

2014 saw a dramatic recovery in San Francisco real estate. City-wide the average sale price of homes sold through the MLS jumped to \$1,445,000 from almost \$1,300,000 in 2013, a 12% improvement, and now exceed the peak of 2007 by \$240,000. The volume of home sales activity was 10% less than last year. Well-priced listings routinely attracted multiple offers and cash purchases were prevalent.

Condominium, cooperative apartment and T-I-C sales activity showed less of a drop in the number of sales City-wide, compared to 2013, but the number of sales through the MLS in those categories does not count some large developments (which close units, but do not list them all with the MLS). Average sale prices for this category City-wide increased by 14%.

The mortgage market continued to be difficult for borrowers with lenders still looking for reasons not to lend money and the appraisal business turned upside down by new federal regulations. Appraisal management companies are now supposed to function as an interface between lenders and appraisers but, as profit-making entities, they now employ the cheapest appraiser they can find to do a job. The result is that they end up using many out-of-area appraisers who don't know the San Francisco market, with unpredictable results, especially when new comparable sales prices are being created every day.

For 2014, there were 2742 closings of listed homes, condos and co-ops which sold for \$1,000,000 or more, compared to 2239 last year, a 22% increase, which is reflective of the strong pickup in sales activity at the upper end of the market.

A full 2014 versus 2013 district-by-district sales comparison chart for both homes and condominiums is shown below. The data is current as of January 12, 2014. Some additional 2014 sales data may still get entered, but that should not alter the statistics below by much.

The San Francisco District Map can be viewed by clicking on this link:

<http://www.classicSFproperties.com/districtmap.htm>

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**Professional services offered:**

San Francisco Real Estate consulting, Selling Real Estate in San Francisco, Buying Real Estate in San Francisco, Condominium Conversion in San Francisco, Investment Property Analysis for San Francisco apartments, Commercial Real Estate in San Francisco, Relocation to San Francisco, Lofts in San Francisco, Tenancy-In-Common (TIC) sales in San Francisco; Real Estate Expert Witness.

**San Francisco neighborhoods served:**

Pacific Heights, Presidio Heights, Cow Hollow, Marina, Russian Hill, Nob Hill, Telegraph Hill, North Beach, North Waterfront, South of Market (SoMa), South Beach, Mission Bay, Downtown, Financial District, Chinatown, Tenderloin, Van Ness Corridor, Lower Pacific Heights, Western Addition, Jordan Park, Lone Mountain, Inner Richmond, Lake Street, Sea Cliff, Central Richmond, Anza Vista, Laurel Heights, Hayes Valley, Duboce Triangle, North Panhandle, Haight Ashbury, Cole Valley, Ashbury Heights, Buena Vista Park, Corona Heights, Twin Peaks, Clarendon Heights, Golden Gate Heights, Inner Sunset, West Portal, Potrero Hill, Mission Dolores, Castro, Eureka Valley, Dolores Heights, Noe Valley, Glen Park, Parnassus Heights, Parkside, Sunset, St. Francis Wood, Forest Hill, Forest Hill Extension, Forest Knolls, West Portal, Miraloma Park, Westwood Highlands, Monterey Heights, Mt. Davidson Manor, Sherwood Forest, Sunnyside, Balboa Terrace, Ingleside Terrace, Merced Manor, Lakeside, Bernal Heights, Potrero Hill, Mission Terrace.

**Professional and academic qualifications:**

Full-time San Francisco REALTOR® since 1986; Past-President of the San Francisco Association of REALTORS®; current Director of the California Association of REALTORS®; former Director of the National Association of REALTORS® representing San Francisco's 5,000 members; Director of zipLogix, a California Association of REALTORS® technology subsidiary; Graduate, Real Estate Institute (GRI); Electronic Internet Professional (ePro); Bachelors Degree in Computer Science; Masters Degree in Systems Analysis.

2014 vs 2013 San Francisco sales analysis

SFDs	2014			2013			#change	Schange
District	#sales	Avg. SP	Total sales \$\$	#sales	Avg. SP	Total sales \$\$		
1	214	\$1,724,089	\$368,955,046	226	\$1,589,854	\$359,307,004	-5.31%	8.44%
2	439	\$1,055,875	\$463,529,125	497	\$891,319	\$442,985,543	-11.67%	18.46%
3	180	\$849,439	\$152,899,020	184	\$756,083	\$139,119,272	-2.17%	12.35%
4	307	\$1,362,847	\$418,394,029	327	\$1,211,034	\$396,008,118	-6.12%	12.54%
5	325	\$2,128,215	\$691,669,875	370	\$1,786,492	\$661,002,040	-12.16%	19.13%
6	45	\$2,326,308	\$104,683,860	42	\$1,962,670	\$82,432,140	7.14%	18.53%
7	117	\$4,629,430	\$541,643,310	138	\$4,585,197	\$632,757,186	-15.22%	0.96%
8	23	\$3,234,789	\$74,400,147	23	\$3,266,522	\$75,130,006	0.00%	-0.97%
9	233	\$1,251,142	\$291,516,086	283	\$1,099,870	\$311,263,210	-17.67%	13.75%
10	520	\$703,421	\$365,778,920	569	\$587,265	\$334,153,785	-8.61%	19.78%
S.F.	2403	\$1,445,472	\$3,473,469,418	2659	\$1,291,522	\$3,434,158,304	-9.63%	11.92%
D7&8	140	\$4,400,310	\$616,043,457	161	\$4,396,815	\$707,887,192	-13.04%	0.08%
Others	2263	\$1,262,672	\$2,857,425,961	2498	\$1,091,382	\$2,726,271,112	-9.41%	15.69%

CNDs	2014			2013			#change	Schange
District	#sales	Avg. SP	Total sales \$\$	#sales	Avg. SP	Total sales \$\$		
1	163	\$1,052,205	\$171,509,415	156	\$863,327	\$134,679,012	4.49%	21.88%
2	45	\$910,553	\$40,974,885	57	\$737,503	\$42,037,671	-21.05%	23.46%
3	32	\$534,234	\$17,095,488	33	\$457,851	\$15,109,083	-3.03%	16.68%
4	60	\$619,762	\$37,185,720	60	\$529,015	\$31,740,900	0.00%	17.15%
5	458	\$1,123,710	\$514,659,180	502	\$1,008,539	\$506,286,578	-8.76%	11.42%
6	315	\$933,612	\$294,087,780	353	\$818,676	\$288,992,628	-10.76%	14.04%
7	318	\$1,545,833	\$491,574,894	387	\$1,293,386	\$500,540,382	-17.83%	19.52%
8	538	\$1,192,239	\$641,424,582	535	\$1,072,908	\$574,005,780	0.56%	11.12%
9	1157	\$1,047,325	\$1,211,755,025	1172	\$922,426	\$1,081,083,272	-1.28%	13.54%
10	61	\$495,067	\$30,199,087	78	\$421,444	\$32,872,632	-21.79%	17.47%
S.F.	3147	\$1,096,430	\$3,450,466,056	3333	\$962,301	\$3,207,347,938	-5.58%	13.94%
D7&8	856	\$1,323,598	\$1,132,999,476	922	\$1,165,451	\$1,074,546,162	-7.16%	13.57%
Others	2291	\$1,011,552	\$2,317,466,580	2411	\$884,613	\$2,132,801,776	-4.98%	14.35%