

SAN FRANCISCO RESIDENTIAL DEVELOPMENT

APRIL 2017



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ONE MISSION BAY THE HARRISON THE PACIFIC THE DISTRICT LUMINA
ROCKWELL FULTON 555 72 TOWNSEND SHIPYARD

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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



The Nopa is now sold-out. [see page 32 for details](#)



Additional closings have been released for Rowan. [see page 12 for details](#)



An initial list of closings have been released for 1450 Franklin. [see page 12 for details](#)



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



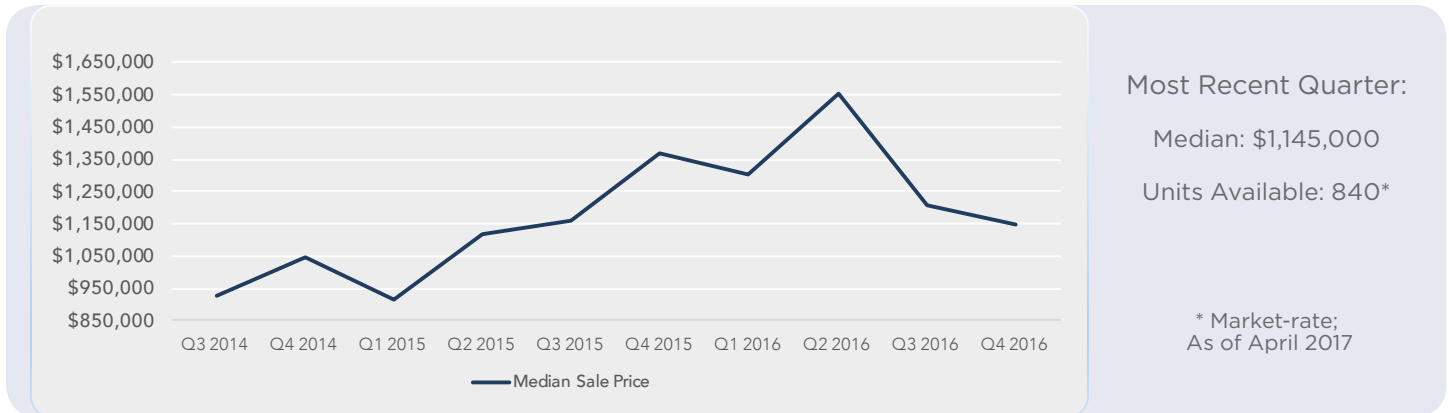
Additional closings have been released for The Harrison. [see page 16 for details](#)

MARKET PERFORMANCE

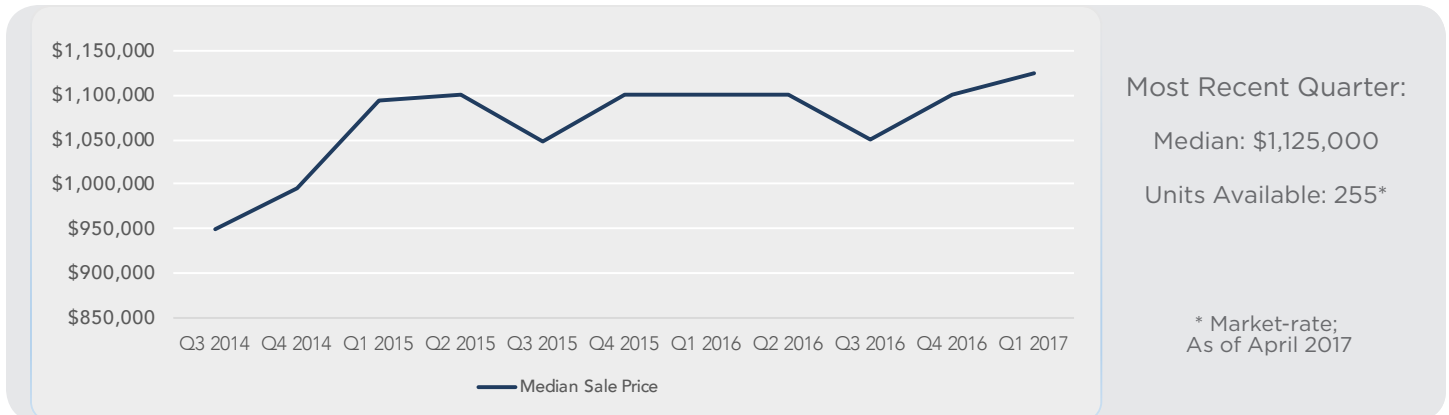
MEDIAN PRICE PER SQUARE-FOOT

Type	Currently	Year-Over-Year	Month-Over-Month
New Condominium	\$1,275/SqFt	- 5%	- 1%
Resale Condominium	\$1,040/SqFt	+ 3%	No change

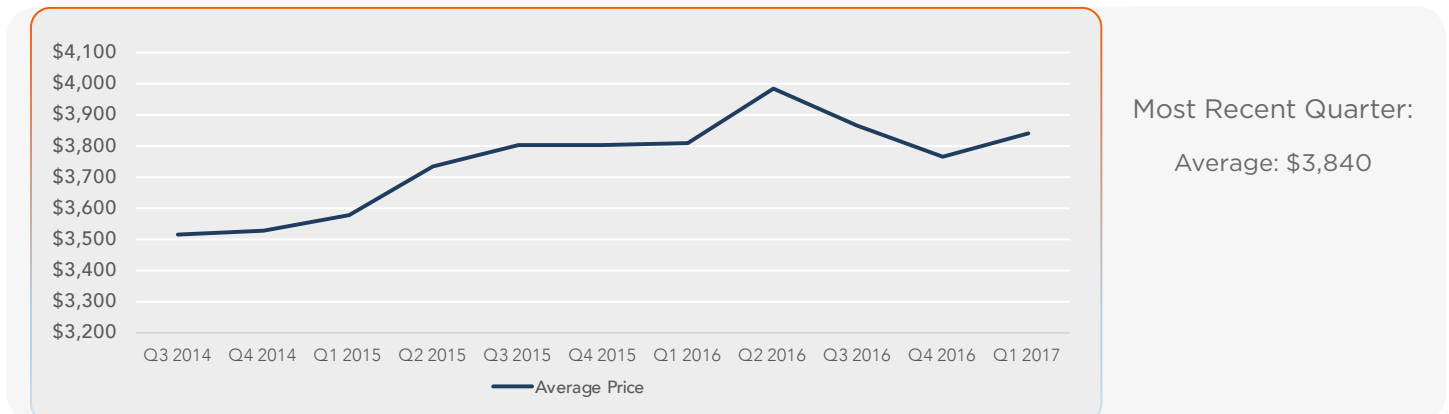
NEW CONDOMINIUM MEDIAN SALE PRICE



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: February 2017

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

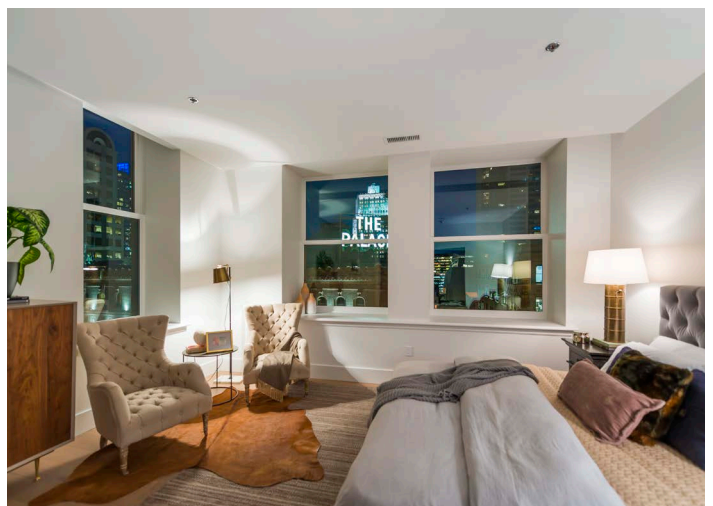
Architect: Burnham & Root/Charles Bloszies

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

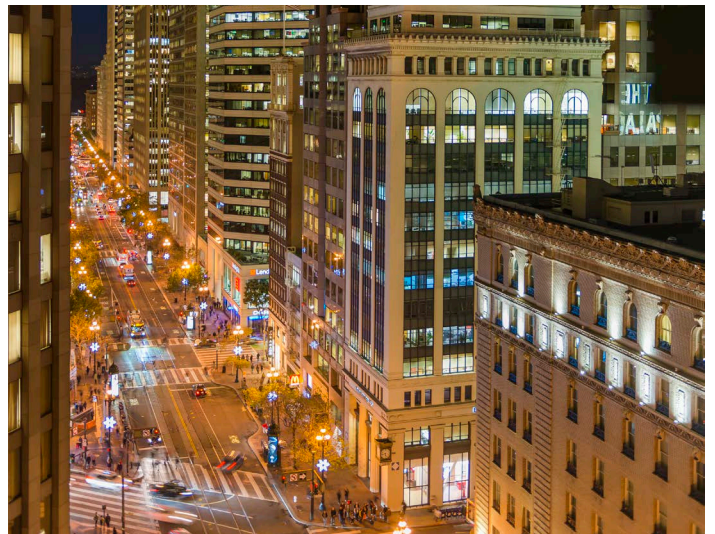
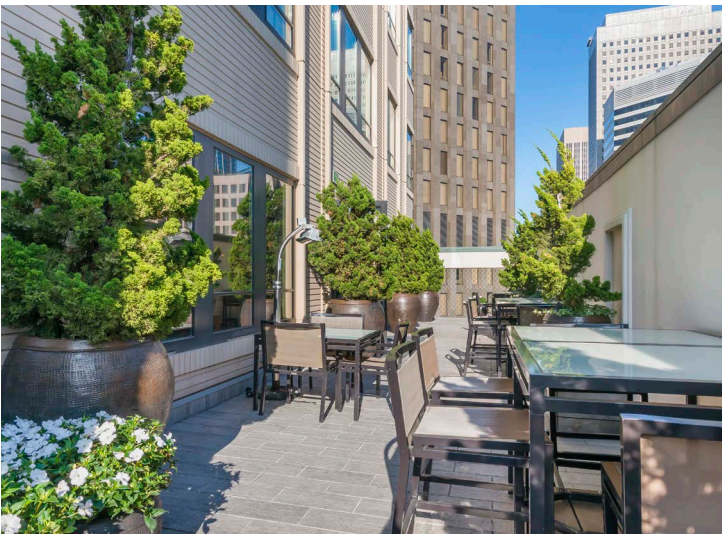
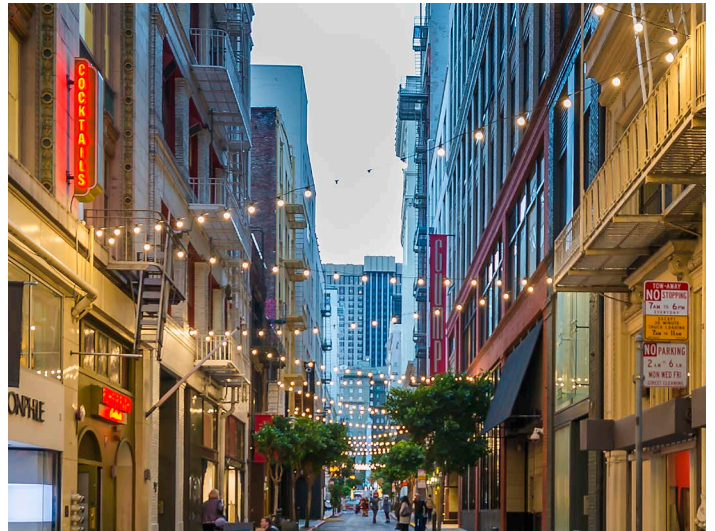
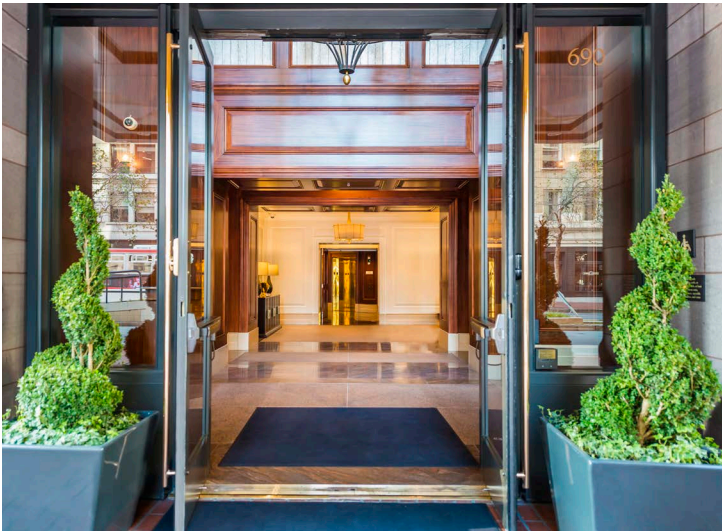
Services: Full-time concierge, Bellman, Doormen, Valet parking, Tuesday through Saturday wine tastings, On-site General Manager, House car service, House-keeping (a la carte), Curated monthly events, 24-hour loss-prevention

Website: [ResidencesSF.com](#)



ACTIVE LISTINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*



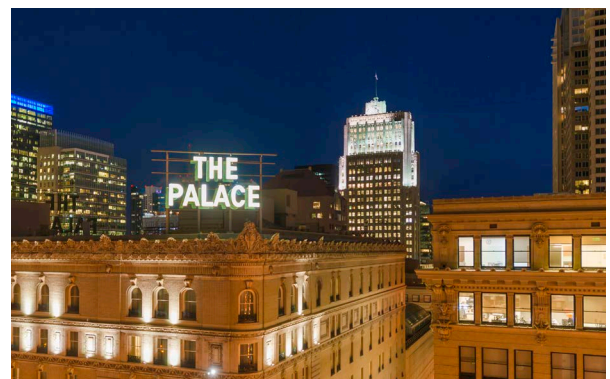
ACTIVE LISTINGS - THE RITZ-CARLTON RESIDENCES, SAN FRANCISCO

Unit	Type	SqFt	HOA \$	Parking	Listing Price	\$/SqFt
201	1/1.5	1,290	\$2,666	1	\$1,249,000	\$968
701	1/1.5	1,475	\$2,666	1	\$1,495,000	\$1,014
504	2/2.5	1,695	\$2,785	1	\$1,998,000	\$1,179
902	2/3	2,490	\$3,129	1	\$3,195,000	\$1,283

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



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DEVELOPMENT SNAPSHOT *Currently Selling*



1868 VAN NESS

[1868 Van Ness](#) at Washington | Van Ness Corridor
Project specs: 35 units, 8-stories, 35 parking spaces

Date on Market: March 2017

Closings anticipated: April 2017

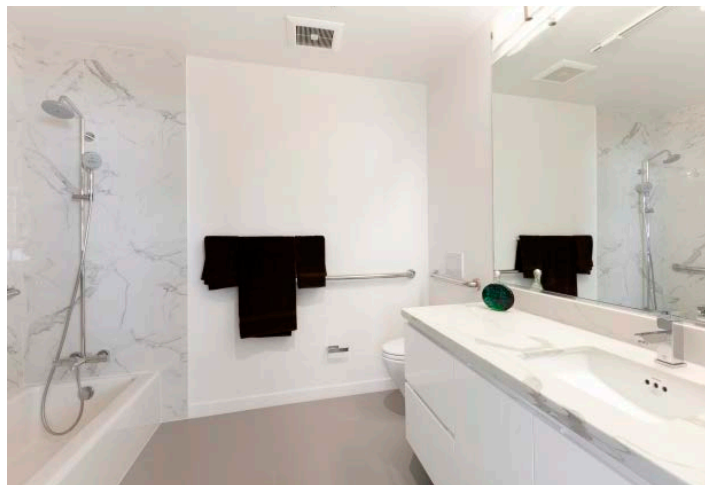
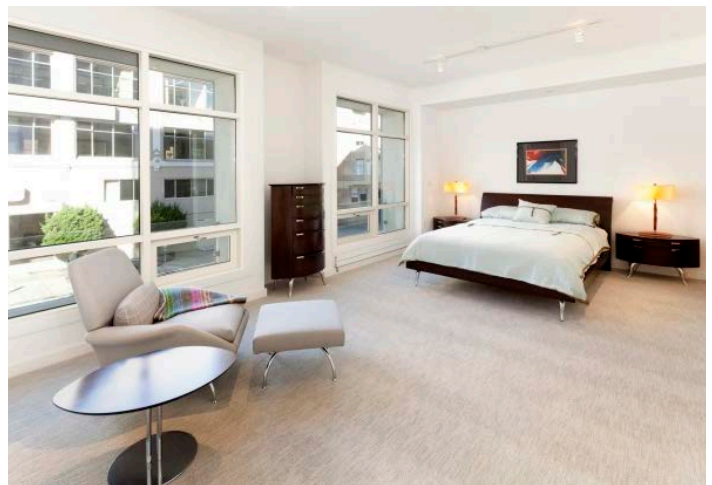
Developer: Peter Iwate

