



New Development Market Insights

SAN FRANCISCO Q4 2020



Compass Development MarketWatch / Q4 2020

HIGHLIGHTS

CDMG's New Development Market Insights report provides an in-depth look of San Francisco's core downtown neighborhoods. Published quarterly and highlighting the city's vast condo market, we pull information from a combination of public and proprietary databases which access the most up-to-date closing information for new development properties as well as resales.

Q4 2020: QUARTERLY HIGHLIGHTS

+8.7%

Sales volume increased substantially in the 4th quarter of 2020 in Districts 6-9, as buyers who had been sitting on the sidelines all year began pouring back into the downtown market. The 502 deals recorded in Q4 2020 is a strong improvement over the same, pre-Covid period last year, **INCREASING 8.7% YOY**.

-10.4%

Despite a resurgence in sales volumes, valuations have suffered this past year. Average valuations for condos closed during the 4th quarter **DECLINED 10.4% YOY** to \$1,056/SF, their lowest recorded valuation in the last 5 years.

+36.2%

Condos priced under \$1M saw the largest YOY increases in sales volume, **SHOOTING UP 36.2% YOY** in Districts 6-9, with 203 closings during Q4 2020. Historically low rates, coupled with first-time home buyers looking to 'upgrade' their space while working from home, pushed a lot of new demand into the market.

2020 IN REVIEW: ANNUAL HIGHLIGHTS

-17.7%

In 2020, the combined core Districts 6-9 recorded their lowest annual sales volume in the last 5 years — total sales volume for the year was **DOWN 17.7% YOY**, to 1,632 closings.

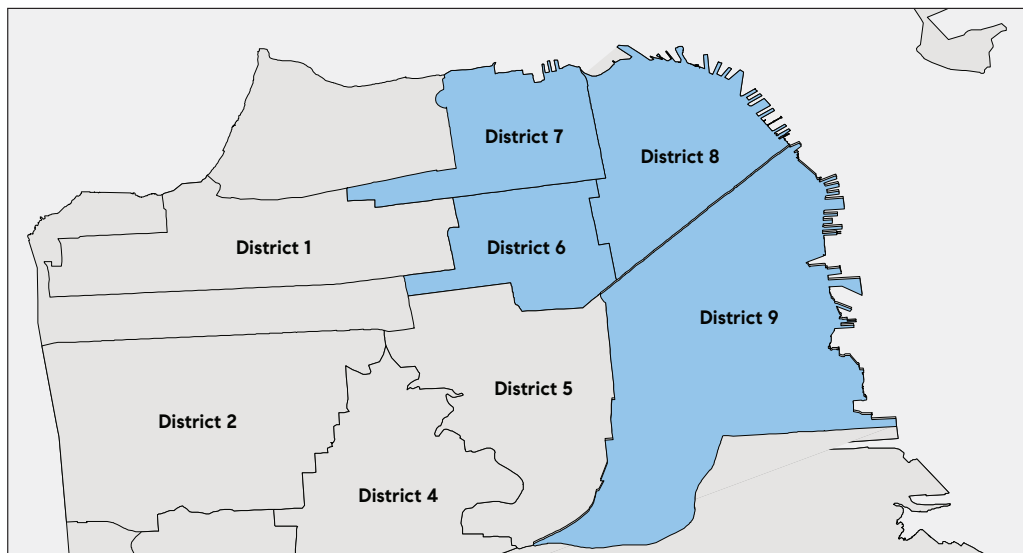
+23.2%

District 6 recorded the largest increase in annual sales volume among each of the core districts, recording 292 total closings for the year, **INCREASING 23.2% YOY**.

-26.1%

District 9 recorded the largest decrease in annual sales volume of the core districts, recording 735 total closings in 2020, **DOWN 26.1% YOY**.

MAP OF COVERAGE: SF DISTRICTS 6-9



Compass Development MarketWatch / Q4 2020

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Q4 2020 AND THE YEAR IN REVIEW: INTRODUCTION

2020 was a trying year by any conventional measure. Covid uncertainty. Election uncertainty. Civic and economic uncertainty. All factors that do not play particularly well in real estate. But through it all, the condo market in San Francisco’s downtown core proved to be characteristically resilient, at least by the 4th quarter. To be clear, the market suffered a few material setbacks this year, not the least of which was the promulgation of a misleading narrative that condo buildings in urban settings are ‘unsafe’ during Covid. But as cooler heads prevailed, buyers came consistently back to the table – pooling on the sidelines at first – and began pouring consistently into the market in November and December.

Sales volume shot up a whopping 8.7% YOY during Q4, a remarkable statistic given it is measured against pre-Covid performance in 2019. Pricing, on average, remained soft, with the average price point clocking in at \$1.3M, an 8.2% YOY decline. That said, we are seeing a lot of sales momentum at lower price points which is dragging down the overall average. Condos priced between \$2M - \$3M recorded 39 deals during the quarter and priced in line with their pre-covid comps.

At ground level, Compass saw a lot of local buyers, who are existing residents in the downtown core, drive demand in Q4 2020. Motivated by low rates and the knowledge that San Francisco will always retain its place as the crown jewel of the west coast real estate market, existing residents are taking advantage of softer pricing and doubling down.

The quarterly MarketWatch, beginning on Page 4, highlights overall market trends in District 6, 7, 8, and 9, which collectively encompass the majority of new development projects in the city. We subsequently break down each of these districts individually to paint a more granular picture of each sub-market.

On Page 9, we begin a citywide exploration of each currently selling new development project, including the most recent closings at each, followed by a brief overview of upcoming projects which are under construction or have yet to break ground.

For any inquiries regarding our research, please reach out to research.westcoast@compass.com.

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SF DISTRICTS 6 TO 9 - CONDOS

Q4 2020 - Lower Pacific Heights, Anza Vista, Western Addition, North Panhandle, Alamo Square, Hayes Valley, Marina, Cow Hollow, Pacific Heights, Presidio Heights, North Waterfront, North Beach, Telegraph Hill, Financial District/Barbary Coast, Russian Hill, Nob Hill, Downtown, Tenderloin, Van Ness/Civic Center, Yerba Buena, South Beach, SoMa, Mission Bay, Central Waterfront/Dogpatch, Potrero Hill, Inner Mission, and Bernal Heights

-2.5%

The combined core Districts 6-9 recorded their lowest annual average sales price since 2016, recording an average of \$1.4M in 2020, **DOWN 2.5% YOY**.

-5.7%

Average valuation in 2020 was **DOWN 5.7% YOY** to \$1,141/SF, the lowest annual valuation in the last 5 years.

+8.7%

Sales volume in Q4 2020 for Districts 6-9 **INCREASED 8.7% YOY**, recording 502 closings in the quarter.

