

SAN FRANCISCO
RESIDENTIAL
DEVELOPMENT
SEPTEMBER 2017



NAVIGATION Click page numbers to be taken directly to page

NEWS & HIGHLIGHTS



MARKET PERFORMANCE



CURRENTLY SELLING



Click development name to be taken directly to page

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|-----------------------|-----------------------|-----------------------|---------------------|
| RITZ-CARLTON (P. 5) | KNOX (P. 12) | 1 MISSION BAY (P. 18) | FULTON 555 (P. 32) |
| 815 TENNESSEE (P. 7) | AUSTIN (P. 13) | THE HARRISON (P. 19) | 72 TOWNSEND (P. 33) |
| LAGUNA HAYES (P. 8) | CRIMSON (P. 14) | THE PACIFIC (P. 21) | SHIPYARD (P. 34) |
| LA MAISON (P. 9) | ROWAN (P. 15) | THE DISTRICT (P. 23) | |
| 99 RAUSCH (P. 10) | 1450 FRANKLIN (P. 16) | LUMINA (P. 25) | |
| 1868 VAN NESS (P. 11) | 181 FREMONT (P. 17) | ROCKWELL (P. 28) | |

RECENTLY SOLD-OUT



UPCOMING PROJECTS



PIPELINE SUMMARY



- | | | |
|-----------------------|--------------------|----------------------|
| THE NOPA (P. 35) | LUXE (P. 37) | 450 HAYES (P. 39) |
| SHIPLEY HOUSE (P. 36) | 388 FULTON (P. 38) | ONE FRANKLIN (P. 40) |

PAST & FUTURE SUPPLY



CONTACT & DISCLAIMER



REPORT NOTES

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

NEWS & HIGHLIGHTS



Sales have commenced at 815 Tennessee. [see page 5 for details](#)



Laguna Hayes is nearly sold-out. [see page 6 for details](#)



An initial list of closings has been released for La Maison. [see page 9 for details](#)



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



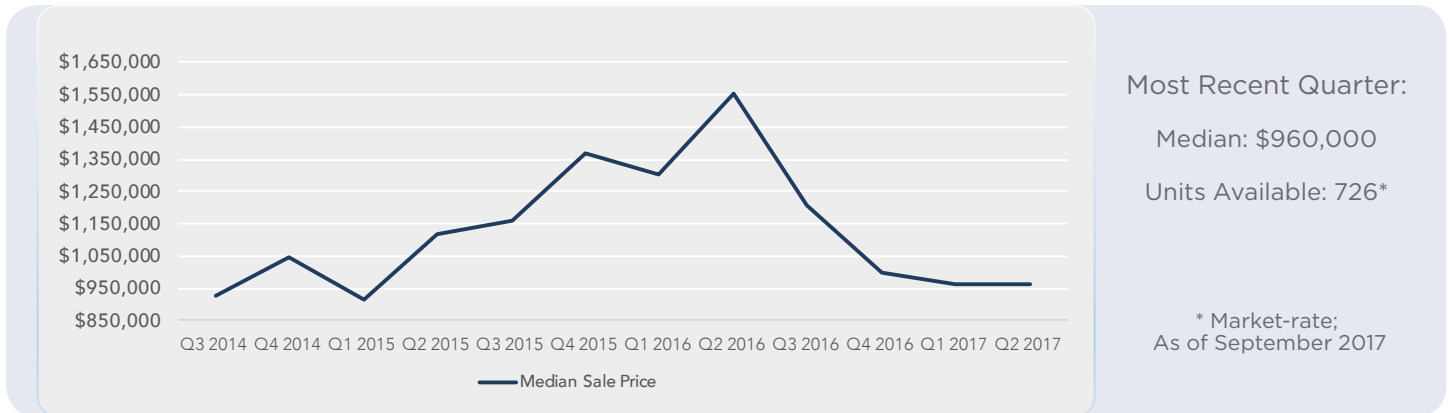
Additional closings have been released for The Harrison. [see page 20 for details](#)

MARKET PERFORMANCE

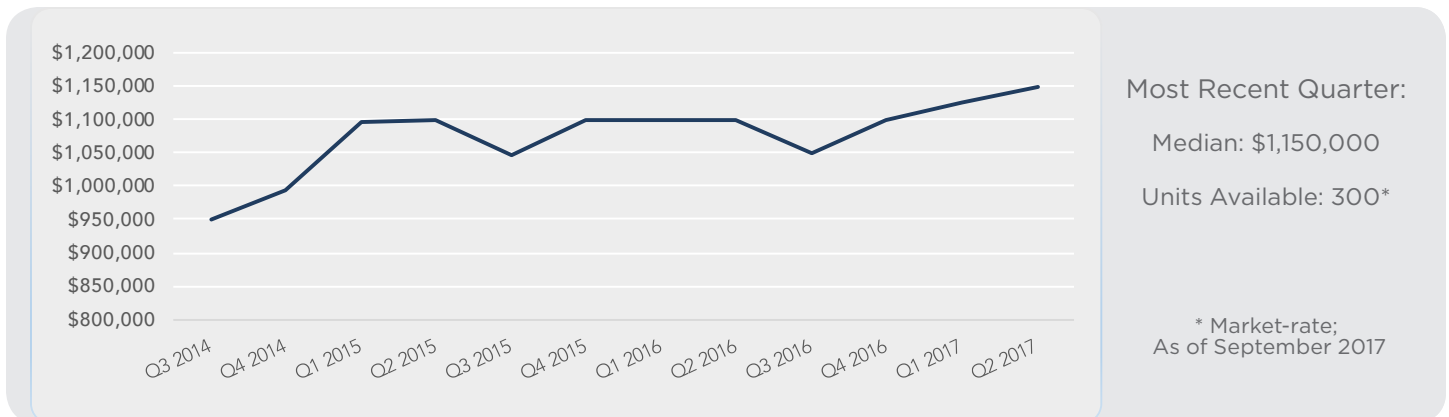
MEDIAN PRICE PER SQUARE-FOOT

Type	Currently	Year-Over-Year	Month-Over-Month
New Condominium	\$1,274/SqFt	- 5%	- 2%
Resale Condominium	\$1,090/SqFt	+ 8%	+ 3%

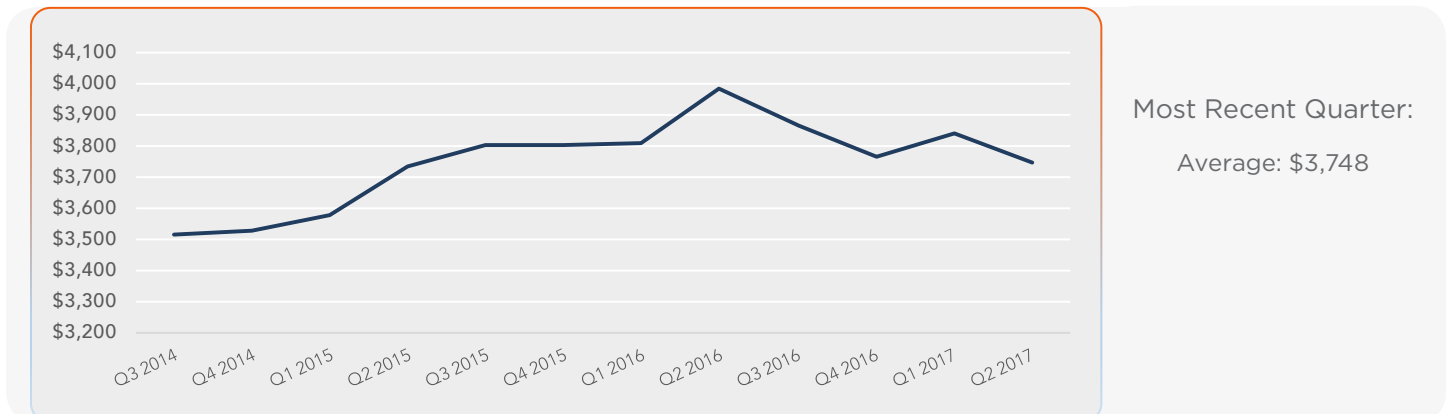
NEW CONDOMINIUM MEDIAN SALE PRICE



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

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

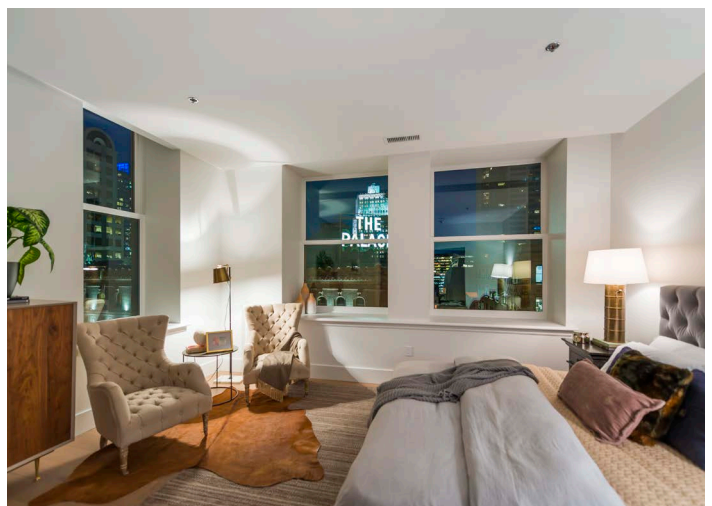
Architect: Burnham & Root/Charles Bloszies

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

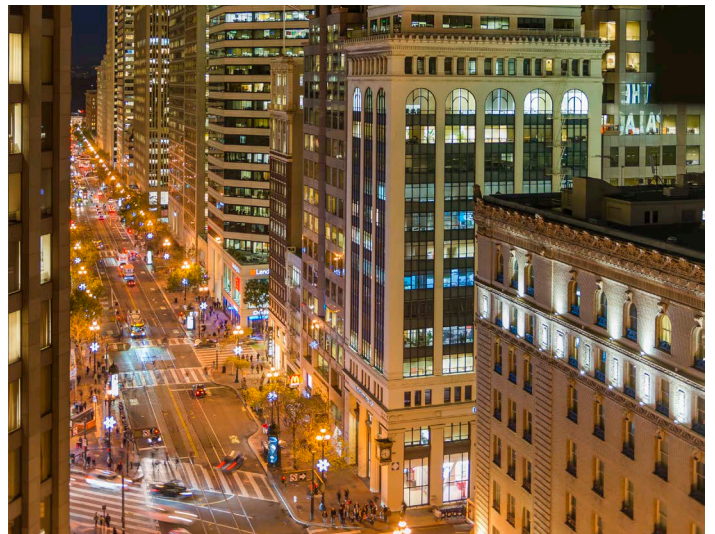
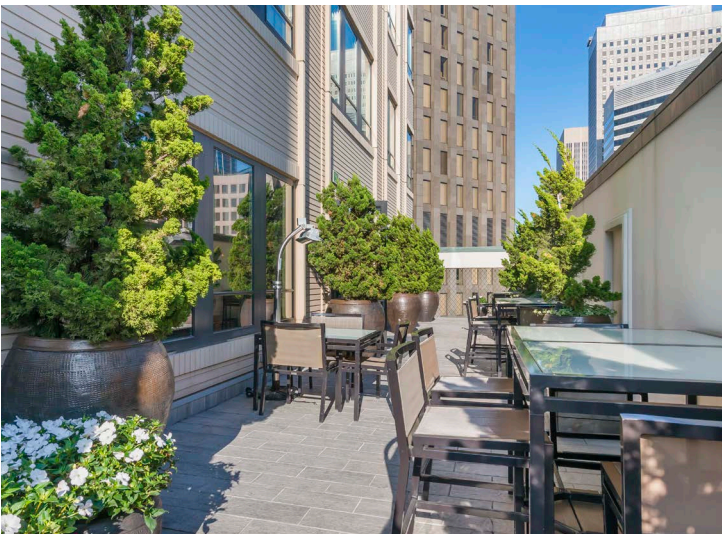
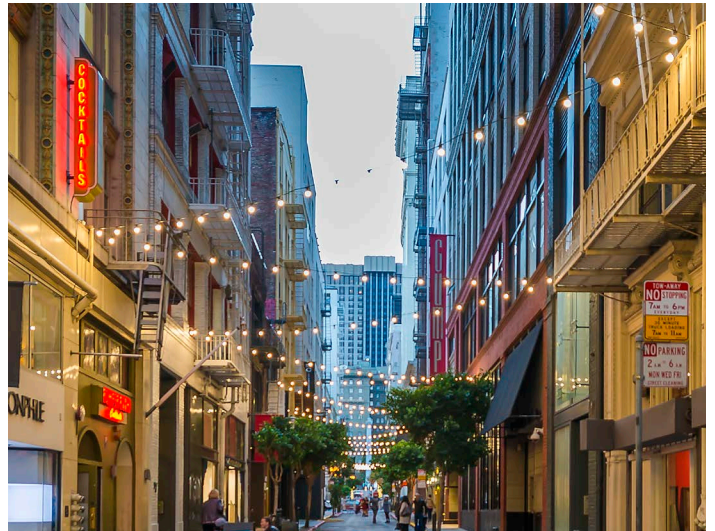
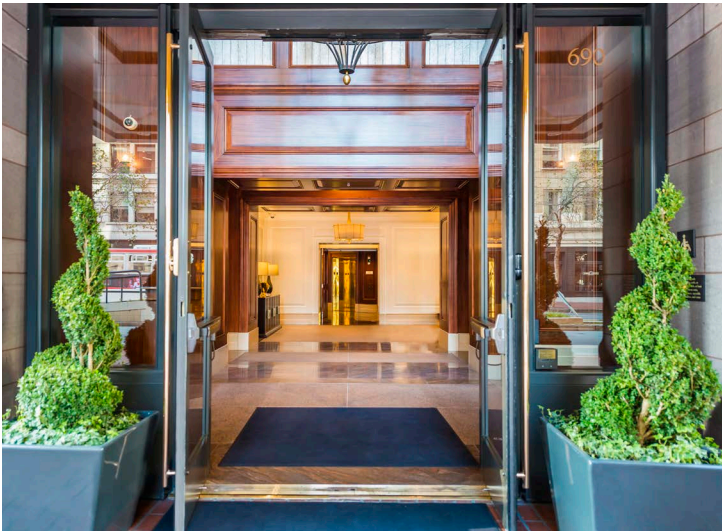
Services: Full-time concierge, Bellman, Doormen, Valet parking, Tuesday through Saturday wine tastings, On-site General Manager, House car service, House-keeping (a la carte), Curated monthly events, 24-hour loss-prevention

