



# SAN FRANCISCO MARKET UPDATE

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Q1 2026





## VANGUARD PROPERTIES

# MARKET UPDATE

### SAN FRANCISCO | Q1 2026

San Francisco’s housing market kicked off 2026 with one of the strongest first quarters in recent memory, driven by sharp price gains, fast sales, and historically low inventory.

The headline number: single-family home prices surged 21.2% year-over-year to \$1,975,000, one of the largest increases in recent cycles. At the same time, sellers are achieving exceptional results, with homes selling for an average of 119.3% of list price, the highest level on record, and nearly 80% selling above asking. Homes are moving quickly, averaging just 11 days on market.

Inventory remains the defining constraint. The number of homes for sale declined 19.0% year-over-year, while both contracts and closed sales dipped slightly, reinforcing that limited supply, not demand, is holding back transaction volume.

The condo market is also gaining momentum. The median price rose 14.5% to \$1,225,000, while the pace of sales accelerated significantly, with days on market dropping 48.1% to just 14 days. More than half of condos (51.2%) sold above asking, a dramatic increase from last year, and sellers received an average of 104.6% of list price. Inventory declined 22.4%, further tightening the market.

This strength is being fueled by several key factors. The AI-driven wealth effect continues to bring high-income buyers back into the market, while a strong stock market and steady job growth are boosting confidence. Mortgage rates stabilizing in the low-6% range have also helped keep buyers engaged, even as the “rate lock-in” effect continues to limit new listings.

San Francisco enters the spring season with clear momentum. Demand is strong, supply remains constrained, and competition is intensifying across both houses and condos. If these trends continue, 2026 is shaping up to be a standout year, with sellers benefiting from strong pricing power and buyers needing to act quickly and decisively in a fast-moving market.



### SINGLE FAMILY HOMES



### CONDOMINIUMS

#### Q1 2026

Median Sales Price	\$1,975,000 ↑
Days on market	11 ↓
\$/SQ. FT.	\$1,129 ↑
# For Sale On Last Day Of Quarter	179 ↓
Went Into Contract	433 ↓
Properties Sold	420 ↓

#### Q1 2026

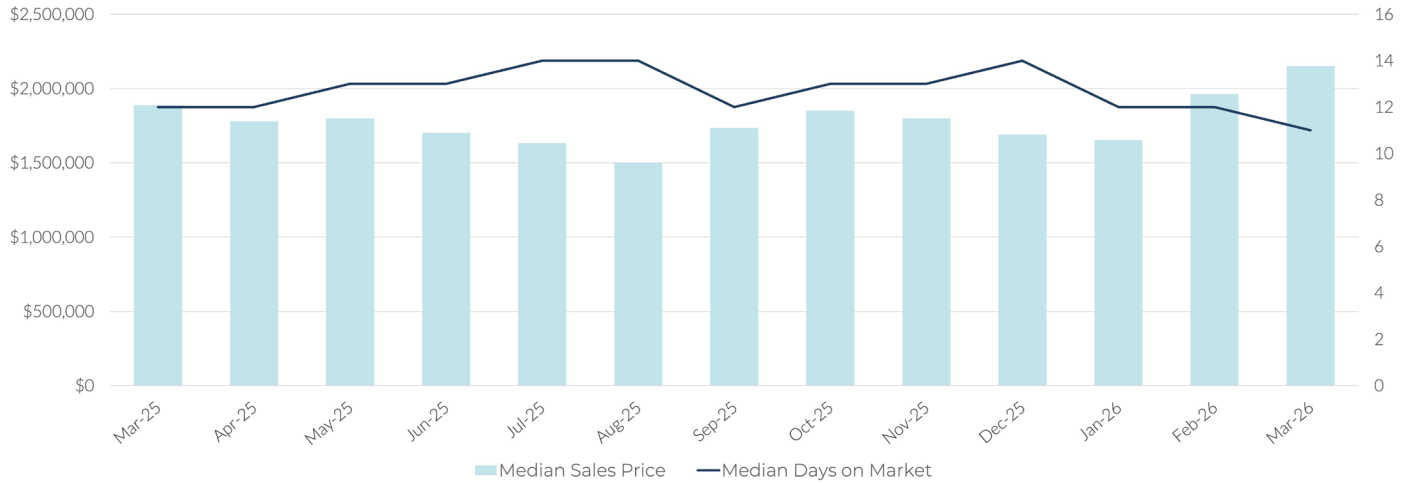
Median Sales Price	\$1,225,000 ↑
Days On Market	14 ↓
\$/Sq. Ft.	\$1,067 ↑
# For Sale Last Day Of Quarter	512 ↓
Went Into Contract	609 ↓
Properties Sold	562 ↑

