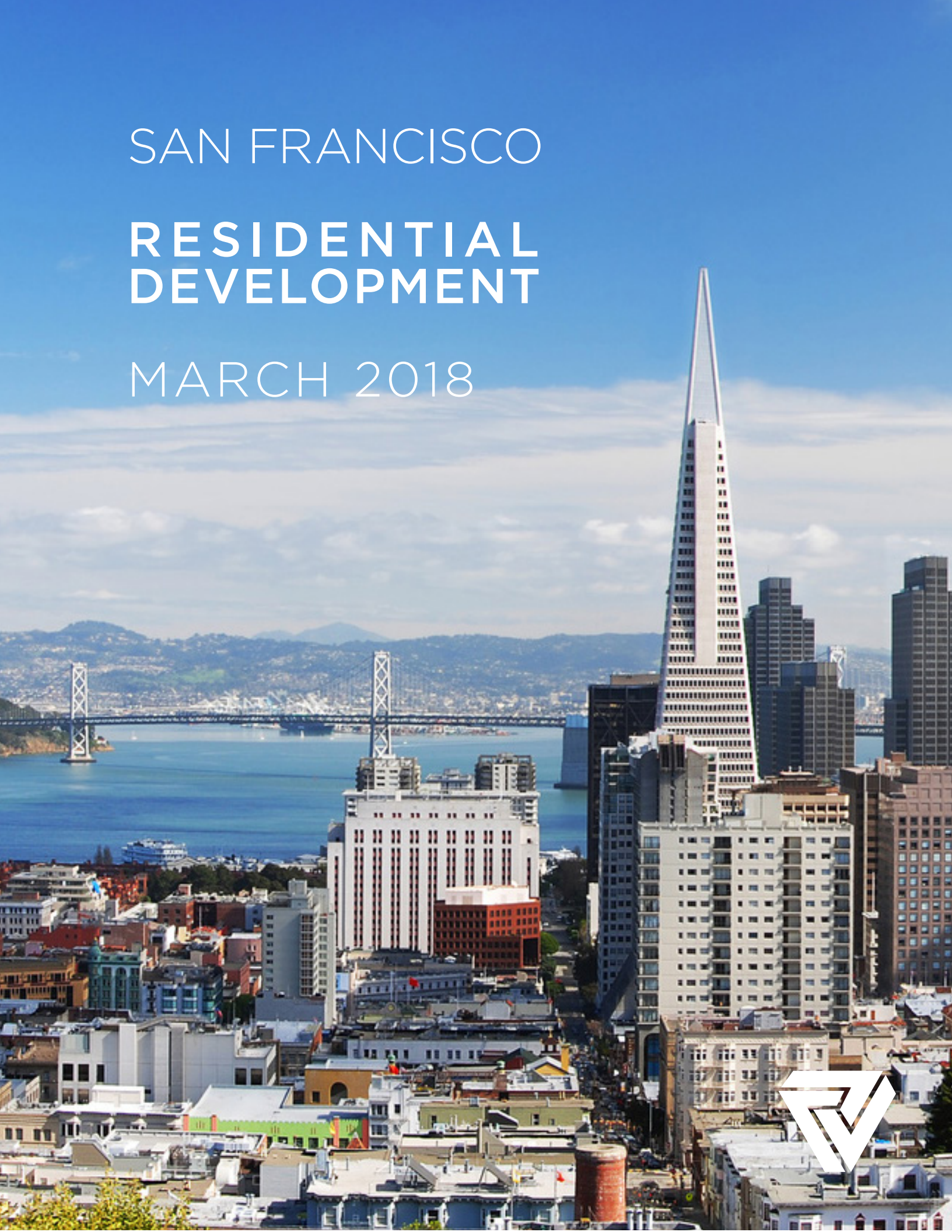


SAN FRANCISCO

RESIDENTIAL
DEVELOPMENT

MARCH 2018



NAVIGATION

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NOTES

While the Report focuses on condominiums, select information on apartments has been presented. Below Market Rate (BMR) units have been omitted 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



1598 Bay has commenced selling.



1188 Valencia is nearly sold out



Closing data is now available for Stage 1075



1868 Van Ness has current active listing data



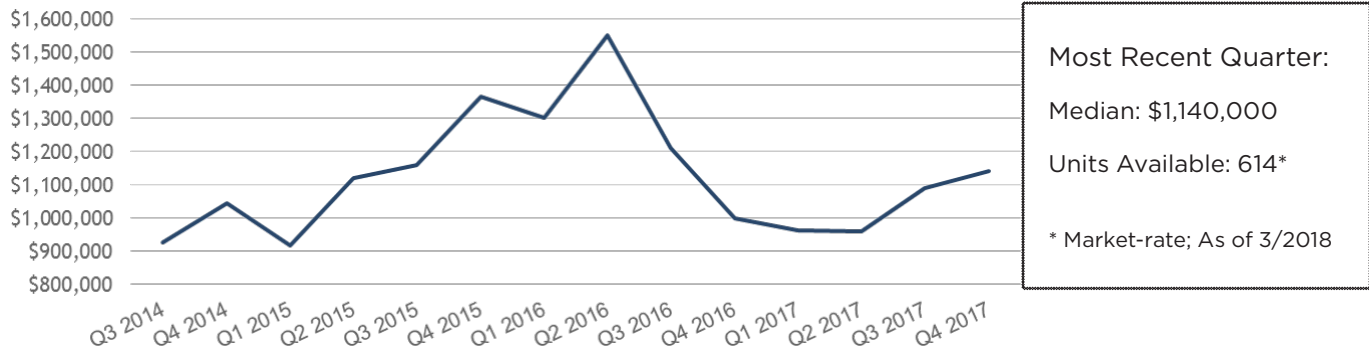
Additional closing data has been released for The Pacific

MARKET STATISTICS

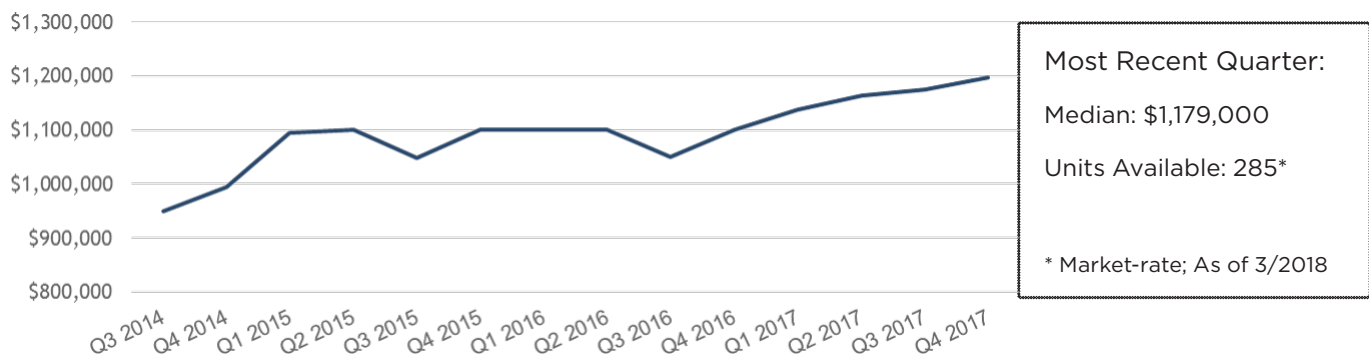
CONDOMINIUM MEDIAN PRICE PER SQUARE FOOT

| Type | Currently | Year-Over-Year | Month-Over-Month |
|--------------------|--------------|----------------|------------------|
| New Condominium | \$1,350/SqFt | + 6% | + 1% |
| Resale Condominium | \$993/SqFt | + 1% | - 2% |

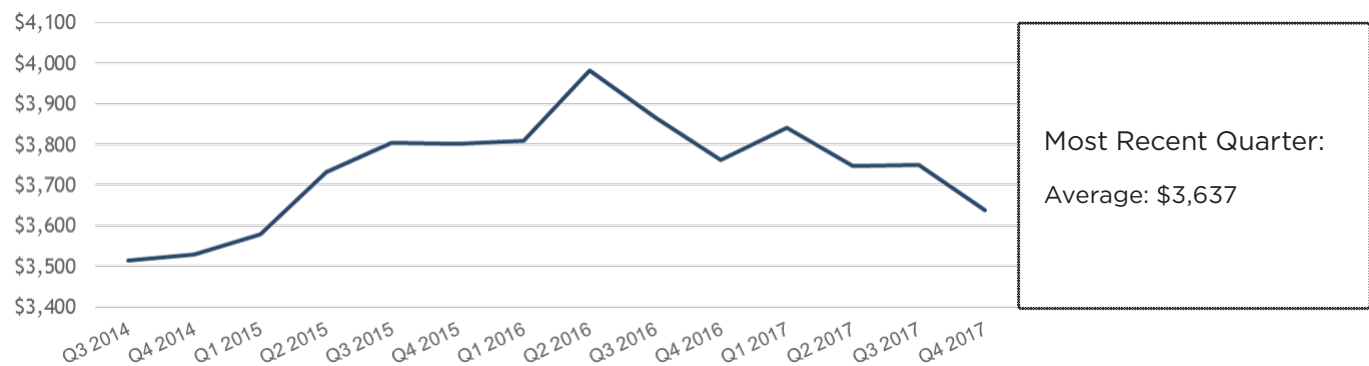
NEW CONDOMINIUM MEDIAN SALE PRICE



RESALE CONDOMINIUM MEDIAN SALE PRICE



APARTMENT AVERAGE LIST PRICE



DEVELOPMENT SNAPSHOT *Currently Selling*



1598 Bay Street

[1598 Bay Street](#) at Buchanan | Marina

Status: # market-rate units available

Project specs: 28 units, #? BMRs

Date On market: March 2018

Developer: Bay Street Partners, LLC

Architect: Seidel Architects

Amenities: Common roof deck with outdoor kitchen (including BBQ and refrigerator), multiple dining tables, and fire pit lounge area with views of the bridge, Alcatraz and Pacific Heights, underground parking, Private storage units available, indoor bicycle parking, Building wired for 1 gigabit fiber optic internet service and high speed cable connection, garden area, smartphone-enabled electronic access

Website: 1598Bay.com



UNIT MIX

| Unit Type | \$ |
|---------------|-------------|
| One-bedroom | \$845,000 |
| Two-bedroom | \$1,330,000 |
| Three-bedroom | \$1,950,000 |

DEVELOPMENT SNAPSHOT *Currently Selling*



THE RITZ-CARLTON RESIDENCES, SAN FRANCISCO

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

Project specs: 101 units, 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

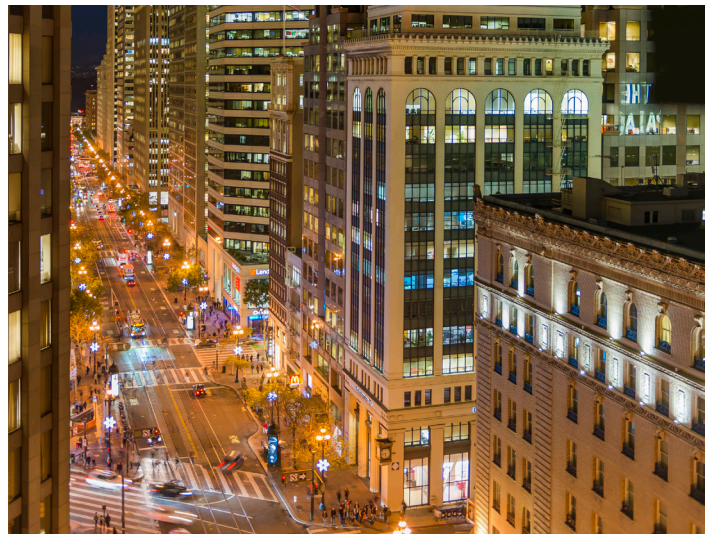
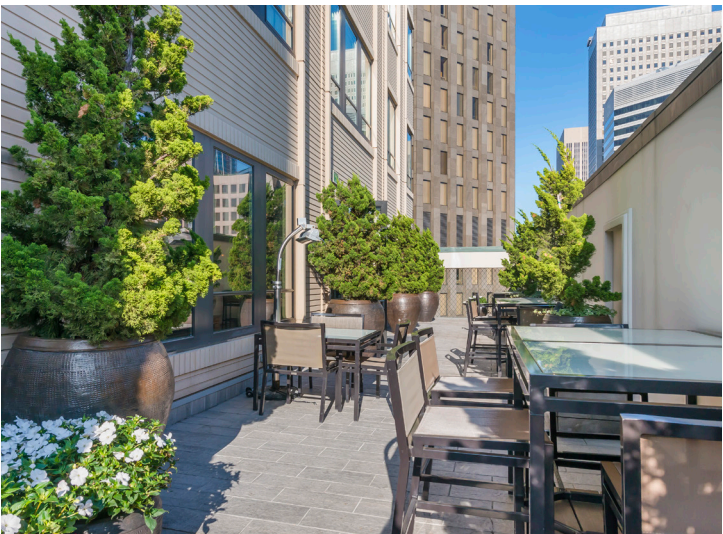
Services: Full-time concierge, Bellman, Doormen, Valet parking, Tuesday through Saturday wine tastings, On-site General Manager, House car service, House-keeping (a la carte), Curated monthly events, 24-hour loss-prevention

