



San Francisco -- A Brief Summary

7/8/2014

- Compared to the previous month **inventory** is up in all categories. Compared to the same month last year inventory is down significantly in all categories.
- Compared to the previous month **number of sales** is down for single family homes and condos and up for 2-4 unit buildings. Compared to the same month last year sales are down for single family homes and condos and unchanged for 2-4 unit buildings.
- Compared to the previous month **average sales prices** are up for single family homes and condos but down slightly for 2-4 unit buildings. Compared to the same month last year average sales prices are up significantly in all categories.
- Interest rates remain steady at attractively low levels.

<i>Inventory</i>						
	<i>July 1st vs. June 1st</i>				<i>July 1st 2014 vs. July 1st 2013</i>	
	<i>2013</i>		<i>2014</i>			
Single Family	↓	13%	↑	1%	↓	17%
Condos	↑	1%	↑	4%	↓	18%
2-4 Units	↑	12%	↑	1%	↓	14%

<i>Number of Properties Sold</i>						
	<i>June vs. June</i>				<i>June, 2014 vs. June, 2013</i>	
	<i>2013</i>		<i>2014</i>			
Single Family	↑	18%	↓	17%	↓	35%
Condos	↓	31%	↓	8%	↓	8%
2-4 Units	Unchanged		↑	4%	Unchanged	

<i>Average Sales Price</i>						
	<i>June 2014 vs. June 2014</i>			<i>June, 2014 vs. June, 2013</i>		
	Single Family	↑	3%		↑	38%
Condos	↑	5%		↑	25%	
2-4 Units	↓	1%		↑	12%	

What does this mean to a buyer?

Inventory remains at very low levels and as a result selling prices are at historic highs with premiums (sales prices compared to listing prices) in double digits for many properties. In most districts buyers have a small selection and multiple offers common. Many listings are on the market for less than two weeks before accepting offers, but there are some properties taking longer to go into contract. While many buyers remain careful and are still looking for good value others are stepping up their offers on both price and terms to win especially in "pockets of popularity".

What does this mean to a seller?

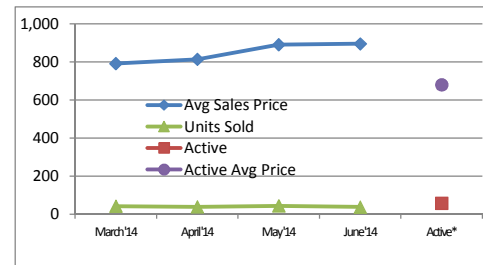
This remains a seller's market. Because inventory remains low, many properties go into contract quickly. Prices continue to increase. A careful review of not only recent sales but also pending sales becomes important in establishing a pricing strategy.

San Francisco Market Analysis

7/8/2014

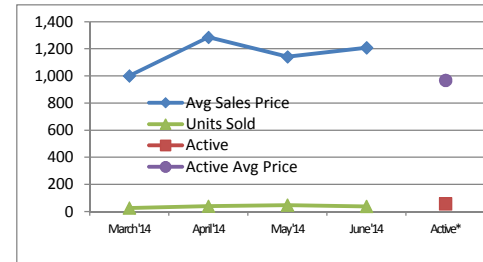
Single Family, 2BR 1BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
March '14	42	\$792	\$415	\$1,525	\$760	33	111%
April '14	39	\$814	\$331	\$1,300	\$849	35	118%
May '14	44	\$891	\$477	\$1,705	\$888	28	118%
June '14	38	\$895	\$550	\$1,745	\$844	24	116%
Active*	58	\$680	\$475	\$1,199	\$645	47	



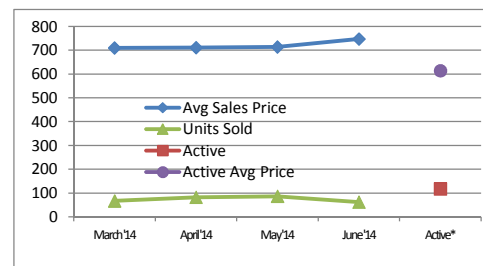
Single Family, 3BR 2BA

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
March '14	25	\$1,000	\$480	\$2,070	\$960	34	118%
April '14	39	\$1,285	\$499	\$2,900	\$1,175	24	124%
May '14	47	\$1,141	\$500	\$2,250	\$1,050	22	118%
June '14	37	\$1,208	\$565	\$3,253	\$900	28	115%
Active*	56	\$968	\$486	\$2,495	\$850	43	



