

2021 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 23% to over \$2.3M. The volume of home sales activity was up by almost 16% from last year. Well-priced listings continued to attract multiple offers and cash purchases were both prevalent and likely victors.

Condominium, cooperative apartment and T-I-C sales activity showed a huge increase in sales City-wide, compared to 2020, by over 57%, and the number of sales through the MLS in those categories does not include some large developments (which close units, but do not list them all with the MLS). However, average sale prices through the MLS for this category City-wide showed an increase of only just over 5%, reflecting the relative value of condos versus homes in these COVID times.

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 2021, there were 5813 closings of listed homes, condos and co-ops which sold for \$1,000,000 or more compared to 4093 last year, a 30% increase.

A full 2021 versus 2020 district-by-district sales comparison chart for both homes and condominiums is shown below. The data is current as of January 7, 2022. Some additional 2021 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.

2021 vs 2020 San Francisco sales analysis

| SFDs | 2021 | | | 2020 | | | #change | Schange |
|----------|--------|-------------|------------------|--------|-------------|------------------|---------|---------|
| District | #sales | Avg. SP | Total sales \$\$ | #sales | Avg. SP | Total sales \$\$ | | |
| 1 | 233 | \$2,778,721 | \$647,441,993 | 239 | \$2,420,454 | \$578,488,506 | -2.51% | 14.80% |
| 2 | 544 | \$1,823,370 | \$991,913,280 | 428 | \$1,590,238 | \$680,621,864 | 27.10% | 14.66% |
| 3 | 193 | \$1,522,915 | \$293,922,595 | 163 | \$1,278,738 | \$208,434,294 | 18.40% | 19.10% |
| 4 | 451 | \$2,192,458 | \$988,798,558 | 335 | \$1,907,080 | \$638,871,800 | 34.63% | 14.96% |
| 5 | 465 | \$3,103,348 | \$1,443,056,820 | 373 | \$2,686,219 | \$1,001,959,687 | 24.66% | 15.53% |
| 6 | 57 | \$3,308,587 | \$188,589,459 | 58 | \$2,862,711 | \$166,037,238 | -1.72% | 15.58% |
| 7 | 161 | \$6,501,305 | \$1,046,710,105 | 93 | \$5,914,216 | \$550,022,088 | 73.12% | 9.93% |
| 8 | 31 | \$3,854,355 | \$119,485,005 | 17 | \$4,077,235 | \$69,312,995 | 82.35% | -5.47% |
| 9 | 348 | \$1,884,839 | \$655,923,972 | 276 | \$1,810,067 | \$499,578,492 | 26.09% | 4.13% |
| 10 | 555 | \$1,195,846 | \$663,694,530 | 481 | \$1,121,314 | \$539,352,034 | 15.38% | 6.65% |
| S.F. | 3038 | \$2,317,163 | \$7,039,536,317 | 2463 | \$2,002,712 | \$4,932,678,998 | 23.35% | 15.70% |
| D7&8 | 192 | \$6,073,965 | \$1,166,195,110 | 110 | \$5,630,319 | \$619,335,083 | 74.55% | 7.88% |
| Others | 2846 | \$2,063,718 | \$5,873,341,207 | 2353 | \$1,833,125 | \$4,313,343,915 | 20.95% | 12.58% |

| CNDs | 2021 | | | 2020 | | | #change | Schange |
|----------|--------|-------------|------------------|--------|-------------|------------------|---------|---------|
| District | #sales | Avg. SP | Total sales \$\$ | #sales | Avg. SP | Total sales \$\$ | | |
| 1 | 225 | \$1,439,565 | \$323,902,125 | 179 | \$1,403,235 | \$251,179,065 | 25.70% | 2.59% |
| 2 | 71 | \$1,201,035 | \$85,273,485 | 62 | \$1,184,446 | \$73,435,652 | 14.52% | 1.40% |
| 3 | 58 | \$984,358 | \$57,092,764 | 34 | \$922,147 | \$31,352,998 | 70.59% | 6.75% |
| 4 | 64 | \$890,934 | \$57,019,776 | 54 | \$783,519 | \$42,310,026 | 18.52% | 13.71% |
| 5 | 695 | \$1,473,581 | \$1,024,138,795 | 504 | \$1,405,418 | \$708,330,672 | 37.90% | 4.85% |
| 6 | 506 | \$1,319,603 | \$667,719,118 | 330 | \$1,238,453 | \$408,689,490 | 53.33% | 6.55% |
| 7 | 501 | \$1,971,305 | \$987,623,805 | 316 | \$1,791,746 | \$566,191,736 | 58.54% | 10.02% |
| 8 | 770 | \$1,394,333 | \$1,073,636,410 | 445 | \$1,312,186 | \$583,922,770 | 73.03% | 6.26% |
| 9 | 1546 | \$1,298,689 | \$2,007,773,194 | 901 | \$1,233,064 | \$1,110,990,664 | 71.59% | 5.32% |
| 10 | 118 | \$770,271 | \$90,891,978 | 69 | \$754,046 | \$52,029,174 | 71.01% | 2.15% |
| S.F. | 4554 | \$1,392,275 | \$6,340,420,350 | 2894 | \$1,322,886 | \$3,828,432,247 | 57.36% | 5.25% |
| D7&8 | 1271 | \$1,594,901 | \$2,061,260,215 | 761 | \$1,511,320 | \$1,150,114,506 | 67.02% | 5.53% |
| Others | 3283 | \$1,303,430 | \$4,279,160,135 | 2133 | \$1,255,658 | \$2,678,317,741 | 53.91% | 3.80% |