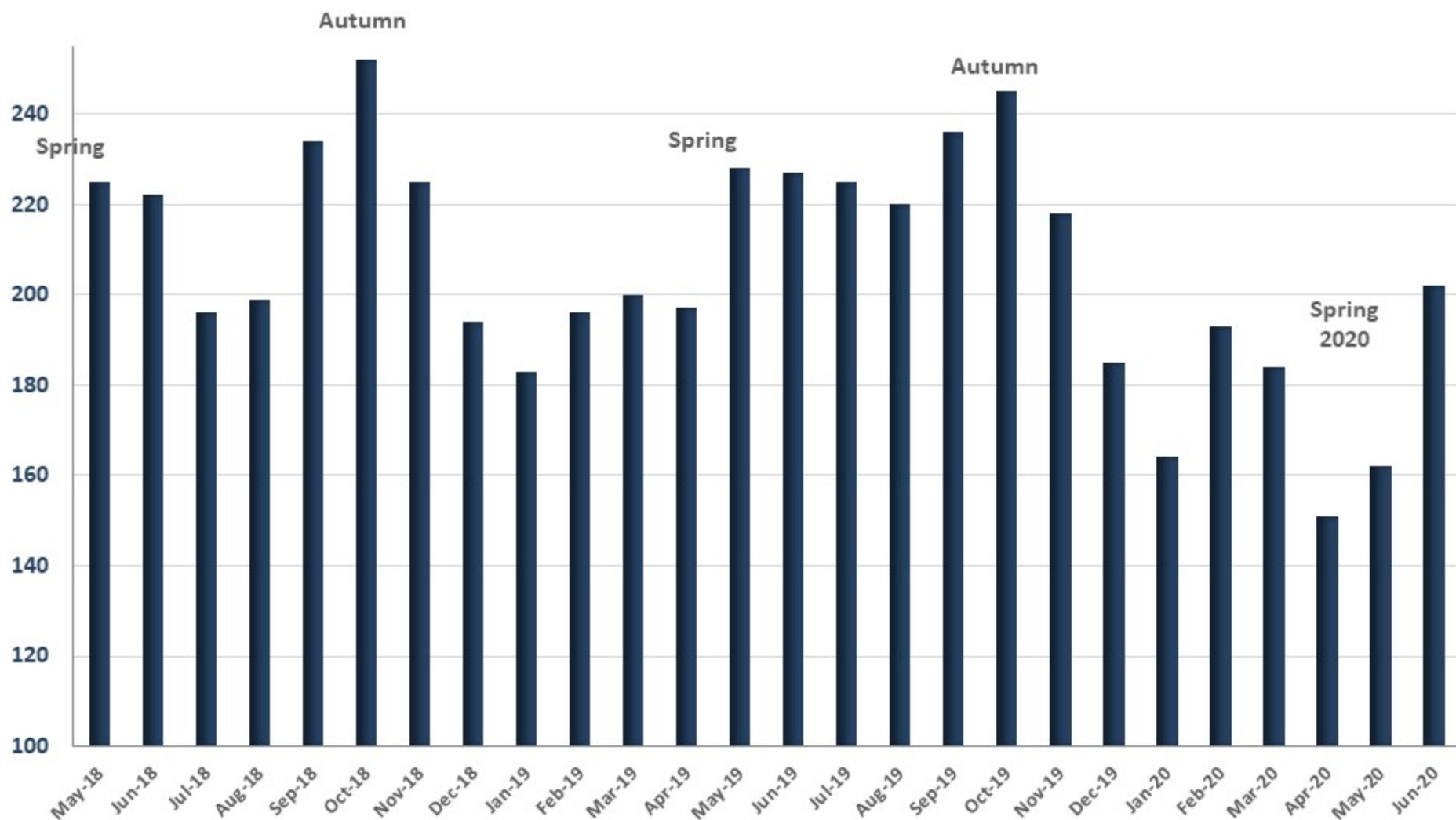


Active Listings on Market in Month

San Francisco 2-4 Unit Building Market Dynamics



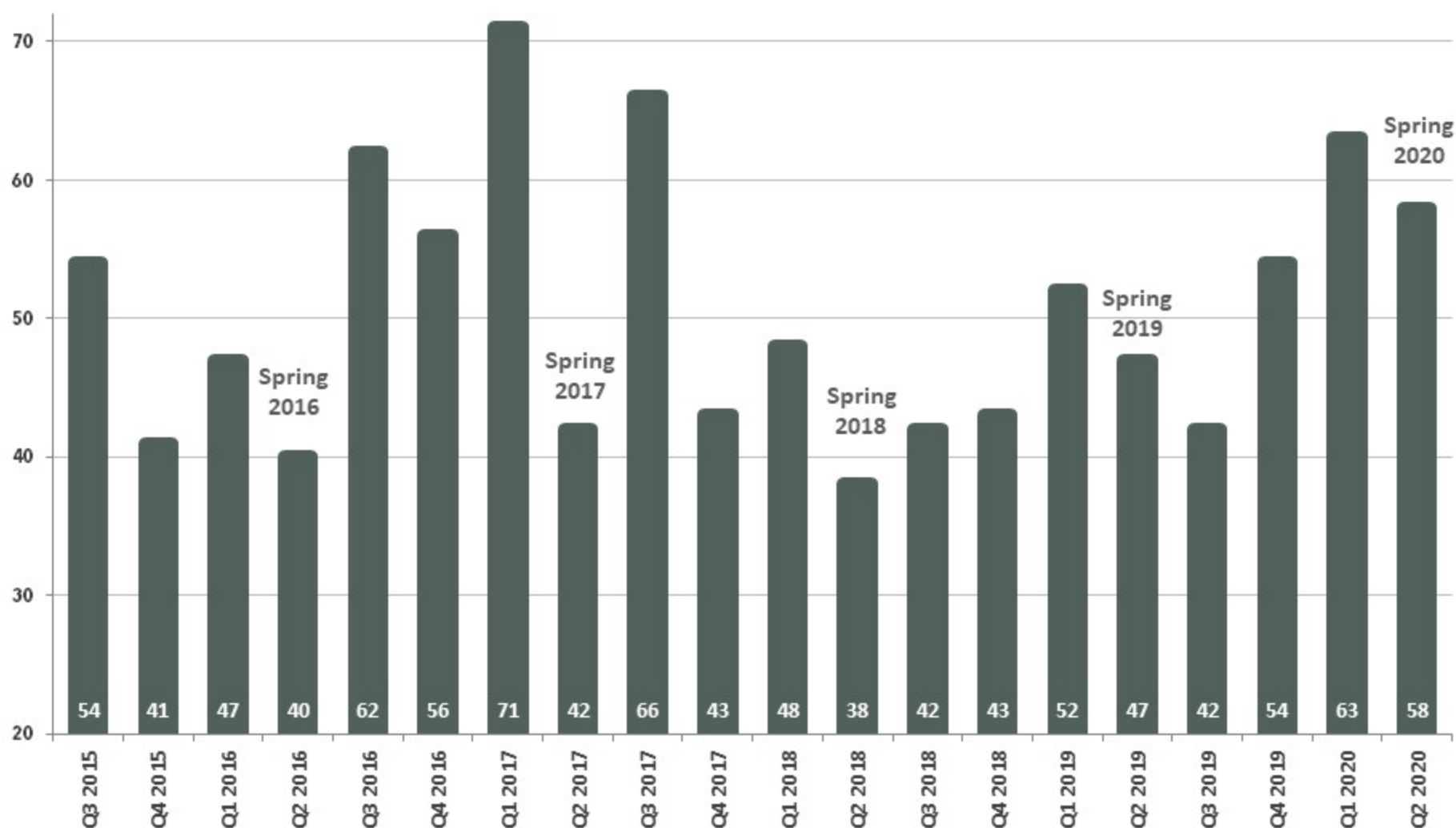
Activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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Average Days on Market

