

San Francisco -- A Brief Summary

1/15/2012

- Compared to last month and to the same month last year **inventory** is down in all categories.
- The **number of sales** compared to last month and compared to the same month last year is down in all categories.
- Compared to the previous month **average sales prices** are down for single family homes and condos but up for 2-4 unit buildings. Compared to the same month last year average sales prices are unchanged for single family homes and up for condos and 2-4 unit buildings.
- Advertised interest rates are still at or near historic lows – however, not everyone qualifies for these rates.

| Inventory | | | |
|----------------------|-----------------------------------------------------------|-------------|--------------------------------------------------------------------|
| | January 1st vs. December 1st | | January 1st 2012 vs. January 1st 2011 |
| | 2011 | 2012 | |
| Single Family | Down 20% | Down 24% | Down 29% |
| Condos | Down 29% | Down 28% | Down 56% |
| 2-4 Units | Down 19% | Down 28% | Down 26% |

| Number of Properties Sold | | | |
|----------------------------------|------------------------------|-------------|------------------------------------------|
| | December vs. November | | December, 2011 vs. December, 2010 |
| | 2010 | 2011 | |
| Single Family | Up 20% | Down 7% | Down 7% |
| Condos | Up 28% | Down 3% | Down 3% |
| 2-4 Units | Down 9% | Down 17% | Down 3% |

| Average Sales Price | | | |
|----------------------------|------------------------------|--|------------------------------------------|
| | December vs. November | | December, 2011 vs. December, 2010 |
| | | | |
| Single Family | Down 4% | | Unchanged |
| Condos | Down 6% | | Up 2% |
| 2-4 Units | Up 3% | | Up 2% |

What does this mean to a buyer?

Inventory is reduced as is typical for this time of year. In most districts buyers have a good selection with a few exceptions in "pockets of popularity" where there are reports of multiple offers on some properties due to low inventory. With interest rates and most selling prices at attractive levels, there are good opportunities for buyers in San Francisco.

What does this mean to a seller?

Price! Price! Price! Especially in areas where REOs and short sales are plentiful. (Last year approximately 24% of single family homes and 22% of condos/TICs sold as either short sales or REOs). The combination of realistic pricing, location and condition remains key. Because there is plenty of choice for buyers putting downward pressure on prices, current market knowledge is essential in order to establish a listing price that will be attractive. If the objective is to sell the property in a reasonable period of time, when setting the listing price you should err toward the low side rather than pushing for premium pricing. For condominium sellers there has never been the kind of competition that exists in our current market.



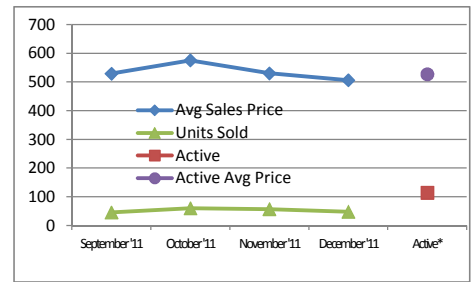
1500 Franklin Street
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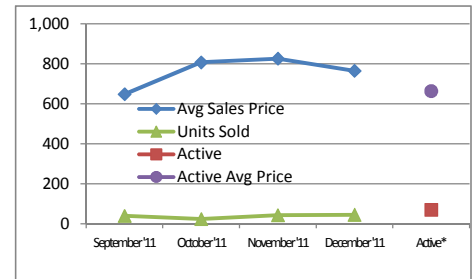
Single Family, 2BR 1BA

| | Total Buildings Sold | Average | Low | High | Median | Average Days on Market | Premium |
|---------------|----------------------|---------|-------|---------|--------|------------------------|---------|
| September '11 | 45 | \$529 | \$157 | \$1,099 | \$528 | 74 | 101% |
| October '11 | 60 | \$575 | \$205 | \$878 | \$569 | 45 | 101% |
| November '11 | 57 | \$530 | \$220 | \$1,500 | \$530 | 50 | 101% |
| December '11 | 48 | \$506 | \$150 | \$817 | \$528 | 56 | 102% |
| Active* | 114 | \$527 | \$255 | \$1,049 | \$510 | 104 | |



