



San Francisco Real Estate

January 2022 Report

COMPASS

San Francisco Real Estate, 2017 - 2021

Year-over-Year Comparisons: Selected Market Indicators

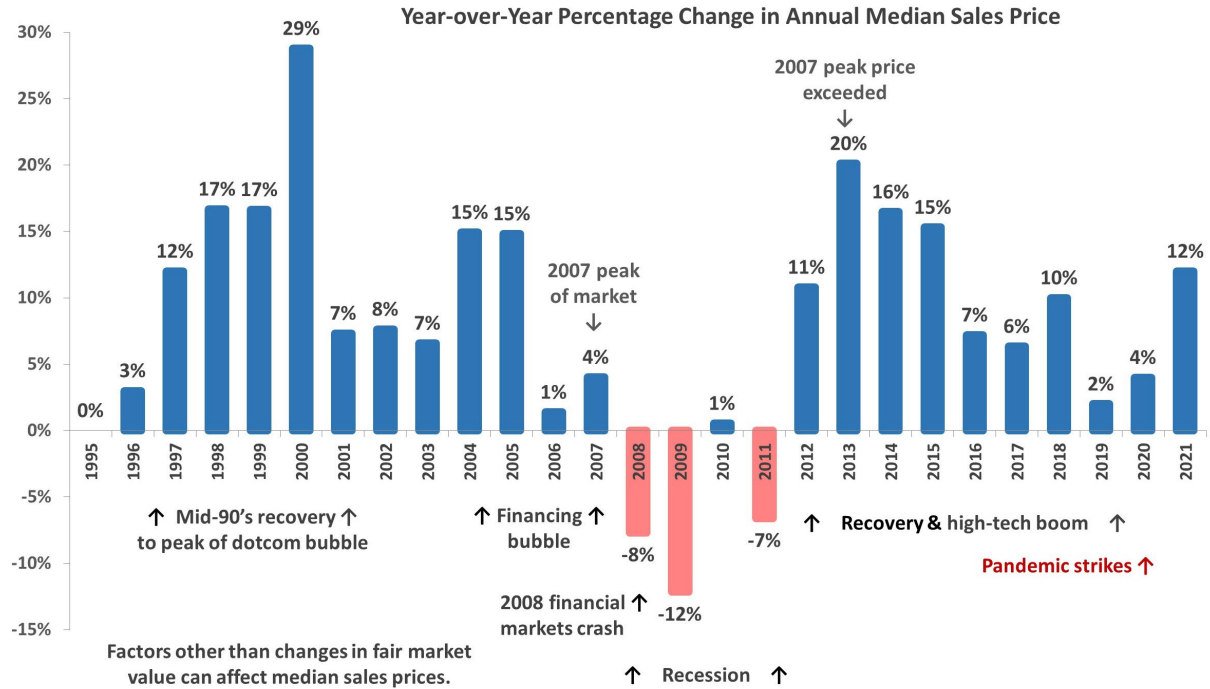
Statistic	2017	2018	2019	2020	2021
Median House S.P.	\$1,380,000	\$1,520,000	\$1,550,000	\$1,605,000	\$1,800,000
Avg. House \$/Sq.Ft.	\$911/sq.ft.	\$975	\$999/sq.ft.	\$1006/sq.ft.	\$1088/sq.ft.
Median Condo S.P.	\$1,125,000	\$1,180,000	\$1,205,000	\$1,191,000	\$1,225,000
Avg. Condo \$/Sq.Ft.	\$1049/sq.ft.	\$1119	\$1145/sq.ft.	\$1084/sq.ft.	\$1120/sq.ft.
Median TIC Sales Price	\$1,025,000	\$1,095,000	\$1,160,000	\$1,170,000	\$1,050,000
Avg. Days on Market*	House: 27 days Condo: 37 days	House: 23 days Condo: 32 days	House: 26 days Condo: 36 days	House: 27 days Condo: 43 days	House: 22 days Condo: 43 days
% of Sales into Contract within 30 days*	House: 73% Condo: 59%	House: 77% Condo: 64%	House: 74% Condo: 63%	House: 71% Condo: 48%	House: 80% Condo*: 54%
# of Home Sales*	House: 2522 Condo: 3027	House: 2516 Condo: 3186	House: 2459 Condo: 3012	House: 2472 Condo: 2896	House: 3075 Condo*: 4590
Dollar Volume Sales	\$8.25 billion	\$8.93 billion	\$8.83 billion	\$8.78 billion	\$13.55 billion
Sales, \$3 Million+	330 sales	354 sales	377 sales	390 sales	766 sales
Sales, \$5 Million+	80 sales	75 sales	84 sales	71 sales	203 sales

Listings and sales reported to NORCAL MLS® ALLIANCE per Infosparks. Does not include new-project condo activity unreported to MLS. Houses, condos, townhouses, co-ops, TICs unless specified otherwise. *In these categories, "condo" includes co-ops, townhouses and TICs. Data from sources deemed reliable, but may contain errors and subject to revision. 2021 numbers estimated from available data. All numbers approximate, and may change with late-reported activity.

