



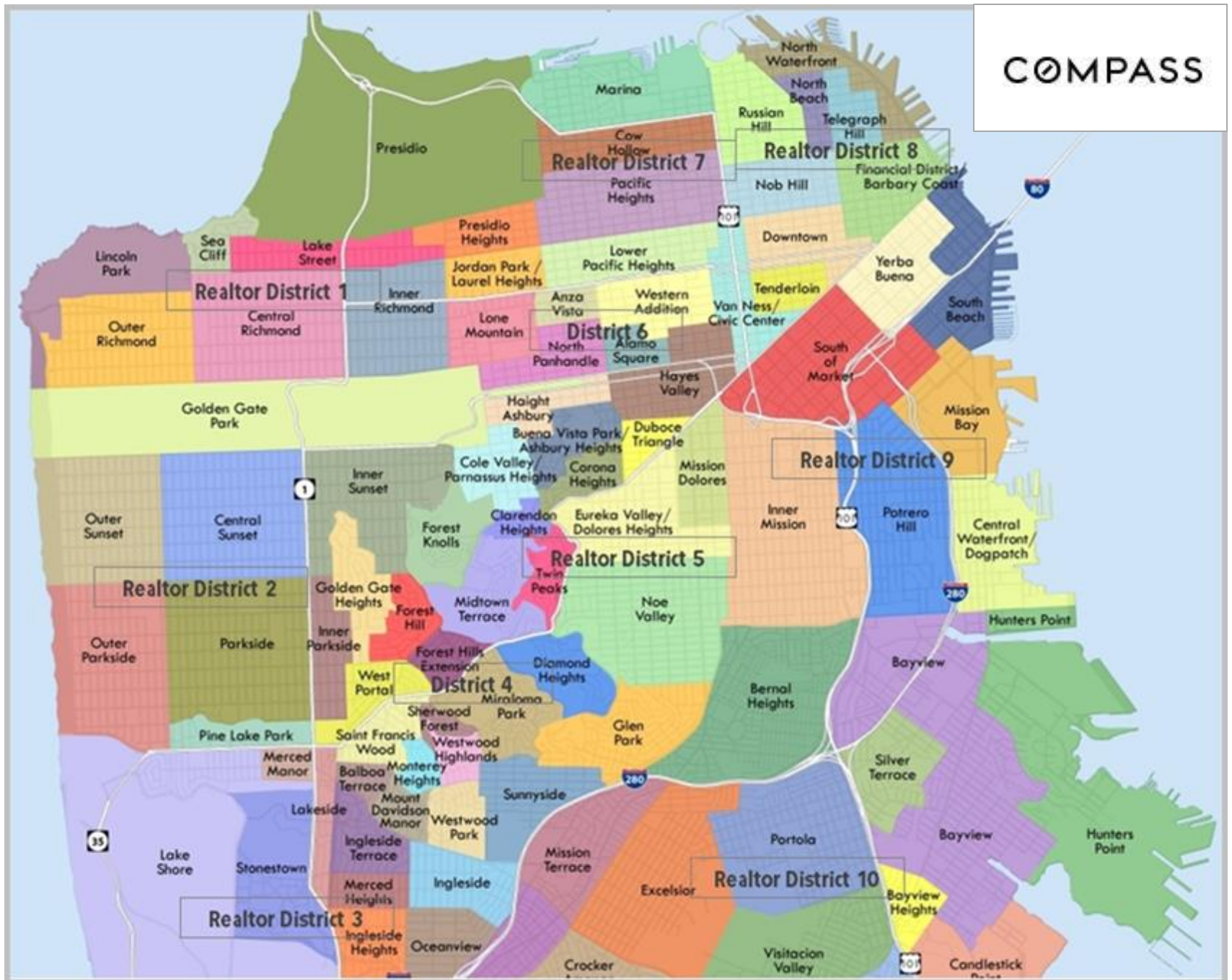
Neighborhood Breakdown of San Francisco Home Sales by Property Type, Bedroom Count, Price Segment

COMPASS

Compass Mid-Year 2018 Update

Data from sources deemed reliable, but may contain errors and subject to revision.
All numbers should be considered approximate.

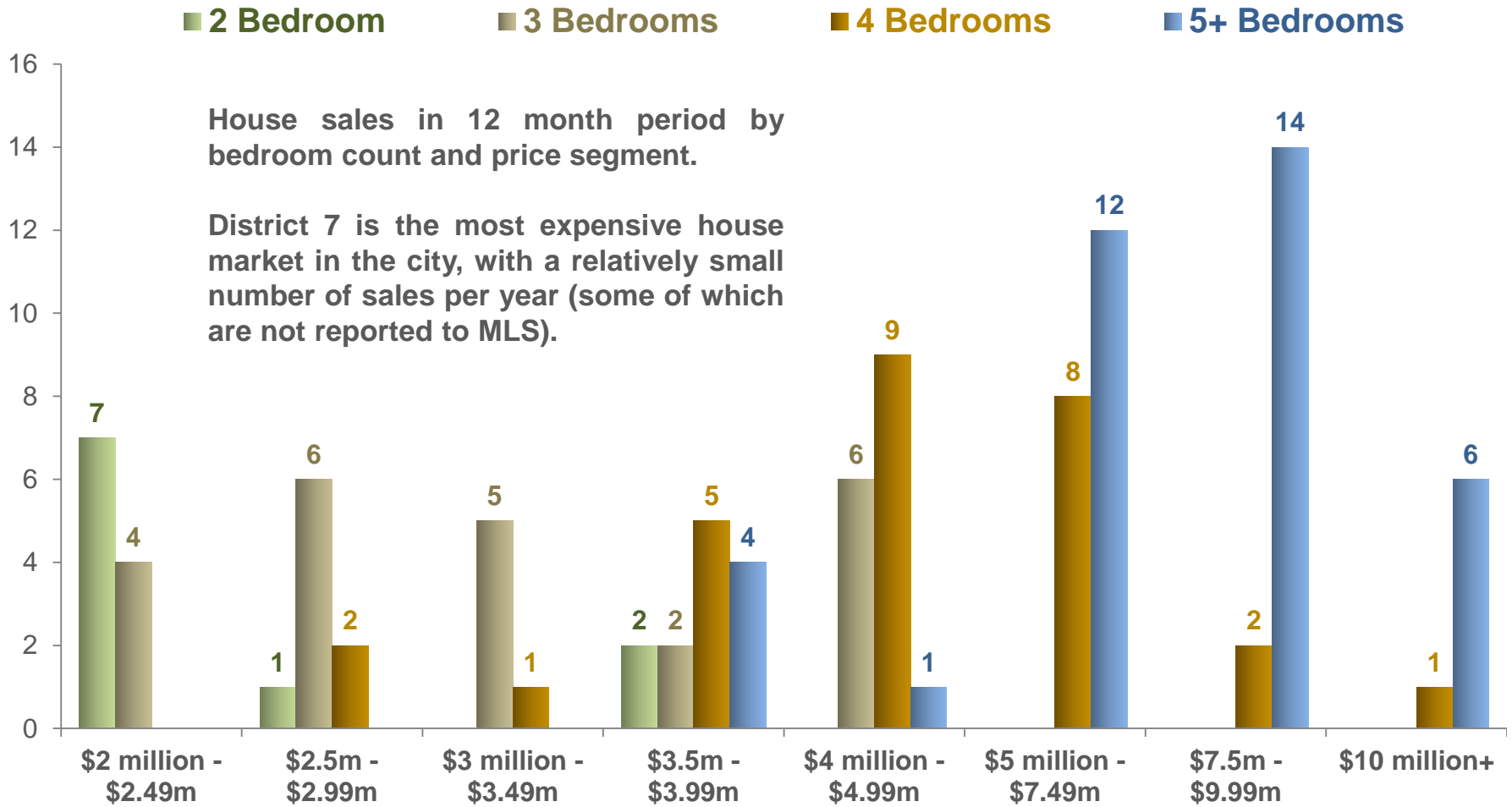
COMPASS



Pacific & Presidio Heights, Cow Hollow & Marina

12 Months House Sales, Mid-Year 2018 Update

Realtor District 7 sales reported to MLS



Only sales reported to MLS are included in this analysis – some luxury home sales are not reported. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

Pacific & Presidio Heights, Cow Hollow & Marina

12 Months Condo & Co-op Sales, Mid-Year 2018 Update

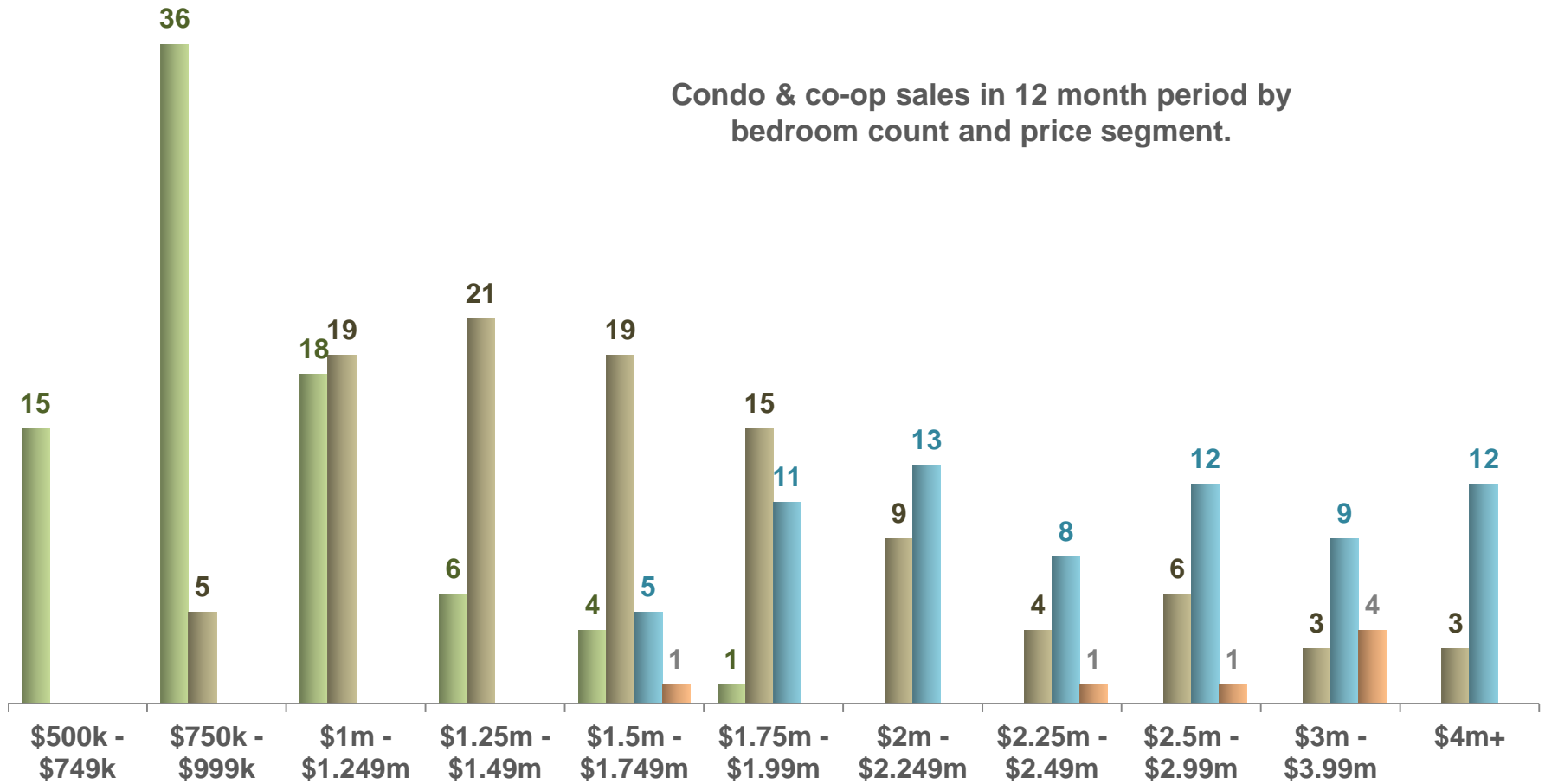
Realtor District 7
sales reported to MLS