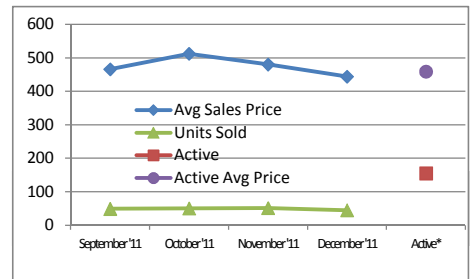
Single Family, 3BR 2BA

| | Total Buildings Sold | Average | Low | High | Median | Average Days on Market | Premium |
|---------------|----------------------|---------|-------|---------|--------|------------------------|---------|
| September '11 | 40 | \$648 | \$239 | \$1,460 | \$588 | 47 | 101% |
| October '11 | 25 | \$807 | \$305 | \$1,445 | \$806 | 57 | 102% |
| November '11 | 44 | \$826 | \$365 | \$2,027 | \$845 | 45 | 101% |
| December '11 | 46 | \$765 | \$350 | \$1,490 | \$660 | 69 | 100% |
| Active* | 71 | \$664 | \$232 | \$1,480 | \$599 | 94 | |



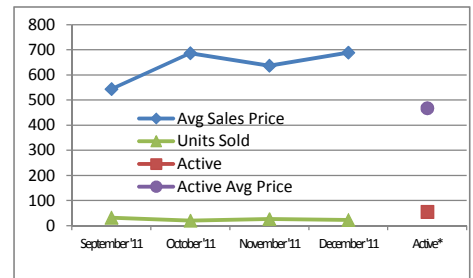
Condo/TIC, 1BR 1BA

| | Total Units Sold | Average | Low | High | Median | Average Days on Market | Premium |
|---------------|------------------|---------|-------|---------|--------|------------------------|---------|
| September '11 | 49 | \$466 | \$151 | \$761 | \$495 | 65 | 98% |
| October '11 | 50 | \$512 | \$213 | \$1,038 | \$503 | 77 | 98% |
| November '11 | 51 | \$480 | \$200 | \$912 | \$460 | 91 | 99% |
| December '11 | 45 | \$444 | \$99 | \$850 | \$450 | 102 | 98% |
| Active* | 155 | \$459 | \$99 | \$1,580 | \$450 | 134 | |



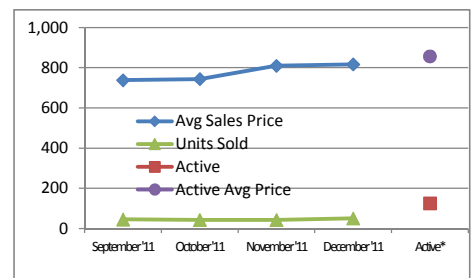
Condo/TIC, 2BR 1BA

| | Total Units Sold | Average | Low | High | Median | Average Days on Market | Premium |
|---------------|------------------|---------|-------|---------|--------|------------------------|---------|
| September '11 | 32 | \$544 | \$325 | \$801 | \$500 | 63 | 99% |
| October '11 | 20 | \$687 | \$320 | \$1,349 | \$645 | 76 | 99% |
| November '11 | 26 | \$637 | \$278 | \$1,167 | \$626 | 77 | 98% |
| December '11 | 23 | \$689 | \$275 | \$1,050 | \$650 | 64 | 98% |
| Active* | 55 | \$468 | \$198 | \$1,085 | \$455 | 97 | |



Condo/TIC, 2BR 2BA

| | Total Units Sold | Average | Low | High | Median | Average Days on Market | Premium |
|---------------|------------------|---------|-------|---------|--------|------------------------|---------|
| September '11 | 45 | \$738 | \$273 | \$1,550 | \$729 | 111 | 98% |
| October '11 | 43 | \$744 | \$255 | \$1,331 | \$740 | 66 | 98% |
| November '11 | 42 | \$810 | \$241 | \$2,350 | \$798 | 74 | 98% |
| December '11 | 50 | \$817 | \$228 | \$2,195 | \$779 | 67 | 99% |
| Active* | 125 | \$857 | \$90 | \$4,500 | \$749 | 122 | |



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▲ indicates an increase from last month

▼ indicates a decrease from last month

Prepared from data available from the San Francisco MLS as of the date of this report.