COMPASS

San Francisco Median House Price Changes Since 1994

Annual % Change, Comparing Annual Median Sales Prices to Previous Year

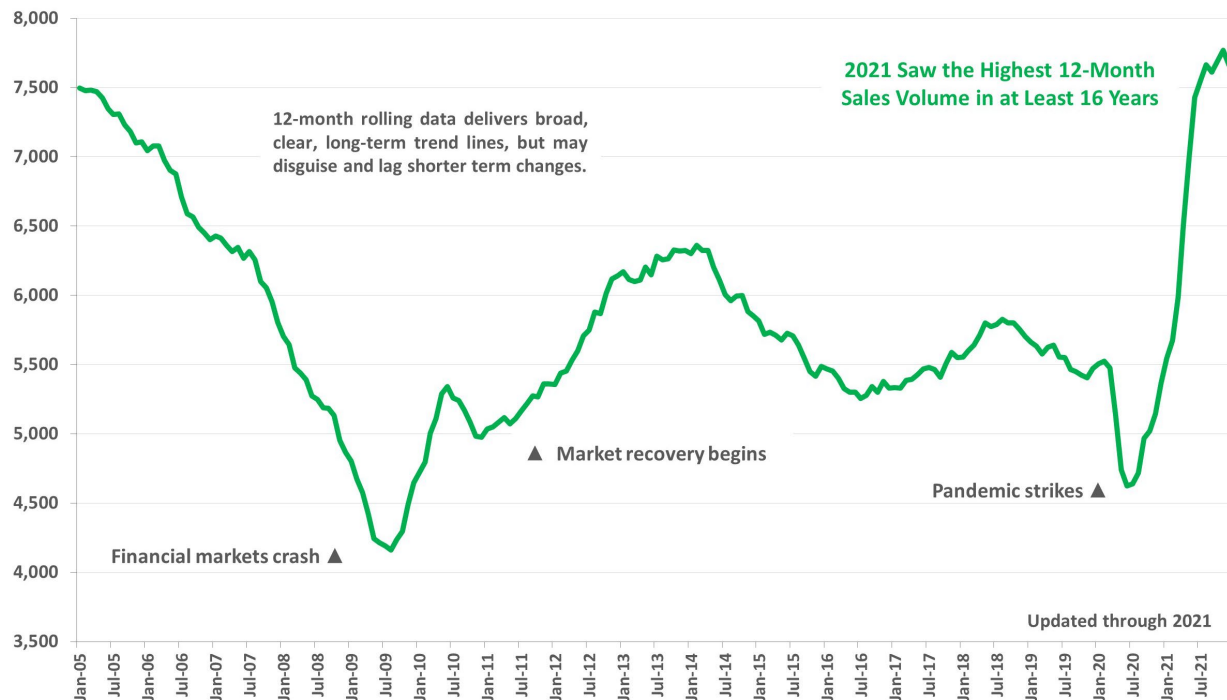


Per CA Association of Realtors or sales data as reported to NORCAL MLS® ALLIANCE. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

COMPASS

Home Sales Volumes, Longer-Term Trends since 2005

San Francisco, 12-Month Rolling Sales Data*



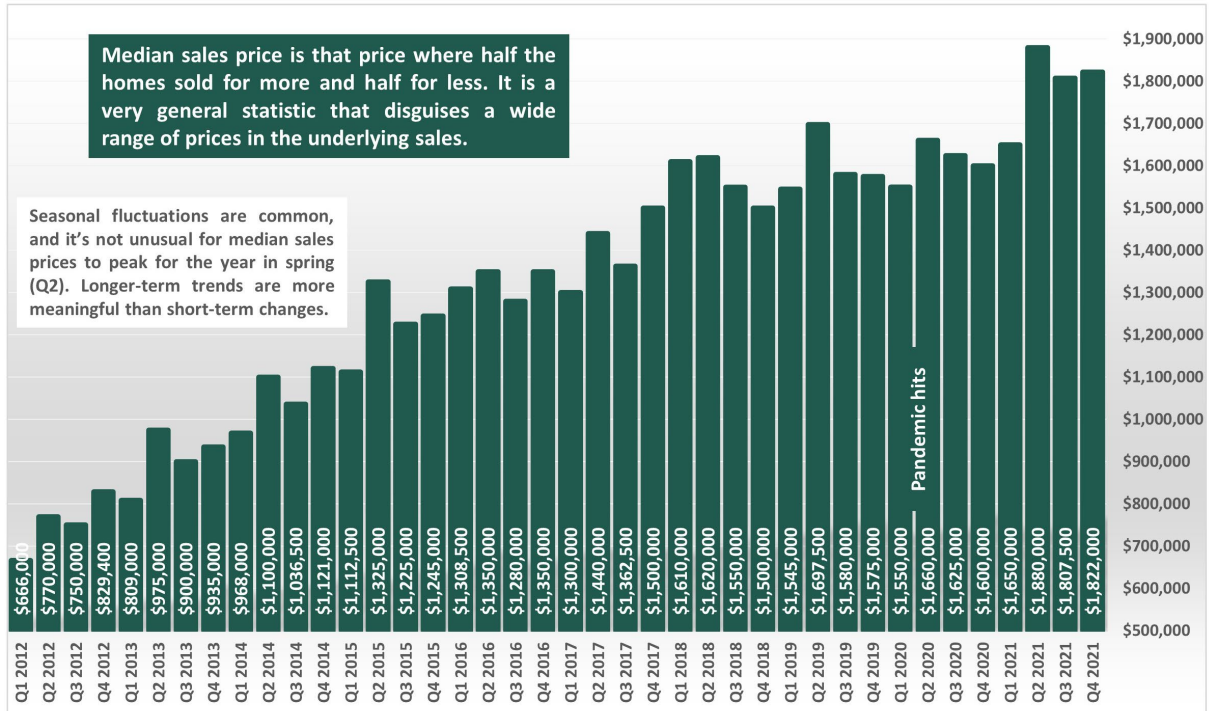
* Each data point reflects the total of 12 months of activity for houses, condos, co-ops, TICs and townhouses. 1/12 of these numbers = an average month within the 12 month period. Sales reported to NORCAL MLS® ALLIANCE, per Infosparks. Does not include new-project condo sales unreported to MLS. Last month estimated from data available in early January 2022. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

San Francisco House Price Trends

Median House Sales Prices, 2012 – Present, by Quarter

As reported to NORCAL MLS® ALLIANCE,
per Broker Metrics/Infosparks



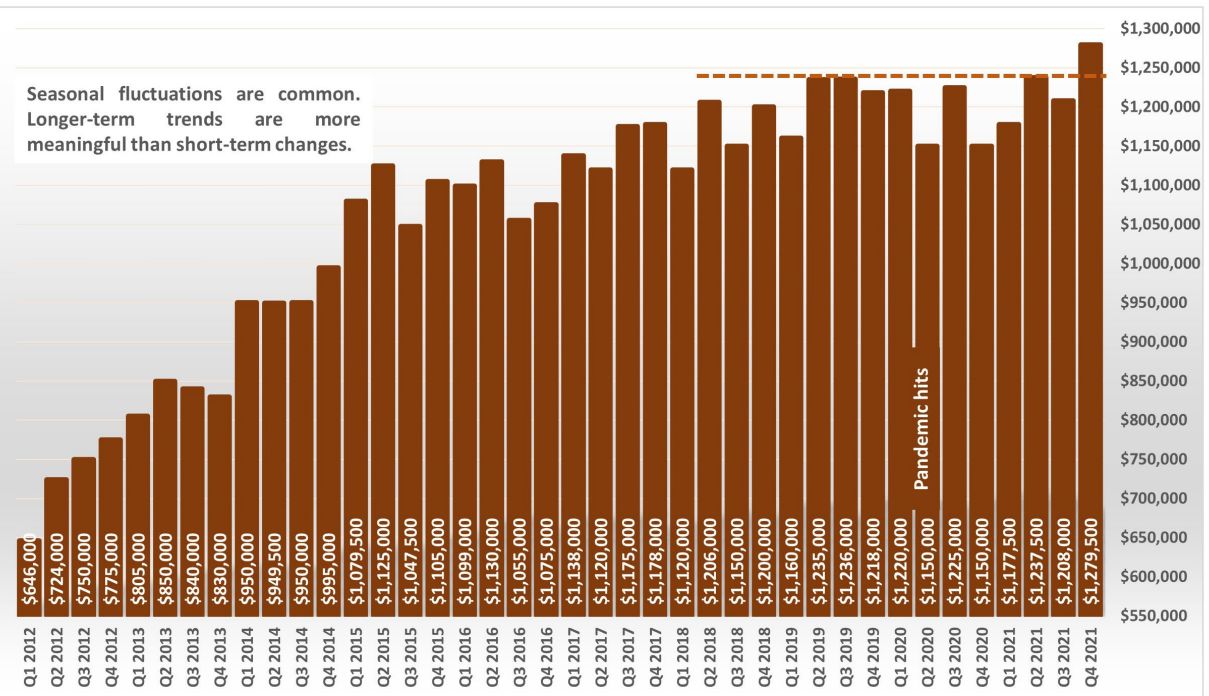
Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision. Last quarter may change with late reported sales.

