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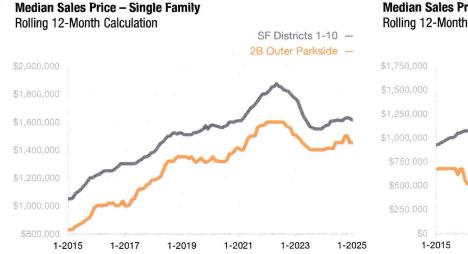
## 2B Outer Parkside

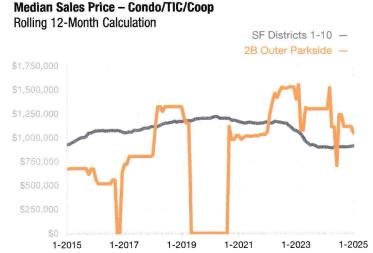
Single Family	January			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	Percent Change	
New Listings	8	5	- 37.5%	8	5	- 37.5%	
Pending Sales	5	4	- 20.0%	5	4	- 20.0%	
Sold Listings	4	4	0.0%	4	4	0.0%	
Median Sales Price*	\$1,350,000	\$1,435,000	+ 6.3%	\$1,350,000	\$1,435,000	+ 6.3%	
Average Sales Price*	\$1,344,000	\$1,438,750	+ 7.0%	\$1,344,000	\$1,438,750	+ 7.0%	
Days on Market	114	19	- 83.3%	114	19	- 83.3%	
Active Listings	8	1	- 87.5%				
% of Properties Sold Over List Price	25.0%	100.0%	+ 300.0%	25.0%	100.0%	+ 300.0%	
Percent of List Price Received*	99.5%	111.3%	+ 11.9%	99.5%	111.3%	+ 11.9%	
Months Supply	1.7	0.1	- 94.1%				

<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	January			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	Percent Change
New Listings	1	1	0.0%	1	1	0.0%
Pending Sales	0	1		0	1	-
Sold Listings	0	1		0	1	
Median Sales Price*	\$0	\$1,045,000		\$0	\$1,045,000	), 1 <del>-2</del>
Average Sales Price*	\$0	\$1,045,000		\$0	\$1,045,000	-
Days on Market	0	0		0	0	-
Active Listings	2	0	- 100.0%			
% of Properties Sold Over List Price	0.0%	100.0%		0.0%	100.0%	
Percent of List Price Received*	0.0%	105.0%	-	0.0%	105.0%	
Months Supply	2.0	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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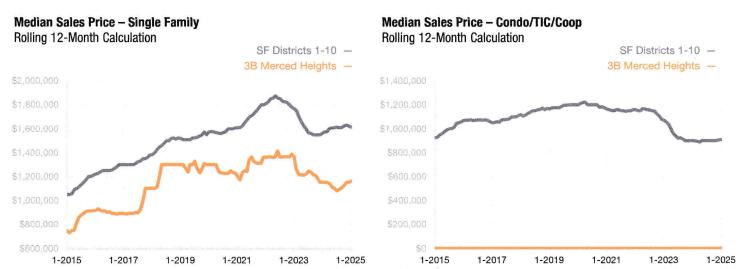
## **3B Merced Heights**

Single Family	January			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	Percent Change
New Listings	4	3	- 25.0%	4	3	- 25.0%
Pending Sales	1	2	+ 100.0%	1	2	+ 100.0%
Sold Listings	2	4	+ 100.0%	2	4	+ 100.0%
Median Sales Price*	\$1,055,000	\$1,200,000	+ 13.7%	\$1,055,000	\$1,200,000	+ 13.7%
Average Sales Price*	\$1,055,000	\$1,214,125	+ 15.1%	\$1,055,000	\$1,214,125	+ 15.1%
Days on Market	13	27	+ 107.7%	13	27	+ 107.7%
Active Listings	4	1	- 75.0%			
% of Properties Sold Over List Price	100.0%	75.0%	- 25.0%	100.0%	75.0%	- 25.0%
Percent of List Price Received*	105.8%	114.7%	+ 8.4%	105.8%	114.7%	+ 8.4%
Months Supply	1.6	0.4	- 75.0%	-		

<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		<b>January</b>		Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	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	, , , , <del>, ,</del> - , ,
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	, ii	-		

<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.