Active information as of 1/8/2012.

San Francisco Market Analysis by District

1/8/2012

(Number of Bldgs - Avg Price)

Single Family, 2BR 1BA

| District | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------|---------|----------|----------|----------|---------|---|-----------|---------|---------|----------|
| September '11 | 3 - 678 | 9 - 594 | 1 - 305 | 2 - 680 | 3 - 858 | - | - | - | 8 - 615 | 19 - 382 |
| October '11 | 2 - 643 | 16 - 596 | 7 - 519 | 7 - 722 | 3 - 806 | - | - | - | 7 - 635 | 18 - 451 |
| November '11 | 3 - 706 | 14 - 573 | 5 - 454 | 3 - 542 | 3 - 607 | - | 2 - 1,175 | - | 5 - 528 | 22 - 425 |
| December '11 | 2 - 603 | 12 - 587 | 8 - 416 | 3 - 664 | 1 - 817 | - | - | - | 4 - 640 | 18 - 407 |
| Active* | 7 - 588 | 29 - 590 | 16 - 453 | 11 - 675 | 4 - 768 | - | - | 1 - 899 | 5 - 575 | 41 - 423 |

Single Family, 3BR 2BA

| District | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------|-----------|----------|---------|----------|-----------|-----------|-----------|---|---------|----------|
| September '11 | 3 - 1,088 | 10 - 760 | 6 - 443 | 4 - 770 | 2 - 1,255 | - | - | - | 1 - 815 | 14 - 428 |
| October '11 | 1 - 806 | 6 - 781 | 1 - 825 | 4 - 995 | 5 - 1,088 | - | - | - | 2 - 709 | 5 - 425 |
| November '11 | 5 - 926 | 10 - 757 | 4 - 706 | 7 - 929 | 8 - 1,395 | - | 1 - 1,460 | - | 1 - 454 | 8 - 493 |
| December '11 | 1 - 650 | 4 - 617 | 5 - 641 | 10 - 742 | 7 - 1,252 | 1 - 1,285 | 1 - 1,350 | - | 2 - 828 | 15 - 493 |
| Active* | 3 - 849 | 16 - 658 | 9 - 506 | 11 - 758 | 6 - 1,118 | 2 - 965 | - | - | 3 - 848 | 21 - 478 |

Condo/TIC, 1BR 1BA

| District | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------|----------|---------|---------|---------|---------|----------|---------|----------|----------|---------|
| September '11 | 2 - 411 | - | 2 - 214 | - | 6 - 484 | 2 - 327 | 1 - 555 | 16 - 484 | 20 - 486 | - |
| October '11 | - | 1 - 220 | 2 - 222 | 2 - 321 | 5 - 478 | 2 - 428 | 6 - 612 | 16 - 555 | 16 - 530 | - |
| November '11 | 3 - 574 | - | 1 - 206 | - | 8 - 403 | 2 - 540 | 7 - 564 | 12 - 470 | 18 - 482 | - |
| December '11 | 1 - 450 | 1 - 292 | - | 1 - 350 | 3 - 372 | 8 - 353 | 7 - 532 | 11 - 467 | 12 - 470 | - |
| Active* | 11 - 420 | 2 - 334 | 4 - 227 | 5 - 304 | 7 - 424 | 12 - 429 | 7 - 567 | 45 - 482 | 53 - 519 | 9 - 244 |

Condo/TIC, 2BR 1BA

| District | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------|----------|---------|---|---------|----------|---------|-----------|---------|----------|---------|
| September '11 | 2 - 563 | 1 - 570 | - | 1 - 409 | 7 - 559 | 5 - 597 | 1 - 610 | 5 - 637 | 10 - 461 | - |
| October '11 | 3 - 631 | - | - | 1 - 460 | 7 - 709 | 3 - 603 | - | 2 - 828 | 3 - 535 | - |
| November '11 | 3 - 605 | - | - | 1 - 365 | 11 - 717 | 1 - 520 | 2 - 733 | 2 - 824 | 6 - 476 | - |
| December '11 | 4 - 630 | - | - | - | 6 - 612 | 5 - 711 | 2 - 1,045 | 2 - 905 | 4 - 553 | - |
| Active* | 10 - 550 | 3 - 517 | - | 4 - 387 | 7 - 560 | 7 - 443 | 2 - 842 | 4 - 499 | 13 - 404 | 5 - 234 |