Website: ResidencesSF.com



ACTIVE LISTINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*



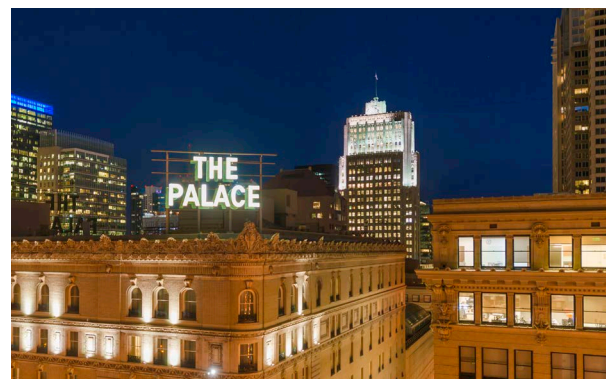
ACTIVE LISTINGS - THE RITZ-CARLTON RESIDENCES, SAN FRANCISCO

Unit	Bed/Bath	SqFt	Parking	HOA \$	\$	\$/SqFt
202	1/1.5	1,315	1	\$2,722	\$1,150,000	\$875
204	2/2.5	1,625	1	\$2,842	\$1,550,000	\$954
505	2/2.5	1,805	1	\$2,842	\$1,750,000	\$970
901	2/2.5	1,735	1	\$2,842	\$1,795,000	\$1,035

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*



815 TENNESSEE

[815 Tennessee St](#) at 19th | Dogpatch

Project specs: 69 units, 5-stories, 70 parking spaces

Date on Market: September 2017 **Closings:** Q1 2018

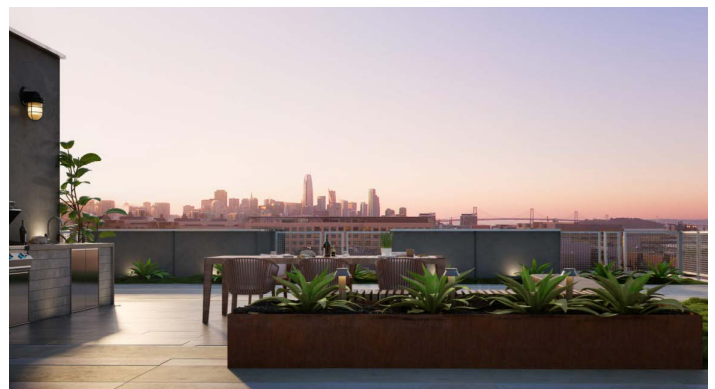
Developer: DM Development

Architect: BDE

Features & Finishes: 9' ceilings, Wide-plank oak floors, Sozo Studio kitchen cabinetry, White quartz counter tops, Bosch gas range/oven/paneled dishwasher, Leibherr paneled refrigerator, Blanco kitchen faucets, Elkay kitchen sinks, Hansgrohe bathroom fixtures, Porcelain tiled baths

Amenities: Roof terrace with BBQ, Lobby attendant, Bicycle parking and repair station, Webpass internet, Automated package lockers

Website: 815Tennessee.com



PRICE RANGES

Type	\$
One-bedroom	\$750K +
Two-Bedroom	\$1.2MM +
Three-bedroom	\$1.5MM +

DEVELOPMENT SNAPSHOT *Currently Selling*



LAGUNA HAYES

[580 Hayes St](#) at Laguna | Hayes Valley

Status: 4 units available

Project specs: 29 units, 5-stories, 20 parking spaces

Date on Market: June 2017 **Closings:** Q3 2017

Developer: Village Properties

Architect: Sternberg Benjamin, Marta Fry Landscape

Features & Finishes: Quartz counter tops, Studio Becker matte lacquer cabinetry, Miele induction cook top, Bosch oven, Zephyr hood, Bosch dishwasher, Bosh refrigerator, Waterworks and Laufen plumbing fixtures, Julien kitchen sink, Porcelain tiled baths, Saw cut oak floors, A/C, LED track lighting

Amenities: Roof terrace with BBQ, Courtyard, Available storage, Fire pit, Lounge

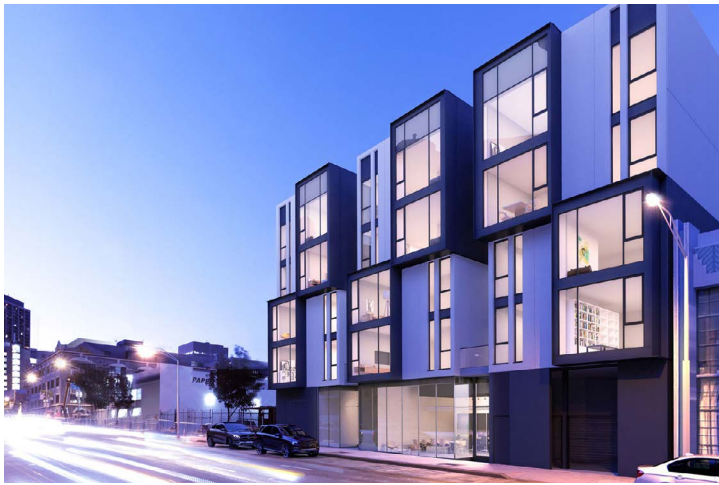
Website: LagunaHayes.com



ACTIVE LISTINGS

Unit	Type	SqFt	HOA \$	Parking	\$	\$/SqFt
207	1/1	797	\$564	0	\$949,000	\$1,191
307	1/1	797	\$564	0	\$989,000	\$1,241
404	1/1	804	\$571	0	\$1,029,000	\$1,280
405	1/1	803	\$571	0	\$1,029,000	\$1,281

DEVELOPMENT SNAPSHOT *Currently Selling*



LA MAISON

[241 10th Street](#) at Howard | SOMA

Status: 14 market-rate units in contract, Average \$/SqFt (active listings): \$1,230

Project specs: 28 units, 5-stories

Date on Market: June 2017 **Est. Closings:** Q3 2017

Developer: JS Sullivan **Architect:** Alan Tse

Features & Finishes: Bertazzoni cook tops and ovens, Smeg and Bosch refrigerators, Bosch dishwashers, Quartz counter tops, Hansgrohe plumbing fixtures, Porcelain tiled baths, Toto toilets, Duravit bathtubs

Amenities: Roof terrace with BBQ

Website: LaMaisonSOMA.com



ACTIVE LISTINGS

Unit	Bed/Bath	SqFt	HOA \$	Prkng	\$	\$/SqFt
505	1/1	551	\$538	0	\$769,000	\$1,396
304	1/1	659	\$557	0	\$799,000	\$1,212
307	1/1	660	\$557	0	\$799,000	\$1,211
406	1/1	653	\$556	0	\$799,000	\$1,224
401	2/2	947	\$632	1	\$1,095,000	\$1,156
503	2/2	935	\$629	1	\$1,139,000	\$1,218
403	2/2	935	\$629	1	\$1,179,000	\$1,261
402	2/2	981	\$629	1	\$1,199,000	\$1,222

CLOSINGS

Unit	Bed/Bath	SqFt	Prkng	HOA \$	\$	\$/SqFt	Date
205	1/1	551	0	\$538	\$674,000	\$1,223	Q3 2017
306	1/1	629	0	\$551	\$779,000	\$1,238	Q3 2017
203	2/2	923	0	\$603	\$1,065,000	\$1,154	Q3 2017
303	2/2	920	1	\$627	\$1,079,000	\$1,173	Q3 2017

* Parking spaces valued at \$70K/space

DEVELOPMENT SNAPSHOT *Currently Selling*



99 RAUSCH

[99 Rausch Street](#) at Folsom | SOMA

Status: 8 units in-contract

Average \$/SqFt (Active Listings): \$1,339

Project specs: 112 units, 6-stories, 76 parking spaces, 13 BMRs, HOA: \$500-800

Date on Market: June 2017 **Closings:** Q4 2017

Developer: The Pillar Capital **Architect:** BAR

Interiors: Edmonds + Lee

Amenities: Lobby attendant, Lounge, Conference room, Gym, Rear garden, Roof terrace, BBQ, Fire pit, 15 EV-ready parking spaces

Website: [99Rausch-SF.com](#)



ACTIVE LISTINGS

Unit	Bed/Bath	SqFt	HOA \$	Prkng	\$	\$/SqFt
220	0/1	403	\$516	0	\$599,000	\$1,486
217	0/1	431	\$525	0	\$619,000	\$1,436
104	1/1	610	\$588	0	\$799,000	\$1,310
106	1/1	615	\$588	0	\$799,000	\$1,299
108	1/1	615	\$588	0	\$799,000	\$1,299
203	1/1	616	\$586	0	\$849,000	\$1,378
207	1/1	656	\$601	0	\$859,000	\$1,309
321	1/1	603	\$583	0	\$859,000	\$1,425
115	1/1	611	\$586	0	\$869,000	\$1,422
324	1/1	726	\$626	0	\$899,000	\$1,238
301	2/2	937	\$630	0	\$1,025,000	\$1,094
202	2/2	972	\$636	1	\$1,025,000	\$1,055
302	2/2	972	\$636	1	\$1,095,000	\$1,127
403	2/2	935	\$629	1	\$1,179,000	\$1,261
216	2/2	920	\$696	1	\$1,250,000	\$1,359
218	2/2	928	\$697	1	\$1,259,000	\$1,357
326	2/2	852	\$670	1	\$1,359,000	\$1,595
219	2/2	947	\$700	1	\$1,429,000	\$1,509
311	2/2	1,004	\$721	1	\$1,519,000	\$1,513
112	2/2	1,066	\$741	1	\$1,549,000	\$1,453

* Parking spaces valued at \$75K/space; EV ready parking spaces valued at \$95K/space

DEVELOPMENT SNAPSHOT *Currently Selling*



1868 VAN NESS

[1868 Van Ness](#) at Washington | Van Ness Corridor

Average \$/SqFt (closings): \$1,330

Project specs: 35 units, 8-stories, 35 parking spaces

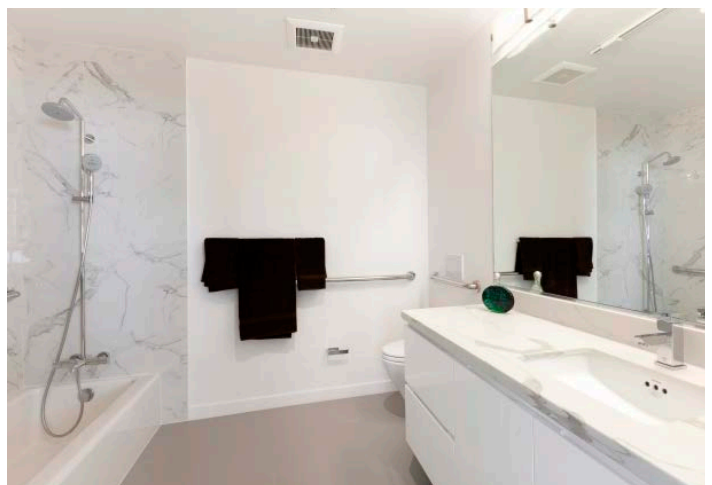
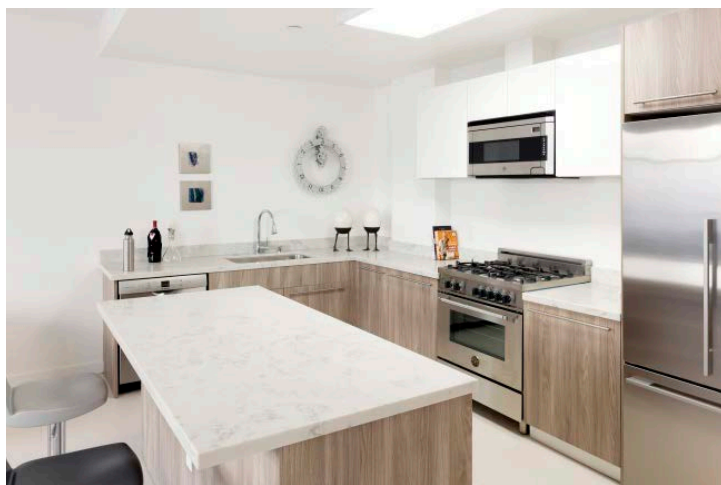
Date on Market: March 2017

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



CLOSINGS

Unit	Bed/Bath	SqFt	Prkng	\$	\$/SqFt	Closing Date
204	1/1	555	1	\$625,000	\$1,126	Q2 2017
304	1/1	555	1	\$671,500	\$1,210	Q2 2017
404	1/1	555	1	\$699,000	\$1,259	Q2 2017
206	1/1	605	1	\$779,000	\$1,288	Q2 2017
504	1/1	555	1	\$785,000	\$1,414	Q2 2017
306	1/1	605	1	\$789,000	\$1,304	Q2 2017
305	1/1	600	1	\$803,000	\$1,338	Q2 2017
205	1/1	600	1	\$804,500	\$1,341	Q2 2017
406	1/1	605	1	\$829,000	\$1,370	Q2 2017
505	1/1	688	1	\$924,500	\$1,344	Q2 2017
701	1/1	650	1	\$1,032,500	\$1,588	Q2 2017

DEVELOPMENT SNAPSHOT *Currently Selling*



KNOX

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

Status: Approx. 85% sold, Average \$/SqFt (closings): \$1,203, Approx. absorption: 11 units/month

