



# 2025

## REAL ESTATE MARKET REPORT

### SAN FRANCISCO

PAUL WARRIN

WARRIN TEAM

WARRIN.COM



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# APPLEGARTH + WARRIN

\$2.3 BILLION SOLD

The A+W team is pleased to present you with our annual report on the San Francisco real estate market.

Rising interest rates made for a challenging housing market in 2023, not only in SF, but across the country. In addition to having a direct effect on buyers, the high rates made sellers reluctant to move and give up their low mortgage rates, resulting in low inventory levels in many areas.



PAUL WARRIN

Interest rates peaked at well over 7% in October 2023 but are now down more than a full point since then. Expectations for 2024 are for interest rates to tick down slightly, sales activity to increase noticeably, and prices to stay flat or possibly edge up 2% to 3%.

In 2023:

- The median **Single Family Home** price **fell 13%**, to \$1,562,500
- The median **Condo/TIC/Co-op** price **fell 8%**, to \$1,100,000
- The total number of **homes sold fell 27%**, to 4,092
- The **biggest sales** of the year were:
  - 3450 Washington, \$39.5M, sold by founders of Veeva & Vlocity
  - 2750 Vallejo, \$23.5M, sold by the president of Meritage Group
  - 9 25<sup>th</sup> Ave, \$20M, sold by the founder of The Wine Group
  - 130 Sea Cliff, \$18.6M, sold by the CIO of Passport Capital

*With \$134,000,000 in sales in 2023, Applegarth+Warrin was again the top team at Golden Gate Sotheby's in San Francisco and Marin, and again one of the top teams in the country. We'd like to thank all of our friends, clients, and colleagues who have entrusted us to help them with their real estate needs.*



*If you have questions about the market or the value of your home, call us anytime at 415-299-8999, or email [team@applegarthwarrin.com](mailto:team@applegarthwarrin.com).*





## LEADING 100

SAN FRANCISCO BAY AREA

AMONG ALL AGENT TEAMS  
BY SALES VOLUME, THE LEADING 100

## #1 TEAM

SAN FRANCISCO & MARIN

AMONG GOLDEN GATE SOTHEBY'S  
INTERNATIONAL REALTY AGENTS



# WARRIN TEAM

SAN FRANCISCO + MARIN



TOP 100

AGENTS WORLDWIDE

AMONG SOTHEBY'S INTERNATIONAL  
REAL ESTATE GLOBALLY

#106

NATIONALLY

BY SALES VOLUME, REALTRENDS



# Power of the brand

TRUSTED TO SELL YOUR MOST VALUED ASSET

## Sotheby's

Sotheby's Auction House has over 200 years of history selling our clients' treasures. Our association with the brand ensures stellar representation, brings cachet to your property and allows us access to affluent buyers around the world.

## Sotheby's International Realty

With our distinguished global referral network we can find qualified buyers or quality agents for your next purchase from around the globe. Our listings achieve maximum sale price.

1,110

OFFICES

26,400

SALES ASSOCIATES

83

COUNTRIES

52M

ANNUAL PAGE  
VISITS SIR.COM

1.2M

ENGAGED SOCIAL  
MEDIA FOLLOWERS

#1

MOST PROFILED REAL ESTATE  
COMPANY IN THE NEWS

49%

SIR.COM VISITS  
FROM OUTSIDE U.S.

41%

ORGANIC SEARCH TRAFFIC  
TO SIR.COM





Sotheby's EST. 1744

Sotheby's EST. 1744

Sotheby's

Lot Number: 25

USD (\$)	3,000,000
EUR (€)	2,793,600
UK (£)	2,400,900
SWI (F)	2,993,700
JPN (¥)	325,110,000
KD (HK\$)	23,275,800



Sotheby's

Sotheby's

Sotheby's

Sotheby's





# SAN FRANCISCO BAY AREA HOUSING MARKET

## A POSITIVE YEAR

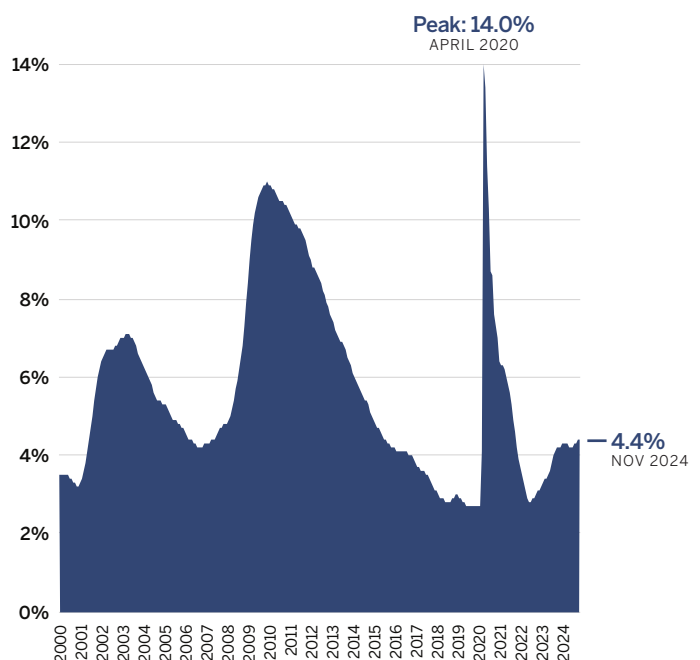
The housing market moderated in 2024 after a strong first half of the year, but overall remained positive. The inventory of homes for sale increased in 2024, with the greater number of options helping to bring more buyers off of the sidelines. A renewed push for a return to the office supported demand for homes in the inner SF Bay Area, while greater stability in the technology industry and record stock market gains boosted sales in the higher price segments.

## MACROECONOMIC FACTORS

The SF Bay Area economy added nearly 24,000 jobs in 2024. While payrolls increased in nearly all SF Bay Area counties last year, most of the new jobs were located in the inner SF Bay Area. Employment in the professional and business services sector, which includes many tech jobs, stabilized as large-scale layoffs eased. The unemployment rate increased slightly to 4.4% in 2024, which was still much lower than the long-

term average. The relatively tight labor market and continued job gains supported annual wage growth of more than 3% in 2024. Finally, in

## SF Bay Area Unemployment Rate

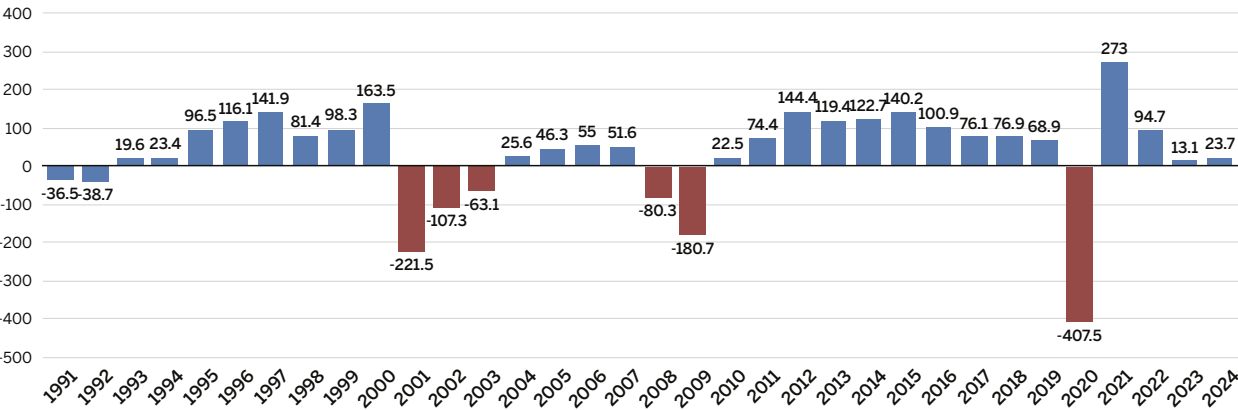


Source: US Bureau of Labor Statistics.  
Data through November 2024, seasonally adjusted.



## SF Bay Area Job Creation

(in thousands)



Sources: BLS, RCG; as of November 2024

another positive sign for the market, population growth in California accelerated in 2024 to 0.6% from 0.1% in 2023. The combination of improving local job prospects and fewer remote work options helped to stem migration out of the SF Bay Area and surrounding counties.

### MORE LISTINGS BRING MORE OPPORTUNITIES FOR BUYERS

Despite higher mortgage rates constraining seller relocations, the number of active listings improved in 2024. After reaching a peak in the spring, the number of for-sale homes reached roughly 3,500 in December, an increase of 21% since 2023. Highlighting improved seller confidence in the market in 2024, active listings averaged 5,400 per month, the highest average since 2019. The increase in homes available for sale was widespread across the region. However,

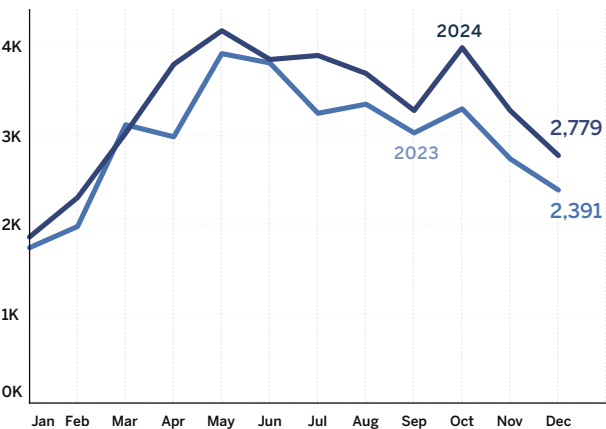
San Francisco and San Mateo counties were notable exceptions, as average active listings decreased year-over-year, primarily because of strong buyer activity. The largest increases in listings were in Alameda and Solano counties, particularly in neighborhoods with access to primary job centers such as Benecia, the Tri-Valley and Vallejo.

### BROAD INCREASE IN SALES

As inventory increased in 2024, so too did the number of closed sales, highlighting the deep demand pool. Despite the seasonal dip in the fourth quarter, an active spring buying season that persisted through the summer and into the fall boosted the SF Bay Area sales figure to nearly 40,000 homes in 2024, a 19% increase compared with 2023. Home sales increased in all SF Bay Area counties year-over-year. San Francisco led the region with an increase of nearly 20%. The relative affordability of homes in Sonoma County supported a 15% increase in sales amidst rising regional prices and higher mortgages rates. Meanwhile, sales increased by a smaller amount in counties where vacation homes make up a larger share of total sales, including Santa Cruz and Napa counties.

### Homes Sold

Bay Area Single Family Homes



Source: MLS

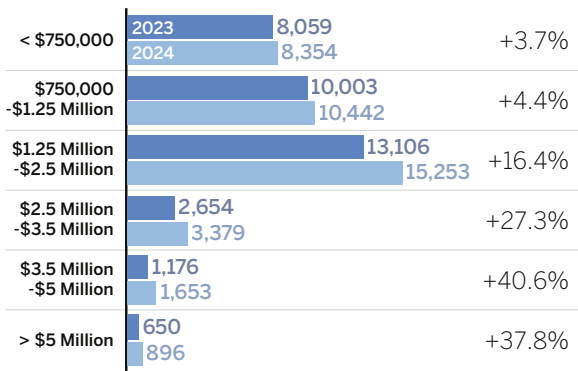
### STRONG LUXURY HOME SALES

One of the defining features of the SF Bay Area housing market in 2024 was strong demand for homes in higher price segments, especially in



## Strong Demand for Higher Price Segments

Bay Area Single Family Homes Sold - 2023 vs. 2024

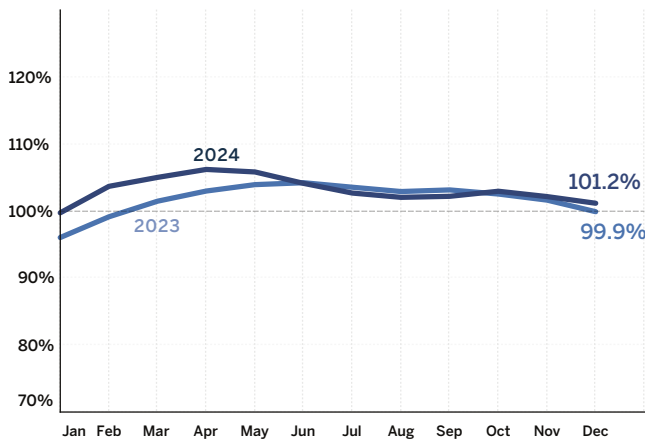


Source: MLS, RCG

premier neighborhoods in the Peninsula and South Bay. The number of homes sold for \$3.5 million or more increased by 40% compared with 2023, while sales of homes in the \$1.25 to \$2.5 million price range increased by 18%. Elevated mortgage rates affected buyer affordability in the lower price segments, which resulted in a smaller increase in the number of homes sold in much of the region. Bucking this trend, sales in the less than \$1.25 million price range in Sonoma County improved by nearly 15% in 2024.

## Sold Price as % of Original List Price

Bay Area Single Family Homes



Source: MLS

## CONTINUED COMPETITION PUSHES PRICES HIGHER

Despite greater inventory, competition among buyers resulted in many homes selling at a premium. The share of homes sold for more

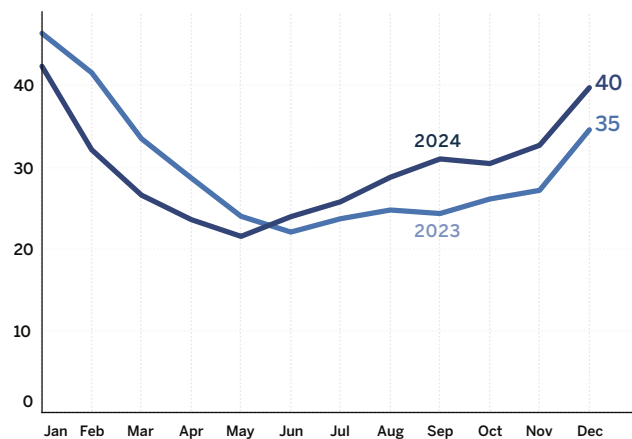
than the asking price increased to 55% in 2024. Competition was particularly intense near prime job centers such as Alameda, San Francisco and Santa Clara counties, as more than two-thirds of homes sold for more than asking in these counties. While SF Bay Area sellers that accepted offers over asking received 10% more than the list price on average, sellers in San Francisco received nearly 18% more.

## HOMES CONTINUE TO SELL QUICKLY

In addition to a large number of sales over asking, the relatively short amount of time homes spent on the market also reflected strong competition. The average days on market gradually increased during the year to slightly more than a month as of the fourth quarter. More broadly, homes were on the market for an average of 29 days in all of 2024, roughly on-par with 2023, and slightly less than what would be considered equilibrium.

## Average Days on Market

Bay Area Single Family Homes



Source: MLS

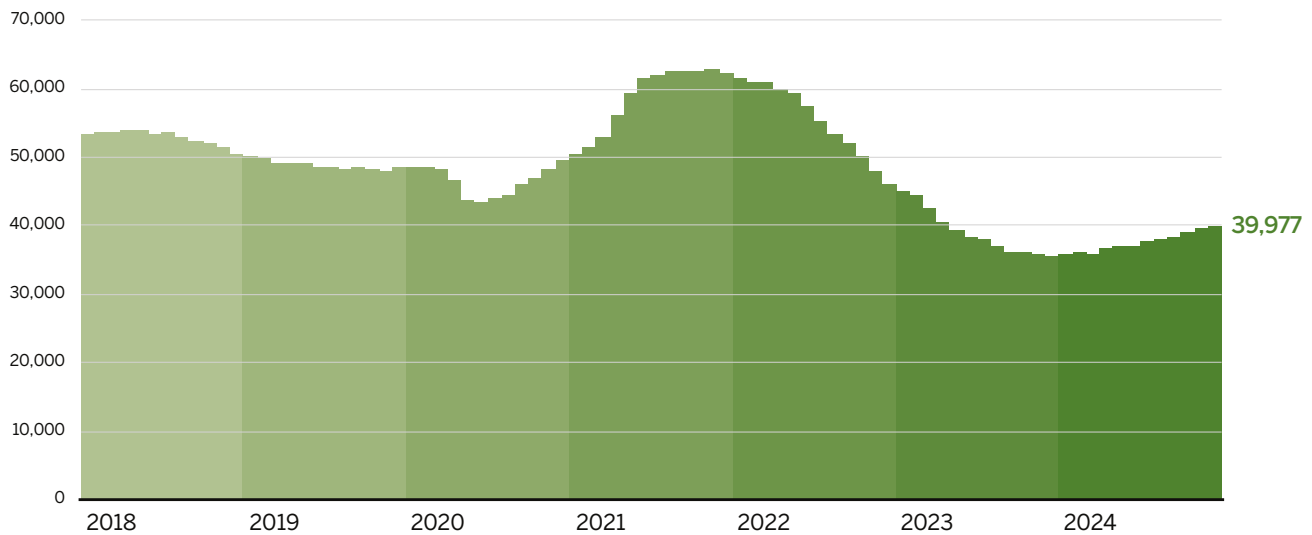
## MEDIAN SALE PRICE REACHES RECORD HIGH

Strong demand and elevated sales activity in the luxury segment resulted in an increase in the median sales price. While seasonal trends resulted in a slight decrease in prices during the second half of the year, the SF Bay Area median sales price was \$1.32 million as of 2024. This was a 5.2% increase compared with 2023, and an annual record high for the region.



## Home Sales Rise Steadily from the low point at the beginning of 2024

12-month Moving Average · Bay Area Single Family Homes Sold



Source: MLS, RCG

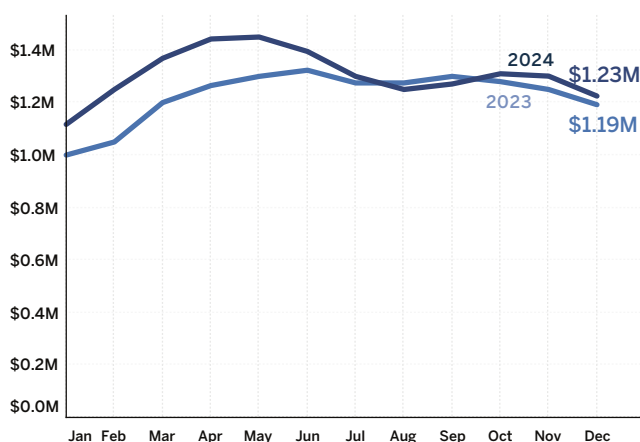
The increase in sales in premier inner SF Bay Area neighborhoods helped boost the median price. In fact, at the county level, only Santa Clara County set an annual price record as of year-end 2024. However, the median sales price still increased in all SF Bay Area counties in 2024. Price growth was strongest in San Mateo and Santa Clara counties, and the median price climbed to more than \$1.9 million in each county. Price growth was slower in markets where lower priced homes make up a larger share of sales, and thus where buyer demand is more sensitive to mortgage rates, such as Contra Costa, Solano and Sonoma counties.

### LOOKING AHEAD

After decreasing during the first half 2024, mortgage rates rose through late 2024 and into early 2025, and may remain elevated this year. Additionally, given the strength of the national economy, the Federal Reserve is expected to make fewer rate cuts in 2025 to the short term interest rate. The higher borrowing costs and worsening affordability may dampen some sales activity, particularly within the lower price tiers. However, strong wage growth, stock market performance and resumption of hiring in the technology sector may offset some of this effect. Furthermore, as highlighted in 2024, the demand pool for housing in the SF Bay Area is deep and remarkably resilient. Along with more stable demographic trends, these factors provide significant tailwinds for the SF Bay Area single family market in 2025..

### Median Price

Bay Area Single Family Homes



Source: MLS



\$1,600,000

# SAN FRANCISCO BAY AREA

## MEDIAN SALES PRICES: 1991-2024

Graph shows the 12-month rolling average of the median sales price for existing single family detached homes in the nine SF Bay Area counties. The rolling average smooths out seasonal variations to give a clear picture of long term trends.

