



# SAN FRANCISCO MARKET UPDATE

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FEBRUARY 2026





## VANGUARD PROPERTIES

# MARKET UPDATE

SAN FRANCISCO | FEBRUARY 2026

San Francisco’s housing market started 2026 with a surge in activity. January is normally a slower month, but this year kicked off with a flurry of bidding wars, supported by a wave of AI-driven liquidity across the tech sector and renewed confidence as mortgage rates fell. Buyers armed with AI-driven wealth pushed prices sharply higher and snapped up the limited listings that were available.

The single-family segment delivered the biggest leaps. Median sale price climbed 16 % to about \$1.65 million, even as price per square foot rose a solid 6.4 %. Homes sold in just 12 days on average—two weeks faster than a year earlier—and nearly three-quarters of properties sold above their list price. Sellers captured an average of 115.8 % of list price, up nine points from 2024, underscoring how fierce competition became. The only real slowdown was volume: contracts and closed sales fell about a third because there simply weren’t enough homes to meet demand, even with inventory up nearly 20 % on the last day of the month.

Condominiums saw more modest price gains but still moved faster than last year. The median sale price ticked up 1.2 % to around \$1.0 million, and listings sold roughly 13 days faster on average. Price per square foot dipped 5 %, reflecting buyers’ preference for larger or better-located units, yet nearly 28 % of condos sold above asking, a 57 % jump in that metric. Contracts declined nearly 30 % and closed sales slipped about 8.5 %, signaling that the condo market remains more balanced; still, sellers received 99.7 % of list price on average and ended the month with 24 % fewer listings on the market.

San Francisco heads into 2026 with an unmistakable sense of optimism. AI-fueled wealth, robust stock-market gains, and the drop in mortgage rates have re-energized buyers. Sellers who prepare their homes strategically should expect strong interest, and buyers should be prepared for competitive bidding—particularly for move-in-ready properties in coveted neighborhoods.



### SINGLE FAMILY HOMES



### CONDOMINIUMS

#### JANUARY 2026

Median Sales Price	\$1,653,325 ↑
Days on market	12 ↓
\$/SQ. FT.	\$985 ↑
# For Sale On Last Day Of Month	126 ↓
Went Into Contract	81 ↓
Properties Sold	75 ↓

#### JANUARY 2026

Median Sales Price	\$1,002,000 ↑
Days On Market	55 ↓
\$/Sq. Ft.	\$894 ↓
# For Sale Last Day Of Month	376 ↓
Went Into Contract	126 ↓
Properties Sold	118 ↓



## SINGLE FAMILY RESIDENCES

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-2.2%**

DAYS ON MARKET: **-2 days**

### YEAR-OVER-YEAR COMPARISON

**“Median sale price climbed 16 % to about \$1.65 million, even as price per square foot rose a solid 6.4 %. Homes sold in just 12 days on average—two weeks faster than a year earlier—and nearly three-quarters of properties sold above their list price.”**

	MEDIAN		
	JAN-2026	JAN-2025	%Δ
Sales Price	\$1,653,325	\$1,425,000	+16.0%
Days On Market	12	26	-53.8%
\$ / SQ. FT.	\$985	\$926	+6.4%

	TOTAL		
	JAN-2026	JAN-2025	%Δ
Went Into Contract	81	130	-37.7%
Properties Sold	75	119	-37.0%
# For Sale Last Day of Month	126	157	-19.7%
% Of Properties Sold Over List	73.3%	58.8%	+24.7%
% Of List Price Received (Average)	115.8%	106.2%	+9.0%