Pre-sales: February 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



CLOSINGS

Unit	Type	SqFt	HOA \$	Prkng	\$	\$/SqFt	Closing Date
104	1/1	597	\$510	0	\$690,000	\$1,156	Q2 2017
204	1/1	608	\$531	0	\$720,000	\$1,184	Q3 2017
114	1/1	773	\$568	0	\$728,000	\$942	Q3 2017
112	1/1	765	\$568	0	\$735,000	\$961	Q3 2017
203	1/1	688	\$531	0	\$780,000	\$1,134	Q2 2017
205	1/1	680	\$531	0	\$785,000	\$1,154	Q3 2017
214	1/1	773	\$568	0	\$795,000	\$1,028	Q3 2017
212	1/1	767	\$568	0	\$820,000	\$1,069	Q3 2017
314	1/1	900	\$622	0	\$825,000	\$917	Q3 2017
305	1/1	680	\$531	0	\$830,500	\$1,221	Q3 2017
312	1/1	894	\$631	0	\$838,000	\$937	Q3 2017
105	1/1	625	\$531	0	\$845,000	\$1,352	Q3 2017
106	1/1	690	\$531	0	\$855,000	\$1,239	Q3 2017
405	1/1	680	\$531	0	\$865,000	\$1,272	Q3 2017
316	1/1	828	\$631	0	\$865,000	\$1,045	Q3 2017
103	1/1	655	\$531	0	\$877,722	\$1,340	Q2 2017
414	1/1	900	\$622	0	\$940,000	\$1,044	Q3 2017
420	1/1	744	\$568	0	\$948,500	\$1,275	Q3 2017
119	1/1	788	\$568	0	\$961,000	\$1,220	Q3 2017
416	1/1	906	\$622	0	\$983,000	\$1,085	Q3 2017
218	2/2	781	\$568	1	\$935,000	\$1,197	Q3 2017
215	2/2	959	\$660	1	\$1,116,000	\$1,164	Q3 2017
213	2/2	952	\$660	1	\$1,119,533	\$1,176	Q3 2017
411	2/2	840	\$631	1	\$1,130,000	\$1,345	Q3 2017
115	2/2	931	\$660	1	\$1,186,000	\$1,274	Q2 2017
207	2/2	949	\$660	1	\$1,195,000	\$1,259	Q3 2017
201	2/2	972	\$660	1	\$1,195,000	\$1,229	Q3 2017
307	2/2	938	\$660	1	\$1,199,533	\$1,279	Q3 2017
317	2/2	959	\$660	1	\$1,200,000	\$1,251	Q3 2017
413	2/2	952	\$660	1	\$1,205,000	\$1,266	Q3 2017
315	2/2	959	\$660	1	\$1,205,000	\$1,257	Q2 2017
113	2/2	924	\$660	1	\$1,206,000	\$1,305	Q3 2017
306	2/2	919	\$660	1	\$1,224,000	\$1,332	Q3 2017
409	2/2	1,028	\$697	1	\$1,239,533	\$1,206	Q3 2017
417	2/2	959	\$660	1	\$1,275,000	\$1,330	Q3 2017
402	2/2	945	\$660	1	\$1,290,000	\$1,365	Q3 2017
301	2/2	972	\$660	1	\$1,356,000	\$1,395	Q3 2017
505	2/2	1,029	\$697	1	\$1,395,000	\$1,356	Q3 2017
208	2/2	1,255	\$760	1	\$1,395,000	\$1,112	Q2 2017
501	3/2	1,253	\$797	2	\$1,650,000	\$1,317	Q3 2017

ACTIVE LISTINGS

Unit	Type	SqFt	Prkng	HOA	\$	\$/SqFt
404	1/1	669	0	\$534	\$890,000	\$1,330
319	2/2	1,092	1	\$699	\$1,345,000	\$1,232
503	2/2	959	1	\$660	\$1,365,000	\$1,423

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



THE AUSTIN

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

Status: Approx. 45% sold, Average \$/SqFt (active listings): \$1,485, Approx. absorption: 7 units/month

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
207	0/1	442	\$601	0	\$660,500	\$1,494
307	0/1	441	\$601	0	\$723,500	\$1,641
407	0/1	442	\$601	0	\$747,500	\$1,691
401	1/1	581	\$742	1	\$898,500	\$1,546
609	1/1	603	\$659	0	\$914,500	\$1,517
501	1/1	581	\$650	0	\$935,500	\$1,610
308	1/1	619	\$755	1	\$961,500	\$1,553
610	1/1	640	\$767	1	\$995,500	\$1,555
1006	1/1	626	\$762	1	\$1,018,500	\$1,627
1106	1/1	626	\$762	1	\$1,049,500	\$1,677
1206	1/1	626	\$758	1	\$1,067,500	\$1,705
1002	1/1	742	\$799	1	\$1,088,500	\$1,467
903	1/1	737	\$801	1	\$1,094,500	\$1,485
907	2/2	1,131	\$940	1	\$1,521,500	\$1,345
306	2/2	1,198	\$960	1	\$1,558,500	\$1,301
705	2/2	1,158	\$945	1	\$1,591,500	\$1,374
804	2/2	1,140	\$939	1	\$1,610,500	\$1,413
603	2/2	1,131	\$940	1	\$1,613,500	\$1,427
805	2/2	1,157	\$950	1	\$1,640,500	\$1,418
409	2/2	1,400	\$1,031	1	\$1,678,500	\$1,199
1104	2/2	1,141	\$940	1	\$1,827,500	\$1,602
606	2/2	1,193	\$958	1	\$2,049,500	\$1,718

DEVELOPMENT SNAPSHOT *Currently Selling*



CRIMSON

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

Status: 13 market rate units available

Pre-sales: January 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

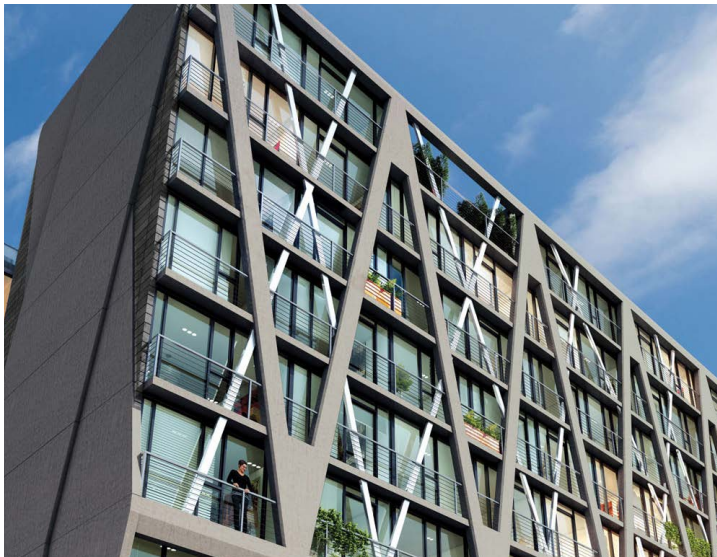


ACTIVE LISTINGS

Unit	Type	SqFt	Listing Price	\$/SqFt
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	\$1,233,319	\$1,180
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
205	2/2	1,000	\$1,421,899	\$1,422
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
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. 90% sold, Average \$/SqFt (closings): \$1,244, Approx. absorption: 5 units/month

Date on market: September 2016

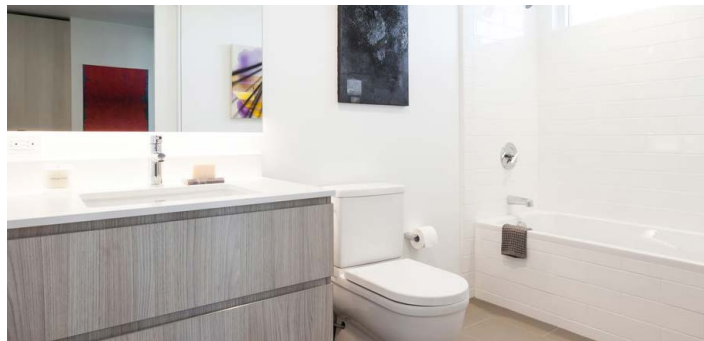
Project specs: 70 units, 9-stories, 43 parking spaces (Klaus Stack Parkers), 11 BMRs

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
302	1/1 + Den	673	\$572	\$699,000	\$1,039	Q4 2016
301	1/1 + Den	676	\$572	\$699,000	\$1,034	Q4 2016
402	1/1	673	\$572	\$710,000	\$1,055	Q1 2017
410	1/1	673	\$572	\$710,000	\$1,055	Q1 2017
401	1/1	676	\$572	\$710,000	\$1,050	Q1 2017
307	1/1	658	\$572	\$719,000	\$1,093	Q1 2017
306	1/1	663	\$572	\$722,012	\$1,089	Q2 2017
406	1/1	664	\$572	\$745,000	\$1,122	Q3 2017
305	1/1 + Den	654	\$572	\$762,000	\$1,165	Q1 2017
606	1/1	664	\$572	\$788,000	\$1,187	Q1 2017
405	1/1	655	\$572	\$789,000	\$1,205	Q1 2017
605	1/1	655	\$572	\$790,000	\$1,206	Q2 2017
505	1/1	673	\$572	\$792,000	\$1,177	Q1 2017
505	1/1	655	\$572	\$797,000	\$1,217	Q1 2017
506	1/1	664	\$572	\$802,000	\$1,208	Q1 2017
610	1/1	673	\$572	\$836,912	\$1,244	Q1 2017
710	1/1 + Den	673	\$572	\$845,000	\$1,256	Q3 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
706	1/1	664	\$572	\$915,000	\$1,378	Q3 2017
805	1/1	655	\$572	\$930,000	\$1,420	Q1 2017
PH2	1/1	655	\$572	\$930,000	\$1,420	Q3 2017
807	1/1 + Den	659	\$572	\$940,000	\$1,426	Q3 2017
801	1/1	676	\$572	\$940,000	\$1,391	Q1 2017
806	1/1	664	\$572	\$949,000	\$1,429	Q1 2017
409	2/2	845	\$633	\$980,000	\$1,160	Q3 2017
309	2/2	845	\$634	\$1,002,000	\$1,186	Q1 2017
509	2/2	845	\$634	\$1,045,000	\$1,237	Q3 2017
508	2/2	831	\$634	\$1,049,000	\$1,262	Q3 2017
503	2/2	845	\$633	\$1,049,000	\$1,241	Q3 2017
609	2/2	845	\$634	\$1,049,000	\$1,241	Q3 2017
206	2/2	877	\$634	\$1,095,000	\$1,249	Q3 2017
709	2/2	845	\$634	\$1,115,000	\$1,320	Q3 2017
704	2/2	841	\$634	\$1,150,000	\$1,367	Q3 2017
603	2/2	845	\$634	\$1,151,500	\$1,363	Q1 2017
PH3	2/2	1,229	\$779	\$1,650,000	\$1,343	Q3 2017
PH1	3/3	1,282	\$779	\$1,695,000	\$1,322	Q3 2017

*Parking spaces valued at \$65K/space; HOA fee does not include monthly parking fee of \$70

ACTIVE LISTINGS

Unit	Type	SqFt	Parkng	\$	\$/SqFt
705	1/1	655	0	\$845,000	\$1,290
608	2/2	831	1	\$1,059,000	\$1,274
504	2/2	841	1	\$1,075,000	\$1,278
203	2/2	862	1	\$1,099,000	\$1,275

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



1450 FRANKLIN

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

Status: Average \$/SqFt (closings): \$1,230, 2 market-rate units available, Approx. absorption: 5 units/month

Pre-sales: September 2016

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



CLOSINGS

Unit	Type	SqFt	Parking	\$	\$/SqFt	Date
504	0/1	699	1	\$835,000	\$1,195	Q2 2017
404	0/1	699	1	\$840,000	\$1,202	Q1 2017
503	1/1	699	1	\$850,000	\$1,216	Q1 2017
904	0/1	699	1	\$900,000	\$1,288	Q2 2017
804	0/1	699	1	\$920,500	\$1,317	Q2 2017
803	1/1	699	1	\$925,000	\$1,323	Q1 2017
1003	1/1	699	1	\$950,000	\$1,359	Q2 2017
903	1/1	699	1	\$956,500	\$1,368	Q2 2017
1104	0/1	699	1	\$960,000	\$1,373	Q2 2017
1204	0/1	699	1	\$1,000,000	\$1,431	Q3 2017
1203	1/1	699	1	\$1,021,000	\$1,461	Q3 2017
807	2/2	1,076	1	\$1,079,000	\$1,003	Q2 2017
401	1/2	1,156	1	\$1,170,000	\$1,012	Q2 2017
607	2/2	1,076	1	\$1,200,000	\$1,115	Q2 2017
406	1/2	1,173	1	\$1,210,000	\$1,032	Q2 2017
407	2/2	1,076	1	\$1,210,000	\$1,125	Q2 2017
707	2/2	1,076	1	\$1,224,000	\$1,138	Q2 2017
505	2/2	1,326	1	\$1,350,000	\$1,018	Q1 2017
1007	2/2	1,076	1	\$1,395,000	\$1,296	Q3 2017
1107	2/2	1,076	1	\$1,445,000	\$1,343	Q2 2017
605	2/2	1,326	1	\$1,483,500	\$1,119	Q2 2017
1207	2/2	1,076	1	\$1,485,000	\$1,380	Q3 2017
402	2/2	1,320	1	\$1,495,000	\$1,133	Q2 2017
606	2/2	1,273	1	\$1,495,000	\$1,174	Q2 2017
502	2/2	1,325	1	\$1,550,000	\$1,170	Q2 2017
706	2/2	1,273	1	\$1,578,000	\$1,240	Q2 2017
701	2/2	1,266	1	\$1,587,500	\$1,254	Q2 2017
801	2/2	1,266	1	\$1,595,000	\$1,260	Q2 2017
805	2/2	1,326	1	\$1,595,000	\$1,203	Q3 2017
1001	2/2	1,266	1	\$1,635,000	\$1,291	Q2 2017
602	2/2	1,325	1	\$1,635,000	\$1,234	Q2 2017
1106	2/2	1,273	1	\$1,665,000	\$1,308	Q3 2017
1101	2/2	1,266	1	\$1,690,000	\$1,335	Q2 2017
501	2/2	1,585	1	\$1,690,000	\$1,066	Q3 2017
802	2/2	1,325	1	\$1,692,500	\$1,277	Q2 2017
702	2/2	1,325	1	\$1,700,000	\$1,283	Q3 2017
902	2/2	1,325	1	\$1,705,000	\$1,287	Q2 2017
1206	2/2	1,273	1	\$1,720,000	\$1,351	Q2 2017
1002	2/2	1,325	1	\$1,725,000	\$1,302	Q3 2017
1102	2/2	1,325	1	\$1,765,000	\$1,332	Q2 2017
1202	2/2	1,326	1	\$1,795,000	\$1,354	Q3 2017
901	2/2	1,585	1	\$1,850,000	\$1,167	Q3 2017

ACTIVE LISTINGS

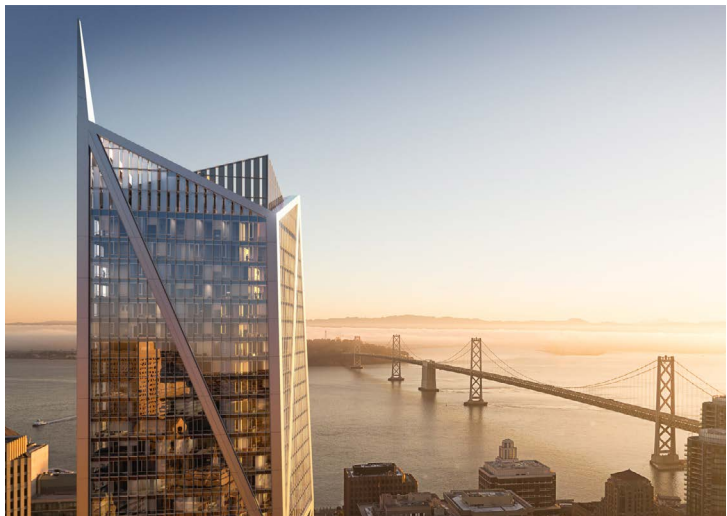
Unit	Type	SqFt	HOA \$	\$	\$/SqFt
PH4	3/3	1,829	\$1,280	\$3,499,000	\$1,913
PH3	3/3	2,076	\$1,382	\$3,649,000	\$1,758

