

A wide-angle photograph of the San Francisco skyline as seen from a grassy hill. The foreground is a lush green lawn with several palm trees and other vegetation. In the middle ground, a dense urban area with various buildings is visible. The background features the San Francisco skyline, including the Transamerica Pyramid and other skyscrapers, under a clear blue sky with some light clouds.

San Francisco

MARKET REPORT

DECEMBER 2025

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San Francisco Market Talk

As 2026 gets underway, the market feels calmer and more deliberate. Buyers are stepping back in with clearer expectations, and sellers are approaching the year with a better sense of what it takes to get a deal done. The rush of late fall is behind us, but that's not a bad thing. What's replaced it is more thoughtful decision-making, more realistic pricing, and more productive conversations on both sides. This early part of the year is less about speed and more about positioning, which makes it a smart time to look at where the market is heading.

In San Francisco, the number of home sales decreased 19.8% to 146 from the prior month, while the number of available listings decreased 45.8% to 84. Days on market increased 16.0% to 29 days. Median sales price decreased 4.8% from the prior month and increased 12.1% from the prior year to \$1,693,000. For condos, the number of sales decreased 15.3% to 182 from the prior month, while the number of available listings decreased 45.4% to 275. Days on market increased 27.8% to 69 days. Median sales price decreased 9.0% from the prior month and increased 6.4% from the prior year to \$1,065,000.

Considering a move this year? Having the right strategy early can simplify the process and put you in a strong position. Let's connect and talk through your goals.

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Single Family Homes

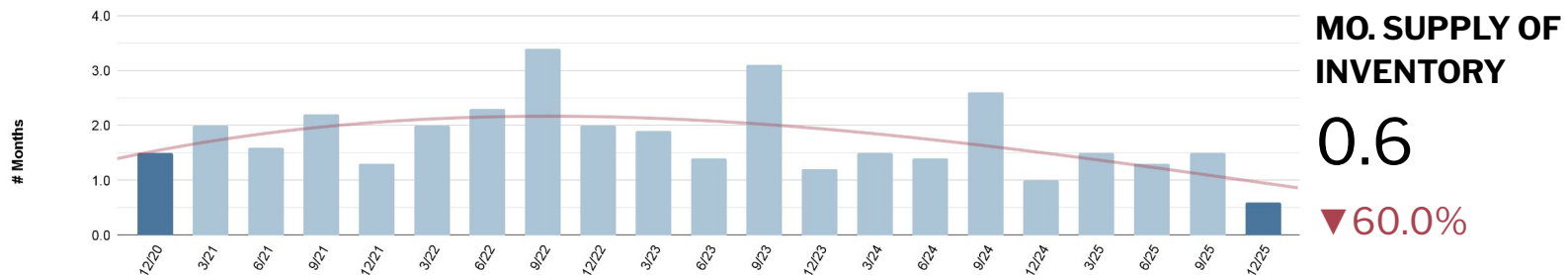
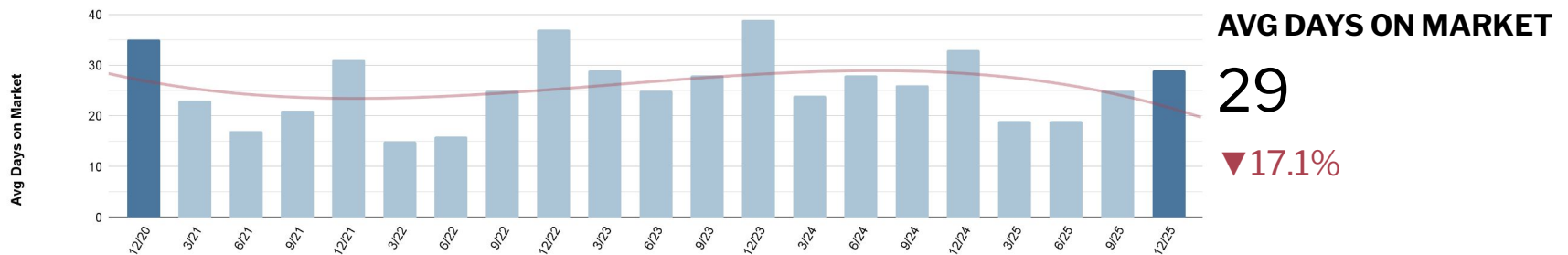
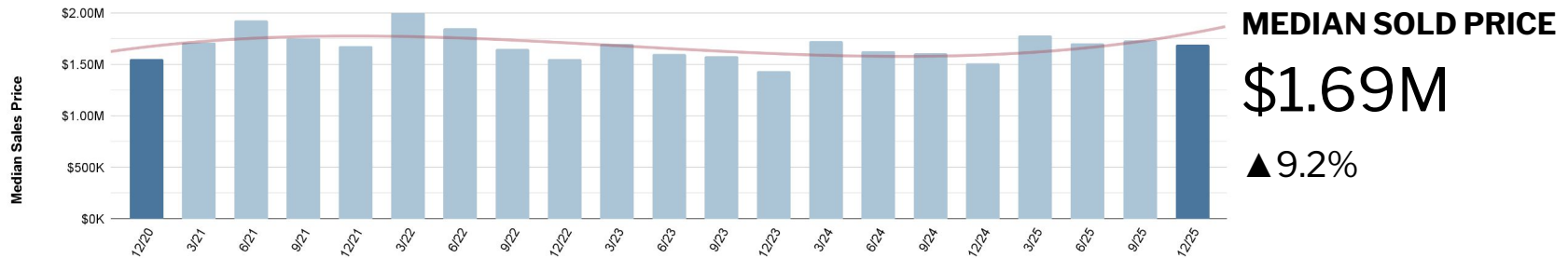
San Francisco: **DECEMBER 2025**

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5 Year Change: Q4 2020 vs. Q4 2025

San Francisco | Single Family Homes



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Market Snapshot

San Francisco | Single Family Homes: **DECEMBER 2025**

MEDIAN SOLD PRICE

\$1.69M

M-o-M Change ▼4.8%

Y-o-Y Change ▲12.1%

PRICE PER SQ. FT.

