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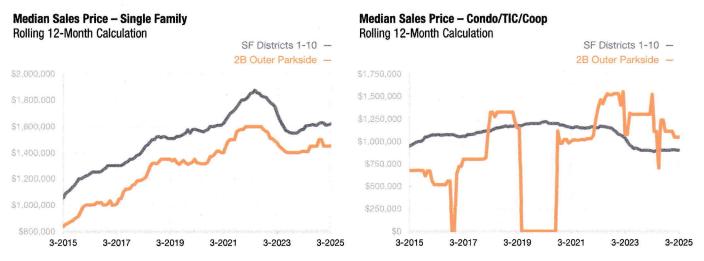
## 2B Outer Parkside

Single Family	March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	4	14	+ 250.0%	20	26	+ 30.0%
Pending Sales	3	11	+ 266.7%	15	18	+ 20.0%
Sold Listings	3	9	+ 200.0%	14	16	+ 14.3%
Median Sales Price*	\$1,725,000	\$1,462,888	- 15.2%	\$1,475,000	\$1,418,944	- 3.8%
Average Sales Price*	\$1,518,333	\$1,791,210	+ 18.0%	\$1,433,714	\$1,639,274	+ 14.3%
Days on Market	8	13	+ 62.5%	46	15	- 67.4%
Active Listings	5	8	+ 60.0%			
% of Properties Sold Over List Price	100.0%	100.0%	0.0%	71.4%	93.8%	+ 31.4%
Percent of List Price Received*	116.3%	123.4%	+ 6.1%	113.2%	118.7%	+ 4.9%
Months Supply	1.0	1.1	+ 10.0%			

Does not account for sale concessions and/or downpayment assistance. I Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condo/TIC/Coop		March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	1	0	- 100.0%	3	1	- 66.7%	
Pending Sales	1	0	- 100.0%	1	1	0.0%	
Sold Listings	0	0		0	1		
Median Sales Price*	\$0	\$0	-	\$0	\$1,045,000		
Average Sales Price*	\$0	\$0		\$0	\$1,045,000		
Days on Market	0	0		0	0		
Active Listings	3	0	- 100.0%				
% of Properties Sold Over List Price	0.0%	0.0%		0.0%	100.0%	-	
Percent of List Price Received*	0.0%	0.0%		0.0%	105.0%		
Months Supply	3.0	0.0	- 100.0%	-			

\* Does not account for sale concessions and/or downpayment assistance. I Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size



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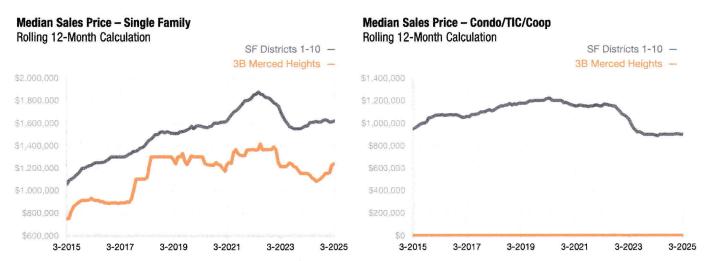
# **3B Merced Heights**

Single Family		March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	0	6		9	11	+ 22.2%	
Pending Sales	2	3	+ 50.0%	8	7	- 12.5%	
Sold Listings	4	3	- 25.0%	10	7	- 30.0%	
Median Sales Price*	\$1,372,500	\$1,275,000	- 7.1%	\$1,115,250	\$1,250,000	+ 12.1%	
Average Sales Price*	\$1,486,250	\$1,341,667	- 9.7%	\$1,310,550	\$1,268,786	- 3.2%	
Days on Market	13	11	- 15.4%	14	19	+ 35.7%	
Active Listings	1	4	+ 300.0%				
% of Properties Sold Over List Price	100.0%	100.0%	0.0%	90.0%	85.7%	- 4.8%	
Percent of List Price Received*	116.1%	132.0%	+ 13.7%	111.2%	122.1%	+ 9.8%	
Months Supply	0.4	1.8	+ 350.0%	_			

