



## San Francisco County **Condominiums**

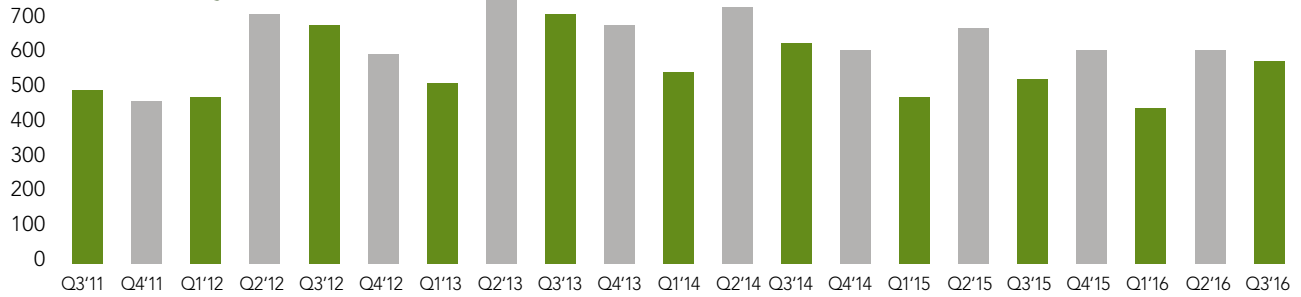
The condominium sector saw its strongest Q3 in market history, with both average sales prices and sales volume on the rise. The \$1.232 million average sale here wasn't exactly dramatic, up 3 percent from Q3 2015. That figure supplanted by 569 units selling this quarter—up 11 percent year-over-year—created for an exceptionally well-balanced marketplace in contrast to the last few years. With so many condominium projects finally nearing finalization after several years of construction, increased inventory coupled with stabilized pricing is a welcome sign for prospective buyers. It should be noted that the year-over-year increase of DOM at 47 percent, was representative more of severe outliers inflating statistics than units actually seeing sales pace slow down drastically.

### SAN FRANCISCO - CONDOMINIUMS

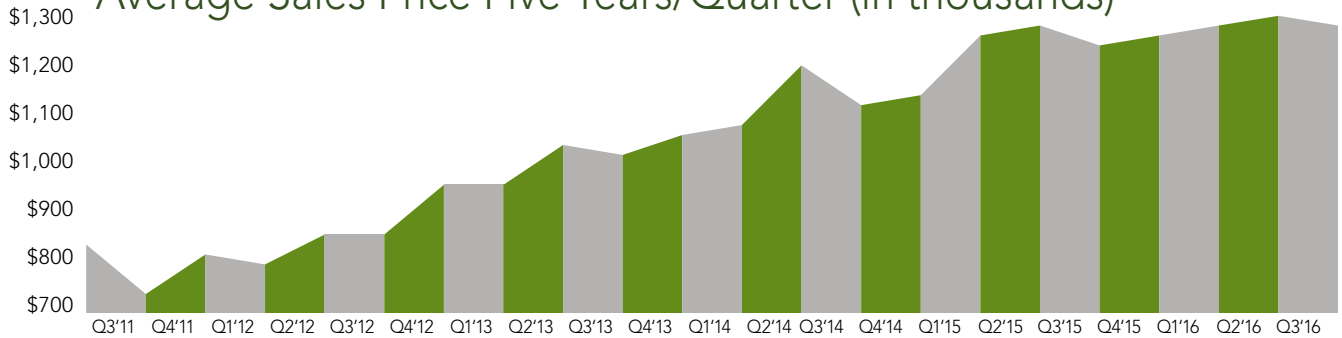
	Average Sales Price	Days on Market	Average Price Per Sq. Ft.
Q3 2016	\$1,232,030	40	\$1,043
change	-3%	18%	-1%
Q2 2016	\$1,264,763	34	\$1,053
Q3 2016	\$1,232,030	40	\$1,043
change	3%	47%	3%
Q3 2015	\$1,198,373	27	\$1,013

\* Data is sourced from the San Francisco Multiple Listing Service, the East Bay Region District Listing Service, Bay Area Real Estate Information Services, and MLS Listings (MLS). MLS data is provided by individual listing brokerages. These are sources we deem reliable. We have no reason to doubt their accuracy, but we do not guarantee them. Past performance does not guarantee future performance.

## Quantity Sold — Five Years/Quarter



## Average Sales Price Five Years/Quarter (in thousands)



## Sales Price Change

Units that required no sales price change took in 106 percent of initial asking price, while those who tested the market recovered 92 percent of their initial offer. The lack of a major gap between these numbers is indicative of a stabilizing market.

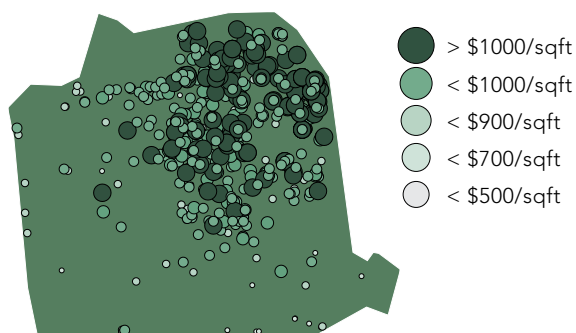
Sales	without price change	with price change
Q3 2016	6%	-8%
Q3 2015	11%	-5%

## Average Sales Price by Neighborhood - The Top 10

Neighborhoods on the north side of San Francisco performed particularly well, with Telegraph Hill, Pacific Heights and Cow Hollow all showing year-over-year gains of more than 40 percent. The Inner Richmond, Presidio Heights and Laurel Heights showed impressive gains as well.

City	Q3 2016	Q3 2015	change
Laurel Heights	\$3,600,000	\$1,440,375	150%
Presidio Heights	\$2,965,000	\$2,575,000	15%
Telegraph Hill	\$2,211,667	\$1,025,000	116%
Pacific Heights	\$2,152,458	\$1,341,422	60%
Russian Hill	\$1,793,533	\$1,813,263	-1%
Cow Hollow	\$1,605,000	\$1,083,778	48%
Financial District	\$1,592,800	\$1,702,500	-6%
Mission Dolores	\$1,511,241	\$2,042,681	-26%
Twin Peaks	\$1,492,000	\$1,082,794	38%
Marina District	\$1,491,116	\$1,457,667	2%

## San Francisco Condominium Sales Price by Square Foot



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