



SAN FRANCISCO MARKET UPDATE

MARCH 2026





VANGUARD PROPERTIES

MARKET UPDATE

SAN FRANCISCO | MARCH 2026

San Francisco's housing market continued its powerful start to 2026 with another month of strong price growth, fast sales, and tight inventory. Demand remains fueled by the surge of wealth tied to the artificial-intelligence boom across the tech sector, while mortgage rates hovering around the low-6% range have helped keep buyer activity elevated. At the same time, strong stock-market performance and expanding venture capital investment in AI companies have boosted buyer confidence and purchasing power, helping push prices higher even as available inventory shrinks.

The single-family home segment posted the most dramatic gains. The median sale price jumped 22.7% to \$1,963,000, one of the largest year-over-year increases in recent years, while the median price per square foot climbed 14.9% to \$1,136. Homes sold in just 12 days on average, continuing the trend of extremely fast sales. Inventory remained tight, with 22.7% fewer homes for sale at the end of the month compared with last year. Despite limited supply, the number of homes sold still increased 6.7%, underscoring how strong demand remains. Competition continues to be intense, with sellers receiving an average of 116.8% of list price.

Condominiums also showed meaningful growth. The median condo sale price rose 11.1% to \$1,225,000, while price per square foot increased 13.3% to \$1,085. The pace of sales accelerated significantly, with the median days on market dropping 27.8% to just 13 days. Condo inventory tightened sharply as well, ending the month 28.6% lower than a year ago. Demand strengthened across the segment: contracts increased 8.9%, sales rose 3.4%, and more than half of condos (52.8%) sold above asking, a dramatic 34.7-point increase compared with last year. Sellers captured an average of 104.7% of list price, confirming that the condo market is regaining momentum.

Several broader economic trends are helping drive this renewed strength in San Francisco real estate. The AI sector continues to expand rapidly, attracting workers, founders, and venture capital back to the city. Major technology firms and startups are competing aggressively for talent, offering high salaries and signing bonuses that are translating into housing demand. Meanwhile, mortgage rates are the lowest they have been at their lowest level since 2022, helping improve affordability and encouraging buyers to re-enter the market.

San Francisco heads into the spring season with clear momentum. With inventory still limited and economic confidence strengthening, sellers who prepare and price their homes well should expect strong interest and competitive offers. Buyers, meanwhile, should be ready to move quickly when the right property appears, particularly for well-located homes and move-in-ready properties in desirable neighborhoods. If current trends continue, 2026 could shape up to be one of the strongest years for San Francisco real estate since the pandemic recovery began.



SINGLE FAMILY HOMES



CONDOMINIUMS

FEBRUARY 2026

Median Sales Price	\$1,963,000 ↑
Days on market	12 ↓
\$/SQ. FT.	\$1,136 ↑
# For Sale On Last Day Of Month	136 ↓
Went Into Contract	142 ↓
Properties Sold	144 ↑

FEBRUARY 2026

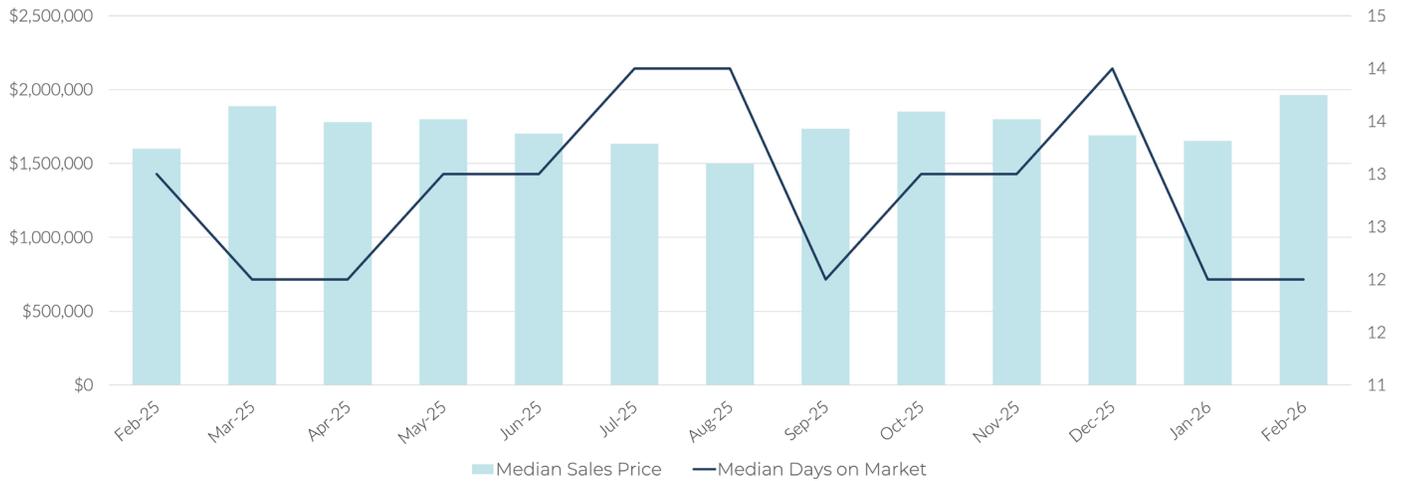
Median Sales Price	\$1,225,000 ↑
Days On Market	13 ↓
\$/Sq. Ft.	\$1,085 ↑
# For Sale Last Day Of Month	425 ↓
Went Into Contract	209 ↑
Properties Sold	180 ↑

Sources: SFAR MLS & BrokerMetrics; Property types covered: Single-family, Condominiums, Loft condominiums, TIC, and Stock COOP. 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



SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+18.7%**

DAYS ON MARKET: **No change**

YEAR-OVER-YEAR COMPARISON

"The single-family home segment posted the most dramatic gains. The median sale price jumped 22.7% to \$1,963,000, one of the largest year-over-year increases in recent years."