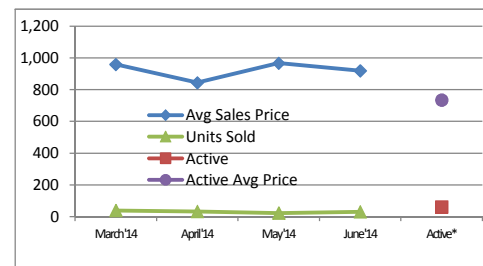
Condo/TIC, 1BR 1BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
March '14	67	\$710	\$231	\$1,130	\$695	39	107%
April '14	82	\$711	\$325	\$1,399	\$700	30	107%
May '14	86	\$714	\$115	\$1,200	\$709	28	108%
June '14	62	\$747	\$350	\$1,150	\$720	36	104%
Active*	117	\$614	\$85	\$1,650	\$624	48	



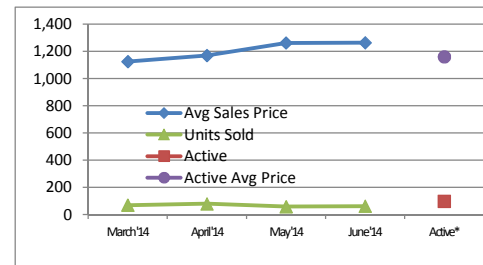
Condo/TIC, 2BR 1BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
March '14	39	\$959	\$370	\$1,600	\$975	25	114%
April '14	33	\$844	\$140	\$1,350	\$840	33	113%
May '14	23	\$967	\$710	\$1,365	\$1,099	28	117%
June '14	31	\$919	\$560	\$1,500	\$870	31	111%
Active*	61	\$735	\$199	\$1,250	\$735	50	



Condo/TIC, 2BR 2BA

	Total Units Sold	Average	Low	High	Median	Average Days on Market	Premium
March '14	69	\$1,125	\$435	\$2,160	\$1,130	21	108%
April '14	79	\$1,170	\$312	\$2,900	\$1,099	28	107%
May '14	58	\$1,262	\$339	\$2,500	\$1,163	24	109%
June '14	61	\$1,263	\$323	\$3,000	\$1,180	33	110%
Active*	97	\$1,160	\$267	\$2,999	\$1,025	31	



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 7/8/2014.

San Francisco Market Analysis by District

7/8/2014

(Number of Bldgs - Avg Price)

Single Family, 2BR 1BA

District	1	2	3	4	5	6	7	8	9	10
March '14	2 - 1,130	7 - 843	6 - 668	5 - 874	2 - 1,339	-	-	-	3 - 1,183	17 - 617
April '14	2 - 998	8 - 839	5 - 813	4 - 996	2 - 925	-	-	-	5 - 1,092	13 - 593
May '14	2 - 978	11 - 942	7 - 716	6 - 930	4 - 1,548	-	-	-	3 - 1,147	11 - 607
June '14	3 - 962	10 - 887	3 - 856	2 - 1,051	4 - 1,261	1 - 1,400	-	-	3 - 1,005	12 - 676
Active*	2 - 834	12 - 728	10 - 606	1 - 1,050	2 - 962	-	-	-	3 - 856	28 - 623

Single Family, 3BR 2BA

District	1	2	3	4	5	6	7	8	9	10
March '14	-	10 - 1,008	1 - 491	3 - 1,500	1 - 2,070	-	-	-	2 - 930	8 - 750
April '14	3 - 1,664	9 - 1,188	1 - 1,100	1 - 699	12 - 1,710	1 - 951	-	-	5 - 1,197	7 - 740
May '14	2 - 1,525	12 - 1,161	4 - 1,006	9 - 1,265	4 - 1,565	-	-	-	6 - 1,328	10 - 700
June '14	4 - 1,628	6 - 950	-	6 - 938	4 - 2,086	1 - 3,110	3 - 1,712	-	1 - 1,765	12 - 707
Active*	3 - 874	10 - 944	4 - 830	4 - 1,060	6 - 1,744	-	1 - 1,549	1 - 2,495	5 - 1,088	22 - 666

