MARIA AFZAL | CHRISTIE'S INTERNATIONAL REAL ESTATE SERENO

PACIFIC HEIGHTS

REAL ESTATE MARKET REPORT

NOVEMBER 2026 | OCTOBER SALES AND CURRENT INVENTORY

Pacific Heights is a strong seller's market heading into winter. In October 2026, 26 homes sold in Pacific Heights, San Francisco at a median price of $2,845,000. The typical home closed at 110% of its list price after just 13 days on market, and with only 0.9 months of inventory, buyers are competing for a limited supply.

$2.85M	110%	13 Days	65%	0.9
MEDIAN PRICE	OF LIST PRICE	ON MARKET	SOLD OVER ASKING	MONTHS INVENTORY



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SCAN FOR THE LIVE REPORT

AT A GLANCE

PACIFIC HEIGHTS HOUSING MARKET

October 2026 closed sales, all residential property types, with inventory as of November 24, 2026.

$2,845,000 MEDIAN SALE PRICE 9% above Oct 2025	**110%** SALE TO LIST PRICE Up from 101% a year ago	**13 Days** MEDIAN DAYS ON MARKET October 2026
65% SOLD OVER ASKING Up from 24% a year ago	**0.9** MONTHS OF INVENTORY Seller's market	**24** HOMES FOR SALE As of Nov 24, 2026

KEY TAKEAWAYS

- **Prices held above list.** Pacific Heights homes sold for a median 110% of list price in October.
- **Most homes sold over asking.** 65% of October sales closed above the original asking price, compared with 24% in October 2025.
- **Sales picked up.** 26 homes closed, up 24% from September and 4% above October 2025.
- **Prices rose year over year.** The median sale price was up 9% from October 2025 to $2,845,000, and the median price per square foot rose 22% to $1,483.
- **Condos and townhomes were a big share of sales.** 20 of the 26 October sales were condos or townhomes; single family homes sold for a median $9,325,000.
- **Homes over $2.5M led sales.** They accounted for 16 October sales and have less than one month of inventory.



"Pacific Heights has turned sharply in sellers' favor. Last October about one in four sales went over asking; this October it was nearly two in three, and condos sold at a median 15% over list. With only four single family homes on the market, buyers looking for a house here need to be ready the day the right one appears."

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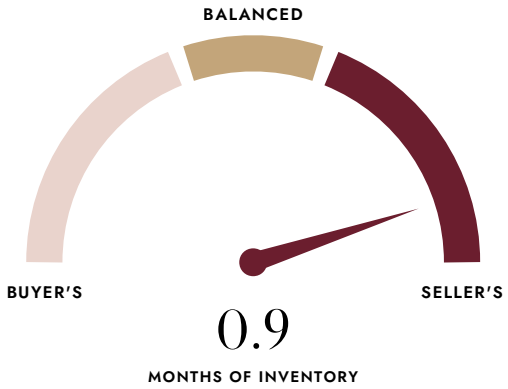
MARKET CONDITIONS

BUYER'S OR SELLER'S MARKET?



SELLER'S MARKET

Pacific Heights is a seller's market, with 0.9 months of inventory as of November 24, 2026. At the recent pace of sales, every home listed today would sell in about four 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

65%	**Expect multiple offers** of October sales closed above the original asking price.
110%	**Strong pricing power** median sale to list ratio in October.
13 days	**Be ready to move quickly** median days on market for October sales.
24	**Little competition** homes for sale as of November 24, about 0.9 months of supply.

