MARIA AFZAL | CHRISTIE'S INTERNATIONAL REAL ESTATE SERENO

SAN FRANCISCO

REAL ESTATE MARKET REPORT

NOVEMBER 2026 | OCTOBER SALES AND CURRENT INVENTORY

San Francisco is a strong seller's market heading into winter. In October 2026, 581 homes sold in San Francisco, CA at a median price of $1,920,000. The typical home closed at 118% of its list price after just 13 days on market, and with only 1.4 months of inventory, buyers are competing for a limited supply.

$1.92M	118%	13 Days	76%	1.4
MEDIAN PRICE	OF LIST PRICE	ON MARKET	SOLD OVER ASKING	MONTHS INVENTORY



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SCAN FOR THE LIVE REPORT

AT A GLANCE

SAN FRANCISCO HOUSING MARKET

October 2026 closed sales, all residential property types, with inventory as of November 23, 2026.

$1,920,000 MEDIAN SALE PRICE 26% above Oct 2025	**118%** SALE TO LIST PRICE Up from 108% a year ago	**13 Days** MEDIAN DAYS ON MARKET October 2026
76% SOLD OVER ASKING Up from 58% a year ago	**1.4** MONTHS OF INVENTORY Seller's market	**842** HOMES FOR SALE As of Nov 23, 2026

KEY TAKEAWAYS

- **Bidding reached a 13 month high.** San Francisco homes sold for a median 118% of list price in October, the highest ratio in the past 13 months.
- **Most homes sold over asking.** 76% of October sales closed above the original asking price, compared with 58% in October 2025.
- **Sales picked up.** 581 homes closed, up 20% from September and 8% below October 2025.
- **Prices rose year over year.** The median sale price was up 26% from October 2025 to $1,920,000, and the median price per square foot rose 20% to $1,218.
- **Condos and townhomes were a big share of sales.** 328 of the 581 October sales were condos or townhomes; single family homes sold for a median $2,400,000.
- **Homes over $2.7M led sales.** They accounted for 170 October sales and have under two months of inventory.



"San Francisco is running hotter than at any point in the past year. Single family homes sold for a median 28% over list in October, and even condos are going well above asking. If you own in the city and have been thinking about selling, this is the kind of market sellers wait years for."

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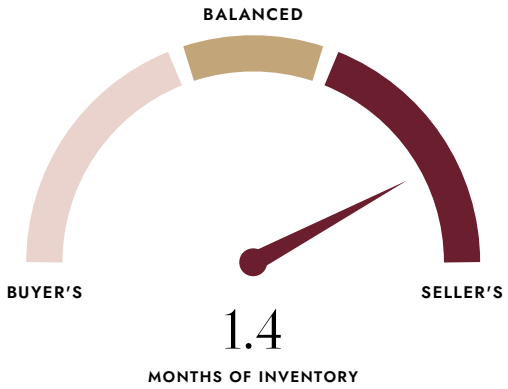
MARKET CONDITIONS

BUYER'S OR SELLER'S MARKET?



SELLER'S MARKET

San Francisco is a seller's market, with 1.4 months of inventory as of November 23, 2026. At the recent pace of sales, every home listed today would sell in about six weeks if no new listings came on.

Months of inventory compares homes for sale with the recent pace of sales. Under 4 months is a seller's market, 4 to 6 months is balanced, and over 6 months is a buyer's market.

WHAT THE MARKET MEANS FOR YOU

IF YOU'RE SELLING

SELLERS HOLD THE ADVANTAGE

76%	**Expect multiple offers** of October sales closed above the original asking price.
118%	**Strong pricing power** median sale to list ratio, the highest in 13 months.
13 days	**Be ready to move quickly** median days on market for October sales.
842	**Little competition** homes for sale as of November 23, about 1.4 months of supply.