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 | \$2,800 | \$1,150,000 | \$875 |
| 701 | 1/1.5 | 1,475 | 1 | \$2,800 | \$1,395,000 | \$946 |
| 504 | 2/2.5 | 1,695 | 1 | \$2,900 | \$1,750,000 | \$1,032 |
| 505 | 2/2.5 | 1,805 | 1 | \$2,900 | \$1,795,000 | \$994 |
| 2402 | 2/2.5 | 3,030 | 2 | \$3,640 | \$5,950,000 | \$1,964 |

CLOSINGS

| Unit | Bed/Bath | SqFt | Prkng | HOA \$ | \$ | \$/SqFt | Date |
|------|----------|-------|-------|---------|-------------|---------|---------|
| 205 | 2/2.5 | 1,785 | 1 | \$2,900 | \$1,750,000 | \$980 | Q1 2018 |
| 703 | 2/2.5 | 1,705 | 1 | \$2,842 | \$1,820,520 | \$1,068 | Q4 2017 |
| 903 | 2/2.5 | 1,725 | 1 | \$2,842 | \$1,900,000 | \$1,101 | Q2 2017 |
| 704 | 2/2.5 | 1,880 | 1 | \$3,011 | \$2,000,000 | \$1,064 | Q2 2017 |
| 904 | 2/2.5 | 1,905 | 1 | \$3,011 | \$2,028,000 | \$1,065 | Q2 2017 |
| 902 | 2/3 | 2,490 | 1 | \$3,188 | \$2,500,000 | \$1,004 | Q4 2017 |
| 702 | 3/3 | 2,460 | 1 | \$3,188 | \$2,571,280 | \$1,045 | Q4 2017 |

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DEVELOPMENT SNAPSHOT *Currently Selling*



1188 VALENCIA

1188 Valencia Street at 23rd | Mission

Status: Approximately 90% sold

Project specs: 49 units, 5-stories, 23 parking spaces, 6 BMRs

Date on Market: December 17 **Closings:** Q2 2018

Developer: JS Sullivan

Architect: RG Architecture

Features & Finishes: White oak flooring, Wool carpeting, Latch Key-less Smart Locks, Smeg gas ranges, Bosch dishwashers, Silestone counter tops, Under cabinet lighting, Grohe faucets and fixtures, Walnut bath vanities

Amenities: Roof terrace with BBQ and WIFI, Bicycle parking

Website: 1188Valencia.com



ACTIVE LISTINGS

| Unit | Type | SqFt | Parking | \$ | \$/SqFt |
|------|------|------|---------|-------------|---------|
| 312 | 1/1 | 624 | 0 | \$849,000 | \$1,361 |
| 303 | 1/1 | 628 | 0 | \$869,000 | \$1,384 |
| 511 | 2/2 | 881 | 1 | \$1,495,000 | \$1,697 |

*Parking spaces valued at \$75,000/space

DEVELOPMENT SNAPSHOT *Currently Selling*



STAGE 1075

1075 Market Street at 7th | Mid-Market

Status: Approximately 45% sold, Average \$/SqFt (active listings): \$1,324, Approximate absorption: 9 units/month

Project specs: 90 units, 11 BMRs, 8-stories, 23 parking spaces, 11 BMRs

Date on Market: October 2017 **First closings:** Q1 2018

Developer: Encore Housing **Architect:** Levy Design

Features & Finishes: Quartz counter tops, Nobilia cabinets, Grohe and Kohler fixtures, Elkay and Kohler sinks, Smeg appliances, Porcelain tiled baths, Low VOC paint

Amenities: Roof terrace with BBQ & fire pit, Courtyard, Lobby attendant, Virtual Doorman, Automated package lockers, Dog run and dog washing station, Bicycle parking & tools

Website: Stage1075.co



ACTIVE LISTINGS

| Unit | Type | SqFt | Parking | HOA | \$ | \$/SqFt |
|------|------|------|---------|-------|-------------|---------|
| 703 | 0/1 | 445 | 0 | \$586 | \$592,000 | \$1,330 |
| 203 | 0/1 | 488 | 0 | \$586 | \$610,000 | \$1,250 |
| 803 | 0/1 | 445 | 0 | \$586 | \$628,000 | \$1,411 |
| 301 | 0/1 | 544 | 0 | \$623 | \$638,080 | \$1,173 |
| 601 | 0/1 | 500 | 0 | \$623 | \$640,000 | \$1,280 |
| 801 | 0/1 | 495 | 0 | \$586 | \$701,000 | \$1,416 |
| 207 | 1/1 | 500 | 0 | \$623 | \$679,000 | \$1,358 |
| 607 | 1/1 | 500 | 0 | \$623 | \$680,000 | \$1,360 |
| 712 | 1/1 | 662 | 0 | \$691 | \$809,000 | \$1,222 |
| 402 | 1/1 | 648 | 0 | \$691 | \$819,000 | \$1,264 |
| 509 | 1/1 | 687 | 0 | \$691 | \$844,000 | \$1,229 |
| 506 | 1/1 | 672 | 1 | \$691 | \$949,000 | \$1,412 |
| 606 | 1/1 | 672 | 1 | \$691 | \$972,000 | \$1,446 |
| 512 | 2/2 | 933 | 1 | \$822 | \$1,159,000 | \$1,242 |
| 413 | 2/2 | 844 | 1 | \$785 | \$1,166,240 | \$1,382 |
| 808 | 2/2 | 870 | 1 | \$785 | \$1,228,000 | \$1,411 |

*Parking spaces valued at \$85,000/space

CLOSINGS

| Unit | Bed/Bath | SqFt | Prkng | HOA \$ | \$ | \$/SqFt | Date |
|------|----------|------|-------|--------|-----------|---------|---------|
| 305 | 0/1 | 453 | 0 | \$585 | \$539,000 | \$1,190 | Q1 2018 |
| 311 | 0/1 | 423 | 0 | \$585 | \$562,000 | \$1,329 | Q1 2018 |
| 310 | 1/1 | 623 | 0 | \$691 | \$707,510 | \$1,136 | Q1 2018 |
| 304 | 1/1 | 684 | 0 | \$690 | \$778,000 | \$1,137 | Q1 2018 |

DEVELOPMENT SNAPSHOT *Currently Selling*



815 TENNESSEE

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

Status: Approximately 70% sold, Average \$/SqFt (active listings): \$1,419

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

Date on Market: September 2017 **Closings:** Q2 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 | SqFt | \$ |
|---------------|--------------------|---------------|
| One-bedroom | 591 - 778 SqFt | \$878,000 + |
| Two-Bedroom | 842 - 1,105 SqFt | \$1,322,000 + |
| Three-bedroom | 1,200 - 1,244 SqFt | \$1,744,000 + |

ACTIVE LISTINGS

| Unit | Type | SqFt | Parking | HOA \$ | \$ | \$/SqFt |
|------|---------------|-------|---------|--------|-------------|---------|
| 108 | 1/1 | 743 | 0 | \$623 | | |
| 310 | 1/1 + Terrace | 778 | 1 | | \$1,030,000 | \$1,324 |
| 408 | 1/1 | 707 | 1 | \$664 | \$1,040,000 | \$1,471 |
| 401 | 2/2 | 869 | 1 | \$696 | \$1,322,000 | \$1,521 |
| 202 | 2/2 | 1,104 | 1 | \$762 | \$1,398,000 | \$1,266 |

DEVELOPMENT SNAPSHOT *Currently Selling*



99 RAUSCH

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

Average \$/SqFt (Active Listings): \$1,492

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

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

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 | \$ | \$/SqFt |
|------|----------|-------|-------|-------------|---------|
| 401 | 0/1 | 419 | \$520 | \$669,000 | \$1,597 |
| 106 | 1/1 | 615 | \$588 | \$799,000 | \$1,299 |
| 321 | 1/1 | 603 | \$583 | \$859,000 | \$1,425 |
| 216 | 2/2 | 920 | \$696 | \$1,250,000 | \$1,359 |
| 311 | 2/2 | 1,004 | \$721 | \$1,519,000 | \$1,513 |
| 524 | 2/2 | 1,097 | \$749 | \$1,926,800 | \$1,756 |

* Parking spaces offered a la carte at \$75K/space; EV ready parking spaces valued at \$90K/space; Storage available at \$20,000/space

DEVELOPMENT SNAPSHOT *Currently Selling*



1868 VAN NESS

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

Average \$/SqFt (closings): \$1,299

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



ACTIVE LISTINGS

| Unit | Bed/Bath | SqFt | HOA | \$ | \$/SqFt |
|------|----------|-------|-------|-------------|---------|
| 303 | 2/2 | 1,050 | \$784 | \$1,339,000 | \$1,275 |
| 803 | 2/2 | 938 | \$760 | \$1,599,000 | \$1,705 |

CLOSINGS

| Unit | Bed/Bath | SqFt | Prkng | HOA | \$ | \$/SqFt | Closing Date |
|------|----------|-------|-------|-------|-------------|---------|--------------|
| 405 | 1/1 | 600 | 1 | \$693 | \$765,000 | \$1,275 | Q3 2017 |
| 305 | 1/1 | 600 | 1 | \$693 | \$803,000 | \$1,338 | Q2 2017 |
| 203 | 2/2 | 1,010 | 1 | \$853 | \$1,279,000 | \$1,266 | Q4 2017 |
| 402 | 2/2 | 1,105 | 1 | \$877 | \$1,325,000 | \$1,199 | Q4 2017 |
| 502 | 2/2 | 1,105 | 1 | \$878 | \$1,401,000 | \$1,267 | Q4 2017 |
| 702 | 2/2 | 1,105 | 1 | \$790 | \$1,600,000 | \$1,448 | Q1 2018 |

DEVELOPMENT SNAPSHOT *Currently Selling*



THE AUSTIN

[1545 Pine Street](#) at Van Ness | Lower Polk
Status: 56 market-rate units in-contract, Average \$/SqFt (closings): \$1,390, Approx. Absorption: 6 units/month

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



ACTIVE LISTINGS

| Unit | Type | SqFt | HOA \$ | Parking | \$ | \$/SqFt |
|------|------|-------|---------|---------|-------------|---------|
| 407 | 0/1 | 442 | \$602 | 0 | \$699,500 | \$1,583 |
| 501 | 1/1 | 581 | \$651 | 0 | \$899,000 | \$1,547 |
| 409 | 2/2 | 1,400 | \$1,036 | 1 | \$1,495,500 | \$1,068 |
| 705 | 2/2 | 1,158 | \$950 | 1 | \$1,565,000 | \$1,351 |

CLOSINGS

| Unit | Bed/Bath | SqFt | HOA \$ | Prkng | \$ | \$/SqFt | Closing Date |
|------|----------|-------|---------|-------|-------------|---------|--------------|
| 207 | 0/1 | 442 | \$600 | 0 | \$710,500 | \$1,607 | Q4 2017 |
| 504 | 0/1 | 630 | \$668 | \$ | \$729,500 | \$1,158 | Q4 2017 |
| 404 | 0/1 | 630 | \$668 | 0 | \$777,000 | \$1,233 | Q4 2017 |
| 401 | 1/1 | 598 | \$651 | 0 | \$844,590 | \$1,412 | Q1 2018 |
| 210 | 1/1 | 537 | \$726 | 1 | \$880,000 | \$1,639 | Q4 2017 |
| 1203 | 1/1 | 581 | \$801 | 1 | \$927,500 | \$1,258 | Q4 2017 |
| 1006 | 1/1 | 626 | \$762 | 1 | \$1,005,000 | \$1,354 | Q4 2017 |
| 802 | 1/1 | 742 | \$795 | 1 | \$1,005,000 | \$1,354 | Q1 2018 |
| 903 | 1/1 | 737 | \$801 | 1 | \$1,039,000 | \$1,410 | Q4 2017 |
| 1003 | 1/1 | 626 | \$797 | 1 | \$1,040,000 | \$1,661 | Q1 2018 |
| 209 | 2/2 | 1,398 | \$1,015 | 1 | \$1,730,000 | \$1,237 | Q4 2017 |
| 804 | 2/2 | 1,140 | \$939 | 1 | \$1,540,000 | \$1,351 | Q4 2017 |