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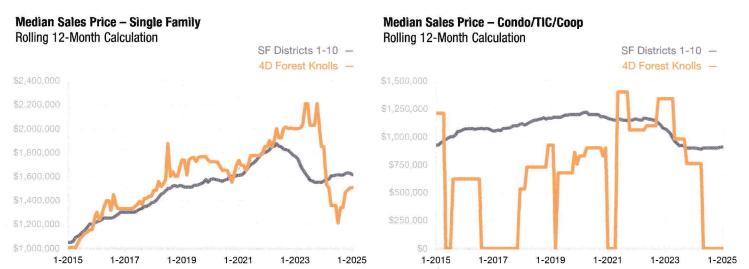
### **4D Forest Knolls**

Single Family Key Metrics	January			Year to Date		
	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	Percent Change
New Listings	1	0	- 100.0%	1	0	- 100.0%
Pending Sales	0	0		0	0	-
Sold Listings	0	0		0	O	
Median Sales Price*	\$0	\$0		\$0	\$0	
Average Sales Price*	\$0	\$0		\$0	\$0	
Days on Market	0	0	-	0	0	-
Active Listings	1	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%	<b></b>	0.0%	0.0%	
Months Supply	1.0	0.0	- 100.0%			

<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	January			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	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	, ° -, °,
Average Sales Price*	\$0	\$0		\$0	\$0	
Days on Market	0	0	-	0	0	
Active Listings	0	0		Section 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		-		

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



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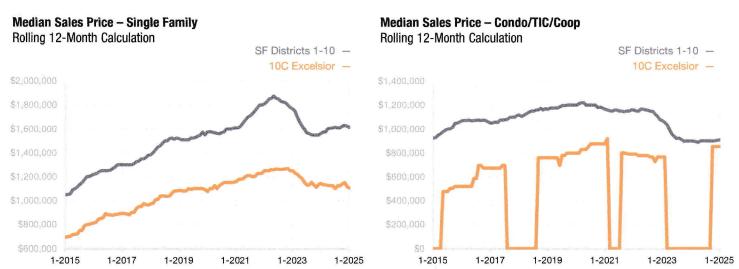
## **10C Excelsior**

Single Family	January			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	Percent Change
New Listings	7	10	+ 42.9%	7	10	+ 42.9%
Pending Sales	8	6	- 25.0%	8	6	- 25.0%
Sold Listings	2	2	0.0%	2	2	0.0%
Median Sales Price*	\$1,250,000	\$1,162,500	- 7.0%	\$1,250,000	\$1,162,500	- 7.0%
Average Sales Price*	\$1,250,000	\$1,162,500	- 7.0%	\$1,250,000	\$1,162,500	- 7.0%
Days on Market	47	56	+ 19.1%	47	56	+ 19.1%
Active Listings	17	13	- 23.5%			==
% of Properties Sold Over List Price	100.0%	0.0%	- 100.0%	100.0%	0.0%	- 100.0%
Percent of List Price Received*	119.7%	96.3%	- 19.5%	119.7%	96.3%	- 19.5%
Months Supply	2.3	1.6	- 30.4%	<u> </u>		

<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		January			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	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	<del>-</del>	\$0	\$0	7	
Average Sales Price*	\$0	\$0		\$0	\$0		
Days on Market	0	0	<u>-</u> - 1	0	0	-	
Active Listings	0	0					
% of Properties Sold Over List Price	0.0%	0.0%		0.0%	0.0%	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
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. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



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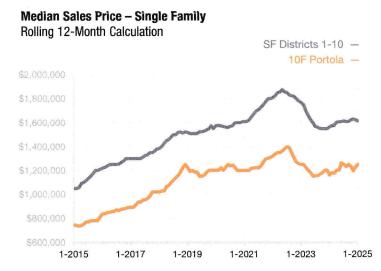
## 10F Portola