■ Studio & 1 Bedroom

■ 2 Bedrooms

■ 3 Bedrooms

■ 4 Bedrooms



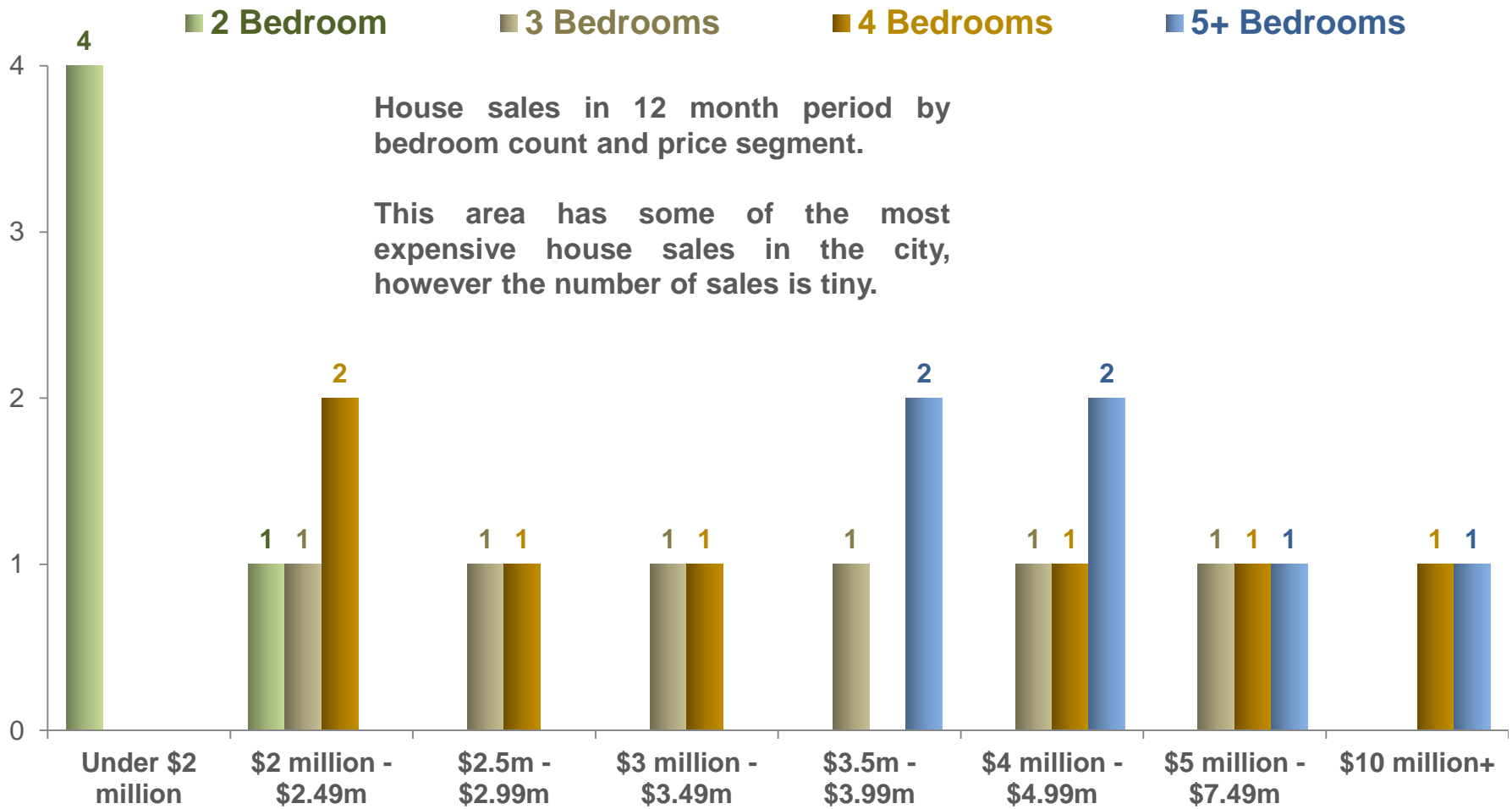
This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

Russian, Nob & Telegraph Hills; North Beach

12 Months House Sales, Mid-Year 2018 Update

Realtor District 8 sales reported to MLS

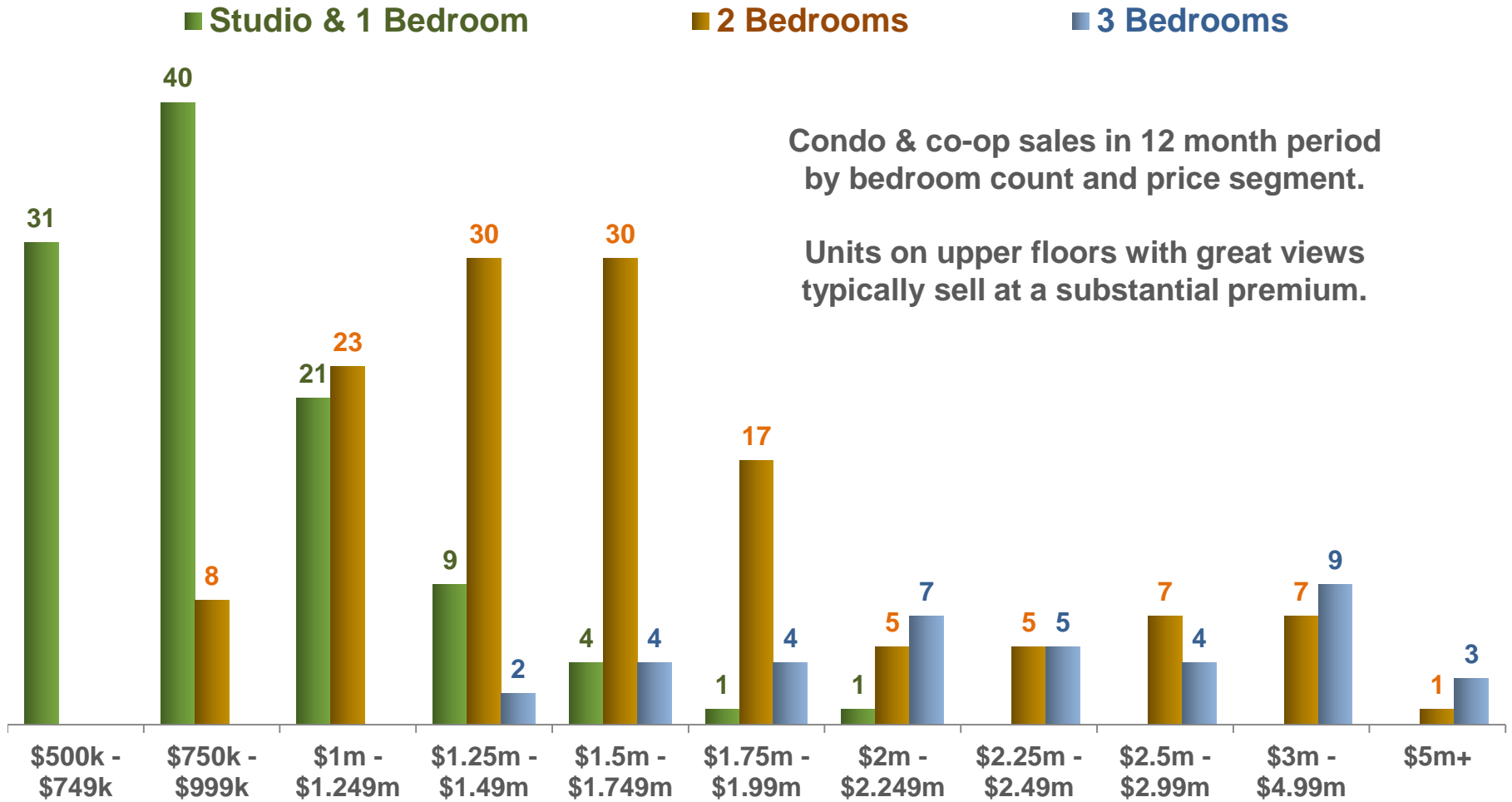


Only sales reported to MLS are included in this analysis – some luxury home sales are not reported. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

Russian, Nob & Telegraph Hills; North Beach & Waterfront; Financial District Condo & Co-op Sales, 12 Months Sales, Mid-Year 2018 Update

Realtor District 8 North
sales reported to MLS



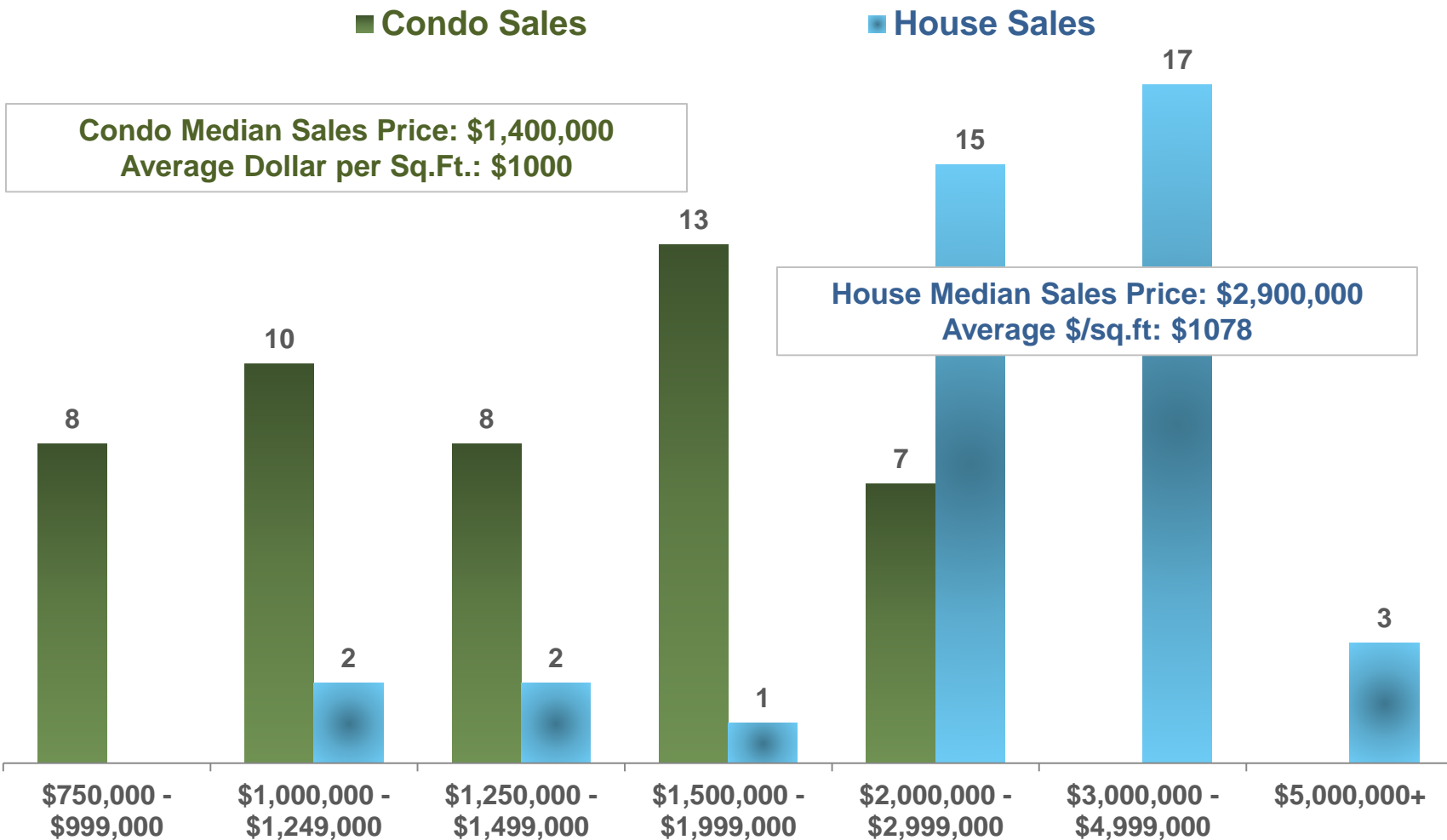
This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

Sea Cliff, Lake Street, Jordan Park & Laurel Heights

12 Months Home Sales by Price Range, Mid-Year 2018 Update

Sales reported to MLS.



This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. Sales reported to MLS only. Outlier sales deleted from \$/sq.ft. calculation when identified. All numbers are approximate.

Noe, Eureka & Cole Valleys; Dolores, Corona & Ashbury Heights

12 Months House Sales, Mid-Year 2018 Update

Realtor District 5 house sales reported to MLS

■ 2 Bedrooms

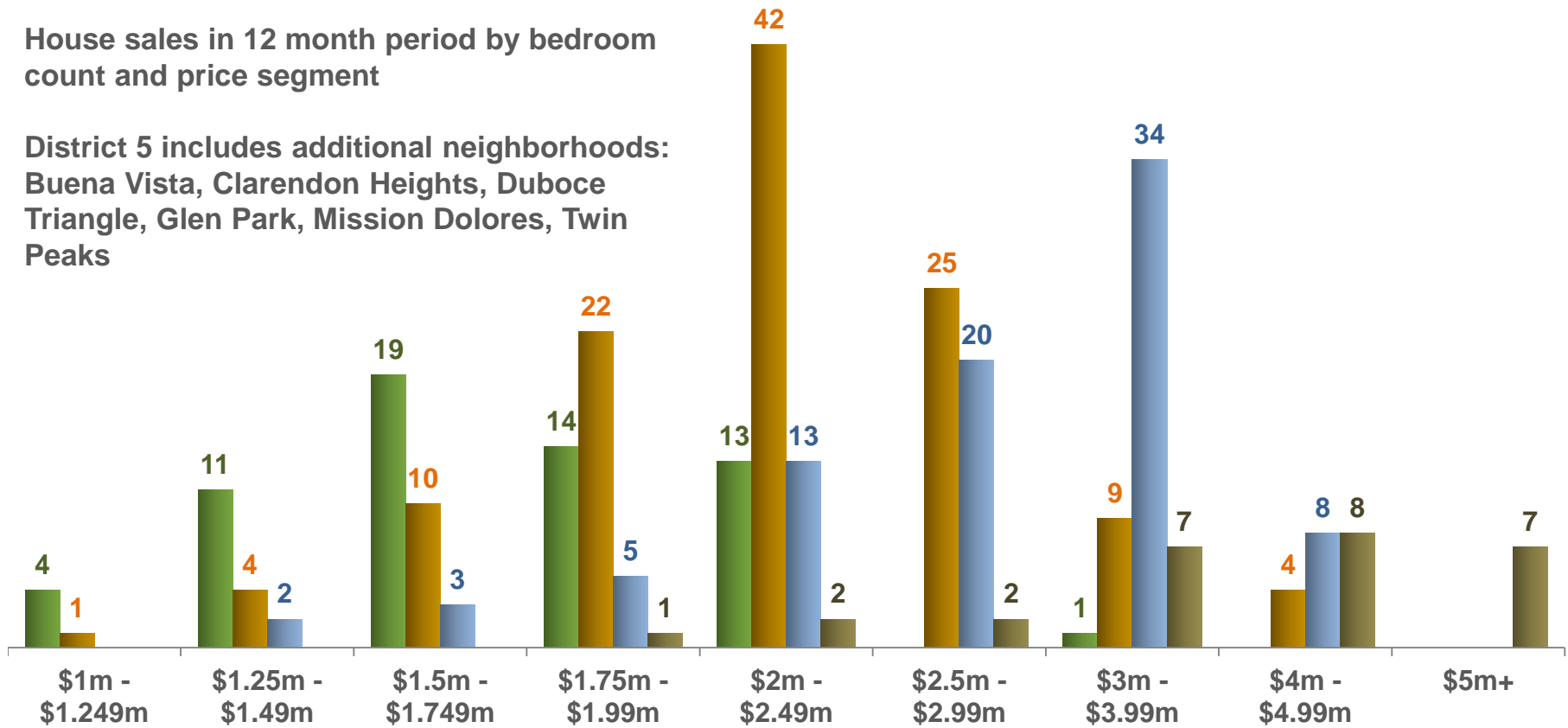
■ 3 Bedrooms

■ 4 Bedrooms

■ 5+ Bedrooms

House sales in 12 month period by bedroom count and price segment

District 5 includes additional neighborhoods: Buena Vista, Clarendon Heights, Duboce Triangle, Glen Park, Mission Dolores, Twin Peaks



