

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

# **Monthly Indicators**

### May 2022

After two years of record-setting activity, there are signs the housing market might be cooling. High home prices and a surge in mortgage interest rates are slowing buyer activity, with home sales declining for the third consecutive month under the weight of soaring homeownership costs. The National Association of REALTORS® (NAR) reports existing home sales were down 2.4% from the previous month, while pending sales fell 3.9% as of last measure, extending the trend of recent months. Economists predict sales will continue to soften in the near future, which may put downward pressure on home prices.

New Listings were down 24.8 percent for single family homes and 30.4 percent for Condo/TIC/Coop properties. Pending Sales decreased 22.5 percent for single family homes and 29.3 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 6.8 percent to \$2,015,000 for single family homes but decreased 0.2 percent to \$1,225,000 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 32.0 percent for single family units and 15.9 percent for Condo/TIC/Coop units.

The slowdown in sales has provided a much-needed lift to housing supply, with inventory up 10.8% from the previous month according to NAR, although supply remains down 10.4% compared to this time last year, with only 2.2 months' supply of homes at the current sales pace. As the nation continues to explore ways to solve the ongoing housing shortage, estimated at 5.5 million homes, the Biden administration recently unveiled the Housing Supply Action Plan, which aims to expand housing access through a number of administrative and legislative actions and help relieve the nation's housing crisis over the next 5 years.

### **Monthly Snapshot**

+ 6.8%	- 0.2%	+ 6.7%
One-Year Change in	One-Year Change in	One-Year Change in
Median Sales Price Single Family	Median Sales Price Condo/TIC/Coop	Median Sales Price All Property Types

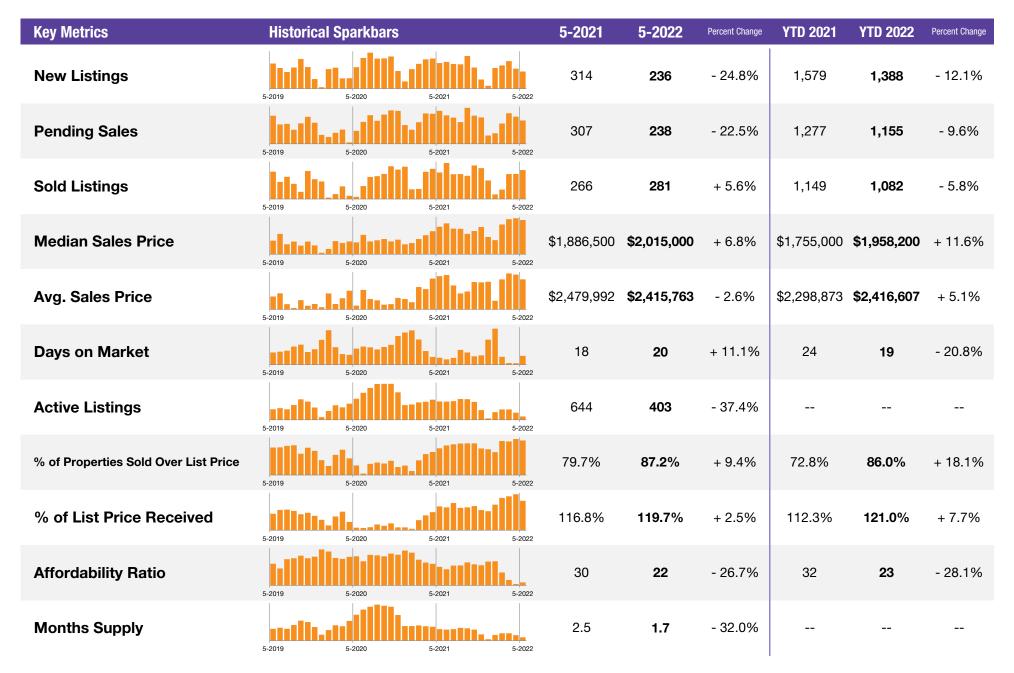
Residential real estate activity in San Francisco County (Districts 1-10) composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Activity Overview	2
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