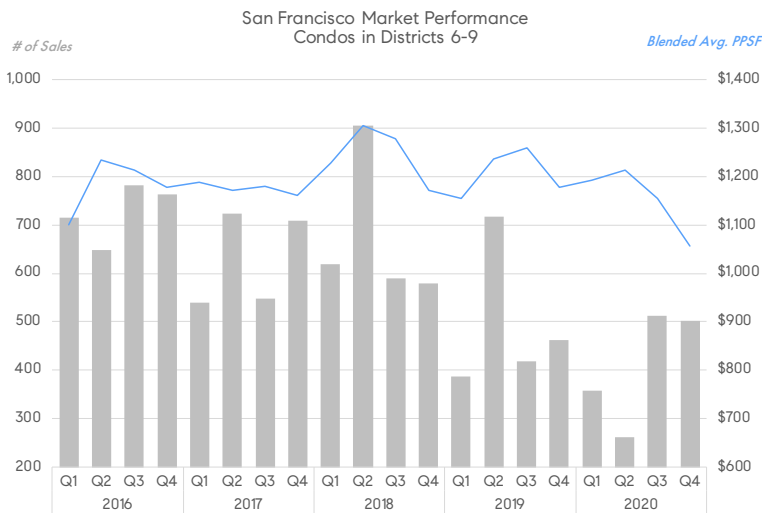
-8.2%

The average sales price in Q4 2020 in Districts 6-9 was \$1.3M, a **DECREASE OF 8.2% YOY**, but predictably low given the large number of transactions at lower price points.

+2.4%

The \$3M+ price segment for Districts 6-9 recorded the largest increase in average sales price in Q4 2020, **UP 2.4% YOY**, recording an average sales price of \$4.0M.

MARKET PERFORMANCE, DISTRICTS 6-9



CONDO	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,281,573	-8.2%	\$1,396,391	-7.8%	\$1,389,289
Blended Avg. PPSF	\$1,056	-10.4%	\$1,178	-8.6%	\$1,155
Number of Sales	502	8.7%	462	-2.0%	512
DOM	53	N/A	38	N/A	46
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,369,680	-2.5%	\$1,405,264	-1.0%	\$1,419,181
Blended Avg. PPSF	\$1,141	-5.7%	\$1,210	-3.3%	\$1,252
Number of Sales	1,632	-17.7%	1,984	-26.3%	2,692
DOM	46	N/A	37	N/A	53

SALES BY PRICE POINT, DISTRICTS 6-9

Under \$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$801,498	1.7%	\$788,300	2.0%	\$786,078
Avg. PPSF	\$976	-13.4%	\$1,127	-8.0%	\$1,061
Number of Sales	203	36.2%	149	14.0%	178
DOM	55	N/A	32	N/A	35
\$1M-\$2M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,374,969	-0.8%	\$1,385,458	-1.3%	\$1,393,207
Avg. PPSF	\$1,025	-6.8%	\$1,100	-5.9%	\$1,090
Number of Sales	249	-1.2%	252	-7.1%	268
DOM	45	N/A	34	N/A	44

\$2M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$2,407,903	-1.0%	\$2,433,189	2.8%	\$2,342,120
Avg. PPSF	\$1,220	-1.9%	\$1,244	-3.1%	\$1,258
Number of Sales	39	-4.9%	41	-13.3%	45
DOM	54	N/A	46	N/A	46
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$4,033,636	2.4%	\$3,939,000	-8.5%	\$4,410,427
Avg. PPSF	\$1,394	-19.1%	\$1,722	-13.3%	\$1,607
Number of Sales	11	-45.0%	20	-47.6%	21
DOM	73	N/A	24	N/A	45

District 6 MarketWatch / Q4 2020

SF DISTRICT 6 - CONDOS

Q4 2020 - Lower Pacific Heights, Anza Vista, Western Addition, North Panhandle, Alamo Square, and Hayes Valley

+2.3%

The average valuation in District 6 during 2020 was \$1,095/SF, **AN UPTICK OF 2.3% YOY**; the highest annual average in the last 5 years.

-1.4%

The average sales price for District 6 in 2020 was \$1,246,863, **A DOWNTICK OF 1.4% YOY**; the lowest annual average sales price since 2017.

+87.7%

In Q4 2020, District 6 recorded 107 closings, **INCREASING 87.7% YOY**; the largest quarterly sales volume recorded since 2016.

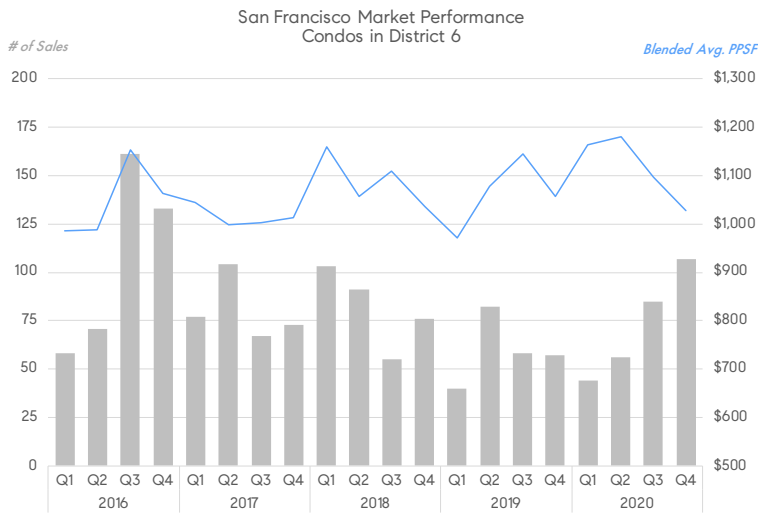
+1.2%

The < \$1M price segment for District 6 recorded the strongest increase in average sales price for Q4 2020, with an **UPTICK OF 1.2% YOY**, increasing to \$799,036.

+109.4%

The \$1M-\$2M price segment for District 6 recorded the strongest increase in sales volume for Q4 2020, **INCREASING 109.4% YOY**, recording 67 closings.

MARKET PERFORMANCE, DISTRICT 6



CONDO	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,200,066	-2.6%	\$1,232,595	-8.9%	\$1,317,919
Blended Avg. PPSF	\$1,028	-2.8%	\$1,058	-6.3%	\$1,097
Number of Sales	107	87.7%	57	25.9%	85
DOM	36	N/A	32	N/A	34
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,246,863	-1.4%	\$1,264,780	-0.2%	\$1,267,446
Blended Avg. PPSF	\$1,095	2.3%	\$1,070	-2.0%	\$1,092
Number of Sales	292	23.2%	237	-27.1%	325
DOM	34	N/A	28	N/A	34

SALES BY PRICE POINT, DISTRICT 6

Under \$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$799,036	1.2%	\$789,810	1.6%	\$786,607
Avg. PPSF	\$1,055	0.7%	\$1,048	-0.3%	\$1,058
Number of Sales	36	71.4%	21	38.5%	26
DOM	37	N/A	43	N/A	24
\$1M-\$2M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,351,221	-0.8%	\$1,362,715	-1.7%	\$1,374,881
Avg. PPSF	\$1,020	-3.4%	\$1,055	-5.6%	\$1,080
Number of Sales	67	109.4%	32	28.8%	52
DOM	30	N/A	27	N/A	29

\$2M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$2,277,500	-9.5%	\$2,516,250	-5.9%	\$2,421,250
Avg. PPSF	\$1,025	-5.4%	\$1,083	-8.2%	\$1,117
Number of Sales	4	0.0%	4	-33.3%	6
DOM	43	N/A	16	N/A	31
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	-	N/A	-	N/A	\$5,550,000
Avg. PPSF	-	N/A	-	N/A	\$1,554
Number of Sales	0	N/A	0	N/A	1
DOM	-	N/A	-	N/A	20

District 7 MarketWatch / Q4 2020

SF DISTRICT 7 - CONDOS

Q4 2020 - Marina, Cow Hollow, Pacific Heights, and Presidio Heights

+8.0%

District 7 recorded 81 closings in Q4 2020, **INCREASING 8.0% YOY**; a strong indication that buyers are returning to the market.

