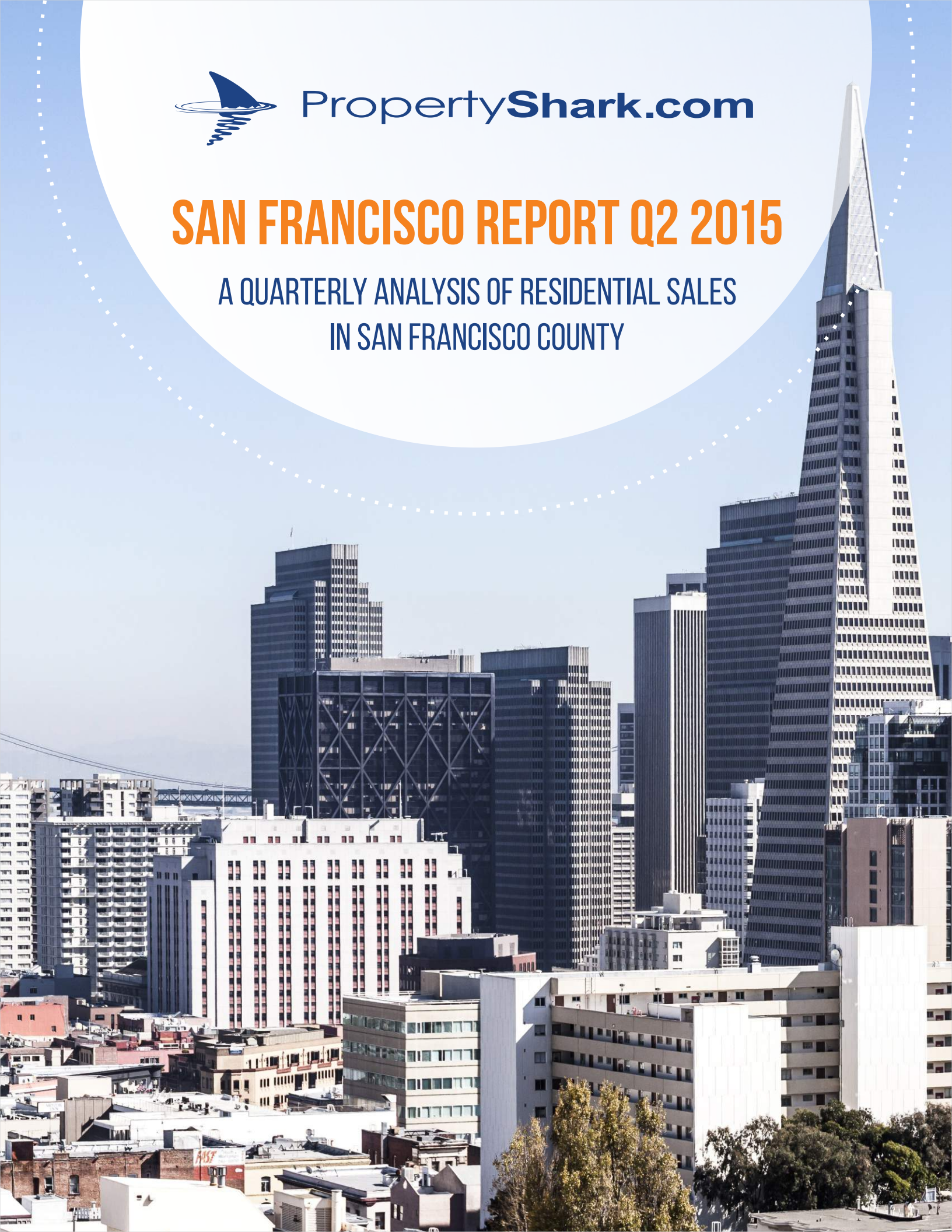




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# SAN FRANCISCO REPORT Q2 2015

A QUARTERLY ANALYSIS OF RESIDENTIAL SALES  
IN SAN FRANCISCO COUNTY



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# HIGHLIGHTS

## Home Prices Hit an All-Time High

The median sale price in the county reached \$1,185,000 in the second quarter of 2015, which is an all-time high for San Francisco. This represents a 10% increase over the previous quarter and a 20% increase over Q2 2014.

The median price per sq. ft. (\$915), up 10% Q-o-Q and 15% Y-o-Y, mirrors the trend for median sale prices and marks another all-time high value for the SF housing market.