## **Single Family Activity Overview**

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

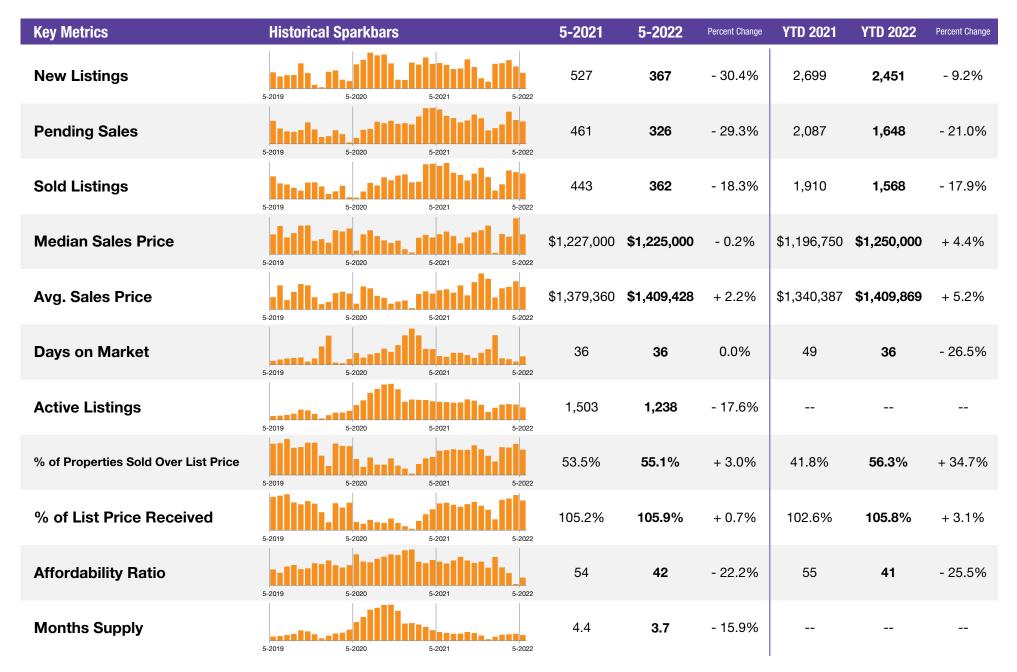




## **Condo/TIC/Coop Activity Overview**

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

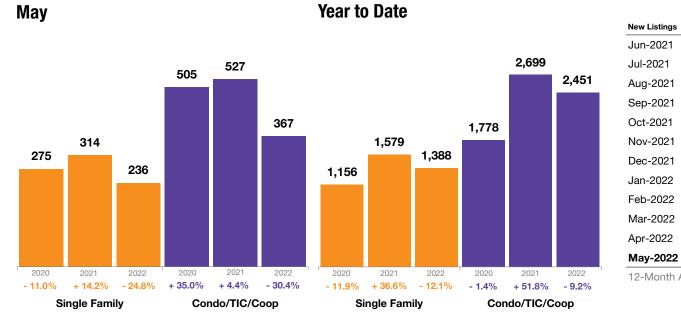




## **New Listings**

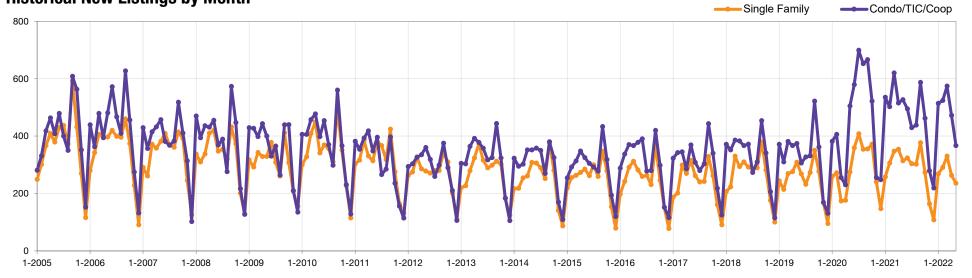
A count of the properties that have been newly listed on the market in a given month.





New Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2021	324	-9.7%	495	-14.5%
Jul-2021	304	-25.5%	429	-38.6%
Aug-2021	302	-14.7%	438	-32.8%
Sep-2021	377	+6.2%	587	-11.9%
Oct-2021	273	-26.6%	462	-11.5%
Nov-2021	164	-32.0%	279	+9.4%
Dec-2021	108	-26.5%	219	-11.7%
Jan-2022	268	+3.9%	514	-3.9%
Feb-2022	291	-4.9%	524	+4.4%
Mar-2022	330	-4.9%	574	-7.4%
Apr-2022	263	-25.7%	472	-8.3%
May-2022	236	-24.8%	367	-30.4%
12-Month Avg	270	-15.1%	447	-15.2%

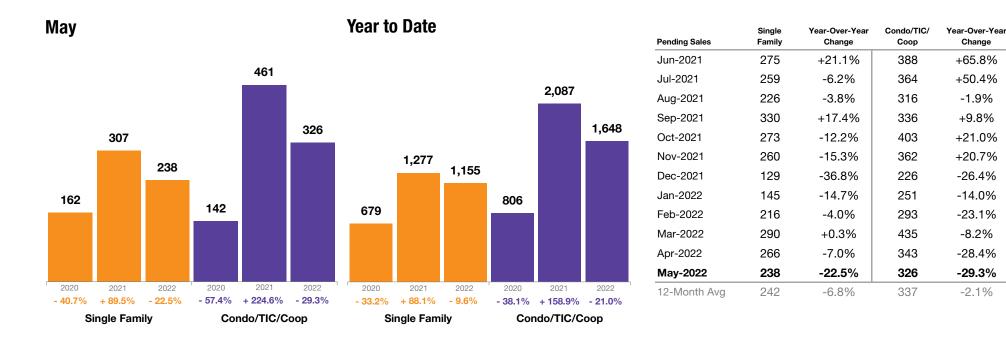
### **Historical New Listings by Month**