COMPASS

San Francisco Condo Price Appreciation

Median Condo Sales Prices, 2012 – Present, by Quarter

As reported to NORCAL MLS® ALLIANCE, per Infosparks



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision. Last quarter may change with late reported activity. Does not include new-project condo sales unreported to MLS.

COMPASS

San Francisco House Sales Statistics

July-December 2021 Sales*

Within compilations of sales, gradations in quality of location, construction, condition, amenities, home & lot size are almost infinite.

A Sampling of San Francisco Neighborhoods

Selected San Francisco Neighborhoods	Median House Sales Price	Avg. \$ per Square Foot	Avg. Size (Sq.Ft.)	Avg. Days on Market	Sales Price to Orig. LP %*	Highest Sale in Period
Pacific Heights	\$6,422,500	\$1548	4429	28	100%	\$14,500,000
Lake Street	\$4,995,000	\$1297	3892	10	105%	\$8,650,000
Marina	\$4,064,500	\$1562	3340	17	104%	\$19,750,000
St. Francis Wood	\$3,475,000	\$1258	3029	20	111%	\$6,650,000
Russian, Nob & Tel Hills	\$3,387,500	\$1293	3155	35	106%	\$9,999,000
Cole Valley/Parnassus Heights	\$3,372,500	\$1339	2798	14	113%	\$6,288,000
Hayes Vly, Alamo Sq., NoPa	\$2,982,500	\$998	3061	19	104%	\$7,830,000
Noe Valley	\$2,900,000	\$1380	2397	15	113%	\$6,300,000
Inner Richmond	\$2,700,000	\$1107	2402	14	109%	\$4,000,000
Inner Mission	\$2,275,000	\$1082	2559	21	113%	\$4,375,000
Inner Sunset	\$2,217,500	\$1059	2266	18	116%	\$4,250,000
Bernal Heights	\$1,837,500	\$1170	1650	20	119%	\$4,275,000
Miraloma Park	\$1,810,000	\$1082	1856	19	122%	\$2,828,000
Central Sunset	\$1,750,000	\$1069	1765	15	126%	\$2,700,000
Outer Parkside	\$1,600,000	\$1174	1435	14	131%	\$2,450,000
Ingleside	\$1,400,000	\$901	1667	18	122%	\$2,040,000
Excelsior	\$1,250,000	\$896	1470	19	121%	\$1,935,000
Bayview	\$950,000	\$687	1521	30	117%	\$1,400,000

Home values in all SF neighborhoods: <https://www.bayareamarketreports.com/trend/san-francisco-neighborhood-map>

*Sales reported to NORCAL MLS® ALLIANCE, 7/1-12/15/21. Sales price to LP % for sales which accepted offers within 30 days. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and can change on a daily basis. Not all listings provide square footage. Days on market adjusted for outliers.

COMPASS

San Francisco Condo Sales Statistics

July-December 2021 Sales*

Within compilations of sales, gradations in quality of location, construction, condition, amenities, home & lot size are almost infinite.

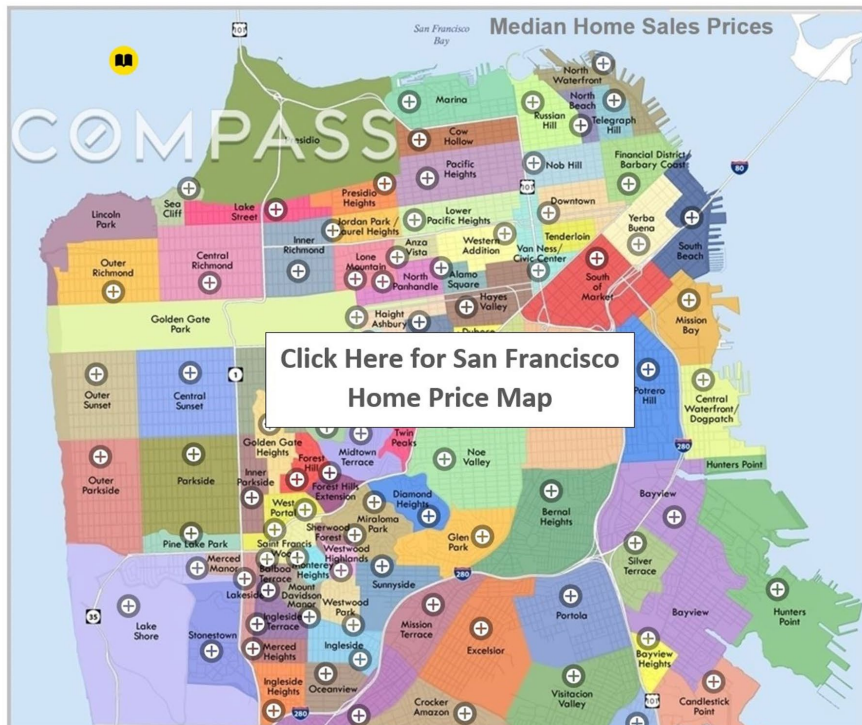
A Sampling of San Francisco Neighborhoods

Selected San Francisco Neighborhoods	Median Condo Sales Price	Avg. \$ per Sq.Ft.	Avg. Size (Sq.Ft.)	Avg. Days on Market	Sales Price to Orig. LP %*	Highest Condo Sale in Period
Presidio Heights	\$2,520,000	\$1309	1945	19	108%	\$5,250,000
Lake St./Jordan Park	\$1,850,000	\$1121	1674	15	111%	\$3,400,000
Russian Hill	\$1,695,000	\$1241	1497	25	104%	\$4,050,000
Cow Hollow	\$1,672,000	\$1448	1215	30	105%	\$7,375,000
Pacific Heights	\$1,662,500	\$1313	1500	23	105%	\$6,100,000
Noe-Eureka-Cole Valleys	\$1,525,000	\$1181	1359	18	112%	\$3,700,000
Inner Sunset	\$1,425,000	\$995	1458	19	125%	\$2,125,000
Central-Inner Richmond	\$1,335,000	\$1074	1236	19	116%	\$2,010,000
Hayes Vly, NoPa, Alamo Sq.	\$1,350,000	\$1169	1282	28	112%	\$3,250,000
Dogpatch	\$1,265,000	\$1068	1279	22	104%	\$1,675,000
Mission Bay	\$1,250,000	\$1158	1144	41	101%	\$3,080,000
South Beach	\$1,249,000	\$1289	1181	50	100%	\$9,000,000
Inner Mission	\$1,200,000	\$1082	1150	30	110%	\$2,400,000
Potrero Hill	\$1,172,000	\$1066	1220	31	109%	\$2,625,000
Van Ness/Civic Center	\$885,000	\$999	967	47	102%	\$3,200,000
South of Market (SoMa)	\$834,500	\$861	1022	62	104%	\$1,750,000
Bayview/Crocker Amazon	\$810,000	\$754	1114	42	112%	\$1,100,000

Home values in all SF neighborhoods: <https://www.bayareamarketreports.com/trend/san-francisco-neighborhood-map>

*Sales of 1+ BR units reported to NORCAL MLS® ALLIANCE, 7/1-12/15/21. Sales price to LP % for sales accepting offers within 30 days. Data from sources deemed reliable but may contain errors and subject to revision. Numbers are approximate and can change on a daily basis. Not all listings provide square footage. Days on market adjusted for outliers.