IF YOU'RE BUYING

COME PREPARED TO COMPETE

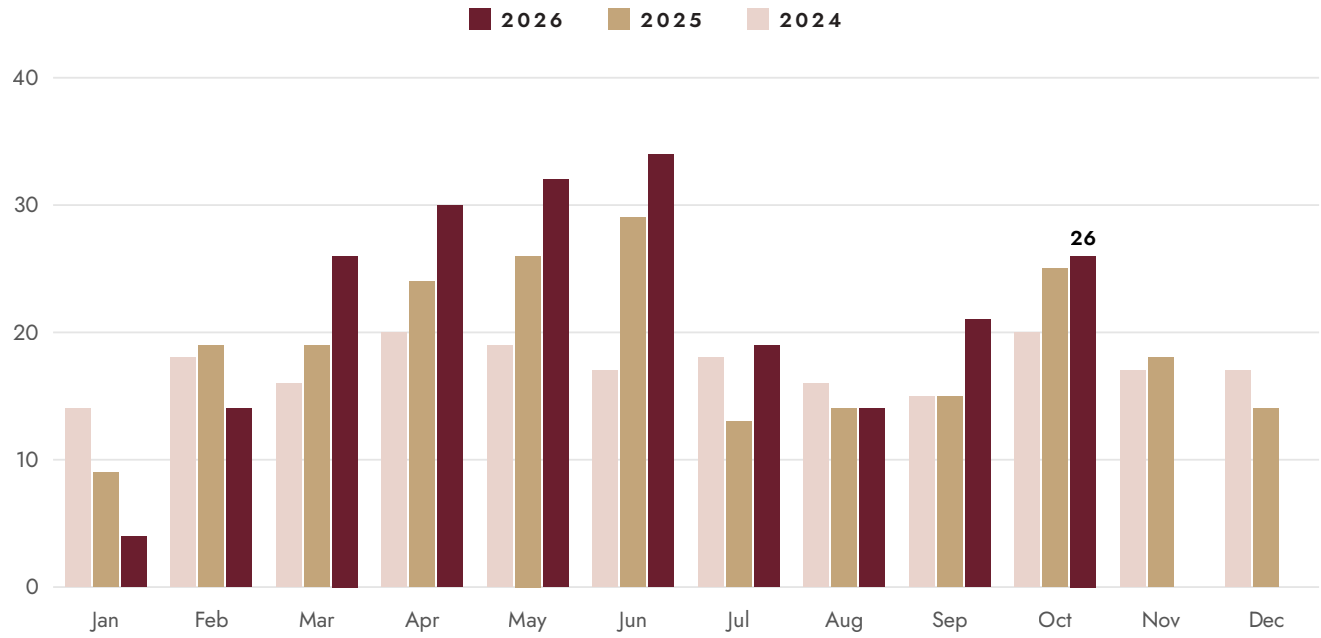
102%	**Budget above list price** median sale to list ratio for single family homes in October.
14 days	**Have approval in hand** median days on market for single family homes.
34 days	**Look at homes that have sat** median days listed for current active listings; these sellers may negotiate.
4.0	**$1.3M to $1.5M is balanced** months of supply for homes from $1.3M to $1.5M, a balanced market.

TRENDS

PACIFIC HEIGHTS HOUSING MARKET TRENDS

Through October, 220 homes sold in Pacific Heights in 2026, compared with 193 in the same period of 2025. June 2026 was the busiest month of the year with 34 sales, and October closed at a median 110% of list price.

HOMES SOLD PER MONTH: 2024 TO 2026



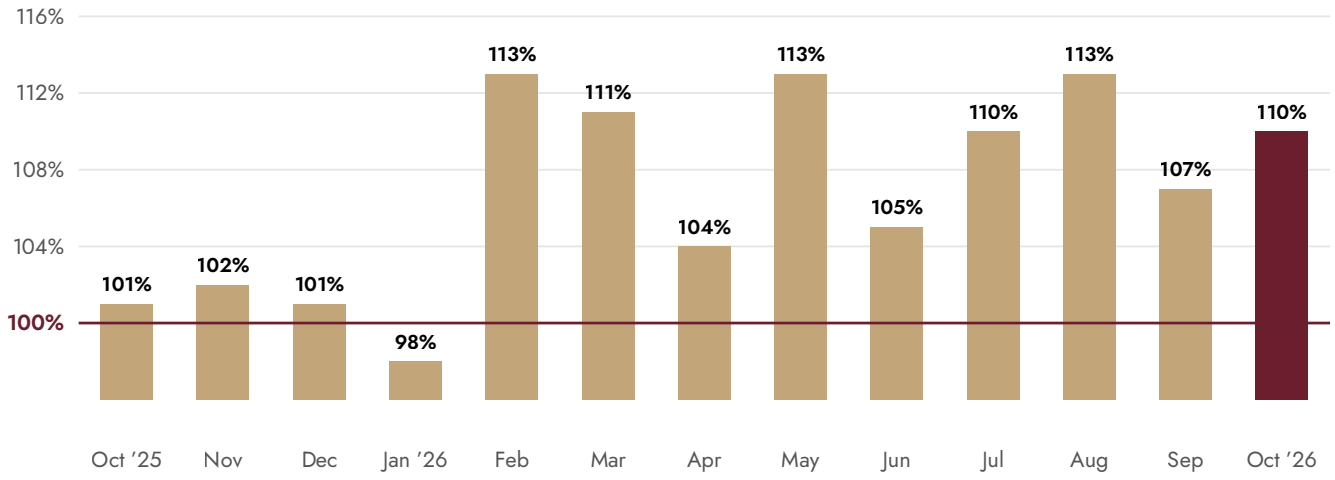
2024 totaled 207 sales and 2025 totaled 225.

