

SAN FRANCISCO MARKET UPDATE

NOVEMBER 2026

VANGUARD PROPERTIES

MARKET UPDATE

SAN FRANCISCO | SEPTEMBER 2026

San Francisco's housing market entered November with exceptional pricing strength and a sharp increase in condominium competition. In October, the share of condominiums selling above asking jumped 57.0% year over year, while the median single family home price surged 28.6% to $2,380,000. Both property types reached their highest October median sales prices in the historical series dating back to 2010.

Single family homes continued to command substantial premiums. Median price per square foot climbed 28.3% to $1,355, while homes sold in a median of just 12 days. 86.2% sold above asking, up from 79.3% last year, and sellers received an average of 127.6% of list price, compared with 115.1%. October's median sales price also surpassed this year's spring highs, demonstrating sustained pricing strength into the fall.

Condominiums showed a particularly striking increase in buyer urgency. 69.4% sold above asking, compared with 44.2% last October, while median days on market fell 40.9% to 13 days, the fastest October pace in the historical series. Median price per square foot rose 16.1% to $1,202, and the median sales price increased 12.1% to $1,344,500. Sellers received an average of 112.1% of list price, up from 103.0%.

Inventory remained tight, with 191 houses and 517 condos available at the end of October, down 13.2% and 11.2%, respectively. Closed sales declined 6.6% for houses and 5.2% for condos, while contract activity also softened. Although fewer transactions temper the volume story, faster sales and stronger bidding suggest limited selection remains an important constraint.

The broader backdrop offers encouragement. Cushman & Wakefield reported that San Francisco's new office leasing through Q3 had already exceeded all of 2025, with AI companies leasing more than twice their total for all of 2025, an encouraging signal of business expansion. Meanwhile, Freddie Mac's average 30 year mortgage rate eased from 7.40% in the middle of October to 7.18% on November 5, providing modest relief for financed buyers.

San Francisco heads toward the end of the year with substantial pricing power in houses and renewed urgency in condos. For sellers, thoughtful preparation and strategic pricing remain essential to capturing that momentum. For buyers, strong financing preparation and a clear understanding of recent sales are increasingly valuable in a market moving this quickly.

SINGLE FAMILY HOMES

OCTOBER 2026

Median Sales Price	$2,380,000 ↑
Days on market	12 ↓
$ / SQ. FT.	$1,355 ↑
# For Sale On Last Day Of Month	191 ↓
Went Into Contract	239 ↓
Properties Sold	253 ↓

CONDOMINIUMS

OCTOBER 2026

Median Sales Price	$1,344,500 ↑
Days On Market	13 ↓
$ / Sq. Ft.	$1,202 ↑
# For Sale Last Day Of Month	517 ↓
Went Into Contract	265 ↓
Properties Sold	294 ↓

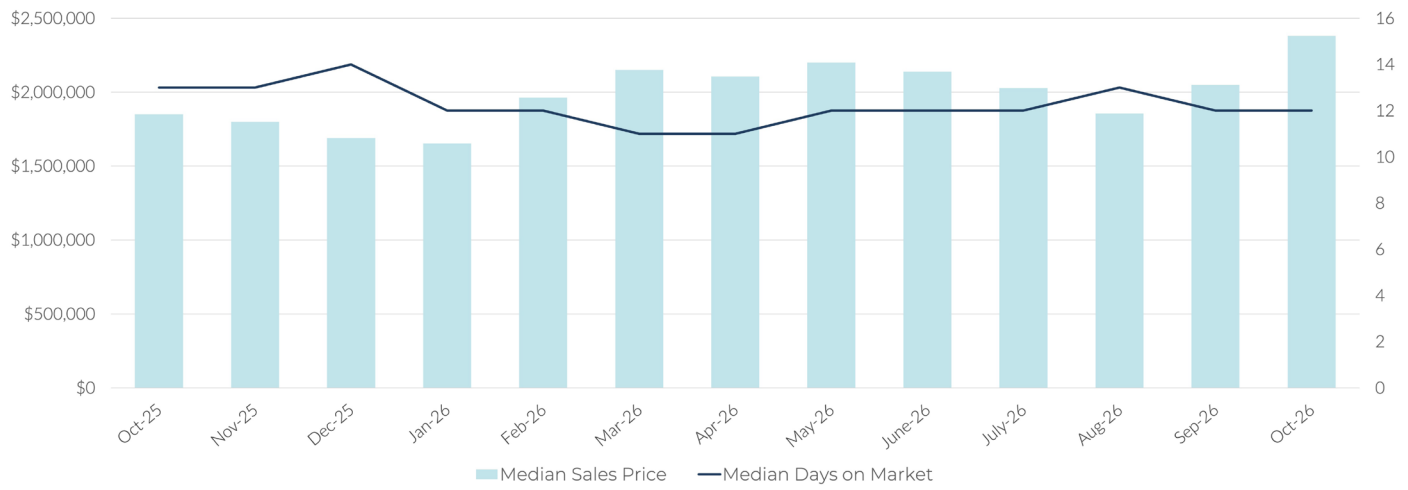
Sources: SFAR MLS & BrokerMetrics; Property types covered: Single-family, Condominiums, Loft condominiums, TIC, and Stock COOP. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2026 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

