

Monthly Indicators

For questions or more information, contact communications@sfrealtors.com.

July 2024

U.S. existing home sales fell 5.4% month-over-month and 5.4% year-over-year to a seasonally adjusted annual rate of 3.89 million units, with monthly sales down in all four regions, according to the National Association of REALTORS® (NAR). Higher mortgage rates, along with rising sales prices, have kept many prospective buyers on the sidelines, despite more home choices and less competition for those homes.

New Listings were up 3.2 percent for single family homes but remained flat for Condo/TIC/Coop properties. Pending Sales increased 40.5 percent for single family homes and 36.9 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 10.3 percent to \$1,600,000 for single family homes and 10.0 percent to \$1,249,000 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 26.3 percent for single family units and 5.0 percent for Condo/TIC/Coop units.

Home prices have maintained their upward trend across much of the country, even as sales slow and inventory improves. According to NAR, the national median existing-home sales price climbed 4.1% year-over-year to \$426,900 as of last measure, an all-time high. Meanwhile, total housing inventory increased 3.1% month-over-month to 1.32 million units heading into July, the highest level since 2020, for a 4.1-month supply at the current sales pace.

Monthly Snapshot

+ 10.3%

+ 10.0%

+6.7%

One-Year Change in Median Sales Price Single Family One-Year Change in Median Sales Price Condo/TIC/Coop

One-Year Change in Median Sales Price 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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Single Family Activity Overview





Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings	7-2021 7-2022 7-2023 7-2024	190	196	+ 3.2%	1,506	1,656	+ 10.0%
Pending Sales	7-2021 7-2022 7-2023 7-2024	131	184	+ 40.5%	1,100	1,326	+ 20.5%
Sold Listings	7-2021 7-2022 7-2023 7-2024	159	208	+ 30.8%	1,079	1,259	+ 16.7%
Median Sales Price	7-2021 7-2022 7-2023 7-2024	\$1,450,000	\$1,600,000	+ 10.3%	\$1,550,000	\$1,650,000	+ 6.5%
Avg. Sales Price	7-2021 7-2022 7-2023 7-2024	\$1,835,021	\$2,001,259	+ 9.1%	\$2,040,042	\$2,200,752	+ 7.9%
Days on Market	7-2021 7-2022 7-2023 7-2024	26	24	- 7.7%	31	29	- 6.5%
Active Listings	7-2021 7-2022 7-2023 7-2024	316	239	- 24.4%			
% of Properties Sold Over List Price	7-2021 7-2022 7-2023 7-2024	66.7%	74.5%	+ 11.7%	61.7%	71.2%	+ 15.4%
% of List Price Received	7-2021 7-2022 7-2023 7-2024	108.3%	111.2%	+ 2.7%	107.2%	111.4%	+ 3.9%
Affordability Ratio	7-2021 7-2022 7-2023 7-2024	27	25	- 7.4%	26	24	- 7.7%
Months Supply	7-2021 7-2022 7-2023 7-2024	1.9	1.4	- 26.3%			