DEVELOPMENT SNAPSHOT *Currently Selling*



CRIMSON

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

Average \$/SqFt (closings): \$1,119

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

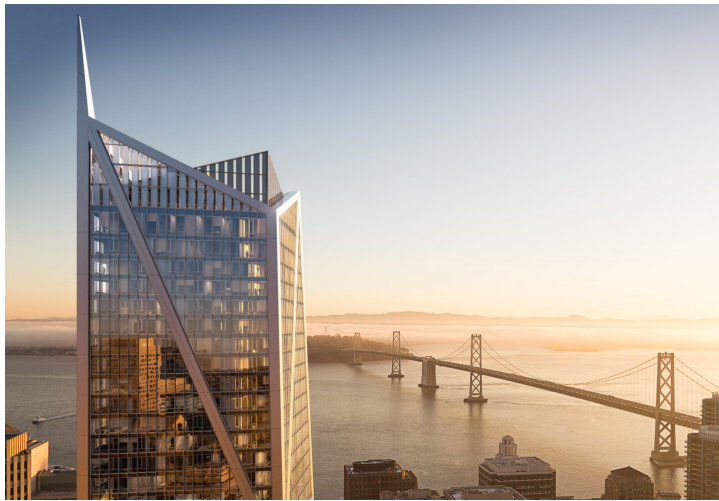
| Unit | Type | SqFt | HOA \$ | \$ | \$/SqFt |
|------|------|-------|--------|-------------|---------|
| 205 | 2/2 | 997 | \$739 | \$1,250,000 | \$1,254 |
| 202 | 3/2 | 1,312 | \$797 | \$1,443,800 | \$1,100 |
| 301 | 3/2 | 1,308 | \$797 | \$1,560,000 | \$1,193 |

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

CLOSINGS

| Unit | Bed/Bath | SqFt | Parking | HOA | \$ | \$/SqFt | Closing Date |
|------|----------|-------|---------|-------|-------------|---------|--------------|
| 204 | 2/2 | 1,099 | 1 | \$668 | \$1,140,000 | \$1,037 | Q4 2017 |
| 404 | 2/2 | 1,099 | 1 | \$757 | \$1,170,000 | \$1,065 | Q1 2018 |
| 305 | 2/2 | 1,043 | 1 | \$758 | \$1,184,651 | \$1,136 | Q4 2017 |
| 304 | 2/2 | 1,099 | 1 | \$747 | \$1,250,000 | \$1,137 | Q1 2018 |
| 401 | 3/2 | 1,262 | 1 | \$797 | \$1,480,000 | \$1,173 | Q4 2017 |
| 402 | 3/2 | 1,318 | 1 | \$799 | \$1,538,608 | \$1,167 | Q4 2017 |

DEVELOPMENT SNAPSHOT *Currently Selling*



181 FREMONT RESIDENCES

[181 Fremont St](#) at Howard | Transbay/South Beach

Average \$/SqFt (sample listings): \$3,121

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 anticipated: Q1 2018

Developer: Jay Paul **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

Website: 181Fremont.com

PRICE RANGES

| Type | SqFt | \$ |
|----------------------|--------------------|-------------------|
| Two-bedroom | 1,260 - 1,748 SqFt | \$3.2MM - \$5MM |
| Two-Bedroom + Den | 1,602 - 2,226 SqFt | \$3.8MM - \$6MM |
| Three-bedroom | 1,882 - 2,380 SqFt | \$5.6MM - \$8.6MM |
| Half-floor Penthouse | 3,199 & 3,368 SqFt | \$14MM |
| Grand Penthouse | 6,491 SqFt | \$42MM |

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 |
| 62C | 2/2.5 | 1,262 | \$2,838 | 1 | \$3,325,000 | \$2,635 |
| 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 |
| 63D | 2/2 | 1,611 | \$2,945 | 1 | \$4,370,000 | \$2,713 |
| 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 |
| 67A | 3/3.5 | 2,380 | \$3,695 | 2 | \$8,600,000 | \$3,613 |
| 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*



ONE MISSION BAY

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

Status: Approximately 79% sold, Average \$/SqFt (closings): \$1,250, Approximate absorption: 13 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

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



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 |

ACTIVE LISTINGS

| Unit | Type | SqFt | Parking | HOA | \$ | \$/SqFt |
|-----------------|-------|-------|---------|-------|-------------|---------|
| 110 Channel 631 | 0/1 | 495 | 0 | \$622 | \$795,000 | \$1,606 |
| 110 Channel 105 | 1/1 | 762 | 1 | \$693 | \$1,130,000 | \$1,483 |
| 1000 3rd 1405 | 2/2 | 1,218 | 1 | \$824 | \$1,675,000 | \$1,375 |
| 1000 3rd 503 | 2/2 | 1,244 | 1 | \$824 | \$1,785,000 | \$1,435 |
| 1000 3rd 1502 | 3/2.5 | 1,827 | 2 | \$974 | \$3,850,000 | \$2,107 |

ONE MISSION BAY CLOSINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

CLOSING DETAILS - ONE MISSION BAY

| Unit | Bed/Bath | SqFt | Parking | HOA \$ | \$ | \$/SqFt | Sale Date |
|-----------------|-----------|-------|---------|--------|-------------|---------|-----------|
| 110 Channel 413 | 0/1 | 495 | 1 | \$653 | \$625,000 | \$1,263 | Q4 2017 |
| 110 Channel 513 | 0/1 | 547 | 1 | \$653 | \$655,000 | \$1,197 | Q4 2017 |
| 110 Channel 416 | 0/1 | 508 | 1 | \$646 | \$705,899 | \$1,390 | Q4 2017 |
| 110 Channel 302 | 1/1 | 626 | 1 | \$675 | \$730,000 | \$1,166 | Q4 2017 |
| 110 Channel 531 | 0/1 | 495 | 1 | \$653 | \$740,000 | \$1,495 | Q1 2018 |
| 110 Channel 516 | 0/1 | 508 | 1 | \$653 | \$790,000 | \$1,555 | Q1 2018 |
| 110 Channel 409 | 1/1 | 766 | 1 | \$717 | \$850,000 | \$1,110 | Q4 2017 |
| 110 Channel 322 | 1/1 | 835 | 1 | \$736 | \$890,000 | \$1,066 | Q4 2017 |
| 110 Channel 527 | 1/1 + Den | 759 | 1 | \$717 | \$905,000 | \$1,192 | Q4 2017 |
| 110 Channel 313 | 1/1 | 758 | 1 | \$717 | \$905,500 | \$1,195 | Q4 2017 |
| 110 Channel 525 | 1/1 | 766 | 1 | \$717 | \$909,000 | \$1,187 | Q4 2017 |
| 110 Channel 523 | 1/1 + Den | 766 | 1 | \$717 | \$911,000 | \$1,189 | Q4 2017 |
| 110 Channel 528 | 1/1 | 758 | 1 | \$717 | \$931,000 | \$1,228 | Q4 2017 |
| 110 Channel 415 | 1/1 | 746 | 1 | \$717 | \$935,500 | \$1,254 | Q4 2017 |
| 110 Channel 628 | 1/1 | 758 | 1 | \$717 | \$950,000 | \$1,253 | Q4 2017 |
| 110 Channel 601 | 1/1 | 774 | 1 | \$717 | \$965,600 | \$1,248 | Q1 2018 |
| 110 Channel 414 | 1/1 | 759 | 1 | \$717 | \$976,000 | \$1,286 | Q4 2017 |
| 110 Channel 327 | 1/2 + Den | 887 | 1 | \$736 | \$983,500 | \$1,109 | Q4 2017 |
| 110 Channel 514 | 1/1 | 758 | 1 | \$717 | \$991,000 | \$1,307 | Q4 2017 |
| 110 Channel 423 | 1/1 | 767 | 1 | \$717 | \$1,000,000 | \$1,304 | Q4 2017 |
| 110 Channel 432 | 1/2 + Den | 887 | 1 | \$736 | \$1,061,000 | \$1,196 | Q4 2017 |
| 110 Channel 532 | 1/2 + Den | 887 | 1 | \$736 | \$1,071,000 | \$1,207 | Q4 2017 |
| 110 Channel 320 | 2/2 | 1,183 | 1 | \$821 | \$1,314,800 | \$1,111 | Q4 2017 |
| 110 Channel 511 | 2/2 + Den | 1,089 | 1 | \$795 | \$1,317,000 | \$1,209 | Q4 2017 |
| 110 Channel 306 | 2/2 | 1,070 | 1 | \$795 | \$1,325,000 | \$1,238 | Q4 2017 |
| 110 Channel 304 | 2/2 | 969 | 1 | \$771 | \$1,350,000 | \$1,393 | Q4 2017 |
| 110 Channel 315 | 2/2 | 1,101 | 1 | \$797 | \$1,385,000 | \$1,258 | Q4 2017 |
| 110 Channel 533 | 2/2 + Den | 1,811 | 1 | \$821 | \$1,445,000 | \$1,224 | Q1 2018 |
| 110 Channel 307 | 2/2 | 1,084 | 1 | \$795 | \$1,500,000 | \$1,384 | Q1 2018 |
| 110 Channel 520 | 2/2 | 1,101 | 1 | \$797 | \$1,515,000 | \$1,376 | Q4 2017 |
| 110 Channel 303 | 3/2 | 1,272 | 1 | \$848 | \$1,645,000 | \$1,293 | Q4 2017 |
| 110 Channel 505 | 2/2 | 1,528 | 1 | \$919 | \$1,700,000 | \$1,113 | Q4 2017 |





THE HARRISON

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

Status: Approximately 55% sold, Average \$/SqFt (closings): \$1,346/SqFt, Approximate absorption: 8 units/month

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

Date on Market: April 2016

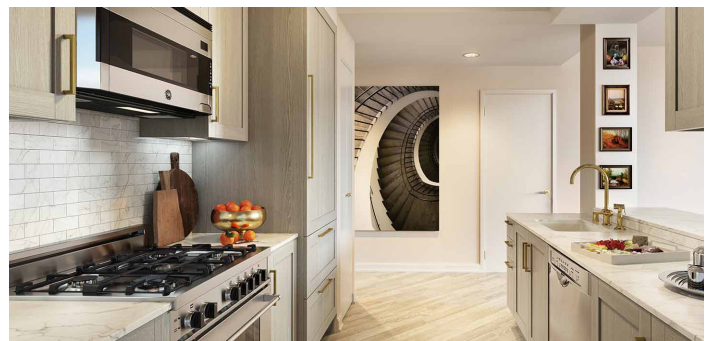
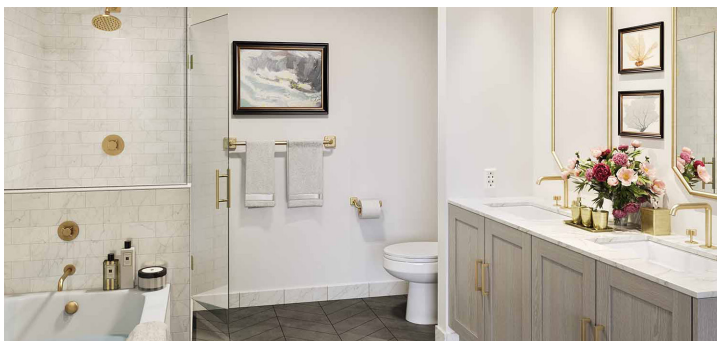
Developer: Maximus **Equity partner:** Rockpoint

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 | Parking | HOA | \$ | \$/SqFt |
|-------|-------------|-------|---------|---------|-------------|---------|
| 16H | 1/1 | 759 | 1 | \$1,124 | \$1,056,000 | \$1,391 |
| 22A | 1/1 | 840 | 1 | \$1,143 | \$1,094,000 | \$1,302 |
| 16C | 2/2 | 1,286 | 1 | \$1,236 | \$1,725,000 | \$1,341 |
| 22B | 2/2 | 1,311 | 1 | \$1,248 | \$1,761,000 | \$1,343 |
| 20E | 2/2 | 1,241 | 1 | \$1,236 | \$2,077,000 | \$1,674 |
| 30C | 2/2 | 1,334 | 1 | \$1,248 | \$2,255,000 | \$1,690 |
| 36D | 2/2 | 1,297 | 1 | \$1,236 | \$2,618,000 | \$2,019 |
| 38E | 2/2 | 1,262 | 1 | \$1,241 | \$2,649,000 | \$2,099 |
| PH45A | 2/2 | 1,648 | 1 | \$1,318 | \$3,150,000 | \$1,911 |
| 41D | 3/3 | 1,949 | 1 | \$1,383 | \$4,500,000 | \$2,309 |
| PH45B | 3/3.5 + Den | 3,214 | 2 | \$1,652 | \$8,200,000 | \$2,551 |