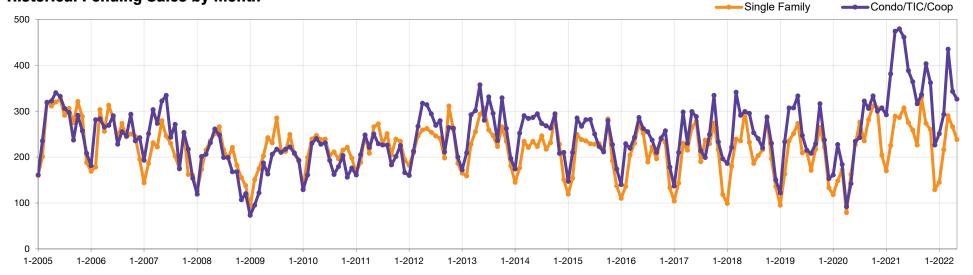
## **Pending Sales**

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





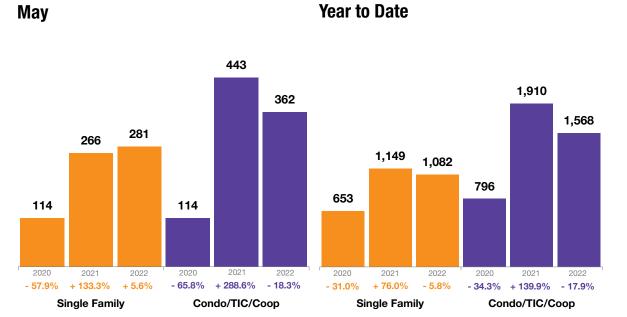
### **Historical Pending Sales by Month**



## **Sold Listings**

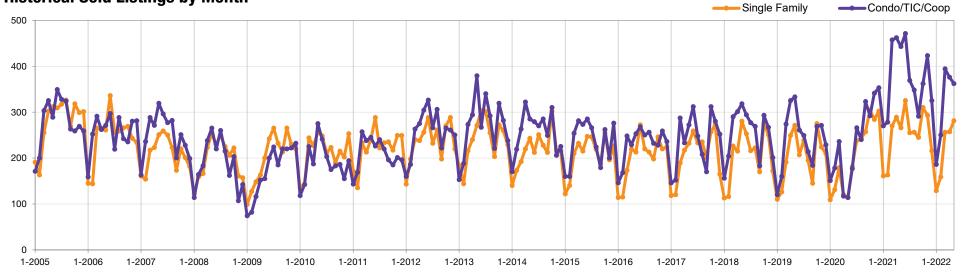
A count of the actual sales that closed in a given month.





Sold Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2021	325	+79.6%	471	+166.1%
Jul-2021	255	+7.1%	369	+38.7%
Aug-2021	256	+5.3%	348	+45.0%
Sep-2021	245	-4.7%	291	-9.9%
Oct-2021	310	+1.6%	362	+24.0%
Nov-2021	293	+3.2%	423	+24.0%
Dec-2021	216	-28.5%	325	-7.9%
Jan-2022	129	-19.9%	186	-31.1%
Feb-2022	159	-2.5%	250	-10.1%
Mar-2022	256	-5.2%	394	-13.8%
Apr-2022	257	-11.1%	376	-18.6%
May-2022	281	+5.6%	362	-18.3%
12-Month Avg	249	+0.8%	346	+6.5%

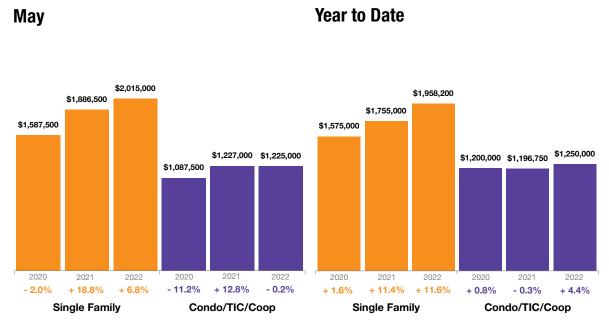
#### **Historical Sold Listings by Month**