San Francisco 2-4 Unit Buildings, by Quarter

Based upon MLS activity,
per Broker Metrics

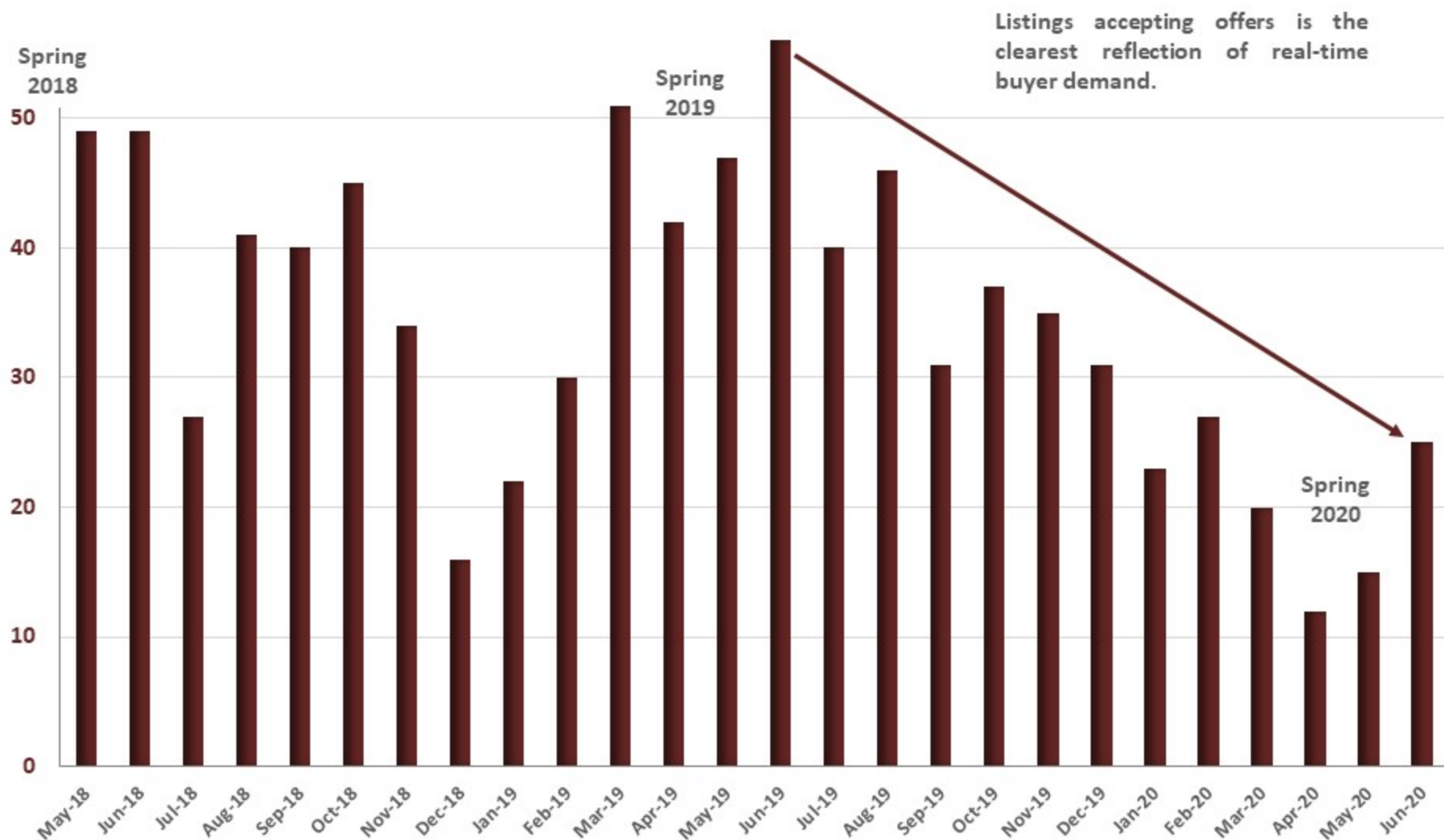


Based on sold properties. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Listings Accepting Offers (Going into Contract) in Month

