

December 2024 San Francisco County Market Update

H R E G



Overview

December 2024

New Listings

152

+31% Year-over-year

Closed Sales

272

+9% Year-over-year

Average Days-on-Market

54

-4% Year-over-year

Average Price Per SqFt

\$967

+1% Year-over-year

Median Sale Price

\$1.31M

+7% Year-over-year

Total Volume

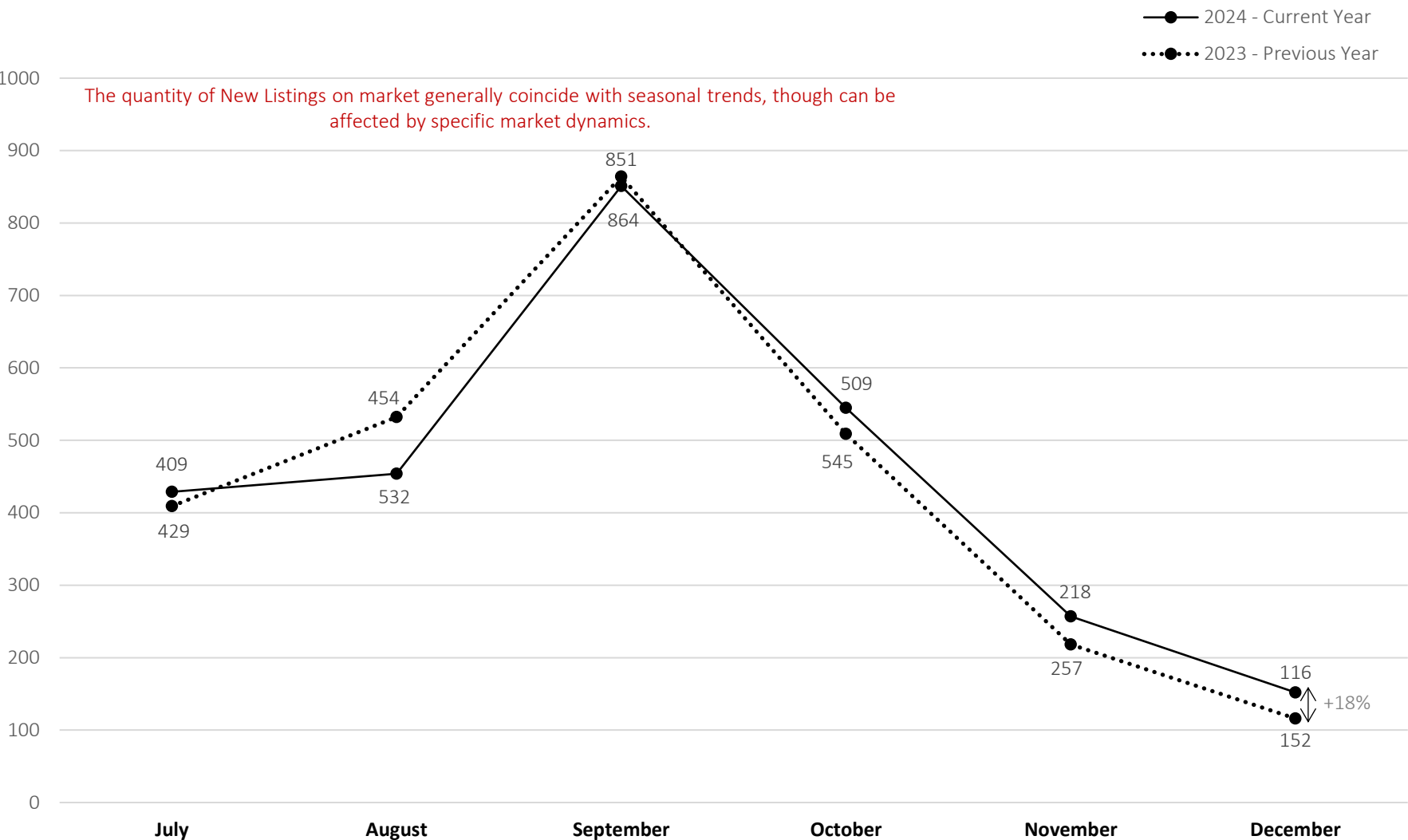
\$417M

+8% Year-over-year



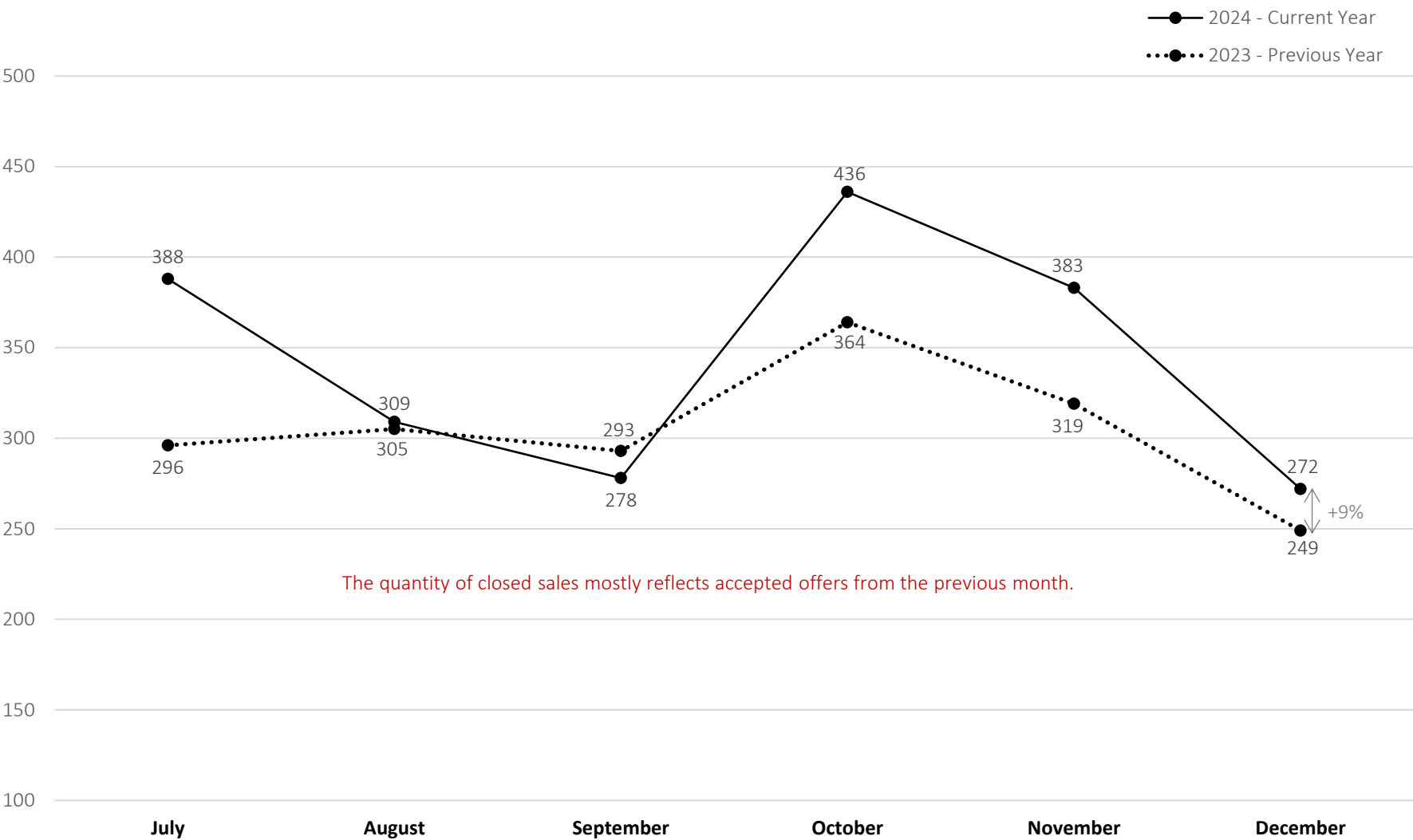
New Listings

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



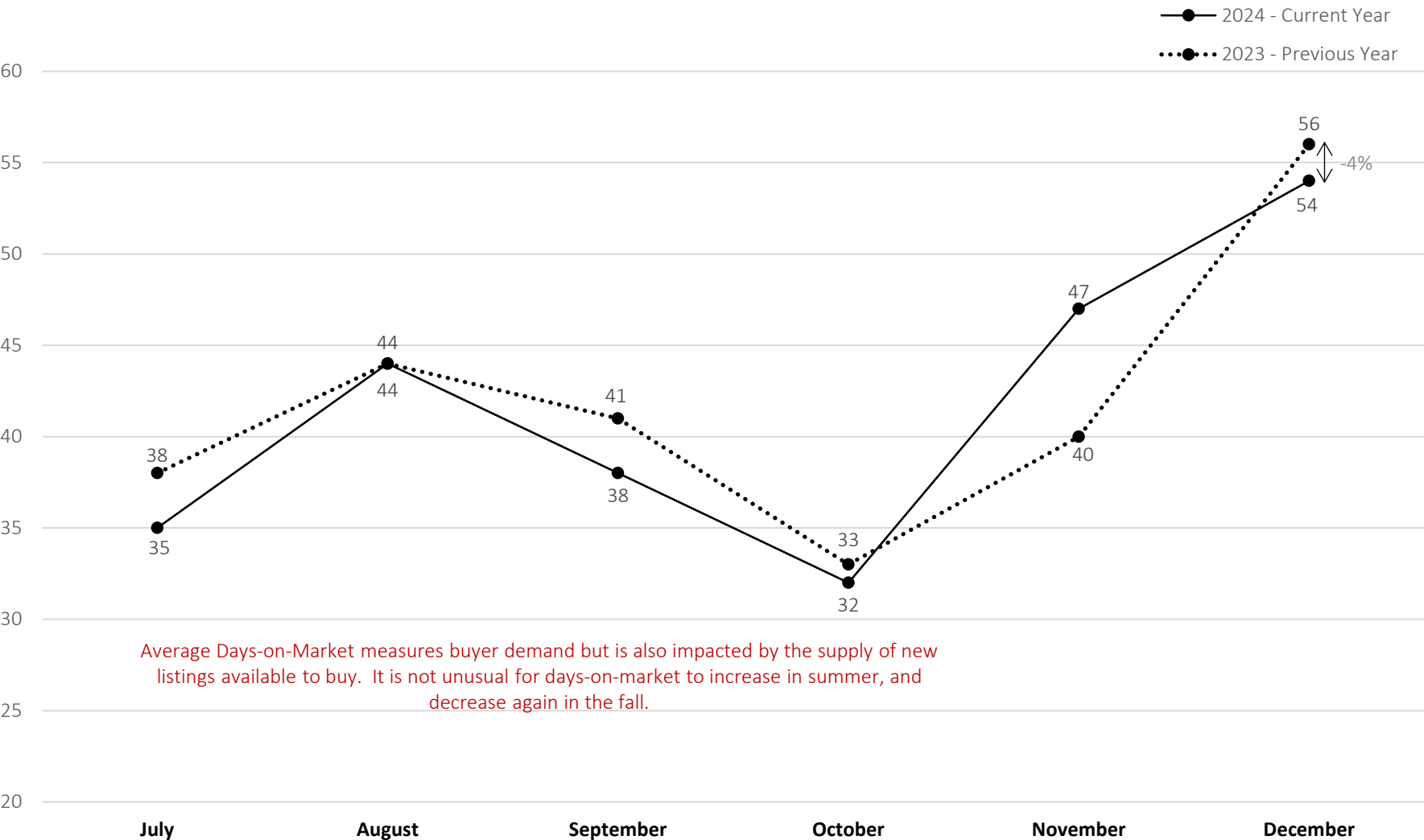