SAN FRANCISCO MARKET UPDATE

NOVEMBER 2026

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+16.1%**

DAYS ON MARKET: **No change**

YEAR-OVER-YEAR COMPARISON

"Single family homes continued to command substantial premiums. Median price per square foot climbed 28.3% to $1,355, while homes sold in a median of just 12 days."

MEDIAN

	OCT-2026	OCT-2025	%Δ
Sales Price	$2,380,000	$1,850,000	+28.6%
Days On Market	12	13	-7.7%
$ / SQ. FT.	$1,355	$1,056	+28.3%

TOTAL

	OCT-2026	OCT-2025	%Δ
Went Into Contract	239	262	-8.8%
Properties Sold	253	271	-6.6%
# For Sale Last Day of Month	191	220	-13.2%
% Of Properties Sold Over List	86.2%	79.3%	+8.7%
% Of List Price Received *(Average)*	127.6%	115.1%	+10.9%

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VANGUARD PROPERTIES

MEDIAN AREA VALUES

NOVEMBER 2026

NEIGHBORHOOD	SINGLE FAMILY	$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	$7,984,375	$2,074	117.7%	10*
Alamo Square/NOPA	$7,350,000	$1,598	131.9%	2*
Marina/Cow Hollow	$5,900,000	$2,058	116.4%	12*
Russian Hill	$5,512,500	$2,360	112.7%	4*
Hayes Valley	$4,950,000	$1,503	131.8%	4*
Castro/Duboce Triangle	$4,445,000	$1,681	126.5%	12*
Buena Vista/Corona Heights	$4,275,000	$1,311	139.3%	7*
Lower Pacific/Laurel Heights	$4,175,000	$1,519	105.7%	5*
Potrero Hill	$4,042,500	$1,588	131.0%	8*
Noe Valley	$3,700,000	$1,657	135.2%	23*
Diamond Heights	$3,500,000	$1,184	127.6%	3*
Cole Valley/Haight	$2,500,000	$2,427	142.9%	1*
Richmond/Lake Street	$2,408,500	$1,232	133.4%	42*
Bernal Heights/Glen Park	$2,225,000	$1,273	131.3%	52
Ingleside Terrace/Lakeside	$2,186,750	$1,035	141.3%	6*
Sunset	$2,115,000	$1,216	137.9%	33*
Mission	$2,100,000	$1,015	123.9%	9*
Westwood Park/Sunnyside	$1,810,000	$1,226	127.9%	13*
Excelsior/Portola	$1,160,000	$918	115.8%	42*
Bayview/Hunters Point	$1,030,000	$698	110.3%	17*