San Francisco 2-4 Unit Building Market Dynamics



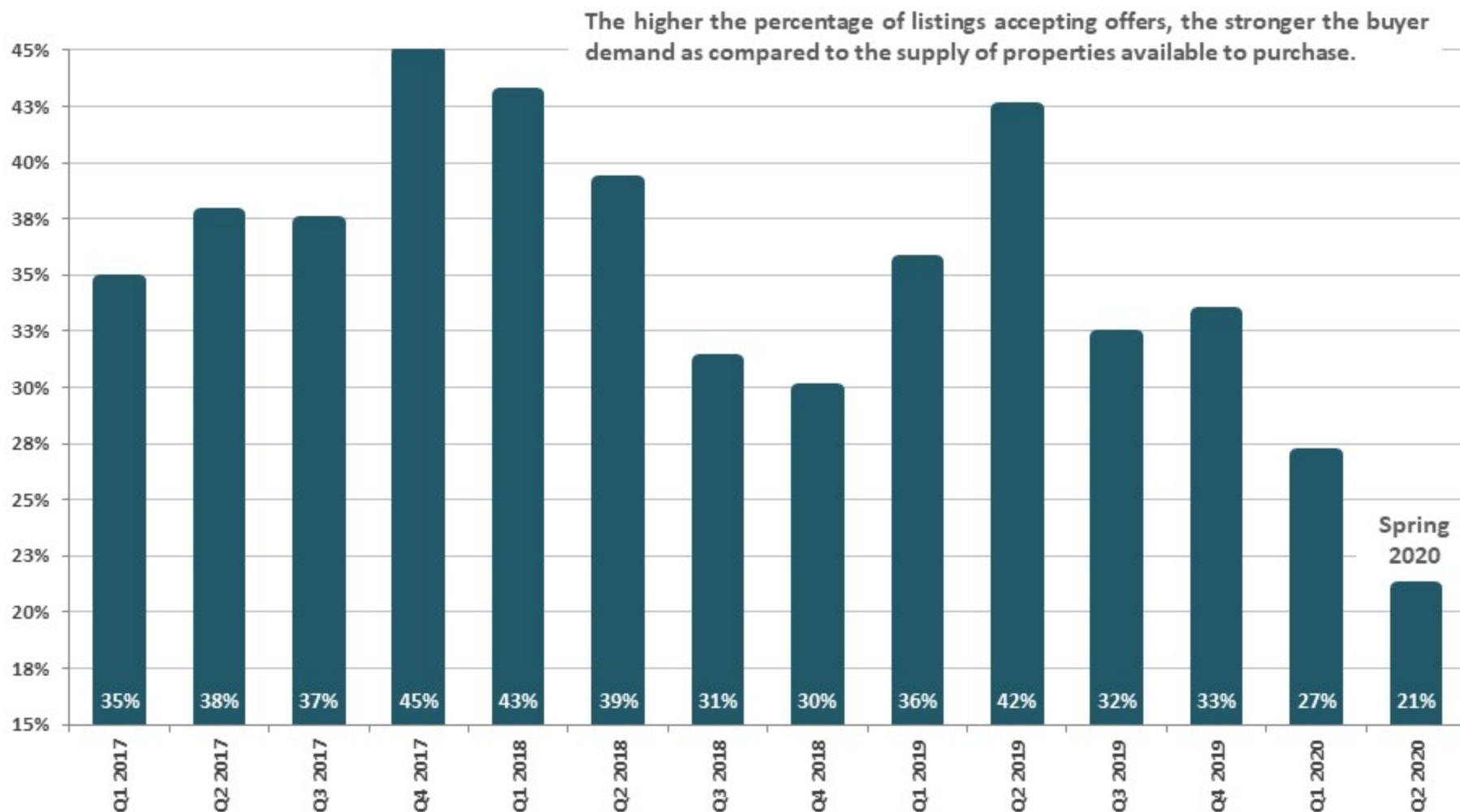
Activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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Percentage of Listings Accepting Offers