Closed Sales

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



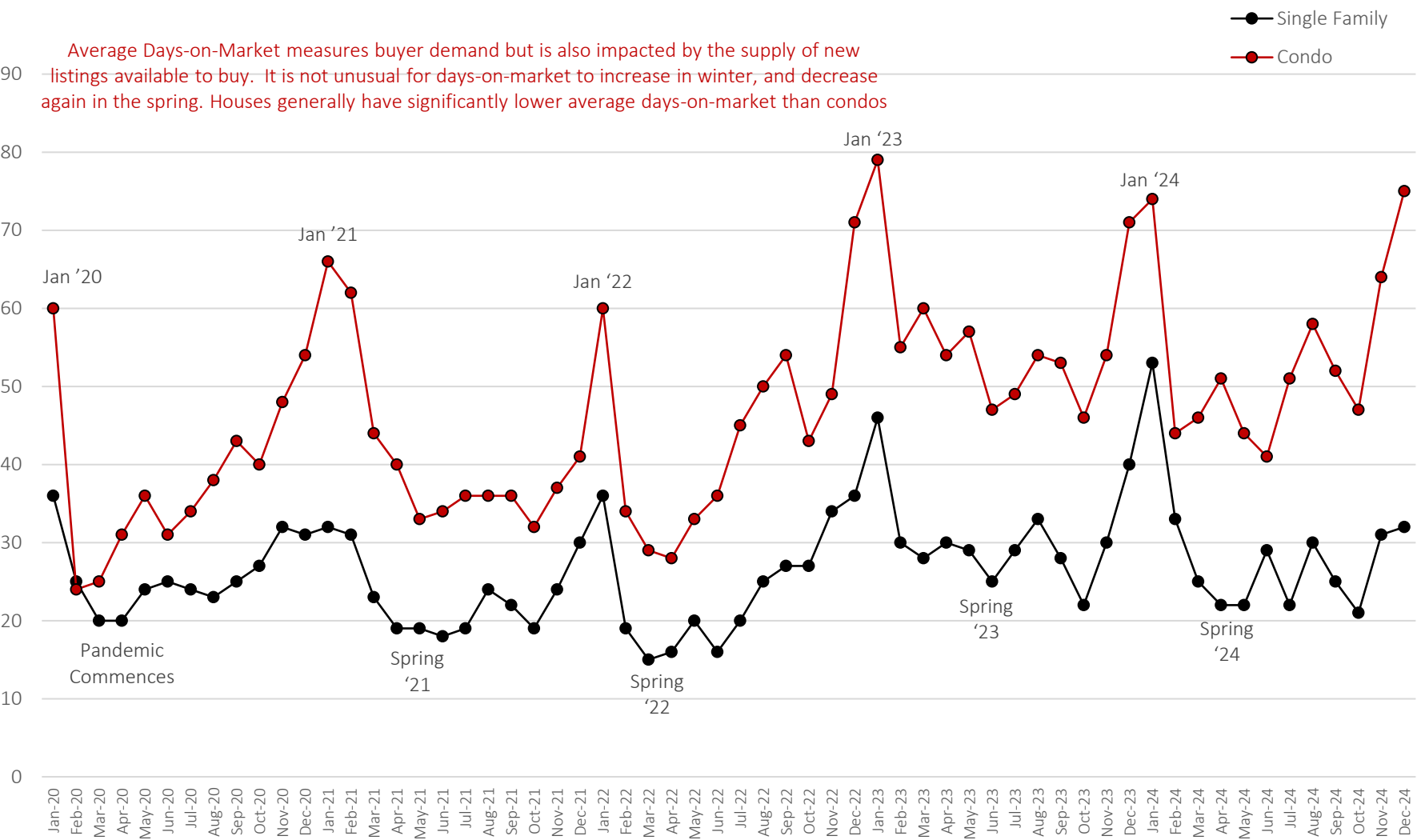
Average Days-on-Market

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



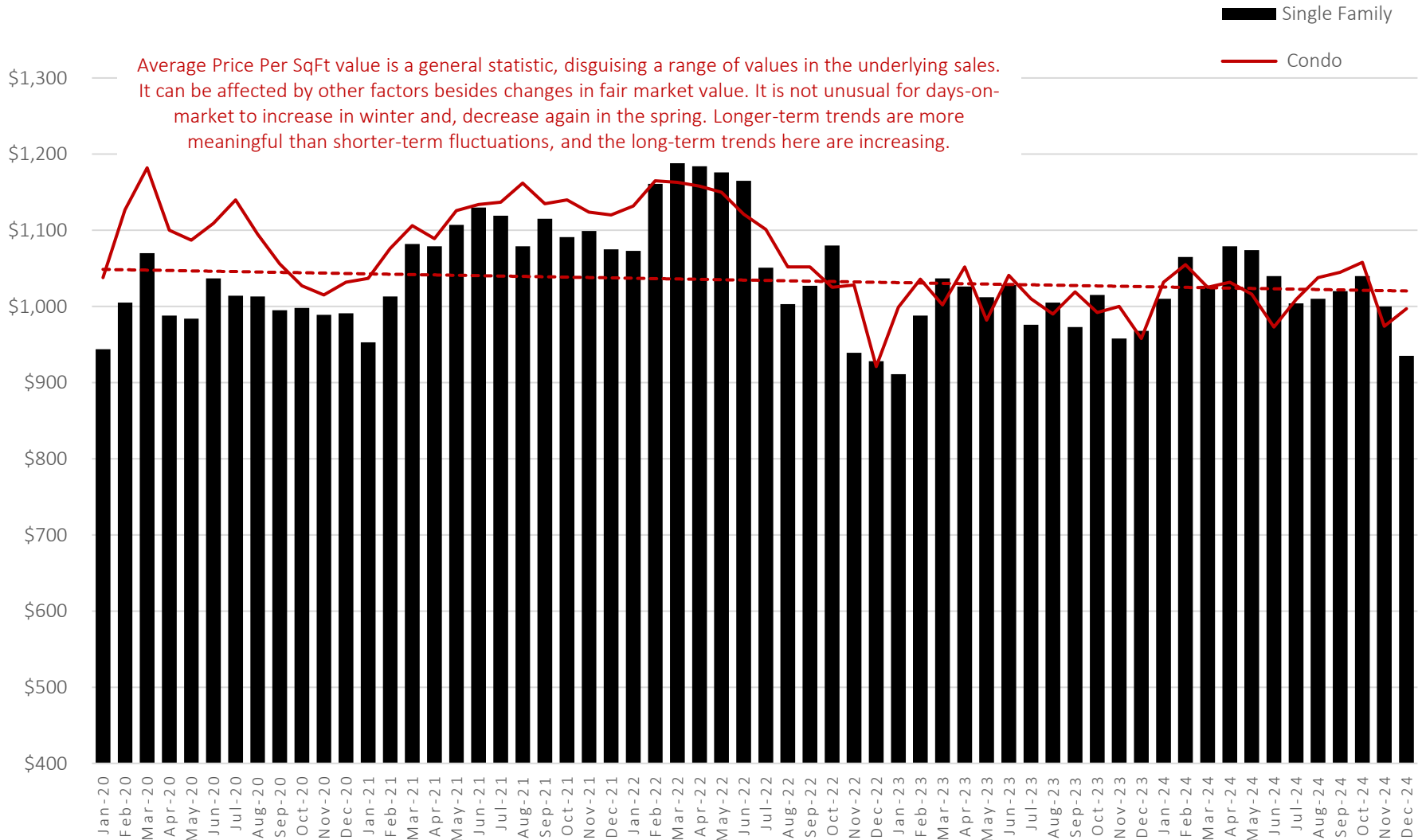
Average Days-on-Market - Market Seasonality