* 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

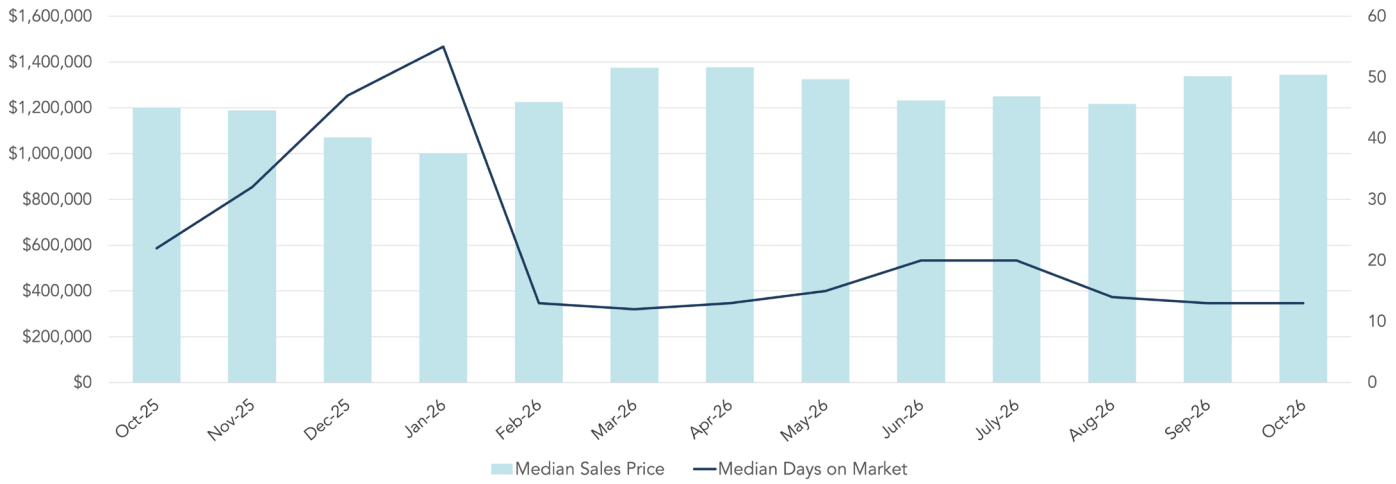
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SAN FRANCISCO MARKET UPDATE

NOVEMBER 2026

CONDOMINIUMS/TIC/COOPS

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALES PRICE: **+0.5%** DAYS ON MARKET: **No change**

YEAR-OVER-YEAR COMPARISON

"Condominiums showed a particularly striking increase in buyer urgency. 69.4% sold above asking, compared with 44.2% last October, while median days on market fell 40.9% to 13 days..."

MEDIAN

	OCT-2026	OCT-2025	%Δ
Sales Price	$1,344,500	$1,199,000	+12.1%
Days On Market	13	22	-40.9%
$ / SQ. FT.	$1,202	$1,035	+16.1%

TOTAL

	OCT-2026	OCT-2025	%Δ
Went Into Contract	265	297	-10.8%
Properties Sold	294	310	-5.2%
# For Sale Last Day of Month	517	582	-11.2%
% Of Properties Sold Over List	69.4%	44.2%	+57.0%
% Of List Price Received *(Average)*	112.1%	103.0%	+8.8%

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VANGUARD PROPERTIES

MEDIAN AREA VALUES

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NEIGHBORHOOD	CONDOMIINIUM	$ / SQ. FT	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	$2,100,000	$1,302	109.2%	45
Richmond/Lake St	$1,700,000	$1,174	114.3%	30*
Sunset	$1,680,000	$1,021	121.8%	8*
Marina/Cow Hollow	$1,667,595	$1,534	113.4%	26*
Cole Valley/Haight	$1,603,000	$1,031	114.2%	12*
Noe Valley	$1,578,500	$1,176	116.7%	24*
Dogpatch	$1,577,000	$1,282	101.6%	8*
Buena Vista/Corona Heights	$1,539,000	$1,299	123.9%	11*
Russian Hill	$1,500,000	$1,281	105.1%	30*
Lower Pacific/Laurel Heights	$1,500,000	$1,125	113.1%	13*
Nob Hill*	$1,482,500	$1,179	102.6%	38*
Mission Dolores	$1,482,500	$1,162	110.6%	20*
Mission Bay	$1,458,500	$1,183	104.6%	28*
Castro/Duboce Triangle	$1,435,000	$1,209	110.3%	27*
Hayes Valley	$1,350,000	$1,129	102.3%	17*
Bernal Heights/Glen Park	$1,280,000	$1,121	115.8%	14*
South Beach/Yerba Buena	$1,181,000	$1,169	100.9%	116
Alamo Square/NOPA	$1,175,000	$1,275	116.0%	18*
North Beach/Fisherman's Wharf	$1,170,000	$944	106.6%	17*
Potrero Hill	$1,150,000	$1,139	115.6%	24*
Mission	$976,250	$974	107.4%	38*
Telegraph Hill	$916,000	$1,148	101.4%	7*
SOMA	$721,750	$776	100.3%	40*
Bayview/Hunters Point	$590,000	$669	101.0%	12*
Diamond Heights	$435,000	$777	96.0%	11*