\$1,105

M-o-M Change ▼0.5%

Y-o-Y Change ▲19.2%

DAYS ON MARKET

29

M-o-M Change ▲16.0%

Y-o-Y Change ▼12.1%

PROPERTIES SOLD

146

M-o-M Change ▼19.8%

Y-o-Y Change ▲15.0%

MONTHS OF INVENTORY

0.6

M-o-M Change ▼33.3%

Y-o-Y Change ▼40.0%

% SOLD TO LIST PRICE

107%

M-o-M Change ▼1.8%

Y-o-Y Change ▲0.0%

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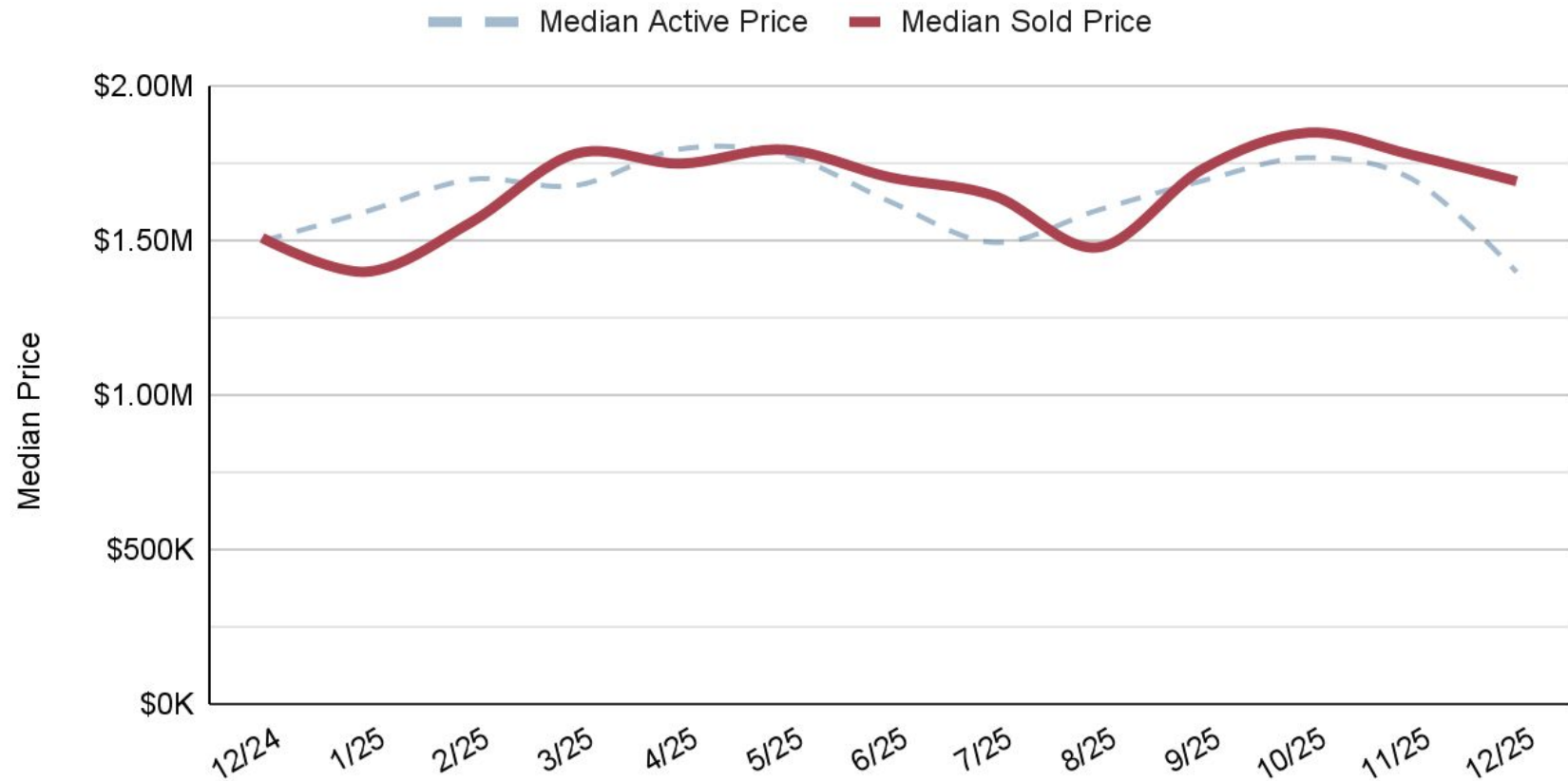
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Median Active vs. Sold Price

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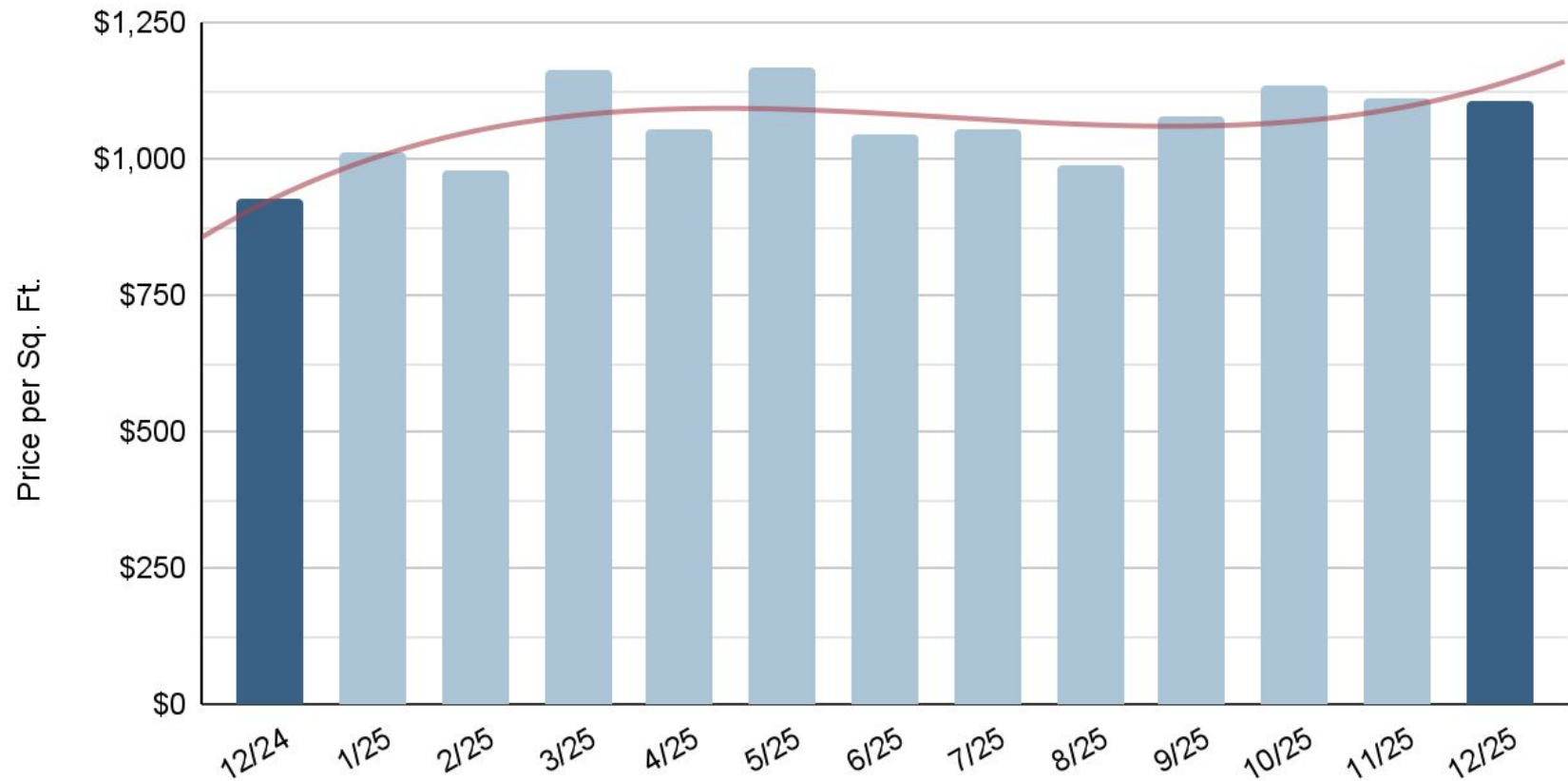
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Average Price per Square Foot

