

# SAN FRANCISCO RESIDENTIAL DEVELOPMENT

DECEMBER 2016





# NAVIGATION Click page numbers to be taken directly to page

NEWS &  
HIGHLIGHTS

p. 3

FORWARD  
DESIGN

p. 4

MARKET  
PERFORMANCE

p. 5

THE RITZ-CARLTON RESIDENCES ROWAN 1450 FRANKLIN  
SHIPLEY HOUSE 181 FREMONT ONE MISSION BAY THE HARRISON  
THE PACIFIC 388 FULTON 450 HAYES THE DISTRICT LUMINA ROCKWELL  
LUXE FULTON 555 72 TOWNSEND SHIPYARD SUMMIT 800

Click development to be taken directly to page

CURRENTLY  
SELLING

p. 6

RECENTLY  
SOLD-OUT

p. 33

UPCOMING  
PROJECTS

p. 37

Click development to be taken directly to page

388 FULTON 450 HAYES ONE FRANKLIN 1001 17TH

PIPELINES &  
PROJECTIONS

p. 39

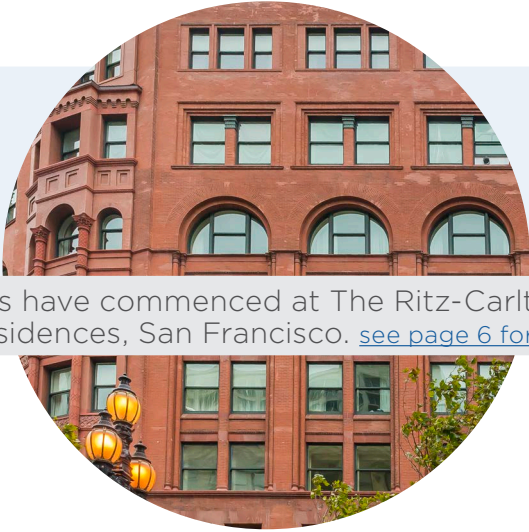
CONTACT &  
DISCLAIMER

p. 41

## REPORT NOTES

While the Report focuses on condominiums, select information on apartments has been presented. The most recent available data has been used. Below Market Rate (BMR) and senior housing units have been omitted from closings and statistics where possible. Note that it can take a few months before unit closings appear in the public records. Absorption is measured from the start of sales until the current period. The Report covers developments with over 4 units. HOA dues include parking fees, where applicable.

# NEWS & HIGHLIGHTS



Sales have commenced at The Ritz-Carlton Residences, San Francisco. [see page 6 for details](#)



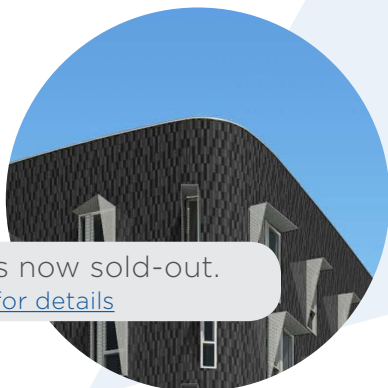
Additional closings have been released for The Harrison. [see page 14 for details](#)



Additional closings have been released for The Pacific. [see page 16 for details](#)



450 Hayes is now sold-out. [see page 34 for details](#)



388 Fulton is now sold-out. [see page 33 for details](#)

# FORWARD DESIGN



**A**rturo Alvarez Lighting (The Ritz-Carlton Residences, San Francisco)



**B**ertazzoni Ovens & Cook tops (Rowan)



**G**aggenau gas cook top with front controls (The Pacific)



**F**ull-height marble slab bath walls (181 Fremont)

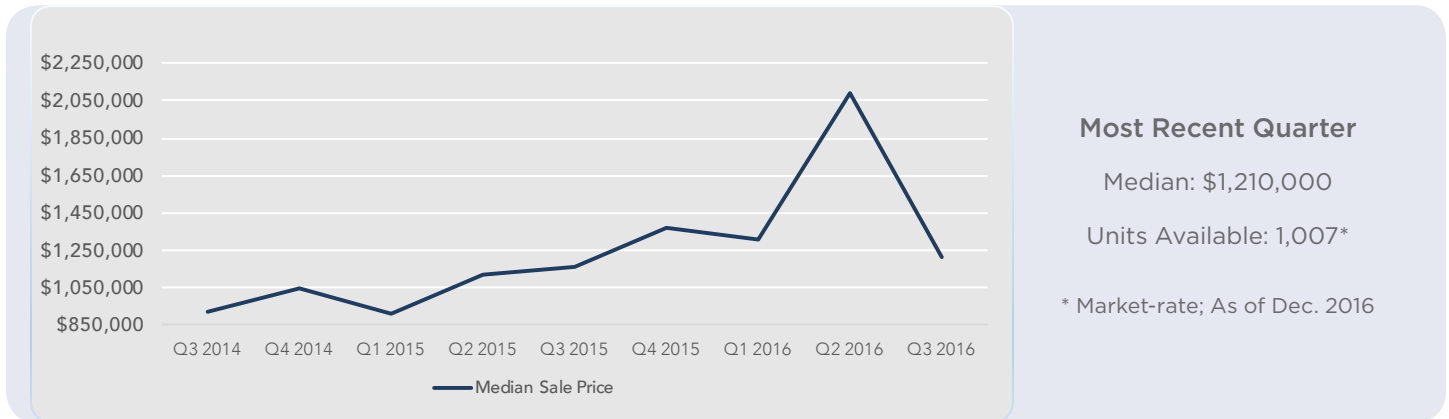


# MARKET PERFORMANCE

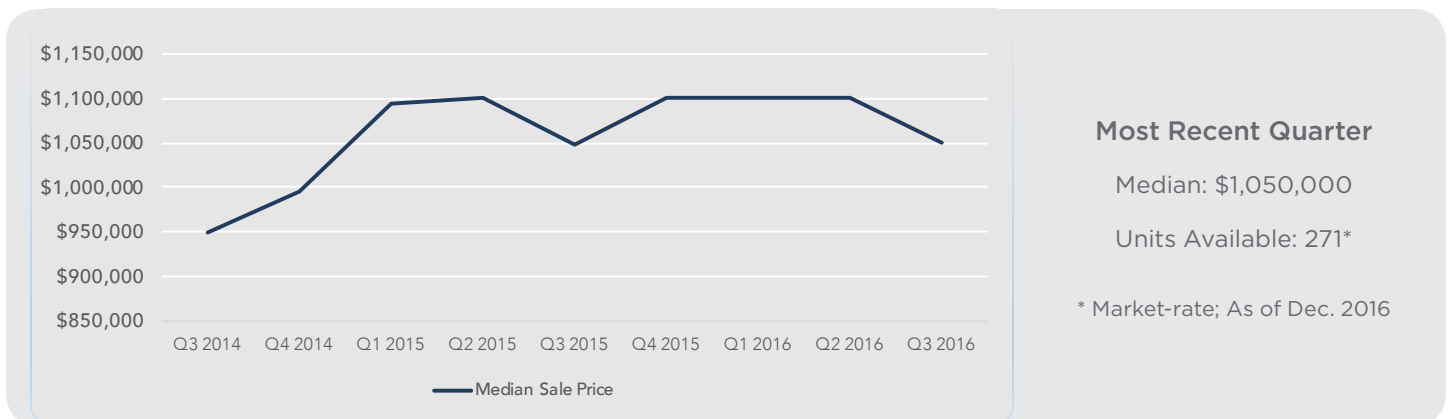
## MEDIAN PRICE PER SQUARE-FOOT

| Type               | Currently    | Year-Over-Year | Month-Over-Month |
|--------------------|--------------|----------------|------------------|
| New Condominium    | \$1,303/SqFt | + 4%           | -                |
| Resale Condominium | \$957/SqFt   | - 7%           | - 9%             |

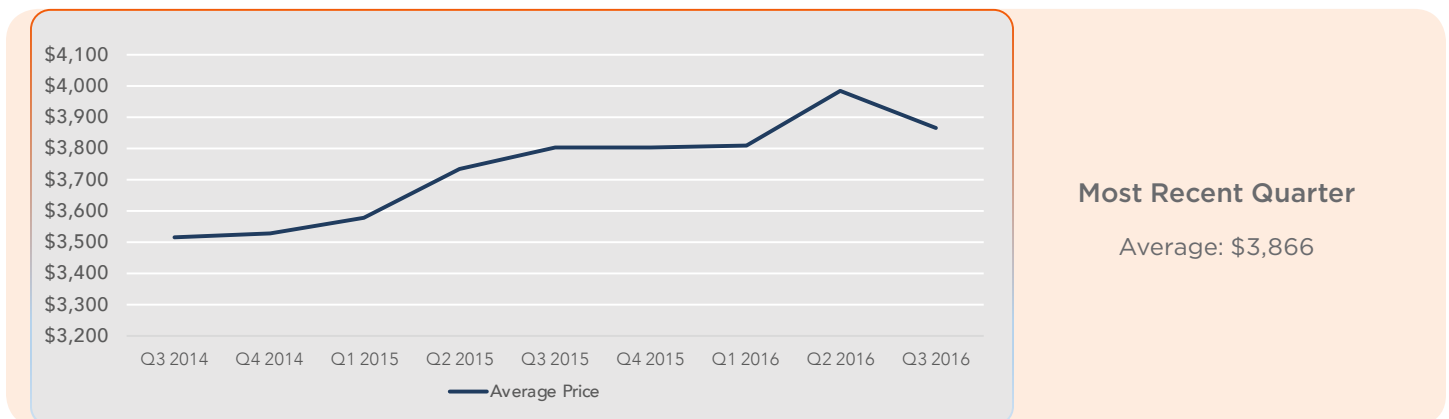
## NEW CONDOMINIUM MEDIAN SALE PRICE



## RESALE CONDOMINIUM MEDIAN SALE PRICE



## APARTMENT AVERAGE LIST PRICE



# DEVELOPMENT SNAPSHOT *Currently Selling*



## THE RITZ-CARLTON RESIDENCES, SAN FRANCISCO

[690 Market St](#) at 3rd | Financial District/Union Square

**Date on Market:** December 2016

**Project specs:** 101 units (19 units in current release), 24-stories, Landmark No. 243

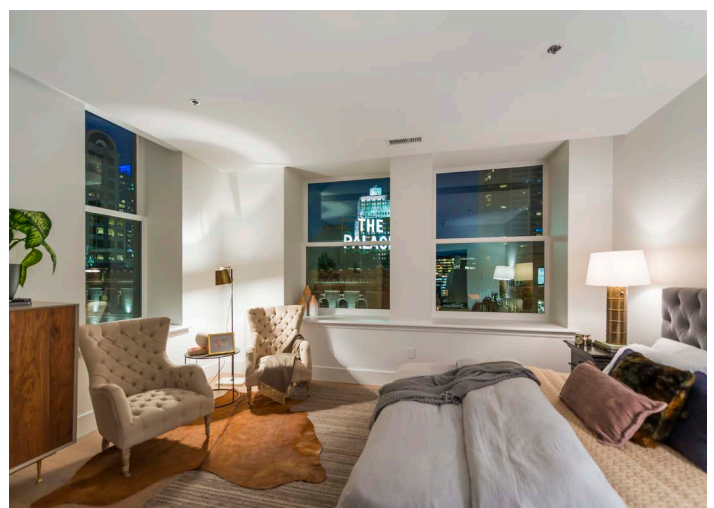
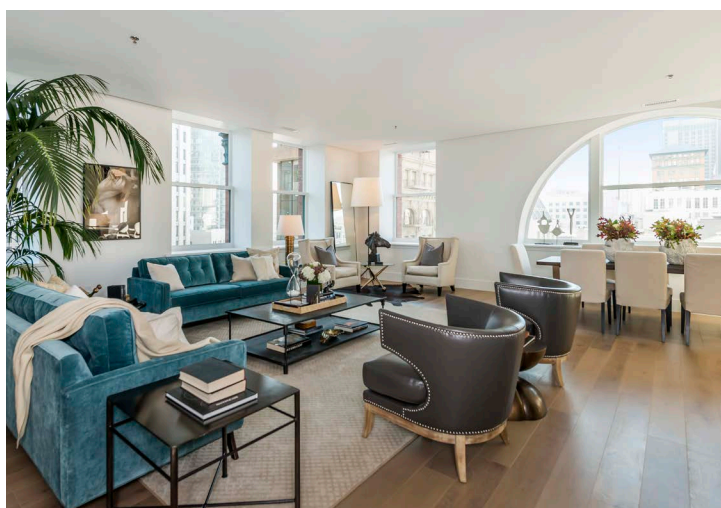
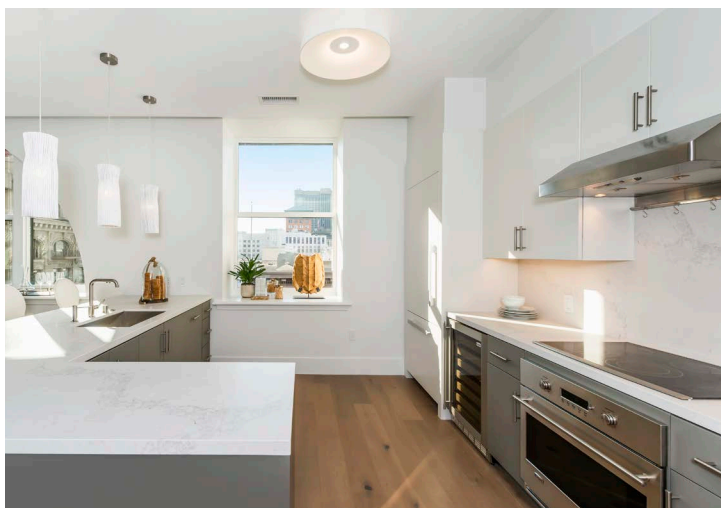
**Architect:** Burnham & Root/Charles Bloszies

**Features & Finishes:** Caesarstone counter tops, Miele & Monogram appliances, Arturo Alvarez lighting, Kohler Purist fixtures, Soft-close cabinets and drawers, Emtek bath hardware, Modern disc crystal door knobs, Lutron wall plates, Bosch clothes washer & dryer, Wide-plank oak floors, Nest Learning Thermostat

**Amenities:** 12th floor lounge and terrace, 24-hour fitness center, Boardroom, Common area WIFI, Wine storage, Webpass Internet, Service elevator

**Services:** Full-time concierge, Bellman, Doormen, Valet parking, Tuesday through Saturday wine tastings, On-site General Manager, House car service, House-keeping (a la carte), Curated monthly events, 24-hour security

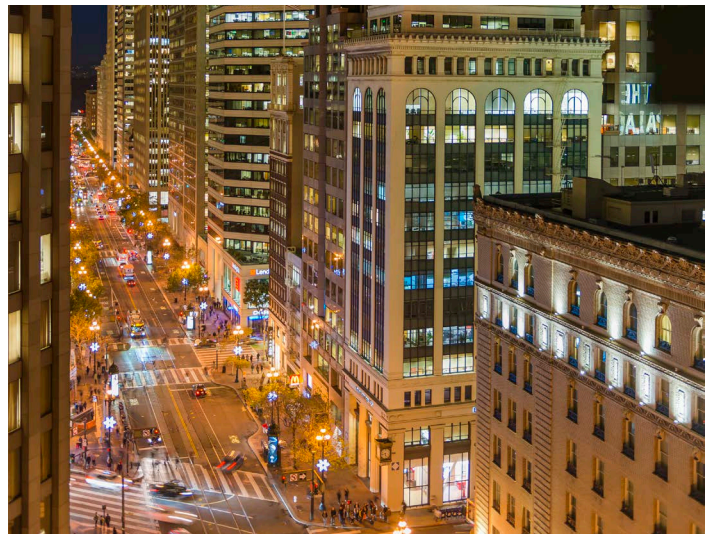
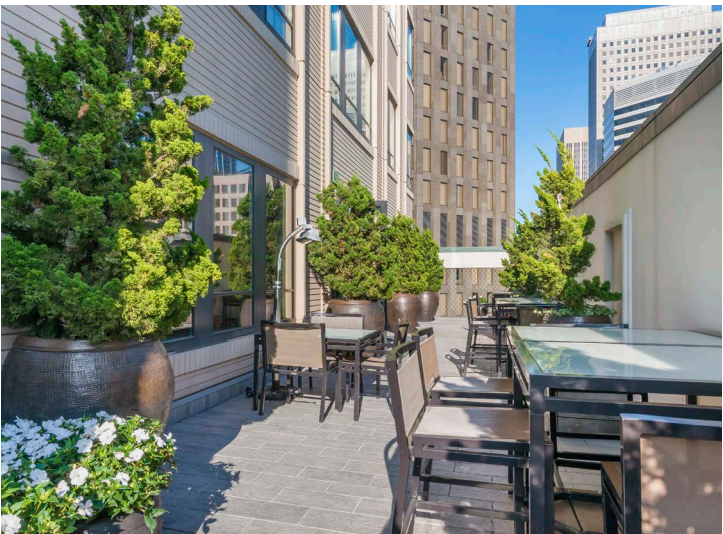
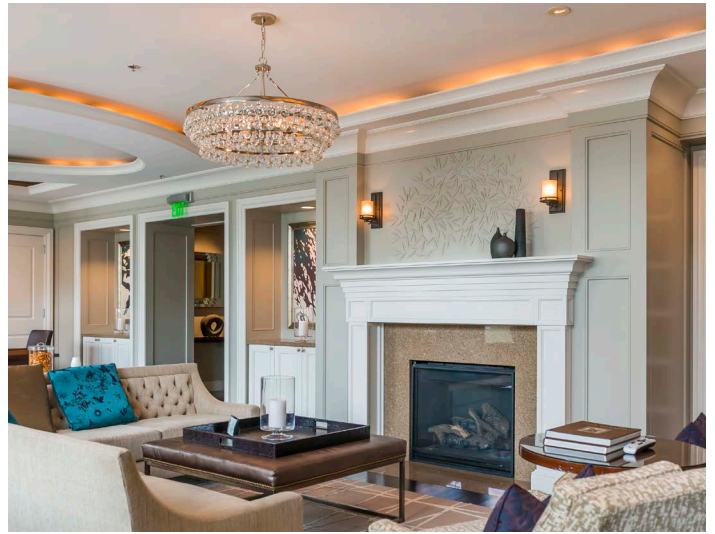
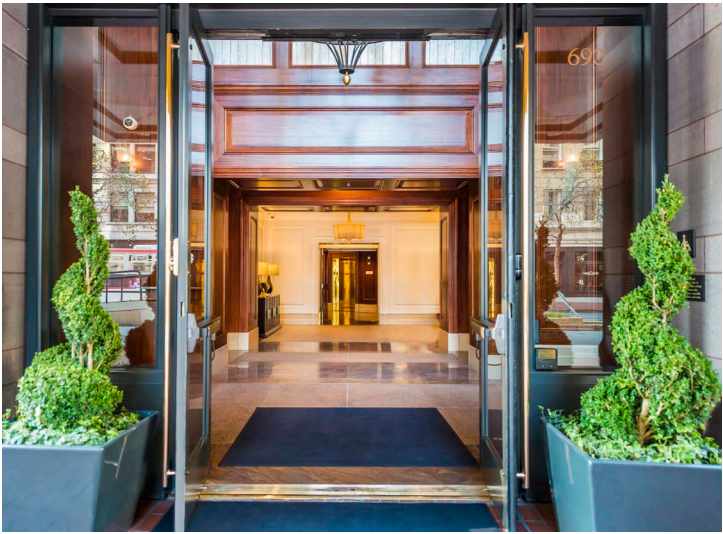
**Website:** [ResidencesSF.com](http://ResidencesSF.com)



ACTIVE LISTINGS CONTINUED ON FOLLOWING PAGE



# DEVELOPMENT SNAPSHOT *Currently Selling*



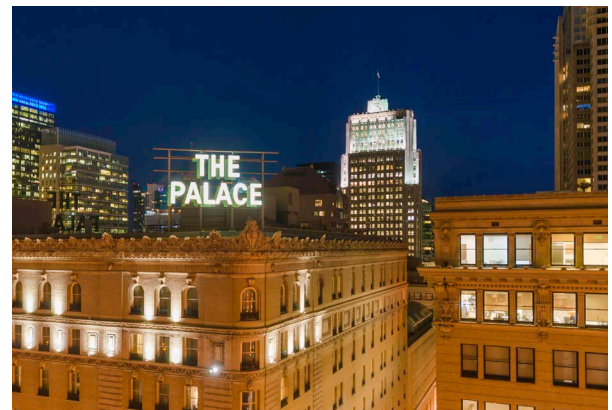
## ACTIVE LISTINGS - THE RITZ-CARLTON RESIDENCES, SAN FRANCISCO

| Unit | Type  | SqFt  | HOA \$* | Parking | Listing Price | \$/SqFt |
|------|-------|-------|---------|---------|---------------|---------|
| 901  | 2/2.5 | 1,735 | \$2,785 | 1       | \$2,400,000   | \$1,383 |
| 902  | 2/3   | 2,490 | \$3,129 | 1       | \$3,300,000   | \$1,325 |
| 903  | 2/2.5 | 1,725 | \$2,785 | 1       | \$2,400,000   | \$1,391 |
| 904  | 2/2.5 | 1,905 | \$2,953 | 1       | \$2,450,000   | \$1,286 |
| 905  | 2/2.5 | 2,090 | \$2,953 | 1       | \$2,700,000   | \$1,292 |

## UNIT MIX\*

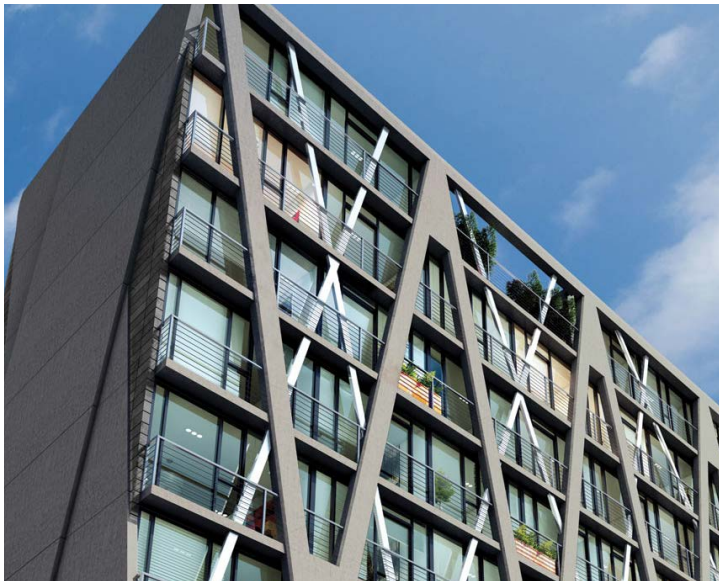
| Unit Type | # Of Units | SqFt Range         | Average SqFt |
|-----------|------------|--------------------|--------------|
| 1-bedroom | 7          | 1,285 - 1,475 SqFt | 1,331 SqFt   |
| 2-bedroom | 11         | 1,625 - 2,490 SqFt | 1,858 SqFt   |
| 3-bedroom | 1          | 2,460 SqFt         | 2,460 SqFt   |

\* Current release of 19 units





# DEVELOPMENT SNAPSHOT *Currently Selling*



## ROWAN

[338 Potrero Avenue](#) at 16th | Mission

**Status:** 17 market-rate units in-contract, Average \$/SqFt (active & pending listings): \$1,119, Approx. absorption: 6 units/month

**Pre-sales:** September 2016 **Closings:** December 2016

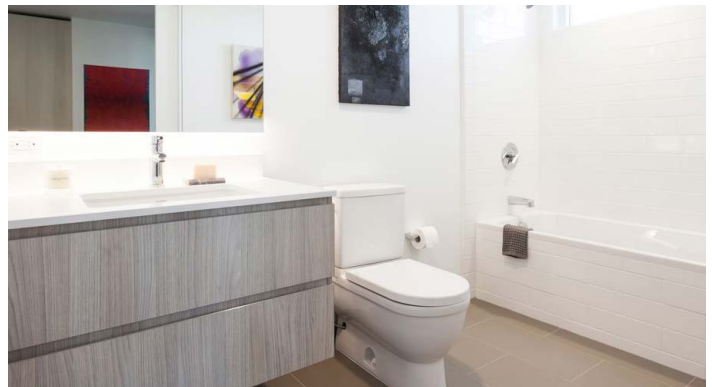
**Project specs:** 70 units, 9-stories, 43 parking spaces (Klaus Stack Parkers), 11 BMRs

**Developer:** Trumark Urban **Architect:** Handel

**Features & Finishes:** Braewood Ebony entry doors, Domus and Domus cabinetry, Duravit/Kohler/American Standard plumbing fixtures, Quartz counter tops, Bertazzoni ovens/gas cook tops, Bosch dishwashers, Ceramic tiled bathroom floors, Oak flooring in living areas, Carpeted bedrooms, Nest thermostats, Juliet balconies, Floor-to-ceiling windows

**Amenities:** Roof terrace with seating/BBQ/fire pit/green wall, Landscaped courtyard

**Website:** [RowanSF.com](#)



### ACTIVE LISTINGS

| Unit | Type | SqFt | HOA \$ | Listing \$ | \$/SqFt |
|------|------|------|--------|------------|---------|
| 309  | 2/2  | 845  | \$703  | \$962,000  | \$1,138 |
| 306  | 1/1  | 663  | \$572  | \$772,000  | \$1,164 |

### PENDING LISTINGS

| Unit | Type      | SqFt | HOA \$ | Listing Price | \$/SqFt |
|------|-----------|------|--------|---------------|---------|
| 301  | 1/1 + Den | 676  | \$572  | \$690,000     | \$1,021 |
| 302  | 1/1 + Den | 673  | \$572  | \$699,000     | \$1,039 |
| 305  | 1/1       | 654  | \$572  | \$762,000     | \$1,165 |
| 409  | 2/2       | 845  | \$703  | \$989,000     | \$1,170 |

\* Parking spaces valued at \$65K/space

### UNIT MIX

| Unit Type             | # Of Units | SqFt Range         | Average SqFt |
|-----------------------|------------|--------------------|--------------|
| 1-bedroom             | 38         | 654 - 772 SqFt     | 669 SqFt     |
| 2-bedroom             | 30         | 831 - 1,229 SqFt   | 866 SqFt     |
| 3-bedroom (penthouse) | 2          | 1,277 - 1,282 SqFt | 1,280 SqFt   |



# DEVELOPMENT SNAPSHOT *Currently Selling*



## 1450 FRANKLIN

[1450 Franklin St](#) at Bush | Lower Pac Heights

**Pre-sales:** September 2016

**Average \$/SqFt** (active listings): \$1,406

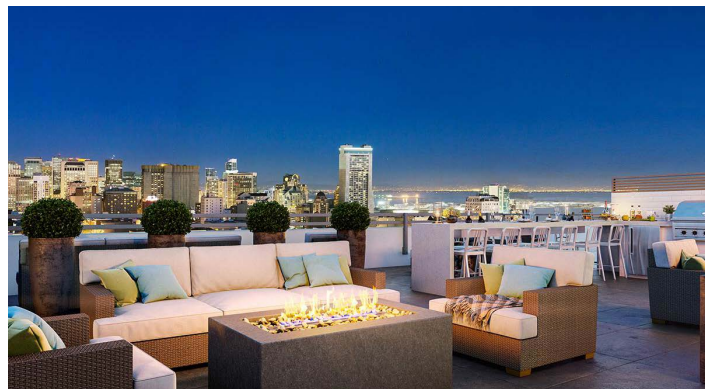
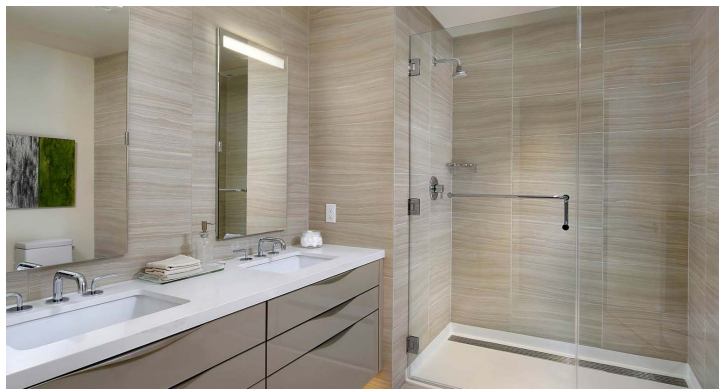
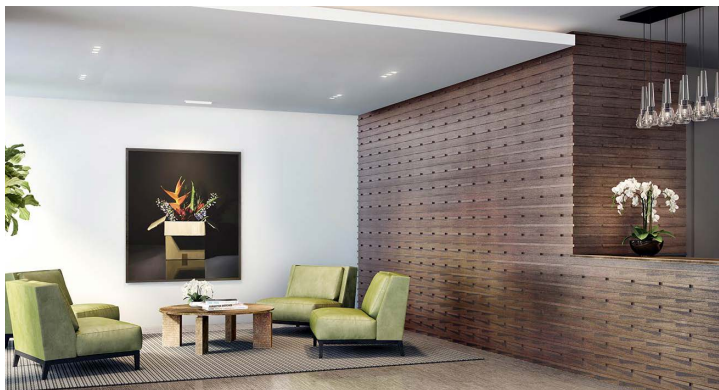
**Specs:** 67 units, 9 BMRs, 13-stories, 70 parking spaces