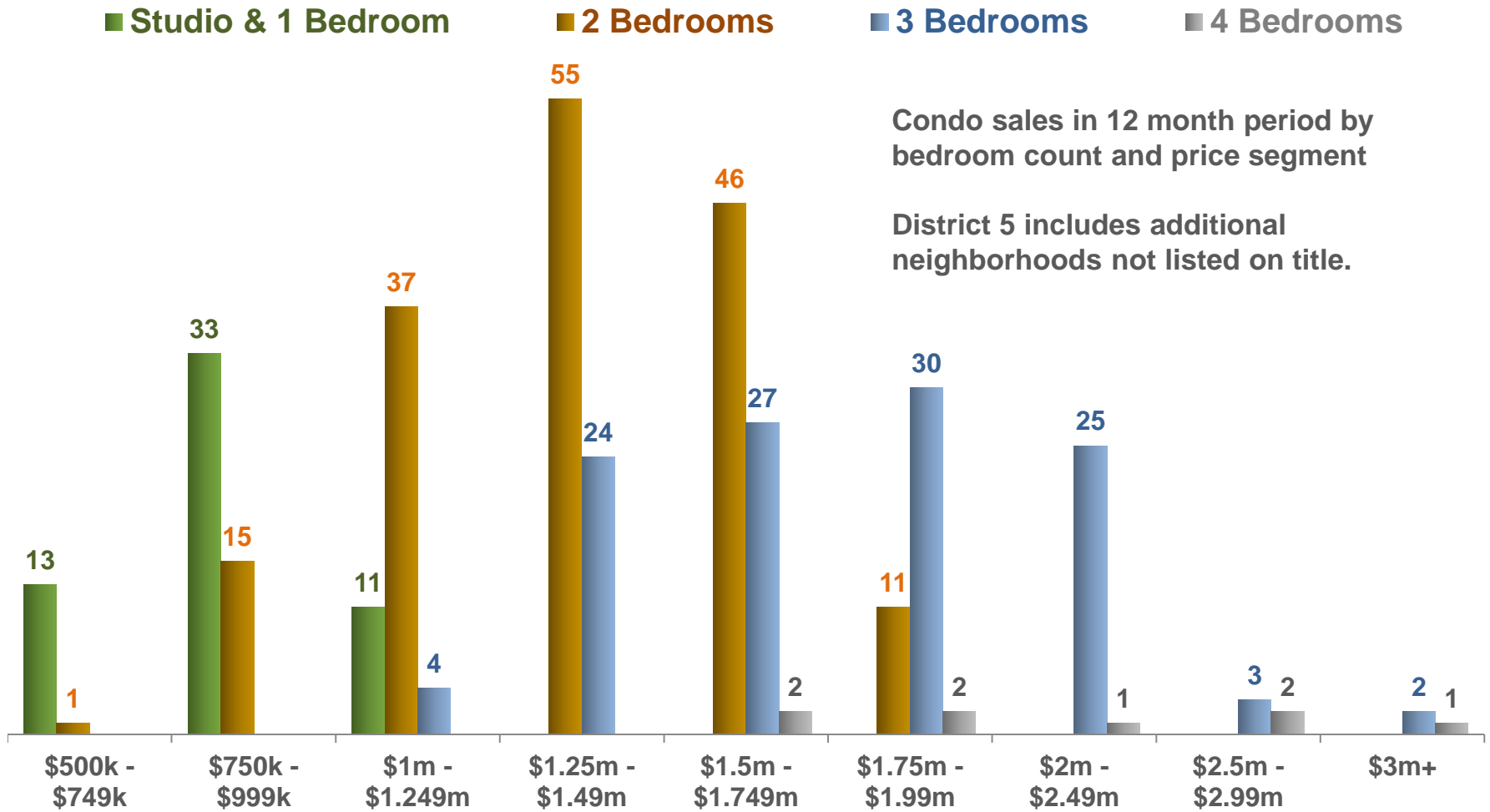
This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

Noe, Eureka & Cole Valleys; Mission Dolores, Corona & Ashbury Heights

12 Months Condo Sales, Mid-Year 2018 Update

Realtor District 5 condo sales reported to MLS



This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.



St. Francis Wood, Forest Hill & Extension, Monterey Heights, Sherwood Forest, West Portal, Balboa & Ingleside Terraces, Mt. Davidson Manor

12 Months House Sales, Mid-Year 2018 Update

Realtor District 4 West
sales reported to MLS

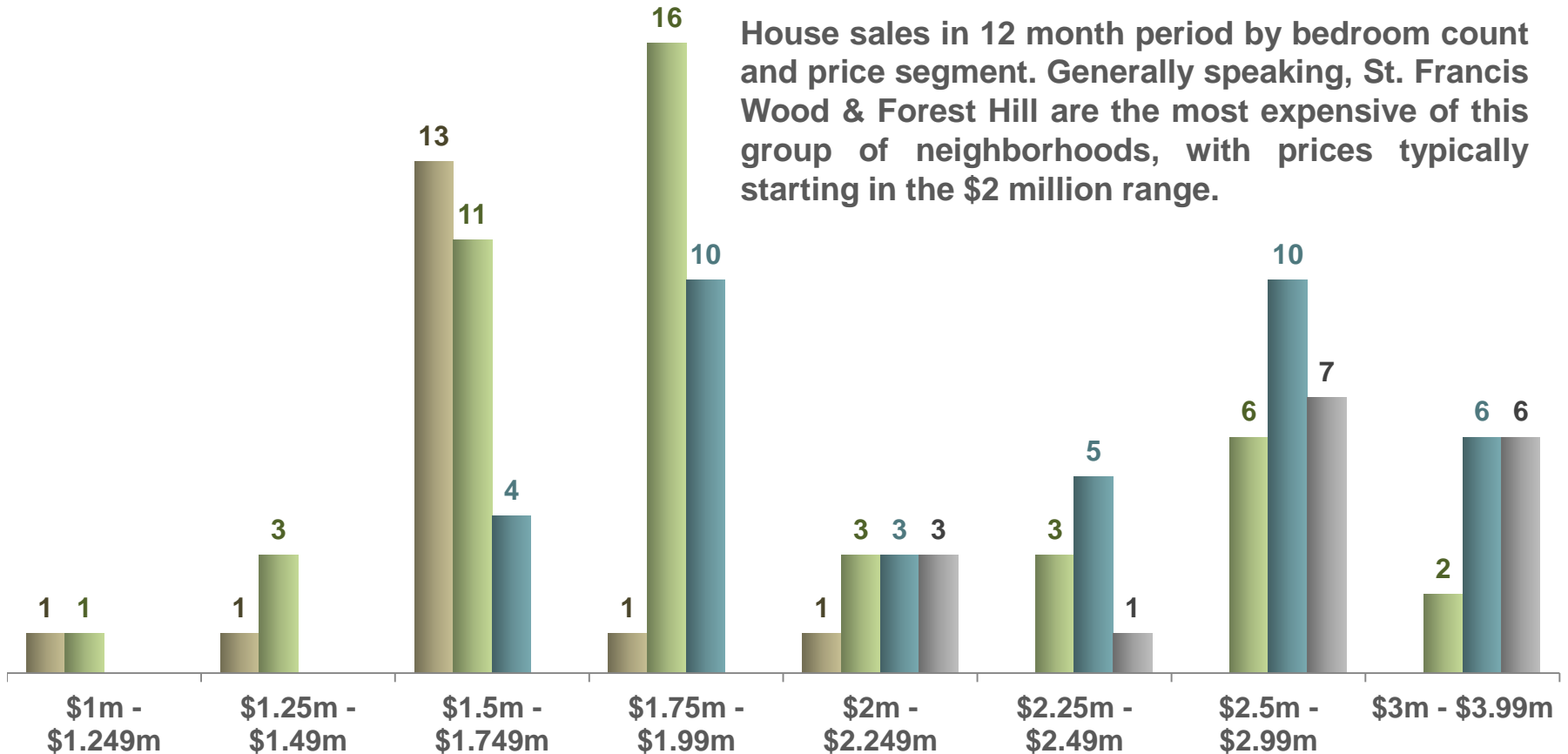
■ 2 Bedrooms

■ 3 Bedrooms

■ 4 Bedrooms

■ 5+ Bedrooms

House sales in 12 month period by bedroom count and price segment. Generally speaking, St. Francis Wood & Forest Hill are the most expensive of this group of neighborhoods, with prices typically starting in the \$2 million range.



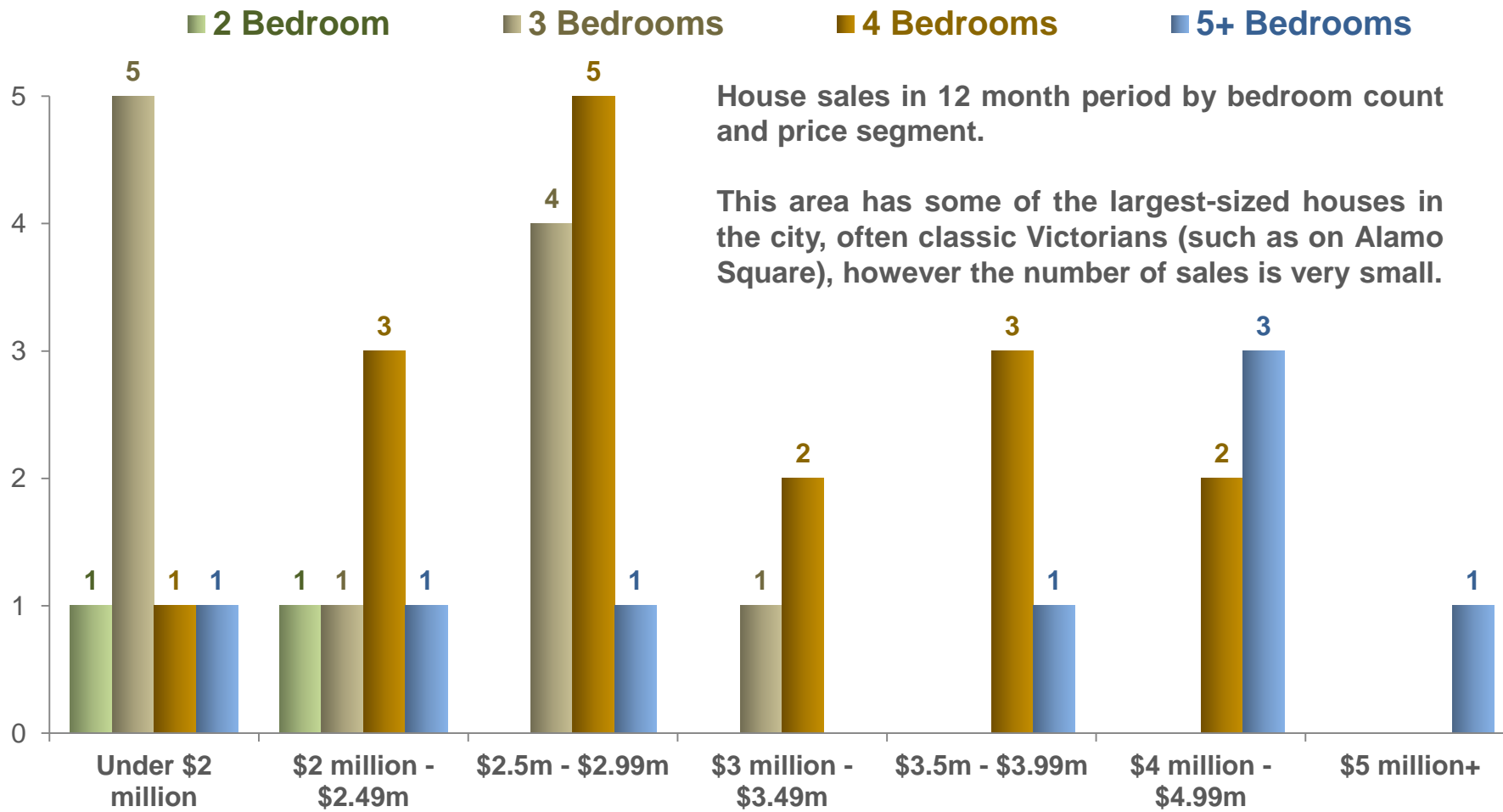
This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

Lower Pacific Heights, Hayes Valley, Alamo Square, NoPa

12 Months House Sales, Mid-Year 2018 Update

Realtor District 6 sales reported to MLS



Only sales reported to MLS are included in this analysis – some luxury home sales are not reported. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