Architect: Leavitt

Features & Finishes: Bertazzoni gas cook top and microwave hood, Fisher-Paykel refrigerator, Bosch dishwasher, Quartz counter tops, Bosch washer/dryer, Porcelain tile flooring, Track lighting, Wall-hung toilets, Hansgrohe fixtures

Amenities: Roof terrace

Website: 1868VanNess.com



SAMPLE LISTINGS

Unit	Type	SqFt	Parking	HOA	\$	\$/SqFt
205	1/1	600	1	\$757	\$789,000	\$1,315
305	1/1	600	1	\$755	\$829,000	\$1,382
201	2/2	989	1	\$906	\$1,189,000	\$1,202
401	2/2	989	1	\$904	\$1,269,000	\$1,283

DEVELOPMENT SNAPSHOT *Currently Selling*



KNOX

[1300 22nd Street](#) at Mississippi | Dogpatch

Status: Approx. 40% sold, Average \$/SqFt (active listings): \$1,243

Pre-sales: February 2017 **Closings:** March 2017

Project specs: 91 units, 5-stories, 11 BMRs

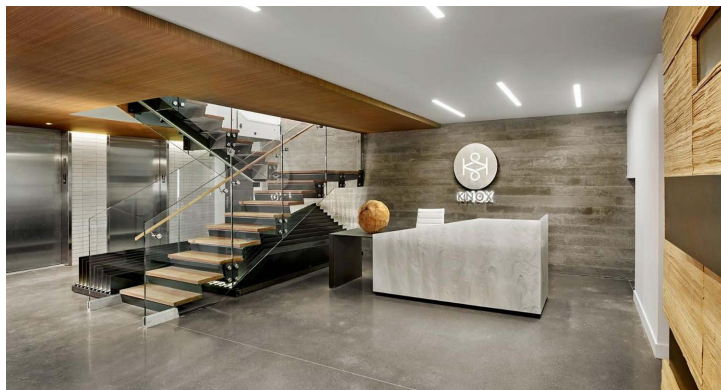
Developer: Trumark Urban

Architect: BDE **Interior design:** SCB

Features & Finishes: Granite counter tops, Domus & Domus cabinetry, Porcelain tile baths, Board form concrete, Wood veneer exterior paneling

Amenities: Wood-paneled lobby, Lobby attendant, Fitness center, Lounge, Courtyard with BBQ and fire pit, Living wall butterfly habitat, Outdoor movie wall, Bicycle storage and repair area, Available storage, EV charging stations

Website: KnoxDogpatch.com



ACTIVE LISTINGS

Unit	Type	SqFt	Parking	HOA	\$	\$/SqFt
104	1/1	597	0	\$510	\$690,000	\$1,156
402	2/2	945	1	\$658	\$1,290,000	\$1,365

UNIT MIX

Type	# Of Units	SqFt Range	HOA
1-bed	33	563 - 906 SqFt	\$508 - \$621
2-bed	53	826 - 1,075 SqFt	\$594 - \$659
3-bed	3	1,240 - 1,353 SqFt	\$721 - \$793

DEVELOPMENT SNAPSHOT *Currently Selling*



THE AUSTIN

[1545 Pine Street](#) at Van Ness | Lower Polk

Status: 22 units in-contract **Average \$/SqFt:** \$1,329

Ground broken: Q3 2015 **Pre-sales:** February 2017

Closings: Q4 2017

Project specs: 100 units, 12-stories, 12 BMRs

Developer: Pacific Eagle **Architect:** Arquitectonica/BDE **Interiors:** Edmonds+Lee

Features & Finishes: Miele gas ovens and cook-tops, Bosch dishwashers, Hansgrohe fixtures, Quartz counter tops and backsplash, Sozo Studio cabinetry, Duravit toilets and bathtubs, Porcelain tiled bathroom floors and showers, Nest Thermostats, Wide-plank oak floors, Floor-to-ceiling windows

Amenities: Lobby with fireplace, Lobby-level bike parking, Courtyard, Doorman, Roof terrace with fire pit, Pet washing station, Coworking area

Website: [TheAustinSF.com](#) **Sales Center:** [1557 Pine](#)



ACTIVE LISTINGS

Unit	Type	SqFt	HOA \$	Parking	\$	\$/SqFt
202	0/1	423	\$595	0	\$603,500	\$1,427
302	0/1	422	\$595	0	\$638,500	\$1,513
207	0/1	442	\$600	0	\$675,500	\$1,528
204	Jr. 1/1	630	\$595	0	\$698,500	\$1,109
201	1/1	581	\$745	0	\$728,500	\$1,254
401	1/1	581	\$745	1	\$892,500	\$1,536
510	1/1	603	\$750	1	\$915,500	\$1,518
906	1/1	626	\$870	1	\$927,500	\$1,482
611	1/1	857	\$870	1	\$1,009,500	\$1,178
802	1/1	742	\$795	1	\$1,019,500	\$1,374
1003	1/1	737	\$795	1	\$1,065,500	\$1,446
603	2/2	1,131	\$1,015	1	\$1,516,500	\$1,341
907	2/2	1,131	\$935	1	\$1,525,500	\$1,349
306	2/2	1,198	\$960	1	\$1,552,500	\$1,296
309	2/2	1,401	\$1,015	1	\$1,612,500	\$1,151
409	2/2	1,400	\$1,015	1	\$1,666,500	\$1,190
1207	2/2	1,132	\$935	1	\$1,675,500	\$1,480
209	2/2	1,398	\$1,015	1	\$1,759,500	\$1,259



DEVELOPMENT SNAPSHOT *Currently Selling*



CRIMSON

[1490 Ocean Ave](#) at Miramar | Ingleside

Status: 15 market rate units available

Pre-sales: January 2017

Closings: May 2017

Project specs: 15 units, 4-stories, HOA: \$590 - \$639

Developer: Dragonfly Investments

Features & Finishes: Hardwood floors, Porcelanosa tile, Dekton counter tops, Bosch and Bertazzoni appliances, Nest Thermostats, Marvin windows, LED lighting

Amenities: Roof terrace with BBQ, Gym with sauna, Package delivery lockers, Bike storage, Available storage

Website: [CrimsonSF.com](#)

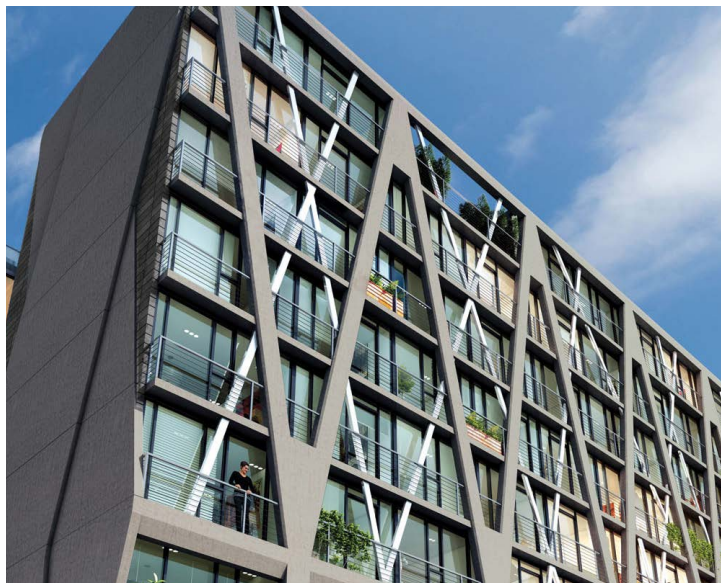


ACTIVE LISTINGS

Unit	Type	SqFt	Listing Price	\$/SqFt
305	2/2	1,045	\$1,147,250	\$1,098
204	2/2	1,111	\$1,161,000	\$1,045
304	2/2	1,111	\$1,161,000	\$1,045
404	2/2	1,102	\$1,179,550	\$1,070
405	2/2	1,045	\$1,202,635	\$1,151
205	2/2	1,000	\$1,421,899	\$1,422
403	3/2	1,258	\$1,339,450	\$1,065
203	3/2	1,321	\$1,371,000	\$1,038
303	3/2	1,321	\$1,371,000	\$1,038
301	3/2	1,310	\$1,425,500	\$1,088
401	3/2	1,262	\$1,441,986	\$1,143
202	3/2	1,336	\$1,452,800	\$1,087
302	3/2	1,336	\$1,452,800	\$1,087
402	3/2	1,336	\$1,523,608	\$1,140
201	3/2	1,225	\$1,636,319	\$1,336

* Parking spaces offered a la carte, and valued at \$50K/space

DEVELOPMENT SNAPSHOT *Currently Selling*



ROWAN

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

Status: Approx. 20 market-rate units available, Average \$/SqFt (closings): \$1,201, Approx. absorption: 8 units/month

Date on market: September 2016

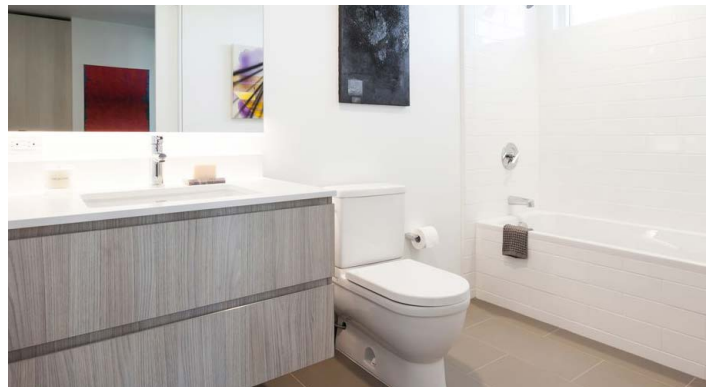
Project specs: 70 units, 9-stories, 43 parking spaces (Klaus Stack Parkers), 11 BMRs

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



CLOSINGS

Unit	Type	SqFt	HOA	\$	\$/SqFt	Date
301	1/1 + Den	676	\$572	\$699,000	\$1,034	Q4 2016
302	1/1 + Den	673	\$572	\$699,000	\$1,039	Q4 2016
402	1/1	673	\$572	\$710,000	\$1,055	Q1 2017
401	1/1	676	\$572	\$710,000	\$1,050	Q1 2017
410	1/1	673	\$572	\$710,000	\$1,055	Q1 2017
307	1/1	658	\$572	\$719,000	\$1,093	Q1 2017
305	1/1 + Den	654	\$572	\$762,000	\$1,165	Q1 2017
405	1/1	655	\$572	\$789,000	\$1,205	Q1 2017
502	1/1	673	\$572	\$792,000	\$1,177	Q1 2017
802	1/1	673	\$572	\$875,000	\$1,300	Q1 2017
701	1/1	676	\$572	\$877,000	\$1,297	Q1 2017
702	1/1	673	\$572	\$903,000	\$1,342	Q1 2017
801	1/1	676	\$572	\$940,000	\$1,391	Q1 2017
806	1/1	664	\$572	\$949,000	\$1,429	Q1 2017
309	2/2	845	\$634	\$1,002,000	\$1,186	Q1 2017
603	2/2	845	\$634	\$1,151,500	\$1,363	Q1 2017

Parking spaces valued at \$65K/space; HOA fee does not include parking cost

UNIT MIX

Unit Type	#	SqFt Range	Ave. 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 (closings): \$1,147

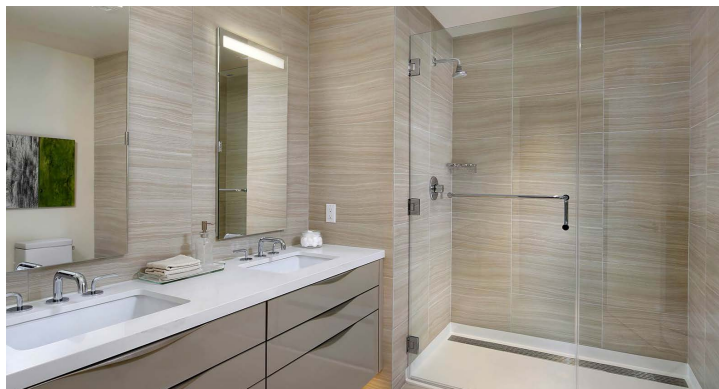
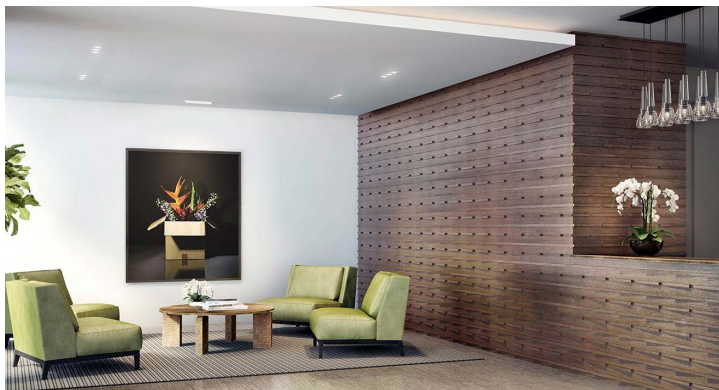
Specs: 67 units, 9 BMRs, 13-stories, 70 parking spaces

Developer: Rob Isackson **Architect:** BDE/Sternberg Benjamin

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



ACTIVE LISTINGS

Unit	Type	SqFt	HOA \$	Parking	\$	\$/SqFt
1006	2/2	1,273	\$966	1	\$1,625,000	\$1,277
1302	3/3	2,076	\$1,350	2	\$4,245,000	\$2,045

CLOSINGS

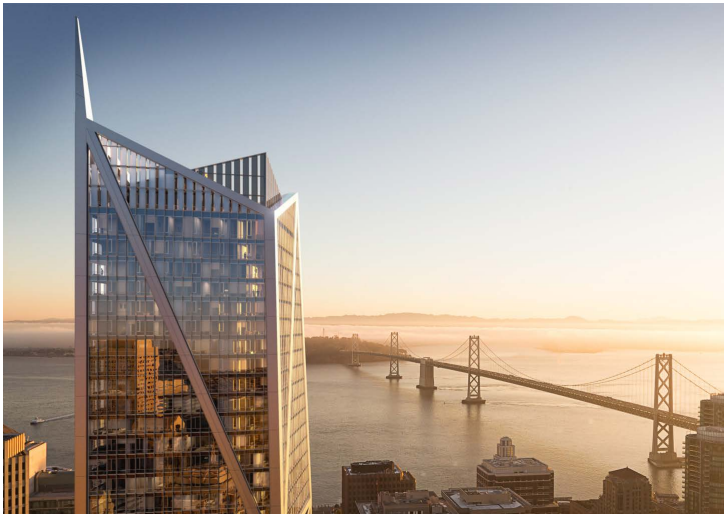
Unit	Type	SqFt	HOA	Parking	\$	\$/SqFt	Date
503	1/1	699	\$691	1	\$850,000	\$1,216	Q1 2017
803	1/1	699	\$690	1	\$925,000	\$1,323	Q1 2017
505	2/2	1,326	\$990	1	\$1,350,000	\$1,018	Q1 2017

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

* Parking spaces valued at \$75K/space

DEVELOPMENT SNAPSHOT *Currently Selling*



181 FREMONT RESIDENCES

[181 Fremont St](#) at Howard | Transbay/South Beach
Average \$/SqFt (sample listings): \$3,135
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
63B	3/3.5	2,213	\$3,640	2	\$6,910,000	\$3,122
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 55% in-contract, Average \$/SqFt (active & pending listings): \$1,266, Approximate absorption: 16 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