-4.7%

The average valuation for District 7 in 2020 was \$1,211/SF, **DOWN 4.7% YOY**; the lowest annual average in the last 5 years.

-6.6%

In Q4 2020, District 7 recorded an average valuation of \$1,138, **DOWN 6.6% YOY**, which also represents the lowest quarterly average in the last 5 years.

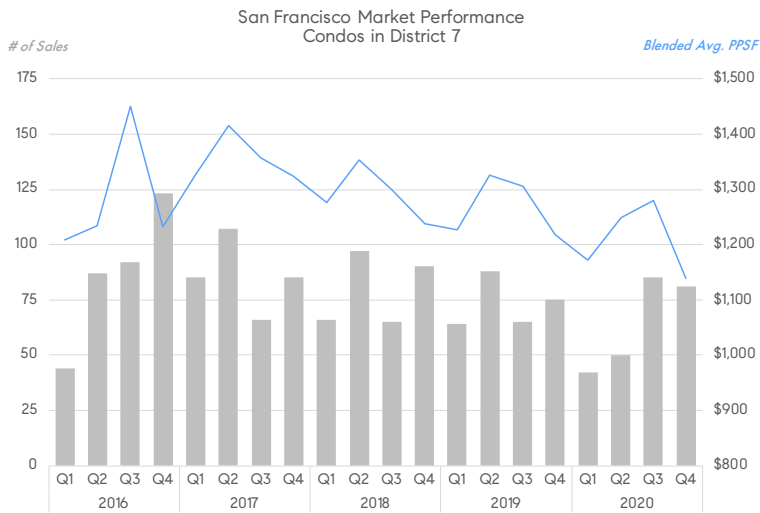
+18.8%

The \$2M-\$3M price segment for District 7 recorded the strongest increase in sales volume for Q4 2020, **INCREASING 18.8% YOY** and recording 19 closings.

-19.8%

While the \$3M+ price segment for District 7 recorded a measurable decrease in average valuation for Q4 2020, **DECREASING 19.8% YOY** to \$1,223/SF; sales volume and average absolute pricing remained constant.

MARKET PERFORMANCE, DISTRICT 7



CONDO	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,774,282	0.6%	\$1,763,727	-8.0%	\$1,928,334
Blended Avg. PPSF	\$1,138	-6.6%	\$1,218	-11.1%	\$1,281
Number of Sales	81	8.0%	75	-4.7%	85
DOM	49	N/A	30	N/A	39
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,835,431	-1.2%	\$1,858,568	5.3%	\$1,764,606
Blended Avg. PPSF	\$1,211	-4.7%	\$1,270	-1.7%	\$1,292
Number of Sales	258	-11.6%	292	-8.2%	318
DOM	41	N/A	35	N/A	27

SALES BY PRICE POINT, DISTRICT 7

Under \$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$828,417	2.5%	\$808,500	-1.4%	\$839,800
Avg. PPSF	\$1,139	1.1%	\$1,127	0.6%	\$1,133
Number of Sales	12	50.0%	8	-20.0%	15
DOM	31	N/A	44	N/A	38
\$1M-\$2M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,466,830	4.8%	\$1,399,611	-2.7%	\$1,507,477
Avg. PPSF	\$1,077	-10.1%	\$1,197	-7.3%	\$1,162
Number of Sales	44	-2.2%	45	2.3%	43
DOM	43	N/A	27	N/A	34

\$2M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$2,394,228	-1.4%	\$2,429,313	-0.1%	\$2,397,441
Avg. PPSF	\$1,192	5.9%	\$1,125	-3.2%	\$1,231
Number of Sales	19	18.8%	16	11.8%	17
DOM	64	N/A	33	N/A	45
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$3,957,500	-0.9%	\$3,993,333	-13.5%	\$4,573,336
Avg. PPSF	\$1,223	-19.8%	\$1,525	-25.2%	\$1,635
Number of Sales	6	0.0%	6	-40.0%	10
DOM	57	N/A	24	N/A	20

District 8 MarketWatch / Q4 2020

SF DISTRICT 8 - CONDOS

Q4 2020 - North Waterfront, North Beach, Telegraph Hill, Financial District/Barbary Coast, Russian Hill, Nob Hill, Downtown, Tenderloin, and Van Ness/Civic Center

-23.7%

District 8 recorded 347 closings in 2020, **DOWN 23.7% YOY**; the lowest annual sales volume in the last 5 years.

-2.1%

The average valuation for District 8 in 2020 was \$1,180/SF, **DOWN 2.1% YOY**; the lowest annual average since 2016.

-8.6%

In Q4 2020, condos in District 8 recorded an average of \$1,075/SF, **DOWN 8.6% YOY**; the lowest quarterly valuation in the last 5 years.

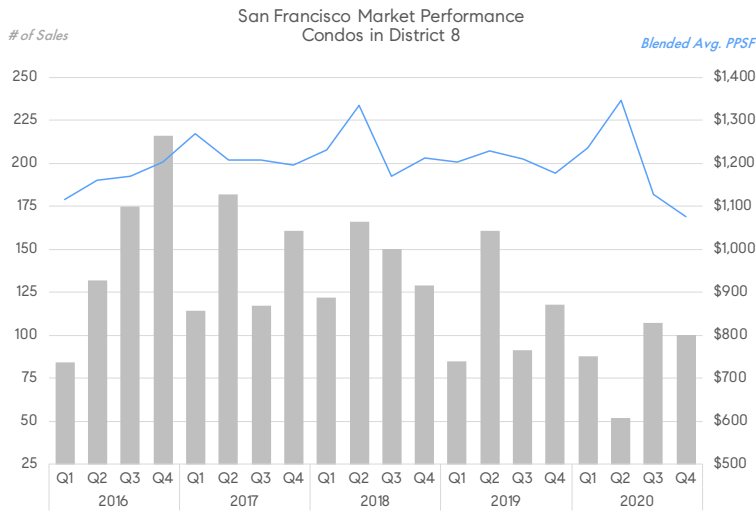
-6.8%

The average sales price for District 8 condos during Q4 2020 was \$1,149,867, **DOWN 6.8% YOY**; the lowest quarterly average sales price in the last 5 years.

-18.1%

The < \$1M price segment recorded the largest decrease in average valuation during Q4 2020, **DECREASING 18.1% YOY** and recording an average of \$1,000/SF.