Source: California Association of Realtors

\$1,400,000

\$1,200,000

\$1,000,000

\$800,000

\$600,000

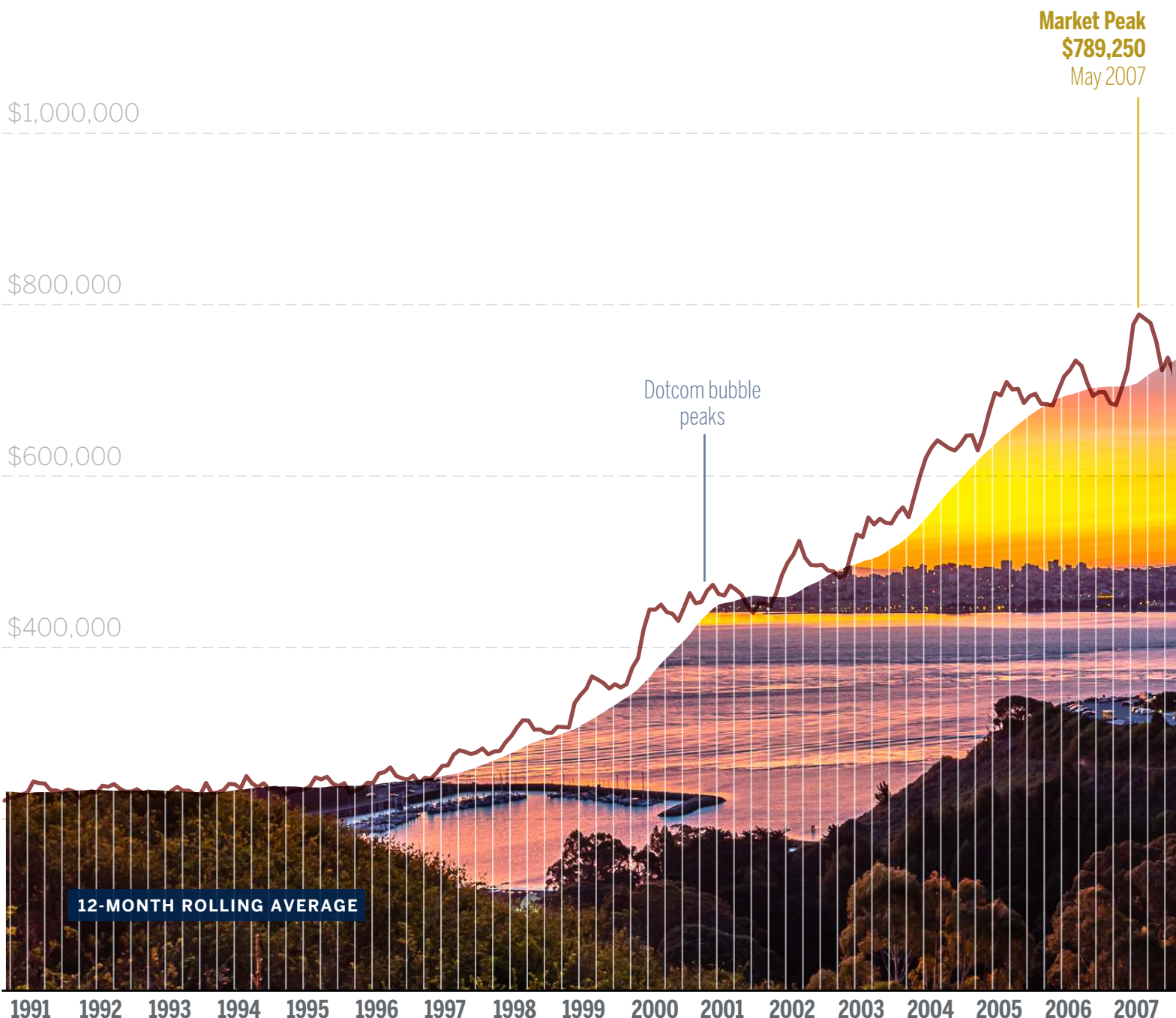
\$400,000

**Market Peak**  
**\$789,250**  
May 2007

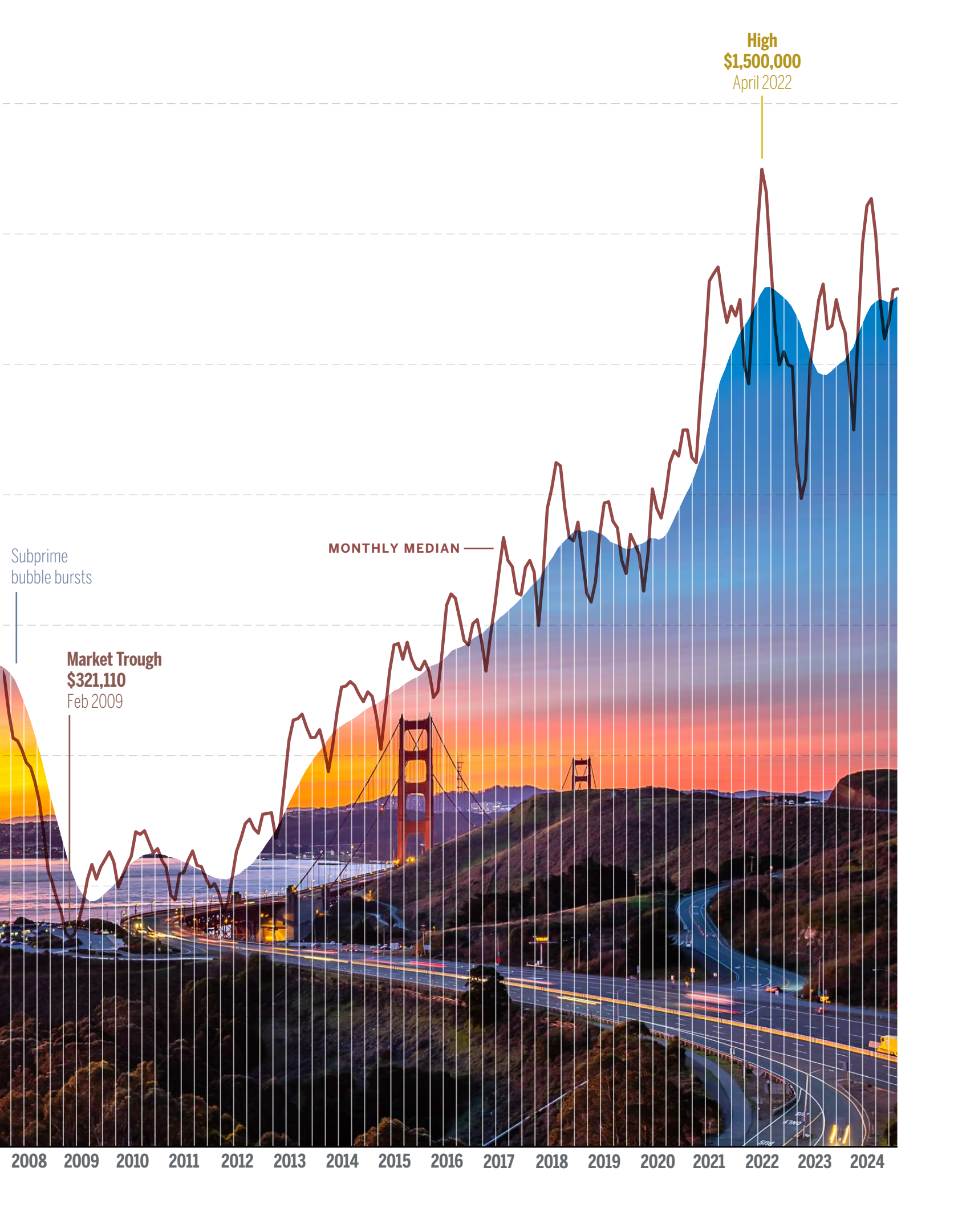
Dotcom bubble  
peaks

12-MONTH ROLLING AVERAGE

1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007







High  
\$1,500,000  
April 2022

MONTHLY MEDIAN

Subprime  
bubble bursts

Market Trough  
\$321,110  
Feb 2009

2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024



2747 VALLEJO | \$14,000,000

COW HOLLOW | SOLD OCTOBER 2024

LISTED BY WARRIN TEAM











# LUXURY MARKET SALES SUMMARY



Golden Gate Sotheby's International Realty serves the SF Bay Area luxury home market with exclusive access to the largest international "Luxury MLS" — the Sotheby's International Realty listing syndication platform, which includes sothebysrealty.com and partners that include Mansion Global, The Wall Street Journal, Barron's, Financial Times, James Edition and Juwai, just to name a few. The platform allows buyers from around the world to locate luxury homes in the SF Bay Area and beyond.

County

Santa Clara

San Mateo

San Francisco

Marin

Contra Costa

Napa

Alameda

Sonoma

Santa Cruz

\$4M \$6M \$8M \$10M \$12M \$14M \$16M \$18M \$20M \$22M \$24M \$26M \$28M \$30M \$32M

Sale Price

County

Number of Sales

Luxury Price Bands

- \$10m+
- \$6-10m
- \$4-6m

County	\$4-6m	\$6-10m	\$10m+
Santa Clara	624	143	20
San Mateo	260	123	52
San Francisco	122	57	14
Marin	91	52	6
Contra Costa	70	13	1
Alameda	59	9	0
Napa	31	21	2
Sonoma	33	11	2
Santa Cruz	14	6	0

The chart displays the number of people in the UK with a long-term health condition from Dec 22 to Dec 24. The total number of people with a long-term health condition is 76, and the total number of people with a long-term mental health condition is 28. The chart shows a general upward trend with significant fluctuations. The total number of people with a long-term health condition is 76, and the total number of people with a long-term mental health condition is 28.

The number of homes sold at \$4,000,000 or above came roaring back in 2024 with a 43% increase over the prior year, after falling 26% in 2023.

The highest-priced sale recorded in the MLS in 2024 was for a 13,525 square foot home on 3.17 acres in Atherton, originally built in 1932 and extensively remodeled.

Of the top ten highest sales for the year, six were in Atherton, three were in San Francisco, and one was in Sonoma.

For an in-depth review of the luxury housing market worldwide, see [luxuryoutlook.com](http://luxuryoutlook.com)





Golden  
Gate

Sotheby's  
INTERNATIONAL REALTY





# SAN FRANCISCO SALES SUMMARY





2024 ANNUAL SALES BY DISTRICT · SINGLE FAMILY HOMES

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
District 1	\$2,759,098	2.5%	\$2,150,000	6.7%	\$26,000,000	\$1,029	3.0%	201	25.6%	26	-15.1%
District 2	\$1,639,409	2.2%	\$1,557,500	3.8%	\$5,550,000	\$992	5.0%	406	18.0%	19	-21.0%
District 3	\$1,358,197	0.8%	\$1,300,500	4.0%	\$2,975,000	\$869	1.1%	152	15.2%	25	-7.6%
District 4	\$2,053,928	3.3%	\$1,857,500	6.1%	\$5,705,000	\$941	1.4%	302	19.8%	24	-6.3%
District 5	\$2,781,995	3.5%	\$2,475,000	3.1%	\$7,200,000	\$1,055	-3.3%	303	30.0%	26	-10.0%
District 6	\$2,678,247	-1.4%	\$2,550,000	-1.9%	\$4,995,000	\$1,060	9.8%	32	-3.0%	29	-38.4%
District 7	\$6,153,165	-5.2%	\$4,995,000	-1.1%	\$29,150,000	\$1,335	0.1%	122	35.6%	46	-5.7%
District 8	\$3,438,028	-16.6%	\$2,350,000	-38.6%	\$22,100,000	\$1,051	-8.1%	26	85.7%	43	-28.5%
District 9	\$1,762,750	-3.6%	\$1,575,000	-4.5%	\$5,655,000	\$938	4.7%	215	13.8%	30	5.3%
District 10	\$1,111,133	-1.2%	\$1,100,000	0.0%	\$2,230,000	\$726	-3.9%	416	11.2%	32	11.4%
San Francisco Co.	\$2,141,083	3.0%	\$1,625,000	4.0%	\$29,150,000	\$953	1.8%	2175	19.4%	27	-6.1%

**DISTRICT 1**  
Central Richmond, Inner Richmond, Outer Richmond, Jordan Park/Laurel Heights, Presidio, Lake Street, Sea Cliff, Lone Mountain

**DISTRICT 2**  
Golden Gate Heights, Outer Parkside, Outer Sunset, Parkside, Central Sunset, Inner Sunset, Inner Parkside

**DISTRICT 3**  
Lake Shore, Merced Heights, Pine Lake Park, Stonestown, Lakeside, Merced Manor, Ingleside, Ingleside Heights, Oceanview

**DISTRICT 4**  
Balboa Terrace, Diamond Heights, Forest Hill, Forest Knolls, Ingleside Terrace, Midtown Terrace, Saint Francis Wood, Miraloma Park, Forest Hill Extension, Sherwood Forest, Mount Davidson Manor, Westwood Highlands, Westwood Park, Sunnyside, West Portal, Monterey Heights

**DISTRICT 5**  
Glen Park, Haight Ashbury, Noe Valley, Twin Peaks, Cole Valley/Parnassus Heights, Buena Vista/Ashbury Heights, Castro, Corona Heights, Clarendon Heights, Duboce Triangle, Eureka Valley/Dolores Heights, Mission Dolores

**DISTRICT 6**  
Anza Vista, Hayes Valley, Lower Pacific Heights, Western Addition, Alamo Square, North Panhandle

**DISTRICT 7**  
Marina, Pacific Heights, Presidio Heights, Cow Hollow

**DISTRICT 8**  
Downtown, Financial District/Barbary Coast, Nob Hill, North Beach, Russian Hill, Van Ness/Civic Center, Telegraph Hill, North Waterfront, Tenderloin

**DISTRICT 9**  
Bernal Heights, Inner Mission, Mission Bay, Potrero Hill, South of Market, Yerba Buena, South Beach, Central Waterfront/Dogpatch

**DISTRICT 10**  
Bayview, Crocker Amazon, Excelsior, Outer Mission, Visitacion Valley, Portola, Silver Terrace, Mission Terrace, Hunter's Point, Bayview Heights, Candlestick, Little Hollywood



SAN FRANCISCO · MONTHLY MARKET TRENDS · SINGLE FAMILY HOMES

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

SAN FRANCISCO COUNTY SINGLE FAMILY HOMES: 2023

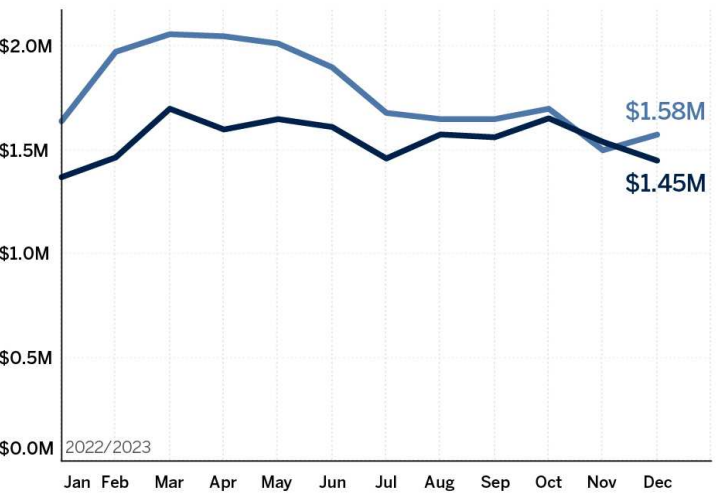
Distribution of Sales



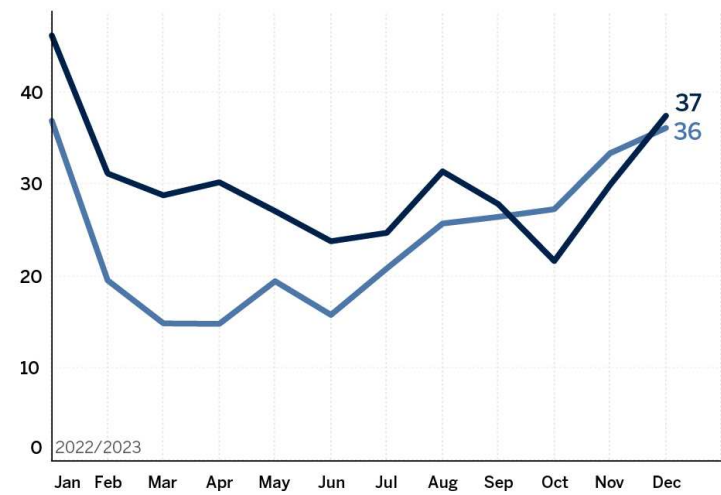
Homes Sold



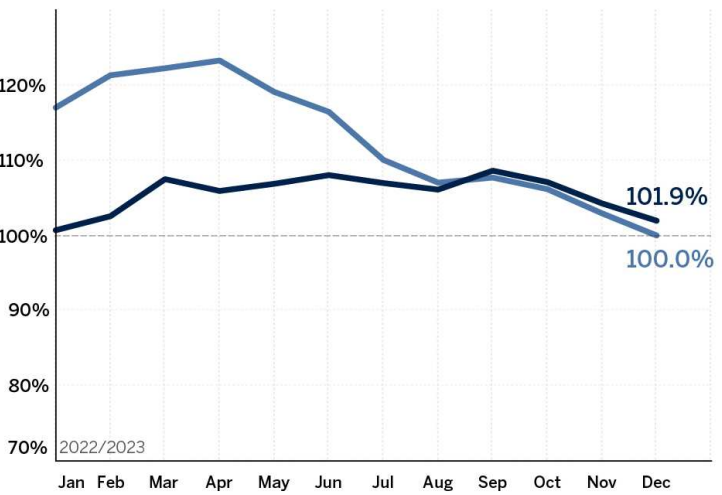
Median Price



Average Days on Market



Sold Price as % of Original List Price



Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy.  
Data that appeared to be incorrect was not included in the calculations.





2024 ANNUAL SALES BY DISTRICT · CONDO/CO-OP/TIC/LOFT

City	Average Sale Price		Median Sale Price		High Sale	Avg Price/SF		# of Sales		DOM	
	2024	±%	2024	±%	2024	2024	±%	2024	±%	2024	±%
District 1	\$1,345,152	1.9%	\$1,300,000	4.0%	\$3,000,000	\$906	9.9%	111	-5.1%	41	13.5%
District 2	\$1,139,413	11.5%	\$1,150,000	15.0%	\$1,995,000	\$866	2.2%	45	7.1%	34	-6.3%
District 3	\$918,152	4.1%	\$788,000	2.5%	\$1,450,000	\$738	5.6%	19	-17.4%	36	-2.6%
District 4	\$750,864	-5.8%	\$717,500	9.5%	\$1,605,000	\$758	1.8%	42	-2.3%	52	-4.7%
District 5	\$1,396,972	1.3%	\$1,353,500	4.1%	\$3,500,000	\$931	1.1%	366	1.9%	39	-7.4%
District 6	\$1,176,349	-2.8%	\$1,105,000	-7.5%	\$3,150,000	\$904	1.6%	228	7.0%	42	-9.5%
District 7	\$1,936,261	-2.1%	\$1,597,000	0.3%	\$16,000,000	\$1,113	3.7%	294	32.4%	45	11.5%
District 8	\$1,285,903	14.7%	\$1,001,250	4.3%	\$8,500,000	\$890	6.4%	458	22.8%	67	4.0%
District 9	\$1,229,357	8.0%	\$998,000	2.9%	\$11,250,000	\$950	2.7%	719	16.5%	62	-9.7%
District 10	\$716,802	-6.8%	\$704,000	-10.9%	\$1,335,000	\$613	-5.0%	87	70.6%	81	4.7%
San Francisco Co.	\$1,322,727	4.6%	\$1,120,000	1.8%	\$16,000,000	\$930	3.3%	2369	15.0%	54	-1.4%

DISTRICT 1

Central Richmond, Inner Richmond, Outer Richmond, Jordan Park/Laurel Heights, Presidio, Lake Street, Sea Cliff, Lone Mountain

DISTRICT 2

Golden Gate Heights, Outer Parkside, Outer Sunset, Parkside, Central Sunset, Inner Sunset, Inner Parkside

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Lake Shore, Merced Heights, Pine Lake Park, Stonestown, Lakeside, Merced Manor, Ingleside, Ingleside Heights, Oceanview

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DISTRICT 10

Bayview, Crocker Amazon, Excelsior, Outer Mission, Visitacion Valley, Portola, Silver Terrace, Mission Terrace, Hunter's Point, Bayview Heights, Candlestick, Little Hollywood



# SAN FRANCISCO CONDO MARKET TRENDS

Graphs show trends in market activity for the county comparing this year (dark lines) with last year (light lines) for the same period. Data is gathered from Multiple Listing Service (MLS) sources, reviewed for accuracy, and charted for easy comparison. Data shown is for single family homes only.