Condo/TIC, 2BR 2BA

| District | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------|----------|---------|---------|---------|----------|---------|-----------|------------|----------|---------|
| September '11 | 2 - 593 | - | 4 - 311 | - | 8 - 869 | 5 - 590 | 2 - 663 | 12 - 755 | 14 - 859 | - |
| October '11 | - | - | - | - | 6 - 723 | 7 - 692 | 3 - 802 | 10 - 702 | 16 - 821 | 1 - 255 |
| November '11 | 1 - 585 | 1 - 375 | 2 - 321 | 1 - 449 | 10 - 789 | 3 - 763 | 2 - 1,052 | 9 - 912 | 13 - 884 | - |
| December '11 | 3 - 703 | - | 1 - 266 | 1 - 327 | 8 - 861 | 5 - 937 | 3 - 1,343 | 10 - 850 | 17 - 794 | 2 - 276 |
| Active* | 11 - 602 | 3 - 508 | 3 - 331 | 2 - 454 | 4 - 689 | 9 - 648 | 9 - 823 | 36 - 1,166 | 42 - 893 | 6 - 271 |

Monthly updates available at: WWW.BOLDSF.COM

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2 Flat

| | Total Building Sold | Average | Low | High | Median | Average Days on Market | Premium |
|---------------|---------------------|-----------|-------|---------|---------|------------------------|---------|
| September '11 | 18 | \$1,009 | \$318 | \$3,995 | \$824 | 111 | 99% |
| October '11 | 27 | \$1,091 | \$440 | \$1,784 | \$1,050 | 84 | 98% |
| November '11 | 27 | \$1,085 | \$520 | \$1,787 | \$1,050 | 69 | 100% |
| December '11 | 28 | \$1,088 | \$425 | \$1,750 | \$1,076 | 68 | 100% |
| Active* | 102 ▼ | \$1,066 ▼ | \$319 | \$5,650 | \$949 | 120 ▲ | |

3 Flat

| | Total Building Sold | Average | Low | High | Median | Average Days on Market | Premium |
|---------------|---------------------|-----------|-------|---------|---------|------------------------|---------|
| September '11 | 3 | \$807 | \$520 | \$1,100 | \$800 | 87 | 100% |
| October '11 | 6 | \$1,043 | \$699 | \$1,550 | \$974 | 48 | 96% |
| November '11 | 11 | \$1,127 | \$650 | \$1,680 | \$970 | 101 | 98% |
| December '11 | 7 | \$1,647 | \$970 | \$2,700 | \$1,630 | 81 | 96% |
| Active* | 32 ▼ | \$1,251 ▼ | \$475 | \$2,900 | \$1,045 | 96 ▼ | |

4 Flat

| | Total Building Sold | Average | Low | High | Median | Average Days on Market | Premium |
|---------------|---------------------|-----------|-------|---------|---------|------------------------|---------|
| September '11 | 7 | \$1,254 | \$825 | \$1,648 | \$1,250 | 71 | 93% |
| October '11 | 5 | \$1,014 | \$670 | \$1,230 | \$1,090 | 78 | 98% |
| November '11 | 9 | \$1,281 | \$630 | \$1,900 | \$1,350 | 59 | 99% |
| December '11 | 4 | \$864 | \$510 | \$1,055 | \$945 | 58 | 99% |
| Active* | 11 ▼ | \$1,326 ▲ | \$535 | \$2,594 | \$1,200 | 145 ▼ | |

Monthly updates available at: WWW.BOLDSF.COM

▲ indicates an increase from last month
▼ indicates a decrease from last month

Prepared from data available from the San Francisco MLS as of the date of this report.