## Total Sales Slightly Down Y-o-Y, Luxury Sales Skyrocket

The total number of transactions in the county, 1691, registered a 5% decrease Y-o-Y. However, the high-end segment of the market performed very strong this quarter which made the sale volume reach another record value, exceeding \$2.5 billion.

After a steep drop in the previous quarter, luxury sales (home sales over \$3 million) rose again in Q2 2015 to an impressive number of 108 sales, up 24% Y-o-Y.

The most expensive sale in Q2 was a 25-bedroom mansion standing at one of the highest points in Pacific Heights. The sale closed at \$31 million, \$8M less than its initial asking price.

## The Most Expensive Zip Codes

94123 topped the list of the most expensive zip codes in the city, where the average home was sold for over \$2.2M. 94104 and 94118 came in next with average home prices set around \$1.8M.

## Pay over \$650K to live in San Francisco's Least Expensive Zip Code

In the cheapest zip code – 94124 – the median home sale price was slightly over \$650K.

# RESIDENTIAL STATS

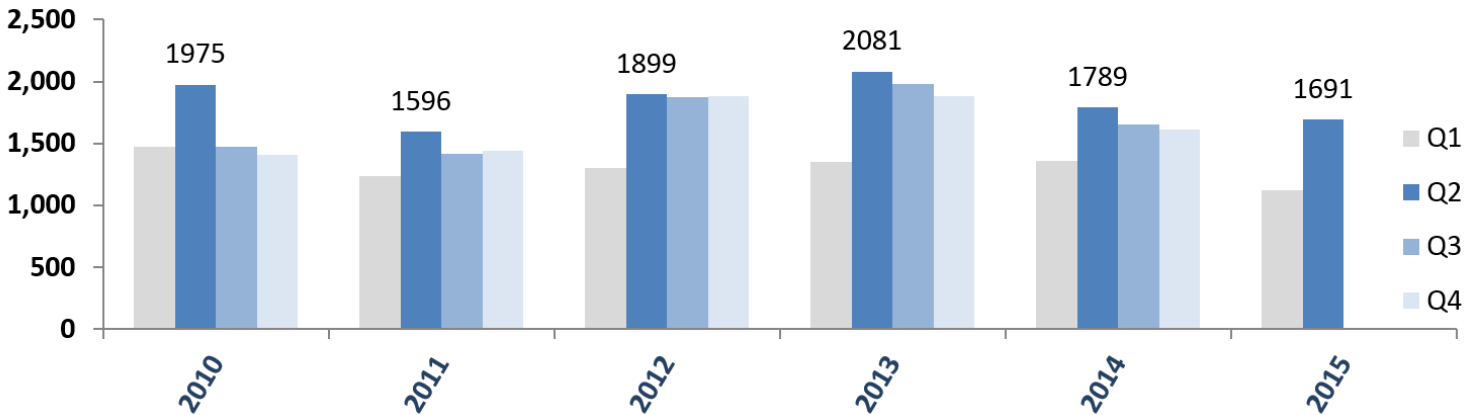
The San Francisco residential real estate market has been recording a remarkable increase in terms of selling prices since the beginning of 2014. However, it was only in Q4 2014 that it passed the \$1M point while in Q2 2015 it reached the highest value ever.

The **median home price in Q2 2015** was \$1,185,000, up by 20% from \$985,000 in Q2 2014, and up by 10% from \$1,075,000 in Q1 2015.

## ▶ Median sale price



## ▶ Number of Transactions



The number of transactions dropped by 5% compared with Q2 2014. The trend has been descending since 2013, mirroring the low supply existing on the market.

## ▶ Sales Volume



Higher sale prices resulted in a higher **median price per square foot, which hit \$915 in Q2 2015**, up by 15% Y-o-Y and up by 10% from the previous quarter.

The sales volume exceeded the \$2.5 billion landmark, an all-time-high value.