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



### SINGLE FAMILY RESIDENCES

#### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+9.5%**

DAYS ON MARKET: **-1 day**

#### YEAR-OVER-YEAR COMPARISON

*“Single-family home prices surged 21.2% year-over-year to \$1,975,000, one of the largest increases in recent cycles.”*

	Q1-2026	Q1-2025	%Δ
Median Sales Price	\$1,975,000	\$1,630,000	+21.2%
Median Days On Market	11	13	-15.4%
\$/SQ. FT.	\$1,129	\$1,010	+11.8%

	Q1-2026	Q1-2025	%Δ
Total Went Into Contract	433	495	-12.5%
Total Properties Sold	420	449	-6.5%
# For Sale Last Day of Quarter	179	221	-19.0%
% Of Properties Sold Over List	79.8%	73.5%	+8.6%
% Of List Price Received (Average)	119.3%	111.9%	+6.6%

## MEDIAN AREA VALUES

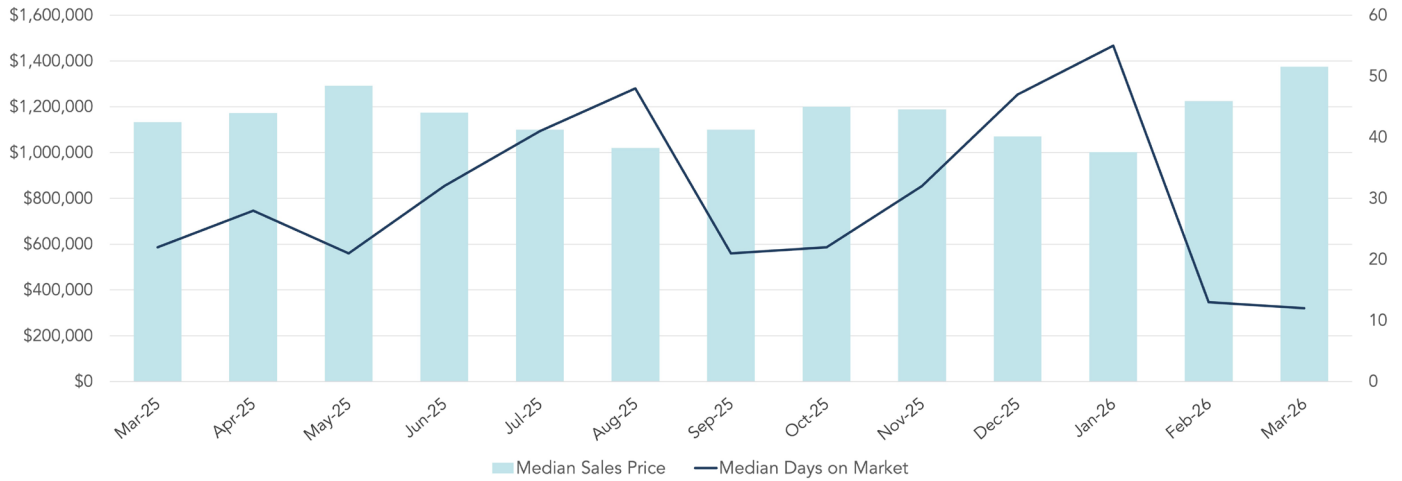
Q1 2026

NEIGHBORHOOD	SINGLE FAMILY	\$ / SQ. FT.	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$8,300,000	\$1,522	103.1%	21*
Hayes Valley	\$5,650,000	\$1,638	128.0%	1*
Marina/Cow Hollow	\$5,200,000	\$1,696	108.3%	12*
Russian Hill	\$4,100,000	\$1,318	100.0%	1*
Cole Valley/Haight	\$3,900,734	\$1,608	114.8%	5*
Buena Vista/Corona Heights	\$3,650,000	\$1,359	115.6%	3*
Castro/Duboce Triangle	\$3,600,000	\$1,746	132.7%	12*
Lower Pacific/Laurel Heights	\$3,525,000	\$1,500	109.1%	2*
Noe Valley	\$3,412,500	\$1,668	125.7%	22*
Diamond Heights	\$3,350,000	\$1,538	138.3%	3*
Richmond/Lake Street	\$2,575,004	\$1,086	119.0%	28*
Ingleside Terrace/Lakeside	\$2,556,000	\$984	112.2%	4*
Sunset	\$1,900,000	\$1,182	129.6%	49*
Bernal Heights/Glen Park	\$1,730,000	\$1,085	120.7%	38*
Westwood Park/Sunnyside	\$1,680,000	\$1,027	118.2%	17*
Alamo Square/NOPA	\$1,653,325	\$1,213	113.2%	7*
Potrero Hill	\$1,650,000	\$1,269	118.2%	5*
Mission	\$1,530,000	\$1,070	114.0%	7*
Excelsior/Portola	\$1,250,000	\$811	115.4%	25*
Bayview/Hunters Point	\$1,050,000	\$690	110.6%	9*

\* Small sample size (n<50); use caution when interpreting statistics. Sources: SFAR MLS & BrokerMetrics; Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2026 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

