



**Penthouses, Probates, Lofts, Mansions & Fixer-Uppers  
What San Francisco Home-Buyers Bought in 2014**

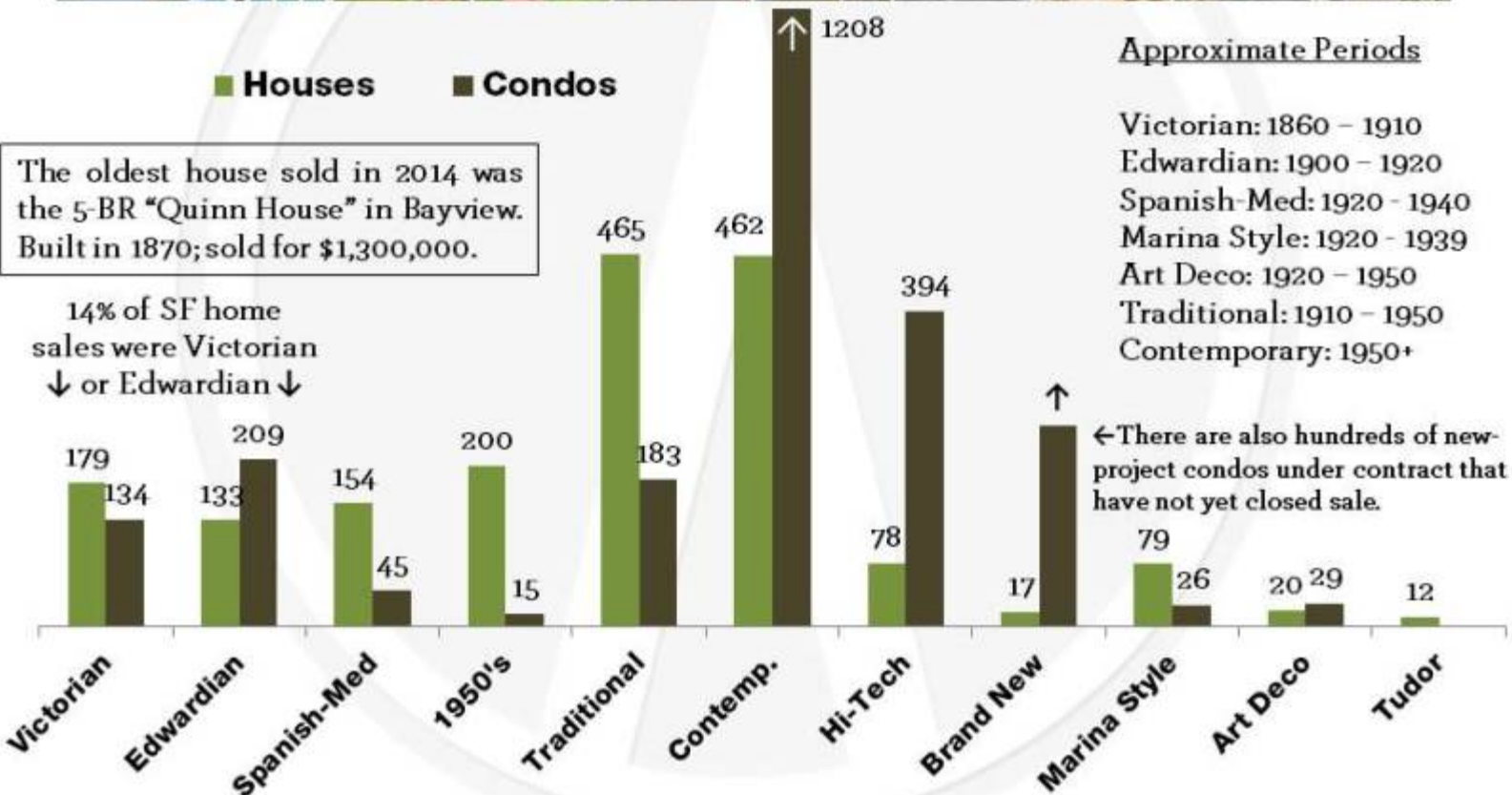
How many San Francisco home sales were Victorians, Edwardians or Art Deco? Condos in doorman buildings? Artist live-work lofts? Probate or distressed sales? Without parking? Under \$500,000? Over \$5 million? Tenant occupied? Had Golden Gate or Bay Bridge views? What were the oldest house sale, the biggest condo sale and the median sales price for a 2-unit building?

Below are answers to those and a hundred other questions about home prices, neighborhoods, architecture, amenities, views, types and sizes. San Francisco has one of the most interesting real estate markets in the world and we hope you enjoy some of the details. A neighborhood map is included at the bottom for your convenience.

Sales information as reported to and described in San Francisco MLS through late November 2014. Some 2014 totals are projections based on current trends. These analyses were performed in good faith with data derived from sources deemed reliable, but they may contain errors and are subject to revision. All numbers should be considered approximate.

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## Architectural Styles (Units Sold) San Francisco Homes Purchased in 2014