MARKET PERFORMANCE, DISTRICT 8



CONDO	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,149,867	-6.8%	\$1,233,624	-3.8%	\$1,195,598
Blended Avg. PPSF	\$1,075	-8.6%	\$1,176	-4.7%	\$1,128
Number of Sales	100	-15.3%	118	-6.5%	107
DOM	63	N/A	43	N/A	56
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,324,431	2.6%	\$1,290,945	-6.3%	\$1,377,178
Blended Avg. PPSF	\$1,180	-2.1%	\$1,205	-3.0%	\$1,243
Number of Sales	347	-23.7%	455	-19.8%	567
DOM	54	N/A	45	N/A	43

SALES BY PRICE POINT, DISTRICT 8

Under \$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$746,414	-1.0%	\$754,080	1.6%	\$734,660
Avg. PPSF	\$1,000	-18.1%	\$1,220	-4.2%	\$1,044
Number of Sales	55	-1.8%	56	10.0%	50
DOM	61	N/A	26	N/A	41
\$1M-\$2M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,366,139	-3.7%	\$1,419,252	1.9%	\$1,340,688
Avg. PPSF	\$1,028	-5.8%	\$1,092	-5.4%	\$1,087
Number of Sales	36	-28.0%	50	-25.0%	48
DOM	60	N/A	35	N/A	58

\$2M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$2,471,841	4.9%	\$2,355,813	1.9%	\$2,426,250
Avg. PPSF	\$1,305	-3.2%	\$1,348	-11.4%	\$1,472
Number of Sales	7	-12.5%	8	75.0%	4
DOM	25	N/A	57	N/A	58
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$3,725,000	10.1%	\$3,382,500	8.7%	\$3,427,600
Avg. PPSF	\$1,564	17.5%	\$1,331	13.6%	\$1,377
Number of Sales	2	-50.0%	4	-60.0%	5
DOM	90	N/A	22	N/A	91

District 9 MarketWatch / Q4 2020

SF DISTRICT 9 - CONDOS

Q4 2020 - Yerba Buena, South Beach, SoMa, Mission Bay, Central Waterfront/Dogpatch, Potrero Hill, Inner Mission, and Bernal Heights

-6.0%

The average sales price during 2020 in District 9 was \$1.3M, **DOWN 6.0% YOY**; the lowest annual average sales price since 2017.

-9.5%

Condo valuations in District 9 during 2020 recorded an average of \$1,110/SF, **DOWN 9.5% YOY**; the lowest annual average in the last 5 years.

+0.9%

Sales volume popped in the 4th quarter recording 214 closings, **INCREASING a modest 0.9%** over the same period last year, but a very healthy signal nonetheless.

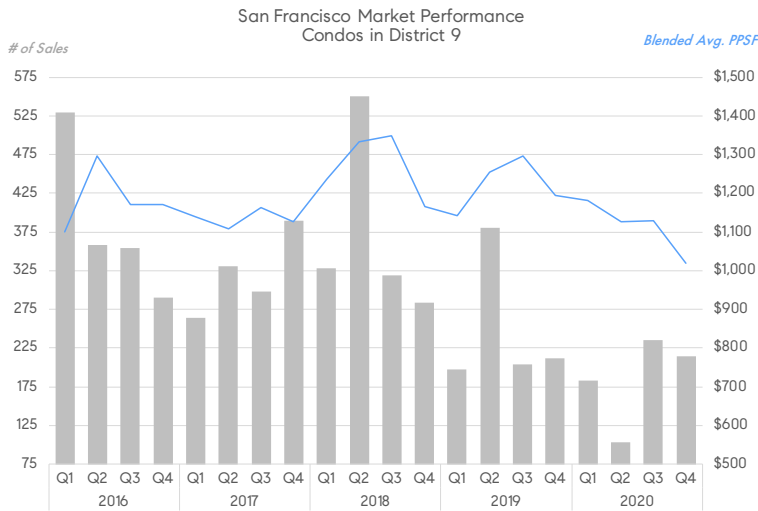
-14.5%

The average sales price in District 9 during Q4 2020 was \$1.2M, **DECREASING 14.5% YOY**, a predictably low number given the surge in volume at lower price points.

+56.3%

The < \$1M price segment in District 9 recorded a strong increase in sales volume during Q4 2020, **INCREASING 56.3% YOY**, recording 100 closings.

MARKET PERFORMANCE, DISTRICT 9



CONDO	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,197,379	-14.5%	\$1,401,074	-8.5%	\$1,308,321
Blended Avg. PPSF	\$1,019	-14.7%	\$1,195	-9.7%	\$1,129
Number of Sales	214	0.9%	212	-8.9%	235
DOM	59	N/A	39	N/A	49
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,276,346	-6.0%	\$1,358,448	-2.6%	\$1,394,407
Blended Avg. PPSF	\$1,110	-9.5%	\$1,226	-4.4%	\$1,282
Number of Sales	735	-26.1%	995	-32.9%	1,482
DOM	48	N/A	36	N/A	72

SALES BY PRICE POINT, DISTRICT 9

Under \$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$829,450	1.7%	\$815,222	2.9%	\$806,209
Avg. PPSF	\$925	-14.9%	\$1,087	-12.7%	\$1,059
Number of Sales	100	56.3%	64	14.9%	87
DOM	62	N/A	32	N/A	35
\$1M-\$2M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,354,060	-1.4%	\$1,372,667	-2.0%	\$1,381,690
Avg. PPSF	\$1,005	-7.2%	\$1,084	-6.1%	\$1,070
Number of Sales	102	-18.4%	125	-18.4%	125
DOM	50	N/A	37	N/A	48

\$2M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$2,445,000	-0.6%	\$2,460,019	8.9%	\$2,244,800
Avg. PPSF	\$1,320	-7.5%	\$1,426	1.5%	\$1,300
Number of Sales	9	-30.8%	13	-50.0%	18
DOM	60	N/A	66	N/A	50
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$4,391,667	6.4%	\$4,129,000	-9.3%	\$4,839,520
Avg. PPSF	\$1,720	-17.3%	\$2,079	-3.0%	\$1,774
Number of Sales	3	-70.0%	10	-40.0%	5
DOM	93	N/A	25	N/A	53

New Construction Project Overview

The following section contains sales information and updates for actively selling developments with 20+ Market Rate units.

PROJECT LIST

1433 Bush
*181 Fremont Residences
2177 Third
950 Tennessee
99 Rausch
Elevant (555 Golden Gate Ave)
Four Seasons Private Residences
*Fulton 555
Lumina
Maison au Pont
Mira
*OneEleven
One Mission Bay
One Steuart Lane
The 36
*The Austin
The Avery
*The Harrison
Union House

COMING SOON

2238 - 2240 Market
*Crescent
Serif (950 Market)
The Oak (1554 Market)
The Bristol (Yerba Buena Island)
The Quinn (349 8th Street)

* Represented by Compass Development
Marketing Group

NOTES

- 1) New Construction developments are either actively selling for the first time or a rental development that has been converted to for sale and is now actively selling. Recent sales include publicly available information on closings over the last four quarters. Data is collected through the third Sunday of the ending month in the quarter.
- 2) This report covers new construction condominium developments with 20+ market rate units.
- 3) Assume that developments in the New Construction section are actively selling units unless noted otherwise. In addition, list prices and number of units available are based on the month of the report and closings are based on what has been recorded to date. Please note that closings can take 30-60 days to be recorded.
- 4) Date On Market refers to the date the Sales Center opened.
- 5) Average Absorption is calculated from Date On Market through the date of the report. It accounts for units both in contract and closed.
- 6) Average Price/SF is calculated using only units where both square footage and price are known. Average Price/SF is defined as the weighted average of unit closing prices and square footages.
- 7) Sales Status tracks the total number of units and are inclusive of Below Market Rate (BMR) units. BMR units are omitted from new construction and resale closings in the Recent Sales and Active Listings summary tables whenever possible.

