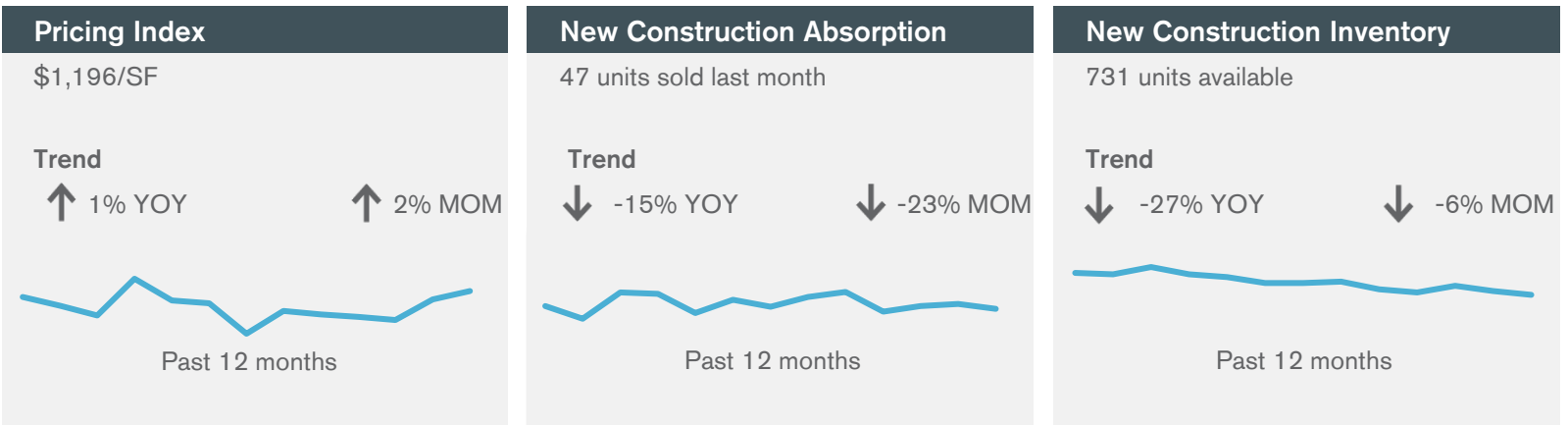



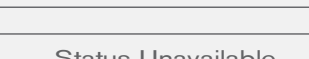


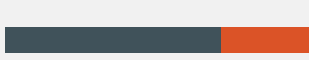
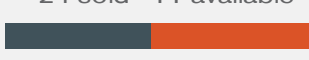






THE MARK COMPANY TREND SHEET

SAN FRANCISCO | DECEMBER 2017


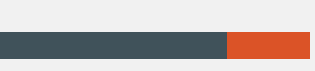
New Construction



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
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	 25 sold 34 available	\$885,000 - \$1,415,000+	\$1,375
99 Rausch 99 Rausch Street 99 units	June 2017	 12 sold 87 available	\$599,000 - \$1,549,000	\$1,400
1868 Van Ness 1868 Van Ness Avenue 35 units	February 2017	 24 sold 11 available	\$1,189,000 - \$1,599,000	\$1,361
Fulton 555 555 Fulton Street 122 units	July 2017	 57 sold 65 available	\$798,000 - \$3,819,000	\$1,400
Knox 645 Texas St. & 1300 22nd St. 80 units	February 2017	 80 sold 0 available	All Units Sold	\$1,205
LagunaHayes 580 Hayes Street 25 units	June 2017	 23 sold 2 available	\$949,000 - \$1,079,000	\$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	 607 sold 49 available	\$1,055,000 - \$6,440,000	\$1,429
One Mission Bay 1 Channel Street 350 units	May 2016	 270 sold 80 available	\$900,000 - \$3,000,000+	\$1,300
Rowan 346 Potrero Avenue 59 units	September 2016	 59 sold 0 available	All Units Sold	\$1,240

Actively Selling Developments (20+ market rate units)

Development	Marketing Commenced	Status	Current List Prices	Approx. \$/SF
Rockwell 1688 Pine Street 260 units	April 2015	 259 sold 1 available	\$2,675,000	\$1,307
Seventy2 Townsend 72 Townsend Street 67 units	January 2015	 65 sold 2 available	\$1,100,000 - \$3,147,000	\$1,376
Stage 1075 1075 Market Street 88 Units	October 2017	 15 sold 64 available	\$562,000 - \$1,154,000	\$1,250
The Austin 1545 Pine Street 88 Units	February 2017	 39 sold 49 available	\$603,500 - \$2,194,500	\$1,450
The District 2655 Bush Street 81 units	January 2016	 64 sold 17 available	\$1,019,000 - \$1,963,000	\$1,219
The Harrison 401 Harrison Street 298 units	April 2016	 137 sold 161 available	\$785,000 - \$4,500,000	\$1,371
The Pacific 2121 Webster Street 76 units	February 2016	 74 sold 2 available	\$3,495,000 - \$13,850,000	\$1,833
The San Francisco Shipyard - Blocks 53-54 Donahue & Innes Streets 143 units	April 2015	 105 sold 38 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.

Resales

Condominium Sales	Active Condominium Listings	Pending Condominium Listings
Price/SF \$1,015/SF  Past 12 months Trend ↑ 2% YOY ↓ -4% MOM	Active Listings 161 units Active Contingent Listings 65 units Months of Inventory .8 	Pending Listings 137 units Pending Percentage 38% <i>Pending Percentage = (Pending)/(Pending + Active + Active/Backup/Hold)</i> 
Number of Sales 212  Past 12 months Trend ↑ 8% YOY ↓ -20% MOM		

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.