Condo/TIC/Coop Activity Overview



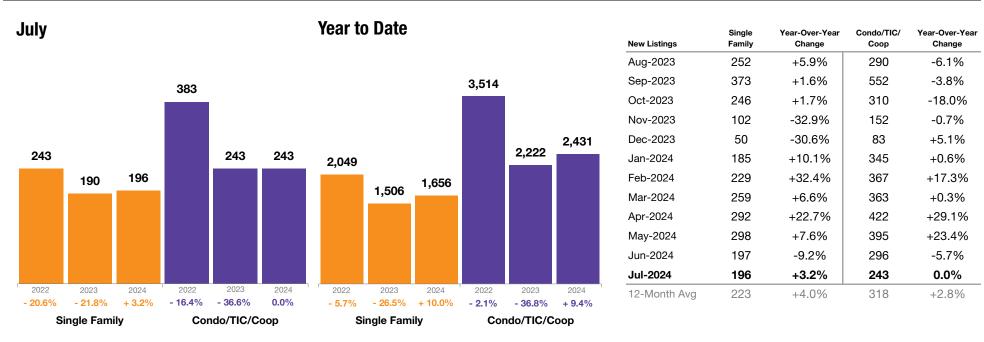


Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings	7-2021 7-2022 7-2023 7-2024	243	243	0.0%	2,222	2,431	+ 9.4%
Pending Sales	7-2021 7-2022 7-2023 7-2024	157	215	+ 36.9%	1,338	1,485	+ 11.0%
Sold Listings	7-2021 7-2022 7-2023 7-2024	166	210	+ 26.5%	1,319	1,398	+ 6.0%
Median Sales Price	7-2021 7-2022 7-2023 7-2024	\$1,135,000	\$1,249,000	+ 10.0%	\$1,100,000	\$1,126,500	+ 2.4%
Avg. Sales Price	7-2021 7-2022 7-2023 7-2024	\$1,213,203	\$1,296,149	+ 6.8%	\$1,256,247	\$1,315,563	+ 4.7%
Days on Market	7-2021 7-2022 7-2023 7-2024	54	56	+ 3.7%	57	54	- 5.3%
Active Listings	7-2021 7-2022 7-2023 7-2024	765	730	- 4.6%			
% of Properties Sold Over List Price	7-2021 7-2022 7-2023 7-2024	30.7%	38.1%	+ 24.1%	33.7%	37.1%	+ 10.1%
% of List Price Received	7-2021 7-2022 7-2023 7-2024	99.6%	101.4%	+ 1.8%	99.8%	101.1%	+ 1.3%
Affordability Ratio	7-2021 7-2022 7-2023 7-2024	39	36	- 7.7%	41	40	- 2.4%
Months Supply	7-2021 7-2022 7-2023 7-2024	4.0	3.8	- 5.0%			

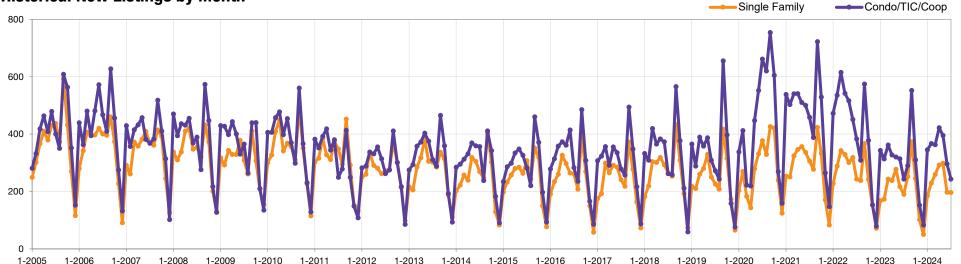
New Listings

A count of the properties that have been newly listed on the market in a given month.





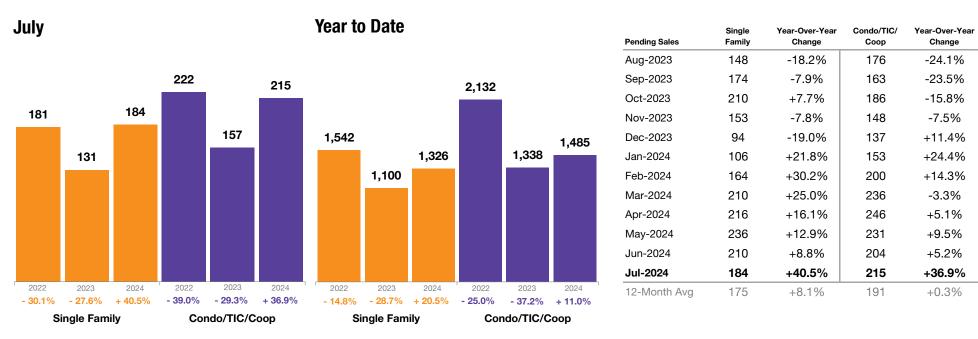
Historical New Listings by Month



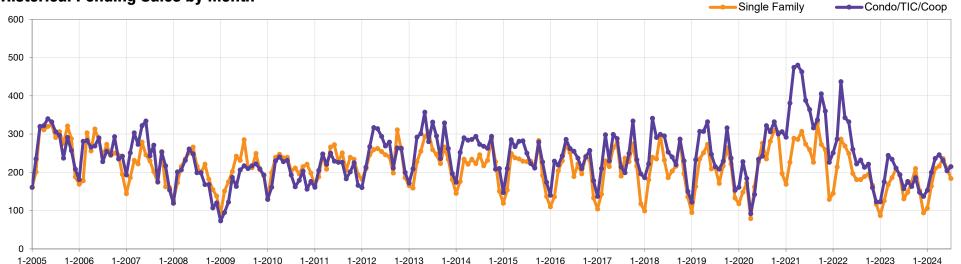
Pending Sales

A count of the properties on which offers have been accepted in a given month.