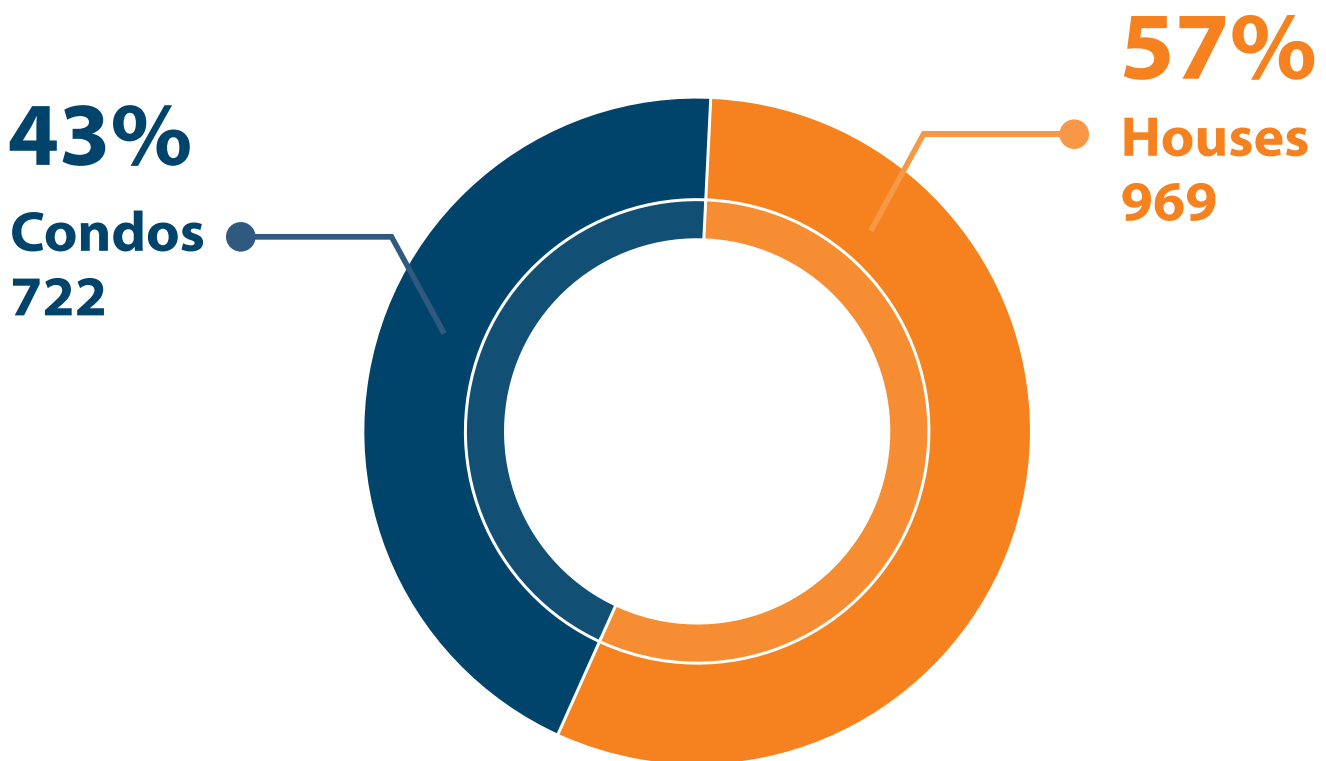
# HOUSE VERSUS CONDO SALES

In Q2 2015, median prices were up for all property classes. The median price for single-family homes was \$1,250,000, just \$150K over the median sale price for condos. The price per sq.ft, however, was significantly higher in the case of condominiums than the price per sq.ft. for single-family homes.

## ▶ Type of residential properties sold in Q2 2015

Property type	Median Price		Median price per sq. ft.		No of Sales
	Price	Y-o-Y change	Price	Y-o-Y change	
Single family	\$1,250,000	16%	\$777	22%	969
Condos	\$1,100,000	22%	\$1,037	13%	722