<sup>\*\*</sup>Does not account for sale concessions and/or downpayment assistance. I Percent changes are calculated using rounded figures and can sometimes took extreme due to small sample size

Condo/TIC/Coop	March			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	0	0	-	0	0		
Pending Sales	0	0	· ·	0	0		
Sold Listings	0	0		0	0		
Median Sales Price*	\$0	\$0	2 × × × × × × × × × × × × × × × × × × ×	\$0	\$0	4 7 E	
Average Sales Price*	\$0	\$0		\$0	\$0		
Days on Market	0	0		0	0	12	
Active Listings	0	0					
% of Properties Sold Over List Price	0.0%	0.0%		0.0%	0.0%		
Percent of List Price Received*	0.0%	0.0%		0.0%	0.0%		
Months Supply	0.0	0.0					

<sup>\*</sup>Does not account for sale concessions and/or downpayment assistance. I. Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size



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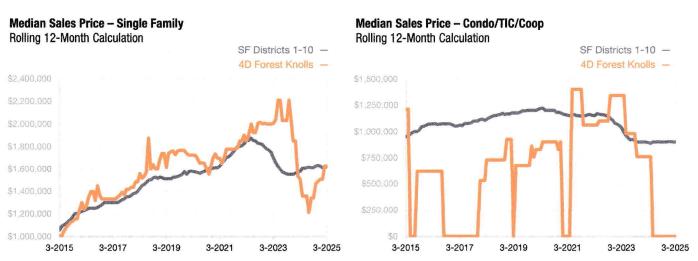
# **4D Forest Knolls**

Single Family		March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	0	0		2	4	+ 100.0%	
Pending Sales	0	1	-	2	3	+ 50.0%	
Sold Listings	1	1	0.0%	2	2	0.0%	
Median Sales Price*	\$1,505,000	\$1,390,000	- 7.6%	\$1,245,000	\$1,507,500	+ 21.1%	
Average Sales Price*	\$1,505,000	\$1,390,000	- 7.6%	\$1,245,000	\$1,507,500	+ 21.1%	
Days on Market	6	13	+ 116.7%	20	10	- 50.0%	
Active Listings	0	0					
% of Properties Sold Over List Price	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%	
Percent of List Price Received*	116.2%	116.0%	- 0.2%	111.4%	110.3%	- 1.0%	
Months Supply	0.0	0.0					

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condo/TIC/Coop		March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	0	0		0	1		
Pending Sales	0	0	) h-	0	0	-	
Sold Listings	0	0		0	0		
Median Sales Price*	\$0	\$0	<u>-</u>	\$0	\$0	·	
Average Sales Price*	\$0	\$0		\$0	\$0		
Days on Market	0	0	-	0	0		
Active Listings	0	1					
% of Properties Sold Over List Price	0.0%	0.0%		0.0%	0.0%	·	
Percent of List Price Received*	0.0%	0.0%		0.0%	0.0%		
Months Supply	0.0	0.0					

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



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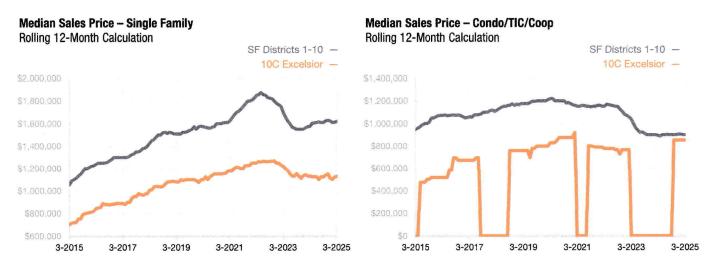
# **10C Excelsior**

Single Family		March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	6	13	+ 116.7%	23	34	+ 47.8%	
Pending Sales	7	6	- 14.3%	22	20	- 9.1%	
Sold Listings	4	8	+ 100.0%	17	20	+ 17.6%	
Median Sales Price*	\$1,129,000	\$1,300,000	+ 15.1%	\$1,068,000	\$1,275,000	+ 19.4%	
Average Sales Price*	\$1,096,125	\$1,207,176	+ 10.1%	\$1,097,088	\$1,201,645	+ 9.5%	
Days on Market	28	33	+ 17.9%	52	38	- 26.9%	
Active Listings	16	16	0.0%				
% of Properties Sold Over List Price	75.0%	62.5%	- 16.7%	64.7%	65.0%	+ 0.5%	
Percent of List Price Received*	109.7%	113.9%	+ 3.8%	109.1%	112.1%	+ 2.7%	
Months Supply	2.2	1.9	- 13.6%	5-		-	

Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can semetimes look extreme due to small sample size.