BY MONTH, SINGLE FAMILY & CONDO, TRAILING 5 YEARS



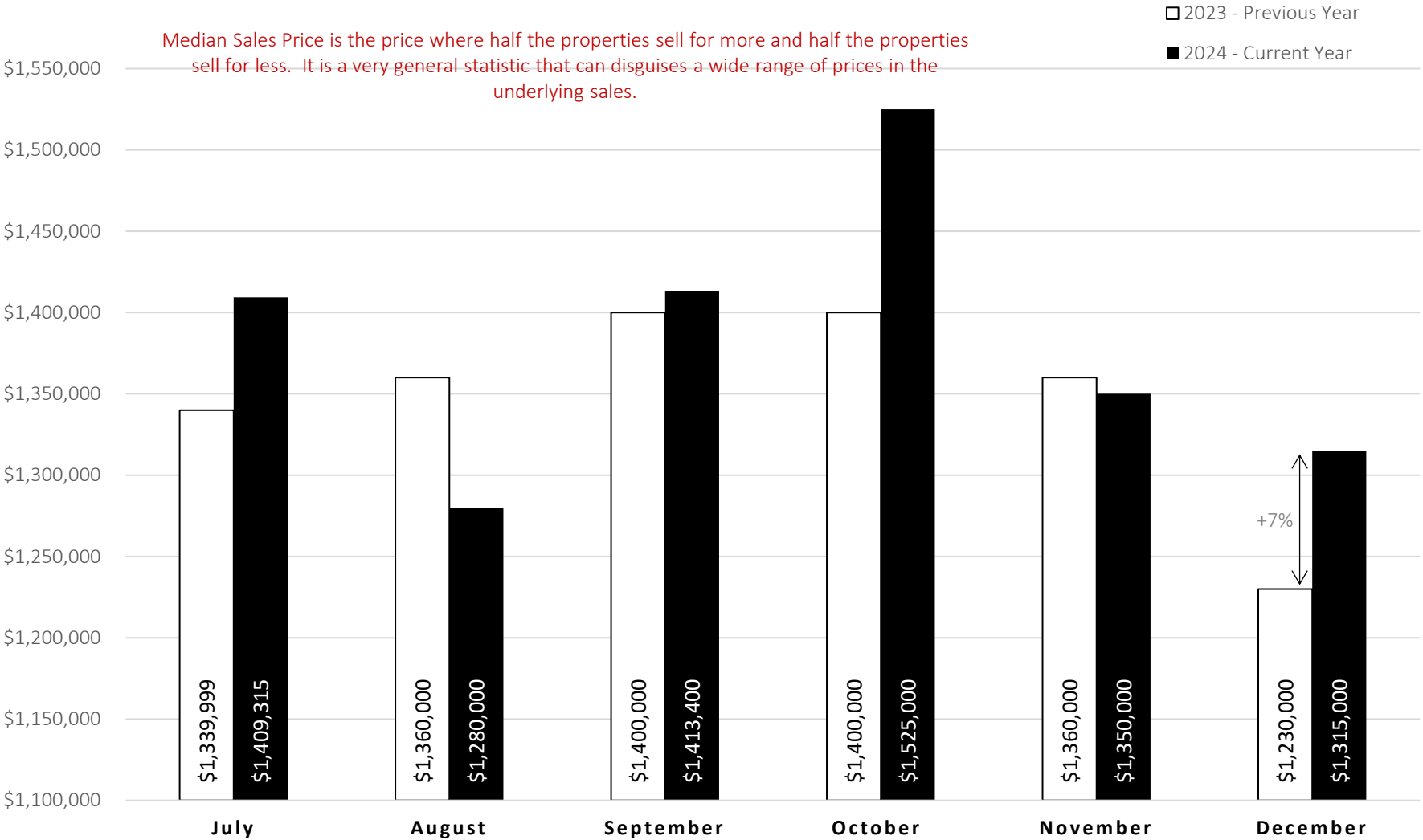
Average Price Per SqFt - Property Value Trends

