

## Analysis of TIC sales in San Francisco Compared to the total property category of Condominiums/Co-ops/TICs

S. F. Dist.	2008 TIC sales	2009 TIC sales	2010 TIC sales	2011 TIC sales	2012 TIC sales	2013 TIC sales	2014 TIC sales	2015 TIC sales	2016 TIC sales	2008 avg TIC sale price	2009 avg TIC sale price	2010 avg TIC sale price	2011 avg TIC sale price	2012 avg TIC sale price	2013 avg TIC sale price	2014 avg TIC sale price	2015 avg TIC sale price	2016 avg TIC sale price	2009 vs. 2008 price chg.	2010 vs. 2009 price chg.	2011 vs. 2010 price chg.	2012 vs. 2011 price chg.	2013 vs. 2012 price chg.	2014 vs. 2013 price chg.	2015 vs. 2014 price chg.	2016 vs. 2015 price chg.
1	31	30	34	35	29	22	25	23	19	\$757,625	\$586,450	\$567,365	\$604,543	\$585,828	\$669,386	\$719,571	\$1,068,043	\$907,842	-23%	-3%	7%	-3%	14%	7%	48%	-15%
5	133	163	72	104	97	114	89	85	50	\$705,016	\$561,137	\$568,188	\$611,847	\$593,413	\$770,461	\$895,231	\$1,031,653	\$1,134,860	-20%	1%	8%	-3%	30%	16%	15%	10%
6	90	56	45	34	59	53	43	50	26	\$551,094	\$618,585	\$563,000	\$627,588	\$615,063	\$726,292	\$878,721	\$1,153,650	\$1,188,433	12%	-9%	11%	-2%	18%	21%	31%	3%
7	27	30	20	38	38	44	24	28	28	\$878,222	\$863,333	\$724,106	\$930,018	\$886,592	\$970,764	\$1,060,075	\$1,493,729	\$1,205,045	-2%	-16%	28%	-5%	9%	9%	41%	-19%
8	66	63	48	64	72	47	62	56	51	\$623,455	\$689,984	\$651,283	\$697,560	\$675,930	\$1,074,297	\$1,358,817	\$1,413,237	\$1,247,686	11%	-6%	7%	-3%	59%	26%	4%	-12%
9	67	54	36	48	49	65	40	39	41	\$462,806	\$507,349	\$510,861	\$485,868	\$592,604	\$649,236	\$780,462	\$981,023	\$960,290	10%	1%	-5%	22%	10%	20%	26%	-2%
All 10	436	407	272	329	357	354	295	294	228	\$628,295	\$603,325	\$578,353	\$645,904	\$640,803	\$797,223	\$966,501	\$1,150,488	\$1,103,221	-4%	-4%	12%	-1%	24%	21%	19%	-4%
Entire class	2328	2143	2331	2566	3150	3333	3147	2885	2782	\$848,443	\$743,276	\$737,428	\$742,401	\$819,771	\$962,301	\$1,096,430	\$1,242,098	\$1,233,756	-12%	-1%	1%	10%	17%	14%	13%	-1%
TIC %age	19%	19%	12%	13%	11%	11%	9%	10%	8%	74%	81%	78%	87%	78%	83%	88%	93%	89%								

Summary: The percentage of TIC sales in 2014 dropped to only 9% of the total property class (from a high of 24% seven years prior), but the average sale price had increased ten points from 2007 to 88% of the average for the class, thanks in part to 10 recorded sales through the MLS at 1100 Sacramento Street (the Park Lane, designed by Edward E. Young). In 2015 the average sale price jumped another five points to 93%, helped in part by a further 8 recorded sales in the Park Lane, but also reflective of the diminishing distinction in the eyes of buyers between condos and TICs. That 93% ratio settled back to 89% in 2016.

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