San Francisco | Single Family Homes: **DECEMBER 2025**



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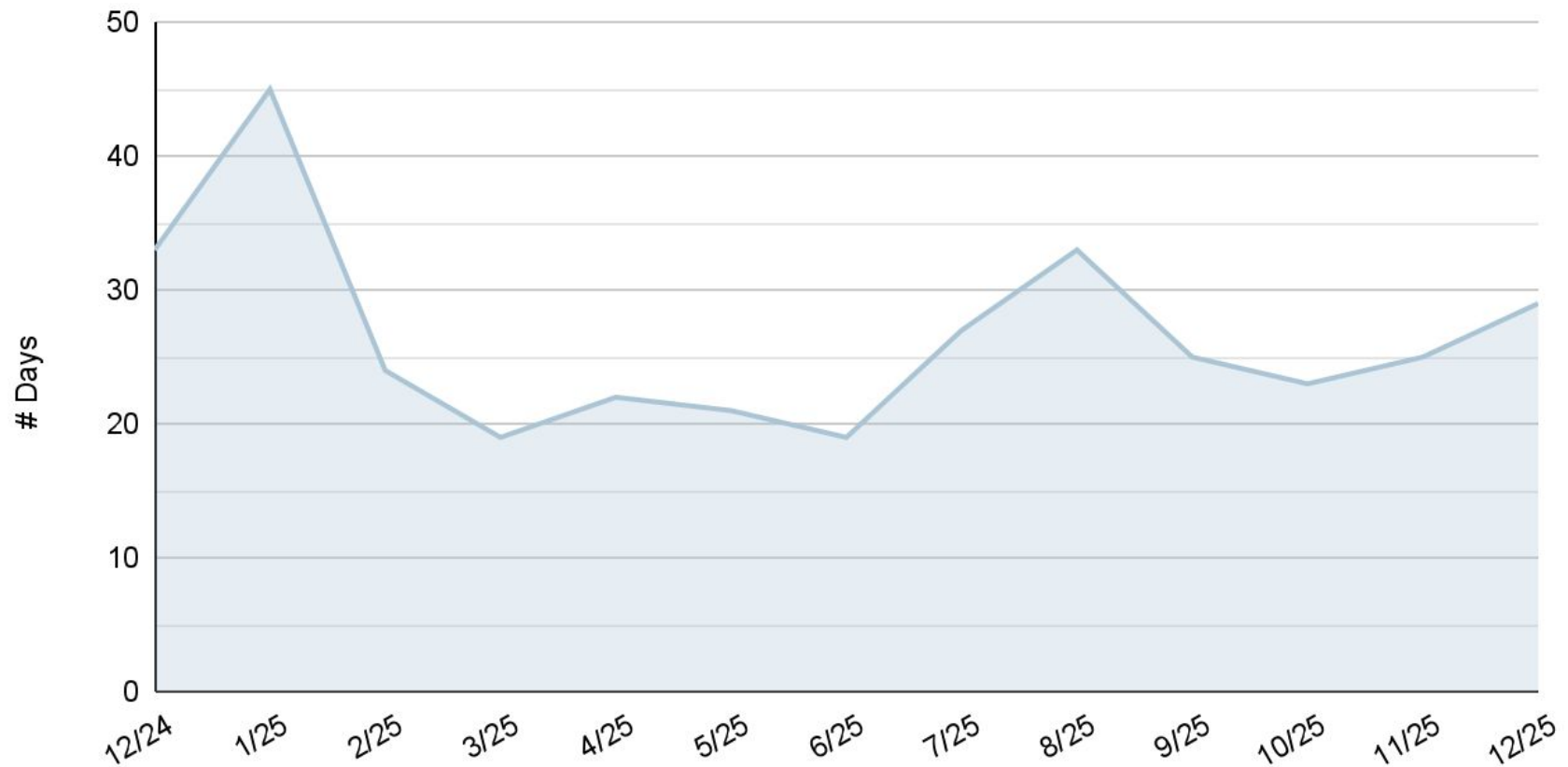
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Average Days on Market

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Properties For Sale vs. Sold

San Francisco | Single Family Homes: **DECEMBER 2025**



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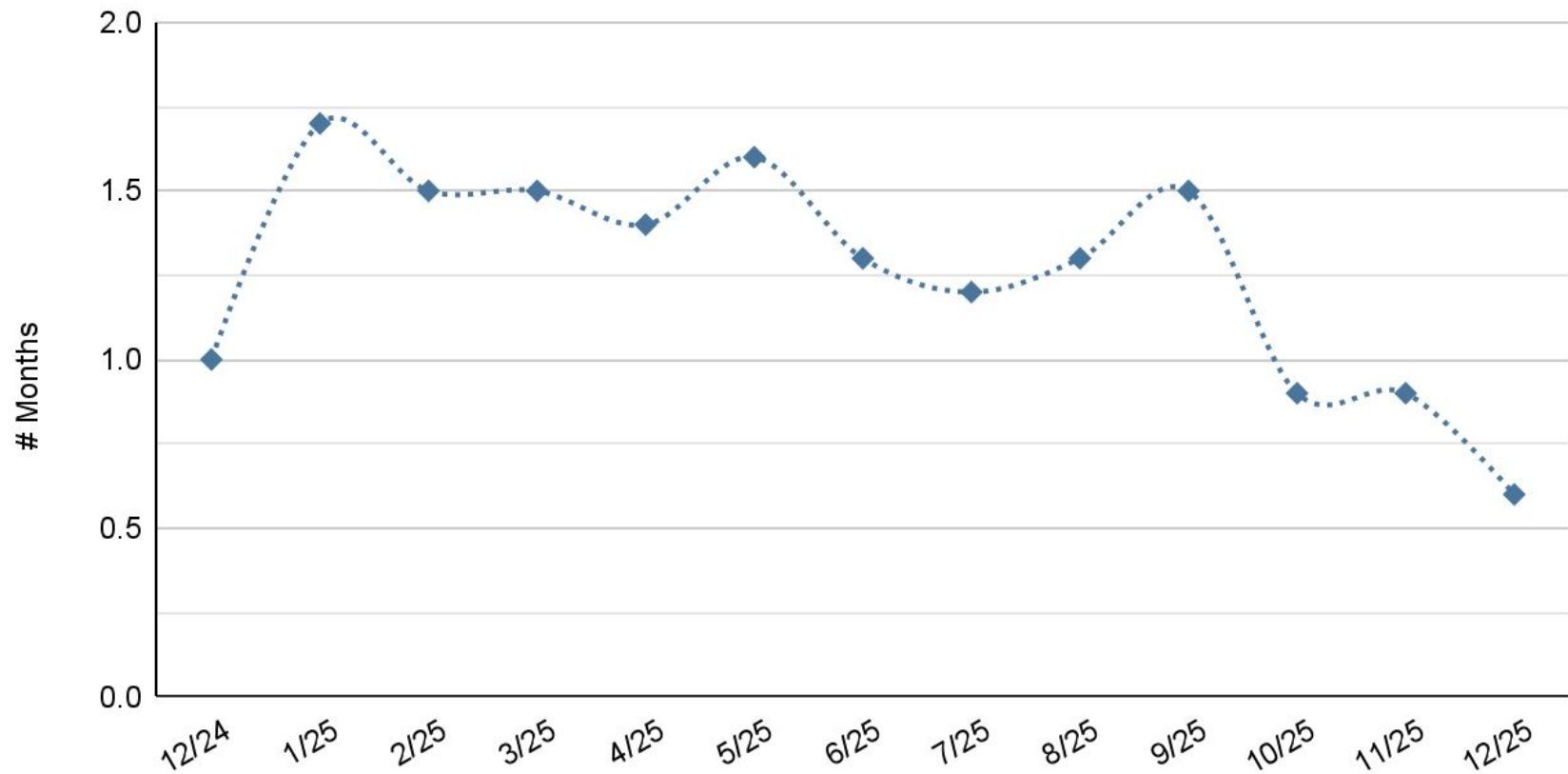
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Months Supply of Inventory

