

SAN FRANCISCO HIGHRISE RESIDENCES 2022 QUARTER THREE REPORT

Rincon Hill / Mission Bay / South Beach / Yerba Buena



ROBYN KAUFMAN

SFHIGHRISES.COM

WSJ 2022 AMERICA'S BEST REAL ESTATE PROFESSIONALS

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YOUR 2022 QUARTER THREE MARKET REPORT

Across the Bay Area, Q3 median sales prices retreated dramatically from their spring peaks, and SF was hit harder than most area markets. Part of this was due to seasonal trends - median sales prices often peak for the calendar year in Q2, then drop in summer - but part of the decline was clearly due to changing market conditions prompted by shifts in interest rates, inflation, stock markets, and consumer confidence.

On the supply and demand side, it appears that after the big drop in demand in early-mid summer, conditions have mostly stabilized. Generally speaking, sales numbers are no longer appreciably dropping, though overbidding statistics continue to decline and days on market to climb.

When looking at recent market changes, it is important to remember how overheated the market was in 2021 and early 2022 - many quarter-to-quarter, and year-over-year comparisons are distorted by the unusual (sometimes frenzied) conditions that prevailed then. It is also wise not to jump to definitive conclusions based upon a single quarter's data. The economy and real estate market are still in a period of adjustment.



Interest rates have gone up sharply during 2022 with 5 rate adjustments by the Federal Reserve. However, rates are still at historic lows.

Stock market declines, though substantial, cannot compare with those seen in 2008-2009, and employment remains very strong. This is not to minimize the correction the market is going through: There are certainly major economic and demographic challenges at play right now, but a market correction is not a crash, being more like a slow leak in an over-pressurized tire than a blowout on the highway at high speed.

The relatively short autumn selling season began after Labor Day and runs through mid-November. The mid-winter holiday slowdown then runs through mid-January. Though sales continue in every month of the year, listing and sale activity drops dramatically as we near Thanksgiving. Slower markets can offer opportunities to buyers, but the selection of homes for sale usually tumbles.

Feel free to give me a call to discuss any of your real estate needs specifically and the market in general. I'm always here for you.

All The Best,

Robyn Kaufman

Top 1% SF Condo Sales

WSJ 2022 America's Best Real Estate Professionals

Top 1.5% of 1.6 million agents nationwide

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COMPASS



SOLD OVER ASKING
114 CRESCENT



SOLD - REPPED BUYER
106 BACHE



SOLD FOR FULL PRICE
THE INFINITY 9B

STRATEGY. EXPERIENCE. RESULTS.

ROBYN'S TOP 2022 SALES

Robyn provides personal attention and a comprehensive service that helps her clients achieve their goals in this ever-changing real estate market.