San Francisco 2-4 Unit Building Market by Quarter

Based upon MLS activity; per
Broker Metrics



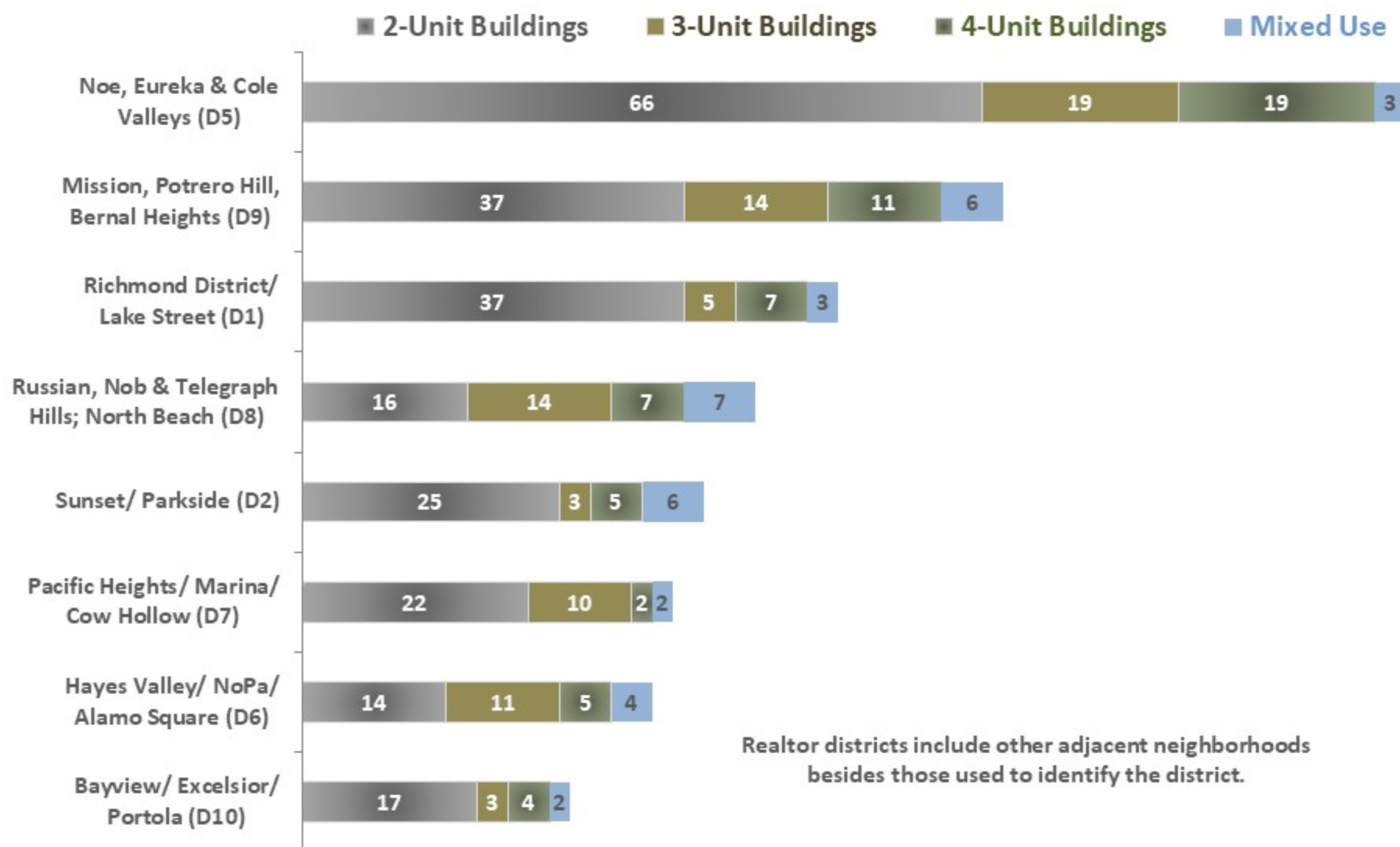
Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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2-4 Unit Residential Property Sales

by San Francisco Realtor District

June 2020 update: 12 months
sales reported to MLS

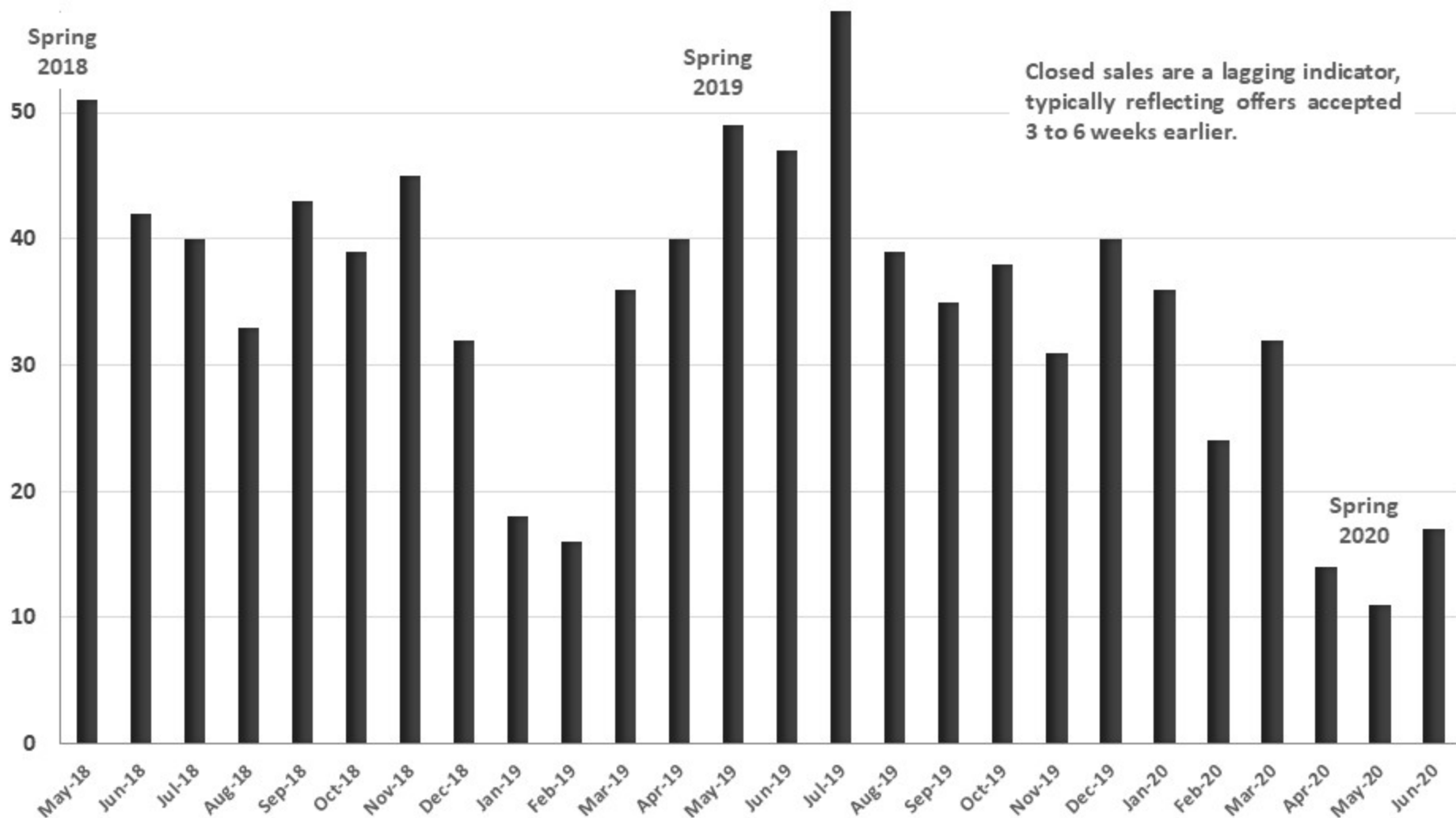


Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Sales Closing Escrow in Month

San Francisco 2-4 Unit Building Market Dynamics



Activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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San Francisco 2-4 Unit Residential Building Market

12 Months Sales by Price Segment

June 2020 Update: 12 months
sales reported to MLS

■ 2-Unit Building Sales

■ 3-Unit Building Sales

■ 4-Unit Building Sales

■ Mixed-Use



San Francisco, 12 Months Sales Median Sales Prices & Avg. \$/Sq.Ft.

