# **Monthly Indicators**



#### June 2016

Halfway through 2016, residential real estate markets are performing as predicted at the beginning of the year. Sales and prices have been going up in most areas, while the number of homes for sale and total months' supply of inventory have been going down. Meanwhile, many sellers have been getting a higher percentage of their asking price, and supply continues to struggle to meet demand. The message may be repetitive, but it is largely positive.

New Listings were down 20.9 percent for single family homes but increased 12.8 percent for Condo/TIC/Coop properties. Pending Sales decreased 0.9 percent for single family homes and 16.0 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 3.8 percent to \$1,350,000 for single family homes and 7.0 percent to \$1,177,500 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 5.0 percent for single family units but was up 57.9 percent for Condo/TIC/Coop units.

The national unemployment rate recently dropped 0.3 percent to 4.7 percent, but some states felt more of a pinch in their own figures. Similarly, the low inventory situation is showing signs of strain in markets where there are few homes for purchase. With an interest rate increase still in the cards this year, combined with the American political landscape and global economic events, a cooldown could occur by winter. Presently, however, summery growth prevails as many locales are reaching near-record prices not seen in more than a decade.

#### **Monthly Snapshot**

Single Family

+ 3.8%	+ 7.0%	+ 4.9%
One-Year Change in Median Sales Price	One-Year Change in Median Sales Price	One-Year Change in Median Sales Price

Condo/TIC/Coop

**All Property Types** 

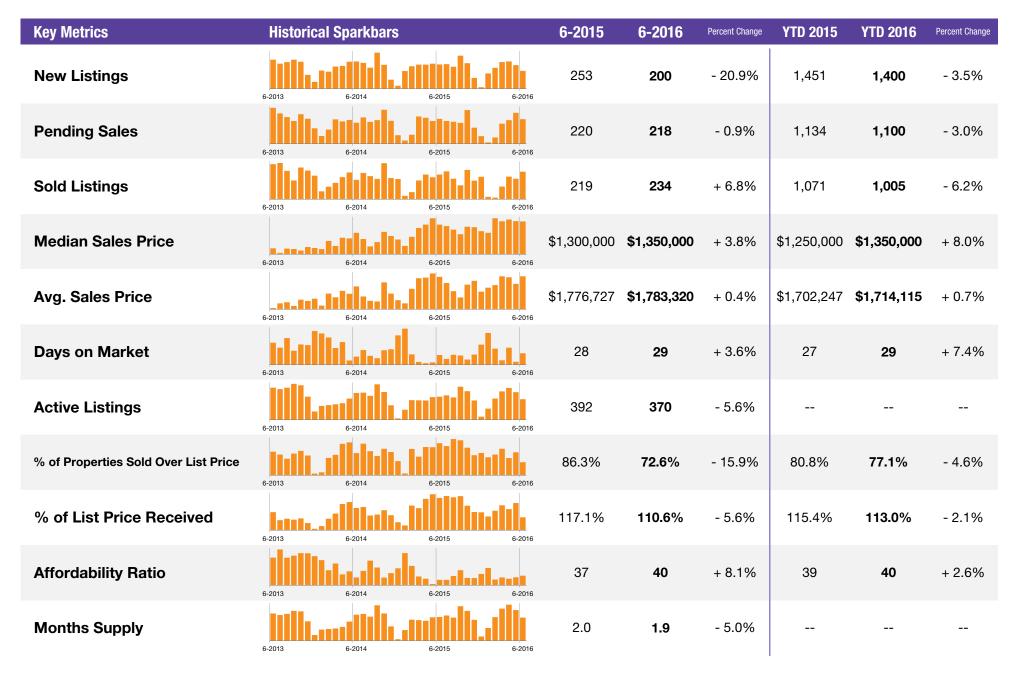
Residential real estate activity in San Francisco County (Districts 1-10), comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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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.