IF YOU'RE BUYING

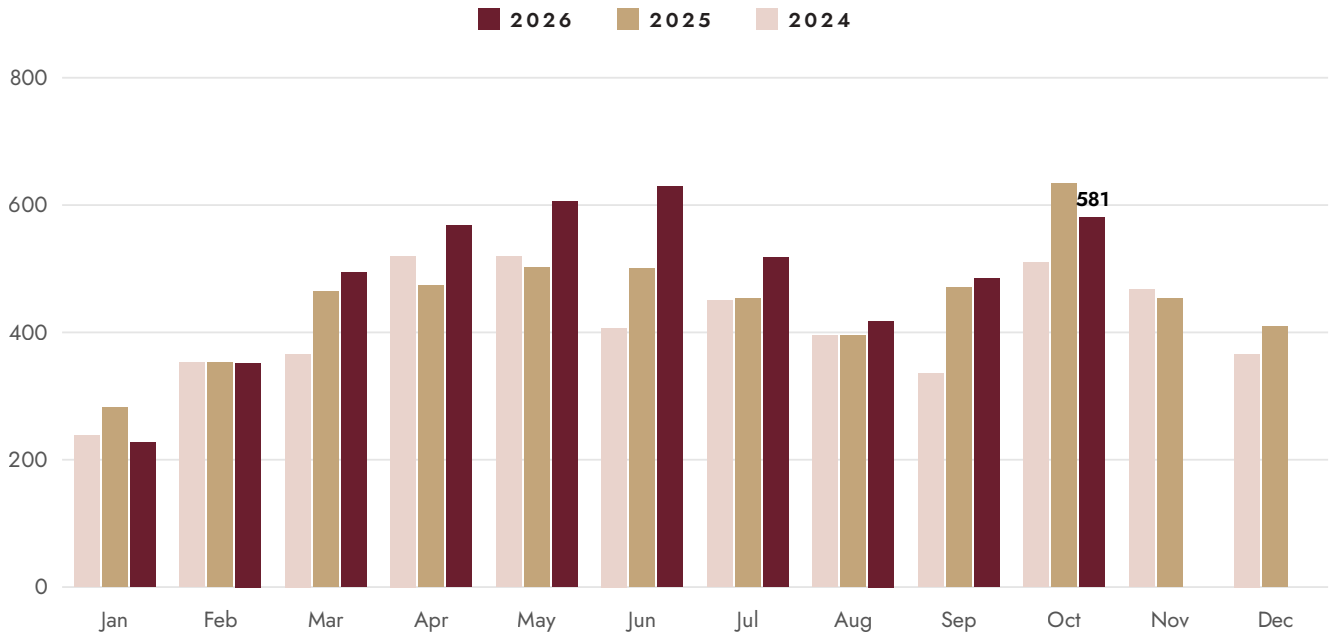
COME PREPARED TO COMPETE

128%	**Budget above list price** median sale to list ratio for single family homes in October.
12 days	**Have approval in hand** median days on market for single family homes.
54 days	**Look at homes that have sat** median days listed for current active listings; these sellers may negotiate.
377	**Homes go under contract fast** homes under contract as of November 23.