2-Unit Bldgs	\$1.98m	\$788/sq.ft.
3-Unit Bldgs	\$2.20m	\$669/sq.ft.
4-Unit Bldgs	\$2.10m	\$607/sq.ft.
Mixed Use	\$2.08m	\$627/sq.ft.

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"M" signifies millions of dollars. 12 months sales reported to MLS per Broker Metrics. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.

2-4 Unit Residential Building Values

Median Sales Prices

June 2020 update: 12 months
sales reported to MLS

San Francisco District or County	2-Unit Buildings	3-Unit Buildings	4-Unit Buildings
Pacific & Presidio Heights, Cow Hollow & Marina (District 7)	\$2,987,500	\$3,554,000	Not enough sales for analysis
Russian, Nob & Telegraph Hills; North Beach (District 8)	\$2,325,000	\$2,514,000	\$2,050,000
Noe, Eureka & Cole Valleys; Ashbury & Corona Heights; Mission Dolores (D5)	\$2,211,500	\$2,138,000	\$2,200,000
North of Panhandle (NoPa), Alamo Square, Hayes Valley, Lower Pacific Heights (D6)	\$2,112,000	\$2,200,000	\$1,980,000
Lake Street, Richmond District, Lone Mountain, Jordan Park (District 1)	\$1,988,000	\$1,880,000	\$2,275,000
Potrero Hill, Bernal Heights, Inner Mission, South of Market (District 9)	\$1,820,000	\$1,487,500	\$2,000,000
Sunset, Parkside (District 2)	\$1,529,000	Not enough sales for analysis	\$1,900,000
Bayview-Excelsior-Visitacion Valley (District 10)	\$1,275,000	Not enough sales for analysis	Not enough sales for analysis
Alameda County	\$885,000	\$1,090,000	\$1,100,000

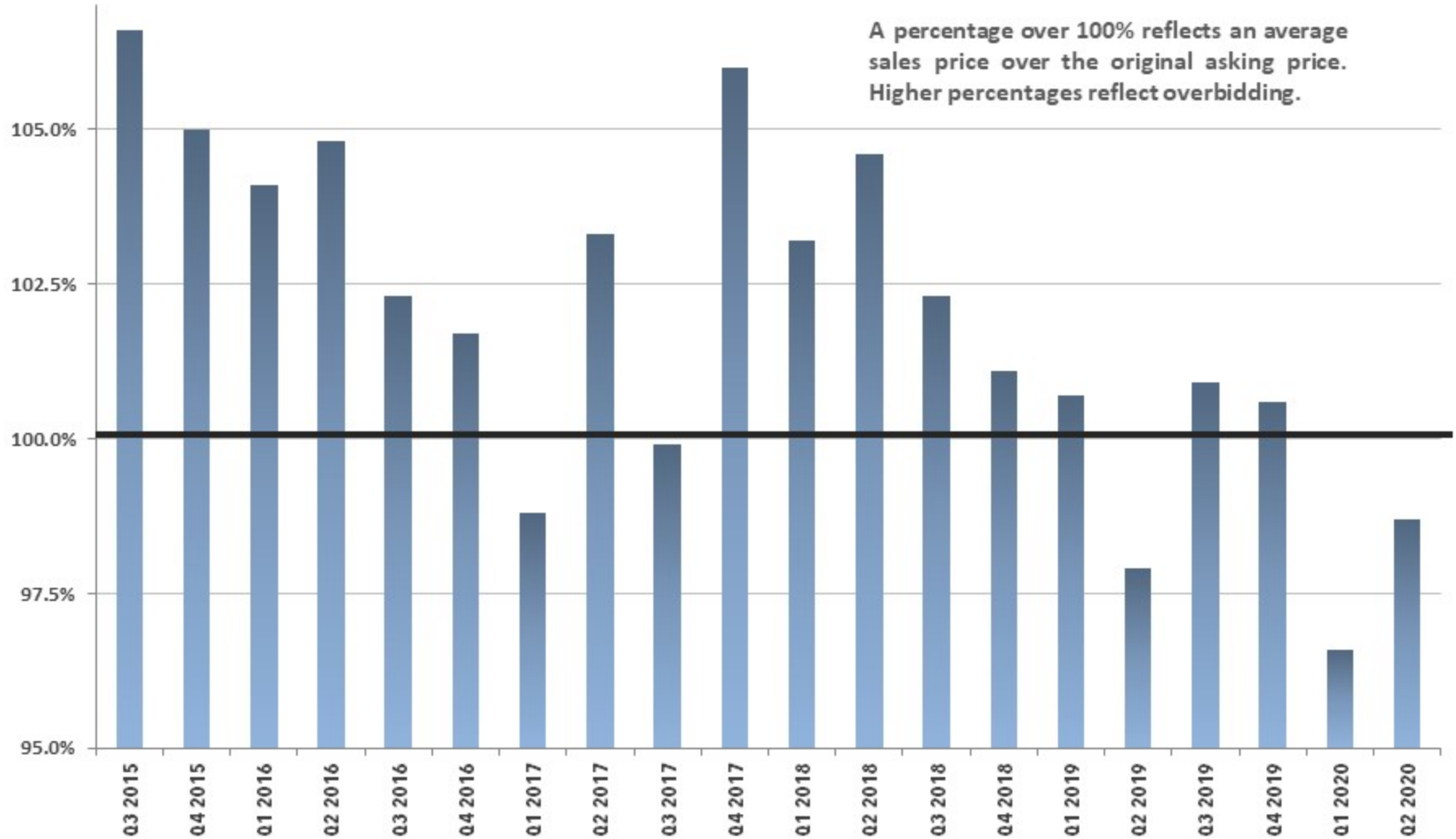
Data from 12 months MLS sales. This analysis was performed in good faith with data derived from sources deemed reliable, but may contain errors and subject to revision. How these values apply to any particular property is unknown without a specific comparative market analysis. Mixed used buildings excluded when identified. Due to the large variety of buildings, these numbers should be considered very approximate.

