



San Francisco Real Estate  
February 2024 Report

Open house visitor numbers have surged, new listings coming on market have risen, the pipeline of coming listings is filling up faster than last year, and the number of homes going into contract is climbing rapidly as the market wakes up. With dramatic improvements since October in interest rates, stock markets and consumer confidence, both buyers and sellers are re-engaging to a much greater degree, and the velocity of the market is accelerating.

The inventory of house listings remains very low compared to pre-pandemic norms, and the demand vs. supply dynamic is very tight in that segment: One of the big questions in 2024 is how many homeowers, having held off listing their houses since mid-2023, move forward with selling. The supply of condo listings is considerably higher, and while condos and house sales numbers are similar, condo inventory is 130% higher. But condo market conditions also appear to be heating up in 2024, with market conditions varying significantly between neighborhoods.

January statistics based on closed sales – sales prices, sales volume, days-on-market, overbidding percentages – will mostly reflect listings that went into contract in late 2023, the slowest market of the year, so far. Typically the most active selling seasons, with probably result in substantial changes in these indicators. Depending on the weather, “spring” in the Bay Area can begin as early as February.

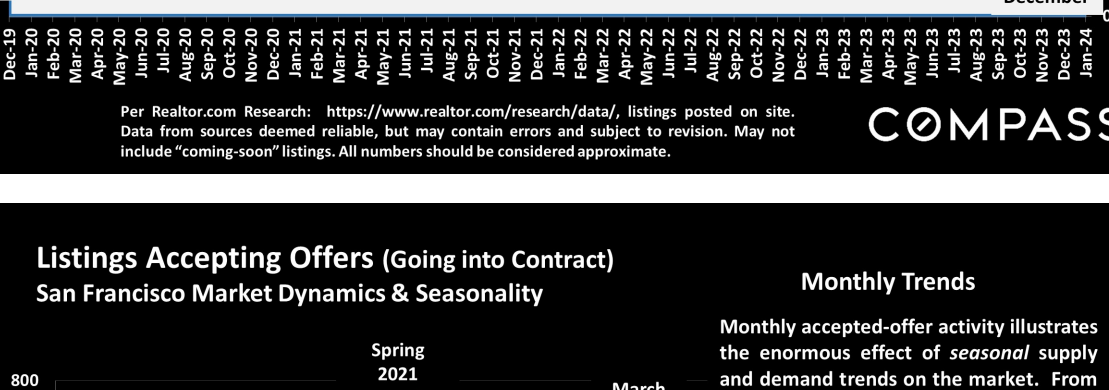
Data from sources deemed reliable but may contain errors and subject to revision. Some January numbers are estimates based on data available to early February. Forecasts (conditions can be volatile). All numbers are approximations. Market values for homes sold, not under contract.

“Although affordability continues to impact homeownership, the combination of a solid economy, strong demographics and lower mortgage rates are setting the stage for a more robust housing market. Mortgage rates have been stable for nearly two months, but with continued deceleration in inflation, rates are expected to decline further. The economy continues to outperform due to solid job and income growth, while household formation is increasing at rates above pre-pandemic levels. These favorable factors should provide strong fundamental support to the market in the months ahead.” —Freddie Mac, *U.S. Housing Outlook*, 1/19/24

“Over the last two months, (consumer) sentiment has climbed a cumulative 29%, the largest two-month increase since 1991...for the second straight month, all five index components rose...there was a broad consensus of improved sentiment across age, income, education, and geography.” —University of Michigan, *Consumer Sentiment Index*, *Preliminary January Report*, 1/19/24

“The recession America was expecting never showed up...instead, the economy grew 3.1% last year, up from less than 1% in 2022, and faster than the average for the 5 years leading up to the pandemic. Inflation has retreated substantially (and) unemployment remains at historic lows...” —*The New York Times*, *1/24/24*, “Economists Predicted a Recession. So Far They’ve Been Wrong.”

