

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2021

SAN FRANCISCO

CALIFORNIA

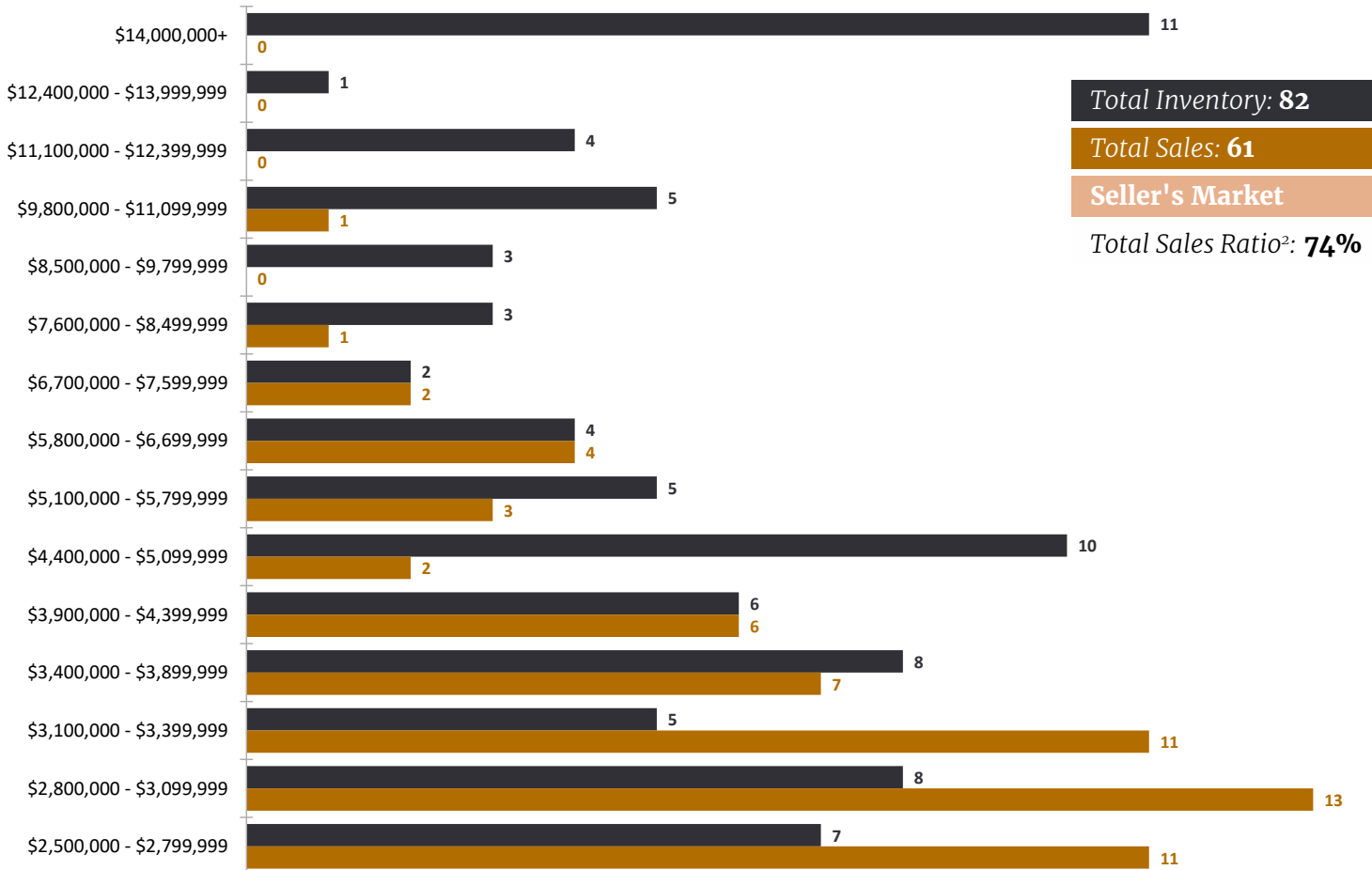

RYDQUIST
REALTY GROUP

INTERO
A Berkshire Hathaway Affiliate

LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

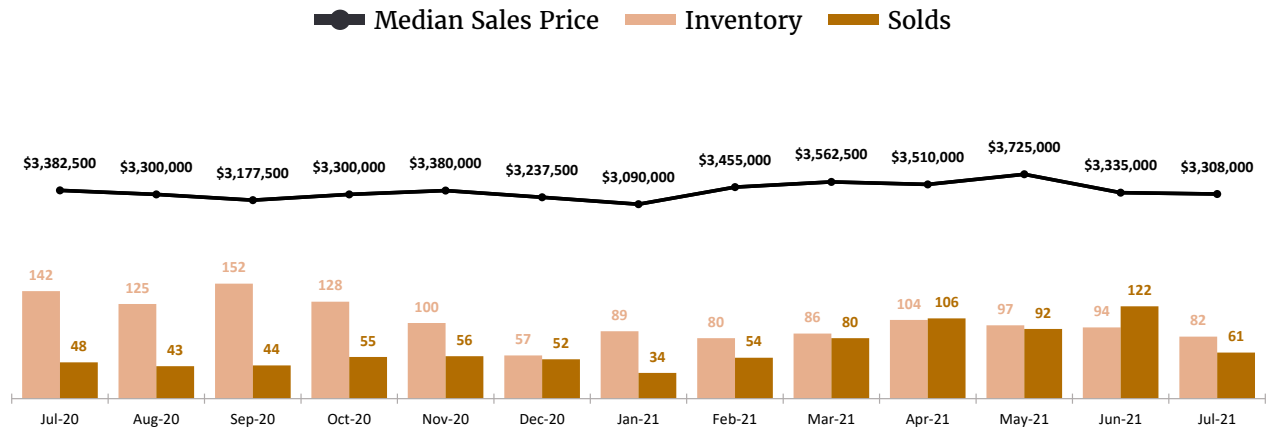
Luxury Benchmark Price¹: **\$2,500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,719,141	3	2	8	3	267%
2,000 - 2,999	\$3,200,000	4	3	27	16	169%
3,000 - 3,999	\$3,675,000	4	4	13	20	65%
4,000 - 4,999	\$6,000,000	5	5	6	13	46%
5,000 - 5,999	\$7,575,000	5	6	3	8	38%
6,000+	\$8,000,000	6	7	1	15	7%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2020 Jul. 2021

142 82

VARIANCE: -42%

TOTAL SOLDS

Jul. 2020 Jul. 2021

48 61

VARIANCE: 27%

SALES PRICE

Jul. 2020 Jul. 2021

\$3.38m \$3.31m