## SAN FRANCISCO COUNTY CONDOS: 2024

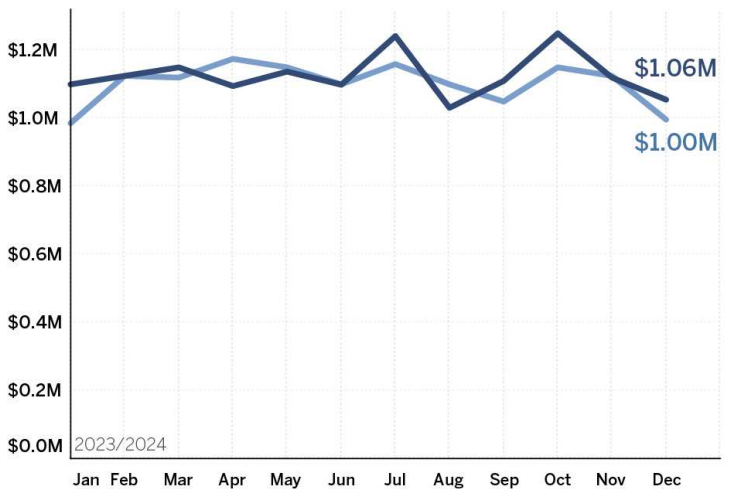
### Distribution of Sales



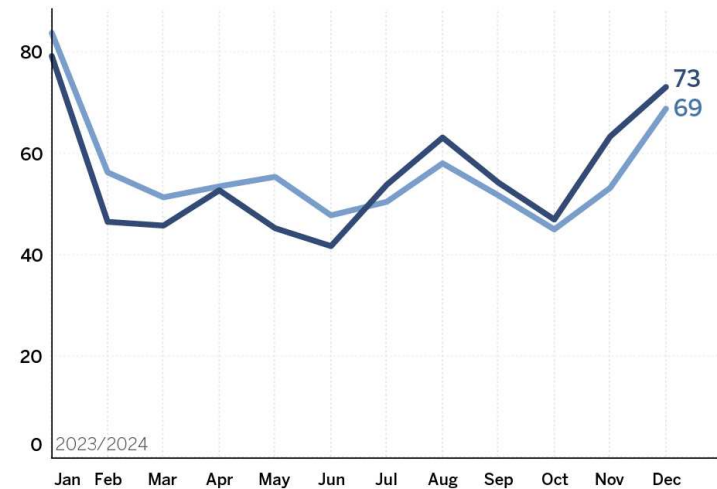
### Homes Sold



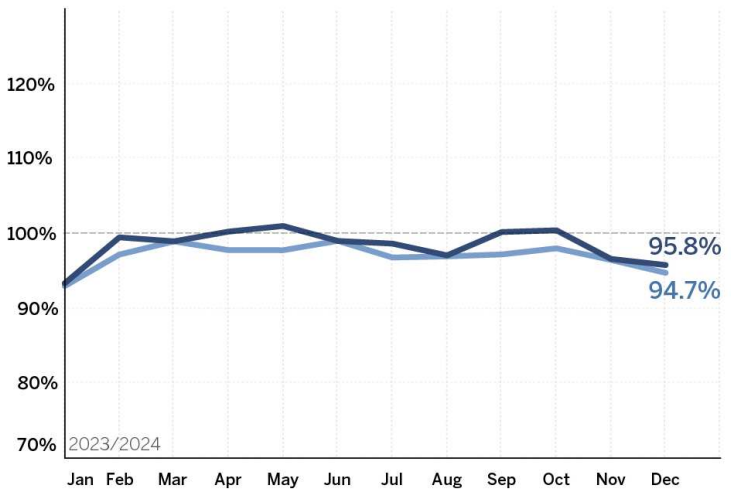
### Median Price



### Average Days on Market



### Sold Price as % of Original List Price



Data sourced from local MLS and deemed to be reliable, brokerage cannot verify data or guarantee accuracy. Data that appeared to be incorrect was not included in the calculations.



297 30<sup>th</sup> AVE | \$3,490,000

SEACLIFF | SOLD JUNE 2024

LISTED BY WARRIN TEAM









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# HIGHEST PRICED HOME SALES 2024

---

## SINGLE FAMILY HOMES



**2840 BROADWAY**

**\$71,000,000**

Pacific Heights

*Listed by Sotheby's Int. Realty*



**2799 BROADWAY**

**\$29,150,000**

Pacific Heights

*Listed by Sotheby's Int. Realty*



**290 SEACLIFF**

**\$26,000,000**

Sea Cliff

*Listed by Sotheby's Int. Realty*



**3630 JACKSON**

**\$24,000,000**

Presidio Heights

*Listed by Compass*



**825 FRANCISCO**

**\$22,100,000**

Russian Hill

*Listed by Sotheby's Int. Realty*



**2350 BROADWAY**

**\$21,816,667**

Pacific Heights

*Listed by BCRE*



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# HIGHEST PRICED HOME SALES 2024

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## SINGLE FAMILY HOMES



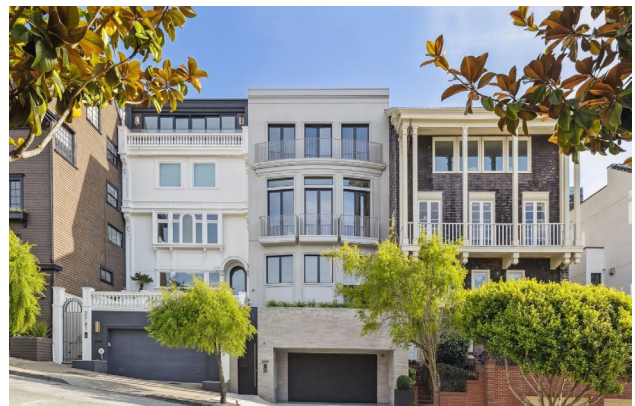
**2855 PACIFIC** **\$15,250,000**  
Pacific Heights  
*Listed by Sotheby's Int. Realty*



**3898 WASHINGTON** **\$14,700,000**  
Presidio Heights  
*Listed by Compass*



**870 CAMINO DEL MAR** **\$14,500,000**  
Sea Cliff  
*Listed by Compass*



**2747 VALLEJO** **\$14,000,000**  
Pacific Heights  
*Listed by Golden Gate Sotheby's Int. Realty*



**10 PRESIDIO TER** **\$13,500,000**  
Presidio Heights  
*Listed by Vanguard*



**3498 JACKSON** **\$12,900,000**  
Presidio Heights  
*Listed by Green Banker Realty*



## 2024 SINGLE FAMILY HOME SALES OVER \$4M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
<b>District 1 - Inner Richmond</b>							
730 Funston Ave	\$4,025,000	8-Nov	178	\$4,695,000	5 /5	5335	\$754
<b>District 1 - Jordan Park/Laurel Heights</b>							
624 Euclid Ave	\$6,370,000	7-Jun	6	\$5,795,000	5 /4.5	4979	\$1,279
157 Commonwealth Ave	\$5,500,000	7-Mar	18	\$5,500,000	6 /5	6210	\$886
138 Parker Ave	\$4,700,000	15-Aug	7	\$4,350,000	4 /5	3465	\$1,356
<b>District 1 - Lake Street</b>							
25 17th Ave	\$6,500,000	6-Mar	20	\$7,250,000	5 /7	5000	\$1,300
39 6th Ave	\$6,300,000	27-Feb	7	\$5,795,000	5 /4.5	3645	\$1,728
27 17th Ave	\$6,200,000	7-Jun	**	Off-Market	5 /6		#DIV/0!
135 15th Ave	\$5,410,000	30-May	**	\$4,895,000	5 /4.5	3939	\$1,373
120 Lake St	\$4,875,000	29-Oct	6	\$4,550,000	4 /5	4565	\$1,068
1818 Lake St	\$4,700,000	16-Oct	5	\$3,850,000	4 /4.5	3417	\$1,375
7 7th Ave	\$4,610,000	22-Jan	116	\$5,000,000	4 /4.5	3505	\$1,315
116 10th Ave	\$4,500,000	31-May	18	\$4,695,000	4 /5	3450	\$1,304
152 4th Ave	\$4,296,000	31-Oct	39	\$4,295,000	5 /5	3802	\$1,130
1630 Lake St	\$4,275,000	5-Jul	13	\$4,200,000	4 /3	3763	\$1,136
137 11th Ave	\$4,200,000	3-Dec	38	\$4,495,000	4 /5	2886	\$1,455
1425 Lake St	\$4,200,000	19-Jul	**	Off-Market	4 /4.5	2890	\$1,453
183 24th Ave	\$4,100,000	22-Oct	25	\$3,995,000	7 /6	5340	\$768
73 5th Ave	\$4,100,000	17-Jul	7	\$3,500,000	4 /4.5	2762	\$1,484
<b>District 1 - Seacliff</b>							
290 Sea Cliff Ave	\$26,000,000	18-Jul	41	\$26,000,000	4 /6	7890	\$3,295
870 El Camino Del Mar	\$14,500,000	18-Jan	126	\$19,000,000	4 /6	5376	\$2,697
16 Sea Cliff Ave	\$12,400,000	5-Aug	60	\$12,995,000	5 /7	5935	\$2,089
750 El Camino Del Mar	\$7,850,000	11-Apr	40	\$9,800,000	5 /5	4500	\$1,744
20 Sea View Ter	\$6,800,000	2-Apr	11	\$6,100,000	5 /6	3610	\$1,884
224 Sea Cliff Ave	\$6,500,000	5-Feb	85	\$9,995,000	7 /5	7045	\$923
125 Sea Cliff Ave	\$6,000,000	22-Aug	**	Off-Market	5 /3	2792	\$2,149
20 25th Avenue North	\$5,400,000	15-Apr	6	\$4,980,000	4 /4.5	3215	\$1,680
66 27th Ave	\$4,950,000	20-Aug	8	\$4,695,000	4 /3	2835	\$1,746
346 El Camino Del Mar	\$4,627,500	8-Nov	10	\$4,300,000	4 /5	4265	\$1,085
2901 Lake St	\$4,500,000	17-Jul	67	\$5,000,000	4 /4.5	4177	\$1,077
70 25th Ave	\$4,050,000	26-Jul	13	\$3,100,000	3 /3	2760	\$1,467
<b>District 4 - Balboa Terrace</b>							
316 Santa Ana Ave	\$4,010,000	18-Jul	12	\$3,680,000	5 /5	3217	\$1,247
<b>District 4 - Ingleside Terrace</b>							
184 Lunado Way	\$4,100,000	28-Mar	6	\$3,890,000	5 /5	4294	\$955
<b>District 4 - St. Francis Wood</b>							
150 Santa Paula Ave	\$5,705,000	23-Apr	7	\$4,795,000	5/3	3585	\$1,591
55 Santa Paula Ave	\$5,350,000	26-Mar	4	\$5,495,000	5/3	2732	\$1,958
17 San Andreas Way	\$4,999,999	7-Nov	11	\$4,995,000	5/5	4160	\$1,202
200 Santa Clara Ave	\$4,550,000	27-Jun	56	\$4,795,000	4/5	3513	\$1,295
120 Santa Ana	\$4,350,000	30-Oct	90	\$4,600,000	5/6	4800	\$906
25 Saint Francis Blvd	\$4,350,000	22-Apr	52	\$4,850,000	5/6		#DIV/0!
254 Santa Paula Ave	\$4,250,000	22-Apr	**	Off-Market	4/4.5	3757	\$1,131



## 2024 SINGLE FAMILY HOME SALES OVER \$4M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
275 Santa Clara Ave	\$4,225,000	5-Aug	7	\$3,850,000	3/3	3115	\$1,356
260 Santa Clara Ave	\$4,200,000	27-May	**	Off-Market	5/4		#DIV/0!
163 San Leandro Way	\$4,170,000	15-Oct	8	\$3,595,000	4/3	3170	\$1,315
60 Santa Ana Ave	\$4,118,000	24-Jun	15	\$3,498,000	4/4.5	3790	\$1,087
<b>District 5 - Buena Vista/Ashbury Heights</b>							
1493 Masonic Ave	\$5,550,000	18-Oct	5	\$5,398,000	5 /4.5	3915	\$1,418
851 Ashbury St	\$4,900,000	30-Apr	10	\$4,200,000	4 /4.5	3370	\$1,454
827 Duboce Ave	\$4,850,000	31-May	21	\$4,950,000	5 /5	3790	\$1,280
46 Alpine Ter	\$4,375,000	21-Jun	31	\$4,395,000	5 /5	4100	\$1,067
1516 Masonic Ave	\$4,250,000	17-May	**	Off-Market	3 /4.5	3300	\$1,288
361 Upper Terrace	\$4,250,000	2-Oct	10	\$3,200,000	4 /4.5	3335	\$1,274
50 Buena Vista Ter	\$4,202,500	24-Jun	45	\$4,750,000	4 /4.5		#DIV/0!
49 Divisadero St	\$4,200,000	8-May	2	\$3,795,000	4 /4	2619	\$1,604
<b>District 5 - Clarendon Heights</b>							
98 Crown Terrace	\$5,700,000	8-Nov	46	\$6,200,000	4 /4.5	3247	\$1,755
53 Saint Germain Ave	\$4,750,000	15-Oct	13	\$3,995,000	4 /6	5650	\$841
60 Clarendon Ave	\$4,050,000	21-Mar	140	\$4,250,000	4 /5	3650	\$1,110
<b>District 5 - Cole Valley/Parnassus Heights</b>							
31 Parnassus Ave	\$6,200,000	1-Nov	7	\$5,500,000	5 /6	4190	\$1,480
1555 Cole St	\$5,250,000	12-Aug	**	Off-Market	4 /4.5	3682	\$1,426
897 Clayton St	\$4,500,000	11-Oct	9	\$4,250,000	6 /4	3250	\$1,385
1598 Shrader St	\$4,500,000	9-Oct	125	\$5,495,000	4 /4.5	3691	\$1,219
<b>District 5 - Eureka Valley/Dolores Heights</b>							
328 Cumberland St	\$7,150,000	1-May	42	\$7,950,000	4 /6	4160	\$1,719
919 Church St	\$6,300,000	28-Oct	13	\$6,100,000	4 /5	4070	\$1,548
3922 17th St	\$5,250,000	13-Sep	115	\$5,698,000	4 /5	4190	\$1,253
653 Noe St	\$5,250,000	30-Sep	16	\$4,495,000	4 /4.5	4000	\$1,313
3829 21st St	\$4,918,630	22-Apr	8	\$4,495,000	5 /5	4004	\$1,228
486 Sanchez St	\$4,800,000	11-Oct	13	\$3,995,000	4 /4.5	3060	\$1,569
3944 21st St	\$4,400,000	26-Aug	65	\$4,895,000	4 /5	3270	\$1,346
462 Sanchez St	\$4,300,000	28-Mar	19	\$4,398,000	4 /4.5	3050	\$1,410
<b>District 5 - Glen Park</b>							
387 Beacon St	\$6,200,000	6-Jun	2	\$4,999,000	5 /5	3549	\$1,747
22 Harper St	\$4,900,000	8-Oct	3	\$4,485,000	6 /5	3961	\$1,237
38 Wilder St	\$4,900,000	3-Jun	2	\$4,395,000	4 /4.5	3426	\$1,430
<b>District 5 - Haight Ashbury</b>							
704 Ashbury St	\$5,888,000	24-Jun	40	\$5,995,000	5 /6	4961	\$1,187
1244 Masonic St	\$4,500,000	22-Oct	11	\$4,250,000	6 /7	5156	\$873
<b>District 5 - Noe Valley</b>							
4428 23rd St	\$7,200,000	5-Feb	12	\$7,200,000	5 /6		#DIV/0!
354 Fair Oaks St	\$7,125,000	30-Dec	20	\$7,125,000	5 /5	4670	\$1,526
1647 Sanchez St	\$7,000,000	8-Nov	18	\$6,995,000	6 /7	6036	\$1,160
250 Jersey St #A	\$6,900,000	14-Jun	126	\$8,500,000	4 /6	4020	\$1,716
4267 24th St	\$6,800,000	17-Sep	15	\$6,795,000	4 /6	4371	\$1,556
3846 25th St	\$6,375,000	4-Apr	9	\$6,495,000	4 /4.5		#DIV/0!
15 Fountain St	\$5,890,000	1-Nov	12	\$6,295,000	4 /4.5		#DIV/0!



## 2024 SINGLE FAMILY HOME SALES OVER \$4M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
271 Fair Oaks St	\$5,750,000	19-Jan	59	\$5,995,000	4 /5	3741	\$1,537
27 Fountain St	\$5,500,000	17-May	25	\$5,985,000	4 /4.5	3850	\$1,429
253 Chattanooga St	\$5,475,000	18-Oct	11	\$5,295,000	4 /6		#DIV/0!
461 27th St	\$5,430,000	22-Oct	21	\$5,900,000	4 /4.5	4075	\$1,333
630 27th St	\$5,200,000	16-Aug	1	\$5,500,000	4 /3	3200	\$1,625
332 27th St	\$4,995,000	22-May	113	\$5,495,000	5 /6	4620	\$1,081
876 Elizabeth St	\$4,950,000	29-Mar	56	\$5,195,000	5 /4.5	3210	\$1,542
230 Jersey St	\$4,850,000	8-Jul	7	\$4,495,000	4 /5	3432	\$1,413
3715 22nd St	\$4,800,000	8-Mar	5	\$4,100,000	4 /5	3722	\$1,290
3839 Cesar Chavez St	\$4,800,000	3-Oct	8	\$4,195,000	4 /5		#DIV/0!
1119 Castro St	\$4,750,000	31-May	11	\$4,495,000	5 /5	3416	\$1,391
3841 25th St	\$4,630,000	20-May	12	\$3,998,000	4 /4.5		#DIV/0!
1825 Castro St	\$4,431,100	15-Jul	**	Off-Market	5 /4.5	3044	\$1,456
680 Douglass St	\$4,380,000	27-Dec	103	\$4,980,000	5 /6	4006	\$1,093
3852 21st St	\$4,350,000	25-Mar	**	Off-Market	5 /6	3550	\$1,225
4319 25th St	\$4,350,000	14-May	10	\$3,995,000	4 /5	2893	\$1,504
3957 Cesar Chavez St	\$4,300,000	8-Mar	16	\$3,880,000	4 /5	3665	\$1,173
4381 26th St	\$4,300,000	4-Sep	**	Off-Market	4 /4.5	3112	\$1,382
3733 22nd St	\$4,280,000	14-Feb	15	\$3,880,000	4 /4.5		#DIV/0!
565 Diamond St	\$4,100,000	18-Nov	**	Off-Market	4 /3	2760	\$1,486
1214 Diamond St	\$4,050,000	13-Sep	13	\$4,295,000	4 /4	3191	\$1,269
405 Hill St	\$4,000,000	20-Dec	**	Off-Market	3 /4.5	2940	\$1,361
<b>District 6 - Hayes Valley</b>							
537 Grove St	\$4,995,000	16-Feb	**	Off-Market	4 /5	3317	\$1,506
<b>District 6 - Lower Pacific Heights</b>							
1914 Webster St	\$4,150,000	19-Mar	6	\$4,150,000	4 /3		#DIV/0!
<b>District 7 - Cow Hollow</b>							
2550 Filbert St	\$8,000,000	23-May	4	\$6,995,000	4 /5	4280	\$1,869
2601 Lyon St	\$6,650,000	29-Jan	84	\$6,500,000	4 /4.5	4554	\$1,460
2829 Greenwich St	\$6,212,500	5-Jul	**	Off-Market	4 /5	4365	\$1,423
2848 Union St	\$6,200,000	21-Jun	91	\$6,750,000	5 /5	4724	\$1,312
2763 Filbert St	\$4,999,999	5-Dec	240	\$7,125,000	4 /4.5	4815	\$1,038
2649 Greenwich St	\$4,850,000	6-Dec	7	\$4,695,000	5 /4.5	2928	\$1,656
2850 Filbert St	\$4,800,000	20-Mar	36	\$4,995,000	4 /4.5	2868	\$1,674
2257 Filbert St	\$4,700,000	7-Oct	14	\$4,750,000	4 /3	3608	\$1,303
2960 Steiner St	\$4,650,000	7-Jun	52	\$4,995,000	5 /5	3975	\$1,170
3055 Laguna St	\$4,000,000	5-Apr	32	\$4,250,000	4 /3		#DIV/0!
1808 Filbert St	\$3,775,000	13-Nov	54	\$4,150,000	4 /4.5	2980	\$1,267
2934 Broderick St	\$3,500,000	30-Sep	9	\$3,100,000	3 /4.5	2180	\$1,606
<b>District 7 - Marina</b>							
663 Marina Blvd	\$10,750,000	21-Oct	17	\$9,950,000	5 /8	5420	\$1,983
25 Rico Way	\$7,150,000	8-Jan	96	\$7,900,000	3 /4.5	3600	\$1,986
2164 Bay	\$6,150,000	29-Mar	70	\$6,500,000	5 /5	3990	\$1,541
2479 Francisco St	\$4,995,000	13-Sep	2	\$4,995,000	5 /4.5	2867	\$1,742
543 Marina Blvd	\$4,600,000	5-Jul	39	\$5,500,000	4 /3	2978	\$1,545
169 Avila St	\$4,500,000	9-Dec	15	\$4,500,000	4 /3	2924	\$1,539