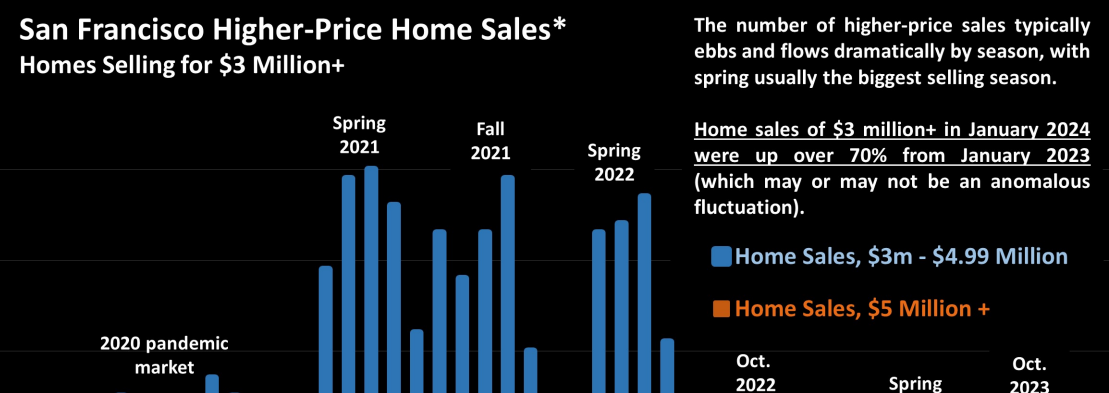
The California Association of Realtors forecasts that compared to 2023, the number of state home sales in 2024 will increase 23%, the CA median home sales price will rise 6.2%, and the average 30-year mortgage interest rate will decline to 6.3%. —*Jordan Lerner*, *Cal. Real Estate Outlook*, 1/19/2024



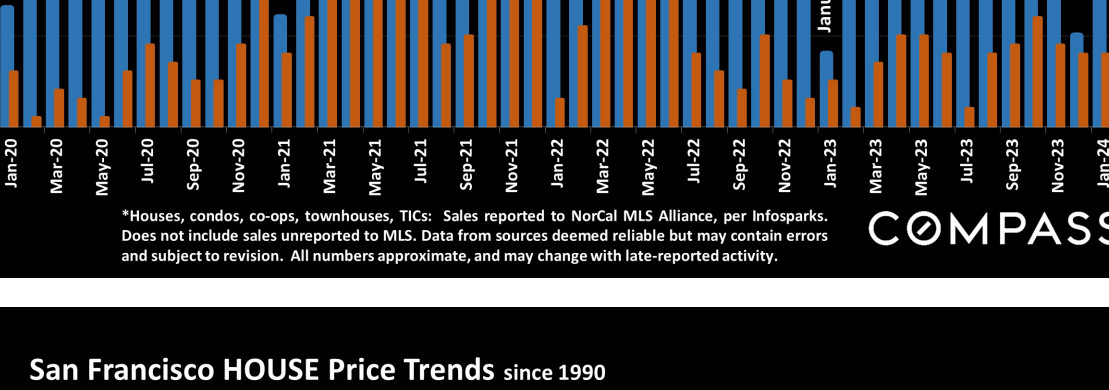
Per Redfin.com Research, <https://www.redfin.com/research/2024>, listings posted in Jan 2024 were 14% higher than in Jan 2023. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximations. Market values for homes sold, not under contract.



House, condo, townhome listings going into contract as reported to NAR's MLS database, per Redfin.com. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximations. Market values for homes sold, not under contract.



\*Home sales of \$3 million and higher. Does not include sales categorized to MLS. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximations. Market values for homes sold, not under contract.



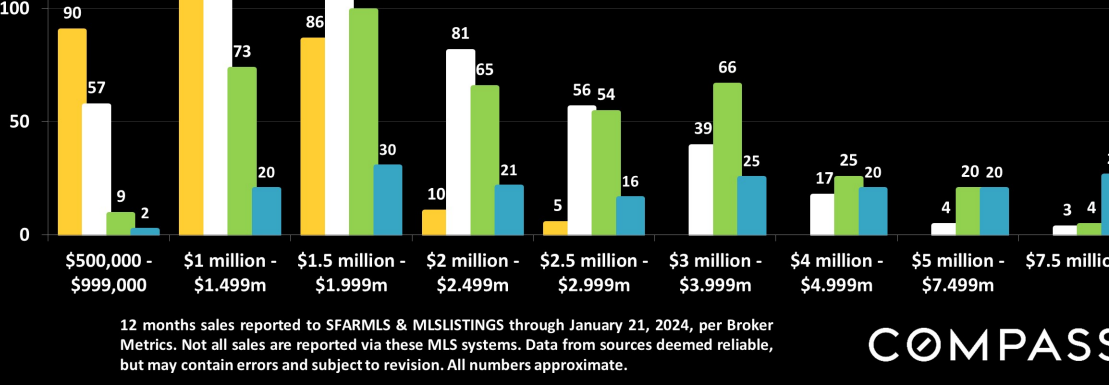
Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic, designed as an average range of sales prices in the underlying sales. It is often affected by other factors besides changes in the market, such as monthly and seasonal fluctuations are common, which explain many of the cyclical ups and downs in this chart.