## ▶ Number of Sales by Building Type



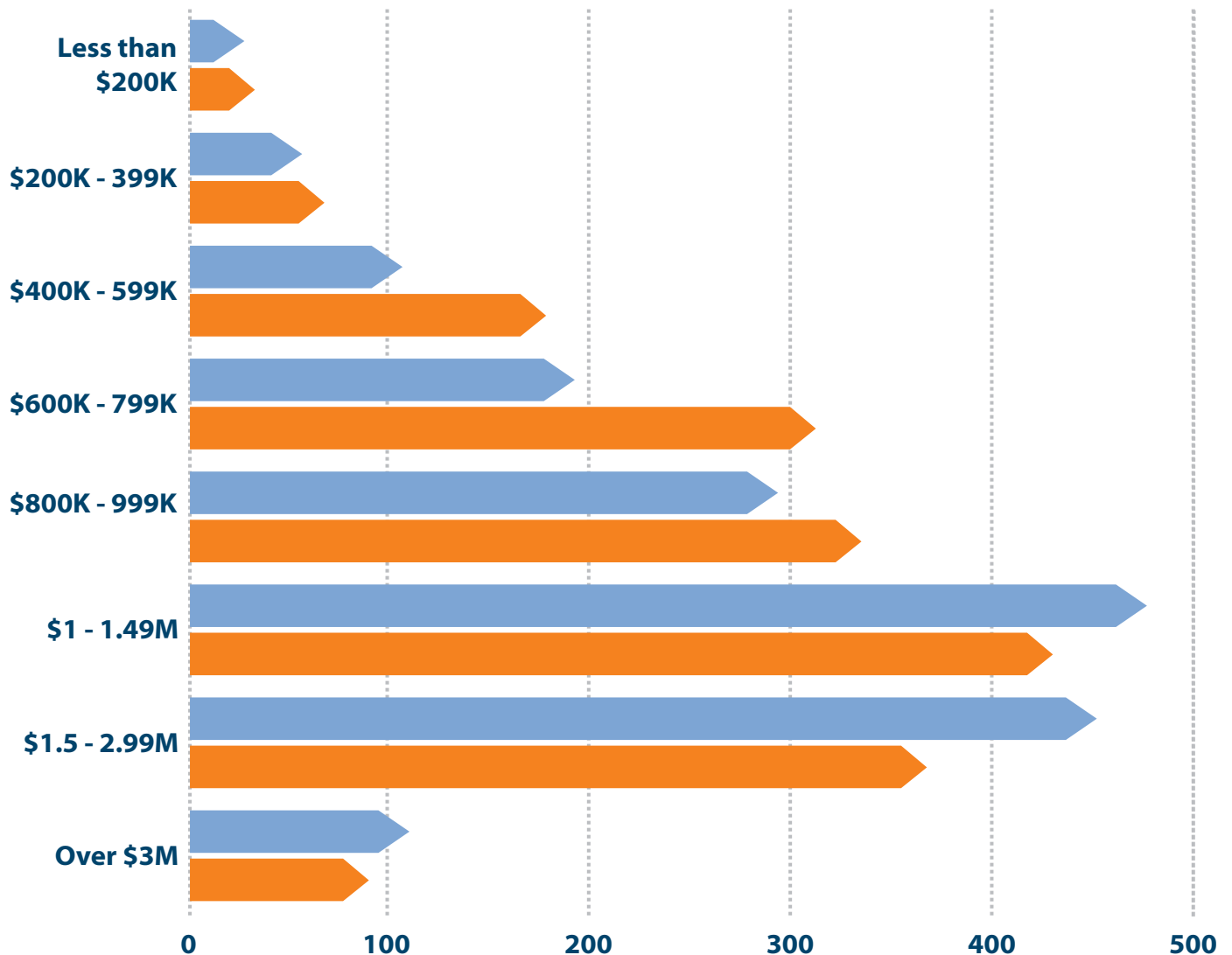
# TRANSACTION PRICE RANGES

In Q2 2015 the spotlight was taken by million-dollar home sales (with a special focus on the \$3M+ segment), as they were the only segments which recorded a growth in number of transactions. All other price ranges registered significant decreases in the number of sales.

Luxury home transactions (\$3M and up) - 108 in total - made up 6% of the county's total residential sales this quarter.