Historical Pending Sales by Month



Sold Listings

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



Year-Over-Year

Change

-32.5%

-19.0%

-15.2%

-25.6%

+11.6%

+9.4%

+29.6%

-22.2%

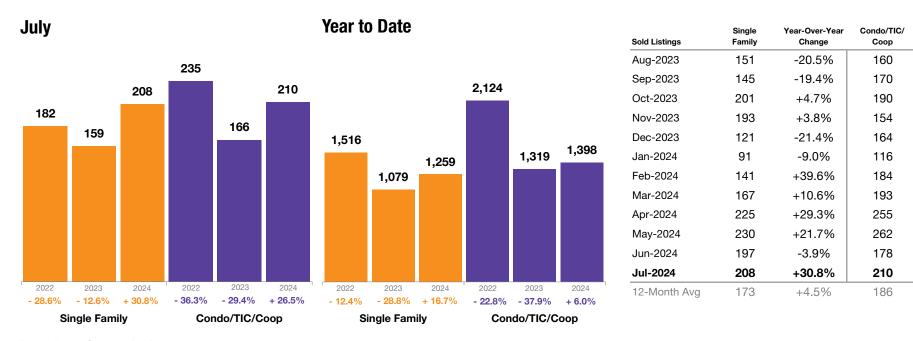
+17.5%

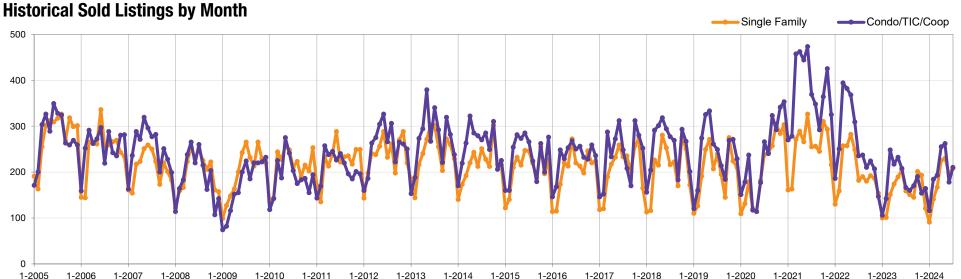
+12.9%

-14.4%

+26.5%

-4.6%

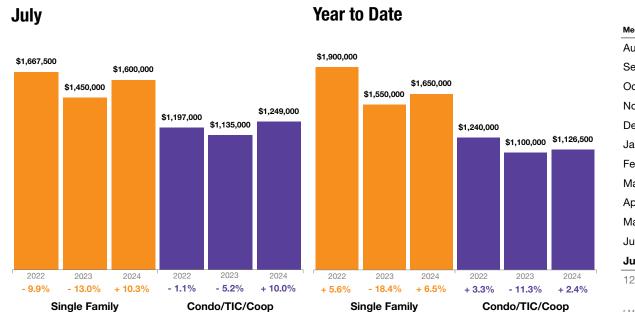




Median Sales Price



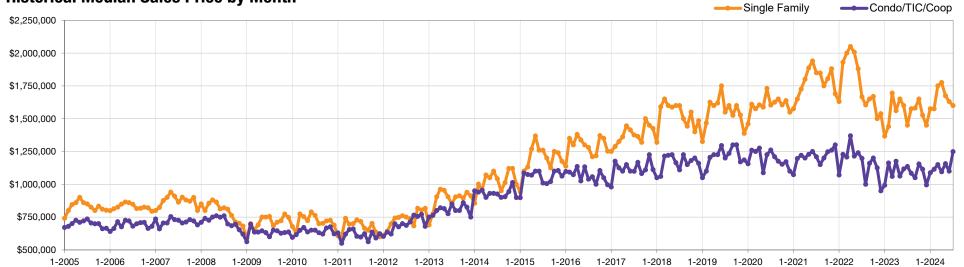




Median Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Aug-2023	\$1,575,000	-1.9%	\$1,084,193	+8.4%
Sep-2023	\$1,580,000	-4.2%	\$1,050,000	-9.5%
Oct-2023	\$1,650,000	-1.2%	\$1,155,000	-3.8%
Nov-2023	\$1,527,000	+1.8%	\$1,115,053	-0.9%
Dec-2023	\$1,450,000	-5.7%	\$995,000	+4.7%
Jan-2024	\$1,575,000	+15.2%	\$1,087,500	+9.5%
Feb-2024	\$1,575,000	+9.4%	\$1,115,000	-4.1%
Mar-2024	\$1,750,000	+3.2%	\$1,150,000	+8.5%
Apr-2024	\$1,775,000	+13.7%	\$1,095,000	-6.8%
May-2024	\$1,675,000	+1.5%	\$1,157,500	+8.9%
Jun-2024	\$1,631,000	+1.9%	\$1,100,000	-1.6%
Jul-2024	\$1,600,000	+10.3%	\$1,249,000	+10.0%
12-Month Avg*	\$1,622,500	+3.3%	\$1,100,000	0.0%