* Parking spaces valued at \$75K/space

UNIT MIX

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

DEVELOPMENT SNAPSHOT *Currently Selling*



181 FREMONT RESIDENCES

[181 Fremont St](#) at Howard | Transbay/South Beach
Average \$/SqFt (sample listings): \$3,125
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
56C	2/2.5	1,605	\$2,945	1	\$3,625,000	\$2,259
58C	2/2.5	1,605	\$2,945	1	\$3,715,000	\$2,315
59C	2/2.5	1,602	\$2,945	1	\$3,760,000	\$2,347
61D	2/2	1,637	\$2,944	1	\$4,315,000	\$2,636
63A	3/3.5	1,882	\$3,044	1	\$5,630,000	\$2,991
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
69B	2/2.5	3,199	\$3,943	2	\$14,000,000	\$4,376
68A	2/2.5 + Den	3,368	\$3,992	2	\$14,500,000	\$4,305

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

DEVELOPMENT SNAPSHOT *Currently Selling*



ACTIVE LISTINGS

Unit	Type	SqFt	Parking	HOA	\$	\$/SqFt
631	0/1	495	1	\$646	\$805,000	\$1,626
520	1/1	804	0	\$736	\$995,000	\$1,238
423	1/1 + Den	767	1	\$717	\$1,000,000	\$1,304
701	2/2 + Den	1,304	1	\$862	\$1,540,000	\$1,181
420	2/2	1,101	1	\$821	\$1,560,000	\$1,417
503	2/2	1,244	1	\$848	\$1,785,000	\$1,435
1107	3/2	1,639	1	\$948	\$2,125,000	\$1,297
1001	3/2.5	1,976	1	\$1,037	\$3,475,000	\$1,759

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

ONE MISSION BAY

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

Status: Approximately 73% in-contract, Average \$/SqFt (active & pending listings): \$1,308, Approximate absorption: 15 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: Q4 2017

Developer: CIM Group/Strada Investment Group

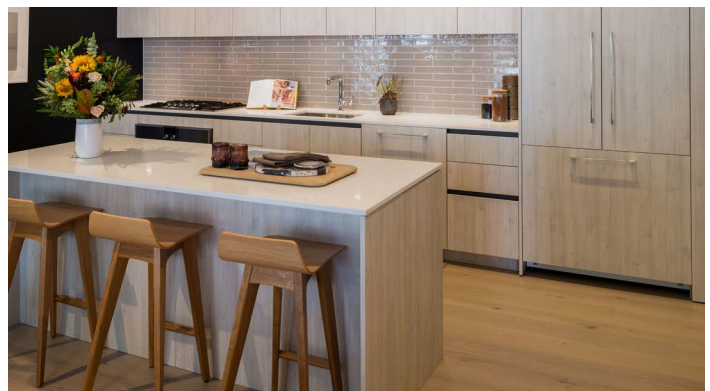
Architect: Arquitectonica **Landscape:** CMG

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](#)



PENDING LISTINGS

Unit	Type	SqFt	Parking	HOA	\$	\$/SqFt
218	0/1	497	0	\$622	\$582,000	\$1,171
312	0/1	508	1	\$653	\$705,000	\$1,388
416	0/1	508	1	\$646	\$705,899	\$1,390
326	0/1	538	1	\$653	\$725,000	\$1,348
531	0/1	495	1	\$653	\$740,000	\$1,495
513	0/1	547	1	\$653	\$755,000	\$1,380
214	1/1	760	1	\$717	\$845,000	\$1,112
412	1/1	767	1	\$717	\$894,000	\$1,166
219	1/1	840	1	\$736	\$900,000	\$1,071
517	1/1	783	1	\$717	\$920,000	\$1,175
908	1/1	830	1	\$736	\$949,000	\$1,143
601	1/1	774	1	\$717	\$965,600	\$1,248
615	1/2	961	1	\$772	\$1,090,000	\$1,134
320	2/2	1,183	1	\$821	\$1,300,000	\$1,099
522	2/2	1,188	1	\$821	\$1,325,000	\$1,115
102	2/2	1,137	1	\$821	\$1,435,000	\$1,262
714	2/2	1,198	1	\$821	\$1,490,000	\$1,244
401	2/2	1,282	1	\$848	\$1,495,000	\$1,166
503	3/2	1,272	1	\$848	\$1,628,000	\$1,280
303	3/2	1,272	1	\$848	\$1,640,000	\$1,289
1505	2/2	1,218	1	\$848	\$1,640,000	\$1,346
505	2/2	1,528	1	\$919	\$1,700,000	\$1,113
611	3/2	1,458	1	\$901	\$1,925,000	\$1,320
1503	2/2	1,124	2	\$821	\$1,960,000	\$1,744
811	3/2	1,458	1	\$901	\$2,100,000	\$1,440
1607	3/2	1,639	2	\$948	\$2,600,000	\$1,586

DEVELOPMENT SNAPSHOT *Currently Selling*



THE HARRISON

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

Status: Approximately 42% sold, Average \$/SqFt (closings): \$1,335/SqFt, Approximate absorption: 7 units/month

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

Date on Market: April 2016

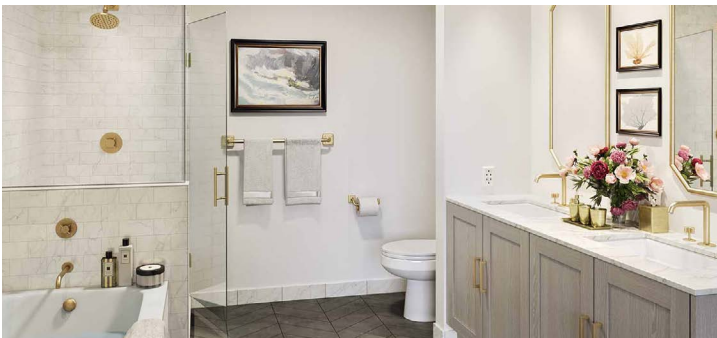
Developer: Maximus **Equity partner:** Rockpoint

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



ACTIVE LISTINGS

Unit	Type	SqFt	HOA	\$	\$/SqFt
6D	1/1	607	\$1,022	\$785,000	\$1,293
13E	1/1	707	\$1,068	\$957,000	\$1,354
8A	1/1	840	\$1,097	\$995,000	\$1,185
28G	1/1	758	\$1,068	\$1,145,000	\$1,511
15G	1/1	819	\$1,097	\$1,210,000	\$1,477
28F	1/1	830	\$1,097	\$1,390,000	\$1,675
8F	2/2	1,240	\$1,241	\$1,420,000	\$1,145
13C	2/2	1,286	\$1,241	\$1,644,000	\$1,278
20B	2/2	1,311	\$1,259	\$1,700,000	\$1,297
20D	2/2	1,297	\$1,241	\$1,900,000	\$1,465
38B	2/2	1,311	\$1,259	\$2,100,000	\$1,602
28C	2/2	1,334	\$1,259	\$2,332,000	\$1,748
43D	2/2	1,252	\$1,241	\$3,075,000	\$2,456
42A	2/2 + Den	1,857	\$1,437	\$3,195,000	\$1,721
41D	3/3	1,949	\$1,470	\$4,500,000	\$2,309

THE HARRISON CLOSINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

CLOSING DETAILS - THE HARRISON

Unit	Type	SqFt	HOA \$	\$	\$/SqFt	Closing Date
4D	1/1	606	1,022	755,000	1,246	Q3 2016
4G	1/1	810	1,097	769,000	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
7D	1/1	613	1,023	795,000	1,297	Q3 2017
4E	1/1	703	1,068	798,000	1,135	Q2 2017
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	831,000	1,376	Q4 2016
5E	1/1	705	1,068	831,000	1,184	Q3 2017
6G	1/1	823	1,097	840,000	1,021	Q1 2017
7G	1/1	834	1,097	840,000	1,007	Q4 2016
9D	1/1	613	1,023	845,000	1,378	Q3 2017
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
10D	1/1	607	1,022	865,000	1,425	Q3 2017
7E	1/1	705	1,068	865,000	1,227	Q3 2017
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
13D	1/1	613	1,023	880,000	1,436	Q3 2017
11E	1/1	705	1,068	880,000	1,262	Q3 2017
15E	1/1	707	1,068	890,000	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
9H	1/1	759	1,068	930,000	1,225	Q2 2017
16E	1/1	707	1,068	941,000	1,331	Q4 2016
14H	1/1	760	1,068	960,000	1,263	Q3 2017
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	990,000	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
12G	1/1	833	1,097	1,080,000	1,297	Q2 2017
13G	1/1	833	1,097	1,125,000	1,351	Q3 2017
4F	2/2	1,241	1,241	1,147,500	925	Q3 2016
14G	1/1	819	1,097	1,155,000	1,410	Q3 2017
17F	1/1	833	1,097	1,175,000	1,411	Q2 2017
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
16G	1/1	833	1,097	1,225,000	1,471	Q3 2017
18F	1/1	830	1,097	1,245,000	1,500	Q4 2016
6F	2/2	1,262	1,241	1,250,000	990	Q1 2017
20F	1/1	833	1,097	1,264,000	1,517	Q2 2017
19F	1/1	833	1,097	1,268,100	1,522	Q3 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
23F	1/1	833	1,097	1,290,000	1,549	Q3 2017
11B	2/2	1,312	1,259	1,313,000	1,001	Q4 2016
25F	1/1	833	1,097	1,315,000	1,579	Q3 2017
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	1,368,700	1,044	Q3 2016
6C	2/2	1,339	1,259	1,368,000	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
35F	1/1	830	1,097	1,452,933	1,751	Q1 2017
8C	2/2	1,339	1,259	1,465,000	1,094	Q1 2017
36F	1/1	830	1,097	1,475,000	1,777	Q3 2017
11F	2/2	1,240	1,241	1,479,000	1,193	Q2 2017
9C	2/2	1,266	1,241	1,495,000	1,181	Q2 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
10C	2/2	1,266	1,241	1,550,000	1,224	Q2 2017
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
15C	2/2	1,339	1,260	1,650,000	1,232	Q3 2017
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
18D	2/2	1,311	1,241	1,695,000	1,293	Q3 2017
14F	2/2	1,240	1,241	1,700,000	1,371	Q2 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
36B	2/2	1,313	1,259	2,035,000	1,550	Q2 2017
23E	2/2	1,262	1,241	2,100,000	1,664	Q2 2017
24E	2/2	1,262	1,241	2,154,000	1,707	Q2 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
43E	Shell	1,949	1,470	2,810,000	1,442	Q2 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



DEVELOPMENT SNAPSHOT *Currently Selling*



THE PACIFIC

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

Status: 9 market-rate units available

Average \$/SqFt (closings): \$1,892

Project specs: 76 units, 0 BMRs

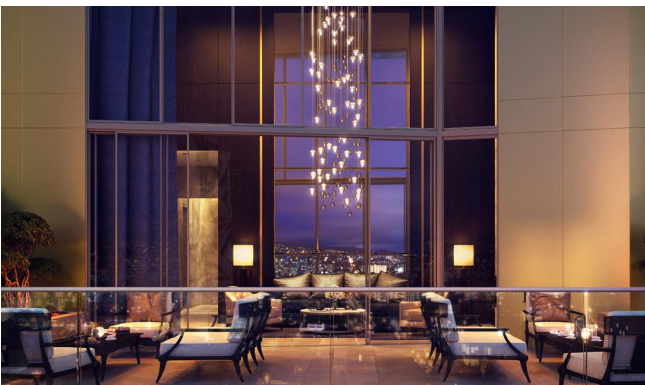
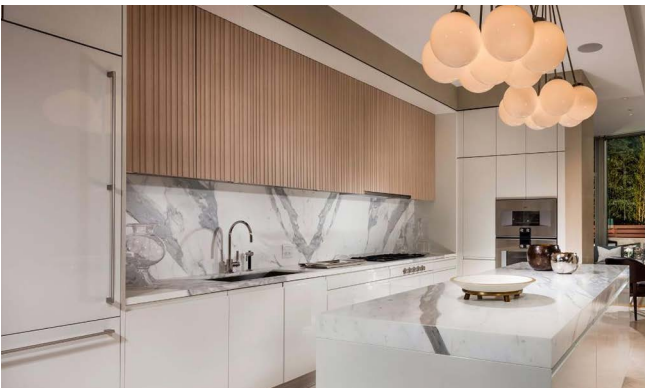
On market: Row Houses - February 2016; Flats - July 2016

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

LISTINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

ACTIVE LISTINGS - THE PACIFIC

Unit	Type	SqFt	Listing Price	\$/SqFt
608	2/2 + Den	1,793	\$3,895,000	\$2,172
607	2/2 + Den	1,956	\$3,995,000	\$2,042
PH3	3/3	2,207	\$4,495,000	\$2,037
501	3/2.5	2,112	\$4,875,000	\$2,308
609	3/3	2,389	\$4,995,000	\$2,091
PH1	Shell	2,175	\$6,495,000	\$2,986
PH7	Shell	3,031	\$9,950,000	\$3,283
GPH1	Shell	3,851	\$12,150,000	\$3,155
GH4	Shell	3,128	\$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
205	1/1.5	1,039	1	\$1,550,000	\$1,492	Q3 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
308	2/2	1,780	1	\$2,460,000	\$1,382	Q2 2017
207	2/2	1,401	1	\$2,495,000	\$1,781	Q4 2016
504	2/2	1,440	1	\$2,495,000	\$1,733	Q3 2017
105	2/2	1,534	1	\$2,495,600	\$1,627	Q3 2017
407	2/2 + Den	1,940	1	\$2,550,000	\$1,314	Q2 2017
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
604	2/2	1,451	1	\$2,700,000	\$1,861	Q2 2017
303	2/2	1,325	1	\$2,795,000	\$2,109	Q3 2017
201	2/2	1,472	1	\$2,800,000	\$1,902	Q4 2016
503	2/2	1,325	1	\$2,800,000	\$2,113	Q2 2017
RH 2468 Sacramento	3/3.5	2,404	1	\$2,895,000	\$1,204	Q4 2016
402	2/2	1,434	1	\$2,900,000	\$2,022	Q2 2017
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
603	2/2	1,360	1	\$2,995,000	\$2,202	Q3 2017
502	2/2	1,434	1	\$3,050,000	\$2,127	Q1 2017
RH 2466 Sacramento	3/3.5	2,424	1	\$3,050,000	\$1,258	Q2 2017
507	2/2 + Den	1,940	1	\$3,100,000	\$1,598	Q4 2016
602	2/2	1,479	1	\$3,195,000	\$2,160	Q2 2017
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
409	3/3	2,349	1	\$3,394,933	\$1,445	Q3 2017
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
RH 2458 Sacramento	3/3.5	2,404	1	\$3,875,100	\$1,612	Q3 2017
111	3/4	2,620	1	\$3,900,000	\$1,489	Q1 2017
RH 2460 Sacramento	3/3.5	2,404	1	\$3,900,000	\$1,622	Q3 2017
301	3/2.5	2,112	1	\$3,975,000	\$1,882	Q2 2017
RH 2462 Sacramento	3/4	3,005	1	\$4,295,000	\$1,429	Q4 2016
401	3/2.5	2,112	1	\$4,495,000	\$2,128	Q2 2017
PH2	3/2	2,172	2	\$4,950,000	\$2,279	Q3 2016
601	3/2.5	2,150	1	\$4,999,500	\$2,325	Q3 2017
506	3/3	2,339	1	\$6,200,000	\$2,651	Q3 2016
PH6	3/4	2,584	2	\$8,950,000	\$3,464	Q3 2016
606	3/3	2,389	1	\$8,960,000	\$3,751	Q3 2016
GPH2	Shell	3,814	2	\$11,000,000	\$2,884	Q3 2017
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 = Rowhouse