Condo/TIC/Coop		March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	0	0		0	0		
Pending Sales	0	0		0	0		
Sold Listings	0	0		0	0		
Median Sales Price*	\$0	\$0		\$0	\$0	2 0 mm	
Average Sales Price*	\$0	\$0		\$0	\$0		
Days on Market	0	0		0	0		
Active Listings	0	0					
% of Properties Sold Over List Price	0.0%	0.0%		0.0%	0.0%	-	
Percent of List Price Received*	0.0%	0.0%		0.0%	0.0%	-	
Months Supply	0.0	0.0	_	-	-		

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. 1 Percent changes are calculated using rounded figures and can sometimes took extreme due to small sample size.



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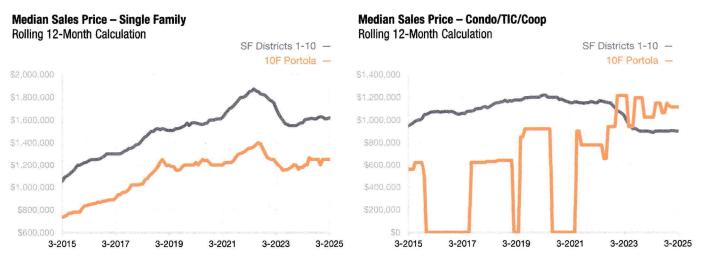
## 10F Portola

Single Family Key Metrics		March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	6	9	+ 50.0%	11	23	+ 109.1%	
Pending Sales	2	5	+ 150.0%	8	15	+ 87.5%	
Sold Listings	3	5	+ 66.7%	7	15	+ 114.3%	
Median Sales Price*	\$1,120,000	\$1,210,000	+ 8.0%	\$1,120,000	\$1,210,000	+ 8.0%	
Average Sales Price*	\$1,190,000	\$1,440,675	+ 21.1%	\$1,166,000	\$1,271,552	+ 9.1%	
Days on Market	6	41	+ 583.3%	28	37	+ 32.1%	
Active Listings	7	11	+ 57.1%				
% of Properties Sold Over List Price	66.7%	80.0%	+ 19.9%	57.1%	80.0%	+ 40.1%	
Percent of List Price Received*	109.8%	115.4%	+ 5.1%	104.1%	114.9%	+ 10.4%	
Months Supply	1.4	2.1	+ 50.0%	-	·		

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condo/TIC/Coop		March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	3	0	- 100.0%	3	0	- 100.0%	
Pending Sales	0	0		0	0	-	
Sold Listings	0	0		0	0		
Median Sales Price*	\$0	\$0		\$0	\$0		
Average Sales Price*	\$0	\$0		\$0	\$0		
Days on Market	0	0	-	0	0	_	
Active Listings	3	0	- 100.0%				
% of Properties Sold Over List Price	0.0%	0.0%		0.0%	0.0%		
Percent of List Price Received*	0.0%	0.0%		0.0%	0.0%		
Months Supply	3.0	0.0	- 100.0%				

\*Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



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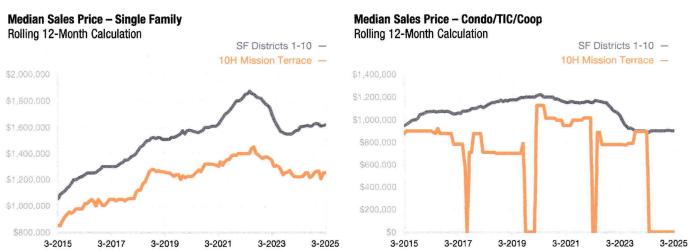
# **10H Mission Terrace**