^{*} Median Sales Price for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

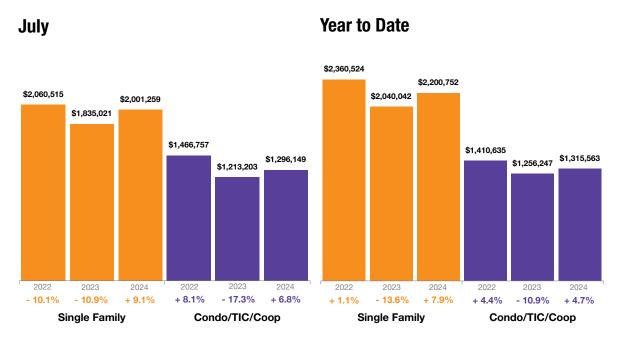
Historical Median Sales Price by Month



Average Sales Price

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

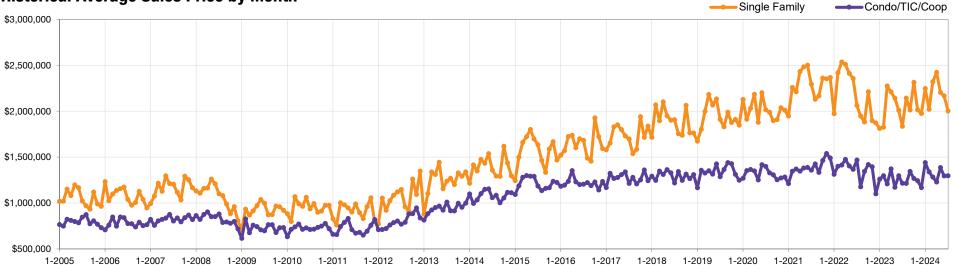




Average Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Aug-2023	\$2,141,891	+10.0%	\$1,211,809	+3.1%
Sep-2023	\$2,012,607	+7.0%	\$1,342,704	-0.0%
Oct-2023	\$2,312,677	+4.6%	\$1,265,490	-10.8%
Nov-2023	\$2,014,207	+6.3%	\$1,241,516	-10.9%
Dec-2023	\$1,973,556	+5.5%	\$1,166,449	+6.2%
Jan-2024	\$2,245,947	+24.0%	\$1,438,048	+14.2%
Feb-2024	\$2,018,412	+10.7%	\$1,337,737	+3.2%
Mar-2024	\$2,318,120	+2.0%	\$1,282,414	+6.2%
Apr-2024	\$2,421,173	+9.6%	\$1,228,443	-10.3%
May-2024	\$2,204,501	+3.0%	\$1,384,899	+18.3%
Jun-2024	\$2,165,394	+7.8%	\$1,294,416	-0.1%
Jul-2024	\$2,001,259	+9.1%	\$1,296,149	+6.8%
12-Month Avg*	\$2,163,474	+7.8%	\$1,289,966	+1.3%

 $^{^{\}ast}$ Avg. Sales Price for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

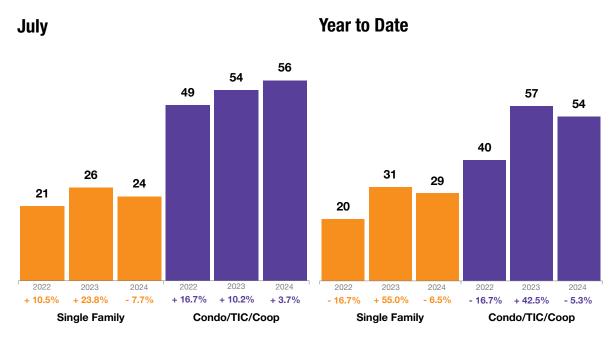
Historical Average Sales Price by Month



Days on Market Until Sale



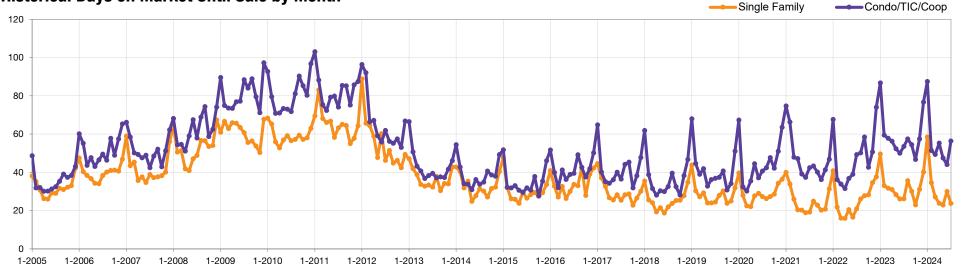




Days on Market Until Sale	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Aug-2023	36	+38.5%	57	+14.0%
Sep-2023	30	+7.1%	54	-6.9%
Oct-2023	23	-17.9%	47	+9.3%
Nov-2023	31	-11.4%	57	+11.8%
Dec-2023	40	+5.3%	77	+4.1%
Jan-2024	58	+16.0%	87	0.0%
Feb-2024	35	+6.1%	51	-13.6%
Mar-2024	27	-15.6%	49	-15.5%
Apr-2024	24	-22.6%	55	-1.8%
May-2024	23	-17.9%	48	-7.7%
Jun-2024	30	+15.4%	44	-12.0%
Jul-2024	24	-7.7%	56	+3.7%
12-Month Avg*	30	-3.5%	56	-0.3%