**Developer:** Rob Isackson **Architect:** Frederick Meyer

**Features & Finishes:** Quartz counter tops, High-gloss kitchen cabinetry, Bosch appliances, Wine refrigerators, Hansgrohe plumbing fixtures, Stainless steel kitchen sinks, Waterworks bathroom faucets, Frame-less glass showers, Floor-to-ceiling porcelain tiled bathrooms, Oak flooring, LED track lighting, Air conditioning, Floor-to-ceiling windows, One balcony or terrace per unit

**Amenities:** Roof terrace with fire pit, Port cochere, Bicycle parking, Available storage units

**Website:** [1450FranklinSF.com](http://1450FranklinSF.com)



### ACTIVE LISTINGS

| Unit | Type | SqFt  | HOA \$ | Parking | Listing Price | \$/SqFt |
|------|------|-------|--------|---------|---------------|---------|
| 404  | 0/1  | 699   | \$668  | 1       | \$820,000     | \$1,173 |
| 1204 | 0/1  | 699   | \$668  | 1       | \$1,000,000   | \$1,431 |
| 903  | 1/1  | 699   | \$668  | 1       | \$935,000     | \$1,338 |
| 505  | 2/2  | 1,326 | \$961  | 1       | \$1,399,000   | \$1,055 |
| 1007 | 2/2  | 1,076 | \$874  | 1       | \$1,405,000   | \$1,306 |
| 1006 | 2/2  | 1,273 | \$968  | 1       | \$1,625,000   | \$1,277 |
| 1006 | 2/2  | 1,273 | \$968  | 1       | \$1,625,000   | \$1,277 |
| 602  | 2/2  | 1,325 | \$961  | 1       | \$1,635,000   | \$1,234 |
| PH2  | 3/3  | 2,076 |        | 2       | \$4,245,000   | \$2,045 |

\* Parking spaces valued at \$75K/space

### UNIT MIX

| Unit Type     | # Of Units | SqFt Range         | Average SqFt |
|---------------|------------|--------------------|--------------|
| Studio        | 9          | 699 SqFt           | 699 SqFt     |
| One-bedroom   | 12         | 691 - 1,173 SqFt   | 780 SqFt     |
| Two-bedroom   | 42         | 1,076 - 1,585 SqFt | 1,272 SqFt   |
| Three-bedroom | 4          | 1,829 - 2,076 SqFt | 1,970 SqFt   |

# DEVELOPMENT SNAPSHOT *Currently Selling*



## SHIPLEY HOUSE

[236 Shipley Street](#) at 5th | South of Market

**Status:** 3 units available

**Average \$/SqFt** (closings): \$1,291

**Project specs:** 15 units, 2 BMRs, 4-stories

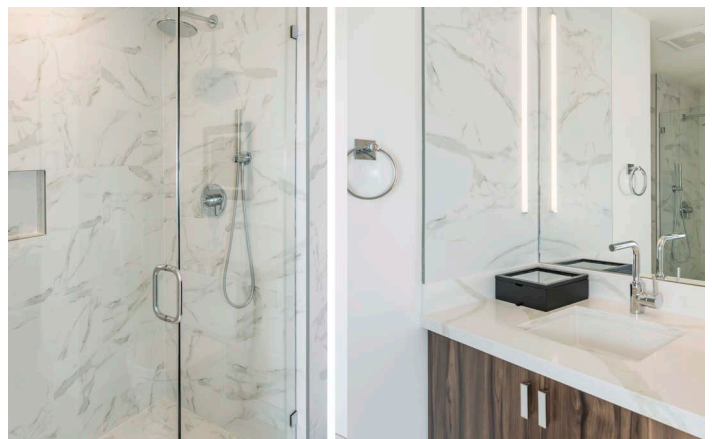
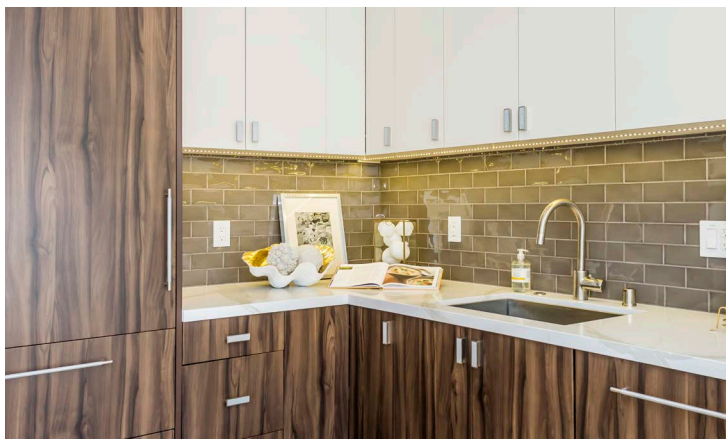
**Date on Market:** July 2016

**Architect:** D Scheme Studio **Interiors:** Birch + Tailor

**Features & Finishes:** Wide-plank oak flooring, Fireplaces with cold rolled steel surround, Merit Showcase cabinetry, Quartz counter tops, Liebherr and Bosch appliances, Grohe and Hansgrohe fixtures, Italian porcelain tile in baths, Duravit soaking tubs, LED lighting, Available storage

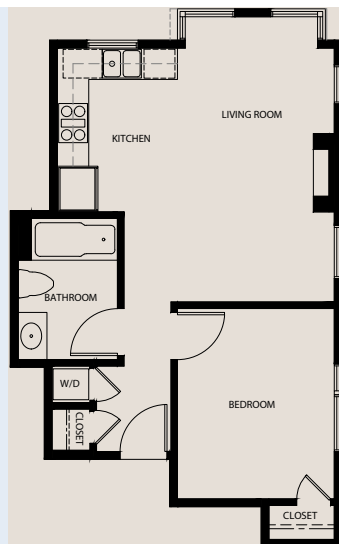
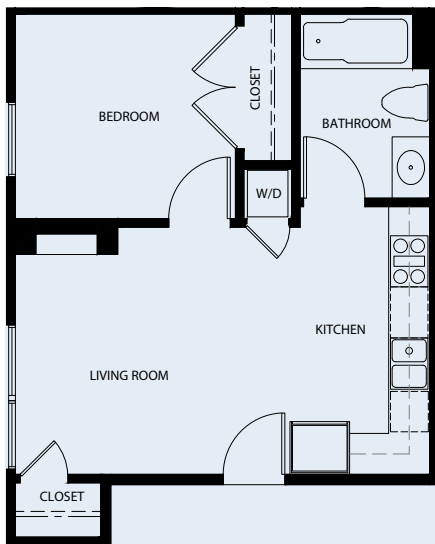
**Amenities:** Bicycle parking and repair station by Dero, Roof terrace

**Website:** [ShipleyHouseSF.com](#)

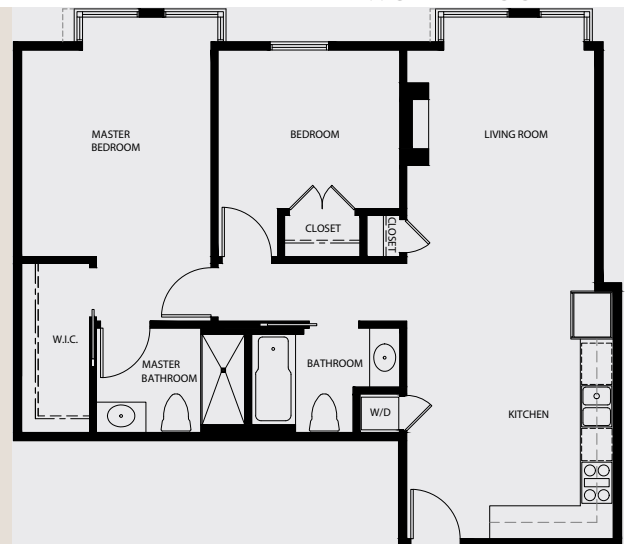


### SAMPLE FLOOR PLANS

#### ONE-BEDROOM



#### TWO-BEDROOM



### CLOSING DETAILS

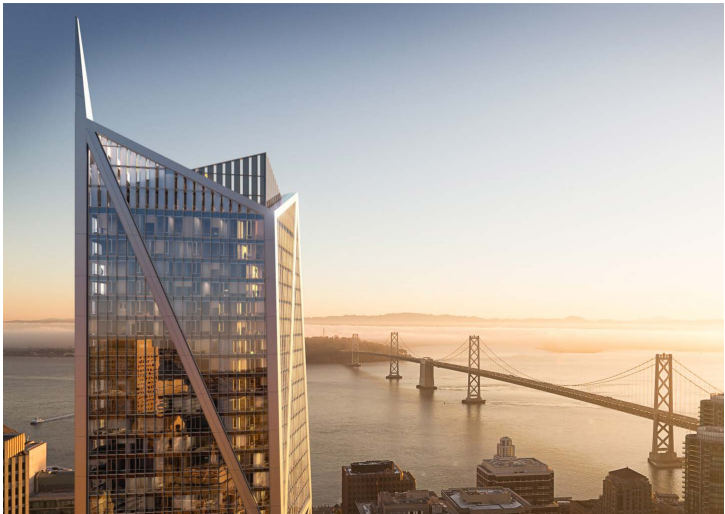
| Unit | Bed/Bath | SqFt | HOA \$ | Closing \$ | \$/SqFt | Closing Date |
|------|----------|------|--------|------------|---------|--------------|
| 303  | 1/1      |      | \$486  | \$660,000  |         | Aug 16       |
| 301  | 1/1      | 467  | \$465  | \$592,000  | \$1,268 | Aug 16       |
| 305  | 1/1      | 514  | \$482  | \$652,000  | \$1,268 | Sep 16       |
| 401  | 1/1      | 467  | \$465  | \$595,000  | \$1,274 | Aug 16       |
| 203  | 1/1      |      | \$486  | \$640,000  |         | Sep 16       |
| 403  | 1/1      | 530  | \$487  | \$695,000  | \$1,311 | Sep 16       |
| 204  | 2/2      |      | \$561  | \$856,000  |         | Nov 16       |

### ACTIVE LISTINGS

| Unit | Type | HOA   | \$        |
|------|------|-------|-----------|
| 202  | 2/2  | \$588 | \$915,000 |



# DEVELOPMENT SNAPSHOT *Currently Selling*



## 181 FREMONT RESIDENCES

[181 Fremont St](#) at Howard | Transbay/South Beach  
**Average \$/SqFt** (sample listings): \$3,137  
**Project specs:** 67 units: 55 residences & 12 accessory suites, 70-story residential/office tower (residence floors: 54-70)  
**Ground broken:** Q4 2013 **Date on Market:** May 2016  
**First Closings:** Q1 2018  
**Developer:** Jay Paul Company  
**Architect:** Heller Manus **Interiors:** Orlando Diaz  
**Features & Finishes:** Exoskeleton structural system with column-less interiors, Earthquake insurance, LEED Platinum, Calacatta marble lobby and corridor accents, Paldao wood lacquer veneer entry doors, Polished brass entry door handles, Floor-to-ceiling windows, Approx. 9' ceilings, Kitchens with quartzite counter tops/Valcucine glass cabinetry/Liebherr, Miele, Sub Zero, Bosch appliances, Master baths with full-height slab honed Arabescato Corchia marble walls/slab marble heated floors/Kohler, Dornbracht, Hansgrohe, Duravit fixtures, Ann Sacks pebble shower floors, Solid bronze door knobs, French oak floors, Recessed cove soffit lighting, Ceruse-ebonized oak wall accents and entertainment cabinet, Lutron motorized shades, Glass beaded wall paper, Bay and City views  
**Amenities:** Lobby attendant, Full-time concierge, Valet parking, 7th-floor Sky Bridge to Transbay City Park, 52nd amenity floor with: Fitness center, Yoga room, Library, Conference room, Catering kitchen, Bar, Lounge, Wrap-around terrace  
**Sales Center:** [101 California Street](#), 42nd Floor  
**Website:** [181Fremont.com](#)



### SAMPLE LISTINGS

| Unit | Type                | SqFt  | HOA \$* | Parking | Listing Price | \$/SqFt |
|------|---------------------|-------|---------|---------|---------------|---------|
| 54B  | Accessory Studio    | 403   | \$2,572 | 1       | \$1,100,000   | \$2,730 |
| 54L  | Accessory 1-bedroom | 572   | \$2,618 | 1       | \$1,330,000   | \$2,325 |
| 54H  | Accessory Jr. 1-bed | 623   | \$2,646 | 1       | \$1,450,000   | \$2,327 |
| 60C  | 2/2.5 + Den         | 1,262 | \$2,837 | 1       | \$3,245,000   | \$2,571 |
| 64C  | 2/2.5               | 1,260 | \$2,837 | 1       | \$3,405,000   | \$2,702 |
| 55C  | 2/2.5 + Den         | 1,605 | \$2,944 | 1       | \$3,580,000   | \$2,231 |
| 61D  | 2/2                 | 1,637 | \$2,944 | 1       | \$4,315,000   | \$2,636 |
| 68A  | 2/2.5 + Den         | 3,368 | \$3,992 | 2       | \$14,500,000  | \$4,305 |
| 62B  | 3/3.5               | 2,263 | \$3,639 | 2       | \$6,880,000   | \$3,040 |
| 66A  | 3/3.5               | 2,404 | \$3,195 | 2       | \$8,500,000   | \$3,536 |

\*HOA dues include \$500 per space monthly parking fee

# DEVELOPMENT SNAPSHOT *Currently Selling*



## ONE MISSION BAY

[1003 3rd Street](#)/110 Channel Street | Mission Bay

**Status:** Approximately 42% in-contract, Average \$/SqFt (active & pending listings): \$1,241, Approximate absorption: 19 units/month

**Project specs:** 350 units, one 16-story high-rise & one 6-story mid-rise, 1:1 parking, One year moratorium on resales

**Ground broken:** Q3 2015 **Date On Market:** April 2016

**First Closings:** Q2 2017

**Developer:** CIM Group/Strada Investment Group

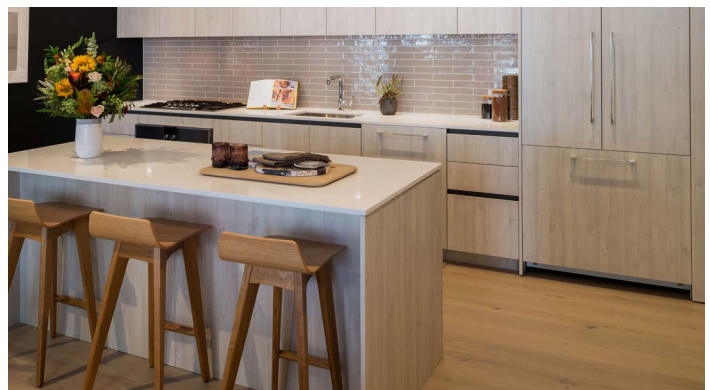
**Architect:** Arquitectonica **Landscape:** CMG

**Interiors:** II by IV Design

**Features & Finishes:** Gaggenau ovens/cook tops/ranges/refrigerators/paneled dishwashers, Vdara quartz counter tops, Hardwood floors, Carpet in bedrooms, Kohler fixtures, Porcelanosa tile, Domus & Domus cabinetry, Air conditioning

**Amenities:** Courtyard with pool/spa/cabanas/fire pit/BBQs, Harley Pasternak-designed fitness center with sauna, Business center, Library, Guest suite, Conference rooms, Catering kitchen, Lounge, 13,000 SqFt ground level retail, 24-hour attended lobby, Available EV charging conduit (\$12,500), Bicycle parking

**Website:** [OneMissionBay.com](#) **Sales center:** [660 3rd](#)



### ACTIVE LISTINGS

| Unit | Type      | SqFt  | HOA   | Parking | \$          | \$/SqFt |
|------|-----------|-------|-------|---------|-------------|---------|
| 314  | 1/1       | 721   | \$717 | 1       | \$907,000   | \$1,258 |
| 619  | 2/2       | 1,171 | \$821 | 1       | \$1,448,000 | \$1,237 |
| 505  | 2/2 + Den | 1,528 | \$919 | 1       | \$1,700,000 | \$1,113 |
| 1007 | 3/2       | 1,639 | \$948 | 1       | \$2,098,000 | \$1,280 |

### PENDING LISTINGS

| Unit | Type      | SqFt  | HOA   | Parking | \$          | \$/SqFt |
|------|-----------|-------|-------|---------|-------------|---------|
| 218  | 0/1       | 497   | \$622 | 0       | \$582,000   | \$1,171 |
| 312  | 0/1       | 508   | \$653 | 1       | \$705,000   | \$1,388 |
| 416  | 0/1       | 508   | \$646 | 1       | \$705,899   | \$1,390 |
| 326  | 0/1       | 538   | \$653 | 1       | \$725,000   | \$1,348 |
| 412  | 1/1       | 767   | \$717 | 1       | \$894,000   | \$1,166 |
| 214  | 1/1 + Den | 760   | \$717 | 1       | \$845,000   | \$1,112 |
| 908  | 1/1 + Den | 830   | \$736 | 1       | \$949,000   | \$1,143 |
| 522  | 2/2       | 1,188 | \$821 | 1       | \$1,325,000 | \$1,115 |
| 714  | 2/2 + Den | 1,198 | \$821 | 1       | \$1,490,000 | \$1,244 |
| 503  | 3/2       | 1,272 | \$848 | 1       | \$1,628,000 | \$1,280 |
| 811  | 3/2       | 1,458 | \$901 | 1       | \$2,100,000 | \$1,440 |

### UNIT MIX

| Unit Type           | # Of Units | Size Range         |
|---------------------|------------|--------------------|
| Studios             | 22         | 487 - 545 SqFt     |
| One-bedroom         | 74         | 757 - 1,211 SqFt   |
| One-bedroom + Den   | 63         | 758 - 1,231 SqFt   |
| Two-bedroom         | 61         | 967 - 1,685 SqFt   |
| Two-bedroom + Den   | 98         | 1,035 - 1,536 SqFt |
| Three-bedroom       | 25         | 1,264 - 1,827 SqFt |
| Three-bedroom + Den | 7          | 1,973 - 1,976 SqFt |





# DEVELOPMENT SNAPSHOT *Currently Selling*



## THE HARRISON

[401 Harrison Street](#) at Fremont | Rincon Hill

**Average \$/SqFt** (closings): \$1,263/SqFt

**Project specs:** 298 units, 49-stories, 298 parking spaces

**Date on Market:** April 2016

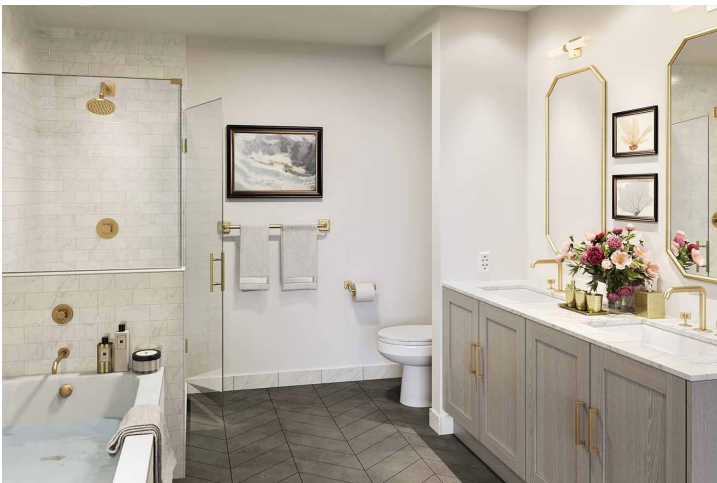
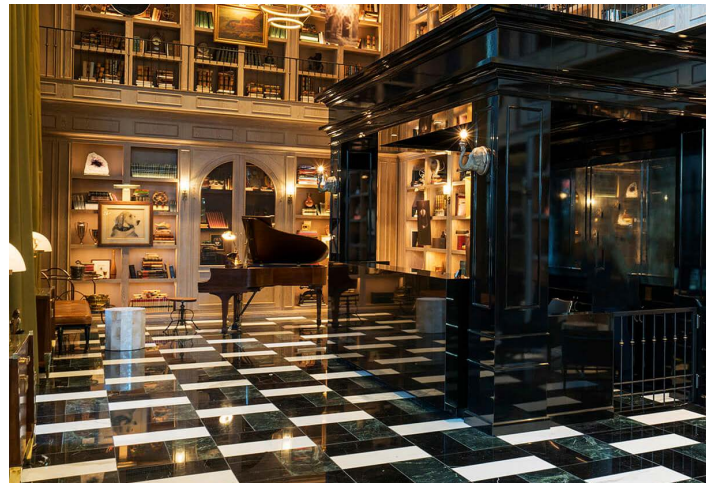
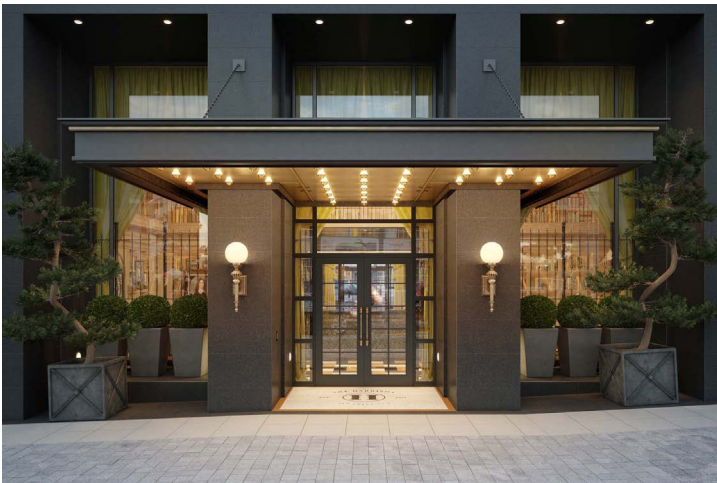
**Developer/Owner:** Rockpoint/Maximus

**Architect/Interiors:** Solomon Cordwell Buenz/Ken Fulk

**Features & Finishes:** Diagonal-planked Siberian oak floors, Waterworks fixtures, Un-lacquered brass hardware, Bosch washer/dryers, Studio Becker Ash Molina gray cabinetry, Carrara marble counter tops and backsplash, Kitchens with Kohler sinks/Sub-Zero paneled refrigerators/Bertazzoni gas cook tops, ovens, microwaves/Bosch Ascenta dishwashers, Bathrooms with Chevron honed-finish olive porcelain tile floors/Decolav sinks/Brass wall sconces/Carrara subway tiled showers, Bay Bridge and City views

**Amenities:** Full-service concierge, 24-hour attended lobby, 24-hour valet parking, Electric vehicle car charging, Resident storage, Package room with refrigerated storage, Controlled access elevators, Bicycle parking, 49th-floor lounge with dining area/kitchen/fireplace, Terrace with reflection pool/garden/BBQs, Wine storage, 55-foot pool, Jacuzzi, 2,500 SqFt fitness center, Lobby with double-height ceiling/ two-story library

**Website:** [TheHarrisonSF.com](http://TheHarrisonSF.com)



THE HARRISON CLOSINGS CONTINUED ON FOLLOWING PAGE...



# DEVELOPMENT SNAPSHOT *Currently Selling*

## CLOSING DETAILS - THE HARRISON

| Unit | Type | SqFt  | HOA \$  | Parking | Closing Price | \$/SqFt | Sale Date |
|------|------|-------|---------|---------|---------------|---------|-----------|
| 4D   | 1/1  | 606   | \$1,239 | 1       | \$755,000     | \$1,246 | Q3 2016   |
| 4G   | 1/1  | 810   | \$1,314 | 1       | \$768,000     | \$948   | Q3 2016   |
| 6B   | 1/1  | 744   | \$1,285 | 0       | \$774,000     | \$1,040 | Q3 2016   |
| 4B   | 1/1  | 741   | \$1,285 | 1       | \$801,000     | \$1,081 | Q3 2016   |
| 4A   | 1/1  | 1,148 | \$1,406 | 1       | \$810,000     | \$706   | Q4 2016   |
| 11D  | 1/1  | 607   | \$1,239 | 1       | \$825,000     | \$1,359 | Q4 2016   |
| 8E   | 1/1  | 707   | \$1,285 | 1       | \$828,000     | \$1,171 | Q4 2016   |
| 15D  | 1/1  | 607   | \$1,239 | 1       | \$835,000     | \$1,376 | Q4 2016   |
| 7G   | 1/1  | 834   | \$1,314 | 1       | \$840,000     | \$1,007 | Q4 2016   |
| 10E  | 1/1  | 707   | \$1,285 | 1       | \$860,000     | \$1,216 | Q4 2016   |
| 8G   | 1/1  | 833   | \$1,314 | 1       | \$865,000     | \$1,038 | Q4 2016   |
| 6A   | 1/1  | 1,148 | \$1,406 | 1       | \$868,000     | \$756   | Q4 2016   |
| 5A   | 1/1  | 1,148 | \$1,189 | 1       | \$877,000     | \$764   | Q3 2016   |
| 14E  | 1/1  | 707   | \$1,285 | 1       | \$880,000     | \$1,245 | Q4 2016   |
| 15E  | 1/1  | 707   | \$1,285 | 1       | \$892,000     | \$1,262 | Q3 2016   |
| 9G   | 1/1  | 833   | \$1,314 | 1       | \$905,000     | \$1,086 | Q4 2016   |
| 12E  | 1/1  | 707   | \$1,285 | 1       | \$921,000     | \$1,303 | Q3 2016   |
| 16D  | 1/1  | 607   | \$1,240 | 1       | \$928,000     | \$1,529 | Q3 2016   |
| 16E  | 1/1  | 707   | \$1,285 | 1       | \$941,000     | \$1,331 | Q4 2016   |
| 10G  | 1/1  | 819   | \$1,314 | 1       | \$972,500     | \$1,187 | Q4 2016   |
| 11A  | 1/1  | 840   | \$1,314 | 1       | \$985,000     | \$1,173 | Q4 2016   |
| 10A  | 1/1  | 840   | \$1,314 | 1       | \$1,000,000   | \$1,190 | Q4 2016   |
| 18A  | 1/1  | 844   | \$1,314 | 1       | \$1,025,000   | \$1,214 | Q4 2016   |
| 18F  | 1/1  | 830   | \$1,314 | 1       | \$1,245,000   | \$1,500 | Q4 2016   |
| 4F   | 2/2  | 1,241 | \$1,458 | 1       | \$1,147,500   | \$925   | Q3 2016   |
| 5F   | 2/2  | 1,240 | \$1,241 | 1       | \$1,176,000   | \$948   | Q4 2016   |
| 11B  | 2/2  | 1,312 | \$1,476 | 1       | \$1,313,000   | \$1,001 | Q4 2016   |
| 10B  | 2/2  | 1,312 | \$1,476 | 1       | \$1,358,000   | \$1,035 | Q4 2016   |
| 12B  | 2/2  | 1,312 | \$1,476 | 1       | \$1,370,000   | \$1,044 | Q3 2016   |
| 6C   | 2/2  | 1,339 | \$1,476 | 1       | \$1,383,000   | \$1,033 | Q4 2016   |
| 14B  | 2/2  | 1,312 | \$1,476 | 1       | \$1,399,000   | \$1,066 | Q4 2016   |
| 15B  | 2/2  | 1,312 | \$1,476 | 1       | \$1,420,000   | \$1,082 | Q4 2016   |
| 16B  | 2/2  | 1,312 | \$1,476 | 1       | \$1,525,000   | \$1,162 | Q3 2016   |
| 18B  | 2/2  | 1,311 | \$1,476 | 1       | \$1,673,000   | \$1,276 | Q4 2016   |
| 14C  | 2/2  | 1,286 | \$1,242 | 1       | \$1,675,000   | \$1,302 | Q3 2016   |
| 18C  | 2/2  | 1,339 | \$1,260 | 1       | \$1,725,000   | \$1,288 | Q3 2016   |
| 24B  | 2/2  | 1,311 | \$1,476 | 1       | \$1,777,000   | \$1,355 | Q4 2016   |
| 16F  | 2/2  | 1,240 | \$1,242 | 1       | \$1,800,000   | \$1,452 | Q3 2016   |
| 19E  | 2/2  | 1,262 | \$1,242 | 1       | \$1,862,000   | \$1,475 | Q3 2016   |
| 28E  | 2/2  | 1,241 | \$1,459 | 1       | \$2,280,000   | \$1,837 | Q3 2016   |
| 31C  | 2/2  | 1,339 | \$1,476 | 1       | \$2,328,000   | \$1,739 | Q4 2016   |
| 29E  | 2/2  | 1,262 | \$1,458 | 1       | \$2,335,000   | \$1,850 | Q4 2016   |
| 33E  | 2/2  | 1,241 | \$1,458 | 1       | \$2,346,000   | \$1,890 | Q3 2016   |
| 35E  | 2/2  | 1,241 | \$1,458 | 1       | \$2,448,000   | \$1,973 | Q3 2016   |
| 37E  | 2/2  | 1,262 | \$1,458 | 1       | \$2,550,000   | \$2,021 | Q4 2016   |

