Monthly Indicators



May 2016

We are in the thick of an exciting period of home buying and selling, often with quick multiple offers that are near, at or even above asking price, depending on the factors of the home and submarket in question. It was widely predicted that we would see healthy sales activity during the second quarter of 2016, and the market has not disappointed.

New Listings were down 10.8 percent for single family homes and 4.2 percent for Condo/TIC/Coop properties. Pending Sales increased 18.2 percent for single family homes but decreased 3.4 percent for Condo/TIC/Coop properties.

The Median Sales Price was down 1.4 percent to \$1,380,000 for single family homes and 1.1 percent to \$1,100,000 for Condo/TIC/Coop properties. Months Supply of Inventory increased 5.0 percent for single family units and 35.0 percent for Condo/TIC/Coop units.

Although inventory is still being stretched thin in many areas, low mortgage rates coupled with higher wages have built a relatively sturdy housing marketplace. How long that can continue without fresh supply remains an important question, but conditions are seemingly good enough for serious buyers. With the current slow state of new construction for non-rental households, the road ahead could be tricky if demand remains high.

Monthly Snapshot

- 1.4% - 1.1% + 2.0%

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

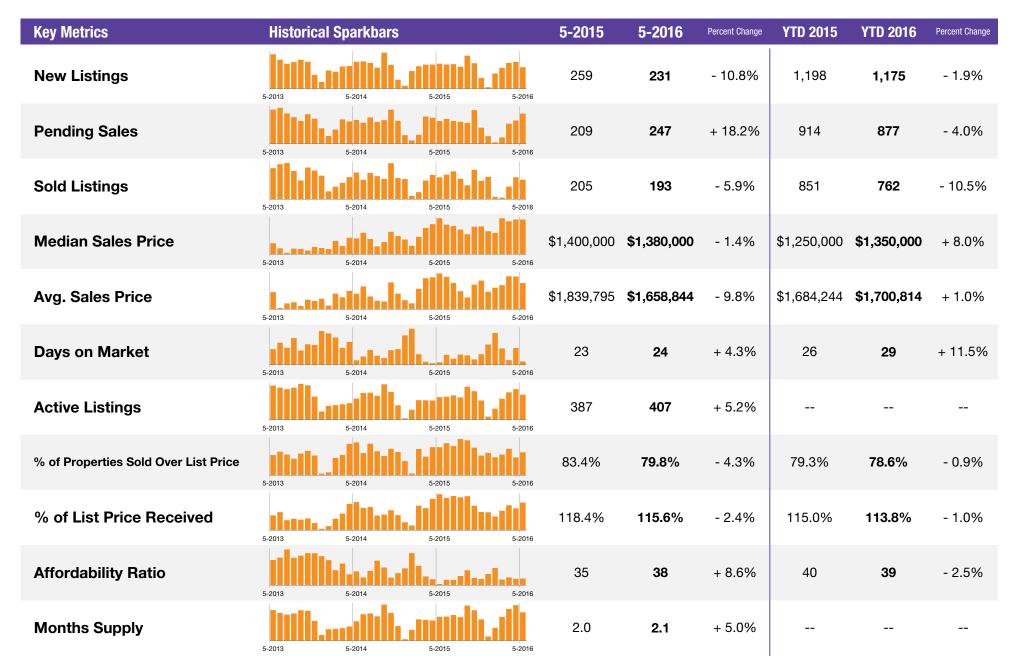
Residential real estate activity in San Francisco County (Districts 1-10), comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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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.