VARIANCE: -2%

SALE PRICE PER SQFT.

Jul. 2020 Jul. 2021

\$1,179 \$1,237

VARIANCE: 5%

SALE TO LIST PRICE RATIO

Jul. 2020 Jul. 2021

98.80% 106.84%

VARIANCE: 8%

DAYS ON MARKET

Jul. 2020 Jul. 2021

12 13

VARIANCE: 8%

SAN FRANCISCO MARKET SUMMARY | JULY 2021

- The San Francisco single-family luxury market is a **Seller's Market** with a **74% Sales Ratio**.
- Homes sold for a median of **106.84% of list price** in July 2021.
- The most active price band is **\$3,100,000-\$3,399,999**, where the sales ratio is **220%**.
- The median luxury sales price for single-family homes is **\$3,308,000**.
- The median days on market for July 2021 was **13** days, up from **12** in July 2020.

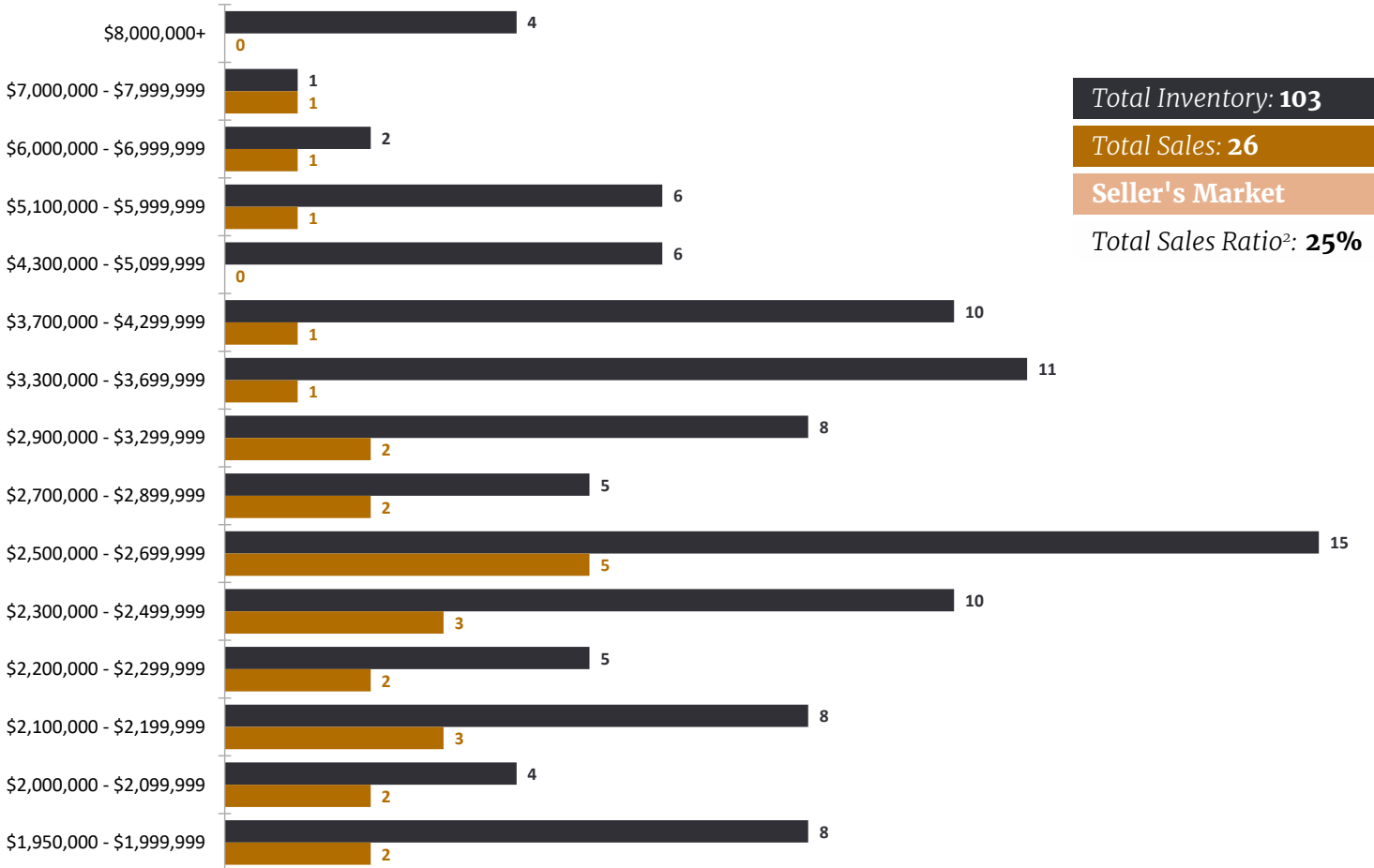
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