## ACTIVE LISTINGS - THE HARRISON

| Unit | Type | SqFt  | HOA \$  | Parking | \$          | \$/SqFt |
|------|------|-------|---------|---------|-------------|---------|
| 5D   | 1/1  | 606   | \$1,022 | 1       | \$786,000   | \$1,297 |
| 11H  | 1/1  | 759   | \$1,068 | 1       | \$967,000   | \$1,274 |
| 12A  | 1/1  | 840   | \$1,097 | 1       | \$1,028,000 | \$1,224 |
| 7F   | 2/2  | 1,240 | \$1,241 | 1       | \$1,326,000 | \$1,069 |
| 18D  | 2/2  | 1,297 | \$1,241 | 1       | \$1,840,000 | \$1,419 |
| 33C  | 2/2  | 1,334 | \$1,259 | 1       | \$2,468,000 | \$1,850 |





# DEVELOPMENT SNAPSHOT *Currently Selling*



## THE PACIFIC

[2121 Webster Street](#) at Sacramento | Pacific Heights

**Status:** Approximately 55% sold-out

**Average \$/SqFt** (closings): \$1,957

**Project specs:** 76 units, 0 BMRs

**On market:** Row Houses - February 2016; Flats - July 2016

**Developer:** Trumark Urban **Architect/Interiors:** Handel

**Features & Finishes:** Gaggenau refrigerator/steam oven/convection oven/gas cook top/microwave, Liebherr wine refrigerator, Marble counter tops, Arclinea cabinetry, Dornbracht/Waterworks/Duravit/Blanco fixtures, Air-conditioning \*Flooring not included

**Amenities:** 24-hour concierge, Lobby attendant, Valet parking, Guest suite, Fitness studio, Yoga garden, Courtyard, Penthouse lounge with terrace, Bicycle parking

**Website:** [ThePacificHeights.com](http://ThePacificHeights.com)



## UNIT MIX

| Unit Type            | Number of Units | Size Range         |
|----------------------|-----------------|--------------------|
| One-bedroom          | 10              | 965 - 1,123 SqFt   |
| Two-bedroom          | 23              | 1,325 - 1,956 SqFt |
| Three-bedroom        | 16              | 2,112 - 2,395 SqFt |
| Townhome             | 6               | 2,620 - 3,241 SqFt |
| Penthouse            | 7               | 2,139 - 3,073 SqFt |
| Grand Penthouse      | 4               | 3,128 - 4,048 SqFt |
| Row House Collection | 10              | 2,404 - 3,006 SqFt |

THE PACIFIC CLOSINGS & ACTIVE LISTINGS CONTINUED ON FOLLOWING PAGE

# DEVELOPMENT SNAPSHOT *Currently Selling*

## ACTIVE LISTINGS - THE PACIFIC

| Unit*              | Type            | SqFt  | Parking | Listing Price | \$/SqFt |
|--------------------|-----------------|-------|---------|---------------|---------|
| 104                | 1/1.5 + Terrace | 982   | 1       | \$1,475,000   | \$1,502 |
| 205                | 1/1.5 + Terrace | 1,039 | 1       | \$1,550,000   | \$1,492 |
| 504                | 2/2             | 1,440 | 1       | \$2,495,000   | \$1,733 |
| 503                | 2/2             | 1,325 | 1       | \$2,895,000   | \$2,185 |
| 402                | 2/2             | 1,434 | 1       | \$2,995,000   | \$2,089 |
| 407                | 2/2 + Den       | 1,940 | 1       | \$2,695,000   | \$1,389 |
| 607                | 2/2 + Den       | 1,956 | 1       | \$3,995,000   | \$2,042 |
| 301                | 3/2.5           | 2,112 | 1       | \$3,895,000   | \$1,844 |
| 601                | 3/2.5           | 2,150 | 1       | \$5,295,000   | \$2,463 |
| RH 2470 Sacramento | 3/3.5           | 2,404 | 1       | \$3,295,000   | \$1,371 |
| RH 2458 Sacramento | 3/3.5           | 3,006 | 1       | \$3,995,000   | \$1,329 |
| TH 107             | 3/4             | 2,672 | 1       | \$3,595,000   | \$1,345 |
| TH 111             | 3/4             | 2,620 | 1       | \$3,950,000   | \$1,508 |

## CLOSINGS - THE PACIFIC

\*TH = Townhome; RH = Rowhouse

| Unit*              | Type      | SqFt  | Parking | Closing Price | \$/SqFt | Sale Date |
|--------------------|-----------|-------|---------|---------------|---------|-----------|
| 102                | 1/1.5     | 1,045 | 1       | \$1,575,000   | \$1,507 | Q4 2016   |
| 304                | 2/2       | 1,440 | 1       | \$2,030,000   | \$1,410 | Q4 2016   |
| 404                | 2/2       | 1,440 | 1       | \$2,200,000   | \$1,528 | Q4 2016   |
| 307                | 2/2 + Den | 1,940 | 1       | \$2,400,000   | \$1,237 | Q4 2016   |
| 403                | 2/2       | 1,325 | 1       | \$2,600,000   | \$1,962 | Q4 2016   |
| 302                | 2/2       | 1,434 | 1       | \$2,700,000   | \$1,883 | Q4 2016   |
| 305                | 3/2.5     | 2,114 | 1       | \$2,995,000   | \$1,417 | Q4 2016   |
| 507                | 2/2 + Den | 1,940 | 1       | \$3,100,000   | \$1,598 | Q4 2016   |
| 106                | 3/4 + Den | 2,866 | 1       | \$3,495,000   | \$1,219 | Q4 2016   |
| 405                | 3/2.5     | 2,114 | 1       | \$3,500,000   | \$1,656 | Q4 2016   |
| 505                | 3/2.5     | 2,114 | 1       | \$3,761,000   | \$1,779 | Q3 2016   |
| PH2                | 3/2       | 2,172 | 2       | \$4,950,000   | \$2,279 | Q3 2016   |
| 506                | 3/3       | 2,339 | 1       | \$6,200,000   | \$2,651 | Q3 2016   |
| PH6                | 3/4       | 2,584 | 2       | \$8,950,000   | \$3,464 | Q3 2016   |
| 606                | 3/3       | 2,389 | 1       | \$8,960,000   | \$3,751 | Q3 2016   |
| PH5                | Shell     | 3,078 | 2       | \$11,750,000  | \$3,817 | Q3 2016   |
| RH 2468 Sacramento | 3/3.5     | 2,404 | 1       | \$2,895,000   | \$1,204 | Q4 2016   |
| RH 2471 Clay       | 3/3.5     | 2,424 | 1       | \$3,195,000   | \$1,318 | Q3 2016   |
| RH 2472 Sacramento | 3/3.5     | 2,404 | 1       | \$3,245,000   | \$1,350 | Q4 2016   |
| RH 2473 Clay       | 3/3.5     | 2,424 | 1       | \$3,270,000   | \$1,349 | Q4 2016   |
| RH 2462 Sacramento | 3/4       | 3,005 | 1       | \$4,295,000   | \$1,429 | Q4 2016   |





# DEVELOPMENT SNAPSHOT *Currently Selling*



## THE DISTRICT

### 2655 Bush St at Divisadero | Lower Pac Heights

**Status:** 36 market-rate units available, Approximate absorption: 4 units/month, Average \$/SqFt (closings): \$1,266

**Project specs:** 81 units, 0 BMRs, 6-stories, 86 parking spaces, 4,500 SqFt retail, HOA fees: \$650-850

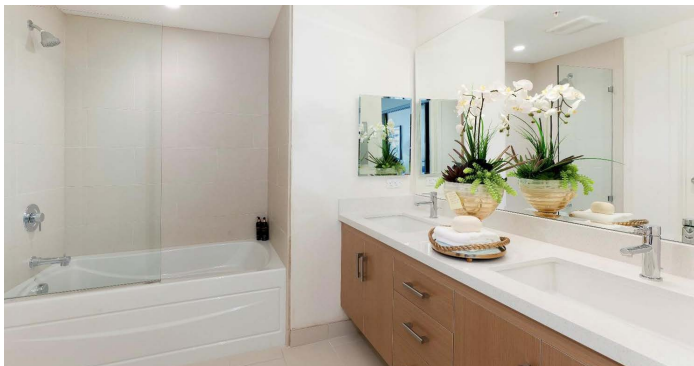
**Date on market:** January 2016

**Developer:** KB Signature **Architect:** KTGy

**Features & Finishes:** Barbosa cabinetry, Caesarstone counter tops with Emser glass tile backsplash, Thermador refrigerators, Bosch 30" gas cook tops, Bosch 30" ovens, Bosch Ascenta dishwashers, Bosch Axxis stacked washer & dryers, Provenza engineered hardwood floors, Shaw Anso carpet in bedrooms, Emser porcelain tile in bathrooms, Moen faucets, Marble and limestone floors in penthouse units

**Amenities:** Lounge, Full-time lobby attendant, Roof terrace with BBQ & fireplace, Fitness center, Courtyard, Pet grooming station

**Website:** [SFTheDistrict.com](http://SFTheDistrict.com)



## CLOSINGS

| Unit | Type | SqFt  | HOA \$ | Parking | \$          | \$/SqFt | Closing date |
|------|------|-------|--------|---------|-------------|---------|--------------|
| 108  | 1/1  | 656   | \$709  | 1       | \$860,000   | \$1,311 | Q3 2016      |
| 210  | 1/1  | 824   | \$703  | 1       | \$865,000   | \$1,050 | Q4 2016      |
| 110  | 1/1  | 621   | \$710  | 1       | \$870,500   | \$1,402 | Q4 2016      |
| 112  | 1/1  | 672   | \$723  | 1       | \$898,000   | \$1,336 | Q4 2016      |
| 309  | 1/1  | 744   | \$741  | 1       | \$929,000   | \$1,249 | Q4 2016      |
| 225  | 2/2  | 899   | \$776  | 1       | \$1,025,000 | \$1,140 | Q4 2016      |
| 127  | 2/2  | 974   | \$797  | 1       | \$1,075,000 | \$1,104 | Q4 2016      |
| 128  | 2/2  | 1,014 | \$808  | 1       | \$1,140,000 | \$1,124 | Q3 2016      |
| 328  | 2/2  | 1,066 | \$821  | 1       | \$1,243,000 | \$1,166 | Q3 2016      |
| 207  | 2/2  | 1015  | \$805  | 1       | \$1,260,500 | \$1,242 | Q4 2016      |
| 212  | 2/2  | 959   | \$794  | 1       | \$1,272,500 | \$1,327 | Q3 2016      |
| 312  | 2/2  | 971   | \$737  | 1       | \$1,310,000 | \$1,349 | Q4 2016      |
| 412  | 2/2  | 971   | \$737  | 1       | \$1,355,560 | \$1,396 | Q4 2016      |
| 414  | 2/2  | 971   | \$794  | 1       | \$1,355,560 | \$1,396 | Q4 2016      |
| 228  | 2/2  | 1,066 | \$821  | 1       | \$1,423,500 | \$1,335 | Q3 2016      |
| 308  | 2/2  | 1,053 | \$758  | 1       | \$1,439,625 | \$1,367 | Q4 2016      |
| 406  | 2/2  | 1,300 | \$879  | 1       | \$1,650,000 | \$1,269 | Q4 2016      |

## ACTIVE LISTINGS

| Unit | Type              | SqFt  | List Price  | \$/SqFt |
|------|-------------------|-------|-------------|---------|
| 114  | 1BD/1BA           | 666   | \$890,000   | \$1,336 |
| 115  | 1BD/+ Study/1.5BA | 980   | \$1,089,000 | \$1,111 |
| 111  | 1BD/+ Study/1.5BA | 980   | \$1,125,000 | \$1,148 |
| 227  | 2BD/2BA           | 974   | \$1,139,000 | \$1,169 |
| 129  | 2BD/2BA           | 1,046 | \$1,145,000 | \$1,095 |
| 229  | 2BD/2BA           | 1,046 | \$1,175,000 | \$1,123 |
| 327  | 2BD/2BA           | 974   | \$1,179,000 | \$1,210 |
| 329  | 2BD/2BA           | 1,046 | \$1,249,000 | \$1,194 |
| 427  | 2BD/2BA           | 974   | \$1,269,000 | \$1,303 |
| 317  | 2BD/2BA           | 1,080 | \$1,295,000 | \$1,199 |
| 429  | 2BD/2BA           | 1,046 | \$1,299,000 | \$1,242 |
| 205  | 2BD/2BA           | 1,164 | \$1,309,000 | \$1,125 |
| 321  | 2BD/2BA           | 1,080 | \$1,329,000 | \$1,231 |
| 325  | 2BD/2BA           | 1,010 | \$1,329,000 | \$1,316 |
| 417  | 2BD/2BA           | 1,080 | \$1,375,000 | \$1,273 |
| 303  | 2BD/2BA           | 1,164 | \$1,419,000 | \$1,219 |
| 305  | 2BD/2BA           | 1,164 | \$1,434,000 | \$1,232 |
| 425  | 2BD/2BA           | 1,010 | \$1,455,000 | \$1,441 |

| Unit | Type            | SqFt  | List Price  | \$/SqFt |
|------|-----------------|-------|-------------|---------|
| 421  | 2BD/2BA         | 1,080 | \$1,507,520 | \$1,396 |
| 408  | 2BD/2BA         | 1,053 | \$1,513,580 | \$1,437 |
| 403  | 2BD/2BA         | 1,164 | \$1,568,000 | \$1,347 |
| 405  | 2BD/2BA         | 1,164 | \$1,568,000 | \$1,347 |
| 206  | 2BD/2BA         | 1,311 | \$1,575,000 | \$1,201 |
| 306  | 2BD/2BA         | 1,311 | \$1,590,000 | \$1,213 |
| 131  | 2BD/2BA + STUDY | 1,115 | \$1,239,000 | \$1,111 |
| 231  | 2BD/2BA + STUDY | 1,115 | \$1,349,000 | \$1,210 |
| 130  | 2BD/2BA + STUDY | 1,097 | \$1,369,000 | \$1,248 |
| 230  | 2BD/2BA + STUDY | 1,149 | \$1,399,000 | \$1,218 |
| 331  | 2BD/2BA + STUDY | 1,115 | \$1,449,000 | \$1,300 |
| 431  | 2BD/2BA + STUDY | 1,115 | \$1,505,000 | \$1,350 |
| 330  | 2BD/2BA + STUDY | 1,149 | \$1,535,075 | \$1,336 |
| 430  | 2BD/2BA + STUDY | 1,149 | \$1,599,000 | \$1,392 |
| 201  | 2BD/2BA + DEN   | 1,600 | \$1,850,000 | \$1,156 |
| 301  | 2BD/2BA + DEN   | 1,600 | \$1,975,000 | \$1,234 |

# DEVELOPMENT SNAPSHOT *Currently Selling*



## LUMINA

**201 Folsom Street at Beale | South Beach**

**Status:** 451 units closed

**Project info:** 656 units, one 42-story tower, one 37-story tower, two 8-story podiums

**Developer:** Tishman Speyer (China Vanke - equity partner)

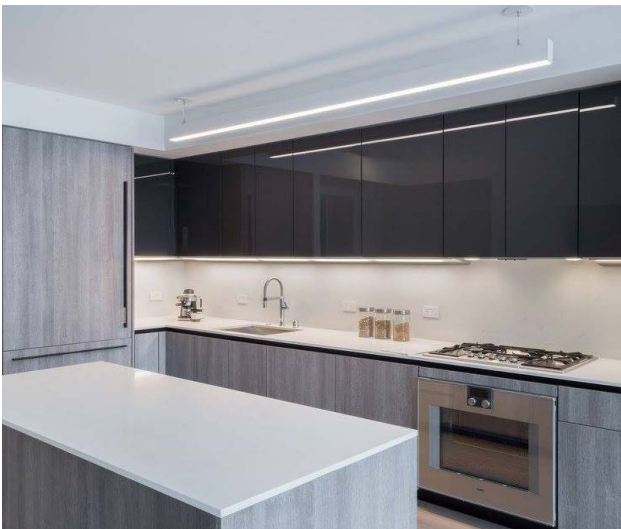
**Architect:** Arquitectonica (towers) and Heller Manus (podiums/"Plazas")

**Date on market:** September 2014

**Amenities:** 10,500 SqFt rooftop with vegetable garden/dining/fire pits/movie screening, 7,000 SqFt fitness center with yoga studio/aerobics room/20-foot climbing wall, lounge with fireplace/bar, private dining room with chef's kitchen/prep kitchen/fireplace/outdoor terrace, screening room with tiered seating for thirty/surround sound, 75-foot lap pool, library with WIFI, 2,000 SqFt spa with treatment room/day lockers/steam room/sauna, children's room, music practice room, pet grooming station, on-site gourmet grocer, Audi At-Home, Scoot electric scooters

**Features & Finishes:** 9' to 10'10" ceilings, Bay views, Gaggenau ovens/cook tops/refrigerators, Bosch paneled dishwashers, Caesarstone quartz counter tops/backsplash, SieMatic cabinetry with aluminum recessed channel pulls, Volakas marble vanity counter tops, Porcelain tile bathroom floors/shower walls, Nest Thermostats, Penthouses with Wet bar/Climate-controlled wine room/Maax soaking tubs

**Website:** [LuminaSF.com](http://LuminaSF.com)



## UNIT MIX

| Unit Type            | Number of Units | Size Range         |
|----------------------|-----------------|--------------------|
| Studio/Jr. 1-Bedroom | 16              | 650 - 870 SqFt     |
| 1 - Bedroom          | 200             | 850 - 1,400 SqFt   |
| 2 - Bedroom          | 373             | 1,180 - 1,600 SqFt |
| 3 - Bedroom          | 67              | 1,700 - 2,650 SqFt |

LUMINA CLOSINGS ON FOLLOWING PAGES...





# DEVELOPMENT SNAPSHOT *Currently Selling*

## CLOSING DETAILS - LUMINA PLAZA A

| Unit               | Type             | SqFt         | HOA \$* | Parking | Closing Price      | \$/SqFt        | Sale Date  |
|--------------------|------------------|--------------|---------|---------|--------------------|----------------|------------|
| 318 Main 7K        | 2/2              | 1,520        | \$1,140 | 1       | \$1,978,000        | \$1,301        | 1/14/2016  |
| 318 Main 8I        | 1/1.5            | 938          | \$987   | 1       | \$1,375,000        | \$1,466        | 12/15/2015 |
| 318 Main 8F        | 3/3              | 1,797        | \$1,537 | 1       | \$3,295,000        | \$1,834        | 11/19/2015 |
| 318 Main 2A        | 2/2              | 1,418        | \$1,182 | 1       | \$1,495,000        | \$1,054        | 8/17/2015  |
| 318 Main 2B        | 1/1.5            | 1,044        | \$997   | 1       | \$1,064,500        | \$1,020        | 8/17/2015  |
| 318 Main 2D        | 1/2              | 1,098        | \$1,024 | 1       | \$1,175,000        | \$1,070        | 8/17/2015  |
| 318 Main 2E        | 3/3              | 1,973        | \$1,457 | 1       | \$2,395,000        | \$1,214        | 8/17/2015  |
| 318 Main 3B        | 2/2              | 1,398        | \$1,172 | 1       | \$1,595,000        | \$1,141        | 8/17/2015  |
| 318 Main 3D        | 1/2              | 1,104        | \$1,027 | 1       | \$1,225,000        | \$1,110        | 8/17/2015  |
| 318 Main 3E        | 1/2              | 1,098        | \$1,024 | 1       | \$1,312,000        | \$1,195        | 8/17/2015  |
| 318 Main 3F        | 3/3              | 1,979        | \$1,459 | 1       | \$2,400,500        | \$1,213        | 8/17/2015  |
| 318 Main 3G        | 1/2              | 1,087        | \$1,019 | 1       | \$1,032,500        | \$950          | 8/17/2015  |
| 318 Main 3H        | 2/2              | 1,434        | \$1,190 | 1       | \$1,775,000        | \$1,238        | 8/17/2015  |
| 318 Main 3I        | 1/1.5            | 1,000        | \$976   | 1       | \$1,164,000        | \$1,164        | 8/17/2015  |
| 318 Main 3J        | 1/1.5 + Den      | 882          | \$917   | 1       | \$1,101,000        | \$1,248        | 8/17/2015  |
| 318 Main 3K        | 2/2              | 1,520        | \$1,233 | 1       | \$1,925,000        | \$1,266        | 8/17/2015  |
| 318 Main 4A        | 0/1              | 665          | \$810   | 1       | \$726,000          | \$1,092        | 8/17/2015  |
| 318 Main 4B        | 2/2              | 1,398        | \$1,172 | 1       | \$1,632,500        | \$1,168        | 8/17/2015  |
| 318 Main 4C        | 1/1.5            | 1,044        | \$997   | 1       | \$1,055,000        | \$1,011        | 8/17/2015  |
| 318 Main 4D        | 1/2              | 1,104        | \$1,027 | 1       | \$1,179,000        | \$1,068        | 8/17/2015  |
| 318 Main 4E        | 1/2              | 1,098        | \$1,024 | 1       | \$1,152,000        | \$1,049        | 8/17/2015  |
| 318 Main 4F        | 3/3              | 1,979        | \$1,460 | 1       | \$2,431,000        | \$1,228        | 8/17/2015  |
| 318 Main 4G        | 1/2              | 1,087        | \$1,019 | 1       | \$1,051,000        | \$967          | 8/17/2015  |
| 318 Main 4H        | 2/2              | 1,434        | \$1,190 | 1       | \$1,595,000        | \$1,112        | 8/17/2015  |
| 318 Main 4I        | 1/1.5            | 1,000        | \$976   | 1       | \$975,000          | \$975          | 8/17/2015  |
| 318 Main 4J        | 1/1.5            | 882          | \$917   | 1       | \$889,000          | \$1,008        | 8/17/2015  |
| 318 Main 4K        | 2/2              | 1,520        | \$1,233 | 1       | \$1,550,000        | \$1,020        | 8/17/2015  |
| 318 Main 5A        | 0/1              | 665          | \$810   | 1       | \$733,000          | \$1,102        | 8/17/2015  |
| 318 Main 5B        | 2/2              | 1,398        | \$1,172 | 1       | \$1,600,500        | \$1,145        | 8/17/2015  |
| 318 Main 5C        | 1/1.5            | 1,044        | \$997   | 1       | \$1,218,500        | \$1,167        | 8/17/2015  |
| 318 Main 5D        | 1/2              | 1,104        | \$1,027 | 1       | \$1,168,000        | \$1,058        | 8/17/2015  |
| 318 Main 5E        | 1/2              | 1,098        | \$1,024 | 1       | \$1,220,000        | \$1,111        | 8/17/2015  |
| 318 Main 5F        | 3/3              | 1,979        | \$1,460 | 1       | \$2,531,000        | \$1,279        | 8/17/2015  |
| 318 Main 5G        | 1/2              | 1,087        | \$1,019 | 1       | \$1,076,000        | \$990          | 8/17/2015  |
| 318 Main 5H        | 2/2              | 1,434        | \$1,190 | 1       | \$1,467,500        | \$1,023        | 8/17/2015  |
| 318 Main 5I        | 1/1.5            | 1,000        | \$976   | 1       | \$965,500          | \$966          | 8/17/2015  |
| 318 Main 5J        | 1/1.5            | 882          | \$917   | 1       | \$925,000          | \$1,049        | 8/17/2015  |
| 318 Main 5K        | 2/2              | 1,520        | \$1,233 | 1       | \$1,756,500        | \$1,156        | 8/17/2015  |
| 318 Main 6B        | 2/2              | 1,398        | \$1,172 | 1       | \$1,654,000        | \$1,183        | 8/17/2015  |
| 318 Main 6C        | 1/1.5            | 1,044        | \$997   | 1       | \$1,177,500        | \$1,128        | 8/17/2015  |
| 318 Main 6D        | 1/2              | 1,104        | \$1,027 | 1       | \$1,222,500        | \$1,107        | 8/17/2015  |
| 318 Main 6E        | 1/2              | 1,098        | \$1,024 | 1       | \$1,200,000        | \$1,093        | 8/17/2015  |
| 318 Main 6F        | 3/3              | 1,979        | \$1,460 | 1       | \$2,700,000        | \$1,364        | 8/17/2015  |
| 318 Main 6G        | 1/2              | 1,087        | \$1,019 | 1       | \$1,125,000        | \$1,035        | 8/17/2015  |
| 318 Main 6H        | 2/2              | 1,434        | \$1,190 | 1       | \$1,575,000        | \$1,098        | 8/17/2015  |
| 318 Main 6I        | 1/1.5            | 1,000        | \$976   | 1       | \$1,050,000        | \$1,050        | 8/17/2015  |
| 318 Main 6J        | 1/1.5            | 882          | \$917   | 1       | \$908,500          | \$1,030        | 8/17/2015  |
| 318 Main 6K        | 2/2              | 1,520        | \$1,233 | 1       | \$1,590,000        | \$1,046        | 8/17/2015  |
| 318 Main 7A        | 0/1              | 665          | \$949   | 1       | \$860,500          | \$1,294        | 8/17/2015  |
| 318 Main 7B        | 2/2              | 1,205        | \$1,077 | 1       | \$1,625,000        | \$1,349        | 8/17/2015  |
| 318 Main 7C        | 1/1.5 + Den      | 883          | \$917   | 1       | \$1,195,000        | \$1,353        | 8/17/2015  |
| 318 Main 7D        | 1/2              | 947          | \$950   | 1       | \$1,275,000        | \$1,346        | 8/17/2015  |
| 318 Main 7E        | 1/1.5 + Den      | 941          | \$1,005 | 1       | \$1,250,000        | \$1,328        | 8/17/2015  |
| 318 Main 7F        | 3/3              | 1,797        | \$1,369 | 1       | \$2,675,000        | \$1,489        | 8/17/2015  |
| 318 Main 7G        | 1/1 + Den        | 852          | \$902   | 1       | \$1,150,000        | \$1,350        | 8/17/2015  |
| 318 Main 7H        | 2/2              | 1,286        | \$1,117 | 1       | \$1,655,100        | \$1,287        | 8/17/2015  |
| 318 Main 7J        | 1/1.5            | 882          | \$918   | 1       | \$1,095,000        | \$1,241        | 8/17/2015  |
| 318 Main 8A        | 0/1              | 665          | \$810   | 1       | \$847,000          | \$1,274        | 8/17/2015  |
| 318 Main 8B        | 2/2              | 1,205        | \$1,077 | 1       | \$1,795,100        | \$1,490        | 8/17/2015  |
| 318 Main 8D        | 1/2              | 947          | \$949   | 1       | \$1,475,000        | \$1,558        | 8/17/2015  |
| 318 Main 8E        | 1/1.5            | 1,005        | \$1,005 | 1       | \$1,277,000        | \$1,271        | 8/17/2015  |
| 318 Main 8H        | 2/2              | 1,286        | \$1,117 | 1       | \$1,825,000        | \$1,419        | 8/17/2015  |
| 318 Main 8K        | 2/2              | 1,520        | \$1,123 | 1       | \$1,730,000        | \$1,138        | 8/17/2015  |
| <b>63 Closings</b> | <b>Averages:</b> | <b>1,212</b> |         |         | <b>\$1,446,614</b> | <b>\$1,194</b> |            |

\*HOA dues are approximate.