SOLD IN 27 DAYS
THE INFINITY 40E



RECORD SALE
THE METROPOLITAN 2704



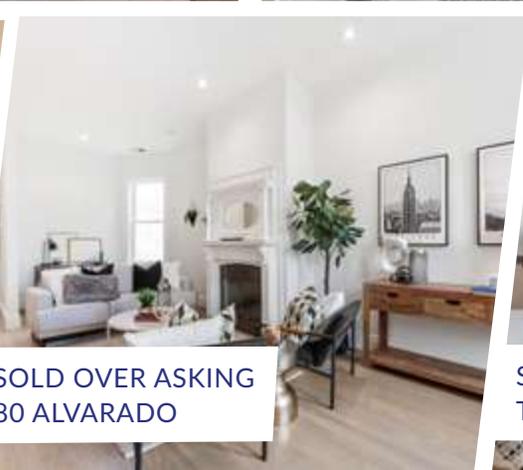
SOLD OVER ASKING
THE TOWERS 917



SOLD OVER ASKING
THE BEACON 901



SOLD - REPPED BUYER
425 24TH AVE



SOLD OVER ASKING
80 ALVARADO



SOLD OVER ASKING
THE METROPOLITAN 1908

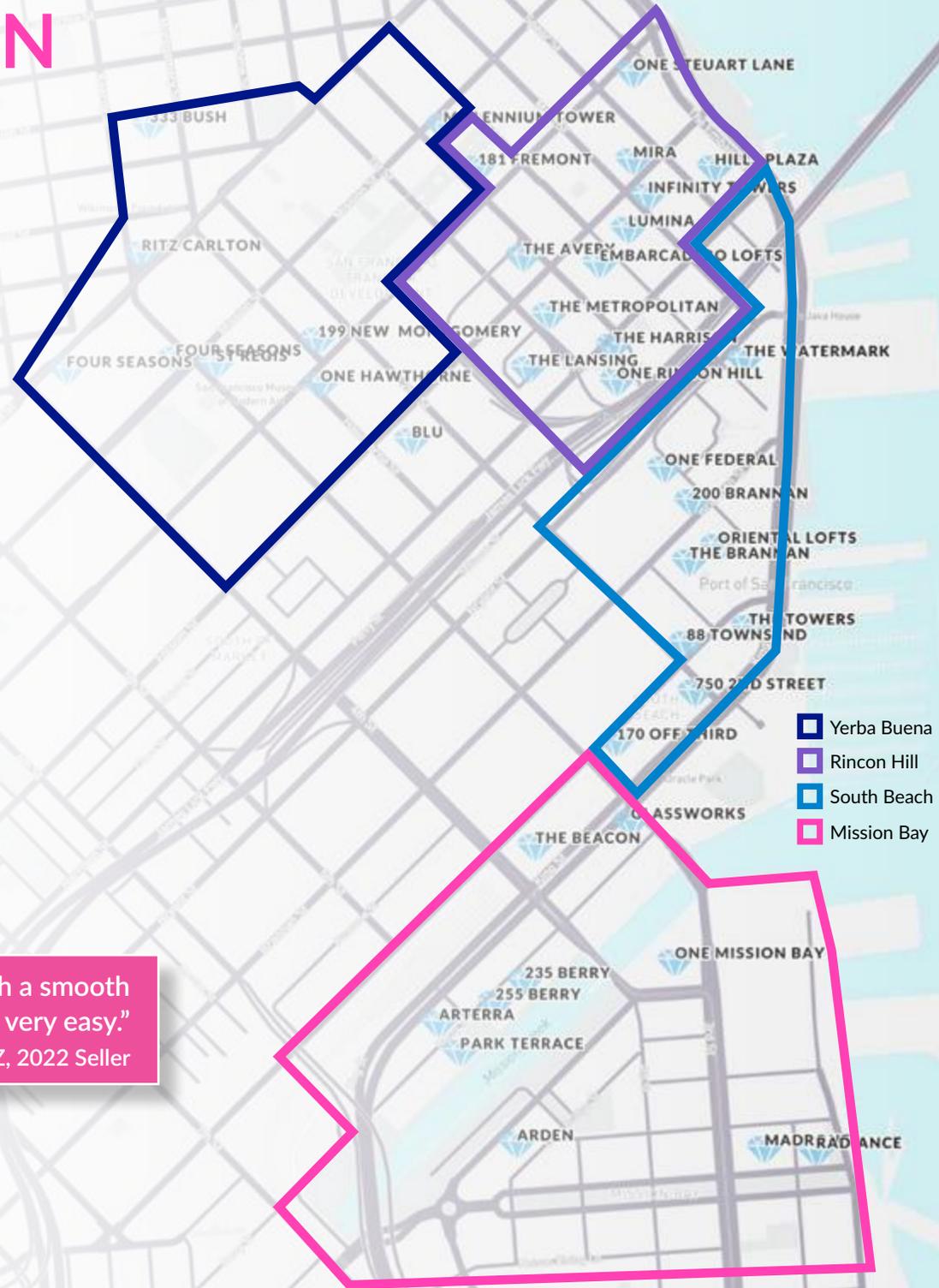
A UNIQUE FOCUS ON SAN FRANCISCO'S LUXURY CONDO RESIDENCES

Robyn has represented over 250 sales in San Francisco's luxury highrise condo developments since 2004. From Yerba Buena's opulent residences to Mission Bay's open concept living spaces, Robyn's best-in-class marketing targets the perfect buyer for your property.