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

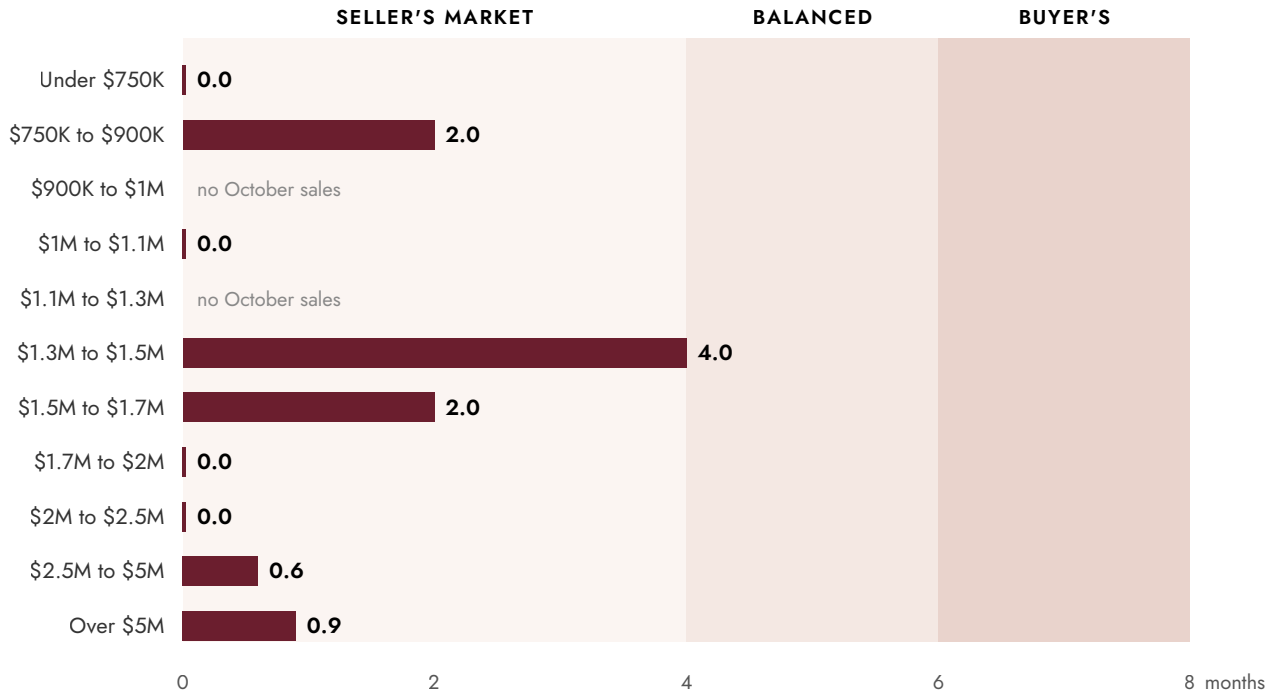
MONTH	HOMES SOLD	MEDIAN SALE PRICE	SALE TO LIST	PRICE PER SQ FT
October 2026	26	$2,845,000	110%	$1,483
September 2026	21	$3,200,000	107%	$1,604
August 2026	14	$3,525,000	113%	$1,455
July 2026	19	$1,700,000	110%	$1,313
June 2026	34	$3,150,000	105%	$1,411
May 2026	32	$2,812,500	113%	$1,278
April 2026	30	$3,202,500	104%	$1,275
March 2026	26	$3,385,000	111%	$1,468
February 2026	14	$2,325,500	113%	$1,289
January 2026	4	$2,375,000	98%	$1,410
December 2025	14	$1,812,500	101%	$1,283
November 2025	18	$2,594,000	102%	$1,145
October 2025	25	$2,600,000	101%	$1,212