BY MONTH, SINGLE FAMILY & CONDO, TRAILING 5 YEARS



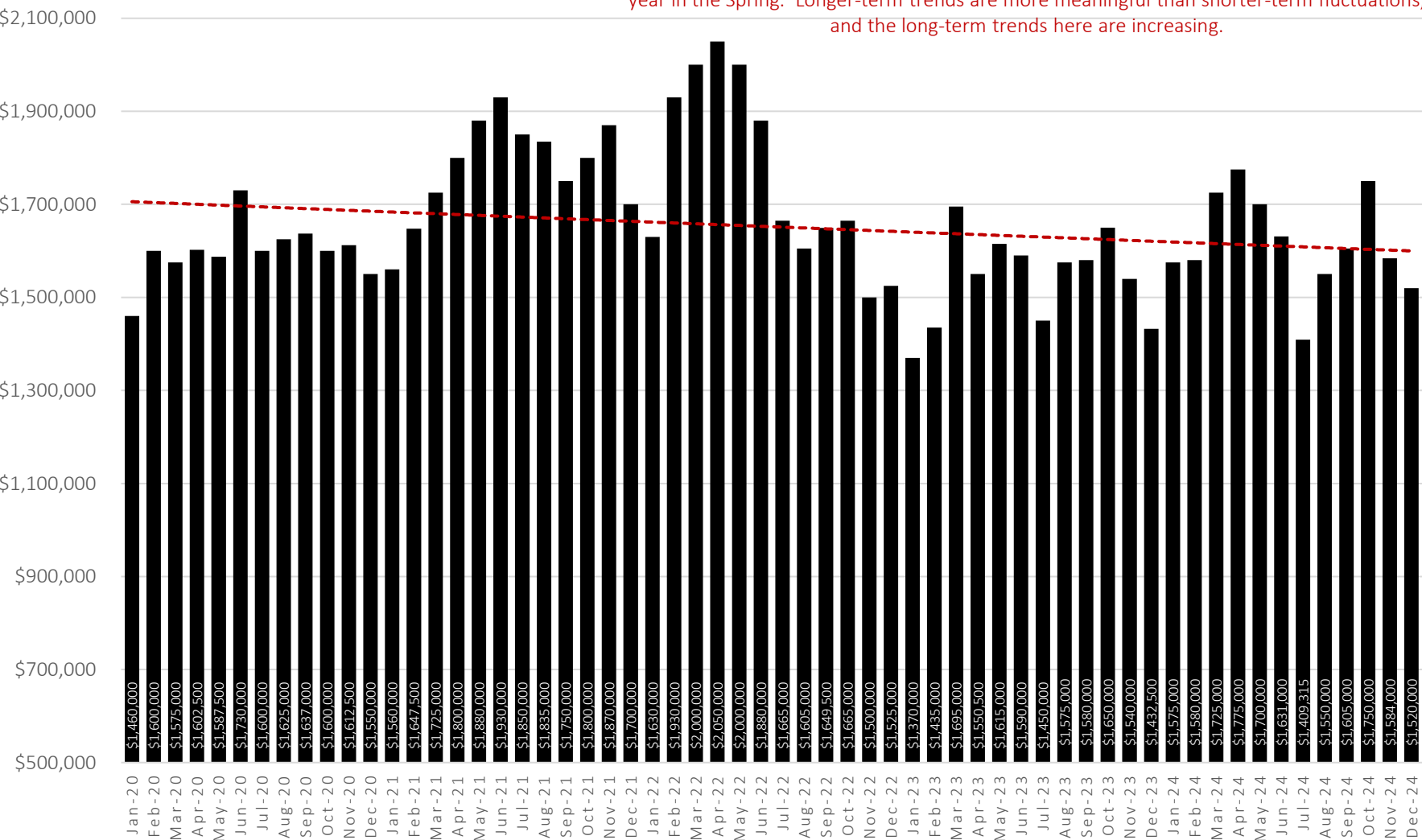
Median Sales Price

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