## 2024 SINGLE FAMILY HOME SALES OVER \$4M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
3725 Scott St	\$4,216,875	5-Apr	8	\$4,295,000	5 /4	2750	\$1,533
2240 Beach St	\$4,150,000	10-May	13	\$3,995,000	3 /3	2710	\$1,531
122 Avila	\$4,100,000	2-Jul	64	\$4,200,000	4 /3	2735	\$1,499
2721 Pierce St	\$4,030,000	24-Jun	66	\$3,980,000	4 /2	2774	\$1,453
2370 Francisco St	\$4,000,000	14-Feb	**	Off-Market	5 /3	3681	\$1,087
<b>District 7 - Pacific Heights</b>							
2840 Broadway St	\$71,000,000	27-Jun	**	Off-Market	/7	17286	\$4,107
2799 Broadway St	\$29,150,000	16-Aug	590	\$35,000,000	7 /9	11635	\$2,505
2350 Broadway St	\$21,816,667	27-Mar	**	Off-Market	6 /10	9125	\$2,391
2855 Pacific Ave	\$15,250,000	30-Oct	24	\$16,000,000	8 /9	8960	\$1,702
2747 Vallejo St	\$14,000,000	21-Oct	11	\$14,000,000	4 /5	5560	\$2,518
2604 Pacific Ave	\$11,610,000	23-Oct	**	Off-Market	6 /6	6520	\$1,781
1772 Vallejo St	\$10,175,000	18-Nov	**	Off-Market	6 /7	7226	\$1,408
2500 Divisadero St	\$9,900,000	7-Mar	**	Off-Market	8 /5	8671	\$1,142
2525 Vallejo St	\$9,700,000	17-May	24	\$10,650,000	5 /6	6448	\$1,504
3090 Pacific Ave	\$9,600,000	23-May	24	\$12,500,000	5 /7	6170	\$1,556
2455 Vallejo St	\$9,550,000	28-Oct	9	\$9,950,000	5 /6	4620	\$2,067
2480 Broadway St	\$9,500,000	4-Nov	257	\$12,935,000	5 /5	6507	\$1,460
2760 Vallejo St	\$9,500,000	25-Oct	52	\$9,500,000	6 /9		#DIV/0!
2776 Broadway St	\$9,300,000	11-Jan	57	\$9,750,000	3 /5	3579	\$2,598
1969 California St	\$9,000,000	18-Jun	5	\$9,000,000	5 /7	8990	\$1,001
3015 Pacific Ave	\$9,000,000	14-Mar	10	\$8,000,000	6 /7	7405	\$1,215
2610 Pacific Ave	\$8,350,000	20-Dec	35	\$9,500,000	7 /8	6840	\$1,221
2834 Jackson St	\$7,340,000	30-Apr	**	Off-Market	5 /5	5021	\$1,462
2623 Divisadero St	\$7,235,000	20-Feb	19	\$7,900,000	5 /6	4770	\$1,517
2445 Washington St	\$7,200,000	22-Nov	13	\$7,300,000	4 /5	4560	\$1,579
2536 Baker St	\$7,200,000	31-May	109	\$7,750,000	4 /5	5580	\$1,290
2773 Clay St	\$6,950,000	26-Feb	101	\$7,495,000	4 /4.5	3562	\$1,951
2077 Broadway St	\$6,828,000	1-Apr	**	Off-Market	4 /3	3808	\$1,793
1372 Francisco St	\$6,750,000	20-Sep	**	Off-Market	4 /6	4679	\$1,443
2525 Vallejo	\$6,750,000	30-Oct	114	\$7,995,000	7 /8.5	6415	\$1,052
2251 Broadway St	\$6,649,000	20-Feb	39	\$6,649,000	7 /6	7115	\$935
2542 Fillmore	\$6,500,000	23-Sep	9	\$6,500,000	5 /5	4740	\$1,371
2652 Broadway St	\$6,375,000	31-Jul	15	\$5,950,000	4 /4	3265	\$1,953
2305 Scott St	\$6,200,000	13-Dec	**	Off-Market	5 /3.5	3435	\$1,805
3256 Washington St	\$6,150,000	7-May	15	\$6,495,000	4 /5	4219	\$1,458
3103 Clay St	\$6,100,000	6-Nov	22	\$6,750,000	3 /3.5		#DIV/0!
2422 Buchanan St	\$5,995,000	14-Aug	185	\$6,250,000	6 /5	4820	\$1,244
2126 Pierce St	\$5,800,000	16-Aug	54	\$5,495,000	4 /4.5	2395	\$2,422
2570 Vallejo St	\$5,750,000	24-Jun	37	\$5,990,000	4 /5	3807	\$1,510
2008 Lyon St	\$5,550,000	24-Apr	20	\$5,550,000	5 /6	3952	\$1,404
2422 Clay St	\$5,500,000	8-Oct	11	\$5,600,000	4 /4.5		#DIV/0!
1871 Green St	\$5,400,000	8-Jan	89	\$6,195,000	4 /6	3650	\$1,479
1913 Baker St	\$5,125,000	31-Jan	14	\$4,895,000	4 /5	3045	\$1,683
2635 Broderick St	\$4,999,000	26-Apr	12	\$5,300,000	5 /5	4363	\$1,146
1823 Jackson St	\$4,995,000	29-Mar	**	Off-Market	6 /5	5584	\$895



## 2024 SINGLE FAMILY HOME SALES OVER \$4M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
2773 Clay	\$4,995,000	16-Jan	115	\$6,300,000	6 /5	4494	\$1,111
2655 Broderick St	\$4,995,000	11-Jan	122	\$5,500,000	4 /4.5	3730	\$1,339
45 Normandie Ter	\$4,995,000	7-Feb	3	\$4,995,000	3 /4.5	3460	\$1,444
2009 Pacific Ave	\$4,625,000	4-Jan	**	Off-Market	6 /5	4701	\$984
3187 Clay St	\$4,550,000	31-Oct	5	\$3,995,000	3 /3	2595	\$1,753
2401 Green St	\$4,480,000	16-Aug	94	\$4,650,000	4 /4.5	2930	\$1,529
1915 Washington St	\$4,475,000	28-May	62	\$4,650,000	4 /4	3700	\$1,209
2679 California St	\$4,425,000	12-Nov	46	\$4,749,000	5 /5	4311	\$1,026
2609 California St	\$4,355,000	31-May	12	\$3,995,000	5 /6	4645	\$938
2610 Sacramento St	\$4,351,000	25-Mar	8	\$3,890,000	3 /4.5	2867	\$1,518
2611 Pacific Ave	\$4,338,000	15-Oct	13	\$4,500,000	4 /4	2911	\$1,490
2826 Sacramento St	\$4,300,000	17-Jun	29	\$4,600,000	4 /3	3525	\$1,220
<b>District 7 - Presidio Heights</b>							
3630 Jackson St	\$24,000,000	24-Apr	296	\$36,000,000	8 /9	12022	\$1,996
3621 Washington St	\$20,166,667	17-Jul	**	Off-Market	4 /5	3650	\$5,525
3898 Washington St	\$14,700,000	26-Apr	16	\$14,950,000	7 /7	8765	\$1,677
10 Presidio	\$13,500,000	10-May	**	Off-Market	5 /6	6320	\$2,136
3498 Jackson St	\$12,900,000	2-Jul	8	\$11,980,000	7 /7	6385	\$2,020
3323 Pacific Ave	\$11,550,000	15-Apr	8	\$12,000,000	4 /5	5010	\$2,305
3511 Clay St	\$9,950,000	28-Oct	7	\$8,995,000	5 /5	5558	\$1,790
16 Presidio Ter	\$8,500,000	21-Nov	13	\$7,499,000	5 /5	6084	\$1,397
3233 Pacific Ave	\$8,500,000	26-Apr	49	\$9,900,000	5 /6	5260	\$1,616
37 Presidio Ave	\$8,400,000	22-May	24	\$8,900,000	5 /6	5722	\$1,468
21 Presidio Ter	\$8,208,375	23-Apr	15	\$8,750,000	5 /4.5	6146	\$1,336
1 Presidio	\$7,300,000	25-Apr	11	\$6,700,000	5 /7	5490	\$1,330
3255 Pacific Ave	\$7,300,000	1-May	30	\$8,600,000	6 /6	7945	\$919
3898 Jackson St	\$7,300,000	7-Jun	9	\$7,300,000	4 /5	4515	\$1,617
3575 Clay St	\$7,000,000	12-Jun	3	\$6,500,000	6 /5	5105	\$1,371
3281 Jackson St	\$6,675,000	7-Jun	**	Off-Market	6 /6	5910	\$1,129
3580 Clay St	\$6,550,000	24-Jul	61	\$7,000,000	6 /5	5400	\$1,213
3899 Jackson St	\$6,100,000	24-May	189	\$9,600,000	4 /6	4175	\$1,461
3474 Clay St	\$6,000,000	1-Apr	13	\$5,800,000	5 /5	3700	\$1,622
3485 Jackson St	\$6,000,000	27-Mar	8	\$5,450,000	4 /4.5		#DIV/0!
45 Walnut St	\$4,800,000	27-Feb	9	\$4,250,000	4 /3	3402	\$1,411
3969 Washington St	\$4,700,000	8-Jan	**	Off-Market	6 /3	3024	\$1,554
3925 Washington St	\$4,200,000	13-Mar	13	\$4,200,000	4 /3	3387	\$1,240
3806 Clay St	\$4,100,000	9-Jul	12	\$3,795,000	4 /3	3004	\$1,365
3447 Clay St	\$4,000,000	15-Mar	15	\$3,900,000	4 /3	4750	\$842
<b>District 9 - Potrero Hill</b>							
877 Carolina St	\$5,655,000	17-Oct	5	\$4,995,000	4 /5	3445	\$1,642
910 Carolina St	\$4,500,000	13-Mar	30	\$4,750,000	4 /6	3960	\$1,136
<b>District 9 - Russian Hill</b>							
825 Francisco St	\$22,100,000	15-Nov	12	\$22,000,000	5 /7	8440	\$2,618
1219 Lombard	\$9,350,000	13-Dec	81	\$9,995,000	4 /6	4993	\$1,873
2502 Leavenworth St	\$4,995,000	21-Aug	108	\$5,589,000	5 /5	4500	\$1,110
2302 Leavenworth	\$4,895,000	1-Apr	43	\$4,995,000	5 /5	3610	\$1,356



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# HIGHEST PRICED HOME SALES 2024

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## CONDOS



**2000 WASHINGTON #PH**

**\$16,000,000**

Pacific Heights

*Listed by Sotheby's Int. Realty*

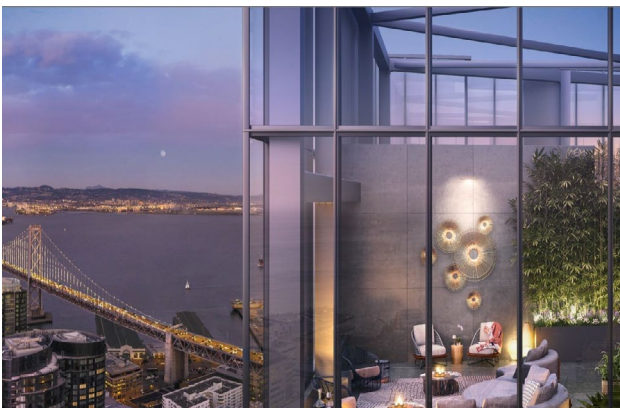


**2288 BROADWAY #8**

**\$16,000,000**

Pacific Heights

*Listed by Sotheby's Int. Realty*

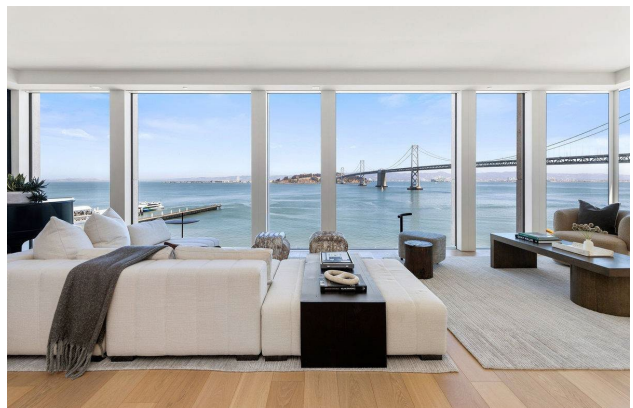


**488 FOLSOM #5602**

**\$11,250,000**

South Beach

*Listed by Compass*



**1 STEUART #1001**

**\$9,250,000**

South Beach

*Listed by Polaris Pacific*



**1090 CHESTNUT #4**

**\$8,500,000**

Russian Hill

*Listed by Compass*



**2226 GREEN**

**\$7,600,000**

Pacific Heights

*Listed by Sotheby's Int. Realty*



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# HIGHEST PRICED HOME SALES 2024

## CONDOS

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**1 STEUART #1006**

**\$7,445,000**

South Beach

*Listed by Polaris Pacific*



**2205 PACIFIC**

**\$7,280,000**

Pacific Heights

*Listed by Sotheby's Int. Realty*

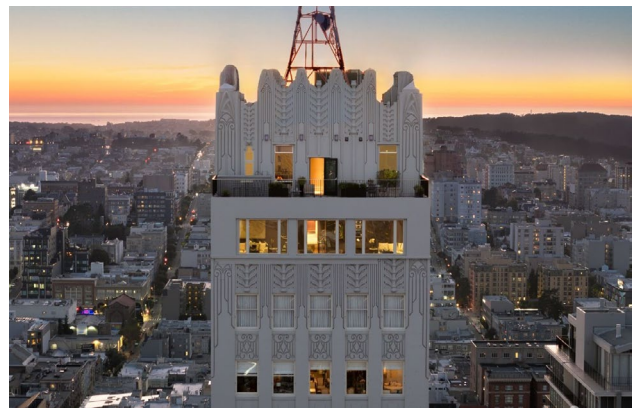


**2121 WEBSTER #601**

**\$7,250,000**

Pacific Heights

*Listed by Sotheby's Int. Realty*



**1250 JONES #1901**

**\$7,250,000**

Nob Hill

*Listed by Compass*

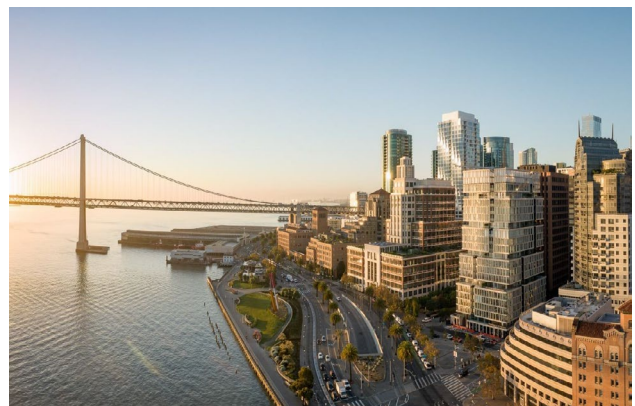


**1 STEUART #1401**

**\$7,100,000**

South Beach

*Listed by Compass*



**1 STEUART #806**

**\$6,995,000**

South Beach

*Listed by Polaris Pacific*



1278 CLAYTON | \$2,900,000

COLE VALLEY | SOLD FEBRUARY 2024

REPRESENTED BUYER









## 2024 CONDO SALES OVER \$2.5M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
<b>District 1 - Jordan Park/Laurel Heights</b>							
74 Collins St	\$2,915,000	24-Jun	32	\$2,995,000	4/3	2619	\$1,113
71 Parker Ave	\$2,700,000	3-May	36	\$2,950,000	4/3	3055	\$884
122 Palm Ave	\$2,538,500	8-Jan	12	\$2,600,000	4/2	2333	\$1,088
<b>District 1 -Lake Street</b>							
754 Lake St	\$3,000,000	4-Nov	**	Off-Market	3/2	1644	\$1,825
<b>District 5 - Buena Vista/Ashbury Heights</b>							
1465 Masonic Ave #1	\$3,500,000	3-Oct	27	\$3,599,000	3/3	2166	\$1,616
56 Divisadero St	\$2,875,000	15-Nov	46	\$3,275,000	4/4	3405	\$844
14 Divisadero St	\$2,500,000	15-Mar	21	\$2,595,000	4/2	2178	\$1,148
<b>District 5 - Cole Valley/Parnassus Heights</b>							
8 Carmel St	\$2,800,000	1-Mar	7	\$2,695,000	3/4	3100	\$1,008
<b>District 5 - Duboce Triangle</b>							
2159 15th St	\$3,150,000	6-Dec	394	\$4,295,000	3/4	2997	\$1,051
2238 Market St #501	\$2,950,000	15-Oct	444	\$3,395,000	3/3	1840	\$1,603
232 Castro St #3	\$2,945,000	14-Feb	**	Off-Market	3/3	2835	\$1,039
<b>District 5 - Eureka Valley/Dolores Heights</b>							
3869 19th St #B	\$3,225,000	17-Oct	11	\$2,995,000	4/4	3707	\$870
10 Rayburn St	\$2,900,000	24-May	**	Off-Market	2/3	1765	\$1,643
808 Dolores St	\$2,850,000	2-Aug	147	\$2,990,000	3/4	2095	\$1,360
<b>District 5 - Noe Valley</b>							
4362 23rd St	\$2,700,000	8-Aug	28	\$2,795,000	3/4	3309	\$816
949 Sanchez St	\$2,655,000	5-Sep	12	\$1,995,000	4/4	2085	\$1,273
<b>District 6 - Alamo Square</b>							
1255 Fulton St	\$2,858,000	2-Oct	**	Off-Market	3/3	2615	\$1,093
<b>District 6 - Lower Pacific Heights</b>							
1969 Pine St	\$3,100,000	18-Jun	19	\$2,685,000	4/4	3507	\$884
<b>District 6 - North Panhandle</b>							
1580 Fulton St	\$3,150,000	2-Apr	38	\$3,150,000	4/4	2979	\$1,057
<b>District 7 - Cow Hollow</b>							
2651 Union St	\$4,150,000	23-May	10	\$3,395,000	3/3	2429	\$1,709
2525 Van Ness Ave #601	\$3,750,000	28-Jun	53	\$3,750,000	3/4	1951	\$1,922
2525 Van Ness Ave #501	\$3,500,000	24-May	133	\$3,500,000	3/4	1951	\$1,794
2950 Fillmore St	\$3,475,000	29-Jan	**	Off-Market	3/3	1730	\$2,009
2769 Union St	\$3,100,000	19-Jul	54	\$2,995,000	3/2	2120	\$1,462
2754 Greenwich St	\$3,050,000	20-May	**	Off-Market	4/2	2100	\$1,452
2749 Union St	\$2,995,000	23-Sep	10	\$2,995,000	4/2	2570	\$1,165
3041 Webster St #A	\$2,820,000	26-Jul	52	\$2,795,000	3/2	1903	\$1,482
1501 Filbert St #PH 7G	\$2,805,000	10-Apr	26	\$3,095,000	2/3	1850	\$1,516
1501 Filbert St #TH1A	\$2,700,000	18-Jun	77	\$2,825,000	3/4	2569	\$1,051
211 Moulton St	\$2,530,000	21-Mar	**	Off-Market	3/2.5	2485	\$1,018
3038 Steiner St	\$2,505,000	8-May	23	\$2,495,000	3/3		#DIV/0!
<b>District 7 - Marina</b>							
1438 Jefferson St	\$4,450,500	17-Oct	18	\$4,600,000	3/4	3265	\$1,363

## 2024 CONDO SALES OVER \$2.5M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
20 Toledo Way	\$4,100,000	27-Mar	**	Off-Market	3/2.5	1580	\$2,595
22 Toledo Way	\$4,100,000	27-Mar	**	Off-Market	2/1.5	1414	\$2,900
1436 Jefferson St	\$3,773,250	17-Oct	18	\$3,900,000	3/5	3105	\$1,215
3141 Gough St	\$3,455,000	25-Mar	11	\$3,495,000	4/3	2210	\$1,563
3139 Gough St	\$3,300,000	18-Nov	**	Off-Market	4/2	2202	\$1,499
1782 Beach St	\$2,735,000	31-Jul	11	\$2,495,000	3/3	1966	\$1,391
1456 Chestnut St #3	\$2,710,000	4-Mar	134	\$2,995,000	3/2		#DIV/0!
144 Mallorca Way	\$2,680,000	15-Sep	76	\$2,798,000	4/2	2272	\$1,180
45 Cervantes Blvd #A	\$2,650,000	31-Oct	17	\$2,500,000	4/3	1971	\$1,344
1627 Beach St	\$2,500,000	12-Jan	**	Off-Market	3/3	2300	\$1,087

