



SAN FRANCISCO MARKET UPDATE

MARCH 2025





VANGUARD PROPERTIES

MARKET UPDATE

SAN FRANCISCO | MARCH 2025

Buyer activity is heating up in San Francisco, signaling renewed confidence and fresh opportunities for homeowners, investors, and first-time buyers alike. However, inventory remains tight, making it a competitive market.

One key metric illustrating this imbalance is Months Supply of Inventory (MSI). A seller’s market generally exists when MSI is below three months. Currently, San Francisco stands at just 1.3 months for single-family homes—a clear seller’s market—while condos are at 3.4 months, indicating a more balanced but still competitive segment.

Meanwhile, mortgage rates have been trending downward, boosting buyer purchasing power. Freddie Mac reported this week that the 30-year fixed-rate mortgage saw its largest weekly drop since September, which should drive more buyers into the market. Lower rates are also encouraging some homeowners to refinance, with refinance applications now making up nearly 44% of market activity—the highest level since December.

With strong demand and limited inventory, this spring promises to be an active season for real estate in San Francisco.



SINGLE FAMILY HOMES



CONDOMINIUMS

FEBRUARY 2025

Median Sales Price	\$1,600,000 ↑
Days on market	13
\$/SQ. FT.	\$989 ↓
# For Sale On Last Day Of Month	176 ↓
Went Into Contract	165 ↑
Properties Sold	135 ↓

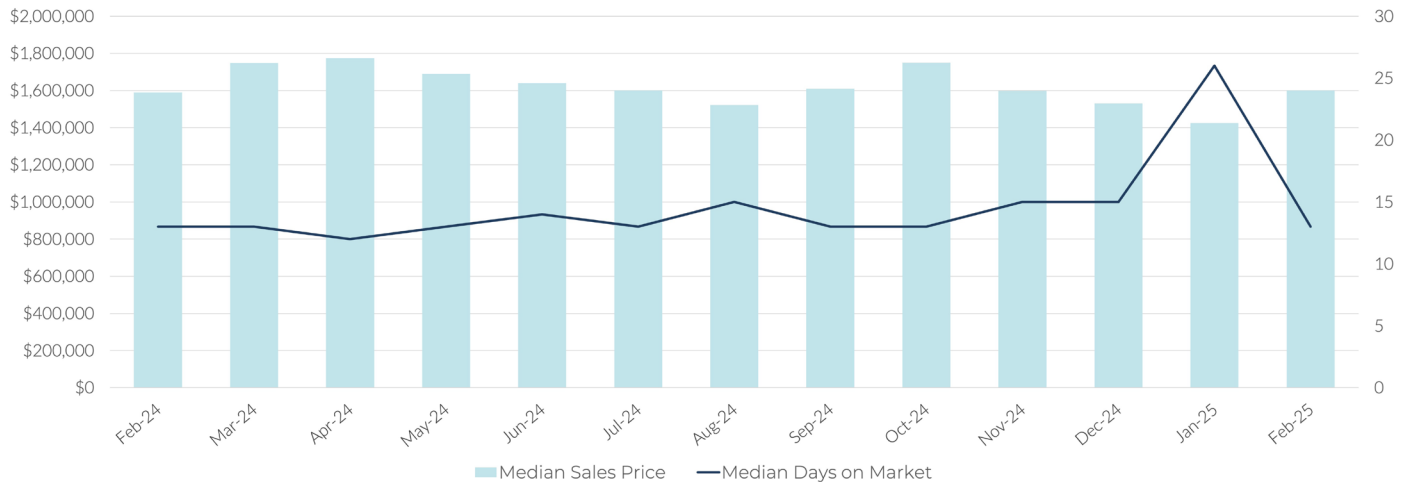
FEBRUARY 2025

Median Sales Price	\$1,102,500 ↓
Days On Market	18 ↑
\$/Sq. Ft.	\$958 ↓
# For Sale Last Day Of Month	595
Went Into Contract	192 ↓
Properties Sold	174 ↓



SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+12.3%**

DAYS ON MARKET: **-13 days**

YEAR-OVER-YEAR COMPARISON

“Buyer activity is heating up in San Francisco, signaling renewed confidence and fresh opportunities...”