**LUMINA CLOSINGS CONTINUED ON FOLLOWING PAGE...**

# DEVELOPMENT SNAPSHOT *Currently Selling*

## CLOSING DETAILS - LUMINA PLAZA C

| Unit               | Type             | SqFt         | HOA \$* | Parking | Closing Price      | \$/SqFt        | Sale Date |
|--------------------|------------------|--------------|---------|---------|--------------------|----------------|-----------|
| 333 Beale 3F       | 0/1              | 920          | \$978   | 1       | \$900,000          | \$978          | 10/23/15  |
| 333 Beale 4F       | 0/1              | 920          | \$978   | 1       | \$920,500          | \$1,001        | 10/23/15  |
| 333 Beale 6F       | 0/1              | 920          | \$978   | 1       | \$960,000          | \$1,043        | 10/23/15  |
| 333 Beale 5F       | 0/1              | 920          | \$978   | 1       | \$976,000          | \$1,061        | 10/23/15  |
| 333 Beale 7F       | 0/1              | 920          | \$978   | 1       | \$997,000          | \$1,084        | 10/23/15  |
| 333 Beale 8F       | 0/1              | 920          | \$978   | 1       | \$1,195,000        | \$1,299        | 10/23/15  |
| 333 Beale 2D       | 0/1              | 972          | \$998   | 1       | \$985,000          | \$1,013        | 10/23/15  |
| 333 Beale 4A       | 1/1              | 873          | \$977   | 1       | \$995,000          | \$1,140        | 10/23/15  |
| 333 Beale 5A       | 1/1              | 873          | \$961   | 1       | \$1,049,000        | \$1,202        | 10/23/15  |
| 333 Beale 6A       | 1/1              | 873          | \$992   | 1       | \$1,088,000        | \$1,246        | 10/23/15  |
| 333 Beale 7A       | 1/1              | 873          | \$962   | 1       | \$1,095,000        | \$1,254        | 10/23/15  |
| 333 Beale 2C       | 1/1 + Den        | 927          | \$1,000 | 1       | \$1,095,000        | \$1,181        | 10/23/15  |
| 333 Beale 4C       | 1/1.5 + Den      | 916          | \$977   | 1       | \$1,140,000        | \$1,245        | 10/23/15  |
| 333 Beale 6C       | 1/1.5 + Den      | 916          | \$977   | 1       | \$1,195,000        | \$1,305        | 10/23/15  |
| 333 Beale 5C       | 1/1.5 + Den      | 916          | \$977   | 1       | \$1,252,000        | \$1,367        | 10/23/15  |
| 333 Beale 3C       | 1/1.5 + Den      | 916          | \$977   | 1       | \$1,297,000        | \$1,416        | 10/23/15  |
| 333 Beale 7C       | 1/1.5 + Den      | 916          | \$977   | 1       | \$1,325,100        | \$1,447        | 10/23/15  |
| 333 Beale 8J       | 1/2              | 1,004        | \$1,010 | 1       | \$1,570,000        | \$1,564        | 10/23/15  |
| 333 Beale 4D       | 1/2              | 1,033        | \$1,021 | 1       | \$1,195,000        | \$1,157        | 10/23/15  |
| 333 Beale 3D       | 1/2              | 1,033        | \$1,021 | 1       | \$1,350,000        | \$1,307        | 10/23/15  |
| 333 Beale 4H       | 1/2              | 1,110        | \$1,050 | 1       | \$1,395,000        | \$1,257        | 10/23/15  |
| 333 Beale 3I       | 1/2              | 1,114        | \$1,052 | 1       | \$1,275,000        | \$1,145        | 10/23/15  |
| 333 Beale 3J       | 1/2              | 1,119        | \$1,054 | 1       | \$1,295,000        | \$1,157        | 10/23/15  |
| 333 Beale 7I       | 1/2 + Den        | 988          | \$1,004 | 1       | \$1,395,000        | \$1,412        | 10/23/15  |
| 333 Beale 7J       | 1/2 + Den        | 993          | \$1,006 | 1       | \$1,395,000        | \$1,405        | 10/23/15  |
| 333 Beale 2G       | 1/2 + Den        | 1,013        | \$1,020 | 1       | \$1,295,000        | \$1,278        | 12/29/15  |
| 333 Beale 5D       | 1/2 + Den        | 1,033        | \$1,021 | 1       | \$1,269,000        | \$1,228        | 10/23/15  |
| 333 Beale 7D       | 1/2 + Den        | 1,033        | \$1,021 | 1       | \$1,275,000        | \$1,234        | 10/23/15  |
| 333 Beale 6D       | 1/2 + Den        | 1,033        | \$1,021 | 1       | \$1,285,000        | \$1,244        | 10/23/15  |
| 333 Beale 3H       | 1/2 + Den        | 1,110        | \$1,050 | 1       | \$1,295,500        | \$1,167        | 10/23/15  |
| 333 Beale 5H       | 1/2 + Den        | 1,110        | \$1,050 | 1       | \$1,395,000        | \$1,257        | 10/23/15  |
| 333 Beale 4I       | 1/2 + Den        | 1,114        | \$1,052 | 1       | \$1,314,000        | \$1,180        | 10/23/15  |
| 333 Beale 4J       | 1/2 + Den        | 1,119        | \$1,054 | 1       | \$1,295,000        | \$1,157        | 10/23/15  |
| 333 Beale 5J       | 1/2 + Den        | 1,119        | \$1,054 | 1       | \$1,325,000        | \$1,184        | 10/23/15  |
| 333 Beale 6J       | 1/2 + Den        | 1,119        | \$1,054 | 1       | \$1,495,000        | \$1,336        | 10/23/15  |
| 333 Beale 5I       | 1/2 + Den        | 1,131        | \$1,044 | 1       | \$1,354,500        | \$1,198        | 10/23/15  |
| 333 Beale 6I       | 1/2 + Den        | 1,131        | \$1,042 | 1       | \$1,425,000        | \$1,260        | 10/23/15  |
| 333 Beale 2F       | 1/2 + Den        | 1,138        | \$1,045 | 1       | \$1,197,500        | \$1,052        | 10/23/15  |
| 333 Beale 4B       | 2/2              | 1,198        | \$1,083 | 1       | \$1,450,000        | \$1,210        | 10/23/15  |
| 333 Beale 5B       | 2/2              | 1,198        | \$1,083 | 1       | \$1,543,500        | \$1,288        | 10/23/15  |
| 333 Beale 7B       | 2/2              | 1,198        | \$1,083 | 1       | \$1,595,000        | \$1,331        | 10/23/15  |
| 333 Beale 3B       | 2/2              | 1,198        | \$1,083 | 1       | \$1,656,500        | \$1,383        | 10/23/15  |
| 333 Beale 8B       | 2/2              | 1,198        | \$1,083 | 1       | \$1,795,000        | \$1,498        | 10/23/15  |
| 333 Beale 6B       | 2/2              | 1,210        | \$1,060 | 1       | \$1,550,000        | \$1,281        | 10/23/15  |
| 333 Beale 4G       | 2/2              | 1,553        | \$1,218 | 1       | \$1,745,000        | \$1,124        | 10/23/15  |
| 333 Beale 3G       | 2/2              | 1,553        | \$1,218 | 1       | \$1,775,000        | \$1,143        | 10/23/15  |
| 333 Beale 4E       | 2/2              | 1,630        | \$1,247 | 1       | \$1,644,500        | \$1,009        | 10/23/15  |
| 333 Beale 3E       | 2/2              | 1,630        | \$1,247 | 1       | \$1,850,000        | \$1,135        | 10/23/15  |
| 333 Beale 7K       | 2/2 + Den        | 1,334        | \$1,135 | 1       | \$2,150,000        | \$1,612        | 10/23/15  |
| 333 Beale 8K       | 2/2 + Den        | 1,404        | \$1,100 | 1       | \$2,250,000        | \$1,603        | 10/23/15  |
| 333 Beale 7G       | 2/2 + Den        | 1,427        | \$1,116 | 1       | \$1,887,000        | \$1,322        | 10/23/15  |
| 333 Beale 5K       | 2/2 + Den        | 1,487        | \$1,193 | 1       | \$1,595,000        | \$1,073        | 10/23/15  |
| 333 Beale 6K       | 2/2 + Den        | 1,487        | \$1,193 | 1       | \$1,595,000        | \$1,073        | 10/23/15  |
| 333 Beale 4K       | 2/2 + Den        | 1,487        | \$1,193 | 1       | \$1,677,000        | \$1,128        | 10/23/15  |
| 333 Beale 3K       | 2/2 + Den        | 1,487        | \$1,193 | 1       | \$1,895,000        | \$1,274        | 10/23/15  |
| 333 Beale 2E       | 2/2 + Den        | 1,553        | \$1,218 | 1       | \$1,595,000        | \$1,027        | 10/23/15  |
| 333 Beale 5G       | 2/2 + Den        | 1,553        | \$1,218 | 1       | \$1,770,000        | \$1,140        | 10/23/15  |
| 333 Beale 6G       | 2/2 + Den        | 1,553        | \$1,218 | 1       | \$1,795,000        | \$1,156        | 10/23/15  |
| 333 Beale 5E       | 2/2 + Den        | 1,630        | \$1,247 | 1       | \$1,617,500        | \$992          | 10/23/15  |
| 333 Beale 6E       | 2/2 + Den        | 1,630        | \$1,247 | 1       | \$1,750,000        | \$1,074        | 10/23/15  |
| 333 Beale 7E       | 2/2 + Den        | 1,630        | \$1,247 | 1       | \$1,795,000        | \$1,101        | 10/23/15  |
| 333 Beale 8E       | 2/2 + Den        | 1,630        | \$1,247 | 1       | \$2,331,000        | \$1,430        | 10/23/15  |
| <b>62 Closings</b> | <b>Averages:</b> | <b>1,177</b> |         |         | <b>\$1,433,260</b> | <b>\$1,218</b> |           |

LUMINA CLOSINGS CONTINUED ON FOLLOWING PAGE...



## CLOSING DETAILS - LUMINA TOWER D

| Unit         | Type      | SqFt  | HOA \$* | Parking | Closing Price | \$/SqFt | Sale Date |
|--------------|-----------|-------|---------|---------|---------------|---------|-----------|
| 338 Main 7D  | 1/1       | 880   | \$979   | 1       | \$880,000     | \$1,000 | Q1 2016   |
| 338 Main 7H  | 1/1       | 854   | \$972   | 1       | \$895,000     | \$1,048 | Q1 2016   |
| 338 Main 6H  | 1/1       | 854   | \$972   | 1       | \$895,000     | \$1,048 | Q2 2016   |
| 338 Main 10D | 1/1       | 880   | \$979   | 1       | \$911,500     | \$1,036 | Q1 2016   |
| 338 Main 5D  | 1/1       | 880   | \$979   | 1       | \$925,000     | \$1,051 | Q1 2016   |
| 338 Main 4D  | 1/1       | 880   | \$979   | 1       | \$952,000     | \$1,082 | Q1 2016   |
| 338 Main 11D | 1/1       | 880   | \$979   | 1       | \$956,000     | \$1,086 | Q1 2016   |
| 338 Main 10H | 1/1       | 854   | \$972   | 1       | \$970,000     | \$1,136 | Q1 2016   |
| 338 Main 4H  | 1/1       | 854   | \$972   | 1       | \$975,000     | \$1,142 | Q1 2016   |
| 338 Main 12D | 1/1       | 880   | \$979   | 1       | \$989,000     | \$1,124 | Q1 2016   |
| 338 Main 14D | 1/1       | 880   | \$979   | 1       | \$990,000     | \$1,125 | Q1 2016   |
| 338 Main 6D  | 1/1       | 880   | \$979   | 1       | \$995,000     | \$1,131 | Q1 2016   |
| 338 Main 8D  | 1/1       | 880   | \$979   | 1       | \$995,100     | \$1,131 | Q1 2016   |
| 338 Main 5H  | 1/1       | 854   | \$972   | 1       | \$1,014,000   | \$1,187 | Q1 2016   |
| 338 Main 15D | 1/1       | 880   | \$979   | 1       | \$1,014,000   | \$1,152 | Q1 2016   |
| 338 Main 8H  | 1/1       | 854   | \$972   | 1       | \$1,049,000   | \$1,228 | Q1 2016   |
| 338 Main 12H | 1/1       | 854   | \$972   | 1       | \$1,069,000   | \$1,252 | Q1 2016   |
| 338 Main 16D | 1/1       | 880   | \$979   | 1       | \$1,075,000   | \$1,222 | Q1 2016   |
| 338 Main 16H | 1/1       | 854   | \$972   | 1       | \$1,085,000   | \$1,270 | Q1 2016   |
| 338 Main 9D  | 1/1       | 880   | \$979   | 1       | \$1,095,000   | \$1,244 | Q1 2016   |
| 338 Main 18H | 1/1       | 854   | \$972   | 1       | \$1,102,500   | \$1,291 | Q1 2016   |
| 338 Main 17D | 1/1       | 880   | \$979   | 1       | \$1,112,000   | \$1,264 | Q1 2016   |
| 338 Main 14H | 1/1       | 854   | \$972   | 1       | \$1,150,000   | \$1,347 | Q1 2016   |
| 338 Main 21H | 1/1       | 854   | \$972   | 1       | \$1,150,000   | \$1,347 | Q1 2016   |
| 338 Main 28D | 1/1       | 975   | \$1,003 | 1       | \$1,150,000   | \$1,179 | Q2 2016   |
| 338 Main 18D | 1/1       | 880   | \$979   | 1       | \$1,155,500   | \$1,313 | Q1 2016   |
| 338 Main 22H | 1/1       | 854   | \$972   | 1       | \$1,170,500   | \$1,371 | Q2 2016   |
| 338 Main 9H  | 1/1       | 854   | \$972   | 1       | \$1,175,000   | \$1,376 | Q1 2016   |
| 338 Main 23H | 1/1       | 854   | \$972   | 1       | \$1,179,500   | \$1,381 | Q2 2016   |
| 338 Main 22D | 1/1       | 880   | \$979   | 1       | \$1,193,000   | \$1,356 | Q2 2016   |
| 338 Main 23D | 1/1       | 880   | \$979   | 1       | \$1,194,000   | \$1,357 | Q2 2016   |
| 338 Main 11H | 1/1       | 854   | \$972   | 1       | \$1,195,000   | \$1,399 | Q1 2016   |
| 338 Main 3H  | 1/1       | 854   | \$972   | 1       | \$1,195,000   | \$1,399 | Q1 2016   |
| 338 Main 21D | 1/1       | 880   | \$994   | 1       | \$1,195,000   | \$1,358 | Q2 2016   |
| 338 Main 31D | 1/1       | 963   | \$1,013 | 1       | \$1,290,000   | \$1,340 | Q3 2016   |
| 338 Main 24H | 1/1       | 854   | \$972   | 1       | \$1,325,000   | \$1,552 | Q2 2016   |
| 338 Main 32D | 1/1       | 963   | \$1,013 | 1       | \$1,325,000   | \$1,376 | Q2 2016   |
| 338 Main 19H | 1/1       | 854   | \$972   | 1       | \$1,350,000   | \$1,581 | Q3 2016   |
| 338 Main 20H | 1/1       | 854   | \$972   | 1       | \$1,375,000   | \$1,610 | Q1 2016   |
| 338 Main 25H | 1/1       | 854   | \$972   | 1       | \$1,495,000   | \$1,751 | Q2 2016   |
| 338 Main 20D | 1/1       | 880   | \$979   | 1       | \$1,595,000   | \$1,813 | Q1 2016   |
| 338 Main 19D | 1/1       | 880   | \$979   | 1       | \$1,595,000   | \$1,813 | Q2 2016   |
| 338 Main 24D | 1/1       | 880   | \$979   | 1       | \$1,750,000   | \$1,989 | Q2 2016   |
| 338 Main 29D | 1/1 + Den | 975   | \$1,003 | 1       | \$1,514,000   | \$1,553 | Q2 2016   |
| 338 Main 27D | 1/1 + Den | 975   | \$1,003 | 1       | \$1,525,000   | \$1,564 | Q2 2016   |
| 338 Main 33D | 1/1 + Den | 975   | \$1,003 | 1       | \$1,574,000   | \$1,614 | Q2 2016   |
| 338 Main 6F  | 2/2       | 1,187 | \$1,056 | 1       | \$1,245,000   | \$1,049 | Q1 2016   |
| 338 Main 7F  | 2/2       | 1,187 | \$1,056 | 1       | \$1,245,000   | \$1,049 | Q1 2016   |
| 338 Main 5F  | 2/2       | 1,187 | \$1,056 | 1       | \$1,295,000   | \$1,091 | Q1 2016   |
| 338 Main 7B  | 2/2       | 1,187 | \$1,056 | 1       | \$1,295,000   | \$1,091 | Q1 2016   |
| 338 Main 4F  | 2/2       | 1,187 | \$1,056 | 1       | \$1,315,000   | \$1,108 | Q1 2016   |
| 338 Main 5B  | 2/2       | 1,187 | \$1,056 | 1       | \$1,325,000   | \$1,116 | Q1 2016   |
| 338 Main 10F | 2/2       | 1,187 | \$1,056 | 1       | \$1,329,000   | \$1,120 | Q1 2016   |
| 338 Main 4B  | 2/2       | 1,178 | \$1,051 | 1       | \$1,345,000   | \$1,142 | Q1 2016   |
| 338 Main 6B  | 2/2       | 1,178 | \$1,051 | 1       | \$1,395,000   | \$1,184 | Q1 2016   |
| 338 Main 7E  | 2/2       | 1,368 | \$1,101 | 1       | \$1,395,000   | \$1,020 | Q1 2016   |
| 338 Main 16F | 2/2       | 1,187 | \$1,056 | 1       | \$1,405,000   | \$1,184 | Q1 2016   |
| 338 Main 10B | 2/2       | 1,187 | \$1,056 | 1       | \$1,414,500   | \$1,192 | Q1 2016   |
| 338 Main 8F  | 2/2       | 1,187 | \$1,056 | 1       | \$1,424,000   | \$1,200 | Q2 2016   |
| 338 Main 17F | 2/2       | 1,181 | \$1,056 | 1       | \$1,424,000   | \$1,206 | Q1 2016   |
| 338 Main 4E  | 2/2       | 1,368 | \$1,101 | 1       | \$1,425,000   | \$1,042 | Q1 2016   |
| 338 Main 11B | 2/2       | 1,187 | \$1,056 | 1       | \$1,431,000   | \$1,206 | Q1 2016   |
| 338 Main 18F | 2/2       | 1,187 | \$1,056 | 1       | \$1,435,000   | \$1,209 | Q1 2016   |
| 338 Main 5E  | 2/2       | 1,368 | \$1,101 | 1       | \$1,459,000   | \$1,067 | Q1 2016   |
| 338 Main 3B  | 2/2       | 1,178 | \$1,051 | 1       | \$1,475,000   | \$1,252 | Q1 2016   |
| 338 Main 23F | 2/2       | 1,187 | \$1,056 | 1       | \$1,485,000   | \$1,251 | Q2 2016   |
| 338 Main 22F | 2/2       | 1,187 | \$1,056 | 1       | \$1,485,000   | \$1,251 | Q3 2016   |
| 338 Main 12B | 2/2       | 1,187 | \$1,056 | 1       | \$1,487,000   | \$1,253 | Q1 2016   |
| 338 Main 5G  | 2/2       | 1,401 | \$1,107 | 1       | \$1,495,000   | \$1,067 | Q1 2016   |
| 338 Main 6C  | 2/2       | 1,400 | \$1,109 | 1       | \$1,495,000   | \$1,068 | Q1 2016   |
| 338 Main 7C  | 2/2       | 1,400 | \$1,109 | 1       | \$1,495,000   | \$1,068 | Q1 2016   |
| 338 Main 8E  | 2/2       | 1,368 | \$1,101 | 1       | \$1,495,000   | \$1,093 | Q1 2016   |
| 338 Main 9F  | 2/2       | 1,187 | \$1,056 | 1       | \$1,495,000   | \$1,259 | Q1 2016   |
| 338 Main 14F | 2/2       | 1,187 | \$1,056 | 1       | \$1,495,000   | \$1,259 | Q2 2016   |

LUMINA TOWER D CLOSINGS CONTINUED ON FOLLOWING PAGE...



## CLOSING DETAILS - LUMINA TOWER D (CONTINUED)

| Unit         | Type | SqFt  | HOA \$* | Parking | Closing Price | \$/SqFt | Sale Date |
|--------------|------|-------|---------|---------|---------------|---------|-----------|
| 338 Main 21F | 2/2  | 1,187 | \$1,056 | 1       | \$1,515,000   | \$1,276 | Q2 2016   |
| 338 Main 4G  | 2/2  | 1,401 | \$1,107 | 1       | \$1,525,000   | \$1,089 | Q1 2016   |
| 338 Main 9E  | 2/2  | 1,382 | \$1,093 | 1       | \$1,525,000   | \$1,103 | Q2 2016   |
| 338 Main 7G  | 2/2  | 1,398 | \$1,109 | 1       | \$1,530,000   | \$1,094 | Q1 2016   |
| 338 Main 5A  | 2/2  | 1,367 | \$1,101 | 1       | \$1,535,500   | \$1,123 | Q1 2016   |
| 338 Main 16B | 2/2  | 1,187 | \$1,056 | 1       | \$1,540,000   | \$1,297 | Q1 2016   |
| 338 Main 11F | 2/2  | 1,187 | \$1,056 | 1       | \$1,545,000   | \$1,302 | Q1 2016   |
| 338 Main 17B | 2/2  | 1,187 | \$1,056 | 1       | \$1,550,000   | \$1,306 | Q1 2016   |
| 338 Main 4A  | 2/2  | 1,367 | \$1,101 | 1       | \$1,560,500   | \$1,142 | Q1 2016   |
| 338 Main 18B | 2/2  | 1,178 | \$1,056 | 1       | \$1,570,000   | \$1,333 | Q1 2016   |
| 338 Main 8B  | 2/2  | 1,187 | \$1,056 | 1       | \$1,575,000   | \$1,327 | Q1 2016   |
| 338 Main 4C  | 2/2  | 1,400 | \$1,109 | 1       | \$1,575,000   | \$1,125 | Q1 2016   |
| 338 Main 3F  | 2/2  | 1,181 | \$1,056 | 1       | \$1,575,000   | \$1,334 | Q1 2016   |
| 338 Main 5C  | 2/2  | 1,400 | \$1,109 | 1       | \$1,577,100   | \$1,127 | Q2 2016   |
| 338 Main 8G  | 2/2  | 1,398 | \$1,109 | 1       | \$1,585,000   | \$1,134 | Q1 2016   |
| 338 Main 6A  | 2/2  | 1,367 | \$1,101 | 1       | \$1,592,500   | \$1,165 | Q2 2016   |
| 338 Main 6E  | 2/2  | 1,368 | \$1,101 | 1       | \$1,595,000   | \$1,166 | Q1 2016   |
| 338 Main 9G  | 2/2  | 1,398 | \$1,109 | 1       | \$1,595,000   | \$1,141 | Q1 2016   |
| 338 Main 10E | 2/2  | 1,368 | \$1,101 | 1       | \$1,595,000   | \$1,166 | Q1 2016   |
| 338 Main 9B  | 2/2  | 1,187 | \$1,056 | 1       | \$1,595,100   | \$1,344 | Q1 2016   |
| 338 Main 12E | 2/2  | 1,368 | \$1,101 | 1       | \$1,613,000   | \$1,179 | Q2 2016   |
| 338 Main 8A  | 2/2  | 1,367 | \$1,101 | 1       | \$1,625,000   | \$1,189 | Q1 2016   |
| 338 Main 11E | 2/2  | 1,368 | \$1,101 | 1       | \$1,625,000   | \$1,188 | Q1 2016   |
| 338 Main 12F | 2/2  | 1,187 | \$1,056 | 1       | \$1,625,000   | \$1,369 | Q1 2016   |
| 338 Main 7A  | 2/2  | 1,367 | \$1,101 | 1       | \$1,650,000   | \$1,207 | Q2 2016   |
| 338 Main 6G  | 2/2  | 1,398 | \$1,109 | 1       | \$1,657,500   | \$1,186 | Q1 2016   |
| 338 Main 3A  | 2/2  | 1,379 | \$1,102 | 1       | \$1,675,000   | \$1,215 | Q1 2016   |
| 338 Main 14E | 2/2  | 1,368 | \$1,101 | 1       | \$1,675,000   | \$1,224 | Q2 2016   |
| 338 Main 21B | 2/2  | 1,187 | \$1,056 | 1       | \$1,681,000   | \$1,416 | Q1 2016   |
| 338 Main 9A  | 2/2  | 1,367 | \$1,101 | 1       | \$1,695,000   | \$1,240 | Q1 2016   |
| 338 Main 20F | 2/2  | 1,187 | \$1,056 | 1       | \$1,695,000   | \$1,428 | Q1 2016   |
| 338 Main 3E  | 2/2  | 1,368 | \$1,101 | 1       | \$1,695,000   | \$1,239 | Q2 2016   |
| 338 Main 22B | 2/2  | 1,187 | \$1,056 | 1       | \$1,701,000   | \$1,433 | Q2 2016   |
| 338 Main 11G | 2/2  | 1,398 | \$1,109 | 1       | \$1,725,000   | \$1,234 | Q1 2016   |
| 338 Main 14G | 2/2  | 1,398 | \$1,109 | 1       | \$1,725,000   | \$1,234 | Q1 2016   |
| 338 Main 23B | 2/2  | 1,187 | \$1,056 | 1       | \$1,725,000   | \$1,453 | Q2 2016   |
| 338 Main 8C  | 2/2  | 1,400 | \$1,109 | 1       | \$1,745,000   | \$1,246 | Q2 2016   |
| 338 Main 3G  | 2/2  | 1,398 | \$1,109 | 1       | \$1,750,000   | \$1,252 | Q1 2016   |
| 338 Main 9C  | 2/2  | 1,400 | \$1,109 | 1       | \$1,750,000   | \$1,250 | Q2 2016   |
| 338 Main 25F | 2/2  | 1,187 | \$1,056 | 1       | \$1,755,000   | \$1,479 | Q2 2016   |
| 338 Main 11A | 2/2  | 1,367 | \$1,101 | 1       | \$1,770,000   | \$1,295 | Q1 2016   |
| 338 Main 19F | 2/2  | 1,187 | \$1,056 | 1       | \$1,778,000   | \$1,498 | Q2 2016   |
| 338 Main 10G | 2/2  | 1,398 | \$1,109 | 1       | \$1,780,100   | \$1,273 | Q1 2016   |
| 338 Main 24F | 2/2  | 1,187 | \$1,056 | 1       | \$1,781,500   | \$1,501 | Q2 2016   |
| 338 Main 10A | 2/2  | 1,367 | \$1,101 | 1       | \$1,795,000   | \$1,313 | Q1 2016   |
| 338 Main 12G | 2/2  | 1,398 | \$1,109 | 1       | \$1,795,000   | \$1,284 | Q1 2016   |
| 338 Main 12A | 2/2  | 1,367 | \$1,101 | 1       | \$1,807,500   | \$1,322 | Q2 2016   |
| 338 Main 17G | 2/2  | 1,398 | \$1,109 | 1       | \$1,825,000   | \$1,305 | Q1 2016   |
| 338 Main 11C | 2/2  | 1,400 | \$1,109 | 1       | \$1,850,000   | \$1,321 | Q1 2016   |
| 338 Main 14B | 2/2  | 1,187 | \$1,056 | 1       | \$1,850,100   | \$1,559 | Q1 2016   |
| 338 Main 19G | 2/2  | 1,398 | \$1,109 | 1       | \$1,895,000   | \$1,356 | Q1 2016   |
| 338 Main 21G | 2/2  | 1,398 | \$1,109 | 1       | \$1,895,000   | \$1,356 | Q1 2016   |
| 338 Main 14A | 2/2  | 1,367 | \$1,101 | 1       | \$1,900,000   | \$1,390 | Q1 2016   |
| 338 Main 16G | 2/2  | 1,398 | \$1,109 | 1       | \$1,925,000   | \$1,377 | Q1 2016   |
| 338 Main 18A | 2/2  | 1,367 | \$1,101 | 1       | \$1,945,000   | \$1,423 | Q1 2016   |
| 338 Main 23G | 2/2  | 1,398 | \$1,109 | 1       | \$1,945,000   | \$1,391 | Q2 2016   |
| 338 Main 15B | 2/2  | 1,187 | \$1,056 | 1       | \$1,950,000   | \$1,643 | Q3 2016   |
| 338 Main 16E | 2/2  | 1,368 | \$1,101 | 1       | \$1,955,000   | \$1,429 | Q2 2016   |
| 338 Main 18G | 2/2  | 1,398 | \$1,109 | 1       | \$1,966,000   | \$1,406 | Q1 2016   |
| 338 Main 24G | 2/2  | 1,398 | \$1,109 | 1       | \$1,975,000   | \$1,413 | Q2 2016   |
| 338 Main 18E | 2/2  | 1,382 | \$1,093 | 1       | \$1,990,000   | \$1,440 | Q3 2016   |
| 338 Main 20G | 2/2  | 1,398 | \$1,109 | 1       | \$1,995,000   | \$1,427 | Q1 2016   |
| 338 Main 22G | 2/2  | 1,398 | \$1,109 | 1       | \$1,995,000   | \$1,427 | Q2 2016   |
| 338 Main 10C | 2/2  | 1,400 | \$1,109 | 1       | \$1,995,000   | \$1,425 | Q2 2016   |
| 338 Main 15A | 2/2  | 1,367 | \$1,101 | 1       | \$2,015,000   | \$1,474 | Q1 2016   |
| 338 Main 16A | 2/2  | 1,367 | \$1,101 | 1       | \$2,025,000   | \$1,481 | Q1 2016   |
| 338 Main 19B | 2/2  | 1,187 | \$1,056 | 1       | \$2,075,000   | \$1,748 | Q1 2016   |
| 338 Main 21E | 2/2  | 1,368 | \$1,101 | 1       | \$2,075,000   | \$1,517 | Q2 2016   |
| 338 Main 24A | 2/2  | 1,379 | \$1,093 | 1       | \$2,075,000   | \$1,505 | Q3 2016   |
| 338 Main 17A | 2/2  | 1,367 | \$1,101 | 1       | \$2,095,000   | \$1,533 | Q1 2016   |
| 338 Main 20B | 2/2  | 1,187 | \$1,056 | 1       | \$2,095,000   | \$1,765 | Q1 2016   |
| 338 Main 12C | 2/2  | 1,403 | \$1,099 | 1       | \$2,095,000   | \$1,493 | Q1 2016   |
| 338 Main 23E | 2/2  | 1,368 | \$1,101 | 1       | \$2,096,500   | \$1,533 | Q2 2016   |
| 338 Main 17E | 2/2  | 1,368 | \$1,101 | 1       | \$2,125,000   | \$1,553 | Q2 2016   |

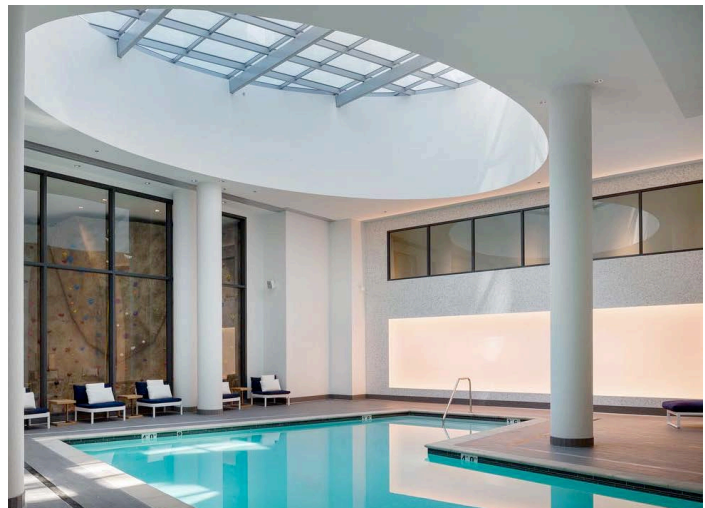
LUMINA TOWER D CLOSINGS CONTINUED ON FOLLOWING PAGE...