### District 7 - Pacific Heights

2000 Washington St #PH	\$16,000,000	31-Jan	553	\$25,000,000	4/6		#DIV/0!
2288 Broadway St #8	\$16,000,000	13-May	12	\$12,900,000	4/4	3555	\$4,501
2226 Green St	\$7,600,000	21-Feb	34	\$7,750,000	3/4		#DIV/0!
2205 Pacific Ave	\$7,280,000	7-Oct	**	Off-Market	5/5	5045	\$1,443
2121 Webster St #601	\$7,250,000	6-Aug	**	Off-Market	3/3	2150	\$3,372
2100 Green St #800	\$5,200,000	26-Apr	161	\$5,495,000	2/3	3122	\$1,666
2121 Webster St #TH8	\$4,900,000	23-Jan	**	\$4,950,000	3/3	2478	\$1,977
2207 Pacific Ave	\$4,850,000	7-Nov	135	\$5,450,000	3/3	3385	\$1,433
1958 Vallejo St #7	\$4,800,000	9-Sep	76	\$4,995,000	4/4	3358	\$1,429
1960 Vallejo St #8	\$4,700,000	22-Jan	116		3/3	2294	\$2,049
2127 Broadway St #3	\$4,225,000	1-Aug	29	\$4,375,000	3/4		#DIV/0!
2740 Pierce St	\$4,200,000	6-Nov	8	\$3,850,000	3/3	2593	\$1,620
1960 Broadway St #7	\$4,000,000	24-Jun	235	\$6,500,000	3/3	2940	\$1,361
2259 Clay St	\$3,850,000	16-Aug	11	\$3,498,000	3/3	3030	\$1,271
2074 Jackson St	\$3,795,000	21-Feb	**	Off-Market	3/3	3507	\$1,082
2121 Webster St #TH2	\$3,500,000	28-Oct	181	\$4,395,000	3/4	2404	\$1,456
2200 Sacramento St #1702	\$3,350,000	21-Aug	81	\$4,595,000	2/3	2110	\$1,588
1980 Vallejo St #8	\$3,300,000	31-May	302	\$3,799,000	3/3	2402	\$1,374
2955 Jackson St	\$3,300,000	23-Dec	**	Off-Market	3/4	2582	\$1,278
1918 Jackson St	\$3,260,289	5-Jun	16	\$2,495,000	3/4	2845	\$1,146
2200 Sacramento St #1503	\$3,200,000	9-Feb	**	Off-Market	2/2	1130	\$2,832
2953 Pacific Ave	\$3,200,000	29-Jan	106	\$3,688,000	2/3		#DIV/0!
2151 Jackson St	\$3,125,000	14-May	90	\$3,500,000	3/3	2387	\$1,309
2961 Pacific Ave	\$3,100,000	9-Sep	25	\$2,995,000	2/3		#DIV/0!
2128 Vallejo St #1	\$3,060,000	12-Sep	18	\$2,791,000	3/3	2034	\$1,504
2100 Green St #406	\$3,050,000	26-Aug	86	\$3,199,000	2/2	1866	\$1,635
2072 Jackson St	\$3,048,000	21-Feb	**	Off-Market	2/3	2705	\$1,127
2255 Clay St	\$2,900,000	14-Mar	173	\$3,200,000	3/3	2712	\$1,069
2785 Jackson St #2	\$2,900,000	18-Jun	16	\$2,995,000	3/3	1896	\$1,530
2034 Baker St	\$2,850,000	11-Jun	12	\$2,750,000	3/2	1980	\$1,439
2070 Jackson St	\$2,800,000	21-Feb	**	Off-Market	4/2	2729	\$1,026
2300 Divisadero St	\$2,800,000	29-Apr	54	\$2,895,000	3/2	2450	\$1,143
2971 Clay St	\$2,600,000	26-Apr	3	\$2,250,000	3/3	1847	\$1,408



## 2024 CONDO SALES OVER \$2.5M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
1830 Jackson St #B	\$2,550,000	15-Mar	13	\$2,495,000	3/3	1893	\$1,347
1925 Gough St #64	\$2,550,000	28-May	11	\$2,300,000	3/3	2115	\$1,206
1849 Lyon St	\$2,500,000	4-Mar	131	\$2,750,000	4/3	1973	\$1,267
2855 Jackson St #102	\$2,500,000	27-Nov	21	\$2,595,000	4/3	2098	\$1,192
<b>District 7 - Presidio Heights</b>							
100 Walnut St	\$4,275,000	5-Jun	63	\$4,750,000	4/5	3263	\$1,310
250 Laurel St #301	\$3,370,000	18-Nov	12	\$3,500,000	4/3	2290	\$1,472
3535 Sacramento St	\$3,412,500	8-Mar	**	Off-Market	4/3	2466	\$1,384
3629 Jackson St	\$3,570,000	5-Nov	36	\$3,750,000	3/3	2600	\$1,373
3975 Clay St	\$2,525,000	15-Apr	40	\$2,695,000	5/2	2509	\$1,006
<b>District 8 - Financial District</b>							
733 Front St #701	\$3,450,000	19-Jan	59	\$3,450,000	2/2	1578	\$2,186
640 Davis St #8	\$2,500,000	30-Jun	48	\$2,695,000	3/3	2251	\$1,111
<b>District 8 - Nob Hill</b>							
1250 Jones St #1901	\$7,250,000	5-Dec	68	\$7,450,000	4/4	3897	\$1,860
1100 Sacramento St #1002	\$6,967,000	10-May	376	\$8,995,000	3/4	4320	\$1,613
1100 Sacramento St #402	\$4,100,000	31-Jul	194	\$4,750,000	3/4	2426	\$1,690
1220 Jones St #501	\$4,000,000	16-Aug	54	\$4,300,000	3/3	2720	\$1,471
1580 Pacific Ave #606	\$3,775,000	31-May	39	\$3,878,000	3/3	2003	\$1,885
1201 California St #1602	\$3,750,000	24-May	41	\$3,750,000	2/3	2257	\$1,661
1170 Sacramento St #10C	\$3,500,000	1-Aug	17	\$3,700,000	2/3	2052	\$1,706
1580 Pacific Ave #604	\$3,500,000	17-Sep	46	\$3,698,000	3/3	1960	\$1,786
1580 Pacific Ave #605	\$3,488,000	19-Aug	81	\$3,718,000	3/3	1860	\$1,875
1170 Sacramento St #10D	\$3,300,000	7-May	14	\$2,500,000	4/4	2780	\$1,187
1170 Sacramento St #11C	\$3,250,000	28-May	**	Off-Market	2/2	2052	\$1,584
1580 Pacific Ave #601	\$3,018,000	22-Apr	**	Off-Market	3/3	1658	\$1,820
1150 Sacramento St #304	\$2,925,000	1-Aug	143	\$3,595,000	2/3	2588	\$1,130
1580 Pacific Ave #603	\$2,548,000	19-Aug	40	\$2,598,000	3/3		#DIV/0!
1200 California St #19C	\$2,500,000	6-Jun	40	\$2,695,000	2/3	1970	\$1,269
<b>District 8 - North Beach</b>							
592 Lombard St	\$2,595,000	7-May	29	\$2,595,000	3/3	2219	\$1,169
<b>District 8 - Russian Hill</b>							
1090 Chestnut St #4	\$8,500,000	28-May	84	\$8,900,000	3/3	3436	\$2,474
955 Green St #5	\$6,495,000	28-Oct	15	\$6,495,000	3/4	3093	\$2,100
1070 Green St #1101	\$4,800,000	12-Nov	12	\$4,800,000	3/3		#DIV/0!
1070 Green St #1103	\$4,800,000	5-Nov	**	Off-Market	1/1	1018	\$4,715
31 Aladdin Ter	\$4,612,500	5-Mar	25	\$4,850,000	4/5	3741	\$1,233
1080 Chestnut St #13B	\$4,000,000	15-Apr	22	\$3,900,000	3/4	2885	\$1,386
1750 Taylor St #305	\$3,785,000	31-Oct	178	\$3,995,000	2/3	2190	\$1,728
1750 Taylor St #1703	\$3,600,000	25-Sep	76	\$3,750,000	2/3	1920	\$1,875
900 North Point St #D228	\$3,500,000	18-Sep	**	\$3,500,000	3/3	1950	\$1,795
1000 North Point St #1803	\$3,100,000	30-Aug	43	\$3,300,000	4/3	2554	\$1,214
1338 Filbert St #C	\$2,950,000	23-May	**		3/4	2617	\$1,127
1070 Green St #1202	\$2,850,000	25-Oct	22	\$2,998,000	3/3	2017	\$1,413

## 2024 CONDO SALES OVER \$2.5M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
1079 Lombard St #301	\$2,750,000	12-Aug	87	\$3,200,000	4/5	3135	\$877
999 Green St #2902	\$2,750,000	6-Sep	36	\$2,750,000	3/3		#DIV/0!
1101 Green St #703	\$2,700,000	9-Dec	17	\$2,750,000	2/3	1849	\$1,460
2222 Hyde St #5	\$2,595,000	17-Dec	0	\$2,595,000	3/3		#DIV/0!
1700 Jones St #5	\$2,540,000	27-Mar	9	\$2,450,000	3/3	1882	\$1,350
<b>District 8 - South of Market</b>							
706 Mission St #503	\$4,250,000	4-Jun	**	Off-Market	3/3.5	2944	\$1,444
706 Mission St #10B	\$3,100,000	5-Dec	**	Off-Market	2/2	2578	\$1,202
<b>District 8 - Telegraph Hill</b>							
1960 Grant Ave #PH17	\$5,500,000	19-Aug	162	\$5,900,000	3/4	2955	\$1,861
430 Greenwich St	\$2,900,000	12-Nov	31	\$3,195,000	3/3	2400	\$1,208
186 Francisco St #4	\$2,550,000	7-Oct	69	\$2,600,000	3/4		#DIV/0!
<b>District 9 - Mission Bay</b>							
708 Long Bridge St #1309	\$3,275,000	9-Jul	**	Off-Market	3/3	1856	\$1,765
718 Long Bridge St #605	\$3,100,000	25-Mar	2	\$3,050,000	3/3		#DIV/0!
708 Long Bridge St #712	\$2,800,000	8-Mar	**	Off-Market	3/3	1945	\$1,440
1000 3rd St #1401	\$2,680,000	8-Mar	16	\$2,740,000	3/3	1976	\$1,356
<b>District 9 - Potrero Hill</b>							
927 Kansas St	\$2,545,000	30-Sep	15	\$2,595,000	3/3	2300	\$1,107
923 Kansas St	\$2,500,000	28-May	**	Off-Market	3/2	2260	\$1,106
<b>District 9 - South Beach</b>							
488 Folsom St #5602	\$11,250,000	30-Dec	340	\$11,900,000	3/3	4312	\$2,609
1 Steuart Ln #1001	\$9,250,000	26-Nov	74	\$9,495,000	3/3	2974	\$3,110
1 Steuart Ln #1006	\$7,445,000	5-Feb	**	Off-Market	3/3	2559	\$2,909
1 Steuart Ln #1401	\$7,100,000	16-Oct	242	\$8,500,000	3/3	2556	\$2,778
1 Steuart Ln #806	\$6,995,000	23-Feb	1	\$6,995,000	3/3		#DIV/0!
201 Folsom St #41A	\$6,300,000	18-Oct	27	\$0	4/3	5700	\$1,105
201 Folsom St #41B	\$6,300,000	8-Oct	**	Off-Market	2/1	1912	\$3,295
201 Folsom St #42C	\$6,300,000	8-Oct	**	Off-Market	2/1	1889	\$3,335
280 Spear St #38C	\$4,999,000	20-May	**	Off-Market	3/2	2393	\$2,089
201 Folsom St #33B	\$4,850,000	15-Apr	279	\$5,400,000	3/3	2683	\$1,808
280 Spear St #40D	\$4,750,000	20-May	**	Off-Market	3/3	2320	\$2,047
280 Spear St #39D	\$4,700,000	11-Oct	144	\$4,900,000	3/3	2351	\$1,999
280 Spear St #38D	\$4,495,000	20-May	**	Off-Market	3/3	2304	\$1,951
1 Steuart Ln	\$4,366,500	28-Oct	**	Off-Market	/	1679	\$2,601
280 Spear St #37D	\$4,200,000	20-May	**	Off-Market	3/3	2312	\$1,817
280 Spear St #40B	\$3,850,000	20-May	**	Off-Market	3/3	2162	\$1,781
488 Folsom St #3701	\$3,800,000	28-Mar	36	\$3,995,000	3/4	2195	\$1,731
280 Spear St #38B	\$3,695,000	23-Feb	68	\$3,695,000	3/3	2213	\$1,670
488 Folsom St #4302	\$3,600,000	12-Aug	**	Off-Market	3/3	1888	\$1,907
280 Spear St #32F	\$3,595,000	2-Oct	42	\$3,695,000	3/3	1984	\$1,812
280 Spear St #38A	\$3,524,000	20-Dec	67	\$3,595,000	3/3	2123	\$1,660
488 Folsom St #4401	\$3,485,000	25-Oct	**	Off-Market	3/3	1934	\$1,802
488 Folsom St #4202	\$3,427,500	23-Jul	99	\$3,675,000	3/3	1888	\$1,815



## 2024 CONDO SALES OVER \$2.5M

Address	Sales Price	Date	DOM	List Price	BR/BA	Sq Ft	\$/Sq Ft
301 Main St #26AB	\$3,325,000	1-May	29	\$3,500,000	3/3	2480	\$1,341
201 Folsom St #37E	\$3,070,000	29-Apr	19	\$3,168,000	3/3	1784	\$1,721
338 Spear St #35D	\$2,995,000	20-Sep	**	Off-Market	3/3	1730	\$1,731
200 Brannan St #232	\$2,920,000	12-Apr	25	\$2,920,000	3/3	2508	\$1,164
201 Folsom St #32E	\$2,875,000	8-Jul	84	\$3,095,000	3/3	1784	\$1,612
425 1st St #5802	\$2,650,000	4-Sep	223	\$2,848,000	3/2		#DIV/0!
201 Folsom St #29A	\$2,550,000	12-Apr	**	Off-Market	2/2	1568	\$1,626
338 Spear St #39E	\$2,550,000	29-Apr	**	Off-Market	3/2	1582	\$1,612
<b>District 9 - South of Market</b>							
765 Market St #36CD	\$3,850,000	13-Dec	2	\$4,000,000	3/5		#DIV/0!
765 Market St #28A	\$3,750,000	21-Oct	146	\$4,150,000	4/5	3330	\$1,126
765 Market St #24F	\$2,700,000	2-Jul	37	\$2,995,000	2/3	2855	\$946
<b>District 9 - Treasure Island</b>							
37 Meadow Dr #4	\$3,195,000	12-Apr	**	Off-Market	3/4	2443	\$1,308
37 Meadow Dr #2	\$3,175,000	28-Jun	1	\$3,195,000	3/4	2445	\$1,299
<b>District 9 - Yerba Buena</b>							
181 Fremont St #67C	\$4,250,000	14-Mar	11	\$4,500,000	2/3	1748	\$2,431
181 Fremont #56A	\$4,000,000	16-Jan	5	\$4,500,000	2/3	1985	\$2,015
188 Minna St #33E	\$4,000,000	2-Jan	45	\$4,999,000	3/4	2670	\$1,498
181 Fremont #64D	\$2,900,000	26-Feb	120	\$3,474,000	2/2	1577	\$1,839
181 Fremont St #65D	\$2,900,000	28-May	95	\$2,995,000	2/2	1555	\$1,865
301 Mission St #55A	\$2,700,000	7-Nov	69	\$3,975,000	2/3	2706	\$998
188 Minna St #35D	\$2,650,000	4-Apr	**	Off-Market	2/3	1792	\$1,479

# MAXIMIZE THE VALUE OF YOUR HOME



HIGH-TOUCH, SERVICE-MINDED, AND TECHNOLOGY  
DRIVEN; OUR PRESENTATION GOES ABOVE AND BEYOND ALL  
OTHERS, DISCOVER THE DIFFERENCE WITH US.