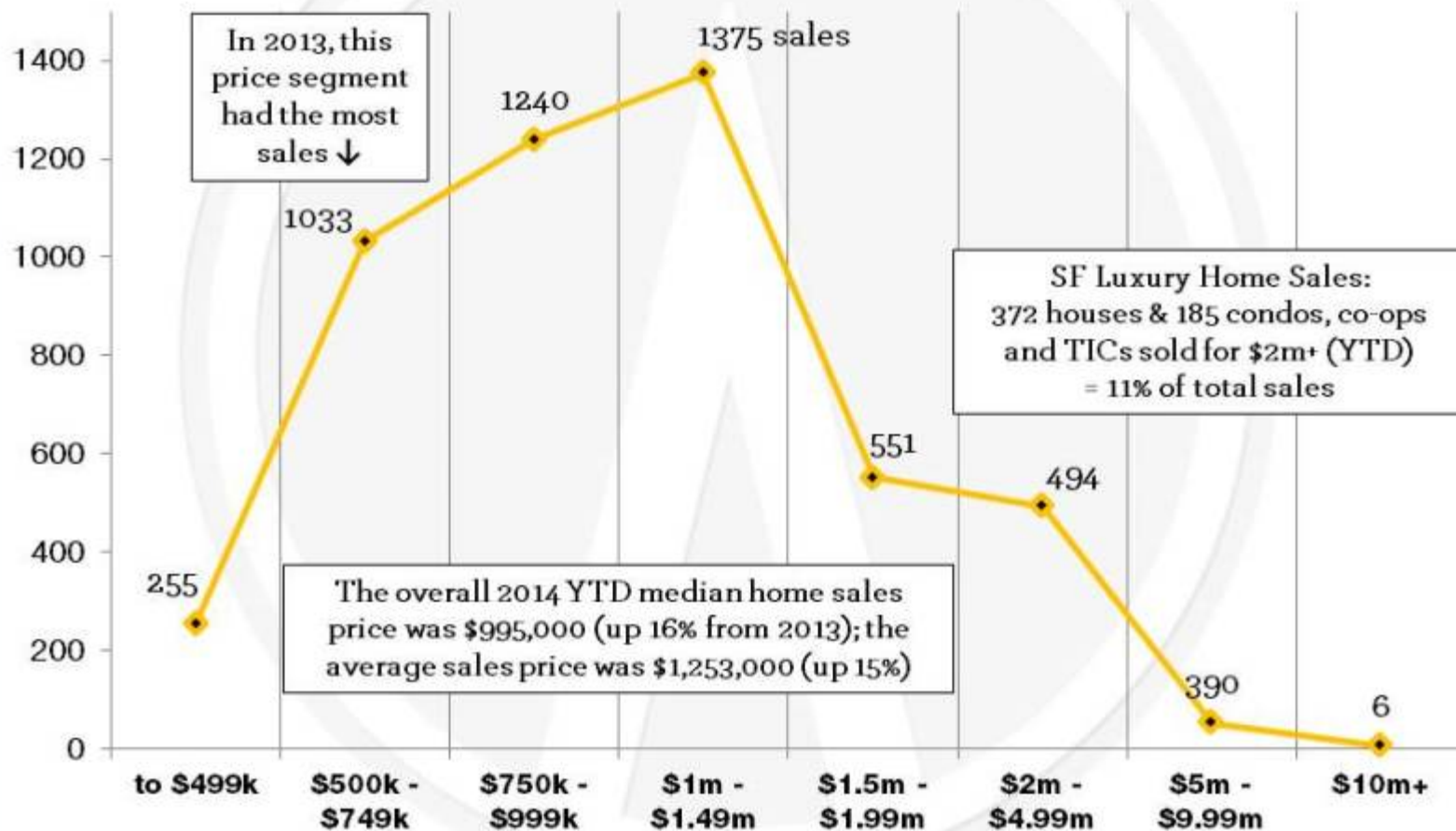


\*Unit Sales as reported and described in San Francisco MLS by November 25, 2014. Some sales listed under multiple categories. New-construction condo sales are estimated as many are not reported to MLS.

## Home Sales by Price Range

### San Francisco Unit Sales in 2014\*

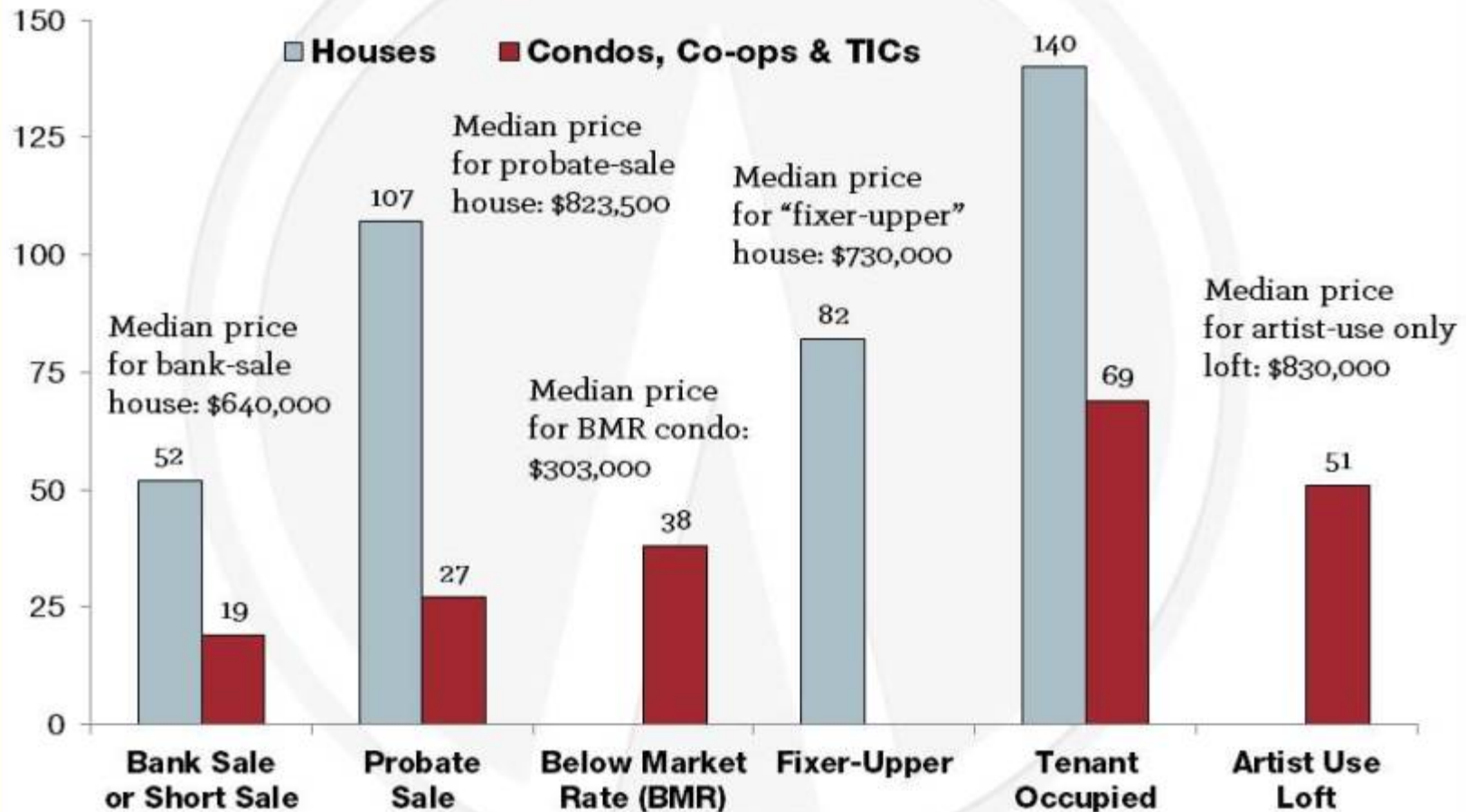
House, Condo, Co-op & TIC Sales Reported to MLS



\* Approximate sales numbers as reported to San Francisco MLS by 11/25/14. Does not include sales unreported to MLS. "k" signifies thousands and "m" millions of dollars.