	MEDIAN		
	FEB-2025	FEB-2024	%Δ
Sales Price	\$1,600,000	\$1,590,000	+0.6%
Days On Market	13	13	0.0%
\$/SQ. FT.	\$989	\$1,033	-4.3%

	TOTAL		
	FEB-2025	FEB-2024	%Δ
Went Into Contract	165	157	+5.1%
Properties Sold	135	136	-0.7%
# For Sale Last Day of Month	176	195	-9.7%
% Of Properties Sold Over List	81.5%	64.0%	+27.3%
% Of List Price Received (Average)	113.6%	108.0%	+5.2%

MEDIAN AREA VALUES

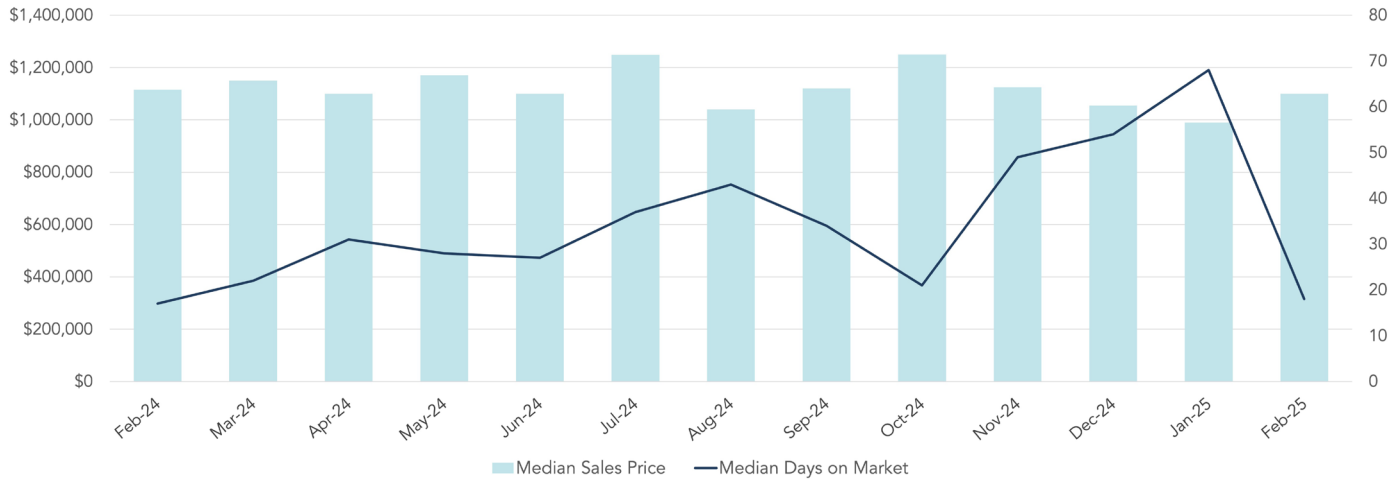
2024 YEAR IN REVIEW

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$6,050,000	\$1,414	99.6%	82
Marina/Cow Hollow	\$3,887,500	\$1,318	100.9%	40*
Cole Valley/Haight	\$3,701,125	\$1,203	106.2%	14*
Lower Pacific/Laurel Heights	\$3,308,000	\$1,143	104.8%	21*
Russian Hill	\$3,025,000	\$1,145	99.0%	18*
Castro/Duboce Triangle	\$2,675,000	\$1,225	109.2%	65
Buena Vista/Corona Heights	\$2,675,000	\$1,183	108.4%	32*
Noe Valley	\$2,597,500	\$1,259	107.6%	102
Alamo Square/NOPA	\$2,550,000	\$996	107.1%	11*
Hayes Valley	\$2,550,000	\$1,278	135.1%	7*
Diamond Heights	\$2,168,750	\$940	105.9%	16*
Ingleside Terrace/Lakeside	\$2,000,000	\$927	111.8%	30*
Richmond/Lake Street	\$1,910,000	\$960	110.1%	156
Potrero Hill	\$1,775,000	\$1,056	104.8%	32*
Mission	\$1,665,000	\$1,064	112.6%	28*
Westwood Park/Sunnyside	\$1,620,000	\$951	111.4%	61
Bernal Heights/Glen Park	\$1,600,000	\$1,058	112.1%	212
Sunset	\$1,580,000	\$1,020	119.2%	191
Excelsior/Portola	\$1,145,000	\$782	112.1%	150
Bayview/Hunters Point	\$922,500	\$608	104.8%	58

* 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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

CONDOMINIUMS/TIC/COOPS

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+11.1%**

DAYS ON MARKET: **-50 days**

YEAR-OVER-YEAR COMPARISON