### **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.

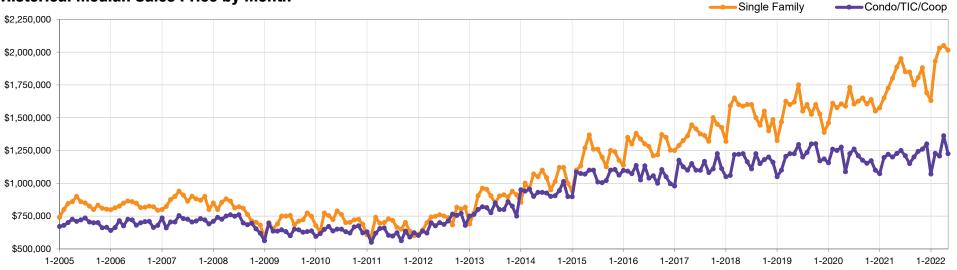




Median Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2021	\$1,950,000	+12.7%	\$1,250,000	+2.0%
Jul-2021	\$1,850,000	+15.3%	\$1,210,000	-4.0%
Aug-2021	\$1,847,500	+13.7%	\$1,150,000	-5.0%
Sep-2021	\$1,750,000	+6.1%	\$1,200,000	+2.1%
Oct-2021	\$1,805,000	+12.5%	\$1,242,500	+7.8%
Nov-2021	\$1,880,000	+14.8%	\$1,260,000	+7.5%
Dec-2021	\$1,690,000	+9.0%	\$1,300,000	+18.2%
Jan-2022	\$1,630,000	+3.5%	\$1,070,000	-0.2%
Feb-2022	\$1,930,000	+17.0%	\$1,227,500	+2.6%
Mar-2022	\$2,030,000	+17.7%	\$1,206,750	-1.2%
Apr-2022	\$2,050,000	+13.9%	\$1,362,500	+13.5%
May-2022	\$2,015,000	+6.8%	\$1,225,000	-0.2%
12-Month Avg*	\$1,875,000	+11.9%	\$1,240,000	+4.2%

#### **Historical Median Sales Price by Month**

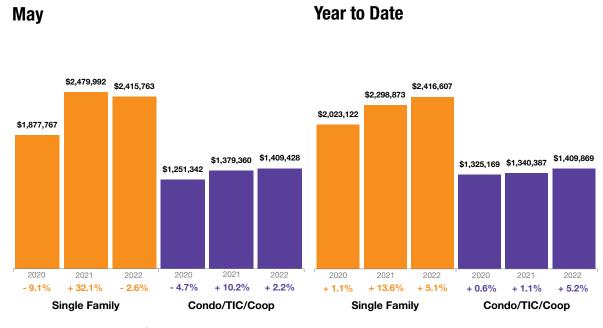
\* Median Sales Price for all properties from June 2021 through May 2022. This is not the average of the individual figures above.



### **Average Sales Price**

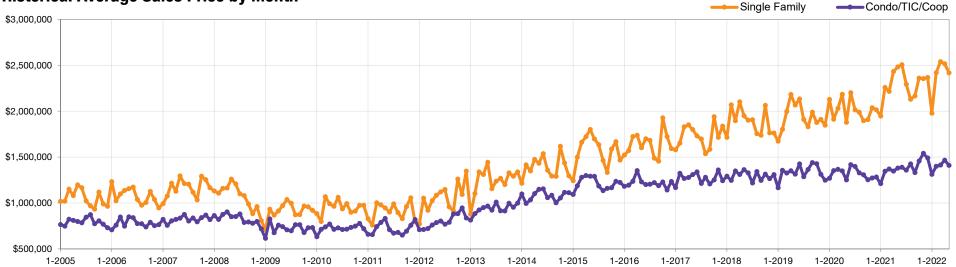
Average sales price for all closed sales, not accounting for seller concessions, in a given month.





Average Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2021	\$2,504,876	+13.8%	\$1,388,929	-1.9%
Jul-2021	\$2,292,230	+13.8%	\$1,357,053	-2.9%
Aug-2021	\$2,128,296	+7.1%	\$1,425,053	+7.4%
Sep-2021	\$2,165,489	+14.2%	\$1,330,272	+1.9%
Oct-2021	\$2,359,157	+23.7%	\$1,456,361	+16.3%
Nov-2021	\$2,352,770	+15.6%	\$1,539,719	+21.1%
Dec-2021	\$2,365,749	+17.5%	\$1,488,734	+16.1%
Jan-2022	\$1,977,367	+1.6%	\$1,311,263	+8.3%
Feb-2022	\$2,417,245	+7.1%	\$1,398,389	+4.0%
Mar-2022	\$2,538,817	+14.6%	\$1,411,860	+3.1%
Apr-2022	\$2,515,877	+3.5%	\$1,464,618	+8.7%
May-2022	\$2,415,763	-2.6%	\$1,409,428	+2.2%
12-Month Avg*	\$2,354,280	+11.3%	\$1,421,938	+7.2%

\* Avg. Sales Price for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

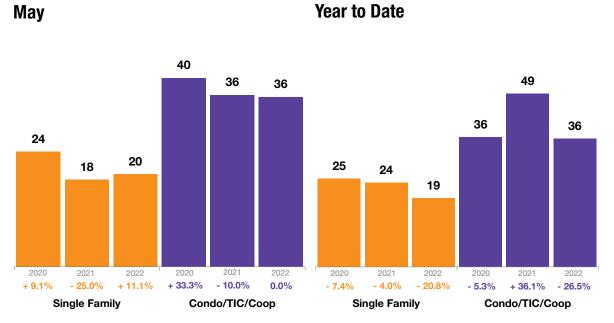


### **Historical Average Sales Price by Month**

### **Days on Market Until Sale**

Average number of days between when a property is listed and when an offer is accepted in a given month.