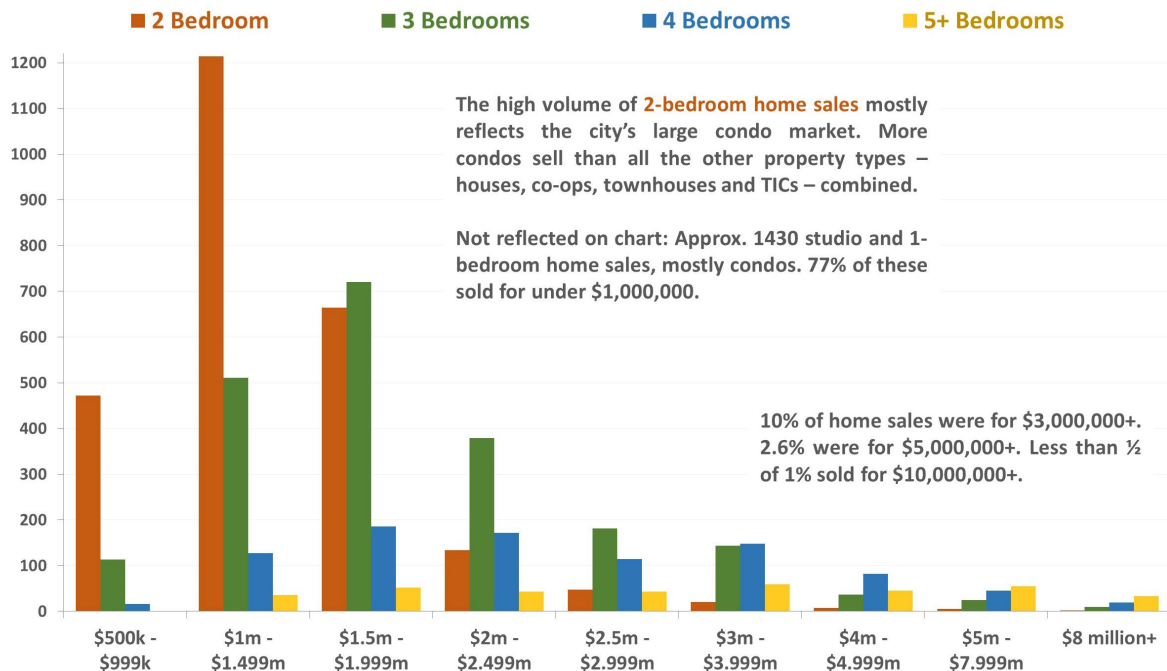
COMPASS



COMPASS

San Francisco: 2+ Bedroom Home Sales

2021 Sales by Price Segment & Bedroom Count*



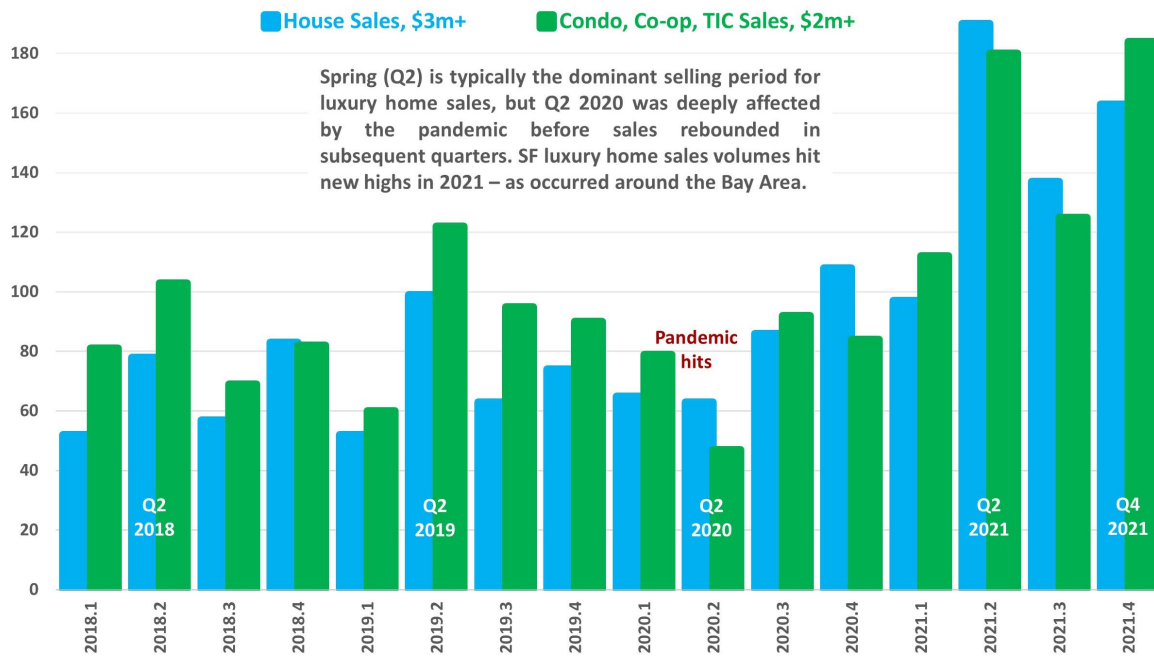
* 12 months MLS sales of houses, townhouses, condos, co-ops and TICs through late December 2021, per Broker Metrics. Data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate. Not all sales are reported to MLS.

COMPASS

San Francisco Luxury Home Sales since 2018

Houses - \$3 Million+, Condos - \$2 Million+, by Quarter

Sales reported to MLS



Sales reported to NorCal MLS Alliance, per Infosparks. Condos include co-op and TIC sales. Not all luxury sales are reported to MLS. Data from sources deemed reliable, but subject to error and revision. All numbers approximate.