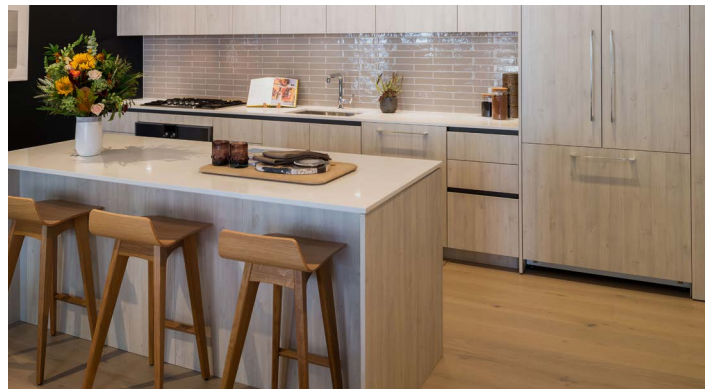
Architect: Arquitectonica **Landscape:** CMG

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	Parking	HOA	\$	\$/SqFt
513	0/1	547	1	\$653	\$755,000	\$1,380
518	1/1	767	1	\$717	\$920,000	\$1,199
629	1/1 + Den	769	1	\$717	\$926,000	\$1,204
102	2/2	1,137	1	\$821	\$1,435,000	\$1,262
822	2/2	1,188	1	\$821	\$1,440,000	\$1,212
213	2/2 + Den	1,242	1	\$848	\$1,495,000	\$1,204
403	2/2	1,234	1	\$848	\$1,690,000	\$1,370
1307	3/2	1,639	1	\$948	\$2,300,000	\$1,403

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

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
214	1/1 + Den	760	\$717	1	\$845,000	\$1,112
412	1/1	767	\$717	1	\$894,000	\$1,166
219	1/1	840	\$736	1	\$900,000	\$1,071
908	1/1 + Den	830	\$736	1	\$949,000	\$1,143
320	2/2 + Den	1,183	\$821	1	\$1,300,000	\$1,099
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
505	2/2 + Den	1,528	\$919	1	\$1,700,000	\$1,113
503	3/2	1,272	\$848	1	\$1,628,000	\$1,280
811	3/2	1,458	\$901	1	\$2,100,000	\$1,440
1607	3/2	1,639	\$948	2	\$2,600,000	\$1,586



DEVELOPMENT SNAPSHOT *Currently Selling*



THE HARRISON

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

Status: Approximately 80 units closed, Average \$/SqFt (closings): \$1,315/SqFt, Approximate absorption: 10 units/month

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

Date on Market: April 2016

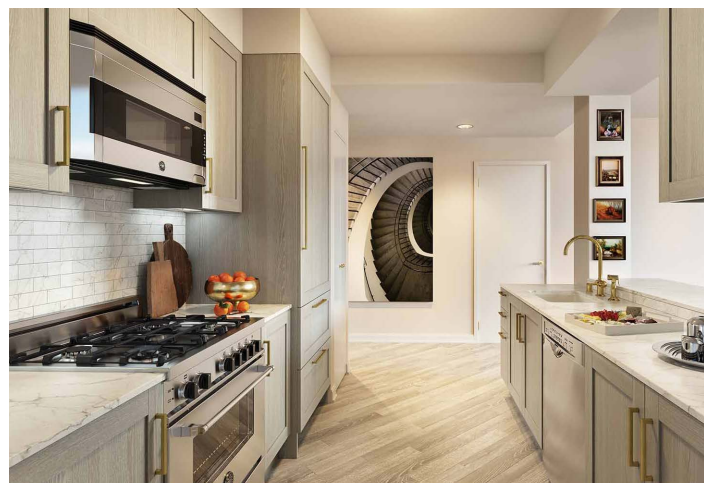
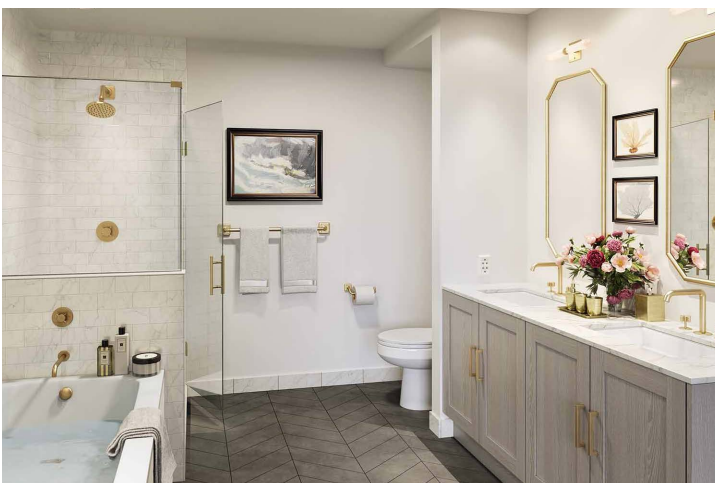
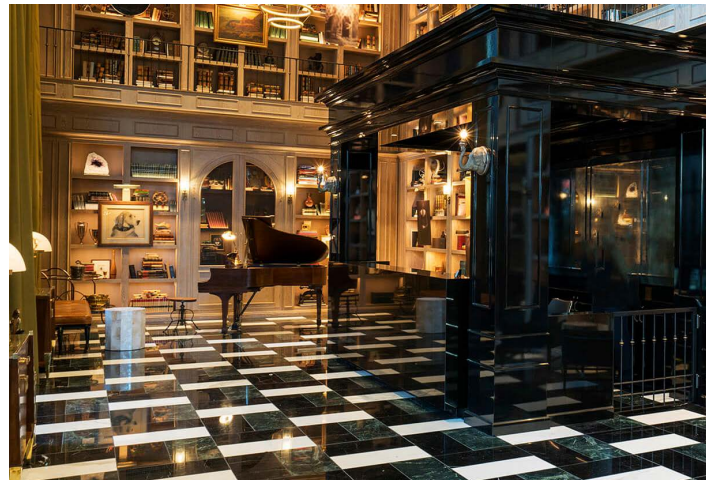
Developer: Maximus **Equity partner:** Rockpoint

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



THE HARRISON CLOSINGS & ACTIVE LISTINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

CLOSING DETAILS - THE HARRISON

Unit	Type	SqFt	HOA \$	Closing Price	\$/SqFt	Sale Date
4D	1/1	606	\$1,022	\$755,000	\$1,246	Q3 2016
4G	1/1	810	\$1,097	\$768,000	\$948	Q3 2016
5D	1/1	613	\$1,022	\$770,000	\$1,256	Q1 2017
6B	1/1	744	\$1,068	\$774,000	\$1,040	Q3 2016
4B	1/1	741	\$1,068	\$801,000	\$1,081	Q3 2016
4A	1/1	1,148	\$1,189	\$810,000	\$706	Q4 2016
11D	1/1	607	\$1,022	\$825,000	\$1,359	Q4 2016
8E	1/1	707	\$1,068	\$828,000	\$1,171	Q4 2016
15D	1/1	607	\$1,022	\$835,000	\$1,376	Q4 2016
6G	1/1	823	\$1,097	\$840,000	\$1,021	Q1 2017
7G	1/1	834	\$1,097	\$840,000	\$1,007	Q4 2016
14D	1/1	607	\$1,022	\$850,000	\$1,400	Q4 2016
9E	1/1	705	\$1,068	\$860,000	\$1,220	Q1 2017
10E	1/1	707	\$1,068	\$860,000	\$1,216	Q4 2016
8G	1/1	833	\$1,097	\$865,000	\$1,038	Q4 2016
6A	1/1	1,148	\$1,189	\$868,000	\$756	Q4 2016
5A	1/1	1,148	\$1,189	\$877,000	\$764	Q3 2016
14E	1/1	707	\$1,068	\$880,000	\$1,245	Q4 2016
15E	1/1	707	\$1,068	\$892,000	\$1,262	Q3 2016
9G	1/1	833	\$1,097	\$905,000	\$1,086	Q4 2016
12E	1/1	707	\$1,068	\$921,000	\$1,303	Q3 2016
16D	1/1	607	\$1,022	\$928,000	\$1,529	Q3 2016
16E	1/1	707	\$1,068	\$941,000	\$1,331	Q4 2016
10G	1/1	819	\$1,097	\$972,500	\$1,187	Q4 2016
11A	1/1	840	\$1,097	\$985,000	\$1,173	Q4 2016
12A	1/1	844	\$1,097	\$985,000	\$1,167	Q1 2017
9A	1/1	844	\$1,097	\$993,000	\$1,177	Q1 2017
15H	1/1	760	\$1,068	\$995,000	\$1,309	Q1 2017
10A	1/1	840	\$1,097	\$1,000,000	\$1,190	Q4 2016
18A	1/1	844	\$1,097	\$1,025,000	\$1,214	Q4 2016
18F	1/1	830	\$1,097	\$1,245,000	\$1,500	Q4 2016
35F	1/1	830	\$1,097	\$1,452,933	\$1,751	Q1 2017
4F	2/2	1,241	\$1,241	\$1,147,500	\$925	Q3 2016
5F	2/2	1,240	\$1,241	\$1,176,000	\$948	Q4 2016
7A	2/2	1,406	\$1,290	\$1,212,000	\$862	Q1 2017
6F	2/2	1,262	\$1,241	\$1,250,000	\$990	Q1 2017
4C	2/2	1,289	\$1,241	\$1,273,000	\$988	Q4 2016
9B	2/2	1,312	\$1,259	\$1,287,600	\$981	Q1 2017
11B	2/2	1,312	\$1,259	\$1,313,000	\$1,001	Q4 2016
8B	2/2	1,312	\$1,259	\$1,320,000	\$1,006	Q1 2017
5C	2/2	1,339	\$1,259	\$1,328,500	\$992	Q1 2017
10B	2/2	1,312	\$1,259	\$1,358,000	\$1,035	Q4 2016
12B	2/2	1,312	\$1,259	\$1,370,000	\$1,044	Q3 2016
6C	2/2	1,339	\$1,259	\$1,383,000	\$1,033	Q4 2016
14B	2/2	1,312	\$1,259	\$1,399,000	\$1,066	Q4 2016
15B	2/2	1,312	\$1,259	\$1,420,000	\$1,082	Q4 2016
7C	2/2	1,339	\$1,259	\$1,430,000	\$1,068	Q1 2017
8C	2/2	1,339	\$1,259	\$1,465,000	\$1,094	Q1 2017
12F	2/2	1,240	\$1,241	\$1,500,000	\$1,210	Q1 2017
17B	2/2	1,311	\$1,259	\$1,521,000	\$1,160	Q1 2017
16B	2/2	1,312	\$1,259	\$1,525,000	\$1,162	Q3 2016
11C	2/2	1,286	\$1,241	\$1,530,000	\$1,190	Q4 2016
12C	2/2	1,339	\$1,259	\$1,570,000	\$1,173	Q1 2017
19B	2/2	1,311	\$1,259	\$1,640,000	\$1,251	Q4 2016
18B	2/2	1,311	\$1,259	\$1,673,000	\$1,276	Q4 2016
14C	2/2	1,286	\$1,241	\$1,675,000	\$1,302	Q3 2016
17D	2/2	1,297	\$1,241	\$1,685,000	\$1,299	Q1 2017
18C	2/2	1,339	\$1,259	\$1,725,000	\$1,288	Q3 2016
24B	2/2	1,311	\$1,259	\$1,777,000	\$1,355	Q4 2016
16F	2/2	1,240	\$1,241	\$1,800,000	\$1,452	Q3 2016
19E	2/2	1,262	\$1,241	\$1,862,000	\$1,475	Q3 2016
21D	2/2	1,297	\$1,241	\$1,910,000	\$1,473	Q1 2017
23D	2/2	1,297	\$1,241	\$2,008,000	\$1,548	Q1 2017
30D	2/2	1,297	\$1,241	\$2,264,000	\$1,746	Q1 2017
28E	2/2	1,241	\$1,241	\$2,280,000	\$1,837	Q3 2016
31C	2/2	1,339	\$1,259	\$2,328,000	\$1,739	Q4 2016
29E	2/2	1,262	\$1,241	\$2,335,000	\$1,850	Q4 2016
33E	2/2	1,241	\$1,241	\$2,346,000	\$1,890	Q3 2016
35E	2/2	1,241	\$1,241	\$2,448,000	\$1,973	Q3 2016
31D	2/2	1,297	\$1,241	\$2,450,000	\$1,889	Q1 2017
37E	2/2	1,262	\$1,241	\$2,550,000	\$2,021	Q4 2016
38E	2/2	1,262	\$1,241	\$2,680,000	\$2,124	Q1 2017
41A	2/2	1,861	\$1,437	\$3,042,500	\$1,635	Q1 2017
47B	3/3.5	3,214	\$1,887	\$7,500,000	\$2,334	Q1 2017

ACTIVE LISTINGS - THE HARRISON

Unit	Type	SqFt	Parking	HOA	\$	\$/SqFt
5E	1/1	707	1	\$1,068	\$845,000	\$1,195
28 G	1/1	758	1	\$1,068	\$1,145,000	\$1,511
14G	1/1	819	1	\$1,097	\$1,195,000	\$1,459
36F	1/1	830	1	\$1,097	\$1,505,000	\$1,813
7F	2/2	1,243	1	\$1,241	\$1,350,000	\$1,086
20B	2/2	1,311	1	\$1,259	\$1,700,000	\$1,297
28C	2/2	1,334	1	\$1,259	\$2,332,000	\$1,748
43D	2/2	1,252	1	\$1,241	\$5,075,000	\$2,456
41D		1,949	1	\$1,470	\$4,500,000	\$2,309

DEVELOPMENT SNAPSHOT *Currently Selling*



THE PACIFIC

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

Status: Approximately 17 market-rate units available

Average \$/SqFt (closings): \$1,896

Project specs: 76 units, 0 BMRs

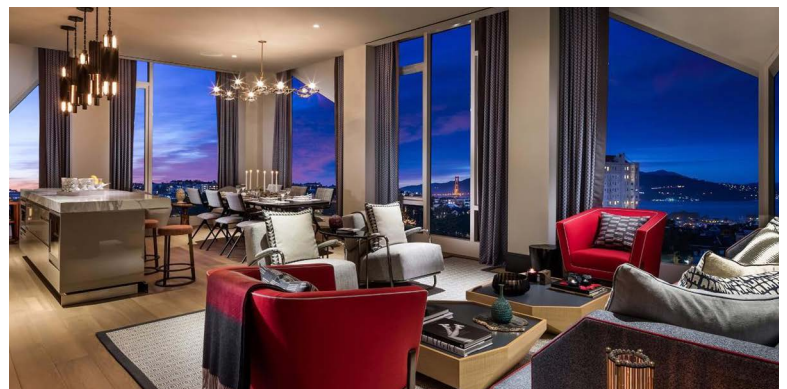
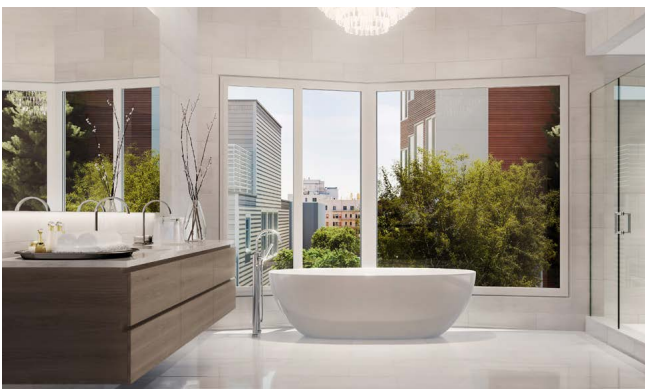
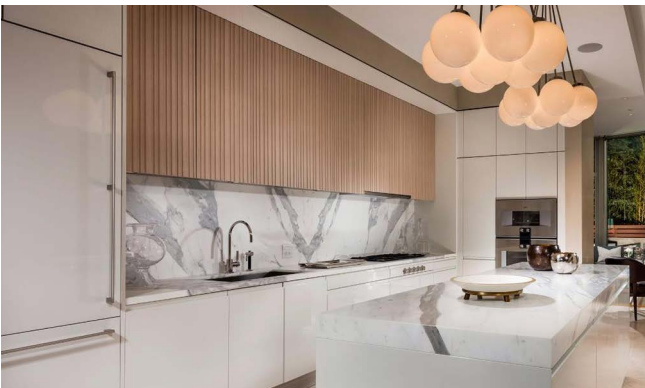
On market: Row Houses - February 2016; Flats - July 2016