## MEDIAN AREA VALUES

## 2025 YEAR IN REVIEW

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$7,300,000	\$1,604	101.2%	65
Marina/Cow Hollow	\$4,350,000	\$1,422	100.1%	51
Alamo Square/NOPA	\$3,585,000	\$1,007	101.6%	8*
Lower Pacific/Laurel Heights	\$3,500,000	\$1,416	107.8%	29*
Russian Hill	\$3,474,500	\$1,242	101.9%	12*
Cole Valley/Haight	\$3,382,500	\$1,365	111.4%	28*
Castro/Duboce Triangle	\$2,800,000	\$1,319	112.8%	57
Noe Valley	\$2,651,000	\$1,313	111.9%	125
Buena Vista/Corona Heights	\$2,420,000	\$1,281	109.6%	33*
Diamond Heights	\$2,282,000	\$962	114.0%	25*
Richmond/Lake Street	\$2,114,440	\$1,059	116.1%	144
Ingleside Terrace/Lakeside	\$2,100,000	\$874	108.0%	29*
Hayes Valley	\$1,910,000	\$1,018	103.7%	8*
Potrero Hill	\$1,705,000	\$1,038	112.5%	41*
Bernal Heights/Glen Park	\$1,705,000	\$1,083	114.2%	253
Mission	\$1,646,802	\$947	116.8%	32*
Sunset	\$1,600,000	\$1,062	123.4%	194
Westwood Park/Sunnyside	\$1,562,500	\$1,000	116.1%	66
Excelsior/Portola	\$1,150,000	\$795	112.3%	179
Bayview/Hunters Point	\$950,000	\$616	104.9%	74

\* Small sample size (n<50); use caution when interpreting statistics. Sources: SFAR MLS & BrokerMetrics; Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2026 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

## CONDOMINIUMS/TIC/COOPS

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-6.4%**

DAYS ON MARKET: **+8 days**

### YEAR-OVER-YEAR COMPARISON

*“Condominiums saw more modest price gains but still moved faster than last year.”*

	MEDIAN		
	JAN-2026	JAN-2025	%Δ
Sales Price	\$1,002,000	\$990,000	+1.2%
Days On Market	55	68	-19.1%
\$/SQ. FT.	\$894	\$942	-5.1%

	TOTAL		
	JAN-2026	JAN-2025	%Δ
Went Into Contract	126	178	-29.2%
Properties Sold	118	129	-8.5%
# For Sale Last Day of Month	376	494	-23.9%
% Of Properties Sold Over List	28.0%	17.8%	+57.3%
% Of List Price Received <i>(Average)</i>	99.7%	98.4%	+1.3%