COMPASS

California Association of Realtors® 2021 CA Housing Market Survey - Highlights



61% of CA homes sold above asking price, the highest % in at least 30 years. Both the share of sales with multiple offers and the average number of offers received reached their highest levels since 2013. 2021 saw the shortest time-on-market to offer acceptance in 35 years. 60% of accepted offers were non-contingent (not subject to appraisal, financing, inspections, etc.). 20% of buyers paid all cash.



Most CA REALTORS® noticed at least one of the following changes in buyer preferences since the pandemic: Opting for bigger home (22%); less concerned about commute (22%); buying house instead of condo/townhome (21%); opting for suburban instead of city location (19%); choosing rural instead of urban or suburban location (13%)



29% of CA sellers planned to buy again in same county (lowest % in at least 16 years); 35% planned to buy in another state (highest % in at least 16 years)



Primary reason to move *out of home county*: Housing affordability (26%), quality of life (15%), closer to family (12%), 2nd home (12%), commute (6%), retirement (6%), ability to work from home (5%)



Single most important reason to buy: 1st time buyers - tired of renting (56%); repeat buyers - larger home (23%), better location (20%), investment or taxes (13%)



Vacation/2nd home sales reached highest level in 9 years: 7% of sales. Homes purchased for investment/rental: 9.5%. Sales to international buyers hit highest % since 2014: 5% of sales.



Housing affordability – the % of CA households able to afford median priced house – hit its lowest percentage since 2008 (despite historically low interest rates): 23% - 24% in Q2 & Q3 2021.

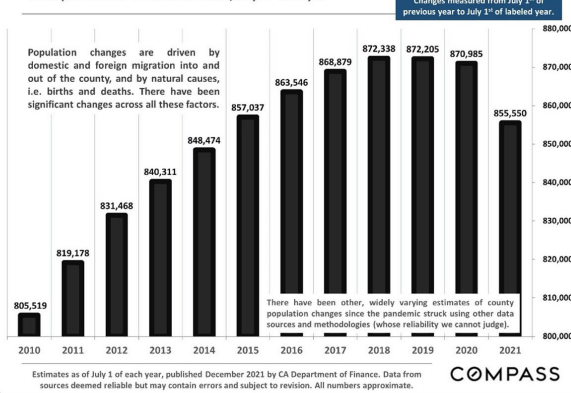


Survey sent to a random sample of 39,567 CA REALTORS®, geographically distributed across state. 1,908 valid survey responses = response rate of 4.8%. Margin of error for survey was +/- 2.2% at a 95% confidence level.

COMPASS

San Francisco Population Trends since 2010

CA Department of Finance Estimates, July 1st to July 1st



County Population Changes

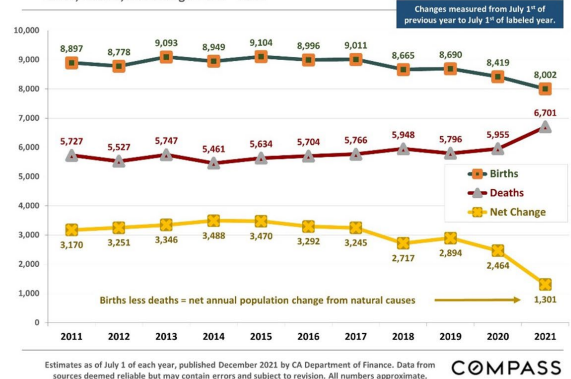
Since 2019, the county population has declined by 2% (top chart). Populations dropped in almost every Bay Area County since the pandemic hit, but SF saw the largest percentage decline. This decline was probably dominated by tenant move-outs.

Over the period, the number of births in the county dropped by 8%, and the number of deaths increased by 16%, resulting in a 55% decline in population increase due to natural causes (bottom chart).

Changes measured from July 1 of the previous year to July 1 of the labeled year, as published December 2021 by the CA Department of Finance. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

"Natural Cause" Effects on San Francisco Population

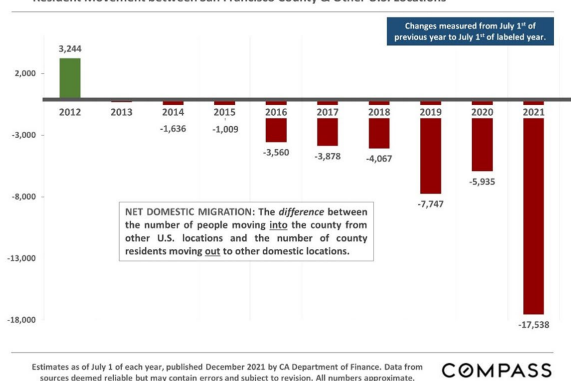
Births, Deaths, Net Change: 2011 – 2021



COMPASS

San Francisco: Net DOMESTIC Migration, 2012 – 2021

Resident Movement between San Francisco County & Other U.S. Locations



Domestic & Foreign Migration

Since 2019, net domestic out-migration – the difference between the number of residents moving out to other U.S. locations and people moving into the county from other U.S. locations – increased by 126% (top chart). Within the city, recent, net domestic out-migration was probably most concentrated in the tenant population, one reason rents have dropped significantly since Covid struck.

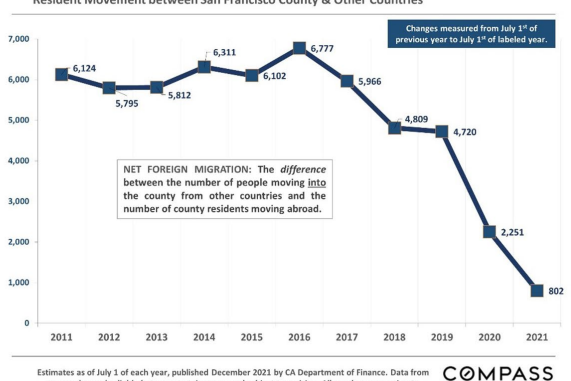
Over the period, net foreign in-migration – the difference between the number of people moving into the county from abroad and county residents moving out to foreign countries – dropped by 83% (bottom chart).

Both trends, generally common across the Bay Area – increased domestic out-migration and declining foreign in-migration – go back to 2016 or earlier.