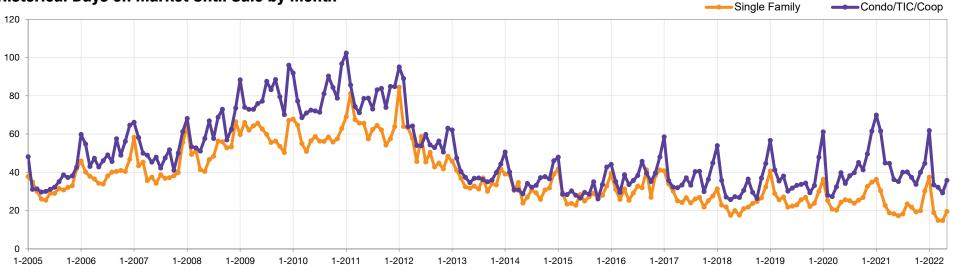




Days on Market Until Sale	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2021	17	-34.6%	35	+2.9%
Jul-2021	18	-28.0%	40	+5.3%
Aug-2021	24	0.0%	40	0.0%
Sep-2021	22	-12.0%	37	-17.8%
Oct-2021	19	-29.6%	34	-17.1%
Nov-2021	20	-39.4%	40	-20.0%
Dec-2021	30	-14.3%	45	-27.4%
Jan-2022	37	+2.8%	62	-11.4%
Feb-2022	19	-36.7%	33	-46.8%
Mar-2022	15	-34.8%	32	-28.9%
Apr-2022	15	-21.1%	29	-35.6%
May-2022	20	+11.1%	36	0.0%
12-Month Avg*	20	-22.6%	38	-20.3%

Historical Days on Market Until Sale by Month

\* Days on Market for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

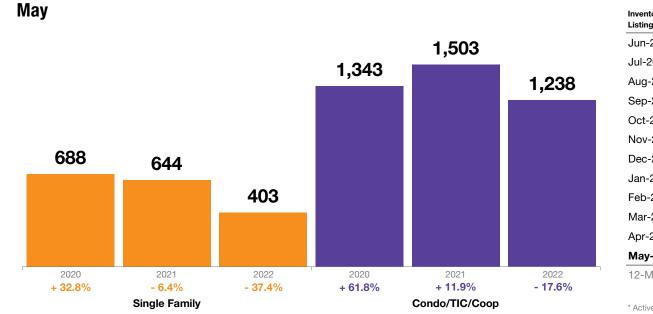


### **Inventory of Active Listings**

**Historical Inventory of Active Listings by Month** 

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
Jun-2021	643	-17.9%	1,487	-5.2%
Jul-2021	651	-24.4%	1,460	-24.4%
Aug-2021	684	-26.1%	1,474	-30.1%
Sep-2021	682	-26.6%	1,618	-30.3%
Oct-2021	638	-31.2%	1,556	-33.9%
Nov-2021	507	-36.0%	1,359	-35.1%
Dec-2021	373	-36.3%	1,016	-32.5%
Jan-2022	472	-20.8%	1,215	-24.3%
Feb-2022	516	-18.1%	1,366	-14.4%
Mar-2022	517	-19.1%	1,387	-12.6%
Apr-2022	465	-31.0%	1,378	-9.6%
May-2022	403	-37.4%	1,238	-17.6%
12-Month Avg*	546	-27.1%	1,380	-23.7%

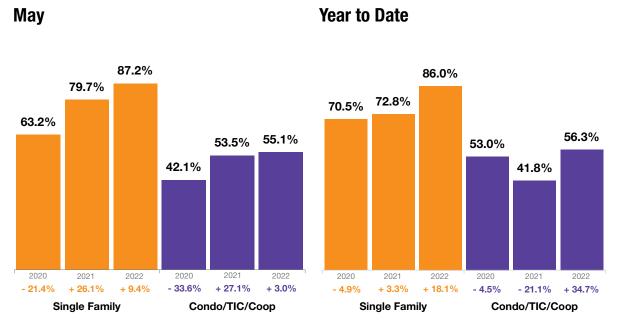
\* Active Listings for all properties from June 2021 through May 2022. This is not the average of the individual figures above.



## % of Properties Sold Over List Price

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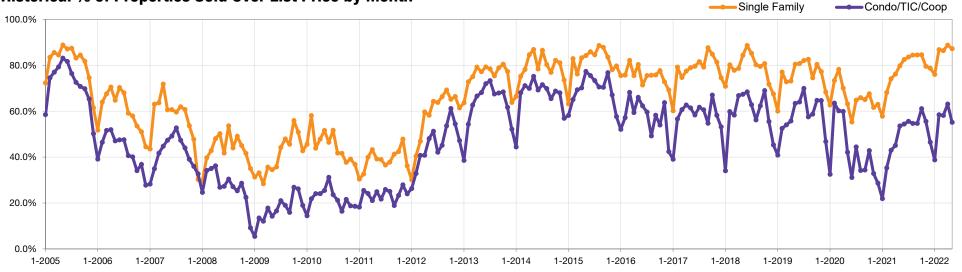
Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.



% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2021	82.5%	+49.5%	54.4%	+74.9%
Jul-2021	83.5%	+29.1%	55.6%	+25.2%
Aug-2021	84.4%	+28.3%	54.6%	+59.6%
Sep-2021	84.5%	+30.0%	54.6%	+58.7%
Oct-2021	84.5%	+25.2%	61.0%	+42.5%
Nov-2021	79.5%	+29.1%	55.6%	+69.5%
Dec-2021	78.7%	+25.1%	46.5%	+62.6%
Jan-2022	76.0%	+31.5%	38.7%	+76.7%
Feb-2022	86.8%	+27.5%	58.4%	+65.4%
Mar-2022	86.3%	+16.5%	58.1%	+35.4%
Apr-2022	88.7%	+16.6%	63.0%	+40.0%
May-2022	87.2%	+9.4%	55.1%	+3.0%
12-Month Avg	83.8%	+24.7%	55.3%	+43.8%

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

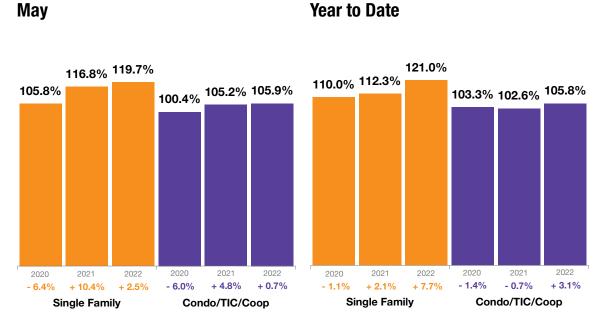
\* % of Properties Sold Over List Price for all properties from June 2021 through May 2022. This is not the average of the individual figures above.



## % of List Price Received



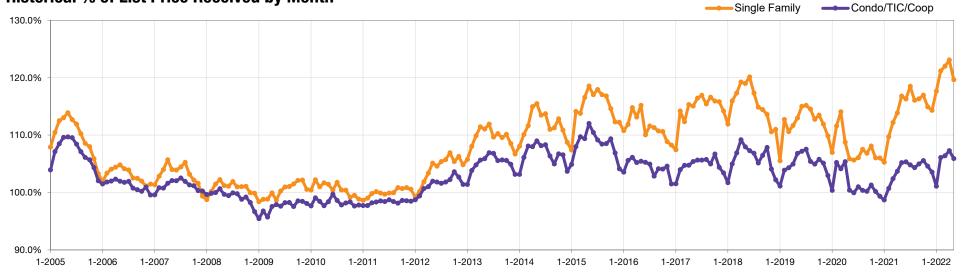
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2021	116.3%	+10.1%	105.3%	+5.4%
Jul-2021	118.5%	+11.8%	104.8%	+3.8%
Aug-2021	116.1%	+8.0%	104.3%	+3.9%
Sep-2021	116.3%	+8.9%	105.0%	+4.8%
Oct-2021	117.0%	+8.2%	105.6%	+4.2%
Nov-2021	114.9%	+8.4%	104.6%	+4.4%
Dec-2021	114.3%	+7.8%	103.5%	+4.2%
Jan-2022	117.7%	+11.8%	101.1%	+2.4%
Feb-2022	121.2%	+10.5%	106.1%	+5.4%
Mar-2022	122.0%	+8.7%	106.4%	+3.9%
Apr-2022	123.1%	+8.2%	107.3%	+3.5%
May-2022	119.7%	+2.5%	105.9%	+0.7%
12-Month Avg*	118.0%	+8.4%	105.2%	+3.7%

Historical % of List Price Received by Month

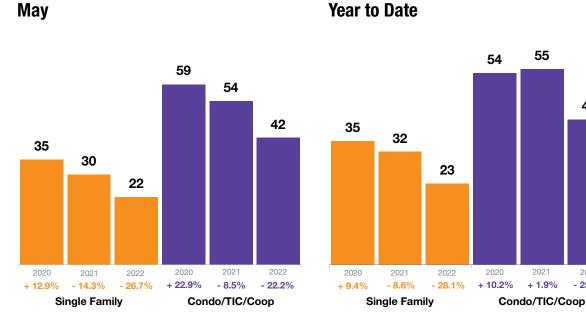
\* % of List Price Received for all properties from June 2021 through May 2022. This is not the average of the individual figures above.



