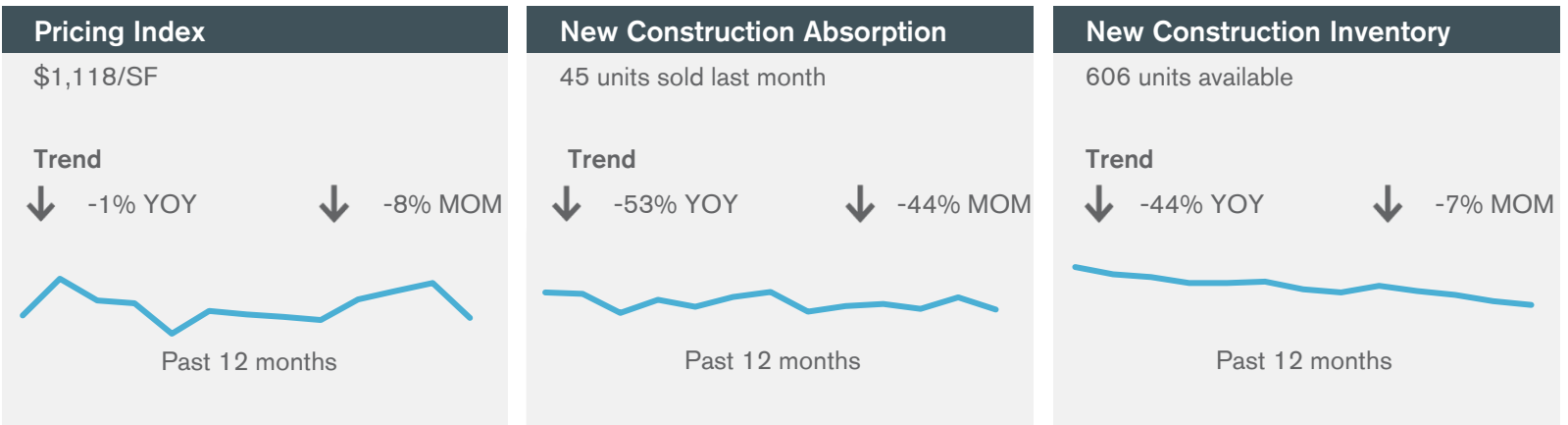




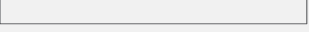




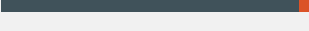



THE MARK COMPANY TREND SHEET

SAN FRANCISCO | FEBRUARY 2018








New Construction



The Mark Company Pricing Index is the tool for tracking the value of a new construction condominium without the volatility of inventory changes. The Pricing Index uses a proprietary quantitative method to model the price per square foot of a new 10th floor, 1,000 SF condominium. The Penthouse Pricing Index applies the same methodology to a new 30th floor, 2,000 square foot penthouse.

| Actively Selling Developments (20+ market rate units) | | | | |
|--|---------------------|---|----------------------------|---------------|
| Development | Marketing Commenced | Status | Current List Prices | Approx. \$/SF |
| 1188 Valencia 1188 Valencia Street 42 units | December 2017 |  40 sold 2 available | \$849,000 - \$1,995,000 | \$1,400 |
| 1450 Franklin Street 1450 Franklin Street 58 units | September 2016 |  58 sold 0 available | All Units Sold | \$1,241 |
| 181 Fremont 181 Fremont Street 67 units | May 2016 |  Status Unavailable | \$3,405,000 - \$42,000,000 | TBD |
| 815 Tennessee 815 Tennessee Street 59 units | October 2017 |  36 sold 23 available | \$878,000 - \$1,475,000+ | \$1,375 |
| 99 Rausch 99 Rausch Street 99 units | June 2017 |  31 sold 68 available | \$599,000 - \$1,549,000 | \$1,400 |
| 1868 Van Ness 1868 Van Ness Avenue 35 units | February 2017 |  25 sold 10 available | \$1,189,000 - \$1,599,000 | \$1,361 |
| Fulton 555 555 Fulton Street 122 units | July 2017 |  57 sold 65 available | \$749,000 - \$3,819,000 | \$1,400 |
| LagunaHayes 580 Hayes Street 25 units | June 2017 |  24 sold 1 available | \$1,599,000 | \$1,400 |
| La Maison 241 10th Street 28 units | June 2017 |  26 sold 2 available | \$769,000 - \$849,000 | \$1,214 |
| Lumina 201 Folsom Street 656 units | October 2014 |  631 sold 25 available | \$1,500,000 - \$7,000,000 | \$1,429 |
| One Mission Bay 1 Channel Street 350 units | May 2016 |  275 sold 75 available | \$900,000 - \$3,000,000+ | \$1,300 |

Actively Selling Developments (20+ market rate units)

| Development | Marketing Commenced | Status | Current List Prices | Approx. \$/SF |
|---|---------------------|--|----------------------------|---------------|
| Seventy2 Townsend 72 Townsend Street 67 units | January 2015 |  52 sold 15 available | \$1,100,000 - \$3,147,000 | \$1,376 |
| Stage 1075 1075 Market Street 88 Units | October 2017 |  35 sold 44 available | \$562,000 - \$1,154,000 | \$1,250 |
| The Austin 1545 Pine Street 88 Units | February 2017 |  43 sold 45 available | \$680,500 - \$2,216,445 | \$1,450 |
| The District 2655 Bush Street 81 units | January 2016 |  78 sold 3 available | \$1,019,000 - \$1,963,000 | \$1,219 |
| The Harrison 401 Harrison Street 298 units | April 2016 |  158 sold 140 available | \$785,000 - \$4,500,000 | \$1,371 |
| The Pacific 2121 Webster Street 76 units | February 2016 |  73 sold 3 available | \$3,495,000 - \$13,850,000 | \$1,833 |
| The San Francisco Shipyard - Blocks 53-54 Donahue & Innes Streets 143 units | April 2015 |  125 sold 18 available | \$599,800 - \$1,281,800 | \$792 |

Resales

Condominium Sales

Price/SF

\$1,063/SF



Trend

↓ -1% YOY

↓ -5% MOM

Number of Sales

172



Trend

↑ 32% YOY

↑ 48% MOM

Active Condominium Listings

Active Listings

308 units

Active Contingent Listings

70 units

Months of Inventory

1.8



Pending Condominium Listings

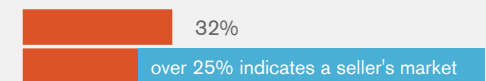
Pending Listings

181 units

Pending Percentage

32%

Pending Percentage = (Pending)/(Pending + Active + Active/Backup/Hold)



The Mark Company is the authority on urban residential marketing and sales. Our method, aligning buyer insights with developer goals, delivers unbeatable results. For more information about our comprehensive scope of services, please visit www.themarkcompany.com.