

2017 saw a continuation of the stabilizing of increased valuations of San Francisco real estate. City-wide the average sale price of homes sold through the MLS increased 4.2% to \$1,776,000, comparable to the increase of last year. The volume of home sales activity was also comparable to 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 3.4% uptick in the number of sales City-wide, compared to 2016, 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 about 4%

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 2017, there were 3515 closings of listed homes, condos and co-ops which sold for \$1,000,000 or more, compared to 3181 last year, a 10.5% increase.

A full 2017 versus 2016 district-by-district sales comparison chart for both homes and condominiums is shown below. The data is current as of January 18, 2018.

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](mailto:dparry@mcguire.com)

[www.classicSFproperties.com](http://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.

## 2017 vs 2016 San Francisco sales analysis

SFDs	2017			2016			#change	\$change
District	#sales	Avg. SP	Total sales \$\$	#sales	Avg. SP	Total sales \$\$		
1	164	\$2,116,746	\$347,146,344	181	\$2,122,652	\$384,200,012	-9.39%	-0.28%
2	402	\$1,404,313	\$564,533,826	397	\$1,280,331	\$508,291,407	1.26%	9.68%
3	164	\$1,177,402	\$193,093,928	196	\$1,081,456	\$211,965,376	-16.33%	8.87%
4	302	\$1,689,186	\$510,134,172	316	\$1,555,031	\$491,389,796	-4.43%	8.63%
5	314	\$2,540,129	\$797,600,506	315	\$2,309,245	\$727,412,175	-0.32%	10.00%
6	35	\$2,783,029	\$97,406,015	36	\$2,433,250	\$87,597,000	-2.78%	14.38%
7	97	\$5,414,139	\$525,171,483	102	\$5,705,683	\$581,979,666	-4.90%	-5.11%
8	24	\$3,320,521	\$79,692,504	14	\$4,651,421	\$65,119,894	71.43%	-28.61%
9	264	\$1,631,815	\$430,799,160	247	\$1,496,811	\$369,712,317	6.88%	9.02%
10	496	\$950,951	\$471,671,696	416	\$858,992	\$357,340,672	19.23%	10.71%
S.F.	2262	\$1,775,972	\$4,017,249,634	2220	\$1,704,959	\$3,785,008,315	1.89%	4.17%
D7&8	121	\$4,998,876	\$604,863,987	116	\$5,578,444	\$647,099,560	4.31%	-10.39%
Others	2141	\$1,593,828	\$3,412,385,647	2104	\$1,491,401	\$3,137,908,755	1.76%	6.87%

CNDs	2017			2016			#change	\$change
District	#sales	Avg. SP	Total sales \$\$	#sales	Avg. SP	Total sales \$\$		
1	115	\$1,220,084	\$140,309,660	145	\$1,138,061	\$165,018,845	-20.69%	7.21%
2	31	\$995,103	\$30,848,193	52	\$1,028,462	\$53,480,024	-40.38%	-3.24%
3	42	\$934,838	\$39,263,196	53	\$873,458	\$46,293,274	-20.75%	7.03%
4	43	\$806,446	\$34,677,178	25	\$679,181	\$16,979,525	72.00%	18.74%
5	428	\$1,373,140	\$587,703,920	394	\$1,304,730	\$514,063,620	8.63%	5.24%
6	303	\$1,122,566	\$340,137,498	321	\$1,109,758	\$356,232,318	-5.61%	1.15%
7	313	\$1,855,417	\$580,745,521	298	\$1,775,341	\$529,051,618	5.03%	4.51%
8	489	\$1,365,536	\$667,747,104	467	\$1,276,283	\$596,024,161	4.71%	6.99%
9	1035	\$1,178,530	\$1,219,778,550	956	\$1,164,606	\$1,113,363,336	8.26%	1.20%
10	87	\$687,351	\$59,799,537	80	\$656,336	\$52,506,880	8.75%	4.73%
S.F.	2886	\$1,282,401	\$3,701,010,357	2791	\$1,233,613	\$3,443,013,601	3.40%	3.95%
D7&8	802	\$1,556,724	\$1,248,492,625	765	\$1,470,687	\$1,125,075,779	4.84%	5.85%
Others	2084	\$1,176,832	\$2,452,517,732	2026	\$1,144,096	\$2,317,937,822	2.86%	2.86%