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



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 LISTINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

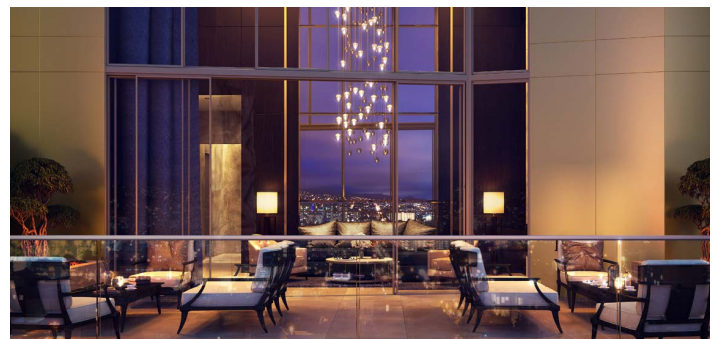
ACTIVE LISTINGS - THE PACIFIC

Unit*	Type	SqFt	Parking	Listing Price	\$/SqFt
104	1/1.5 + Terrace	982	1	\$1,475,000	\$1,502
504	2/2	1,440	1	\$2,495,000	\$1,733
604	2/2	1,451	1	\$2,795,000	\$1,926
503	2/2	1,325	1	\$2,895,000	\$2,185
607	2/2 + Den	1,956	1	\$3,995,000	\$2,042
301	3/2.5	2,112	1	\$3,895,000	\$1,844
501	3/2.5	2,112	1	\$4,795,000	\$2,270
601	3/2.5	2,150	1	\$5,295,000	\$2,463
605	3/3	2,112	1	\$4,895,000	\$2,318
609	3/3	2,389	1	\$5,295,000	\$2,216
RH 2466 Sacramento	3/3.5	2,404	1	\$3,195,000	\$1,329
RH 2475 Clay	3/3.5	2,423	1	\$3,995,000	\$1,649
RH 2458 Sacramento	3/3.5	3,006	1	\$3,995,000	\$1,329
PH3	3/3	2,207	1	\$4,550,000	\$2,062
PH4	Shell	2,139	2	\$5,950,000	\$2,782
PH1	Shell	2,175	2	\$6,495,000	\$2,986
PH7	Shell	3,031	2	\$9,950,000	\$3,283
GPH1	Shell	3,851	2	\$12,150,000	\$3,155
GPH4	Shell	3,128	2	\$13,850,000	\$4,428

CLOSINGS - THE PACIFIC

Unit*	Type	SqFt	Parking	Closing Price	\$/SqFt	Sale Date
103	1/1.5	1,025	1	\$1,450,000	\$1,415	Q1 2017
206	1/1.5	966	1	\$1,495,000	\$1,548	Q1 2017
102	1/1.5	1,045	1	\$1,575,000	\$1,507	Q4 2016
202	1/1.5	986	1	\$1,600,000	\$1,623	Q1 2017
204	1/1.5	1,040	1	\$1,625,000	\$1,563	Q1 2017
203	1/1.5	1,002	1	\$1,687,000	\$1,684	Q4 2016
208	1/1.5	1,123	1	\$1,995,500	\$1,777	Q1 2017
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
408	2/2 + Den	1,787	1	\$2,375,000	\$1,329	Q1 2017
307	2/2 + Den	1,940	1	\$2,400,000	\$1,237	Q4 2016
207	2/2	1,401	1	\$2,495,000	\$1,781	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
201	2/2	1,472	1	\$2,800,000	\$1,902	Q4 2016
305	3/2.5	2,114	1	\$2,995,000	\$1,417	Q4 2016
309	3/3	2,349	1	\$2,995,000	\$1,275	Q4 2016
508	2/2 + Den	1,787	1	\$2,995,000	\$1,676	Q1 2017
502	2/2	1,434	1	\$3,050,000	\$2,127	Q1 2017
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
108	3/4 + Den	2,888	1	\$3,500,000	\$1,212	Q4 2016
306	3/3	2,339	1	\$3,575,000	\$1,528	Q1 2017
107	3/3.5	2,650	1	\$3,595,000	\$1,357	Q4 2016
509	3/3	2,349	1	\$3,675,000	\$1,564	Q1 2017
505	3/2.5	2,114	1	\$3,761,000	\$1,779	Q3 2016
406	3/3	2,339	1	\$3,795,000	\$1,622	Q4 2016
111	3/4	2,620	1	\$3,900,000	\$1,489	Q1 2017
506	3/3	2,339	1	\$6,200,000	\$2,651	Q3 2016
606	3/3	2,389	1	\$8,960,000	\$3,751	Q3 2016
PH2	3/2	2,172	2	\$4,950,000	\$2,279	Q3 2016
PH6	3/4	2,584	2	\$8,950,000	\$3,464	Q3 2016
PH5	Shell	3,078	2	\$11,750,000	\$3,817	Q3 2016
GPH3	Shell	4,048	2	\$17,462,500	\$4,314	Q1 2017
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 2470 Sacramento	3/3.5	2,404	1	\$3,200,000	\$1,331	Q1 2017
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

* Grand Penthouse and corner Penthouse units offered as shells; *RH = Rowhouse



DEVELOPMENT SNAPSHOT *Currently Selling*



THE DISTRICT

2655 Bush St at Divisadero | Lower Pac Heights

Status: Approx. 30 market-rate units available, Approximate absorption: 4 units/month, Average \$/SqFt (closings): \$1,230

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



CLOSINGS

Unit	Type	SqFt	HOA \$	\$	\$/SqFt	Date
209	1/1	591	\$703	\$743,500	\$1,258	Q4 2016
109	1/1	655	\$719	\$775,000	\$1,183	Q1 2017
416	1/1	713	\$732	\$800,000	\$1,122	Q1 2017
316	1/1	713	\$732	\$825,000	\$1,157	Q1 2017
119	1/1.5	793	\$762	\$850,000	\$1,072	Q1 2017
117	1/1 + Den	793	\$762	\$859,000	\$1,083	Q4 2016
108	1/1	656	\$709	\$860,000	\$1,311	Q3 2016
210	1/1	824	\$703	\$865,000	\$1,050	Q4 2016
110	1/1	621	\$710	\$870,500	\$1,402	Q4 2016
123	1/1.5	793	\$762	\$879,000	\$1,108	Q4 2016
112	1/1	672	\$723	\$898,000	\$1,336	Q4 2016
309	1/1	744	\$741	\$929,000	\$1,249	Q4 2016
310	1/1 + Den	824	\$759	\$970,000	\$1,177	Q4 2016
409	1/1	746	\$741	\$980,000	\$1,314	Q1 2017
115	1/1.5	980	\$811	\$989,000	\$1,009	Q1 2017
410	1/1	824	\$759	\$990,000	\$1,201	Q1 2017
225	2/2	899	\$776	\$1,025,000	\$1,140	Q4 2016
127	2/2	974	\$797	\$1,075,000	\$1,104	Q4 2016
129	2/2	1,046	\$814	\$1,125,000	\$1,076	Q1 2017
128	2/2	1,014	\$808	\$1,140,000	\$1,124	Q3 2016
427	2/2	974	\$797	\$1,215,000	\$1,247	Q1 2017
328	2/2	1,066	\$821	\$1,243,000	\$1,166	Q3 2016
207	2/2	1,015	\$805	\$1,260,500	\$1,242	Q4 2016
307	2/2	1,038	\$810	\$1,269,000	\$1,223	Q1 2017
212	2/2	959	\$794	\$1,272,500	\$1,327	Q3 2016
314	2/2	971	\$794	\$1,289,000	\$1,327	Q4 2016
312	2/2	971	\$737	\$1,310,000	\$1,349	Q4 2016
412	2/2	971	\$737	\$1,355,560	\$1,396	Q4 2016
414	2/2	971	\$794	\$1,355,560	\$1,396	Q4 2016
421	2/2	1,080	\$821	\$1,365,000	\$1,264	Q1 2017
311	2/2	1,233	\$851	\$1,385,000	\$1,123	Q1 2017
208	2/2	1,053	\$758	\$1,392,000	\$1,322	Q1 2017
407	2/2	1,038	\$810	\$1,393,500	\$1,342	Q1 2017
428	2/2	1,075	\$821	\$1,395,000	\$1,298	Q4 2016
228	2/2	1,066	\$821	\$1,423,500	\$1,335	Q3 2016
308	2/2	1,053	\$758	\$1,439,625	\$1,367	Q4 2016
406	2/2	1,300	\$879	\$1,650,000	\$1,269	Q4 2016

ACTIVE LISTINGS

Unit	Type	SqFt	HOA	\$	\$/SqFt
114	1/1	666	\$721	\$890,000	\$1,336
329	2/2	1,046	\$814	\$1,205,000	\$1,152
331	2/2	1,115	\$830	\$1,299,000	\$1,165
425	2/2	1,010	\$804	\$1,299,000	\$1,286
205	2/2	1,164	\$841	\$1,309,000	\$1,125
408	2/2	1,053	\$815	\$1,485,000	\$1,410
306	2/2	1,311	\$879	\$1,590,000	\$1,213
603	2/2	1,003	\$802	\$1,699,000	\$1,694
601	3/2	1,375	\$896	\$2,294,000	\$1,668

DEVELOPMENT SNAPSHOT *Currently Selling*



LUMINA

201 Folsom Street at Beale | South Beach

Status: Approximately 480 market-rate units closed, Approximate absorption: 20 units/month

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

Developer: Tishman Speyer (China Vanke – equity partner)

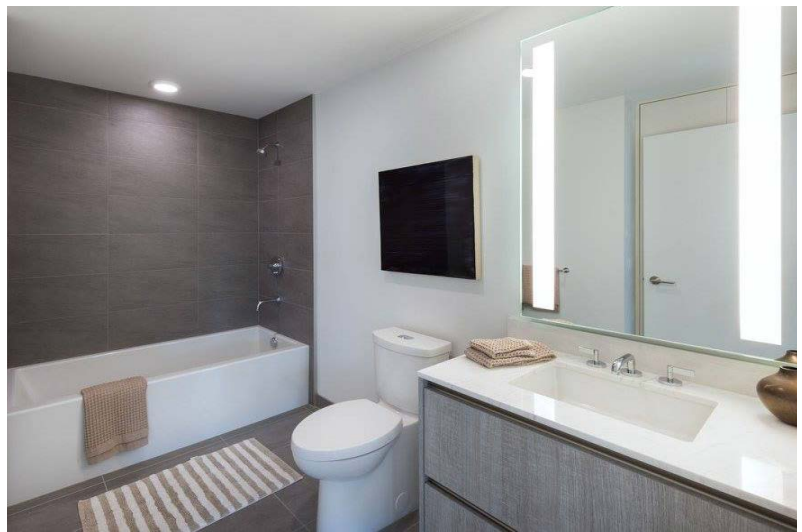
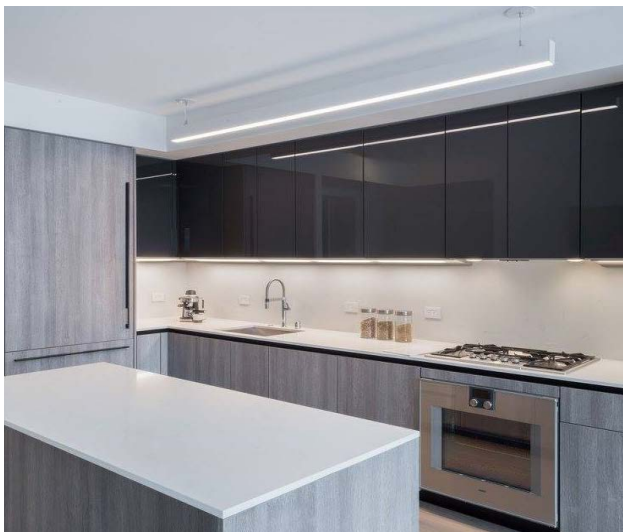
Architect: Arquitectonica (towers) and Heller Manus (podiums/“Plazas”)

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



ACTIVE LISTINGS

Unit	Type	SqFt	Parking	HOA	\$	\$/SqFt
18H	1/1	853	1	\$993	\$1,170,000	\$1,372
19D	1/1	881	1	\$993	\$1,260,000	\$1,430
8B	2/2	1,187	1	\$1,057	\$1,485,000	\$1,251
11B	2/2	1,187	1	\$1,057	\$1,565,000	\$1,318
7G	2/2	1,400	1	\$1,099	\$1,645,000	\$1,175
23E	2/2	1,367	1	\$1,093	\$1,885,000	\$1,379
31C	2/2	1,495	1	\$1,119	\$2,350,000	\$1,572
32E	3/3	1,780	1	\$1,177	\$3,295,000	\$1,851
36A	3/3.5	3,770	2	\$2,400	\$8,895,000	\$2,359

UNIT MIX

Unit Type	# Units	Size Range
Studio/Jr. 1	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

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 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 18D	1/1	880	\$979	1	\$1,155,500	\$1,313	Q1 2016
338 Main 9H	1/1	854	\$972	1	\$1,175,000	\$1,376	Q1 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 20H	1/1	854	\$972	1	\$1,375,000	\$1,610	Q1 2016
338 Main 20D	1/1	880	\$979	1	\$1,595,000	\$1,813	Q1 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 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 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 4G	2/2	1,401	\$1,107	1	\$1,525,000	\$1,089	Q1 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 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 8G	2/2	1,398	\$1,109	1	\$1,585,000	\$1,134	Q1 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 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 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 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 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 3G	2/2	1,398	\$1,109	1	\$1,750,000	\$1,252	Q1 2016
338 Main 11A	2/2	1,367	\$1,101	1	\$1,770,000	\$1,295	Q1 2016
338 Main 10G	2/2	1,398	\$1,109	1	\$1,780,100	\$1,273	Q1 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 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

LUMINA TOWER D CLOSINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

CLICK TO RETURN TO THE NAVIGATION PAGE

CLOSING DETAILS - LUMINA TOWER D (CONTINUED)