THE HARRISON CLOSINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

CLOSING DETAILS - THE HARRISON

| Unit | Type | SqFt | HOA \$ | \$ | \$/SqFt | Closing Date |
|------|------|-------|---------|-------------|---------|--------------|
| 5B | 1/1 | 746 | \$1,068 | \$740,000 | \$992 | Q4 2017 |
| 4D | 1/1 | 606 | \$1,022 | \$755,000 | \$1,246 | Q3 2016 |
| 4G | 1/1 | 810 | \$1,097 | \$768,000 | \$948 | Q3 2016 |
| 5D | 1/1 | 613 | \$1,022 | \$770,000 | \$1,256 | Q1 2017 |
| 6B | 1/1 | 744 | \$1,068 | \$774,000 | \$1,040 | Q3 2016 |
| 6D | 1/1 | 607 | \$1,293 | \$785,000 | \$1,293 | Q3 2017 |
| 7D | 1/1 | 613 | \$1,022 | \$795,000 | \$1,297 | Q4 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 |
| 12D | 1/1 | 613 | \$1,022 | \$830,000 | \$1,354 | Q4 2017 |
| 15D | 1/1 | 607 | \$1,022 | \$835,000 | \$1,376 | Q4 2016 |
| 5E | 1/1 | 705 | \$1,068 | \$835,000 | \$1,184 | Q4 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 |
| 7B | 1/1 | 743 | \$1,068 | \$845,000 | \$1,378 | Q1 2018 |
| 9D | 1/1 | 613 | \$1,022 | \$845,000 | \$1,378 | Q4 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 |
| 10D | 1/1 | 607 | \$1,022 | \$865,000 | \$1,425 | Q3 2017 |
| 7E | 1/1 | 705 | \$1,068 | \$865,000 | \$1,227 | Q4 2017 |
| 8G | 1/1 | 833 | \$1,097 | \$865,000 | \$1,038 | Q4 2016 |
| 6A | 1/1 | 1,115 | \$1,189 | \$868,000 | \$778 | Q4 2016 |
| 5A | 1/1 | 1,148 | \$1,189 | \$877,000 | \$764 | Q3 2016 |
| 13D | 1/1 | 613 | \$1,022 | \$880,000 | \$1,436 | Q4 2017 |
| 14E | 1/1 | 707 | \$1,068 | \$880,000 | \$1,245 | Q4 2016 |
| 11E | 1/1 | 705 | \$1,068 | \$890,000 | \$1,262 | Q4 2017 |
| 15E | 1/1 | 707 | \$1,068 | \$892,000 | \$1,262 | Q3 2016 |
| 9G | 1/1 | 833 | \$1,097 | \$905,000 | \$1,086 | Q4 2016 |
| 12E | 1/1 | 707 | \$1,068 | \$921,000 | \$1,303 | Q3 2016 |
| 13E | 1/1 | 707 | \$1,068 | \$925,000 | \$1,308 | Q4 2017 |
| 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 |
| 10H | 1/1 | 760 | \$1,068 | \$951,000 | \$1,251 | Q4 2017 |
| 14H | 1/1 | 760 | \$1,068 | \$960,000 | \$1,263 | Q4 2017 |
| 11H | 1/1 | 759 | \$1,068 | \$967,000 | \$1,274 | Q4 2017 |
| 10G | 1/1 | 819 | \$1,097 | \$972,500 | \$1,187 | Q4 2016 |
| 12H | 1/1 | 760 | \$1,068 | \$978,000 | \$1,287 | Q4 2017 |
| 11A | 1/1 | 840 | \$1,097 | \$985,000 | \$1,173 | Q4 2016 |
| 12A | 1/1 | 844 | \$1,097 | \$985,000 | \$1,167 | Q1 2017 |
| 13H | 1/1 | 759 | \$1,068 | \$988,000 | \$1,302 | Q1 2018 |
| 9A | 1/1 | 844 | \$1,097 | \$993,000 | \$1,177 | Q1 2017 |
| 17G | 1/1 | 759 | \$1,068 | \$995,000 | \$1,311 | Q4 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 |
| 21G | 1/1 | 760 | \$1,068 | \$1,025,000 | \$1,349 | Q4 2017 |
| 18A | 1/1 | 844 | \$1,097 | \$1,025,000 | \$1,214 | Q4 2016 |
| 14A | 1/1 | 844 | \$1,097 | \$1,040,000 | \$1,232 | Q4 2017 |
| 19G | 1/1 | 759 | \$1,068 | \$1,040,000 | \$1,267 | Q1 2018 |
| 17A | 1/1 | 840 | \$1,143 | \$1,055,000 | \$1,256 | Q1 2018 |
| 11G | 1/1 | 833 | \$1,097 | \$1,055,500 | \$1,267 | Q4 2017 |
| 12G | 1/1 | 833 | \$1,097 | \$1,080,000 | \$1,297 | Q2 2017 |
| 13G | 1/1 | 833 | \$1,097 | \$1,125,000 | \$1,351 | Q4 2017 |
| 28G | 1/1 | 758 | \$1,068 | \$1,145,000 | \$1,511 | Q1 2018 |
| 4F | 2/2 | 1,241 | \$1,241 | \$1,147,500 | \$925 | Q3 2016 |
| 36G | 1/1 | 760 | \$1,068 | \$1,150,000 | \$1,513 | Q4 2017 |
| 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 |
| 15G | 1/1 | 833 | \$1,097 | \$1,200,000 | \$1,441 | Q4 2017 |
| 7A | 2/2 | 1,406 | \$1,290 | \$1,212,000 | \$862 | Q1 2017 |
| 16G | 1/1 | 833 | \$1,097 | \$1,225,000 | \$1,471 | Q4 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 | Q4 2017 |
| 4C | 2/2 | 1,289 | \$1,241 | \$1,273,000 | \$988 | Q4 2016 |

THE HARRISON CLOSING DETAILS CONTINUED ON NEXT PAGE

DEVELOPMENT SNAPSHOT *Currently Selling*

CLOSING DETAILS - THE HARRISON

| Unit | Type | SqFt | HOA \$ | \$ | \$/SqFt | Closing Date |
|------|-------|-------|---------|-------------|---------|--------------|
| 22F | 1/1 | 833 | \$1,097 | \$1,280,000 | \$1,537 | Q4 2017 |
| 9B | 2/2 | 1,312 | \$1,259 | \$1,287,600 | \$981 | Q1 2017 |
| 23F | 1/1 | 833 | \$1,097 | \$1,290,000 | \$1,549 | Q4 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 | Q4 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 | \$1,370,000 | \$1,044 | Q3 2016 |
| 28F | 1/1 | 833 | \$1,097 | \$1,380,000 | \$1,657 | Q4 2017 |
| 6C | 2/2 | 1,339 | \$1,259 | \$1,383,000 | \$1,033 | Q4 2016 |
| 14B | 2/2 | 1,312 | \$1,259 | \$1,399,000 | \$1,066 | Q4 2016 |
| 8F | 2/2 | 1,262 | \$1,241 | \$1,420,000 | \$1,125 | Q4 2017 |
| 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 |
| 13B | 2/2 | 1,313 | \$1,259 | \$1,445,000 | \$1,101 | Q4 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 |
| 13C | 2/2 | 1,286 | \$1,259 | \$1,625,000 | \$1,264 | Q4 2017 |
| 19B | 2/2 | 1,311 | \$1,259 | \$1,640,000 | \$1,251 | Q4 2016 |
| 15C | 2/2 | 1,339 | \$1,259 | \$1,650,000 | \$1,232 | Q4 2017 |
| 18B | 2/2 | 1,311 | \$1,259 | \$1,673,000 | \$1,276 | Q4 2016 |
| 13F | 2/2 | 1,262 | \$1,241 | \$1,675,000 | \$1,327 | Q4 2017 |
| 14C | 2/2 | 1,286 | \$1,241 | \$1,675,000 | \$1,302 | Q3 2016 |
| 20B | 2/2 | 1,311 | \$1,278 | \$1,675,000 | \$1,278 | Q4 2017 |
| 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 |
| 15F | 2/2 | 1,262 | \$1,241 | \$1,700,000 | \$1,347 | Q4 2017 |
| 21B | 2/2 | 1,311 | \$1,259 | \$1,700,000 | \$1,297 | Q4 2017 |
| 18C | 2/2 | 1,339 | \$1,259 | \$1,725,000 | \$1,288 | Q3 2016 |
| 17C | 2/2 | 1,339 | \$1,260 | \$1,740,000 | \$1,299 | Q4 2017 |
| 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 |
| 18E | 2/2 | 1,241 | \$1,241 | \$1,890,000 | \$1,523 | Q4 2017 |
| 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 |
| 25C | 2/2 | 1,334 | \$1,248 | \$2,020,000 | \$1,514 | Q1 2018 |
| 34B | 2/2 | 1,312 | \$1,248 | \$2,020,000 | \$1,551 | Q1 2018 |
| 36B | 2/2 | 1,313 | \$1,259 | \$2,035,000 | \$1,550 | Q2 2017 |
| 25D | 2/2 | 1,313 | \$1,260 | \$2,050,000 | \$1,561 | Q4 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 |
| 29D | 2/2 | 1,313 | \$1,260 | \$2,337,500 | \$1,780 | Q4 2017 |
| 33E | 2/2 | 1,241 | \$1,241 | \$2,346,000 | \$1,890 | Q3 2016 |
| 30E | 2/2 | 1,262 | \$1,242 | \$2,360,000 | \$1,870 | Q4 2017 |
| 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 |
| 35D | 2/2 | 1,297 | \$1,241 | \$2,500,000 | \$1,928 | Q1 2018 |
| 33D | 2/2 | 1,313 | \$1,260 | \$2,515,000 | \$1,915 | Q4 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 |
| 45C | 2/2 | 1,589 | \$1,348 | \$2,825,000 | \$1,778 | Q1 2018 |
| 41A | 2/2 | 1,861 | \$1,437 | \$3,042,500 | \$1,635 | Q1 2017 |
| 42A | 2/2 | 1,857 | \$1,437 | \$3,135,000 | \$1,688 | Q1 2018 |
| 44B | 3/3.5 | 3,214 | \$1,887 | \$7,000,000 | \$2,178 | Q4 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: 3 market-rate units available

Average \$/SqFt (closings): \$1,848

Project specs: 76 units, 0 BMRs

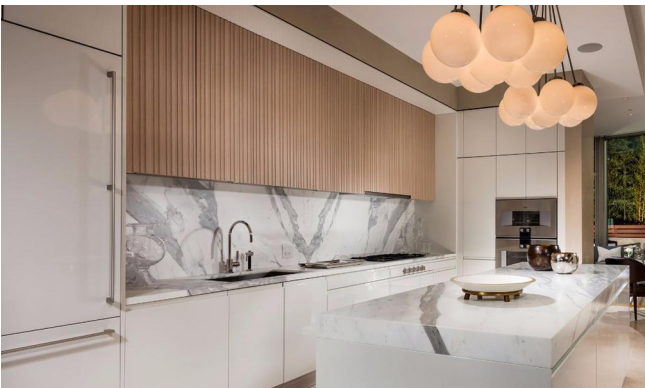
On market: Row Houses - February 2016; Flats - July 2016

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 |
|------|-------|-------|---------------|---------|
| GH4 | Shell | 3,128 | \$13,850,000 | \$4,428 |

\$1MM-\$1.5MM credit offered towards build-out of penthouse shell units

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 |
| 104 | 1/1.5 | 982 | 1 | \$1,450,000 | \$1,477 | Q3 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 |
| 607 | 2/2 | 1,956 | 1 | \$3,550,000 | \$1,815 | Q4 2017 |
| 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 |
| PH3 | 3/3 | 2,207 | 1 | \$4,595,000 | \$2,082 | Q4 2017 |
| 501 | 3/2.5 | 2,112 | 1 | \$4,675,000 | \$2,214 | Q4 2017 |
| 605 | 3/2.5 | 2,145 | 1 | \$4,695,000 | \$2,189 | Q4 2017 |
| 609 | 3/3 | 2,395 | 1 | \$4,700,000 | \$1,962 | Q4 2017 |
| PH4 | Shell | 2,139 | 2 | \$4,878,500 | \$2,281 | Q3 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 |
| GPH1 | Shell | 3,851 | 2 | \$9,899,000 | \$2,571 | Q4 2017 |
| 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: 2 market rate units available, Approximate absorption: 3 units/month, Average \$/SqFt (closings): \$1,227

Project specs: 81 units, 0 BMRs, 6-stories, 86 parking spaces, 4,500 SqFt retail, HOA fees: \$650-951