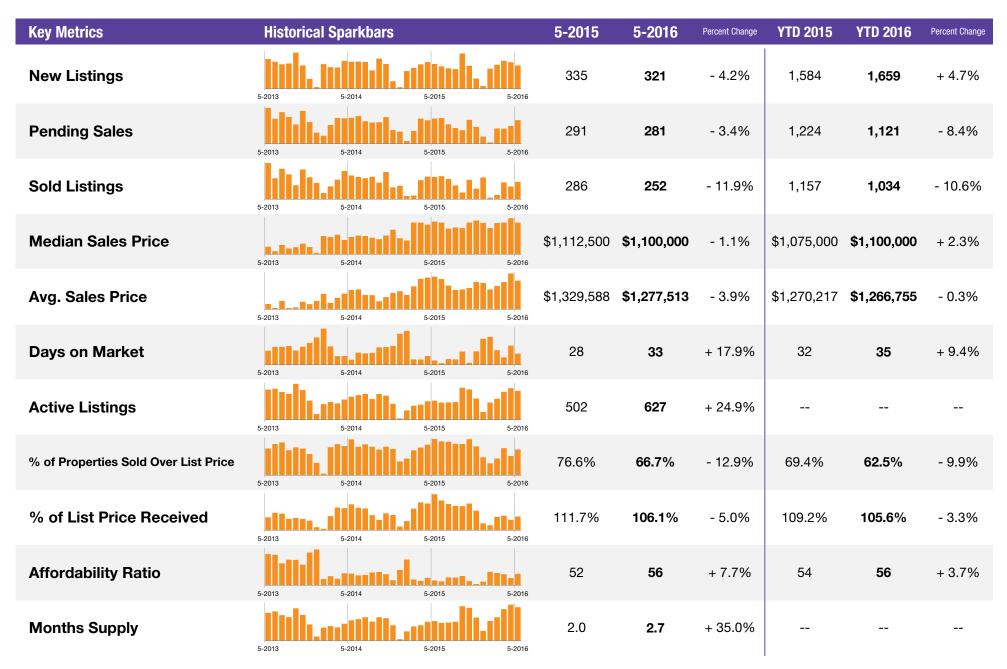




Condo/TIC/Coop Activity Overview

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

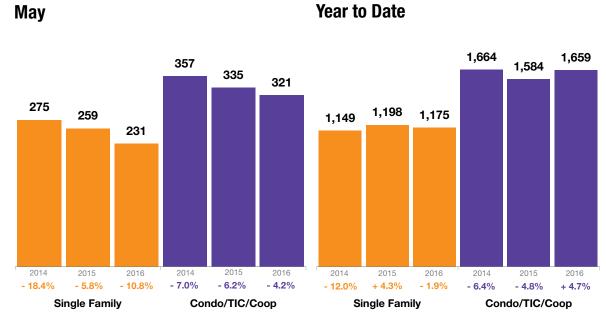




New Listings

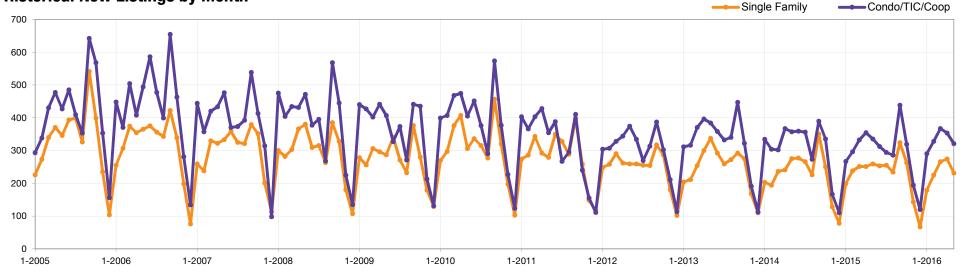
A count of the properties that have been newly listed on the market in a given month.





New Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	253	-8.7%	312	-13.1%
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%	319	-4.8%
Nov-2015	143	+11.7%	194	+16.2%
Dec-2015	67	-14.1%	120	+9.1%
Jan-2016	179	-10.1%	290	+8.6%
Feb-2016	225	-5.5%	328	+10.8%
Mar-2016	266	+6.0%	367	+10.5%
Apr-2016	274	+9.2%	353	-0.3%
May-2016	231	-10.8%	321	-4.2%
12-Month Avg	226	-2.1%	302	+1.4%

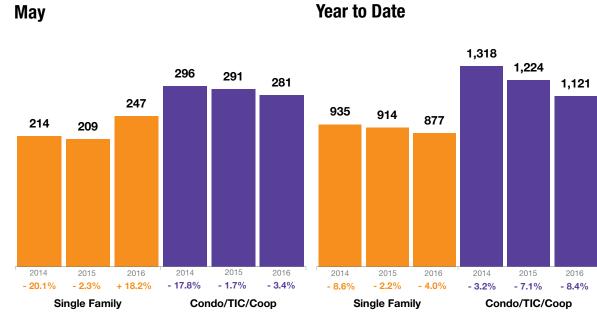
Historical New Listings by Month



Pending Sales

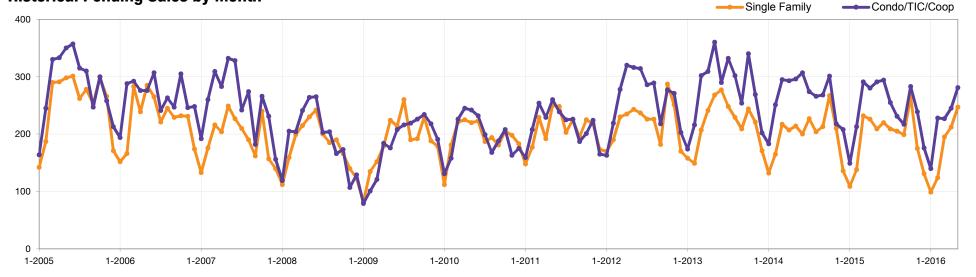
A count of the properties on which offers have been accepted in a given month.