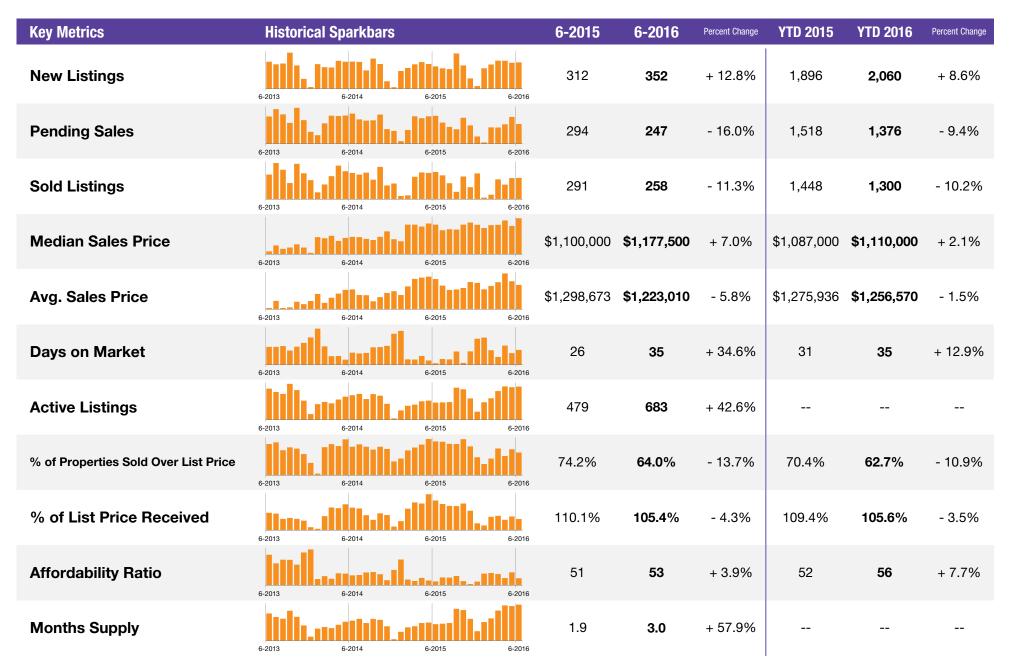




## **Condo/TIC/Coop Activity Overview**

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

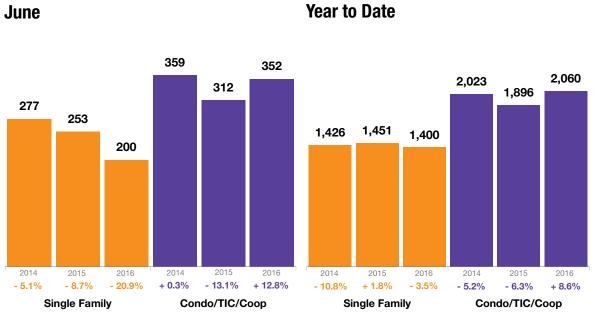




### **New Listings**

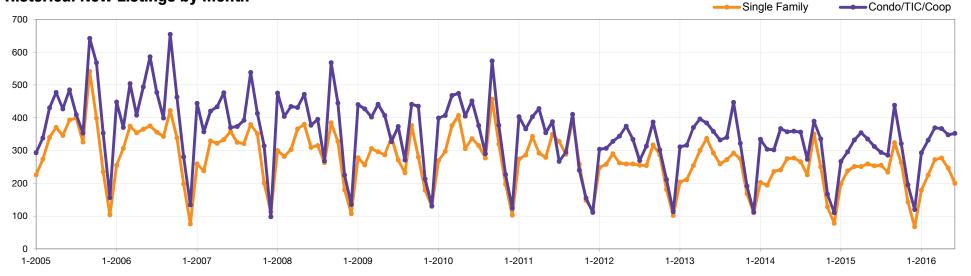
A count of the properties that have been newly listed on the market in a given month.





New Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	255	-4.1%	294	-17.4%
Aug-2015	234	+3.5%	286	+4.8%
Sep-2015	324	-7.4%	438	+12.6%
Oct-2015	263	+5.2%	321	-4.2%
Nov-2015	143	+11.7%	195	+16.8%
Dec-2015	67	-14.1%	120	+9.1%
Jan-2016	179	-10.1%	293	+9.7%
Feb-2016	225	-5.5%	331	+11.8%
Mar-2016	272	+8.4%	369	+11.1%
Apr-2016	277	+10.4%	367	+3.7%
May-2016	247	-4.6%	348	+3.9%
Jun-2016	200	-20.9%	352	+12.8%
12-Month Avg	224	-2.3%	310	+5.3%

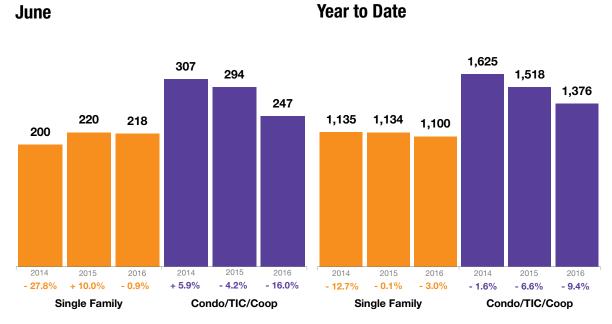
#### **Historical New Listings by Month**



### **Pending Sales**

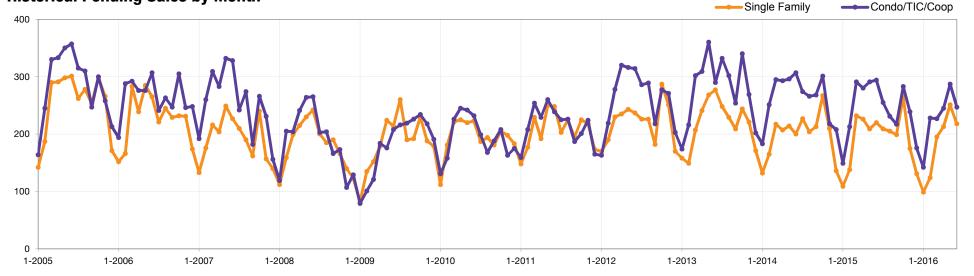
A count of the properties on which offers have been accepted in a given month.





