



# SAN FRANCISCO MARKET UPDATE

MAY 2025







## VANGUARD PROPERTIES

# MARKET UPDATE

SAN FRANCISCO | MAY 2025

San Francisco's real estate market showed impressive strength in April, with single family homes posting standout gains across every key metric compared to April of last year. The median sales price jumped more than 11%, days on market dropped from 13 to 12, price per square foot climbed nearly 7%, and the number of closed sales surged by 33%. Nearly 80% of single family homes sold above asking, and on average sellers received 114% of their list price.

Condominiums also showed positive pricing momentum. Year over year, the median sales price rose 6.6%, median days on market improved from 31 to 28, and price per square foot increased 3.2%. However, total condo sales were down 11%, pointing to more selective buyer activity. Boutique, well-renovated units in older buildings continue to draw the most interest, while newer and larger developments remain slower to move.

Inventory remains limited, with Months Supply of Inventory now at 1.3 for single family homes and 3.4 for condos. The low supply continues to drive competition, especially in the single family segment.

Mortgage rates continue to support buyer confidence. Rates for the 30-year fixed mortgage have fallen even further in recent weeks, dipping below the first quarter average of 6.83% (30-Yr FRM) and now sitting around 6.76%. This has helped lift mortgage application volume and is keeping momentum high.

With steady demand, rising prices, and more favorable mortgage conditions, San Francisco's market is gaining strength heading into the heart of the spring selling season.



### SINGLE FAMILY HOMES



### CONDOMINIUMS

#### APRIL 2025

Median Sales Price	\$1,780,000 ↑
Days on market	12 ↓
\$ / SQ. FT.	\$1,067 ↑
# For Sale On Last Day Of Month	294 ↑
Went Into Contract	220 ↑
Properties Sold	225 ↑

#### APRIL 2025

Median Sales Price	\$1,172,500 ↑
Days On Market	28 ↓
\$ / Sq. Ft.	\$1,033 ↑
# For Sale Last Day Of Month	745 ↑
Went Into Contract	235 ↓
Properties Sold	218 ↓

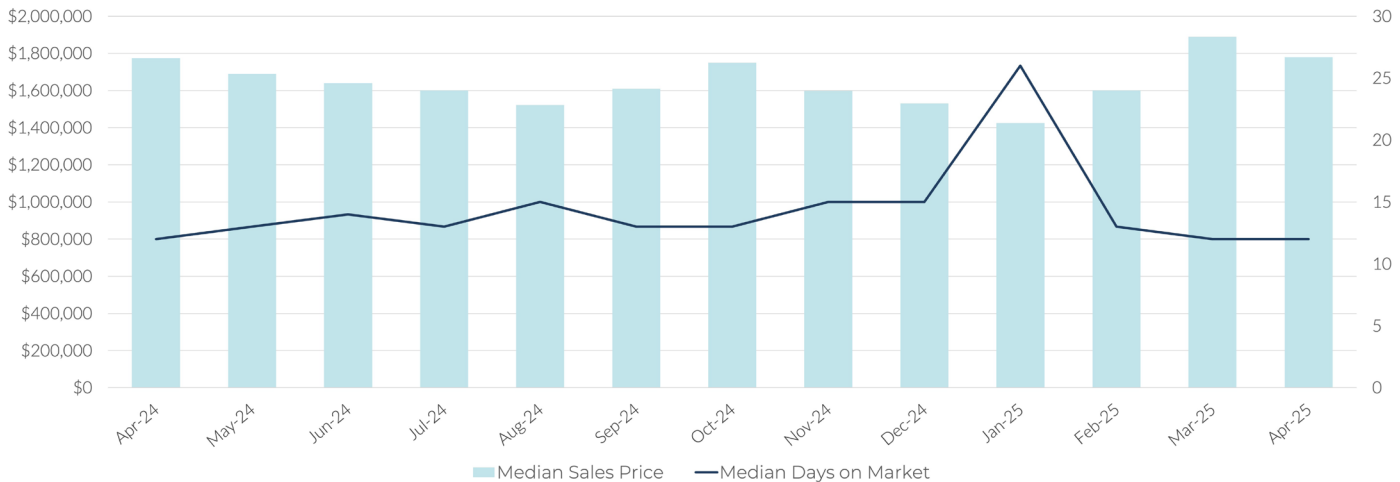


# SAN FRANCISCO MARKET UPDATE

MAY 2025

## SINGLE FAMILY RESIDENCES

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-5.8%**

DAYS ON MARKET: **No change**

### YEAR-OVER-YEAR COMPARISON

*"San Francisco's real estate market showed impressive strength in April, with single family homes posting standout gains across every key metric compared to April of last year."*

