

### 2022 Review of Selected Indicators

**Real Estate Market Statistics, Comparing Q4 2022 to Q4 2021**

- Quarterly Median House Sales Price: Down 13.5% from Q4 2021
- Quarterly Median Condo Sales Price: Down 12.5% from Q4 2021
- Quarterly Sales Volume: Down 42%
- Q4 Sales over Full Year Total Price: 41% down from 61% in Q4 2021
- Avg. Sales Price to Original List Price %: 100% (at list price), down from 108% in Q4 2021
- Average Days on Market: 41 days, up from 35 days in Q4 2021
- Absorption Rate % of Listings Contracted: 35% of listings, down from 49% in Q4 2021
- Luxury Home Sales Volume, \$53 Million: Down 52% from Q4 2021

**Major Economic Indicators in 2022**

- Weekly Avg. 30-Year Mortgage Rate: Climbed from 3.11% to 6.42% (Down 1.5% from 7.9% peak in November 2022)
- Consumer Price Index (inflation rate): January to November, dropped from 7.5% to 7.1% (down from 9% peak in June 2022, but up from 1.4% in January 2021)
- S&P 500 Index: Opening to closing bull in 2022, down approximately 8.4%
- Nasdaq Stock Index: Opening to closing bull in 2022, down approximately 13.5%
- Employment Growth: Stronger than expected throughout the year, but slowing down heading to the end of the year. "Wage laid off" stock market news is finding jobs shortly after beginning their search.