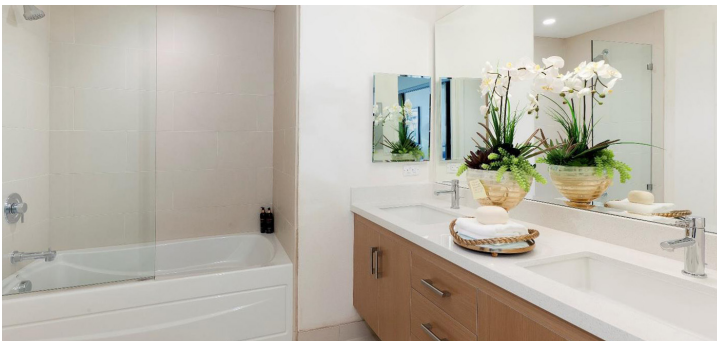
Date on market: January 2016

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 |
|------|----------|-------|---------|-------------|---------|
| 106 | 2/2 | 1,259 | 1 | \$1,609,725 | \$1,279 |
| 503 | 2/2 | 1,164 | 1 | \$1,649,000 | \$1,417 |

CLOSINGS - THE DISTRICT

| 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 |
| 111 | 1/1 | 980 | \$811 | 1 | \$975,000 | \$994.9 | Q1 2018 |
| 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 |
| 203 | 2/2 | 1164 | \$841 | 1 | \$1,300,000 | \$1,116.84 | Q1 2018 |
| 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 |
| 303 | 2/2 | 1,164 | \$841 | 1 | \$1,325,000 | \$1,138 | Q3 2017 |
| 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 |
| 403 | 2/2 | 1,164 | \$841 | 1 | \$1,375,000 | \$1,181 | Q3 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 |
| 306 | 2/2 | 1,311 | \$879 | 1 | \$1,570,000 | \$1,198 | Q1 2018 |
| 605 | 2/2 | 1003 | \$804 | 1 | \$1,600,000 | \$1,595.21 | Q1 2018 |
| 505 | 2/2 | 1,164 | \$841 | 1 | \$1,649,000 | \$1,417 | Q3 2016 |
| 406 | 2/2 | 1,300 | \$879 | 1 | \$1,650,000 | \$1,269 | Q4 2016 |
| 201 | 3/2 | 1,600 | \$951 | 1 | \$1,650,000 | \$1,031 | Q4 2017 |
| 301 | 3/2 | 1,600 | \$951 | 2 | \$1,775,000 | \$1,109 | Q4 2017 |
| 401 | 3/3 | 1600 | \$951 | 2 | \$1,910,000 | \$1,193.75 | Q1 2018 |
| 601 | 3/3 | 1375 | \$896 | 2 | \$2,000,000 | \$1,454.55 | Q1 2018 |
| 501 | 2/2 | 1,600 | \$951 | 2 | \$2,420,000 | \$1,513 | Q1 2018 |

DEVELOPMENT SNAPSHOT *Currently Selling*



LUMINA

201 Folsom Street at Beale | South Beach

Status: Average \$/SqFt (Tower B - 201 Folsom): \$1,390, Approximately 600 units sold, 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)

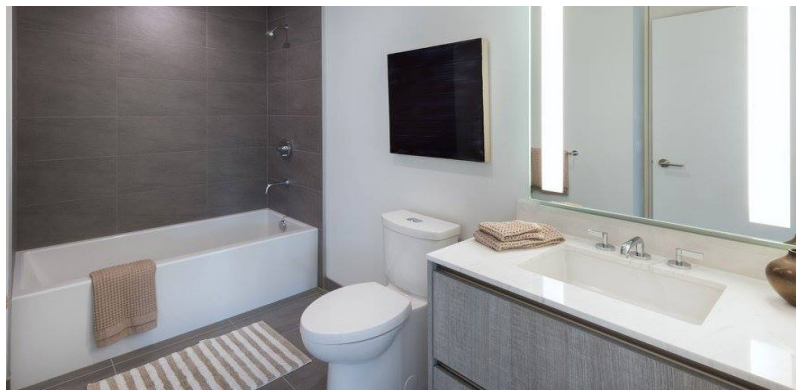
Architect: Arquitectonica (towers) and Heller Manus (podiums/"Plazas")

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 - TOWER B

| Unit | Type | SqFt | Prkng | HOA | \$ | \$/SqFt |
|------|------|-------|-------|---------|-------------|---------|
| 26B | 2/2 | 1,187 | 1 | \$1,110 | \$1,910,000 | \$1,609 |
| 27B | 2/2 | 1,187 | 1 | \$1,110 | \$1,945,000 | \$1,639 |
| 34E | 3/3 | 1,780 | 1 | \$1,205 | \$3,395,000 | \$1,907 |
| 32B | 3/3 | 2,692 | 1 | \$1,350 | \$5,495,000 | \$2,041 |

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*

[CLICK TO RETURN TO THE NAVIGATION PAGE](#)

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 1C | 1/1.5 | 1,013 | \$1,018 | 1 | \$1,113,000 | \$1,099 | Q4 2017 |
| 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 22H | 1/1 | 853 | \$988 | 1 | \$1,150,000 | \$1,348 | Q4 2017 |
| 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 2B | 1/1 | 1,133 | \$1,100 | 1 | \$1,173,000 | \$1,035 | Q4 2017 |
| 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 15D | 1/1 | 881 | \$993 | 1 | \$1,200,000 | \$1,362 | Q4 2017 |
| 201 Folsom 21H | 1/1 | 853 | \$987 | 1 | \$1,223,500 | \$1,434 | Q4 2017 |
| 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 2H | 2/2 | 1,276 | \$1,073 | 1 | \$1,350,000 | \$1,058 | Q4 2017 |
| 201 Folsom 5B | 2/2 | 1,187 | \$1,056 | 1 | \$1,350,000 | \$1,137 | Q4 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 10B | 2/2 | 1,187 | \$1,057 | 1 | \$1,500,000 | \$1,264 | Q4 2017 |
| 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 29D | 1/1 | 980 | \$1,075 | 1 | \$1,545,000 | \$1,577 | Q1 2018 |
| 201 Folsom 11B | 2/2 | 1,187 | \$1,057 | 1 | \$1,548,000 | \$1,304 | Q4 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 |

CLOSING DETAILS - LUMINA TOWER B

| Unit | Type | SqFt | HOA \$ | Parking | Closing Price | \$/SqFt | Sale Date |
|----------------|------|-------|---------|---------|---------------|---------|-----------|
| 201 Folsom 8C | 2/2 | 1,400 | \$1,099 | 1 | \$1,565,000 | \$1,118 | Q2 2017 |
| 201 Folsom 9E | 2/2 | 1,187 | \$1,057 | 1 | \$1,565,000 | \$1,318 | Q3 2017 |
| 201 Folsom 12F | 2/2 | 1,187 | \$1,056 | 1 | \$1,565,500 | \$1,319 | Q4 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 18B | 2/2 | 1,187 | \$1,057 | 1 | \$1,625,000 | \$1,369 | Q4 2017 |
| 201 Folsom 3C | 2/2 | 1,400 | \$1,100 | 1 | \$1,625,500 | \$1,161 | Q3 2016 |
| 201 Folsom 17F | 2/2 | 1,187 | \$1,056 | 1 | \$1,635,000 | \$1,377 | Q4 2017 |
| 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 17B | 2/2 | 1,187 | \$1,056 | 1 | \$1,645,000 | \$1,386 | Q4 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 36D | 1/1 | 981 | \$1,014 | 1 | \$1,650,000 | \$1,682 | Q4 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 |
| 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 3G | 2/2 | 1,398 | \$1,099 | 1 | \$1,680,000 | \$1,202 | Q4 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 14E | 2/2 | 1,367 | \$1,093 | 1 | \$1,695,000 | \$1,240 | Q4 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 21F | 2/2 | 1,187 | \$1,056 | 1 | \$1,720,000 | \$1,449 | Q4 2017 |
| 201 Folsom 20B | 2/2 | 1,187 | \$1,110 | 1 | \$1,720,000 | \$1,449 | Q1 2018 |
| 201 Folsom 16E | 2/2 | 1,367 | \$1,093 | 1 | \$1,725,100 | \$1,262 | Q4 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 22F | 2/2 | 1,187 | \$1,057 | 1 | \$1,745,000 | \$1,470 | Q4 2017 |
| 201 Folsom 21B | 2/2 | 1,187 | \$1,056 | 1 | \$1,745,100 | \$1,470 | Q4 2017 |
| 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 22B | 2/2 | 1,187 | \$1,057 | 1 | \$1,755,000 | \$1,479 | Q4 2017 |
| 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 23B | 2/2 | 1,187 | \$1,110 | 1 | \$1,775,000 | \$1,495 | Q1 2018 |
| 201 Folsom 17E | 2/2 | 1,367 | \$1,093 | 1 | \$1,775,000 | \$1,298 | Q3 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 17G | 2/2 | 1,398 | \$1,099 | 1 | \$1,795,000 | \$1,284 | Q4 2017 |

CLOSING DETAILS - LUMINA TOWER B

| Unit | Type | SqFt | HOA \$ | Parking | Closing Price | \$/SqFt | Sale Date |
|----------------|------|-------|---------|---------|---------------|---------|-----------|
| 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 28E | 2/2 | 1,367 | \$1,093 | 1 | \$1,920,000 | \$1,405 | Q4 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 21A | 2/2 | 1,367 | \$1,093 | 1 | \$1,975,000 | \$1,445 | Q4 2017 |
| 201 Folsom 26E | 2/2 | 1,367 | \$1,093 | 1 | \$1,990,000 | \$1,456 | Q4 2016 |
| 201 Folsom 23A | 2/2 | 1,367 | \$1,093 | 1 | \$1,995,000 | \$1,459 | Q3 2017 |
| 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 24A | 2/2 | 1,367 | \$1,140 | 1 | \$2,050,000 | \$1,500 | Q4 2017 |
| 201 Folsom 28C | 2/2 | 1,400 | \$1,119 | 1 | \$2,050,000 | \$1,464 | Q4 2017 |
| 201 Folsom 27A | 2/2 | 1,554 | \$1,125 | 1 | \$2,055,000 | \$1,322 | Q4 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 25A | 2/2 | 1,367 | \$1,140 | 1 | \$2,132,111 | \$1,560 | Q4 2017 |
| 201 Folsom 26A | 2/2 | 1,367 | \$1,140 | 1 | \$2,150,000 | \$1,573 | Q1 2018 |
| 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 29C | 2/2 | 1,495 | \$1,119 | 1 | \$2,150,000 | \$1,438 | Q4 2017 |
| 201 Folsom 16C | 2/2 | 1,400 | \$1,100 | 1 | \$2,179,000 | \$1,556 | Q3 2016 |
| 201 Folsom 30C | 2/2 | 1,495 | \$1,119 | 1 | \$2,223,000 | \$1,487 | Q4 2017 |
| 201 Folsom 27G | 2/2 | 1,398 | \$1,099 | 1 | \$2,250,000 | \$1,609 | Q3 2016 |
| 201 Folsom 33C | 2/2 | 1,495 | \$1,119 | 1 | \$2,250,000 | \$1,505 | Q4 2017 |
| 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 32C | 2/2 | 1,495 | \$1,119 | 1 | \$2,325,000 | \$1,555 | Q4 2017 |
| 201 Folsom 31C | 2/2 | 1,495 | \$1,160 | 1 | \$2,380,000 | \$1,592 | Q1 2018 |
| 201 Folsom 37C | 2/2 | 1,495 | \$1,119 | 1 | \$2,385,000 | \$1,595 | Q2 2017 |
| 201 Folsom 35C | 2/2 | 1,495 | \$1,158 | 1 | \$2,450,000 | \$1,639 | Q1 2018 |
| 201 Folsom 30A | 2/2 | 1,554 | \$1,125 | 1 | \$2,455,925 | \$1,580 | Q3 2017 |
| 201 Folsom 29A | 2/2 | 1,554 | \$1,125 | 1 | \$2,460,000 | \$1,583 | Q4 2017 |
| 201 Folsom 36C | 2/2 | 1,495 | \$1,119 | 1 | \$2,470,000 | \$1,652 | Q4 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 34A | 2/2 | 1,554 | \$1,131 | 1 | \$2,740,000 | \$1,763 | Q4 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 38E | 3/3 | 1,780 | \$1,177 | 1 | \$3,344,933 | \$1,879 | Q4 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 39B | 3/3 | 2,692 | \$1,362 | 1 | \$5,300,000 | \$1,969 | Q4 2017 |
| 201 Folsom 35B | 3/3 | 2,692 | \$1,362 | 1 | \$5,510,000 | \$2,047 | Q4 2017 |
| 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 |

