

2018 saw a strong increase in activity and prices for the first three quarters, followed by a slowdown during the last quarter. City-wide the average sale price of homes sold through the MLS increased by almost 11% to \$1,969,000, but that increase was even higher by the end of the third quarter. The volume of home sales activity ended up slightly down from last year. Well-priced listings continued to attract multiple offers and cash purchases were still prevalent.

Condominium, cooperative apartment and T-I-C sales activity showed a 4% uptick in the number of sales City-wide, compared to 2017, 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 through the MLS for this category City-wide showed an increase of just over 3%

The mortgage market relaxed a little and out-of-area appraisers selected by appraisal management companies acting as an interface between lenders and appraisers were not as much of a problem as they had been in previous years.

For 2018, there were 3859 closings of listed homes, condos and co-ops which sold for \$1,000,000 or more, compared to 3515 last year, a 10% increase.

A full 2018 versus 2017 district-by-district sales comparison chart for both homes and condominiums is shown below. The data is current as of January 18, 2018. Some additional 2018 sales data, or some corrections, 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; Graduate, Real Estate Institute (GRI); Electronic Internet Professional (ePro); Bachelors Degree in Computer Science; Masters Degree in Systems Analysis.

## 2018 vs 2017 San Francisco sales analysis

SFDs	2018			2017			#change	Schange
District	#sales	Avg. SP	Total sales \$\$	#sales	Avg. SP	Total sales \$\$		
1	190	\$2,289,662	\$435,035,780	164	\$2,116,746	\$347,146,344	15.85%	8.17%
2	384	\$1,525,455	\$585,774,720	402	\$1,404,313	\$564,533,826	-4.48%	8.63%
3	151	\$1,291,996	\$195,091,396	164	\$1,177,402	\$193,093,928	-7.93%	9.73%
4	325	\$1,894,244	\$615,629,300	302	\$1,689,186	\$510,134,172	7.62%	12.14%
5	322	\$2,545,866	\$819,768,852	314	\$2,541,705	\$798,095,370	2.55%	0.16%
6	41	\$2,891,024	\$118,531,984	35	\$2,783,029	\$97,406,015	17.14%	3.88%
7	99	\$5,904,942	\$584,589,258	97	\$5,414,139	\$525,171,483	2.06%	9.07%
8	23	\$4,697,908	\$108,051,884	24	\$3,320,521	\$79,692,504	-4.17%	41.48%
9	241	\$1,780,206	\$429,029,646	264	\$1,631,815	\$430,799,160	-8.71%	9.09%
10	442	\$1,080,015	\$477,366,630	496	\$950,951	\$471,671,696	-10.89%	13.57%
S.F.	2218	\$1,969,734	\$4,368,869,450	2262	\$1,776,191	\$4,017,744,498	-1.95%	10.90%
D7&8	122	\$5,677,386	\$692,641,142	121	\$4,998,876	\$604,863,987	0.83%	13.57%
Others	2096	\$1,753,926	\$3,676,228,308	2141	\$1,594,059	\$3,412,880,511	-2.10%	10.03%

CNDs	2018			2017			#change	Schange
District	#sales	Avg. SP	Total sales \$\$	#sales	Avg. SP	Total sales \$\$		
1	167	\$1,342,994	\$224,279,998	115	\$1,220,084	\$140,309,660	45.22%	10.07%
2	58	\$1,143,984	\$66,351,072	31	\$995,103	\$30,848,193	87.10%	14.96%
3	34	\$1,000,268	\$34,009,112	42	\$934,838	\$39,263,196	-19.05%	7.00%
4	54	\$905,528	\$48,898,512	43	\$806,446	\$34,677,178	25.58%	12.29%
5	444	\$1,423,995	\$632,253,780	428	\$1,373,140	\$587,703,920	3.74%	3.70%
6	284	\$1,243,503	\$353,154,852	303	\$1,122,566	\$340,137,498	-6.27%	10.77%
7	292	\$1,725,221	\$503,764,532	313	\$1,855,417	\$580,745,521	-6.71%	-7.02%
8	486	\$1,336,973	\$649,768,878	489	\$1,365,536	\$667,747,104	-0.61%	-2.09%
9	1094	\$1,271,424	\$1,390,937,856	1035	\$1,178,530	\$1,219,778,550	5.70%	7.88%
10	84	\$752,223	\$63,186,732	87	\$687,351	\$59,799,537	-3.45%	9.44%
S.F.	2997	\$1,323,525	\$3,966,605,324	2886	\$1,282,401	\$3,701,010,357	3.85%	3.21%
D7&8	778	\$1,482,691	\$1,153,533,410	802	\$1,556,724	\$1,248,492,625	-2.99%	-4.76%
Others	2219	\$1,267,721	\$2,813,071,914	2084	\$1,176,832	\$2,452,517,732	6.48%	7.72%