San Francisco | Single Family Homes: **DECEMBER 2025**



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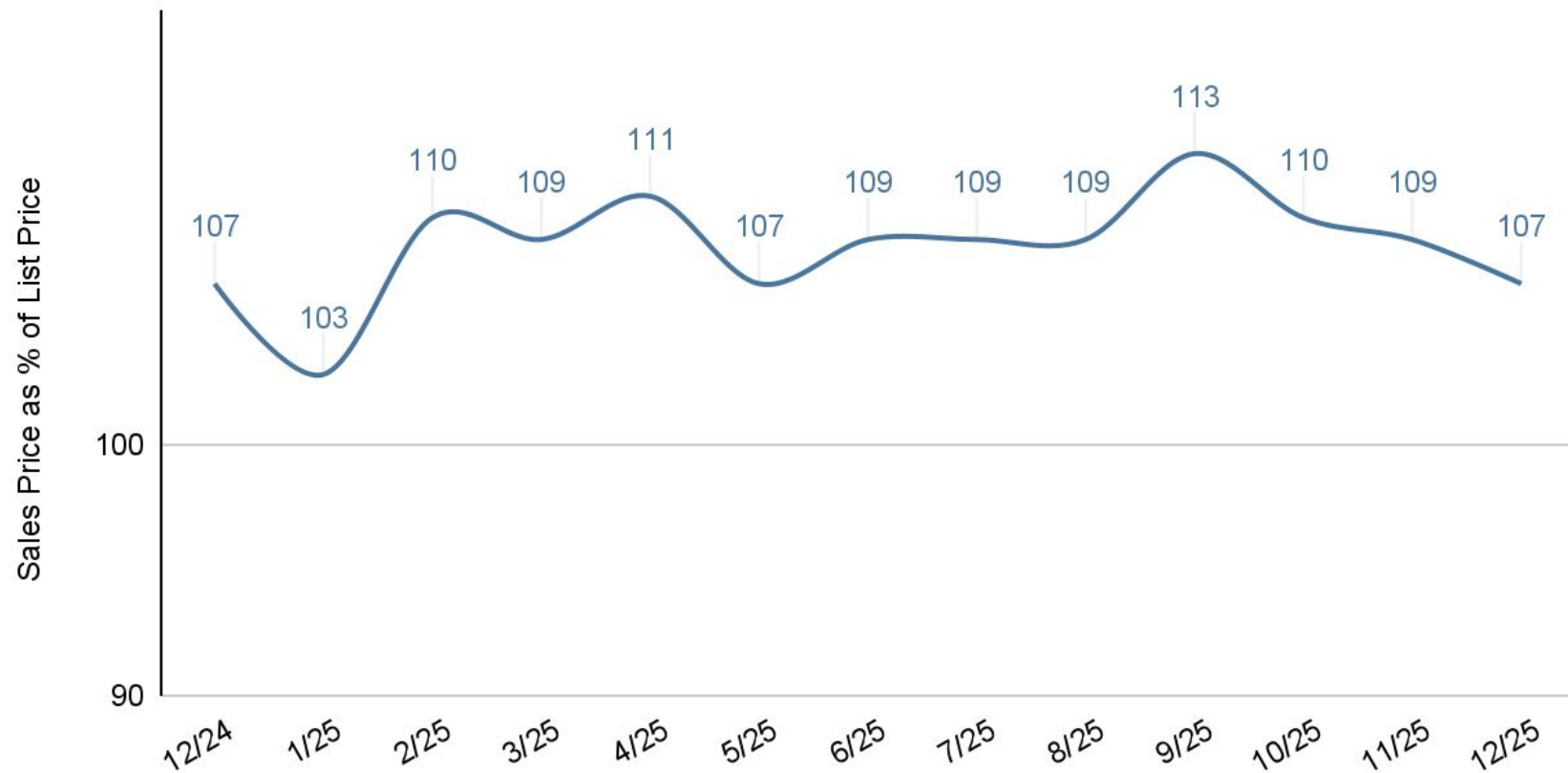
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% Sold Price to List Price

San Francisco | Single Family Homes: **DECEMBER 2025**



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Districts by the Numbers

San Francisco | Single Family Homes: **DECEMBER 2025**

DECEMBER 2025							YEAR-OVER-YEAR % CHANGE					
Single Family Homes	Med. Sold \$	\$ per Sq Ft	Days on Market	# Active Props	# Sold Props	Mo. of Inventory	Med. Sold \$	\$ per Sq Ft	Days on Market	# Active Props	# Sold Props	Mo. of Inventory
District 1	\$2.23M	\$1,085	23	4	10	0.4	▲24%	▲4%	▼21%	▼33%	▲25%	▼50%
District 2	\$1.69M	\$1,052	18	9	24	0.4	▲7%	▲12%	▲13%	▼18%	▲9%	▼20%
District 3	\$1.28M	\$869	29	8	12	0.7	▼10%	▲4%	▲16%	▼43%	▲100%	▼70%
District 4	\$1.84M	\$1,030	14	8	25	0.3	▲15%	▲17%	▼56%	▼27%	▲32%	▼50%
District 5	\$3.49M	\$1,470	27	12	16	0.8	▲49%	▲31%	▼4%	▼20%	▲14%	▼27%
District 6	\$0K	\$0	0	3	0	3.0	▼100%	▼100%	▼100%	▲50%	▼100%	▲50%
District 7	\$7.00M	\$1,953	46	5	9	0.6	▲44%	▲77%	▼27%	▼50%	▲80%	▼70%
District 8	\$11.30M	\$1,626	44	1	1	1.0	▲21%	▼13%	▼46%	▼80%	▲0%	▼80%
District 9	\$1.64M	\$660	55	6	16	0.4	▲34%	▼32%	▲20%	▼68%	▲45%	▼76%
District 10	\$1.05M	\$862	33	31	43	0.7	▼5%	▲8%	▲0%	▼26%	▼9%	▼22%

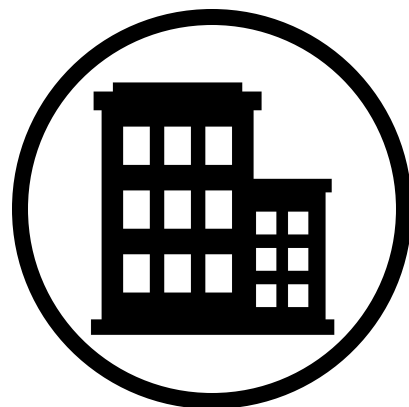
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Condos, Co-ops, Lofts & TICs

San Francisco: **DECEMBER 2025**

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Market Snapshot

San Francisco | Condos, Co-Ops, Lofts & TICs: **DECEMBER 2025**

MEDIAN SOLD PRICE

\$1.07M

M-o-M Change ▼9.0%

Y-o-Y Change ▲6.4%

PRICE PER SQ. FT.