DEVELOPMENT SNAPSHOT *Currently Selling*



FULTON 555

555 Fulton Street at Octavia | Hayes Valley

Status: 60 market-rate units in-contract, Average \$/SqFt (active listings): \$1,471

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

First Closings Anticipated: Q3 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 |
|------|------|------|--------|---------|-------------|---------|
| 321 | 1/1 | 655 | \$511 | 0 | \$969,000 | \$1,479 |
| 430 | 1/1 | 697 | \$511 | 0 | \$1,033,000 | \$1,482 |
| 333 | 2/2 | 872 | \$549 | 1 | \$1,265,000 | \$1,451 |

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*

CLICK TO RETURN TO THE NAVIGATION PAGE



72 TOWNSEND

72 Townsend Street at 2nd | SOMA - South Beach

Average \$/SqFt (closings): \$1,368

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 | 1/1.5 | 619 | \$719 | 0 | \$934,500 | \$1,510 | Q4 2015 |
| 809 | 1/1.5 | 900 | \$785 | 1 | \$950,000 | \$1,056 | Q4 2017 |
| 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 | \$633 | 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 |
| 711 | 2/2 | 1,106 | \$833 | 1 | \$1,316,250 | \$1,190 | Q4 2017 |
| 509 | 2/2 | 1,136 | \$837 | 1 | \$1,329,000 | \$1,170 | Q3 2016 |
| 306 | 2/1 | 935 | \$787 | 1 | \$1,350,000 | \$1,444 | Q1 2016 |
| 409 | 2/2 | 1,146 | \$834 | 1 | \$1,360,000 | \$1,187 | Q4 2015 |
| 704 | 2/2 | 1,182 | \$850 | 1 | \$1,400,000 | \$1,184 | Q4 2017 |
| 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 |
| 804 | 2/2 | 1,260 | \$850 | 1 | \$1,500,000 | \$1,190 | Q4 2017 |
| 808 | 2/2 | 1,101 | \$833 | 1 | \$1,505,000 | \$1,367 | Q1 2018 |
| 611 | 2/2 | 1,106 | \$837 | 1 | \$1,525,000 | \$1,379 | Q2 2016 |
| 511 | 2/2 | 1,143 | \$719 | 1 | \$1,549,000 | \$1,355 | Q1 2016 |
| 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 |
| 100 | 1/1 | 3,126 | \$1,324 | 1 | \$1,570,000 | \$502 | Q1 2018 |
| 309 | 2/2 | 1,136 | \$834 | 1 | \$1,595,000 | \$1,404 | Q4 2015 |
| 806 | 2/2 | 1,172 | \$842 | 1 | \$1,600,000 | \$1,365 | Q4 2017 |
| 304 | 2/2 | 1,186 | \$833 | 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 |
| 901 | 3/2.5 | 1,740 | \$978 | 1 | \$3,100,000 | \$1,782 | Q4 2017 |
| PH903 | 3/2.5 | 1,571 | \$939 | 1 | \$2,650,000 | \$1,687 | Q1 2018 |
| 902 | 3/2 | 1,722 | \$1,100 | 1 | \$4,065,000 | \$2,361 | Q2 2016 |
| 902 | 3/2 | 1,722 | \$1,100 | 1 | \$4,065,000 | \$2,361 | Q2 2016 |



DEVELOPMENT SNAPSHOT *Currently Selling*



SAN FRANCISCO SHIPYARD

Innes Avenue and Donahue Street - Hunters Point

Average \$/SqFt (closings): \$793

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 |
|----------------|-----------|-------|---------|-------------|---------|--------------|
| 555 Innes 211 | 1/1 | 603 | 1 | \$578,000 | \$959 | Q1 2018 |
| 50 Jerrold 308 | 1/1 | 611 | 1 | \$580,000 | \$949 | Q1 2018 |
| 50 Jerrold 312 | 1/1 | 655 | 1 | \$599,800 | \$916 | Q2 2017 |
| 550 Innes 201 | 1/1 | 760 | 1 | \$605,000 | \$796 | Q1 2018 |
| 51 Innes 303 | 1/1 | 670 | 1 | \$625,000 | \$933 | Q1 2018 |
| 50 Jerrold 306 | 1/1 | 611 | 1 | \$625,500 | \$1,024 | Q1 2017 |
| 570 Innes 204 | 2/2 | 970 | 1 | \$699,000 | \$721 | Q1 2018 |
| 570 Innes 304 | 2/2 | 970 | 1 | \$719,000 | \$741 | Q1 2018 |
| 50 Jerrold 313 | 2/2 | 1,156 | 1 | \$810,000 | \$701 | Q1 2018 |
| 50 Jerrold 213 | 2/2 | 1,156 | 1 | \$820,800 | \$710 | Q1 2017 |
| 555 Innes 405 | 2/2 + Den | 1,027 | 1 | \$826,000 | \$804 | Q1 2018 |
| 51 Innes 101 | 2/2 | 1,140 | 1 | \$835,000 | \$732 | Q1 2018 |
| 50 Jerrold 215 | 3/2 | 1,251 | 1 | \$838,000 | \$670 | Q4 2017 |
| 555 Innes 215 | 3/2 | 1,235 | 1 | \$850,000 | \$688 | Q1 2018 |
| 50 Jerrold 315 | 3/2 | 1,283 | 1 | \$889,000 | \$693 | Q1 2018 |
| 293 Friedell | 3/2.5 | 1,204 | 2 | \$920,000 | \$764 | Q4 2017 |
| 192 Coleman | 3/2.5 | 1,212 | 2 | \$972,000 | \$802 | Q4 2017 |
| 172 Coleman | 3/2.5 | 1,302 | 2 | \$972,000 | \$747 | Q1 2018 |
| 100 Coleman | 3/2.5 | 1,436 | 2 | \$1,030,000 | \$717 | Q4 2017 |



ACTIVE LISTINGS

| Unit | Type | SqFt | Prkng | HOA | \$ | \$/SqFt |
|----------------|-----------|-------|-------|-------|-------------|---------|
| 51 Innes 210 | 1/1 | 740 | 1 | \$500 | \$775,000 | \$1,047 |
| 50 Jerrold 414 | 2/2 + Den | 1,015 | 1 | \$483 | \$839,000 | \$827 |
| 555 Innes 413 | 2/2 + Den | 1,156 | 1 | \$510 | \$850,000 | \$735 |
| 51 Innes 102 | 2/2 | 1,185 | 1 | \$592 | \$895,000 | \$755 |
| 555 Innes 408 | 2/2 | 1,212 | 1 | \$529 | \$910,000 | \$751 |
| 50 Jerrold 411 | 2/2 + Den | 1,342 | 1 | \$580 | \$925,000 | \$689 |
| 51 Innes 201 | 2/2 | 1,080 | 1 | \$565 | \$995,000 | \$921 |
| 51 Innes 312 | 2/2 | 1,080 | 1 | \$565 | \$1,005,000 | \$931 |
| 51 Innes 402 | 3/2 | 1,478 | 1 | \$654 | \$1,250,000 | \$846 |

DEVELOPMENT SNAPSHOT *Recently Sold-out*



LA MAISON

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

Average \$/SqFt (closings): \$1,212

Project specs: 28 units, 5-stories

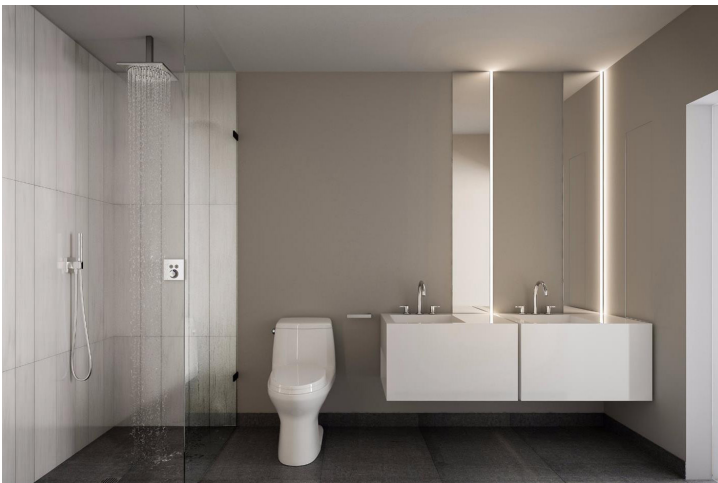
Date on Market: June 2017

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



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 |
| 307 | 1/1 | 660 | 0 | \$557 | \$779,000 | \$1,180 | Q4 2017 |
| 406 | 1/1 | 629 | 0 | \$556 | \$797,000 | \$1,267 | Q1 2018 |
| 407 | 1/1 | 597 | 0 | \$546 | \$799,000 | \$1,338 | Q3 2017 |
| 507 | 1/1 | 597 | 0 | \$546 | \$799,000 | \$1,338 | Q4 2017 |
| 506 | 1/1 | 629 | 0 | \$556 | \$815,000 | \$1,296 | Q1 2018 |
| 304 | 1/1 | | 0 | \$557 | \$844,000 | | Q1 2018 |
| 404 | 1/1 | 597 | 0 | \$551 | \$854,000 | \$1,430 | Q1 2018 |
| 202 | 2/2 | 975 | 0 | \$612 | \$1,025,000 | \$1,123 | Q4 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 |
| 301 | 2/2 | 932 | 1 | \$605 | \$1,095,000 | \$1,175 | Q3 2017 |
| 403 | 2/2 | 935 | 1 | \$605 | \$1,095,000 | \$1,171 | Q4 2017 |
| 401 | 2/2 | 947 | 0 | \$607 | \$1,095,000 | \$1,156 | Q4 2017 |

* Parking spaces valued at \$70K/space

DEVELOPMENT SNAPSHOT *Recently Sold-out*



LAGUNA HAYES

580 Hayes St at Laguna | Hayes Valley

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

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

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



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 |
| 307 | 1/1 | 660 | 0 | \$557 | \$779,000 | \$1,180 | Q4 2017 |
| 406 | 1/1 | 629 | 0 | \$556 | \$797,000 | \$1,267 | Q1 2018 |
| 407 | 1/1 | 597 | 0 | \$546 | \$799,000 | \$1,338 | Q3 2017 |
| 507 | 1/1 | 597 | 0 | \$546 | \$799,000 | \$1,338 | Q4 2017 |
| 506 | 1/1 | 629 | 0 | \$556 | \$815,000 | \$1,296 | Q1 2018 |
| 202 | 2/2 | 975 | 0 | \$612 | \$1,025,000 | \$1,123 | Q4 2017 |
| 404 | 1/1 | 804 | 0 | \$571 | \$1,029,000 | \$1,280 | Q1 2018 |
| 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 |
| 301 | 2/2 | 932 | 1 | \$605 | \$1,095,000 | \$1,175 | Q3 2017 |
| 401 | 2/2 | 947 | 0 | \$607 | \$1,095,000 | \$1,156 | Q4 2017 |
| 403 | 2/2 | 1,321 | 1 | \$714 | \$1,992,500 | \$1,508 | Q1 2018 |