Changes measured from July 1 of the previous year to July 1 of the labeled year, as published December 2021 by the CA Department of Finance. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

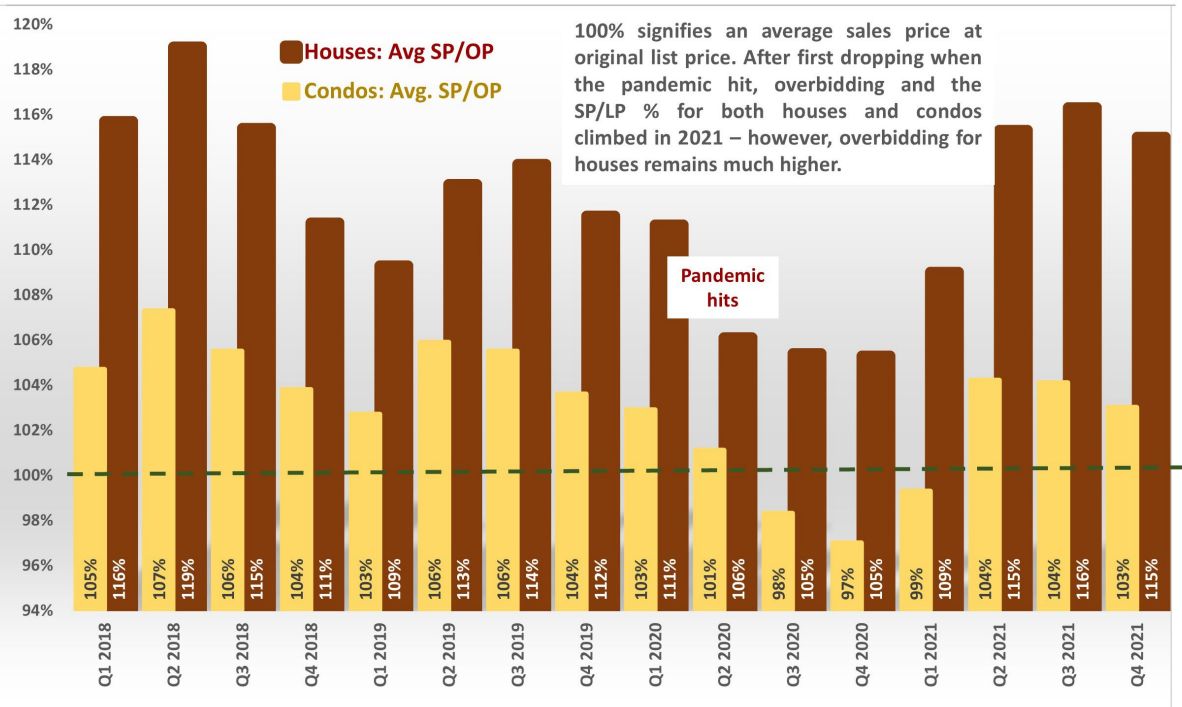
San Francisco: Net FOREIGN Migration, 2011 – 2021

Resident Movement between San Francisco County & Other Countries



COMPASS

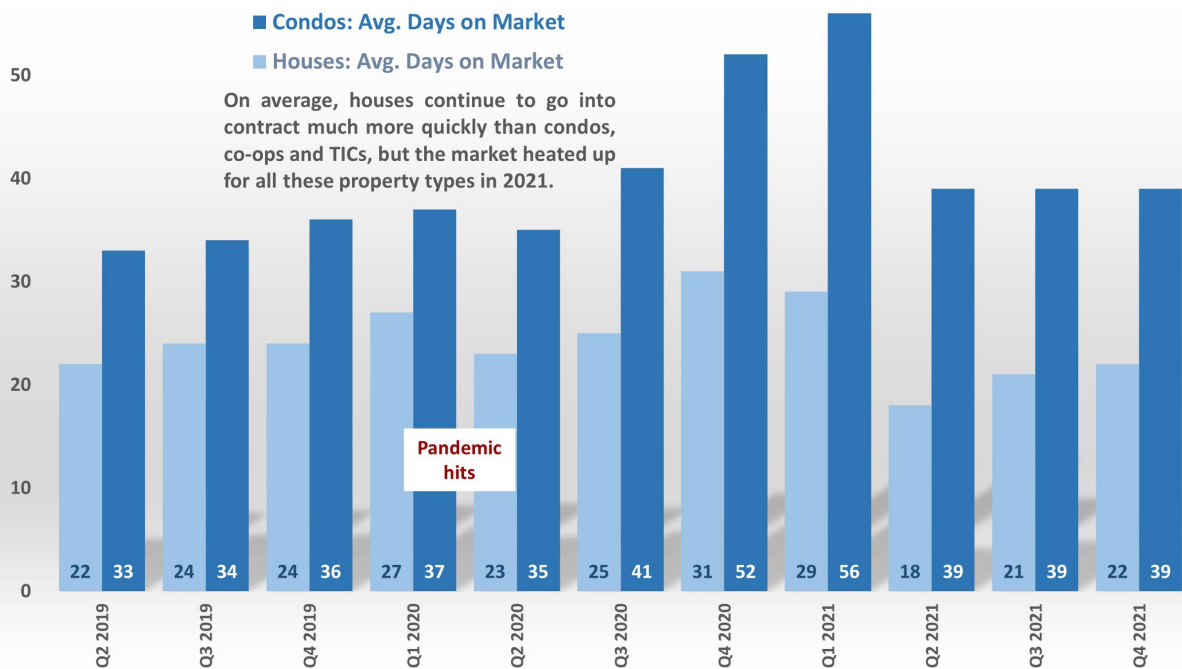
Avg. Sales Price to Original List Price Percentage (SP/LP %) San Francisco Market Dynamics since 2018, by Quarter



Residential market activity reported to NORCAL MLS® ALLIANCE, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported sales.

COMPASS

Average Days on Market by Quarter San Francisco Market Dynamics since 2019



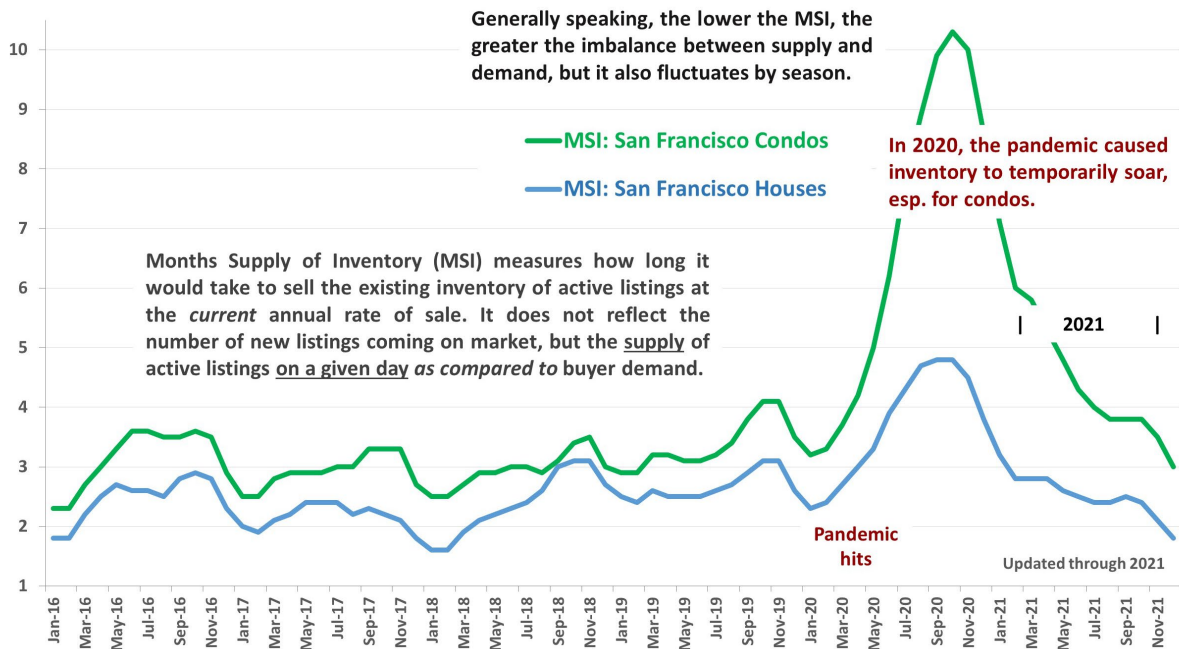
Activity reported to NORCAL MLS® ALLIANCE, per Infosparks. "Condos" include co-op and TIC sales. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