## Special Circumstance Sales

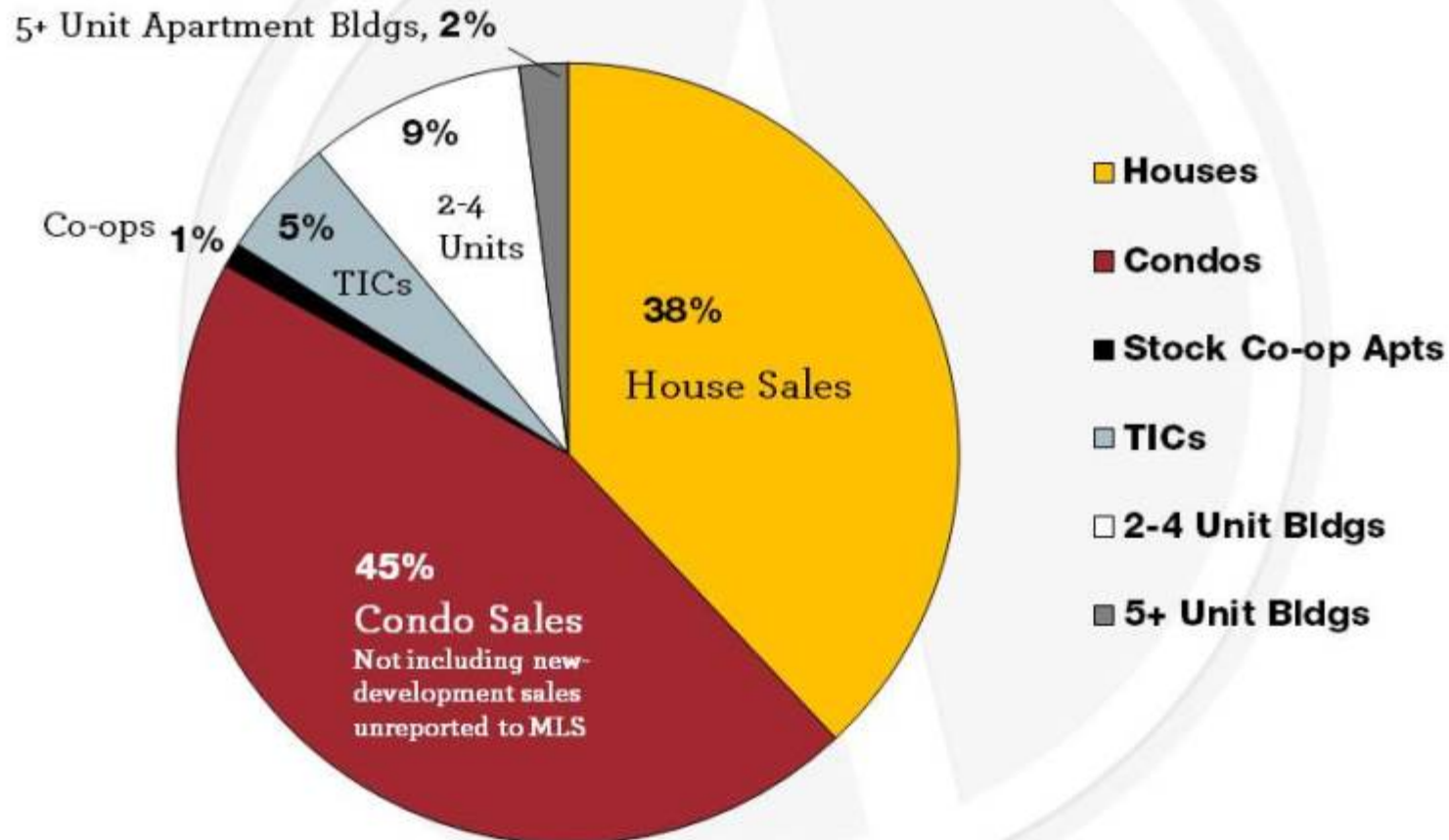
### San Francisco Homes Purchased in 2014



Sales reported to San Francisco MLS by 11/25/14. All numbers are approximate.

## San Francisco Home Sales by Property Type 2014 Unit Sales\* – Percentage of Total Sales

Sales reported to MLS.



As reported to MLS by 11/25/14. This chart does *not* include off-market sales and new-development condo sales unreported to MLS, which would add to the sales numbers. Many 5+ unit apartment building sales occur outside MLS. All numbers should be considered approximate.



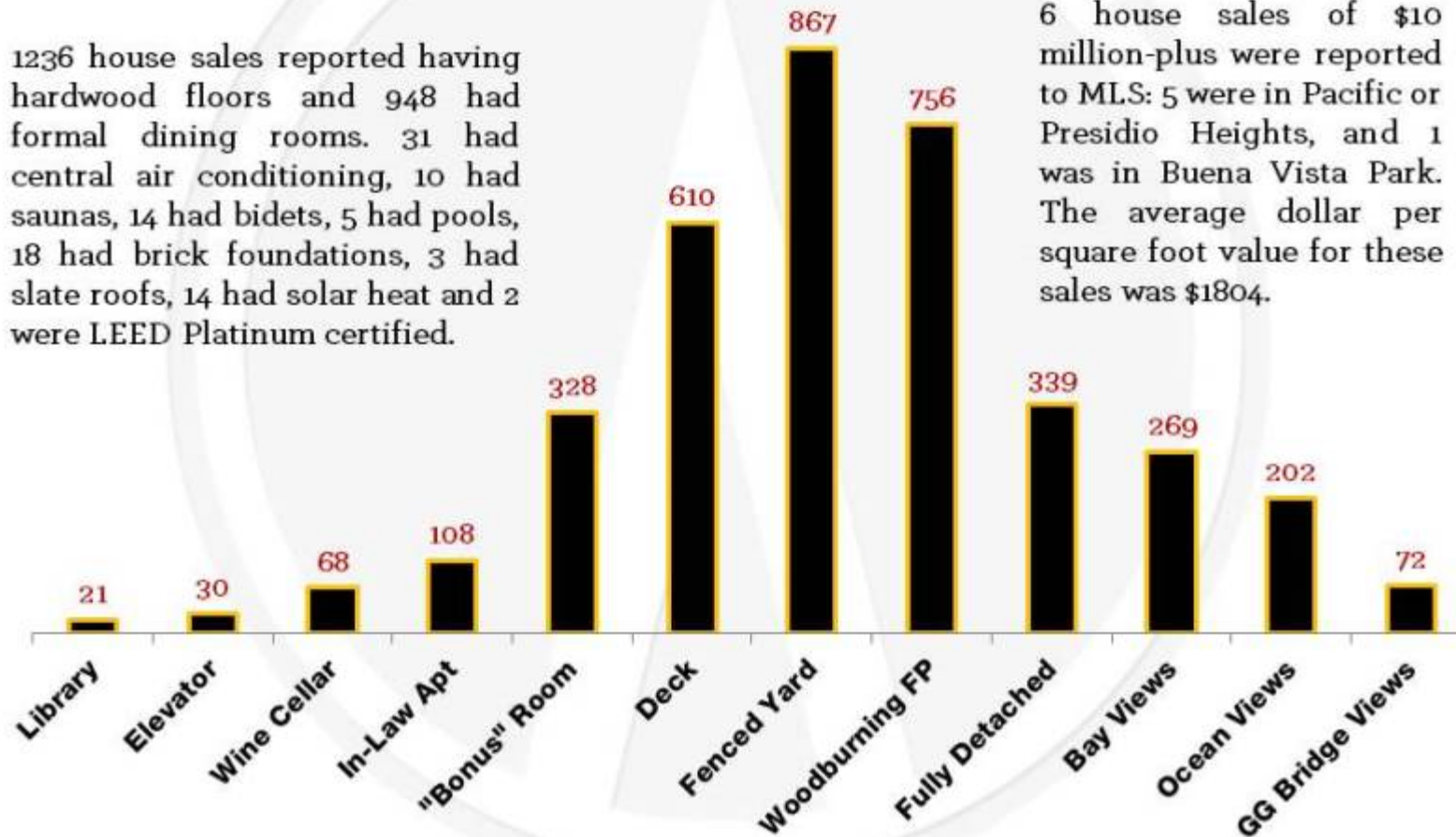
## House Amenities

San Francisco Homes Purchased in 2014\*

Units sold out of approximately 2170 YTD house sales

1236 house sales reported having hardwood floors and 948 had formal dining rooms. 31 had central air conditioning, 10 had saunas, 14 had bidets, 5 had pools, 18 had brick foundations, 3 had slate roofs, 14 had solar heat and 2 were LEED Platinum certified.