Pending Sales	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	220	+10.0%	294	-4.2%
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%	140	-6.0%
Feb-2016	124	-10.1%	228	+7.0%
Mar-2016	195	-15.9%	227	-22.0%
Apr-2016	212	-6.2%	245	-12.5%
May-2016	247	+18.2%	281	-3.4%
12-Month Avg	190	-3.8%	235	-8.2%

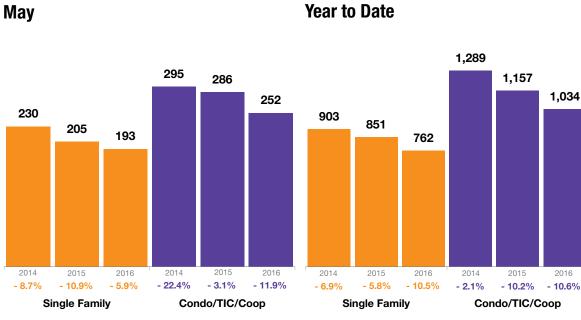
Historical Pending Sales by Month



Sold Listings

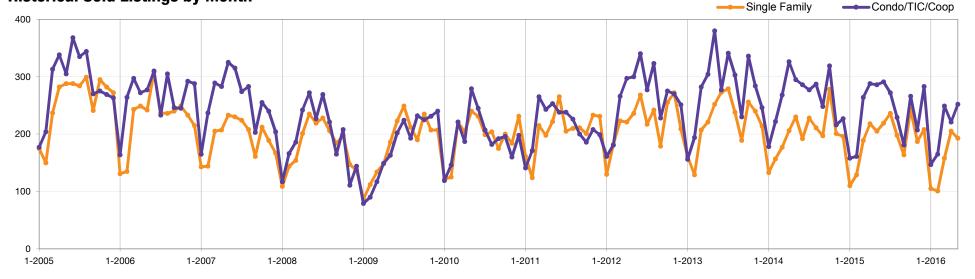
A count of the actual sales that closed in a given month.





Sold Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	219	+14.1%	291	+1.7%
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	187	-7.0%	207	-4.2%
Dec-2015	208	+6.1%	283	+24.7%
Jan-2016	105	-4.5%	147	-7.0%
Feb-2016	101	-21.7%	165	+2.5%
Mar-2016	158	-16.4%	249	-5.7%
Apr-2016	205	-6.0%	221	-23.3%
May-2016	193	-5.9%	252	-11.9%
12-Month Avg	185	-5.8%	230	-8.4%

Historical Sold Listings by Month



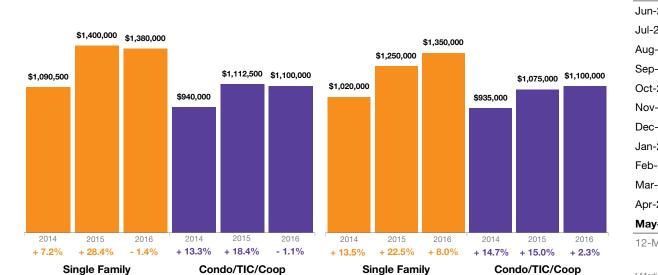
Median Sales Price

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

Year to Date



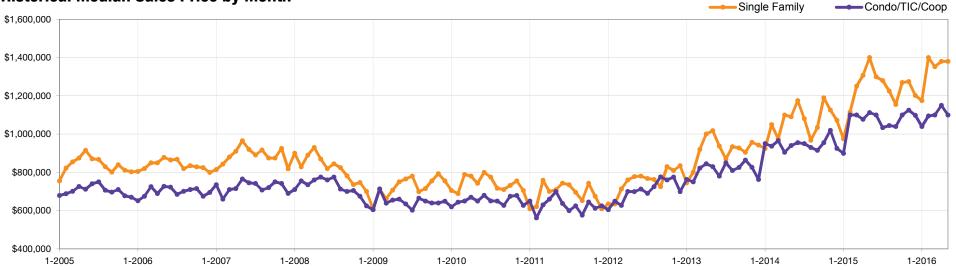
May



Median Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	\$1,300,000	+10.6%	\$1,100,000	+15.2%
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	\$1,275,000	+13.2%	\$1,125,000	+10.3%
Dec-2015	\$1,201,500	+12.1%	\$1,098,000	+18.7%
Jan-2016	\$1,175,000	+20.5%	\$1,040,000	+15.6%
Feb-2016	\$1,400,000	+25.6%	\$1,095,000	-0.5%
Mar-2016	\$1,352,500	+8.2%	\$1,100,000	0.0%
Apr-2016	\$1,380,000	+5.5%	\$1,150,000	+6.7%
May-2016	\$1,380,000	-1.4%	\$1,100,000	-1.1%
12-Month Avg*	\$1,290,000	+13.9%	\$1,100,000	+10.2%