COMPASS

Months Supply of Inventory (MSI)

San Francisco Real Estate Market since 2016

Rolling 3-month average, activity reported to NorCal MLS Alliance per Infosparks

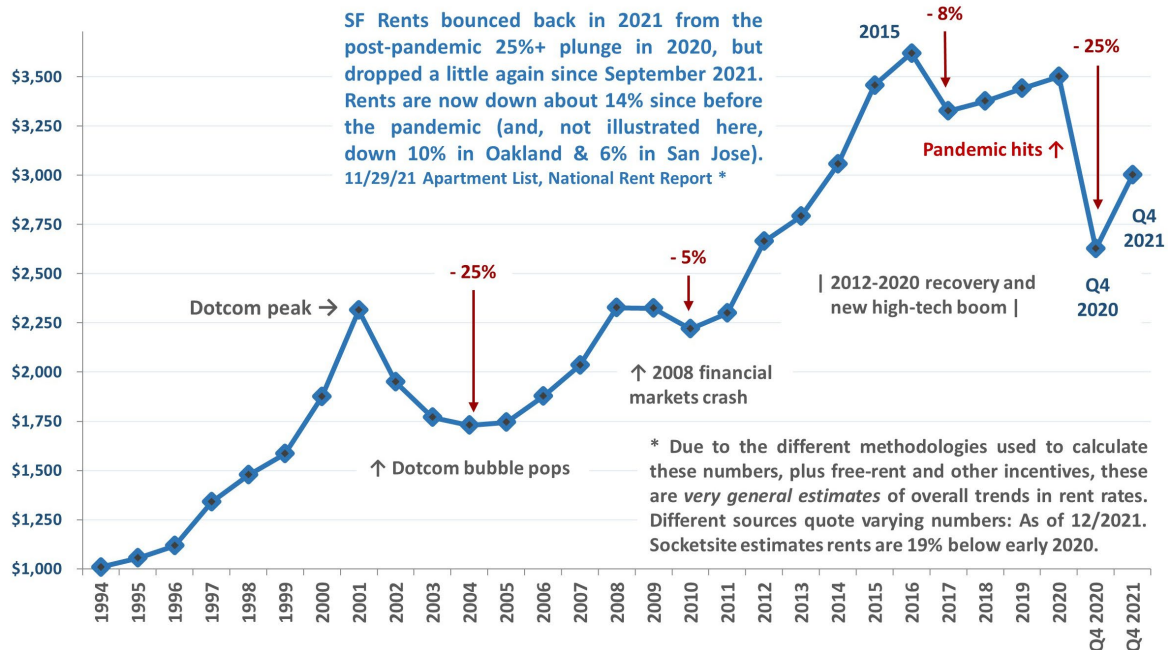


Does not include new-project condos unlisted in MLS. Each data point reflects 3 months of combined data. Data from sources deemed reliable, but may contain errors and subject to revision. Numbers are approximate, and may change with late-reported activity.

COMPASS

San Francisco Residential Rents – Approximate, Good Faith Estimates*

Average Asking Rent, 1994 – Present, Q1 Data Points (except as noted)



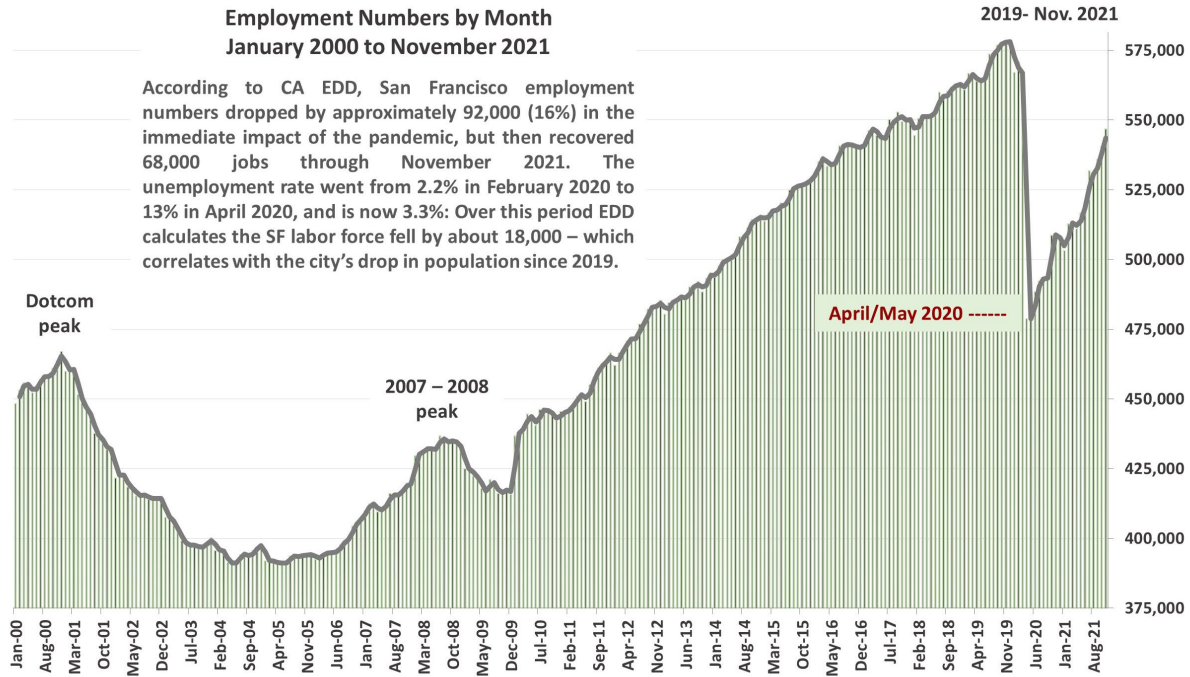
1st quarter data points except, as noted for Q4 2020 and Q4 2021. Numbers are estimated using data from a number of rental data sources. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are good-faith estimates and very approximate.

