

2020 started as an extension of 2019 until local government reacted to the spread of COVID-19 by prohibiting public Open Houses and Brokers Tours. From that point on, the market changed dramatically. Single-family homes became the product of choice, resulting in multiple offers on all well-priced homes for the remainder of the year. The result is that the volume of single-family homes sales in 2020 is up 13% on 2019 (despite complications in showing them) and average sale prices are approximately the same as in 2019. But for condominiums, particularly those with no private outdoor space, the market was different. The volume of sales is off by 2 to 3% compared to 2019 and average sale prices are lower by similar percentages, with the higher-priced newer units South of Market taking the biggest hits. Well-priced listings of all types continued to attract multiple offers and cash purchases were still prevalent.

The mortgage market relaxed a little and appraisers were permitted to do drive-by appraisals due to COVID-19 restrictions. Interest rates continued to be at record lows, which encouraged buyers to enter the market and some to apply for financing when they might not need it.

For 2020, there were 4003 closings of listed homes, condos and co-ops which sold for \$1,000,000 or more, compared to 4055 last year, a slight decrease. The 4003 is 76% of the total 5237 sales in the City.

A full 2020 versus 2019 district-by-district sales comparison chart for both homes and condominiums is shown below. The data is current as of January 23, 2021. Some additional 2020 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>

David Parry

(415) 351 - 4611

dparry@mcguire.com

www.classicSFproperties.com

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.

2020 vs 2019 San Francisco sales analysis

| SFDs | 2020 | | | 2019 | | | #change | \$change |
|----------|--------|-------------|------------------|--------|-------------|------------------|---------|----------|
| District | #sales | Avg. SP | Total sales \$\$ | #sales | Avg. SP | Total sales \$\$ | | |
| 1 | 239 | \$2,420,454 | \$578,488,506 | 179 | \$2,432,842 | \$435,478,718 | 33.52% | -0.51% |
| 2 | 425 | \$1,591,099 | \$676,217,075 | 388 | \$1,575,003 | \$611,101,164 | 9.54% | 1.02% |
| 3 | 163 | \$1,278,738 | \$208,434,294 | 144 | \$1,290,158 | \$185,782,752 | 13.19% | -0.89% |
| 4 | 334 | \$1,907,551 | \$637,122,034 | 299 | \$1,878,079 | \$561,545,621 | 11.71% | 1.57% |
| 5 | 372 | \$2,686,989 | \$999,559,908 | 329 | \$2,682,986 | \$882,702,394 | 13.07% | 0.15% |
| 6 | 58 | \$2,862,711 | \$166,037,238 | 41 | \$2,839,220 | \$116,408,020 | 41.46% | 0.83% |
| 7 | 94 | \$5,901,405 | \$554,732,070 | 101 | \$5,768,960 | \$582,664,960 | -6.93% | 2.30% |
| 8 | 17 | \$4,077,235 | \$69,312,995 | 26 | \$3,857,308 | \$100,290,008 | -34.62% | 5.70% |
| 9 | 276 | \$1,810,067 | \$499,578,492 | 229 | \$1,802,026 | \$412,663,954 | 20.52% | 0.45% |
| 10 | 480 | \$1,123,198 | \$539,135,040 | 437 | \$1,113,686 | \$486,680,782 | 9.84% | 0.85% |
| S.F. | 2458 | \$2,005,133 | \$4,928,617,652 | 2173 | \$2,013,492 | \$4,375,318,373 | 13.12% | -0.42% |
| D7&8 | 111 | \$5,622,028 | \$624,045,065 | 127 | \$5,377,598 | \$682,954,968 | -12.60% | 4.55% |
| Others | 2347 | \$1,834,074 | \$4,304,572,587 | 2046 | \$1,804,674 | \$3,692,363,405 | 14.71% | 1.63% |

| CNDs | 2020 | | | 2019 | | | #change | \$change |
|----------|--------|-------------|------------------|--------|-------------|------------------|---------|----------|
| District | #sales | Avg. SP | Total sales \$\$ | #sales | Avg. SP | Total sales \$\$ | | |
| 1 | 178 | \$1,398,787 | \$248,984,086 | 155 | \$1,433,204 | \$222,146,620 | 14.84% | -2.40% |
| 2 | 55 | \$1,216,973 | \$66,933,515 | 45 | \$1,184,446 | \$53,300,070 | 22.22% | 2.75% |
| 3 | 25 | \$818,800 | \$20,470,000 | 37 | \$1,000,406 | \$37,015,022 | -32.43% | -18.15% |
| 4 | 52 | \$756,635 | \$39,345,020 | 69 | \$855,436 | \$59,025,084 | -24.64% | -11.55% |
| 5 | 477 | \$1,387,849 | \$662,003,973 | 433 | \$1,518,469 | \$657,497,077 | 10.16% | -8.60% |
| 6 | 314 | \$1,239,874 | \$389,320,436 | 263 | \$1,259,311 | \$331,198,793 | 19.39% | -1.54% |
| 7 | 309 | \$1,776,591 | \$548,966,619 | 317 | \$1,833,220 | \$581,130,740 | -2.52% | -3.09% |
| 8 | 436 | \$1,306,661 | \$569,704,196 | 468 | \$1,265,115 | \$592,073,820 | -6.84% | 3.28% |
| 9 | 874 | \$1,227,073 | \$1,072,461,802 | 990 | \$1,288,019 | \$1,275,138,810 | -11.72% | -4.73% |
| 10 | 59 | \$738,876 | \$43,593,684 | 69 | \$746,068 | \$51,478,692 | -14.49% | -0.96% |
| S.F. | 2779 | \$1,317,662 | \$3,661,783,331 | 2846 | \$1,356,291 | \$3,860,004,728 | -2.35% | -2.85% |
| D7&8 | 745 | \$1,501,572 | \$1,118,670,815 | 785 | \$1,494,528 | \$1,173,204,560 | -5.10% | 0.47% |
| Others | 2034 | \$1,250,301 | \$2,543,112,516 | 2061 | \$1,303,639 | \$2,686,800,168 | -1.31% | -4.09% |