- 18 Years Experience Selling Luxury Real Estate
- Over \$555 Million Sold In Highrise Condo Residences
- Ranked Top 1% of San Francisco Condo Realtors

"Thank you Robyn and the team for running such a smooth operation! You made the process very easy."

Dan Z, 2022 Seller



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BUYERS WANT MOVE-IN READY CONDOS. EACH IMPROVEMENT COUNTS!

Robyn has an objective eye for marketing property. She will advise her Sellers on cost effective improvements that have delivered the highest return on their investment.

1 TARGET YOUR BUYER

We talk pricing strategy and game plan

2 FAST TRACK REPAIRS

Use our on-demand insured contractors

3 BUYER AGENT PREVIEW

We host previews for the city's top buyer agents

4 AMPLIFIED ADVERTISING

Our premium marketing finds serious buyers

5 SECURE HIGH OFFERS

We expertly negotiate the highest price for you

FAST PROJECT MANAGEMENT SERVICES

My contractors specialize in condo restoration. Whether you live locally or outside SF, I am here to personally manage the entire sale of your condo from start to finish. Call today: 415.497.1798

- Floor refinishing and installs
- Carpet cleaning and installs
- Condo deep cleaning
- Motorized roller shade repair
- Sliding glass door cleaning
- New light fixture installation
- New appliance delivery
- Staging and floor plan layout
- Any other cosmetic fixes your condo needs

ACCOMPLISH YOUR HOME BUYING GOALS WITH ROBYN'S CLOSING STRATEGY

Robyn keeps you updated on the latest inventory and helps you stay organized. Her extensive network within the real estate industry helped secure her clients' transactions and purchases.

1 STRATEGIZE GOALS

We discuss your dream home wish list and financing.

2 TARGET YOUR HOME

Search MLS and Top Agent Spheres for property matches.

3 WRITE WINNING OFFER

Seek Intel and provide guidance for writing your winning offer.

4 ADVOCATE FOR YOU

Advise on disclosures, inspections and appraisal processes.

5 CLOSE THE DEAL

Monitor closing schedule, buyers repair list, final walk through.

ROBYN'S 2022 TRADE TRANSACTIONS

There are a number of ways to purchase your next home before selling your existing property. Let's review your options. Call today.

MY CLIENTS BOUGHT

1915 Sacramento | Pacific Heights | \$4,050,000

106 Bache | Bernal Heights | \$2,500,000

425 24th Ave | Richmond District | \$2,425,000

... THEN SOLD

3333 Main St #9B | The Infinity | \$2,199,000

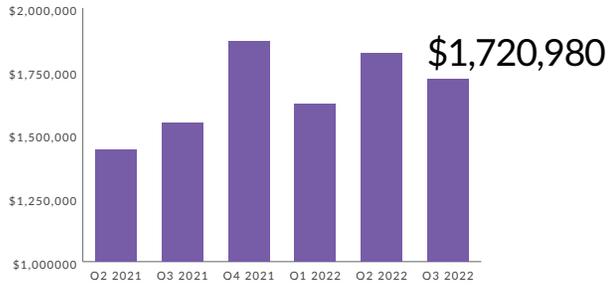
114 Crescent | Bernal Heights | \$1,770,000