# DEVELOPMENT SNAPSHOT *Currently Selling*

## CLOSING DETAILS - LUMINA TOWER D (CONTINUED)

| Unit                | Type             | SqFt         | HOA \$* | Parking | Closing Price      | \$/SqFt        | Sale Date |
|---------------------|------------------|--------------|---------|---------|--------------------|----------------|-----------|
| 338 Main 20C        | 2/2              | 1,400        | \$1,109 | 1       | \$2,405,000        | \$1,718        | Q1 2016   |
| 338 Main 21C        | 2/2              | 1,400        | \$1,100 | 1       | \$2,405,000        | \$1,718        | Q2 2016   |
| 338 Main 20E        | 2/2              | 1,368        | \$1,101 | 1       | \$2,425,000        | \$1,773        | Q1 2016   |
| 338 Main 22E        | 2/2              | 1,368        | \$1,101 | 1       | \$2,425,000        | \$1,773        | Q2 2016   |
| 338 Main 24E        | 2/2              | 1,368        | \$1,101 | 1       | \$2,425,000        | \$1,773        | Q2 2016   |
| 338 Main 23A        | 2/2              | 1,367        | \$1,101 | 1       | \$2,450,000        | \$1,792        | Q2 2016   |
| 338 Main 25A        | 2/2              | 1,367        | \$1,101 | 1       | \$2,460,000        | \$1,800        | Q2 2016   |
| 338 Main 14C        | 2/2              | 1,400        | \$1,109 | 1       | \$2,495,000        | \$1,782        | Q2 2016   |
| 338 Main 22C        | 2/2              | 1,400        | \$1,109 | 1       | \$2,501,000        | \$1,786        | Q2 2016   |
| 338 Main 23C        | 2/2              | 1,400        | \$1,109 | 1       | \$2,510,000        | \$1,793        | Q2 2016   |
| 338 Main 30C        | 2/2              | 1,496        | \$1,134 | 1       | \$2,513,000        | \$1,680        | Q2 2016   |
| 338 Main 28C        | 2/2              | 1,496        | \$1,134 | 1       | \$2,545,000        | \$1,701        | Q2 2016   |
| 338 Main 26A        | 2/2              | 1,559        | \$1,149 | 1       | \$2,595,000        | \$1,665        | Q2 2016   |
| 338 Main 32C        | 2/2              | 1,496        | \$1,119 | 1       | \$2,635,000        | \$1,761        | Q2 2016   |
| 338 Main 28A        | 2/2              | 1,559        | \$1,149 | 1       | \$2,675,000        | \$1,716        | Q2 2016   |
| 338 Main 25B        | 2/2              | 1,187        | \$976   | 1       | \$2,695,000        | \$2,270        | Q2 2016   |
| 338 Main 25E        | 2/2              | 1,368        | \$1,101 | 1       | \$2,750,000        | \$2,010        | Q2 2016   |
| 338 Main 29A        | 2/2              | 1,559        | \$1,149 | 1       | \$2,750,000        | \$1,764        | Q2 2016   |
| 338 Main 15C        | 2/2              | 1,400        | \$1,109 | 1       | \$2,795,000        | \$1,996        | Q1 2016   |
| 338 Main 30A        | 2/2              | 1,559        | \$1,149 | 1       | \$2,795,000        | \$1,793        | Q2 2016   |
| 338 Main 17C        | 2/2              | 1,400        | \$1,100 | 1       | \$2,810,000        | \$2,007        | Q2 2016   |
| 338 Main 32A        | 2/2              | 1,559        | \$1,149 | 1       | \$2,835,000        | \$1,818        | Q2 2016   |
| 338 Main 29C        | 2/2              | 1,493        | \$1,134 | 1       | \$2,875,000        | \$1,926        | Q2 2016   |
| 338 Main 33C        | 2/2              | 1,496        | \$1,133 | 1       | \$2,995,000        | \$2,002        | Q2 2016   |
| 338 Main 33A        | 2/2              | 1,559        | \$1,132 | 1       | \$2,995,000        | \$1,921        | Q2 2016   |
| 338 Main 26C        | 2/2              | 1,496        | \$1,134 | 1       | \$3,004,500        | \$2,008        | Q2 2016   |
| 338 Main 34A        | 2/2              | 1,559        | \$1,149 | 1       | \$3,050,100        | \$1,956        | Q2 2016   |
| 338 Main 35A        | 2/2              | 1,559        | \$1,132 | 1       | \$3,149,500        | \$2,020        | Q2 2016   |
| 338 Main 25C        | 2/2              | 1,400        | \$1,109 | 1       | \$3,300,000        | \$2,357        | Q2 2016   |
| 338 Main 27E        | 3/3              | 1,781        | \$1,205 | 1       | \$2,995,000        | \$1,682        | Q2 2016   |
| 338 Main 28E        | 3/3              | 1,781        | \$1,205 | 1       | \$3,142,000        | \$1,764        | Q2 2016   |
| 338 Main 30E        | 3/3              | 1,781        | \$1,177 | 1       | \$3,195,000        | \$1,794        | Q2 2016   |
| 338 Main 32E        | 3/3              | 1,781        | \$1,205 | 1       | \$3,250,000        | \$1,825        | Q2 2016   |
| 338 Main 29E        | 3/3              | 1,787        | \$1,205 | 1       | \$3,295,100        | \$1,844        | Q2 2016   |
| 338 Main 34E        | 3/3              | 1,781        | \$1,177 | 1       | \$3,395,000        | \$1,906        | Q2 2016   |
| 338 Main 26E        | 3/3              | 1,781        | \$1,177 | 1       | \$3,675,000        | \$2,063        | Q2 2016   |
| 338 Main 35B        | 3/3 + Den        | 2,690        | \$1,362 | 1       | \$6,995,000        | \$2,600        | Q2 2016   |
| 338 Main 30B        | 3/3 + Den        | 2,690        | \$1,434 | 1       | \$5,350,000        | \$1,989        | Q2 2016   |
| 338 Main 28B        | 3/3 + Den        | 2,690        | \$1,434 | 1       | \$5,468,000        | \$2,033        | Q2 2016   |
| 338 Main 29B        | 3/3 + Den        | 2,690        | \$1,434 | 1       | \$5,595,000        | \$2,080        | Q2 2016   |
| 338 Main 27B        | 3/3 + Den        | 2,690        | \$1,434 | 1       | \$5,695,000        | \$2,117        | Q2 2016   |
| 338 Main 33B        | 3/3 + Den        | 2,690        | \$1,434 | 1       | \$5,995,000        | \$2,229        | Q2 2016   |
| 338 Main 34B        | 3/3 + Den        | 2,690        | \$1,434 | 1       | \$6,150,000        | \$2,286        | Q2 2016   |
| 338 Main 26B        | 3/3 + Den        | 2,690        | \$1,434 | 1       | \$7,500,000        | \$2,788        | Q2 2016   |
| <b>192 Closings</b> | <b>Averages:</b> | <b>1,307</b> |         |         | <b>\$1,979,898</b> | <b>\$1,515</b> |           |



LUMINA TOWER B CLOSINGS CONTINUED ON FOLLOWING PAGE...

# DEVELOPMENT SNAPSHOT *Currently Selling*

## CLOSING DETAILS - LUMINA TOWER B

| Unit               | Type             | SqFt         | HOA \$* | Parking | Closing Price      | \$/SqFt        | Sale Date |
|--------------------|------------------|--------------|---------|---------|--------------------|----------------|-----------|
| 201 Folsom 2A      | 0/1              | 590          | \$99    | 1       | \$741,000          | \$1,256        | Q4 2016   |
| 201 Folsom 4H      | 1/1              | 885          | \$93    | 1       | \$975,000          | \$1,113        | Q4 2016   |
| 201 Folsom 6D      | 1/1              | 885          | \$93    | 1       | \$995,000          | \$1,129        | Q4 2016   |
| 201 Folsom 6H      | 1/1              | 885          | \$93    | 1       | \$1,050,000        | \$1,231        | Q3 2016   |
| 201 Folsom 7H      | 1/1              | 885          | \$93    | 1       | \$1,050,000        | \$1,231        | Q3 2016   |
| 201 Folsom 7D      | 1/1              | 885          | \$93    | 1       | \$1,075,000        | \$1,215        | Q3 2016   |
| 201 Folsom 8D      | 1/1              | 885          | \$93    | 1       | \$1,095,000        | \$1,241        | Q3 2016   |
| 201 Folsom 9D      | 1/1              | 885          | \$93    | 1       | \$1,095,000        | \$1,241        | Q3 2016   |
| 201 Folsom 10H     | 1/1              | 885          | \$93    | 1       | \$1,100,000        | \$1,243        | Q3 2016   |
| 201 Folsom 8H      | 1/1              | 885          | \$93    | 1       | \$1,100,000        | \$1,243        | Q3 2016   |
| 201 Folsom 7H      | 1/1              | 885          | \$93    | 1       | \$1,110,000        | \$1,301        | Q3 2016   |
| 201 Folsom 15H     | 1/1              | 885          | \$93    | 1       | \$1,150,000        | \$1,348        | Q3 2016   |
| 201 Folsom 10D     | 1/1              | 888          | \$93    | 1       | \$1,170,000        | \$1,326        | Q3 2016   |
| 201 Folsom 11H     | 1/1              | 885          | \$93    | 1       | \$1,175,100        | \$1,378        | Q3 2016   |
| 201 Folsom 14H     | 1/1              | 885          | \$93    | 1       | \$1,184,000        | \$1,388        | Q3 2016   |
| 201 Folsom 11D     | 1/1              | 888          | \$93    | 1       | \$1,195,000        | \$1,356        | Q3 2016   |
| 201 Folsom 16H     | 1/1              | 885          | \$93    | 1       | \$1,200,000        | \$1,407        | Q3 2016   |
| 201 Folsom 16D     | 1/1              | 888          | \$93    | 1       | \$1,225,000        | \$1,390        | Q3 2016   |
| 201 Folsom 14D     | 1/1              | 881          | \$93    | 1       | \$1,265,000        | \$1,436        | Q3 2016   |
| 201 Folsom 20D     | 1/1              | 881          | \$93    | 1       | \$1,426,000        | \$1,595        | Q4 2016   |
| 201 Folsom 31D     | 1/1              | 908          | \$104   | 1       | \$1,495,000        | \$1,552        | Q4 2016   |
| 201 Folsom 30D     | 1/1              | 908          | \$104   | 1       | \$1,505,000        | \$1,552        | Q4 2016   |
| 201 Folsom 32D     | 1/1              | 981          | \$104   | 1       | \$1,505,000        | \$1,552        | Q4 2016   |
| 201 Folsom 33D     | 1/1              | 981          | \$104   | 1       | \$1,550,000        | \$1,552        | Q4 2016   |
| 201 Folsom 35D     | 1/1              | 981          | \$104   | 1       | \$1,695,000        | \$1,723        | Q4 2016   |
| 201 Folsom 37D     | 1/1              | 981          | \$104   | 1       | \$1,745,000        | \$1,779        | Q4 2016   |
| 201 Folsom 6B      | 2/2              | 1,187        | \$105   | 1       | \$1,411,000        | \$1,189        | Q4 2016   |
| 201 Folsom 4B      | 2/2              | 1,187        | \$105   | 1       | \$1,415,000        | \$1,192        | Q3 2016   |
| 201 Folsom 4F      | 2/2              | 1,187        | \$105   | 1       | \$1,425,000        | \$1,201        | Q3 2016   |
| 201 Folsom 3A      | 2/2              | 1,367        | \$109   | 1       | \$1,450,100        | \$1,061        | Q3 2016   |
| 201 Folsom 5A      | 2/2              | 1,367        | \$109   | 1       | \$1,480,000        | \$1,083        | Q3 2016   |
| 201 Folsom 5F      | 2/2              | 1,187        | \$105   | 1       | \$1,493,000        | \$1,258        | Q3 2016   |
| 201 Folsom 4E      | 2/2              | 1,367        | \$109   | 1       | \$1,505,000        | \$1,116        | Q3 2016   |
| 201 Folsom 7C      | 2/2              | 1,400        | \$100   | 1       | \$1,505,000        | \$1,089        | Q3 2016   |
| 201 Folsom 7A      | 2/2              | 1,367        | \$109   | 1       | \$1,505,000        | \$1,134        | Q3 2016   |
| 201 Folsom 5E      | 2/2              | 1,367        | \$109   | 1       | \$1,600,000        | \$1,170        | Q3 2016   |
| 201 Folsom 6E      | 2/2              | 1,367        | \$109   | 1       | \$1,600,000        | \$1,170        | Q3 2016   |
| 201 Folsom 4A      | 2/2              | 1,367        | \$109   | 1       | \$1,625,000        | \$1,189        | Q3 2016   |
| 201 Folsom 3C      | 2/2              | 1,400        | \$100   | 1       | \$1,640,000        | \$1,171        | Q3 2016   |
| 201 Folsom 5G      | 2/2              | 1,398        | \$99    | 1       | \$1,650,000        | \$1,180        | Q3 2016   |
| 201 Folsom 7E      | 2/2              | 1,367        | \$109   | 1       | \$1,650,000        | \$1,207        | Q3 2016   |
| 201 Folsom 4G      | 2/2              | 1,398        | \$99    | 1       | \$1,650,000        | \$1,180        | Q3 2016   |
| 201 Folsom 11F     | 2/2              | 1,187        | \$105   | 1       | \$1,660,000        | \$1,398        | Q3 2016   |
| 201 Folsom 6A      | 2/2              | 1,367        | \$109   | 1       | \$1,660,000        | \$1,222        | Q3 2016   |
| 201 Folsom 11E     | 2/2              | 1,367        | \$109   | 1       | \$1,660,000        | \$1,240        | Q3 2016   |
| 201 Folsom 10E     | 2/2              | 1,367        | \$109   | 1       | \$1,660,000        | \$1,240        | Q3 2016   |
| 201 Folsom 3F      | 2/2              | 1,367        | \$109   | 1       | \$1,695,000        | \$1,240        | Q3 2016   |
| 201 Folsom 6G      | 2/2              | 1,398        | \$99    | 1       | \$1,697,500        | \$1,214        | Q3 2016   |
| 201 Folsom 14F     | 2/2              | 1,187        | \$105   | 1       | \$1,700,000        | \$1,432        | Q3 2016   |
| 201 Folsom 12A     | 2/2              | 1,367        | \$109   | 1       | \$1,700,000        | \$1,244        | Q3 2016   |
| 201 Folsom 12B     | 2/2              | 1,187        | \$105   | 1       | \$1,714,500        | \$1,444        | Q3 2016   |
| 201 Folsom 16F     | 2/2              | 1,187        | \$105   | 1       | \$1,715,000        | \$1,444        | Q3 2016   |
| 201 Folsom 14B     | 2/2              | 1,187        | \$105   | 1       | \$1,715,000        | \$1,444        | Q3 2016   |
| 201 Folsom 18C     | 2/2              | 1,400        | \$99    | 1       | \$1,730,000        | \$1,236        | Q3 2016   |
| 201 Folsom 8A      | 2/2              | 1,367        | \$109   | 1       | \$1,745,000        | \$1,277        | Q3 2016   |
| 201 Folsom 16B     | 2/2              | 1,187        | \$105   | 1       | \$1,750,000        | \$1,474        | Q3 2016   |
| 201 Folsom 8G      | 2/2              | 1,398        | \$99    | 1       | \$1,750,000        | \$1,252        | Q3 2016   |
| 201 Folsom 12E     | 2/2              | 1,367        | \$109   | 1       | \$1,750,000        | \$1,281        | Q3 2016   |
| 201 Folsom 15B     | 2/2              | 1,187        | \$105   | 1       | \$1,750,000        | \$1,482        | Q3 2016   |
| 201 Folsom 10A     | 2/2              | 1,367        | \$109   | 1       | \$1,775,100        | \$1,299        | Q3 2016   |
| 201 Folsom 10G     | 2/2              | 1,398        | \$99    | 1       | \$1,795,000        | \$1,289        | Q3 2016   |
| 201 Folsom 9A      | 2/2              | 1,367        | \$109   | 1       | \$1,800,000        | \$1,331        | Q3 2016   |
| 201 Folsom 19F     | 2/2              | 1,187        | \$105   | 1       | \$1,800,000        | \$1,519        | Q3 2016   |
| 201 Folsom 20E     | 2/2              | 1,367        | \$109   | 1       | \$1,800,000        | \$1,331        | Q3 2016   |
| 201 Folsom 16G     | 2/2              | 1,398        | \$99    | 1       | \$1,800,000        | \$1,331        | Q3 2016   |
| 201 Folsom 11C     | 2/2              | 1,400        | \$100   | 1       | \$1,800,000        | \$1,331        | Q3 2016   |
| 201 Folsom 20A     | 2/2              | 1,367        | \$109   | 1       | \$1,800,000        | \$1,331        | Q3 2016   |
| 201 Folsom 28F     | 2/2              | 1,187        | \$105   | 1       | \$1,925,000        | \$1,622        | Q4 2016   |
| 201 Folsom 19B     | 2/2              | 1,187        | \$105   | 1       | \$1,950,000        | \$1,643        | Q3 2016   |
| 201 Folsom 18A     | 2/2              | 1,367        | \$109   | 1       | \$1,965,000        | \$1,437        | Q3 2016   |
| 201 Folsom 18G     | 2/2              | 1,398        | \$99    | 1       | \$1,965,000        | \$1,413        | Q3 2016   |
| 201 Folsom 26E     | 2/2              | 1,367        | \$109   | 1       | \$1,990,000        | \$1,456        | Q4 2016   |
| 201 Folsom 25C     | 2/2              | 1,400        | \$100   | 1       | \$2,000,000        | \$1,429        | Q3 2016   |
| 201 Folsom 24E     | 2/2              | 1,367        | \$109   | 1       | \$2,000,000        | \$1,481        | Q3 2016   |
| 201 Folsom 19A     | 2/2              | 1,367        | \$109   | 1       | \$2,030,500        | \$1,485        | Q3 2016   |
| 201 Folsom 22E     | 2/2              | 1,367        | \$109   | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 22A     | 2/2              | 1,367        | \$109   | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 27E     | 2/2              | 1,367        | \$109   | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 19      | 2/2              | 1,400        | \$100   | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 22C     | 2/2              | 1,398        | \$99    | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 23G     | 2/2              | 1,398        | \$99    | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 16G     | 2/2              | 1,400        | \$100   | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 27C     | 2/2              | 1,398        | \$99    | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 28G     | 2/2              | 1,398        | \$99    | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 26G     | 2/2              | 1,398        | \$99    | 1       | \$2,050,000        | \$1,500        | Q3 2016   |
| 201 Folsom 31A     | 2/2              | 1,554        | \$131   | 1       | \$2,485,500        | \$1,599        | Q4 2016   |
| 201 Folsom 39A     | 2/2              | 1,554        | \$131   | 1       | \$2,745,000        | \$1,766        | Q4 2016   |
| 201 Folsom 39C     | 2/2              | 1,495        | \$119   | 1       | \$2,945,000        | \$1,970        | Q4 2016   |
| 201 Folsom 31E     | 3/3              | 1,780        | \$177   | 1       | \$3,350,000        | \$1,882        | Q4 2016   |
| 201 Folsom 31B     | 3/3              | 2,692        | \$362   | 1       | \$5,275,000        | \$1,960        | Q4 2016   |
| 201 Folsom 36B     | 3/3              | 2,692        | \$362   | 1       | \$6,120,000        | \$2,273        | Q4 2016   |
| <b>93 Closings</b> | <b>Averages:</b> | <b>1,244</b> |         |         | <b>\$1,757,353</b> | <b>\$1,413</b> |           |





## THE ROCKWELL

**1688 Pine Street at Franklin | Pacific Heights**

**Status:** 15 market-rate units available, Approximate absorption: 11 units/month, Average \$/SqFt (closings): \$1,270

**Project info:** Two 13-story towers, 260 units (115-unit East Tower + 145-unit West Tower), 31 BMRs, 201 parking spaces, 5,500 SqFt retail

**Ground broken:** Q4 2014 **Pre-sale:** May 2015

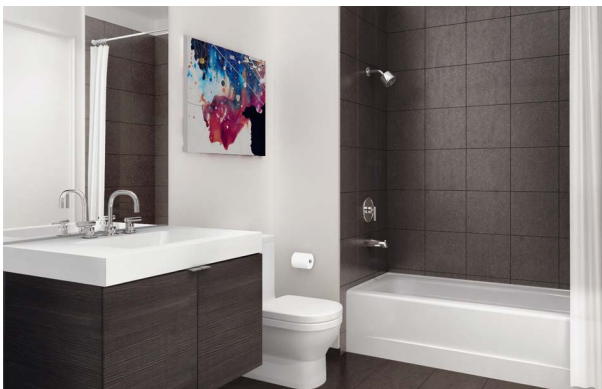
**Developer:** Oyster Development (Tricon Capital - equity)

**Architect:** Kwan Henmi **Interiors:** II by IV Design

**Amenities:** Resident's lounge with kitchen/dining/screening room, Roof terrace with seating/fireplace, Fitness center, Courtyard garden with fireplace/BBQ, 24-hour lobby attendant, Lobby solarium with walnut paneling, Lounge with bar

**Features & Finishes:** Private balconies, Air conditioning, Caesarstone counter tops, Porcelain tile in bathrooms, Studio Becker cabinetry, Bosch/Bertazzoni appliances (exterior exhaust venting), Walk-in shower and dual sinks in master bathrooms, Approx. 9' +/- ceilings

**Website:** [TheRockwellSF.com](http://TheRockwellSF.com)



## ACTIVE LISTINGS

| Unit  | Type      | SqFt  | Parking | List \$     | \$/SqFt |
|-------|-----------|-------|---------|-------------|---------|
| W710  | 1/1       | 741   | 1       | \$939,000   | \$1,267 |
| EPH04 | 1/1       | 616   | 1       | \$957,000   | \$1,554 |
| E1205 | 1/1       | 690   | 1       | \$1,009,000 | \$1,462 |
| EPH03 | 1/1       | 676   | 1       | \$1,013,000 | \$1,499 |
| E613  | 1/1 + Den | 831   | 1       | \$1,008,000 | \$1,213 |
| E712  | 1/1 + Den | 832   | 1       | \$1,043,000 | \$1,254 |
| E402  | 2/2       | 989   | 1       | \$1,198,000 | \$1,211 |
| E302  | 2/2       | 989   | 1       | \$1,220,000 | \$1,234 |
| W1208 | 2/2       | 1,068 | 1       | \$1,558,000 | \$1,459 |
| W907  | 2/2       | 1,149 | 1       | \$1,598,000 | \$1,391 |
| E1106 | 2/2       | 1,150 | 1       | \$1,725,000 | \$1,500 |
| E1111 | 2/2       | 1,139 | 1       | \$1,802,000 | \$1,582 |
| EPH02 | 2/2       | 1,239 | 1       | \$1,965,000 | \$1,586 |
| EPH01 | 2/2       | 1,425 | 1       | \$2,423,000 | \$1,700 |
| EPH06 | 2/2       | 1,485 | 1       | \$2,650,000 | \$1,785 |

## UNIT MIX

| Unit Type   | # of Units | Size Range       | Average SqFt |
|-------------|------------|------------------|--------------|
| 1 - Bedroom | 142        | 448 - 832 SqFt   | 672 SqFt     |
| 2 - Bedroom | 117        | 874 - 1,515 SqFt | 1,031 SqFt   |
| 3 - Bedroom | 1          | 1,762 SqFt       |              |



ROCKWELL CLOSINGS CONTINUED ON FOLLOWING PAGE...

# DEVELOPMENT SNAPSHOT *Currently Selling*

## CLOSING DETAILS - ROCKWELL

| Unit  | Type      | SqFt | HOA \$* | Closing Price | \$/SqFt | Sale Date |
|-------|-----------|------|---------|---------------|---------|-----------|
| E204  | 1/1       | 500  | \$585   | \$613,600     | \$1,227 | Q4 2016   |
| E404  | 1/1       | 500  | \$564   | \$626,000     | \$1,252 | Q4 2016   |
| E704  | 1/1       | 500  | \$585   | \$670,000     | \$1,340 | Q4 2016   |
| E408  | 1/1       | 561  | \$600   | \$686,000     | \$1,223 | Q4 2016   |
| E308  | 1/1       | 560  | \$600   | \$693,971     | \$1,239 | Q4 2016   |
| W309  | 1/1 + Den | 704  | \$638   | \$702,000     | \$997   | Q3 2016   |
| W207  | 1/1 + Den | 703  | \$638   | \$711,000     | \$1,011 | Q3 2016   |
| E210  | 1/1       | 636  | \$620   | \$713,500     | \$1,122 | Q4 2016   |
| E608  | 1/1       | 561  | \$600   | \$714,000     | \$1,273 | Q4 2016   |
| E1007 | 1/1       | 548  | \$596   | \$727,000     | \$1,327 | Q4 2016   |
| E707  | 1/1       | 557  | \$589   | \$732,000     | \$1,314 | Q4 2016   |
| E1004 | 1/1       | 500  | \$575   | \$733,000     | \$1,466 | Q4 2016   |
| W204  | 1/1       | 695  | \$635   | \$734,000     | \$1,056 | Q4 2016   |
| E212  | 1/1       | 656  | \$625   | \$738,500     | \$1,126 | Q4 2016   |
| E510  | 1/1       | 638  | \$620   | \$746,000     | \$1,169 | Q4 2016   |
| E610  | 1/1       | 638  | \$620   | \$747,000     | \$1,171 | Q4 2016   |
| W304  | 1/1       | 694  | \$635   | \$751,000     | \$1,082 | Q3 2016   |
| E907  | 1/1       | 548  | \$596   | \$751,000     | \$1,370 | Q4 2016   |
| E412  | 1/1       | 656  | \$625   | \$752,000     | \$1,146 | Q4 2016   |
| E1104 | 1/1       | 500  | \$585   | \$752,100     | \$1,504 | Q4 2016   |
| W506  | 1/1       | 687  | \$633   | \$755,500     | \$1,100 | Q4 2016   |
| E810  | 1/1       | 616  | \$615   | \$758,971     | \$1,232 | Q4 2016   |
| E512  | 1/1       | 656  | \$625   | \$760,000     | \$1,159 | Q4 2016   |
| W504  | 1/1       | 694  | \$635   | \$766,000     | \$1,104 | Q4 2016   |
| E910  | 1/1       | 616  | \$615   | \$766,000     | \$1,244 | Q4 2016   |
| W310  | 1/1       | 719  | \$643   | \$770,000     | \$1,071 | Q3 2016   |
| W604  | 1/1       | 694  | \$634   | \$781,500     | \$1,126 | Q3 2016   |
| W303  | 1/1       | 714  | \$641   | \$782,500     | \$1,096 | Q3 2016   |
| W404  | 1/1       | 694  | \$635   | \$784,500     | \$1,130 | Q3 2016   |
| W403  | 1/1       | 714  | \$641   | \$789,500     | \$1,106 | Q3 2016   |
| W706  | 1/1       | 687  | \$633   | \$790,500     | \$1,151 | Q3 2016   |
| W606  | 1/1       | 686  | \$633   | \$791,000     | \$1,153 | Q4 2016   |
| E809  | 1/1       | 676  | \$631   | \$793,000     | \$1,173 | Q4 2016   |
| W704  | 1/1       | 694  | \$635   | \$796,000     | \$1,147 | Q3 2016   |
| W206  | 1/1 + Den | 750  | \$650   | \$799,000     | \$1,065 | Q3 2016   |
| E211  | 1/1       | 678  | \$631   | \$801,000     | \$1,181 | Q4 2016   |
| W903  | 1/1       | 673  | \$629   | \$803,000     | \$1,193 | Q3 2016   |
| E1009 | 1/1       | 676  | \$631   | \$807,000     | \$1,194 | Q4 2016   |
| W509  | 1/1 + Den | 717  | \$642   | \$809,000     | \$1,128 | Q3 2016   |
| E303  | 1/1 + Den | 743  | \$648   | \$809,500     | \$1,090 | Q4 2016   |
| W508  | 1/1 + Den | 722  | \$643   | \$815,000     | \$1,129 | Q3 2016   |
| E511  | 1/1       | 678  | \$631   | \$815,882     | \$1,203 | Q4 2016   |
| W609  | 1/1 + Den | 720  | \$641   | \$816,471     | \$1,134 | Q4 2016   |
| W1106 | 1/1       | 689  | \$633   | \$819,000     | \$1,189 | Q4 2016   |
| W1006 | 1/1       | 689  | \$633   | \$825,000     | \$1,197 | Q4 2016   |
| W409  | 1/1 + Den | 720  | \$642   | \$827,600     | \$1,149 | Q3 2016   |
| W708  | 1/1 + Den | 722  | \$642   | \$829,000     | \$1,148 | Q4 2016   |
| W904  | 1/1       | 727  | \$644   | \$833,000     | \$1,146 | Q4 2016   |
| W408  | 1/1 + Den | 729  | \$643   | \$834,000     | \$1,144 | Q3 2016   |
| W1003 | 1/1       | 673  | \$629   | \$835,000     | \$1,241 | Q4 2016   |
| W709  | 1/1 + Den | 717  | \$642   | \$835,000     | \$1,165 | Q4 2016   |
| W610  | 1/1       | 745  | \$648   | \$839,000     | \$1,126 | Q3 2016   |
| W1103 | 1/1       | 673  | \$654   | \$845,000     | \$1,256 | Q3 2016   |
| E307  | 1/1       | 716  | \$641   | \$847,500     | \$1,184 | Q4 2016   |
| W1206 | 1/1       | 689  | \$633   | \$849,000     | \$1,232 | Q4 2016   |
| E207  | 1/1       | 736  | \$646   | \$850,500     | \$1,156 | Q4 2016   |
| E705  | 1/1       | 691  | \$635   | \$853,500     | \$1,235 | Q4 2016   |
| W410  | 1/1       | 723  | \$643   | \$855,000     | \$1,183 | Q3 2016   |
| W1104 | 1/1       | 727  | \$644   | \$855,000     | \$1,176 | Q4 2016   |
| E607  | 1/1       | 722  | \$642   | \$855,000     | \$1,184 | Q4 2016   |
| E507  | 1/1       | 716  | \$641   | \$857,000     | \$1,197 | Q4 2016   |
| E203  | 1/1       | 743  | \$647   | \$860,000     | \$1,157 | Q4 2016   |
| E205  | 1/1       | 693  | \$635   | \$861,000     | \$1,242 | Q4 2016   |
| W1204 | 1/1       | 727  | \$644   | \$864,000     | \$1,188 | Q4 2016   |
| E407  | 1/1       | 722  | \$642   | \$865,500     | \$1,199 | Q4 2016   |
| E605  | 1/1       | 693  | \$635   | \$872,500     | \$1,259 | Q4 2016   |
| E804  | 1/1       | 500  | \$585   | \$879,000     | \$1,758 | Q3 2016   |
| W804  | 1/1 + Den | 727  | \$644   | \$879,000     | \$1,209 | Q3 2016   |
| E503  | 1/1 + Den | 743  | \$648   | \$882,000     | \$1,187 | Q4 2016   |
| W608  | 1/1 + Den | 729  | \$644   | \$899,000     | \$1,233 | Q3 2016   |
| E905  | 1/1       | 691  | \$635   | \$907,000     | \$1,313 | Q4 2016   |
| E313  | 1/1 + Den | 831  | \$669   | \$930,000     | \$1,119 | Q4 2016   |
| E413  | 1/1 + Den | 831  | \$669   | \$940,000     | \$1,131 | Q4 2016   |

\*HOA dues are approximate, and do not include parking fees of approximately \$225/month.