COMPASS

San Francisco Employment Trends

Number of Employed Residents since 2000

Per California Employment
Development Dept. (EDD)



EDD data. Last month's data is labeled "preliminary" by EDD. EDD often goes back to revise past data releases. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

COMPASS

20-year chart, U.S. Bureau of Labor Statistics, published December 2021

Consumer Price Index 12-Month Percentage Change, Past 20 Years

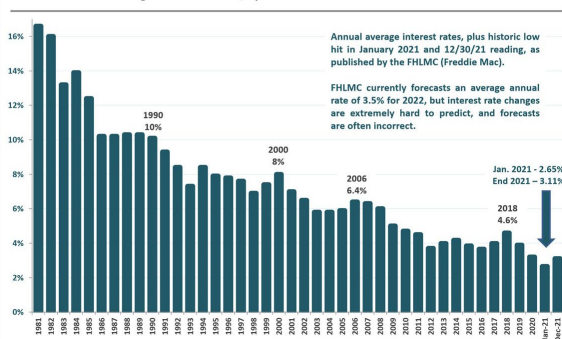


In November 2021, the Consumer Price Index, a measurement of year-over-year inflation, hit 6.8%, its highest point since 1982. Historically, one of the standard remedies for soaring inflation is to raise interest rates, but there are many economic and political issues currently at play.

Chart from U.S. Bureau of Labor Statistics, published mid-December 2021.
<https://www.bls.gov/charts/consumer-price-index/consumer-price-index-by-category-line-chart.htm>
Data from sources deemed reliable, but may contain errors and subject to revision.

COMPASS

Average Annual Interest Rates since 1981 30-Year Conforming Fixed-Rate Loans, by Year



Interest rates may fluctuate suddenly and dramatically. Data from sources deemed reliable but not guaranteed. Anyone interested in residential home loans should consult with a qualified mortgage professional and accountant.

COMPASS

Inflation & Mortgage Interest Rates

The Consumer Price Index, a measurement of year-over-year inflation, soared in 2021 to hit 6.8%, its highest point since 1982.

Historically, the standard remedy for surging inflation is to raise interest rates, but there are a variety of economic and political factors currently at play.

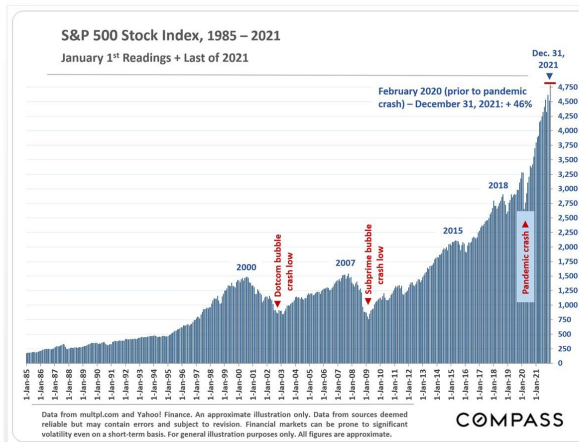
Per Freddie Mac (FHLMC), on December 30, 2021, the weekly average, 30-year mortgage interest rate was 3.11%. The all-time low of 2.65% was reached earlier in the year, in January 2021.

Freddie Mac currently forecasts an average annual 30-year interest rate of 3.5% for 2022, but, historically, interest rate predictions have often been unreliable.

Interest rates may fluctuate suddenly and dramatically, and it is very difficult to accurately predict rate changes. Data from sources deemed reliable, but may contain errors and not guaranteed. Provided for informational purposes only.

COMPASS

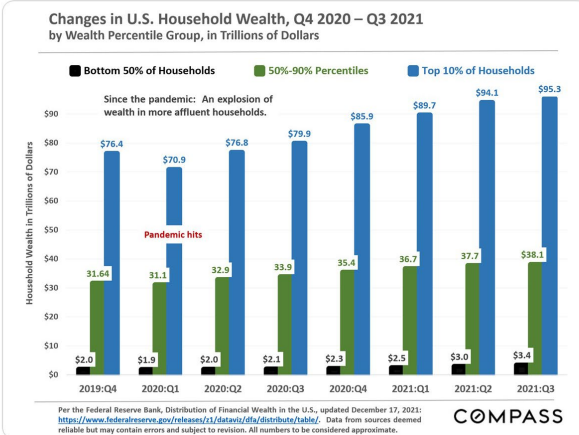
Data from sources deemed reliable, but may contain errors, and not guaranteed. Provided for informational purposes only. All numbers should be considered approximate, and subject to revision.



S&P 500 Stock Index

From February 2020 – prior to the initial, pandemic-caused market crash – through the end of 2021, the S&P 500 gained 46%.

Since the pandemic, there has been an explosion of new wealth – in cash, financial markets, real estate, and other assets – concentrated in the already affluent. This is the demographic which dominates Bay Area home buying.



U.S. Household Wealth

Per the Federal Reserve Bank, from Q4 2019 (before the pandemic struck) to Q3 2021, the wealth of the top 10% of U.S. households skyrocketed by \$18.9 trillion to \$95.3 trillion. For the next 40% of households, the increase was \$6.5 trillion, for a total of \$38.1 trillion. And within the lower 50% of households, + \$1.4 trillion, for a new total of \$3.4 trillion. Q4 2021 will presumably show further gains.

COMPASS

Statistics are generalities, essentially summaries of widely disparate data generated by dozens, hundreds or thousands of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Last period data should be considered estimates that may change with late-reported data. Different analytics programs sometimes define statistics – such as “active listings,” “days on market,” and “months supply of inventory” – differently: what is most meaningful are not specific calculations but the *trends* they illustrate. Most listing and sales data derives from the local or regional multi-listing service (MLS) of the area specified in the analysis, but not all listings or sales are reported to MLS and these won’t be reflected in the data. “Homes” signifies real-property, single-household housing units: houses, condos, co-ops, townhouses, duets and TICs (but not mobile homes), as applicable to each market. City/town names refer specifically to the named cities and towns, unless otherwise delineated. Multi-county metro areas will be specified as such. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so on. How any of these statistics apply to any particular home is unknown without a specific comparative market analysis.

Median Sales Price is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

Dollar per Square Foot is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

Compass is a real estate broker licensed by the State of California, DRE 01527235. Equal Housing Opportunity. This report has been prepared solely for information purposes. The information herein is based on or derived from information generally available to the public and/or from sources believed to be reliable. No representation or warranty can be given with respect to the accuracy or completeness of the information. Compass disclaims any and all liability relating to this report, including without limitation any express or implied representations or warranties for statements contained in, and omissions from, the report. Nothing contained herein is intended to be or should be read as any regulatory, legal, tax, accounting or other advice and Compass does not provide such advice. All opinions are subject to change without notice. Compass makes no representation regarding the accuracy of any statements regarding any references to the laws, statutes or regulations of any state are those of the author(s). Past performance is no guarantee of future results.

COMPASS