80 Alvarado | Noe Valley | \$1,375,000

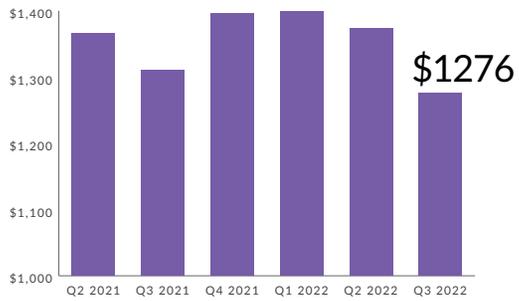
RINCON HILL

2022 QUARTER 3 SALES UPDATE

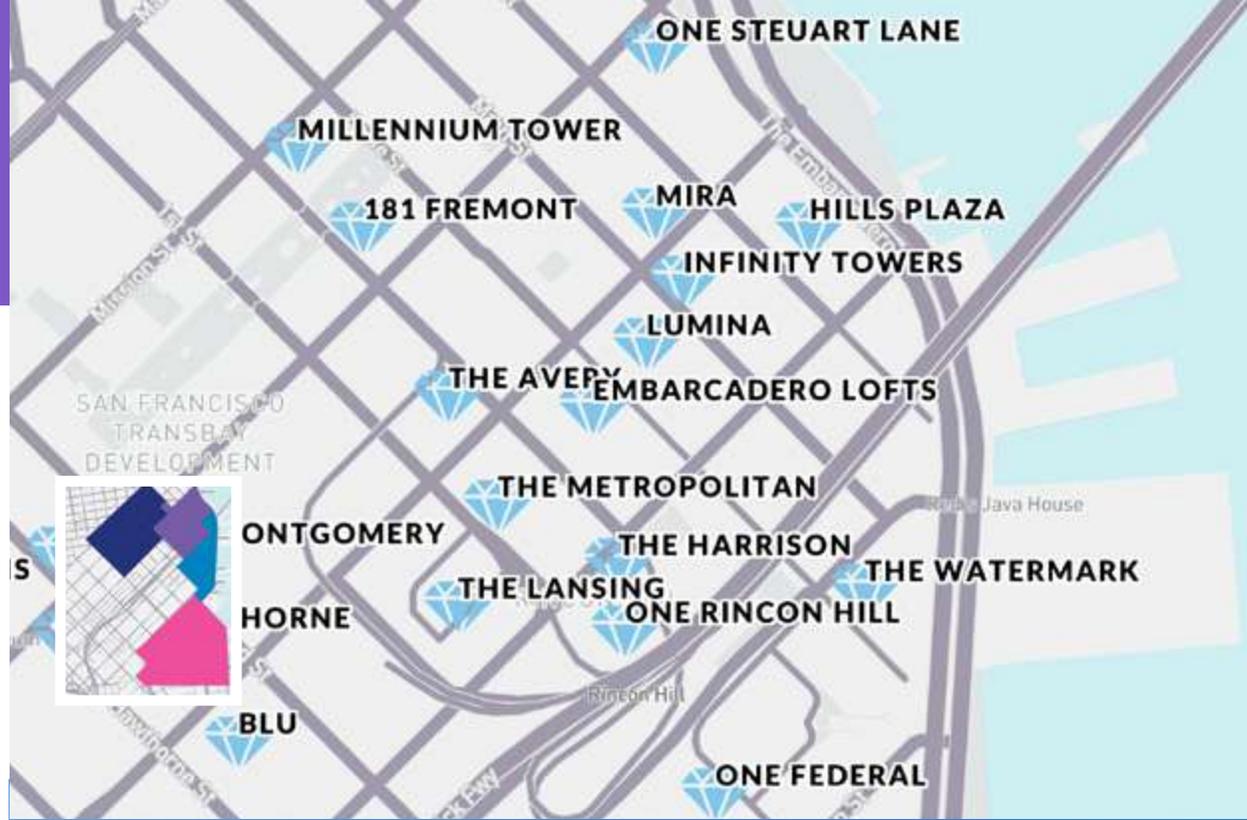
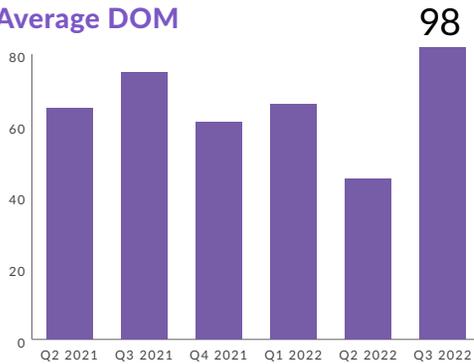
Average Sales Price



Average \$/Sq. Ft.