ROCKWELL CLOSINGS CONTINUED ON FOLLOWING PAGE...



# DEVELOPMENT SNAPSHOT *Currently Selling*

## CLOSING DETAILS (CONTINUED) - ROCKWELL

| Unit  | Type      | SqFt  | HOA \$* | Closing Price | \$/SqFt | Sale Date |
|-------|-----------|-------|---------|---------------|---------|-----------|
| E703  | 1/1 + Den | 743   | \$648   | \$941,000     | \$1,266 | Q4 2016   |
| E603  | 1/1 + Den | 743   | \$648   | \$944,000     | \$1,271 | Q4 2016   |
| E803  | 1/1       | 743   | \$682   | \$960,000     | \$1,292 | Q4 2016   |
| WPH02 | 1/1       | 673   | \$629   | \$970,000     | \$1,441 | Q4 2016   |
| E213  | 1/1 + Den | 831   | \$669   | \$982,500     | \$1,182 | Q4 2016   |
| E513  | 1/1 + Den | 831   | \$669   | \$998,000     | \$1,201 | Q4 2016   |
| WPH03 | 1/1       | 728   | \$644   | \$1,020,000   | \$1,401 | Q4 2016   |
| WPH05 | 1/1       | 691   | \$634   | \$1,020,100   | \$1,476 | Q4 2016   |
| W501  | 2/2       | 914   | \$693   | \$979,000     | \$1,071 | Q4 2016   |
| E601  | 2/2       | 889   | \$686   | \$1,051,500   | \$1,183 | Q4 2016   |
| W701  | 2/2       | 914   | \$693   | \$1,055,000   | \$1,154 | Q3 2016   |
| W601  | 2/2       | 914   | \$693   | \$1,062,400   | \$1,162 | Q4 2016   |
| W311  | 2/2       | 925   | \$693   | \$1,083,000   | \$1,171 | Q4 2016   |
| W405  | 2/2       | 978   | \$710   | \$1,130,000   | \$1,155 | Q3 2016   |
| E306  | 2/2       | 989   | \$711   | \$1,141,000   | \$1,154 | Q4 2016   |
| E202  | 2/2       | 989   | \$711   | \$1,145,000   | \$1,158 | Q4 2016   |
| E509  | 2/2       | 969   | \$703   | \$1,151,500   | \$1,188 | Q4 2016   |
| E209  | 2/2       | 984   | \$711   | \$1,152,933   | \$1,172 | Q4 2016   |
| W611  | 2/2       | 927   | \$722   | \$1,153,000   | \$1,244 | Q3 2016   |
| E309  | 2/2       | 969   | \$703   | \$1,158,000   | \$1,195 | Q4 2016   |
| W511  | 2/2       | 929   | \$722   | \$1,163,000   | \$1,252 | Q3 2016   |
| W705  | 2/2       | 978   | \$710   | \$1,175,000   | \$1,201 | Q4 2016   |
| W605  | 2/2       | 978   | \$708   | \$1,185,500   | \$1,212 | Q4 2016   |
| W711  | 2/2       | 924   | \$693   | \$1,187,500   | \$1,285 | Q3 2016   |
| W305  | 2/2       | 980   | \$710   | \$1,192,000   | \$1,216 | Q3 2016   |
| W302  | 2/2       | 1,040 | \$725   | \$1,195,000   | \$1,149 | Q3 2016   |
| W202  | 2/2       | 1,041 | \$725   | \$1,195,000   | \$1,148 | Q4 2016   |
| W402  | 2/2       | 1,040 | \$726   | \$1,196,000   | \$1,150 | Q3 2016   |
| W905  | 2/2       | 972   | \$708   | \$1,197,000   | \$1,231 | Q3 2016   |
| W805  | 2/2       | 972   | \$708   | \$1,206,000   | \$1,241 | Q3 2016   |
| E606  | 2/2       | 993   | \$713   | \$1,236,500   | \$1,245 | Q4 2016   |
| W502  | 2/2       | 1,040 | \$726   | \$1,239,000   | \$1,191 | Q3 2016   |
| E406  | 2/2       | 993   | \$713   | \$1,239,467   | \$1,248 | Q4 2016   |
| E1001 | 2/2       | 874   | \$683   | \$1,244,500   | \$1,424 | Q4 2016   |
| W1105 | 2/2       | 972   | \$708   | \$1,249,000   | \$1,285 | Q4 2016   |
| E502  | 2/2       | 989   | \$711   | \$1,260,500   | \$1,275 | Q4 2016   |
| W802  | 2/2       | 957   | \$703   | \$1,271,000   | \$1,328 | Q3 2016   |
| W901  | 2/2       | 955   | \$740   | \$1,283,500   | \$1,344 | Q4 2016   |
| W1005 | 2/2       | 972   | \$737   | \$1,289,000   | \$1,326 | Q3 2016   |
| W1205 | 2/2       | 972   | \$708   | \$1,292,000   | \$1,329 | Q4 2016   |
| W902  | 2/2       | 955   | \$735   | \$1,307,000   | \$1,369 | Q3 2016   |
| W602  | 2/2       | 1,040 | \$726   | \$1,309,500   | \$1,259 | Q3 2016   |
| W307  | 2/2       | 1,164 | \$758   | \$1,320,000   | \$1,134 | Q4 2016   |
| W1201 | 2/2       | 955   | \$703   | \$1,335,600   | \$1,399 | Q4 2016   |
| W1102 | 2/2       | 955   | \$704   | \$1,345,000   | \$1,408 | Q4 2016   |
| W607  | 2/2       | 1,164 | \$753   | \$1,351,500   | \$1,161 | Q4 2016   |
| W407  | 2/2       | 929   | \$722   | \$1,372,000   | \$1,477 | Q3 2016   |
| W702  | 2/2       | 1,040 | \$725   | \$1,373,000   | \$1,320 | Q4 2016   |
| W1002 | 2/2       | 955   | \$703   | \$1,376,000   | \$1,441 | Q4 2016   |
| W908  | 2/2       | 1,068 | \$733   | \$1,380,000   | \$1,292 | Q3 2016   |
| E802  | 2/2       | 989   | \$711   | \$1,381,500   | \$1,397 | Q4 2016   |
| W707  | 2/2       | 1,164 | \$753   | \$1,386,500   | \$1,191 | Q4 2016   |
| W507  | 2/2       | 1,164 | \$753   | \$1,393,000   | \$1,197 | Q4 2016   |
| W205  | 2/2       | 1,193 | \$763   | \$1,394,000   | \$1,168 | Q3 2016   |
| W808  | 2/2       | 1,076 | \$733   | \$1,395,000   | \$1,296 | Q3 2016   |
| W1202 | 2/2       | 955   | \$735   | \$1,459,000   | \$1,528 | Q3 2016   |
| W1008 | 2/2       | 1,068 | \$733   | \$1,467,000   | \$1,374 | Q4 2016   |
| WPH04 | 2/2       | 972   | \$708   | \$1,492,000   | \$1,535 | Q4 2016   |
| E806  | 2/2       | 1,150 | \$753   | \$1,496,000   | \$1,301 | Q4 2016   |
| W1108 | 2/2       | 1,068 | \$764   | \$1,503,500   | \$1,408 | Q3 2016   |
| E1102 | 2/2       | 989   | \$675   | \$1,529,500   | \$1,547 | Q4 2016   |
| W909  | 2/2       | 1,194 | \$766   | \$1,534,000   | \$1,285 | Q4 2016   |
| W807  | 2/2       | 1,149 | \$753   | \$1,568,000   | \$1,365 | Q4 2016   |
| W1107 | 2/2       | 1,149 | \$753   | \$1,570,000   | \$1,366 | Q4 2016   |
| W1207 | 2/2       | 1,149 | \$753   | \$1,608,000   | \$1,399 | Q4 2016   |
| W1009 | 2/2       | 1,199 | \$767   | \$1,630,500   | \$1,360 | Q4 2016   |
| W1109 | 2/2       | 1,202 | \$768   | \$1,646,000   | \$1,369 | Q4 2016   |
| WPH07 | 2/2       | 1,065 | \$732   | \$1,682,000   | \$1,579 | Q4 2016   |
| E1011 | 2/2       | 1,139 | \$760   | \$1,710,000   | \$1,501 | Q4 2016   |
| W1209 | 2/2       | 1,203 | \$768   | \$1,743,000   | \$1,449 | Q4 2016   |
| WPH06 | 2/2       | 874   | \$754   | \$1,775,000   | \$2,031 | Q4 2016   |
| WPH08 | 3/3       | 1,779 | \$776   | \$3,184,000   | \$1,790 | Q4 2016   |

\*HOA dues are approximate, and do not include parking fees of approximately \$225/month.

# DEVELOPMENT SNAPSHOT *Currently Selling*



## LUXE

### 1650 Broadway at Van Ness | Pacific Heights

**Status:** 4 market-rate units available/27 units closed, Average \$/SqFt (closings): \$1,588, Approx. absorption: 2 units/month

**Pre-sale:** October 2015

**Project info:** 34 units, 7-stories, 47 parking spaces (valued at \$50 - 100K/space)

**Developer:** Pillar Capital **Architect:** Forum Design

**Features & Finishes:** Marble tile and zinc facade, Floor-to-ceiling windows, Bay & Golden Gate views, 9-foot ceilings, Hardwood living floors, Carpet in bedrooms, Studio Becker Cabinetry, Kitchens with Caesarstone quartz counter tops/Subzero refrigerators/Thermador appliances/U-Line wine coolers, Bathrooms with Duravit and Hansgrohe fixtures/Victoria + Albert soaking tubs/Ceramic tile floors/Frame-less glass showers

**Penthouses only:** Gas fireplaces, Walk-in pantries and closets, Calacatta marble, Custom mill work, 10-foot ceilings, 1,500 SqFt terraces

**Amenities:** Lounge, 2-story lobby, Part-time lobby attendant

**Website:** [Luxe-SF.com](http://Luxe-SF.com)



## CLOSING DETAILS

| Unit | Bed/Bath    | SqFt  | HOA \$  | Parking | Closing \$  | \$/SqFt | Closing Date |
|------|-------------|-------|---------|---------|-------------|---------|--------------|
| 105  | 1/1.5 + Den | 1,103 | \$891   | 1       | \$1,095,000 | \$993   | Q3 2016      |
| 205  | 1/1.5 + Den | 816   | \$841   | 1       | \$1,150,000 | \$1,409 | Q2 2016      |
| 306  | 1/2 + Den   | 899   | \$907   | 1       | \$1,175,000 | \$1,307 | Q2 2016      |
| 606  | 1/2 + Den   | 893   | \$908   | 1       | \$1,180,000 | \$1,321 | Q4 2016      |
| 305  | 1/1.5 + Den | 816   | \$890   | 1       | \$1,250,000 | \$1,532 | Q3 2016      |
| 405  | 1/1.5 + Den | 816   | \$890   | 1       | \$1,350,000 | \$1,654 | Q3 2016      |
| 505  | 1/1.5 + Den | 822   | \$891   | 1       | \$1,450,000 | \$1,764 | Q3 2016      |
| 104  | 2/2         | 1,103 | \$956   | 1       | \$1,050,000 | \$952   | Q4 2016      |
| 204  | 2/2         | 1,087 | \$937   | 1       | \$1,410,000 | \$1,297 | Q2 2016      |
| 203  | 2/2         | 1,120 | \$987   | 2       | \$1,445,000 | \$1,290 | Q3 2016      |
| 303  | 2/2         | 1,116 | \$961   | 1       | \$1,450,000 | \$1,299 | Q3 2016      |
| 304  | 2/2         | 1,090 | \$903   | 1       | \$1,460,000 | \$1,339 | Q2 2016      |
| 504  | 2/2         | 1,052 | \$946   | 1       | \$1,539,000 | \$1,463 | Q4 2016      |
| 403  | 2/2         | 1,121 | \$962   | 1       | \$1,550,000 | \$1,383 | Q2 2016      |
| 503  | 2/2         | 1,083 | \$952   | 1       | \$1,600,000 | \$1,477 | Q3 2016      |
| 604  | 2/2         | 1,061 | \$971   | 1       | \$1,610,000 | \$1,517 | Q2 2016      |
| 404  | 2/2         | 1,091 | \$954   | 1       | \$1,610,000 | \$1,476 | Q3 2016      |
| 603  | 2/2         | 1,083 | \$953   | 1       | \$1,710,000 | \$1,579 | Q3 2016      |
| 101  | 3/2.5       | 1,553 | \$1,063 | 1       | \$2,088,000 | \$1,344 | Q4 2016      |
| 201  | 3/2.5       | 1,493 | \$1,006 | 1       | \$2,095,000 | \$1,403 | Q3 2016      |
| 301  | 3/2.5       | 1,488 | \$1,071 | 1       | \$2,395,000 | \$1,610 | Q2 2016      |
| 302  | 3/2.5 + Den | 1,588 | \$1,070 | 1       | \$2,450,000 | \$1,543 | Q4 2016      |
| 401  | 3/2.5       | 1,487 | \$972   | 1       | \$2,495,000 | \$1,678 | Q3 2016      |
| 402  | 3/2.5       | 1,587 | \$1,096 | 1       | \$2,600,000 | \$1,638 | Q2 2016      |
| 502  | 3/2.5       | 1,496 | \$1,032 | 1       | \$3,027,000 | \$2,023 | Q2 2016      |
| PH2  | 3/2.5       | 1,965 | \$1,070 | 2       | \$4,700,000 | \$2,392 | Q4 2016      |
| PH1  | 3/2.5       | 1,930 | \$1,058 | 2       | \$5,100,000 | \$2,642 | Q3 2016      |



## ACTIVE LISTINGS

| Unit | Type  | SqFt  | HOA \$  | Parking | Listing \$  | \$/SqFt |
|------|-------|-------|---------|---------|-------------|---------|
| 506  | 1/2   | 899   | \$908   | 1       | \$1,195,000 | \$1,329 |
| 202  | 3/2.5 | 1,584 | \$1,070 | 1       | \$2,080,000 | \$1,313 |
| 601  | 3/2.5 | 1,841 | \$1,129 | 2       | \$3,995,000 | \$2,170 |
| 602  | 3/3   | 1,943 | \$1,154 | 2       | \$3,995,000 | \$2,056 |

## UNIT MIX

| Unit Type | # of Units | Size Range         | Average SqFt |
|-----------|------------|--------------------|--------------|
| 1 - Bed   | 9          | 816 - 1,103 SqFt   | 885 SqFt     |
| 2 - Bed   | 11         | 1,040 - 1,129 SqFt | 1,092 SqFt   |
| 3 - Bed   | 14         | 1,394 - 1,965 SqFt | 1,636 SqFt   |



# DEVELOPMENT SNAPSHOT *Currently Selling*



## FULTON 555

**555 Fulton Street at Octavia | Hayes Valley**

**Status:** 77 market-rate units available/45 market-rate units in-contract, Approximate absorption: 2 units/month, Average \$/SqFt (active listings): \$1,320

**Ground Broken:** May 2014 **Pre-sale:** July 2015

**First Closings Anticipated:** April 2017

**Project info:** 139 units, 17 BMRs, 5-stories, 148 parking spaces (77 retail/68 residential)

**Developer:** Fulton St Ventures **Architect:** Ian Birchall

**Features & Finishes:** Bosch appliances, Hardwood floors, Concrete construction

**Amenities:** Lounge, Roof terrace, Dog park, Bicycle repair station, Conference room, Part-time lobby attendant, Zirx valet, 30,000 SqFt grocery store

**Website:** [Fulton555.com](http://Fulton555.com)



### ACTIVE LISTINGS

| Unit | Bed/Bath | SqFt  | HOA \$ | Parking | List Price  | \$/SqFt |
|------|----------|-------|--------|---------|-------------|---------|
| 306  | 1/1      | 512   | \$487  | 0       | \$725,000   | \$1,416 |
| 229  | 1/1      | 710   | \$522  | 0       | \$825,000   | \$1,162 |
| 321  | 1/1      | 655   | \$522  | 0       | \$839,000   | \$1,281 |
| 315  | 1/1      | 715   | \$522  | 0       | \$845,000   | \$1,182 |
| 235  | 1/1      | 705   | \$521  | 0       | \$855,000   | \$1,213 |
| 430  | 1/1      | 697   | \$511  | 0       | \$899,000   | \$1,290 |
| 313  | 2/2      | 855   | \$549  | 1       | \$1,169,000 | \$1,367 |
| 416  | 2/2      | 855   | \$549  | 1       | \$1,179,000 | \$1,379 |
| 424  | 2/2      | 995   | \$578  | 1       | \$1,399,000 | \$1,406 |
| 317  | 2/2      | 1,050 | \$593  | 1       | \$1,443,000 | \$1,374 |
| 203  | 2/2      | 1,075 | \$594  | 1       | \$1,499,000 | \$1,394 |
| 232  | 2/2      | 1,195 | \$611  | 1       | \$1,549,000 | \$1,296 |

### UNIT MIX

| Unit Type             | # of Units | Size Range         |
|-----------------------|------------|--------------------|
| Studio/Junior 1       | 5          | 536 - 687 SqFt     |
| 1 - Bedroom           | 67         | 452 - 1,278 SqFt   |
| 2 - Bedroom           | 64         | 814 - 1,195 SqFt   |
| 3 - Bedroom           | 2          | 1,863 - 2,127 SqFt |
| 5 - Bedroom Penthouse | 1          | 2,340 SqFt         |



# DEVELOPMENT SNAPSHOT *Currently Selling*



## 72 TOWNSEND

**72 Townsend Street at 2nd | SOMA - South Beach**

**Status:** 46 units closed, Average \$/SqFt (closings): \$1,393, Approximate absorption: 3 units/month

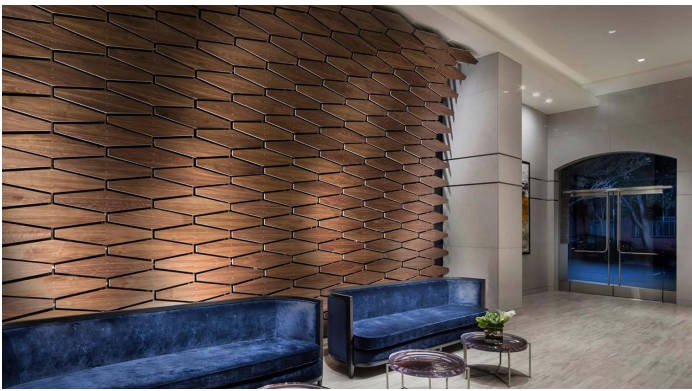
**Project info:** 74 units, 9-stories, 74 parking spaces, 7 BMRs, Ground broken: Q1 2014 **Pre-sale:** April 2015

**Developer:** KB Home **Architect:** SB Architects

**Amenities:** Lobby attendant, Roof terrace with BBQ, Lounge

**Features & Finishes:** Steel-frame construction, Bay views, Soaking tubs, Studio Becker cabinetry, Caesarstone quartz counter tops, Moen faucets, Bosch appliances, Kohler sinks, Provenza hardwood flooring, Emser porcelain tile flooring, Low VOC paints, Floor-to-ceiling windows, Approx. 9' ceiling heights

**Website:** [72Townsend.com](http://72Townsend.com)



### CLOSING DETAILS

| Unit | Bed/Bath | SqFt  | HOA \$  | Parking | Closing \$  | \$/SqFt | Closing Date |
|------|----------|-------|---------|---------|-------------|---------|--------------|
| 405  | 1/1      | 632   | \$719   | 1       | \$833,100   | \$1,318 | Q4 2015      |
| 505  | 1/1      | 632   | \$719   | 1       | \$856,000   | \$1,354 | Q4 2015      |
| 307  | 1/1      | 709   | \$718   | 1       | \$900,000   | \$1,269 | Q4 2015      |
| 305  | 1/1      | 619   | \$719   | 0       | \$934,500   | \$1,510 | Q4 2015      |
| 605  | 1/1      | 631   | \$718   | 1       | \$970,000   | \$1,537 | Q1 2016      |
| 401  | 1/1      | 788   | \$757   | 1       | \$985,000   | \$1,250 | Q4 2015      |
| 301  | 1/1      | 773   | \$718   | 1       | \$999,000   | \$1,292 | Q1 2016      |
| 701  | 1/1      | 788   | \$757   | 1       | \$1,050,000 | \$1,332 | Q4 2016      |
| 501  | 1/1      | 788   | \$757   | 1       | \$1,071,944 | \$1,360 | Q4 2015      |
| 312  | 1/1      | 900   | \$733   | 1       | \$1,240,000 | \$1,378 | Q2 2016      |
| 805  | 1/1      | 643   | \$718   | 1       | \$1,470,000 | \$2,286 | Q2 2016      |
| 403  | 1/1.5    | 785   | \$700   | 1       | \$952,000   | \$1,213 | Q4 2015      |
| 407  | 1/1.5    | 851   | \$773   | 1       | \$1,009,000 | \$1,186 | Q4 2015      |
| 607  | 1/1.5    | 851   | \$773   | 1       | \$1,045,000 | \$1,228 | Q3 2016      |
| 503  | 1/1.5    | 785   | \$653   | 1       | \$1,048,000 | \$1,335 | Q4 2015      |
| 703  | 1/1.5    | 785   | \$758   | 1       | \$1,075,000 | \$1,369 | Q3 2016      |
| 507  | 1/1.5    | 851   | \$771   | 1       | \$1,091,660 | \$1,283 | Q1 2016      |
| 707  | 1/1.5    | 851   | \$773   | 1       | \$1,100,000 | \$1,293 | Q3 2016      |
| 412  | 1/1.5    | 900   | \$785   | 1       | \$1,146,515 | \$1,274 | Q1 2016      |
| 512  | 1/1.5    | 900   | \$785   | 1       | \$1,240,000 | \$1,378 | Q4 2015      |
| 408  | 1/1.5    | 1,005 | \$805   | 1       | \$1,241,000 | \$1,235 | Q4 2015      |
| 306  | 2/1      | 935   | \$787   | 1       | \$1,350,000 | \$1,444 | Q1 2016      |
| 509  | 2/2      | 1,136 | \$834   | 1       | \$1,329,000 | \$1,170 | Q3 2016      |
| 409  | 2/2      | 1,146 | \$834   | 1       | \$1,360,000 | \$1,187 | Q4 2015      |
| 411  | 2/2      | 1,106 | \$836   | 1       | \$1,411,600 | \$1,276 | Q4 2015      |
| 404  | 2/2      | 1,260 | \$834   | 1       | \$1,420,000 | \$1,127 | Q4 2015      |
| 609  | 2/2      | 1,136 | \$834   | 1       | \$1,420,000 | \$1,250 | Q2 2016      |
| 302  | 2/2      | 1,198 | \$834   | 1       | \$1,449,000 | \$1,210 | Q2 2016      |
| 406  | 2/2      | 1,176 | \$853   | 1       | \$1,476,500 | \$1,256 | Q4 2015      |
| 611  | 2/2      | 1,106 | \$837   | 1       | \$1,525,000 | \$1,379 | Q2 2016      |
| 511  | 2/2      | 1,143 | \$719   | 1       | \$1,549,000 | \$1,355 | Q1 2016      |
| 402  | 2/2      | 1,289 | \$871   | 1       | \$1,555,000 | \$1,206 | Q4 2015      |
| 510  | 2/2      | 1,219 | \$858   | 1       | \$1,555,000 | \$1,276 | Q2 2016      |
| 504  | 2/2      | 1,260 | \$867   | 1       | \$1,565,000 | \$1,242 | Q2 2016      |
| 309  | 2/2      | 1,136 | \$834   | 1       | \$1,595,000 | \$1,404 | Q4 2015      |
| 304  | 2/2      | 1,186 | \$853   | 1       | \$1,630,000 | \$1,374 | Q4 2015      |
| 502  | 2/2      | 1,289 | \$871   | 1       | \$1,675,000 | \$1,299 | Q4 2015      |
| 506  | 2/2      | 1,176 | \$855   | 1       | \$1,720,500 | \$1,463 | Q4 2015      |
| 311  | 2/2      | 1,106 | \$834   | 1       | \$1,735,125 | \$1,569 | Q4 2015      |
| 310  | 2/2      | 1,219 | \$834   | 1       | \$1,745,472 | \$1,432 | Q4 2015      |
| 606  | 2/2      | 1,090 | \$834   | 1       | \$1,770,000 | \$1,624 | Q1 2016      |
| 706  | 2/2      | 1,090 | \$834   | 1       | \$1,880,000 | \$1,725 | Q2 2016      |
| 807  | 2/2      | 1,219 | \$871   | 1       | \$1,975,000 | \$1,620 | Q2 2016      |
| 902  | 3/2      | 1,722 | \$1,100 | 1       | \$4,065,000 | \$2,361 | Q2 2016      |





# DEVELOPMENT SNAPSHOT *Currently Selling*



## SAN FRANCISCO SHIPYARD

**Innes Avenue and Donahue Street - Hunters Point**

**Average \$/SqFt** (closings): \$794

**Project info:** 159 units, Two-car parking for townhomes, One-car parking for condominiums, Approximate HOA fees: \$200 - \$250 (townhomes), \$350 - \$500 (condos)

**Developer:** Lennar Urban

**Features & Finishes:** Nest thermostats and smoke/carbon dioxide detectors, Bosch appliances, Caesarstone and quartz counter tops, Barbosa high-gloss cabinetry, Porcelanosa bathroom floors, Plyboo wire-brushed hardwood floors, Private outdoor spaces, Secured parking, Dropcam

