

July, 2009**San Francisco Real Estate Market**

Below is an analysis of current San Francisco active, pending and sold properties. The data is arrayed by listing and sold prices without regard to type or size of unit (i.e. all single family homes, condos and TICs are combined).

Price Range (000s)	Active		Pending		Combined (active & pending)	
	# of units	% of total	# of units	% of total	# of units	% of total
Up to \$499	418	22.1%	137	33.9%	555	24.2%
\$500-\$799	737	39.0%	187	46.2%	924	40.2%
\$800-\$999	263	13.9%	37	9.2%	300	13.1%
\$1,000-\$1,499	241	12.7%	21	5.2%	262	11.4%
\$1,500-\$1,999	105	5.5%	12	3.0%	117	5.1%
\$2,000-\$2,499	43	2.3%	4	1.0%	47	2.0%
\$2,500 and above	85	4.5%	6	1.5%	91	4.0%
Totals	1,892	100%	404	100%	2,296	100%

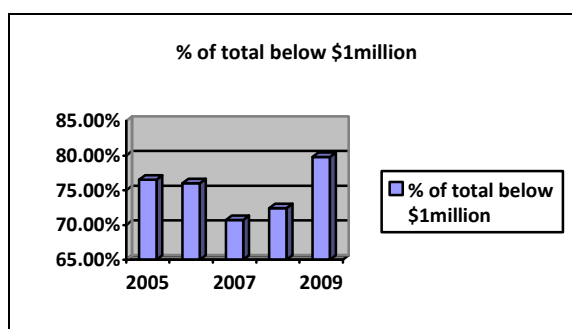
Below is a summary of properties that have sold since January 1st through August 31st, 2009. Again, data is arrayed by price range without regard to property type or size.

Price Range (000s)	# of units sold	% of total	Days on Market
Up to \$499	531	20.9%	80
\$500-\$799	1,127	44.3%	68
\$800-\$999	371	14.6%	67
\$1,000-\$1,499	291	11.4%	66
\$1,500-\$1,999	98	3.9%	66
\$2,000-\$2,499	42	1.7%	80
\$2,500 and above	82	3.2%	82
Totals	2,542	100%	70

Below is a summary of properties sold on an annual basis since January 1, 2005. Data is arrayed by price range without regard to property type or size.

	2005	2006	2007	2008	2009
	# of units - % of total	# of units - % of total	# of units - % of total	# of units - % of total	# of units - % of total
Up to \$499	516 - 7.9%	494 - 8.4%	522 - 9.7%	597 - 13.4%	531 - 20.9%
\$500-\$799	3,007 - 45.9%	2,726 - 46.1%	2,154 - 40.1%	1,765 - 39.5%	1,127 - 44.3%
\$800-\$999	1,485 - 22.7%	1,270 - 21.5%	1,121 - 20.9%	870 - 19.4%	371 - 14.6%
\$1,000-\$1,499	972 - 14.8%	904 - 15.3%	969 - 18.0%	695 - 15.6%	291 - 11.4%
\$1,500-\$1,999	290 - 4.4%	201 - 4.4%	315 - 5.9%	247 - 5.5%	98 - 3.9%
\$2,000-\$2,499	116 - 1.7%	103 - 1.7%	110 - 2.0%	123 - 2.8%	42 - 1.7%
>\$2,500	169 - 2.6%	152 - 2.6%	180 - 3.4%	170 - 3.8%	82 - 3.2%
Totals	6,555 - 100%	5,910 - 100%	5,371 - 100%	4,467 - 100%	2,542 - 100%

	2005	2006	2007	2008	2009
% of total below \$1million	76.5%	76.0%	70.7%	72.4%	79.8%



July, 2009Condominium vs. TIC Analysis**Summary**

1. Tenants-in-Common (TICs) has grown significantly as a percentage of the combined condo/TIC market segment to where it is now about 24% of that market.
2. TICs comprise approx. 20% of sales of the condo/TIC market segment and their average selling price is approx. 20% less than a comparable condominium.
3. TICs comprise approx. 24% of all condo/TIC listings and their average listing price is about 14-18% less than a comparable condominium.
4. While controversy remains whenever TICs are mentioned, the data clearly shows that many buyers have decided that the price differential between condos and TICs make any potential risks worth taking in order to own a home and a piece of San Francisco.

Background

A unique segment of the San Francisco market is Tenancy-in-Common. It has developed as a market response to the strict condominium conversion lottery system which permits only 200 units (not building -- units) to win the lottery and begin the condo conversion process each year. After the February 2009 lottery it was estimated that there were approximately 1,800 units that didn't win. This number is expected to grow each year.

Active (as of 9/19/2009)

	Combined (Condos & TICs)			Condos only			TICs only			Price Difference (condo vs. TIC) (000s)
	# of Units	Avg. Listing Price (000s)	Days on Market	# of Units	Avg. Listing Price (000s)	Days on Market	# of Units	Avg. Listing Price (000s)	Days on Market	
1 bd/1ba	298	\$518	83	230	\$540	80	68	\$447	85	\$93
2bd/1ba	156	\$600	72	73	\$653	57	83	\$544	86	\$99
2bd/2ba	279	\$852	88	242	\$873	83	37	\$715	126	\$158
Total / Avg	733	\$779		545	\$730		188	\$547		
All Listings	1,192	\$817	84	911	\$877	82	281	\$626	90	

Pending (as of 9/19/2009)

	Combined (Condos & TICs)			Condos			TICs		
	# of Units	Avg. Listing Price (000s)	Days on Market	# of Units	Avg. Listing Price (000s)	Days on Market	# of Units	Avg. Listing Price (000s)	Days on Market
1 bd/1ba	44	\$468	78	41	\$474	75	3	\$386	111
2bd/1ba	16	\$594	62	9	\$667	55	7	\$499	71
2bd/2ba	37	\$785	72	32	\$804	72	5	\$662	73
Total / Avg	97	\$610		82	\$624		15	\$531	
All Listings	172	\$560	72	145	\$677	70	27	\$564	78

Sold (1/1/09 through 8/31/09)

	Combined (Condos & TICs)			Condos			TICs			Price Difference (condo vs. TIC) (000s)
	Units Sold	Avg. Sales Price (000s)	Days on Market	Units Sold	Avg. Sales Price (000s)	Days on Market	Units Sold	Avg. Sales Price (000s)	Days on Market	
1 bd/1ba	272	\$503	75	212	\$527	73	60	\$418	83	\$109
2bd/1ba	184	\$617	80	107	\$682	68	77	\$527	96	\$155
2bd/2ba	271	\$796	81	248	\$798	81	23	\$765	84	\$33*
Total / Avg	727	\$532		567	\$675		160	\$520		
All Listings	1,208	\$747	79	913	\$778	78	235	\$619	87	

(* 3 of the 17 TIC properties sold over \$1.1million, skewing the price differential.)
(Our survey covers approx. 58% of all condos and TICs in San Francisco.)



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