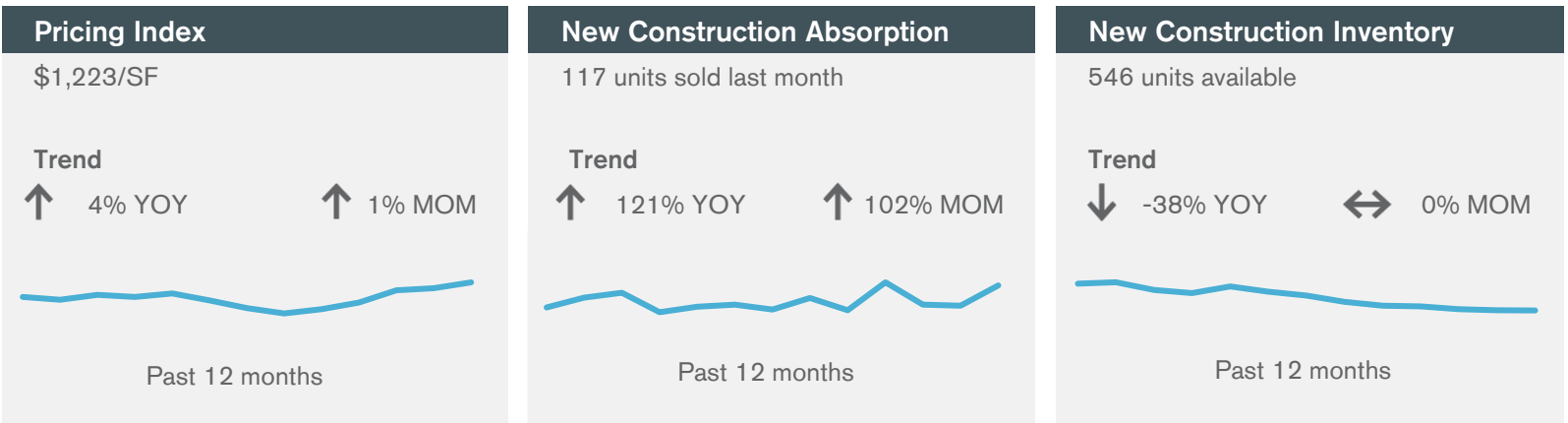


# THE MARK COMPANY TREND SHEET

## SAN FRANCISCO | JUNE 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	41 sold 1 available	\$849,000 - \$1,995,000	\$1,450
<b>181 Fremont</b> 181 Fremont Street   67 units	May 2016	Status Unavailable	\$3,405,000 - \$42,000,000	TBD
<b>1868 Van Ness</b> 1868 Van Ness Avenue   35 units	February 2017	31 sold 4 available	\$1,269,000 - \$1,729,000	\$1,390
<b>288 Pacific</b> 288 Pacific Avenue   33 units	February 2018	Status Unavailable	\$900,000 - \$3,750,000	TBD
<b>815 Tennessee</b> 815 Tennessee Street   59 units	October 2017	52 sold 7 available	\$899,000 - \$1,549,000	\$1,390
<b>99 Rausch</b> 99 Rausch Street   99 units	June 2017	49 sold 50 available	\$599,000 - \$1,549,000	\$1,400
<b>Fulton 555</b> 555 Fulton Street   122 units	July 2017	57 sold 65 available	\$749,000 - \$3,479,000	\$1,400
<b>Lumina</b> 201 Folsom Street   656 units	October 2014	651 sold 5 available	\$1,500,000 - \$7,000,000	\$1,429
<b>One Mission Bay</b> 110 Channel Street   350 units	May 2016	311 sold 39 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>Stage 1075</b> 1075 Market Street   79 units	October 2017	56 sold 23 available	\$562,000 - \$1,154,000	\$1,250
<b>Sutter North</b> 1238 Sutter Street   33 units	June 2018	4 sold 29 available	\$599,000 and up	\$1,250
<b>The Alexandria</b> 369 18th Avenue   38 units	March 2018	23 sold 15 available	\$799,000 - \$1,109,000	\$1,270
<b>The Avery</b> 488 Folsom Street   118 units	June 2018	0 sold 118 available	Not Available	N/A
<b>The Austin</b> 1545 Pine Street   88 units	February 2017	66 sold 22 available	\$869,500 - \$2,216,445	\$1,430
<b>The District</b> 2655 Bush Street   81 units	January 2016	81 sold 0 available	All Units Sold	\$1,219
<b>The Harrison</b> 401 Harrison Street   298 units	April 2016	186 sold 112 available	\$785,000 - \$4,500,000	\$1,371
<b>The Pacific</b> 2121 Webster Street   76 units	February 2016	75 sold 1 available	\$3,495,000 - \$13,850,000	\$1,650
<b>The San Francisco Shipyard - Blocks 53-54</b> Donahue & Innes Streets   143 units	April 2015	139 sold 4 available	\$799,000 - \$1,050,000	\$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.

## Resales

Condominium Sales	Active Condominium Listings	Pending Condominium Listings
<b>Price/SF</b> \$1,196/SF  Past 12 months <b>Trend</b> ↑ 8% YOY      ↑ 2% MOM <b>Number of Sales</b> 195  Past 12 months <b>Trend</b> ↓ -29% YOY      ↑ 2% MOM	<b>Active Listings</b> 286 units <b>Active Contingent Listings</b> 63 units <b>Months of Inventory</b> 1.5  1.5 months Low Supply    Equilibrium    Excess Supply	<b>Pending Listings</b> 158 units <b>Pending Percentage</b> 31% $\text{Pending Percentage} = \frac{\text{Pending}}{\text{Pending} + \text{Active} + \text{Active/Backup/Hold}}$ 31% over 25% indicates a seller's market

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).

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