New Construction Project Overview



Address
1433 Bush Street
San Francisco, CA

Developer
JS Sullivan Development

Residences
40 (34 Market Rate)

Average HOA Fees
\$470 - \$680/month

Date on Market
July 2019

Closings Commenced
Fall 2019

Average Absorption
2 units/month

SALES STATUS

Q4 2020

33

CLOSED

0

IN CONTRACT

7

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$1,495,000	\$1,512
3-BR	4	\$1,333,631	\$1,223
4-BR+	0	-	-
Total/Avg.	5	\$1,365,905	\$1,276

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	0	-	-

New Construction Project Overview



181 FREMONT

Address
181 Fremont Street
San Francisco, CA

Developer
Jay Paul Company

Residences
55 and 12 Accessory Suites

Average HOA Fees
~\$3,000/month

Date on Market
May 2016

Closings Commenced
May 2018

Average Absorption
N/A

SALES STATUS

Q4 2020

35

CLOSED

N/A

IN CONTRACT

N/A

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$3,600,000	\$2,171
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	1	\$3,600,000	\$2,171

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$1,700,000	\$2,179
2-BR	4	\$4,736,250	\$2,581
3-BR	1	\$5,000,000	\$2,535
4-BR+	0	-	-
Total/Avg.	6	\$4,274,167	\$2,541

New Construction Project Overview



2177 THIRD

Address
2177 3rd Street
San Francisco, CA

Developer
Align Real Estate

Residences
114 (106 Market Rate)

Average HOA Fees
\$740 - \$1,100/month

Date on Market
December 2019

Closings Commenced
September 2020

Average Absorption
2 units/month

SALES STATUS

Q4 2020

17

CLOSED

7

IN CONTRACT

90

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	1	\$665,000	\$1,279
1-BR	2	\$947,500	\$1,349
2-BR	2	\$1,516,750	\$1,370
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	5	\$1,118,700	\$1,351

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	1	\$740,000	\$1,474
1-BR	2	\$1,055,000	\$1,539
2-BR	2	\$1,420,000	\$1,432
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	5	\$1,138,000	\$1,476

New Construction Project Overview



Address
950 Tennessee Street
San Francisco, CA

Developer
Leap Development

Residences
100

Average HOA Fees
\$435 - \$700/month

Date on Market
December 2019

Closings Commenced
September 2020

Average Absorption
3 units/month

SALES STATUS

Q4 2020

14

CLOSED

22

IN CONTRACT

64

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	5	\$687,137	\$1,496
1-BR	3	\$917,000	\$1,175
2-BR	6	\$1,447,750	\$1,210
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	14	\$1,062,370	\$1,259

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	2	\$634,000	\$1,404
1	2	\$964,500	\$1,217
2	3	\$1,228,667	\$1,244
3	0	-	-
4-BR+	0	-	-
Total/Avg.	7	\$983,286	\$1,262

New Construction Project Overview



Address
99 Rausch
San Francisco, CA

Developer
Belrich Partners/Pillar
Capital

Residences
112 (99 Market Rate)

Average HOA Fees
\$520 - \$890/month

Date on Market
June 2017

Closings Commenced
May 2018

Average Absorption
3 units/month

SALES STATUS

Q4 2020

109

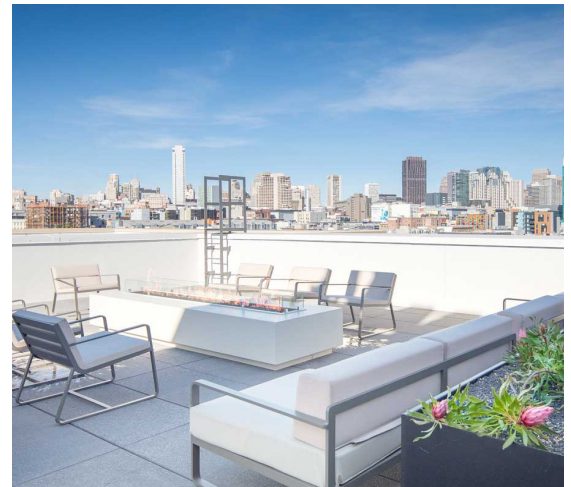
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0

IN CONTRACT

3

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$1,300,000	\$1,559
2-BR	6	\$1,327,167	\$1,234
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	7	\$1,323,286	\$1,271

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	0	-	-

New Construction Project Overview



Address
555 Golden Gate Avenue
San Francisco, CA

Developer
JS Sullivan Development

Residences
55 (48 Market Rate)

Average HOA Fees
\$550 - \$650/month

Date on Market
December 2020

Closings Commenced
TBD

Average Absorption
0 units/month

SALES STATUS

Q4 2020

N/A

CLOSED

0

IN CONTRACT

55

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	0	-	-

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$689,000	\$1,202
2-BR	2	\$974,000	\$1,170
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	3	\$879,000	\$1,178

New Construction Project Overview



Address
706 Mission Street
San Francisco, CA

Developer
Westbrook Partners

Residences
146

Average HOA Fees
~\$4,000/month

Date on Market
June 2019

Closings Commenced
TBD

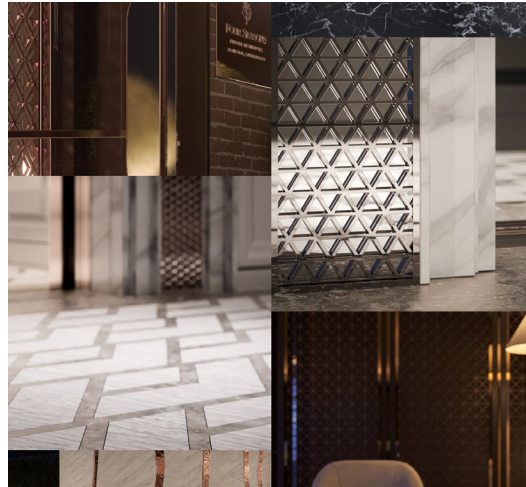
Average Absorption
N/A

SALES STATUS Q4 2020

N/A
CLOSED

N/A
IN CONTRACT

145
AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	0	-	-

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	0	-	-

New Construction Project Overview



Address
555 Fulton Street
San Francisco, CA

Developer
Fulton Street Ventures, LLC

Residences
139 (122 Market Rate)

Average HOA Fees
\$610 - \$830/month

Date on Market
June 2015 Launch
July 2017 Relaunch

Closings Commenced
March 2020

Average Absorption
1 unit/month Launch
2 units/month Relaunch

SALES STATUS

Q4 2020

71

CLOSED

7

IN CONTRACT

61

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	26	\$765,874	\$1,196
2-BR	26	\$1,270,079	\$1,367
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	52	\$1,017,976	\$1,297

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1	1	\$719,000	\$1,010
2	2	\$1,073,000	\$1,249
3	0	-	-
4-BR+	0	-	-
Total/Avg.	3	\$955,000	\$1,179