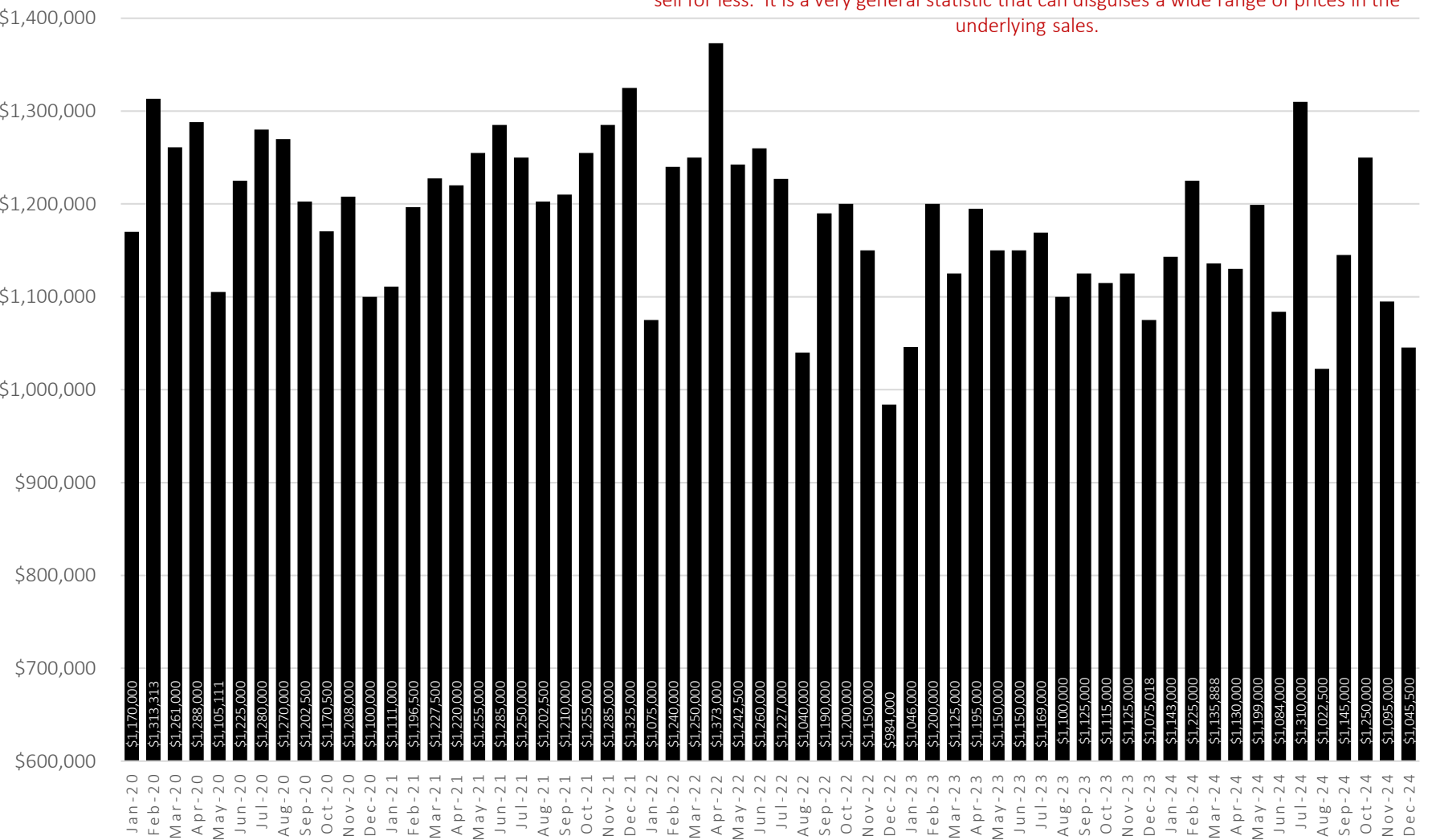
Median Home Sales Price

BY MONTH, TRAILING 5 YEARS



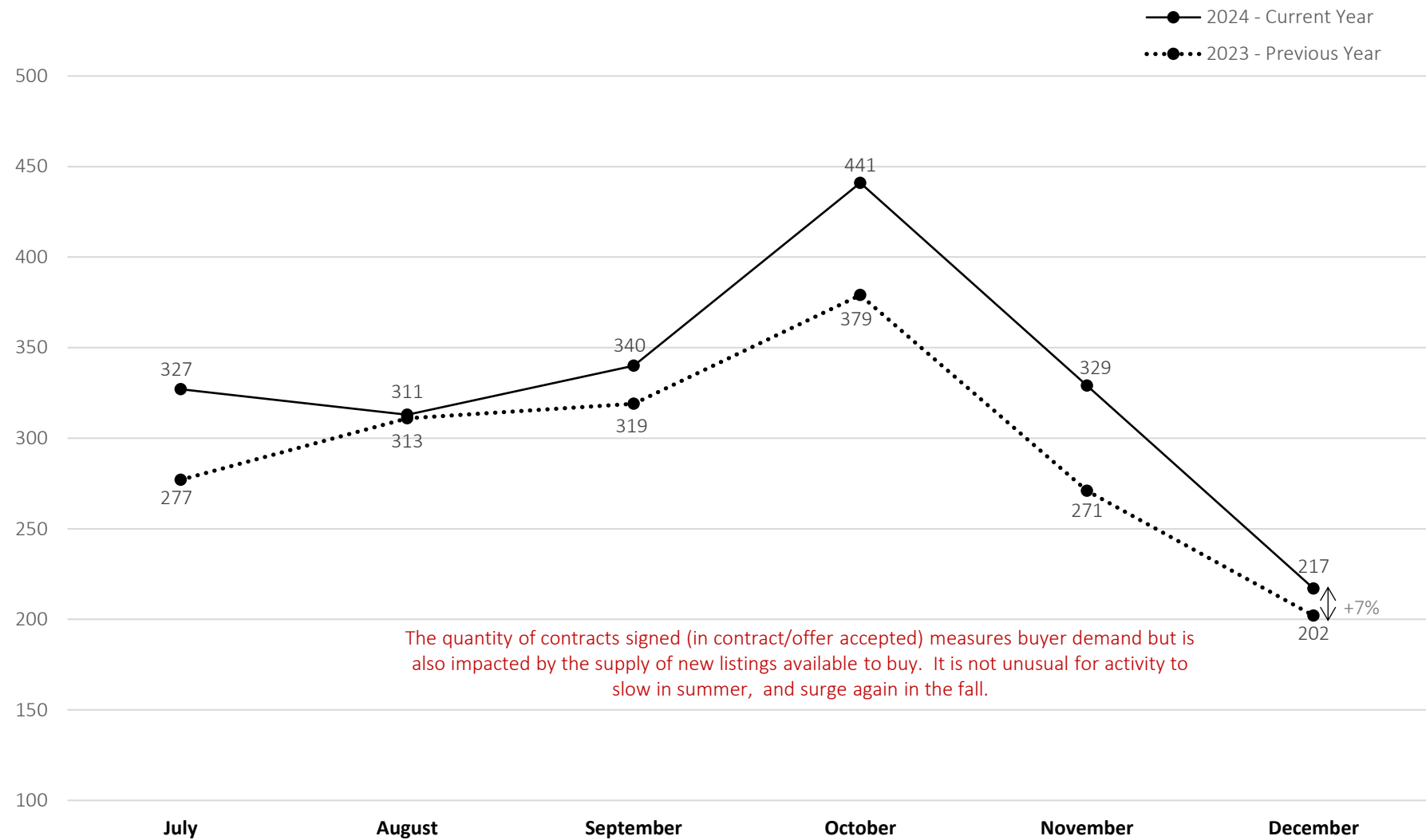
Median Condo Sales Price

BY MONTH, TRAILING 5 YEARS