DEVELOPMENT SNAPSHOT *Currently Selling*



THE DISTRICT

2655 Bush St at Divisadero | Lower Pac Heights

Status: Approx. 20 market-rate units available, Approximate absorption: 3 units/month, Average \$/SqFt (closings): \$1,223

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

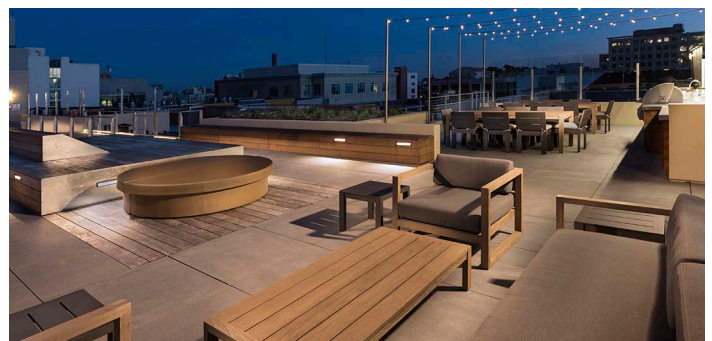
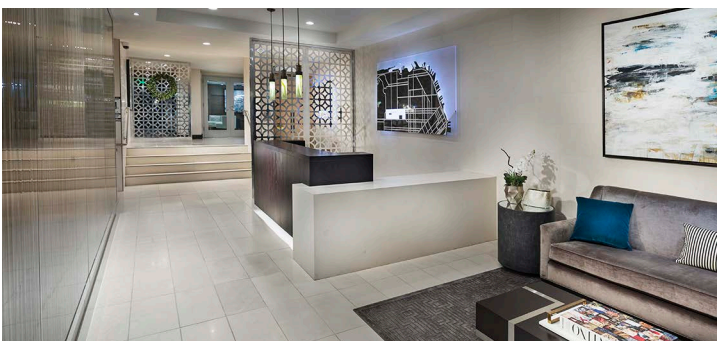
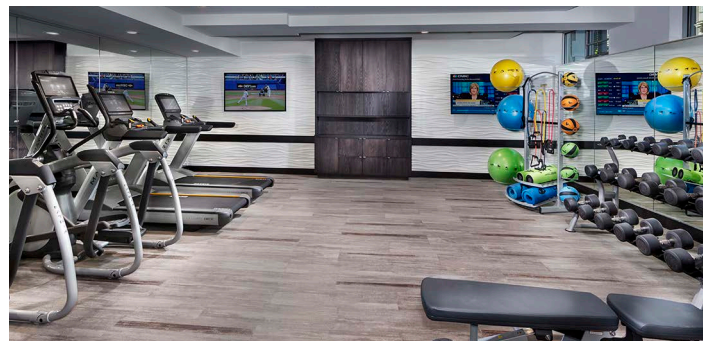
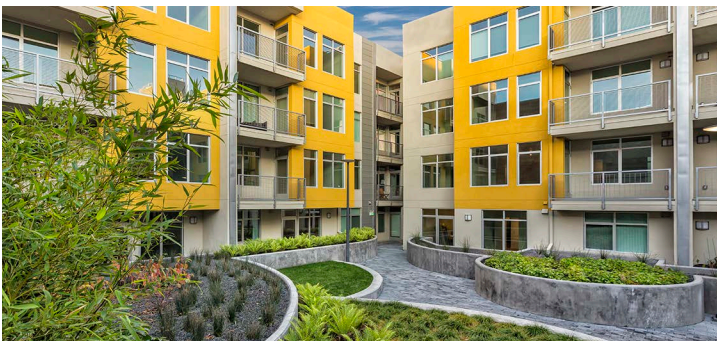
Date on market: January 2016

Developer: KB Signature **Architect:** KTG Y

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



LISTINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

ACTIVE LISTINGS - THE DISTRICT

Unit	Bed/Bath	SqFt	Parking	\$	\$/SqFt
111	1/1.5 + Den	980	1	\$1,019,000	\$1,040
205	2/2	1,164	1	\$1,314,000	\$1,129
317	2/2	1,053	1	\$1,315,000	\$1,249
203	2/2	1,164	1	\$1,320,000	\$1,134
303	2/2	1,164	1	\$1,385,000	\$1,190
305	2/2	1,164	1	\$1,399,000	\$1,202
330	2/2	1,149	1	\$1,410,000	\$1,227
405	2/2	1,164	1	\$1,499,000	\$1,288
306	2/2	1,311	1	\$1,570,000	\$1,198
106	2/2	1,259	1	\$1,609,725	\$1,279
505	2/2	1,164	1	\$1,649,000	\$1,417
603	2/2	1,003	1	\$1,699,000	\$1,694
605	2/2	1,003	1	\$1,739,000	\$1,734
201	2/2 + Den	1,600	2	\$1,850,000	\$1,156
301	2/2 + Den	1,600	2	\$1,975,000	\$1,234
401	2/2 + Den	1,600	2	\$2,095,000	\$1,309
601	2/2 + Den	1,375	2	\$2,294,000	\$1,668
501	2/2 + Den	1,600	2	\$2,420,000	\$1,513

CLOSINGS

Unit	Bed/Bath	SqFt	HOA \$	Parking	\$	\$/SqFt	Closing date
209	1/1	591	\$703	1	\$743,500	\$1,258	Q4 2016
109	1/1	655	\$719	1	\$775,000	\$1,183	Q1 2017
416	1/1	713	\$732	1	\$800,000	\$1,122	Q1 2017
216	1/1	713	\$732	1	\$800,000	\$1,122	Q3 2017
316	1/1	713	\$732	1	\$825,000	\$1,157	Q1 2017
114	1/1	666	\$721	1	\$835,000	\$1,254	Q3 2017
119	1/1.5	793	\$762	1	\$850,000	\$1,072	Q1 2017
117	1/1 + Den	793	\$762	1	\$859,000	\$1,083	Q4 2016
108	1/1	656	\$709	1	\$860,000	\$1,311	Q3 2016
210	1/1	824	\$703	1	\$865,000	\$1,050	Q4 2016
110	1/1	621	\$710	1	\$870,500	\$1,402	Q4 2016
123	1/1.5	793	\$762	1	\$879,000	\$1,108	Q4 2016
112	1/1	672	\$723	1	\$898,000	\$1,336	Q4 2016
309	1/1	744	\$741	1	\$929,000	\$1,249	Q4 2016
310	1/1 + Den	824	\$759	1	\$970,000	\$1,177	Q4 2016
409	1/1	746	\$741	1	\$980,000	\$1,314	Q1 2017
115	1/1.5	980	\$811	1	\$989,000	\$1,009	Q1 2017
410	1/1	824	\$759	1	\$990,000	\$1,201	Q1 2017
225	2/2	899	\$776	1	\$1,025,000	\$1,140	Q4 2016
127	2/2	974	\$797	1	\$1,075,000	\$1,104	Q4 2016
327	2/2	974	\$797	1	\$1,095,000	\$1,124	Q2 2017
129	2/2	1,046	\$814	1	\$1,125,000	\$1,076	Q1 2017
227	2/2	974	\$797	1	\$1,125,000	\$1,155	Q3 2017
128	2/2	1,014	\$808	1	\$1,140,000	\$1,124	Q3 2016
329	2/2	1,046	\$814	1	\$1,210,000	\$1,157	Q3 2017
214	2/2	971	\$795	1	\$1,210,000	\$1,246	Q3 2017
427	2/2	974	\$797	1	\$1,215,000	\$1,247	Q1 2017
429	2/2	1,046	\$814	1	\$1,215,000	\$1,162	Q3 2017
328	2/2	1,066	\$821	1	\$1,243,000	\$1,166	Q3 2016
207	2/2	1015	\$805	1	\$1,260,500	\$1,242	Q4 2016
321	2/2	1,080	\$821	1	\$1,265,000	\$1,171	Q2 2017
307	2/2	1,038	\$810	1	\$1,269,000	\$1,223	Q1 2017
325	2/2	1,010	\$804	1	\$1,270,000	\$1,257	Q2 2017
212	2/2	959	\$794	1	\$1,272,500	\$1,327	Q3 2016
314	2/2	971	\$794	1	\$1,289,000	\$1,327	Q4 2016
425	2/2	1,010	\$804	1	\$1,309,000	\$1,296	Q2 2017
312	2/2	971	\$737	1	\$1,310,000	\$1,349	Q4 2016
130	2/2 + Den	1,097	\$825	1	\$1,330,000	\$1,212	Q2 2017
230	2/2 + Den	1,149	\$838	1	\$1,350,000	\$1,175	Q2 2017
412	2/2	971	\$737	1	\$1,355,560	\$1,396	Q4 2016
414	2/2	971	\$794	1	\$1,355,560	\$1,396	Q4 2016
421	2/2	1,080	\$821	1	\$1,365,000	\$1,264	Q1 2017
417	2/2	1,080	\$820	1	\$1,365,000	\$1,264	Q2 2017
311	2/2	1,233	\$851	1	\$1,385,000	\$1,123	Q1 2017
208	2/2	1,053	\$758	1	\$1,392,000	\$1,322	Q1 2017
407	2/2	1,038	\$810	1	\$1,393,500	\$1,342	Q1 2017
428	2/2	1,075	\$821	1	\$1,395,000	\$1,298	Q4 2016
430	2/2 + Den	1,149	\$838	1	\$1,410,000	\$1,227	Q2 2017
228	2/2	1,066	\$821	1	\$1,423,500	\$1,335	Q3 2016
408	2/2	1,053	\$816	1	\$1,425,500	\$1,354	Q3 2017
308	2/2	1,053	\$758	1	\$1,439,625	\$1,367	Q4 2016
206	2/2	1,311	\$879	1	\$1,520,000	\$1,159	Q2 2017
406	2/2	1,300	\$879	1	\$1,650,000	\$1,269	Q4 2016

DEVELOPMENT SNAPSHOT *Currently Selling*



LUMINA

201 Folsom Street at Beale | South Beach

Status: Approximately 90% sold out, Approximate absorption: 15 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)

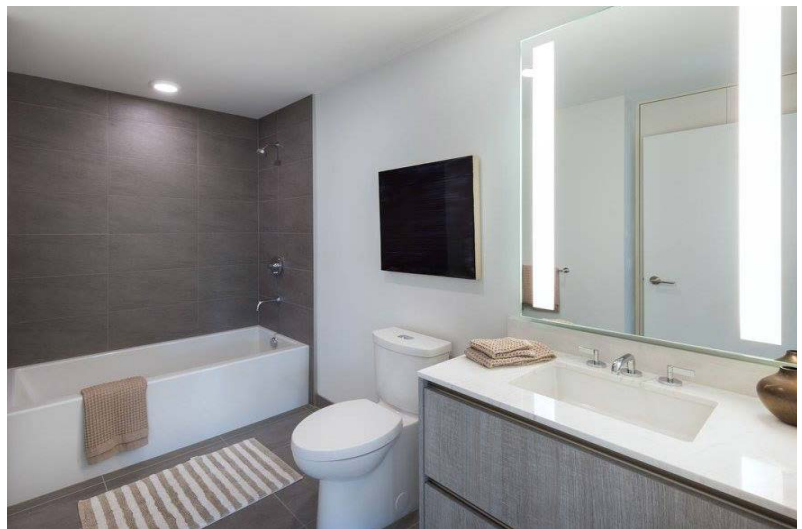
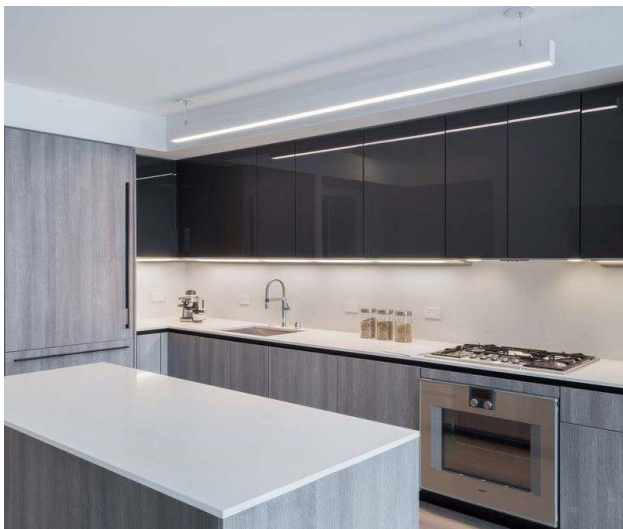
Architect: Arquitectonica (towers) and Heller Manus (podiums/“Plazas”)

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	Prkng	HOA	\$	\$/SqFt
201 Folsom 22H	1/1	853	1	\$993	\$1,245,000	\$1,460
201 Folsom 18B	2/2	1,187	1	\$1,057	\$1,700,000	\$1,432
201 Folsom 32C	2/2	1,495	1	\$1,119	\$2,400,000	\$1,605
201 Folsom 30E	3/3	1,780	1	\$1,177	\$3,245,000	\$1,823
201 Folsom 32B	3/3	2,692	1	\$1,363	\$5,495,000	\$2,041
338 Main 36A	3/3.5	3,770	2	\$2,400	\$7,875,000	\$2,089