SAN FRANCISCO HOUSING MARKET TRENDS

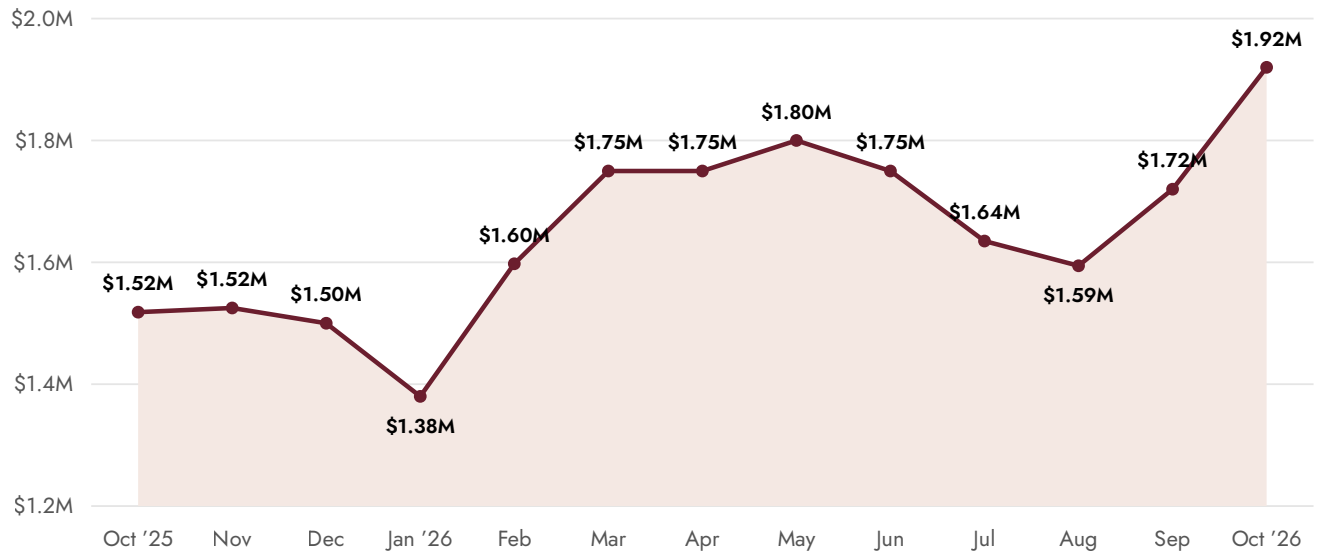
Through October, 4,876 homes sold in San Francisco in 2026, compared with 4,528 in the same period of 2025. June 2026 was the busiest month of the year with 629 sales, and October posted the highest sale to list ratio in 13 months.

HOMES SOLD PER MONTH: 2024 TO 2026



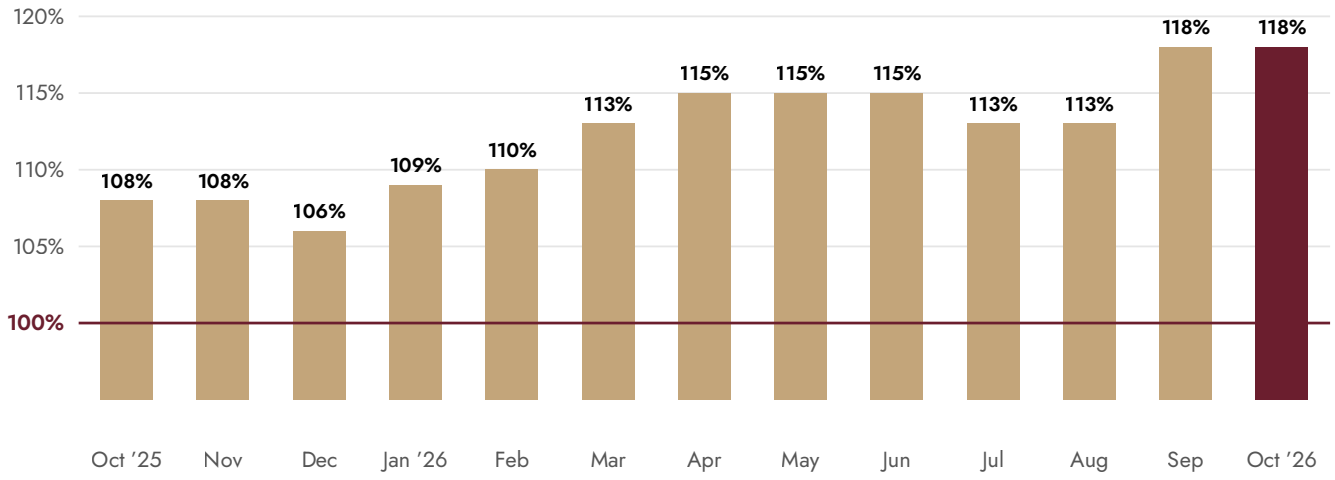
2024 totaled 4926 sales and 2025 totaled 5390.