Pending Sales	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	209	-7.9%	255	-6.9%
Aug-2015	205	+0.5%	231	-13.2%
Sep-2015	199	-6.6%	217	-19.0%
Oct-2015	265	-0.7%	283	-6.0%
Nov-2015	175	-16.7%	239	+9.6%
Dec-2015	131	-3.7%	176	-15.4%
Jan-2016	99	-9.2%	142	-4.7%
Feb-2016	124	-10.1%	228	+7.0%
Mar-2016	195	-15.9%	227	-22.0%
Apr-2016	213	-5.8%	245	-12.5%
May-2016	251	+20.1%	287	-1.4%
Jun-2016	218	-0.9%	247	-16.0%
12-Month Avg	190	-4.5%	231	-9.0%

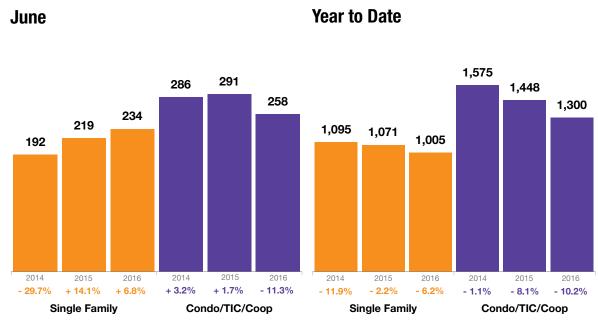
#### **Historical Pending Sales by Month**



### **Sold Listings**

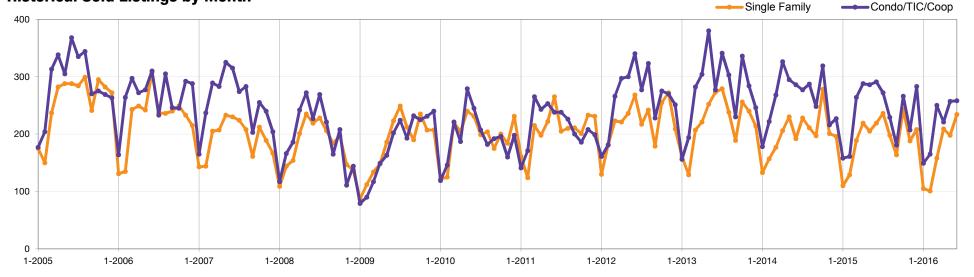
A count of the actual sales that closed in a given month.





Sold Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	236	+3.5%	272	-1.8%
Aug-2015	198	-6.2%	229	-20.2%
Sep-2015	164	-16.8%	181	-27.0%
Oct-2015	243	-12.6%	266	-16.6%
Nov-2015	188	-6.5%	207	-4.2%
Dec-2015	208	+6.1%	283	+24.7%
Jan-2016	105	-4.5%	149	-5.7%
Feb-2016	101	-21.7%	165	+2.5%
Mar-2016	158	-16.4%	250	-5.3%
Apr-2016	209	-4.6%	221	-23.3%
May-2016	198	-3.4%	257	-10.1%
Jun-2016	234	+6.8%	258	-11.3%
12-Month Avg	187	-5.9%	228	-9.4%

