 in February of last year.



Inventory / Listings / Sales

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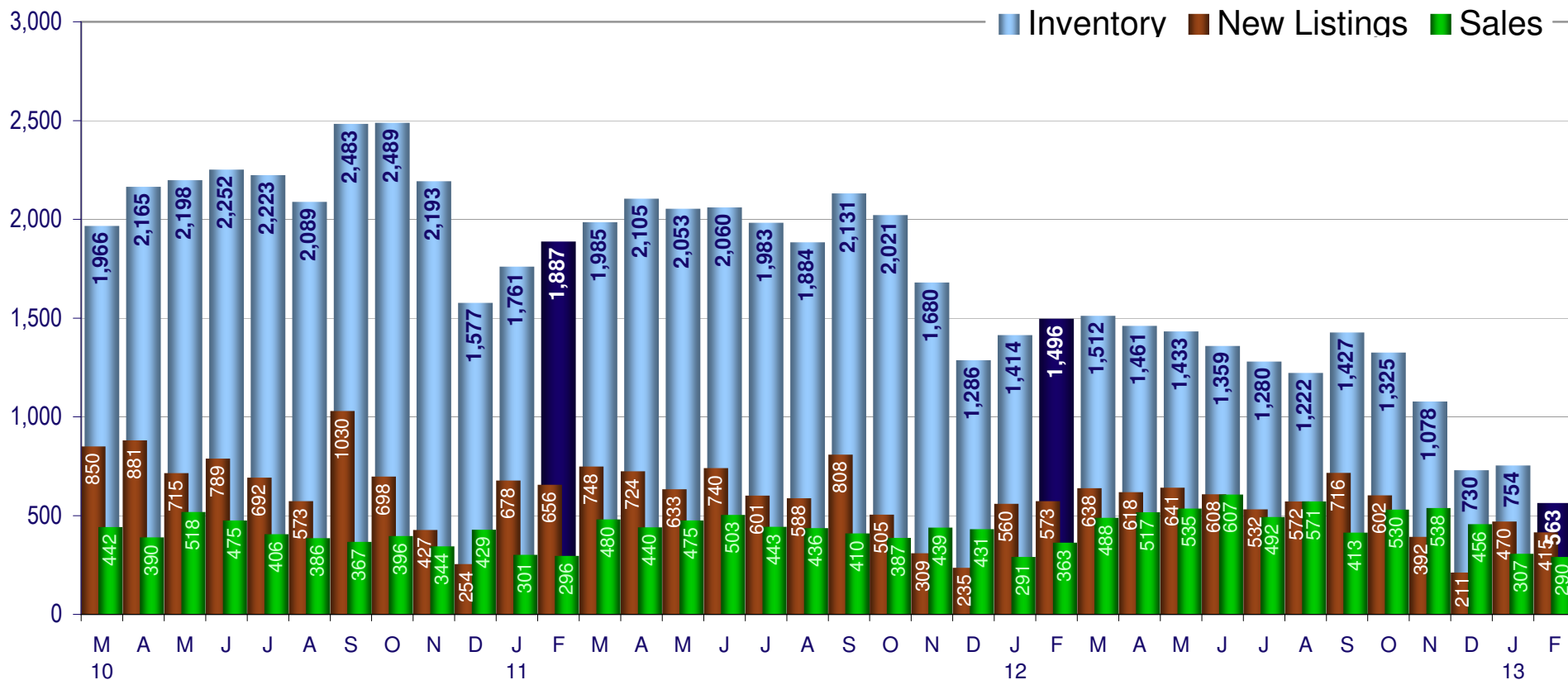
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