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

CLOSINGS ON FOLLOWING PAGES

DEVELOPMENT SNAPSHOT *Currently Selling*

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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 1B	1/1,5	872	\$992	1	\$965,000	\$1,107	Q2 2017
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 4D	1/1	881	\$994	1	\$999,000	\$1,134	Q2 2017
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 5D	1/1	881	\$994	1	\$1,050,000	\$1,192	Q2 2017
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 1A	1/2	1,002	\$1,018	1	\$1,085,000	\$1,083	Q2 2017
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 12H	1/1	853	\$988	1	\$1,125,000	\$1,319	Q2 2017
201 Folsom 15H	1/1	853	\$988	1	\$1,150,000	\$1,348	Q3 2016
201 Folsom 18H	1/1	853	\$993	1	\$1,160,000	\$1,360	Q2 2017
201 Folsom 17H	1/1	853	\$993	1	\$1,160,000	\$1,360	Q3 2017
201 Folsom 12D	1/1	881	\$994	1	\$1,160,000	\$1,317	Q2 2017
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 18D	1/1	881	\$994	1	\$1,235,000	\$1,402	Q2 2017
201 Folsom 14D	1/1	881	\$994	1	\$1,250,000	\$1,419	Q3 2016
201 Folsom 19D	1/1	881	\$993	1	\$1,260,000	\$1,430	Q3 2017
201 Folsom 20D	1/1	881	\$994	1	\$1,265,000	\$1,436	Q3 2016
201 Folsom 17D	1/1	881	\$994	1	\$1,265,000	\$1,436	Q2 2017
201 Folsom 25H	1/1	853	\$988	1	\$1,270,000	\$1,489	Q2 2017
201 Folsom 26H	1/1	853	\$987	1	\$1,285,000	\$1,506	Q2 2017
201 Folsom 27H	1/1	853	\$988	1	\$1,295,000	\$1,518	Q2 2017
201 Folsom 6F	2/2	1,187	\$1,056	1	\$1,300,000	\$1,095	Q1 2017
201 Folsom 28H	1/1	853	\$988	1	\$1,305,000	\$1,530	Q2 2017
201 Folsom 3B	2/2	1,187	\$1,056	1	\$1,348,500	\$1,136	Q2 2017
201 Folsom 8F	2/2	1,187	\$1,056	1	\$1,350,000	\$1,137	Q2 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 9F	2/2	1,187	\$1,056	1	\$1,420,000	\$1,196	Q2 2017
201 Folsom 4F	2/2	1,187	\$1,056	1	\$1,425,000	\$1,201	Q3 2016
201 Folsom 3A	2/2	1,367	\$1,093	1	\$1,450,100	\$1,061	Q4 2016
201 Folsom 9B	2/2	1,187	\$1,056	1	\$1,455,000	\$1,226	Q2 2017
201 Folsom 4C	2/2	1,400	\$1,100	1	\$1,470,000	\$1,050	Q2 2017
201 Folsom 7B	2/2	1,187	\$1,056	1	\$1,472,500	\$1,241	Q2 2017
201 Folsom 5A	2/2	1,367	\$1,093	1	\$1,480,000	\$1,083	Q4 2016
201 Folsom 8B	2/2	1,187	\$1,056	1	\$1,485,000	\$1,251	Q2 2017
201 Folsom 5F	2/2	1,187	\$1,056	1	\$1,493,000	\$1,258	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 3F	2/2	1,187	\$1,057	1	\$1,515,000	\$1,276	Q3 2017
201 Folsom 5C	2/2	1,400	\$1,099	1	\$1,520,000	\$1,086	Q2 2017
201 Folsom 32D	1/1	981	\$1,014	1	\$1,525,000	\$1,555	Q4 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 8E	2/2	1,367	\$1,093	1	\$1,525,000	\$1,116	Q2 2017
201 Folsom 33D	1/1	981	\$1,014	1	\$1,550,000	\$1,580	Q4 2016
201 Folsom 7A	2/2	1,367	\$1,093	1	\$1,550,000	\$1,134	Q4 2016
201 Folsom 8C	2/2	1,400	\$1,099	1	\$1,565,000	\$1,118	Q2 2017
201 Folsom 11A	2/2	1,367	\$1,093	1	\$1,575,000	\$1,152	Q1 2017
201 Folsom 11G	2/2	1,398	\$1,099	1	\$1,580,000	\$1,130	Q2 2017
201 Folsom 9C	2/2	1,400	\$1,099	1	\$1,580,000	\$1,129	Q2 2017
201 Folsom 5E	2/2	1,367	\$1,093	1	\$1,595,000	\$1,167	Q3 2016
201 Folsom 7G	2/2	1,400	\$1,099	1	\$1,595,000	\$1,139	Q2 2017
201 Folsom 6E	2/2	1,367	\$1,093	1	\$1,600,000	\$1,170	Q3 2016
201 Folsom 10C	2/2	1,400	\$1,099	1	\$1,610,000	\$1,150	Q2 2017
201 Folsom 12G	2/2	1,398	\$1,099	1	\$1,615,000	\$1,155	Q1 2017
201 Folsom 15F	2/2	1,187	\$1,056	1	\$1,615,000	\$1,361	Q2 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 18F	2/2	1,187	\$1,056	1	\$1,650,000	\$1,390	Q2 2017
201 Folsom 11F	2/2	1,187	\$1,056	1	\$1,660,000	\$1,398	Q3 2016
201 Folsom 15G	2/2	1,398	\$1,099	1	\$1,660,000	\$1,187	Q2 2017
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

LUMINA TOWER B CLOSINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

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CLOSING DETAILS - LUMINA TOWER B (CONTINUED)

Unit	Type	SqFt	HOA \$	Parking	Closing Price	\$/SqFt	Sale Date
201 Folsom 14G	2/2	1,398	\$1,099	1	\$1,680,000	\$1,202	Q2 2017
201 Folsom 18E	2/2	1,367	\$1,093	1	\$1,680,000	\$1,229	Q2 2017
201 Folsom 35D	1/1	981	\$1,014	1	\$1,695,000	\$1,728	Q4 2016
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 15E	2/2	1,367	\$1,093	1	\$1,695,000	\$1,240	Q2 2017
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 19E	2/2	1,367	\$1,093	1	\$1,704,933	\$1,247	Q2 2017
201 Folsom 14A	2/2	1,367	\$1,093	1	\$1,710,000	\$1,251	Q2 2017
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 37D	1/1	981	\$1,014	1	\$1,745,000	\$1,779	Q4 2016
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 23F	2/2	1,187	\$1,056	1	\$1,760,000	\$1,483	Q2 2017
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 20G	2/2	1,398	\$1,099	1	\$1,795,000	\$1,284	Q2 2017
201 Folsom 15A	2/2	1,367	\$1,093	1	\$1,795,000	\$1,313	Q2 2017
201 Folsom 24F	2/2	1,187	\$1,056	1	\$1,805,000	\$1,521	Q2 2017
201 Folsom 9A	2/2	1,367	\$1,093	1	\$1,820,000	\$1,331	Q3 2016
201 Folsom 20C	2/2	1,400	\$1,099	1	\$1,825,000	\$1,304	Q2 2017
201 Folsom 25F	2/2	1,187	\$1,056	1	\$1,827,500	\$1,540	Q2 2017
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 21G	2/2	1,398	\$1,099	1	\$1,850,000	\$1,323	Q2 2017
201 Folsom 16G	2/2	1,398	\$1,099	1	\$1,860,000	\$1,330	Q3 2016
201 Folsom 25G	2/2	1,398	\$1,099	1	\$1,860,000	\$1,330	Q2 2017
201 Folsom 27F	2/2	1,187	\$1,056	1	\$1,860,000	\$1,567	Q2 2017
201 Folsom 11C	2/2	1,400	\$1,100	1	\$1,875,000	\$1,339	Q3 2016
201 Folsom 23E	2/2	1,367	\$1,093	1	\$1,885,000	\$1,379	Q2 2017
201 Folsom 15C	2/2	1,400	\$1,099	1	\$1,895,000	\$1,354	Q2 2017
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 17C	2/2	1,400	\$1,100	1	\$1,962,000	\$1,401	Q2 2017
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 21C	2/2	1,400	\$1,099	1	\$2,000,000	\$1,429	Q2 2017
201 Folsom 22C	2/2	1,400	\$1,099	1	\$2,000,000	\$1,429	Q2 2017
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 23C	2/2	1,400	\$1,099	1	\$2,050,000	\$1,464	Q2 2017
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 37C	2/2	1,495	\$1,119	1	\$2,385,000	\$1,595	Q2 2017
201 Folsom 30A	2/2	1,554	\$1,125	1	\$2,455,925	\$1,580	Q3 2017
201 Folsom 40C	2/2	1,495	\$1,119	1	\$2,475,000	\$1,656	Q2 2017
201 Folsom 38C	2/2	1,495	\$1,119	1	\$2,480,000	\$1,659	Q2 2017
201 Folsom 31A	2/2	1,554	\$1,131	1	\$2,485,000	\$1,599	Q4 2016
201 Folsom 32A	2/2	1,554	\$1,131	1	\$2,555,000	\$1,644	Q2 2017
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 37E	3/3	1,780	\$1,177	1	\$3,250,000	\$1,826	Q2 2017
201 Folsom 36E	3/3	1,780	\$1,177	1	\$3,345,000	\$1,879	Q2 2017
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 40B	3/3	2,692	\$1,362	1	\$6,000,000	\$2,229	Q2 2017
201 Folsom 36B	3/3	2,692	\$1,362	1	\$6,120,000	\$2,273	Q4 2016
Averages:		1,264			\$1,763,270	\$1,374	





THE ROCKWELL

1688 Pine Street at Franklin | Pacific Heights

Status: 1 market-rate unit available, Average \$/SqFt (closings): \$1,292

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

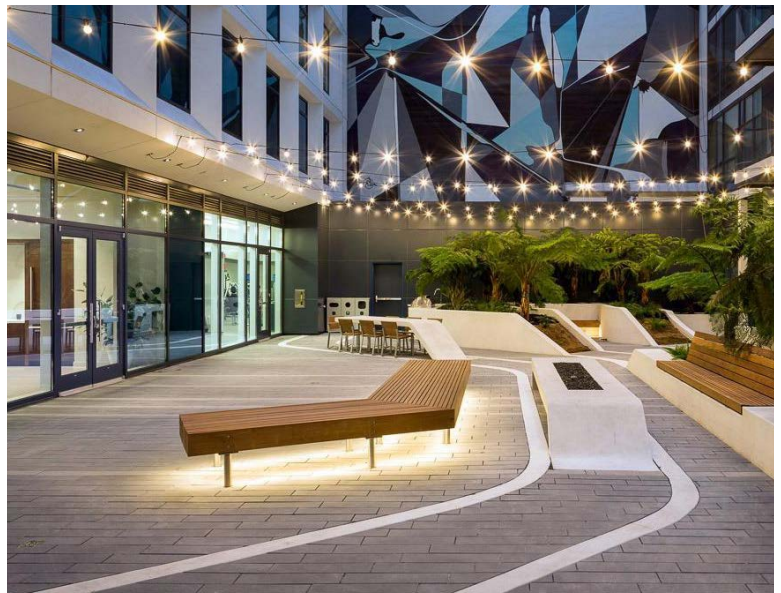


ACTIVE LISTINGS

Unit	Type	SqFt	Parking	List \$	\$/SqFt
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
W803	1/1	673	\$629	\$780,000	\$1,159	Q2 2017
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
E410	1/1	638	\$620	\$826,941	\$1,296	Q2 2017
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
E1110	1/1	616	\$635	\$844,000	\$1,370	Q2 2017
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

*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
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
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
W710	1/1	741	\$696	\$939,000	\$1,267	Q2 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
E1105	1/1	691	\$634	\$1,006,000	\$1,456	Q2 2017
E1205	1/1	690	\$682	\$1,009,000	\$1,462	Q2 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
E613	1/1 + Den	831	\$669	\$1,020,000	\$1,227	Q2 2017
E712	1/1 + Den	832	\$669	\$1,034,000	\$1,243	Q2 2017
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

*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
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
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
E402	2/2	989	\$758	\$1,222,000	\$1,236	Q2 2017
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
W1101	2/2	955	\$735	\$1,268,000	\$1,328	Q2 2017
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
E911	2/2	1,139	\$760	\$1,588,000	\$1,394	Q2 2017
W1207	2/2	1,149	\$753	\$1,608,000	\$1,399	Q4 2016
W907	2/2	1,149	\$900	\$1,617,000	\$1,407	Q2 2017
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
E1106	2/2	1,068	\$850	\$1,744,000	\$1,633	Q2 2017
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: 55 market-rate units in-contract, Average \$/SqFt (active listings): \$1,327

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

First Closings Anticipated: Q1 2018

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
206	1/1	512	\$487	0	\$740,000	\$1,445
229	1/1	710	\$522	0	\$914,000	\$1,287
321	1/1	655	\$511	0	\$905,000	\$1,382
435	1/1	714	\$512	0	\$860,000	\$1,204
430	1/1	697	\$511	0	\$965,000	\$1,385
334	2/2	850	\$549	1	\$1,130,000	\$1,329
333	2/2	872	\$549	1	\$1,175,000	\$1,347
317	2/2	1,034	\$593	1	\$1,360,000	\$1,315
303	2/2	1,092	\$594	1	\$1,440,000	\$1,319
232	2/2	1,171	\$611	1	\$1,530,000	\$1,307

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: 8 market-rate units available, Average \$/SqFt (closings): \$1,370