South Beach, SoMa, Yerba Buena & Mission Bay

12 Months Condo Sales, Mid-Year 2018 Update

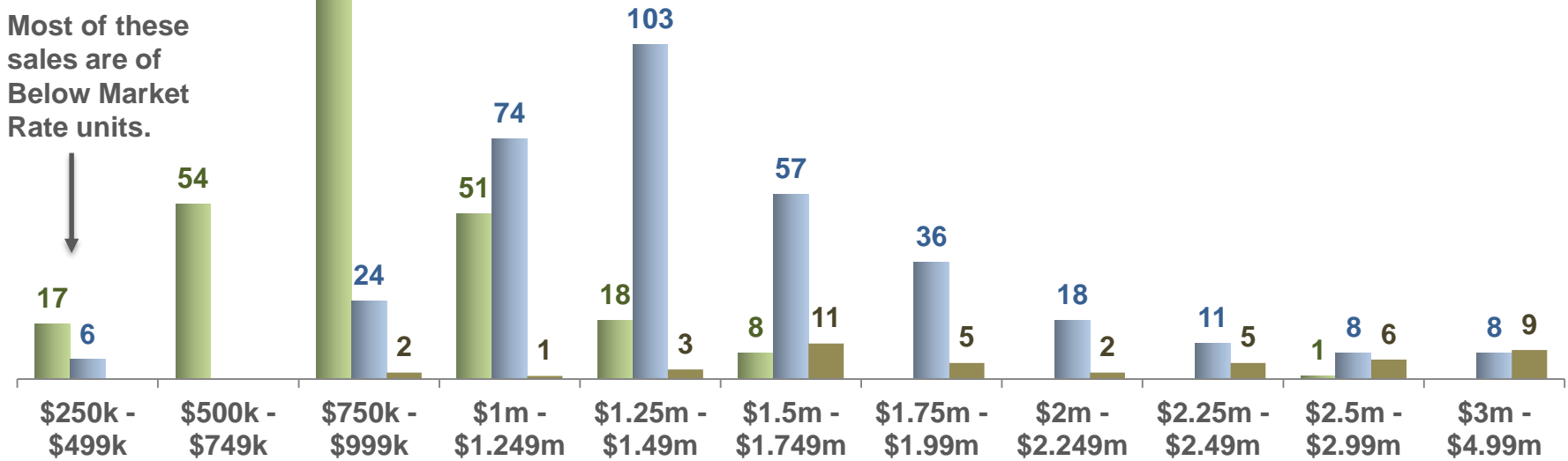
Realtor District 9 North,
sales reported to MLS

212 ■ Studio & 1-Bedroom ■ 2-Bedroom Condos ■ 3-Bedroom Condos

Condo sales in 12-month period by bedroom count and price segment.
This area has more condo sales than any other in the city.

Prices in SoMa are typically lower than in the other three neighborhoods.
In highrise condo buildings, the difference in price between 2-bedroom units on lower floors vs. higher floors (with views) can be substantial.

Most of these sales are of Below Market Rate units.

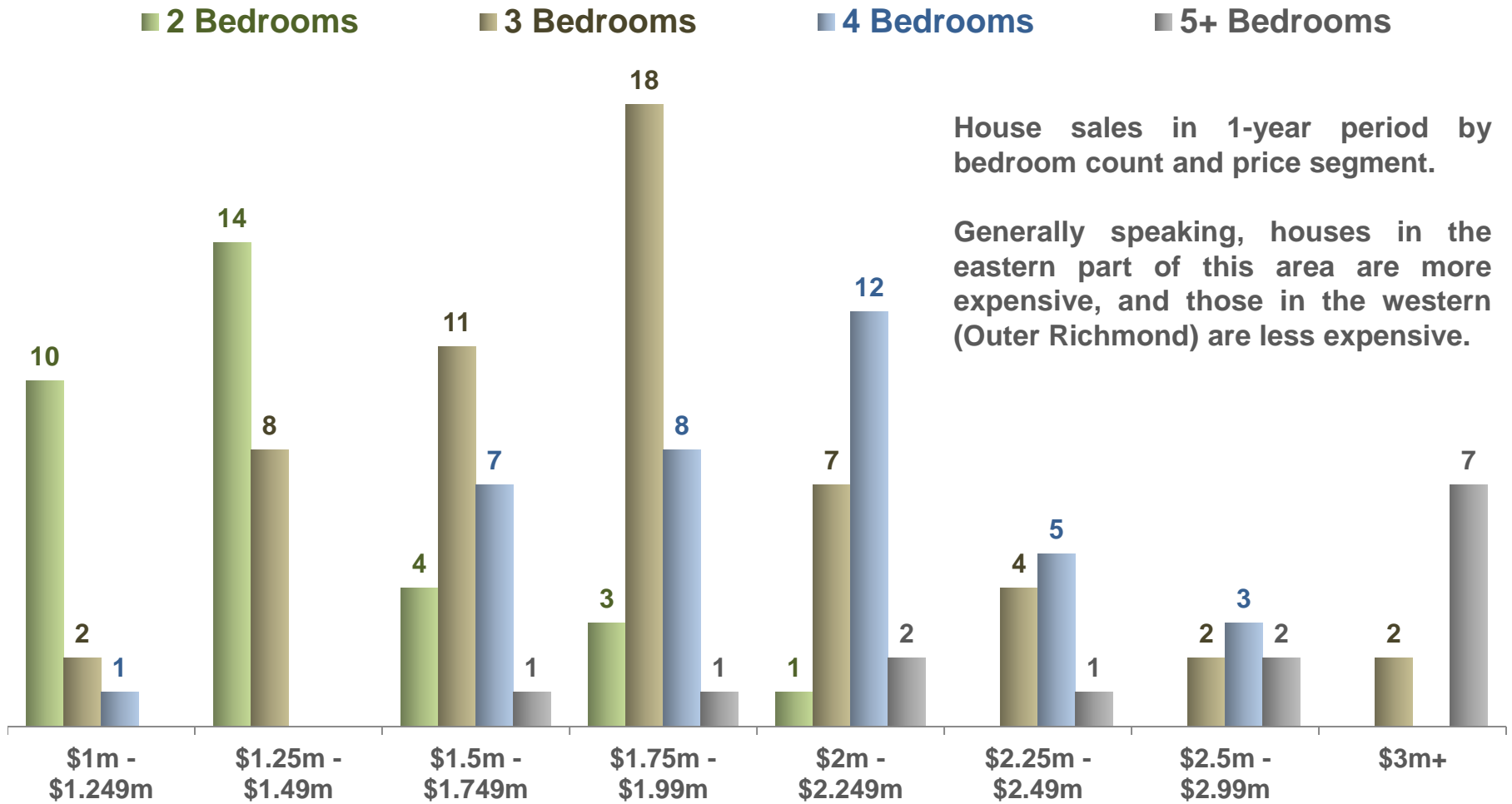


Sales reported to MLS – many new-project condo sales in this district are *not* reported.
This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

Inner, Central & Outer Richmond District; Lone Mountain

12 Months House Sales, Mid-Year 2018 Update

Sales reported to MLS



This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers are approximate.

COMPASS

Inner, Central & Outer Richmond District; Lone Mountain

12 Months Condo Sales, Mid-Year 2018 Update

Realtor District 1 South
sales reported to MLS

■ Studio & 1 Bedroom

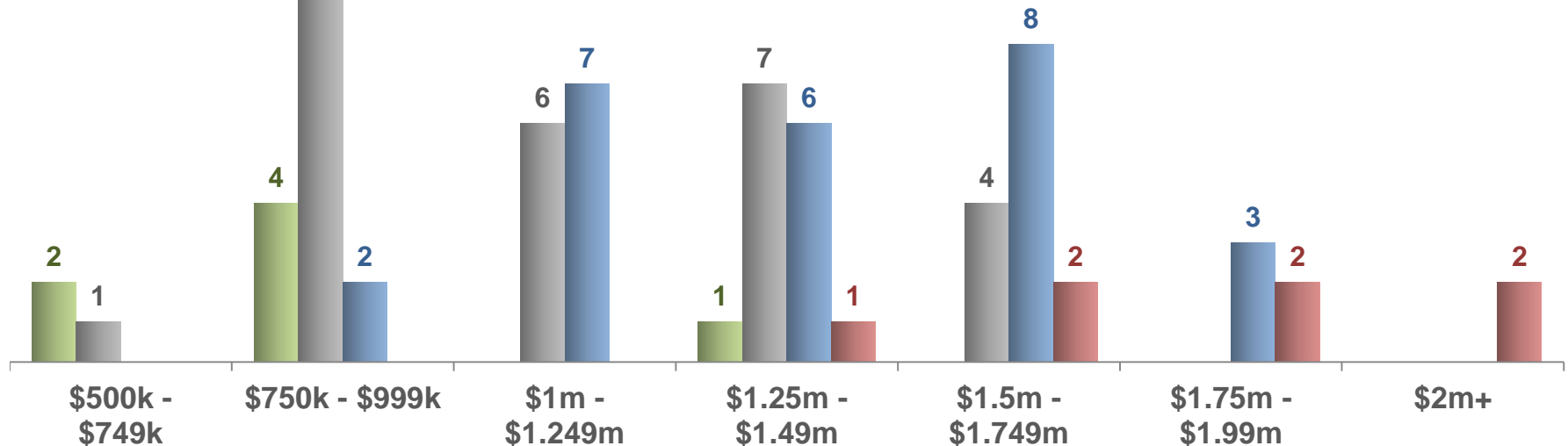
■ 2 Bedrooms

■ 3 Bedrooms

■ 4 Bedrooms

Condo sales in 12 month period by
bedroom count and price segment

The least expensive condos in these
neighborhoods are typically found in
Outer Richmond.



This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

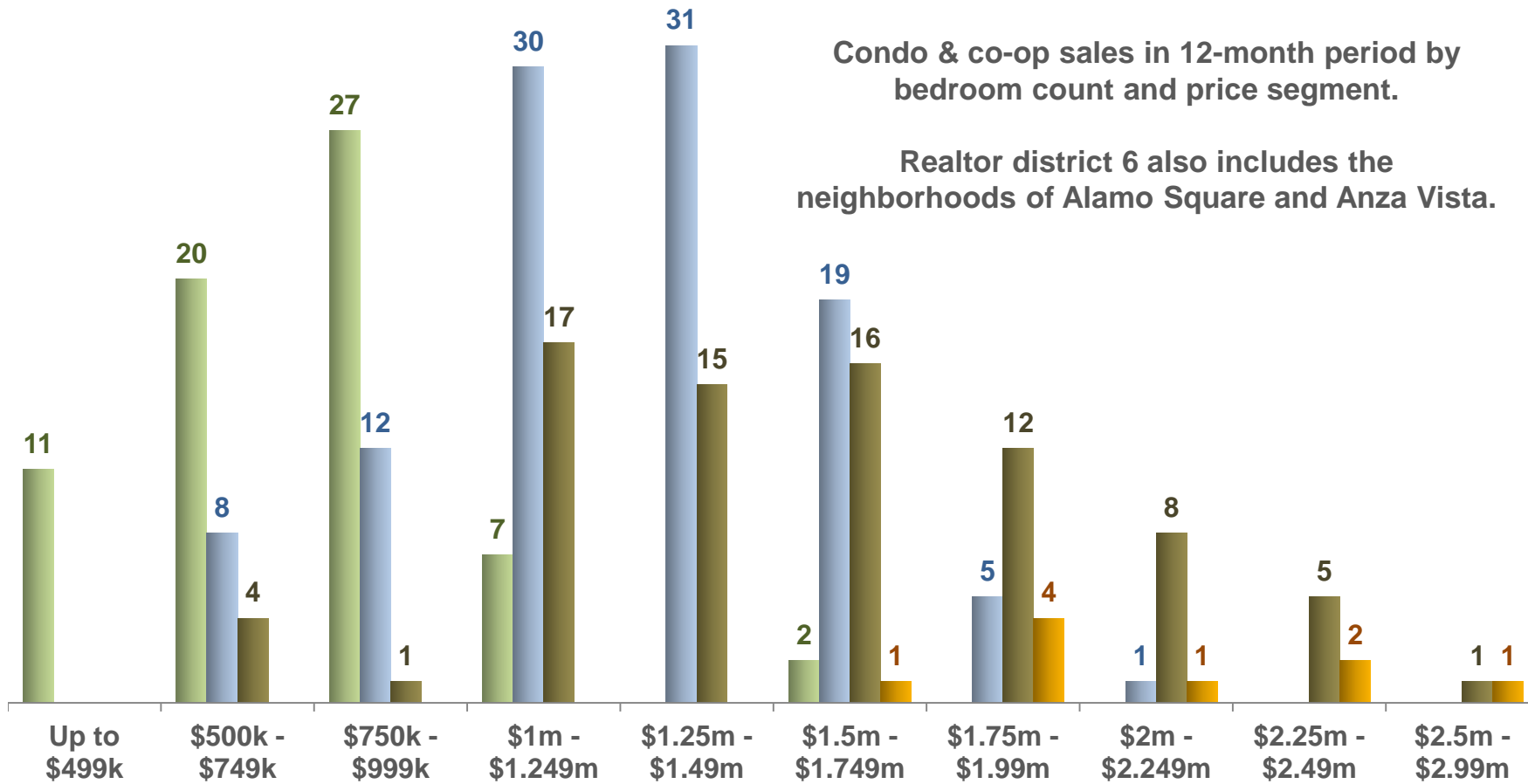
COMPASS

Hayes Valley, NoPa, Lower Pacific Heights, Western Addition

12 Months Condo & Co-op Sales, Mid-Year 2018 Update

Realtor District 6
sales reported to MLS

■ Studio & 1-Bedroom ■ 2-Bedroom Condos ■ 3-Bedroom Condos ■ 4-Bedroom



Some new-project condo sales in this district are *not* reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