DEVELOPMENT SNAPSHOT *Recently Sold-out*



KNOX

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

Average \$/SqFt (closings): \$1,268, Approx. Absorption: 10 units/month

Pre-sales: February 2017

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

Developer: Trumark **Architect:** BDE **Interiors:** 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 | \$790,000 | \$1,028 | Q3 2017 |
| 109 | 1/1 | 634 | \$534 | 0 | \$795,000 | \$1,255 | Q4 2017 |
| 212 | 1/1 | 767 | \$568 | 0 | \$800,000 | \$1,069 | Q3 2017 |
| 314 | 1/1 | 900 | \$622 | 0 | \$805,000 | \$917 | Q3 2017 |
| 305 | 1/1 | 680 | \$531 | 0 | \$805,000 | \$1,221 | Q3 2017 |
| 312 | 1/1 | 894 | \$631 | 0 | \$808,000 | \$937 | Q3 2017 |
| 105 | 1/1 | 625 | \$531 | 0 | \$815,000 | \$1,352 | Q3 2017 |
| 106 | 1/1 | 690 | \$531 | 0 | \$818,000 | \$1,239 | Q3 2017 |
| 405 | 1/1 | 680 | \$531 | 0 | \$818,000 | \$1,272 | Q3 2017 |
| 316 | 1/1 | 828 | \$631 | 0 | \$818,000 | \$1,045 | Q3 2017 |
| 103 | 1/1 | 655 | \$531 | 0 | \$877,722 | \$1,340 | Q2 2017 |
| 404 | 1/1 | 669 | \$534 | 0 | \$890,000 | \$1,330 | Q4 2017 |
| 218 | 2/2 | 781 | \$568 | 1 | \$900,000 | \$1,197 | Q3 2017 |
| 414 | 1/1 | 900 | \$622 | 0 | \$900,000 | \$1,044 | Q3 2017 |
| 420 | 1/1 | 744 | \$568 | 0 | \$904,500 | \$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 |
| 318 | 2/2 | 831 | \$633 | 1 | \$1,085,000 | \$1,306 | 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 |
| 421 | 2/1 | 883 | \$633 | 1 | \$1,125,000 | \$1,274 | Q3 2017 |
| 309 | 2/2 | 877 | \$633 | 1 | \$1,125,000 | \$1,283 | Q4 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 | \$1,239 | Q3 2017 |
| 307 | 2/2 | 933 | \$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 |
| 302 | 2/2 | 945 | \$660 | 1 | \$1,220,000 | \$1,291 | Q4 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 |
| 502 | 2/2 | 906 | \$633 | 1 | \$1,265,000 | \$1,396 | Q4 2017 |
| 417 | 2/2 | 959 | \$660 | 1 | \$1,275,000 | \$1,330 | Q3 2017 |
| 400 | 2/2 | 909 | \$660 | 1 | \$1,281,000 | \$1,409 | Q4 2017 |
| 402 | 2/2 | 945 | \$660 | 1 | \$1,290,000 | \$1,365 | Q3 2017 |
| 219 | 2/2 | 1,092 | \$699 | 1 | \$1,315,000 | \$1,204 | Q4 2017 |
| 301 | 2/2 | 972 | \$660 | 1 | \$1,356,000 | \$1,399 | Q3 2017 |
| 503 | 2/2 | 959 | \$660 | 1 | \$1,365,000 | \$1,423 | Q4 2017 |
| 505 | 2/2 | 1,029 | \$697 | 1 | \$1,395,000 | \$1,356 | Q3 2017 |
| 203 | 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 |
| 500 | 3/2 | | \$722 | 2 | \$1,795,000 | | Q4 2017 |

UNIT MIX

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

DEVELOPMENT SNAPSHOT *Recently Sold-out*



ROWAN

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

Average \$/SqFt (closings): \$1,267, Approx. Absorption: 4 units/month

Date on market: September 2016

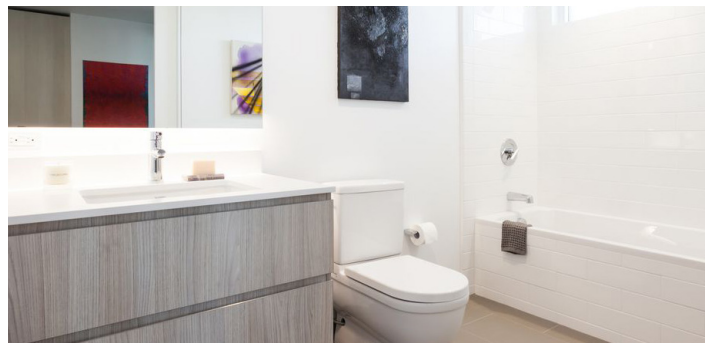
Project specs: 70 units, 9-stories, 43 parking spaces (Klaus Stack Parkers), 11 BMRs

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 | \$ | \$/SqFt | Date |
|------|-----------|------|-----------|---------|---------|
| 302 | 1/1 + Den | 673 | \$699,000 | \$1,039 | Q4 2016 |
| 301 | 1/1 + Den | 676 | \$699,000 | \$1,034 | Q4 2016 |
| 402 | 1/1 | 673 | \$710,000 | \$1,055 | Q1 2017 |
| 410 | 1/1 | 673 | \$710,000 | \$1,055 | Q1 2017 |
| 401 | 1/1 | 676 | \$710,000 | \$1,050 | Q1 2017 |
| 307 | 1/1 | 658 | \$719,000 | \$1,093 | Q1 2017 |
| 306 | 1/1 | 663 | \$722,012 | \$1,089 | Q2 2017 |
| 406 | 1/1 | 664 | \$745,000 | \$1,122 | Q3 2017 |
| 305 | 1/1 + Den | 654 | \$762,000 | \$1,165 | Q1 2017 |
| 606 | 1/1 | 664 | \$788,000 | \$1,187 | Q1 2017 |
| 405 | 1/1 | 655 | \$789,000 | \$1,205 | Q1 2017 |
| 605 | 1/1 | 655 | \$790,000 | \$1,206 | Q2 2017 |
| 502 | 1/1 | 673 | \$792,000 | \$1,177 | Q1 2017 |
| 505 | 1/1 | 655 | \$797,000 | \$1,217 | Q1 2017 |
| 506 | 1/1 | 664 | \$802,000 | \$1,208 | Q1 2017 |
| 507 | 1/1 + Den | 659 | \$813,000 | \$1,234 | Q4 2017 |
| 607 | 1/1 | 659 | \$826,000 | \$1,253 | Q4 2017 |
| 610 | 1/1 | 673 | \$836,912 | \$1,244 | Q1 2017 |
| 710 | 1/1 + Den | 673 | \$845,000 | \$1,256 | Q3 2017 |
| 705 | 1/1 | 655 | \$845,000 | \$1,290 | Q4 2017 |
| 802 | 1/1 | 673 | \$875,000 | \$1,300 | Q1 2017 |
| 701 | 1/1 | 676 | \$877,000 | \$1,297 | Q1 2017 |
| 707 | 1/1 + Den | 659 | \$900,000 | \$1,366 | Q3 2017 |
| 702 | 1/1 | 673 | \$903,000 | \$1,342 | Q1 2017 |
| 706 | 1/1 | 664 | \$915,000 | \$1,378 | Q3 2017 |
| 810 | 1/1 | 673 | \$920,000 | \$1,367 | Q4 2017 |
| 805 | 1/1 | 655 | \$930,000 | \$1,420 | Q1 2017 |

| Unit | Type | SqFt | \$ | \$/SqFt | Date |
|------|-----------|-------|-------------|---------|---------|
| PH2 | 1/1 | 655 | \$930,000 | \$1,420 | Q3 2017 |
| 801 | 1/1 | 676 | \$940,000 | \$1,391 | Q1 2017 |
| 807 | 1/1 + Den | 659 | \$940,000 | \$1,426 | Q3 2017 |
| 806 | 1/1 | 664 | \$949,000 | \$1,429 | Q1 2017 |
| 409 | 2/2 | 845 | \$980,000 | \$1,160 | Q3 2017 |
| 309 | 2/2 | 845 | \$1,002,000 | \$1,186 | Q1 2017 |
| 509 | 2/2 | 845 | \$1,045,000 | \$1,237 | Q3 2017 |
| 508 | 2/2 | 831 | \$1,049,000 | \$1,262 | Q3 2017 |
| 503 | 2/2 | 845 | \$1,049,000 | \$1,241 | Q3 2017 |
| 609 | 2/2 | 845 | \$1,049,000 | \$1,241 | Q3 2017 |
| 404 | 2/2 | 841 | \$1,049,000 | \$1,247 | Q4 2017 |
| 504 | 2/2 | 841 | \$1,050,000 | \$1,249 | Q4 2017 |
| 608 | 2/2 | 831 | \$1,074,933 | \$1,294 | Q4 2017 |
| 206 | 2/2 | 877 | \$1,095,000 | \$1,249 | Q3 2017 |
| 708 | 2/2 | 831 | \$1,099,000 | \$1,323 | Q4 2017 |
| 203 | 2/2 | 862 | \$1,099,000 | \$1,275 | Q4 2017 |
| 202 | 2/2 | 866 | \$1,099,000 | \$1,269 | Q4 2017 |
| 709 | 2/2 | 845 | \$1,115,000 | \$1,320 | Q3 2017 |
| 808 | 2/2 | 831 | \$1,135,000 | \$1,366 | Q4 2017 |
| 703 | 2/2 | 845 | \$1,149,000 | \$1,360 | Q4 2017 |
| 704 | 2/2 | 841 | \$1,150,000 | \$1,367 | Q3 2017 |
| 603 | 2/2 | 845 | \$1,151,500 | \$1,363 | Q1 2017 |
| 803 | 2/2 | 845 | \$1,175,000 | \$1,391 | Q3 2017 |
| 804 | 2/2 | 841 | \$1,195,000 | \$1,421 | Q4 2017 |
| PH3 | 2/2 | 1,229 | \$1,650,000 | \$1,343 | Q3 2017 |
| PH1 | 3/3 | 1,282 | \$1,695,000 | \$1,322 | Q3 2017 |
| PH4 | 3/3 | 1,277 | \$1,695,000 | \$1,327 | Q4 2017 |

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 |

*Parking spaces valued at \$65K/space

DEVELOPMENT SNAPSHOT *Recently Sold-out*

CLICK TO RETURN TO THE NAVIGATION PAGE



1450 FRANKLIN

1450 Franklin St at Bush | Lower Pac Heights

Status: Average \$/SqFt (closings): \$1,230, Approx. Absorption: 5 units/month

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 |
| 703 | 1/1 | 699 | 1 | \$935,000 | \$1,338 | Q3 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 |
| 704 | 0/1 | 699 | 1 | \$990,000 | \$1,416 | 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 |
| 405 | 2/2 | 1,325 | 1 | \$1,399,000 | \$1,056 | Q3 2017 |
| 1107 | 2/2 | 1,076 | 1 | \$1,445,000 | \$1,343 | Q2 2017 |
| 605 | 2/2 | 1,326 | 1 | \$1,482,500 | \$1,119 | Q2 2017 |
| 1207 | 2/2 | 1,076 | 1 | \$1,488,000 | \$1,380 | Q3 2017 |
| 402 | 2/2 | 1,320 | 1 | \$1,490,000 | \$1,135 | 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 |
| 905 | 2/2 | 1,326 | 1 | \$1,555,000 | \$1,173 | Q3 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 |
| 1006 | 2/2 | 1,273 | 1 | \$1,600,000 | \$1,257 | Q2 2017 |
| 906 | 2/2 | 1,273 | 1 | \$1,617,500 | \$1,271 | Q3 2017 |
| 1001 | 2/2 | 1,266 | 1 | \$1,633,000 | \$1,291 | Q2 2017 |
| 602 | 2/2 | 1,325 | 1 | \$1,650,000 | \$1,234 | Q2 2017 |
| 1205 | 2/2 | 1,326 | 1 | \$1,650,000 | \$1,244 | Q3 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 |

UNIT MIX

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

* Parking spaces valued at \$75K/space

DEVELOPMENT SNAPSHOT *Recently Sold-out*



THE ROCKWELL

1688 Pine Street at Franklin | Pacific Heights

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

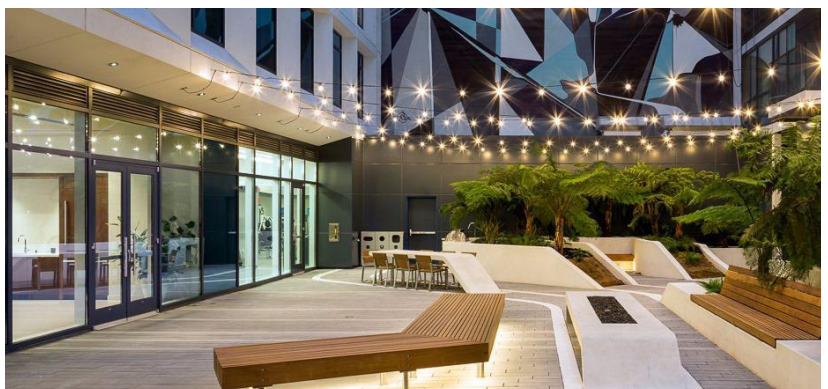
Developer: Oyster Development (Tricon Capital - equity)

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



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 *Recently Sold-out*

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 may not include parking fees of approximately \$225/month.

ROCKWELL CLOSINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Recently Sold-out*

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 may not include parking fees of approximately \$225/month.

ROCKWELL CLOSINGS CONTINUED ON FOLLOWING PAGE

DEVELOPMENT SNAPSHOT *Recently Sold-out*

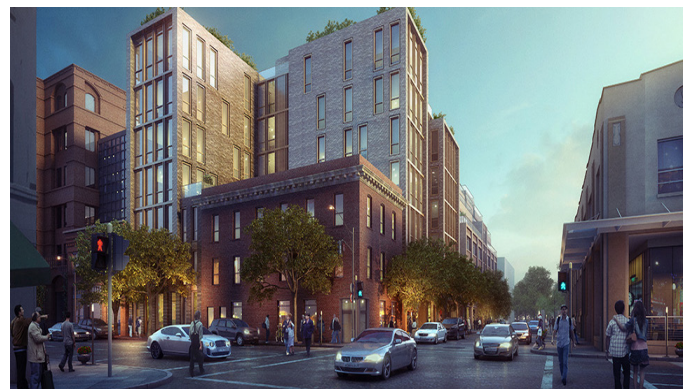
CLOSING DETAILS - ROCKWELL (CONTINUED)

| 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 may not include parking fees of approximately \$225/month.