#### **Historical Sold Listings by Month**



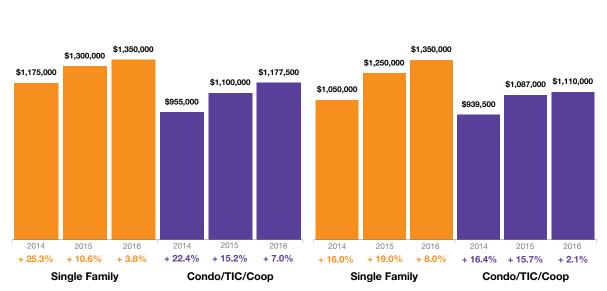
#### **Median Sales Price**

June

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

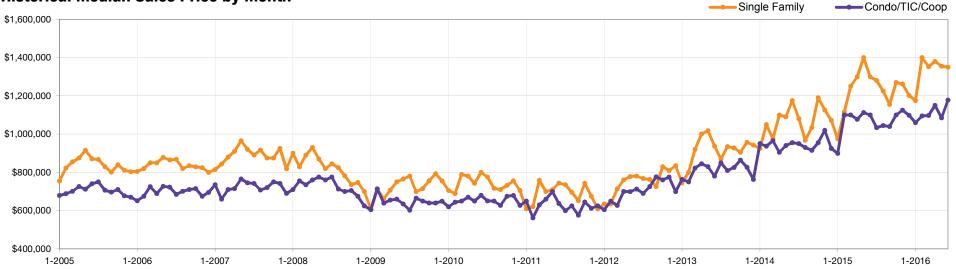
Year to Date





Median Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	\$1,280,000	+18.4%	\$1,033,509	+8.8%
Aug-2015	\$1,225,444	+26.6%	\$1,045,000	+12.4%
Sep-2015	\$1,155,000	+11.6%	\$1,040,000	+13.7%
Oct-2015	\$1,270,000	+6.7%	\$1,100,000	+15.2%
Nov-2015	\$1,262,500	+12.1%	\$1,125,000	+10.3%
Dec-2015	\$1,201,500	+12.1%	\$1,098,000	+18.7%
Jan-2016	\$1,175,000	+20.5%	\$1,060,000	+17.8%
Feb-2016	\$1,400,000	+25.6%	\$1,095,000	-0.5%
Mar-2016	\$1,352,500	+8.2%	\$1,097,500	-0.2%
Apr-2016	\$1,380,000	+6.2%	\$1,150,000	+6.7%
May-2016	\$1,355,000	-3.2%	\$1,085,000	-2.5%
Jun-2016	\$1,350,000	+3.8%	\$1,177,500	+7.0%
12-Month Avg*	\$1,292,500	+12.4%	\$1,100,000	+10.0%

\* Median Sales Price for all properties from July 2015 through June 2016. This is not the average of the individual figures above.



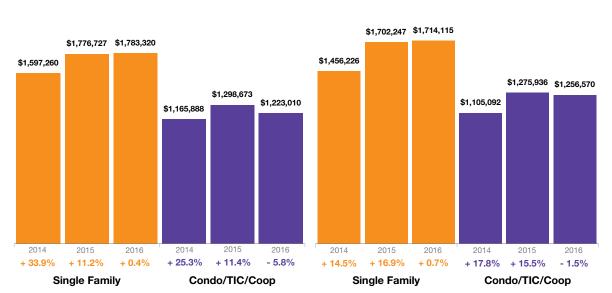
#### **Historical Median Sales Price by Month**

#### **Average Sales Price**

June

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



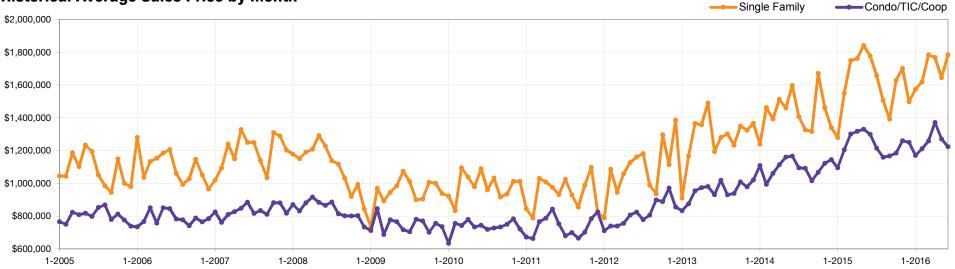


Year to Date

Avg. Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	\$1,657,986	+17.9%	\$1,214,445	+11.0%
Aug-2015	\$1,505,629	+13.5%	\$1,159,211	+6.2%
Sep-2015	\$1,390,736	+5.6%	\$1,166,494	+14.9%
Oct-2015	\$1,627,981	-2.5%	\$1,184,400	+11.0%
Nov-2015	\$1,700,437	+16.4%	\$1,259,473	+12.3%
Dec-2015	\$1,497,221	+11.8%	\$1,249,856	+9.2%
Jan-2016	\$1,573,224	+23.0%	\$1,169,189	+6.8%
Feb-2016	\$1,618,843	+4.4%	\$1,210,302	+0.5%
Mar-2016	\$1,783,317	+2.0%	\$1,258,212	-3.2%
Apr-2016	\$1,767,919	+0.4%	\$1,371,042	+4.1%
May-2016	\$1,643,626	-10.7%	\$1,270,591	-4.4%
Jun-2016	\$1,783,320	+0.4%	\$1,223,010	-5.8%
12-Month Avg*	\$1,635,535	+5.2%	\$1,230,802	+4.5%

#### **Historical Average Sales Price by Month**

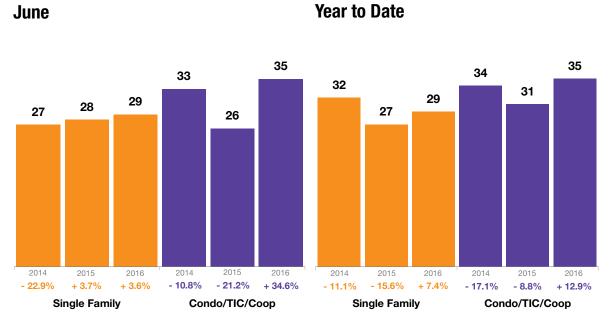
\* Avg. Sales Price for all properties from July 2015 through June 2016. This is not the average of the individual figures above.



