

2012 saw a dramatic recovery in San Francisco real estate. City-wide the average sale price of homes sold through the MLS jumped back over \$1,100,000 from just above \$950,000 in 2011, and are now down by only 8% from the peak in 2007. The average sale price in the City ended up at \$1,106,800, almost a 17% improvement over last year. The volume of home sales activity also increased during the year, by almost 6%. Well-priced listings attracted multiple offers and cash purchases were prevalent.

Condominium, cooperative apartment and T-I-C sales activity showed a volume increase of almost 23% City-wide, compared to 2011, and 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 more than 10%.

The mortgage market continued to be difficult for borrowers with lenders 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 are being created every day.

For 2012, there were 1488 closings of listed homes, condos and co-ops which sold for \$1,000,000 or more, compared to 1022 last year, a 45% increase, which is reflective of the strong pickup in sales activity at the upper end of the market.

A full 2012 versus 2011 district-by-district sales comparison chart for both homes and condominiums is shown below. The data is current as of January 19, 2012. Some late sales data or corrections for 2012 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.

2012 vs 2011 San Francisco sales analysis

SFDs	2012			2011			#change	Schange
District	#sales	Avg. SP	Total sales \$\$	#sales	Avg. SP	Total sales \$\$		
1	221	\$1,384,820	\$306,045,220	195	\$1,191,673	\$232,376,235	13.33%	16.21%
2	407	\$770,171	\$313,459,597	441	\$708,260	\$312,342,660	-7.71%	8.74%
3	193	\$601,747	\$116,137,171	204	\$549,797	\$112,158,588	-5.39%	9.45%
4	347	\$1,028,383	\$356,848,901	297	\$927,740	\$275,538,780	16.84%	10.85%
5	388	\$1,567,441	\$608,167,108	334	\$1,435,608	\$479,493,072	16.17%	9.18%
6	51	\$1,701,467	\$86,774,817	26	\$1,513,783	\$39,358,358	96.15%	12.40%
7	123	\$4,513,371	\$555,144,633	102	\$3,562,825	\$363,408,150	20.59%	26.68%
8	30	\$2,111,256	\$63,337,680	31	\$2,549,097	\$79,022,007	-3.23%	-17.18%
9	225	\$841,424	\$189,320,400	230	\$774,109	\$178,045,070	-2.17%	8.70%
10	633	\$477,730	\$302,403,090	613	\$444,700	\$272,601,100	3.26%	7.43%
S.F.	2618	\$1,106,814	\$2,897,638,617	2473	\$947,976	\$2,344,344,020	5.86%	16.76%
D7&8	153	\$4,042,368	\$618,482,313	133	\$3,326,543	\$442,430,157	15.04%	21.52%
Others	2465	\$924,607	\$2,279,156,304	2340	\$812,784	\$1,901,913,863	5.34%	13.76%

CNDs	2012			2011			#change	Schange
District	#sales	Avg. SP	Total sales \$\$	#sales	Avg. SP	Total sales \$\$		
1	174	\$758,414	\$131,964,036	137	\$680,997	\$93,296,589	27.01%	11.37%
2	63	\$709,230	\$44,681,490	44	\$599,453	\$26,375,932	43.18%	18.31%
3	41	\$298,891	\$12,254,531	42	\$305,992	\$12,851,664	-2.38%	-2.32%
4	57	\$441,625	\$25,172,625	47	\$405,352	\$19,051,544	21.28%	8.95%
5	450	\$867,430	\$390,343,500	430	\$774,581	\$333,069,830	4.65%	11.99%
6	319	\$708,206	\$225,917,714	235	\$652,689	\$153,381,915	35.74%	8.51%
7	335	\$1,138,060	\$381,250,100	245	\$1,124,335	\$275,462,075	36.73%	1.22%
8	596	\$875,059	\$521,535,164	500	\$754,561	\$377,280,500	19.20%	15.97%
9	1035	\$795,000	\$822,825,000	816	\$726,227	\$592,601,232	26.84%	9.47%
10	80	\$329,183	\$26,334,640	70	\$308,982	\$21,628,740	14.29%	6.54%
S.F.	3150	\$819,771	\$2,582,278,800	2566	\$742,401	\$1,905,000,021	22.76%	10.42%
D7&8	931	\$969,694	\$902,785,264	745	\$876,165	\$652,742,575	24.97%	10.67%
Others	2219	\$756,870	\$1,679,493,536	1821	\$687,676	\$1,252,257,446	21.86%	10.06%