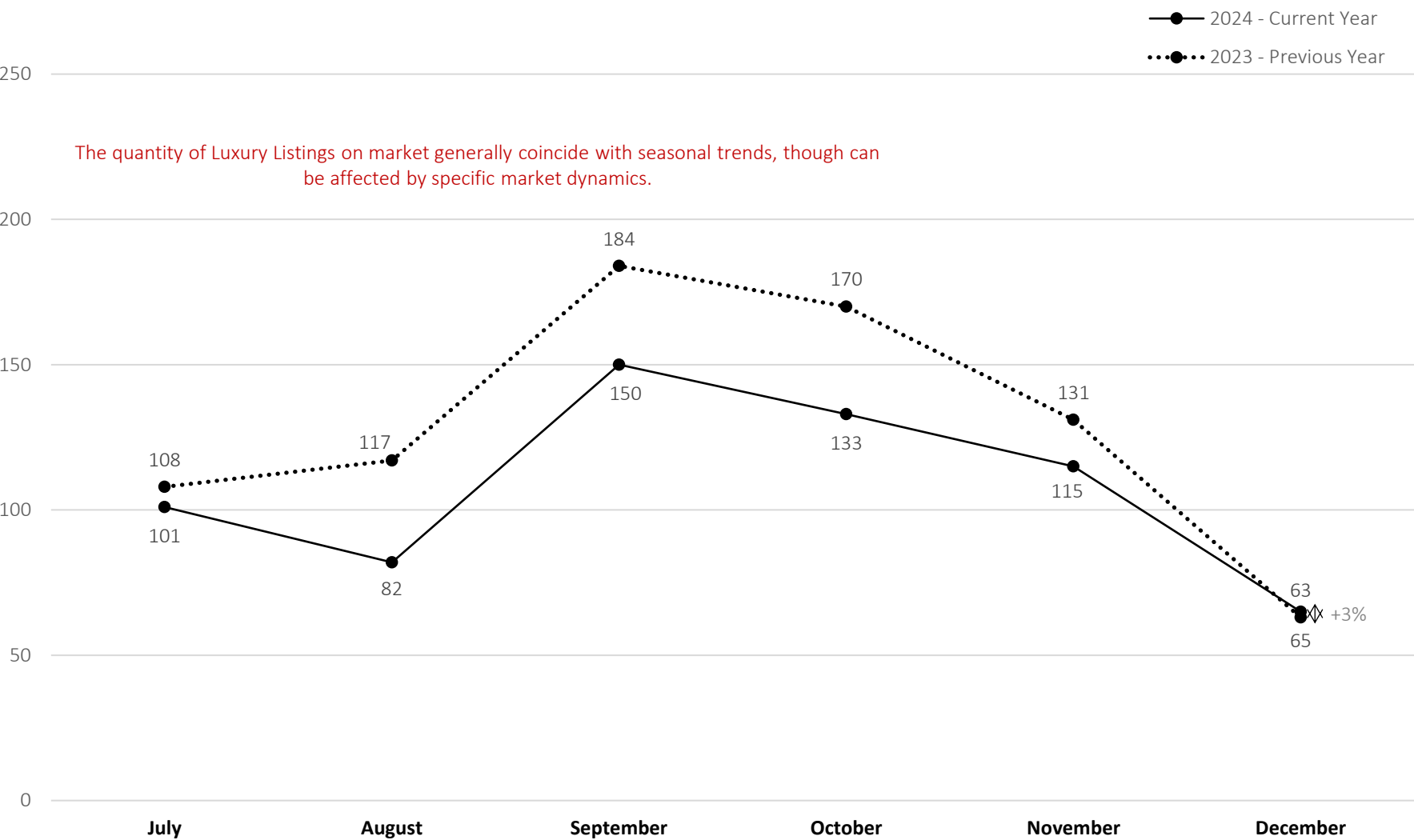
Contracts Signed

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



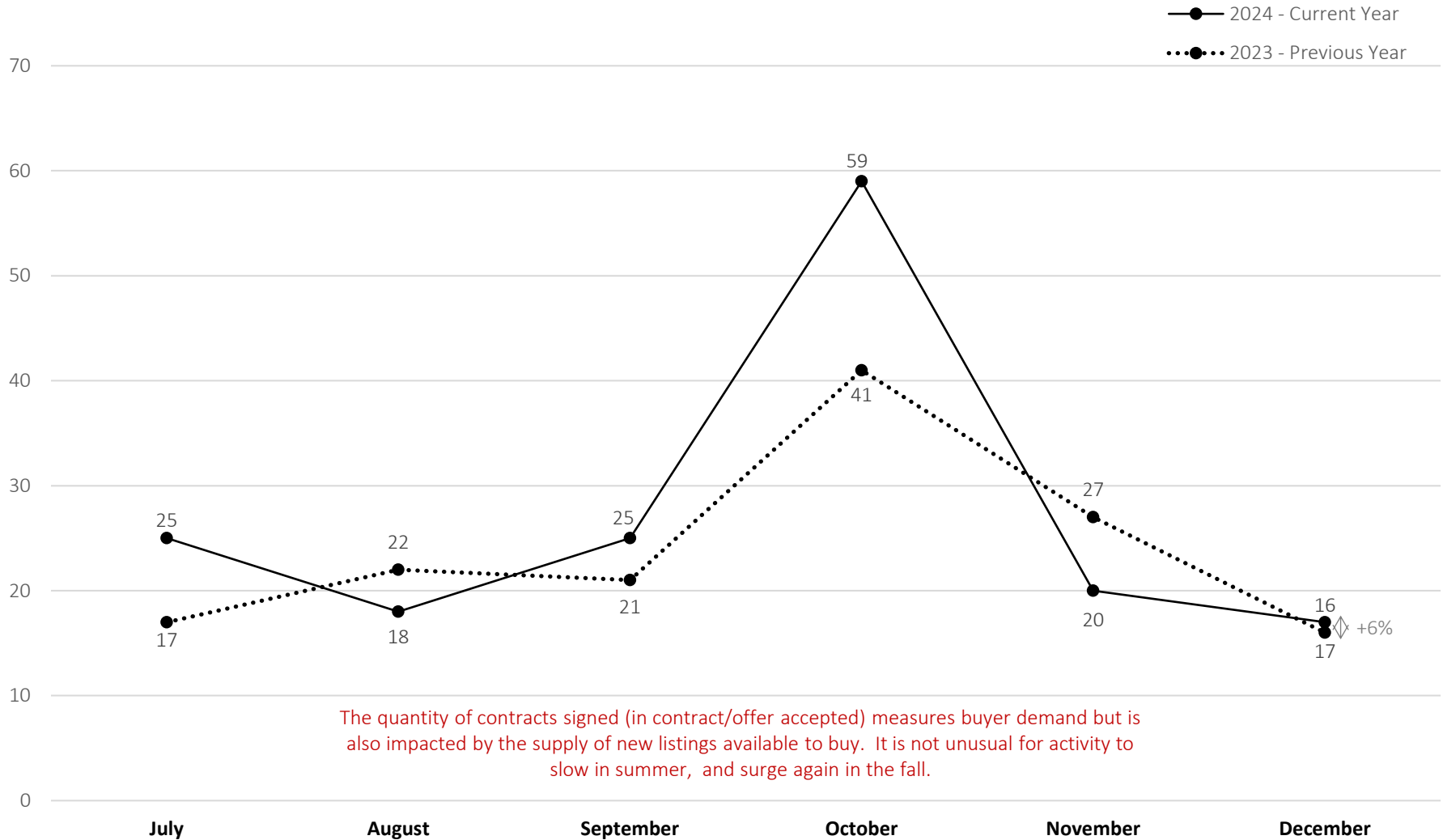
Luxury Listings for Sale (\$3 Million+)