“Freddie Mac reported this week that the 30-year fixed-rate mortgage saw its largest weekly drop since September...”

	FEB-2025	FEB-2024	MEDIAN %Δ
Sales Price	\$1,102,500	\$1,115,000	-1.1%
Days On Market	18	17	+5.9%
\$/SQ. FT.	\$958	\$1,016	-5.7%

	FEB-2025	FEB-2024	TOTAL %Δ
Went Into Contract	192	199	-3.5%
Properties Sold	174	176	-1.1%
# For Sale Last Day of Month	595	595	0.0%
% Of Properties Sold Over List	39.2%	35.8%	+9.5%
% Of List Price Received (Average)	101.6%	100.6%	+1.0%

MEDIAN AREA VALUES

2024 YEAR IN REVIEW

NEIGHBORHOOD	CONDOMINIUM	\$ / SQ. FT	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$1,625,000	\$1,132	99.5%	177
Marina/Cow Hollow	\$1,575,000	\$1,180	101.8%	117
Noe Valley	\$1,502,500	\$1,038	104.5%	92
Castro/Duboce Triangle	\$1,490,000	\$1,105	104.8%	91
Buena Vista/Corona Heights	\$1,447,500	\$1,139	107.3%	42*
Cole Valley/Haight	\$1,400,000	\$999	106.1%	54
Russian Hill	\$1,350,000	\$1,115	98.9%	101
Alamo Square/NOPA	\$1,305,000	\$1,041	102.7%	70
Telegraph Hill	\$1,285,000	\$1,045	99.9%	27*
Richmond/Lake St	\$1,263,000	\$941	102.9%	87
South Beach/Yerba Buena	\$1,252,500	\$1,054	96.9%	260
Nob Hill*	\$1,249,500	\$973	98.2%	140
Lower Pacific/Laurel Heights	\$1,247,500	\$997	101.6%	58
Sunset	\$1,175,000	\$969	104.2%	33*
Mission Dolores	\$1,142,500	\$970	103.1%	56
Hayes Valley	\$1,087,500	\$990	101.2%	74
Bernal Heights/Glen Park	\$1,065,000	\$938	103.7%	37*
Potrero Hill	\$1,040,000	\$978	100.9%	73
North Beach/Fisherman's Wharf	\$1,012,500	\$893	98.7%	40*
Mission Bay	\$975,000	\$948	98.9%	81
Mission	\$975,000	\$911	102.2%	109
Dogpatch	\$929,500	\$1,080	101.4%	40*
SOMA	\$749,000	\$759	99.1%	117
Diamond Heights	\$640,000	\$753	100.2%	31*
Bayview/Hunters Point	\$598,900	\$600	99.3%	32*