Average DOM



LUMINA

318 & 338 Main Street
333 Beale & 201 Folsom Streets

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
338 Main St #21E	2/2	\$1,900,000	1382	8/8/22
338 Main St #10E	2/2	\$1,550,000	1382	8/17/22
201 Folsom St #3B	2/2	\$1,315,000	1189	8/19/22
318 Main St #4I	1/1.5	\$1,165,000	1000	7/13/22

Average Sales Price
\$1,482,500

Average \$/Sq. Ft.
\$1,192

Average DOM
65



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
301 Main St #15CD	2/2.5	\$4,000,000	2174	9/30/22
338 Spear St #35C	3/3	\$3,510,000	1732	9/23/22
301 Main St #32G	3/2	\$2,450,000	1610	9/14/22
338 Spear St #12H	2/2	\$1,412,500	1323	9/7/22
338 Spear St #6A	2/2	\$1,200,000	1167	9/22/22
318 Spear St #4F	1/1	\$849,000	828	8/3/22

Average Sales Price
\$2,237,000

Average \$/Sq. Ft.
\$1,418

Average DOM
75

THE INFINITY

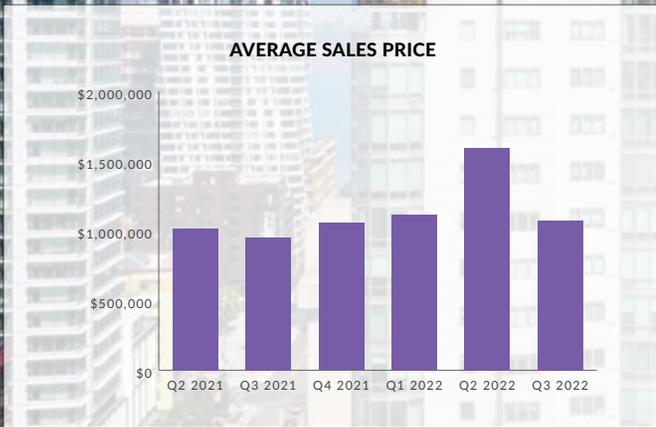
301 & 333 Main Street
318 & 338 Spear Street



THE METROPOLITAN

333 & 355 1st Street

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
355 1st St #1401	1/1	\$835,000	675	8/30/22
333 1st St #1404	2/2	\$1,310,000	-	7/22/22



Average Sales Price
\$1,072,500

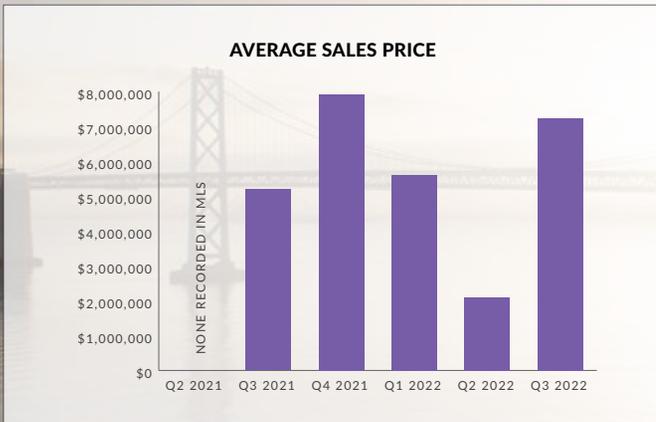
Average \$/Sq. Ft.
\$1,237

Average DOM
58

ONE STEUART LANE

1 Steuart Street

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
1 Steuart Ln #1202	2/2.5	\$3,990,000	-	9/14/22
1 Steuart Ln #2001	3/2.5	\$10,500,000	2340	7/22/22