Unit	Type	SqFt	HOA \$*	Parking	Closing Price	\$/SqFt	Sale Date
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 18G	2/2	1,398	\$1,109	1	\$1,966,000	\$1,406	Q1 2016
338 Main 20G	2/2	1,398	\$1,109	1	\$1,995,000	\$1,427	Q1 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 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 19A	2/2	1,367	\$1,101	1	\$2,273,500	\$1,663	Q1 2016
338 Main 22A	2/2	1,367	\$1,101	1	\$2,275,000	\$1,664	Q1 2016
338 Main 19E	2/2	1,368	\$1,101	1	\$2,295,000	\$1,678	Q1 2016
338 Main 16C	2/2	1,400	\$1,109	1	\$2,335,000	\$1,668	Q1 2016
338 Main 20A	2/2	1,367	\$1,101	1	\$2,395,000	\$1,752	Q1 2016
338 Main 20C	2/2	1,400	\$1,109	1	\$2,405,000	\$1,718	Q1 2016
338 Main 20E	2/2	1,368	\$1,101	1	\$2,425,000	\$1,773	Q1 2016
338 Main 15C	2/2	1,400	\$1,109	1	\$2,795,000	\$1,996	Q1 2016
338 Main 6H	1/1	854	\$972	1	\$895,000	\$1,048	Q2 2016
338 Main 28D	1/1	975	\$1,003	1	\$1,150,000	\$1,179	Q2 2016
338 Main 22H	1/1	854	\$972	1	\$1,170,500	\$1,371	Q2 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 21D	1/1	880	\$994	1	\$1,195,000	\$1,358	Q2 2016
338 Main 24H	1/1	854	\$972	1	\$1,325,000	\$1,552	Q2 2016
338 Main 25H	1/1	854	\$972	1	\$1,495,000	\$1,751	Q2 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 8F	2/2	1,187	\$1,056	1	\$1,424,000	\$1,200	Q2 2016
338 Main 23F	2/2	1,187	\$1,056	1	\$1,485,000	\$1,251	Q2 2016
338 Main 14F	2/2	1,187	\$1,056	1	\$1,495,000	\$1,259	Q2 2016
338 Main 21F	2/2	1,187	\$1,056	1	\$1,515,000	\$1,276	Q2 2016
338 Main 5C	2/2	1,400	\$1,109	1	\$1,577,100	\$1,127	Q2 2016
338 Main 6A	2/2	1,367	\$1,101	1	\$1,592,500	\$1,165	Q2 2016
338 Main 12E	2/2	1,368	\$1,101	1	\$1,613,000	\$1,179	Q2 2016
338 Main 7A	2/2	1,367	\$1,101	1	\$1,650,000	\$1,207	Q2 2016
338 Main 14E	2/2	1,368	\$1,101	1	\$1,675,000	\$1,224	Q2 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 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 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 19F	2/2	1,187	\$1,056	1	\$1,778,000	\$1,498	Q2 2016
338 Main 24F	2/2	1,187	\$1,056	1	\$1,781,500	\$1,501	Q2 2016
338 Main 12A	2/2	1,367	\$1,101	1	\$1,807,500	\$1,322	Q2 2016
338 Main 23G	2/2	1,398	\$1,109	1	\$1,945,000	\$1,391	Q2 2016
338 Main 16E	2/2	1,368	\$1,101	1	\$1,955,000	\$1,429	Q2 2016
338 Main 24G	2/2	1,398	\$1,109	1	\$1,975,000	\$1,413	Q2 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 21E	2/2	1,368	\$1,101	1	\$2,075,000	\$1,517	Q2 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
338 Main 25G	2/2	1,398	\$1,109	1	\$2,195,000	\$1,570	Q2 2016
338 Main 18C	2/2	1,400	\$1,109	1	\$2,235,667	\$1,597	Q2 2016
338 Main 19E	2/2	1,366	\$1,093	1	\$2,295,000	\$1,680	Q2 2016
338 Main 19C	2/2	1,400	\$1,109	1	\$2,316,000	\$1,654	Q2 2016
338 Main 21C	2/2	1,400	\$1,100	1	\$2,405,000	\$1,718	Q2 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 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

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 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 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 35B	3/3 + Den	2,690	\$1,362	1	\$6,995,000	\$2,600	Q2 2016
338 Main 26B	3/3 + Den	2,690	\$1,434	1	\$7,500,000	\$2,788	Q2 2016
338 Main 19H	1/1	854	\$972	1	\$1,350,000	\$1,581	Q3 2016
338 Main 22F	2/2	1,187	\$1,056	1	\$1,485,000	\$1,251	Q3 2016
338 Main 15B	2/2	1,187	\$1,056	1	\$1,950,000	\$1,643	Q3 2016
338 Main 3D	1/1	880	\$994	1	\$885,000	\$1,006	Q4 2016
338 Main 15H	1/1	854	\$988	1	\$1,095,000	\$1,282	Q4 2016
338 Main 26D	1/1	975	\$1,013	1	\$1,250,000	\$1,282	Q4 2016
338 Main 30D	1/1	975	\$1,013	1	\$1,260,000	\$1,292	Q4 2016
338 Main 31D	1/1	975	\$1,013	1	\$1,290,000	\$1,323	Q4 2016
338 Main 32D	1/1	975	\$1,013	1	\$1,325,000	\$1,359	Q4 2016
338 Main 25D	1/1	880	\$993	1	\$1,440,000	\$1,636	Q4 2016
338 Main 17F	2/2	1,187	\$1,056	1	\$1,424,000	\$1,200	Q4 2016
338 Main 9E	2/2	1,368	\$1,093	1	\$1,525,000	\$1,115	Q4 2016
338 Main 18B	2/2	1,187	\$1,056	1	\$1,570,000	\$1,323	Q4 2016
338 Main 3F	2/2	1,187	\$1,056	1	\$1,575,000	\$1,327	Q4 2016
338 Main 18E	2/2	1,367	\$1,093	1	\$1,990,000	\$1,456	Q4 2016
338 Main 24A	2/2	1,367	\$1,093	1	\$2,075,000	\$1,518	Q4 2016
338 Main 12C	2/2	1,400	\$1,099	1	\$2,095,000	\$1,496	Q4 2016
338 Main 21A	2/2	1,367	\$1,093	1	\$2,195,000	\$1,606	Q4 2016
338 Main 31C	2/2	1,496	\$1,119	1	\$2,495,000	\$1,668	Q4 2016
338 Main 35C	2/2	1,496	\$1,119	1	\$2,775,000	\$1,855	Q4 2016
338 Main 24C	2/2	1,400	\$1,099	1	\$2,825,000	\$2,018	Q4 2016
338 Main 34C	2/2	1,496	\$1,119	1	\$3,295,000	\$2,203	Q4 2016
338 Main 32B	3/3	2,690	\$1,362	1	\$6,895,000	\$2,563	Q4 2016
Averages:		1,304			\$1,987,827	\$1,524	

CLOSING DETAILS - LUMINA TOWER B

Unit	Type	SqFt	HOA \$*	Parking	Closing Price	\$/SqFt	Sale Date
201 Folsom 2A	0/1	590	\$934	1	\$741,000	\$1,256	Q4 2016
201 Folsom 4H	1/1	853	\$988	1	\$975,000	\$1,143	Q4 2016
201 Folsom 6D	1/1	881	\$994	1	\$995,000	\$1,129	Q3 2016
201 Folsom 6H	1/1	853	\$988	1	\$1,050,000	\$1,231	Q3 2016
201 Folsom 3H	1/1	853	\$988	1	\$1,050,000	\$1,231	Q3 2016
201 Folsom 7D	1/1	881	\$994	1	\$1,070,000	\$1,215	Q3 2016
201 Folsom 5H	1/1	853	\$988	1	\$1,075,000	\$1,260	Q3 2016
201 Folsom 8D	1/1	881	\$994	1	\$1,093,000	\$1,241	Q3 2016
201 Folsom 9D	1/1	881	\$994	1	\$1,095,000	\$1,243	Q3 2016
201 Folsom 10H	1/1	853	\$988	1	\$1,100,000	\$1,290	Q3 2016
201 Folsom 8H	1/1	853	\$988	1	\$1,100,000	\$1,290	Q3 2016
201 Folsom 7H	1/1	853	\$988	1	\$1,110,000	\$1,301	Q3 2016
201 Folsom 15H	1/1	853	\$988	1	\$1,150,000	\$1,348	Q3 2016
201 Folsom 10D	1/1	881	\$994	1	\$1,170,000	\$1,328	Q3 2016
201 Folsom 11H	1/1	853	\$988	1	\$1,175,100	\$1,378	Q3 2016
201 Folsom 14H	1/1	853	\$988	1	\$1,184,000	\$1,388	Q3 2016
201 Folsom 11D	1/1	881	\$994	1	\$1,195,000	\$1,356	Q3 2016
201 Folsom 16H	1/1	853	\$988	1	\$1,200,000	\$1,407	Q3 2016
201 Folsom 16D	1/1	881	\$994	1	\$1,225,000	\$1,390	Q3 2016
201 Folsom 14D	1/1	881	\$994	1	\$1,250,000	\$1,419	Q3 2016
201 Folsom 20D	1/1	881	\$994	1	\$1,265,000	\$1,436	Q3 2016
201 Folsom 31D	1/1	981	\$1,014	1	\$1,495,000	\$1,524	Q4 2016
201 Folsom 30D	1/1	981	\$1,014	1	\$1,495,000	\$1,524	Q4 2016
201 Folsom 32D	1/1	981	\$1,014	1	\$1,525,000	\$1,555	Q4 2016
201 Folsom 33D	1/1	981	\$1,014	1	\$1,550,000	\$1,580	Q4 2016
201 Folsom 35D	1/1	981	\$1,014	1	\$1,695,000	\$1,728	Q4 2016
201 Folsom 37D	1/1	981	\$1,014	1	\$1,745,000	\$1,779	Q4 2016
201 Folsom 6F	2/2	1,187	\$1,056	1	\$1,300,000	\$1,095	Q1 2017
201 Folsom 10F	2/2	1,187	\$1,056	1	\$1,410,000	\$1,188	Q1 2017
201 Folsom 6B	2/2	1,187	\$1,056	1	\$1,411,000	\$1,189	Q4 2016
201 Folsom 4B	2/2	1,187	\$1,056	1	\$1,415,000	\$1,192	Q3 2016
201 Folsom 4F	2/2	1,187	\$1,056	1	\$1,425,000	\$1,201	Q3 2016

LUMINA TOWER B CLOSINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

CLOSING DETAILS - LUMINA TOWER B (CONTINUED)

Unit	Type	SqFt	HOA \$*	Parking	Closing Price	\$/SqFt	Sale Date
201 Folsom 5A	2/2	1,367	\$1,093	1	\$1,480,000	\$1,083	Q4 2016
201 Folsom 5F	2/2	1,187	\$1,056	1	\$1,493,000	\$1,258	Q3 2016
201 Folsom 4E	2/2	1,367	\$1,093	1	\$1,525,000	\$1,116	Q3 2016
201 Folsom 7C	2/2	1,400	\$1,099	1	\$1,525,000	\$1,089	Q4 2016
201 Folsom 7A	2/2	1,367	\$1,093	1	\$1,550,000	\$1,134	Q4 2016
201 Folsom 11A	2/2	1,367	\$1,093	1	\$1,575,000	\$1,152	Q1 2017
201 Folsom 5E	2/2	1,367	\$1,093	1	\$1,595,000	\$1,167	Q3 2016
201 Folsom 6E	2/2	1,367	\$1,093	1	\$1,600,000	\$1,170	Q3 2016
201 Folsom 12G	2/2	1,398	\$1,099	1	\$1,615,000	\$1,155	Q1 2017
201 Folsom 4A	2/2	1,367	\$1,093	1	\$1,625,000	\$1,189	Q3 2016
201 Folsom 3C	2/2	1,400	\$1,100	1	\$1,625,500	\$1,161	Q3 2016
201 Folsom 6C	2/2	1,400	\$1,100	1	\$1,640,000	\$1,171	Q3 2016
201 Folsom 12C	2/2	1,400	\$1,099	1	\$1,645,000	\$1,175	Q1 2017
201 Folsom 5G	2/2	1,398	\$1,099	1	\$1,650,000	\$1,180	Q3 2016
201 Folsom 7E	2/2	1,367	\$1,093	1	\$1,650,000	\$1,207	Q3 2016
201 Folsom 4G	2/2	1,398	\$1,099	1	\$1,650,000	\$1,180	Q3 2016
201 Folsom 14C	2/2	1,400	\$1,099	1	\$1,650,000	\$1,179	Q1 2017
201 Folsom 11F	2/2	1,187	\$1,056	1	\$1,660,000	\$1,398	Q3 2016
201 Folsom 6A	2/2	1,367	\$1,093	1	\$1,670,000	\$1,222	Q3 2016
201 Folsom 20F	2/2	1,187	\$1,056	1	\$1,673,500	\$1,410	Q1 2017
201 Folsom 11E	2/2	1,367	\$1,093	1	\$1,695,000	\$1,240	Q3 2016
201 Folsom 3E	2/2	1,367	\$1,093	1	\$1,695,000	\$1,240	Q4 2016
201 Folsom 10E	2/2	1,367	\$1,093	1	\$1,695,000	\$1,240	Q3 2016
201 Folsom 6G	2/2	1,398	\$1,099	1	\$1,697,500	\$1,214	Q3 2016
201 Folsom 14F	2/2	1,187	\$1,056	1	\$1,700,000	\$1,432	Q3 2016
201 Folsom 12A	2/2	1,367	\$1,093	1	\$1,700,000	\$1,244	Q4 2016
201 Folsom 12B	2/2	1,187	\$1,056	1	\$1,714,500	\$1,444	Q3 2016
201 Folsom 16F	2/2	1,187	\$1,056	1	\$1,715,000	\$1,445	Q3 2016
201 Folsom 14B	2/2	1,187	\$1,056	1	\$1,715,000	\$1,445	Q3 2016
201 Folsom 21E	2/2	1,367	\$1,093	1	\$1,720,000	\$1,258	Q1 2017
201 Folsom 18C	2/2	1,400	\$1,099	1	\$1,730,000	\$1,236	Q4 2016
201 Folsom 16A	2/2	1,367	\$1,093	1	\$1,735,000	\$1,269	Q1 2017
201 Folsom 19G	2/2	1,398	\$1,099	1	\$1,740,000	\$1,245	Q1 2017
201 Folsom 8A	2/2	1,367	\$1,093	1	\$1,745,000	\$1,277	Q3 2016
201 Folsom 16B	2/2	1,187	\$1,056	1	\$1,750,000	\$1,474	Q3 2016
201 Folsom 8G	2/2	1,398	\$1,099	1	\$1,750,500	\$1,252	Q3 2016
201 Folsom 12E	2/2	1,367	\$1,093	1	\$1,750,500	\$1,281	Q3 2016
201 Folsom 15B	2/2	1,187	\$1,056	1	\$1,759,500	\$1,482	Q3 2016
201 Folsom 10A	2/2	1,367	\$1,093	1	\$1,775,100	\$1,299	Q3 2016
201 Folsom 17A	2/2	1,367	\$1,092	1	\$1,785,000	\$1,306	Q1 2017
201 Folsom 10G	2/2	1,398	\$1,099	1	\$1,795,000	\$1,284	Q3 2016
201 Folsom 9A	2/2	1,367	\$1,093	1	\$1,820,000	\$1,331	Q3 2016
201 Folsom 19F	2/2	1,187	\$1,056	1	\$1,850,000	\$1,559	Q3 2016
201 Folsom 20E	2/2	1,367	\$1,093	1	\$1,850,000	\$1,353	Q4 2016
201 Folsom 16G	2/2	1,398	\$1,099	1	\$1,860,000	\$1,330	Q3 2016
201 Folsom 11C	2/2	1,400	\$1,100	1	\$1,875,000	\$1,339	Q3 2016
201 Folsom 20A	2/2	1,367	\$1,093	1	\$1,924,500	\$1,408	Q4 2016
201 Folsom 28F	2/2	1,187	\$1,056	1	\$1,925,000	\$1,622	Q4 2016
201 Folsom 19B	2/2	1,187	\$1,056	1	\$1,950,000	\$1,643	Q3 2016
201 Folsom 18A	2/2	1,367	\$1,093	1	\$1,965,000	\$1,437	Q3 2016
201 Folsom 18G	2/2	1,398	\$1,099	1	\$1,975,000	\$1,413	Q3 2016
201 Folsom 26E	2/2	1,367	\$1,093	1	\$1,990,000	\$1,456	Q4 2016
201 Folsom 25C	2/2	1,400	\$1,100	1	\$2,000,000	\$1,429	Q3 2016
201 Folsom 24E	2/2	1,367	\$1,093	1	\$2,025,000	\$1,481	Q4 2016
201 Folsom 19A	2/2	1,367	\$1,093	1	\$2,030,500	\$1,485	Q3 2016
201 Folsom 22E	2/2	1,367	\$1,093	1	\$2,050,000	\$1,500	Q3 2016
201 Folsom 27C	2/2	1,400	\$1,099	1	\$2,085,000	\$1,489	Q1 2017
201 Folsom 22A	2/2	1,367	\$1,093	1	\$2,095,000	\$1,533	Q3 2016
201 Folsom 27E	2/2	1,367	\$1,093	1	\$2,100,000	\$1,536	Q4 2016
201 Folsom 19C	2/2	1,400	\$1,100	1	\$2,150,000	\$1,536	Q3 2016
201 Folsom 22G	2/2	1,398	\$1,099	1	\$2,150,000	\$1,538	Q3 2016
201 Folsom 23G	2/2	1,398	\$1,099	1	\$2,150,000	\$1,538	Q4 2016
201 Folsom 16C	2/2	1,400	\$1,100	1	\$2,179,000	\$1,556	Q3 2016
201 Folsom 27G	2/2	1,398	\$1,099	1	\$2,250,000	\$1,609	Q3 2016
201 Folsom 28G	2/2	1,398	\$1,099	1	\$2,275,000	\$1,627	Q4 2016
201 Folsom 26G	2/2	1,398	\$1,099	1	\$2,279,500	\$1,631	Q3 2016
201 Folsom 31A	2/2	1,554	\$1,131	1	\$2,485,000	\$1,599	Q4 2016
201 Folsom 35A	2/2	1,554	\$1,131	1	\$2,650,000	\$1,705	Q1 2017
201 Folsom 37A	2/2	1,554	\$1,131	1	\$2,675,000	\$1,721	Q1 2017
201 Folsom 38A	2/2	1,554	\$1,131	1	\$2,680,000	\$1,725	Q1 2017
201 Folsom 39A	2/2	1,554	\$1,131	1	\$2,745,000	\$1,766	Q4 2016
201 Folsom 39C	2/2	1,495	\$1,119	1	\$2,945,000	\$1,970	Q4 2016
201 Folsom 31E	3/3	1,780	\$1,177	1	\$3,350,000	\$1,882	Q4 2016
201 Folsom 31B	3/3	2,692	\$1,362	1	\$5,275,000	\$1,960	Q4 2016
201 Folsom 36B	3/3	2,692	\$1,362	1	\$6,120,000	\$2,273	Q4 2016
Averages:		1,263			\$1,771,966	\$1,403	