### CONDOMINIUMS/TIC/COOPS

#### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+12.2%**

DAYS ON MARKET: **-1 day**

#### YEAR-OVER-YEAR COMPARISON

*"The median price rose 14.5% to \$1,225,000, while the pace of sales accelerated significantly, with days on market dropping 48.1% to just 14 days."*

	Q1-2026	Q1-2025	%Δ
Median Sales Price	\$1,225,000	\$1,070,000	+14.5%
Median Days On Market	14	27	-48.1%
\$/SQ. FT.	\$1,067	\$972	+9.8%

	Q1-2026	Q1-2025	%Δ
Total Went Into Contract	609	624	-2.4%
Total Properties Sold	562	540	+4.0%
# For Sale Last Day of Quarter	512	660	-22.4%
% Of Properties Sold Over List	51.2%	34.6%	+48.0%
% Of List Price Received (Average)	104.6%	100.8%	+3.8%

## MEDIAN AREA VALUES

Q1

NEIGHBORHOOD	CONDOMINIUM	\$ / SQ. FT	% OF LIST PRICE RECEIVED (AVERAGE)	HOMES SOLD
Pacific/Presidio Heights	\$1,900,000	\$1,258	112.2%	35*
Cole Valley/Haight	\$1,815,000	\$1,271	117.0%	9*
Buena Vista/Corona Heights	\$1,800,000	\$1,178	113.0%	9*
Richmond/Lake St	\$1,697,500	\$1,120	111.6%	14*
Noe Valley	\$1,675,000	\$1,203	112.4%	28*
Castro/Duboce Triangle	\$1,575,000	\$1,265	108.3%	21*
Mission Dolores	\$1,550,000	\$1,301	114.8%	9*
Mission Bay	\$1,530,000	\$1,246	102.4%	13*
Alamo Square/NOPA	\$1,405,000	\$1,179	111.8%	16*
Russian Hill	\$1,392,500	\$1,132	103.2%	22*
Marina/Cow Hollow	\$1,355,745	\$1,242	108.7%	40*
Lower Pacific/Laurel Heights	\$1,225,000	\$1,044	104.0%	12*
Nob Hill*	\$1,205,000	\$1,037	100.8%	32*
South Beach/Yerba Buena	\$1,195,000	\$1,044	98.4%	72*
Potrero Hill	\$1,141,500	\$1,043	103.7%	16*
Hayes Valley	\$1,105,000	\$1,138	108.6%	23*
Mission	\$1,100,000	\$950	105.5%	19*
Sunset	\$1,042,500	\$788	99.1%	2*
Telegraph Hill	\$995,500	\$1,179	99.0%	15*
North Beach/Fisherman's Wharf	\$975,000	\$922	103.6%	15*
Bernal Heights/Glen Park	\$867,500	\$888	109.4%	6*
Dogpatch	\$846,000	\$888	106.5%	8*
Bayview/Hunters Point	\$750,000	\$566	101.5%	7*
SOMA	\$705,000	\$765	97.5%	28*
Diamond Heights	\$640,000	\$740	98.4%	8*

