



With the current COVID-19 pandemic affecting nearly every aspect of daily life, there is a lot of uncertainty going around and we at Vanguard Properties will not profess to know how the market will react in the coming months. While we wait for the data, this report looks at how the market performed during the first quarter of the year.

Comparing to Q1 of last year, which incidentally started slower than is considered typically normal, the year began with good momentum. The median sale price recorded at \$1.6M representing a 3.9 percent increase from Q1 of 2019. Similarly, the median price per square foot increased 6.6 percent to \$997. Perhaps the most telling stat so far is the number of properties for sale on the last day of March; current inventory, especially in the luxury market, is extremely low due to a large spike in the number of listings being pulled off the market.

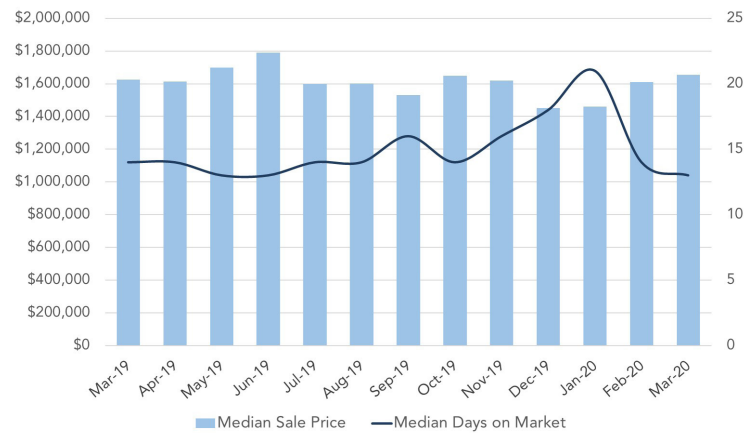
As we continue on into uncharted territory, we would like to take a moment to thank all of the first responders and front-line workers for their courage and strength as we work together to overcome this challenge.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR COMPARISON

	Q1-2020	Q1-2019	%Δ
<b>MEDIAN</b> SALE PRICE	\$1,600,000	\$1,540,000	+3.9%
<b>MEDIAN</b> DAYS ON MARKET	14	15	-6.7%
<b>MEDIAN</b> \$ / SQ. FT.	\$997	\$935	+6.6%
<b>TOTAL</b> PROPERTIES SOLD	367	383	-4.2%
<b>TOTAL</b> # FOR SALE LAST DAY OF MONTH (MARCH)	165	381	-56.7%
<b>TOTAL</b> % OF PROPERTIES SOLD OVER LIST PRICE	72.2%	71.5%	+0.7%
<b>TOTAL</b> % OF LIST PRICE RECEIVED (AVERAGE)	111.8%	110.0%	+1.8%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+2.8%** DAYS ON MARKET **-1 day**

### MEDIAN AREA VALUES (Q1 2020)

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Russian Hill	\$9,950,000	\$2,043	93.6%	3*
Pacific/Presidio Heights	\$5,650,000	\$1,504	98.1%	18
Marina/Cow Hollow	\$4,325,000	\$1,193	94.4%	7*
Alamo Square/NOPA	\$3,550,000	\$1,246	129.1%	1*
Cole Valley/Haight	\$3,400,000	\$1,397	107.8%	3*
Castro/Duboce Triangle	\$3,070,000	\$1,350	110.0%	11
Lower Pac/Laurel Heights	\$2,850,500	\$1,206	109.3%	6*
Noe Valley	\$2,750,000	\$1,353	110.9%	21
Buena Vista/Corona Heights	\$2,649,000	\$1,212	111.4%	5*
Diamond Heights	\$2,184,375	\$906	110.0%	2*
Hayes Valley	\$2,072,500	\$1,006	100.6%	2*
Richmond	\$1,805,000	\$948	112.6%	29
Ingleside Terrace/Lakeside	\$1,800,000	\$1,053	107.3%	25
Mission	\$1,750,000	\$1,030	104.3%	6*
Potrero Hill	\$1,737,000	\$1,030	105.0%	7*
Bernal Heights/Glen Park	\$1,550,000	\$1,173	115.5%	31
Sunset	\$1,466,500	\$1,034	117.5%	32
Westwood Park/Sunnyside	\$1,465,000	\$996	113.8%	11
Excelsior/Portola	\$1,264,000	\$801	110.5%	18
Bayview/Hunters Point	\$1,063,500	\$693	114.6%	12

\* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR MLS & BrokerMetrics; Data from 1/01/2020 - 3/31/2020 was used for neighborhood values. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



