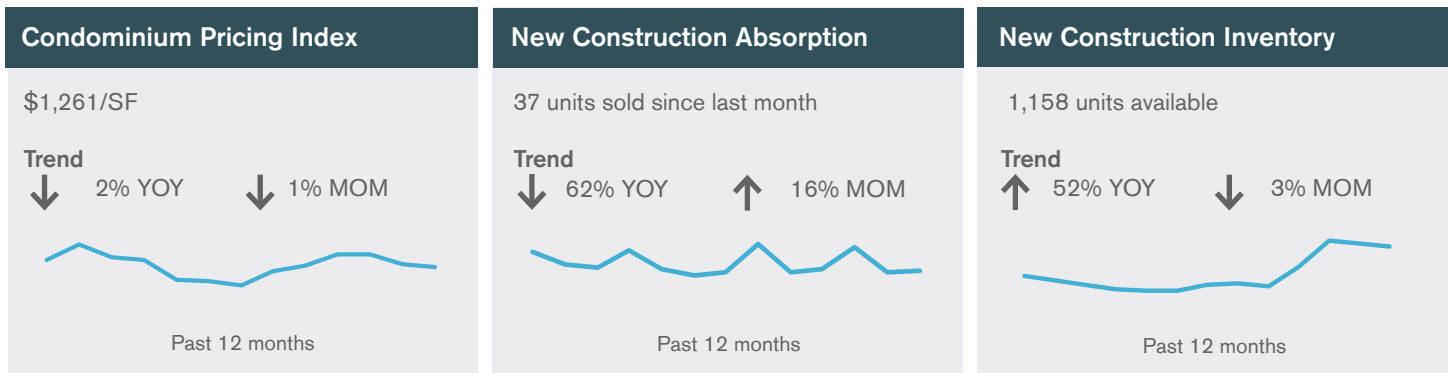


# THE MARK COMPANY TREND SHEET

SAN FRANCISCO | JULY 2016

## New Construction



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

Actively Selling Developments (20+ Market Rate Units)				
Development	Marketing Commenced	Status	Current List Prices	Approx. \$/SF
<b>1001 Seventeenth</b> 1001 17th Street   26 units	November 2015	26 sold    0 available	All units in contract	\$1,130
<b>181 Fremont Residences</b> 181 Fremont Street   67 units	May 2016	Status Unavailable	Unavailable	TBD
<b>388 Fulton</b> 388 Fulton Street   61 units	March 2016	42 sold    19 available	\$588,000 - \$1 million+	\$1,400
<b>450 Hayes</b> 450 Hayes Street   36 units	January 2016	33 sold    3 available	\$1,800,000 - \$1,995,000	TBD
<b>Fulton 555</b> 555 Fulton Street   122 units	June 2015	61 sold    61 available	\$699,000 - \$2.2 million+	\$1,300
<b>LuXe</b> 1650 Broadway Avenue   34 units	October 2015	20 sold    14 available	\$1,195,000 - \$5,880,000	\$1,600
<b>Lumina</b> 201 Folsom Street   656 units	October 2014	439 sold    217 available	\$975,000 - \$3,365,000+	\$1,400
<b>6 Mint</b> 6 Mint Plaza   22 units	July 2015	22 sold    0 available	All units in contract	\$1,385
<b>One Mission Bay</b> 1 Channel Street   350 units	May 2016	105 sold    245 available	high \$500,000s - \$3 million+	\$1,200
<b>One Franklin</b> 1 Franklin Street   35 units	May 2016	20 sold    15 available	\$549,000 - \$1,075,000	\$1,335
<b>Park Lane</b> 1100 Sacramento Street   33 units	October 2013	32 sold    1 available	\$1,195,000	\$1,550

Sold indicates the number of units in contract or closed. Approximate Price/SF is based on MLS or other reported list prices or closed prices, if applicable.

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### Actively Selling Developments Continued (20+ Market Rate Units)

Development	Marketing Commenced	Status	Current List Prices	Approx. \$/SF
<b>Rockwell</b> 1688 Pine Street   260 units	April 2015	245 sold 15 available	\$713,000 - \$3,105,000	\$1,300
<b>Seventy2 Townsend</b> 72 Townsend Street   67 units	January 2015	53 sold 14 available	\$999,000 - \$3,549,022	\$1,330
<b>Summit 800</b> 800 Brotherhood Way   182 units	July 2014	165 sold 17 available	\$1,198,000 - \$1,578,800	\$700
<b>The District</b> 2655 Bush Street   81 units	January 2016	24 sold 57 available	\$829,000 - \$2,265,000	\$1,270
<b>The Harrison</b> 401 Harrison Street   298 units	April 2016	Status Unavailable	Current release from the mid \$800,000s	TBD
<b>The Pacific</b> 2121 Webster Street   76 units	February 2016	8 sold 68 available	\$1,495,000 - \$6,095,000	TBD
<b>The San Francisco Shipyard (Blocks 53-54)</b> Donahue and Innes Streets   143 units	April 2015	95 sold 47 available	\$599,800 - \$1,281,800	\$750

Sold indicates the number of units in contract or closed. Approximate Price/SF is based on MLS or other reported list prices or closed prices, if applicable.

## Resales

Condominium Sales	Active Condominium Listings	Pending Condominium Listings
<p><b>Price/SF</b> \$1,000</p> <p>Past 12 months</p> <p><b>Trend</b> ↓ 3% YOY   ↓ 1% MOM</p>	<p><b>Active Listings</b> 348 units</p> <p><b>Active Contingent Listings</b> 106 units</p> <p><b>Months of Inventory</b> 1.7</p> <p>1.7 months of inventory</p> <p>Low Supply   Equilibrium   Excess Supply</p>	<p><b>Pending Listings</b> 168 units</p> <p><b>Pending Percentage</b> 27%</p> <p><i>Pending Percentage = (Pending)/(Pending + Active + Active Contingent)</i></p> <p>27%</p> <p>over 25% indicates a seller's market</p>
<p><b>Number of Sales</b> 205</p> <p>Past 12 months</p> <p><b>Trend</b> ↓ 15% YOY   ↓ 12% MOM</p>		

The Mark Company is the authority on urban residential marketing and sales. Our method aligns buyer insights with developer goals to deliver unbeatable results. For more information about our comprehensive scope of services, please visit [www.themarkcompany.com](http://www.themarkcompany.com).