6 house sales of \$10 million-plus were reported to MLS: 5 were in Pacific or Presidio Heights, and 1 was in Buena Vista Park. The average dollar per square foot value for these sales was \$1804.

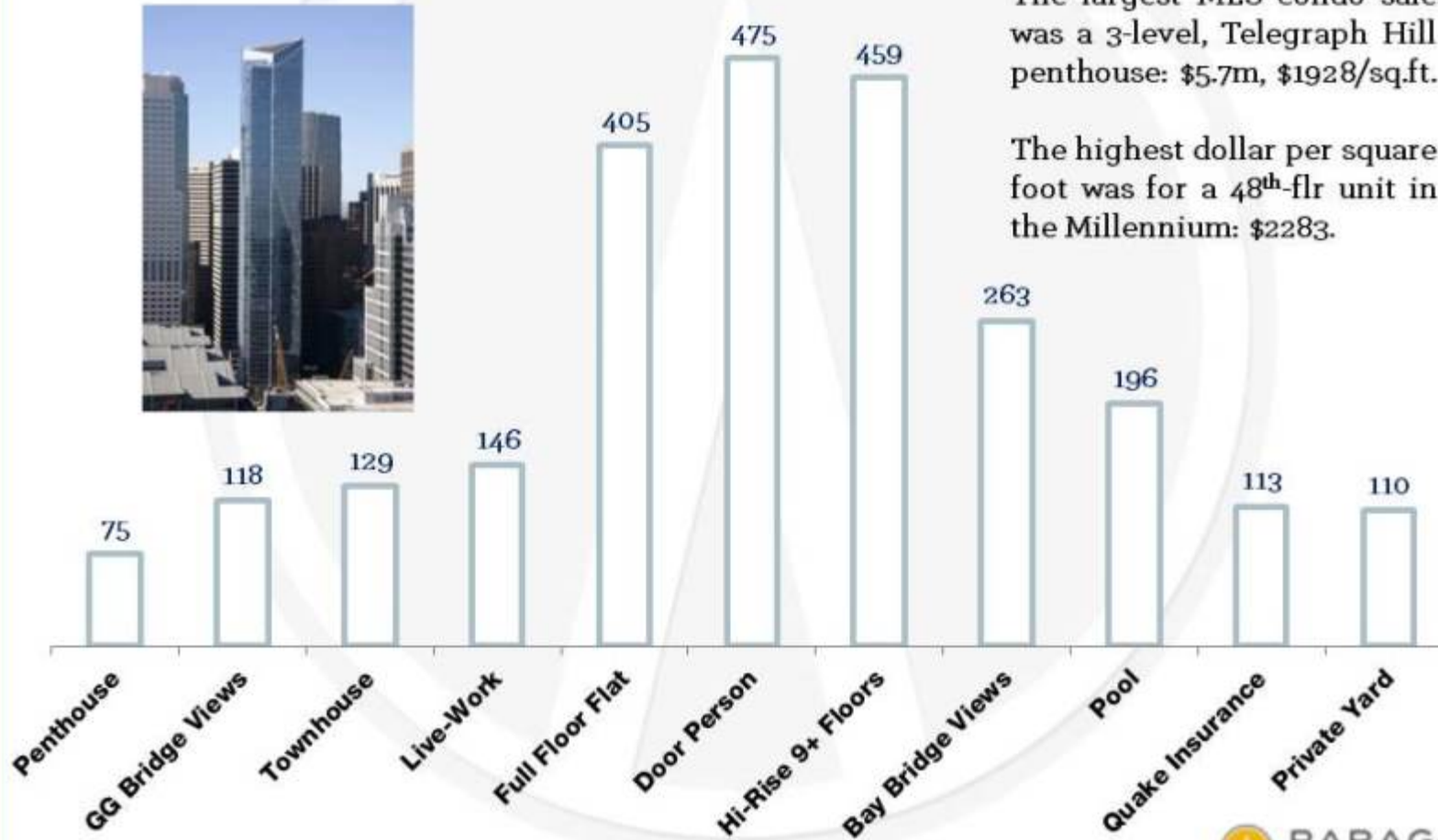


\*Units sold and as described in San Francisco MLS by November 28, 2014.

## Condo, Co-op & TIC Amenities

San Francisco Homes Purchased in 2014\*

Units sold out of approximately 2880 YTD sales



The largest MLS condo sale was a 3-level, Telegraph Hill penthouse: \$5.7m, \$1928/sq.ft.