\$1,081

M-o-M Change ▲1.2%

Y-o-Y Change ▲5.6%

DAYS ON MARKET

69

M-o-M Change ▲27.8%

Y-o-Y Change ▼5.5%

PROPERTIES SOLD

182

M-o-M Change ▼15.3%

Y-o-Y Change ▲9.6%

MONTHS OF INVENTORY

1.5

M-o-M Change ▼34.8%

Y-o-Y Change ▼34.8%

% SOLD TO LIST PRICE

100%

M-o-M Change ▼2.9%

Y-o-Y Change ▲3.1%

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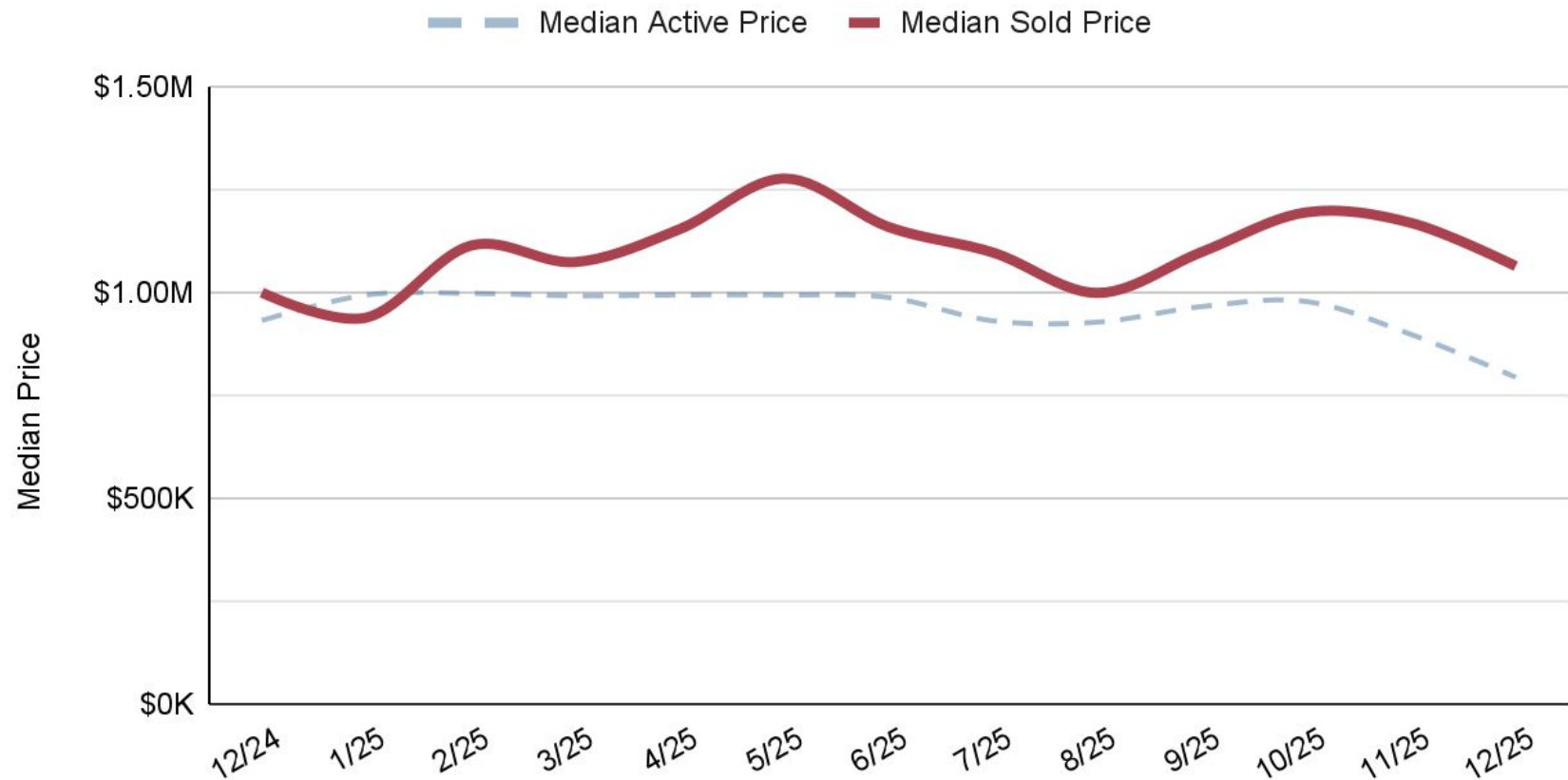
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Median Active vs. Sold Price