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



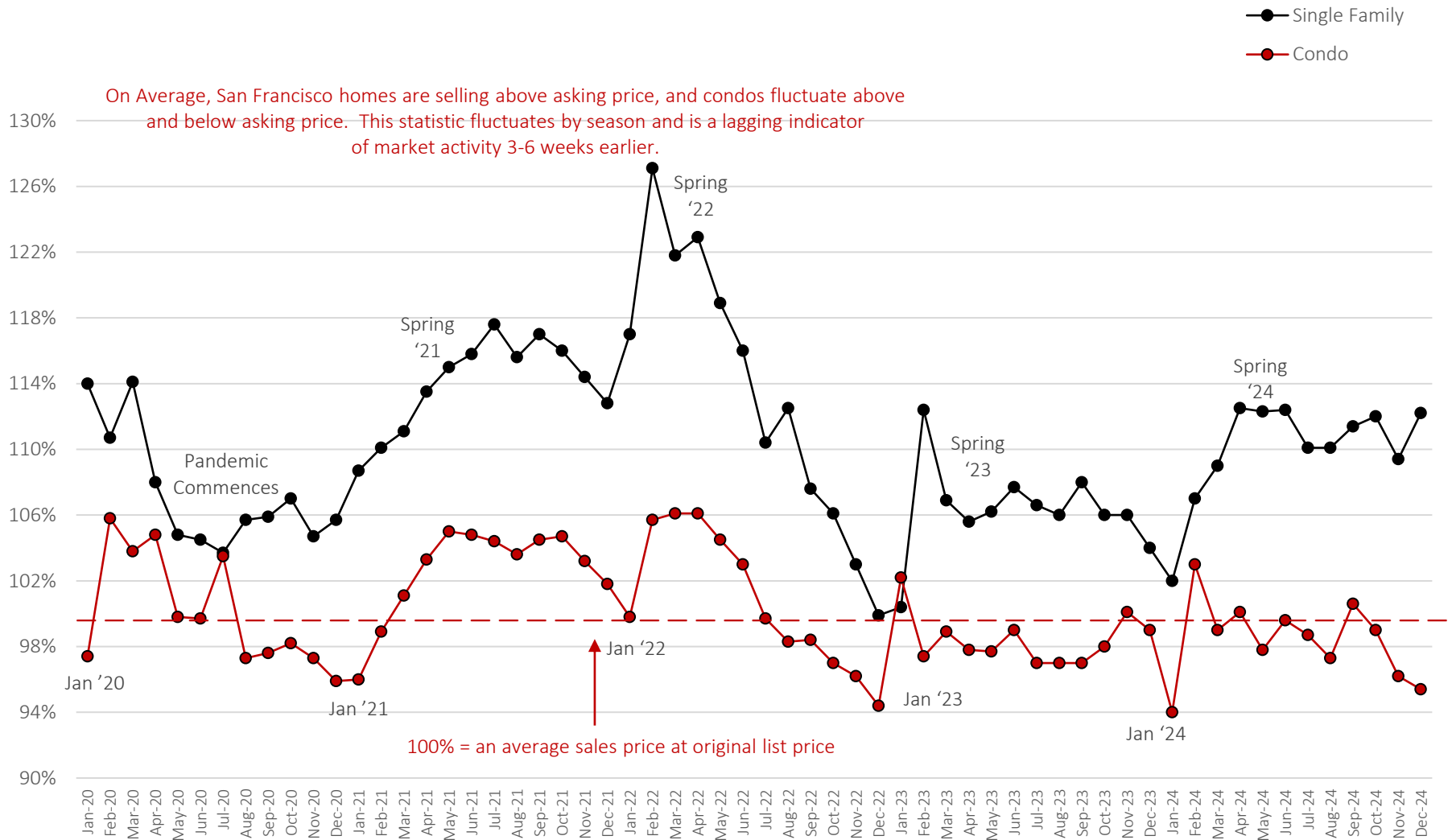
Luxury Contracts Signed (\$3 Million+)

BY MONTH, YEAR-OVER-YEAR, TRAILING 6 MONTHS



Average Sales Price to Original List Price Percentage

BY MONTH, SINGLE FAMILY & CONDO, TRAILING 5 YEARS



30-Year Fixed Rate Mortgage Average in US

BY WEEK, TRAILING 50 YEARS



Dedicated to Success

Being an independently owned and operated franchise of Keller Williams, KW Bay Area Estates has the position as the Bay Area's foremost luxury real estate services firm with the execution of best-in-class customer service. KWBAE's unparalleled team consists of more than 250 associates and professionals strategically located in the San Francisco Bay Area with offices in Los Gatos and Saratoga. Under the same ownership, we have our sister offices of KW Coastal Estates and KW South Bay Commercial. Since its inception, the team has successfully represented more than 7,000 transactions, totaling more than \$8 billion in total sales.

The Hawley Real Estate Group is a professional real estate and design group serving buyers, sellers, and investors of property in the San Francisco Bay Area, spanning San Francisco to Monterrey. The group is comprised of a mother and son realtor team, led by the firm's President and Founder, Mary Hawley. With more than \$65M+ in total sales, the firm closes ~10+ transactions annually. With design and project management experience, the team also specializes in property rehab in order to maximize return. We are approved for the seller finance rehab programs that allow our clients to leverage financing of their rehab through the contractor which is repaid close of escrow.



The Hawley Real Estate Group

Mary Hawley – mary@hawleyregroup.com

Matthew Hawley – matt@hawleyregroup.com

www.hawleyregroup.com

KWBAE.COM

16780 Lark Ave, Los Gatos, CA 95032

12820 Saratoga-Sunnyvale Rd, Saratoga, CA 95070

Each Office Is Independently Owned and Operated, Equal Housing Opportunity.



All rights reserved. This information may not be copied, used, or distributed without KW Bay Area Estates' consent. Data is pulled from MLSListings Inc. While information is believed true, no guarantee is made of accuracy. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by KW Bay Area Estates or MLS.

Market report prepared by Matthew Hawley