Condo/TIC, 1BR 1BA

District	1	2	3	4	5	6	7	8	9	10
March '14	1 - 525	1 - 580	1 - 373	-	12 - 709	5 - 692	3 - 608	21 - 693	23 - 772	-
April '14	7 - 519	-	-	4 - 588	13 - 720	4 - 645	5 - 767	15 - 745	34 - 748	-
May '14	1 - 565	-	2 - 398	3 - 527	7 - 682	10 - 616	8 - 729	17 - 689	37 - 794	1 - 248
June '14	-	2 - 751	-	-	7 - 672	-	8 - 833	16 - 653	29 - 794	-
Active*	2 - 514	1 - 630	2 - 394	3 - 504	11 - 574	17 - 423	8 - 785	22 - 635	48 - 692	3 - 319

Condo/TIC, 2BR 1BA

District	1	2	3	4	5	6	7	8	9	10
March '14	1 - 1,160	-	-	1 - 600	13 - 1,156	8 - 815	5 - 945	4 - 829	7 - 865	-
April '14	2 - 1,030	1 - 705	-	-	14 - 936	5 - 757	2 - 1,138	1 - 699	7 - 741	1 - 140
May '14	2 - 776	2 - 932	-	1 - 600	3 - 990	3 - 1,223	1 - 1,300	2 - 1,100	9 - 899	-
June '14	4 - 811	-	-	-	11 - 914	3 - 851	4 - 1,269	3 - 882	5 - 872	1 - 560
Active*	9 - 728	3 - 730	-	1 - 289	14 - 851	10 - 732	6 - 819	3 - 826	12 - 676	3 - 361

Condo/TIC, 2BR 2BA

District	1	2	3	4	5	6	7	8	9	10
March '14	1 - 1,100	1 - 1,100	1 - 475	1 - 640	12 - 1,151	11 - 1,039	3 - 1,065	12 - 1,175	25 - 1,236	2 - 467
April '14	1 - 855	-	2 - 507	2 - 622	5 - 1,295	8 - 1,144	11 - 1,472	11 - 1,260	37 - 1,150	2 - 546
May '14	3 - 1,042	-	-	2 - 784	6 - 1,269	4 - 1,092	3 - 1,983	14 - 1,179	26 - 1,310	-
June '14	2 - 925	2 - 793	2 - 550	-	7 - 1,250	5 - 1,254	6 - 1,460	13 - 1,503	23 - 1,245	1 - 533
Active*	3 - 936	1 - 659	-	1 - 759	7 - 837	6 - 1,110	6 - 1,360	15 - 1,359	52 - 1,226	6 - 578

Monthly updates available at: WWW.BOLDSF.COM

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

**Active* information as of 7/8/2014.

Frank Bodnar, BRE #01247118
415-260-8724 | fbodnar@boldsf.com
John Oldfield, BRE #01292184
415-762-9608 | joldfield@boldsf.com

1715 Polk St.
San Francisco, CA 94109

San Francisco Market Analysis

7/8/2014

2 Flat

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
March '14	27	\$1,620	\$515	\$6,500	\$1,300	60	104%
April '14	37	\$1,740	\$535	\$4,500	\$1,502	37	105%
May '14	33	\$1,539	\$520	\$3,450	\$1,451	58	111%
June '14	33	\$1,638	\$490	\$4,200	\$1,510	49	107%
Active*	66 ▼	\$1,485 ▼	\$599	\$4,900	\$1,299	61 ▼	

3 Flat

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
March '14	7	\$1,619	\$925	\$2,550	\$1,479	76	109%
April '14	13	\$1,678	\$790	\$2,644	\$1,625	38	109%
May '14	12	\$2,188	\$1,300	\$3,706	\$2,050	37	113%
June '14	9	\$1,705	\$790	\$4,000	\$1,505	59	107%
Active*	34 ▲	\$1,773 ▼	\$795	\$3,499	\$1,724	66 ▼	

4 Flat

	Total Buildings Sold	Average	Low	High	Median	Average Days on Market	Premium
March '14	12	\$1,923	\$960	\$3,800	\$1,940	87	106%
April '14	12	\$1,522	\$893	\$2,100	\$1,595	57	108%
May '14	2	\$1,814	\$1,628	\$2,000	\$1,814	20	110%
June '14	7	\$2,024	\$1,185	\$3,000	\$2,200	51	107%
Active*	20 ▼	\$1,754 ▲	\$999	\$3,800	\$1,510	45 ▲	

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 7/8/2014.