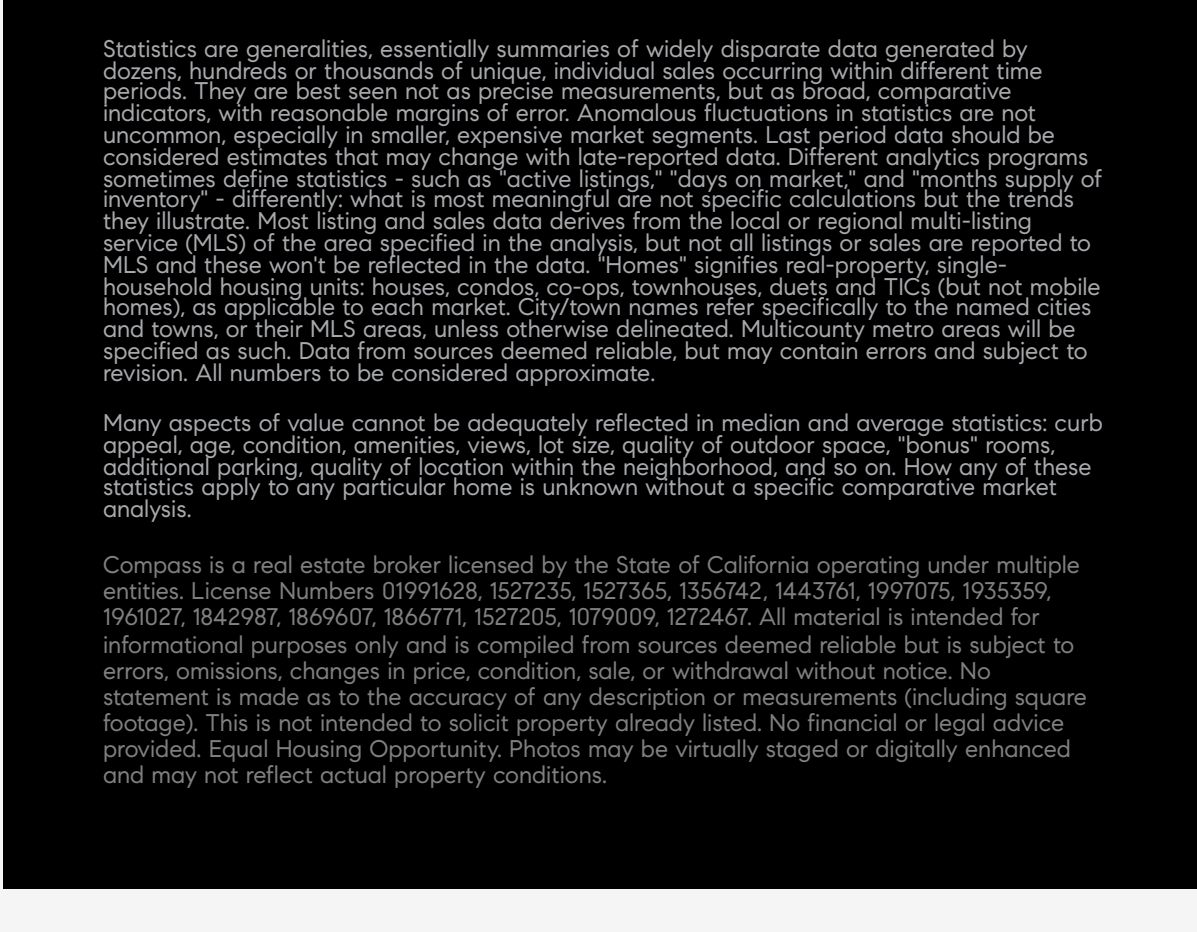
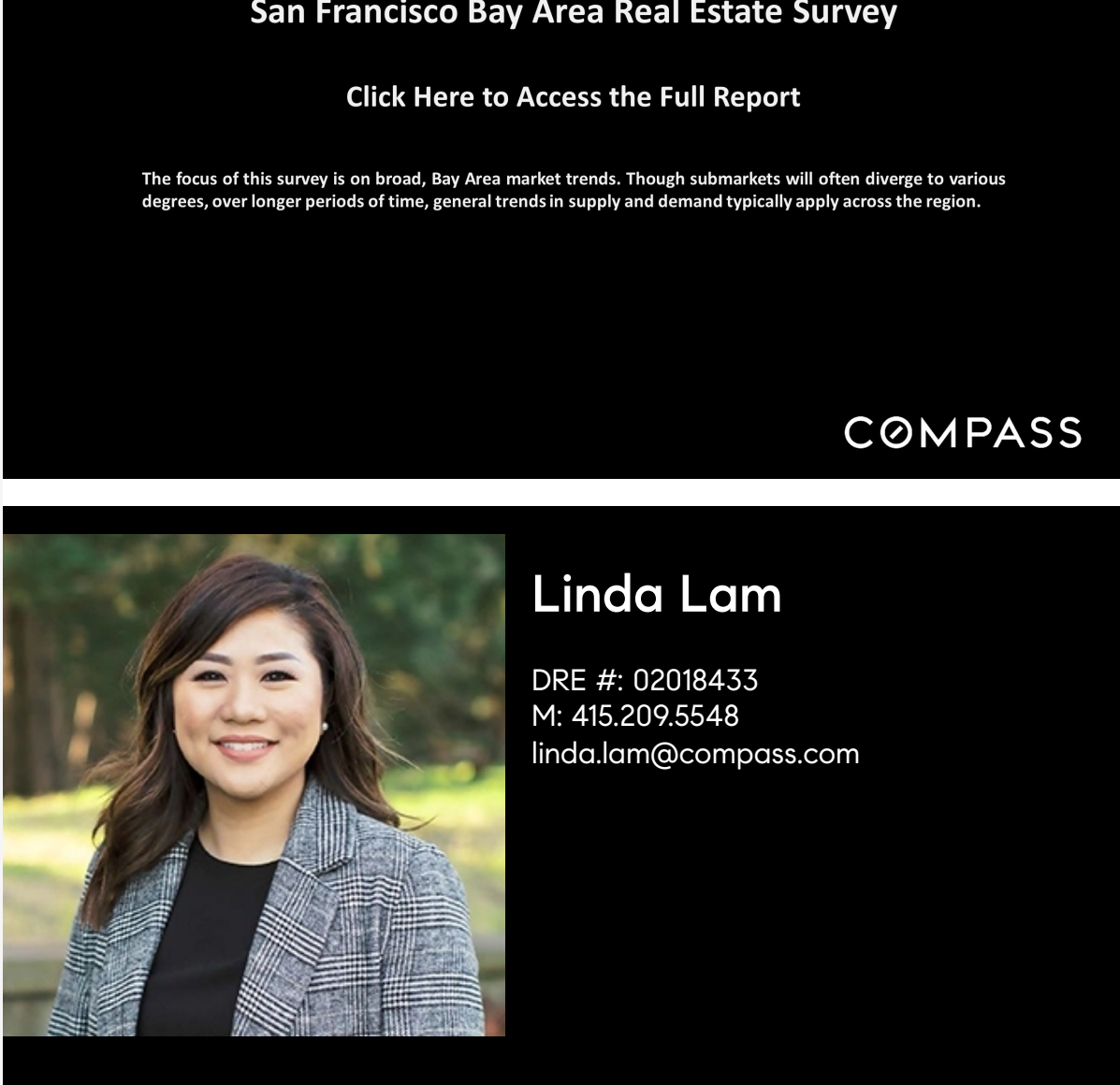
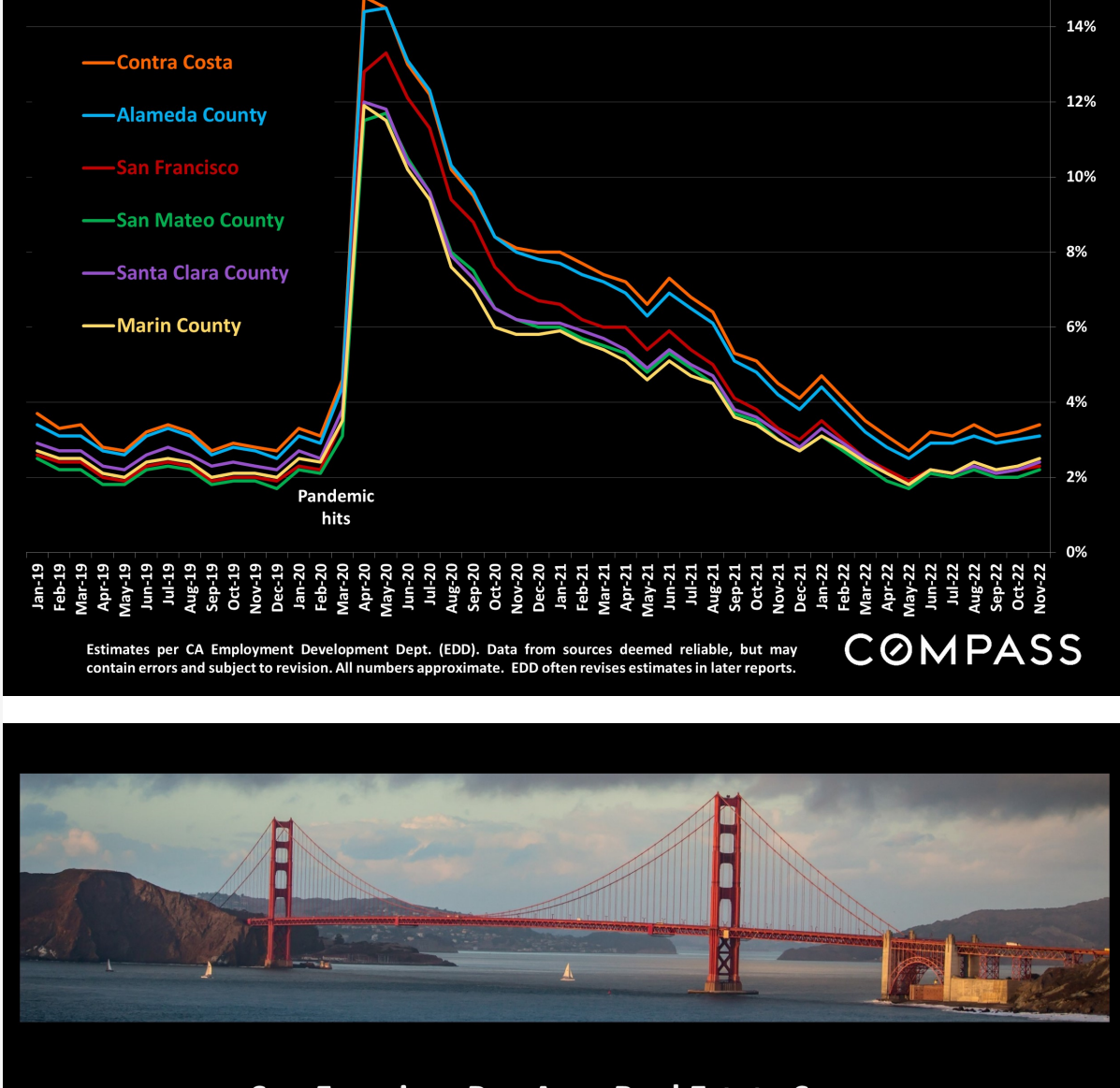
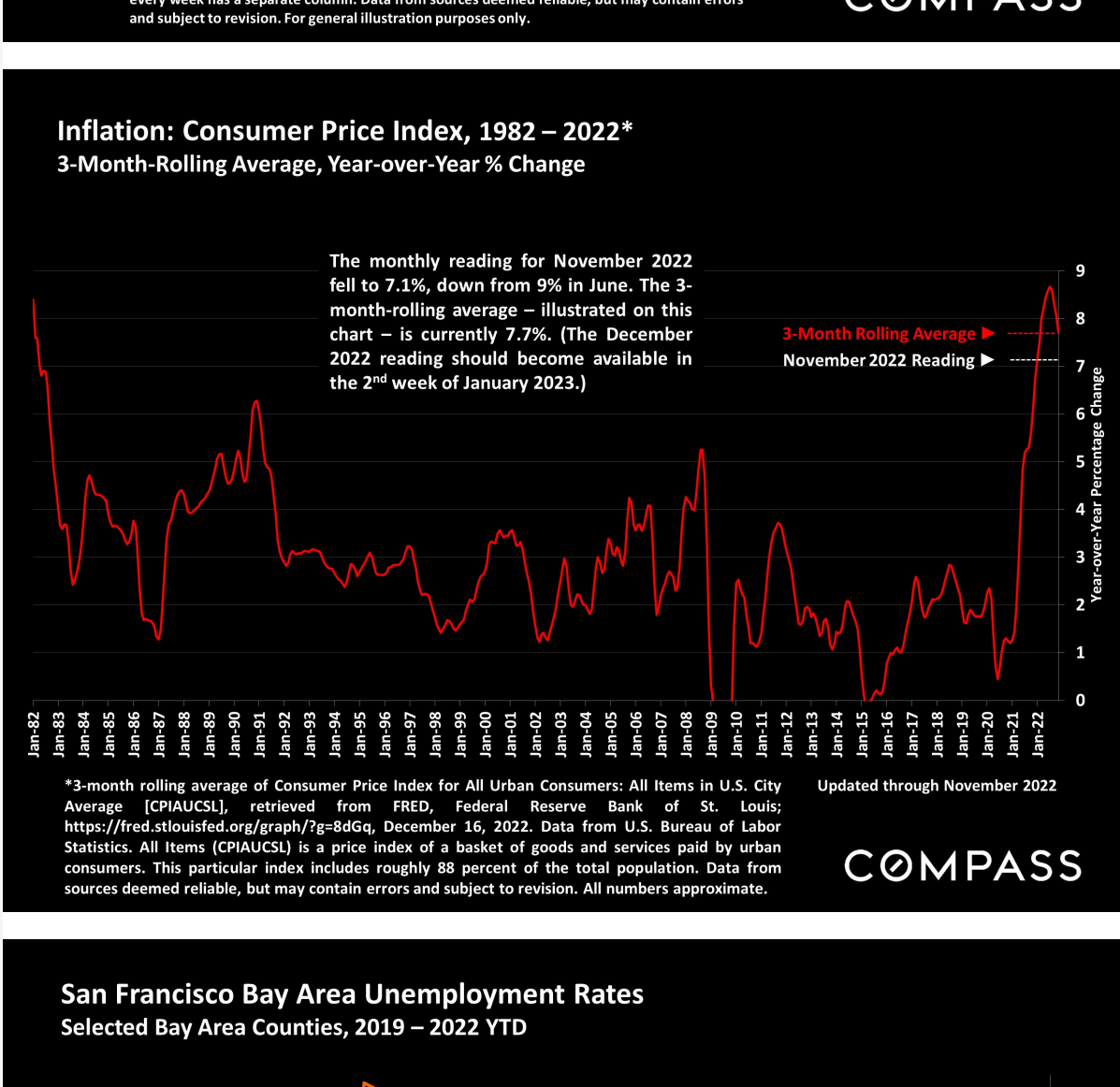
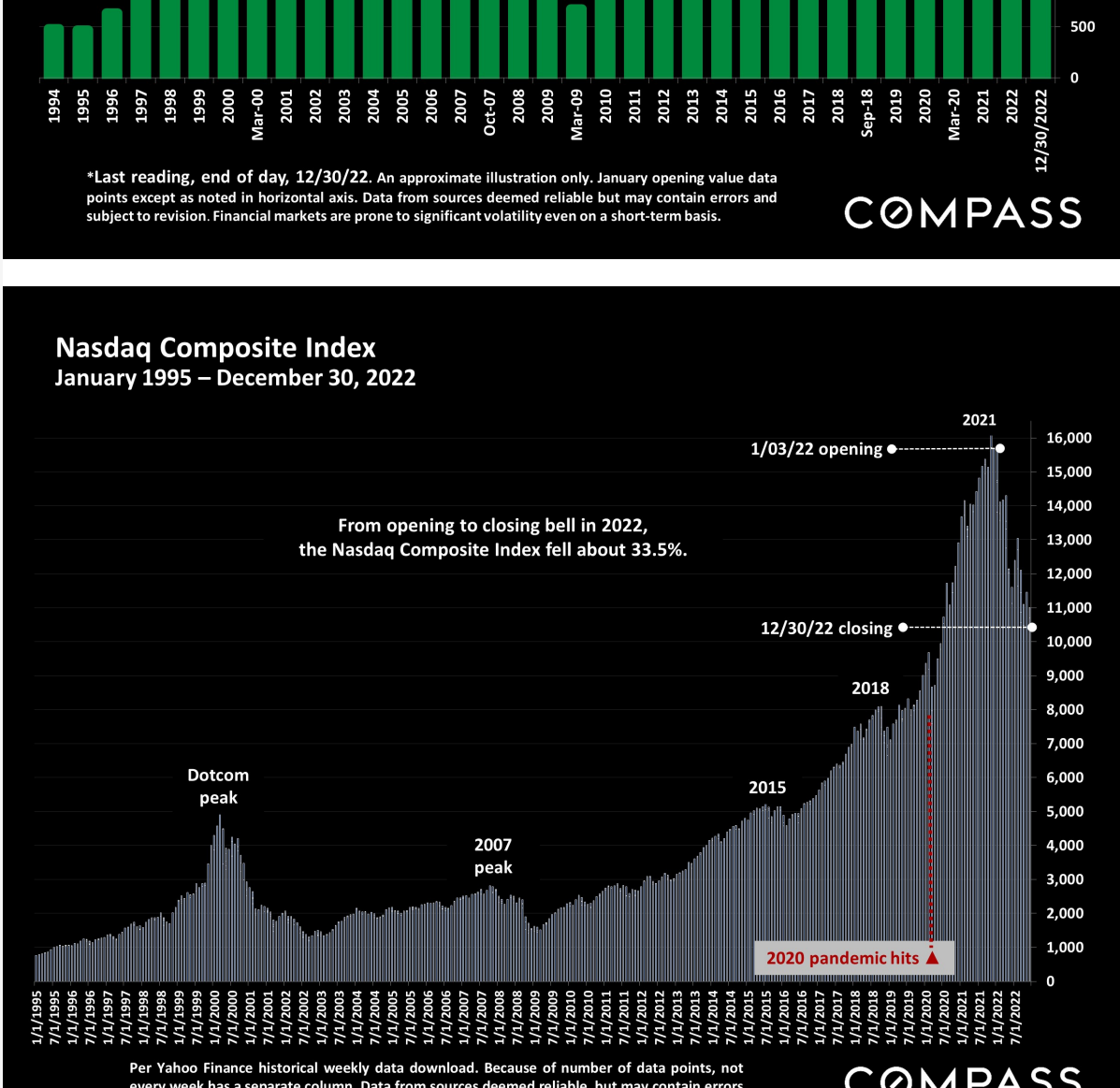
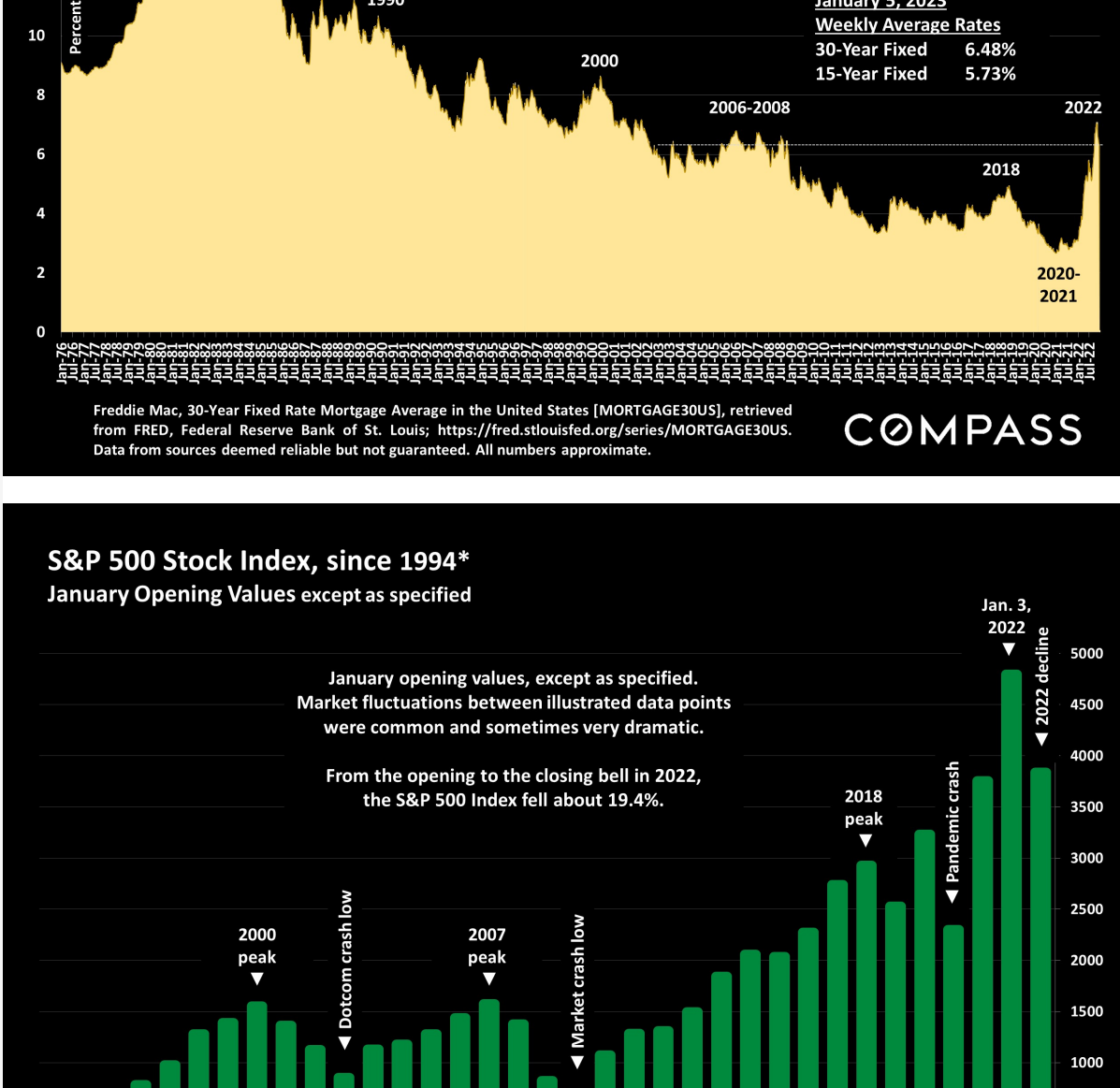
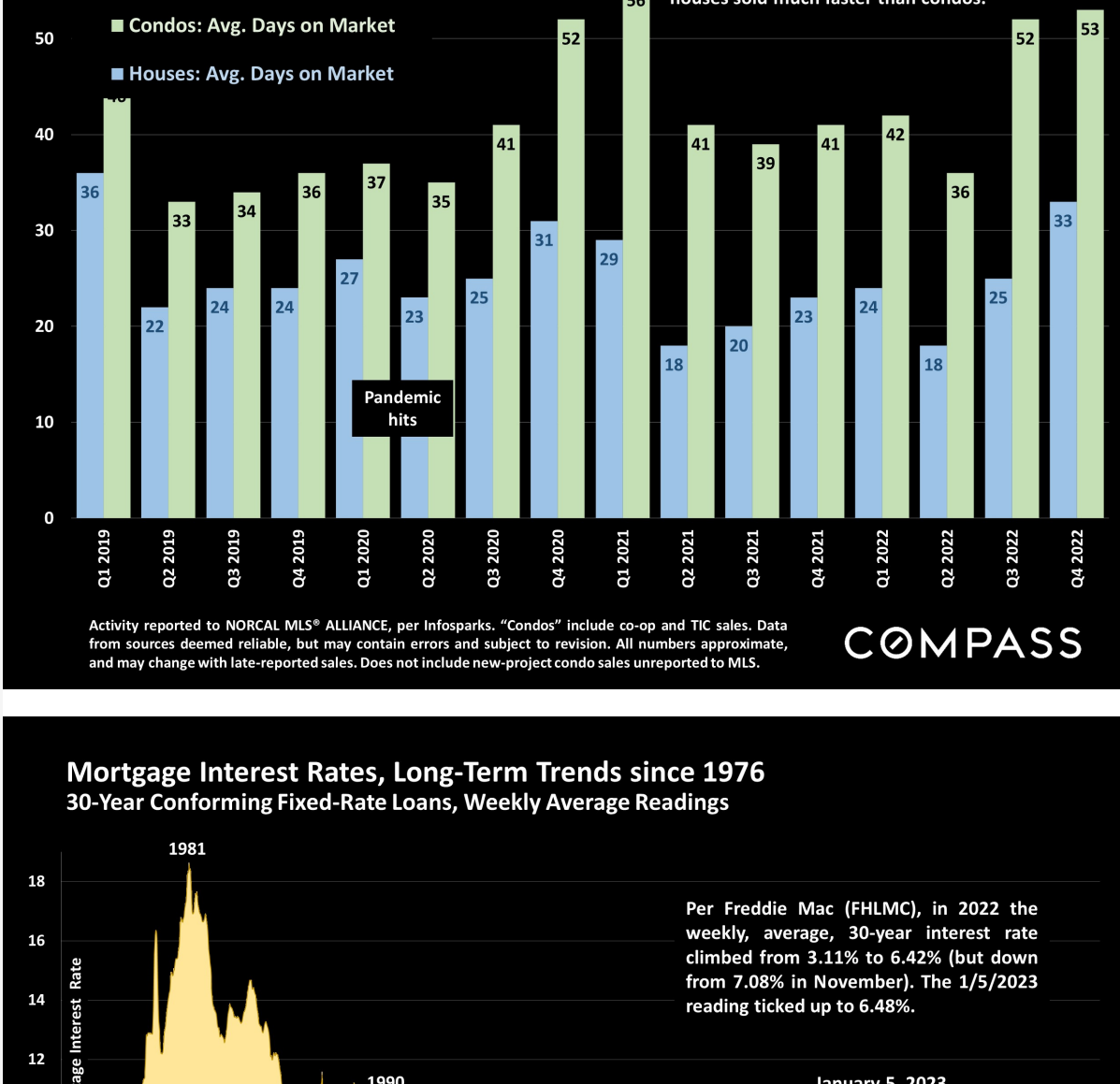
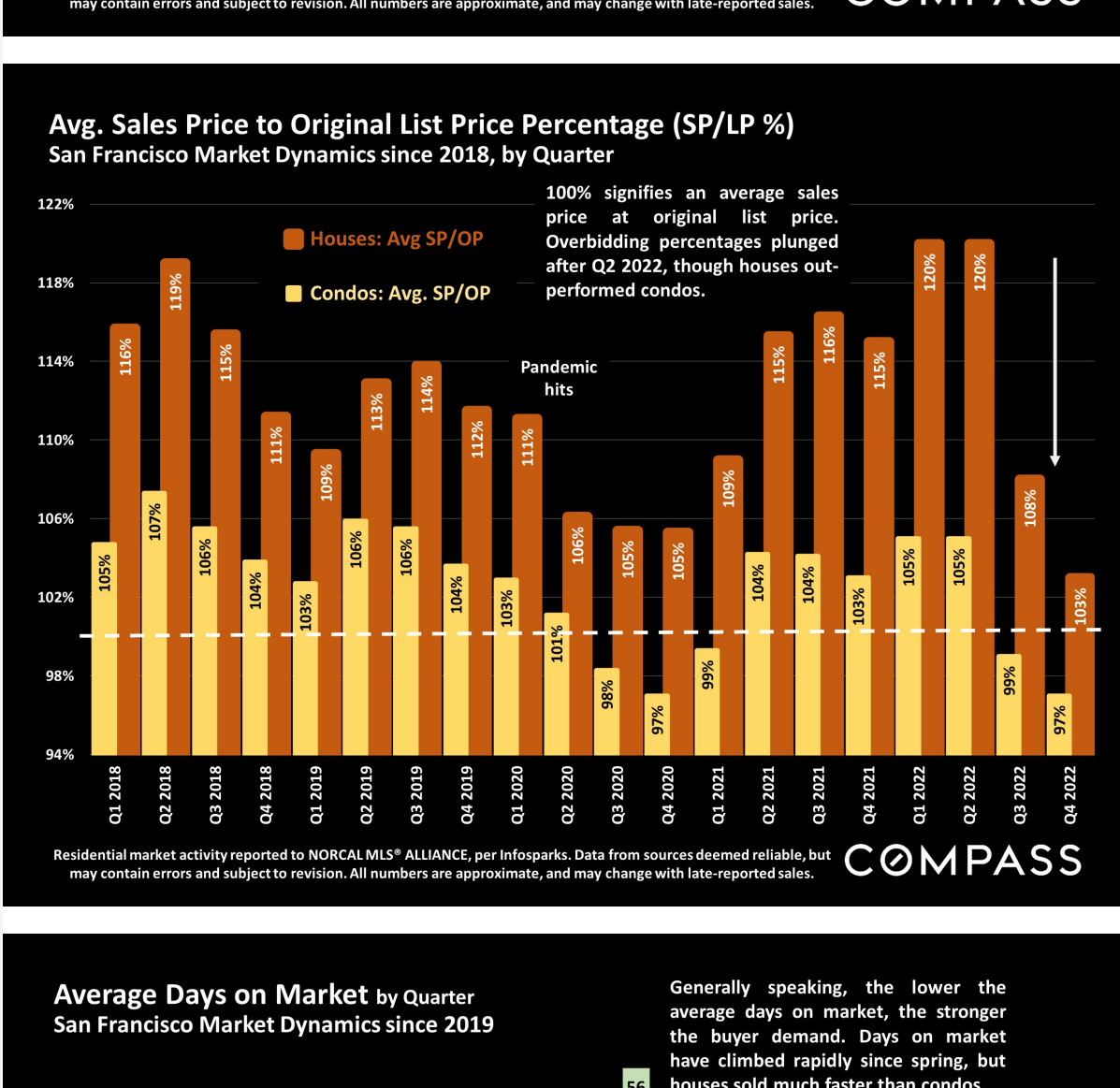
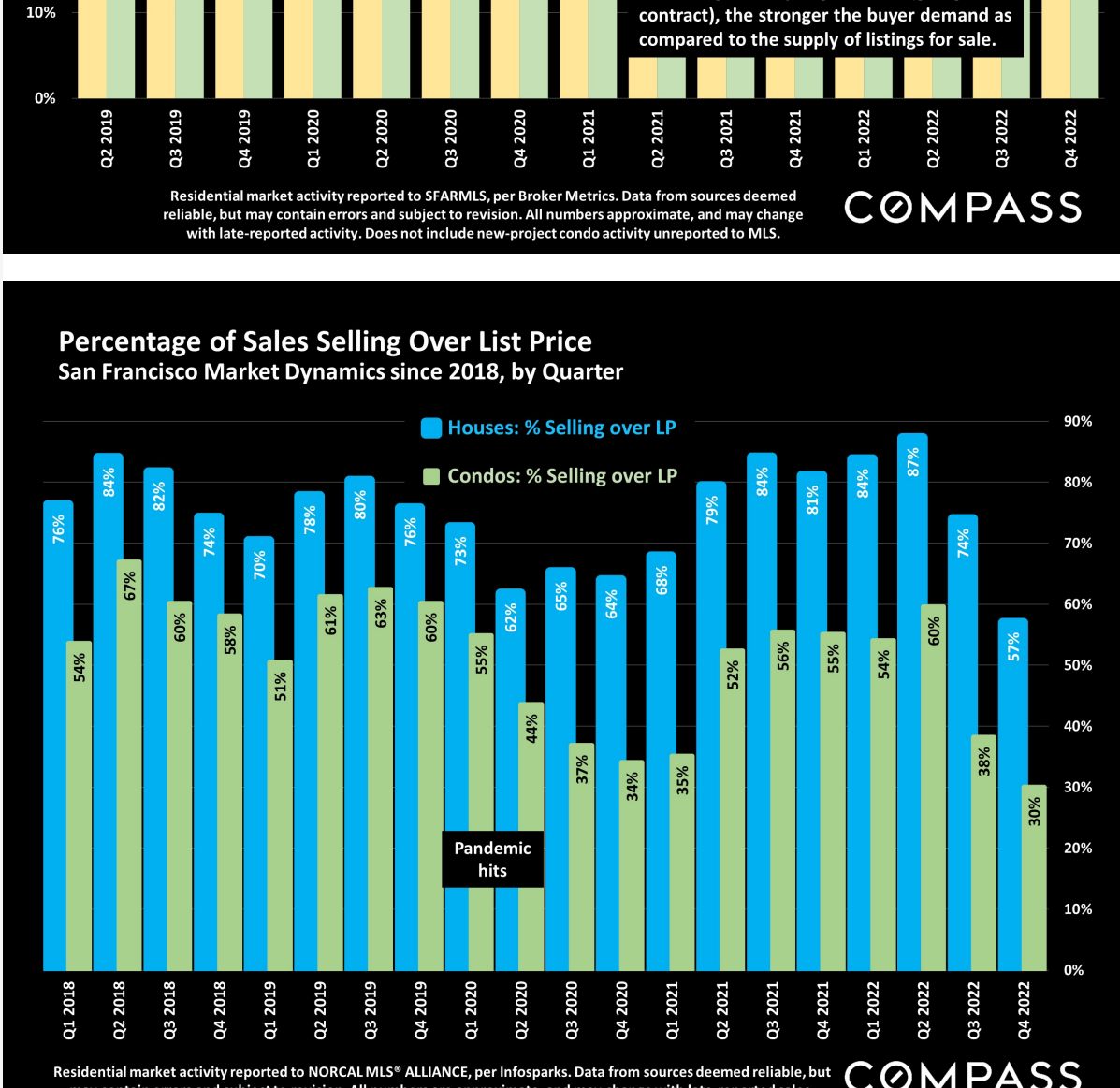
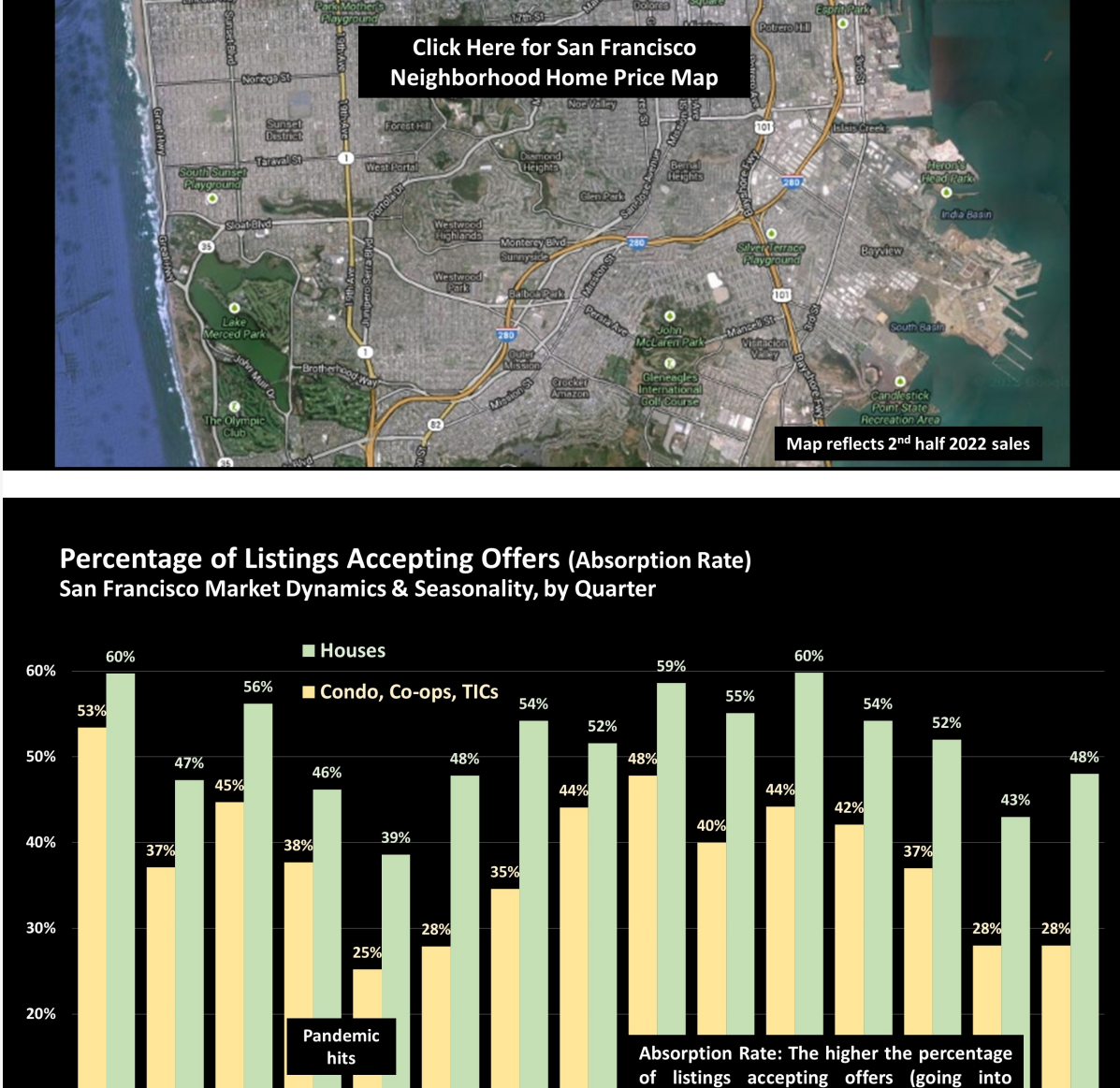
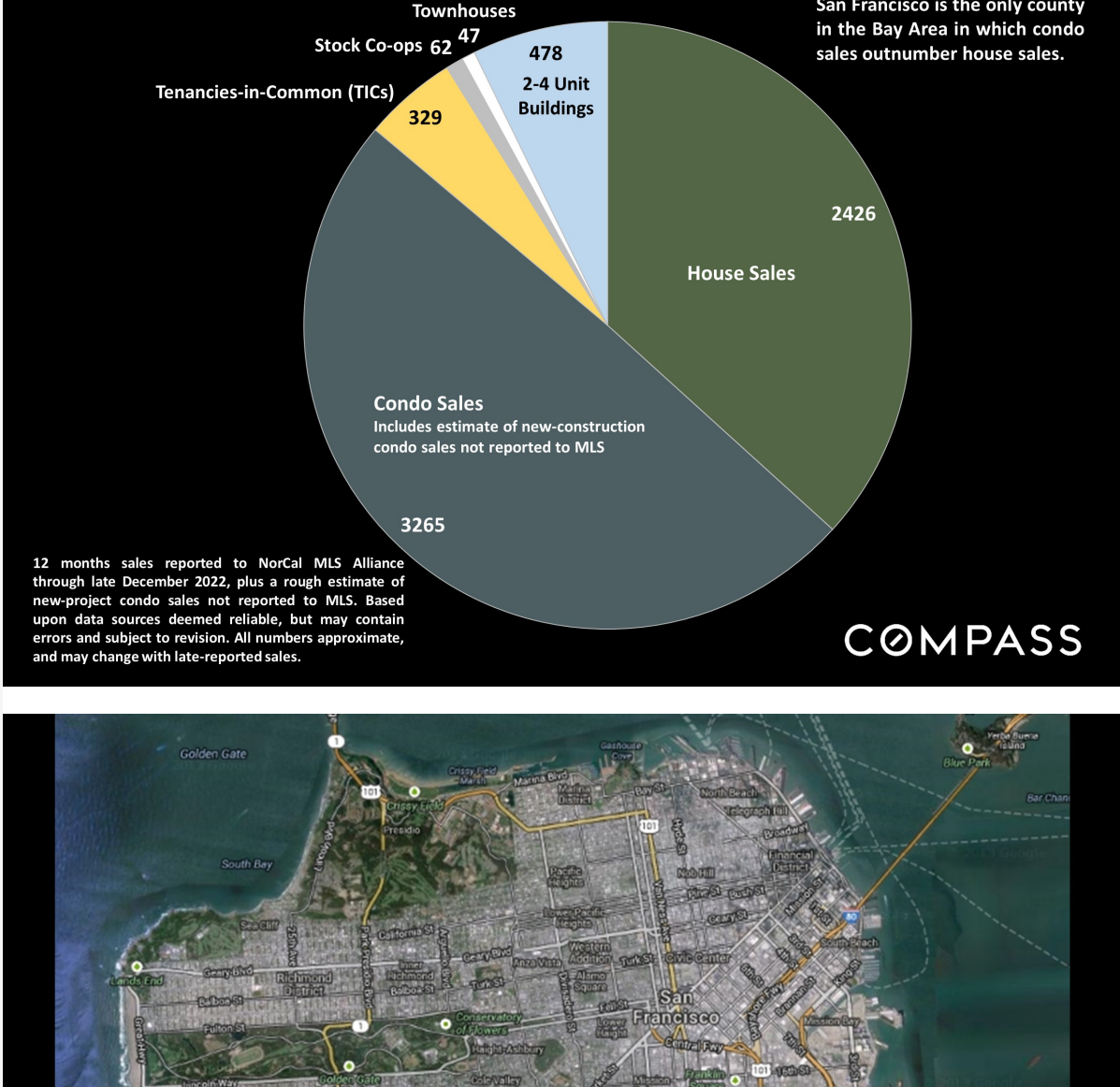
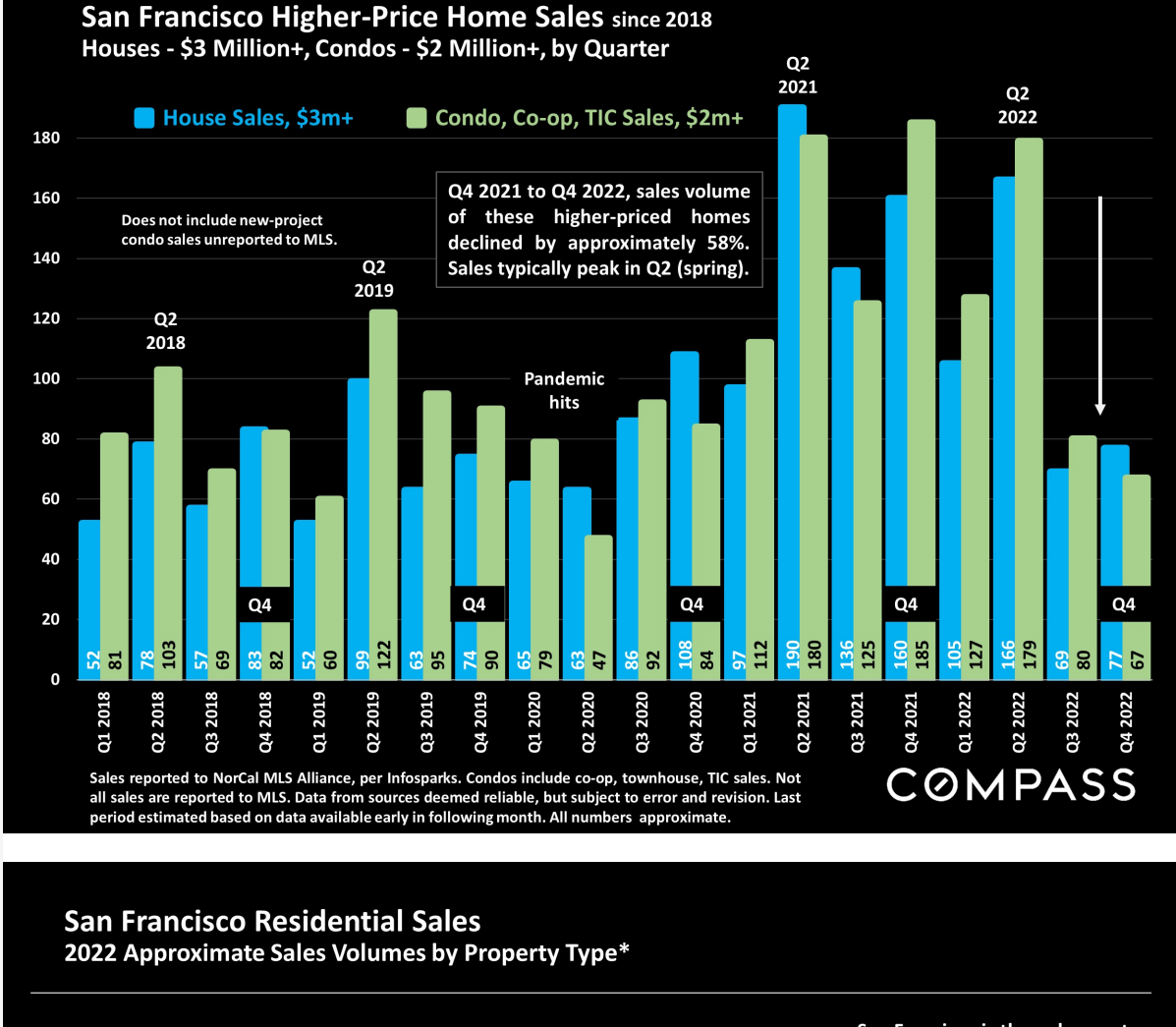
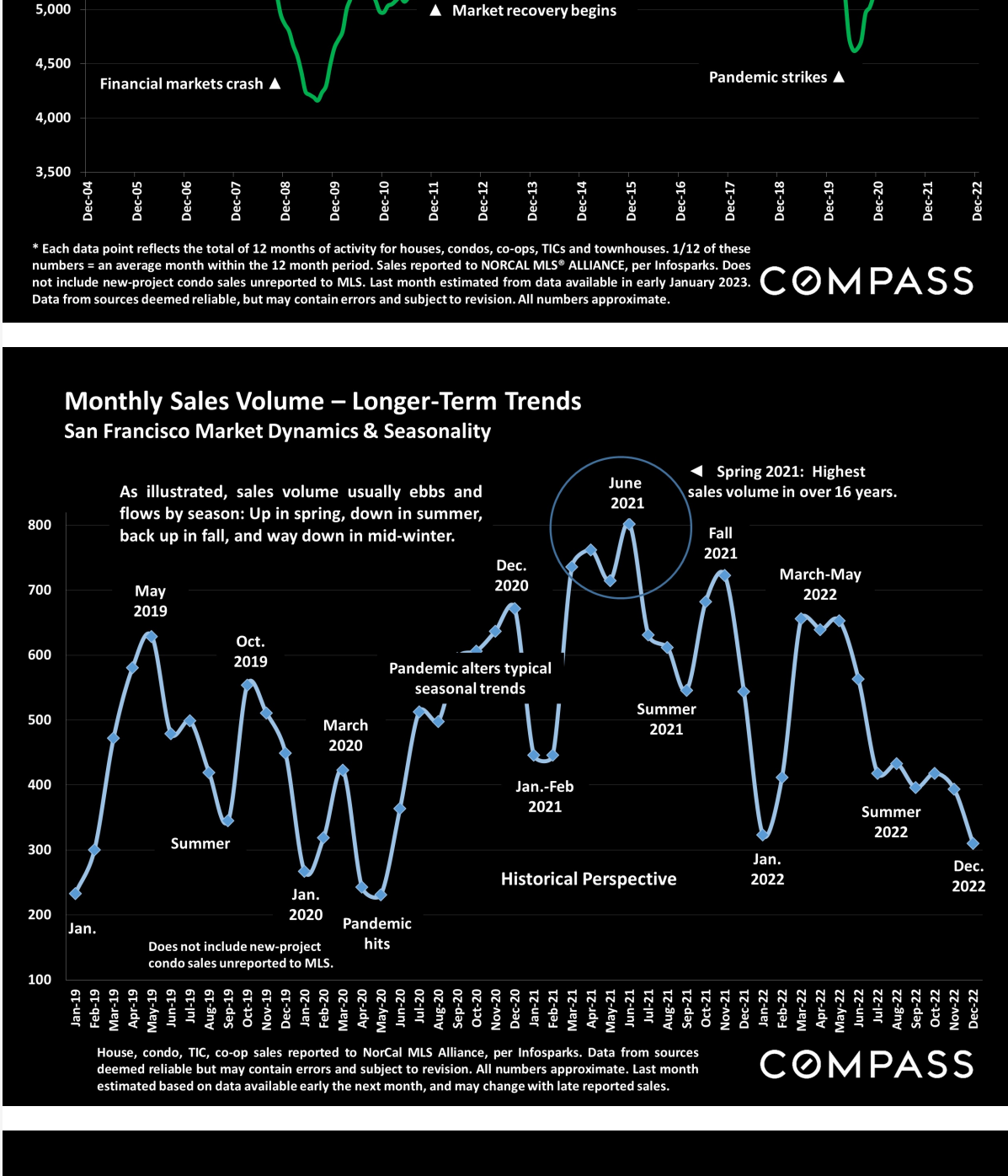