Potrero Hill, Bernal Heights, Inner Mission

12 Months House Sales, Mid-Year 2018 Update

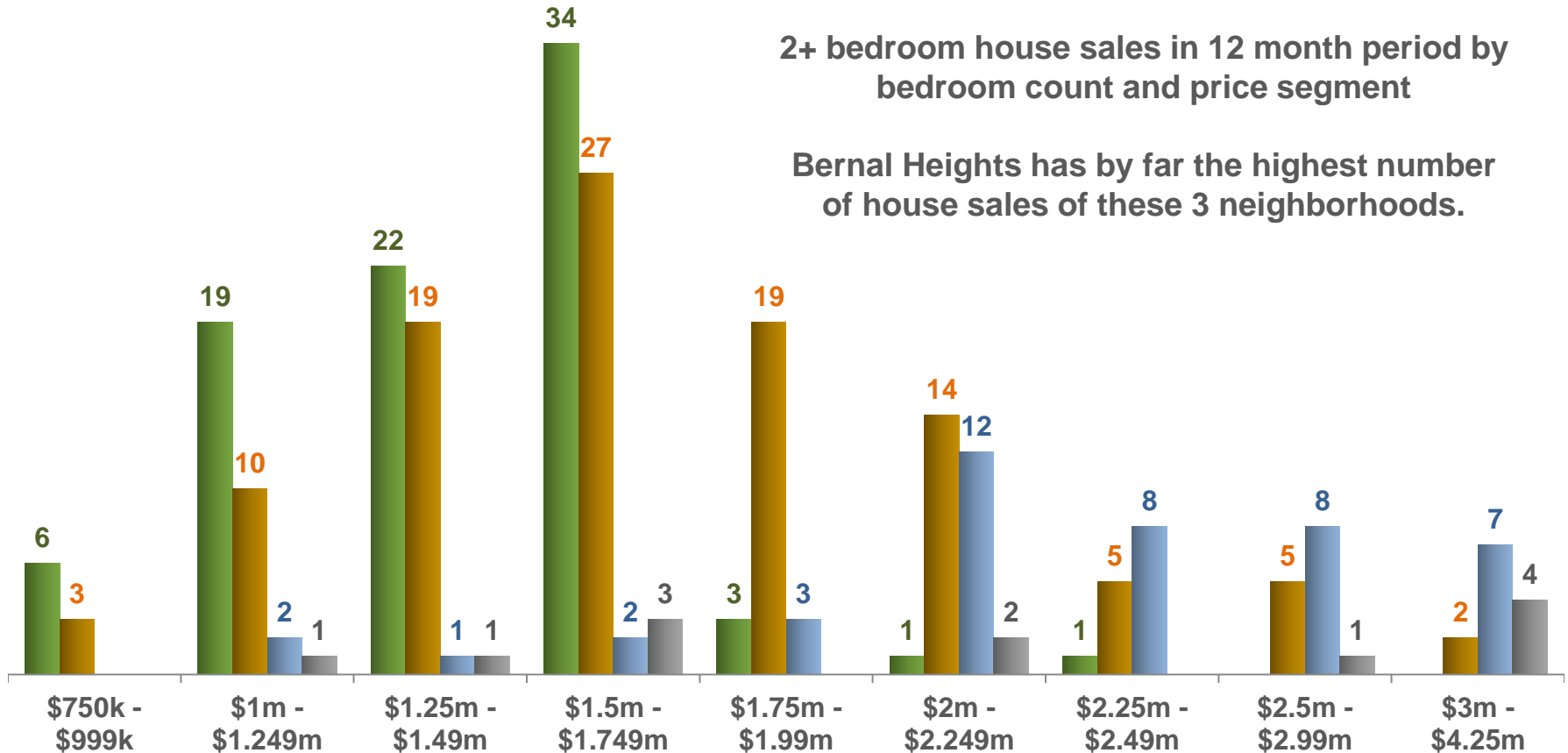
Realtor District 9 South
sales reported to MLS

■ 2-Bedroom Houses

■ 3 Bedrooms

■ 4 Bedrooms

■ 5+ Bedrooms



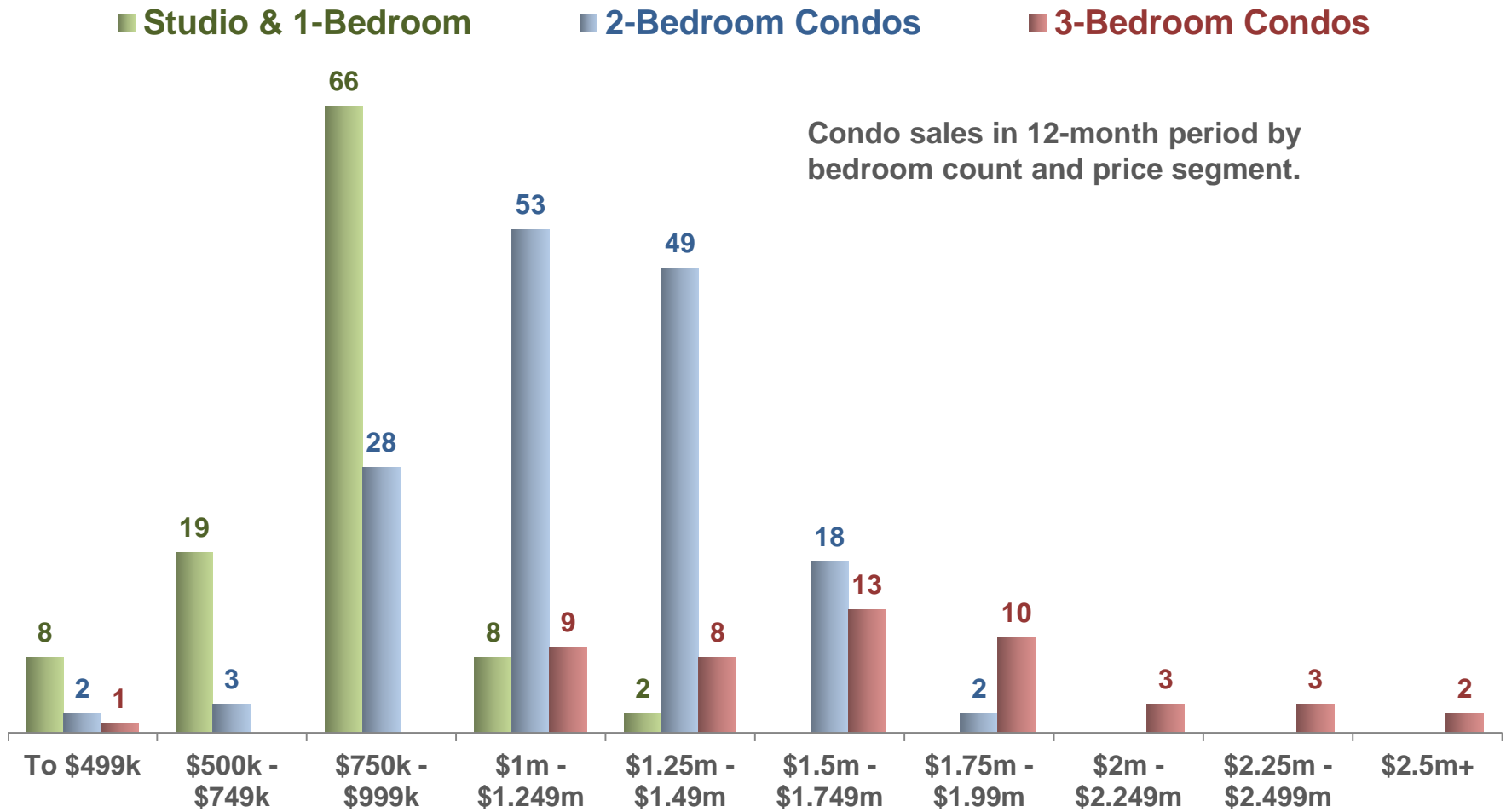
This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

Potrero Hill, Dogpatch, Inner Mission & Bernal Heights

12 Months Condo Sales, Mid-Year 2018 Update

Realtor District 9 South
sales reported to MLS



Some new-project condo sales in this district are *not* reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

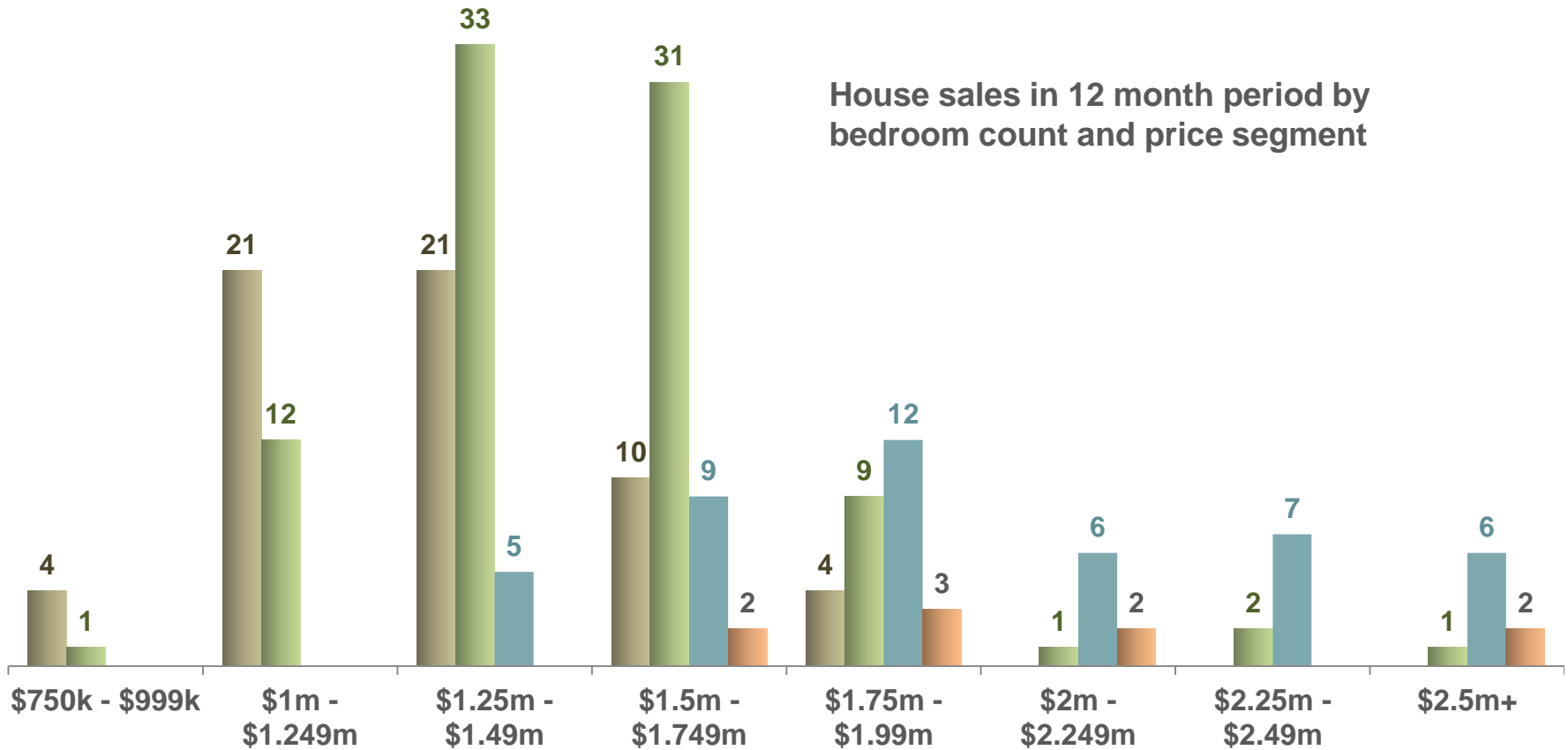
COMPASS

Miraloma Park, Sunnyside, Forest Knolls, Midtown Terrace, Diamond Heights, Westwood Manor & Heights