MEDIAN SALE PRICE: LAST 13 MONTHS



Monthly medians move with the mix of homes that sell.

SALE TO LIST PRICE RATIO: LAST 13 MONTHS



Median sale price as a percent of list price.

MONTHLY DATA: LAST 13 MONTHS

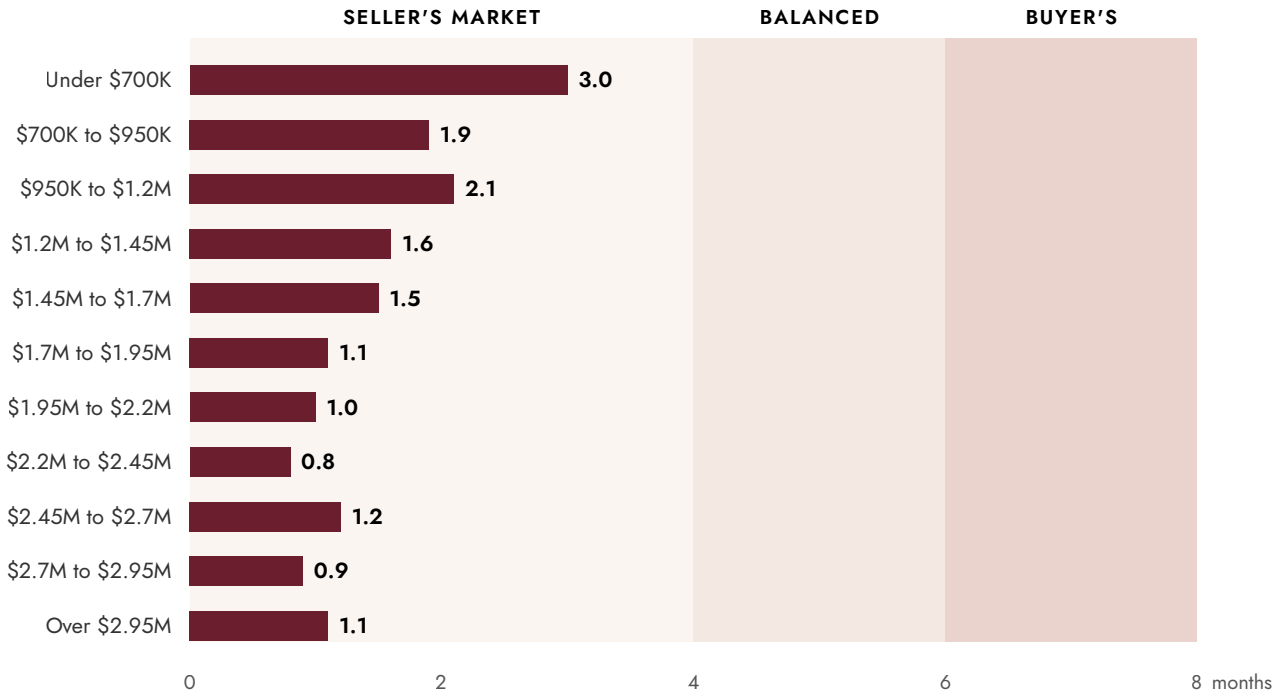
MONTH	HOMES SOLD	MEDIAN SALE PRICE	SALE TO LIST	PRICE PER SQ FT
October 2026	581	$1,920,000	118%	$1,218
September 2026	484	$1,720,000	118%	$1,139
August 2026	418	$1,594,444	113%	$1,048
July 2026	518	$1,635,000	113%	$1,069
June 2026	629	$1,750,000	115%	$1,127
May 2026	605	$1,800,000	115%	$1,121
April 2026	568	$1,750,000	115%	$1,111
March 2026	494	$1,750,000	113%	$1,118
February 2026	352	$1,597,500	110%	$1,058
January 2026	227	$1,380,000	109%	$860
December 2025	409	$1,500,000	106%	$952
November 2025	453	$1,525,000	108%	$1,002
October 2025	634	$1,518,225	108%	$1,011