## MEDIAN AREA VALUES

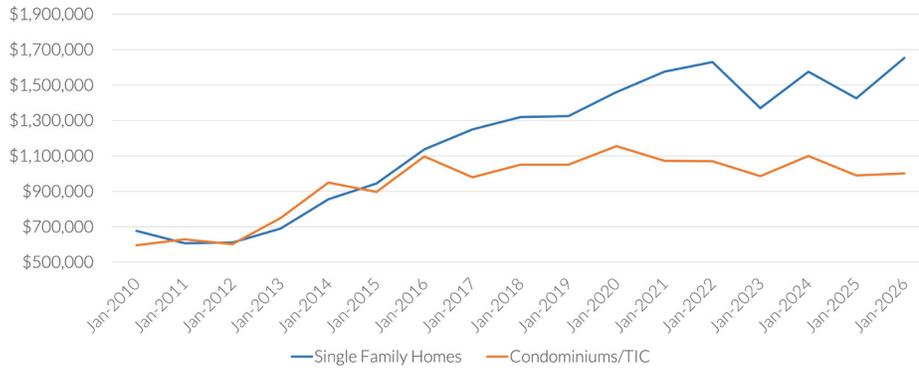
## 2025 YEAR IN REVIEW

NEIGHBORHOOD	CONDOMINIUM	\$ / SQ. FT	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Marina/Cow Hollow	\$1,841,500	\$1,196	102.2%	122
Pacific/Presidio Heights	\$1,774,063	\$1,160	101.0%	208
Buena Vista/Corona Heights	\$1,415,000	\$1,078	105.4%	47*
Castro/Duboce Triangle	\$1,407,000	\$1,123	104.9%	95
Cole Valley/Haight	\$1,405,000	\$1,113	107.8%	59
Noe Valley	\$1,395,000	\$1,037	107.5%	103
Alamo Square/NOPA	\$1,351,000	\$996	107.7%	73
Russian Hill	\$1,325,000	\$1,130	99.9%	139
Lower Pacific/Laurel Heights	\$1,300,000	\$1,067	101.2%	69
Richmond/Lake St	\$1,260,000	\$899	106.0%	95
Sunset	\$1,250,000	\$937	101.3%	35*
Hayes Valley	\$1,200,000	\$1,066	106.5%	93
Nob Hill*	\$1,200,000	\$944	99.3%	127
Mission Dolores	\$1,180,000	\$939	102.2%	63
Dogpatch	\$1,160,000	\$1,015	99.4%	52
Potrero Hill	\$1,130,000	\$971	102.7%	73
Mission Bay	\$1,106,500	\$976	98.9%	76
South Beach/Yerba Buena	\$1,099,000	\$1,015	97.5%	336
North Beach/Fisherman's Wharf	\$1,040,000	\$920	99.0%	45*
Bernal Heights/Glen Park	\$987,500	\$818	105.4%	46*
Mission	\$915,000	\$831	102.3%	129
Telegraph Hill	\$899,000	\$1,079	102.7%	23*
SOMA	\$730,000	\$707	98.5%	123
Bayview/Hunters Point	\$710,000	\$628	100.5%	27*
Diamond Heights	\$672,500	\$726	98.4%	22*

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## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE



Single Family Residences

**\$1,653,325**

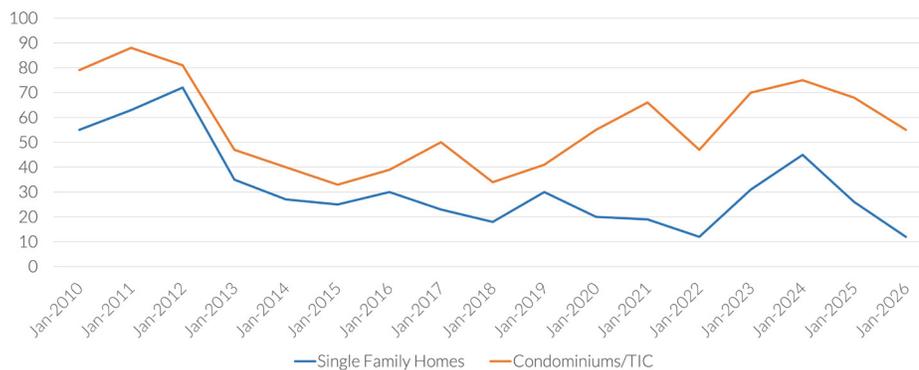
+16.0% change year-over-year

Condominium/TIC/COOPs

**\$1,002,000**

+1.2% change year-over-year

### MEDIAN MARKET TIME



Single Family Residences

**12 days**

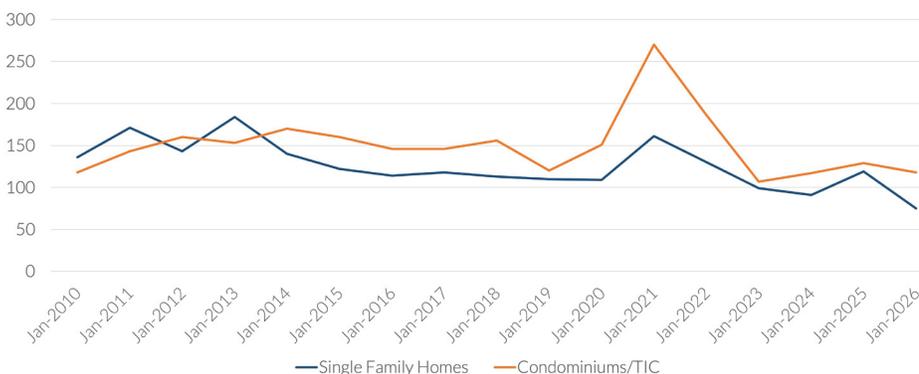
-14 day change year-over-year

Condominium/TIC/COOPs

**55 days**

-18 day change year-over-year

### NUMBER OF SALES



Single Family Residences

**75**

-37.0% change year-over-year

Condominium/TIC/COOPs

**118**

-8.5% change year-over-year