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Sales Price to Original List Price Percentage

San Francisco 2-4 Unit Buildings, by Quarter

Based upon MLS activity,
per Broker Metrics



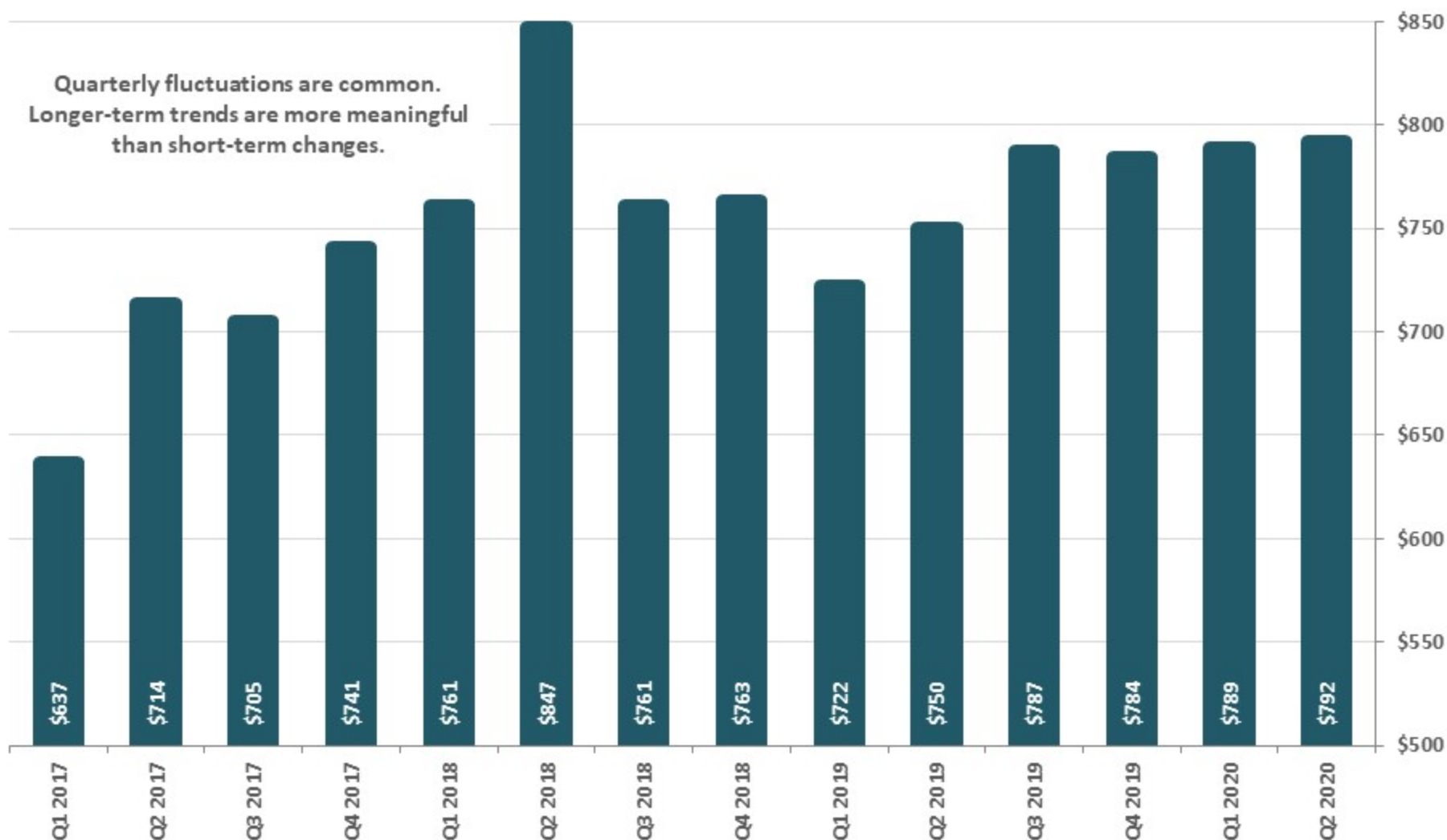
Data from sources deemed reliable, but may contain errors and
subject to revision. All numbers are approximate.

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San Francisco 2-Unit Building Prices

Average Dollar per Square Foot, 2017 – Present, by Quarter

As reported to MLS,
per Broker Metrics



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision.