BY PRICE RANGE

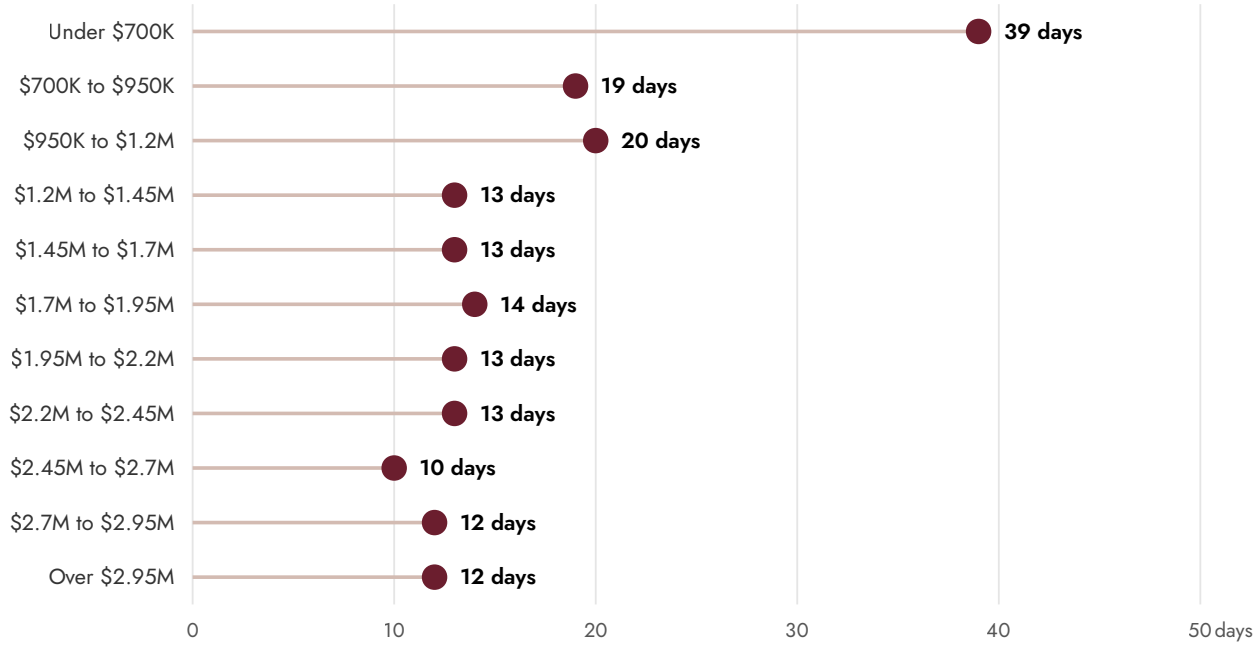
MARKET CONDITIONS BY PRICE RANGE

Competition varies by price point. Under 4 months of inventory is a seller's market, 4 to 6 months is balanced, and over 6 months favors buyers. Homes from $1.2 million to the top of the market have the tightest supply.