	APR-2025	APR-2024	MEDIAN %Δ
Sales Price	\$1,780,000	\$1,600,000	+11.3%
Days On Market	12	13	-7.7%
\$ / SQ. FT.	\$1,067	\$1,002	+6.5%

	APR-2025	APR-2024	TOTAL %Δ
Went Into Contract	220	168	+31.0%
Properties Sold	225	169	+33.1%
# For Sale Last Day of Month	294	276	+6.5%
% Of Properties Sold Over List	77.8%	62.1%	+25.3%
% Of List Price Received (Average)	114.3%	107.2%	+6.6%

## MEDIAN AREA VALUES

Q1 2025

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$9,725,000	\$1,611	97.3%	11*
Russian Hill	\$5,287,500	\$1,160	97.3%	2*
Alamo Square/NOPA	\$4,450,000	\$1,054	106.9%	4*
Marina/Cow Hollow	\$3,700,000	\$1,020	101.0%	7*
Cole Valley/Haight	\$3,415,000	\$1,340	115.4%	6*
Lower Pacific/Laurel Heights	\$2,995,000	\$1,501	104.9%	5*
Hayes Valley	\$2,850,000	\$630	87.7%	1*
Buena Vista/Corona Heights	\$2,750,000	\$1,322	110.9%	4*
Noe Valley	\$2,588,000	\$1,430	111.5%	26*
Castro/Duboce Triangle	\$2,476,919	\$1,148	110.7%	13*
Richmond/Lake Street	\$2,207,500	\$1,143	112.4%	24*
Diamond Heights	\$2,187,500	\$861	110.1%	5*
Ingleside Terrace/Lakeside	\$1,994,625	\$836	105.4%	4*
Bernal Heights/Glen Park	\$1,700,000	\$1,085	109.8%	53
Sunset	\$1,630,000	\$1,053	121.6%	35*
Mission	\$1,420,000	\$922	115.6%	5*
Westwood Park/Sunnyside	\$1,400,000	\$1,060	112.1%	13*
Potrero Hill	\$1,393,500	\$1,045	106.5%	10*
Excelsior/Portola	\$1,250,000	\$800	113.3%	35*
Bayview/Hunters Point	\$1,000,000	\$626	103.4%	25*

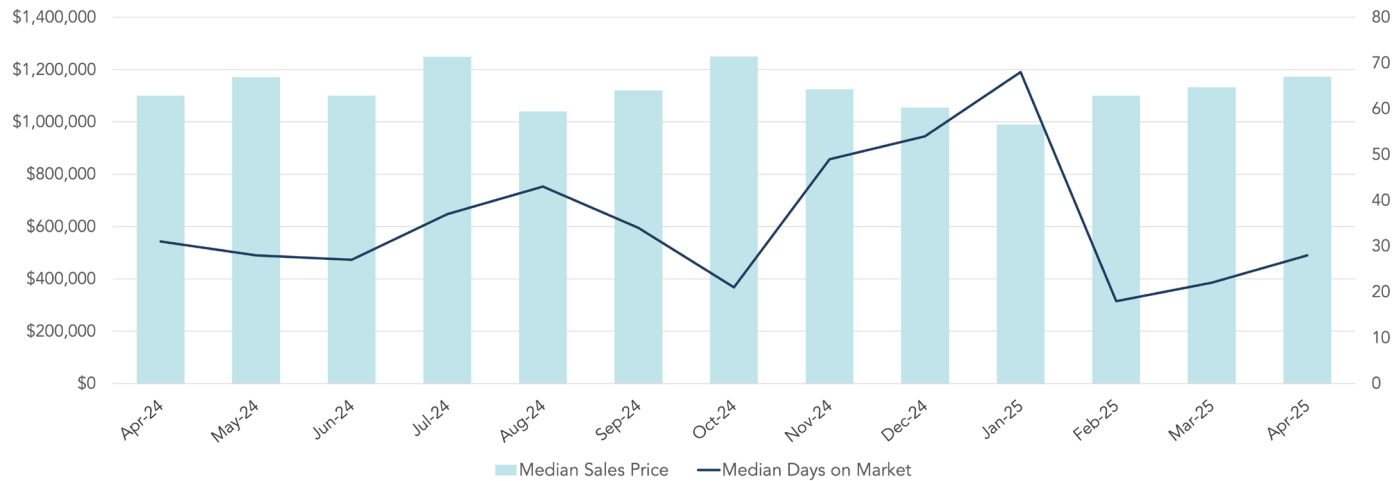
\* Small sample size (n<50); use caution when interpreting statistics. Sources: SFAR MLS & BrokerMetrics; Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