^{*} Days on Market for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

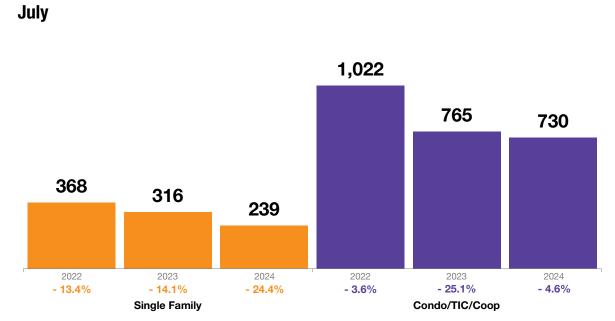
Historical Days on Market Until Sale by Month



Inventory of Active Listings

The number of properties available for sale in active status at the end of a given month.

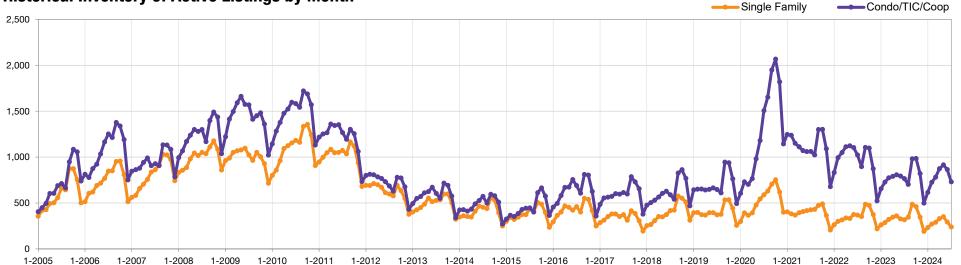




Inventory of Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Aug-2023	345	-2.0%	702	-21.7%
Sep-2023	485	0.0%	980	-11.3%
Oct-2023	459	-3.2%	984	-10.3%
Nov-2023	345	-8.0%	821	-5.8%
Dec-2023	189	-12.9%	498	-4.8%
Jan-2024	231	-11.5%	614	-6.1%
Feb-2024	270	-5.3%	725	-0.1%
Mar-2024	289	-10.0%	781	+0.9%
Apr-2024	329	-4.4%	872	+10.5%
May-2024	350	-2.2%	914	+13.3%
Jun-2024	292	-10.2%	864	+9.0%
Jul-2024	239	-24.4%	730	-4.6%
12-Month Avg*	319	-7.1%	790	-3.2%

^{*} Active Listings for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month



% of Properties Sold Over List Price



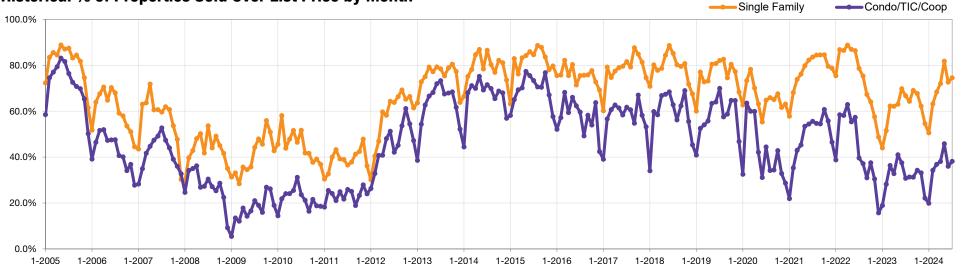
Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.

July						Year to	Date				
78.6%						85.0%					
10.070		74.5%						71.2%			
	66.7%						61.7%				
									54.6%		
			39.6%	30.7%	38.1%					33.7%	37.1%
2022	0000	0004	1 0000	2023	2024	0000	0000	0004	0000	0000	0004
- 5.9%	2023 - 15.1%	2024 + 11.7%	2022 - 28.8%	- 22.5%	2024 + 24.1%	2022 + 11.7 %	2023 - 27.4%	2024 + 15.4%	2022 + 19.2%	2023 - 38.3%	2024 + 10.1%
s	ingle Fam	ily	Cor	ndo/TIC/C	оор	Si	ngle Fam	ily	Cor	ndo/TIC/C	боор

% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Aug-2023	64.2%	-14.7%	31.3%	-15.6%
Sep-2023	69.0%	+2.7%	31.2%	+0.6%
Oct-2023	67.7%	+5.6%	34.2%	-8.8%
Nov-2023	62.2%	+8.2%	33.1%	+8.9%
Dec-2023	54.5%	+11.9%	22.1%	+41.7%
Jan-2024	50.5%	+14.8%	19.8%	+4.8%
Feb-2024	63.1%	+22.5%	34.2%	+21.3%
Mar-2024	68.3%	+9.6%	36.8%	+1.4%
Apr-2024	72.0%	+15.9%	38.0%	+16.2%
May-2024	81.7%	+29.7%	45.8%	+12.0%
Jun-2024	72.6%	+4.0%	36.0%	-4.0%
Jul-2024	74.5%	+11.7%	38.1%	+24.1%
12-Month Avg	68.4%	+9.7%	34.6%	+5.6%

^{* %} of Properties Sold Over List Price for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

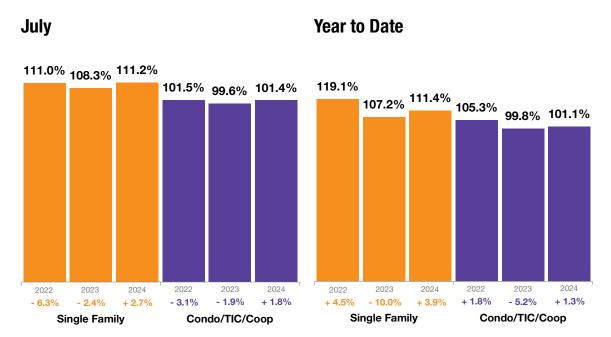
Historical % of Properties Sold Over List Price by Month



% of List Price Received



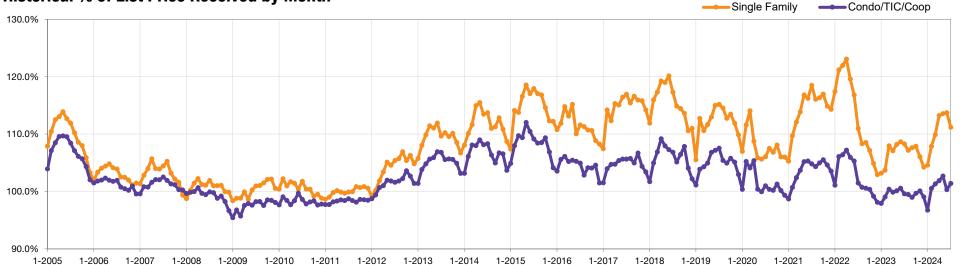
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Aug-2023	107.2%	-1.0%	99.5%	-1.2%
Sep-2023	107.6%	-0.8%	99.0%	-1.6%
Oct-2023	107.9%	+0.7%	99.7%	-0.7%
Nov-2023	106.0%	+1.0%	100.1%	+0.9%
Dec-2023	104.3%	+1.4%	99.0%	+0.9%
Jan-2024	104.6%	+1.4%	96.7%	-1.2%
Feb-2024	107.9%	+4.1%	100.5%	+1.5%
Mar-2024	109.9%	+1.9%	101.3%	+0.9%
Apr-2024	113.2%	+5.7%	101.9%	+2.0%
May-2024	113.6%	+5.0%	102.7%	+2.6%
Jun-2024	113.7%	+4.7%	100.3%	-0.3%
Jul-2024	111.2%	+2.7%	101.4%	+1.8%
12-Month Avg*	109.5%	+2.5%	100.5%	+0.6%

^{* %} of List Price Received for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

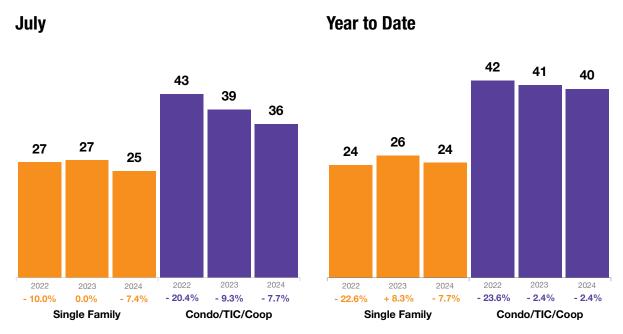
Historical % of List Price Received by Month