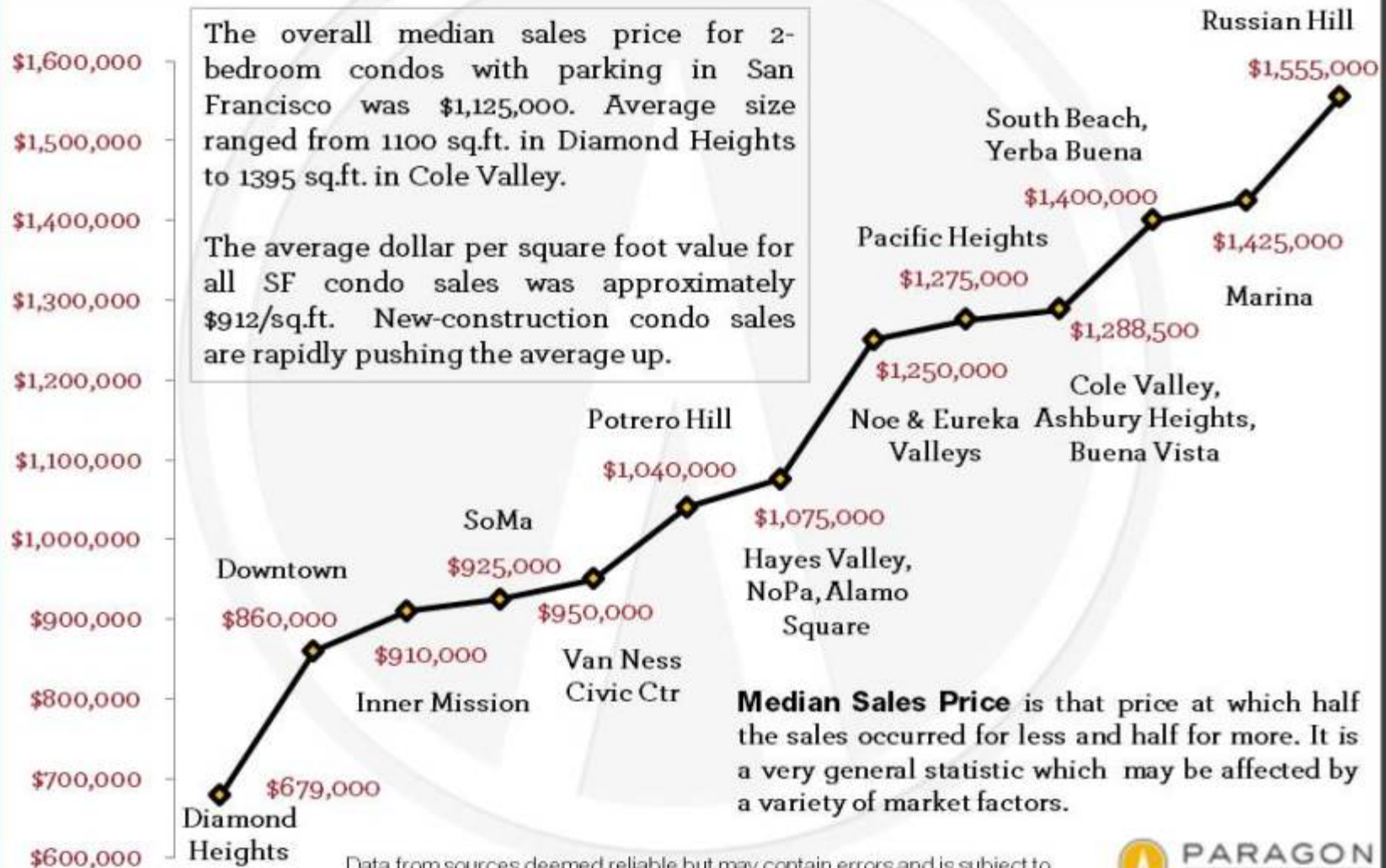
The highest dollar per square foot was for a 48<sup>th</sup>-flr unit in the Millennium: \$2283.

\*Unit sales reported to and as described in San Francisco MLS by November 27, 2014.

## 2-Bedroom Condos: Median Sales Prices

### 2014: San Francisco Condos with Parking

Sales reported to SF  
MLS by 11/25/14.



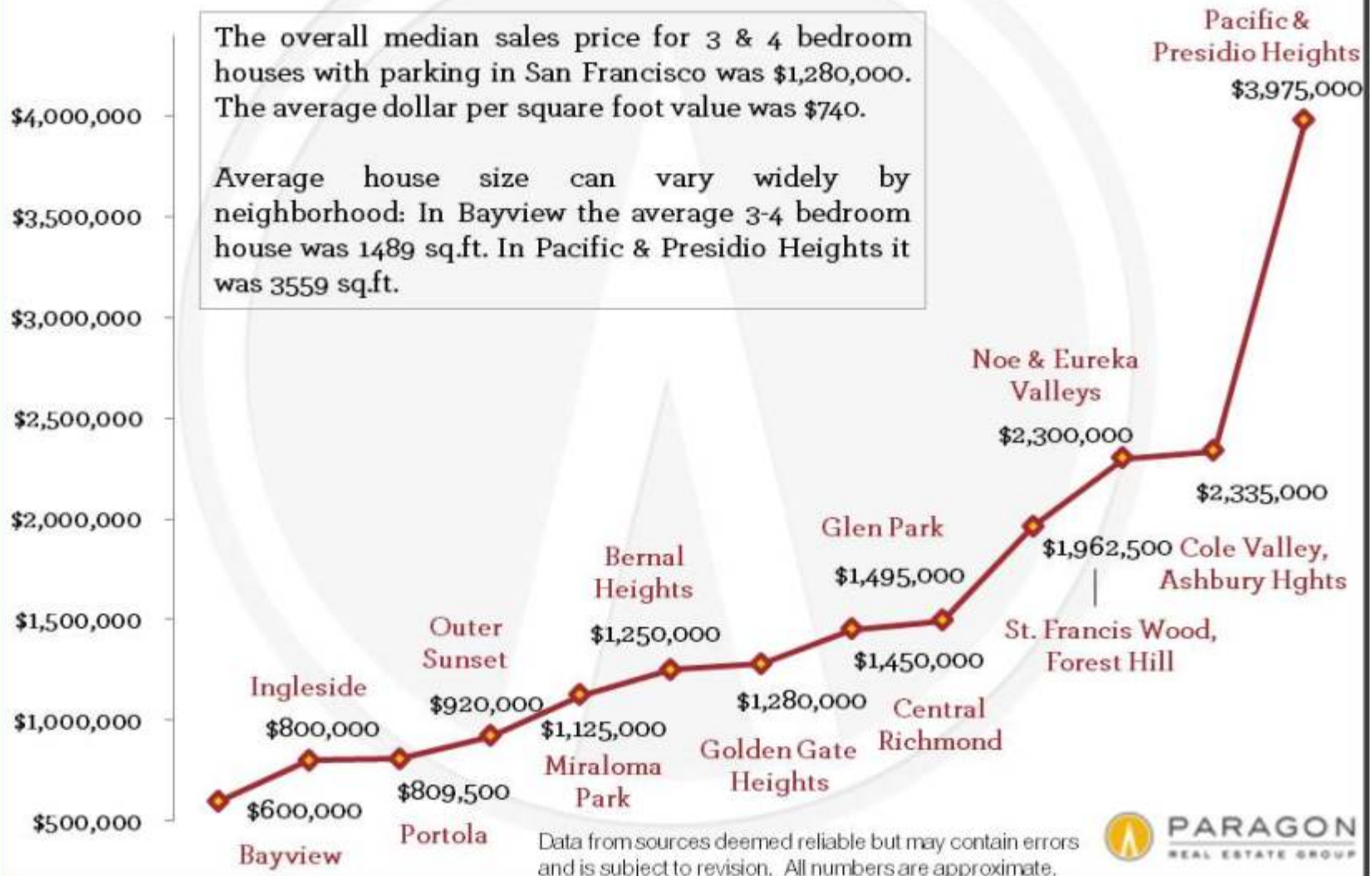
Data from sources deemed reliable but may contain errors and is subject to revision. Below market rate units excluded. All numbers are approximate.





### 3 & 4 Bedroom Houses: Median Sales Prices 2014: San Francisco Houses with Parking

Sales reported to SF  
MLS by 11/25/14.