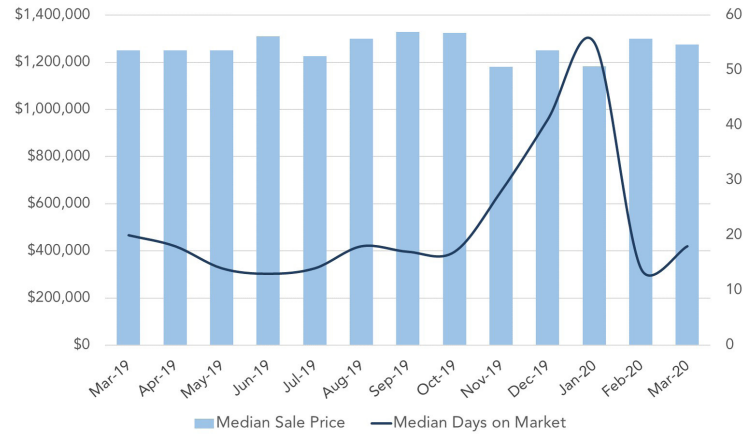
Sale prices for condominiums saw a 7.2 percent increase from Q1 of last year, though this large percent increase is partly due to the slow start we had last year. The median price per square foot recorded at \$1,129 representing a 2.5 percent increase from 2019. As with single family homes, the number of properties for sale on the last day of March recorded over 50 percent lower than last year.

## CONDOMINIUMS/TIC/COOPS

### YEAR-OVER-YEAR COMPARISON

	Q1-2020	Q1-2019	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$1,260,000	\$1,175,000	+7.2%
DAYS ON MARKET	20	21	-4.8%
\$ / SQ. FT.	\$1,129	\$1,101	+2.5%
<b>TOTAL</b>			
PROPERTIES SOLD	531	529	+0.4%
# FOR SALE LAST DAY OF MONTH (MARCH)	295	608	-51.5%
% OF PROPERTIES SOLD OVER LIST PRICE	55.0%	53.1%	+1.9%
% OF LIST PRICE RECEIVED (AVERAGE)	103.7%	103.8%	-0.1%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-1.9%** DAYS ON MARKET **+4 days**

### MEDIAN AREA VALUES (Q1 2020)

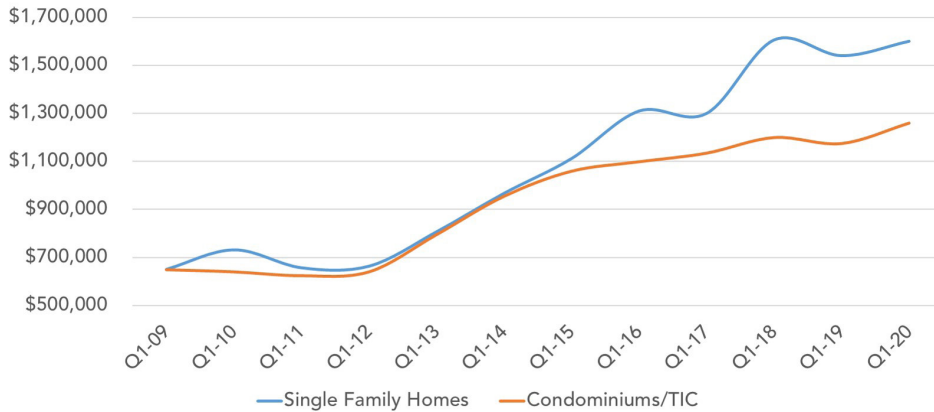
NEIGHBORHOOD	CONDOMINIUMS/TIC	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Russian Hill	\$2,200,000	\$1,346	100.8%	21
Pacific/Presidio Heights	\$2,125,000	\$1,122	102.7%	40
Telegraph Hill	\$1,862,500	\$1,210	104.6%	2*
Cole Valley/Haight	\$1,545,509	\$1,112	104.8%	14
Noe Valley	\$1,507,000	\$912	107.8%	17
Dogpatch	\$1,500,000	\$1,172	107.1%	11
Hayes Valley	\$1,480,000	\$1,283	106.6%	18
Richmond/Lake St	\$1,467,500	\$1,003	104.5%	20
Mission Dolores	\$1,425,000	\$1,168	112.6%	14
Marina/Cow Hollow	\$1,405,555	\$1,174	102.7%	19
Alamo Square/NOPA	\$1,327,000	\$1,213	113.2%	15
Potrero Hill	\$1,326,250	\$1,142	108.2%	12
Buena Vista/Corona Heights	\$1,280,000	\$1,208	109.9%	6*
Lower Pac/Laurel Heights	\$1,243,000	\$1,169	102.7%	12
Castro/Duboce Triangle	\$1,205,000	\$1,187	108.3%	17
North Beach/Fisherman's Wharf	\$1,205,000	\$1,129	100.7%	9*
Nob Hill*	\$1,200,000	\$1,199	104.5%	19
South Beach/Yerba Buena	\$1,188,000	\$1,199	99.9%	80
Mission Bay	\$1,173,500	\$1,216	100.0%	18
Mission	\$1,155,000	\$1,118	104.7%	28
SOMA	\$1,135,000	\$1,016	102.0%	36
Bernal Heights/Glen Park	\$1,128,750	\$1,111	110.3%	12
Sunset	\$977,500	\$1,021	102.6%	10
Bayview/Hunters Point	\$800,000	\$658	100.1%	5*
Diamond Heights	\$638,000	\$866	97.9%	5*

\* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR MLS & InfoSparks; Data from 1/01/2020 - 3/31/2020 was used for neighborhood values. Property types covered: condominium/TIC/COOP. Only property data posted on the MLS is covered. BMRs and senior housing have been excluded from stats, where possible. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075



YEAR-OVER-YEAR COMPARISONS

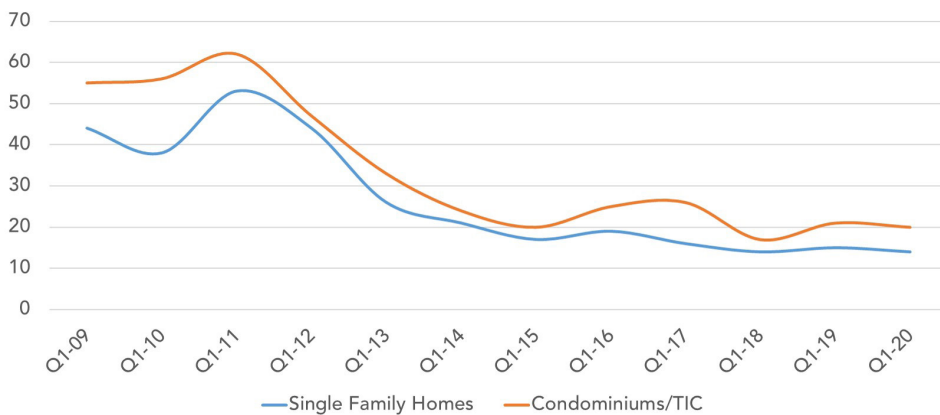
MEDIAN SALE PRICE



Single Family Residences  
**\$1,600,000**  
 +3.9% year-over-year

Condominium/TIC/COOPs  
**\$1,260,000**  
 +7.2% year-over-year

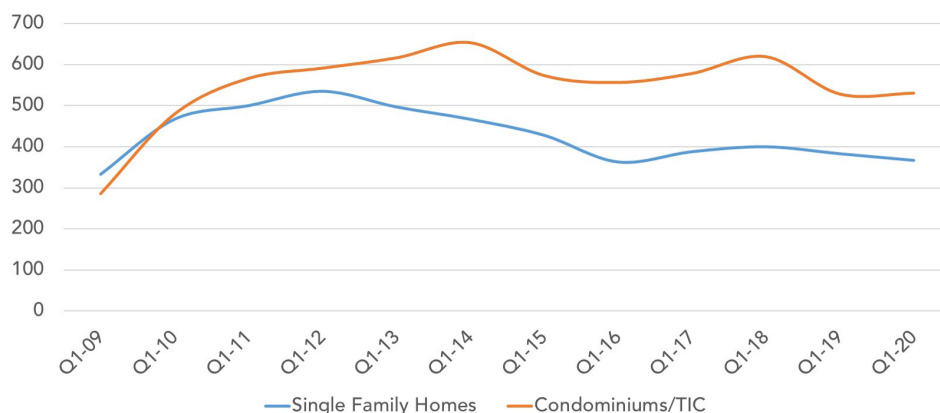
MEDIAN MARKET TIME



Single Family Residences  
**14 days**  
 -1 day year-over-year

Condominium/TIC/COOPs  
**20 days**  
 -1 day year-over-year

NUMBER OF SALES



Single Family Residences  
**367**  
 -4.2% year-over-year

Condominium/TIC/COOPs  
**531**  
 +0.4% year-over-year

Sources: SFAR MLS, Single family homes, condominium/TIC/COOP. Only property data posted on the MLS is covered. BMRs and senior housing have been excluded from stats, where possible. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075