Housing Affordability Ratio



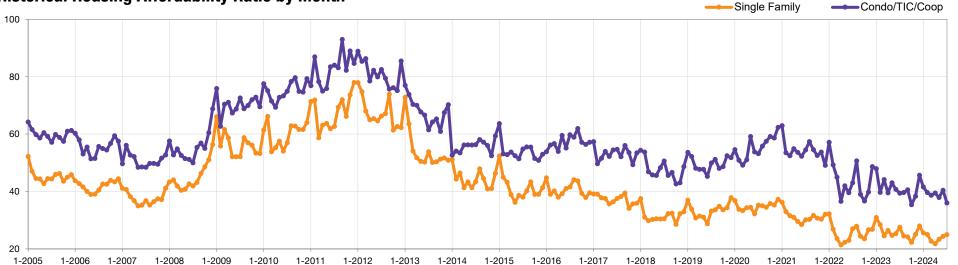
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Housing Affordability Ratio	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Aug-2023	24	-14.3%	40	-21.6%
Sep-2023	24	0.0%	41	+5.1%
Oct-2023	22	-4.3%	35	-5.4%
Nov-2023	25	-7.4%	38	-5.0%
Dec-2023	28	+3.7%	46	-6.1%
Jan-2024	26	-16.1%	42	-12.5%
Feb-2024	25	-10.7%	40	0.0%
Mar-2024	23	-8.0%	39	-11.4%
Apr-2024	22	-15.4%	39	-2.5%
May-2024	23	-8.0%	38	-11.6%
Jun-2024	24	-4.0%	40	-2.4%
Jul-2024	25	-7.4%	36	-7.7%
12-Month Avg*	24	-5.3%	39	-15.2%

^{*} Affordability Ratio for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

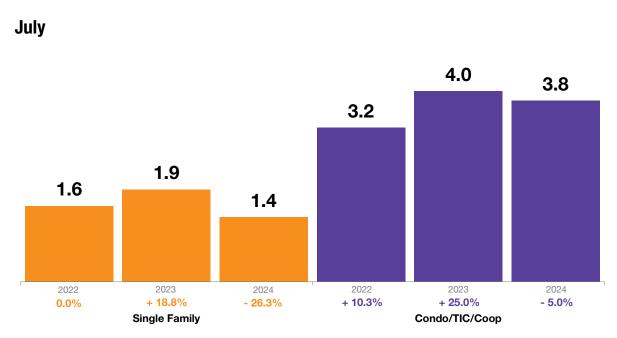
Historical Housing Affordability Ratio by Month



Months Supply of Inventory



The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



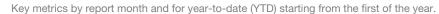
Months Supply of Inventory	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Aug-2023	2.2	+37.5%	3.8	+31.0%
Sep-2023	3.1	+34.8%	5.4	+45.9%
Oct-2023	2.9	+26.1%	5.5	+41.0%
Nov-2023	2.2	+15.8%	4.6	+39.4%
Dec-2023	1.2	+9.1%	2.8	+40.0%
Jan-2024	1.5	+15.4%	3.4	+25.9%
Feb-2024	1.7	+13.3%	3.9	+25.8%
Mar-2024	1.8	0.0%	4.3	+22.9%
Apr-2024	2.0	0.0%	4.7	+27.0%
May-2024	2.1	0.0%	4.9	+22.5%
Jun-2024	1.7	-15.0%	4.6	+15.0%
Jul-2024	1.4	-26.3%	3.8	-5.0%
12-Month Avg*	2.0	+7.6%	4.3	+26.7%

^{*} Months Supply for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview





Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings	7-2021 7-2022 7-2023 7-2024	440	444	+ 0.9%	3,778	4,140	+ 9.6%
Pending Sales	7-2021 7-2022 7-2023 7-2024	295	405	+ 37.3%	2,473	2,847	+ 15.1%
Sold Listings	7-2021 7-2022 7-2023 7-2024	330	421	+ 27.6%	2,429	2,691	+ 10.8%
Median Sales Price	7-2021 7-2022 7-2023 7-2024	\$1,297,500	\$1,385,000	+ 6.7%	\$1,308,000	\$1,385,000	+ 5.9%
Avg. Sales Price	7-2021 7-2022 7-2023 7-2024	\$1,507,924	\$1,649,212	+ 9.4%	\$1,604,180	\$1,730,895	+ 7.9%
Days on Market	7-2021 7-2022 7-2023 7-2024	41	41	0.0%	46	42	- 8.7%
Active Listings	7-2021 7-2022 7-2023 7-2024	1,101	989	- 10.2%			
% of Properties Sold Over List Price	7-2021 7-2022 7-2023 7-2024	47.9%	56.1%	+ 17.1%	46.1%	53.3%	+ 15.6%
% of List Price Received	7-2021 7-2022 7-2023 7-2024	103.7%	106.2%	+ 2.4%	103.1%	105.9%	+ 2.7%
Affordability Ratio	7-2021 7-2022 7-2023 7-2024	30	27	- 10.0%	28	26	- 7.1%
Months Supply	7-2021 7-2022 7-2023 7-2024	3.1	2.7	- 12.9%			