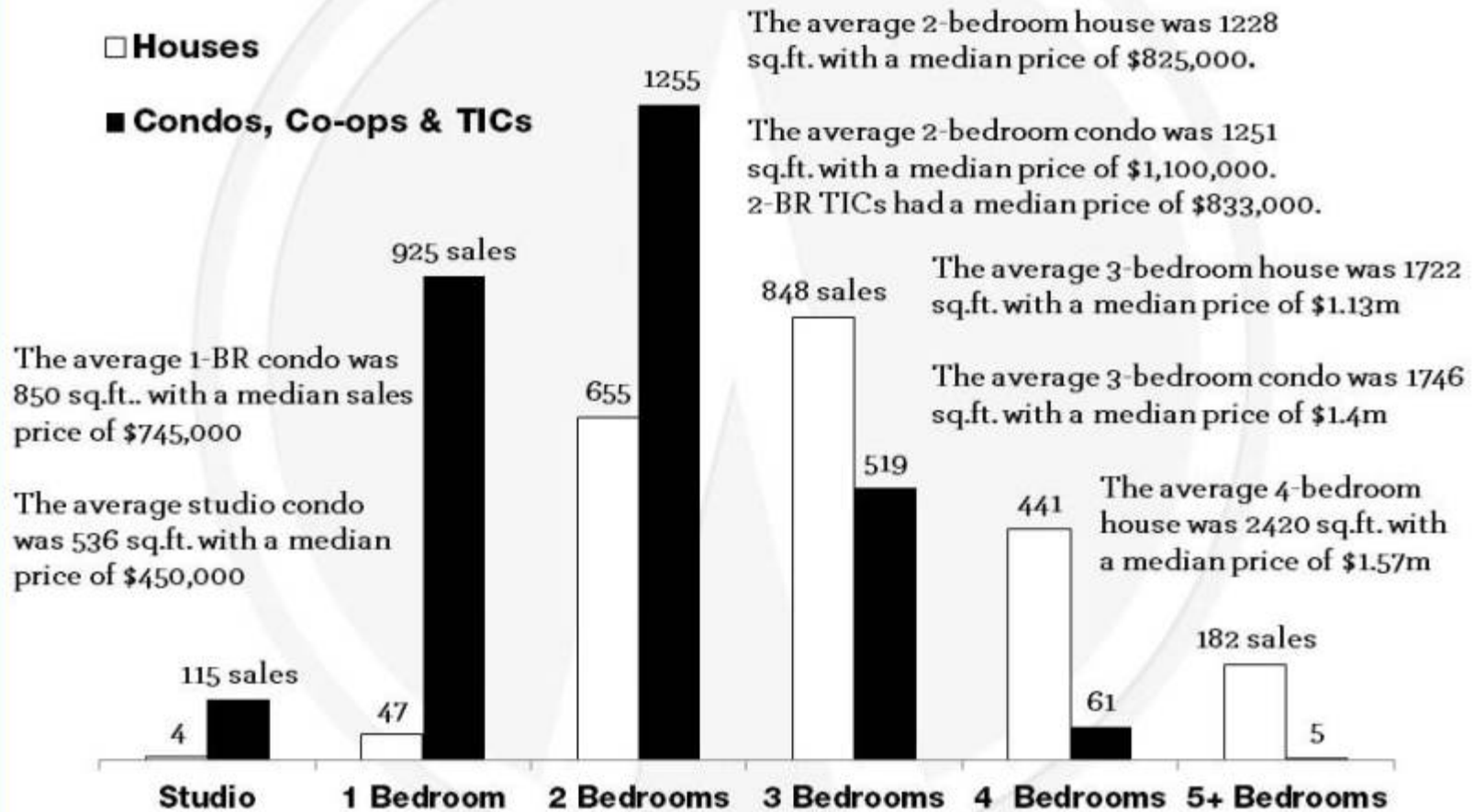


## How Many Bedrooms? (units sold)

### San Francisco Homes Purchased in 2014\*

□ Houses

■ Condos, Co-ops & TICs



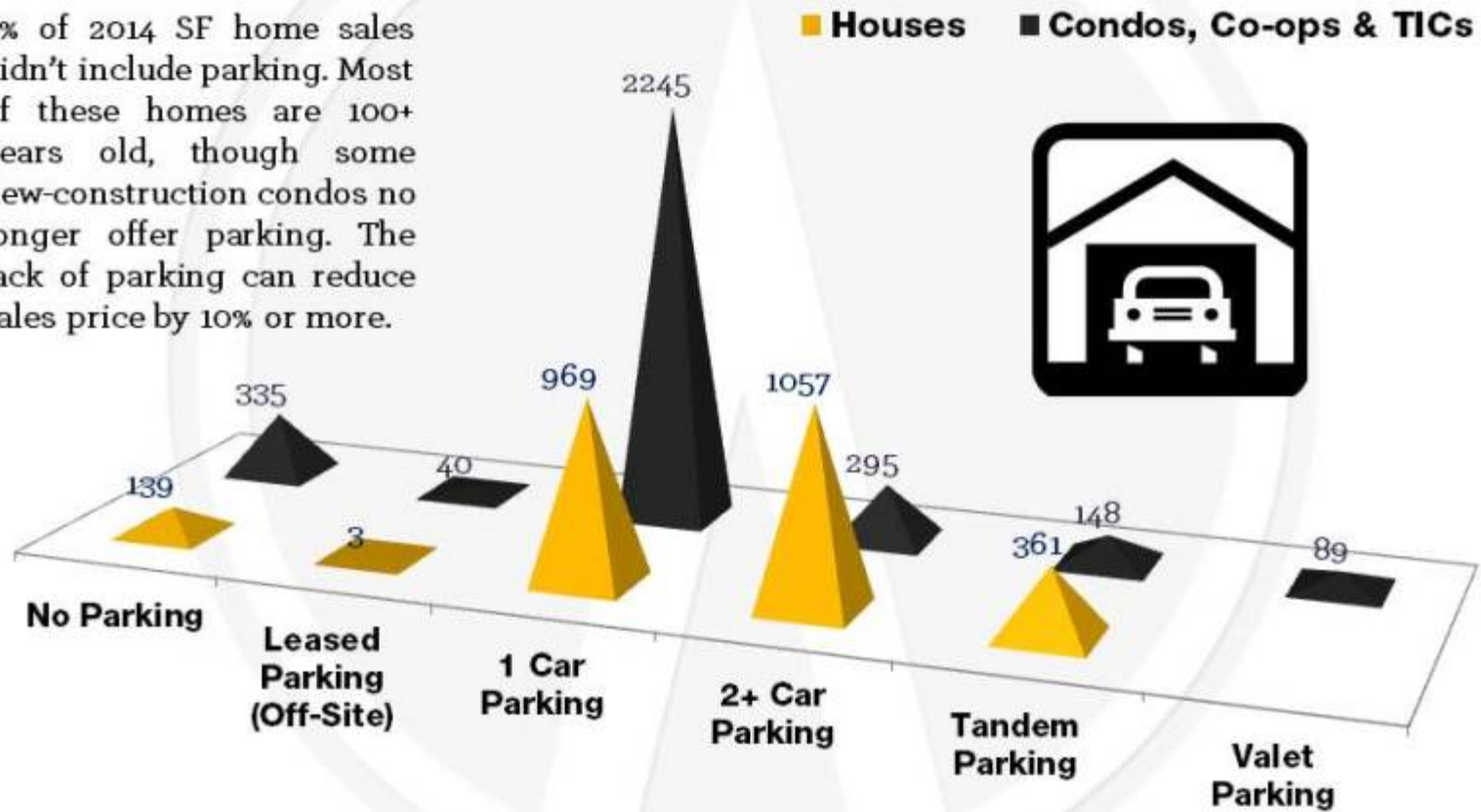
\* Unit sales reported to and as described in San Francisco MLS by 11/30/14. Liveable square footage does not include garages, attics, storage rooms, rooms built without permit, decks or patios.