BY PRICE RANGE

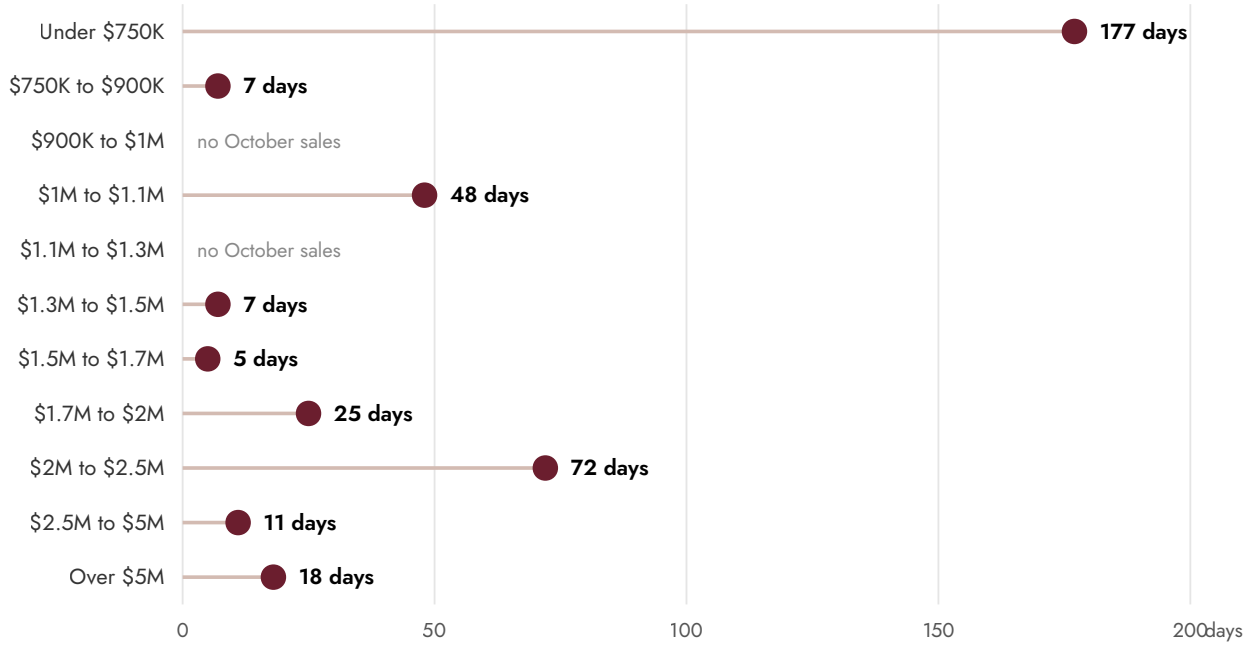
MARKET CONDITIONS BY PRICE RANGE

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 $1.7 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 24	MONTHS OF INVENTORY	SALES OCT 2026	SALES 6 MONTH AVG	MEDIAN DAYS ON MARKET	MARKET
Under $750,000	0	0.0	1	0	177	Seller's
$750,000 to $900,000	2	2.0	1	0	7	Seller's
$900,000 to $1,000,000	1	—	0	0	—	—
$1,000,000 to $1,100,000	0	0.0	1	0	48	Seller's
$1,100,000 to $1,300,000	3	—	0	1	—	—
$1,300,000 to $1,500,000	4	4.0	1	1	7	Balanced
$1,500,000 to $1,700,000	2	2.0	1	1	5	Seller's
$1,700,000 to $2,000,000	0	0.0	3	1	25	Seller's
$2,000,000 to $2,500,000	0	0.0	2	1	72	Seller's
$2,500,000 to $5,000,000	5	0.6	8	6	11	Seller's
Over $5,000,000	7	0.9	8	6	18	Seller's
All Price Ranges	24	0.9	26	24	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	26	21	+24%	25	+4%
Median sale price	$2,845,000	$3,200,000	–11%	$2,600,000	+9%