### **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.

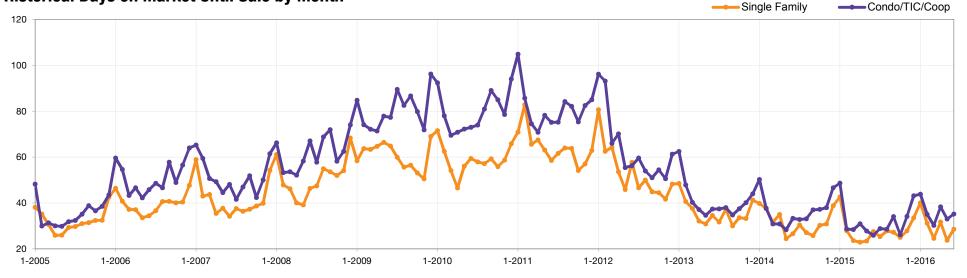




Days on Market	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	25	-16.7%	29	-12.1%
Aug-2015	28	+3.7%	29	-12.1%
Sep-2015	27	+3.8%	34	-8.1%
Oct-2015	25	-16.7%	26	-29.7%
Nov-2015	28	-9.7%	34	-10.5%
Dec-2015	33	-15.4%	43	-8.5%
Jan-2016	40	-7.0%	44	-10.2%
Feb-2016	31	+10.7%	35	+20.7%
Mar-2016	25	+4.2%	30	+7.1%
Apr-2016	32	+39.1%	38	+22.6%
May-2016	24	+4.3%	33	+17.9%
Jun-2016	29	+3.6%	35	+34.6%
12-Month Avg*	28	-1.6%	34	-0.3%

#### Historical Days on Market Until Sale by Month

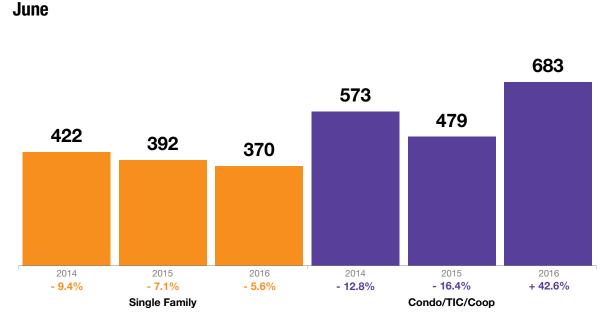
\* Days on Market for all properties from July 2015 through June 2016. This is not the average of the individual figures above.



### **Inventory of Active Listings**

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

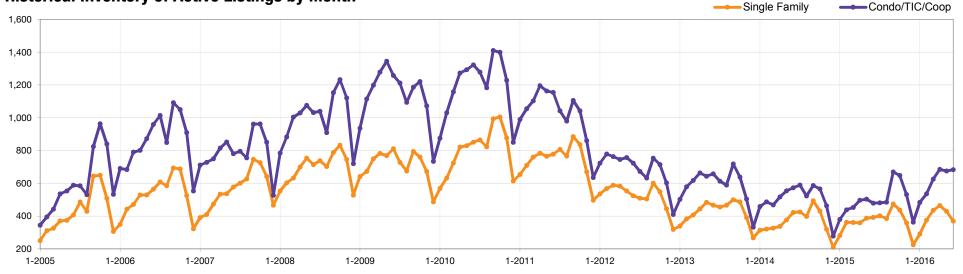




Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	402	-5.4%	481	-18.3%
Aug-2015	385	-3.3%	485	-7.3%
Sep-2015	474	-4.0%	669	+14.2%
Oct-2015	437	+1.6%	648	+14.5%
Nov-2015	359	+12.2%	532	+14.9%
Dec-2015	225	+7.1%	363	+30.6%
Jan-2016	291	+3.2%	484	+27.7%
Feb-2016	375	+3.6%	535	+22.1%
Mar-2016	435	+20.5%	625	+38.0%
Apr-2016	464	+29.2%	685	+38.1%
May-2016	429	+10.9%	675	+34.2%
Jun-2016	370	-5.6%	683	+42.6%
12-Month Avg*	387	+5.1%	572	+19.3%

#### **Historical Inventory of Active Listings by Month**

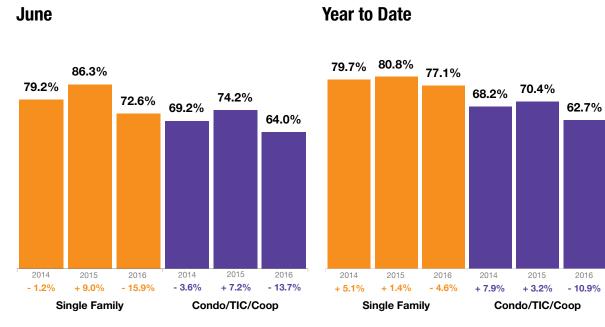
\* Active Listings for all properties from July 2015 through June 2016. This is not the average of the individual figures above.



