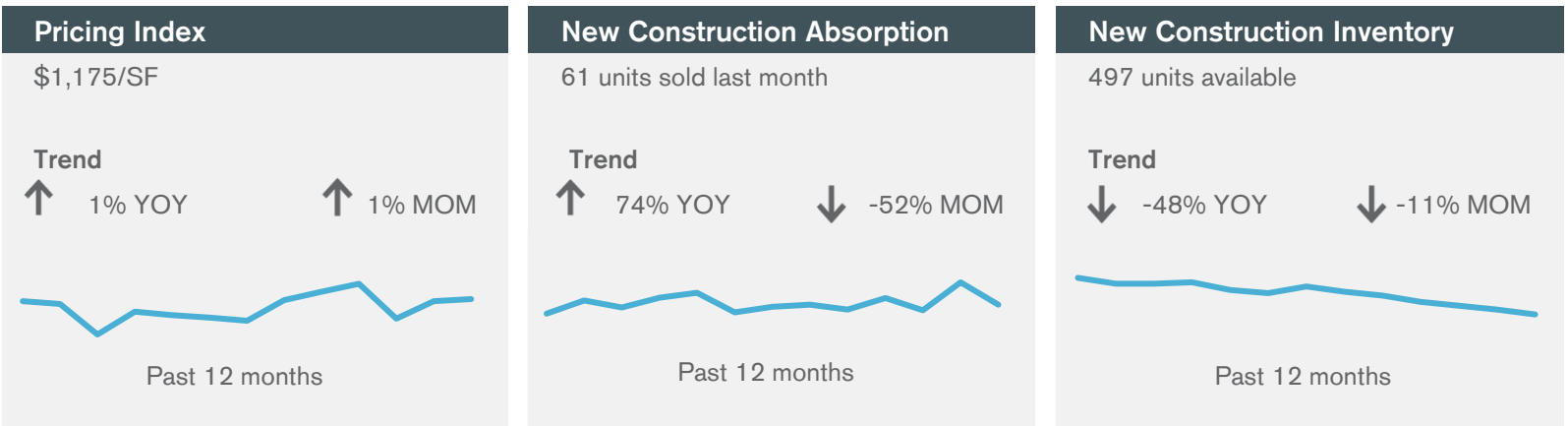


THE MARK COMPANY TREND SHEET

SAN FRANCISCO | APRIL 2018

New Construction




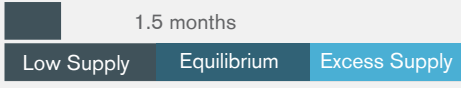
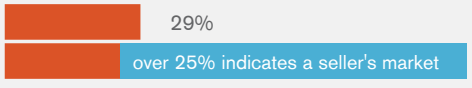

The Mark Company Pricing Index is the tool for tracking the value of a new construction condominium without the volatility of inventory changes. The Pricing Index uses a proprietary quantitative method to model the price per square foot of a new 10th floor, 1,000 SF condominium. The Penthouse Pricing 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	38 sold 4 available	\$849,000 - \$1,995,000	\$1,450
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	53 sold 6 available	\$899,000 - \$1,549,000	\$1,390
288 Pacific 288 Pacific Avenue 33 units	February 2018	Status Unavailable	\$900,000 - \$3,750,000	TBD
99 Rausch 99 Rausch Street 99 units	June 2017	44 sold 55 available	\$599,000 - \$1,549,000	\$1,400
1868 Van Ness 1868 Van Ness Avenue 35 units	February 2017	28 sold 7 available	\$1,269,000 - \$1,729,000	\$1,390
Fulton 555 555 Fulton Street 122 units	July 2017	56 sold 66 available	\$749,000 - \$3,479,000	\$1,400
Lumina 201 Folsom Street 656 units	October 2014	648 sold 8 available	\$1,500,000 - \$7,000,000	\$1,429
One Mission Bay 110 Channel Street 350 units	May 2016	309 sold 41 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	 55 sold 12 available	\$1,100,000 - \$3,147,000	\$1,376
Stage 1075 1075 Market Street 79 Units	October 2017	 32 sold 47 available	\$562,000 - \$1,154,000	\$1,250
The Austin 1545 Pine Street 88 Units	February 2017	 57 sold 31 available	\$869,500 - \$2,216,445	\$1,430
The District 2655 Bush Street 81 units	January 2016	 80 sold 1 available	\$1,019,000 - \$1,963,000	\$1,219
The Harrison 401 Harrison Street 298 units	April 2016	 185 sold 113 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	\$1,650
The San Francisco Shipyard - Blocks 53-54 Donahue & Innes Streets 36 units (Block 53)	April 2015	 32 sold 4 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
Price/SF \$1,095/SF  Past 12 months Trend ↑ 5% YOY ↓ -4% MOM	Active Listings 389 units Active Contingent Listings 68 units Months of Inventory 1.5  Low Supply Equilibrium Excess Supply	Pending Listings 190 units Pending Percentage 29% <i>Pending Percentage = (Pending)/(Pending + Active + Active/Backup/Hold)</i>  over 25% indicates a seller's market
Number of Sales 258  Past 12 months Trend ↑ 23% YOY ↓ -2% 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.