Median list price	$2,535,000	$2,995,000	–15%	$2,295,000	+10%
Sale to list price ratio	110%	107%	+3 pts	101%	+9 pts
Sold over asking	65%	81%	–16 pts	24%	+41 pts
Median price per sq ft	$1,483	$1,604	–8%	$1,212	+22%
Median days on market	13	11	+2 days	21	–8 days
Sales volume	$130.9M	$83.2M	+57%	$118.3M	+11%
Homes sold year to date	220	194		193	+14%

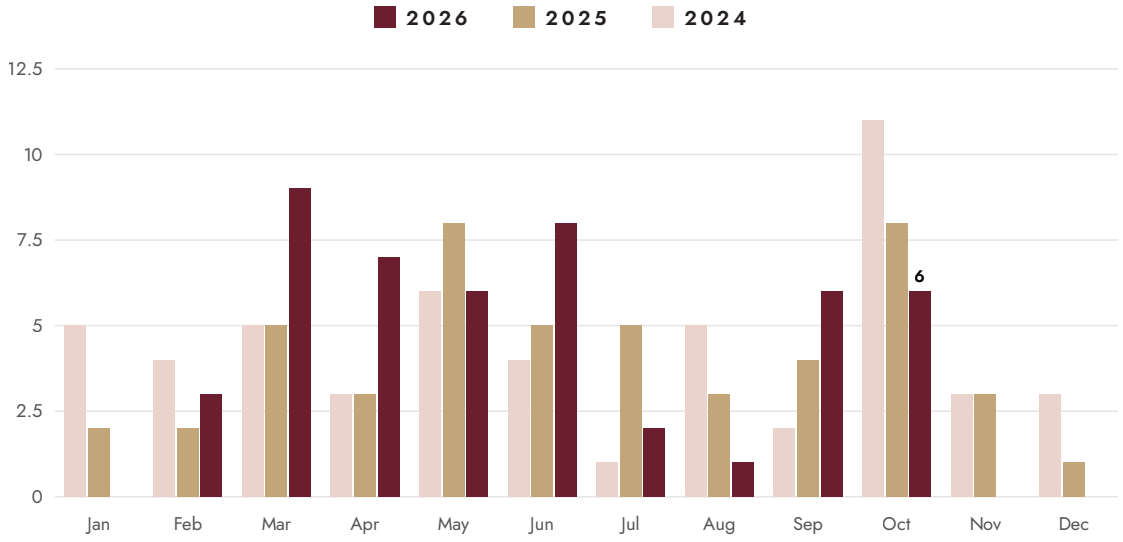
SINGLE FAMILY HOMES

PACIFIC HEIGHTS SINGLE FAMILY MARKET

6 single family homes sold in October 2026 at a median price of $9,325,000, 102% of list price, in a median of 14 days. Inventory as of November 24, 2026.

$9,325,000 **MEDIAN SALE PRICE** +12% vs Oct 2025	102% **SALE TO LIST PRICE** 102% a year ago	14 Days **MEDIAN DAYS ON MARKET** October 2026
17% **SOLD OVER ASKING** 25% a year ago	0.7 **MONTHS OF INVENTORY** Seller's market	4 **FOR SALE NOW** As of Nov 24, 2026