MONTHS OF INVENTORY BY PRICE RANGE



MEDIAN DAYS ON MARKET BY PRICE RANGE



PRICE RANGE DETAIL

PRICE RANGE	ACTIVE LISTINGS NOV 23	MONTHS OF INVENTORY	SALES OCT 2026	SALES 6 MONTH AVG	MEDIAN DAYS ON MARKET	MARKET
Under $700,000	133	3.0	45	43	39	Seller's
$700,000 to $950,000	91	1.9	49	50	19	Seller's
$950,000 to $1,200,000	93	2.1	45	48	20	Seller's
$1,200,000 to $1,450,000	86	1.6	54	58	13	Seller's
$1,450,000 to $1,700,000	79	1.5	52	57	13	Seller's
$1,700,000 to $1,950,000	55	1.1	49	55	14	Seller's
$1,950,000 to $2,200,000	49	1.0	48	38	13	Seller's
$2,200,000 to $2,450,000	27	0.8	35	33	13	Seller's
$2,450,000 to $2,700,000	42	1.2	34	28	10	Seller's
$2,700,000 to $2,950,000	20	0.9	23	18	12	Seller's
Over $2,950,000	167	1.1	147	107	12	Seller's
All Price Ranges	842	1.4	581	539	13	Seller's

A dash means there were no October sales in that range to measure.

OCTOBER 2026 HOME SALES

METRIC	OCT 2026	SEP 2026	CHANGE	OCT 2025	CHANGE
Homes sold	581	484	+20%	634	–8%
Median sale price	$1,920,000	$1,720,000	+12%	$1,518,225	+26%
Median list price	$1,500,000	$1,437,500	+4%	$1,350,000	+11%
Sale to list price ratio	118%	118%	0 pts	108%	+10 pts
Sold over asking	76%	76%	0 pts	58%	+18 pts
Median price per sq ft	$1,218	$1,139	+7%	$1,011	+20%
Median days on market	13	13	0 days	17	–4 days
Sales volume	$1514.4M	$1100.9M	+38%	$1278.9M	+18%
Homes sold year to date	4876	4295		4528	+8%

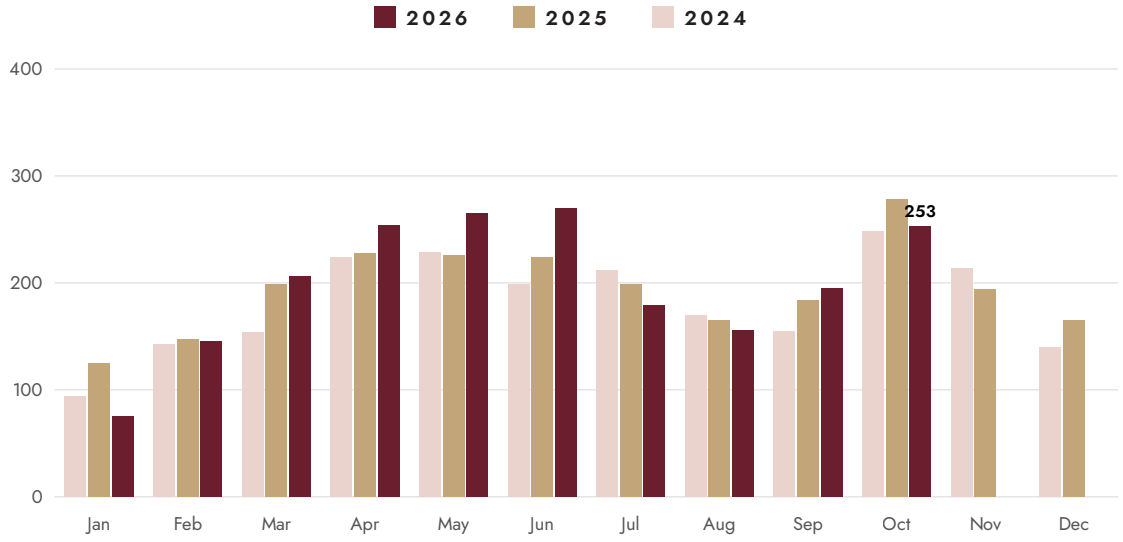
SINGLE FAMILY HOMES

SAN FRANCISCO SINGLE FAMILY MARKET

253 single family homes sold in October 2026 at a median price of $2,400,000, 128% of list price, in a median of 12 days. Inventory as of November 23, 2026.