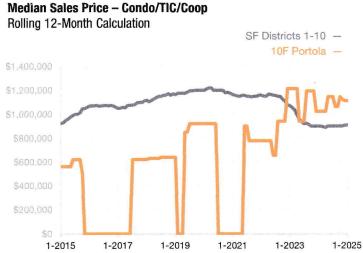
Single Family	January			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	Percent Change
New Listings	2	4	+ 100.0%	2	4	+ 100.0%
Pending Sales	4	6	+ 50.0%	4	6	+ 50.0%
Sold Listings	2	5	+ 150.0%	2	5	+ 150.0%
Median Sales Price*	\$906,000	\$1,184,900	+ 30.8%	\$906,000	\$1,184,900	+ 30.8%
Average Sales Price*	\$906,000	\$1,143,980	+ 26.3%	\$906,000	\$1,143,980	+ 26.3%
Days on Market	16	37	+ 131.3%	16	37	+ 131.3%
Active Listings	2	3	+ 50.0%	-		
% of Properties Sold Over List Price	50.0%	60.0%	+ 20.0%	50.0%	60.0%	+ 20.0%
Percent of List Price Received*	100.6%	108.0%	+ 7.4%	100.6%	108.0%	+ 7.4%
Months Supply	0.4	0.6	+ 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		January		Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	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	
Average Sales Price*	\$0	\$0		\$0	\$0	
Days on Market	0	0	- 1	0	0	
Active Listings	1	0	- 100.0%			
% of Properties Sold Over List Price	0.0%	0.0%		0.0%	0.0%	1 <del>48</del>
Percent of List Price Received*	0.0%	0.0%		0.0%	0.0%	
Months Supply	1.0	0.0	- 100.0%			

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





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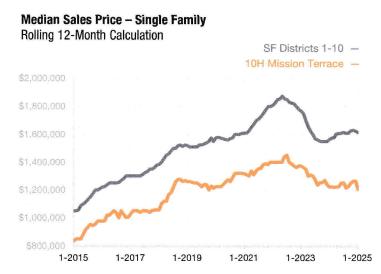
## **10H Mission Terrace**

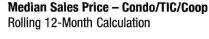
Single Family	January			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	Percent Change
New Listings	1	5	+ 400.0%	1	5	+ 400.0%
Pending Sales	1	3	+ 200.0%	1	3	+ 200.0%
Sold Listings	2	3	+ 50.0%	2	3	+ 50.0%
Median Sales Price*	\$1,236,900	\$1,000,000	- 19.2%	\$1,236,900	\$1,000,000	- 19.2%
Average Sales Price*	\$1,236,900	\$1,050,000	- 15.1%	\$1,236,900	\$1,050,000	- 15.1%
Days on Market	81	30	- 63.0%	81	30	- 63.0%
Active Listings	3	3	0.0%			
% of Properties Sold Over List Price	0.0%	100.0%		0.0%	100.0%	<u></u> -
Percent of List Price Received*	95.0%	113.3%	+ 19.3%	95.0%	113.3%	+ 19.3%
Months Supply	1.2	0.7	- 41.7%		<u></u>	

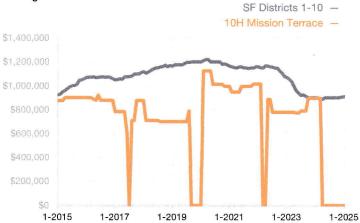
<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condo/TIC/Coop	January			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 1-2024	Thru 1-2025	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	
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	-	_	-	- " y

<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.







#### SAN FRANCISCO ASSOCIATION of REALTORS

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## **Monthly Indicators**

#### January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings were up 18.4 percent for single family homes and 17.6 percent for Condo/TIC/Coop properties. Pending Sales increased 22.6 percent for single family homes and 34.6 percent for Condo/TIC/Coop properties.