Single Family		March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	5	2	- 60.0%	11	13	+ 18.2%	
Pending Sales	5	2	- 60.0%	7	8	+ 14.3%	
Sold Listings	1	3	+ 200.0%	3	8	+ 166.7%	
Median Sales Price*	\$1,289,000	\$1,280,000	- 0.7%	\$1,289,000	\$1,225,000	- 5.0%	
Average Sales Price*	\$1,289,000	\$1,251,667	- 2.9%	\$1,254,267	\$1,201,875	- 4.2%	
Days on Market	21	12	- 42.9%	61	18	- 70.5%	
Active Listings	7	4	- 42.9%				
% of Properties Sold Over List Price	0.0%	100.0%		0.0%	100.0%		
Percent of List Price Received*	100.0%	128.5%	+ 28.5%	96.7%	122.1%	+ 26.3%	
Months Supply	2.5	1.0	- 60.0%				

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. I Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size

Condo/TIC/Coop		March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change	
New Listings	0	1		0	1		
Pending Sales	0	0		0	0	-	
Sold Listings	0	0		0	0		
Median Sales Price*	\$0	\$0		\$0	\$0	0	
Average Sales Price*	\$0	\$0		\$0	\$0		
Days on Market	0	0	-	0	0	-	
Active Listings	0	1					
% of Properties Sold Over List Price	0.0%	0.0%	- 1	0.0%	0.0%	· ·	
Percent of List Price Received*	0.0%	0.0%		0.0%	0.0%		
Months Supply	0.0	0.0	- ·				

\*Does not account for sale concessions and/or downpayment assistance, 1 Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.





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# **Monthly Indicators**

#### March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings were up 11.5 percent for single family homes and 11.8 percent for Condo/TIC/Coop properties. Pending Sales increased 0.5 percent for single family homes and 13.9 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 3.5 percent to \$1,809,188 for single family homes but decreased 4.0 percent to \$1,104,200 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 16.7 percent for single family units and 14.0 percent for Condo/TIC/Coop units.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

#### **Monthly Snapshot**

Single Family Activity Overview

+ 3.5% - 4.0% + 0.7%

One-Year Change in Median Sales Price Single Family

One-Year Change in Median Sales Price Condo/TIC/Coop All Property Types

Residential real estate activity in San Francisco County (Districts 1-10) composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

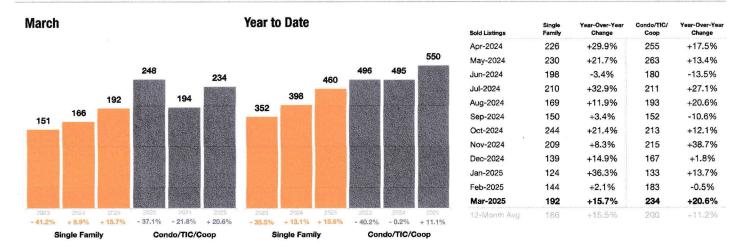
Single Furnity Motivity Overview	
Condo/TIC/Coop Activity Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Days on Market Until Sale	9
Inventory of Active Listings	10
% of Properties Sold Over List Price	11
% of List Price Received	12
Housing Affordability Ratio	13
Months Supply of Inventory	14
All Properties Activity Overview	15
Activity by District	16

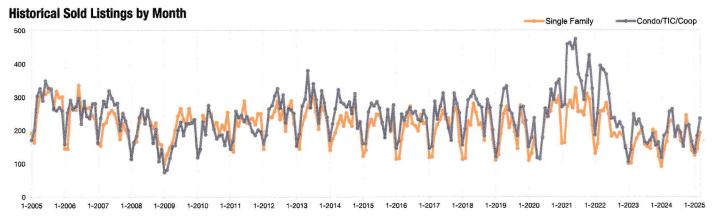


### **Sold Listings**

A count of the actual sales that closed in a given month.