New Construction Project Overview



Address
201 Folsom Street
San Francisco, CA

Developer
Tishman Speyer Properties;
Vanke

Residences
656

Average HOA Fees
\$995 - \$3,670/month

Date on Market
October 2014

Closings Commenced
September 2015

Average Absorption
9 Units/month

SALES STATUS

Q4 2020

646

CLOSED

8

IN CONTRACT

2

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	1	\$738,000	\$967
1-BR	10	\$1,036,900	\$1,231
2-BR	15	\$1,968,107	\$1,376
3-BR	2	\$3,800,000	\$1,699
4-BR+	0	-	-
Total/Avg.	28	\$1,722,450	\$1,373

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1	4	\$1,310,500	\$1,381
2	7	\$1,873,539	\$1,411
3	3	\$5,451,667	\$2,218
4-BR+	0	-	-
Total/Avg.	14	\$2,479,413	\$1,696

New Construction Project Overview



Address
2448 Lombard Street
San Francisco, CA

Developer
J.S. Sullivan Development

Residences
43 (37 Market Rate)

Average HOA Fees
\$570 - \$680/month

Date on Market
February 2020

Closings Commenced
July 2020

Average Absorption
2 Units/month

SALES STATUS

Q4 2020

10

CLOSED

13

IN CONTRACT

20

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	6	\$973,417	\$1,427
2-BR	3	\$1,489,333	\$1,456
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	9	\$1,145,389	\$1,439

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1	1	\$945,000	\$1,360
2	1	\$1,470,000	\$1,519
3	0	-	-
4-BR+	0	-	-
Total/Avg.	2	\$1,207,500	\$1,452

New Construction Project Overview



Address
280 Spear Street
San Francisco, CA

Developer
Tishman Speyer

Residences
392 (235 Market Rate)

Average HOA Fees
\$1,080 - \$1,465/month

Date on Market
November 2018

Closings Commenced
June 2020

Average Absorption
4 Units/month

SALES STATUS

Q4 2020

94

CLOSED

8

IN CONTRACT

290

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$1,280,000	\$1,604
2-BR	8	\$1,549,034	\$1,316
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	9	\$1,519,141	\$1,339

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1	2	\$985,000	\$1,357
2	3	\$1,598,000	\$1,277
3	2	\$3,195,000	\$1,848
4-BR+	0	-	-
Total/Avg.	7	\$1,879,143	\$1,518

New Construction Project Overview



Address
588 Minna Street
San Francisco, CA

Developer
Z&L Properties

Residences
39

Average HOA Fees
\$525 - \$640/month

Date on Market
December 2019

Closings Commenced
TBD

Average Absorption
TBD

SALES STATUS

Q4 2020

N/A

CLOSED

N/A

IN CONTRACT

N/A

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	0	-	-

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	2	\$649,000	\$1,065
2-BR	1	\$1,049,000	\$1,051
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	3	\$782,333	\$1,059

New Construction Project Overview



ONE MISSION BAY

Address
110 Channel St./1000 3rd St.
San Francisco, CA

Developer
CIM Group
Strada Investment Group

Residences
350

Average HOA Fees
\$710 - \$1,100/month

Date on Market
May 2016

Closings Commenced
November 2017

Average Absorption
6 Units/month

SALES STATUS

Q4 2020

328

CLOSED

19

IN CONTRACT

3

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	1	\$820,000	\$1,524
1-BR	6	\$1,066,815	\$1,315
2-BR	5	\$1,616,000	\$1,348
3-BR	1	\$2,220,000	\$1,354
4-BR+	0	-	-
Total/Avg.	13	\$1,347,761	\$1,344

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	1	\$825,000	\$1,533
1	0	-	-
2	3	\$1,516,333	\$1,244
3	1	\$2,998,000	\$1,641
4-BR+	0	-	-
Total/Avg.	5	\$1,674,400	\$1,390

New Construction Project Overview



ONE STEUART LANE

Address
75 Howard Street
San Francisco, CA

Developer
SRE Group LTD/Paramount
Group

Residences
120

Average HOA Fees
\$2,500 - \$3,000/month

Date on Market
February 2020

Closings Commenced
TBD

Average Absorption
1 Units/month

SALES STATUS

Q4 2020

N/A

CLOSED

11

IN CONTRACT

109

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	0	-	-

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1	1	\$1,395,000	\$1,521
2	3	\$3,628,333	\$2,376
3	0	-	-
4-BR+	0	-	-
Total/Avg.	4	\$3,070,000	\$2,233

New Construction Project Overview



Address
3620 Cesar Chavez
San Francisco, CA

Developer
Vanguard Properties

Residences
24

Average HOA Fees
\$460 - \$600/month

Date on Market
February 2020

Closings Commenced
July 2020

Average Absorption
1 Units/month

SALES STATUS

Q4 2020

5

CLOSED

1

IN CONTRACT

18

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$795,000	\$1,478
2-BR	4	\$1,170,750	\$1,081
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	5	\$1,095,600	\$1,125

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$795,000	\$1,478
2-BR	4	\$1,242,000	\$1,147
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	5	\$1,152,600	\$1,183

New Construction Project Overview



THE AUSTIN

Address
1545 Pine Street
San Francisco, CA

Developer
Pacific Eagle Holdings

Residences
100 (88 Market Rate)

Average HOA Fees
\$600 - \$1,130/month

Date on Market
February 2017

Closings Commenced
December 2017

Average Absorption
2 Units/month

SALES STATUS

Q4 2020

98

CLOSED

1

IN CONTRACT

1

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	1	\$770,000	\$1,209
1-BR	5	\$946,800	\$1,332
2-BR	4	\$1,582,500	\$1,387
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	10	\$1,183,400	\$1,352

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$995,000	\$1,713
2-BR	2	\$1,514,500	\$1,184
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	3	\$1,341,333	\$1,360

New Construction Project Overview



Address
488 Folsom Street
San Francisco, CA

Developer
Related

Residences
118

Average HOA Fees
\$1,570 - \$2,490/month

Date on Market
June 2018

Closings Commenced
August 2019

Average Absorption
1 Units/month

SALES STATUS

Q4 2020

25

CLOSED

0

IN CONTRACT

93

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	4	\$2,598,750	\$1,586
3-BR	6	\$4,616,600	\$1,979
4-BR+	0	-	-
Total/Avg.	10	\$3,809,460	\$1,854

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$3,042,500	\$1,802
3-BR	3	\$4,198,333	\$2,049
4-BR+	0	-	-
Total/Avg.	5	\$3,736,000	\$1,951

New Construction Project Overview



Address
401 Harrison Street
San Francisco, CA

Developer
Rockpoint Group
Maximus Real Estate Partners

Residences
298

Average HOA Fees
\$1,025 - \$1,655/month

Date on Market
April 2016

Closings Commenced
August 2016

Average Absorption
5 Units/month

SALES STATUS

Q4 2020

266

CLOSED

N/A

IN CONTRACT

31

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	7	\$1,042,000	\$1,279
2-BR	8	\$1,786,125	\$1,393
3-BR	1	\$3,788,000	\$1,913
4-BR+	0	-	-
Total/Avg.	16	\$1,585,687	\$1,414