# SAN FRANCISCO MARKET UPDATE

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## CONDOMINIUMS/TIC/COOPS

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+3.5%**

DAYS ON MARKET: **+6 days**

### YEAR-OVER-YEAR COMPARISON

***"Condominiums also showed positive pricing momentum. Year over year, the median sales price rose 6.6%, median days on market improved from 31 to 28, and price per square foot increased 3.2%."***

#### MEDIAN

	APR-2025	APR-2024	%Δ
Sales Price	\$1,172,500	\$1,100,000	+6.6%
Days On Market	28	31	-9.7%
\$ / SQ. FT.	\$1,033	\$1,001	+3.2%

#### TOTAL

	APR-2025	APR-2024	%Δ
Went Into Contract	235	238	-1.3%
Properties Sold	218	245	-11.0%
# For Sale Last Day of Month	745	727	+2.5%
% Of Properties Sold Over List	34.9%	38.8%	-10.1%
% Of List Price Received (Average)	101.9%	101.6%	+0.3%

## MEDIAN AREA VALUES

Q1 2025

NEIGHBORHOOD	CONDOMINIUM	\$ / SQ. FT	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$2,007,500	\$1,204	100.3%	40*
Marina/Cow Hollow	\$1,785,000	\$1,238	100.8%	24*
Russian Hill	\$1,550,000	\$1,171	98.1%	27*
Lower Pacific/Laurel Heights	\$1,510,000	\$1,099	100.5%	10*
North Beach/Fisherman's Wharf	\$1,450,000	\$989	100.7%	7*
Buena Vista/Corona Heights	\$1,385,000	\$1,065	106.4%	7*
Noe Valley	\$1,285,000	\$1,083	108.1%	19*
Sunset	\$1,250,000	\$926	102.1%	11*
Castro/Duboce Triangle	\$1,220,000	\$1,135	102.6%	20*
Hayes Valley	\$1,211,250	\$1,075	108.0%	16*
Alamo Square/NOPA	\$1,201,000	\$973	105.7%	11*
Cole Valley/Haight	\$1,200,000	\$1,071	104.0%	9*
Nob Hill*	\$1,197,500	\$965	100.6%	36*
Mission Dolores	\$1,129,000	\$987	104.6%	10*
Potrero Hill	\$1,100,000	\$1,020	103.5%	11*
Richmond/Lake St	\$1,072,500	\$993	105.1%	12*
Mission	\$978,500	\$854	101.4%	28*
Dogpatch	\$965,000	\$954	101.6%	10*
Telegraph Hill	\$947,000	\$571	106.6%	2*
Mission Bay	\$890,000	\$900	99.4%	19*
South Beach/Yerba Buena	\$881,500	\$938	97.1%	74
Bernal Heights/Glen Park	\$812,500	\$787	106.3%	4*
Bayview/Hunters Point	\$720,000	\$582	95.8%	3*
SOMA	\$712,500	\$739	97.6%	44*
Diamond Heights	\$584,950	\$732	98.8%	6*