San Francisco | Condos, Co-Ops, Lofts & TICs: **DECEMBER 2025**



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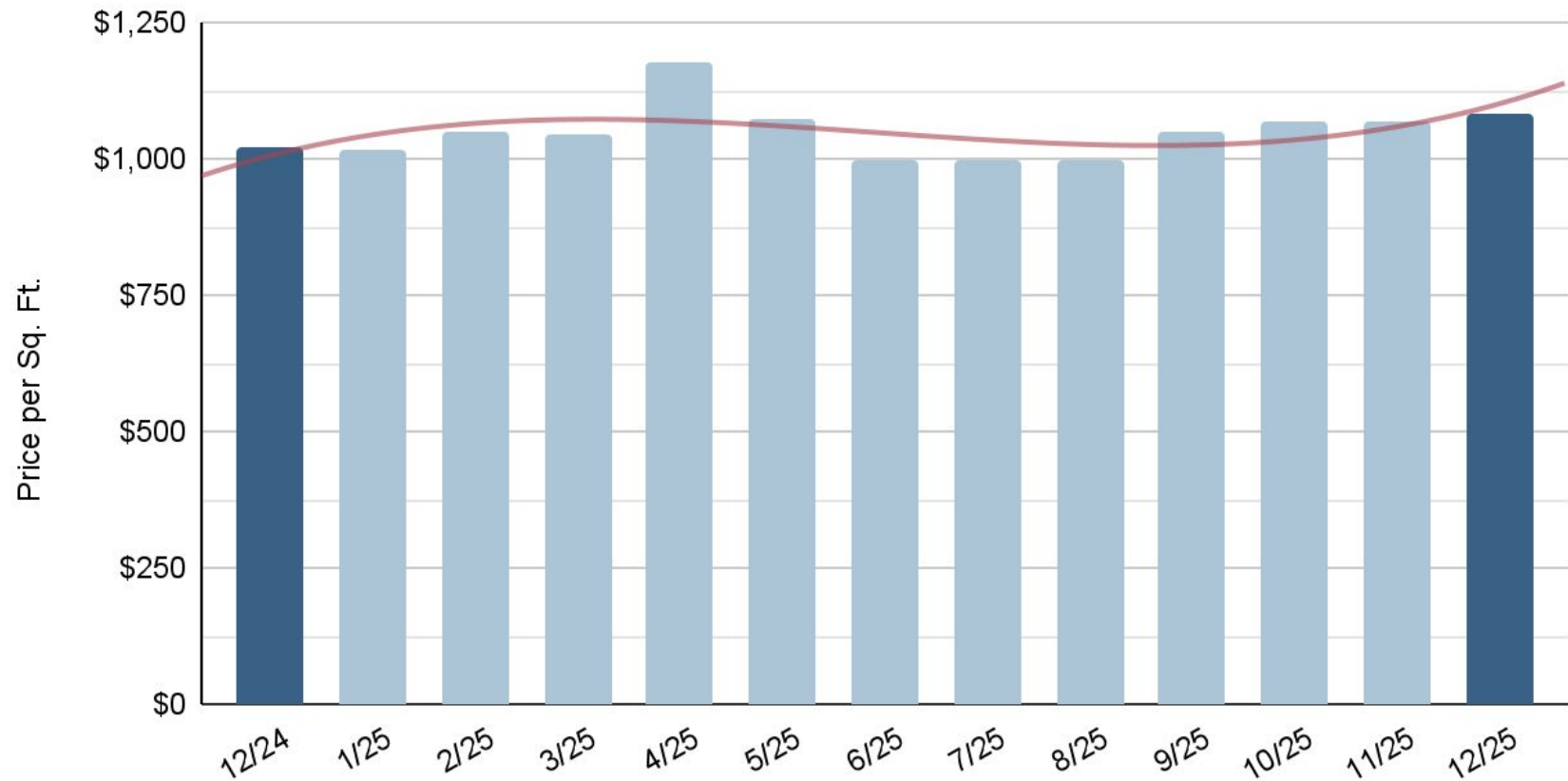
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Average Price per Square Foot

San Francisco | Condos, Co-Ops, Lofts & TICs: **DECEMBER 2025**



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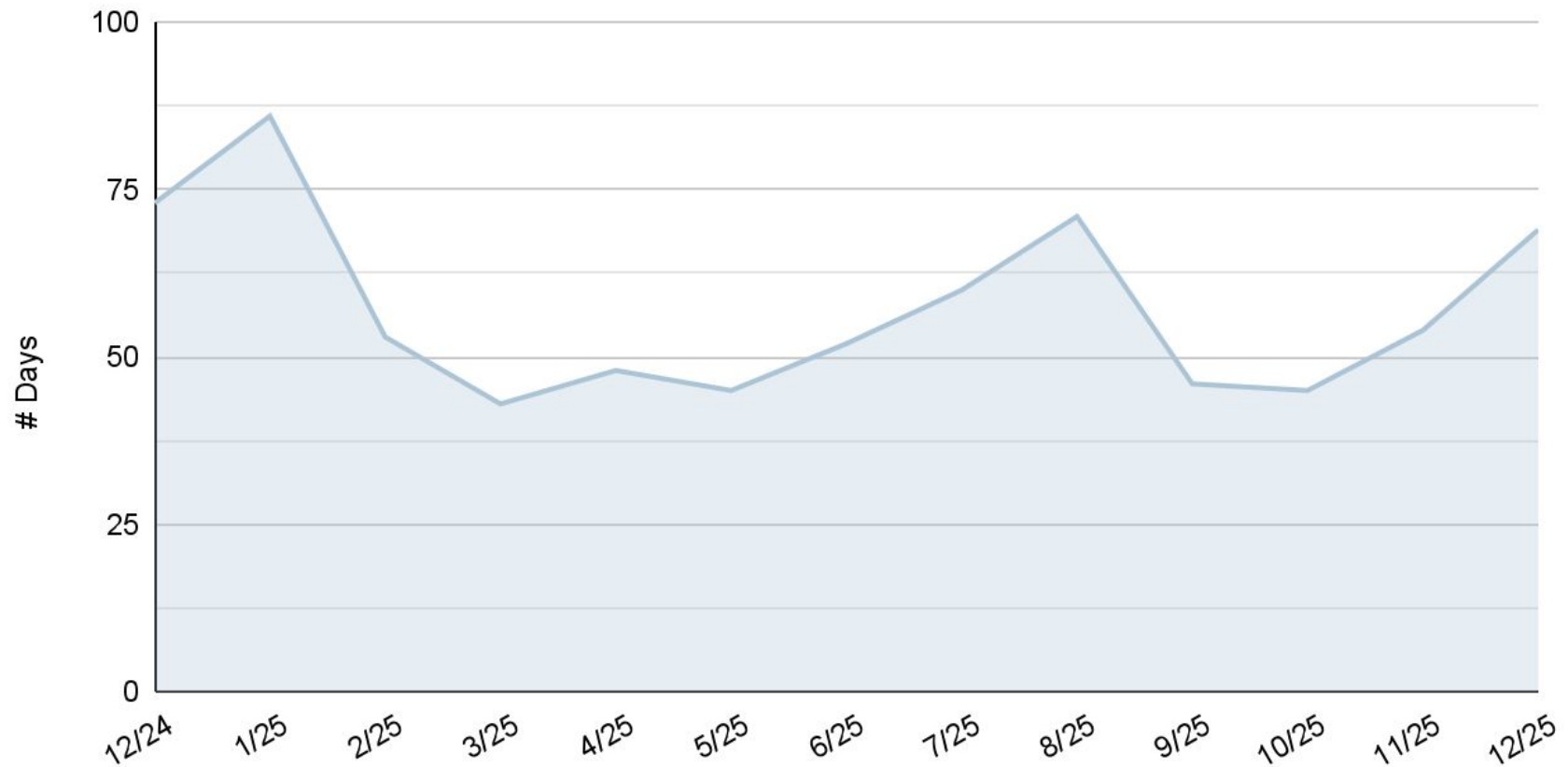
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Average Days on Market