**Amenities:** Complimentary Downtown shuttle, Terraces, Bicycle parking

**Website:** [TheSFShipyards.com](http://TheSFShipyards.com)



### CLOSINGS

| Unit           | Bed/Bath  | SqFt  | Parking | Closing \$  | \$/SqFt | Closing Date |
|----------------|-----------|-------|---------|-------------|---------|--------------|
| 551 Hudson 101 | 1/1       | 558   | 1       | \$516,000   | \$925   | Q1 2016      |
| 551 Hudson 203 | 1/1 + Den | 811   | 1       | \$633,000   | \$781   | Q1 2016      |
| 551 Hudson 302 | 1/1 + Den | 806   | 1       | \$646,000   | \$801   | Q1 2016      |
| 501 Hudson 202 | 1/1 + Den | 811   | 1       | \$649,000   | \$800   | Q1 2016      |
| 501 Hudson 204 | 1/1 + Den | 760   | 1       | \$649,000   | \$854   | Q1 2016      |
| 551 Hudson 202 | 1/1 + Den | 764   | 1       | \$655,500   | \$858   | Q1 2016      |
| 501 Hudson 302 | 1/1 + Den | 811   | 1       | \$667,500   | \$823   | Q1 2016      |
| 501 Hudson 304 | 1/1 + Den | 804   | 1       | \$668,500   | \$831   | Q1 2016      |
| 551 Hudson 204 | 2/2       | 970   | 1       | \$751,000   | \$774   | Q1 2016      |
| 551 Hudson 301 | 2/2       | 957   | 1       | \$758,500   | \$793   | Q1 2016      |
| 501 Hudson 203 | 2/2       | 956   | 1       | \$776,000   | \$812   | Q1 2016      |
| 501 Hudson 303 | 2/2       | 956   | 1       | \$796,000   | \$833   | Q1 2016      |
| 207 Friedell   | 2/2       | 1,073 | 2       | \$868,500   | \$809   | Q1 2016      |
| 217 Friedell   | 2/2       | 1,167 | 2       | \$881,000   | \$755   | Q1 2016      |
| 227 Friedell   | 2/2       | 1,167 | 2       | \$886,000   | \$759   | Q1 2016      |
| 247 Friedell   | 3/2.5     | 1,318 | 1       | \$976,000   | \$741   | Q1 2016      |
| 201 Friedell   | 3/2.5     | 1,437 | 2       | \$1,051,000 | \$731   | Q1 2016      |
| 272 Coleman St | 3/2.5     | 1,288 | 2       | \$1,061,000 | \$824   | Q3 2016      |
| 282 Coleman St | 3/2.5     | 1,288 | 2       | \$1,075,500 | \$835   | Q3 2016      |
| 246 Coleman St | 3/2.5     | 1,399 | 2       | \$1,100,500 | \$787   | Q3 2016      |
| 299 Friedell   | 3/2.5     | 1,615 | 2       | \$1,101,000 | \$682   | Q1 2016      |
| 200 Coleman St | 3/2.5     | 1,436 | 2       | \$1,221,000 | \$850   | Q3 2016      |

### ACTIVE LISTINGS

| Unit           | Bed/Bath | SqFt  | HOA \$ | Parking | \$          | \$/SqFt |
|----------------|----------|-------|--------|---------|-------------|---------|
| 555 Innes 205  | 2/2      | 1,023 | \$424  | 1       | \$816,500   | \$798   |
| 555 Innes 215  | 3/2      | 1,251 | \$467  | 1       | \$910,500   | \$728   |
| 555 Innes 308  | 1/1      | 611   | \$350  | 1       | \$600,500   | \$983   |
| 50 Jerrold 407 | 2/2      | 1,285 | \$485  | 1       | \$1,166,800 | \$908   |
| 555 Innes 408  | 2/2      | 1,212 | \$467  | 1       | \$930,800   | \$768   |
| 198 Coleman    | 3/2.5    | 1,434 | \$222  | 2       | \$1,281,800 | \$894   |
| 252 Coleman    | 3/2.5    | 1,399 | \$215  | 2       | \$1,135,800 | \$812   |
| 293 Friedell   | 3/2      | 1,204 | \$217  | 2       | \$1,019,490 | \$847   |
| 501 Hudson 301 | 2/2      | 970   | \$409  | 1       | \$796,110   | \$821   |



# DEVELOPMENT SNAPSHOT *Currently Selling*



## SUMMIT 800

**800 Brotherhood Way at Junipero Serra | Park Merced**

**Status:** 9 homes available, Approximate absorption: 6 units/month, Average \$/SqFt (closings): \$689

**Developer:** Comstock Homes & Maracor Development

**Project info:** 182 units, Townhomes and single family homes, 2-3 car parking **Date on market:** July 2014

**Amenities:** HOA maintained front yard landscaping, adjacent to two-acre park with tot lot/dog area

**Features and Finishes:** Decks, walk-in closets, Copper Creek polished chrome door hardware, Emser ceramic tile floors, Crema Marfil master bath floors, Superior Shaw stain-resistant carpet, Andersen windows and sliding doors, granite kitchen counter tops and backsplash, Viking appliances, Kohler sinks and tubs, Delta faucets, powder rooms in each floor plan, Piedrafina bathroom counter tops and surrounds, 1.5 KW solar system, tank-less water heaters

**Website:** [Summit800.com](http://Summit800.com)

## CLOSING DETAILS

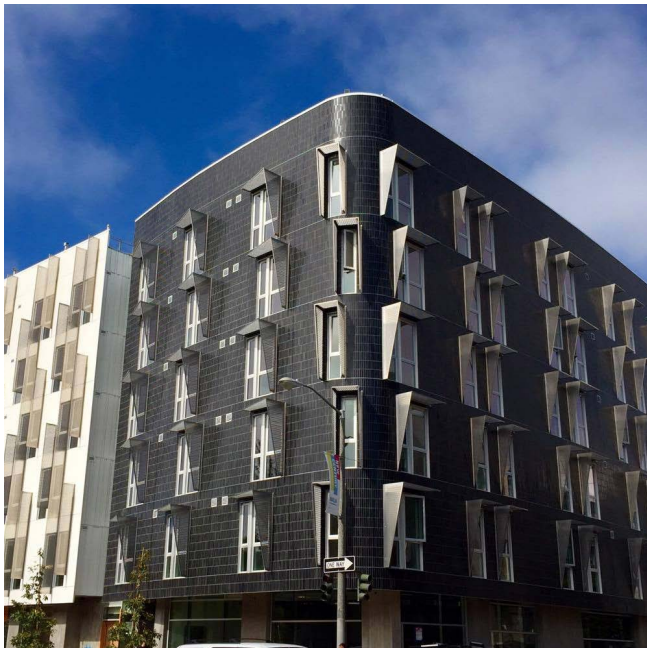
| House # | Type  | SqFt  | HOA \$ | Parking | Closing Price | \$/SqFt | Closing Date |
|---------|-------|-------|--------|---------|---------------|---------|--------------|
| 295     | 3/2.5 | 2,001 | \$189  | 3       | \$1,478,486   | \$739   | Q4 2015      |
| 107     | 3/2.5 | 2,024 | \$277  | 2       | \$1,331,500   | \$658   | Q4 2015      |
| 132     | 3/2.5 | 1,839 | \$235  | 2       | \$1,140,289   | \$620   | Q4 2015      |
| 136     | 3/2   | 1,547 | \$224  | 2       | \$1,030,298   | \$666   | Q4 2015      |
| 138     | 3/2.5 | 1,839 | \$235  | 2       | \$1,169,177   | \$636   | Q4 2015      |
| 109     | 3/2.5 | 2,133 | \$278  | 2       | \$1,381,500   | \$648   | Q4 2015      |
| 111     | 3/2.5 | 2,133 | \$278  | 2       | \$1,349,846   | \$633   | Q4 2015      |
| 160     | 3/2   | 1,547 | \$230  | 2       | \$1,048,012   | \$677   | Q4 2015      |
| 166     | 3/2   | 1,547 | \$230  | 2       | \$1,011,782   | \$654   | Q4 2015      |
| 126     | 3/2   | 1,547 | \$223  | 2       | \$990,675     | \$640   | Q4 2015      |
| 155     | 3/2.5 | 2,024 | \$275  | 2       | \$1,361,764   | \$673   | Q4 2015      |
| 159     | 3/2.5 | 2,133 | \$275  | 2       | \$1,319,499   | \$619   | Q4 2015      |
| 157     | 3/2.5 | 2,133 | \$276  | 2       | \$1,417,530   | \$665   | Q1 2016      |
| 162     | 3/2.5 | 1,839 | \$230  | 2       | \$1,150,505   | \$626   | Q1 2016      |
| 281     | 3/2.5 | 2,001 | \$185  | 3       | \$1,512,381   | \$725   | Q1 2016      |
| 165     | 3/2.5 | 2,133 | \$274  | 2       | \$1,311,650   | \$615   | Q1 2016      |
| 186     | 3/2   | 1,547 | \$215  | 2       | \$998,700     | \$646   | Q1 2016      |
| 176     | 3/2   | 1,547 | \$215  | 2       | \$1,028,933   | \$665   | Q1 2016      |
| 188     | 3/2.5 | 1,839 | \$227  | 2       | \$1,125,000   | \$612   | Q1 2016      |
| 198     | 3/2.5 | 1,839 | \$235  | 2       | \$1,194,726   | \$650   | Q2 2016      |
| 275     | 3/2.5 | 2,001 | \$185  | 3       | \$1,573,959   | \$787   | Q2 2016      |
| 190     | 3/2   | 1,547 | \$214  | 2       | \$1,070,648   | \$692   | Q2 2016      |
| 200     | 3/2   | 1,547 | \$214  | 2       | \$1,089,266   | \$704   | Q2 2016      |
| 210     | 3/2   | 1,547 | \$212  | 2       | \$1,043,140   | \$674   | Q2 2016      |
| 222     | 3/2.5 | 1,839 | \$235  | 2       | \$1,205,367   | \$655   | Q3 2016      |
| 220     | 3/2   | 1,547 | \$212  | 2       | \$1,098,236   | \$710   | Q3 2016      |
| 187     | 3/2.5 | 2,024 | \$271  | 2       | \$1,354,864   | \$669   | Q3 2016      |
| 181     | 3/2.5 | 2,133 | \$272  | 2       | \$1,372,897   | \$644   | Q3 2016      |
| 191     | 3/2.5 | 2,133 | \$274  | 2       | \$1,424,852   | \$668   | Q3 2016      |
| 226     | 3/2   | 1,547 | \$213  | 2       | \$1,093,000   | \$707   | Q3 2016      |
| 258     | 3/2.5 | 2,001 | \$185  | 3       | \$1,559,987   | \$780   | Q4 2016      |
| 236     | 3/2.5 | 2,001 | \$185  | 3       | \$1,608,417   | \$804   | Q4 2016      |
| 256     | 3/2.5 | 2,001 | \$185  | 3       | \$1,614,379   | \$807   | Q4 2016      |
| 238     | 3/2.5 | 2,393 | \$202  | 3       | \$1,740,135   | \$727   | Q4 2016      |
| 212     | 3/2.5 | 1,839 | \$224  | 2       | \$1,175,000   | \$639   | Q4 2016      |
| 252     | 3/2.5 | 2,001 | \$185  | 3       | \$1,532,975   | \$766   | Q4 2016      |
| 260     | 3/2.5 | 2,001 | \$185  | 3       | \$1,555,087   | \$777   | Q4 2016      |
| 262     | 3/2.5 | 2,001 | \$185  | 3       | \$1,590,458   | \$795   | Q4 2016      |
| 251     | 3/2.5 | 2,393 | \$225  | 3       | \$1,795,856   | \$750   | Q4 2016      |
| 228     | 3/2.5 | 1,824 | \$225  | 2       | \$1,224,309   | \$671   | Q4 2016      |

## ACTIVE LISTINGS

| House # | Type  | SqFt  | Parking | List \$     | \$/SqFt |
|---------|-------|-------|---------|-------------|---------|
| 12      | 3/3.5 | 2,058 | 2       | \$1,393,000 | \$677   |
| 16      | 3/3.5 | 2,058 | 2       | \$1,393,000 | \$677   |
| 18      | 3/3.5 | 2,058 | 2       | \$1,393,000 | \$677   |
| 20      | 3/3.5 | 2,058 | 2       | \$1,393,000 | \$677   |
| 15      | 3/3.5 | 2,020 | 2       | \$1,395,000 | \$691   |
| 19      | 3/3.5 | 2,020 | 2       | \$1,378,000 | \$682   |
| 21      | 3/3.5 | 2,020 | 2       | \$1,378,000 | \$682   |
| 2       | 3/2.5 | 2,249 | 2       | \$1,539,990 | \$685   |
| 6       | 3/2.5 | 2,207 | 2       | \$1,529,990 | \$693   |



# DEVELOPMENT SNAPSHOT *Recently Sold-out*



## 388 FULTON

[388 Fulton Street](#) at Gough | Hayes Valley

**Average \$/SqFt** (closings): \$1,414, Approximate absorption: 7 units/month

**Project specs:** 8 BMRs, 6-stories, 69 total units, 0 car parking, 69 bicycle parking, HOA fee: \$345 - \$500

**Date on market:** March '16

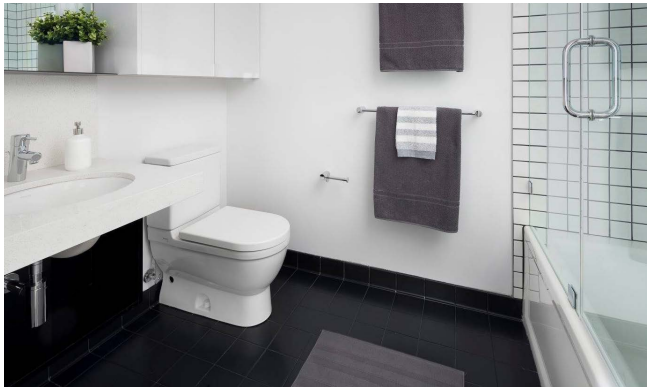
**Developer:** 7x7 Development

**Architect:** David Baker **Interiors:** Charles de Lisle

**Features & Finishes:** Black-glazed facade tile, Stone walkways, Board-form concrete exterior walls, Solar thermal water heating, Approx. 8'10" ceilings, Low/No-VOC paints, LED lighting, Bertazzoni Professional Series cook tops and ovens, Broan Elite range hoods, Bosch dishwashers, Blomberg built-in refrigerators, Moen kitchen sinks, Grohe faucets, Quartz counter tops with full-height tile backsplash, High-gloss white and black kitchen cabinets, Ecotimber FSC-certified white oak flooring, Kohler Archer bathtubs, Duravit Starck Series toilets, Ceramic tile bathroom floors

**Amenities:** Roof terrace with grill, fire pit, and film screening, Courtyard, Lounge, Bicycle storage with work station, Common area WIFI, Virtual Doorman

**Website:** [388Fulton.com](#)



## CLOSINGS

| Unit | Type    | SqFt | HOA \$ | Closing \$ | \$/SqFt | Sale Date |
|------|---------|------|--------|------------|---------|-----------|
| 204  | 0/1     | 326  | \$346  | \$495,000  | \$1,518 | Q3 2016   |
| 203  | 0/1     | 326  | \$345  | \$495,000  | \$1,518 | Q4 2016   |
| 304  | 0/1     | 326  | \$346  | \$508,000  | \$1,558 | Q4 2016   |
| 403  | 0/1     | 326  | \$345  | \$518,000  | \$1,589 | Q3 2016   |
| 206  | 0/1     | 354  | \$346  | \$519,000  | \$1,466 | Q4 2016   |
| 303  | 0/1     | 326  | \$346  | \$520,000  | \$1,595 | Q3 2016   |
| 209  | 0/1     | 366  | \$346  | \$522,500  | \$1,428 | Q3 2016   |
| 309  | 0/1     | 366  | \$346  | \$530,000  | \$1,448 | Q4 2016   |
| 207  | 0/1     | 371  | \$346  | \$539,500  | \$1,454 | Q4 2016   |
| 306  | 0/1     | 354  | \$346  | \$542,500  | \$1,532 | Q4 2016   |
| 307  | 0/1     | 371  | \$346  | \$545,000  | \$1,469 | Q3 2016   |
| 510  | 0/1     | 347  | \$346  | \$555,000  | \$1,599 | Q4 2016   |
| 610  | 0/1     | 347  | \$346  | \$557,000  | \$1,605 | Q4 2016   |
| 503  | 0/1     | 326  | \$346  | \$559,500  | \$1,716 | Q4 2016   |
| 409  | 0/1     | 366  | \$346  | \$565,000  | \$1,544 | Q4 2016   |
| 509  | 0/1     | 366  | \$346  | \$565,000  | \$1,544 | Q4 2016   |
| 406  | 0/1     | 354  | \$345  | \$565,000  | \$1,596 | Q4 2016   |
| 504  | 0/1     | 326  | \$346  | \$567,500  | \$1,741 | Q3 2016   |
| 604  | 0/1     | 326  | \$346  | \$580,000  | \$1,779 | Q4 2016   |
| 609  | 0/1     | 366  | \$346  | \$590,500  | \$1,613 | Q4 2016   |
| 507  | 0/1     | 371  | \$346  | \$590,600  | \$1,592 | Q4 2016   |
| 407  | 0/1     | 371  | \$346  | \$591,000  | \$1,593 | Q3 2016   |
| 607  | 0/1     | 371  | \$346  | \$599,000  | \$1,615 | Q4 2016   |
| 506  | 0/1     | 354  | \$346  | \$599,500  | \$1,694 | Q3 2016   |
| 603  | 0/1     | 326  | \$346  | \$600,000  | \$1,840 | Q3 2016   |
| 312  | 1/1     | 404  | \$385  | \$600,000  | \$1,485 | Q4 2016   |
| 512  | 1/1     | 404  | \$385  | \$660,000  | \$1,634 | Q3 2016   |
| 612  | 1/1     | 404  | \$385  | \$665,000  | \$1,646 | Q4 2016   |
| 208  | Jr. 1/1 | 485  | \$385  | \$623,500  | \$1,286 | Q3 2016   |
| 308  | Jr. 1/1 | 485  | \$385  | \$651,500  | \$1,343 | Q3 2016   |
| 408  | Jr. 1/1 | 485  | \$385  | \$699,000  | \$1,441 | Q4 2016   |
| 608  | Jr. 1/1 | 485  | \$385  | \$699,000  | \$1,441 | Q4 2016   |
| 508  | Jr. 1/1 | 485  | \$384  | \$740,000  | \$1,526 | Q4 2016   |
| 502  | 2/1     | 779  | \$499  | \$845,000  | \$1,085 | Q3 2016   |
| 414  | 2/1     | 708  | \$499  | \$898,800  | \$1,269 | Q4 2016   |

| Unit | Type | SqFt | HOA \$ | Closing \$  | \$/SqFt | Sale Date |
|------|------|------|--------|-------------|---------|-----------|
| 201  | 2/1  | 701  | \$499  | \$899,000   | \$1,282 | Q4 2016   |
| 211  | 2/1  | 714  | \$498  | \$907,500   | \$1,271 | Q4 2016   |
| 305  | 2/1  | 720  | \$498  | \$911,500   | \$1,266 | Q4 2016   |
| 413  | 2/1  | 743  | \$499  | \$925,000   | \$1,245 | Q4 2016   |
| 311  | 2/1  | 714  | \$499  | \$929,000   | \$1,301 | Q4 2016   |
| 202  | 2/1  | 779  | \$499  | \$952,000   | \$1,222 | Q4 2016   |
| 302  | 2/1  | 779  | \$499  | \$930,000   | \$1,194 | Q4 2016   |
| 405  | 2/1  | 720  | \$499  | \$948,000   | \$1,317 | Q4 2016   |
| 213  | 2/1  | 743  | \$499  | \$953,883   | \$1,284 | Q3 2016   |
| 501  | 2/1  | 701  | \$499  | \$954,000   | \$1,361 | Q3 2016   |
| 601  | 2/1  | 701  | \$499  | \$960,000   | \$1,369 | Q4 2016   |
| 313  | 2/1  | 743  | \$499  | \$968,000   | \$1,303 | Q3 2016   |
| 513  | 2/1  | 743  | \$499  | \$974,000   | \$1,311 | Q4 2016   |
| 611  | 2/1  | 714  | \$499  | \$985,000   | \$1,380 | Q4 2016   |
| 614  | 2/1  | 708  | \$499  | \$987,500   | \$1,395 | Q4 2016   |
| 505  | 2/1  | 720  | \$499  | \$990,000   | \$1,375 | Q4 2016   |
| 402  | 2/1  | 779  | \$499  | \$1,008,000 | \$1,294 | Q4 2016   |
| 613  | 2/1  | 743  | \$499  | \$1,068,000 | \$1,437 | Q4 2016   |
| 605  | 2/1  | 720  | \$499  | \$1,069,433 | \$1,485 | Q3 2016   |

## UNIT MIX

| Unit Type     | # of Units | Size Range     |
|---------------|------------|----------------|
| Studios/Jr. 1 | 35         | 326 - 485 SqFt |
| One-bedroom   | 6          | 404 - 559 SqFt |
| Two-bedroom   | 28         | 701 - 779 SqFt |

# DEVELOPMENT SNAPSHOT *Recently Sold-out*



## 450 HAYES

[450 Hayes Street](#) at Octavia | Hayes Valley

**Average \$/SqFt** (closings): \$1,439

**Project specs:** 4-stories, 41 units, 5 BMRs, 20 parking spaces, HOA fee: \$721 - \$986

**Date on market:** January 2016

**Developer:** DDG & DM Development

**Architect:** Handel Architects & Marta Fry Landscape

**Features & Finishes:** White Siematic cabinetry, Quartz counter tops, Hansgrohe fixtures, Integrated Liebherr refrigerator, Bosch appliances, Wide-plank (7.5") oak flooring, Americh bathtubs, Specstone chevron tile floors in bathrooms

**Amenities:** Courtyard, Virtual Doorman, Roof terrace

**Website:** [450Hayes.com](http://450Hayes.com)



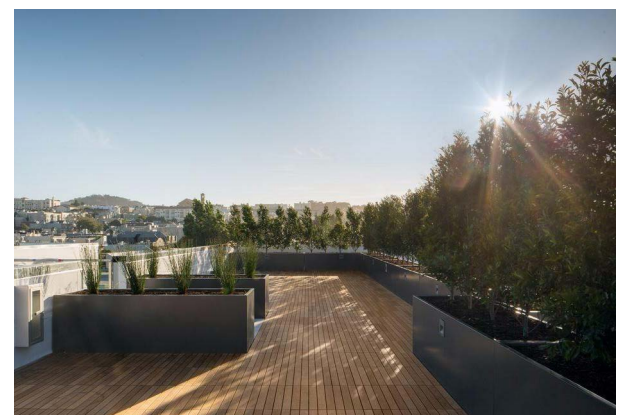
## CLOSING DETAILS

| Unit | Bed/Bath | SqFt  | HOA \$ | Closing \$  | \$/SqFt | Closing Date |
|------|----------|-------|--------|-------------|---------|--------------|
| 2C   | 1/1      | 618   | \$724  | \$842,500   | \$1,363 | Q3 2016      |
| 2D   | 1/1      | 620   | \$722  | \$845,000   | \$1,363 | Q3 2016      |
| 3C   | 1/1      | 611   | \$721  | \$883,000   | \$1,445 | Q3 2016      |
| 3D   | 1/1      | 622   | \$724  | \$895,000   | \$1,439 | Q3 2016      |
| 3B   | 1/1      | 622   | \$725  | \$900,000   | \$1,447 | Q3 2016      |
| 2G   | 1/1      | 660   | \$731  | \$900,000   | \$1,364 | Q3 2016      |
| 2L   | 1/1      | 706   | \$750  | \$929,000   | \$1,316 | Q4 2016      |
| 2F   | 1/1      | 729   | \$758  | \$995,000   | \$1,365 | Q3 2016      |
| 3F   | 1/1      | 729   | \$758  | \$1,060,000 | \$1,454 | Q3 2016      |
| TH1B | 1/2      | 1,095 | \$870  | \$1,300,000 | \$1,187 | Q3 2016      |
| TH1E | 1/2      | 1,086 | \$867  | \$1,310,000 | \$1,206 | Q3 2016      |
| TH1C | 1/2      | 1,090 | \$868  | \$1,335,000 | \$1,225 | Q3 2016      |
| TH1D | 1/2      | 1,086 | \$867  | \$1,360,000 | \$1,252 | Q3 2016      |
| TH1F | 1/2      | 1,095 | \$870  | \$1,410,000 | \$1,288 | Q3 2016      |
| TH1G | 1/2      | 1,476 | \$986  | \$1,650,000 | \$1,118 | Q3 2016      |
| 2E   | 2/2      | 921   | \$816  | \$1,200,000 | \$1,303 | Q3 2016      |
| 3A   | 2/2      | 1,029 | \$845  | \$1,210,100 | \$1,176 | Q3 2016      |
| 2M   | 2/2      | 1,262 | \$916  | \$1,625,000 | \$1,288 | Q4 2016      |
| 3M   | 2/2      | 1,234 | \$910  | \$1,692,500 | \$1,372 | Q3 2016      |
| PH1  | 2/2      | 1,171 | \$957  | \$1,700,000 | \$1,452 | Q4 2016      |
| PH4  | 2/2      | 1,047 | \$848  | \$1,760,000 | \$1,681 | Q3 2016      |
| PH3  | 2/2      | 1,034 | \$847  | \$1,775,000 | \$1,717 | Q3 2016      |
| 3J   | 2/2      | 1,105 | \$873  | \$1,800,000 | \$1,629 | Q3 2016      |
| PH5  | 2/2      | 1,135 | \$870  | \$1,895,000 | \$1,670 | Q3 2016      |
| PH8  | 2/2      | 1,239 | \$899  | \$2,095,000 | \$1,691 | Q3 2016      |
| PH6  | 2/2      | 1,141 | \$884  | \$2,250,000 | \$1,972 | Q3 2016      |
| PH7  | 3/2.5    | 1,463 | \$978  | \$2,700,000 | \$1,846 | Q3 2016      |

\*TH = Townhome; PH = Penthouse; HOA dues do not include parking fees

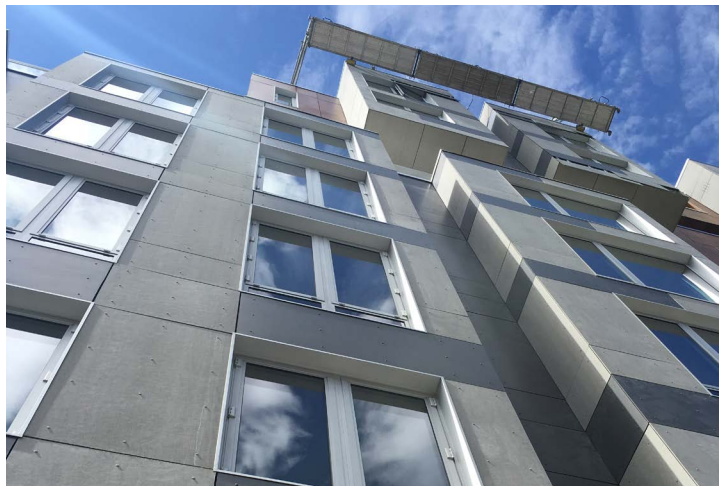
## UNIT MIX

| Unit Type     | Number of Units |
|---------------|-----------------|
| One-bedroom   | 24              |
| Two-bedroom   | 16              |
| Three-bedroom | 1               |





# DEVELOPMENT SNAPSHOT *Recently Sold-out*



## ONE FRANKLIN

[1 Franklin Street](#) at Market | Hayes Valley

**Average \$/SqFt** (closings): \$1,307, Approximate absorption: 6 units/month

**Project specs:** 35 units, 4 BMRs, 8-stories, HOA: Approx. \$545 - \$640, No parking

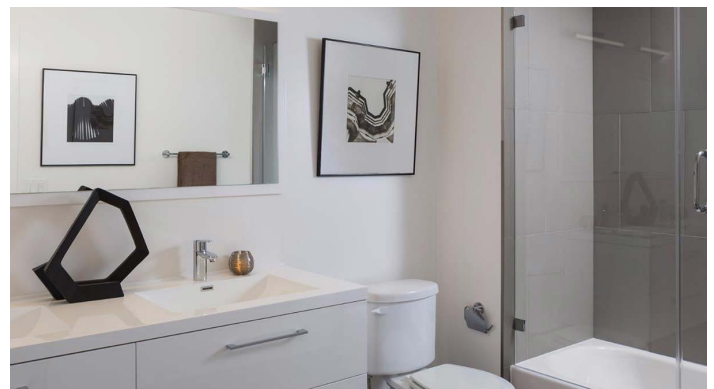
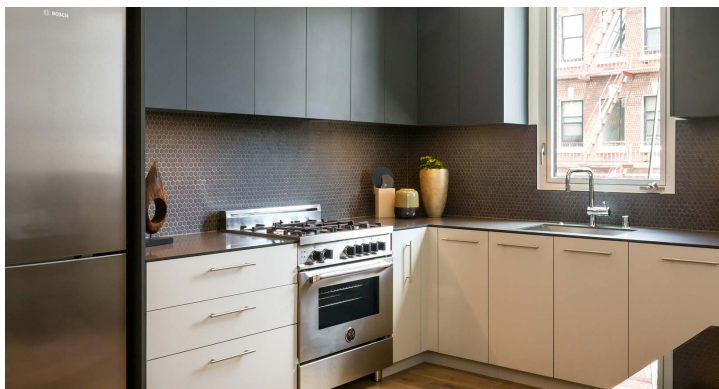
**Ground broken:** Q1 2015 **Date on Market:** June 2016

**Developer:** JS Sullivan **Architect:** Forum Design

**Features & Finishes:** Wide-plank oak flooring, Air conditioning, Bertazzoni ranges, Silestone quartz counter tops, Grohe fixtures

**Amenities:** \$2,500 in Uber credits, \$2,500 in Luxe valet parking credits, One year of Hello Alfred butler service, Courtyard, Sixth-floor deck with BBQ