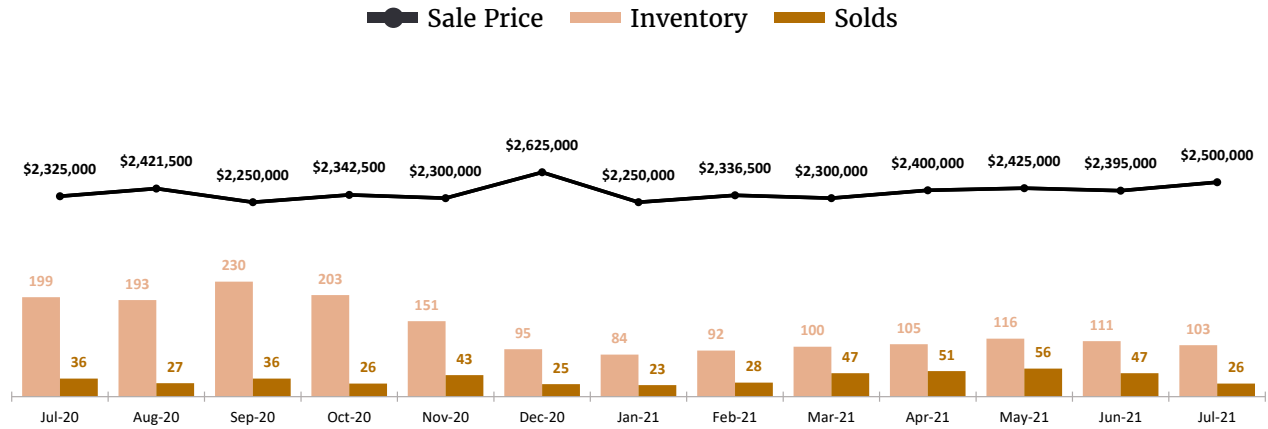
Luxury Benchmark Price¹: **\$1,950,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,300,000	2	2	17	62	27%
2,000 - 2,499	\$2,425,000	3	3	6	19	32%
2,500 - 2,999	NA	NA	NA	0	10	0%
3,000 - 3,499	\$5,425,000	3	4	2	2	100%
3,500 - 3,999	NA	NA	NA	0	3	0%
4,000+	\$6,000,000	3	3	1	5	20%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2020	Jul. 2021
199	103

VARIANCE: -48%

TOTAL SOLDS

Jul. 2020	Jul. 2021
36	26

VARIANCE: -28%

SALES PRICE

Jul. 2020	Jul. 2021
\$2.33m	\$2.50m

VARIANCE: 8%

SALE PRICE PER SQFT.

Jul. 2020	Jul. 2021
\$1,210	\$1,401

VARIANCE: 16%

SALE TO LIST PRICE RATIO

Jul. 2020	Jul. 2021
99.43%	100.00%

VARIANCE: 1%

DAYS ON MARKET

Jul. 2020	Jul. 2021
33	36

VARIANCE: 9%

SAN FRANCISCO MARKET SUMMARY | JULY 2021

- The San Francisco attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in July 2021.
- The most active price band is **\$7,000,000-\$7,999,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$2,500,000**.
- The median days on market for July 2021 was **36** days, up from **33** in July 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.