San Francisco | Condos, Co-Ops, Lofts & TICs: **DECEMBER 2025**



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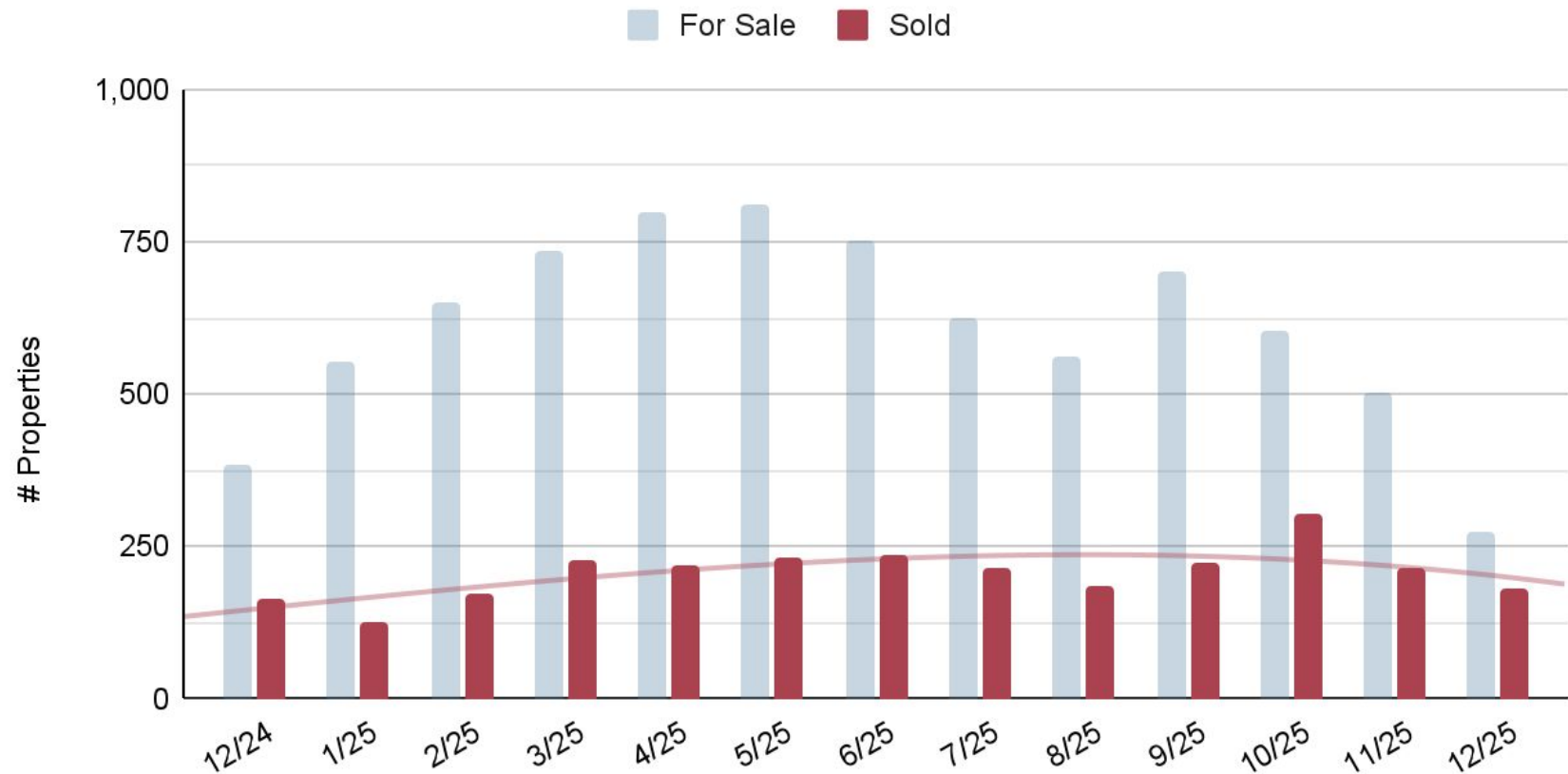
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Properties For Sale vs. Sold

San Francisco | Condos, Co-Ops, Lofts & TICs: **DECEMBER 2025**



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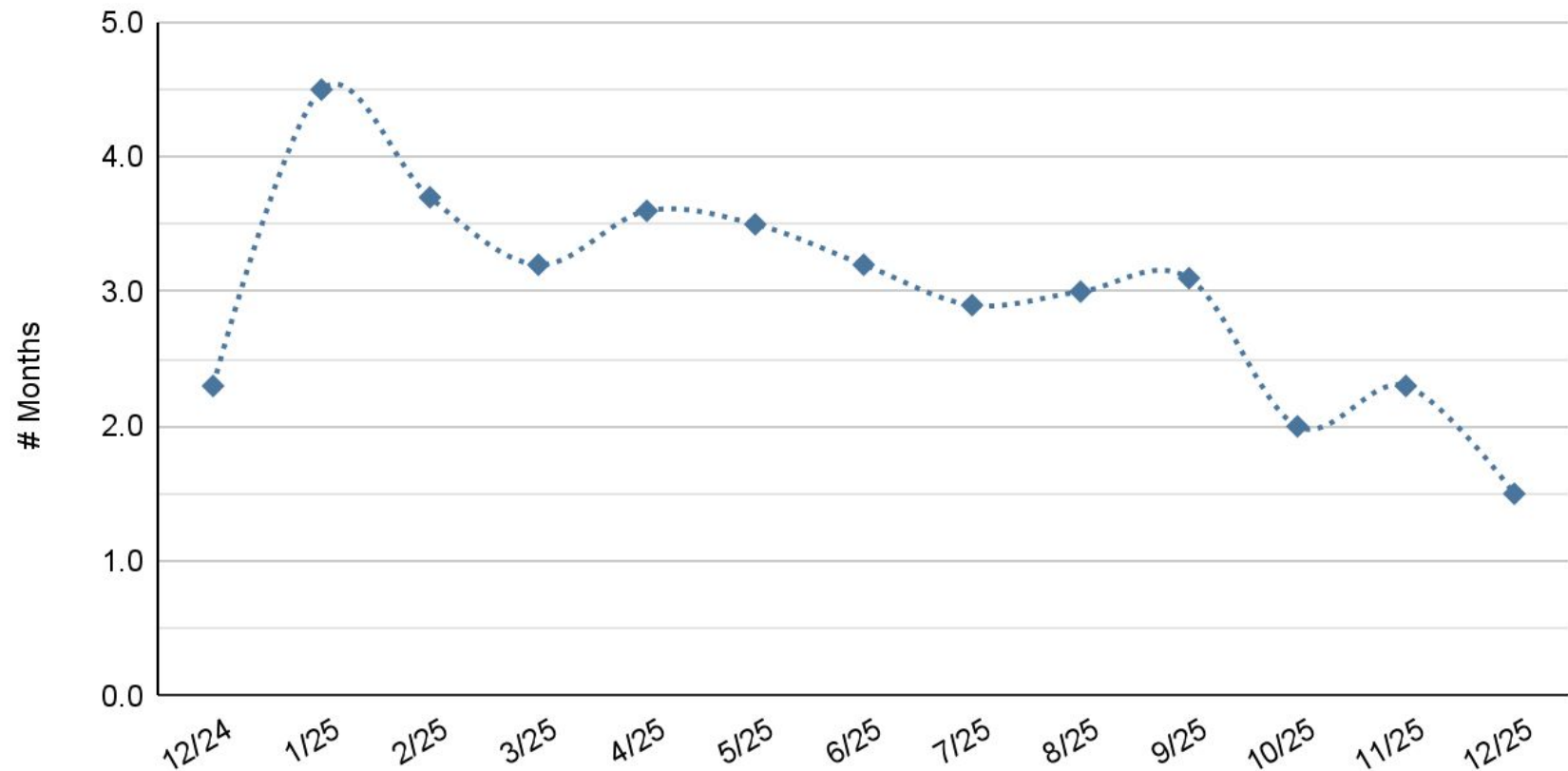
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Months Supply of Inventory