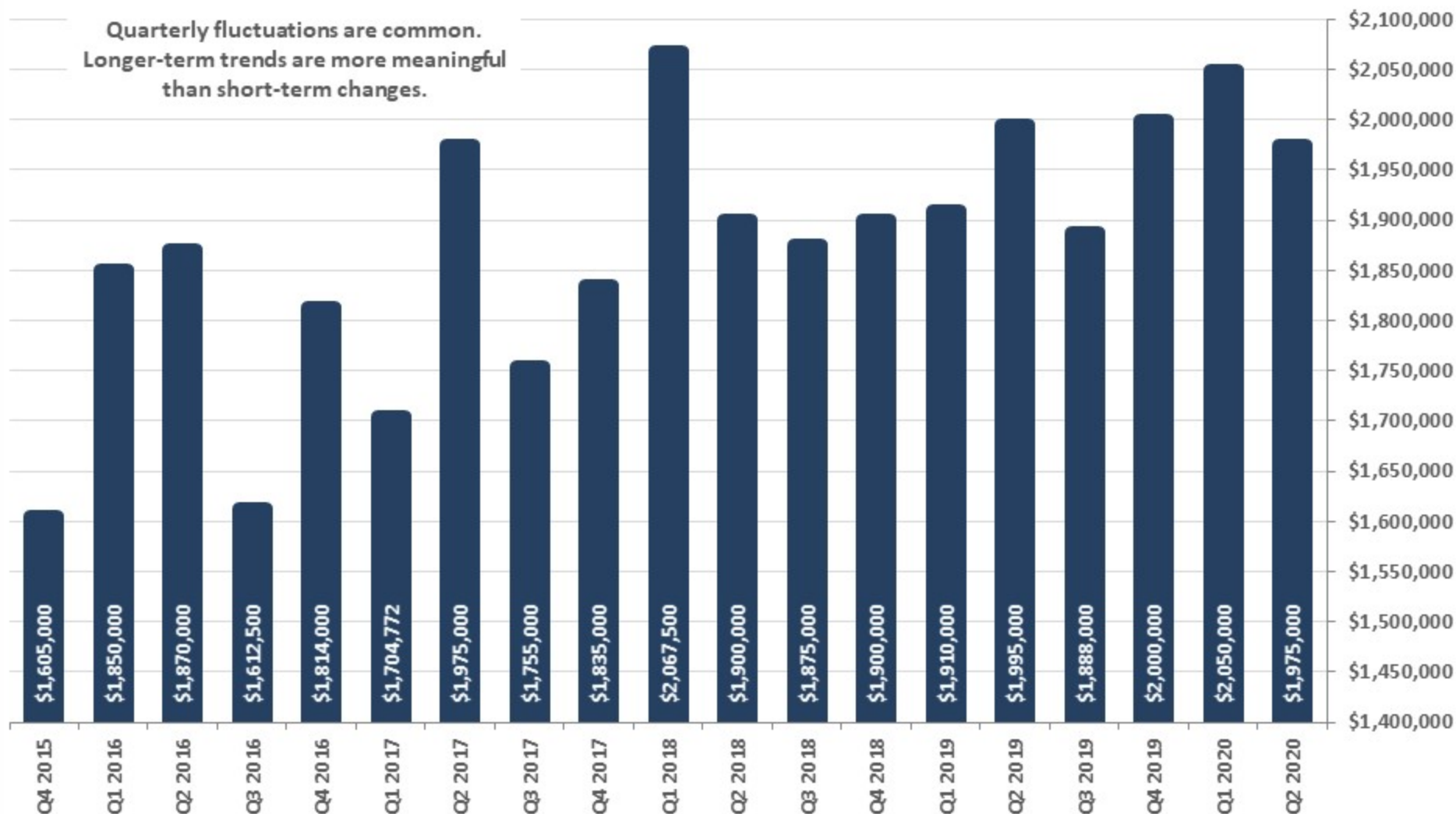
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San Francisco 2-Unit Building Prices

Median Sales Prices, 2015 – Present, by Quarter

As reported to MLS,
per Broker Metrics

Quarterly fluctuations are common.
Longer-term trends are more meaningful
than short-term changes.