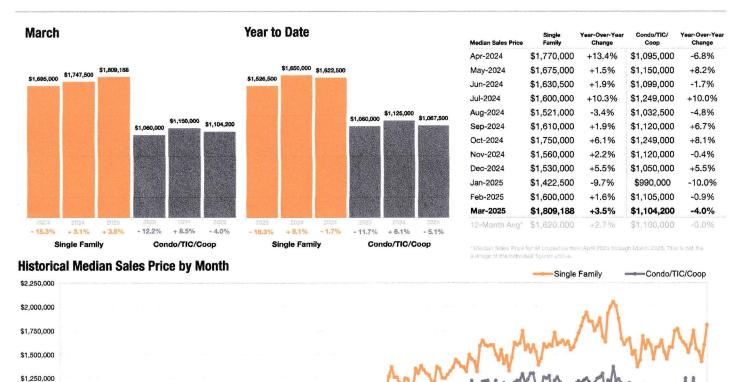


### **Median Sales Price**

\$1,000,000 \$750,000 \$600,000







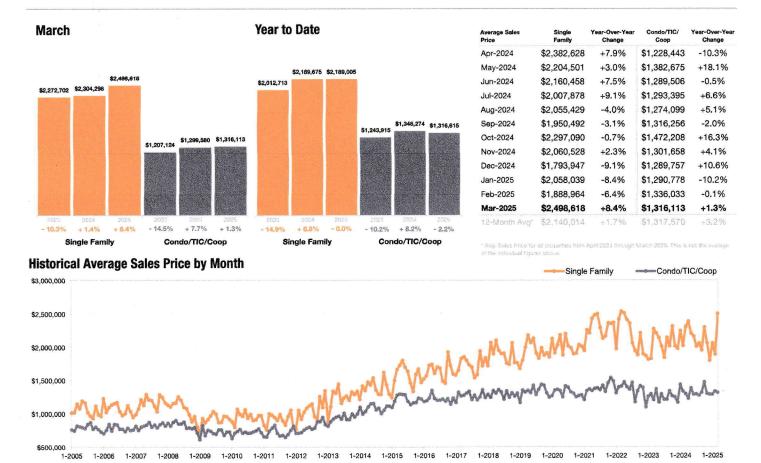
1-2015

1-2010 1-2011 1-2012 1-2013 1-2014

### **Average Sales Price**

Average sales price for all closed sales, not accounting for seller concessions, in a given month,

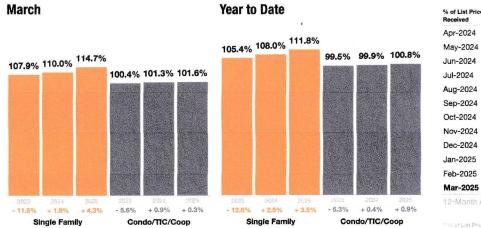




### % of List Price Received



Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions,



% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change		
Apr-2024	113.1%	+5.6%	101.9%	+2.0%		
May-2024	113.6%	+5.0%	102.6%	+2.5%		
Jun-2024	113.7%	+4.7%	100.3%	-0.3%		
Jul-2024	111.2%	+2.7%	101.4%	+1.8%		
Aug-2024	111.2%	+3.7%	99.6%	+0.1%		
Sep-2024	111.7%	+3.8%	102.1%	+3.1%		
Oct-2024	112.5%	+4.3%	102.1%	+2.4%		
Nov-2024	109.1%	+2.9%	99.4%	-0.6%		
Dec-2024	111.1%	+6.5%	98.1%	-0.9%		
Jan-2025	106.0%	+1.3%	98.4%	+1.7%		
Feb-2025	113.0%	+4.7%	101.4%	+0.9%		
Mar-2025	114.7%	+4.3%	101.6%	+0.3%		
12-Month Avg1	112.0%	+4.1%	100.9%	+1.1%		

is of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

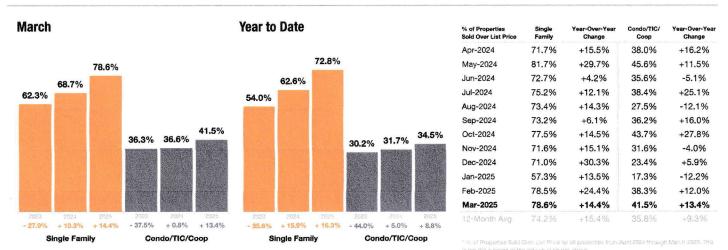
#### Historical % of List Price Received by Month