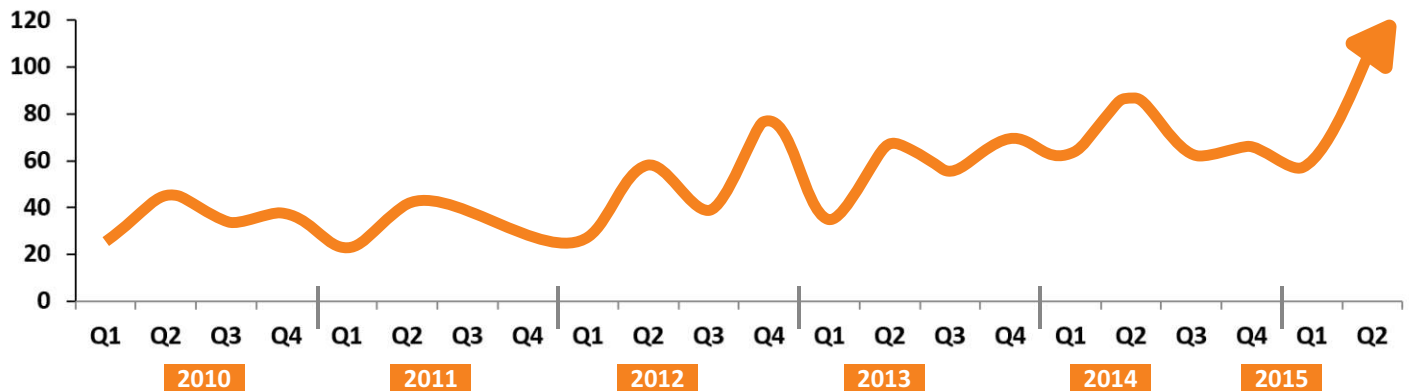
## ▶ Number of Transactions in Price Ranges

■ Q2 - 2015    ■ Q2 - 2014



# LUXURY MARKET

## ▶ Number of Sales Over \$3 million



The number of home sales over \$3M has skyrocketed in Q2, compared to the previous quarter, marking an all-time-high. The 108 sales closed this quarter represent an increase of 83% Q-o-Q and another increase of 24% Y-o-Y.

## TOP 10 RESIDENTIAL SALES BY SALE PRICE

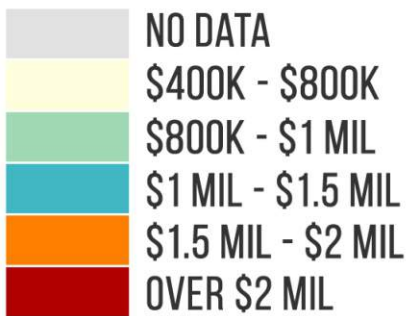
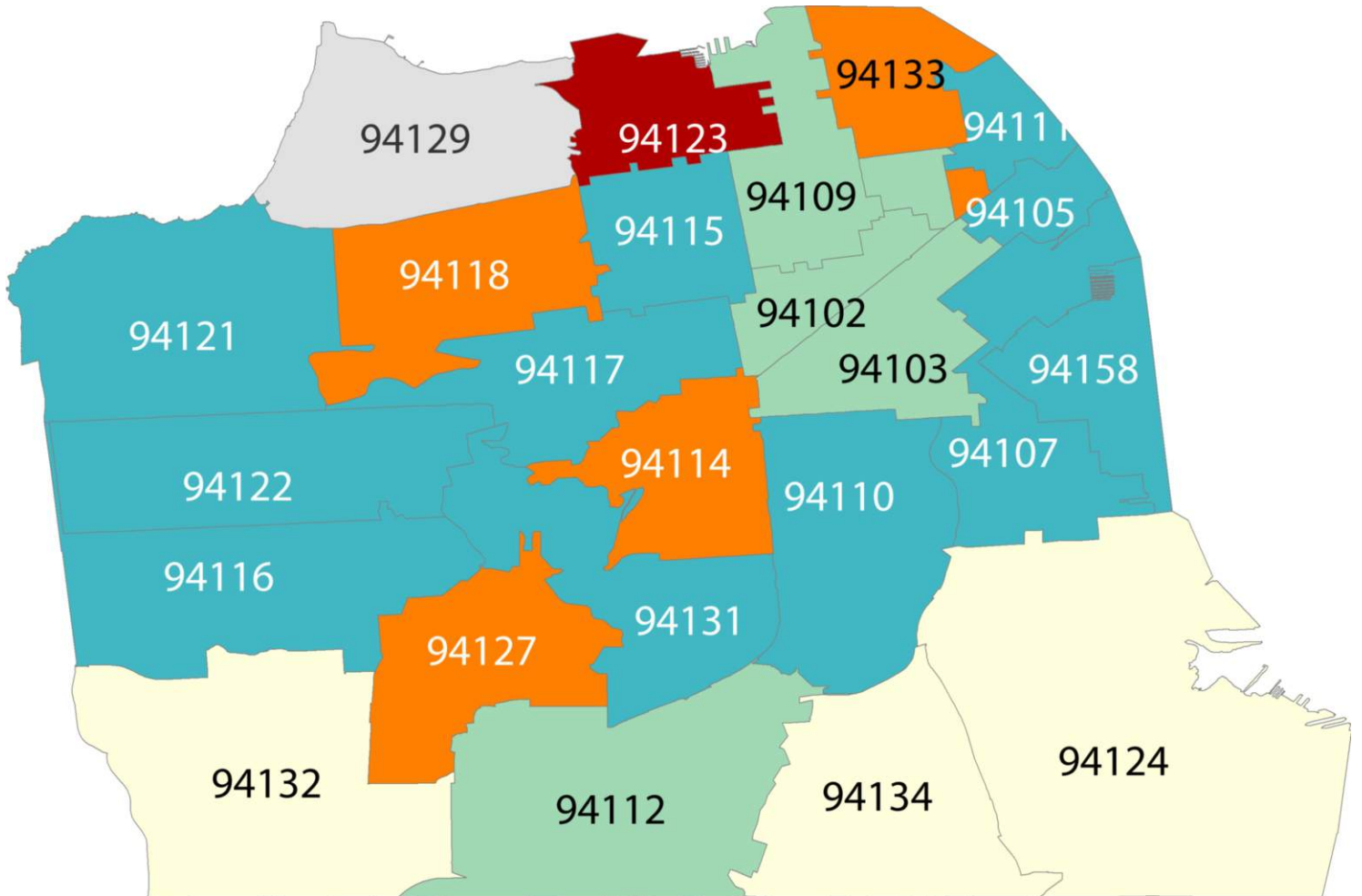
No.	Property Address	Sale Price	Property Type
1	2701 Broadway	\$31,000,000	Single Family Residence
2	2950 Vallejo Street	\$16,760,000	Single Family Residence
3	3385 Jackson Street	\$13,500,000	Single Family Residence
4	3015 Pacific Avenue	\$12,000,000	Single Family Residence
5	2939 Vallejo Street	\$12,000,000	Single Family Residence
6	2010 Jackson Street	\$11,500,000	Single Family Residence
7	178 Seacliff Avenue	\$11,000,000	Single Family Residence
8	3636 Clay Street	\$9,000,000	Single Family Residence
9	870 El Camino Del Mar	\$8,500,000	Single Family Residence
10	24 Presidio Terrace	\$8,000,000	Single Family Residence