12 Months House Sales, Mid-Year 2018 Update

Realtor District 4 East
sales reported to MLS

■ 2-Bedroom Houses ■ 3-Bedroom Houses ■ 4-Bedroom Houses ■ 5+ Bedroom



This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

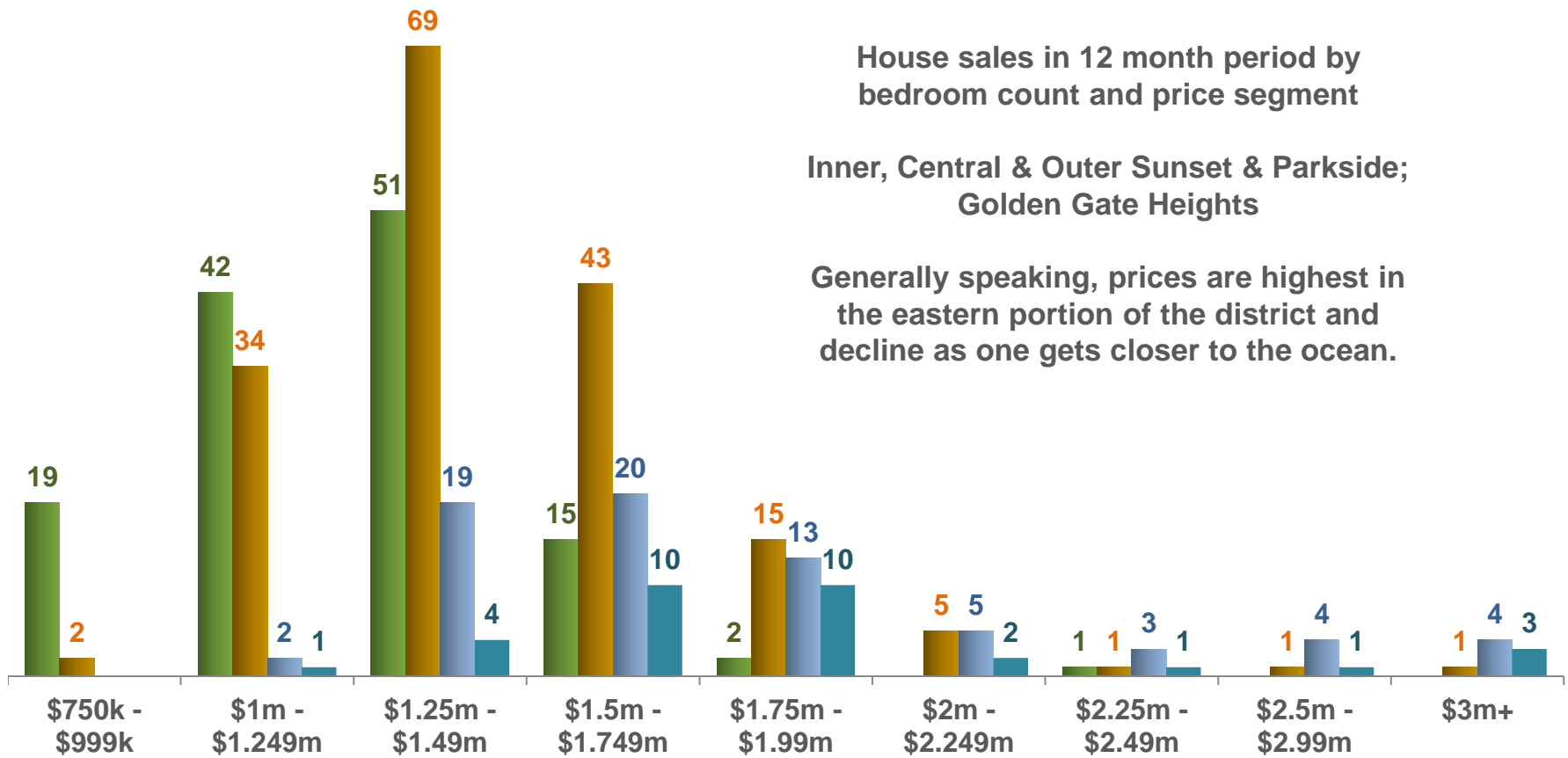
COMPASS

Sunset, Parkside, Golden Gate Heights

12 Months House Sales, Mid-Year 2018 Update

Realtor District 2 sales reported to MLS

■ 2-Bedroom Houses ■ 3-Bedroom Houses ■ 4-Bedroom Houses ■ 5+ Bedrooms



This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

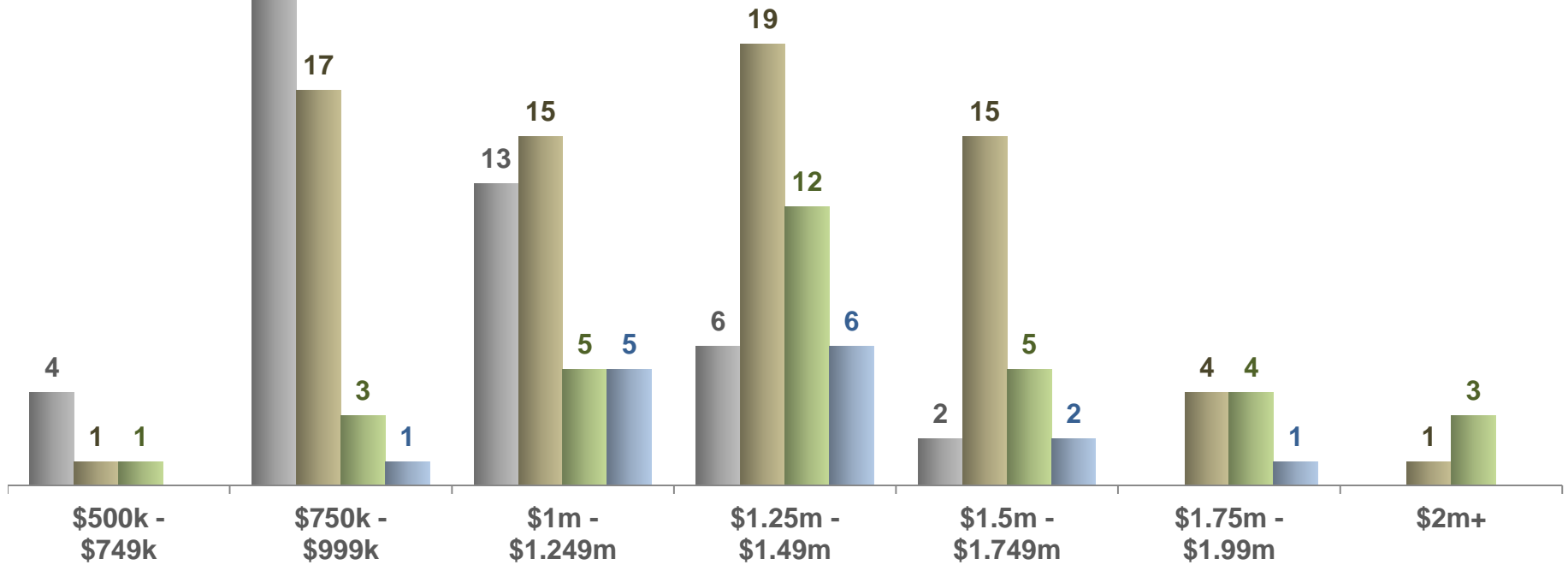
Lake Shore, Lakeside, Merced Manor, Ingleside, Oceanview

12 Months House Sales, Mid-Year 2018 Update

Realtor District 3 sales reported to MLS

■ 2-Bedroom Houses ■ 3 Bedroom ■ 4 Bedrooms ■ 5+ Bedrooms

This district also includes the neighborhoods of Pine Lake Park, Stonestown and Ingleside Heights. Homes in neighborhoods west of Junipero Serra typically sell at substantially higher prices than those to the east.



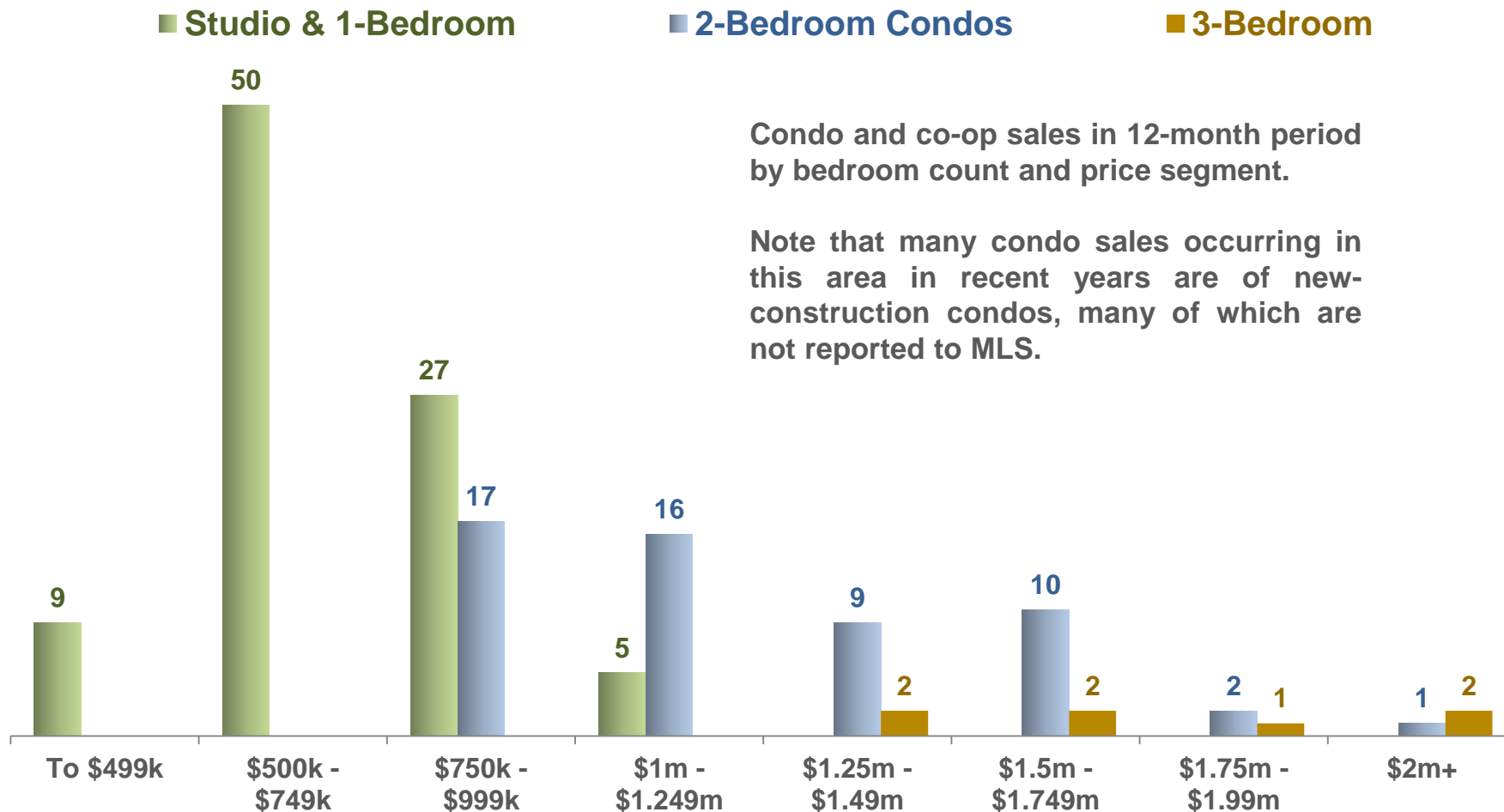
This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

Van Ness Corridor, Civic Center, Downtown

12 Months Condo & Co-op Sales, Mid-Year 2018 Update

Realtor District 8 South
sales reported to MLS



Condo and co-op sales in 12-month period by bedroom count and price segment.

Note that many condo sales occurring in this area in recent years are of new-construction condos, many of which are not reported to MLS.

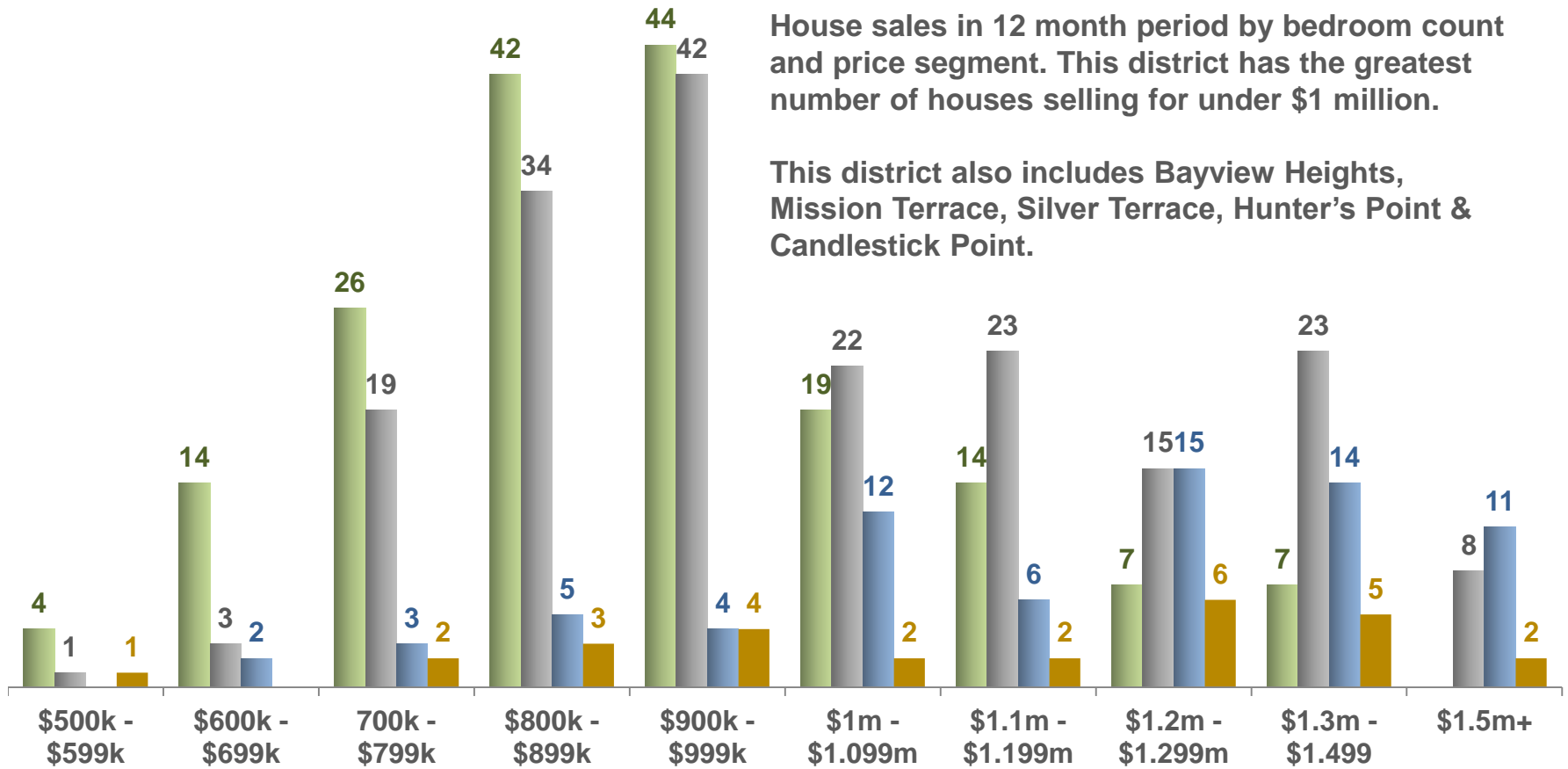
Many new-project condo sales in this district are *not* reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