## % of Properties Sold Over List Price



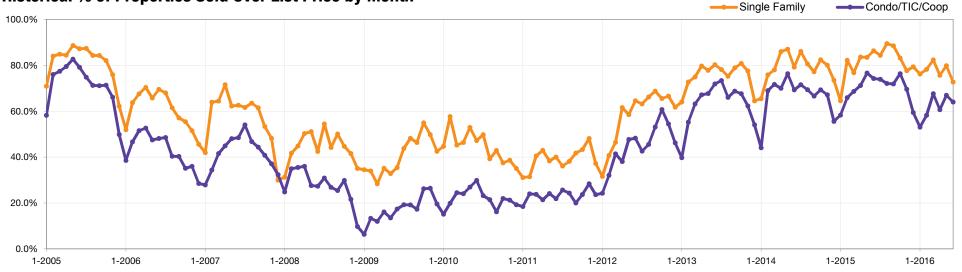
Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.



% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	84.3%	-2.0%	73.9%	+3.4%
Aug-2015	89.4%	+10.9%	72.1%	+4.0%
Sep-2015	88.4%	+14.5%	71.8%	+8.0%
Oct-2015	83.1%	+0.8%	76.3%	+10.1%
Nov-2015	77.7%	-2.9%	69.6%	+3.7%
Dec-2015	79.3%	+7.9%	59.4%	+7.0%
Jan-2016	76.2%	+18.1%	53.0%	-8.9%
Feb-2016	78.2%	-4.9%	58.2%	-11.6%
Mar-2016	82.3%	+7.3%	67.6%	-1.5%
Apr-2016	75.6%	-9.6%	60.6%	-14.9%
May-2016	79.8%	-4.3%	66.9%	-12.7%
Jun-2016	72.6%	-15.9%	64.0%	-13.7%
12-Month Avg	80.7%	+0.3%	66.7%	-2.8%

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

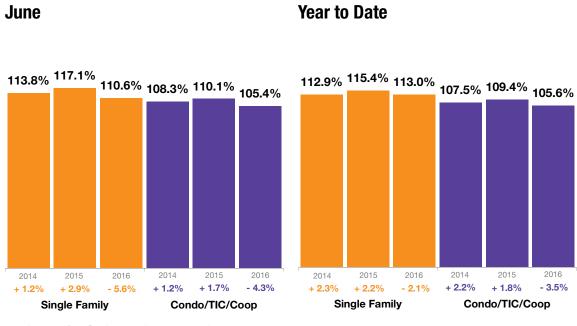
\* % of Properties Sold Over List Price for all properties from July 2015 through June 2016. This is not the average of the individual figures above.



## % of List Price Received

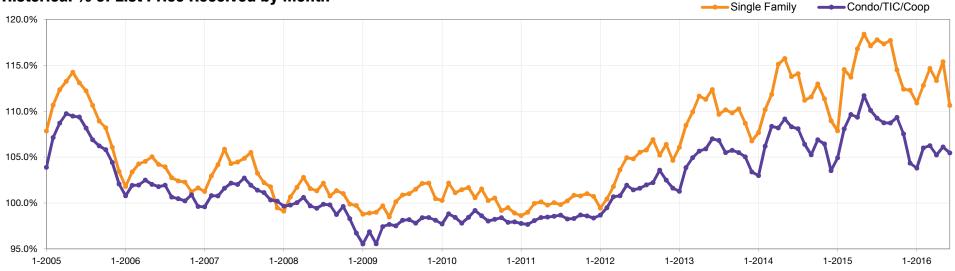


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	117.8%	+3.2%	109.2%	+1.0%
Aug-2015	117.3%	+5.5%	108.7%	+2.2%
Sep-2015	117.7%	+5.5%	108.7%	+3.3%
Oct-2015	114.5%	+1.3%	109.3%	+2.2%
Nov-2015	112.4%	+1.0%	107.5%	+1.0%
Dec-2015	112.3%	+3.0%	104.3%	+0.8%
Jan-2016	110.9%	+2.8%	103.8%	-1.0%
Feb-2016	112.8%	-1.5%	106.0%	-1.9%
Mar-2016	114.7%	+0.9%	106.2%	-3.1%
Apr-2016	113.3%	-3.0%	105.2%	-3.8%
May-2016	115.4%	-2.5%	106.1%	-5.0%
Jun-2016	110.6%	-5.6%	105.4%	-4.3%
12-Month Avg*	114.3%	+0.7%	106.8%	-0.9%

\* % of List Price Received for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

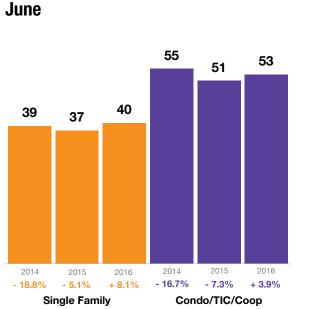


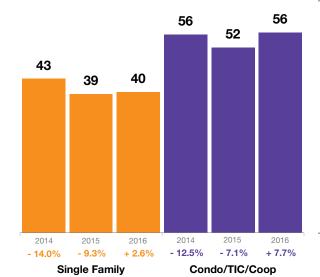
#### Historical % of List Price Received by Month

## **Housing Affordability Ratio**

SAN FRANCISCO ASSOCIATION of REALTORS

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.