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
705	1/1	631	\$719	1	\$875,000	\$1,387	Q3 2017
307	1/1	709	\$718	1	\$900,000	\$1,269	Q4 2015
305	1/1	619	\$719	0	\$934,500	\$1,510	Q4 2015
403	1/1.5	785	\$700	1	\$952,000	\$1,213	Q4 2015
605	1/1	631	\$718	1	\$970,000	\$1,537	Q1 2016
601	1/1	788	\$757	1	\$978,971	\$1,242	Q3 2017
401	1/1	788	\$757	1	\$985,000	\$1,250	Q4 2015
301	1/1	773	\$718	1	\$999,000	\$1,292	Q1 2016
407	1/1.5	851	\$773	1	\$1,009,000	\$1,186	Q4 2015
603	1/1.5	785	\$758	1	\$1,010,000	\$1,287	Q3 2017
607	1/1.5	851	\$773	1	\$1,045,000	\$1,228	Q3 2016
503	1/1.5	785	\$753	1	\$1,048,000	\$1,335	Q4 2015
701	1/1	788	\$757	1	\$1,050,000	\$1,332	Q4 2016
712	1/1.5	900	\$785	1	\$1,050,000	\$1,167	Q3 2017
612	1/1.5	900	\$785	1	\$1,060,000	\$1,178	Q3 2017
501	1/1	788	\$757	1	\$1,071,944	\$1,360	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
708	1/1.5	1,005	\$805	1	\$1,150,000	\$1,144	Q2 2017
312	1/1	900	\$733	1	\$1,240,000	\$1,378	Q2 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
509	2/2	1,136	\$834	1	\$1,329,000	\$1,170	Q3 2016
306	2/1	935	\$837	1	\$1,350,000	\$1,444	Q1 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
609	2/2	1,136	\$834	1	\$1,420,000	\$1,250	Q2 2016
404	2/2	1,260	\$834	1	\$1,420,000	\$1,127	Q4 2015
302	2/2	1,198	\$834	1	\$1,449,000	\$1,210	Q2 2016
610	2/2	1,219	\$857	1	\$1,453,000	\$1,192	Q2 2017
805	1/1	643	\$718	1	\$1,470,000	\$2,286	Q2 2016
406	2/2	1,176	\$833	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	\$819	1	\$1,549,000	\$1,355	Q1 2016
510	2/2	1,219	\$858	1	\$1,555,000	\$1,276	Q2 2016
402	2/2	1,289	\$871	1	\$1,555,000	\$1,206	Q4 2015
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
802	2/2	1,289	\$871	1	\$1,750,000	\$1,358	Q3 2017
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
711	2/2	1,006	1	\$837	\$1,375,000	\$1,367
709	2/2	1,136	1	\$834	\$1,395,000	\$1,228
704	2/2	1,182	1	\$850	\$1,549,000	\$1,310
808	2/2	1,101	1	\$833	\$1,595,000	\$1,449
804	2/2	1,260	1	\$850	\$1,779,000	\$1,412
806	2/2	1,172	1	\$842	\$2,089,000	\$1,782
PH904	3/2.5	1,444	1	\$913	\$2,933,000	\$2,031
PH903	3/2.5	1,571	1	\$940	\$3,147,585	\$2,004



DEVELOPMENT SNAPSHOT *Currently Selling*



SAN FRANCISCO SHIPYARD

Innes Avenue and Donahue Street - Hunters Point

Average \$/SqFt (closings): \$799

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

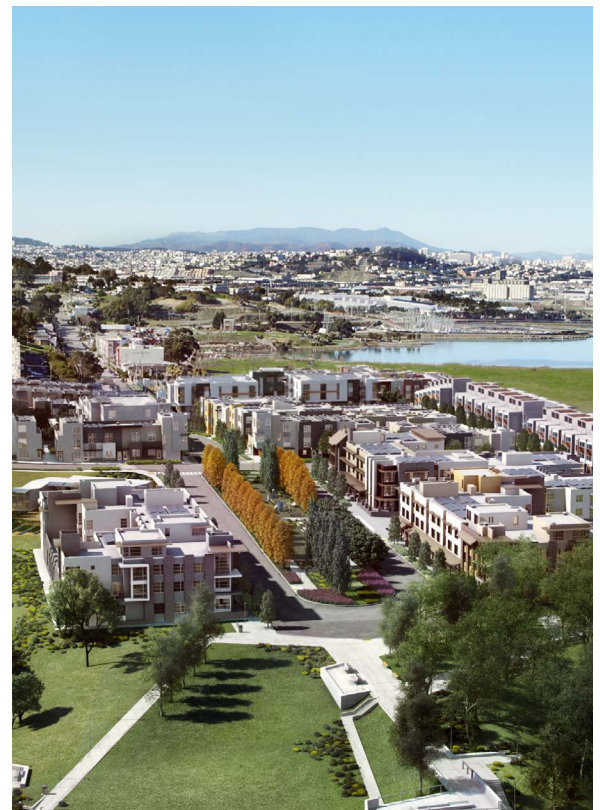


CLOSINGS

Unit	Bed/Bath	SqFt	Parking	Closing \$	\$/SqFt	Closing Date
551 Hudson 101	1/1	558	1	\$516,000	\$925	Q1 2016
50 Jerrold 312	1/1	655	1	\$599,800	\$916	Q2 2017
50 Jerrold 306	1/1	611	1	\$625,500	\$1,024	Q1 2017
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
50 Jerrold 213	2/2	1,156	1	\$820,800	\$710	Q1 2017
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
570 Innes 204	2/2	970	1	\$455	\$699,000	\$721
51 Innes 210	1/1	740	1	\$500	\$775,000	\$1,047
50 Jerrold 215	3/2	1,251	1	\$480	\$879,000	\$703
50 Jerrold 411	2/2 + Den	1,342	1	\$580	\$925,000	\$689
293 Friedell	2/2.5 + Den	1,204	2	\$258	\$959,000	\$797
172 Coleman	3/2.5	1,302	2	\$260	\$995,000	\$764
51 Innes 212	2/2	1,080	1	\$563	\$1,035,000	\$958
51 Innes 407	3/2	1,557	1	\$678	\$1,330,000	\$854



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

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

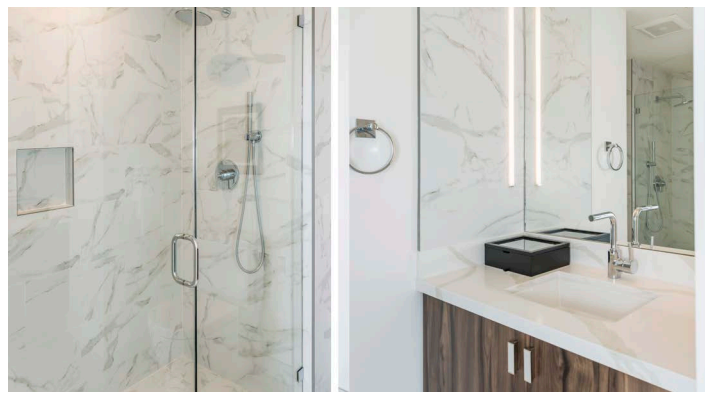
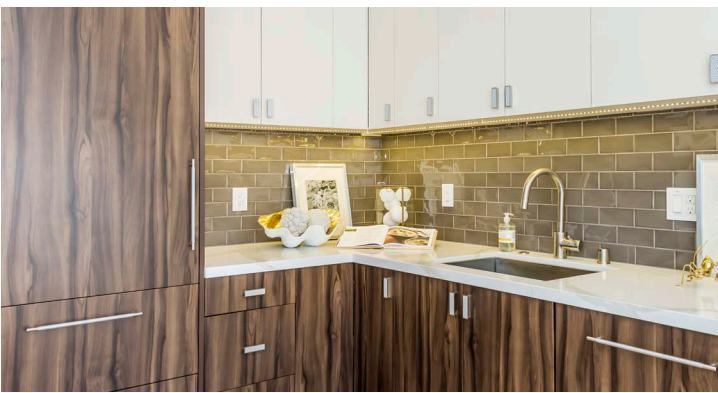
Date on Market: July 2016

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
202	2/2	\$588	\$899,000	Apr 17
402	2/2	\$589	\$955,000	Apr 17

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 Durravit 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

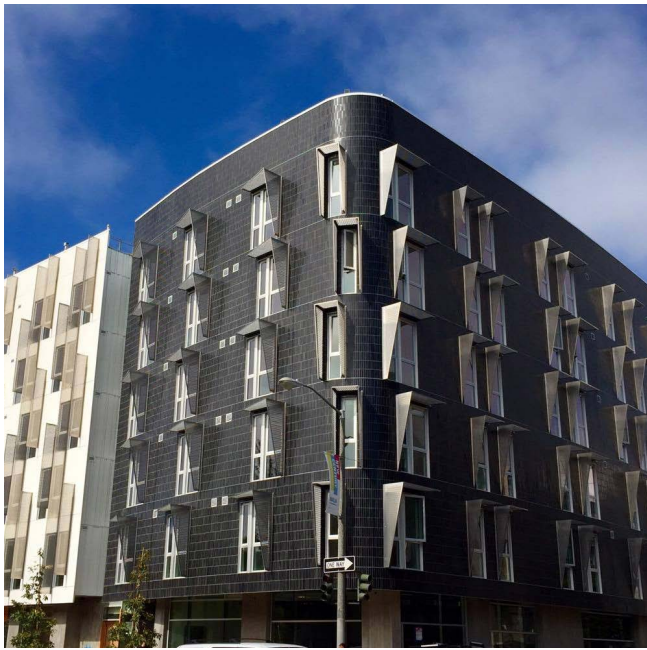


CLOSING DETAILS

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

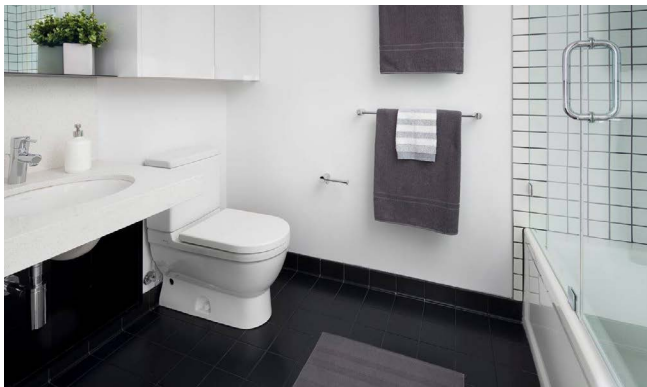
Developer: 7x7 Development

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

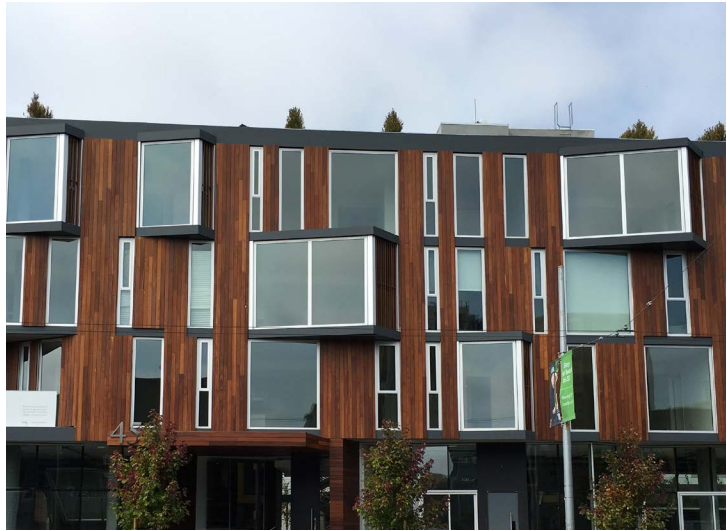
Unit	Type	SqFt	HOA \$	Closing \$	\$/SqFt	Sale Date
204	0/1	326	\$346	\$495,000	\$1,518	Q3 2016
203	0/1	326	\$345	\$495,000	\$1,518	Q4 2016
304	0/1	326	\$346	\$508,000	\$1,558	Q4 2016
403	0/1	326	\$345	\$518,000	\$1,589	Q3 2016
206	0/1	354	\$346	\$519,000	\$1,466	Q4 2016
303	0/1	326	\$346	\$520,000	\$1,595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

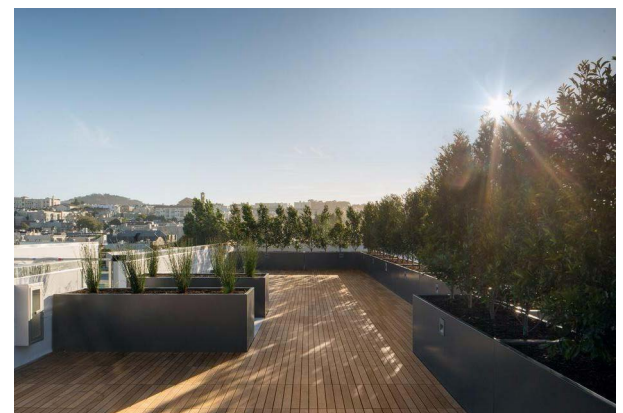


CLOSING DETAILS

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

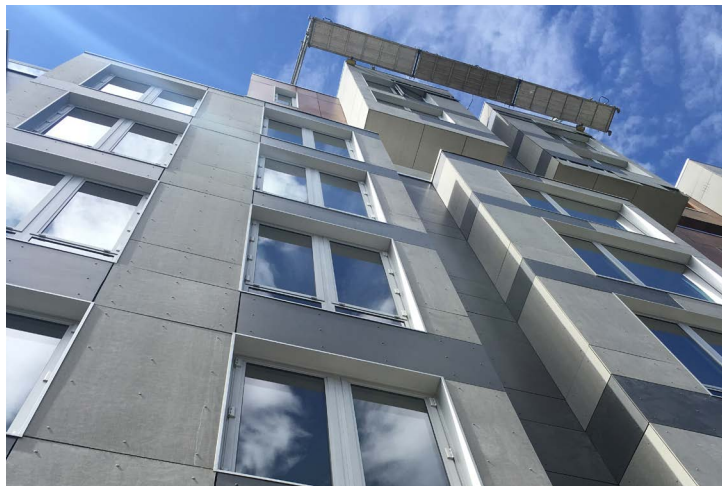
UNIT MIX

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

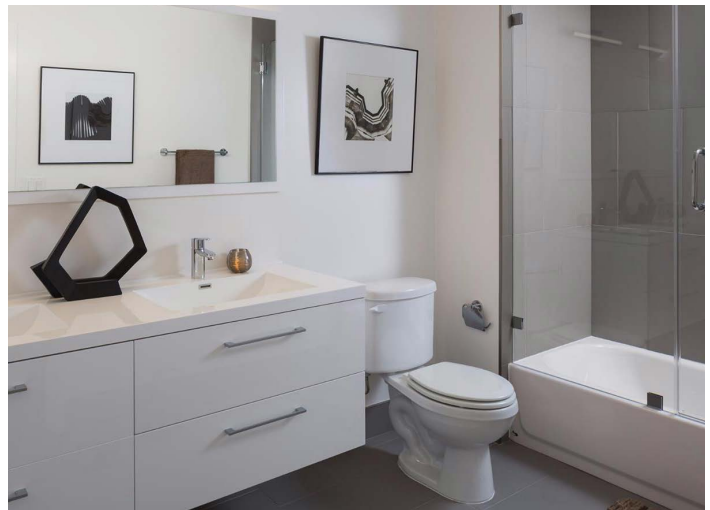
Ground broken: Q1 2015 **Date on Market:** June 2016