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)
- Central West (Outer Sunset, Central Sunset, Inner Sunset, Outer Parkside, Parkside, Inner Parkside, Golden Gate Heights) SF District 2:
- SF District 3: Southwest (Pine Lake Park, Lake Shore, Merced Manor, Stonestown, Lakeside, Merced Heights, Ingleside, Ingleside Heights, Oceanview)
- 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 4:
- Central (Haight Ashbury, Cole Vly / Prnssus 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)
- Northeast (North Waterfront, North Beach, Russian Hill, Telegraph Hill, Nob Hill, Financial District / Barbary Coast, Downtown, Van Ness / Civic Center, Tenderloin)
- 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 Vly, Crocker Amazon)

		Active Listings			Sold Listings			Median Sales Price			Days on Market			Months Supply		
	7-2023	7-2024	+/-	7-2023	7-2024	+/-	7-2023	7-2024	+/-	7-2023	7-2024	+/-	7-2023	7-2024	+/-	
Single Family																
1 SF Distric	t 1 29	16	-44.8%	12	21	+75.0%	\$1,997,500	\$2,850,000	+42.7%	22	25	+13.6%	2.1	1.0	-52.4%	
2 SF Distric	12 46	32	-30.4%	35	44	+25.7%	\$1,480,000	\$1,409,313	-4.8%	24	14	-41.7%	1.5	1.0	-33.3%	
3 SF Distric	3 20	13	-35.0%	12	22	+83.3%	\$1,265,000	\$1,427,500	+12.8%	25	22	-12.0%	1.8	1.0	-44.4%	
4 SF Distric	t 4 25	25	0.0%	22	32	+45.5%	\$1,925,000	\$1,775,000	-7.8%	30	22	-26.7%	1.1	1.0	-9.1%	
5 SF Distric	5 39	35	-10.3%	19	23	+21.1%	\$2,750,000	\$1,875,000	-31.8%	28	27	-3.6%	1.8	1.5	-16.7%	
6 SF Distric	6 6	3	-50.0%	0	1		\$0	\$3,525,000		0	38		3.1	1.0	-67.7%	
7 SF Distric	7 36	15	-58.3%	4	9	+125.0%	\$5,250,000	\$4,100,000	-21.9%	87	38	-56.3%	5.2	1.5	-71.2%	
8 SF Distric	t 8 9	8	-11.1%	2	2	0.0%	\$3,439,500	\$1,794,000	-47.8%	63	14	-77.8%	4.5	3.0	-33.3%	
9 SF Distric	9 32	31	-3.1%	15	16	+6.7%	\$1,450,000	\$1,475,000	+1.7%	16	20	+25.0%	1.9	1.8	-5.3%	
10 SF Distric	10 74	61	-17.6%	38	38	0.0%	\$1,162,500	\$1,058,794	-8.9%	22	33	+50.0%	2.1	1.9	-9.5%	
Condo/TIC/Co	ор															
1 SF Distric	1 30	25	-16.7%	11	10	-9.1%	\$1,400,000	\$1,360,000	-2.9%	54	23	-57.4%	2.6	2.8	+7.7%	
2 SF Distric	12 11	9	-18.2%	2	5	+150.0%	\$783,269	\$1,235,000	+57.7%	80	71	-11.3%	2.8	2.8	0.0%	
3 SF Distric	13 2	4	+100.0%	2	2	0.0%	\$610,750	\$1,007,500	+65.0%	27	40	+48.1%	0.9	2.1	+133.3%	
4 SF Distric	14 13	12	-7.7%	3	4	+33.3%	\$900,000	\$662,500	-26.4%	47	64	+36.2%	4.9	3.2	-34.7%	
5 SF Distric	5 70	47	-32.9%	28	30	+7.1%	\$1,247,500	\$1,525,000	+22.2%	33	40	+21.2%	2.0	1.6	-20.0%	
6 SF Distric	t 6 54	49	-9.3%	16	25	+56.3%	\$1,020,000	\$1,325,000	+29.9%	61	46	-24.6%	2.6	2.6	0.0%	
7 SF Distric	t 7 49	63	+28.6%	18	27	+50.0%	\$1,580,000	\$1,625,000	+2.8%	59	31	-47.5%	2.5	2.7	+8.0%	
8 SF Distric	t 8 176	163	-7.4%	38	39	+2.6%	\$1,150,000	\$956,000	-16.9%	65	74	+13.8%	5.3	4.2	-20.8%	
9 SF Distric	328	315	-4.0%	46	65	+41.3%	\$905,000	\$1,055,000	+16.6%	<mark>53</mark>	<mark>60</mark>	+13.2%	<mark>5.7</mark>	5.5	-3.5%	
10 SF Distric	10 32	43	+34.4%	2	3	+50.0%	\$759,500	\$530,000	-30.2%	32	279	+771.9%	8.0	7.4	-7.5%	