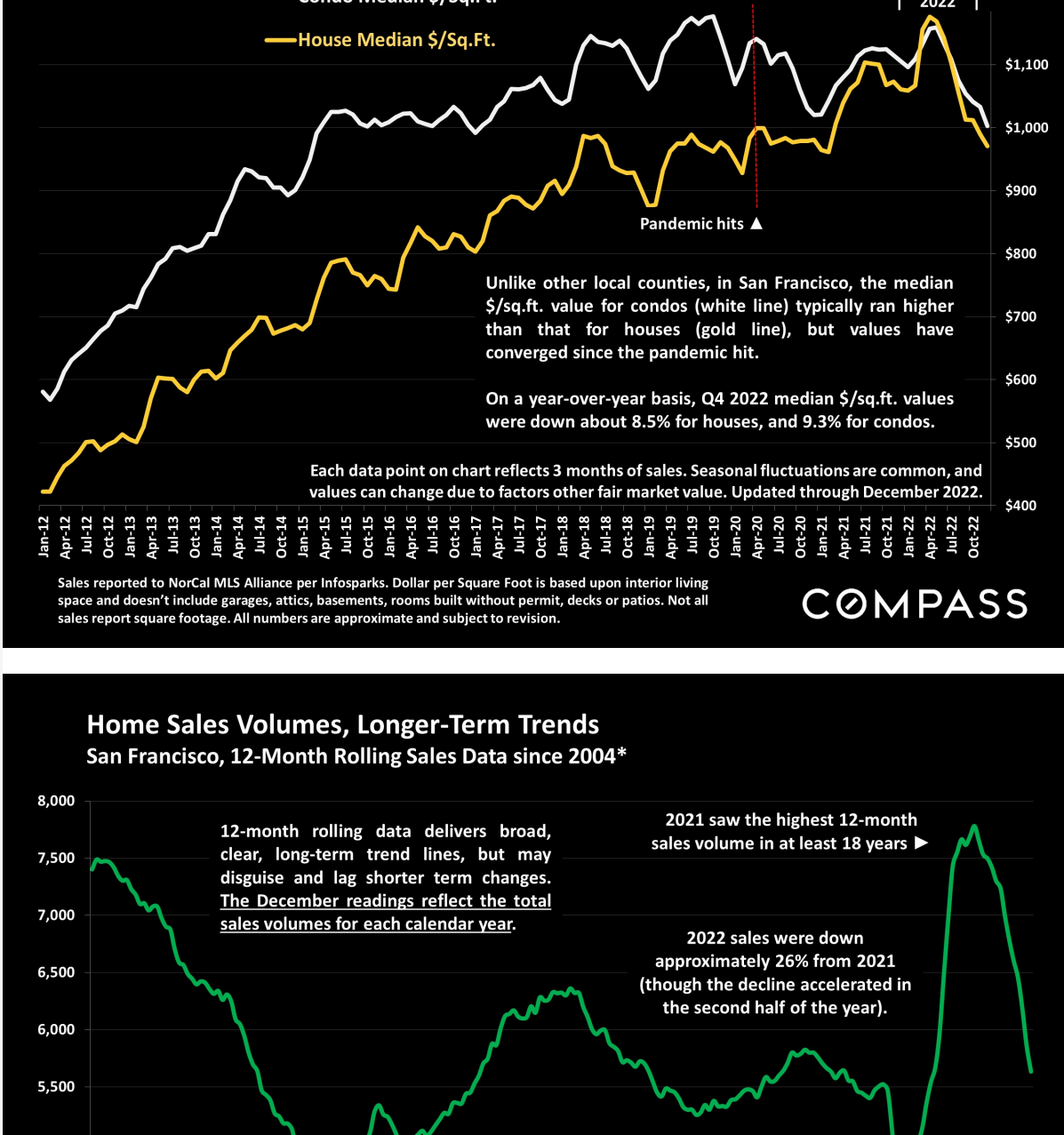
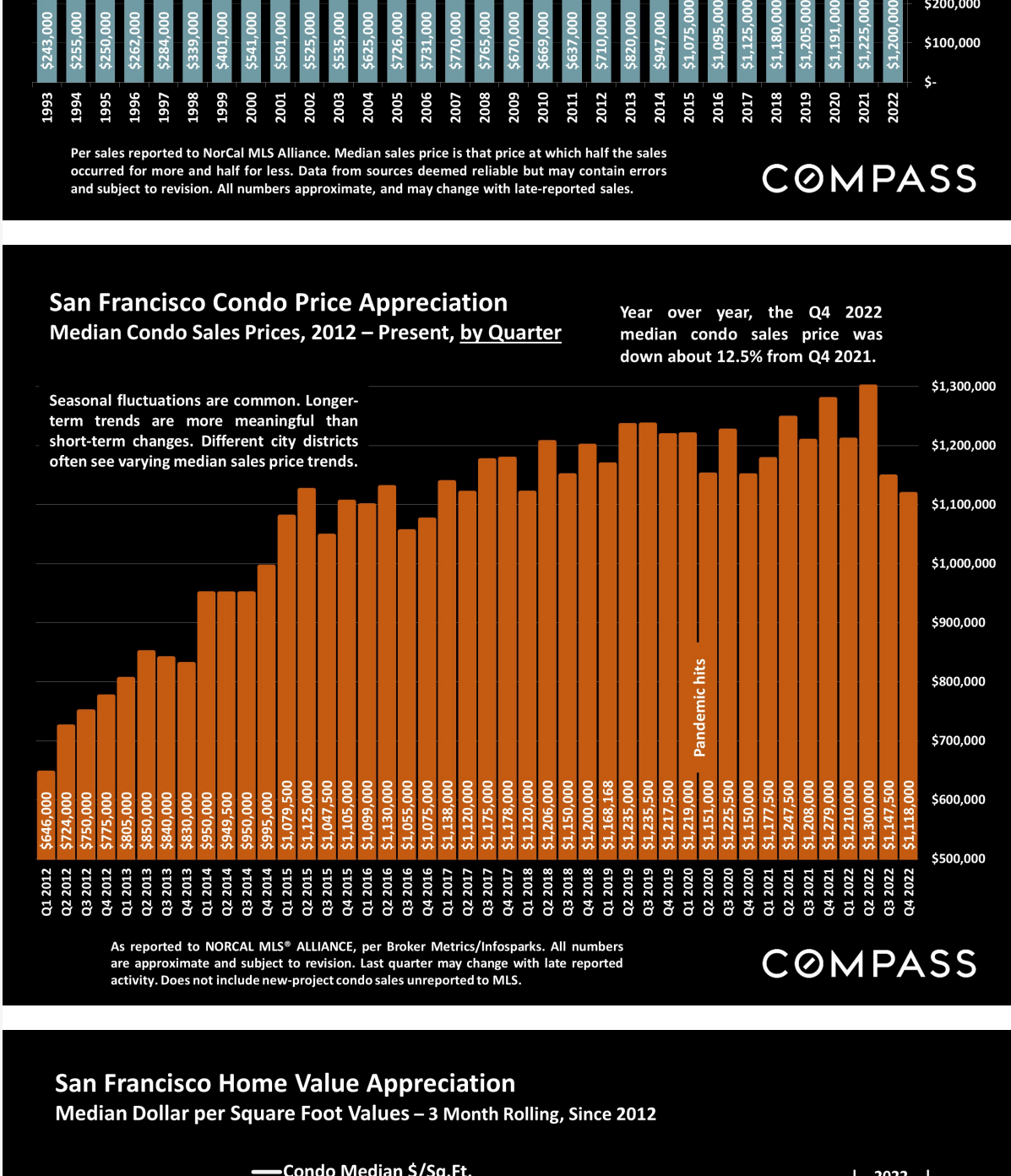
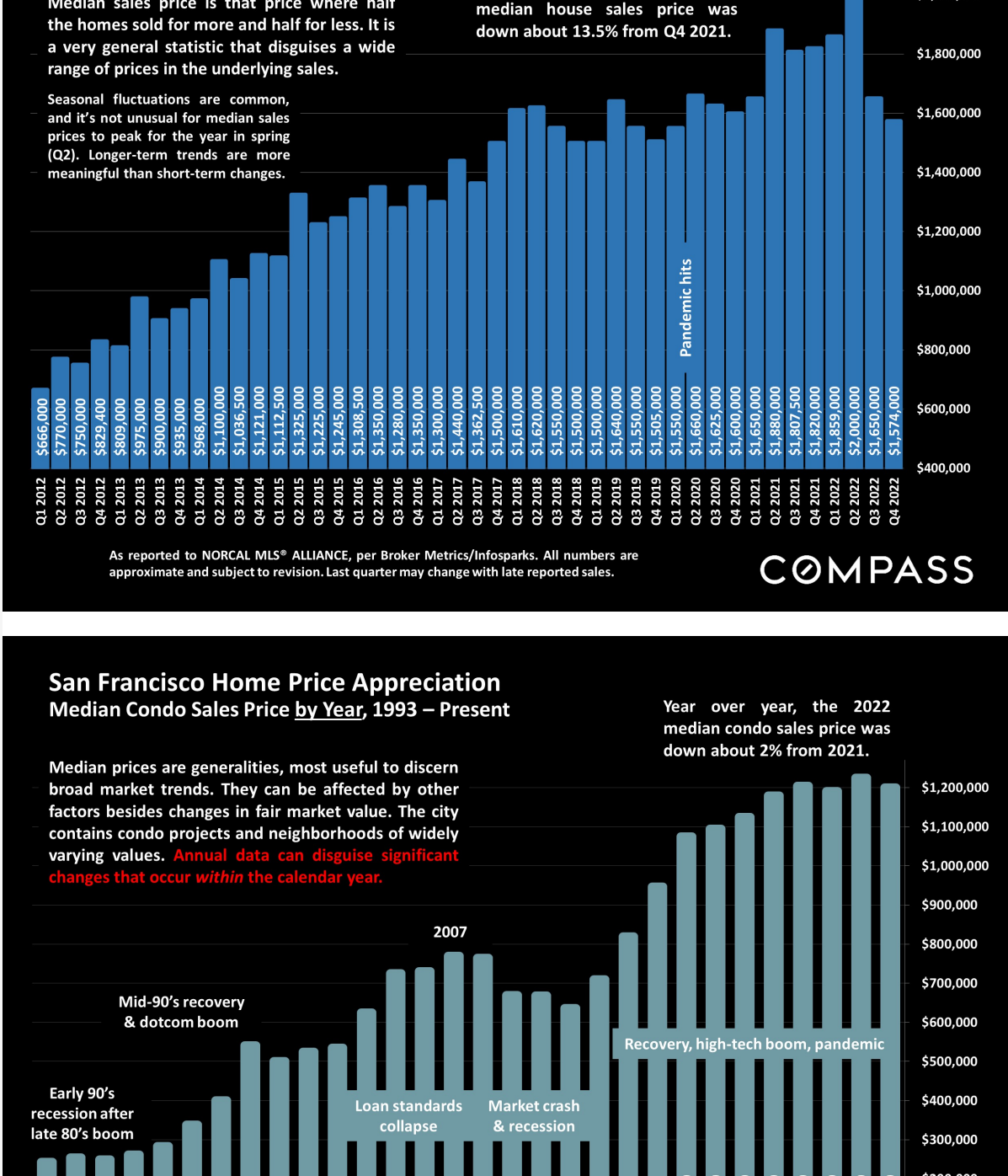
Market rate data per FHLMC. Stock market data per MarketWatch.com. Consumer Price Index, all items except food and energy, from BLS.gov. All numbers are approximate, and may change with later reported data. All numbers are approximate, and may change with later reported data.

**"Mortgage application activity sunk to a quarter century low this week as high mortgage rates continue to stifle the housing market. Homebuyers are feeling nervous about their financial future. The high inflationary