THE ROCKWELL

1688 Pine Street at Franklin | Pacific Heights

Status: 7 market-rate units available, Approximate absorption: 10 units/month, Average \$/SqFt (closings): \$1,290

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

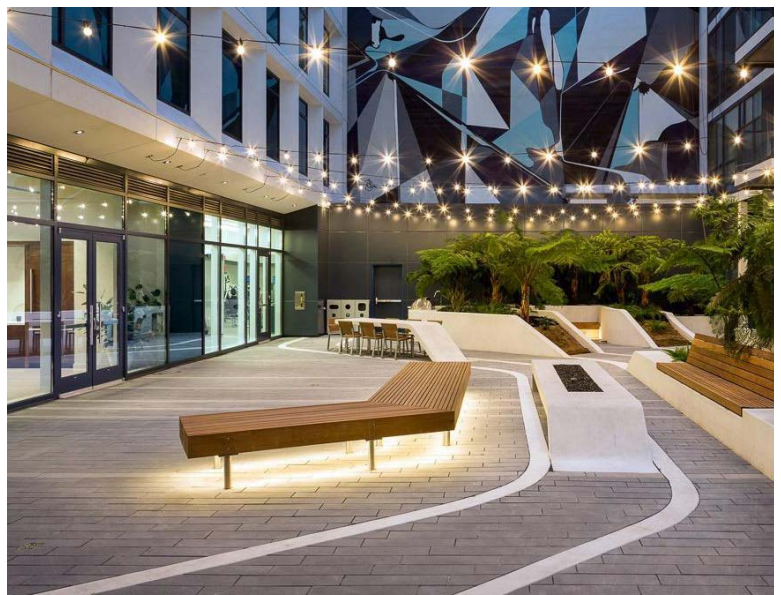


ACTIVE LISTINGS

Unit	Type	SqFt	Parking	List \$	\$/SqFt
E302	2/2	989	1	\$1,220,000	\$1,234
W1208	2/2	1,068	1	\$1,536,000	\$1,438
E1106	2/2	1,150	1	\$1,744,000	\$1,517
E1111	2/2	1,139	1	\$1,802,000	\$1,582
EPH02	2/2	1,239	1	\$1,986,000	\$1,603
EPH01	2/2	1,425	1	\$2,423,000	\$1,700
EPH06	2/2	1,485	1	\$2,675,000	\$1,801

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 PAGES

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
E104	1/1	516	\$589	\$628,000	\$1,217	Q1 2017
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
E904	1/1	500	\$595	\$699,000	\$1,398	Q4 2016
E106	1/1	653	\$625	\$703,000	\$1,077	Q1 2017
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
E312	1/1	656	\$625	\$730,000	\$1,113	Q1 2017
E707	1/1	557	\$589	\$732,000	\$1,314	Q4 2016
E310	1/1	638	\$620	\$732,000	\$1,147	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
E807	1/1	548	\$587	\$740,719	\$1,352	Q4 2016
E510	1/1	638	\$620	\$746,000	\$1,169	Q4 2016
E610	1/1	638	\$620	\$747,000	\$1,171	Q4 2016
E907	1/1	548	\$596	\$751,000	\$1,370	Q4 2016
W304	1/1	694	\$635	\$751,000	\$1,082	Q3 2016
E412	1/1	656	\$625	\$752,000	\$1,146	Q4 2016
E612	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
E711	1/1	656	\$625	\$759,500	\$1,158	Q1 2017
E512	1/1	656	\$625	\$760,000	\$1,159	Q4 2016
E1107	1/1	548	\$596	\$761,500	\$1,390	Q1 2017
E910	1/1	616	\$615	\$766,000	\$1,244	Q4 2016
W504	1/1	694	\$635	\$766,000	\$1,104	Q4 2016
W310	1/1	719	\$643	\$770,000	\$1,071	Q3 2016
E709	1/1	639	\$610	\$776,000	\$1,214	Q4 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
E1207	1/1	548	\$633	\$787,000	\$1,436	Q4 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
E1204	1/1	500	\$595	\$792,000	\$1,584	Q4 2016
E809	1/1	676	\$631	\$793,000	\$1,173	Q4 2016
W704	1/1	694	\$635	\$796,000	\$1,147	Q3 2016
E1010	1/1	616	\$610	\$799,000	\$1,297	Q1 2017
E211	1/1	678	\$631	\$801,000	\$1,181	Q4 2016
E1109	1/1	676	\$631	\$802,000	\$1,186	Q1 2017
W903	1/1	673	\$629	\$803,000	\$1,193	Q3 2016
E1009	1/1	676	\$631	\$807,000	\$1,194	Q4 2016
E511	1/1	678	\$631	\$815,882	\$1,203	Q4 2016
E909	1/1	676	\$631	\$819,000	\$1,212	Q4 2016
W1106	1/1	689	\$633	\$819,000	\$1,189	Q4 2016
E305	1/1	693	\$635	\$821,000	\$1,185	Q1 2017
W1006	1/1	689	\$633	\$825,000	\$1,197	Q4 2016
E1210	1/1	616	\$615	\$833,000	\$1,352	Q4 2016
W904	1/1	727	\$644	\$833,000	\$1,146	Q4 2016
W1003	1/1	673	\$629	\$835,000	\$1,241	Q4 2016
W610	1/1	745	\$648	\$839,000	\$1,126	Q3 2016
W1004	1/1	727	\$644	\$844,000	\$1,161	Q4 2016
W1103	1/1	673	\$654	\$845,000	\$1,256	Q3 2016
E505	1/1	693	\$635	\$845,000	\$1,219	Q1 2017
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
E103	1/1	765	\$654	\$854,000	\$1,116	Q1 2017
E607	1/1	722	\$642	\$855,000	\$1,184	Q4 2016
W410	1/1	723	\$643	\$855,000	\$1,183	Q3 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 - ROCKWELL (CONTINUED)

Unit	Type	SqFt	HOA \$*	Closing Price	\$/SqFt	Sale Date
W1104	1/1	727	\$644	\$855,000	\$1,176	Q4 2016
E507	1/1	716	\$641	\$857,000	\$1,197	Q4 2016
E405	1/1	693	\$635	\$858,971	\$1,239	Q4 2016
E203	1/1	743	\$648	\$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
E1209	1/1	676	\$631	\$868,000	\$1,284	Q4 2016
E605	1/1	693	\$635	\$872,500	\$1,259	Q4 2016
E804	1/1	500	\$585	\$879,000	\$1,758	Q3 2016
E905	1/1	691	\$635	\$907,000	\$1,313	Q4 2016
W1203	1/1	673	\$629	\$925,000	\$1,374	Q1 2017
E805	1/1	691	\$635	\$932,500	\$1,349	Q1 2017
E803	1/1	743	\$682	\$960,000	\$1,292	Q4 2016
EPH04	1/1	616	\$635	\$969,000	\$1,573	Q1 2017
WPH02	1/1	673	\$629	\$970,000	\$1,441	Q4 2016
E1005	1/1	691	\$635	\$988,000	\$1,430	Q1 2017
WPH03	1/1	728	\$644	\$1,020,000	\$1,401	Q4 2016
WPH05	1/1	691	\$634	\$1,020,100	\$1,476	Q4 2016
EPH03	1/1	676	\$631	\$1,026,500	\$1,518	Q1 2017
W309	1/1 + Den	704	\$638	\$702,000	\$997	Q3 2016
W207	1/1 + Den	703	\$638	\$711,000	\$1,011	Q3 2016
W206	1/1 + Den	750	\$650	\$799,000	\$1,065	Q3 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
W609	1/1 + Den	720	\$641	\$816,471	\$1,134	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
W408	1/1 + Den	729	\$643	\$834,000	\$1,144	Q3 2016
W709	1/1 + Den	717	\$642	\$835,000	\$1,165	Q4 2016
E403	1/1 + Den	743	\$648	\$850,000	\$1,144	Q1 2017
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
E313	1/1 + Den	831	\$669	\$930,000	\$1,119	Q4 2016
E903	1/1 + Den	743	\$682	\$940,000	\$1,265	Q1 2017
E413	1/1 + Den	831	\$669	\$940,000	\$1,131	Q4 2016
E703	1/1 + Den	743	\$648	\$941,000	\$1,266	Q4 2016
E603	1/1 + Den	743	\$648	\$944,000	\$1,271	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
E1003	1/1 + Den	743	\$682	\$1,050,000	\$1,413	Q1 2017
E1103	1/1 + Den	743	\$682	\$1,073,000	\$1,444	Q4 2016
E1203	1/1 + Den	743	\$682	\$1,100,000	\$1,480	Q1 2017
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
E801	2/2	890	\$719	\$1,128,000	\$1,267	Q4 2016
W405	2/2	978	\$710	\$1,130,000	\$1,155	Q3 2016
W411	2/2	915	\$954	\$1,139,775	\$1,246	Q4 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
E901	2/2	874	\$754	\$1,159,000	\$1,326	Q4 2016
W511	2/2	929	\$722	\$1,163,000	\$1,252	Q3 2016
E102	2/2	997	\$713	\$1,172,000	\$1,176	Q1 2017
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

*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 - ROCKWELL (CONTINUED)

Unit	Type	SqFt	HOA \$*	Closing Price	\$/SqFt	Sale Date
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
E708	2/2	969	\$703	\$1,203,000	\$1,241	Q1 2017
W805	2/2	972	\$708	\$1,206,000	\$1,241	Q3 2016
E506	2/2	989	\$711	\$1,223,000	\$1,237	Q4 2016
E602	2/2	989	\$711	\$1,235,500	\$1,249	Q1 2017
E606	2/2	993	\$713	\$1,236,500	\$1,245	Q4 2016
E908	2/2	935	\$730	\$1,237,000	\$1,323	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
E1008	2/2	935	\$730	\$1,248,500	\$1,335	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
E1208	2/2	935	\$730	\$1,275,000	\$1,364	Q4 2016
W901	2/2	955	\$740	\$1,283,500	\$1,344	Q4 2016
E1101	2/2	874	\$754	\$1,286,000	\$1,471	Q1 2017
E1108	2/2	935	\$730	\$1,286,500	\$1,376	Q1 2017
W1005	2/2	972	\$737	\$1,289,000	\$1,326	Q3 2016
W1205	2/2	972	\$708	\$1,292,000	\$1,329	Q4 2016
W1001	2/2	955	\$735	\$1,293,000	\$1,354	Q1 2017
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
E1201	2/2	874	\$754	\$1,339,000	\$1,532	Q1 2017
W1102	2/2	955	\$704	\$1,345,000	\$1,408	Q4 2016
E902	2/2	989	\$711	\$1,348,000	\$1,363	Q1 2017
W607	2/2	1,164	\$753	\$1,351,500	\$1,161	Q4 2016
E702	2/2	989	\$711	\$1,365,000	\$1,380	Q1 2017
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
E1002	2/2	989	\$711	\$1,425,000	\$1,441	Q4 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
E706	2/2	1,150	\$753	\$1,509,000	\$1,312	Q4 2016
W1007	2/2	1,149	\$753	\$1,524,000	\$1,326	Q1 2017
E1102	2/2	989	\$711	\$1,529,500	\$1,547	Q4 2016
W909	2/2	1,194	\$766	\$1,534,000	\$1,285	Q4 2016
E1202	2/2	989	\$711	\$1,535,000	\$1,552	Q1 2017
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
E811	2/2	1,139	\$760	\$1,623,000	\$1,425	Q1 2017
W1009	2/2	1,199	\$767	\$1,630,500	\$1,360	Q4 2016
E1206	2/2	1,150	\$753	\$1,644,100	\$1,430	Q4 2016
W1109	2/2	1,202	\$768	\$1,646,000	\$1,369	Q4 2016
E1006	2/2	1,150	\$753	\$1,659,500	\$1,443	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
E1211	2/2	1,139	\$760	\$1,784,500	\$1,567	Q1 2017
WPH01	2/2	1,427	\$995	\$2,481,000	\$1,739	Q4 2016
EPH05	2/2.5	1,515	\$848	\$2,744,000	\$1,811	Q1 2017
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*



FULTON 555

555 Fulton Street at Octavia | Hayes Valley

Status: 88 market-rate units available/34 market-rate units in-contract, Average \$/SqFt (active listings): \$1,320

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

First Closings Anticipated: Summer 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



ACTIVE LISTINGS

Unit	Type	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: 47 market-rate units closed **Average \$/SqFt (closings):** \$1,393 **Approximate absorption:** 2 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



CLOSING DETAILS

Unit	Type	SqFt	HOA \$	Prkng	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

ACTIVE LISTINGS

Unit	Type	SqFt	Prkng	HOA	\$	\$/SqFt
612	1/1.5	900	1	\$784	\$1,099,000	\$1,221
708	1/1.5	1,005	1	\$805	\$1,195,000	\$1,189
610	2/2	1,219	1	\$857	\$1,469,000	\$1,205
711	2/2	1,106	1	\$836	\$1,495,000	\$1,352
709	2/2	1,136	1	\$834	\$1,539,900	\$1,356
PH903	3/2.5	1,571	1	\$939	\$3,147,585	\$2,004



DEVELOPMENT SNAPSHOT *Currently Selling*



SAN FRANCISCO SHIPYARD

Innes Avenue and Donahue Street - Hunters Point

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

Project info: One or two-car parking for townhomes, One-car parking for flats, Approximate HOA fees: \$200 - \$250 (townhomes), \$350 - \$600 (flats)

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

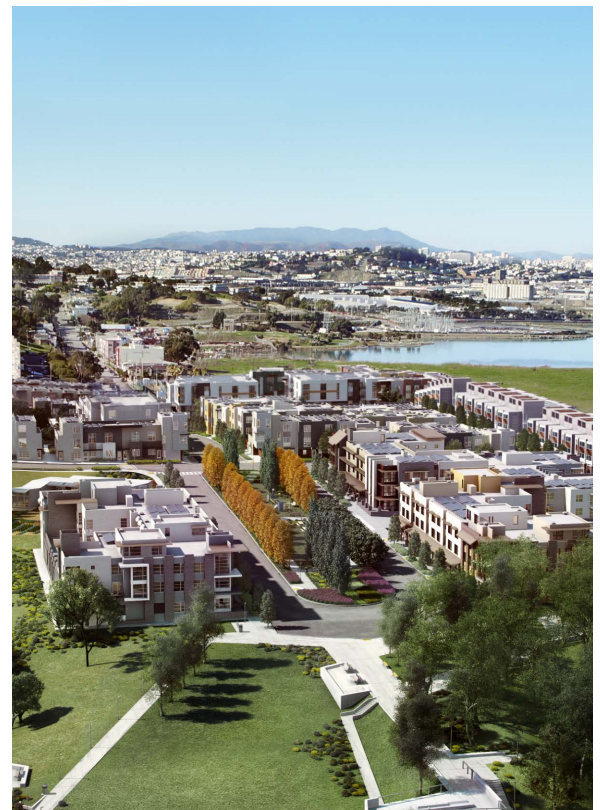


CLOSINGS

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	Type	SqFt	Prkng	HOA	\$	\$/SqFt
50 Jerrold - 215	3/2	1,251	1	\$480	\$925,800	\$740
50 Jerrold - 409	2/2	1,340	1	\$578	\$980,800	\$732
192 Coleman	2/2.5	1,212	2	\$260	\$1,079,800	\$891