### % of Properties Sold Over List Price



Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller



#### Historical % of Properties Sold Over List Price by Month



# All Properties Activity Overview Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars		3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	3-2022 3-2023 3	3-2024 3-2025	630	706	+ 12.1%	1,770	1,952	+ 10.3%
Pending Sales	3-2022 3-2023 3	3-2024 3-2025	453	488	+ 7.7%	1,085	1,181	+ 8.8%
Sold Listings	3-2022 3-2023 3	3-2024 3-2025	366	435	+ 18.9%	907	1,027	+ 13.2%
Median Sales Price	3-2022 3-2023 3	3-2024 3-2025	\$1,380,000	\$1,390,000	+ 0.7%	\$1,350,000	\$1,344,500	- 0.4%
Avg. Sales Price	3-2022 3-2023 3	3-2024 3-2025	\$1,753,489	\$1,838,846	+ 4.9%	\$1,714,214	\$1,708,757	- 0.3%
Days on Market	3-2022 3-2023 3	3-2024 3-2025	39	34	- 12.8%	49	46	- 6.1%
Active Listings	3-2022 3-2023 3	3-2024 3-2025	1,099	1,039	- 5.5%		1999	
% of Properties Sold Over List Price	3-2022 3-2023 3	3-2024	51.6%	57.9%	+ 12.2%	45.8%	51.9%	+ 13.3%
% of List Price Received	3-2022 3-2023 3	3-2024 3-2025	105.3%	107.3%	+ 1.9%	103.5%	105.7%	+ 2.1%
Affordability Ratio		-2024 3-2026	26	25	- 3.8%	26	27	+ 3.8%
Months Supply	3-2022 3-2023 3	3-2024	3.1	2.6	- 16.1%		-	

# **Activity by District**





SF District 1: Northwest (Sea Cliff, Lake, Jordan Park / Laurel Heights, Outer Richmond, Central Richmond, Inner Richmond, Lone Mountain)

SF District 2: Central West (Outer Sunset, Central Sunset, Inner Sunset, Outer Parkside, Parkside, Inner Parkside, Golden Gate Heights)

SF District 3: Southwest (Pine Lake Park, Lake Shore, Merced Manor, Stonestown, Lakeside, Merced Heights, Ingleside, Ingleside Heights, Oceanview) SF District 4: Twin Peaks W (Forest Hill (& Ext), W Portal, St Francis Wd, Balboa Terr, Mt Dav Manor, Ingleside Terr, Monterey Hts, Wstwd Pk & H'Inds, Shrwd Fst, Miraloma Pk, Dmnd Hts, Mdtwn Terr)

SF District 5: Central (Haight Ashbury, Cole Vly / Prassus Hts, Clarndn Hts, Corona Hts, Twin Pks, Glen Pk, Noe Vly, Eureka Vly / Dolores Hts, Mission Dolores, Duboce Trngl, Buena Vista / Ashbury Hts)

SF District 6: Central North (Lower Pacific Heights, Anza Vista, Western Addition, North Panhandle, Alamo Square, Hayes Valley)

SF District 7: North (Marina, Cow Hollow, Presidio Heights, Pacific Heights)

SF District 8: Northeast (North Waterfront, North Beach, Russian Hill, Telegraph Hill, Nob Hill, Financial District / Barbary Coast, Downtown, Van Ness / Civic Center, Tenderloin)

SF District 9: Central East (Yerba Buena, South Beach, South of Market, Mission Bay, Inner Mission, Potrero Hill, Central Waterfront / Dogpatch, Bernal Heights)

SF District 10: Southeast (Outer Mission, Mission Terr, Excelsior, Portola, Bayview, Silver Terr, Hunters Pt, Candlestick Pt, Bayview Hts, Little Hollywood, Visitation Vty, Crocker Amazon)

