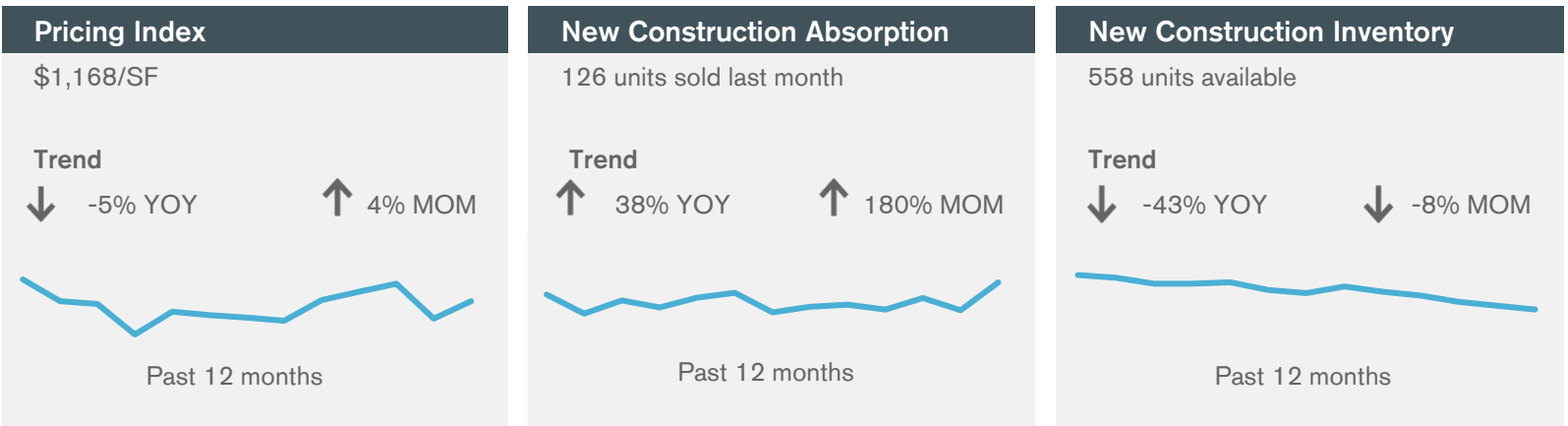


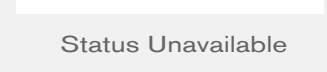



# THE MARK COMPANY TREND SHEET

## SAN FRANCISCO | MARCH 2018








### New Construction





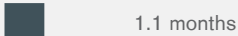

The Mark Company Pricing Index is the tool for tracking the value of a new construction condominium without the volatility of inventory changes. The Pricing Index uses a proprietary quantitative method to model the price per square foot of a new 10th floor, 1,000 SF condominium. The Penthouse Pricing 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
<b>1188 Valencia</b> 1188 Valencia Street   42 units	December 2017	 38 sold 4 available	\$849,000 - \$1,995,000	\$1,400
<b>1450 Franklin Street</b> 1450 Franklin Street   58 units	September 2016	 58 sold 0 available	All Units Sold	\$1,241
<b>181 Fremont</b> 181 Fremont Street   67 units	May 2016	 Status Unavailable	\$3,405,000 - \$42,000,000	TBD
<b>815 Tennessee</b> 815 Tennessee Street   59 units	October 2017	 39 sold 20 available	\$878,000 - \$1,475,000+	\$1,375
<b>288 Pacific</b> 288 Pacific Avenue   33 units	February 2018	 Status Unavailable	\$900,000 - \$3,750,000	TBD
<b>99 Rausch</b> 99 Rausch Street   99 units	June 2017	 39 sold 60 available	\$599,000 - \$1,549,000	\$1,400
<b>1868 Van Ness</b> 1868 Van Ness Avenue   35 units	February 2017	 28 sold 7 available	\$1,269,000 - \$1,729,000	\$1,600
<b>Fulton 555</b> 555 Fulton Street   122 units	July 2017	 56 sold 66 available	\$749,000 - \$3,479,000	\$1,550
<b>LagunaHayes</b> 580 Hayes Street   25 units	June 2017	 25 sold 0 available	All Units Sold	\$1,400
<b>La Maison</b> 241 10th Street   28 units	June 2017	 28 sold 0 available	All Units Sold	\$1,214
<b>Lumina</b> 201 Folsom Street   656 units	October 2014	 631 sold 25 available	\$1,500,000 - \$7,000,000	\$1,429
<b>One Mission Bay</b> 110 Channel Street   350 units	May 2016	 298 sold 52 available	\$900,000 - \$3,000,000+	\$1,300

## Actively Selling Developments (20+ market rate units)

Development	Marketing Commenced	Status	Current List Prices	Approx. \$/SF
<b>Seventy2 Townsend</b> 72 Townsend Street   74 units	January 2015	 59 sold 15 available	\$1,100,000 - \$3,147,000	\$1,376
<b>Stage 1075</b> 1075 Market Street   88 Units	October 2017	 44 sold 35 available	\$562,000 - \$1,154,000	\$1,250
<b>The Austin</b> 1545 Pine Street   88 Units	February 2017	 51 sold 37 available	\$680,500 - \$2,216,445	\$1,450
<b>The District</b> 2655 Bush Street   81 units	January 2016	 79 sold 2 available	\$1,019,000 - \$1,963,000	\$1,219
<b>The Harrison</b> 401 Harrison Street   298 units	April 2016	 174 sold 124 available	\$785,000 - \$4,500,000	\$1,371
<b>The Pacific</b> 2121 Webster Street   76 units	February 2016	 72 sold 4 available	\$3,495,000 - \$13,850,000	\$1,833
<b>The San Francisco Shipyard - Blocks 53-54</b> Donahue & Innes Streets   143 units	April 2015	 136 sold 7 available	\$599,800 - \$1,281,800	\$792

Sold indicates the number of units in contract or closed. Price per square foot is based on MLS or other reported list prices or closed prices, if applicable.

Condominium Sales	Active Condominium Listings	Pending Condominium Listings
<p><b>Price/SF</b> \$1,137/SF</p>  <p>Past 12 months</p> <p><b>Trend</b> ↑ 9% YOY      ↑ 7% MOM</p> <p><b>Number of Sales</b> 264</p>  <p>Past 12 months</p> <p><b>Trend</b> ↑ 13% YOY      ↑ 53% MOM</p>	<p><b>Active Listings</b> 282 units</p> <p><b>Active Contingent Listings</b> 71 units</p> <p><b>Months of Inventory</b> 1.1</p>  <p>1.1 months</p> <p>Low Supply    Equilibrium    Excess Supply</p>	<p><b>Pending Listings</b> 178 units</p> <p><b>Pending Percentage</b> 34%</p> <p><i>Pending Percentage = (Pending)/(Pending + Active + Active/Backup/Hold)</i></p>  <p>34%</p> <p>over 25% indicates a seller's market</p>

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](http://www.themarkcompany.com).