Bayview, Portola, Excelsior, Visitacion Valley, Crocker Amazon

12 Months House Sales, Mid-Year 2018 Update

District 10 sales reported to MLS

■ 2-Bedroom Houses ■ 3-Bedroom Houses ■ 4-Bedroom Houses ■ 5+ Bedroom



This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

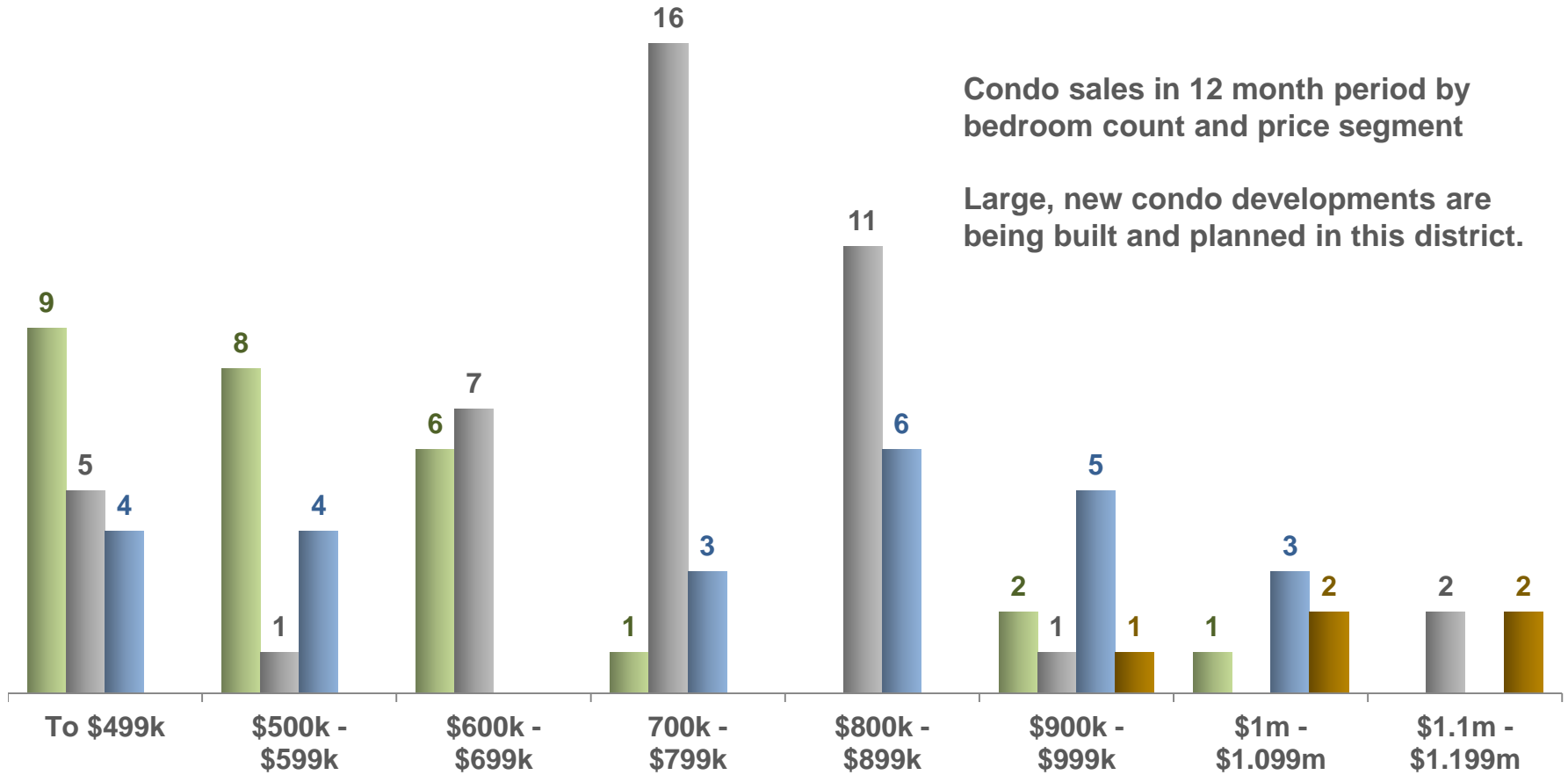
COMPASS

Bayview & Bayview Heights, Hunter's & Candlestick Points, Silver Terrace

12 Months Condo Sales, Mid-Year 2018 Update

District 10 condo sales reported to MLS

■ Studio & 1-Bedroom ■ 2-Bedroom Condos ■ 3-Bedroom Condos ■ 4-Bedroom



Some new-project condo sales are not reported to MLS. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

San Francisco Real Estate Market Breakdown

Sales reported to MLS

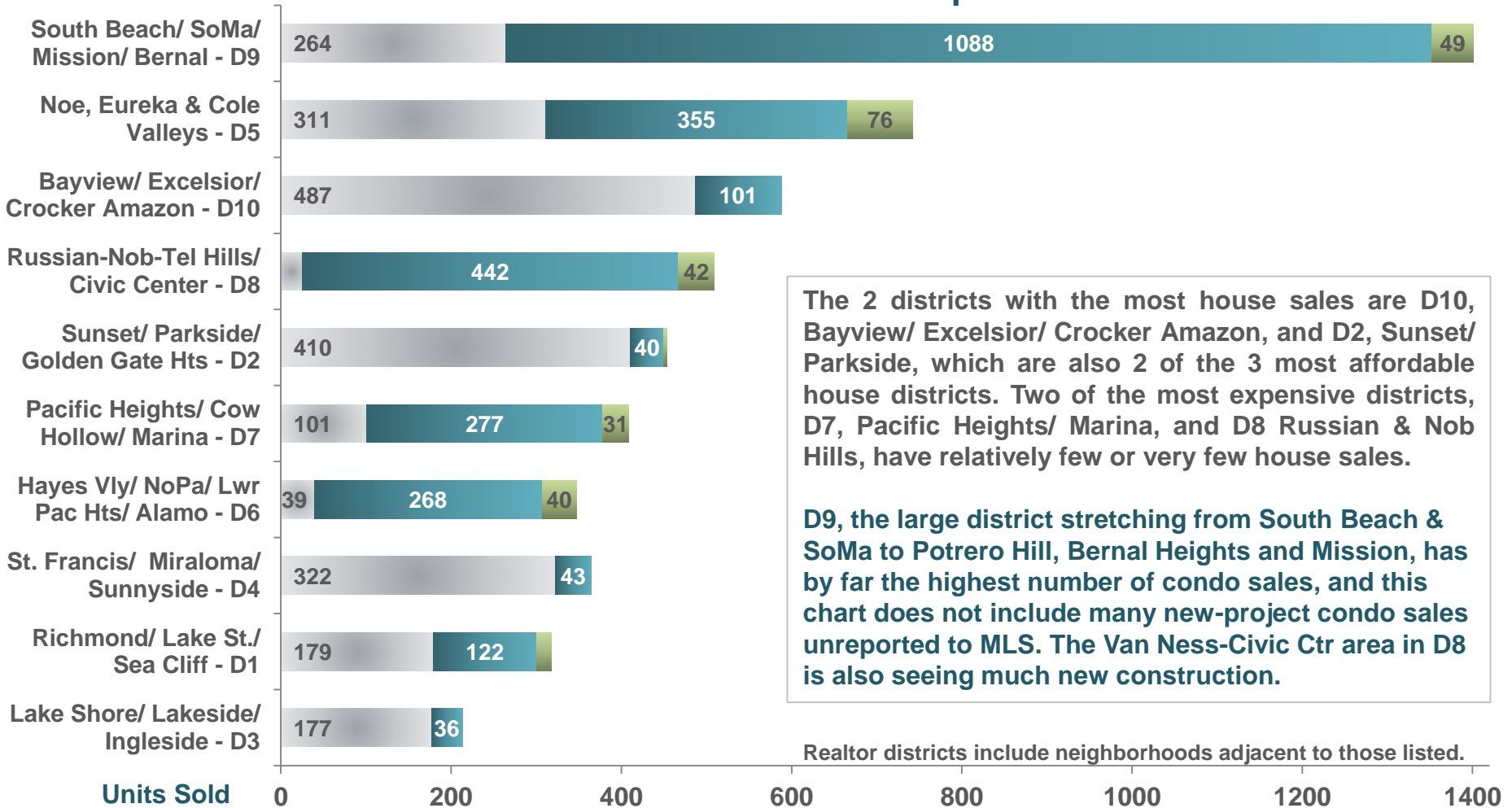
12 Months Sales Volumes, by Realtor District, Mid-Year 2018

Update

Houses Sold

Condos & Co-ops Sold

TICs Sold



The 2 districts with the most house sales are D10, Bayview/ Excelsior/ Crocker Amazon, and D2, Sunset/ Parkside, which are also 2 of the 3 most affordable house districts. Two of the most expensive districts, D7, Pacific Heights/ Marina, and D8 Russian & Nob Hills, have relatively few or very few house sales.

D9, the large district stretching from South Beach & SoMa to Potrero Hill, Bernal Heights and Mission, has by far the highest number of condo sales, and this chart does not include many new-project condo sales unreported to MLS. The Van Ness-Civic Ctr area in D8 is also seeing much new construction.

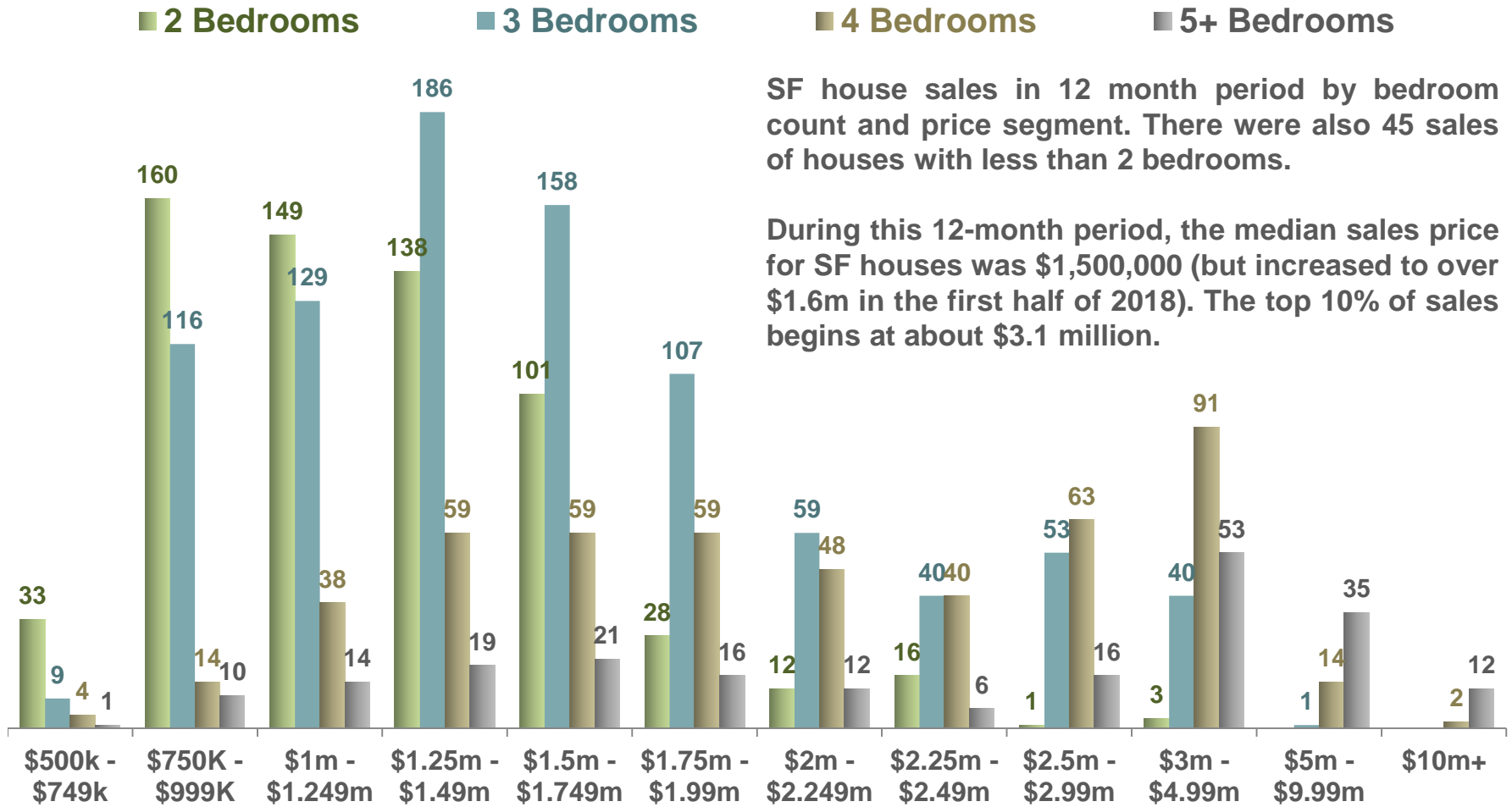
Realtor districts include neighborhoods adjacent to those listed.