pressure on wages and should lead to higher mortgage rates in 2023. Homebuyers are waiting for rates to decrease more significantly, and when they do, a strong job market and a large demographic tailwind of Millennials entering the workforce will provide support for the mortgage market."** (NAR, 10/26/22)

In 2022, the market saw a dramatic shift from Q2 (spring), at which time the market peaked after a pandemic 10-year upcycle supercharged at its end by the end of November, through the 2nd half of the year, when the market cooled significantly. Priced by a number of economic factors - especially inflation and interest rates, and financial markets - that placed us in a substantial decline in sales volumes, median sales price, appreciation rates, and virtually all the standard measurements of buyer demand. However, tens of thousands of Bay Area homes continued to sell in the 2nd half, a considerable, but declining percentage still selling quickly at or over asking price. On the other hand, some buyers are making the best deal in their life by selling, getting a guaranteed cash offer, or moving into a new city, and buyers in a market that is still selling quickly at or over asking price.

The period from just before Thanksgiving through mid-January usually sees the lowest levels of listing and offer acceptance activity of the year, so it's difficult to derive definitive conclusions about market trends from its numbers. The early spring market - which, weather cooperating, can begin as early as February in the Bay Area - would typically provide the next major indicator of market direction, but developments may occur in a period of adjustment, with major macroeconomic conditions still in flux.

This report will look at the market from a variety of angles, including annual, quarterly and monthly data. Because of the large shifts in the market that occurred between the 1st and 2nd halves of the year, annual data will often discuss these changes. However, it does feature peak-month data with data in which very different conditions prevailed.



### San Francisco Bay Area Real Estate Survey

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The focus of this survey is on broad, Bay Area market trends. Though subjects will often diverge to various degrees, over longer periods of time, general trends in supply and demand typically apply across the region.



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