Historical Median Sales Price by Month

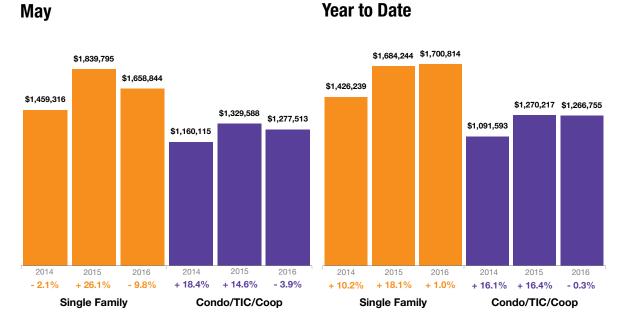
* Median Sales Price for all properties from June 2015 through May 2016. This is not the average of the individual figures above.



Average Sales Price

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

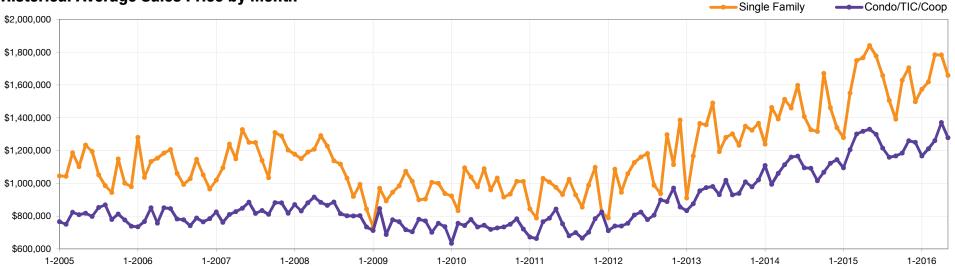




Avg. Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	\$1,776,727	+11.2%	\$1,298,673	+11.4%
Jul-2015	\$1,657,986	+17.9%	\$1,214,445	+11.0%
Aug-2015	\$1,505,629	+13.5%	\$1,159,211	+6.2%
Sep-2015	\$1,390,736	+5.6%	\$1,166,494	+14.9%
Oct-2015	\$1,627,981	-2.5%	\$1,184,400	+11.0%
Nov-2015	\$1,704,450	+16.7%	\$1,259,473	+12.3%
Dec-2015	\$1,497,221	+11.8%	\$1,249,856	+9.2%
Jan-2016	\$1,573,224	+23.0%	\$1,166,245	+6.6%
Feb-2016	\$1,618,843	+4.4%	\$1,210,302	+0.5%
Mar-2016	\$1,783,317	+2.0%	\$1,260,052	-3.1%
Apr-2016	\$1,782,476	+0.9%	\$1,371,042	+4.1%
May-2016	\$1,658,844	-9.8%	\$1,277,513	-3.9%
12-Month Avg*	\$1,636,607	+6.4%	\$1,239,281	+6.4%

Historical Average Sales Price by Month

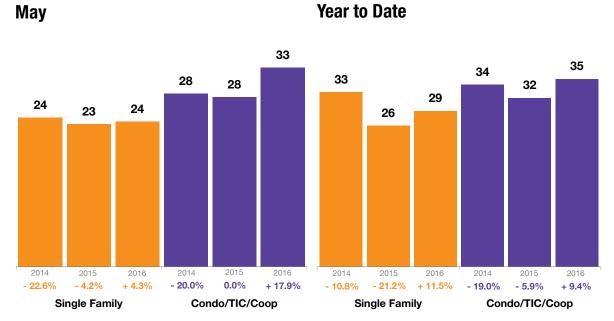
* Avg. Sales Price for all properties from June 2015 through May 2016. This is not the average of the individual figures above.