	MEDIAN		
	FEB-2026	FEB-2025	%Δ
Sales Price	\$1,963,000	\$1,600,000	+22.7%
Days On Market	12	13	-7.7%
\$ / SQ. FT.	\$1,136	\$989	+14.9%

	TOTAL		
	FEB-2026	FEB-2025	%Δ
Went Into Contract	142	165	-13.9%
Properties Sold	144	135	+6.7%
# For Sale Last Day of Month	136	176	-22.7%
% Of Properties Sold Over List	77.1%	81.5%	-5.4%
% Of List Price Received (Average)	116.8%	113.6%	+2.8%

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: **+22.3%**

DAYS ON MARKET: **-42 days**

YEAR-OVER-YEAR COMPARISON

“The pace of sales accelerated significantly, with the median days on market dropping 27.8% to just 13 days. Condo inventory tightened sharply as well, ending the month 28.6% lower than a year ago.”

	MEDIAN		
	FEB-2026	FEB-2025	%Δ
Sales Price	\$1,225,000	\$1,102,500	+11.1%
Days On Market	13	18	-27.8%
\$/SQ. FT.	\$1,085	\$958	+13.3%

	TOTAL		
	JAN-2026	JAN-2025	%Δ
Went Into Contract	209	192	+8.9%
Properties Sold	180	174	+3.4%
# For Sale Last Day of Month	425	595	-28.6%
% Of Properties Sold Over List	52.8%	39.2%	+34.7%
% Of List Price Received <i>(Average)</i>	104.7%	101.6%	+3.1%

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*

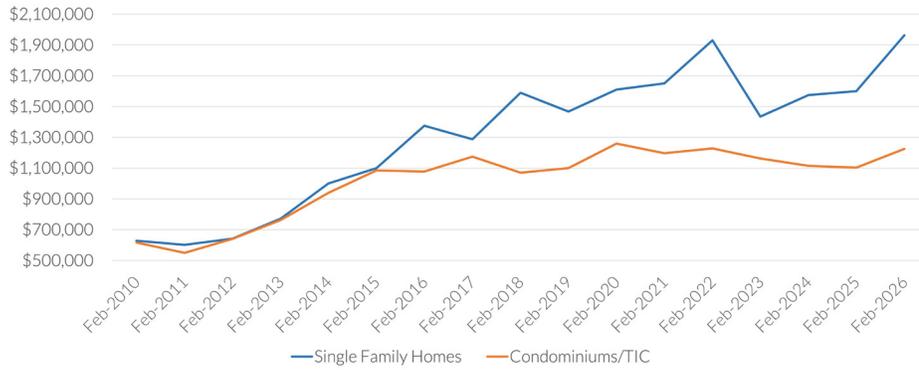
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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



Single Family Residences

\$1,963,000

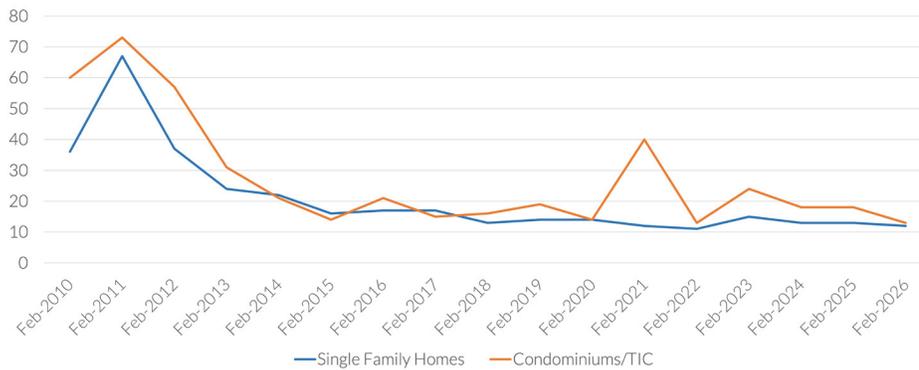
+22.7% change year-over-year

Condominium/TIC/COOPs

\$1,225,000

+11.1% change year-over-year

MEDIAN MARKET TIME



Single Family Residences

12 days

-1 day change year-over-year

Condominium/TIC/COOPs

13 days

-5 day change year-over-year

NUMBER OF SALES



Single Family Residences

136

-22.7% change year-over-year

Condominium/TIC/COOPs

180

+3.4% change year-over-year

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