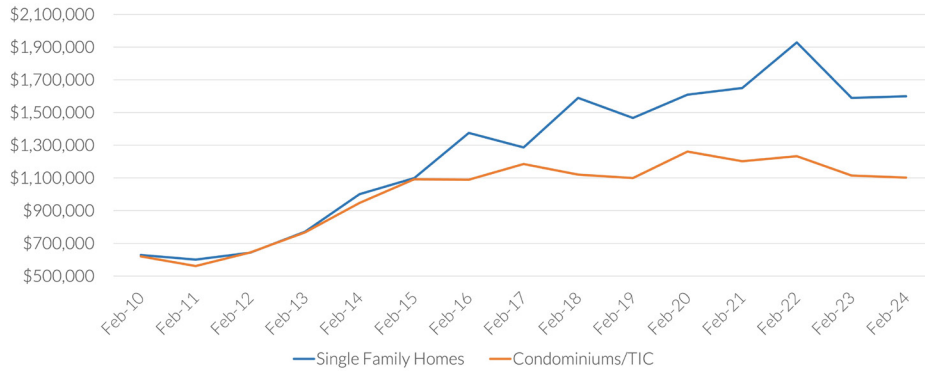
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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



Single Family Residences

\$1,600,000

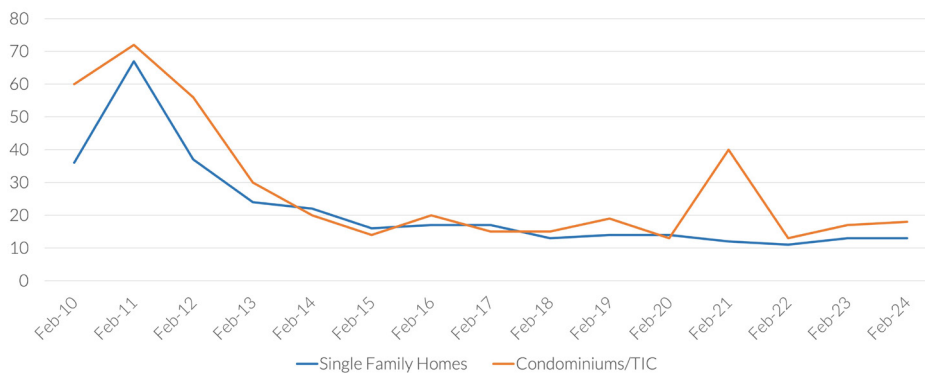
+0.6% change year-over-year

Condominium/TIC/COOPs

\$1,102,500

-1.1% change year-over-year

MEDIAN MARKET TIME



Single Family Residences

13 days

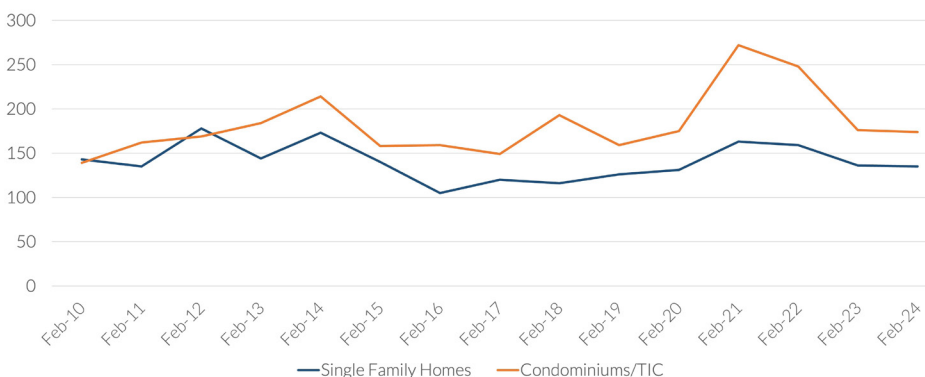
No change year-over-year

Condominium/TIC/COOPs

18 days

+1 day change year-over-year

NUMBER OF SALES



Single Family Residences

135

-0.7% change year-over-year

Condominium/TIC/COOPs

174

-1.1% change year-over-year

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