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## Parking (by Unit Sales) San Francisco Homes Purchased in 2014\*

8% of 2014 SF home sales didn't include parking. Most of these homes are 100+ years old, though some new-construction condos no longer offer parking. The lack of parking can reduce sales price by 10% or more.

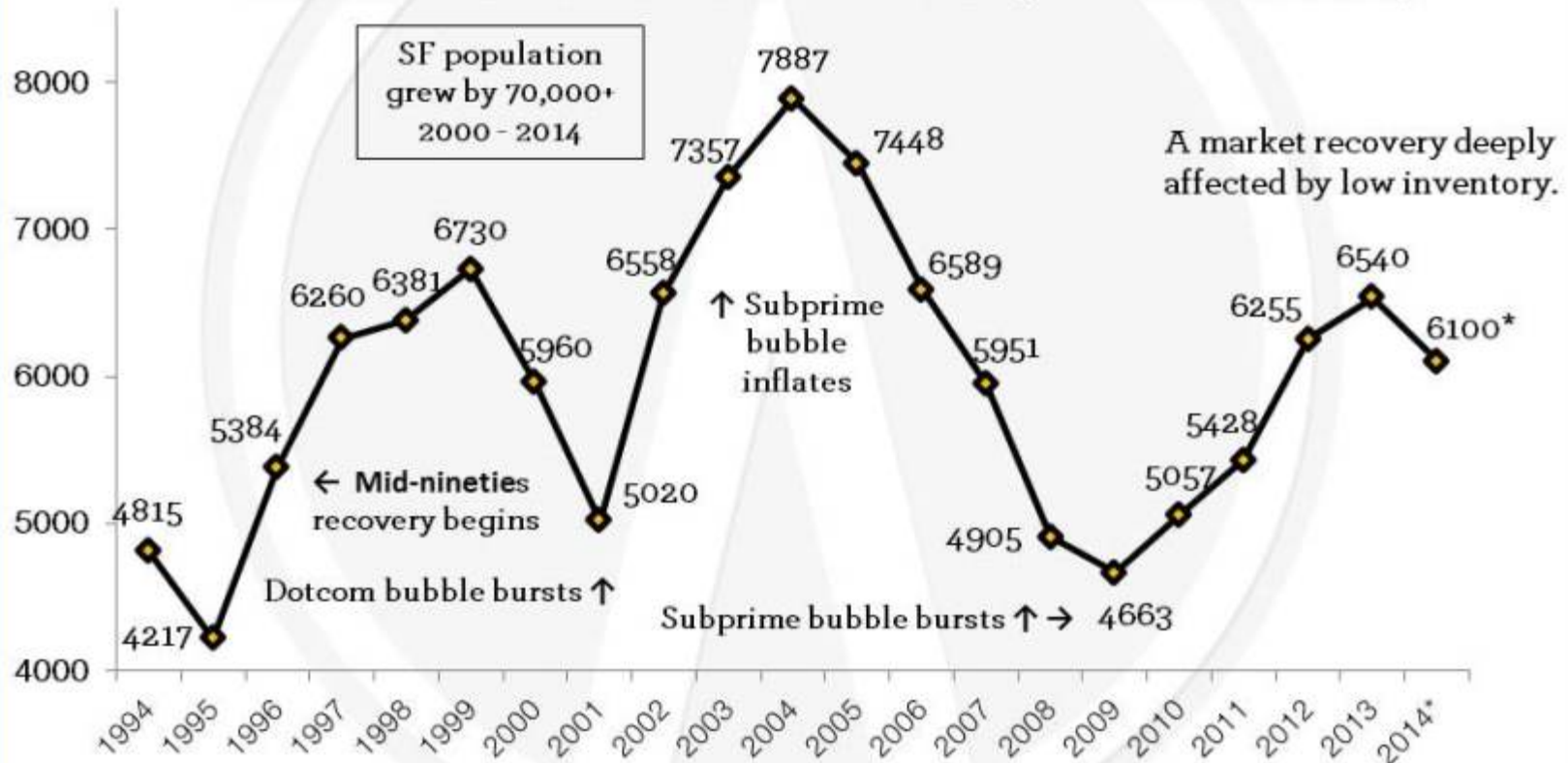


\*Units sales reported to and as described in San Francisco MLS by 11/25/14

## San Francisco Unit Home Sales Since 1994

Annual Number of House, Condo, Co-op, TIC & 2-4 Unit Bldg Sales  
As Reported to MLS

Numbers do not include sales unreported to MLS, such as many new-development condo sales: Hundreds of these have either sold or gone into contract in 2014.



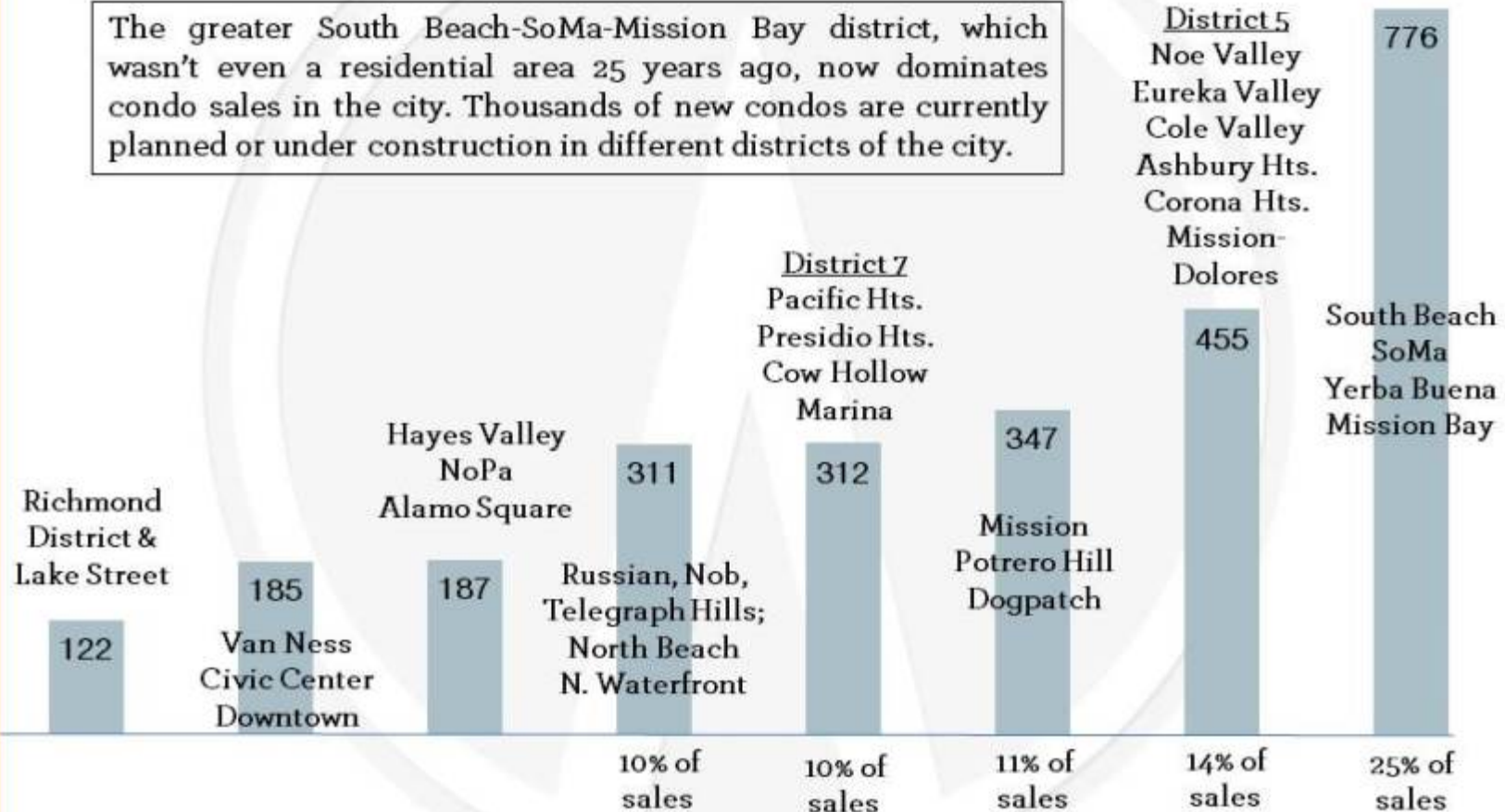
\* 2014 figure is estimate based on current sales trends. Off-market sales are not included in this analysis. New-development condo sales unreported to MLS are not included. All data from sources deemed reliable but should be considered approximate and subject to revision.