**Active" information as of 1/8/2012.

by District

2 Flat

(Number of Bldgs - Avg. Price)

| District | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------|------------|----------|---------|---------|------------|-----------|-----------|-----------|----------|----------|
| September '11 | 5 - 997 | 3 - 633 | 1 - 475 | - | 3 - 978 | - | 1 - 1,700 | 2 - 2,385 | - | 3 - 464 |
| October '11 | 3 - 1,413 | 5 - 833 | - | - | 4 - 1,072 | 4 - 1,144 | 5 - 1,459 | 2 - 972 | 3 - 837 | 1 - 440 |
| November '11 | 7 - 935 | 2 - 655 | - | - | 7 - 1,133 | 4 - 1,207 | 2 - 1,543 | 2 - 1,476 | 3 - 879 | - |
| December '11 | 8 - 1,088 | 3 - 934 | - | - | 8 - 1,145 | - | 4 - 1,459 | 1 - 975 | 3 - 853 | 1 - 425 |
| Active* | 17 - 1,164 | 20 - 975 | - | 2 - 917 | 12 - 1,142 | 7 - 1,174 | 8 - 1,897 | 3 - 2,846 | 18 - 780 | 14 - 540 |

3 Flat

| District | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------|-----------|-----------|---|---|-----------|-----------|-----------|-----------|---------|---------|
| September '11 | 1 - 1,100 | - | - | - | - | 1 - 800 | - | - | 1 - 520 | - |
| October '11 | - | 2 - 909 | - | - | 1 - 1,275 | 1 - 917 | 1 - 1,550 | 1 - 699 | - | - |
| November '11 | 2 - 1,148 | 1 - 650 | - | - | 5 - 1,102 | - | - | 2 - 1,644 | 1 - 650 | - |
| December '11 | - | - | - | - | 3 - 1,489 | 2 - 1,367 | 1 - 2,700 | 1 - 1,630 | - | - |
| Active* | - | 5 - 1,060 | - | - | 6 - 1,342 | 2 - 1,197 | 3 - 2,125 | 6 - 1,549 | 4 - 842 | 6 - 875 |

4 Flat

| District | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------|-----------|---------|---|---|-----------|-----------|-----------|-----------|-----------|---------|
| September '11 | - | - | - | - | 1 - 1,425 | 1 - 910 | 3 - 1,528 | - | 2 - 930 | - |
| October '11 | 1 - 1,090 | - | - | - | 1 - 980 | - | - | - | 3 - 1,000 | - |
| November '11 | 1 - 1,425 | 1 - 630 | - | - | 1 - 1,450 | 2 - 1,309 | 1 - 1,350 | 2 - 1,558 | 1 - 940 | - |
| December '11 | - | - | - | - | - | 2 - 1,015 | - | - | 2 - 713 | - |
| Active* | 4 - 1,331 | - | - | - | - | 3 - 1,458 | - | 2 - 1,787 | 1 - 775 | 1 - 535 |

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**Active" information as of 1/8/2012.

Annual Comparison of Units Sold

1/8/2012

| Year | # of units | Average | Low | High |
|----------------|------------|---------|-----|-------|
| 2 Flats | | | | |
| 1996 | 468 | 397 | 100 | 1,800 |
| 1997 | 611 | 457 | 75 | 3,611 |
| 1998 | 654 | 549 | 120 | 2,550 |
| 1999 | 686 | 635 | 165 | 2,000 |
| 2000 | 608 | 833 | 145 | 5,500 |
| 2001 | 423 | 847 | 285 | 3,300 |
| 2002 | 578 | 872 | 315 | 3,125 |
| 2003 | 508 | 923 | 266 | 3,200 |
| 2004 | 635 | 1,112 | 365 | 3,550 |
| 2005 | 554 | 1,257 | 457 | 4,550 |
| 2006 | 423 | 1,307 | 417 | 3,500 |
| 2007 | 355 | 1,393 | 590 | 4,800 |
| 2008 | 283 | 1,284 | 350 | 3,450 |
| 2009 | 221 | 1,064 | 175 | 2,825 |
| 2010 | 274 | 1,116 | 205 | 5,500 |
| 2011* | 301 | 1,045 | 166 | 3,995 |