$2,400,000 **MEDIAN SALE PRICE** +30% vs Oct 2025	128% **SALE TO LIST PRICE** 115% a year ago	12 Days **MEDIAN DAYS ON MARKET** October 2026
86% **SOLD OVER ASKING** 78% a year ago	0.7 **MONTHS OF INVENTORY** Seller's market	165 **FOR SALE NOW** As of Nov 23, 2026

SINGLE FAMILY HOMES SOLD PER MONTH: 2024 TO 2026

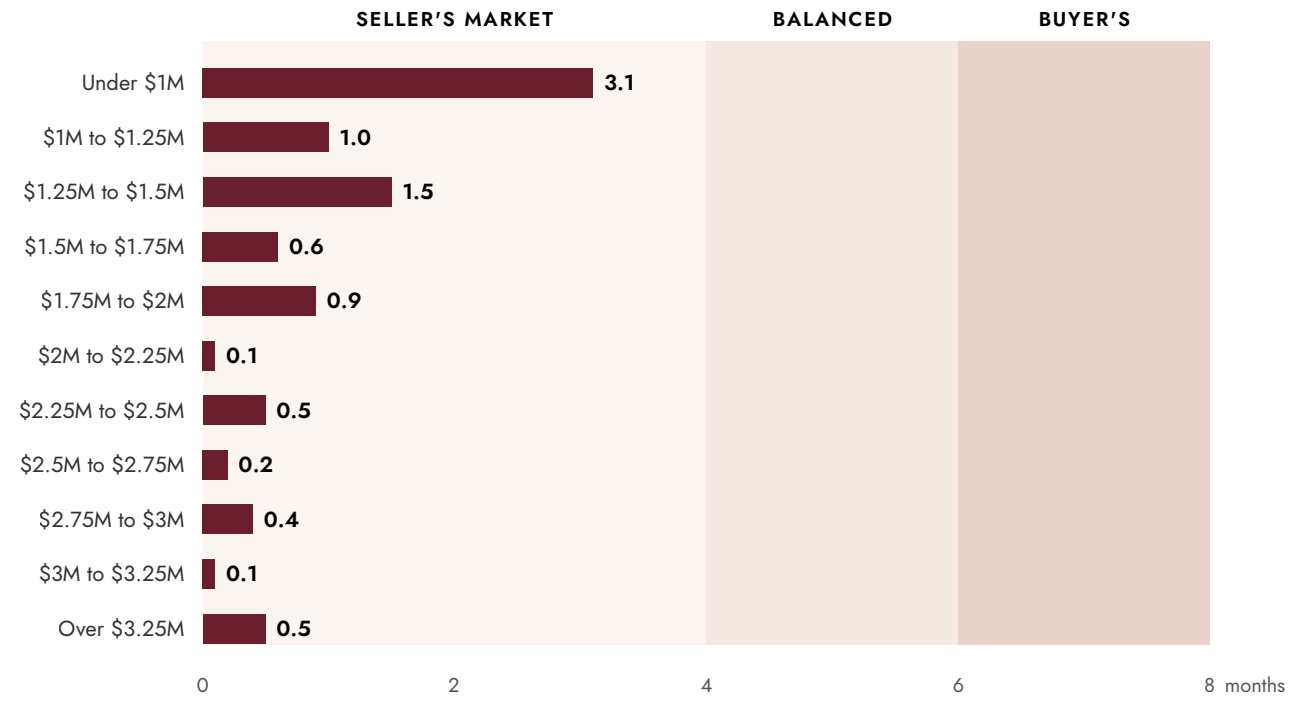


1998 single family homes sold in 2026 through October, versus 1975 in the same period of 2025.

SINGLE FAMILY MEDIAN SALE PRICE: LAST 13 MONTHS



SINGLE FAMILY MONTHS OF INVENTORY BY PRICE RANGE



Single family homes from $1.5 million to the top of the market have the tightest supply.