UPCOMING CONDOMINIUM DEVELOPMENTS

| DEVELOPMENT | DEVELOPER | AREA | UNITS | STORIES | EST SALES COMMENCE |
|---|-------------------------|--------------------|-------|---------|--------------------|
| 1731 Powell Street at Columbus | LLC | North Beach | 18 | 4 | Q1 2018 |
| 700 36th Ave at Balboa | N/A | Outer Richmond | 6 | 4 | Q1 2018 |
| 288 Pacific Avenue at Battery | Grosvenor Americas | Financial District | 33 | 7 | Q1 2018 |
| 1 Stanyan St at Geary | 1 Stanyan LLC | Laurel Heights | 13 | 4 | Q1 2018 |
| Alexandria - 369 18th Avenue at Geary | TimeSpace Group | Richmond | 43 | 4 | Q1 2018 |
| 119 7th Street at Minna | Fulton Street Ventures | South of Market | 39 | 8 | Q2 2018 |
| 601 Tennessee at Mariposa | LLC | Dogpatch | 20 | 5 | 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 | Z&L | 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 |
| 502 7th Street at Bryant | LLC | South of Market | 16 | 5 | Q2 2019 |
| Oceanwide Center - 50 1st Street at Mission | Oceanwide-Tohigh | Transbay | 265 | 54 & 61 | Q2 2020 |
| Oceanwide Center - 50 1st Street at Mission | Oceanwide-Tohigh | Transbay | 265 | 54 & 61 | Q2 2020 |



288 PACIFIC
HANDEL ARCHITECTS

UPCOMING APARTMENT DEVELOPMENTS

| DEVELOPMENT | DEVELOPER | AREA | UNITS | STORIES | EST LEASING COMMENCES |
|--|------------------------|-----------------|-------|---------|-----------------------|
| The Martin - 2051 3rd Street at Mariposa | Raintree Partners | Dogpatch | 92 | 6 | LEASING |
| 33 Tehama Street at 1st | Hines/Invesco | South of Market | 407 | 37 | LEASING |
| 626 Mission Bay Blvd. North at 4th | TNDC (Affordable) | Mission Bay | 143 | 5 | Q1 2018 |
| 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 |
| 616 Divisadero Street at Hayes | Michael Klestoff | NOPA | 7 | 5 | Q2 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 |
| 95 Laguna Street at Market | Mercy (Affordable) | Hayes Valley | 78 | 7 | Q3 2018 |
| 75 Arkansas Street at 17th | CA College of the Arts | Potrero Hill | 30 | 4 | Q4 2018 |
| 455 Fell Street at Laguna | Mercy (Affordable) | Hayes Valley | 108 | 6 | Q4 2018 |
| 901 Tennessee Street at 20th | 901 Tennessee LLC | Dogpatch | 40 | 4 | Q1 2019 |
| 2177 3rd Street at 19th | Align Real Estate | Dogpatch | 109 | 7 | Q1 2019 |
| 210 Taylor Street at Eddy | TNDC (Affordable) | Tenderloin | 113 | 9 | Q2 2019 |
| 245 1st Street at Folsom | TNDC/Related | Transbay | 546 | 56/9 | Q2 2019 |
| 2000 Bryant Street at 18th | Nick Podell | Mission | 194 | 6 | Q3 2019 |
| 500 Folsom Street at 1st | Avant/Essex/Bridge | Transbay | 545 | 42 | Q3 2019 |
| Trinity Place IV - 1169 Market St at 8th | Trinity Properties | Mid-Market | 502 | 17 | Q3 2021 |



33 TEHAMA ARQUITECTONICA



RESIDENTIAL PIPELINE SUMMARY

UNITS APPROVED & UNDER REVIEW (BY NEIGHBORHOOD)

| Area | Approved | Under Review |
|--------------------------------|---------------|---------------|
| Bayview/Hunters Pt/Candlestick | 10,975 | 1,879 |
| Dogpatch | 2,149 | 394 |
| Hayes Valley | 48 | 592 |
| Mid-Market | 558 | 2,846 |
| Mission | 779 | 1,782 |
| Mission Bay | 170 | 1,566 |
| Northern Neighborhoods* | 367 | 1,395 |
| Potrero Hill | 911 | 3,350 |
| South of Market | 2,889 | 7,209 |
| Southern Neighborhoods* | 0 | 985 |
| Tenderloin | 551 | 985 |
| Transbay | 120 | 290 |
| Treasure Island | 8,619 | 0 |
| Upper Market | 51 | 773 |
| Van Ness Corridor | 280 | 1,525 |
| Visitacion Valley | 1,679 | 1,120 |
| Western Neighborhoods* | 8,944 | 669 |
| Totals | 39,100 | 27,360 |

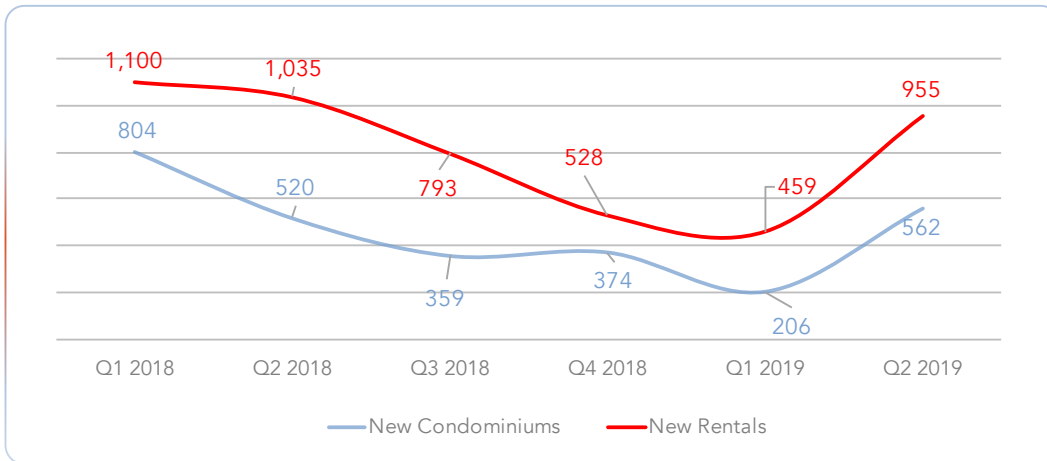
UNITS UNDER CONSTRUCTION (BY NEIGHBORHOOD/PRODUCT TYPE)

| Area | Pre-selling Condos | Condos | Apartments | All Types |
|--------------------------------|-----------------------|--------------|--------------|--------------|
| Bayview/Hunters Pt/Candlestick | 0 | 0 | 0 | 0 |
| Dogpatch | 69 | 20 | 149 | 238 |
| Hayes Valley | 139 | 0 | 186 | 325 |
| Mid-Market | 90 | 109 | 502 | 701 |
| Mission | 5 | 0 | 210 | 215 |
| Mission Bay | 350 | 0 | 143 | 493 |
| Northern Neighborhoods* | 88 | 99 | 7 | 194 |
| Potrero Hill | 0 | 0 | 30 | 30 |
| South of Market | 112 | 281 | 347 | 740 |
| Southern Neighborhoods* | 0 | 0 | 61 | 61 |
| Tenderloin | 0 | 0 | 113 | 113 |
| Transbay | 67 | 656 | 1,211 | 1,934 |
| Upper Market | 0 | 0 | 60 | 60 |
| Van Ness Corridor | 0 | 0 | 0 | 0 |
| Western Neighborhoods* | 0 | 62 | 0 | 62 |
| Totals | 920 | 1,227 | 3,019 | 5,166 |

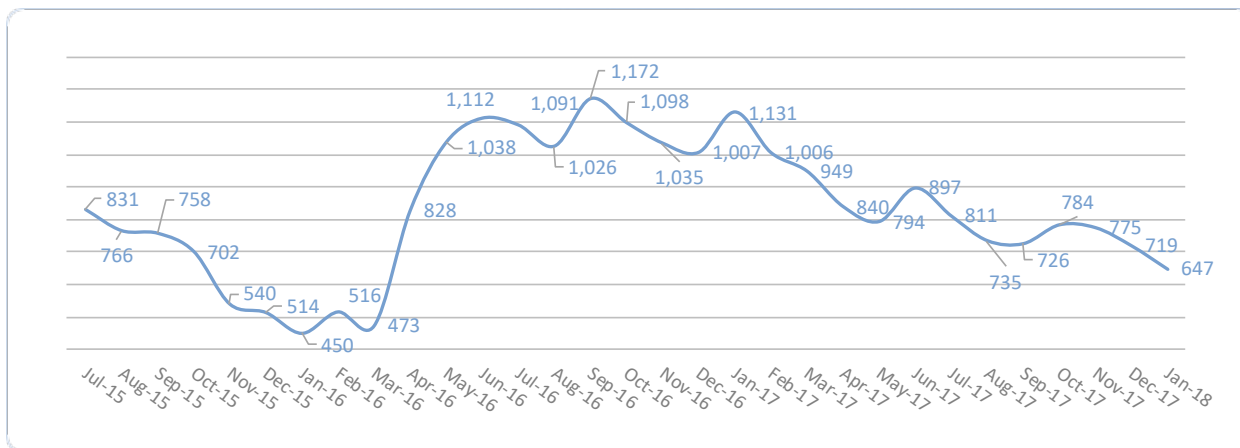
* **Northern Neighborhoods** covers Cathedral Hill, Western Addition, Pacific Heights, Nob Hill, Lower Nob Hill, Financial District, Russian Hill, Telegraph Hill, North Beach & Marina/Cow Hollow. **Southern Neighborhoods** covers Oceanview, Glen Park, Ingleside, Mission Terrace, Outer Mission. **Western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

PROJECTED AND HISTORICAL SUPPLY

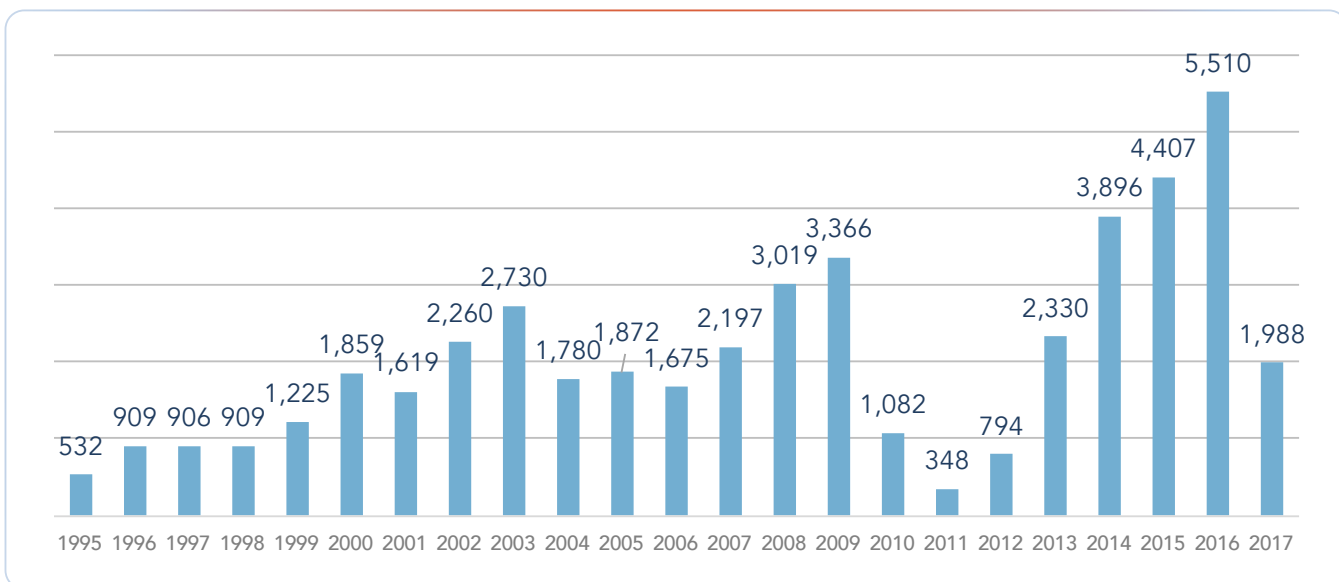
PROJECTED AVAILABLE UNITS



HISTORICAL AVAILABLE UNITS (NEW CONDOMINIUM ONLY)



HISTORICAL YEARLY PRODUCTION (ALL UNIT TYPES)



*Covers new construction units, 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

352 Miller Avenue, Mill Valley
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

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