DEVELOPMENT SNAPSHOT *Recently Sold-out*



THE NOPA

1811 Turk Street at Divisadero | NOPA

Average \$/SqFt: \$1,155

Project specs: 7 units, 0 BMRs, 4-stories, 7 parking spaces

Date on Market: February 2017

Architect: Gary Gee

Features & Finishes: Wide-plank white oak floors, LED lighting, Italian dolomite and quartz counter tops, Bertazzoni appliances, Private terraces

Amenities: Bicycle parking, Elevator

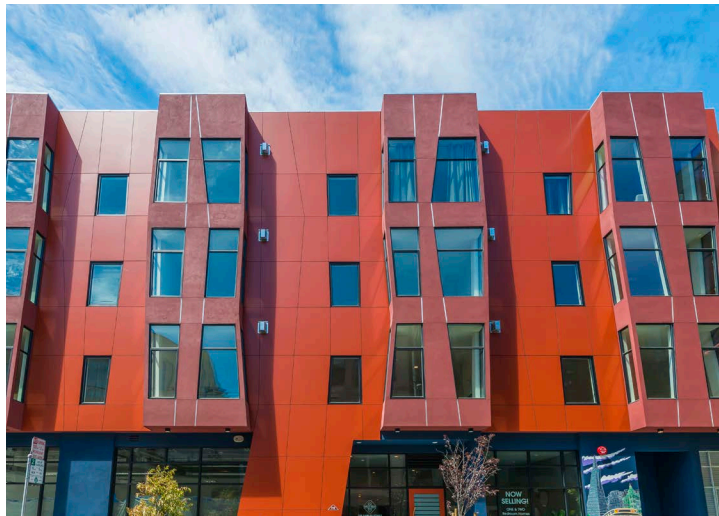
Website: TheNopa.com



CLOSINGS

Unit	Type	SqFt	Parking	HOA	\$	\$/SqFt	DATE
101	2/2	1,230	1	\$556	\$1,375,000	\$1,118	Q2 2017
201	2/2	1,257	1	\$561	\$1,400,000	\$1,114	Q2 2017
301	2/2	1,273	1	\$564	\$1,522,500	\$1,196	Q2 2017
102	2/2	1,436	1	\$593	\$1,645,000	\$1,146	Q2 2017
202	2/2 + Den	1,591	1	\$620	\$1,675,000	\$1,053	Q2 2017
302	2/2 + Den	1,599	1	\$622	\$1,850,000	\$1,157	Q2 2017
401	2/2	1,519	1	\$608	\$1,975,000	\$1,300	Q2 2017

DEVELOPMENT SNAPSHOT *Recently sold-out*



SHIPLEY HOUSE

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

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

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

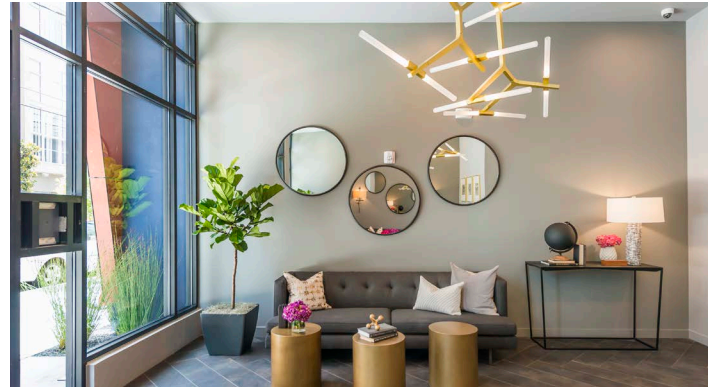
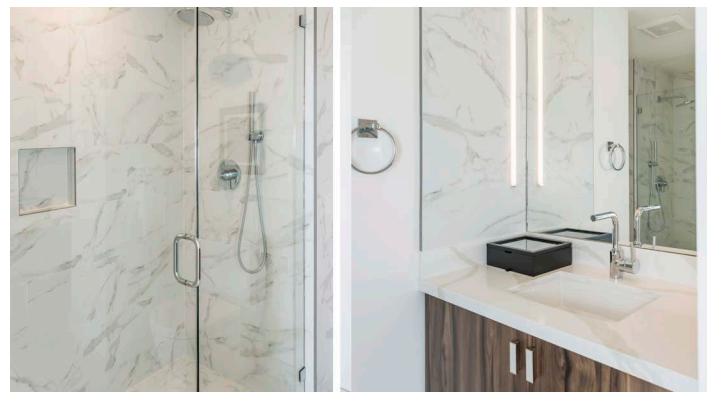
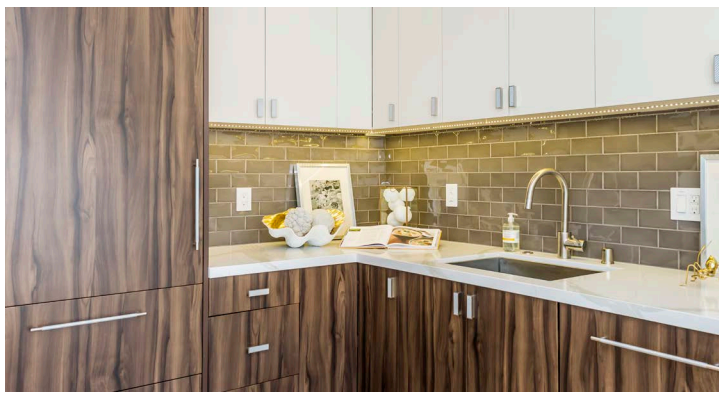
Date on Market: July 2016

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



CLOSING DETAILS

Unit	Bed/Bath	HOA \$	Closing \$	Closing Date
303	1/1	\$486	\$660,000	Aug 16
301	1/1	\$465	\$592,000	Aug 16
305	1/1	\$482	\$652,000	Sep 16
401	1/1	\$465	\$595,000	Aug 16
203	1/1	\$486	\$640,000	Sep 16
403	1/1	\$487	\$695,000	Sep 16
204	2/2	\$561	\$856,000	Nov 16
404	2/2	\$561	\$879,000	Dec 17
402	2/2	\$589	\$955,000	Apr 17

DEVELOPMENT SNAPSHOT *Recently Sold-Out*



SUMMIT 800

800 Brotherhood Way at Junipero Serra | Park Merced

Approximate absorption: 6 units/month

Average \$/SqFt (closings): \$699

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

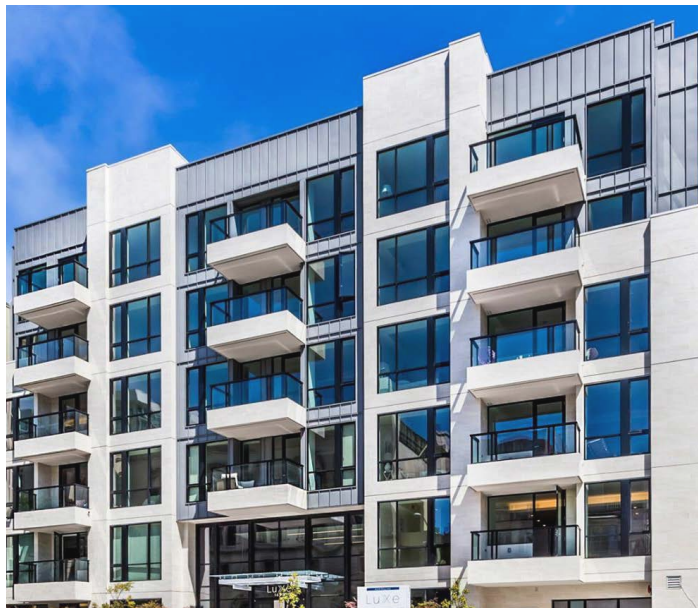
Features and Finishes: Decks, walk-in closets, Copper Creek polished chrome door hardware, Emser ceramic tile floors, Crema Marfil master bath floors, Superior Shaw stain-resistant carpet, Andersen windows and sliding doors, granite kitchen counter tops and backsplash, Viking appliances, Kohler sinks 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

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
253	3/2.5	2,001	\$185	3	\$1,568,692	\$784	Q4 2016
265	3/2.5	2,001	\$190	3	\$1,697,770	\$848	Q4 2016
270	3/2.5	2,001	\$189	3	\$1,538,800	\$769	Q4 2016
183	3/2.5	2,133	\$275	2	\$1,353,053	\$634	Q4 2016
228	3/2.5	1,824	\$225	2	\$1,224,309	\$671	Q4 2016
255	3/2.5	2,001	\$185	3	\$1,564,123	\$782	Q1 2017
259	3/2.5	2,001	\$185	3	\$1,584,124	\$792	Q1 2017
276	3/2.5	2,249	\$202	2	\$1,423,306	\$633	Q1 2017

DEVELOPMENT SNAPSHOT *Recently Sold-Out*



LUXE

1650 Broadway at Van Ness | Pacific Heights

Average \$/SqFt (closings): \$1,604 **Approx. absorption:** 2 units/month

Date on market: 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 Dura-vit 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

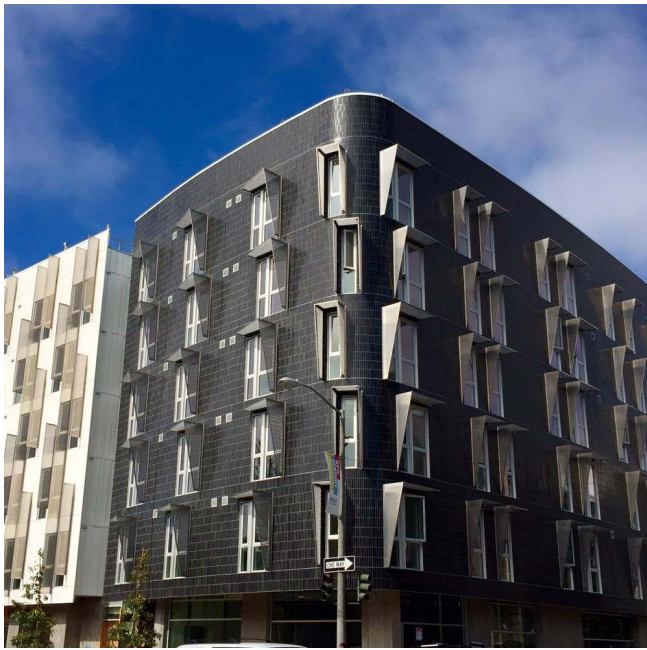


CLOSING DETAILS

Unit	Type	SqFt	HOA \$	Parking	Closing \$	\$/SqFt	Closing Date
104	2/2	1,103	\$956	1	\$1,050,000	\$952	Q4 2016
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
406	1/2 + Den	887	\$907	1	\$1,160,000	\$1,308	Q4 2016
506	1/2 + Den	899	\$908	1	\$1,170,000	\$1,301	Q1 2017
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
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
505	1/1.5 + Den	822	\$891	1	\$1,450,000	\$1,764	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
202	3/2.5	1,582	\$1,070	1	\$1,888,800	\$1,194	Q1 2017
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
501	3/2.5	1,394	\$1,025	1	\$2,550,000	\$1,829	Q4 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
601	3/2.5	1,839	\$1,154	2	\$3,700,000	\$2,012	Q1 2017
602	3/3	1,943	\$1,179	2	\$3,725,000	\$1,917	Q1 2017
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



DEVELOPMENT SNAPSHOT *Recently Sold-out*



388 FULTON

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

Average \$/SqFt (closings): \$1,400, 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

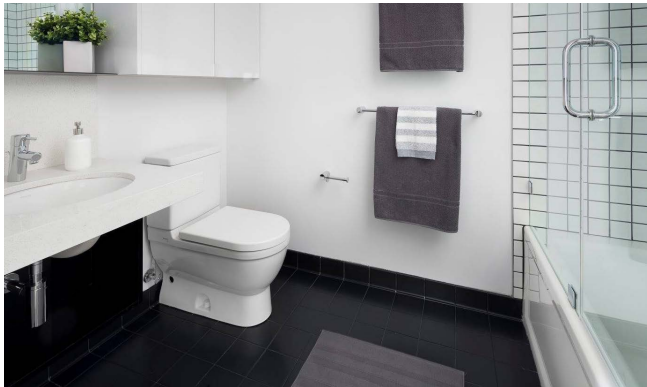
Developer: 7x7 Development

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

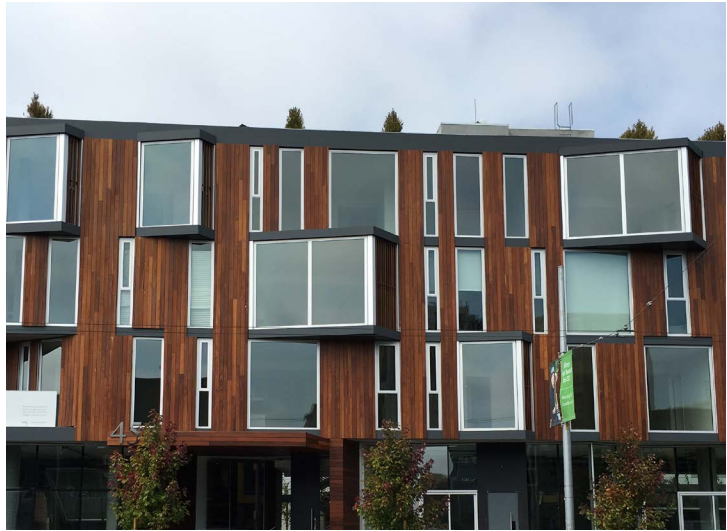
Unit	Type	SqFt	HOA \$	Closing \$	\$/SqFt	Sale Date
204	0/1	326	\$346	\$495,000	\$1,518	Q3 2016
203	0/1	326	\$345	\$495,000	\$1,518	Q4 2016
304	0/1	326	\$346	\$508,000	\$1,558	Q4 2016
403	0/1	326	\$345	\$518,000	\$1,589	Q3 2016
206	0/1	354	\$346	\$519,000	\$1,466	Q4 2016
303	0/1	326	\$346	\$520,000	\$1,595	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
606	0/1	354	\$346	\$545,000	\$1,540	Q4 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
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
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
502	2/1	779	\$499	\$845,000	\$1,085	Q3 2016

Unit	Type	SqFt	HOA \$	Closing \$	\$/SqFt	Sale Date
511	2/1	714	\$499	\$848,000	\$1,188	Q4 2016
411	2/1	714	\$499	\$863,250	\$1,209	Q4 2016
205	2/1	720	\$499	\$878,000	\$1,219	Q4 2016
414	2/1	708	\$499	\$898,800	\$1,269	Q4 2016
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
302	2/1	779	\$499	\$930,000	\$1,194	Q4 2016
405	2/1	720	\$499	\$948,000	\$1,317	Q4 2016
202	2/1	779	\$499	\$952,000	\$1,222	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