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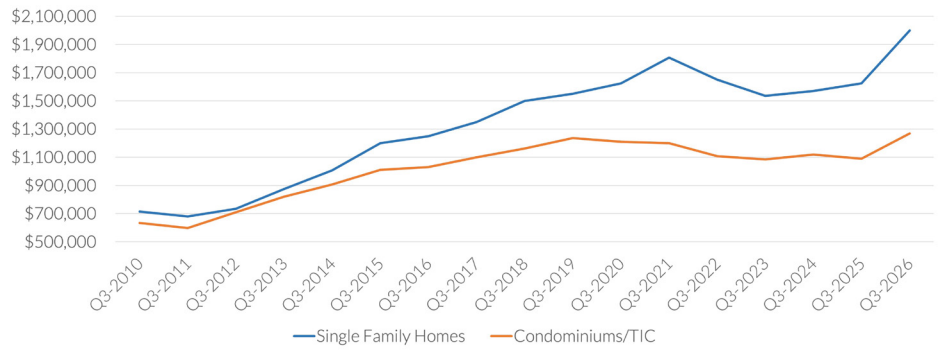
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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



Single Family Residences

$2,380,000

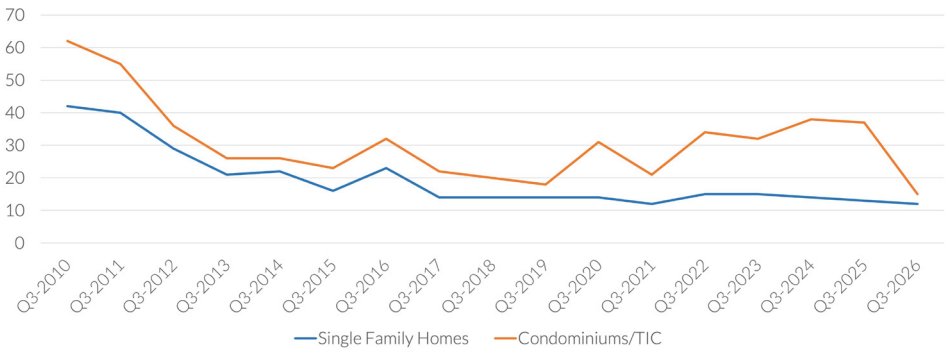
+28.6% change year-over-year

Condominium/TIC/COOPs

$1,344,500

+12.1% change year-over-year

MEDIAN MARKET TIME



Single Family Residences

12 days

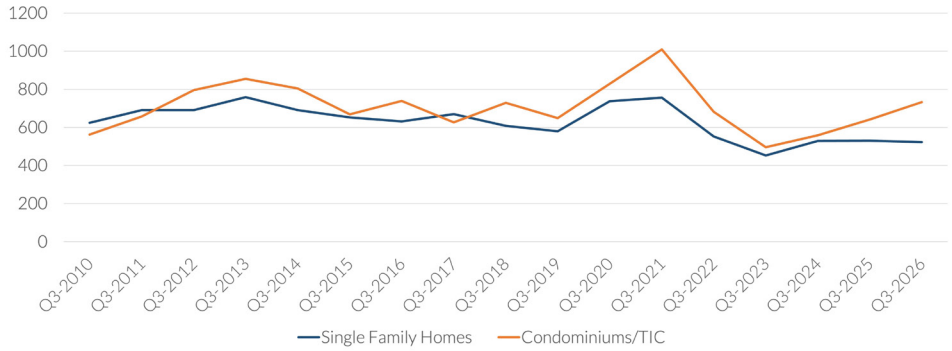
-1 day change year-over-year

Condominium/TIC/COOPs

13 days

-9 day change year-over-year

NUMBER OF SALES



Single Family Residences

253

-6.6% change year-over-year

Condominium/TIC/COOPs

294

-5.2% change year-over-year

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