Days on Market Until Sale

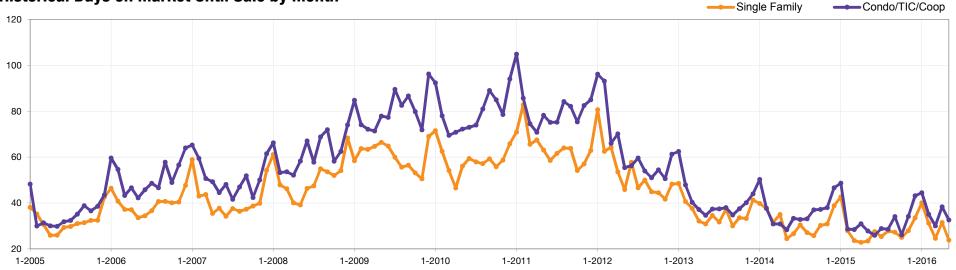
Average number of days between when a property is listed and when an offer is accepted in a given month.





Days on Market	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	28	+3.7%	26	-21.2%
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%
12-Month Avg*	28	-1.7%	33	-5.2%

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

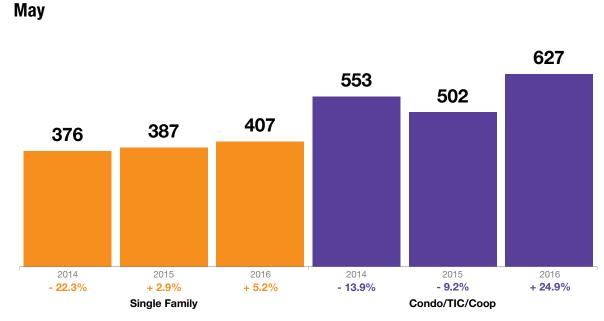


Historical Days on Market Until Sale by Month

Inventory of Active Listings

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

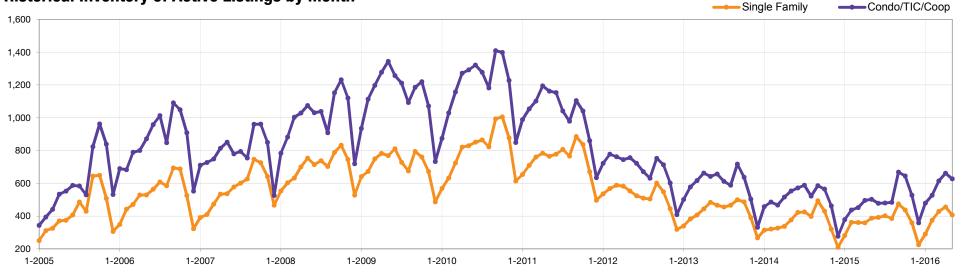




Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	392	-7.1%	478	-16.4%
Jul-2015	402	-5.4%	480	-18.4%
Aug-2015	385	-3.3%	484	-7.3%
Sep-2015	474	-4.0%	668	+14.2%
Oct-2015	437	+1.6%	645	+14.2%
Nov-2015	359	+12.2%	528	+14.3%
Dec-2015	225	+7.1%	359	+29.6%
Jan-2016	291	+3.2%	479	+26.7%
Feb-2016	374	+3.3%	527	+20.6%
Mar-2016	428	+18.6%	615	+36.1%
Apr-2016	455	+26.7%	661	+33.5%
May-2016	407	+5.2%	627	+24.9%
12-Month Avg*	386	+4.0%	546	+12.3%

Historical Inventory of Active Listings by Month

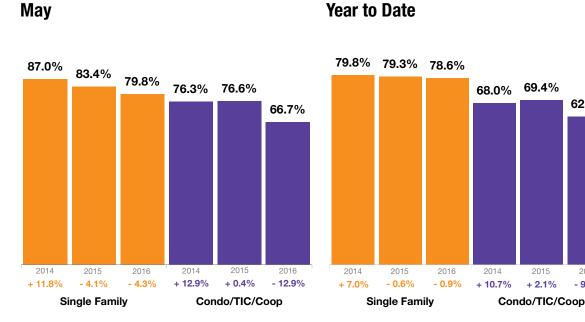
* Active Listings for all properties from June 2015 through May 2016. This is not the average of the individual figures above.



% of Properties Sold Over List Price



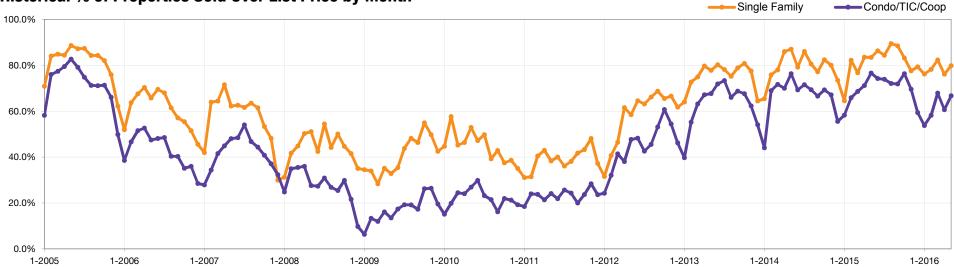
Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.



% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	86.3%	+9.0%	74.2%	+7.2%
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	77.5%	-3.1%	69.6%	+3.7%
Dec-2015	79.3%	+7.9%	59.4%	+7.0%
Jan-2016	76.2%	+18.1%	53.7%	-7.7%
Feb-2016	78.2%	-4.9%	58.2%	-11.6%
Mar-2016	82.3%	+7.3%	67.9%	-1.0%
Apr-2016	76.1%	-8.9%	60.6%	-14.9%
May-2016	79.8%	-4.3%	66.7%	-12.9%
12-Month Avg	82.1%	+2.9%	67.8%	-0.5%

Historical % of Properties Sold Over List Price by Month

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



62.5%

2016

- 9.9%

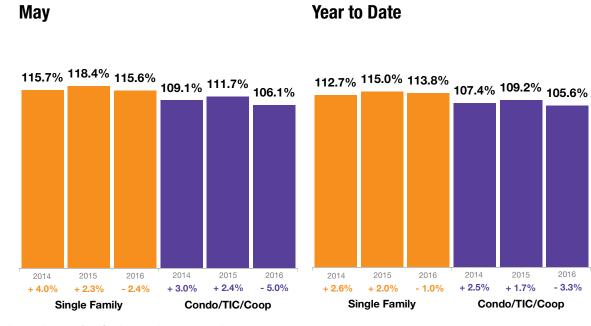
2015

+ 2.1%

% of List Price Received

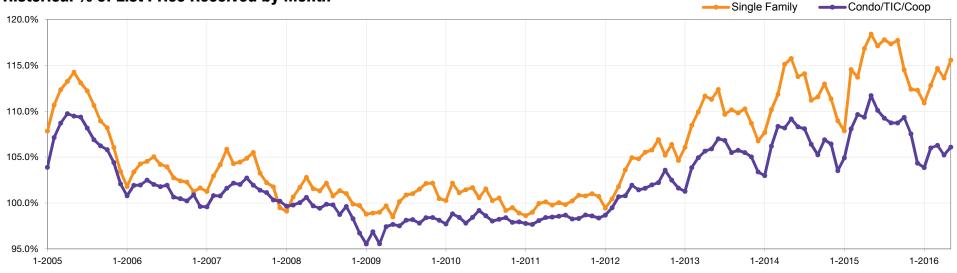


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	117.1%	+2.9%	110.1%	+1.7%
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%	103.9%	-1.0%
Feb-2016	112.8%	-1.5%	106.0%	-1.9%
Mar-2016	114.7%	+0.9%	106.3%	-3.0%
Apr-2016	113.6%	-2.7%	105.2%	-3.8%
May-2016	115.6%	-2.4%	106.1%	-5.0%
12-Month Avg*	115.0%	+1.6%	107.3%	-0.3%

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



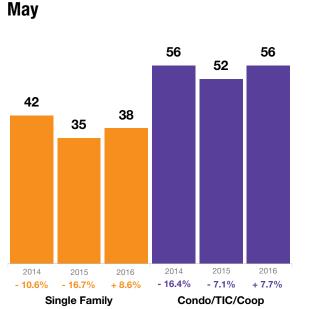
Historical % of List Price Received by Month

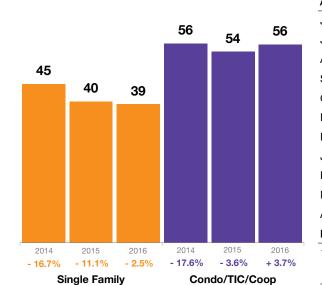
Housing Affordability Ratio

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.

Year to Date

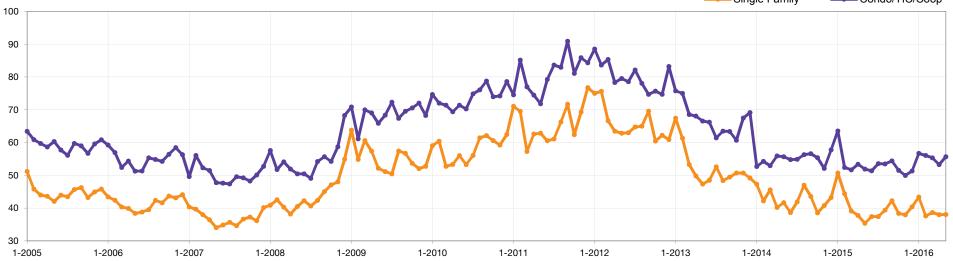




Affordability Ratio	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2015	37	-5.1%	51	-7.3%
Jul-2015	37	-11.9%	54	-1.8%
Aug-2015	39	-17.0%	53	-5.4%
Sep-2015	42	-4.5%	54	-5.3%
Oct-2015	38	-2.6%	51	-7.3%
Nov-2015	38	-7.3%	50	-3.8%
Dec-2015	40	-7.0%	51	-12.1%
Jan-2016	43	-15.7%	57	-9.5%
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	38	+8.6%	56	+7.7%
12-Month Avg*	39	-8.9%	42	+1.7%