## Where Are the Most CONDO, CO-OP & TIC Sales? 2014 Unit MLS Sales by San Francisco Neighborhood

Projected, estimated unit  
MLS sales for 2014.

The greater South Beach-SoMa-Mission Bay district, which wasn't even a residential area 25 years ago, now dominates condo sales in the city. Thousands of new condos are currently planned or under construction in different districts of the city.



Does not include sales unreported to MLS (such as many of the larger new-construction condo sales). Data from sources deemed reliable, but may contain errors and subject to revision.



## Where Are the Most HOUSE Sales?

### 2014 Unit Sales by San Francisco Neighborhood

Projected, estimated unit house sales for 2014.

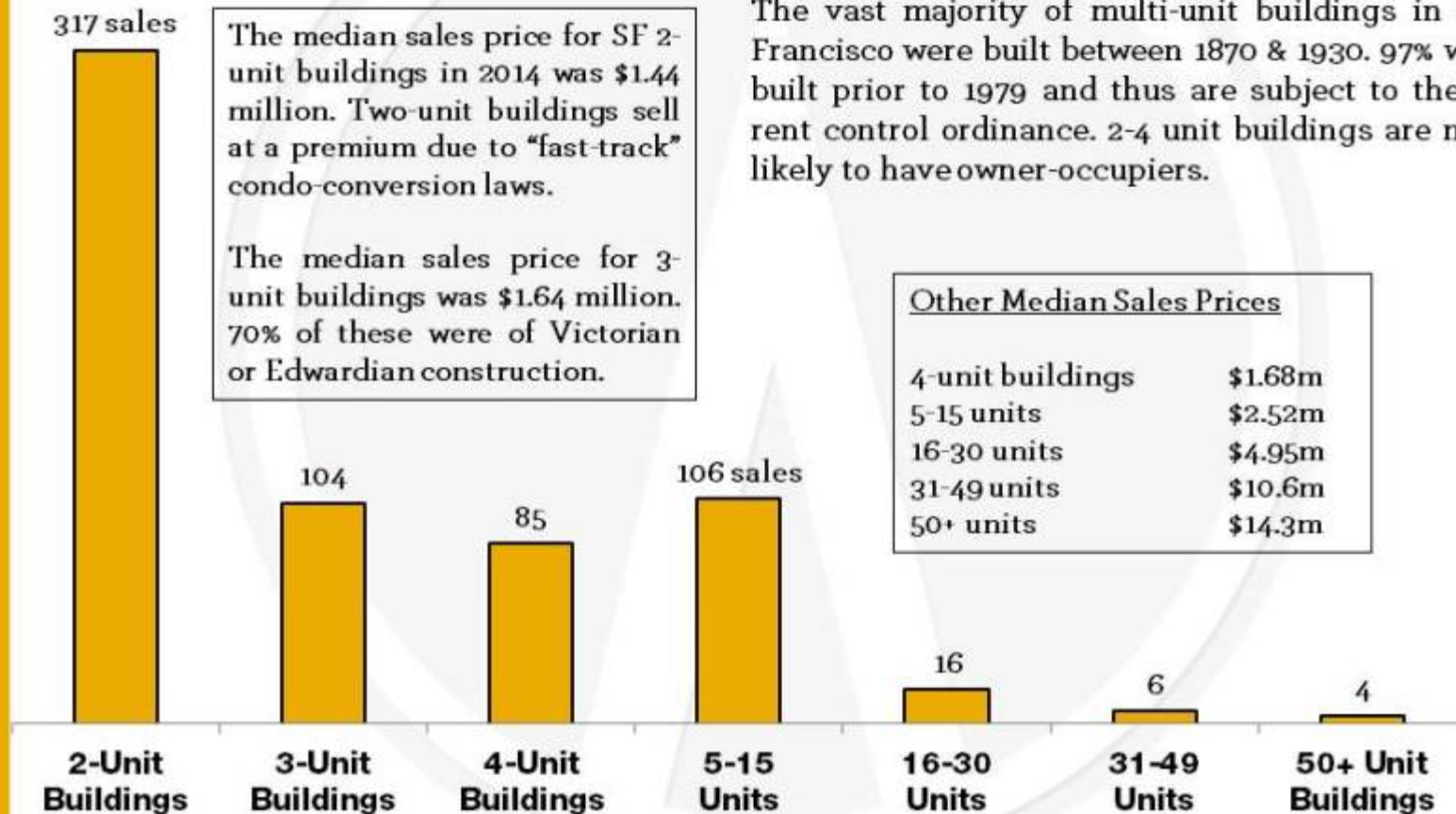
The majority of SF's house sales occur in the neighborhoods running along its western and southern borders, Outer Richmond through Sunset/Parkside, and across through Oceanview, Excelsior and Bayview. Generally speaking, these districts are the most affordable areas of the city.



Estimated MLS sales. Data from sources deemed reliable, but may contain errors and subject to revision.

## Multi-Unit Building Sales (units sold)

San Francisco Residential Property Purchased in 2014\*



\* Unit sales reported to and as described in San Francisco MLS by 11/30/14. Approximately 30-40% of larger apartment building sales are not reported to MLS. Values vary widely by neighborhood.