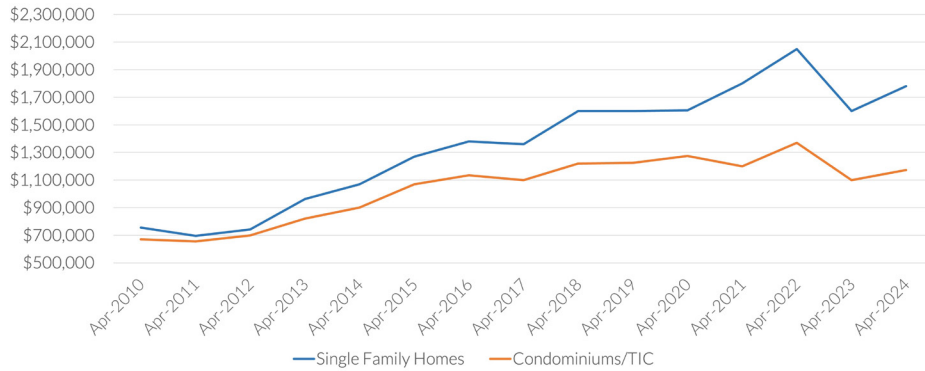
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## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE



Single Family Residences

**\$1,780,000**

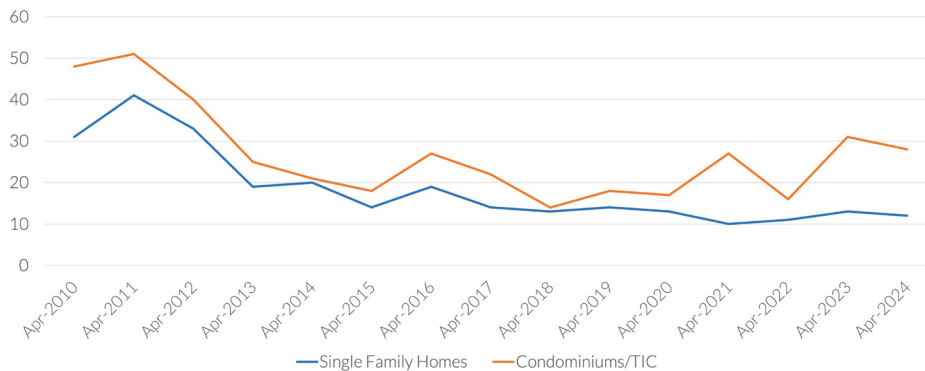
+11.3% change year-over-year

Condominium/TIC/COOPs

**\$1,172,500**

+6.6% change year-over-year

### MEDIAN MARKET TIME



Single Family Residences

**12 days**

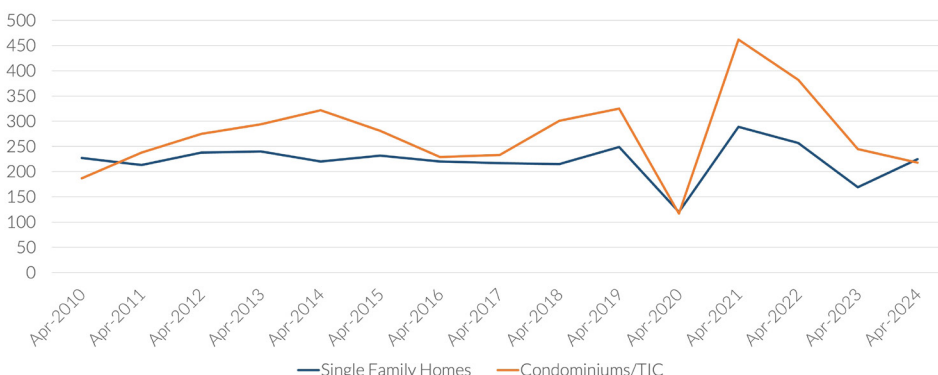
-1 day change year-over-year

Condominium/TIC/COOPs

**28 days**

-3 day change year-over-year

### NUMBER OF SALES



Single Family Residences

**225**

+33.1% change year-over-year

Condominium/TIC/COOPs

**218**

-11.0% change year-over-year