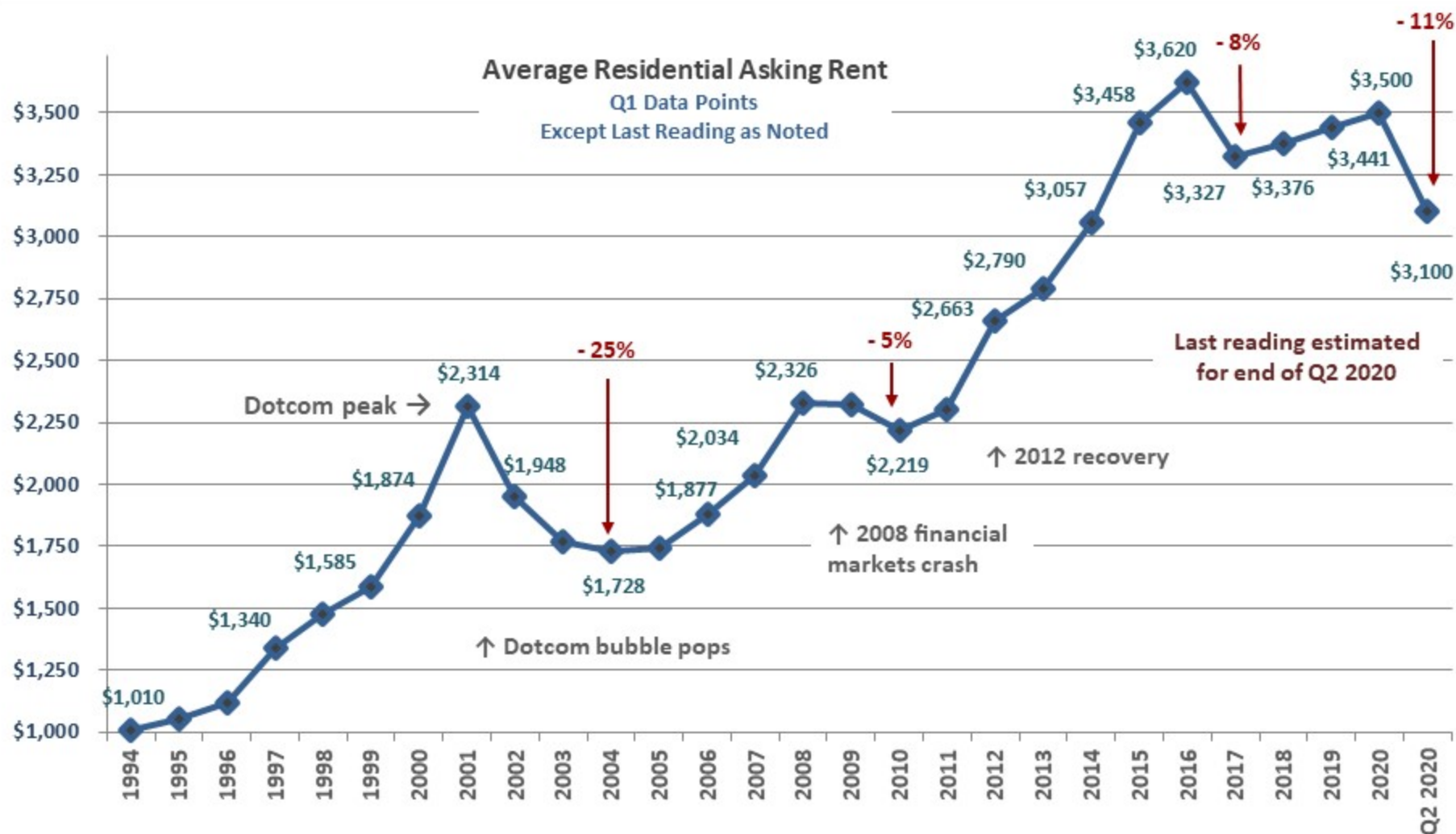


Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision.

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San Francisco Residential Rents – Estimated & Approximate

Weighted Average Asking Rent, Q1 Data Points, 1994 - Present



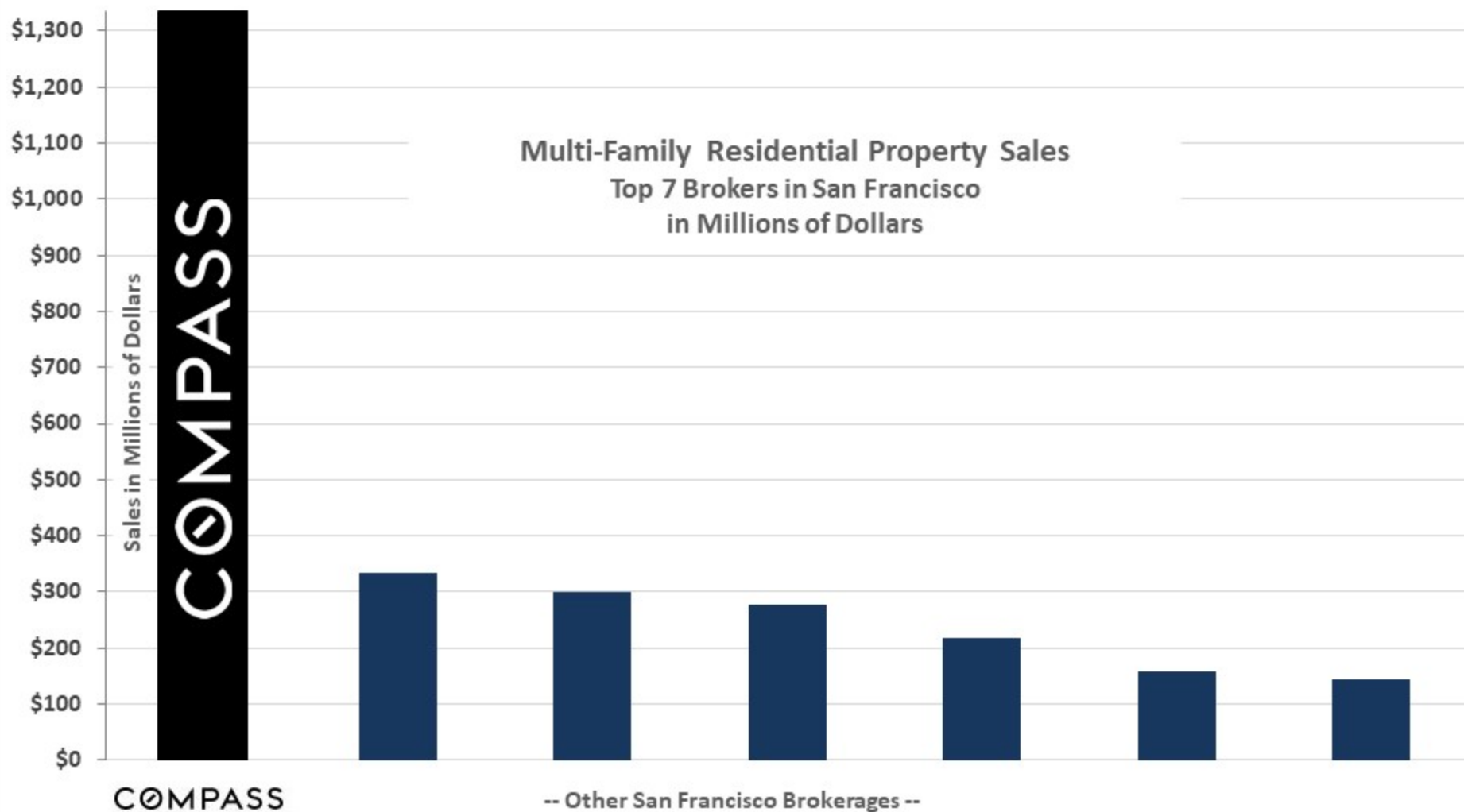
1st quarter data points except, as noted for last reading - per RealFacts LLC, for buildings with at least 50 units. 2017-onward estimated using Zillow Rent Index data (<https://www.zillow.com/research/data/#rental-data>) and Zumper data in 2020. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate estimates.

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San Francisco Apartment Building Sales

Top 7 Brokers, Multi-Unit Residential Sales*, 2019-2020 YTD

MLS sales of residential multi-unit properties, per Broker Metrics*



* Dollar volume, transaction-side sales reported to MLS, 1/1/19 – 6/15/20, per Broker Metrics analysis of top 100 brokers.

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