| Year | # of units | Average | Low | High |
|----------------|------------|---------|-----|-------|
| 3 Flats | | | | |
| 1996 | 143 | 496 | 130 | 1,535 |
| 1997 | 203 | 541 | 168 | 2,800 |
| 1998 | 230 | 633 | 161 | 2,900 |
| 1999 | 205 | 723 | 280 | 1,815 |
| 2000 | 181 | 1,027 | 235 | 5,483 |
| 2001 | 104 | 964 | 400 | 4,100 |
| 2002 | 169 | 1,021 | 417 | 4,950 |
| 2003 | 179 | 1,117 | 370 | 3,450 |
| 2004 | 182 | 1,273 | 600 | 3,700 |
| 2005 | 203 | 1,466 | 575 | 5,825 |
| 2006 | 155 | 1,474 | 775 | 3,950 |
| 2007 | 105 | 1,482 | 679 | 4,950 |
| 2008 | 73 | 1,483 | 440 | 3,300 |
| 2009 | 62 | 1,424 | 370 | 6,950 |
| 2010 | 76 | 1,200 | 465 | 3,693 |
| 2011* | 79 | 1,243 | 385 | 2,700 |

| Year | # of units | Average | Low | High |
|----------------|------------|---------|-----|-------|
| 4 Flats | | | | |
| 1996 | 91 | 464 | 150 | 1,070 |
| 1997 | 106 | 544 | 185 | 1,900 |
| 1998 | 126 | 616 | 285 | 2,450 |
| 1999 | 121 | 762 | 279 | 2,800 |
| 2000 | 107 | 946 | 400 | 1,750 |
| 2001 | 83 | 901 | 400 | 2,450 |
| 2002 | 94 | 983 | 325 | 2,900 |
| 2003 | 115 | 1,075 | 245 | 2,095 |
| 2004 | 119 | 1,279 | 510 | 3,500 |
| 2005 | 128 | 1,415 | 660 | 2,835 |
| 2006 | 93 | 1,386 | 740 | 2,850 |
| 2007 | 86 | 1,499 | 750 | 2,900 |
| 2008 | 55 | 1,442 | 560 | 5,000 |
| 2009 | 39 | 1,119 | 605 | 1,750 |
| 2010 | 52 | 1,133 | 480 | 2,040 |
| 2011* | 57 | 1,266 | 420 | 7,500 |

| Year | # of units | Average | Low | High |
|--------------------------------|------------|---------|-----|-------|
| Single Family, 2br, 1ba | | | | |
| 1996 | 1,019 | 232 | 47 | 599 |
| 1997 | 1,142 | 262 | 56 | 651 |
| 1998 | 1,155 | 305 | 69 | 2,700 |
| 1999 | 1,154 | 360 | 129 | 1,390 |
| 2000 | 1,016 | 456 | 165 | 1,455 |
| 2001 | 851 | 487 | 165 | 1,379 |
| 2002 | 1,033 | 518 | 200 | 1,100 |
| 2003 | 1,018 | 553 | 260 | 1,300 |
| 2004 | 939 | 658 | 323 | 1,462 |
| 2005 | 884 | 749 | 370 | 1,535 |
| 2006 | 705 | 747 | 415 | 1,810 |
| 2007 | 597 | 755 | 365 | 1,465 |
| 2008 | 610 | 672 | 180 | 1,500 |
| 2009 | 620 | 602 | 115 | 1,750 |
| 2010 | 581 | 592 | 130 | 1,350 |
| 2011* | 624 | 540 | 120 | 1,500 |