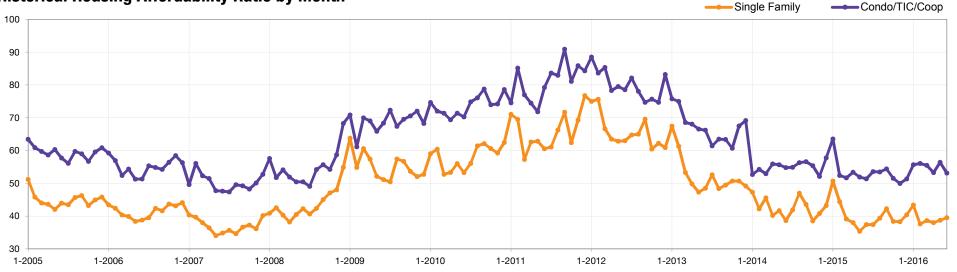




Affordability Ratio	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jul-2015	37	-11.9%	54	-1.8%
Aug-2015	39	-17.0%	53	-5.4%
Sep-2015	42	-4.5%	54	-5.3%
Oct-2015	38	-2.6%	51	-7.3%
Nov-2015	38	-7.3%	50	-3.8%
Dec-2015	40	-7.0%	51	-12.1%
Jan-2016	43	-15.7%	56	-11.1%
Feb-2016	38	-13.6%	56	+7.7%
Mar-2016	39	0.0%	55	+5.8%
Apr-2016	38	0.0%	53	0.0%
May-2016	39	+11.4%	56	+7.7%
Jun-2016	40	+8.1%	53	+3.9%
12-Month Avg*	39	-4.0%	42	-3.2%

**Historical Housing Affordability Ratio by Month** 

\* Affordability Ratio for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

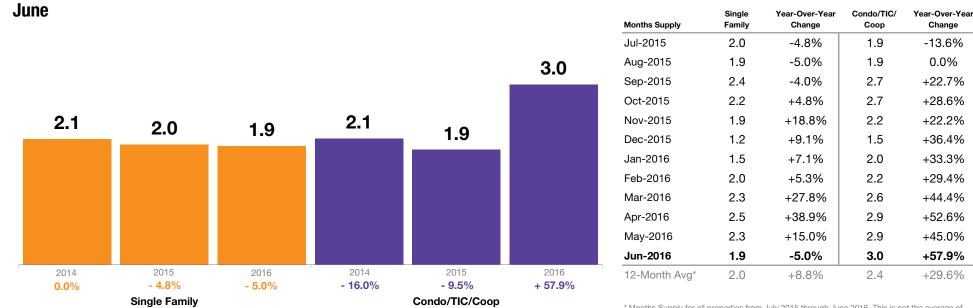


#### Year to Date

### **Months Supply of Inventory**

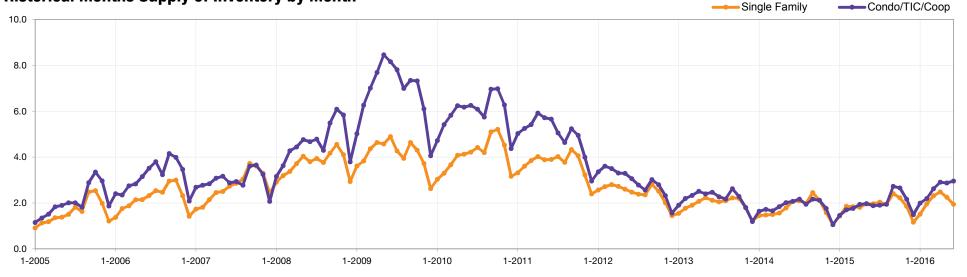


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



#### Historical Months Supply of Inventory by Month

\* Months Supply for all properties from July 2015 through June 2016. This is not the average of the individual figures above.