PRICE RANGE	ACTIVE LISTINGS NOV 23	MONTHS OF INVENTORY	SALES OCT 2026	SALES 6 MONTH AVG	MEDIAN DAYS ON MARKET	MARKET
Under $1M	34	3.1	11	14	10	Seller's
$1M to $1.25M	14	1.0	14	16	14	Seller's
$1.25M to $1.5M	25	1.5	17	18	12	Seller's
$1.5M to $1.75M	15	0.6	24	25	12	Seller's
$1.75M to $2M	20	0.9	23	23	13	Seller's
$2M to $2.25M	2	0.1	28	21	14	Seller's
$2.25M to $2.5M	6	0.5	13	14	13	Seller's
$2.5M to $2.75M	4	0.2	19	14	8	Seller's
$2.75M to $3M	3	0.4	8	8	10	Seller's
$3M to $3.25M	1	0.1	13	9	12	Seller's
Over $3.25M	41	0.5	83	54	12	Seller's
All Price Ranges	165	0.7	253	220	12	Seller's

CONDOS AND TOWNHOMES

A DIFFERENT MARKET

In San Francisco, condos are a seller's market and townhomes are a seller's market. With only a few sales a month, monthly figures can swing widely, so read the trend rather than any single month.

CONDOS

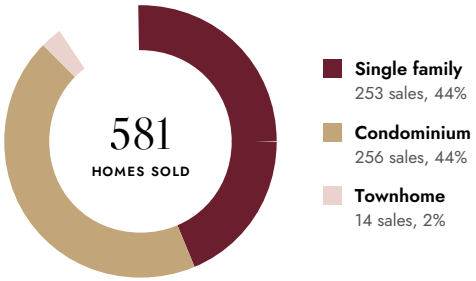
$1,330,000 **MEDIAN PRICE OCT** 256 sales	111% **SALE TO LIST**
1.6 **MONTHS OF INVENTORY** Seller's market	417 **FOR SALE NOW** Median 54 days listed
2152 **SOLD IN 2026** 1902 a year ago	

TOWNHOMES

$1,650,000 **MEDIAN PRICE OCT** 14 sales	112% **SALE TO LIST**
1.3 **MONTHS OF INVENTORY** Seller's market	18 **FOR SALE NOW** Median 74 days listed
111 **SOLD IN 2026** 119 a year ago	

PROPERTY TYPES

SAN FRANCISCO BY PROPERTY TYPE



Single family homes made up 253 of the 581 San Francisco sales in October 2026. A year earlier, 278 single family homes sold at a median of $1,850,000 and 115% of list.

PROPERTY TYPE	SOLD OCT 2026	MEDIAN SALE PRICE	SALE TO LIST	MEDIAN DAYS ON MARKET	MONTHS OF INVENTORY	FOR SALE NOV 23
Single family	253	$2,400,000	128%	12	0.7	165
Condominium	256	$1,330,000	111%	14	1.6	417
Townhome	14	$1,650,000	112%	18	1.3	18

HOMES FOR SALE RIGHT NOW

842 ACTIVE LISTINGS	377 UNDER CONTRACT	1.4 MONTHS OF INVENTORY
$1,495,000 MEDIAN LIST PRICE	$147K to $47.5M LIST PRICE RANGE	54 Days MEDIAN DAYS LISTED Current active listings

As of November 23, 2026.



About this report. Prepared by Maria Afzal, a Bay Area real estate agent with Christie's International Real Estate Sereno, based at 467 1st Street in downtown Los Altos (CA DRE# 02026802). Call (650) 561-6073 or email maria@mariaafzal.com.

Source: MLS data compiled by LiveBy. Sales cover residential properties that closed in San Francisco, CA in October 2026; inventory as of November 23, 2026. Information is deemed reliable but not guaranteed.

WHAT IS YOUR SAN FRANCISCO HOME WORTH?

Request a complimentary valuation at **mariaafzal.com/san-francisco-home-valuation**

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