| Year | # of units | Average | Low | High |
|--------------------------------|------------|---------|-----|-------|
| Single Family, 3br, 2ba | | | | |
| 1996 | 437 | 322 | 70 | 950 |
| 1997 | 536 | 357 | 128 | 1,300 |
| 1998 | 538 | 400 | 135 | 2,500 |
| 1999 | 555 | 484 | 75 | 1,795 |
| 2000 | 527 | 627 | 180 | 2,750 |
| 2001 | 447 | 623 | 302 | 3,100 |
| 2002 | 524 | 668 | 340 | 2,100 |
| 2003 | 581 | 706 | 350 | 1,905 |
| 2004 | 557 | 822 | 375 | 2,200 |
| 2005 | 582 | 929 | 395 | 2,650 |
| 2006 | 511 | 950 | 491 | 3,465 |
| 2007 | 401 | 987 | 448 | 2,800 |
| 2008 | 373 | 924 | 387 | 2,800 |
| 2009 | 390 | 794 | 279 | 1,900 |
| 2010 | 453 | 795 | 220 | 2,440 |
| 2011* | 457 | 778 | 130 | 2,027 |

| Year | # of units | Average | Low | High |
|----------------------------|------------|---------|-----|-------|
| Condo/TIC, 1br, 1ba | | | | |
| 1996 | 464 | 207 | 70 | 470 |
| 1997 | 572 | 232 | 69 | 590 |
| 1998 | 545 | 270 | 104 | 705 |
| 1999 | 540 | 319 | 125 | 725 |
| 2000 | 475 | 426 | 132 | 875 |
| 2001 | 390 | 400 | 193 | 1,200 |
| 2002 | 599 | 417 | 120 | 1,063 |
| 2003 | 667 | 423 | 210 | 1,295 |
| 2004 | 783 | 499 | 152 | 1,040 |
| 2005 | 843 | 580 | 218 | 1,700 |
| 2006 | 765 | 559 | 107 | 1,275 |
| 2007 | 750 | 560 | 183 | 1,500 |
| 2008 | 578 | 555 | 176 | 1,750 |
| 2009 | 482 | 496 | 157 | 1,480 |
| 2010 | 564 | 481 | 129 | 975 |
| 2011* | 585 | 475 | 99 | 1,208 |

| Year | # of units | Average | Low | High |
|----------------------------|------------|---------|-----|-------|
| Condo/TIC, 2br, 1ba | | | | |
| 1996 | 176 | 265 | 100 | 500 |
| 1997 | 240 | 282 | 72 | 595 |
| 1998 | 214 | 348 | 133 | 1,075 |
| 1999 | 237 | 406 | 139 | 954 |
| 2000 | 248 | 531 | 199 | 1,600 |
| 2001 | 203 | 496 | 165 | 1,480 |
| 2002 | 294 | 527 | 249 | 1,095 |
| 2003 | 368 | 545 | 249 | 945 |
| 2004 | 437 | 628 | 225 | 1,420 |
| 2005 | 485 | 675 | 290 | 1,700 |
| 2006 | 473 | 669 | 182 | 1,535 |
| 2007 | 443 | 694 | 253 | 1,850 |
| 2008 | 325 | 697 | 150 | 1,250 |
| 2009 | 318 | 617 | 245 | 1,795 |
| 2010 | 293 | 648 | 75 | 1,185 |
| 2011* | 330 | 621 | 265 | 1,365 |

| Year | # of units | Average | Low | High |
|----------------------------|------------|---------|-----|-------|
| Condo/TIC, 2br, 2ba | | | | |
| 1996 | 387 | 353 | 118 | 1,250 |
| 1997 | 472 | 381 | 150 | 1,205 |
| 1998 | 506 | 452 | 155 | 1,500 |
| 1999 | 533 | 521 | 175 | 1,815 |
| 2000 | 406 | 678 | 187 | 2,725 |
| 2001 | 387 | 658 | 280 | 2,450 |
| 2002 | 622 | 657 | 260 | 2,150 |
| 2003 | 773 | 653 | 299 | 2,500 |
| 2004 | 840 | 753 | 354 | 3,245 |
| 2005 | 750 | 878 | 270 | 2,500 |
| 2006 | 736 | 884 | 350 | 4,600 |
| 2007 | 682 | 916 | 137 | 2,750 |
| 2008 | 515 | 950 | 175 | 5,000 |
| 2009 | 490 | 799 | 282 | 2,550 |
| 2010 | 589 | 793 | 110 | 2,050 |
| 2011* | 624 | 771 | 228 | 3,100 |



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as of the date of this report. *Through December 31, 2011

Increase Decrease from previous year.