The Median Sales Price was down 9.7 percent to \$1,422,500 for single family homes and 10.0 percent to \$990,000 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 26.7 percent for single family units and 17.6 percent for Condo/TIC/Coop units.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

#### **Monthly Snapshot**

Single Family Activity Overview

- 9.7% - 10.0% - 3.8%

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.

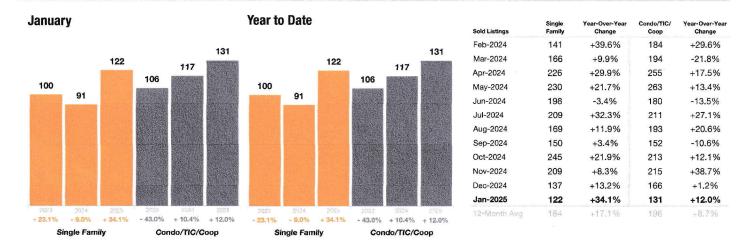
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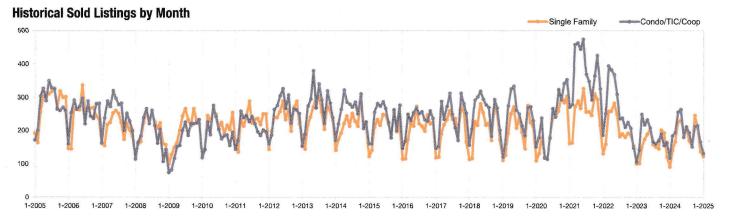