		Ac	tive Listin	igs	<b>Sold Listings</b>			Median Sales Price			Days on Market			Months Supply		
		3-2024	3-2025	+/-	3-2024	3-2025	+/-	3-2024	3-2025	+/-	3-2024	3-2025	+/-	3-2024	3-2025	+/-
Sing	ale Family									general a community						
1	SF District 1	26	21	-19.2%	20	19	-5.0%	\$2,273,750	\$2,200,000	-3.2%	26	17	-34.6%	1.7	1.3	-23.5%
2	SF District 2	30	27	-10.0%	29	37	+27.6%	\$1,550,000	\$1,600,000	+3.2%	22	13	-40.9%	1.0	0.8	-20.0%
3	SF District 3	23	20	-13.0%	13	10	-23.1%	\$1,550,000	\$1,237,500	-20.2%	26	18	-30,8%	1.9	1.6	-15.8%
4	SF District 4	24	23	-4.2%	23	29	+26.1%	\$1,950,000	\$2,000,000	+2.6%	17	16	-5.9%	1.1	0.9	-18.2%
5	SF District 5	42	50	+19.0%	27	30	+11.1%	\$2,620,000	\$2,959,444	+13.0%	41	21	-48.8%	1.9	2.0	+5.3%
6	SF District 6	2	7	+250.0%	3	4	+33.3%	\$3,950,000	\$3,950,000	0.0%	22	15	-31.8%	0.6	2.3	+283.3%
7	SF District 7	40	19	-52.5%	11	11	0.0%	\$4,351,000	\$7,650,000	+75.8%	22	26	+18.2%	4.2	2.0	-52.4%
8	SF District 8	6	9	+50.0%	3	4	+33.3%	\$1,298,000	\$4,758,813	+266.6%	25	71	+184.0%	2.9	3.7	+27.6%
9	SF District 9	35	31	-11.4%	14	17	+21.4%	\$1,650,000	\$1,700,000	+3.0%	25	20	-20.0%	2.1	1.6	-23.8%
10	SF District 10	63	69	+9.5%	23	31	+34.8%	\$1,100,000	\$1,200,000	+9.1%	37	30	-18.9%	2.0	1.8	-10.0%
Con	do/TIC/Coop															
1	SF District 1	20	16	-20.0%	5	11	+120.0%	\$1,564,000	\$1,370,000	-12.4%	47	19	-59.6%	2.2	1.5	-31.8%
2	SF District 2	10	7	-30.0%	5	7	+40.0%	\$1,440,000	\$1,467,000	+1.9%	41	20	-51.2%	3.2	1.7	-46.9%
3	SF District 3	3	7	+133.3%	2	1	-50.0%	\$678,000	\$1,305,000	+92.5%	16	15	-6.3%	1.6	4.1	+156.3%
4	SF District 4	11	17	+54.5%	3	5	+66.7%	\$823,500	\$499,900	-39.3%	71	73	+2.8%	2.9	4.9	+69.0%
5	SF District 5	68	47	-30.9%	35	36	+2.9%	\$1,335,000	\$1,215,000	-9.0%	25	31	+24.0%	2.2	1.6	-27.3%
6	SF District 6	56	42	-25.0%	13	21	+61.5%	\$1,130,000	\$1,250,000	+10.6%	37	33	-10.8%	3.1	2.2	-29.0%
7	SF District 7	73	72	-1.4%	20	27	+35.0%	\$1,899,000	\$1,950,000	+2.7%	43	30	-30.2%	3.6	2.8	-22.2%
8	SF District 8	199	165	-17.1%	40	41	+2.5%	\$1,255,000	\$1,350,000	+7.6%	54	45	-16,7%	5.5	4.3	-21.8%
9	SF District 9	314	336	+7.0%	67	77	+14.9%	\$995,000	\$795,000	-20.1%	62	56	-9.7%	5.6	5.3	-5.4%
10	SF District 10	38	35	-7.9%	4	8	+100.0%	\$401,500	\$636,900	+58.6%	82	120	+46.3%	8.4	5.3	-36.9%