**Website:** [OneFranklinSF.com](http://OneFranklinSF.com)

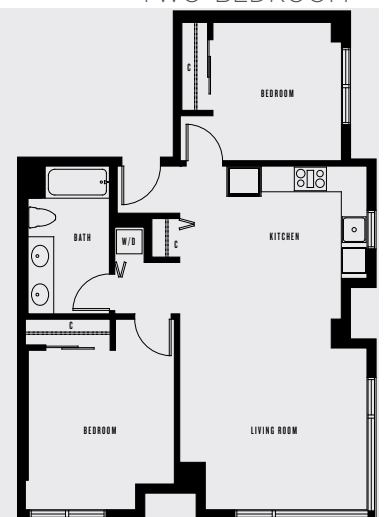
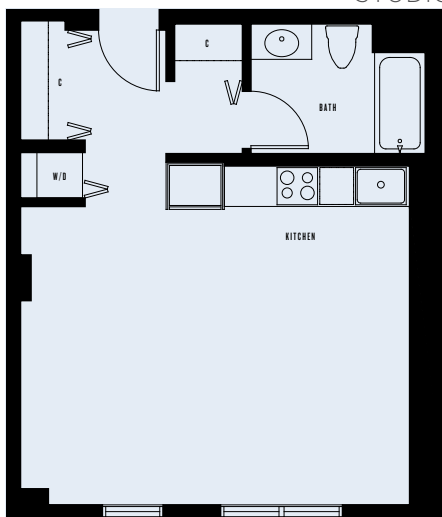


### SAMPLE FLOOR PLANS

STUDIO

ONE-BEDROOM

TWO-BEDROOM



### CLOSINGS

| Unit | Type | SqFt  | HOA \$ | Closing \$  | \$/SqFt | Sale Date |
|------|------|-------|--------|-------------|---------|-----------|
| 203  | 0/1  | 445   | \$545  | \$549,000   | \$1,234 | Q3 2016   |
| 503  | 0/1  | 445   | \$545  | \$579,000   | \$1,301 | Q3 2016   |
| 404  | 0/1  | 479   | \$552  | \$620,000   | \$1,294 | Q3 2016   |
| 504  | 0/1  | 479   | \$552  | \$643,000   | \$1,342 | Q3 2016   |
| 604  | 0/1  | 479   | \$552  | \$655,000   | \$1,367 | Q3 2016   |
| 202  | 1/1  | 525   | \$561  | \$682,500   | \$1,300 | Q3 2016   |
| 402  | 1/1  | 525   | \$561  | \$723,000   | \$1,377 | Q3 2016   |
| 405  | 1/1  | 548   | \$565  | \$737,600   | \$1,346 | Q3 2016   |
| 301  | 2/1  | 812   | \$616  | \$999,000   | \$1,230 | Q3 2016   |
| 401  | 2/2  | 812   | \$616  | \$1,068,500 | \$1,316 | Q3 2016   |
| 701  | 2/2  | 1,008 | \$654  | \$1,310,000 | \$1,300 | Q3 2016   |

### UNIT MIX

| Unit Type   | # Of Units | SqFt Range       | Average SqFt |
|-------------|------------|------------------|--------------|
| Studio      | 10         | 445 - 479 SqFt   | 463 SqFt     |
| One-bedroom | 10         | 504 - 548 SqFt   | 528 SqFt     |
| Two-bedroom | 15         | 788 - 1,080 SqFt | 896 SqFt     |

# DEVELOPMENT SNAPSHOT *Recently Sold-Out*



## 1001 SEVENTEENTH

[1001 17th Street](#) at Pennsylvania | Potrero Hill

**Average \$/SqFt** (closings): \$1,132

**Project specs:** 26 units, 4-stories, 9 parking spaces, 5 BMRs, HOA: \$408 - \$572

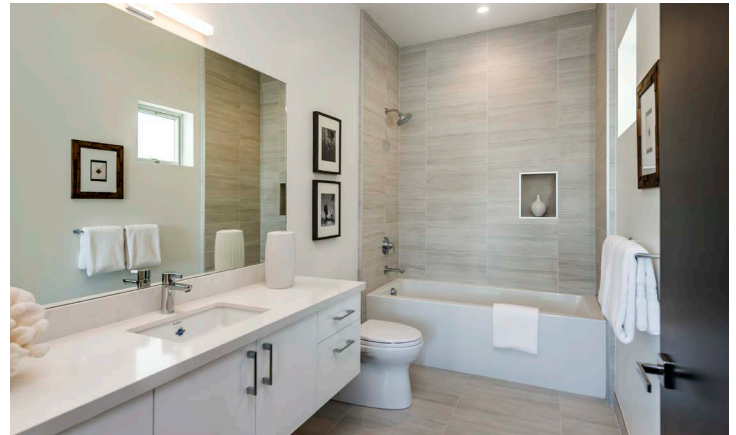
**Date on market:** November 2015

**Developer:** 1001 17th Street Associates

**Architect:** Jonathan Pearlman - Elevation Architects

**Features & Finishes:** Bosch kitchen appliances, Grohe and Hansgrohe faucets, Duravit sinks and soaking tubs, American wide-plank oak floors with radiant heat, Miranda Woodworks cabinetry, Cat5 wiring, Webpass Internet, Flos and Sonneman lighting fixtures, Italian Porcelain, PentalQuartz counter tops, Fresh-air ventilation

**Amenities:** Bicycle parking, Courtyard



### CLOSING DETAILS

| Unit Number | Type | SqFt  | HOA \$ | Parking | Closing Price | \$/SqFt | Closing Date |
|-------------|------|-------|--------|---------|---------------|---------|--------------|
| 206         | 0/1  | 490   | \$408  | 0       | \$599,000     | \$1,222 | 2/23/16      |
| 101         | 1/1  | 935   | \$501  | 1       | \$805,000     | \$861   | 6/29/16      |
| 201         | 1/1  | 591   | \$422  | 0       | \$740,000     | \$1,252 | 1/27/16      |
| 203         | 1/1  | 544   | \$422  | 0       | \$680,000     | \$1,250 | 3/11/16      |
| 205         | 1/1  | 523   | \$416  | 0       | \$649,000     | \$1,241 | 2/12/16      |
| 301         | 1/1  | 639   | \$446  | 0       | \$730,000     | \$1,142 | 2/12/16      |
| 302         | 1/1  | 535   | \$420  | 0       | \$699,000     | \$1,307 | 3/31/16      |
| 401         | 1/1  | 645   | \$447  | 0       | \$775,000     | \$1,202 | 2/17/16      |
| 404         | 1/1  | 528   | \$419  | 0       | \$660,000     | \$1,250 | 3/29/16      |
| 308         | 2/2  | 925   | \$504  | 1       | \$1,010,000   | \$1,092 | 5/18/16      |
| 204         | 2/2  | 1,025 | \$542  | 1       | \$1,095,000   | \$1,068 | 2/3/16       |
| 304         | 2/2  | 1,025 | \$542  | 1       | \$1,115,000   | \$1,088 | 1/29/16      |
| 307         | 2/2  | 1,059 | \$551  | 1       | \$1,160,000   | \$1,095 | 3/9/16       |

### SUMMARY

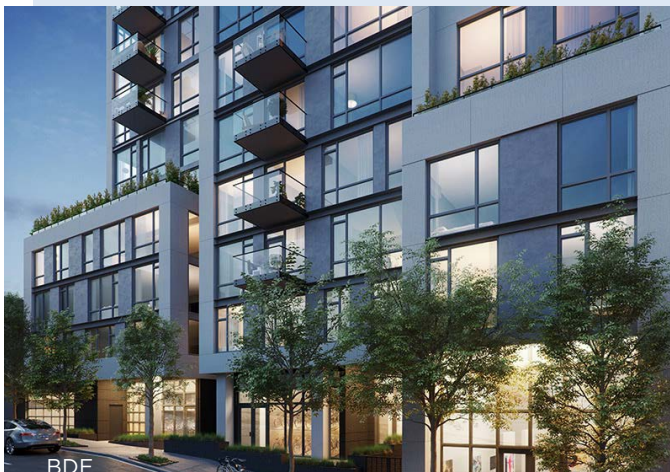
| Unit Type      | # Of Sales | Average SqFt | HOA \$ | SqFt Range  | Average \$  | \$ Range                | \$/SqFt |
|----------------|------------|--------------|--------|-------------|-------------|-------------------------|---------|
| Studio/Jr. One | 1          | 490          | \$408  | 490         | \$599,000   | \$599,000               | \$1,222 |
| One-Bedroom    | 8          | 618          | \$437  | 523 - 935   | \$717,250   | \$649,000 - \$805,000   | \$1,162 |
| Two-Bedroom    | 4          | 1,009        | \$535  | 925 - 1,059 | \$1,095,000 | \$949,000 - \$1,160,000 | \$1,086 |
| All Types      | 13         | 728          | \$462  | 490 - 1,059 | \$824,385   | \$599,000 - \$1,160,000 | \$1,132 |



# UPCOMING CONDOMINIUM DEVELOPMENTS

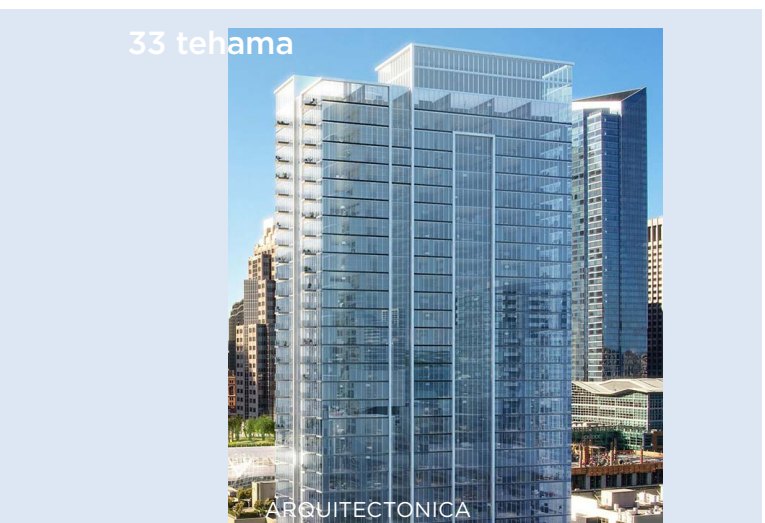
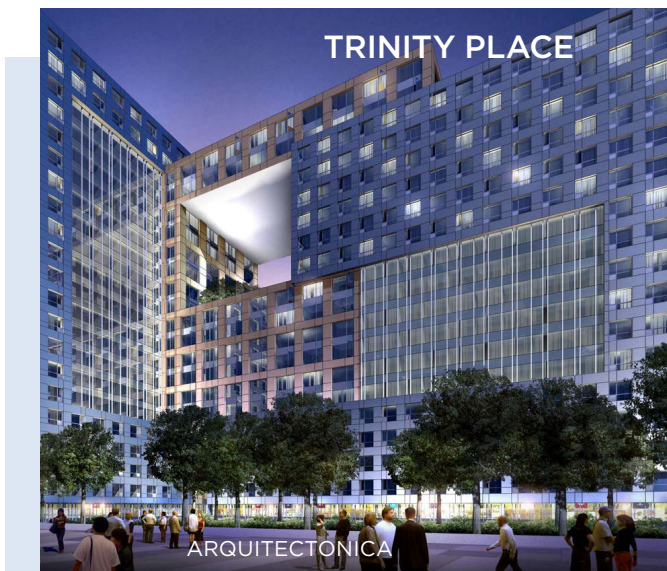
| DEVELOPMENT                                 | DEVELOPER               | AREA            | UNITS | STORIES | EST SALES COMMENCE |
|---|-------------------------|-----------------|-------|---------|--------------------|
| 3420 18th Street at San Carlos              | Mike Mamone             | Mission         | 16    | 5       | Q1 2017            |
| LagunaHayes - 580 Hayes Street at Laguna    | Village Properties      | Hayes Valley    | 29    | 5       | Q1 2017            |
| Knox - 645 Texas Street at 22nd             | Trumark Urban           | Potrero Hill    | 91    | 5       | Q1 2017            |
| The Austin - 1545 Pine Street at Van Ness   | Pacific Eagle Holdings  | Nob Hill        | 103   | 12      | Q1 2017            |
| 2800 Sloat Boulevard at 47th                | Kieran O'Carroll        | Outer Parkside  | 55    | 5       | Q1 2017            |
| 1490 Ocean Avenue                           | Amit Haller             | Westwood Park   | 15    | 4       | Q1 2017            |
| 923 Folsom Street at 5th                    | 923 Folsom Acquisition  | South of Market | 114   | 9       | Q1 2017            |
| 1 Stanyan St                                | 1 Stanyan LLC           | Laurel Heights  | 13    | 4       | Q1 2017            |
| 119 7th Street at Minna                     | Fulton Street Ventures  | South of Market | 39    | 8       | Q2 2017            |
| 616 Divisadero Street at Hayes              | Michael Klestoff        | Northern - NOPA | 7     | 5       | Q2 2017            |
| 131 Missouri Street at 17th                 | Thomas Murphy           | Potrero Hill    | 9     | 4       | Q2 2017            |
| 1731 Powell Street at Columbus              | Joel Campos             | North Beach     | 18    | 4       | Q3 2017            |
| 241 10th Street at Howard                   | JS Sullivan             | South of Market | 28    | 5       | Q3 2017            |
| 140 Pennsylvania Avenue                     | 1001 17th LLC           | Potrero Hill    | 11    | 4       | Q3 2017            |
| 700 36th Ave                                | N/A                     | Outer Richmond  | 6     | 4       | Q4 2017            |
| 815 Tennessee Street at 19th                | DM                      | Dogpatch        | 69    | 5       | Q4 2017            |
| 1198 Valencia Street at 23rd                | JS Sullivan             | Mission         | 52    | 5       | Q4 2017            |
| 1598 Bay Street at Buchanan                 | Presidio Development    | Marina          | 28    | 4       | Q4 2017            |
| 99 Rausch Street at Folsom                  | Pillar Capital          | South of Market | 112   | 6       | Q1 2018            |
| 1075 Market Street at 7th                   | Encore Housing          | Mid-Market      | 90    | 8       | Q1 2018            |
| 706 Mission Street at 3rd                   | JMA/Millennium Partners | South of Market | 169   | 44      | Q4 2018            |
| Oceanwide Center - 50 1st Street at Mission | Oceanwide-Tohigh        | Transbay        | 265   | 54 & 61 | Q2 2020            |

THE AUSTIN



# UPCOMING APARTMENT DEVELOPMENTS

| DEVELOPMENT                                   | DEVELOPER              | AREA              | UNITS | STORIES | LEASING COMMENCES |
|---|------------------------|-------------------|-------|---------|-------------------|
| Potrero 1010 - 1000 16th Street at Missouri   | Equity Residential     | Potrero Hill      | 453   | 6       | LEASING           |
| Alchemy by Alta - 200 Buchanan Street         | Wood Partners          | Hayes Valley      | 330   | 6       | LEASING           |
| 399 Fremont Street at Harrison                | UDR/MetLife            | South of Market   | 447   | 42      | LEASING           |
| 340 Fremont Street at Folsom                  | Equity Residential     | South of Market   | 332   | 40      | LEASING           |
| Solaire - 299 Fremont Street at Folsom        | Golub and Company      | Transbay          | 472   | 32/8    | LEASING           |
| 1 Henry Adams at Division                     | Equity Residential     | Design District   | 241   | 6       | LEASING           |
| L7 - 1222 Harrison Street at 8th              | AIG/Associated Estates | South of Market   | 408   | 6       | LEASING           |
| Vela - 2353 Lombard Street at Scott           | Realty Equities        | Marina            | 21    | 4       | LEASING           |
| Eviva - 360 Berry Street at 5th               | Integral Group/Argosy  | Mission Bay       | 129   | 5       | LEASING           |
| O&M - 680 Indiana Street at 19th              | Build Inc.             | Dogpatch          | 116   | 5       | LEASING           |
| 690 Page Street at Steiner                    | Urbano Ezquerro        | Lower Haight      | 12    | 4       | Q1 2017           |
| The Duboce - 181 Sanchez Street at Market     | Greystar               | Upper Market      | 87    | 6       | Q1 2017           |
| 1050 Valencia Street at Hill                  | Mark Rutherford        | Mission           | 12    | 5       | Q1 2017           |
| 233 Shipley Street                            | Steve Chan             | South of Market   | 21    | 4       | Q1 2017           |
| 1868 Van Ness Avenue at Washington            | LLC                    | Van Ness Corridor | 35    | 8       | Q1 2017           |
| 1601 Larkin Street at Clay                    | John McInerney         | Nob Hill          | 27    | 5       | Q1 2017           |
| 1450 15th Street at Shotwell                  | Denis McMahon          | Mission           | 23    | 5       | Q1 2017           |
| 570 Jessie Street at 6th                      | LLC                    | South of Market   | 47    | 8       | Q1 2017           |
| The Martin - 2051 3rd Street at Mariposa      | Raintree Partners      | Dogpatch          | 92    | 6       | Q1 2017           |
| Abaca - 2660 3rd St at 22nd                   | AGI/Avant Housing      | Dogpatch          | 259   | 6       | Q1 2017           |
| 855 Brannan Street at 8th                     | Equity Residential     | South of Market   | 432   | 6       | Q1 2017           |
| Trinity Place III - 1169 Market Street at 8th | Trinity Properties     | South of Market   | 541   | 19      | Q1 2017           |
| 200 6th Street (Affordable)                   | Mercy Housing          | South of Market   | 67    | 9       | Q2 2017           |
| 600 South Van Ness Avenue at 17th             | Toboni Group           | Mission           | 27    | 5       | Q2 2017           |
| 33 Tehama Street at 1st                       | Hines/Invesco          | South of Market   | 407   | 37      | Q3 2017           |
| 1300 4th Street at China Basin                | TNDC (Affordable)      | Mission Bay       | 143   | 5       | Q4 2017           |
| 255 Fremont Street at Howard                  | Mercy (Affordable)     | Transbay          | 120   | 8       | Q1 2018           |
| 1036 Mission St                               | TNDC (Affordable)      | South of Market   | 83    | 9       | Q2 2018           |
| 800 Indiana Street at 20th                    | Avalon Bay/Build Inc.  | Dogpatch          | 326   | 5       | Q3 2018           |





# RESIDENTIAL PIPELINE SUMMARY

## APPROVED, UNDER REVIEW AND CONCEPTUAL

| Area                                    | Approved      | Under Review  | Conceptual   |
|---|---------------|---------------|--------------|
| Bayview/Hunters Point/Candlestick Point | 10,975        | 1,619         | 2,940        |
| Dogpatch                                | 2,174         | 407           | 0            |
| Hayes Valley                            | 0             | 737           | 24           |
| Mid-Market                              | 445           | 1,949         | 596          |
| Mission                                 | 766           | 1,984         | 159          |
| Mission Bay                             | 170           | 1,619         | 0            |
| Northern Neighborhoods*                 | 123           | 1,658         | 183          |
| Potrero Hill                            | 911           | 659           | 278          |
| South of Market                         | 2,277         | 5,701         | 1,175        |
| Southern Neighborhoods*                 | 0             | 623           | 61           |
| Tenderloin                              | 626           | 694           | 0            |
| Transbay                                | 1,069         | 577           | 200          |
| Treasure Island                         | 8,619         | 0             | 0            |
| Upper Market                            | 24            | 826           | 0            |
| Van Ness Corridor                       | 239           | 1,522         | 0            |
| Visitacion Valley                       | 1,679         | 1,120         | 0            |
| Western Neighborhoods*                  | 8,929         | 828           | 750          |
| <b>Totals</b>                           | <b>39,026</b> | <b>22,523</b> | <b>6,366</b> |

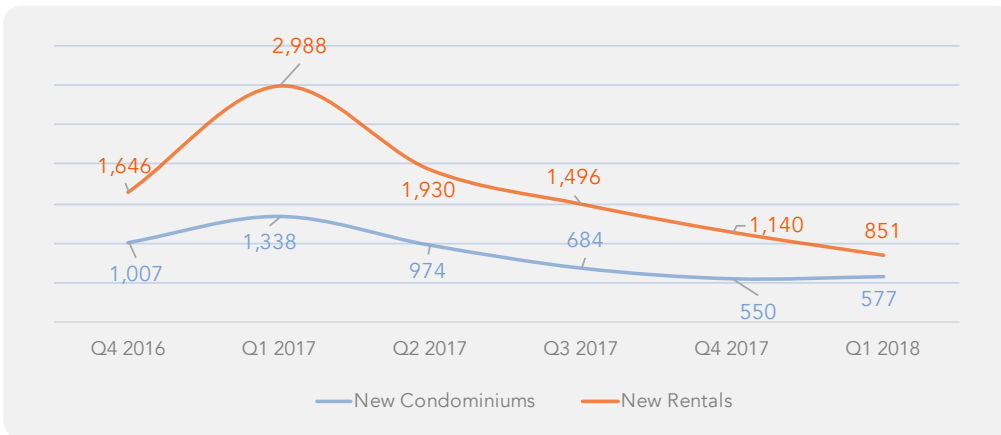
## UNDER CONSTRUCTION (BY PRODUCT TYPE)

| Area                                    | Pre-selling Condominiums | Condominiums | Apartments   | All Types    |
|---|--------------------------|--------------|--------------|--------------|
| Bayview/Hunters Point/Candlestick Point | 0                        | 0            | 0            | 0            |
| Dogpatch                                | 0                        | 69           | 677          | 746          |
| Hayes Valley                            | 139                      | 29           | 0            | 168          |
| Mid-Market                              | 0                        | 90           | 0            | 90           |
| Mission                                 | 0                        | 68           | 62           | 130          |
| Mission Bay                             | 350                      | 0            | 143          | 493          |
| Northern Neighborhoods*                 | 67                       | 156          | 74           | 297          |
| Potrero Hill                            | 0                        | 111          | 0            | 111          |
| South of Market                         | 0                        | 462          | 1,515        | 1,977        |
| Southern Neighborhoods*                 | 0                        | 15           | 0            | 15           |
| Transbay                                | 67                       | 265          | 120          | 452          |
| Upper Market                            | 0                        | 0            | 87           | 87           |
| Van Ness Corridor                       | 0                        | 0            | 0            | 0            |
| Western Neighborhoods*                  | 0                        | 74           | 0            | 74           |
| <b>Totals</b>                           | <b>623</b>               | <b>1,339</b> | <b>2,678</b> | <b>4,640</b> |

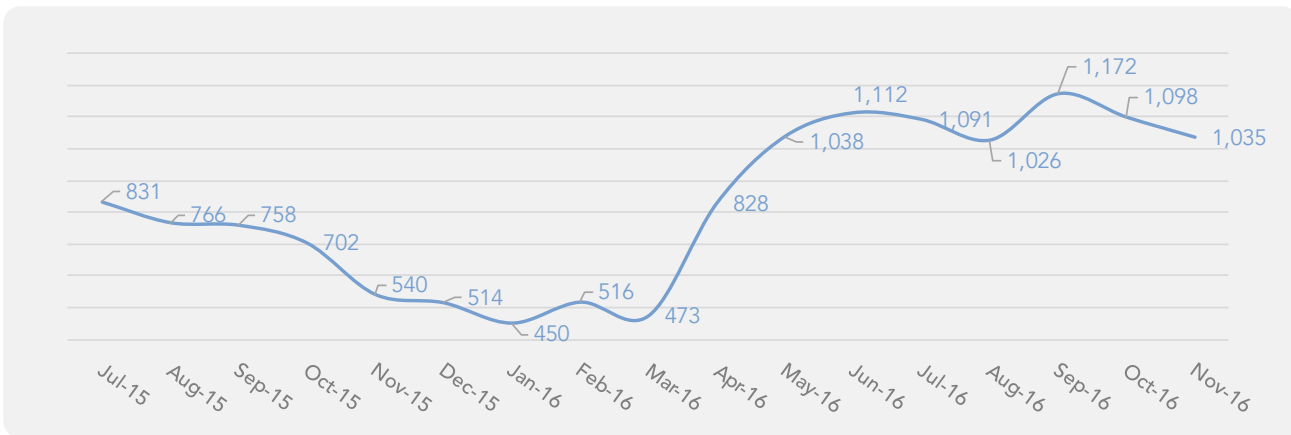
\* **Northern Neighborhoods** covers Cathedral Hill, Western Addition, Pacific Heights, Nob Hill, Lower Nob Hill, Financial District, Russian Hill, Telegraph Hill, North Beach & Marina/Cow Hollow. **Southern Neighborhoods** covers Oceanview, Glen Park, Ingleside, Mission Terrace, Outer Mission. **Western Neighborhoods** covers Park Merced, Parkside, Forest Knolls, Richmond, Sunset, Laurel Heights. The Pipeline Summary includes Below Market Rate units.

# PROJECTED AND HISTORICAL SUPPLY

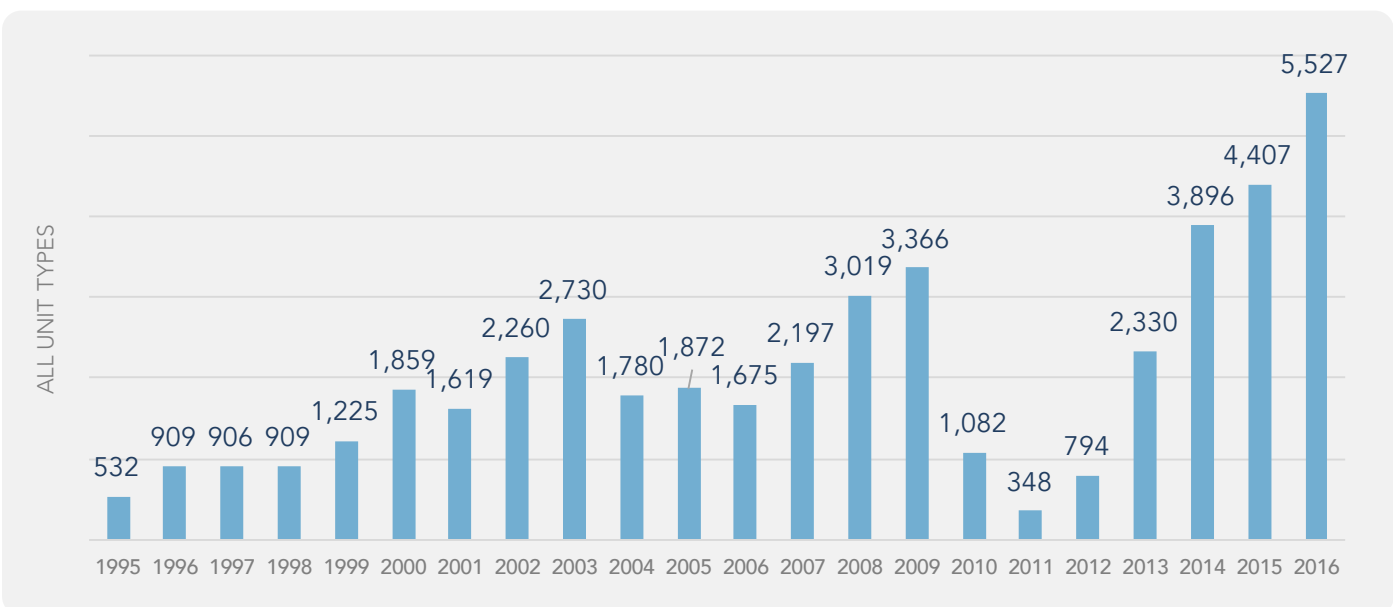
## PROJECTED SUPPLY (AVAILABLE UNITS)



## HISTORICAL CONDOMINIUM SUPPLY (AVAILABLE UNITS)



## HISTORICAL YEARLY PRODUCTION



\* The 2016 figure is current through Q3; Figures include Below Market Rate units.



# VANGUARD PROPERTIES

## FORWARD THINKING REAL ESTATE

### SAN FRANCISCO

2501 Mission Street (Flagship)  
199 New Montgomery Street (SOMA)  
555 Castro Street (Castro)  
1801 Fillmore Street (Lower Pacific Heights)

### MARIN

770 Tamalpais Drive (Corte Madera)  
1118 Magnolia Avenue (Larkspur)

### SONOMA

The Barlow - 6790 McKinley Street (Sebastopol)  
421 Healdsburg Avenue (Healdsburg)  
424 Center Street (Healdsburg)  
14045 Armstrong Woods Road (Guerneville)  
900 College Avenue (Santa Rosa)

VANGUARDPROPERTIES.COM

#### VANGUARD PROPERTIES REPORT DISCLAIMER

Data and image sources for this Report include but are not limited to SFAR MLS, the San Francisco Planning Department, development marketing websites and industry news/information outlets. The information in this Report is subject to errors, as it is compiled from multiple sources, with varying degrees of accuracy and currency. This Report should not be reproduced or distributed, in whole or in part, without the prior written consent of Vanguard Properties. The statements in this Report, which are not historical facts, are projections or estimates based on Vanguard Properties' opinions and expectations of future market performance. Although the information presented is believed to be correct, no representation is made by Vanguard Properties as to the accuracy or completeness of the information. The information presented may be subject to updating, revision or verification, and such information may change in a material nature. This is not an offer to rent or sell property, and is intended for information purposes only. This Report should not be relied upon or utilized in making investment decisions. ©2016 Vanguard Properties, All rights reserved. BRE License No. 01486075. Equal Housing Opportunity