## **Housing Affordability Ratio**

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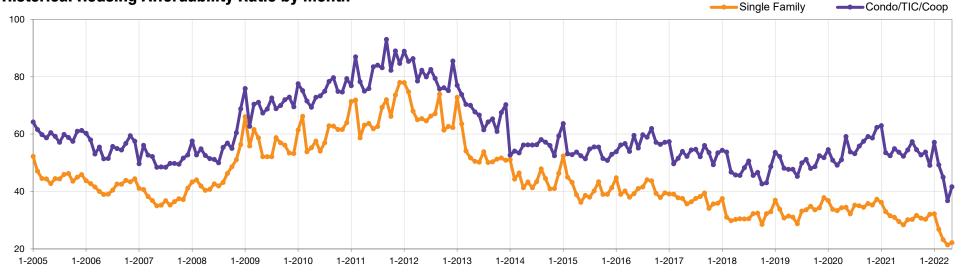
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Housing Affordability Ratio	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jun-2021	28	-12.5%	52	-3.7%
Jul-2021	30	-14.3%	54	+1.9%
Aug-2021	30	-14.3%	57	+1.8%
Sep-2021	32	-8.6%	55	-3.5%
Oct-2021	31	-13.9%	53	-10.2%
Nov-2021	30	-14.3%	54	-8.5%
Dec-2021	32	-13.5%	49	-21.0%
Jan-2022	32	-11.1%	57	-9.5%
Feb-2022	27	-18.2%	49	-7.5%
Mar-2022	23	-28.1%	45	-13.5%
Apr-2022	21	-32.3%	37	-32.7%
May-2022	22	-26.7%	42	-22.2%
12-Month Avg*	28	-35.1%	50	-25.6%

Historical Housing Affordability Ratio by Month

\* Affordability Ratio for all properties from June 2021 through May 2022. This is not the average of the individual figures above.



41

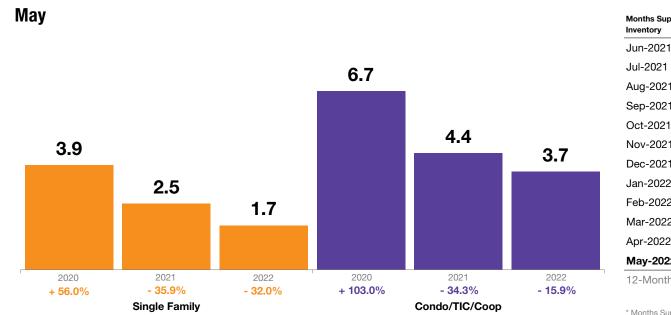
2022

- 25.5%

### **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
Jun-2021	2.4	-45.5%	4.2	-46.2%
Jul-2021	2.5	-46.8%	4.0	-58.3%
Aug-2021	2.6	-46.9%	4.0	-60.0%
Sep-2021	2.6	-45.8%	4.4	-58.5%
Oct-2021	2.4	-48.9%	4.1	-61.7%
Nov-2021	2.0	-48.7%	3.6	-61.3%
Dec-2021	1.5	-46.4%	2.7	-57.1%
Jan-2022	1.9	-32.1%	3.3	-49.2%
Feb-2022	2.1	-27.6%	3.8	-37.7%
Mar-2022	2.1	-25.0%	3.9	-30.4%
Apr-2022	1.9	-29.6%	4.0	-16.7%
May-2022	1.7	-32.0%	3.7	-15.9%
12-Month Avg*	2.1	-41.8%	3.8	-50.4%

#### Historical Months Supply of Inventory by Month

\* Months Supply for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

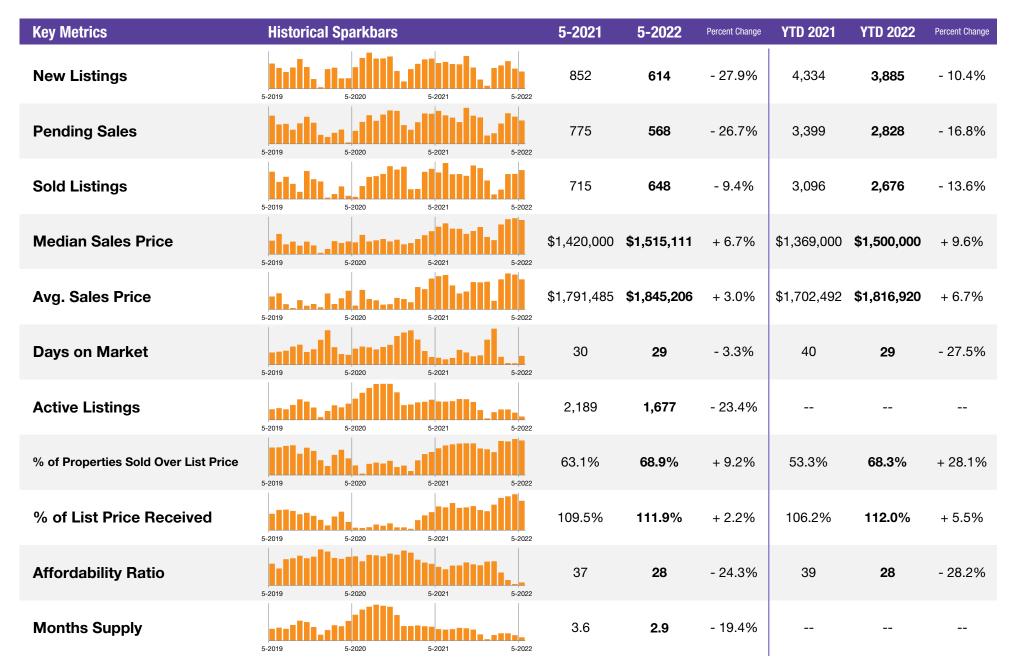


Current as of June 11, 2022. All data from the San Francisco Association of REALTORS® MLS. Report © 2022 ShowingTime. | 14

## **All Properties Activity Overview**

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





## **Activity by District**

Key metrics by report month for the districts of San Fransisco.