## **Sold Listings**

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



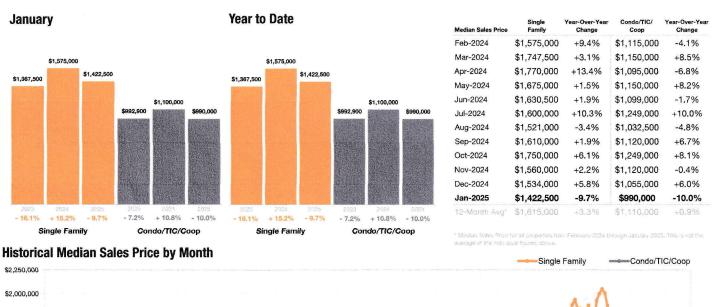


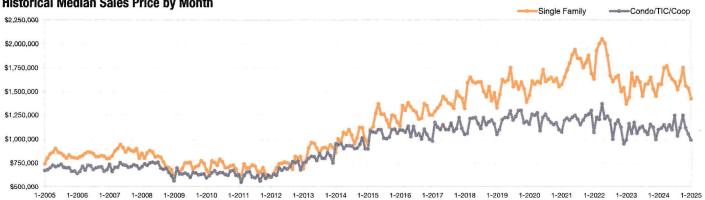


#### **Median Sales Price**

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month



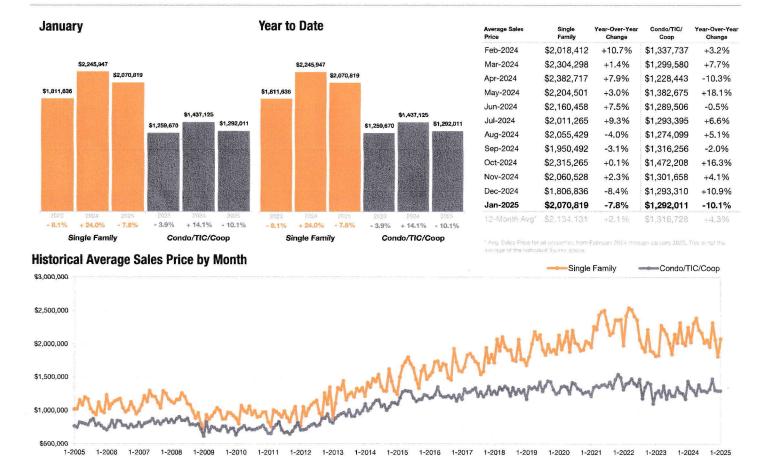




### **Average Sales Price**

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

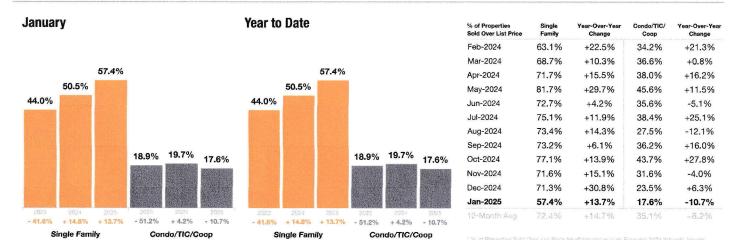




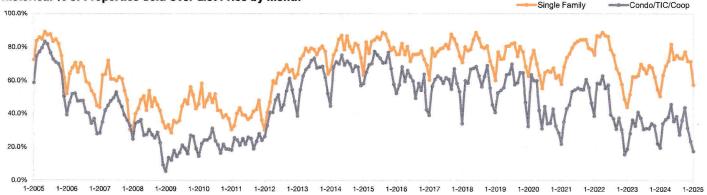
### % of Properties Sold Over List Price



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



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

Janua	ry											
103.2%	104.6%	106.0%	97.9%	96.8%	98.4%	103.2%	104.6%	106.0%	97.9%	96.8%	98.4%	
2025 - <b>12.1%</b>	2024 + <b>1.4%</b>	2025 + <b>1.3%</b>	2023 - <b>3.2%</b>	2024 - 1.1%	2025 + 1.7%	2023 - <b>12.1%</b>	2024	2025 + <b>1.3%</b>	2023 - 3.2%	2024 - <b>1.1%</b>	2028 + 1.7%	
Sit	ngle Fami	ly	Con	do/TIC/C	оор	Si	ngle Fami	ily	Condo/TIC/Coop			

% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Feb-2024	107.9%	+4.1%	100.5%	+1.5%
Mar-2024	110.0%	+1.9%	101.3%	+0.9%
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	111.2%	+6.6%	98.1%	-0.9%
Jan-2025	106.0%	+1.3%	98.4%	+1.7%
12-Month Avg*	111.2%	+3.9%	100.8%	+1.2%

\* 14 of List Price Received for all properties from Fabruary 2024 through January 2025. This is not the average of the individual floures above.

#### Historical % of List Price Received 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	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	1-2022 1-2023 1-2024 1-2025	536	639	+ 19.2%	536	639	+ 19.2%
Pending Sales	1-2022 1-2023 1-2024 1-2025	263	341	+ 29.7%	263	341	+ 29.7%
Sold Listings	1-2022 1-2023 1-2024 1-2025	213	257	+ 20.7%	213	257	+ 20.7%
Median Sales Price	1-2022 1-2023 1-2024 1-2025	\$1,300,000	\$1,250,000	- 3.8%	\$1,300,000	\$1,250,000	- 3.8%
Avg. Sales Price	1-2022 1-2023 1-2024 1-2025	\$1,775,961	\$1,664,198	- 6.3%	\$1,775,961	\$1,664,198	- 6.3%
Days on Market	1-2022 1-2023 1-2024 1-2025	75	73	- 2.7%	75	73	- 2.7%
Active Listings	1-2022 1-2023 1-2024 1-2025	871	795	- 8.7%			1
% of Properties Sold Over List Price	1-2022 1-2023 1-2024 1-2025	33.3%	37.0%	+ 11.1%	33.3%	37.0%	+ 11.1%
% of List Price Received	1-2022 1-2023 1-2024 1-2025	100.2%	102.1%	+ 1.9%	100.2%	102.1%	+ 1.9%
Affordability Ratio	1-2022 1-2023 1-2024 1-2025	26	27	+ 3.8%	26	27	+ 3.8%
Months Supply	1-2022 1-2023 1-2024 1-2025	2.5	2.0	- 20.0%	Wilderman production and production		

## **Activity by District**

Key metrics by report month for the districts of San Francisco





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)