## TOP ZIP CODES BY MEDIAN SALE PRICE IN QUARTER 2 2015

Rank	Zip codes	No. of transactions	Median sale price	Median price per sq. ft.
1	94123	55	\$2,275,000	\$1,196
2	94104	6	\$1,800,000	\$1,132
3	94118	71	\$1,780,000	\$891
4	94114	117	\$1,680,000	\$1,053
5	94133	27	\$1,675,000	\$1,063
6	94127	68	\$1,590,000	\$884
7	94158	32	\$1,372,500	\$1,141
8	94121	85	\$1,351,000	\$783
9	94117	81	\$1,340,000	\$972
10	94115	65	\$1,328,000	\$1,040
11	94110	130	\$1,300,000	\$960
12	94111	17	\$1,280,000	\$1,019
13	94105	60	\$1,277,500	\$1,282
14	94131	95	\$1,275,000	\$980
15	94107	125	\$1,125,000	\$1,058
16	94122	97	\$1,105,000	\$709
17	94116	84	\$1,083,000	\$794
18	94109	86	\$980,000	\$978
19	94108	18	\$940,000	\$1,104
20	94103	54	\$900,000	\$975
21	94102	23	\$825,000	\$898
22	94112	111	\$807,000	\$592
23	94132	41	\$760,000	\$604
24	94134	63	\$710,000	\$567
25	94124	57	\$653,000	\$521