Streamlined Cash-Free Property Preparation

Next Level Marketing

Buy-Before-Selling Advantages

Most Off-Market Options

Golden Gate | Sotheby's  
INTERNATIONAL REALTY



765 MARKET #24F I \$2,700,000

SOUTH OF MARKET I SOLD JULY 2024

LISTED BY WARRIN TEAM









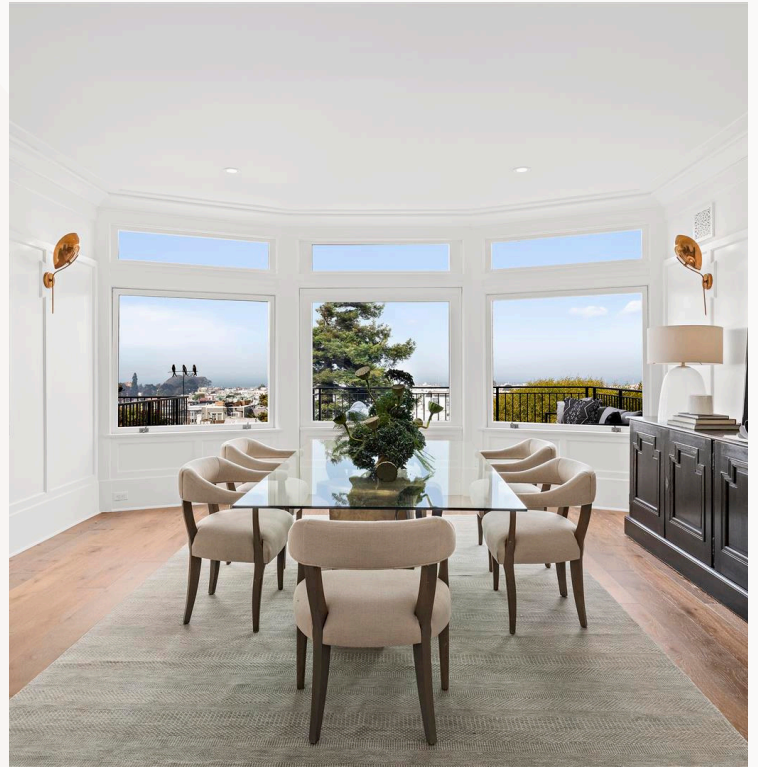
# CASE STUDIES

## 2644 FILBERT

before



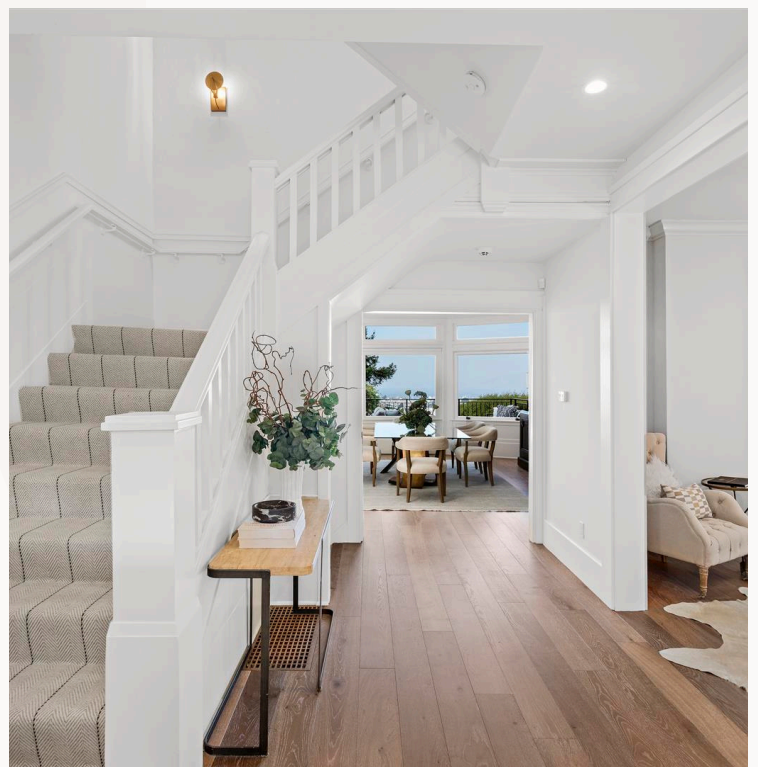
after



before



after





# CASE STUDIES

## 2601 UNION

before



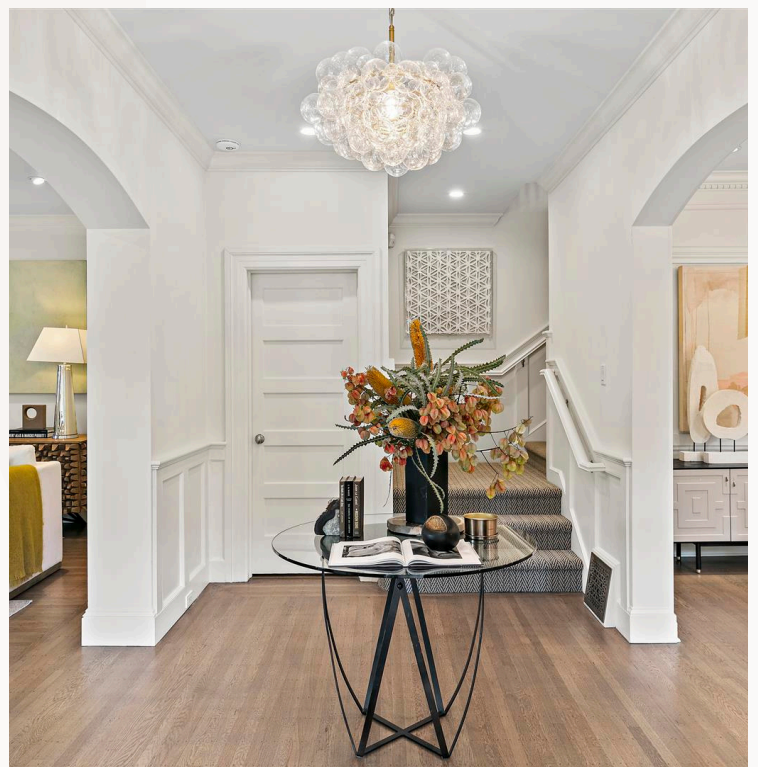
after



before



after





# CASE STUDIES

## 136 PERALTA

before



after



before



after





# CASE STUDIES

## 74 PROSPECT

before



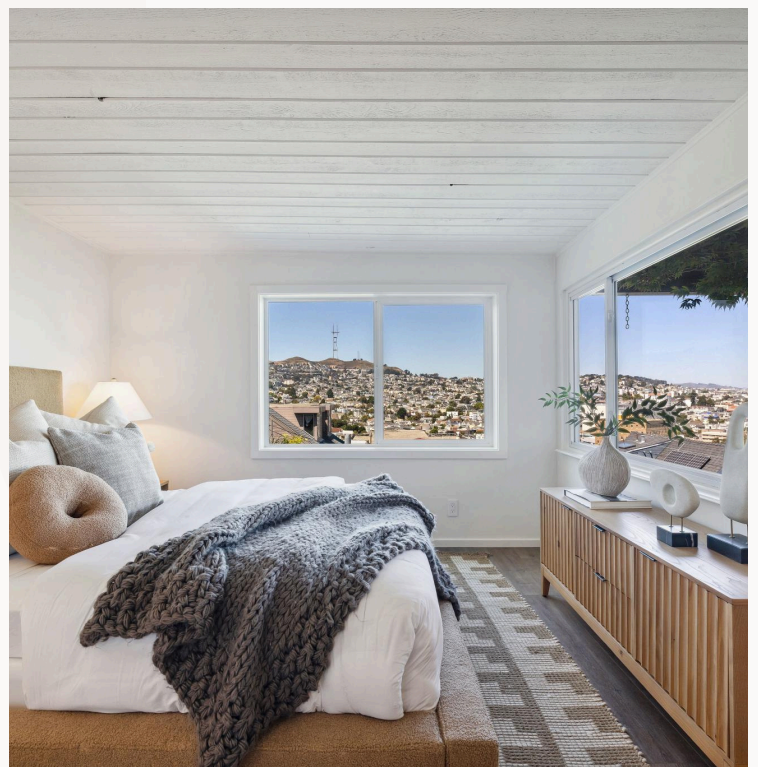
after



before



after





# CASE STUDIES

## 131 RANDALL

before



after



before



after





# CASE STUDIES

## 297 30TH AVE

before



after



before



after





**1750 TAYLOR #2305 | \$2,350,000**

PACIFIC HEIGHTS | SOLD JULY 2024

REPRESENTED BUYER









**74 PROSPECT | \$1,900,000**

BERNAL HEIGHTS | SOLD OCTOBER 2024

LISTED BY WARRIN TEAM







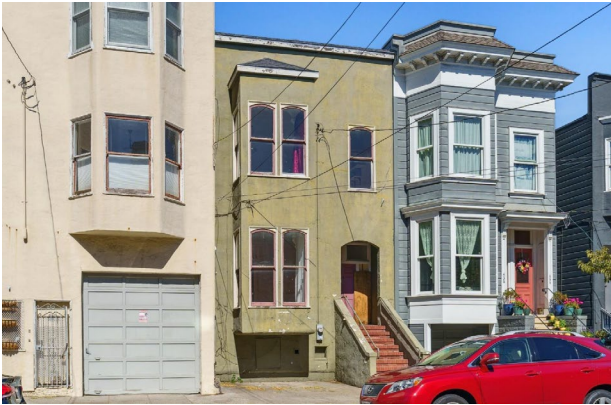


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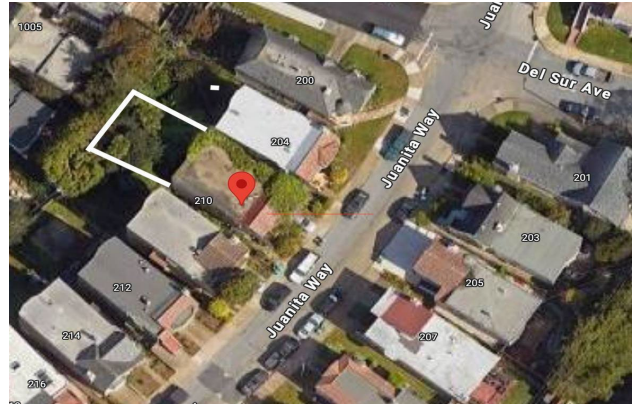
# BIGGEST OVERBIDS 2024

## PROPERTIES SOLD OVER ASKING

---



**141% OVER ASKING** **\$3,850,000**  
440 Waller, Hayes Valley  
*Listed by Sotheby's International Realty*



**140% OVER ASKING** **\$1,200,000**  
206 Juanita, Miraloma Park  
*Listed by Compass*



**114% OVER ASKING** **\$1,276,000**  
2936 Rivera, Outer Parkside  
*Listed by Pacific Edge*



**90% OVER ASKING** **\$950,000**  
636 Moultrie, Bernal Heights  
*Listed by Compass*



**83% OVER ASKING** **\$2,475,000**  
53 Stillings, Glen Park  
*Listed by Kindred SF Homes*



**75% OVER ASKING** **\$1,222,000**  
30 Borica, Ingleside Terrace  
*Listed by Pinnacle Realty Advisors*



# PRICE INCREASES BY NEIGHBORHOOD

## AVERAGE PRICE PER SQUARE FOOT

Biggest Increase Over Past 10 Years	%
Balboa Terrace	54%
Outer Sunset	46%
Parkside	44%
Pine Lake Park	44%
Mount Davidson Manor	40%
Monterey Heights	39%
Outer Parkside	35%

Smallest Increase Over Past 10 Years	%
Yerba Buena	-18%
Downtown	-16%
Financial District	-15%
South of Market	-15%
Van Ness/Civic Center	-12%
Mission Bay	-10%
Mission Dolores	-8%

Biggest Increase Over Past 5 Years	%
Presidio Heights	33%
Potrero Hill	22%
North Beach	16%
Duboce Triangle	12%
Noe Valley	12%
Pacific Heights	11%
Forest Knolls	10%

Smallest Increase Over Past 5 Years	%
Lake Street	-29%
Outer Parkside	-27%
Outer Richmond	-25%
Mount Davidson Manor	-25%
West Portal	-25%
Bernal Heights	-20%
Forest Hill Extension	-20%

Biggest Increase Over Past 3 Years	%
Sunnyside	18%
Bernal Heights	18%
Jordan Park/Laurel H	8%
St. Francis Wood	6%
Alamo Square	3%
Midtown Terrace	3%
Pine Lake Park	3%

Smallest Increase Over Past 3 Years	%
Cow Hollow	-26%
Western Addition	-23%
Twin Peaks	-21%
Central Waterfront/D	-17%
Nob Hill	-17%
Outer Sunset	-17%
Tenderloin	-16%

Biggest Increase Over Past 1 Year	%
Miraloma Park	24%
Ingleside Terrace	24%
Downtown	15%
Anza Vista	14%
Haight Ashbury	12%
North Waterfront	1122%
Eureka Valley/Dolores Heights	11%

Smallest Increase Over Past 1 Year	%
Yerba Buena	-12%
West Portal	-11%
Van Ness/Civic Center	-10%
Forest Knolls	-8%
South of Market	-8%
Sea Cliff	-8%
Lower Pacific Heights	-7%



2205 SACRAMENTO #301 | \$1,420,000

PACIFIC HEIGHTS | SOLD APRIL 2024

LISTED BY WARRIN TEAM









# DISTRICT 1

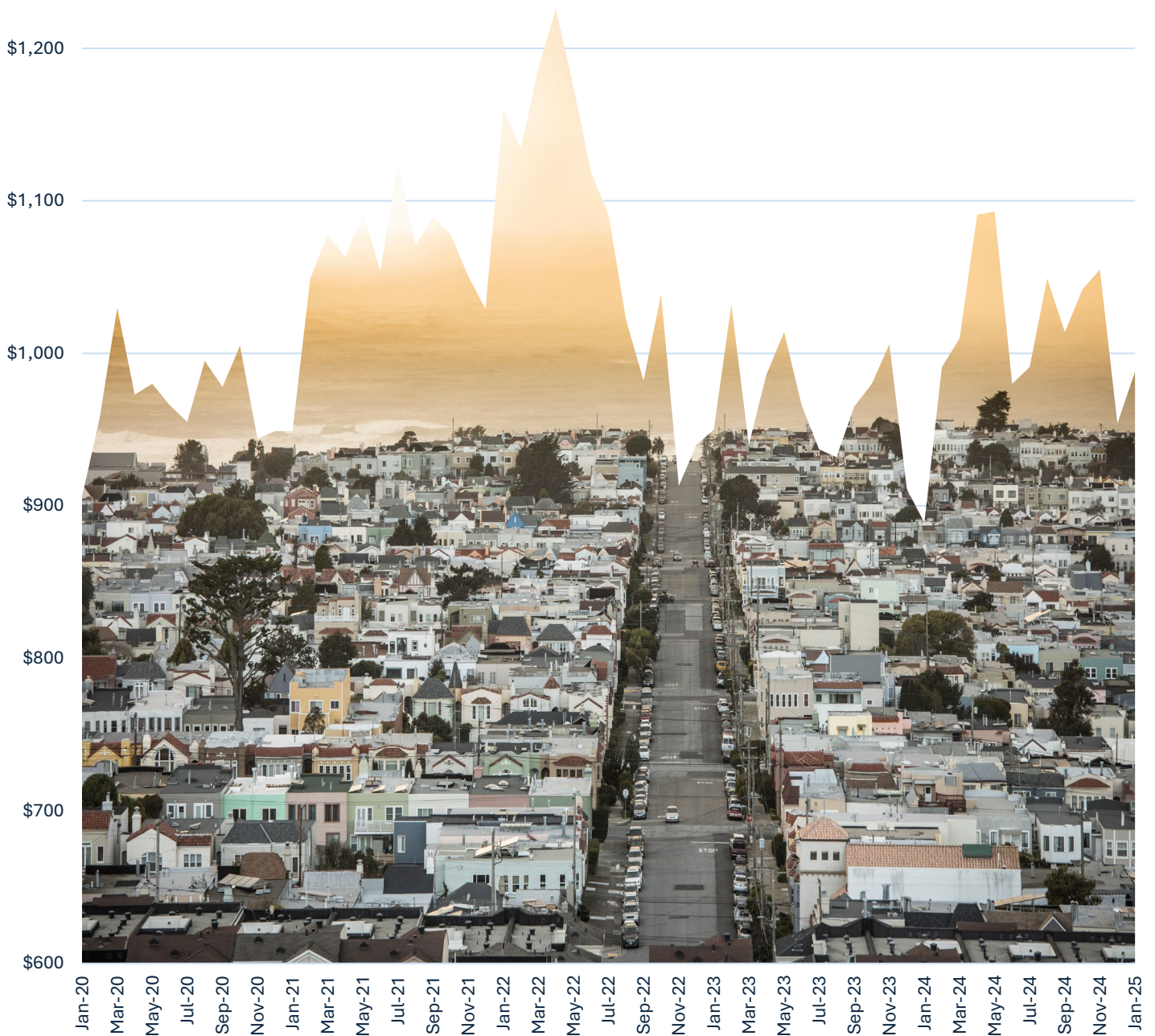
## AVERAGE PRICE PER SQUARE FOOT





# DISTRICT 2

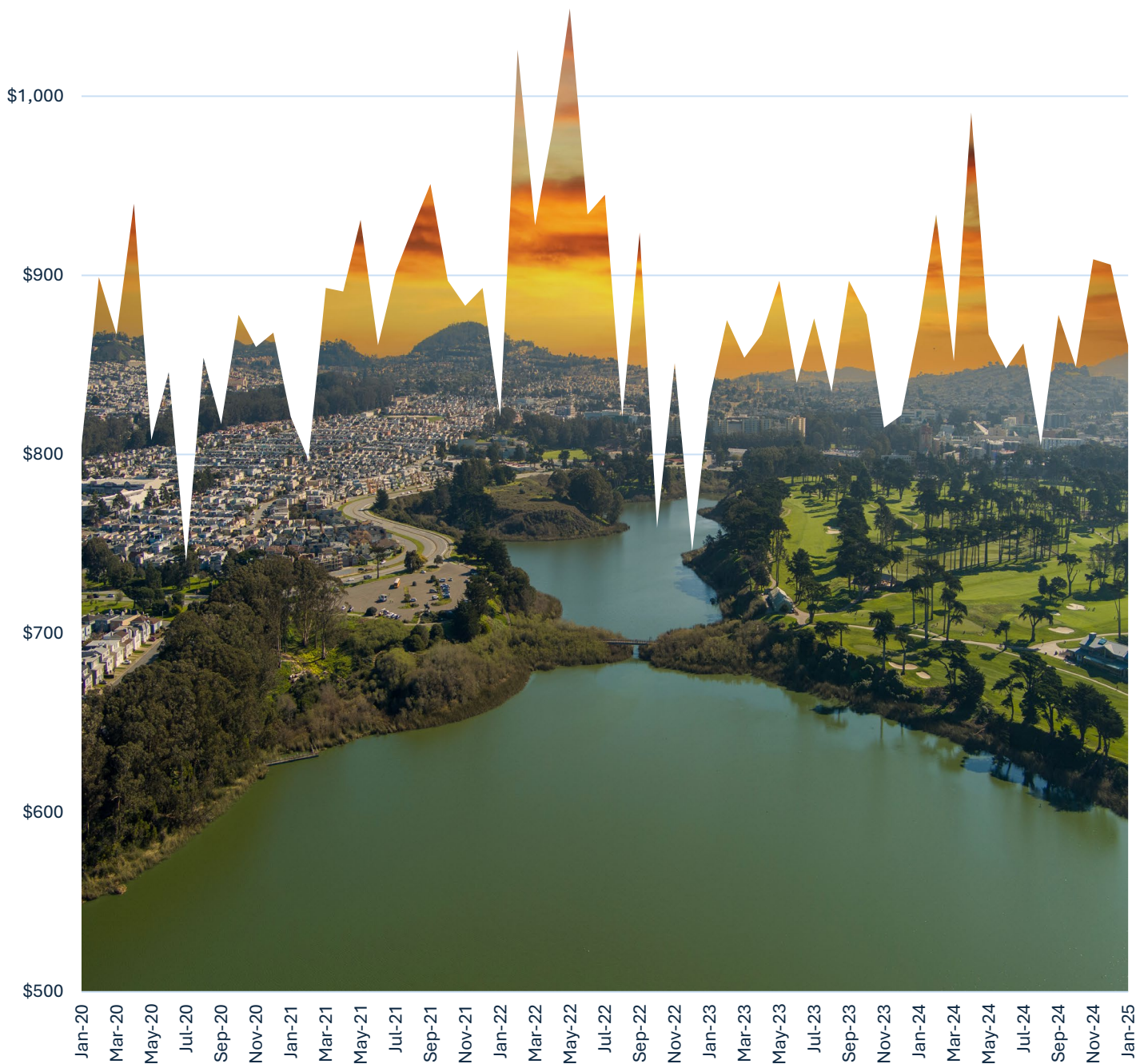
## AVERAGE PRICE PER SQUARE FOOT





# DISTRICT 3

## AVERAGE PRICE PER SQUARE FOOT





# DISTRICT 4

## AVERAGE PRICE PER SQUARE FOOT





# DISTRICT 5

## AVERAGE PRICE PER SQUARE FOOT





# DISTRICT 6

## AVERAGE PRICE PER SQUARE FOOT





# DISTRICT 7

## AVERAGE PRICE PER SQUARE FOOT





# DISTRICT 8

## AVERAGE PRICE PER SQUARE FOOT





# DISTRICT 9

## AVERAGE PRICE PER SQUARE FOOT





3208 PIERCE #404 | \$1,140,000

MARINA | SOLD SEPTEMBER 2024

LISTED BY WARRIN TEAM







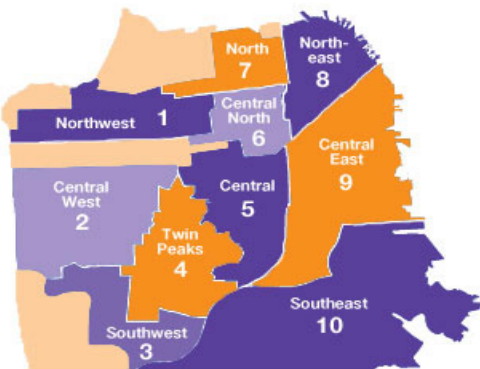


# Annual Report on the San Francisco County Housing Market

Residential real estate activity in San Francisco County (Districts 1-10), composed of single-family properties, townhomes and condominiums.



**SAN FRANCISCO**  
**ASSOCIATION of REALTORS®**



2024



# Annual Report on the San Francisco County Housing Market

Residential real estate activity in San Francisco County (Districts 1-10), composed of single-family properties, townhomes and condominiums.

**The 2024 housing market** started on a positive note: inventory was on the rise, mortgage rates had fallen from a 23-year high of 7.79% in October 2023 to the mid 6% range, and homebuyers had returned to the market, with U.S. existing-home sales posting back-to-back monthly increases for the first time in more than two years in January and February. But rates soon began to climb, topping 7% in April, and buyers pulled back, causing sales to slump during the traditionally busy spring buying season.

Summer arrived, and with it came a surge of new listings, pushing inventory to its highest level since 2020, according to the National Association of REALTORS®. Although buyers had more options to choose from in their home search, the additional supply did little to temper home prices, which continued to hit record highs nationwide, and sales remained slow. Eventually, mortgage rates began to ease, falling to a yearly low of 6.08% in September, and with inflation moving toward its 2% target, the Federal Reserve initiated a series of interest rate cuts, dropping the benchmark rate one full percentage point. Buyers took advantage of lower borrowing costs and a greater supply of homes on the market, leading sales of existing homes to surge in October and November, marking the first time since May that home sales exceeded four million units.

**Sales:** Pending sales increased 13.8 percent, finishing 2024 at 4,645. Sold listings were up 11.4 percent to end the year at 4,570.

**Listings:** Comparing 2024 to the prior year, the number of homes available for sale was down by 22.7 percent. There were 551 active listings at the end of 2024. New listings increased by 5.8 percent to finish the year at 6,590.

**Prices:** Home prices were up compared to last year. The overall median sales price increased 4.9 percent to \$1,375,000 for the year. Single Family home prices were up 4.8 percent compared to last year, and Condo/TIC/Coop home prices were up 2.3 percent.

**List Price Received:** Sellers received, on average, 105.8 percent of their list price at sale, a year-over-year increase of 2.7 percent. Single-Family homes received 111.3 percent of their list price, and Condo/TIC/Coop homes received 100.7 percent.

Economists are projecting a more active housing market in 2025. Existing-home sales are predicted to increase, as are home prices, albeit at a moderate pace. Mortgage rates will vary throughout the year but will likely stay within the 6% - 7% range. Buyers and sellers remain sensitive to fluctuations in mortgage rates, and the trajectory of rates will have a major impact on market activity. Inventory of new and existing homes will continue to improve in the new year, building on the supply gains made in 2024, with increases in both single-family and multifamily construction expected, according to the National Association of Home Builders.