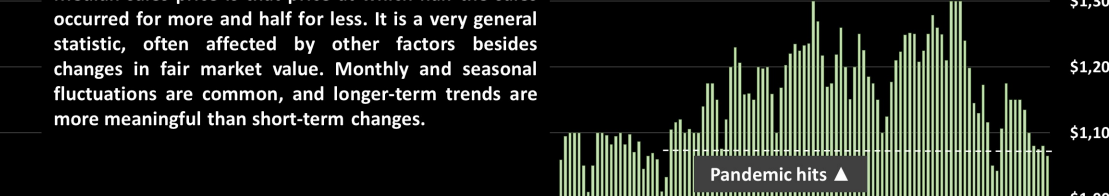
12 months sales reported to SFRMLS & MLS/77000 through January 21, 2024, per Broker Matrix. Not all sales are reported to these MLS systems. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximations. Market values for homes sold, not under contract.



12 months rolling median condo sales prices reported to NAR's MLS database, per Redfin.com. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximations. Market values for homes sold, not under contract.



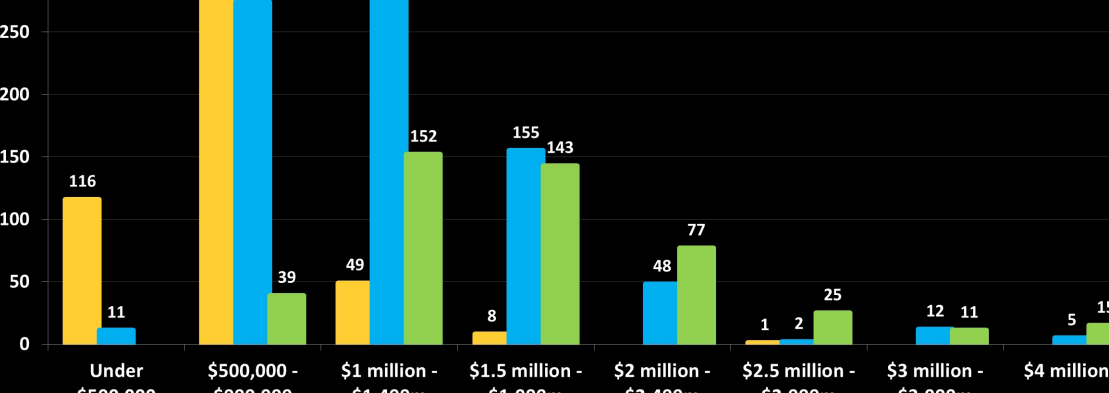
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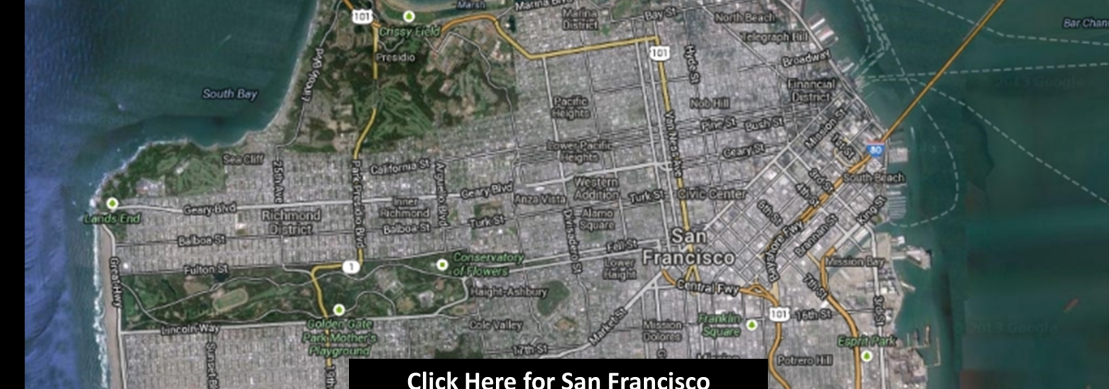
San Francisco Residential Market Market Dynamics by Property Type

Price/Prop. Type	# Listings for Sale*	# Listings in Contract**	Avg. Monthly Sales**	Supply of Inventory***	Avg. Days on Market**	Sales Over List Price**	Avg. Sales Price
Under \$1,000,000	363	113	99 sales/mo.	3.6 months	60 days	31%	97%
\$1,000,000 - \$1,999,999	337	116	174 sales/mo.	1.9 months	38 days	55%	103%
\$2,000,000 - \$2,999,999	94	18	41 sales/mo.	2.3 months	37 days	59%	104%
\$3,000,000 - \$3,999,999	64	6	20 sales/mo.	3.2 months	39 days	36%	99%
\$4,000,000 - \$4,999,999	22	0	4.25 sales/mo.	5.2 months	50 days	29%	95%
\$5,000,000 - \$5,999,999	18	0	2 sales/mo.	9 months	50 days	12%	92%
\$10 Million+	12	0	1.25 sales/mo.	9.6 months	114 days	0%	86%