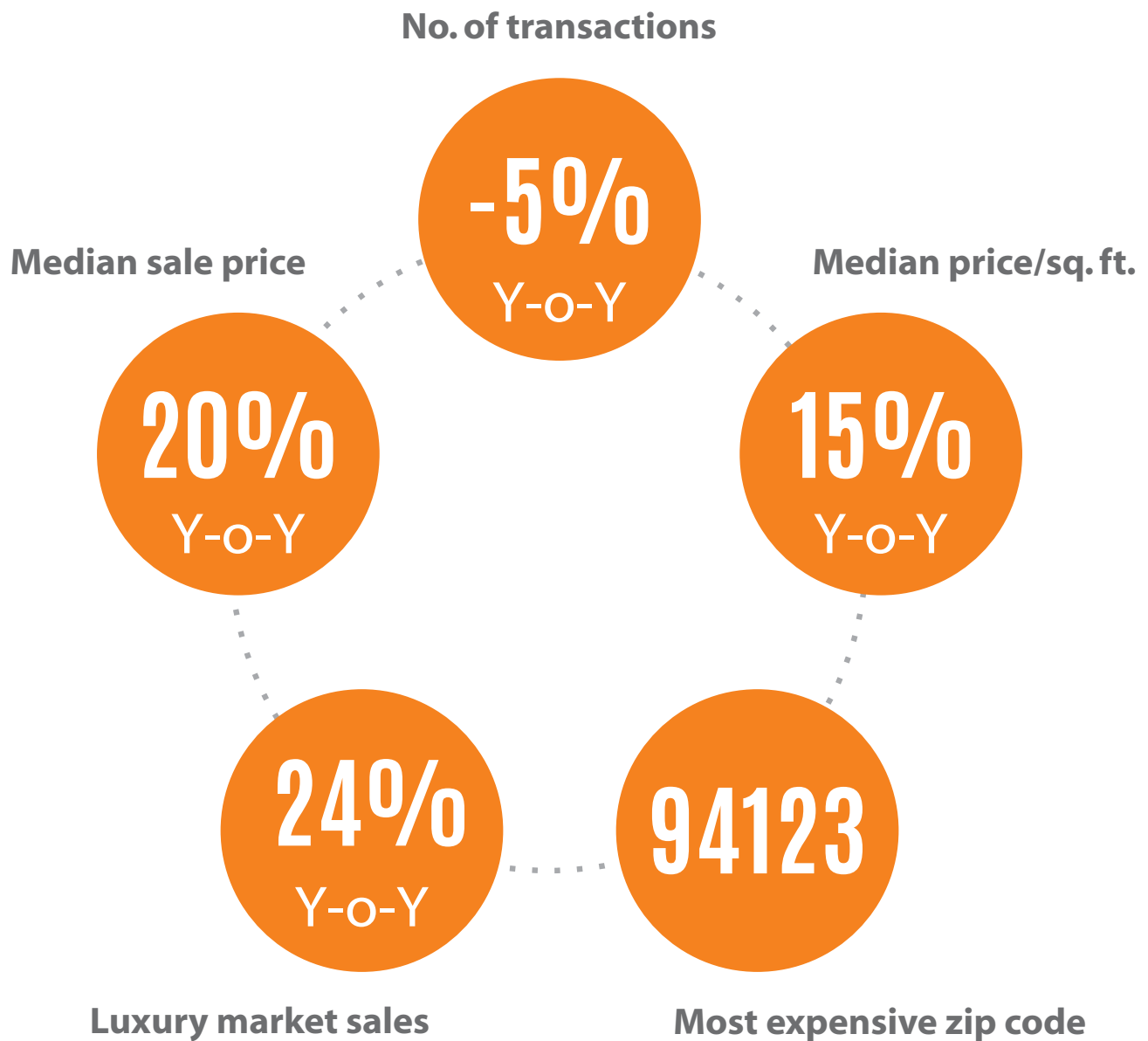
Note: For compiling this list we took into account only the zip codes which registered at least 5 sales in Q2 2015.

# MAPPING SAN FRANCISCO'S ZIP CODES



# SUMMARY

## ▶ Year-over-Year Stats at a Glance



# METHODOLOGY

## **Sales count**

The sales we consider for our analysis are those which represent any change of ownership between two parties, where the sale price is available, and which are at least \$50,000. Transactions between government agencies, churches, and family members were excluded.

## **Location**

The data included in this market report encompasses San Francisco, between April 1st, 2015 and June 30th, 2015.

## **Property Types**

The building categories considered in this research are as follows:

- ▶ Single-Family Residence
- ▶ Townhouse
- ▶ Condominium
- ▶ Cooperative
- ▶ Planned Unit Development (PUD)

## **Data Sources**

All data is aggregated from public records and is supplied as-is for informational purposes. It should not be used for making investment decisions. PropertyShark.com will not be liable for any losses or damages arising from or in any way related to this report, including without limitation any errors therein.



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