## Table of Contents

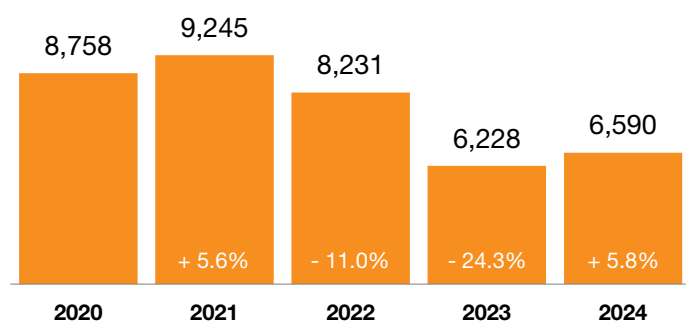
<b>3</b>	Quick Facts
<b>5</b>	Property Type Review
<b>6</b>	Bedroom Range Review
<b>7</b>	Square Foot Range Review
<b>8</b>	Price Range Review
<b>9</b>	Area Overviews
<b>10</b>	Area Historical Prices





# Quick Facts

## New Listings



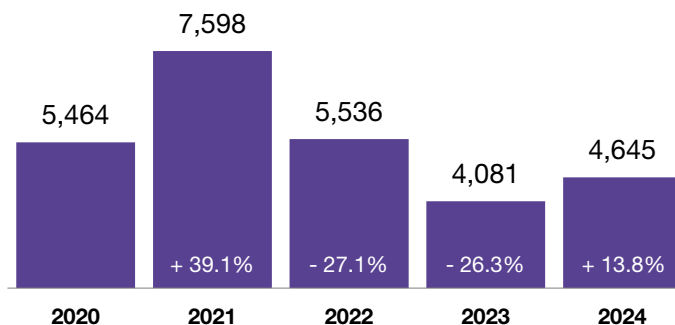
### Top 5 Areas: Change in New Listings from 2023

SF District 7	+ 11.0%
SF District 10	+ 9.7%
SF District 3	+ 9.1%
SF District 9	+ 8.0%
SF District 4	+ 7.5%

### Bottom 5 Areas: Change in New Listings from 2023

SF District 2	+ 6.8%
SF District 8	+ 6.1%
SF District 5	+ 4.0%
SF District 6	- 1.8%
SF District 1	- 9.2%

## Pending Sales



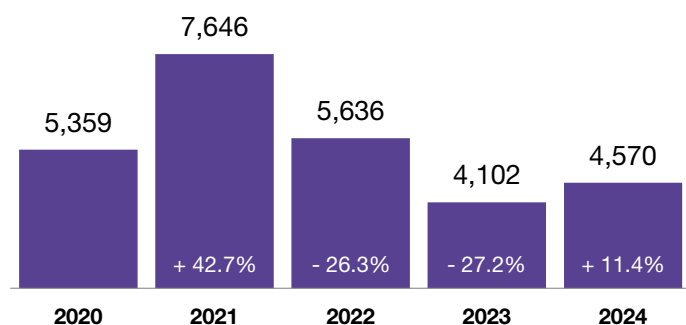
### Top 5 Areas: Change in Pending Sales from 2023

SF District 7	+ 31.3%
SF District 10	+ 22.4%
SF District 8	+ 19.5%
SF District 2	+ 17.6%
SF District 9	+ 12.8%

### Bottom 5 Areas: Change in Pending Sales from 2023

SF District 5	+ 9.5%
SF District 4	+ 9.2%
SF District 3	+ 5.0%
SF District 1	+ 3.0%
SF District 6	+ 0.4%

## Sold Listings



### Top 5 Areas: Change in Sold Listings from 2023

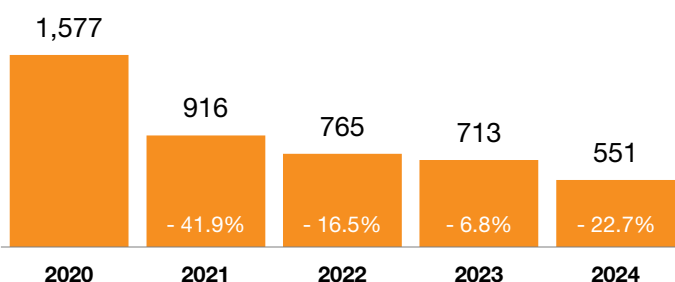
SF District 7	+ 31.4%
SF District 8	+ 18.1%
SF District 2	+ 12.9%
SF District 10	+ 12.2%
SF District 4	+ 9.9%

### Bottom 5 Areas: Change in Sold Listings from 2023

SF District 5	+ 8.9%
SF District 9	+ 8.4%
SF District 3	+ 6.9%
SF District 1	+ 6.4%
SF District 6	- 1.1%

## Active Listings

At the end of the year.



### Top 5 Areas: Change in Active Listings from 2023

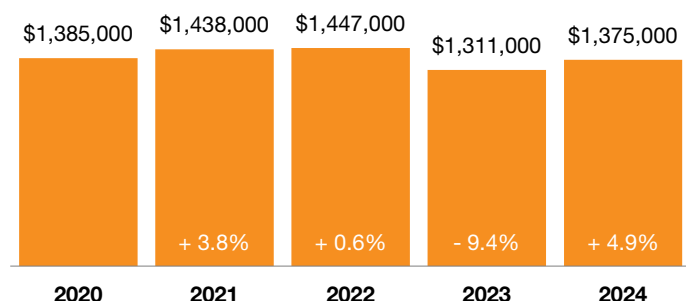
SF District 4	+ 13.3%
SF District 9	- 8.4%
SF District 3	- 18.8%
SF District 8	- 22.2%
SF District 7	- 30.5%

### Bottom 5 Areas: Change in Active Listings from 2023

SF District 10	- 30.6%
SF District 6	- 32.1%
SF District 5	- 40.3%
SF District 2	- 44.8%
SF District 1	- 50.0%

# Quick Facts

## Median Sales Price



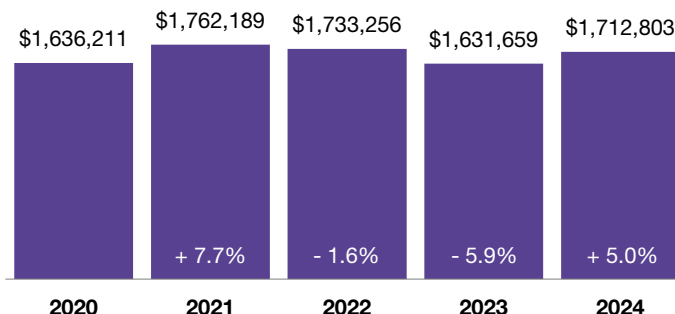
### Top 5 Areas: Change in Median Sales Price from 2023

SF District 1	+ 10.4%
SF District 5	+ 7.6%
SF District 4	+ 7.1%
SF District 8	+ 5.9%
SF District 9	+ 4.3%

### Bottom 5 Areas: Change in Median Sales Price from 2023

SF District 2	+ 3.7%
SF District 3	+ 3.1%
SF District 7	+ 2.4%
SF District 10	- 1.9%
SF District 6	- 4.0%

## Average Sales Price



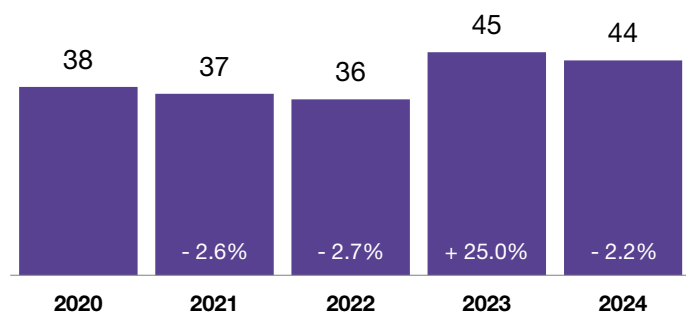
### Top 5 Areas: Change in Avg. Sales Price from 2023

SF District 8	+ 13.1%
SF District 1	+ 7.7%
SF District 5	+ 7.6%
SF District 4	+ 6.3%
SF District 9	+ 4.9%

### Bottom 5 Areas: Change in Avg. Sales Price from 2023

SF District 2	+ 3.3%
SF District 3	+ 2.6%
SF District 10	- 3.1%
SF District 6	- 3.4%
SF District 7	- 3.9%

## Days on Market Until Sale



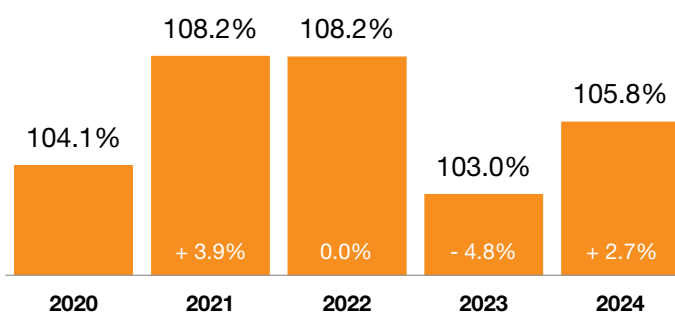
### Top 5 Areas: Change in Days on Market from 2023

SF District 10	+ 7.7%
SF District 7	+ 4.3%
SF District 8	+ 3.0%
SF District 1	- 2.9%
SF District 9	- 5.0%

### Bottom 5 Areas: Change in Days on Market from 2023

SF District 5	- 7.7%
SF District 3	- 10.0%
SF District 6	- 12.2%
SF District 4	- 12.5%
SF District 2	- 24.1%

## Percent of List Price Received



### Top 5 Areas: Change in Pct. of List Price Received from 2023

SF District 2	+ 6.1%
SF District 4	+ 4.1%
SF District 3	+ 4.0%
SF District 5	+ 3.6%
SF District 1	+ 3.4%

### Bottom 5 Areas: Change in Pct. of List Price Received from 2023

SF District 10	+ 2.3%
SF District 9	+ 1.8%
SF District 7	+ 1.2%
SF District 6	+ 0.6%
SF District 8	+ 0.5%



# Property Type Review

**29**

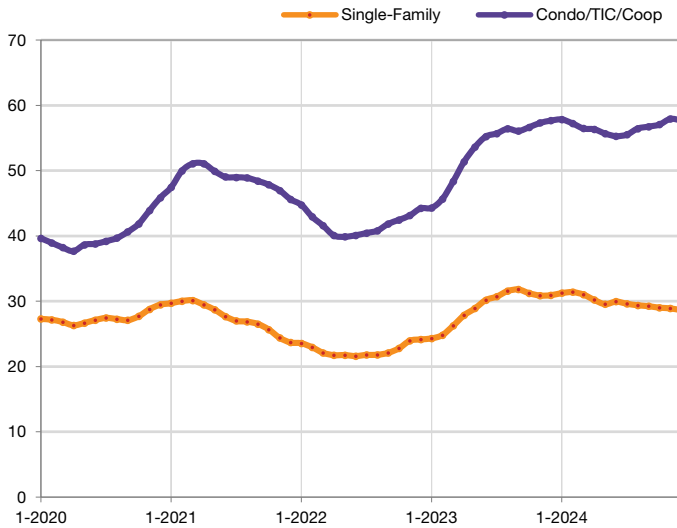
Average Days on Market  
Single-Family

**58**

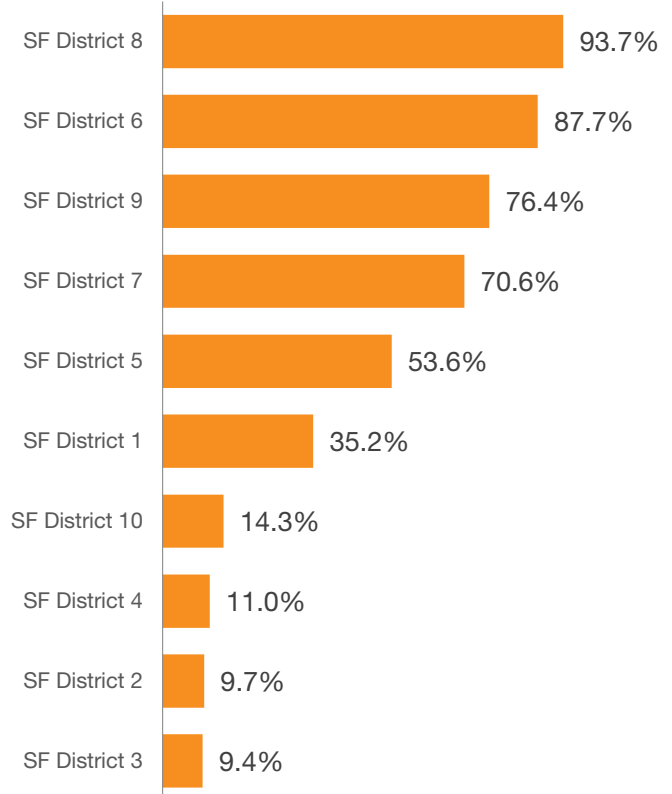
Average Days on Market  
Condo/TIC/Coop

## Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



## Top Areas: Condo/TIC/Coop Market Share in 2024



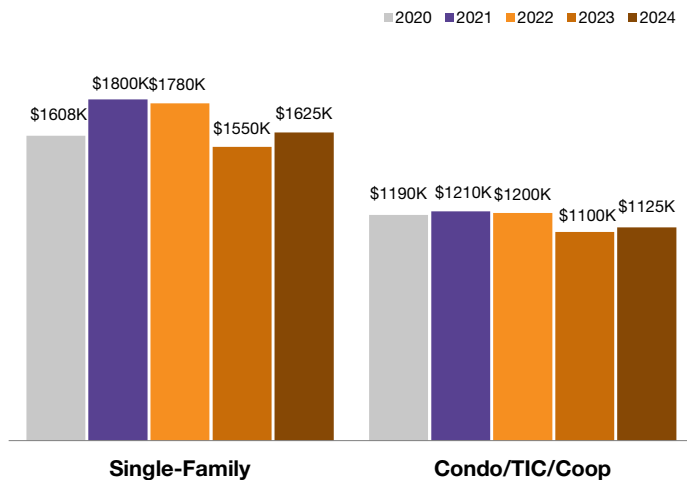
**+ 4.8%**

One-Year Change in Price  
Single-Family

**+ 2.3%**

One-Year Change in Price  
Condo/TIC/Coop

## Median Sales Price



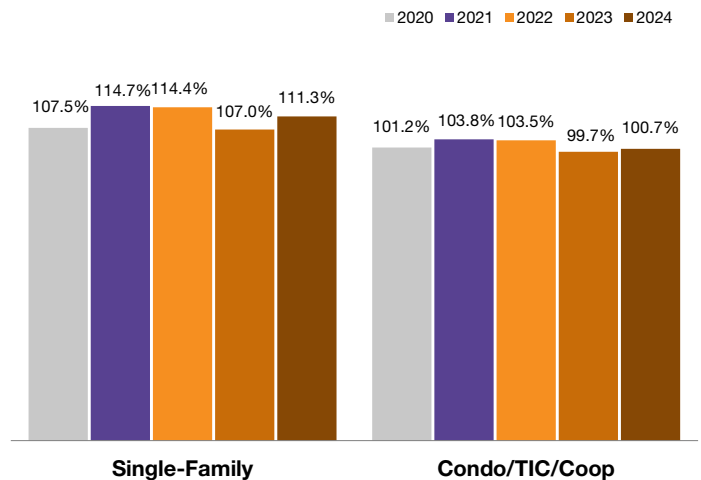
**111.3%**

Pct. of List Price Received  
Single-Family

**100.7%**

Pct. of List Price Received  
Condo/TIC/Coop

## Percent of List Price Received



# Bedroom Count Review

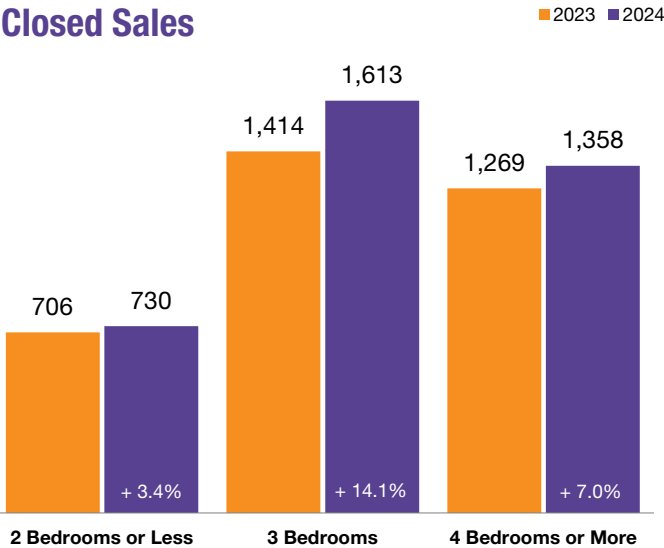
**+ 3.4%**

Growth in Closed Sales  
2 Bedrooms or Less

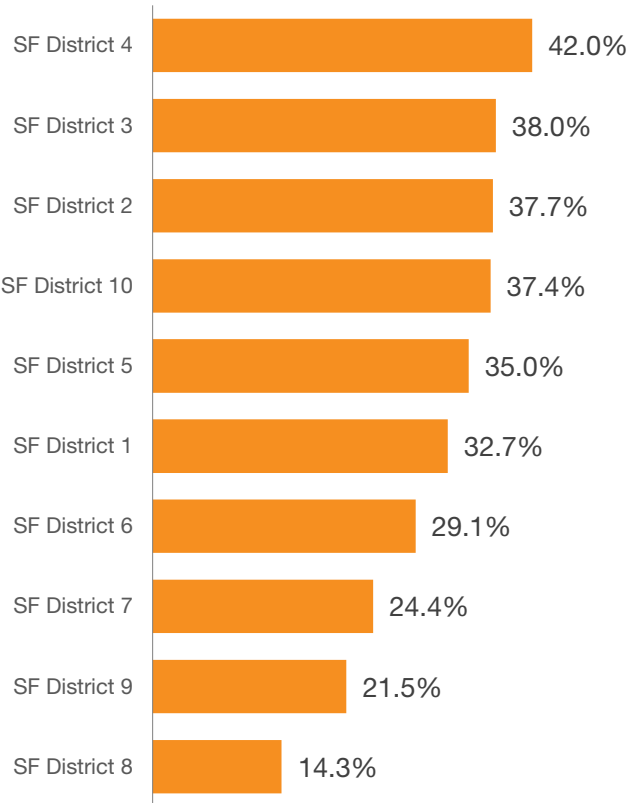
**+ 7.0%**

Growth in Closed Sales  
4 Bedrooms or More

## Closed Sales



## Top Areas: 4 Bedrooms or More Market Share in 2024



**104.3%**

Percent of Original List Price  
Received in 2024 for  
All Properties

**97.7%**

Percent of Original List Price  
Received in 2024 for  
2 Bedrooms or Less

**103.7%**

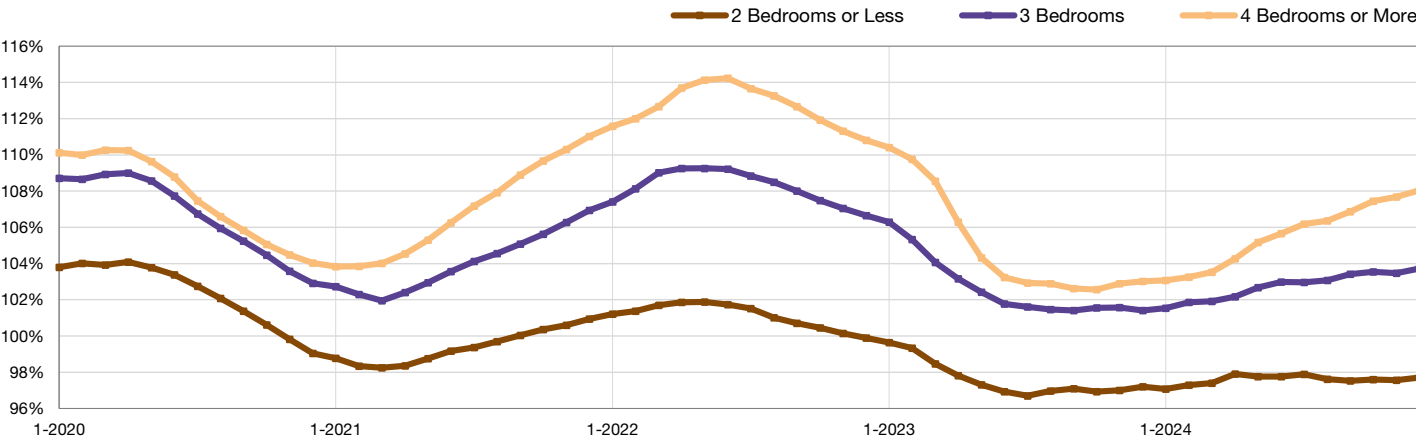
Percent of Original List Price  
Received in 2024 for  
3 Bedrooms

**108.0%**

Percent of Original List Price  
Received in 2024 for  
4 Bedrooms or More

## Percent of Original List Price Received

This chart uses a rolling 12-month average for each data point.