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

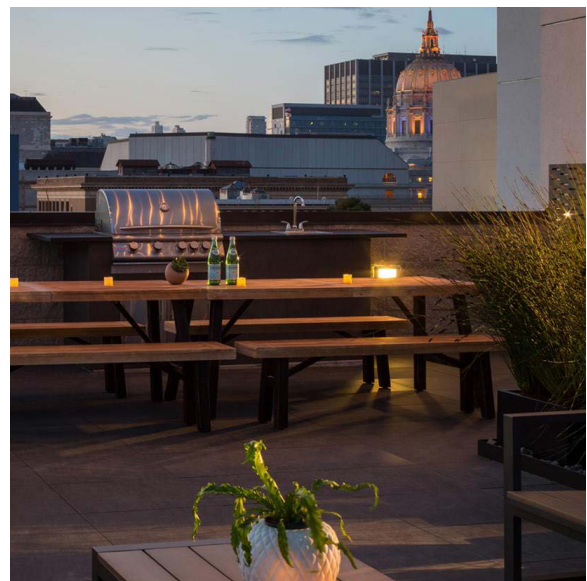


CLOSINGS

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

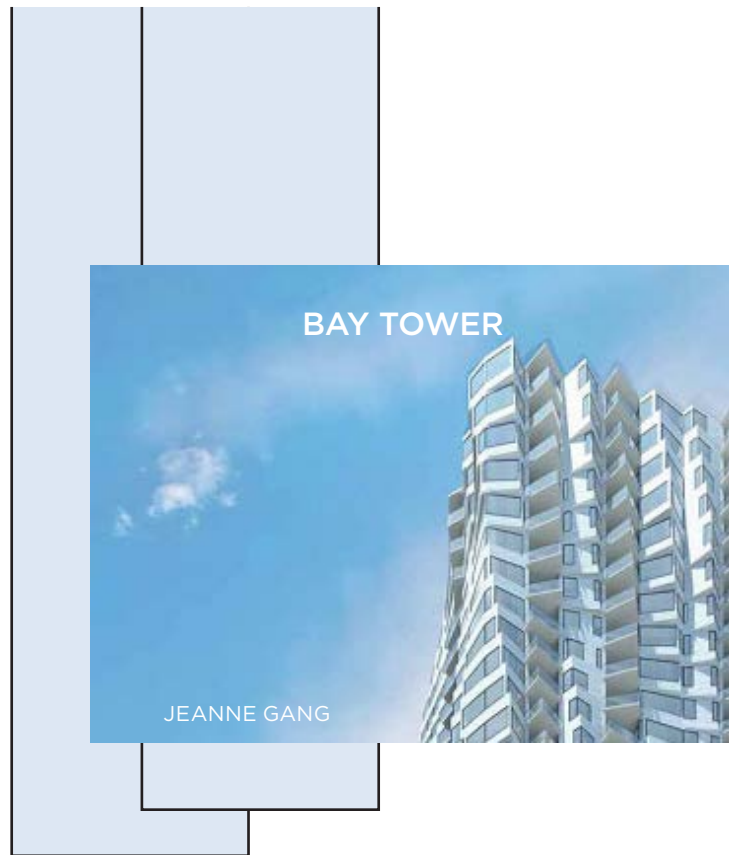
UNIT MIX

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	Q3 2017
2800 Sloat Boulevard at 47th	Ocean Park Development	Outer Parkside	55	5	Q3 2017
1731 Powell Street at Columbus	LLC	North Beach	18	4	Q3 2017
700 36th Ave at Balboa	N/A	Outer Richmond	6	4	Q4 2017
1188 Valencia Street at 23rd	JS Sullivan	Mission	52	5	Q4 2017
288 Pacific Avenue at Battery	Grosvenor Americas	Financial District	33	7	Q1 2018
1598 Bay Street at Buchanan	Presidio Development	Marina	28	4	Q1 2018
1 Stanyan St at Geary	1 Stanyan LLC	Laurel Heights	13	4	Q1 2018
Stage - 1075 Market Street at 7th	Encore Housing	Mid-Market	90	8	Q1 2018
119 7th Street at Minna	Fulton Street Ventures	South of Market	39	8	Q2 2018
1255 Columbus Avenue at Bay	LLC	Russian Hill	20	4	Q3 2018
1335 Folsom Street at 9th	SIA	South of Market	57	6	Q3 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
Bay Tower - 160 Folsom Street at Spear	Tishman Speyer	Transbay	391	39	Q2 2019
Oceanwide Center - 50 1st Street at Mission	Oceanwide-Tohigh	Transbay	265	54 & 61	Q2 2020



UPCOMING APARTMENT DEVELOPMENTS

DEVELOPMENT	DEVELOPER	AREA	UNITS	STORIES	EST LEASING COMMENCES
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
O&M - 680 Indiana Street at 19th	Build Inc.	Dogpatch	116	5	LEASING
Trinity Place III - 1169 Market Street at 8th	Trinity Properties	South of Market	546	19	LEASING
923 Folsom Street at 5th	923 Folsom Acquisition	South of Market	114	9	LEASING
Abaca - 2660 3rd St at 22nd	AGI/Avant Housing	Dogpatch	259	6	LEASING
855 Brannan Street at 8th	Equity Residential	South of Market	432	6	LEASING
Avalon Dogpatch - 800 Indiana St at 20th	Avalon Bay/Build Inc.	Dogpatch	326	5	LEASING
131 Missouri Street at 17th	LLC	Potrero Hill	9	4	LEASING
570 Jessie Street at 6th	LLC	South of Market	47	8	LEASING
140 Pennsylvania Avenue at 17th	1001 17th LLC	Potrero Hill	11	4	LEASING
1450 15th Street at Shotwell	Denis McMahon	Mission	23	5	Q3 2017
The Martin - 2051 3rd Street at Mariposa	Raintree Partners	Dogpatch	92	6	Q3 2017
33 Tehama Street at 1st	Hines/Invesco	South of Market	407	37	Q3 2017
616 Divisadero Street at Hayes	Michael Klestoff	NOPA	7	5	Q4 2017
626 Mission Bay Blvd. North at 4th	TNDC (Affordable)	Mission Bay	143	5	Q4 2017
255 Fremont Street at Howard	Mercy (Affordable)	Transbay	120	8	Q1 2018
5050 Mission Street at Geneva	Cheshill LLC	Balboa Park	61	6	Q1 2018
1036 Mission St at 6th	TNDC (Affordable)	South of Market	83	9	Q2 2018
1699 Market Street at Gough	Presidio Development	South of Market	160	9	Q2 2018
2100 Market Street at Church	Brian Spiers	Upper Market	60	7	Q3 2018
75 Arkansas Street at 17th	CA College of the Arts	Potrero Hill	30	4	Q4 2018
2177 3rd Street	Align Real Estate	Dogpatch	109	7	Q1 2019
210 Taylor Street at Eddy	TNDC (Affordable)	Tenderloin	113	9	Q2 2019



RESIDENTIAL PIPELINE SUMMARY

UNITS APPROVED & UNDER REVIEW (BY NEIGHBORHOOD)

Area	Approved	Under Review
Bayview/Hunters Point/Candlestick	10,975	1,879
Dogpatch	2,174	431
Hayes Valley	48	676
Mid-Market	558	2,542
Mission	871	1,930
Mission Bay	170	1,739
Northern Neighborhoods*	132	1,604
Potrero Hill	911	668
South of Market	2,445	6,786
Southern Neighborhoods*	0	667
Tenderloin	551	905
Transbay	1,069	320
Treasure Island	8,619	0
Upper Market	51	739
Van Ness Corridor	239	1,566
Visitacion Valley	1,679	1,120
Western Neighborhoods*	8,929	721
Totals	39,421	24,293

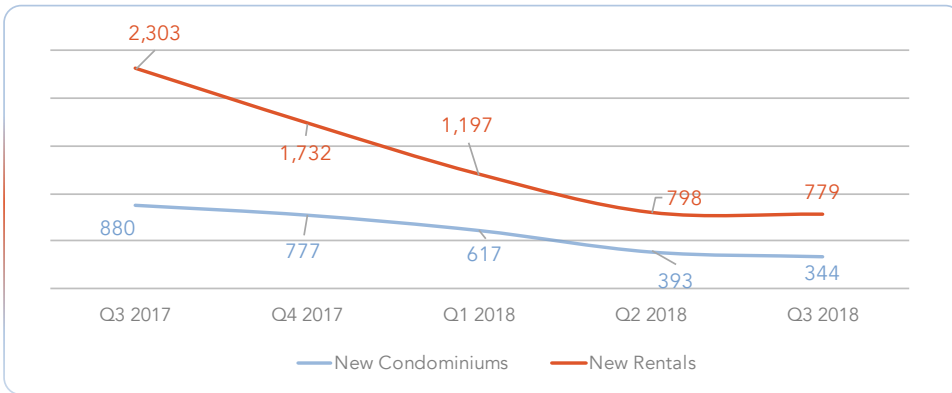
UNITS UNDER CONSTRUCTION (BY PRODUCT TYPE)

Area	Pre-selling Condominiums	Condominiums	Apartments	All Types
Bayview/Hunters Point/Candlestick Point	0	0	0	0
Dogpatch	5	0	92	97
Hayes Valley	168	0	0	168
Mid-Market	0	199	0	199
Mission	0	68	23	91
Mission Bay	350	0	143	493
Northern Neighborhoods*	88	99	7	194
Potrero Hill	0	0	30	30
South of Market	112	265	650	1,027
Southern Neighborhoods*	15	0	61	76
Tenderloin	0	0	113	113
Transbay	67	656	120	843
Upper Market	0	0	60	60
Van Ness Corridor	0	0	0	0
Western Neighborhoods*	0	74	0	74
Totals	805	1,361	1,299	3,465

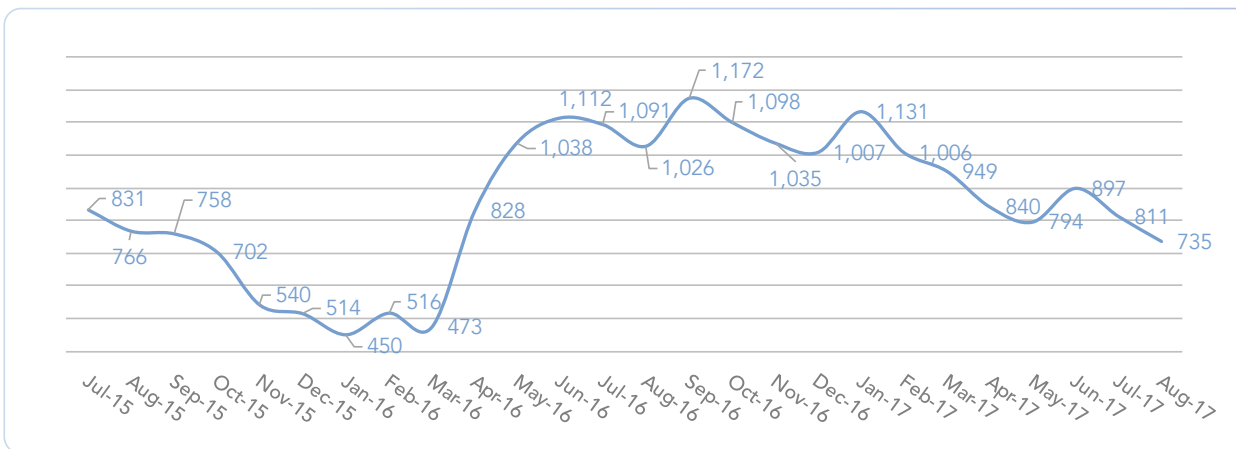
* **Northern Neighborhoods** covers Cathedral Hill, Western Addition, Pacific Heights, Nob Hill, Lower Nob Hill, Financial District, Russian Hill, Telegraph Hill, North Beach & Marina/Cow Hollow. **Southern Neighborhoods** covers Oceanview, Glen Park, Ingleside, Mission Terrace, Outer Mission. **Western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

PROJECTED AND HISTORICAL SUPPLY

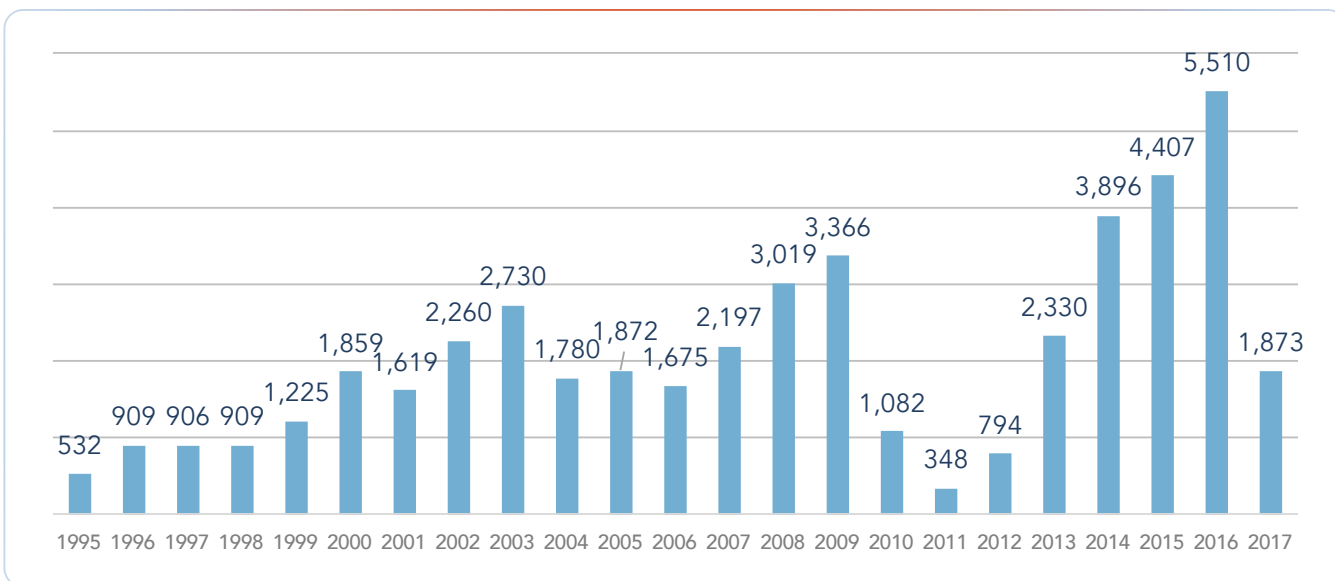
PROJECTED SUPPLY (AVAILABLE UNITS)



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, Pacific Heights

MARIN

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
11 5th Street, Petaluma

VANGUARDPROPERTIES.COM

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