Historical Housing Affordability Ratio by Month

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

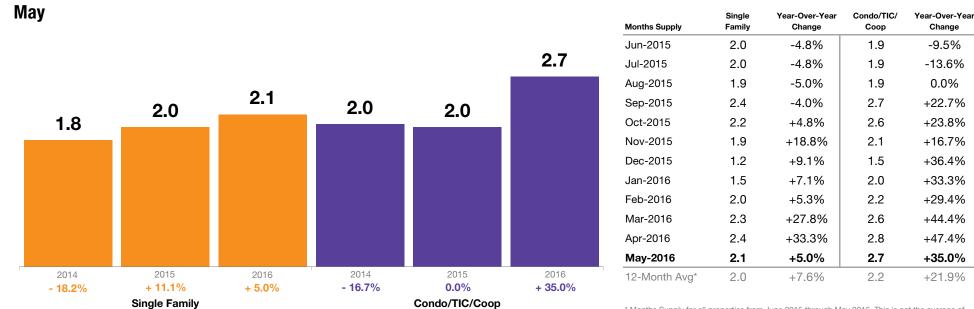


Single Family Condo/TIC/Coop

Months Supply of Inventory

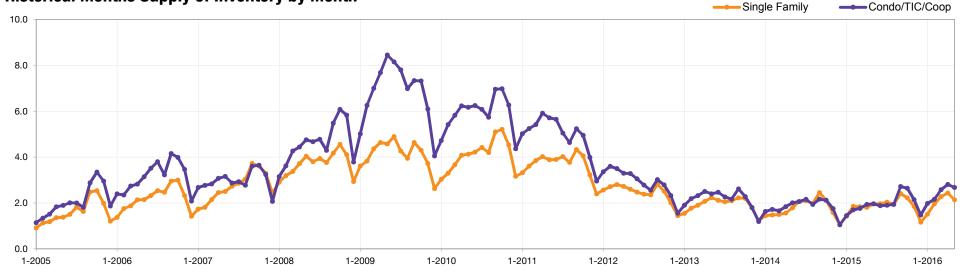


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



Historical Months Supply of Inventory by Month

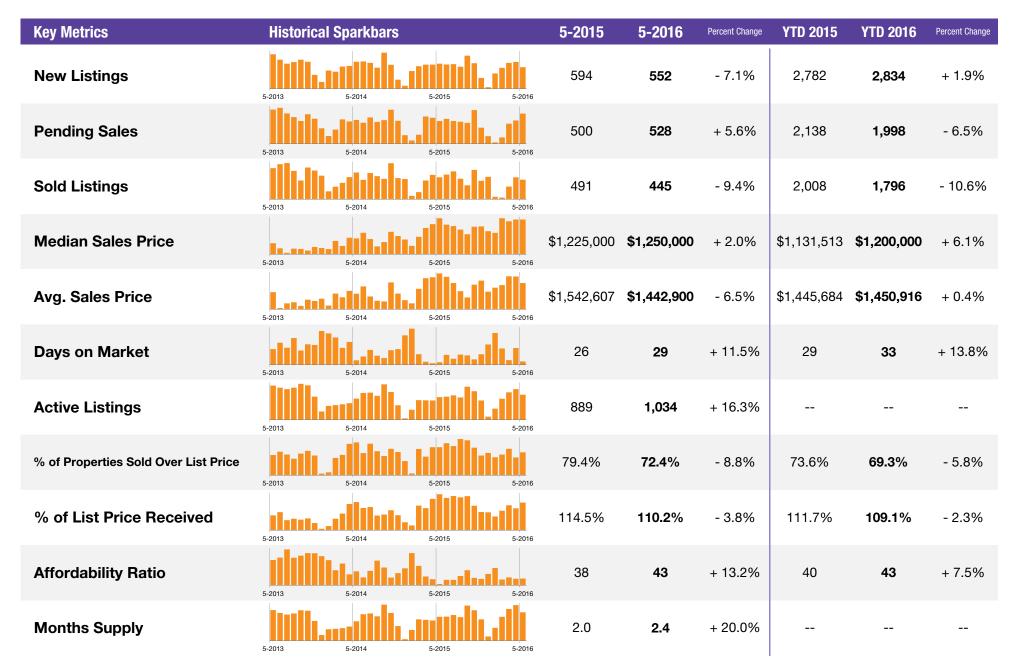
* Months Supply for all properties from June 2015 through May 2016. This is not the average of the individual figures above.