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	9	\$2,506,222	\$1,813
3-BR	2	\$6,075,000	\$2,357
4-BR+	0	-	-
Total/Avg.	11	\$3,155,091	\$1,973

New Construction Project Overview



Address
1515 Union Street
San Francisco, CA

Developer
DM Development

Residences
41

Average HOA Fees
\$900 - \$1,680/month

Date on Market
February 2020

Closings Commenced
July 2020

Average Absorption
1 Units/month

SALES STATUS

Q4 2020

5

CLOSED

3

IN CONTRACT

33

AVAILABLE



Recent Sales (Q1 2020 - Present)

Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	2	\$1,475,000	\$1,606
2-BR	4	\$2,286,250	\$1,833
3-BR	1	\$6,075,000	\$3,015
4-BR+	0	-	-
Total/Avg.	7	\$2,443,125	\$2,004

Active Listings

Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$1,350,000	\$1,724
2-BR	1	\$2,455,000	\$1,975
3-BR	0	-	-
4-BR+	0	-	-
Total/Avg.	2	\$1,902,500	\$1,878

New Development Pipeline



2238 - 2240 Market - Coming Soon

Developer	Prado Group
Architect	BDE Architecture
Condo Units & Stories	42 units & 5 stories
Parking	23 off-street parking spaces
Neighborhood	Duboce Triangle
Anticipated Sales Date	Spring 2021
Completion Date	2021
Status	Under Construction
Unit Mix	Studio, one-, two-, three-bedrooms, and limited edition townhomes
Additional Info	Rooftop terrace w/lounge space, outdoor kitchen/dining area, lobby/arrival experience, package/refrigerated grocery reception, bike repair room w/ secured storage, pet spa, EV-parking, secured parking, Latch touchless entry system, fiber-optic wiring. Approx. 4.9k-sqft ground floor retail space



Crescent (875 California) - Coming Soon

Developer	Grosvenor Americas
Architect	Robert A.M. Stern Architects
Condo Units & Stories	44 units & 8 stories
Parking	N/A
Neighborhood	Nob Hill
Completion Date	2020
Status	Pre-selling
Unit Mix	Studio, 1BR, 2BR, 3BR
Additional Info	48 off-street parking spaces. 24-hour attended lobby. Lounge w/ fireplace, butler's pantry, and terrace overlooking garden. Roof terrace w/ gas grill, a double-sided fireplace, and a dining area. Fully equipped gym and yoga studio



Serif (950 Market Street) - Coming Soon

Developer	L37 Partners
Architect	Handel Architects
Condo Units & Stories	242 units & 12 stories
Parking	82 off-street parking spaces, 2 car-share spaces
Neighborhood	Mid-Market
Anticipated Sales Date	Spring 2021
Completion Date	2021
Status	Under Construction
Unit Mix	Studio: 33, JR-1BR: 88, 1BR:77, 2BR: 44 Residences range from 350 - 1,200 sqft with prices starting in the \$500K's
Additional Info	232-room The Line (hotel), 16,050-sqft retail. 24hr attended lobby, roof-top solarium w/ library and bar, entertaining kitchen, fitness center, yoga studio, pet spa, dog run, bicycle parking and storage

New Development Pipeline



The Oak (1554 Market) - Coming Soon

Developer	Z&L Properties
Architect	Handel Architects
Condo Units & Stories	109 units (96 market-rate) & 12 stories (2 buildings)
Parking	N/A
Neighborhood	Hayes Valley
Anticipated Sales Date	Spring 2021
Completion Date	April 2021
Status	Under Construction
Unit Mix	Studio: 10, 1BR: 78, 2BR: 20, 3BR: 1
Additional Info	Two 12-story towers with a shared courtyard, connected by a pedestrian sky bridge. Amenities include fitness center, resident lounge, rooftop deck. Three retail spaces



The Bristol (Yerba Buena Island) - Coming Soon

Developer	Wilson Meany / Stockbridge Real Estate Funds
Architect	BDE Architecture / Hart Howerton
Condo Units & Stories	124 units (110 market-rate) & 5 stories
Neighborhood	Yerba Buena Island
Anticipated Sales Date	2021
Completion Date	Phase I: 2021 Phase II: TBD (Flats & Townhomes)
Status	Under Construction
Unit Mix	Studios, one-, two-, and three-bedrooms; Residences range from 630 - 2,248 sqft
Additional Info	Courtyard, fitness studio, children's room, lounges, and rooftop terrace. Community amenities include access to 14k-sqft private club featuring a swimming pool, fitness center, and spa. Community landscaping will feature 72 acres of park and 5 miles of walking and hiking trails



The Quinn (349 8th Street) - Coming Soon

Developer	Presidio Bay Ventures
Architect	RG Architecture
Condo Units & Stories	38 units (32 market-rate) & 5 floors
Parking	N/A
Neighborhood	SoMa
Anticipated Sales Date	2021
Completion Date	2021
Status	Under Construction
Unit Mix	One-, two-, and three-bedrooms Pricing starting from the \$800K's
Additional Info	927-sqft ground floor commercial space, 1.4k-sqft inner courtyard, 1.1k-sqft outer courtyard at Rodgers Street, and 1,008-sqft sky-bridge connecting portions of fifth floor

New Development Pipeline



5M (110 5th Street / 925 Mission Street)

Developer	Brookfield Properties / Hearst Corp.
Architect	Kohn Pederson Fox Associates
Condo Units & Stories	702 units (400 condos & 302 apartments) & 45 fls
Parking	~756 subterranean parking spaces
Neighborhood	SoMa / Mid-Market
Anticipated Sales Date	TBD
Completion Date	Phase 1: Office tower, apt building in late-2021 Phase 2: 2022+
Status	Under Construction
Unit Mix	N/A
Additional Info	470-ft condo tower, 200-ft apt building, 395-ft office tower w/ 640K-sqft office space, renovated historic buildings (SF Chronicle / Camelline and Dempster), 23K-sqft rooftop public park at Chronicle and 26K-sqft Mary Court public park w/ dog-run and children's playground



Oceanwide Center

Developer	Oceanwide Holdings / Hony Capital
Architect	Foster + Partners
Condo Units & Stories	265 units (109 units at 1st St & 156 units at Mission St) / 2 towers (52 & 61 floors)
Parking	360 parking spaces
Neighborhood	Rincon Hill / Yerba Buena
Anticipated Sales Date	TBD
Completion Date	2023+
Status	Under Construction
Unit Mix	1BR: 32, 2BR: 154, 2BR+: 8, 3BR: 61, 3BR+: 3, 4BR: 3, PH: 4
Additional Info	135-million-sqft of office space, 169-room hotel, ground floor retail space and privately-owned public open spaces



One Oak (1540 Market Street)

Developer	BUILD
Architect	Solomon, Cordwell, Buenz (SCB)
Condo Units & Stories	318 units & 40 floors
Parking	136 off-street parking spaces
Neighborhood	Mid-Market
Anticipated Sales Date	TBD
Completion Date	2022+
Status	Approved
Unit Mix	Studios, one-, two-, and three-bedroom units
Additional Info	Extended entitlements in Q1-2020 for an additional two years