# Square Foot Range Review

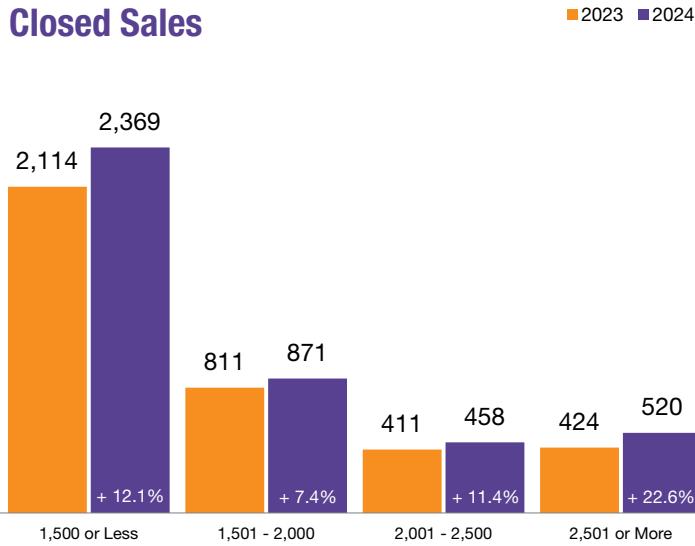
**+ 22.6%**

Growth in Closed Sales  
2,501 or More

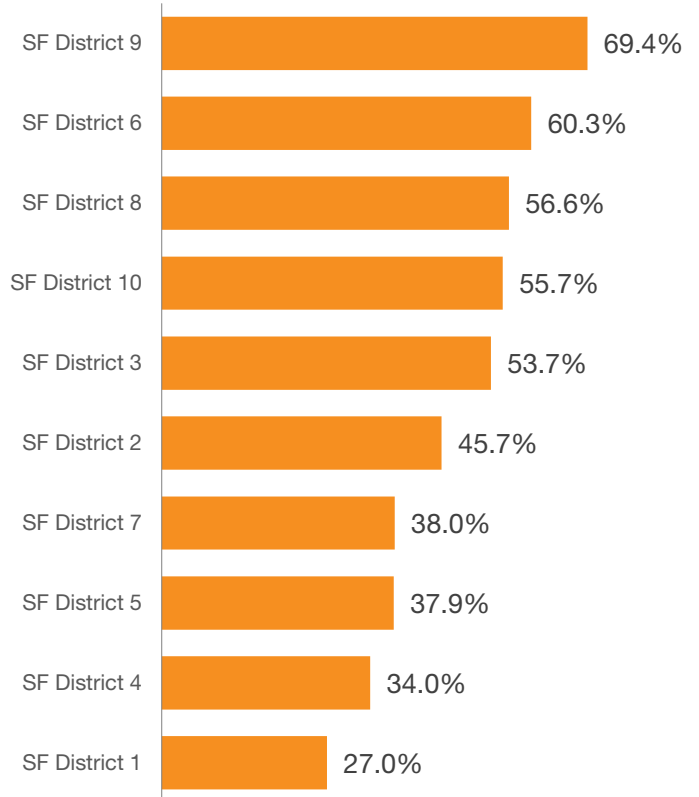
**+ 7.4%**

Growth in Closed Sales  
1,501 - 2,000

## Closed Sales



## Top Areas: 1,500 or Less Market Share in 2024



**103.6%**

Percent of Original List Price  
Received in 2024 for  
1,500 or Less

**106.6%**

Percent of Original List Price  
Received in 2024 for  
1,501 - 2,000

**107.0%**

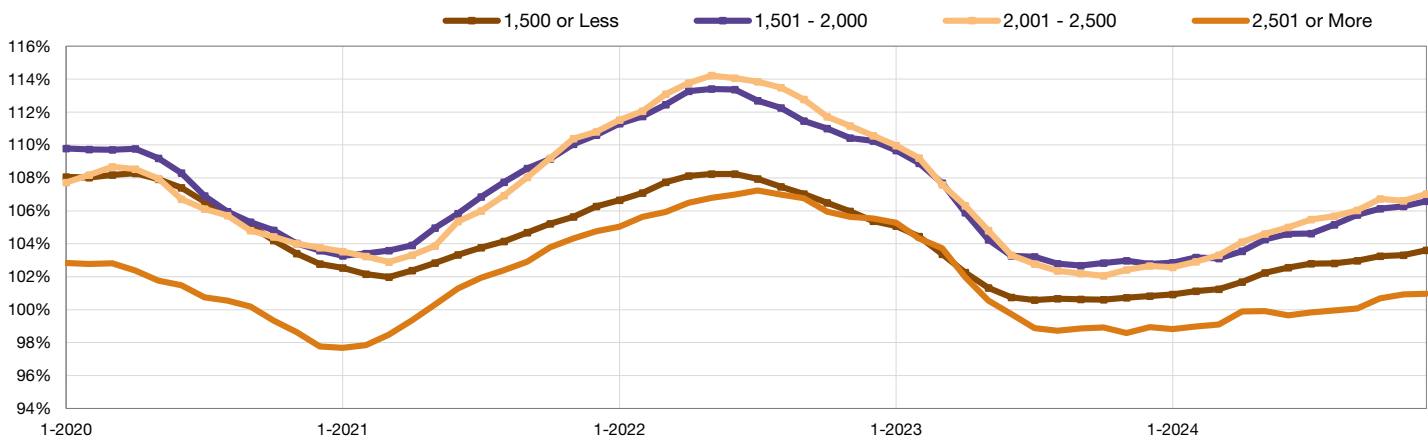
Percent of Original List Price  
Received in 2024 for  
2,001 - 2,500

**101.0%**

Percent of Original List Price  
Received in 2024 for  
2,501 or More

## Percent of Original List Price Received

This chart uses a rolling 12-month average for each data point.



# Price Range Review

**\$1,000,000 to  
\$1,749,999**

Price Range with  
Shortest Average  
Market Time

**\$749,000 or  
Less**

Price Range with  
Longest Average  
Market Time

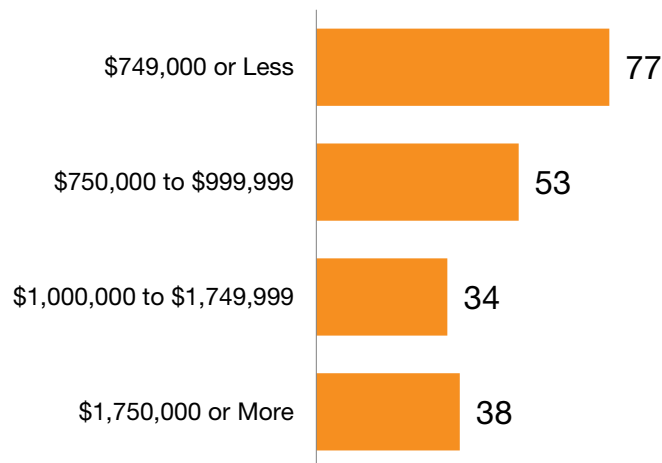
**26.5%**

of Homes for Sale  
at Year End Priced  
\$749,000 or Less

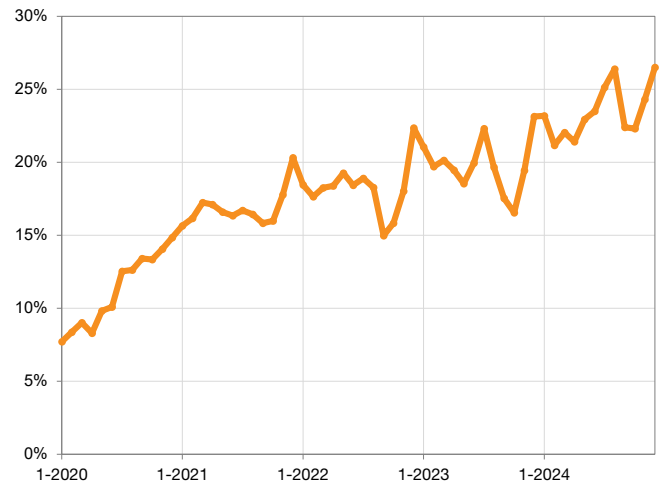
**- 11.5%**

One-Year Change  
in Homes for Sale Priced  
\$749,000 or Less

## Days on Market Until Sale by Price Range



## Share of Homes for Sale \$749,000 or Less



**\$1,000,000 to  
\$1,749,999**

Price Range with the  
Most Closed Sales

**+ 25.8%**

Price Range with Strongest  
One-Year Change in Sales:  
\$1,750,000 or More

**\$749,000 or  
Less**

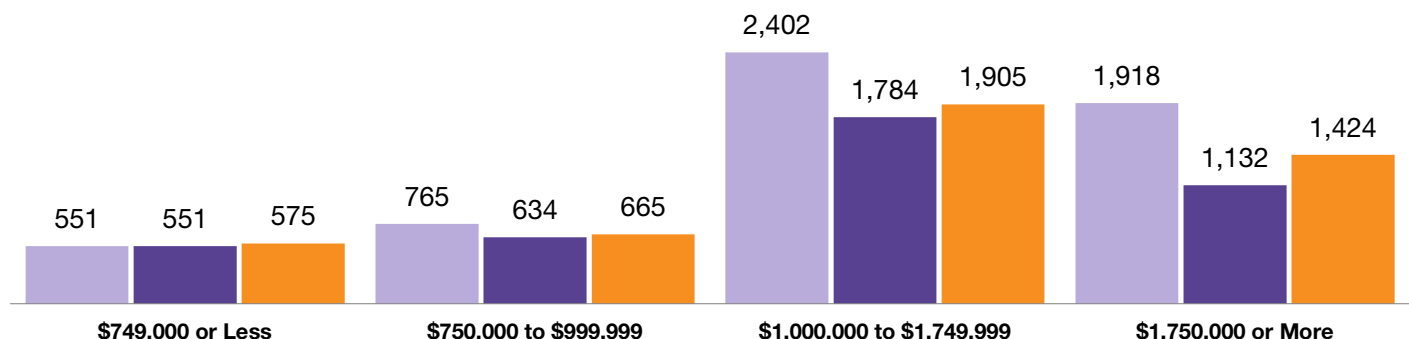
Price Range with the  
Fewest Closed Sales

**+ 4.4%**

Price Range with Weakest  
One-Year Change in Sales:  
\$749,000 or Less

## Closed Sales by Price Range

2022 2023 2024





# Area Overviews

	Total Closed Sales	Change from 2023	Percent Single-Family	Percent Condo/TIC/Coop	Months Supply of Inventory	Days on Market	Pct. of Orig. Price Received
SF District 1	315	+ 6.4%	63.5%	35.2%	0.6	33	105.7%
SF District 2	454	+ 12.9%	89.6%	9.7%	0.4	22	117.7%
SF District 3	171	+ 6.9%	88.9%	9.4%	0.9	27	108.4%
SF District 4	345	+ 9.9%	87.8%	11.0%	0.6	28	109.2%
SF District 5	674	+ 8.9%	45.0%	53.6%	0.7	36	105.1%
SF District 6	261	- 1.1%	11.9%	87.7%	0.9	43	100.7%
SF District 7	418	+ 31.4%	29.2%	70.6%	1.2	49	98.6%
SF District 8	490	+ 18.1%	5.1%	93.7%	2.5	69	96.4%
SF District 9	937	+ 8.4%	22.5%	76.4%	2.7	57	99.7%
SF District 10	505	+ 12.2%	82.2%	14.3%	1.5	42	107.9%



# Area Historical Median Prices

	2020	2021	2022	2023	2024	Change From 2023	Change From 2020
SF District 1	\$1,700,000	\$1,800,888	\$1,750,000	\$1,630,000	\$1,800,000	+ 10.4%	+ 5.9%
SF District 2	\$1,490,000	\$1,660,000	\$1,655,000	\$1,475,000	\$1,530,000	+ 3.7%	+ 2.7%
SF District 3	\$1,200,000	\$1,360,000	\$1,300,000	\$1,212,500	\$1,250,000	+ 3.1%	+ 4.2%
SF District 4	\$1,681,224	\$1,856,200	\$1,800,006	\$1,630,000	\$1,745,000	+ 7.1%	+ 3.8%
SF District 5	\$1,665,000	\$1,750,000	\$1,750,000	\$1,580,000	\$1,700,000	+ 7.6%	+ 2.1%
SF District 6	\$1,279,000	\$1,315,316	\$1,300,000	\$1,250,000	\$1,199,500	- 4.0%	- 6.2%
SF District 7	\$1,920,000	\$2,095,000	\$2,100,000	\$2,100,000	\$2,150,000	+ 2.4%	+ 12.0%
SF District 8	\$1,077,500	\$1,149,500	\$1,100,000	\$980,000	\$1,037,500	+ 5.9%	- 3.7%
SF District 9	\$1,205,500	\$1,205,000	\$1,200,000	\$1,102,544	\$1,150,000	+ 4.3%	- 4.6%
SF District 10	\$1,070,000	\$1,120,000	\$1,140,800	\$1,050,000	\$1,030,000	- 1.9%	- 3.7%



33 MIDWAY #302 | \$1,075,000

TELEGRAPH HILL | SOLD JUNE 2024

LISTED BY WARRIN TEAM











# GOLDEN GATE SOTHEBY'S INTERNATIONAL REALTY

## LOCAL KNOWLEDGE CONNECTED AROUND THE BAY AND THE WORLD

Our brokerage is the **number one** Sotheby's International Affiliate in Northern California. We can help you find your buyer. We have more than **500 agents** in **22 offices** representing active qualified buyers and sellers throughout the San Francisco Bay Area. We service the counties of:

- Alameda
- Contra Costa
- Marin
- Napa
- San Francisco
- San Mateo
- Santa Clara
- Solano
- Sonoma
- Santa Cruz



## SOTHEBY'S INTERNATIONAL REALTY WORLDWIDE REACH

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The Sotheby's International Realty brand is a collection of the finest real estate companies in the world. Today our network boasts more than 25,000 affiliated independent sales associates, located in over 1,000 offices, in 77 countries and territories worldwide, placing over 15,000 referrals every year.



# A+W SAN FRANCISCO FEATURED PROPERTIES



SOLD  
COW HOLLOW  
Elegant Cow Hollow Home  
\$7,810,500



SOLD  
NOE VALLEY  
Sold Over Asking  
\$6,250,000



SOLD  
COW HOLLOW  
Iconic Cow Hollow Home  
\$5,875,000



SOLD  
NOE VALLEY  
Represented Buyer  
\$5,800,000



SOLD  
NOE VALLEY  
Represented Buyer  
\$5,650,000



SOLD  
COLE VALLEY  
Represented Buyer  
\$5,505,000



SOLD  
PACIFIC HEIGHTS  
Pinnacle of Pacific Heights  
\$4,750,000



SOLD  
NOE VALLEY  
Represented Buyer  
\$4,712,500



SOLD  
LAKE DISTRICT  
Represented Buyer  
\$4,205,000

**FAST FACT :** The Applegarth + Warrin Team sold **nearly \$135 Million in 2023.**



# A+W MARIN FEATURED PROPERTIES



FOR SALE  
SAUSALITO  
Iconic Sausalito Estate  
\$16,500,000



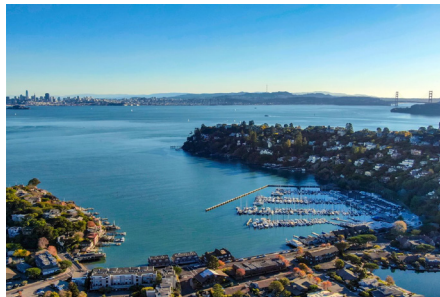
COMING SOON  
BOLINAS  
Iconic Waterfront Estate  
Price Upon Request



PENDING  
TIBURON  
Mount Tiburon Estate  
\$6,250,000



FOR SALE  
SAUSALITO  
Stunning Renovation  
\$5,995,000



SOLD  
BELVEDERE  
Belvedere Waterfront Estate  
Confidential



SOLD  
BELVEDERE  
Belvedere Sanctuary  
\$13,495,000



SOLD  
BELVEDERE  
Belvedere Sanctuary  
\$12,500,000



SOLD  
ROSS  
Modern Ross Masterpiece  
\$9,750,000



SOLD  
KENTFIELD  
Represented Buyer  
\$5,800,000



# 2295 VALLEJO #404 & #405

PACIFIC HEIGHTS | SOLD OCTOBER 2024

LISTED BY WARRIN TEAM









# BIGGEST HOME SALES IN THE U.S.

## 2024



**33064 Pacific Coast Highway** **\$210,000,000**  
Malibu, CA  
*Listed by Westside Estate Agency*



**10 Tarpon Isle** **\$152,000,000**  
Palm Beach, FL  
*Listed by Douglas Elliman*



**455 N. County Road** **\$148,000,000**  
Palm Beach, FL  
*Listed by Premier Estate Properties*



**750 5th Avenue, PH** **\$135,000,000**  
New York, NY  
*Listed by Aman New York*



**217 W. 57th Street** **\$117,400,000**  
New York, NY  
*Listed by Corcoran Real Estate*



**10721 Stradella Court** **\$112,000,000**  
Los Angeles, CA  
*Listed by Christie's International Real Estate*



2024 HIGHLIGHTS

# SIGNIFICANT SALES





## London, England

SOLD FOR £15.5M

Sotheby's International Realty Represented by  
Christopher Steen, Anders Elbe



## Dubai, United Arab Emirates

SOLD FOR AED240.5M

Sotheby's International Realty Represented by  
Erick Knaider



## Tokyo, Japan

SOLD FOR JPY6.685B

Sotheby's International Realty Represented by  
Kantaro Aoki, Jinyu Cui



## Kailua, Hawaii

SOLD FOR \$26,000,000

Sotheby's International Realty Represented  
by Scott Carvill





## Old Fort Bay, The Bahamas

SOLD FOR \$24,000,000

Sotheby's International Realty Represented by  
[Mark Hussey](#)



## London, England

SOLD FOR £15.5M

Sotheby's International Realty Represented by  
[Guy Bradshaw](#)



## Sagaponack, New York

SOLD FOR \$24,925,000

Sotheby's International Realty Represented by  
[Deborah Pirro](#), [Diane Anderson](#)



## Palisades, New York

SOLD FOR \$26,125,000

Sotheby's International Realty Represented by  
[Richard Ellis](#)





## Las Vegas, Nevada

SOLD FOR \$15,000,000

Sotheby's International Realty Represented by  
[Michael Pallier](#)



## Milan, Italy

SOLD FOR £12M

Sotheby's International Realty Represented by  
[Barbara Legnani](#)



## Mountain Village, Colorado

SOLD FOR \$15,000,000

Sotheby's International Realty Represented by [D Angie Johnson](#), [Dan Dockray](#)



## Montecito, California

SOLD FOR \$11,005,000

Sotheby's International Realty Represented by  
[Richard Ellis](#)





## Palm Beach, Florida

SOLD FOR \$50,000,000

Sotheby's International Realty Represented by  
Todd Peter



## Bedford, New York

SOLD FOR \$30,675,000

Sotheby's International Realty Represented by  
Barbara Legnani



## Summerland Key, Florida

SOLD FOR \$13,465,000

Sotheby's International Realty Represented by D  
Jenna Stauffer



## Lake Tarawera, Zealand

SOLD FOR \$10,000,000

Sotheby's International Realty Represented by  
Shona Duncan





## Malibu, California

SOLD FOR \$15,500,000

Sotheby's International Realty Represented by  
[Gayle Pritchett-Macleod](#), [Lacey Rose Gorden](#)



## Queenstown, New Zealand

PRICE UNDISCLOSED

Sotheby's International Realty Represented by  
[Matt Finnigan](#), [Russell Reddell](#)



## Como, Italy

SOLD FOR €4.2 Million

Sotheby's International Realty Represented by [Diego Antinolo](#)



## Vaucluse, Australia

SOLD FOR \$30,388,000

Sotheby's International Realty Represented by  
[Michael Pallier](#)





## Key Largo, Florida

SOLD FOR \$22,855,000

Sotheby's International Realty Represented by  
[Mary Lee](#)



## Newport Beach, California

SOLD FOR \$14,800,000

Sotheby's International Realty Represented by  
[Cain Group](#)



## Beverly Hills, California

SOLD FOR \$18,995,000

Sotheby's International Realty Represented by  
[Lori Berris](#)



## Lesna, Italy

SOLD FOR €4 Million

Sotheby's International Realty Represented by  
[Paul Warrin](#)







PROUD TO BE  
RECOGNIZED

# #1 TEAM 2024

SAN FRANCISCO BAY AREA

WARRIN TEAM  
— SAN FRANCISCO + MARIN

Thank you to our loyal clients for an incredible 2024.  
We look forward to working together in 2025.

Golden  
Gate

Sotheby's  
INTERNATIONAL REALTY



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APPLEGARTH + WARRIN  
OVER \$2 BILLION IN SALES