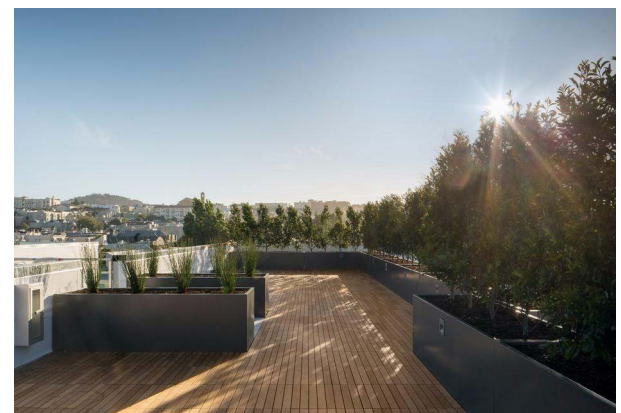


CLOSING DETAILS

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

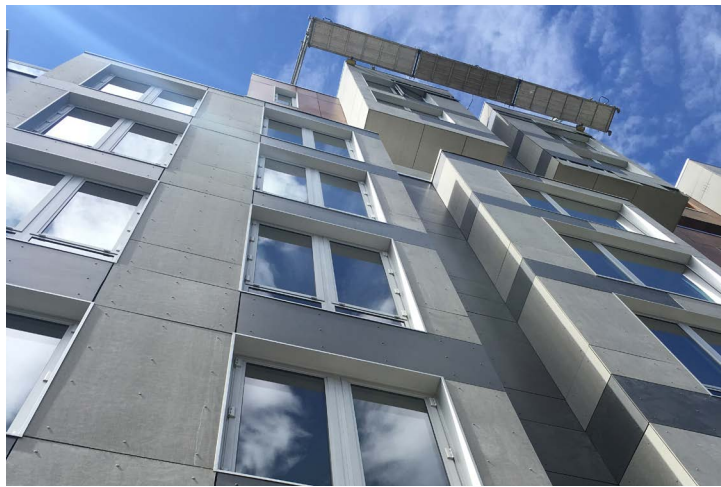
UNIT MIX

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



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

DEVELOPMENT SNAPSHOT *Recently Sold-out*



ONE FRANKLIN

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

Average \$/SqFt (closings): \$1,298, Approximate absorption: 6 units/month

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

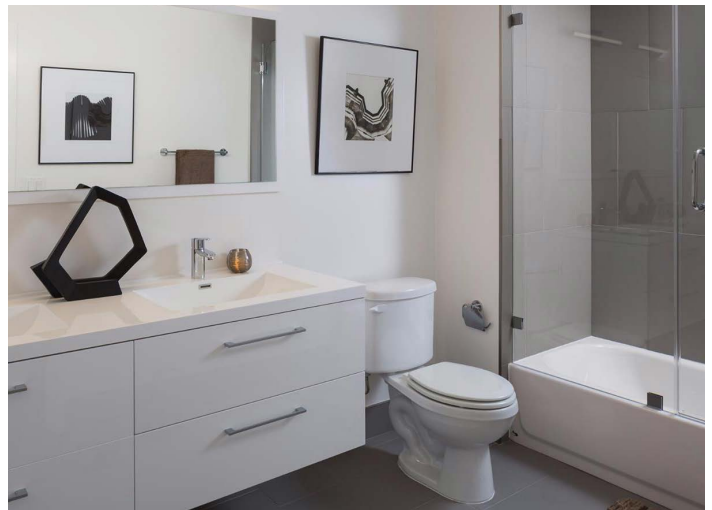
Ground broken: Q1 2015 **Date on Market:** June 2016

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

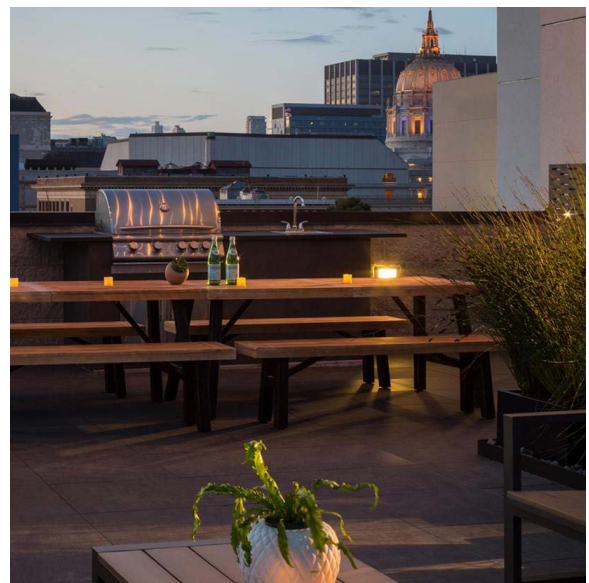


CLOSINGS

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
502	1/1	504	\$557	\$710,000	\$1,409	Q4 2016
402	1/1	525	\$561	\$723,000	\$1,377	Q3 2016
602	1/1	504	\$557	\$735,000	\$1,458	Q4 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
406	2/2	940	\$640	\$1,095,000	\$1,165	Q4 2016
506	2/2	940	\$640	\$1,149,000	\$1,222	Q4 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



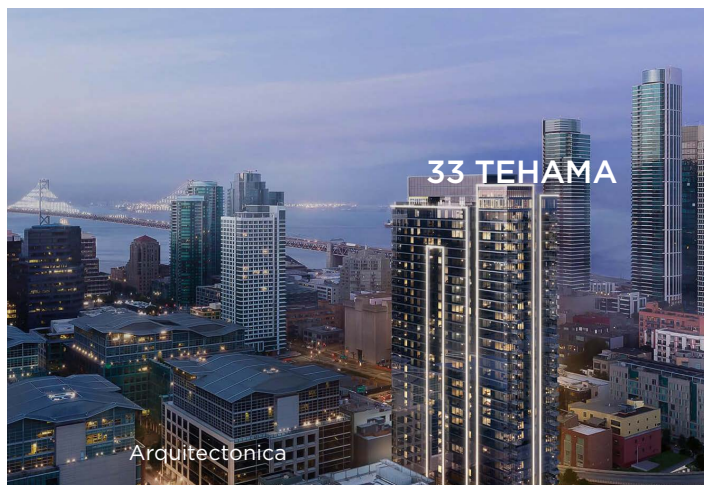
UPCOMING CONDOMINIUM DEVELOPMENTS

DEVELOPMENT	DEVELOPER	AREA	UNITS	STORIES	EST SALES COMMENCE
3420 18th Street at San Carlos	LLC	Mission	16	5	Q2 2017
2800 Sloat Boulevard at 47th	Kieran O'Carroll	Outer Parkside	55	5	Q2 2017
1 Stanyan St at Geary	1 Stanyan LLC	Laurel Heights	13	4	Q2 2017
LagunaHayes - 580 Hayes Street at Laguna	Village Properties	Hayes Valley	29	5	Q2 2017
119 7th Street at Minna	Fulton Street Ventures	South of Market	39	8	Q2 2017
616 Divisadero Street at Hayes	Michael Klestoff	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
La Maison - 241 10th Street at Howard	JS Sullivan	South of Market	28	5	Q3 2017
140 Pennsylvania Avenue at 17th	1001 17th LLC	Potrero Hill	11	4	Q3 2017
288 Pacific Avenue at Battery	Grosvenor Americas	Financial District	33	7	Q4 2017
700 36th Ave at Balboa	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	Q1 2018
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
1554 Market Street at Van Ness	Fulton Street Ventures	Mid-Market	109	12	Q3 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



UPCOMING APARTMENT DEVELOPMENTS

DEVELOPMENT	DEVELOPER	AREA	UNITS	STORIES	LEASING COMMENCES
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
1601 Larkin Street at Clay	John McInerney	Nob Hill	27	5	LEASING
The Duboce - 181 Sanchez Street at Market	Greystar	Upper Market	87	6	LEASING
Trinity Place III - 1169 Market Street at 8th	Trinity Properties	South of Market	541	19	LEASING
Abaca - 2660 3rd St at 22nd	AGI/Avant Housing	Dogpatch	259	6	LEASING
690 Page Street at Steiner	Urbano Ezquerro	Lower Haight	12	4	Q2 2017
233 Shipley Street at 5th	Steve Chan	South of Market	21	4	Q1 2017
1450 15th Street at Shotwell	Denis McMahon	Mission	23	5	Q1 2017
The Martin - 2051 3rd Street at Mariposa	Raintree Partners	Dogpatch	92	6	Q2 2017
855 Brannan Street at 8th	Equity Residential	South of Market	432	6	Q2 2017
570 Jessie Street at 6th	LLC	South of Market	47	8	Q2 2017
923 Folsom Street at 5th	923 Folsom Acquisition	South of Market	114	9	Q2 2017
200 6th Street at Howard	Mercy (Affordable)	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 at 6th	TNDC (Affordable)	South of Market	83	9	Q2 2018
2100 Market Street at Church	Brian Spiers	Upper Market	60	7	Q3 2018
800 Indiana Street at 20th	Avalon Bay/Build Inc.	Dogpatch	326	5	Q3 2018



RESIDENTIAL PIPELINE SUMMARY

UNITS APPROVED & UNDER REVIEW (BY NEIGHBORHOOD)

Area	Approved	Under Review
Bayview/Hunters Point/Candlestick	10,975	1,879
Dogpatch	2,174	407
Hayes Valley	0	737
Mid-Market	558	1,763
Mission	869	1,926
Mission Bay	170	1,739
Northern Neighborhoods*	83	1,712
Potrero Hill	911	659
South of Market	2,402	6,411
Southern Neighborhoods*	0	667
Tenderloin	626	882
Transbay	1,468	320
Treasure Island	8,619	0
Upper Market	24	766
Van Ness Corridor	239	1,566
Visitacion Valley	1,679	1,120
Western Neighborhoods*	8,929	1,081
Totals	39,726	23,635

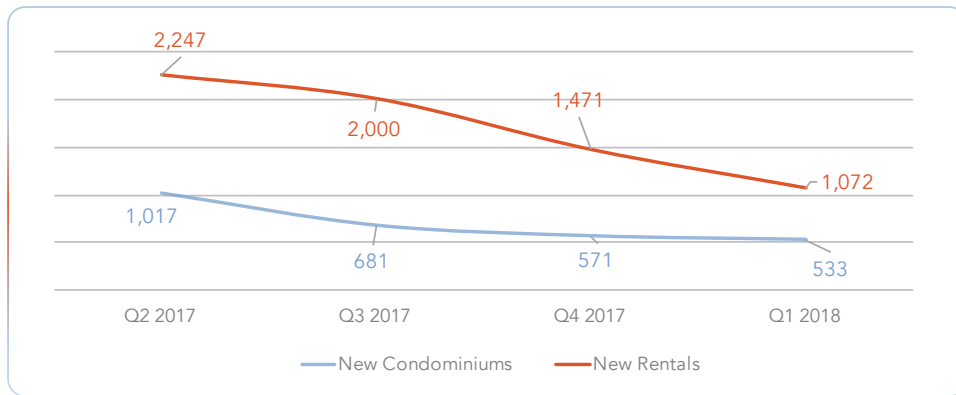
UNITS UNDER CONSTRUCTION (BY PRODUCT TYPE)

Area	Pre-selling Condominiums	Condominiums	Apartments	All Types
Bayview/Hunters Point/Candlestick Point	0	0	0	0
Dogpatch	0	69	418	487
Hayes Valley	139	29	0	168
Mid-Market	0	90	0	90
Mission	0	68	50	118
Mission Bay	350	0	143	493
Northern Neighborhoods*	88	86	12	186
Potrero Hill	0	20	0	20
South of Market	0	348	1,088	1,436
Southern Neighborhoods*	15	0	0	15
Transbay	67	265	120	452
Upper Market	0	0	0	0
Van Ness Corridor	0	0	0	0
Western Neighborhoods*	0	74	0	74
Totals	659	1,049	1,831	3,539

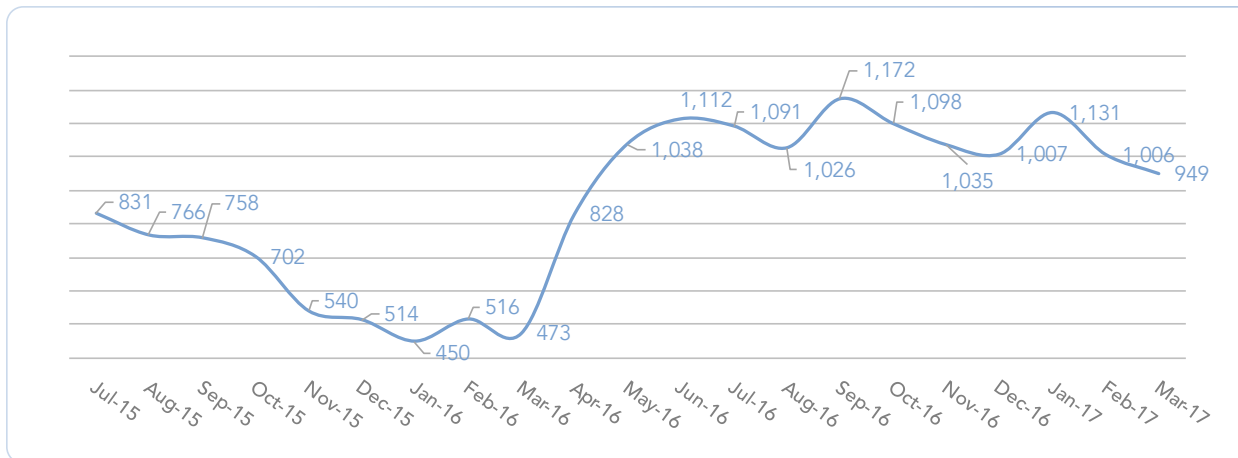
* **Northern Neighborhoods** covers Cathedral Hill, Western Addition, Pacific Heights, Nob Hill, Lower Nob Hill, Financial District, Russian Hill, Telegraph Hill, North Beach & Marina/Cow Hollow. **Southern Neighborhoods** covers Oceanview, Glen Park, Ingleside, Mission Terrace, Outer Mission. **Western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

PROJECTED AND HISTORICAL SUPPLY

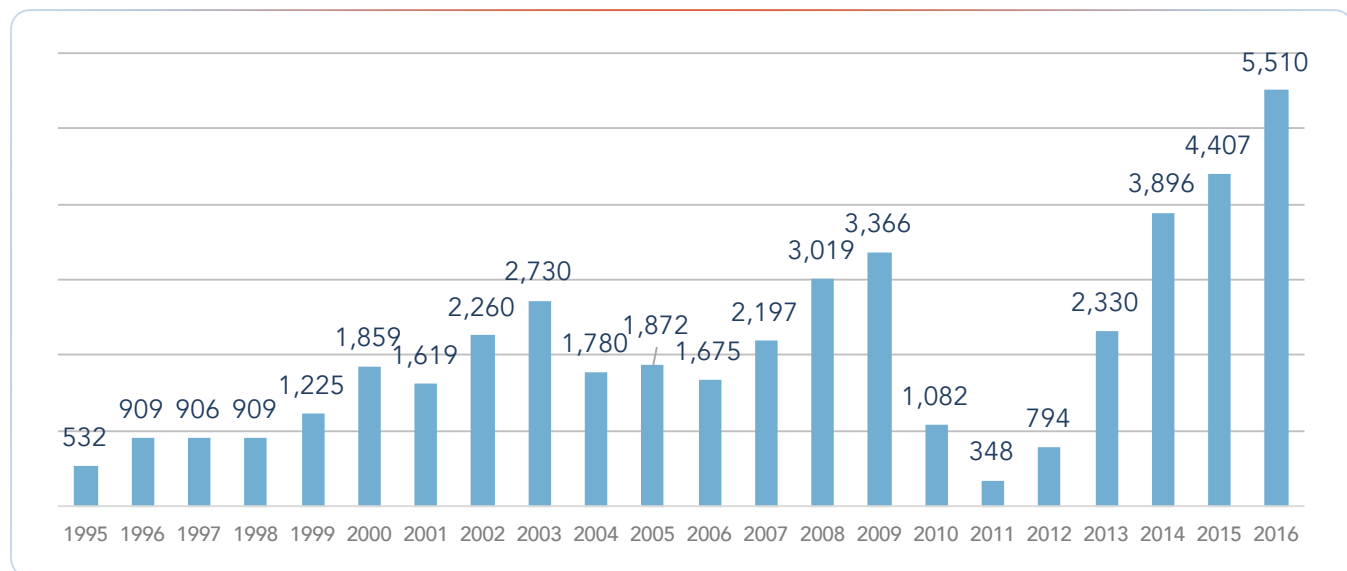
PROJECTED SUPPLY (AVAILABLE UNITS)



HISTORICAL CONDOMINIUM SUPPLY (AVAILABLE UNITS)



HISTORICAL YEARLY PRODUCTION (ALL UNIT TYPES)



* Figures may include Below Market Rate and rehab 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)

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