All Properties Activity Overview

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





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 / Prissus 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			Median Sales Price			Days on Market			Months Supply		
	5-2015	5-2016	+/-	5-2015	5-2016	+/-	5-2015	5-2016	+/-	5-2015	5-2016	+/-	5-2015	5-2016	+/-
Single Family															
1 SF District 1	33	27	-18.2%	23	17	-26.1 %	\$2,100,000	\$1,900,000	-9.5%	15	28	+86.7%	1.8	1.8	0.0%
2 SF District 2	47	50	+6.4%	37	39	+5.4%	\$1,180,000	\$1,319,888	+11.9%	27	17	-37.0%	1.3	1.5	+15.4%
3 SF District 3	27	29	+7.4%	8	12	+50.0%	\$767,500	\$989,250	+28.9%	23	28	+21.7%	2.0	1.8	-10.0%
4 SF District 4	50	56	+12.0%	38	27	-28.9%	\$1,437,500	\$1,550,000	+7.8%	21	19	-9.5%	1.9	2.0	+5.3%
5 SF District 5	42	52	+23.8%	30	24	-20.0%	\$2,150,000	\$1,825,000	-15.1%	22	28	+27.3%	1.6	2.2	+37.5%
6 SF District 6	6	7	+16.7%	1	1	0.0%	\$1,668,000	\$2,995,000	+79.6%	14	150	+971.4%	2.0	2.1	+5.0%
7 SF District 7	23	38	+65.2%	8	8	0.0%	\$6,023,750	\$4,550,000	-24.5%	27	19	-29.6%	2.4	5.1	+112.5%
8 SF District 8	9	10	+11.1%	1	3	+200.0%	\$3,700,000	\$3,695,000	-0.1%	16	36	+125.0%	4.5	4.3	-4.4%
9 SF District 9	44	36	-18.2%	19	28	+47.4%	\$1,455,000	\$1,337,500	-8.1%	17	25	+47.1%	2.1	1.7	-19.0%
10 SF District 10	106	102	-3.8%	40	34	-15.0%	\$779,500	\$862,500	+10.6%	31	25	-19.4%	2.6	2.6	0.0%
Condo/TIC/Coop				1						1					
1 SF District 1	36	32	-11.1%	8	13	+62.5%	\$975,000	\$1,060,000	+8.7%	13	30	+130.8%	2.9	2.3	-20.7%
2 SF District 2	7	15	+114.3%	1	3	+200.0%	\$1,500,000	\$1,065,000	-29.0%	21	52	+147.6%	1.8	3.5	+94.4%
3 SF District 3	7	5	-28.6%	6	3	-50.0%	\$990,768	\$635,000	-35.9%	30	32	+6.7%	1.7	1.1	-35.3%
4 SF District 4	12	9	-25.0%	2	3	+50.0%	\$800,000	\$800,000	0.0%	46	28	-39.1%	2.9	2.6	-10.3%
5 SF District 5	73	66	-9.6%	66	36	-45.5%	\$1,287,500	\$1,300,000	+1.0%	21	25	+19.0%	1.8	2.0	+11.1%
6 SF District 6	30	75	+150.0%	34	24	-29.4%	\$986,500	\$1,092,500	+10.7%	22	31	+40.9%	1.2	3.1	+158.3%
7 SF District 7	45	54	+20.0%	21	31	+47.6%	\$1,435,000	\$1,700,000	+18.5%	16	32	+100.0%	1.8	2.5	+38.9%
8 SF District 8	79	100	+26.6%	42	40	-4.8%	\$1,177,500	\$991,500	-15.8%	33	26	-21.2%	2.0	2.5	+25.0%
9 SF District 9	189	259	+37.0%	99	87	-12.1%	\$1,070,000	\$1,100,000	+2.8%	34	37	+8.8%	2.0	3.1	+55.0%
10 SF District 10	24	12	-50.0%	7	12	+71.4%	\$484,500	\$686,944	+41.8%	47	50	+6.4%	4.2	2.0	-52.4%

Current as of June 12, 2016. All data from the San Francisco MLS. Report © 2016 ShowingTime. | 16