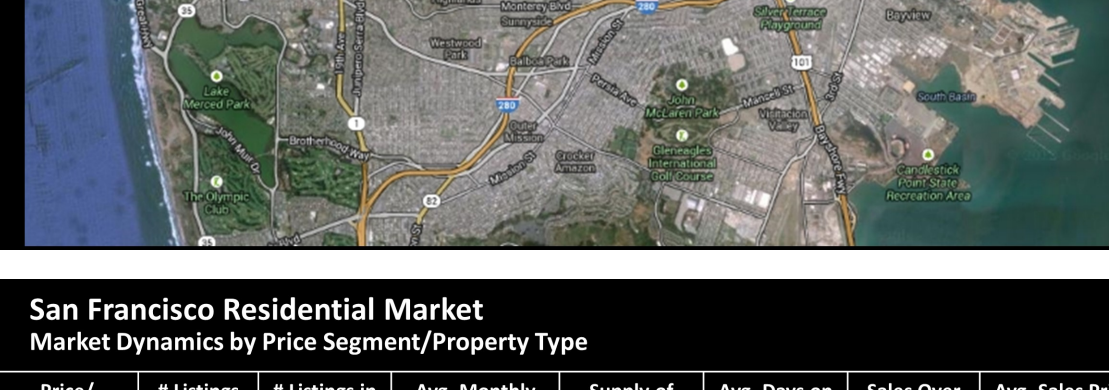
\*Active/Coming-Soon Listings & Listings in Contract as of 2/1/24. Listing & sale activity typically increase rapidly in Q1. \*\*Statistics per sales reported in 2023. \*\*\*Inventory Supply of Inventory measures approx. time required to sell listings for sale at 2023 monthly rate of sale.



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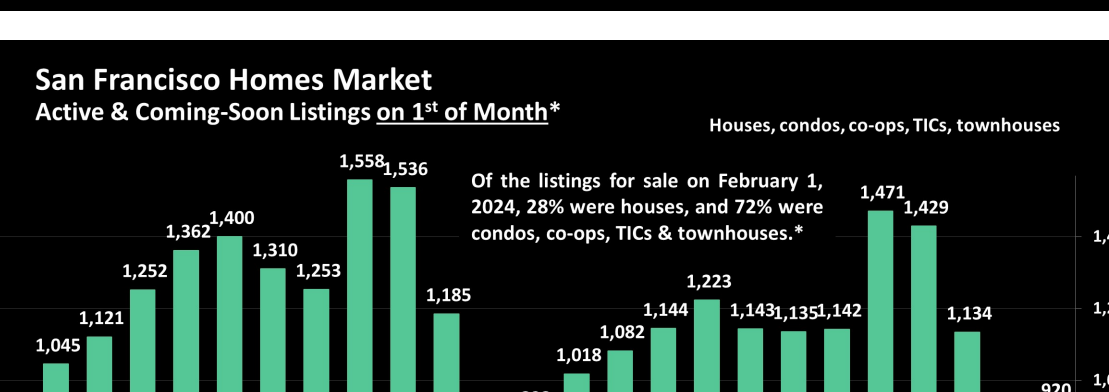
Sales in one month mostly reflect accepted offers in the previous month; January sales volume mostly reflects market activity in December (usually the slowest month of the year). Year-over-year sales volume was basically unchanged in January 2024.



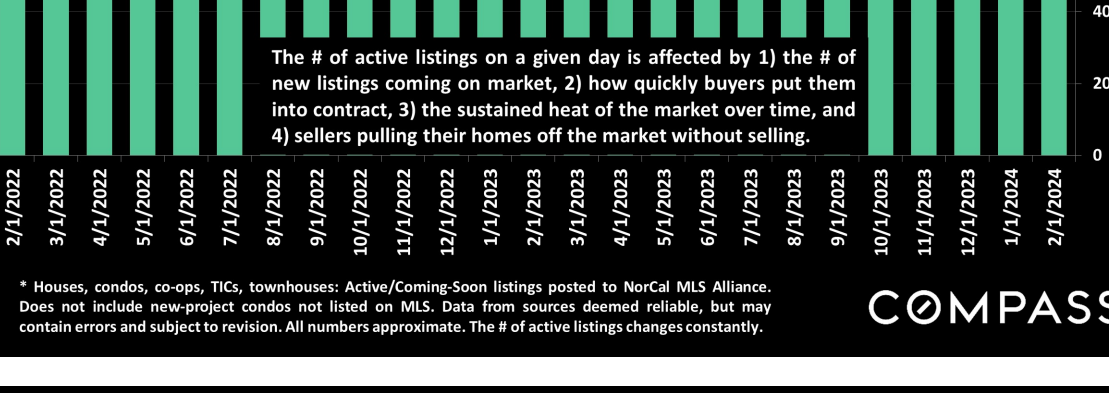
Sales data reported to NAR's MLS database, per Redfin.com. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximations. Market values for homes sold, not under contract.