San Francisco | Condos, Co-Ops, Lofts & TICs: **DECEMBER 2025**



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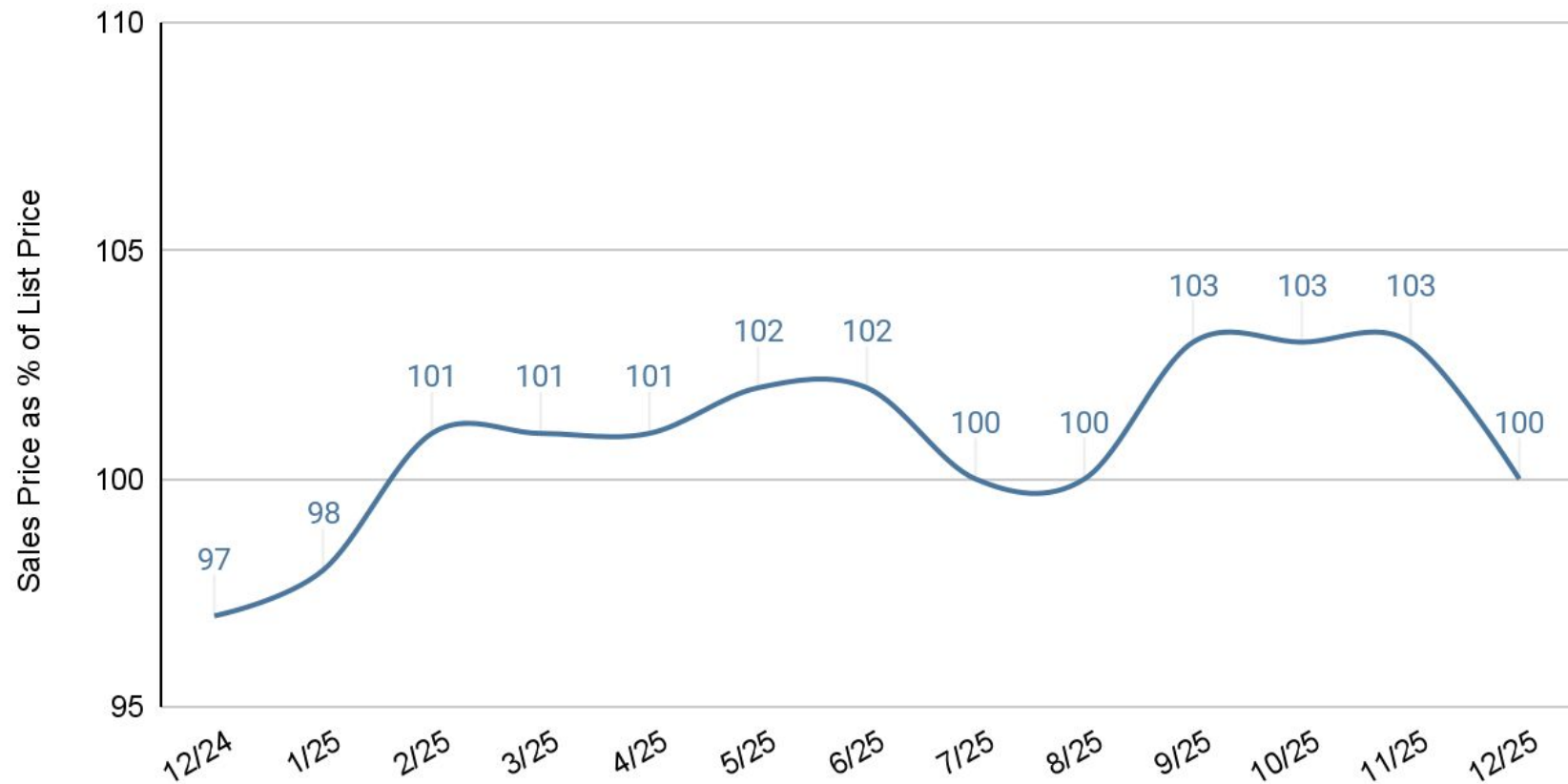
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% Sold Price to List Price

San Francisco | Condos, Co-Ops, Lofts & TICs: **DECEMBER 2025**



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Districts by the Numbers

San Francisco | Condos, Co-Ops, Lofts & TICs: **DECEMBER 2025**

DECEMBER 2025							YEAR-OVER-YEAR % CHANGE					
Condos, Lofts & TICs	Med. Sold \$	\$ per Sq Ft	Days on Market	# Active Props	# Sold Props	Mo. of Inventory	Med. Sold \$	\$ per Sq Ft	Days on Market	# Active Props	# Sold Props	Mo. of Inventory
District 1	\$1.48M	\$920	50	7	8	0.9	▲5%	▲3%	▲79%	▲17%	▲60%	▼25%
District 2	\$458K	\$707	84	1	2	0.5	▼75%	▼12%	▲68%	▼50%	▲0%	▼50%
District 3	\$1.26M	\$631	35	0	3	0.0	▲138%	▼23%	▼68%	--	▲0%	--
District 4	\$548K	\$728	243	5	2	2.5	▼33%	▼15%	▲1250%	▼17%	▲100%	▼58%
District 5	\$1.50M	\$1,019	43	15	25	0.6	▲12%	▲4%	▼49%	▲7%	▲4%	▲0%
District 6	\$1.28M	\$998	56	14	20	0.7	▲8%	▲1%	▼18%	▲0%	▲67%	▼42%
District 7	\$1.77M	\$1,668	54	8	21	0.4	▲33%	▲48%	▼26%	▼70%	▲5%	▼71%
District 8	\$888K	\$1,065	82	76	38	2.0	▼3%	▲1%	▲30%	▼10%	▲15%	▼20%
District 9	\$900K	\$953	76	130	59	2.2	▼5%	▼16%	▲1%	▼37%	▲11%	▼44%
District 10	\$920K	\$821	67	23	12	1.9	▲12%	▲22%	▼8%	▼26%	▼25%	▲0%

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METHODOLOGY, METRICS & SOURCE

The Corcoran Icon Properties Market Report offers current and valuable information regarding the local market. Each region reported on is broken down by city or neighborhood and contains specific details and insights related to that market.

Metrics

MEDIAN PRICE is the middle or midpoint price where half of sales fall below and half fall above this number.

AVERAGE PRICE PER SQUARE FOOT is the average sold price divided by the average square footage of sold properties.

DAYS ON MARKET averages how long a unit takes to sell and is calculated determining the number of days from when the property is first listed until the property comes off market (for example, when it becomes pending).

PROPERTIES SOLD is the total number of properties that closed during the period shown.

PROPERTIES FOR SALE is the total number of properties available for sale during the period shown.

MONTHS SUPPLY OF INVENTORY is the number of months it would take for all currently for sale properties to sell based on the current pace of sales. This is calculated by dividing the number of properties for sale by the number of properties sold during a given month.

PERCENTAGE SOLD PRICE TO ORIGINAL PRICE is the final sales price of a property compared to the original list price, expressed as a percentage. This number is above 100% when properties are selling above the original list price.

Data Source:

Figures in this report are based on publicly reported closed sales information via the Multiple Listing Service (MLS). Information is deemed reliable, but may contain errors and is subject to change. Not all sales are entered into the MLS. Information is added daily, therefore data available is constantly changing. Current monthly sold statistics may be adjusted on the next month's report; this reflects additional closed transactions that are reported late.

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