District 10: Southeast (Outer Mission Mission Mission Farr Excelsion Portola Ravview Silver Farr Hunters Pt. Candlestick Pt. Ravview Hts. Little Hollowood Visitation Viv. Crocker Amazon

		Active Listings			Sold Listings			Median Sales Price			Day	s on Mai	ket	Months Supply		
		1-2024	1-2025	+/-	1-2024	1-2025	+/-	1-2024	1-2025	+/-	1-2024	1-2025	+/-	1-2024	1-2025	+/-
Singl	e Family															
1	SF District 1	12	16	+33.3%	13	7	-46.2%	\$1,715,000	\$2,440,000	+42.3%	79	49	-38.0%	0.8	1.0	+25.0%
2	SF District 2	26	23	-11.5%	14	21	+50.0%	\$1,528,000	\$1,495,000	-2.2%	66	31	-53.0%	0.9	0.7	-22.2%
3	SF District 3	26	15	-42.3%	9	8	-11.1%	\$1,100,000	\$1,175,000	+6.8%	33	27	-18.2%	2.3	1.2	-47.8%
4	SF District 4	25	18	-28.0%	13	11	-15.4%	\$1,925,000	\$2,050,000	+6.5%	61	55	-9.8%	1,1	0.7	-36.4%
5	SF District 5	33	31	-6.1%	10	15	+50.0%	\$2,725,000	\$2,600,000	-4.6%	58	50	-13.8%	1.6	1.2	-25.0%
6	SF District 6	3	5	+66.7%	1	4	+300.0%	\$3,615,000	\$2,570,888	-28.9%	10	68	+580.0%	1.0	1.8	+80.0%
7	SF District 7	21	15	-28.6%	8	4	-50.0%	\$5,262,500	\$5,650,000	+7.4%	73	189	+158.9%	2.5	1.5	-40.0%
8	SF District 8	8	9	+12.5%	0	1		\$0	\$3,000,000		0	6		4.8	3.2	-33.3%
9	SF District 9	23	30	+30.4%	7	20	+185.7%	\$1,600,000	\$1,506,250	-5.9%	51	50	-2.0%	1.4	1.6	+14.3%
10	SF District 10	55	48	-12.7%	16	31	+93.8%	\$1,025,000	\$1,000,000	-2.4%	48	41	-14.6%	1.7	1.3	-23.5%
Cond	lo/TIC/Coop															
1	SF District 1	18	14	-22.2%	5	3	-40.0%	\$1,200,000	\$1,695,000	+41.3%	52	48	-7.7%	1.8	1.5	-16.7%
2	SF District 2	5	3	-40.0%	0	3		\$0	\$1,045,000		0	118		1.5	0.8	-46.7%
3	SF District 3	3	2	-33.3%	0	2		\$0	\$612,500	-	0	14		1.3	1.1	-15.4%
4	SF District 4	7	15	+114.3%	0	0	-	\$0	\$0		0	0		2.1	4.6	+119.0%
5	SF District 5	50	37	-26.0%	13	14	+7.7%	\$1,180,000	\$1,029,500	-12.8%	92	65	-29.3%	1.6	1.2	-25.0%
6	SF District 6	36	25	-30.6%	11	10	-9.1%	\$850,000	\$922,500	+8.5%	62	87	+40.3%	1.9	1.3	-31.6%
7	SF District 7	47	52	+10.6%	17	16	-5.9%	\$1,445,000	\$1,612,500	+11.6%	107	68	-36.4%	2.5	2.0	-20.0%
8	SF District 8	158	136	-13.9%	37	32	-13.5%	\$850,000	\$971,563	+14.3%	95	107	+12.6%	4.5	3.5	-22.2%
9	SF District 9	261	257	-1.5%	34	47	+38.2%	\$1,100,000	\$850,000	-22.7%	80	111	+38.8%	4.7	4.1	-12.8%
10	SF District 10	36	25	-30.6%	0	4	-	\$0	\$702,000		0	74		9.4	3.8	-59.6%