New Development Pipeline



1200 Van Ness

Developer	Van Ness Post Center LLC
Architect	Woods Bagot.
Condo Units & Stories	96 units & 13 floors
Neighborhood	Polk Gulch
Completion Date	TBD
Status	Approved
Unit Mix	N/A
Additional Info	Rooftop garden, fitness / yoga studio, multi-functional spaces, pet grooming area. 95K-sqft commercial / retail space



1601 Mission

Developer	Zhuguang Holdings Group
Architect	Handel Architects
Condo Units & Stories	220 units & 12 floors
Neighborhood	Mission
Completion Date	TBD
Status	Approved
Unit Mix	N/A
Additional Info	7,000-sqft of retail space



230 7th Street

Developer	JS Sullivan Development
Architect	RG Architecture
Condo Units & Stories	40 units & 6 stories
Neighborhood	SoMa
Completion Date	TBD
Status	Approved
Unit Mix	N/A
Additional Info	2K-sqft ground floor commercial space

New Development Pipeline



2525 Van Ness

Developer	Executive Group Development
Architect	Studio N & Chris Dikeakos Architects Inc.
Condo Units & Stories	28 units & 6 stories
Neighborhood	Cow Hollow
Completion Date	TBD
Status	Approved
Unit Mix	N/A
Additional Info	2,000+ sqft new café / retail space



2601 Van Ness

Developer	L.F. George Properties
Architect	Costa Brown Architecture
Condo Units & Stories	60 units & 9 stories
Neighborhood	Cow Hollow
Completion Date	TBD
Status	Approved
Unit Mix	One-, two- and three-bedrooms
Additional Info	3 retail / commercial spaces



3314 Cesar Chavez

Developer	Zone Design Development
Architect	RG Architecture
Condo Units & Stories	57 units & 6 floors
Neighborhood	Mission District
Completion Date	TBD
Status	Approved
Unit Mix	N/A
Additional Info	3K-sqft ground floor office space

New Development Pipeline



360 5th Street

Developer	Leap Development
Architect	KTGY Architecture
Condo Units & Stories	127 units & 4-8 stories
Neighborhood	SoMa
Completion Date	TBD
Status	Approved
Unit Mix	Studio: 31, 1BR: 43, 2BR: 34, 3BR:19
Additional Info	Landscaped interior courtyard, roof terrace with BBQ and media area, ground floor commercial space



3700 California

Developer	TMG Partners / Grosvenor Americas
Architect	Robert A.M. Stern Architects
Condo Units & Stories	273 units, 3-7 stories
Neighborhood	Presidio Heights
Completion Date	2028+
Status	Approved
Unit Mix	1BR: 69, 2BR: 88, 3BR: 96, 4BR+: 20
Additional Info	Multi-family buildings, Townhomes & Single-family homes



430 Main

Developer	Warhorse LLC & Tidewater Capital
Architect	Solomon, Cordwell, Buenz (SCB)
Condo Units & Stories	144 units
Neighborhood	Rincon Hill
Completion Date	TBD
Status	Approved
Unit Mix	Studios, one- and two-bedrooms
Additional Info	Development team pursuing entitlements

New Development Pipeline



469 Eddy

Developer	JS Sullivan Development
Architect	Stanley Saitowitz Natoma Architects Inc.
Condo Units & Stories	28 units & 8 stories
Neighborhood	Tenderloin
Completion Date	TBD
Status	Approved
Unit Mix	N/A
Additional Info	~700-sqft ground floor commercial space



655 4th Street

Developer	Tishman Speyer
Architect	Adamson Associates & Bjarke Ingels Group
Condo Units & Stories	960 units & 40 stories
Neighborhood	SoMa
Completion Date	TBD
Status	Approved
Unit Mix	960 units & 40 stories
Additional Info	25k-sqft for a 38-room boutique hotel, 20k-sqft coworking office space, 18k-sqft of ground-floor retail and additional space for retail and public plazas.



655 Folsom

Developer	Pillar Capital Group
Architect	Arqhitectonica
Condo Units & Stories	89 units & 14 floors
Neighborhood	SoMa
Completion Date	TBD
Status	Approved
Unit Mix	N/A
Additional Info	Ground floor retail space. Roof deck lounge and second-floor outdoor terrace

New Development Pipeline



888 Tennessee

Developer	S. Hekemian Group
Architect	David Baker Architects
Condo Units & Stories	110 units & 4 floors
Neighborhood	Dogpatch/Central Waterfront
Completion Date	TBD
Status	Approved
Unit Mix	N/A
Additional Info	5,500-sqft of restaurant / retail space



Parcel D - Pier 70

Developer	Brookfield Properties
Architect	Handel Architects
Condo Units & Stories	Approx 90 units
Neighborhood	Dogpatch/Central Waterfront
Completion Date	TBD
Status	Approved
Unit Mix	TBD
Additional Info	Located in the heart of Pier 70's market square



Parcel F (542 - 550 Howard Street)

Developer	Hines / Urban Pacific Development / Broad Street Principal Investments
Architect	Pelli Clark Pelli
Condo Units & Stories	165 units & 61 stories
Neighborhood	SoMa
Completion Date	TBD
Status	Approved
Unit Mix	N/A
Additional Info	189-room hotel, 325K-sqft office space, 8.7K-sqft retail space

New Development Pipeline



Parcel K North - Pier 70

Developer	Westbrook Partners / Presidio Bay Ventures
Architect	Handel Architects
Condo Units & Stories	250 units & 6 stories
Neighborhood	Dogpatch
Completion Date	TBD
Status	Approved
Unit Mix	Studios to 3-bedroom penthouses
Additional Info	Common terrace. Ground floor retail / commercial space.



30 Van Ness

Developer	Lendlease
Architect	Solomon, Cordwell, Buenz (SCB)
Condo Units & Stories	610 units & 40 stories
Neighborhood	Civic Center
Completion Date	TBD
Status	Under Review
Unit Mix	N/A
Additional Info	Office, retail, apartments, condos are TBD



3333 California

Developer	Prado Group / SKS Partners
Architect	Jensen Architects
Condo Units & Stories	744 units
Neighborhood	Presidio Heights
Completion Date	TBD
Status	Under Review
Unit Mix	N/A
Additional Info	~34.5K-sqft retail space and ~14.7K-sqft childcare space

New Development Pipeline



600 20th Street

Developer	Workshop 1
Architect	Workshop 1
Condo Units & Stories	20 units & 6 floors
Neighborhood	Dogpatch/Central Waterfront
Completion Date	TBD
Status	Under Review
Unit Mix	1BR: 50%, 2BR: 45%, 3BR: 5%
Additional Info	1.7K-sqft ground commercial space



Transbay Block 4 (201 - 299 Howard Street)

Developer	Hines / Urban Pacific Development / Broad Street Principal Investments
Architect	Solomon, Cordwell, Buenz (SCB)
Condo Units & Stories	713 units & 45 floors
Neighborhood	SoMa
Completion Date	TBD
Status	Under Review
Unit Mix	N/A
Additional Info	450-ft tall residential tower w/ mid-rise & townhouses. Project will potentially provide over 500 new residential units, up to 45% affordable units

San Francisco MarketWatch / Q3 2020

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