SF District 1:Northwest (Sea Cliff, Lake, Jordan Park / Laurel Heights, Outer Richmond, Central Ric After twoSF 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 (Height 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 5: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:Vorth (Marina, Cow Hollow, Presidio Heights, Pacific Heights)SF District 9:North (Marina, Cow Hollow, Presidio Heights, Pacific Heights)SF District 9:North (Marina, Cow Hollow, Presidio Heights, Pacific Heights)SF District 9:North (Marina, Cow Hollow, Presidio Heights, Pacific Heights)

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 Vly, Crocker Amazon)

	Active Listings			Sold Listings			Median Sales Price			Days on Market			Months Supply		
	5-2021	5-2022	+/-	5-2021	5-2022	+/-	5-2021	5-2022	+/-	5-2021	5-2022	+/-	5-2021	5-2022	+/-
Single Family															
1 SF District 1	34	25	-26.5%	18	24	+33.3%	\$2,270,000	\$2,962,763	+30.5%	10	13	+30.0%	1.7	1.1	-35.3%
2 SF District 2	83	58	-30.1%	38	60	+57.9%	\$1,800,000	\$1,928,000	+7.1%	9	14	+55.6%	1.9	1.2	-36.8%
3 SF District 3	30	24	-20.0%	20	17	-15.0%	\$1,579,000	\$1,350,000	-14.5%	16	21	+31.3%	1.8	1.5	-16.7%
4 SF District 4	62	42	-32.3%	45	32	-28.9%	\$2,056,000	\$2,152,500	+4.7%	10	15	+50.0%	1.6	1.3	-18.8%
5 SF District 5	116	52	-55.2%	46	38	-17.4%	\$2,810,000	\$2,725,000	-3.0%	22	18	-18.2%	2.8	1.5	-46.4%
6 SF District 6	18	7	-61.1%	4	8	+100.0%	\$3,655,000	\$3,725,000	+1.9%	39	40	+2.6%	3.3	1.4	-57.6%
7 SF District 7	57	37	-35.1%	16	9	-43.8%	\$6,432,500	\$5,600,000	-12.9%	21	80	+281.0%	4.8	3.3	-31.3%
8 SF District 8	27	23	-14.8%	2	3	+50.0%	\$5,206,106	\$4,100,000	-21.2%	53	34	-35.8%	11.9	6.6	-44.5%
9 SF District 9	101	50	-50.5%	30	32	+6.7%	\$1,737,500	\$2,287,500	+31.7%	34	21	-38.2%	3.2	1.9	-40.6%
10 SF District 10	116	85	-26.7%	47	58	+23.4%	\$1,238,000	\$1,326,000	+7.1%	19	17	-10.5%	2.4	1.9	-20.8%
Condo/TIC/Coop															
1 SF District 1	29	37	+27.6%	20	14	-30.0%	\$1,353,500	\$1,497,500	+10.6%	21	13	-38.1%	1.5	2.2	+46.7%
2 SF District 2	19	13	-31.6%	3	4	+33.3%	\$1,000,000	\$1,450,000	+45.0%	14	47	+235.7%	3.1	2.8	-9.7%
3 SF District 3	11	10	-9.1%	5	2	-60.0%	\$1,230,000	\$776,500	-36.9%	55	37	-32.7%	2.8	2.7	-3.6%
4 SF District 4	15	16	+6.7%	7	7	0.0%	\$732,500	\$850,000	+16.0%	38	24	-36.8%	2.8	2.9	+3.6%
5 SF District 5	159	114	-28.3%	72	65	-9.7%	\$1,570,000	\$1,539,000	-2.0%	17	21	+23.5%	2.8	2.1	-25.0%
6 SF District 6	118	102	-13.6%	33	37	+12.1%	\$1,299,000	\$1,225,000	-5.7%	27	36	+33.3%	2.9	2.8	-3.4%
7 SF District 7	138	89	-35.5%	54	47	-13.0%	\$1,600,000	\$1,995,000	+24.7%	25	28	+12.0%	3.6	2.5	-30.6%
8 SF District 8	306	267	-12.7%	84	64	-23.8%	\$1,055,000	\$1,170,000	+10.9%	52	43	-17.3%	5.7	4.5	-21.1%
9 SF District 9	662	545	-17.7%	155	115	-25.8%	\$1,025,000	\$1,038,000	+1.3%	44	45	+2.3%	5.9	4.9	-16.9%
10 SF District 10	46	45	-2.2%	10	7	-30.0%	\$829,444	\$815,000	-1.7%	24	55	+129.2%	5.8	6.3	+8.6%

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