San Francisco Market Analysis

7/8/2014

by District

2 Flat

(Number of Bldgs - Avg. Price)

District	1	2	3	4	5	6	7	8	9	10
March '14	3 - 1,142	2 - 1,422	-	-	5 - 1,333	-	-	4 - 3,450	10 - 1,519	3 - 603
April '14	7 - 1,502	4 - 1,250	1 - 550	1 - 950	9 - 1,949	4 - 1,678	3 - 3,090	-	6 - 2,112	2 - 588
May '14	7 - 1,787	8 - 1,052	-	-	5 - 1,593	4 - 1,477	3 - 2,971	1 - 1,160	3 - 1,605	2 - 560
June '14	7 - 1,508	5 - 1,131	1 - 1,300	-	6 - 2,454	2 - 1,635	2 - 3,250	3 - 1,513	5 - 1,306	2 - 493
Active*	7 - 1,115	9 - 1,155	3 - 1,019	-	16 - 1,789	5 - 2,158	2 - 3,598	4 - 1,861	11 - 1,309	9 - 920

3 Flat

District	1	2	3	4	5	6	7	8	9	10
March '14	2 - 1,915	-	-	-	-	1 - 1,300	-	1 - 2,550	3 - 1,218	-
April '14	-	-	-	-	2 - 1,318	-	2 - 2,197	5 - 1,741	3 - 1,763	1 - 790
May '14	1 - 1,300	-	-	-	2 - 1,600	1 - 2,200	4 - 3,056	-	4 - 1,833	-
June '14	-	1 - 900	1 - 790	-	4 - 1,655	1 - 1,505	1 - 4,000	-	1 - 1,525	-
Active*	6 - 1,924	3 - 1,611	1 - 999	2 - 899	5 - 2,360	4 - 2,499	-	2 - 1,744	9 - 1,574	2 - 824

4 Flat

District	1	2	3	4	5	6	7	8	9	10
March '14	3 - 1,960	1 - 1,095	-	-	1 - 1,532	-	3 - 2,887	2 - 1,651	2 - 1,305	-
April '14	4 - 1,477	-	-	-	1 - 2,100	3 - 1,606	-	1 - 1,770	2 - 1,390	1 - 893
May '14	-	-	-	-	1 - 2,000	-	-	1 - 1,628	-	-
June '14	1 - 1,250	-	-	-	1 - 2,200	2 - 2,603	1 - 2,625	1 - 1,700	1 - 1,185	-
Active*	3 - 1,380	1 - 2,289	-	-	6 - 1,982	1 - 2,300	1 - 3,250	1 - 1,495	3 - 1,574	4 - 1,250

 Monthly updates available at: WWW.BOLDSF.COM

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

**Active* information as of 7/8/2014.

Annual Comparison of Units Sold

7/8/2014

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	1,042	166	3,995
2012	367	1,120	285	4,650
2013	351	1,424	273	6,750
2014*	177	1,600	490	6,500
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	81	1,234	385	2,700
2012	116	1,296	305	3,550
2013	113	1,582	563	3,850
2014*	61	1,815	790	7,300
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
2012	73	1,303	495	3,150
2013	67	1,461	600	4,400
2014*	45	1,755	710	3,800

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	628	541	120	1,500
2012	655	587	125	1,585
2013	615	745	144	1,900
2014*	238	823	331	1,820
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	460	776	130	2,027
2012	469	830	133	2,995
2013	473	982	300	2,750
2014*	193	1,141	480	3,253

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	588	475	99	1,208
2012	759	525	74	1,545
2013	855	628	104	1,700
2014*	389	697	88	1,595
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	332	620	265	1,365
2012	360	657	160	1,400
2013	356	773	146	1,750
2014*	164	894	140	1,600
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	626	771	228	3,100
2012	781	889	188	2,380
2013	831	1,033	230	3,800
2014*	370	1,179	312	3,000

Prepared from data available from the San Francisco MLS as of the date of this report. *Through June 30, 2014
 Increase Decrease from previous year.
 9,999 highest average sales price

Monthly updates available at: WWW.BOLDSF.COM



Comparison of Average Annual Sales prices (San Francisco)