### **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	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings	6-2013 6-2014 6-2015 6-2016	565	552	- 2.3%	3,347	3,460	+ 3.4%
Pending Sales	6-2013 6-2014 6-2015 6-2016	514	465	- 9.5%	2,652	2,476	- 6.6%
Sold Listings	6-2013 6-2014 6-2015 6-2016	510	492	- 3.5%	2,519	2,305	- 8.5%
Median Sales Price	6-2013 6-2014 6-2015 6-2016	\$1,175,000	\$1,232,500	+ 4.9%	\$1,146,000	\$1,200,000	+ 4.7%
Avg. Sales Price	6-2013 6-2014 6-2015 6-2016	\$1,503,955	\$1,489,499	- 1.0%	\$1,457,190	\$1,456,063	- 0.1%
Days on Market	6-2013 6-2014 6-2015 6-2016	27	32	+ 18.5%	29	33	+ 13.8%
Active Listings	6-2013 6-2014 6-2015 6-2016	871	1,053	+ 20.9%			
% of Properties Sold Over List Price	6-2013 6-2014 6-2015 6-2016	79.4%	68.1%	- 14.2%	74.8%	69.0%	- 7.8%
% of List Price Received	6-2013 6-2014 6-2015 6-2016	113.1%	107.9%	- 4.6%	112.0%	108.8%	- 2.9%
Affordability Ratio	6-2013 6-2014 6-2015 6-2016	38	42	+ 10.5%	39	43	+ 10.3%
Months Supply	6-2013 6-2014 6-2015 6-2016	1.9	2.5	+ 31.6%			

## **Activity by District**

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





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, Shrwd 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: 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			<b>Median Sales Price</b>			Days on Market			Months Supply		
	6-2015	6-2016	+/-	6-2015	6-2016	+/-	6-2015	6-2016	+/-	6-2015	6-2016	+/-	6-2015	6-2016	+/-
Single Family															
1 SF District 1	31	31	0.0%	19	17	-10.5%	\$1,808,000	\$1,550,000	-14.3%	18	33	+83.3%	1.7	2.1	+23.5%
2 SF District 2	46	43	-6.5%	49	39	-20.4%	\$1,210,000	\$1,200,000	-0.8%	27	24	-11.1%	1.3	1.2	-7.7%
3 SF District 3	29	21	-27.6%	13	21	+61.5%	\$1,000,000	\$888,888	-11.1%	65	25	-61.5%	2.2	1.3	-40.9%
4 SF District 4	44	47	+6.8%	27	33	+22.2%	\$1,775,000	\$1,450,000	-18.3%	17	26	+52.9%	1.6	1.7	+6.3%
5 SF District 5	50	50	0.0%	23	40	+73.9%	\$2,150,000	\$2,075,000	-3.5%	18	26	+44.4%	1.9	2.0	+5.3%
6 SF District 6	12	8	-33.3%	3	4	+33.3%	\$1,975,000	\$2,815,000	+42.5%	39	20	-48.7%	4.1	2.4	-41.5%
7 SF District 7	20	30	+50.0%	13	12	-7.7%	\$4,600,000	\$6,462,500	+40.5%	12	47	+291.7%	2.1	3.9	+85.7%
8 SF District 8	8	9	+12.5%	4	3	-25.0%	\$2,911,000	\$2,950,000	+1.3%	20	51	+155.0%	3.8	4.1	+7.9%
9 SF District 9	50	32	-36.0%	19	30	+57.9%	\$1,575,000	\$1,395,444	-11.4%	28	27	-3.6%	2.4	1.4	-41.7%
10 SF District 10	102	99	-2.9%	49	35	-28.6%	\$750,000	\$890,000	+18.7%	36	32	-11.1%	2.4	2.6	+8.3%
Condo/TIC/Coop				1						1			1		
1 SF District 1	33	37	+12.1%	22	18	-18.2%	\$1,097,500	\$1,075,000	-2.1%	29	49	+69.0%	2.5	2.9	+16.0%
2 SF District 2	5	11	+120.0%	6	5	-16.7%	\$1,375,000	\$950,000	-30.9%	15	35	+133.3%	1.4	2.4	+71.4%
3 SF District 3	8	6	-25.0%	4	3	-25.0%	\$885,604	\$590,000	-33.4%	21	32	+52.4%	1.8	1.3	-27.8%
4 SF District 4	12	5	-58.3%	6	2	-66.7%	\$622,500	\$633,500	+1.8%	40	52	+30.0%	2.8	1.5	-46.4%
5 SF District 5	60	81	+35.0%	55	43	-21.8%	\$1,150,000	\$1,300,000	+13.0%	22	30	+36.4%	1.5	2.5	+66.7%
6 SF District 6	44	74	+68.2%	21	28	+33.3%	\$1,199,000	\$1,212,500	+1.1%	34	38	+11.8%	1.7	2.9	+70.6%
7 SF District 7	43	56	+30.2%	16	29	+81.3%	\$1,388,500	\$1,550,000	+11.6%	22	31	+40.9%	1.7	2.7	+58.8%
8 SF District 8	74	109	+47.3%	47	36	-23.4%	\$950,000	\$1,117,500	+17.6%	26	32	+23.1%	1.9	2.8	+47.4%
9 SF District 9	180	281	+56.1%	111	84	-24.3%	\$1,100,000	\$1,157,500	+5.2%	25	37	+48.0%	1.9	3.4	+78.9%
10 SF District 10	20	23	+15.0%	3	10	+233.3%	\$899,000	\$676,000	-24.8%	66	31	-53.0%	3.3	3.9	+18.2%

Current as of July 11, 2016. All data from the San Francisco MLS. Report © 2016 ShowingTime. | 16