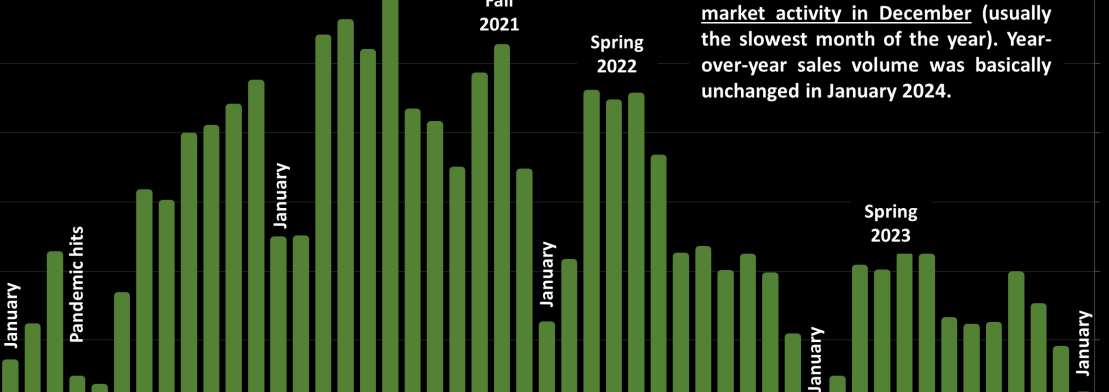
\*Analysis of 2023-2023 home sales reported to NAR's MLS database. Data derived from sources deemed reliable but may contain errors and subject to revision. All numbers are approximations. Market values for homes sold, not under contract.



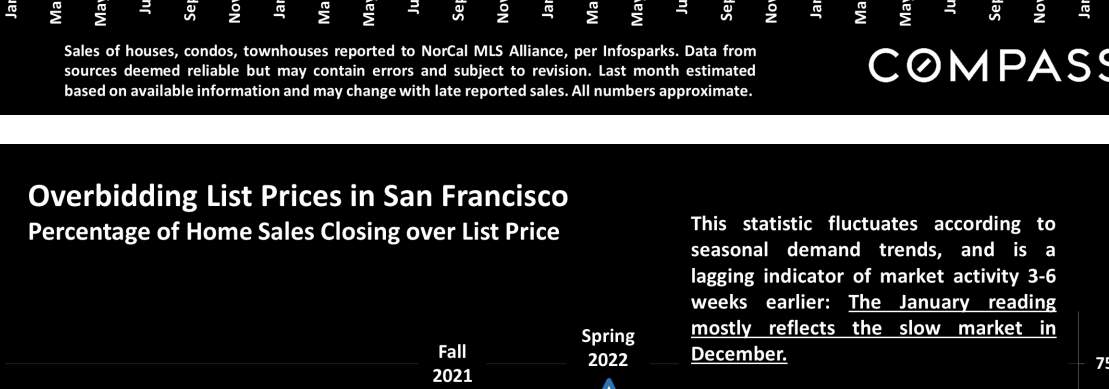
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\*U.S. Census 2022 ACS 1-Year Estimates. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximations. Market values for homes sold, not under contract.



\*Freddie Mac (FHLMC), 30-Year Fixed Rate Mortgage Weekly Average. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximations. Market values for homes sold, not under contract.



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Statistics are generalities, essentially summaries of widely disparate data generated by dozens, hundreds or thousands of unique, individual sales in different time periods. They are best seen not as precise measurements, but as broad, comparative, informational purposes only and are compiled from sources deemed reliable but subject to errors, omissions, changes in price, conditions, sale, or withdrawal without notice. No statement is made as to the accuracy of any description or measurements (including square footage). This is not intended to certify property already listed. No financial or legal advice provided. Equal housing opportunity laws may be virtually staged or digitally enhanced and may not reflect actual property conditions.

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