SINGLE FAMILY HOMES SOLD PER MONTH: 2024 TO 2026

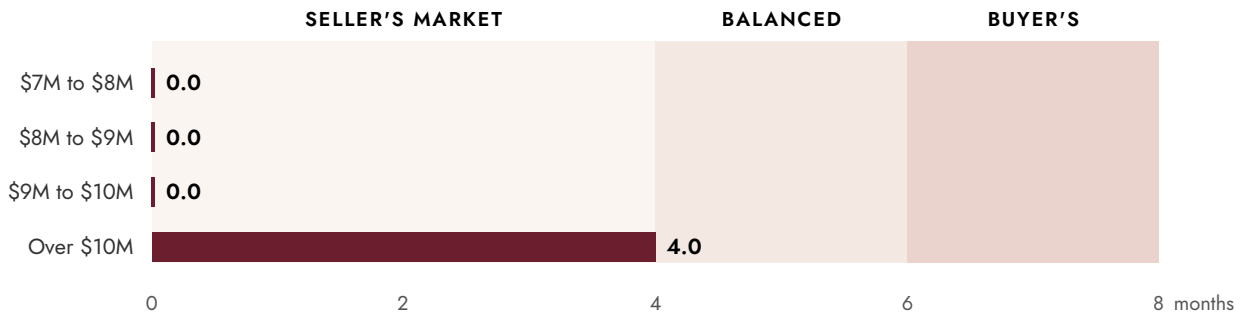


48 single family homes sold in 2026 through October, versus 45 in the same period of 2025.

SINGLE FAMILY MEDIAN SALE PRICE: LAST 13 MONTHS



SINGLE FAMILY MONTHS OF INVENTORY BY PRICE RANGE



Single family homes from $7 million to $10 million have the tightest supply.

PRICE RANGE	ACTIVE LISTINGS NOV 24	MONTHS OF INVENTORY	SALES OCT 2026	SALES 6 MONTH AVG	MEDIAN DAYS ON MARKET	MARKET
$7M to $8M	0	0.0	1	0	10	Seller's
$8M to $9M	0	0.0	2	1	6	Seller's
$9M to $10M	0	0.0	2	0	38	Seller's
Over $10M	4	4.0	1	1	17	Balanced
All Price Ranges	4	0.7	6	5	14	Seller's

CONDOS AND TOWNHOMES

A DIFFERENT MARKET

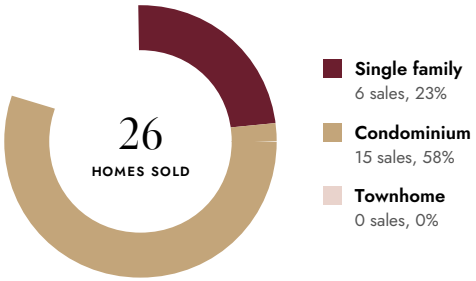
In Pacific Heights, condos are a seller's market. With only a few sales a month, monthly figures can swing widely, so read the trend rather than any single month.

CONDOS

$1,825,000 **MEDIAN PRICE OCT** 15 sales	115% **SALE TO LIST**
0.9 **MONTHS OF INVENTORY** Seller's market	14 **FOR SALE NOW** Median 24 days listed
137 **SOLD IN 2026** 121 a year ago	

PROPERTY TYPES

PACIFIC HEIGHTS BY PROPERTY TYPE



Single family homes made up 6 of the 26 Pacific Heights sales in October 2026. A year earlier, 8 single family homes sold at a median of $8,322,500 and 102% of list.

PROPERTY TYPE	SOLD OCT 2026	MEDIAN SALE PRICE	SALE TO LIST	MEDIAN DAYS ON MARKET	MONTHS OF INVENTORY	FOR SALE NOV 24
Single family	6	$9,325,000	102%	14	0.7	4
Condominium	15	$1,825,000	115%	12	0.9	14

HOMES FOR SALE RIGHT NOW

24 ACTIVE LISTINGS	10 UNDER CONTRACT	0.9 MONTHS OF INVENTORY
$2,395,000 MEDIAN LIST PRICE	$799K to $34.95M LIST PRICE RANGE	34 Days MEDIAN DAYS LISTED Current active listings

As of November 24, 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 Pacific Heights, San Francisco in October 2026; inventory as of November 24, 2026. Information is deemed reliable but not guaranteed.

WHAT IS YOUR PACIFIC HEIGHTS HOME WORTH?

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

LIVE REPORT AND UPDATES