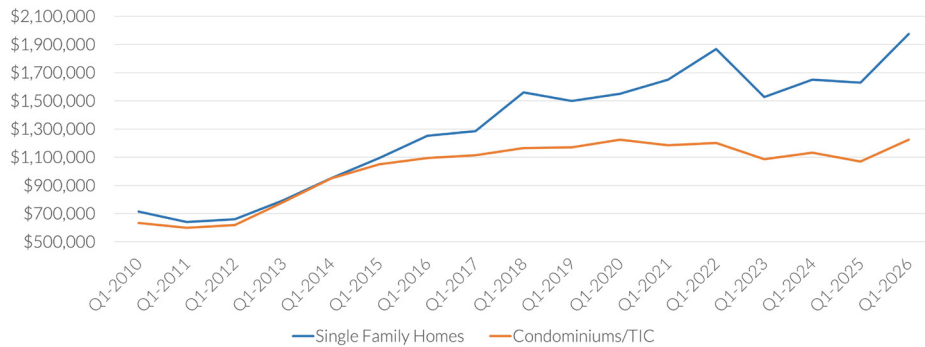
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## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE



Single Family Residences

**\$1,975,000**

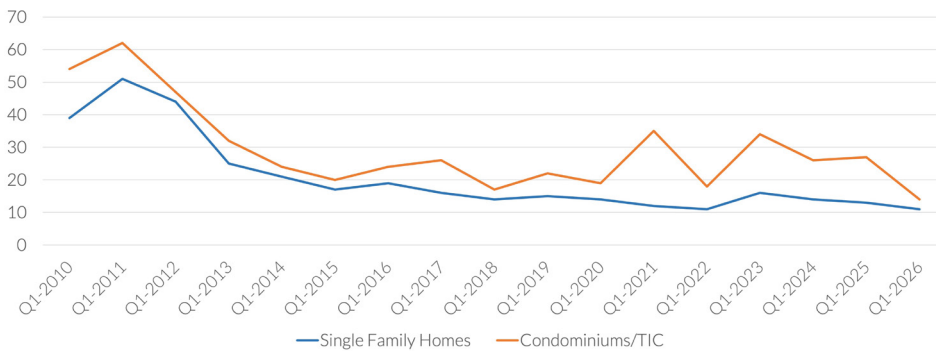
+21.2% change year-over-year

Condominium/TIC/COOPs

**\$1,225,000**

+14.5% change year-over-year

### MEDIAN MARKET TIME



Single Family Residences

**11 days**

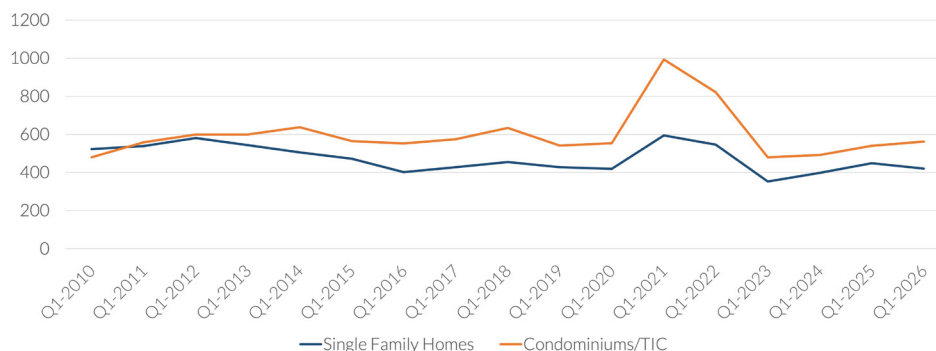
-2 day change year-over-year

Condominium/TIC/COOPs

**14 days**

-13 day change year-over-year

### NUMBER OF SALES



Single Family Residences

**420**

-6.5% change year-over-year

Condominium/TIC/COOPs

**562**

+4.0% change year-over-year

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