* Realtor district often contain neighborhoods of different values. Does not include sales unreported to MLS, such as many new-project condo sales. These analyses were performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

San Francisco House Sales

12 Months Sales by Bedroom Count, Mid-Year 2018 Update

House sales reported to MLS, per Broker Metrics.



SF house sales in 12 month period by bedroom count and price segment. There were also 45 sales of houses with less than 2 bedrooms.

During this 12-month period, the median sales price for SF houses was \$1,500,000 (but increased to over \$1.6m in the first half of 2018). The top 10% of sales begins at about \$3.1 million.

This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate. Non-MLS sales of \$10m+ are added as an estimate.



San Francisco Condo & Co-op Sales

12 Months Sales, Mid-Year 2018 Update

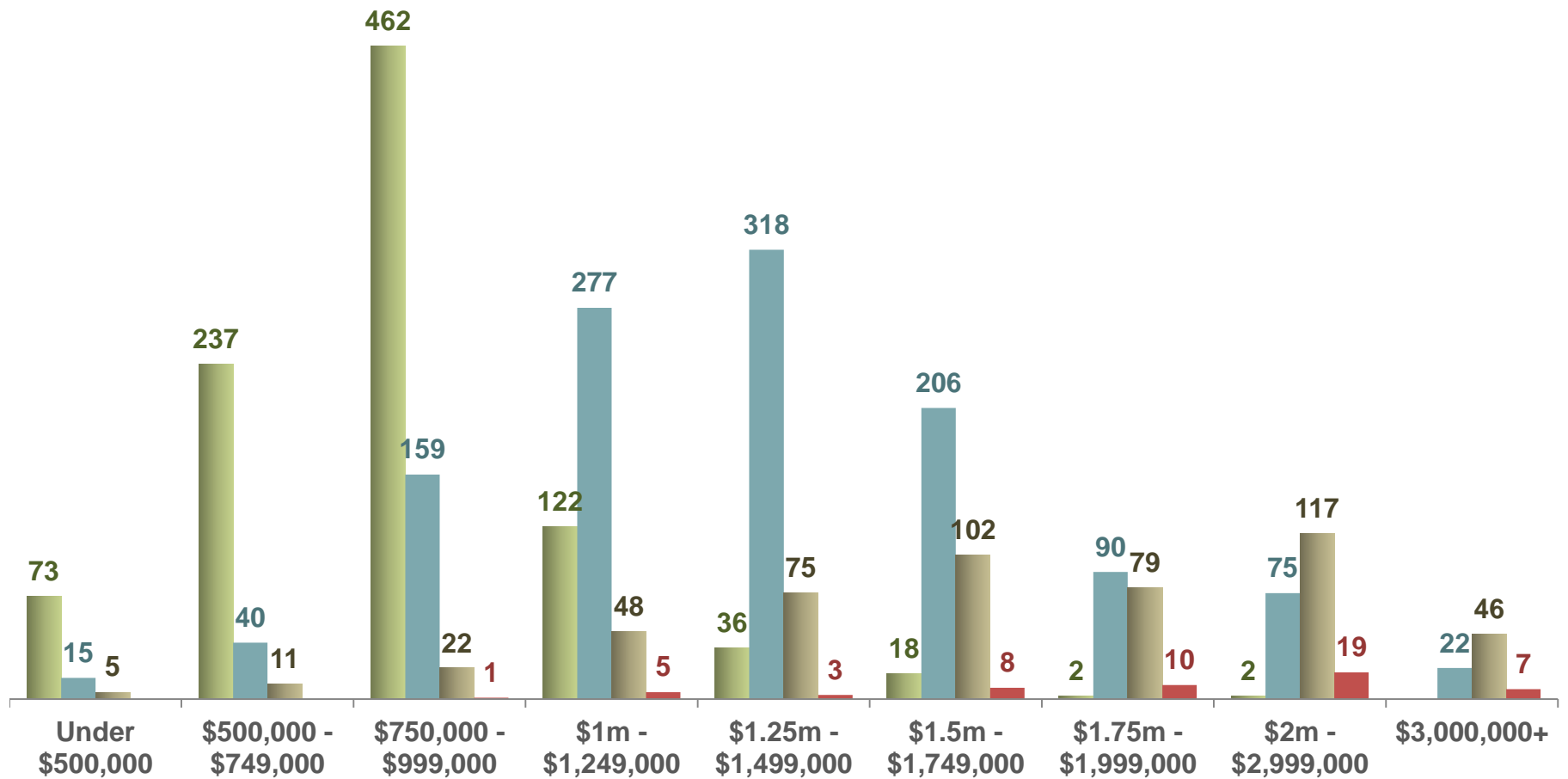
Sales reported to MLS

■ Studio & 1 Bedroom

■ 2 Bedrooms

■ 3 Bedrooms

■ 4 Bedrooms



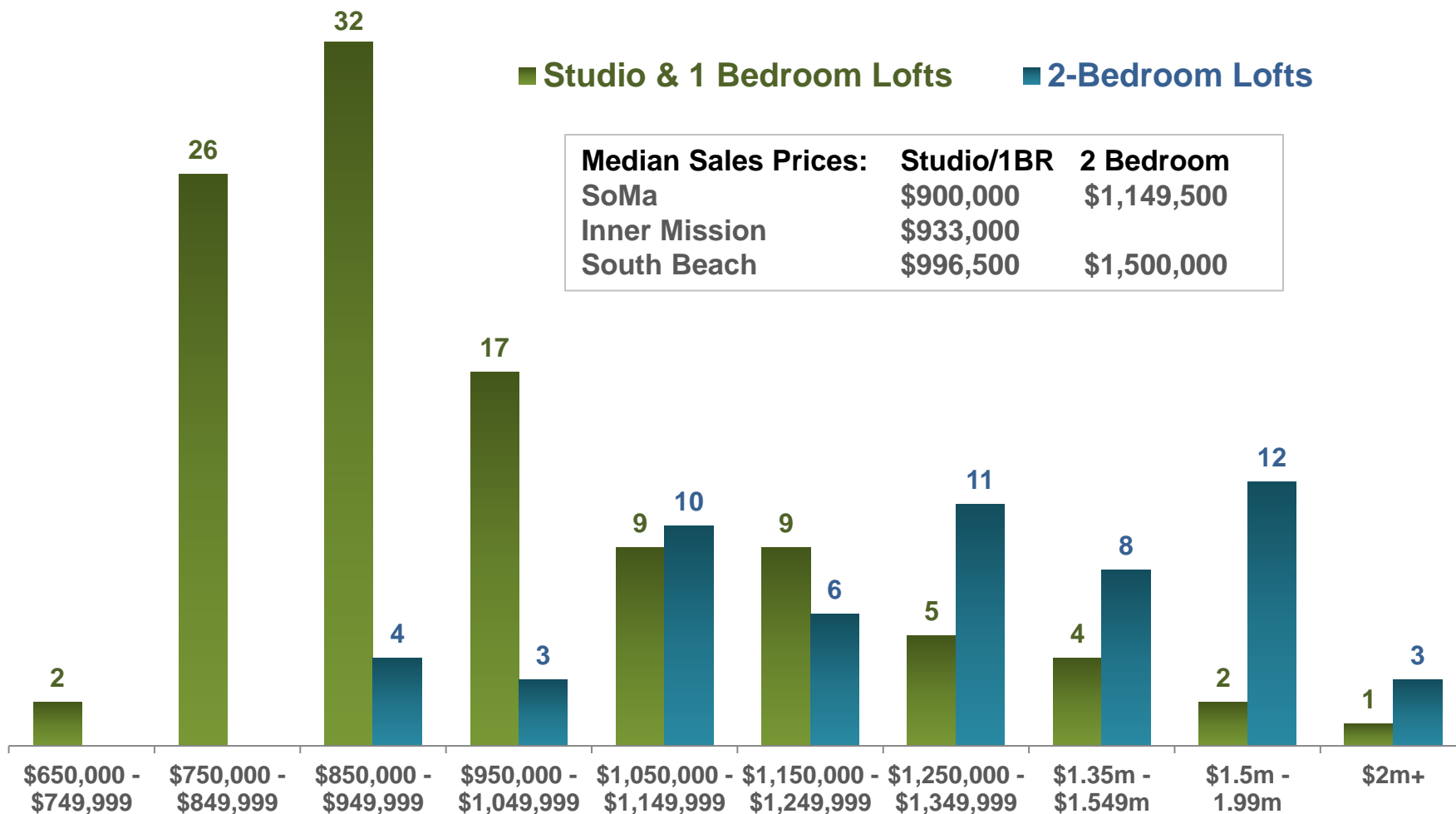
This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

San Francisco Loft Sales

12 Months Sales, Mid-Year 2018 Update

Loft sales reported to
MLS per Broker Metrics



This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and is subject to revision. All numbers approximate.

COMPASS

San Francisco TIC Sales

12 Months Sales, Mid-Year 2018 Update

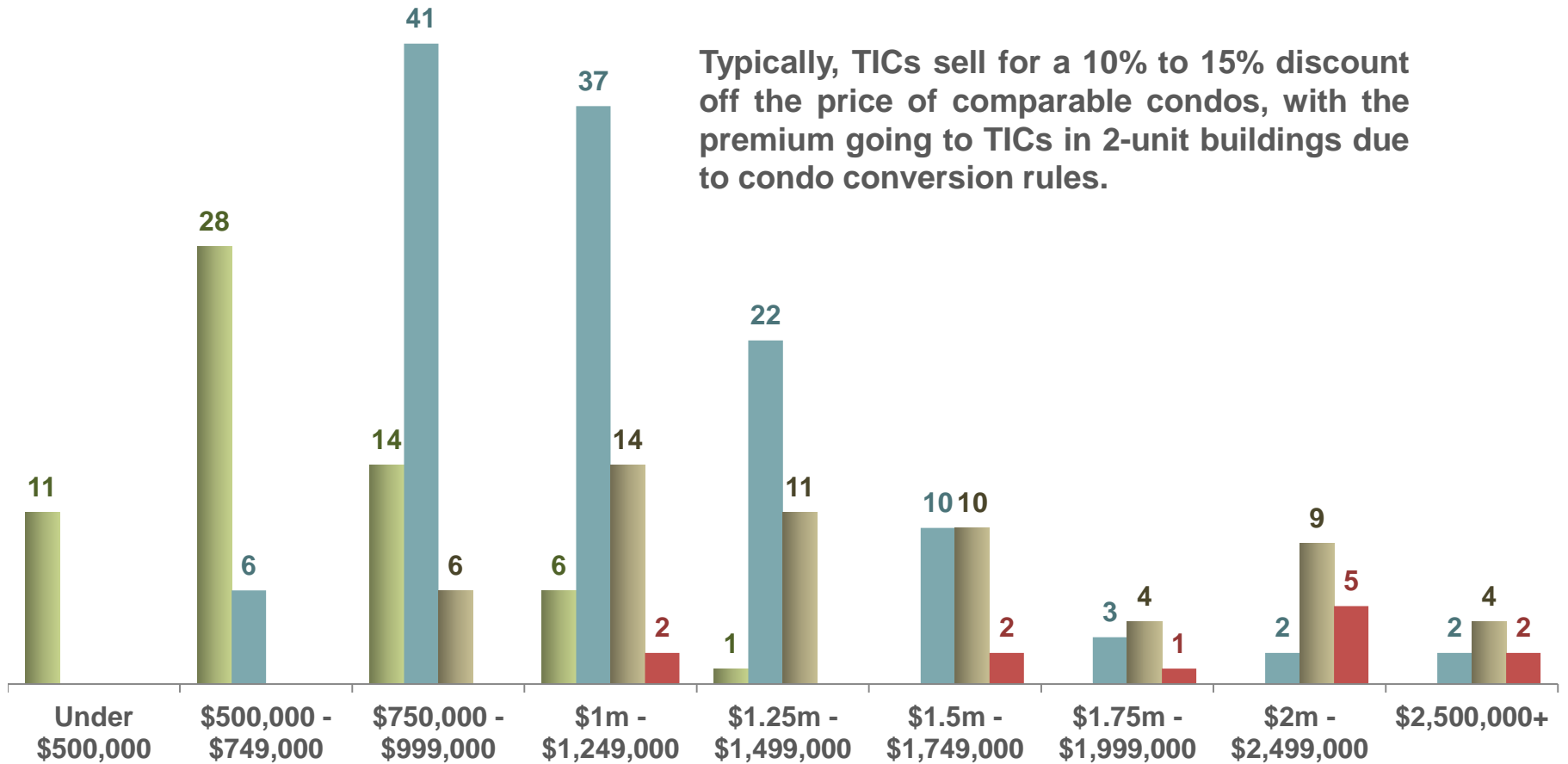
Sales reported to MLS

■ Studio & 1 Bedroom

■ 2 Bedrooms

■ 3 Bedrooms

■ 4 Bedrooms



This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

COMPASS

Compass is a real estate broker licensed by the State of California, DRE 01527235. Equal Housing Opportunity. This report has been prepared solely for information purposes. The information herein is based on or derived from information generally available to the public and/or from sources believed to be reliable. No representation or warranty can be given with respect to the accuracy or completeness of the information. Compass disclaims any and all liability relating to this report, including without limitation any express or implied representations or warranties for statements contained in, and omissions from, the report. Nothing contained herein is intended to be or should be read as any regulatory, legal, tax, accounting or other advice and Compass does not provide such advice. All opinions are subject to change without notice. Compass makes no representation regarding the accuracy of any statements regarding any references to the laws, statutes or regulations of any state are those of the author(s). Past performance is no guarantee of future results.