Average Sales Price
\$7,245,000

Average \$/Sq. Ft.
\$4,487

Average DOM
42

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
425 1st St #5202	3/3	\$2,900,000	1971	7/25/22
425 1st St #2501	1/1	\$1,200,000	837	7/29/22

ONE RINCON HILL

425 1st Street
489 Harrison Street

Average Sales Price
\$2,050,000

Average \$/Sq. Ft.
\$1,453

Average DOM
96



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
401 Harrison St #42D	3/3	\$3,250,000	1949	9/14/22
401 Harrison #PH46A	2/2	\$2,750,000	1648	7/8/22
401 Harrison St #32F	1/1	\$1,360,000	830	7/13/22

THE HARRISON

401 Harrison Street

Average Sales Price
\$2,453,400

Average \$/Sq. Ft.
\$1,658

Average DOM
325



181 FREMONT

181 Fremont Street



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
181 Fremont St #60A	3/3	\$4,000,000	1972	7/19/22
181 Fremont #62A	3/3.5	\$4,200,000	1914	8/26/22

Average Sales Price
\$4,100,000

Average \$/Sq. Ft.
\$2,111

Average DOM
103

MIRA

280 Spear Street



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
280 Spear St #23G	2/2	\$2,195,000	1547	8/12/22
280 Spear St #23A	2/2	\$1,800,000	1494	9/2/22

Average Sales Price
\$1,997,500

Average \$/Sq. Ft.
\$1,312

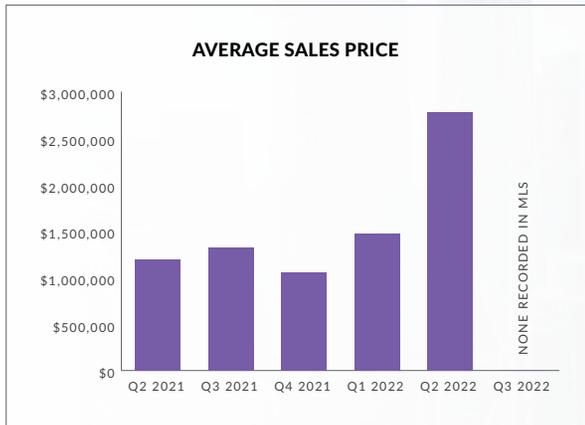
Average DOM
42

NO QUARTER THREE SALES IN THESE BUILDINGS

An analysis of all of 2022's sales in your building may help determine your condo's pricing. Call for more info.

HILLS PLAZA

75 Folsom Street



2022 Average Sales Price

\$2,123,000

2022 Average \$/Sq. Ft.

\$1,545

2022 Average DOM

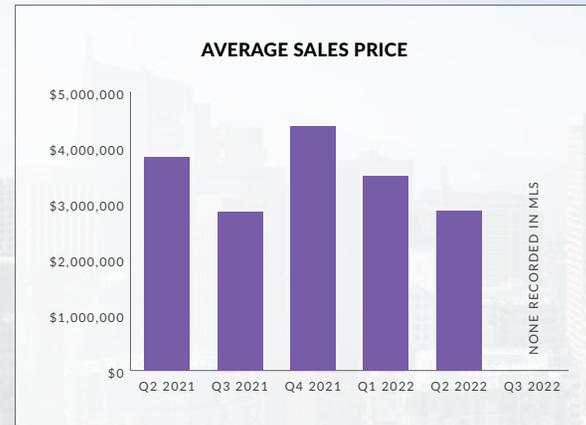
50

2022 # of Sales

4

THE AVERY

488 Folsom Street



2022 Average Sales Price

\$3,251,000

2022 Average \$/Sq. Ft.

\$1,962

2022 Average DOM

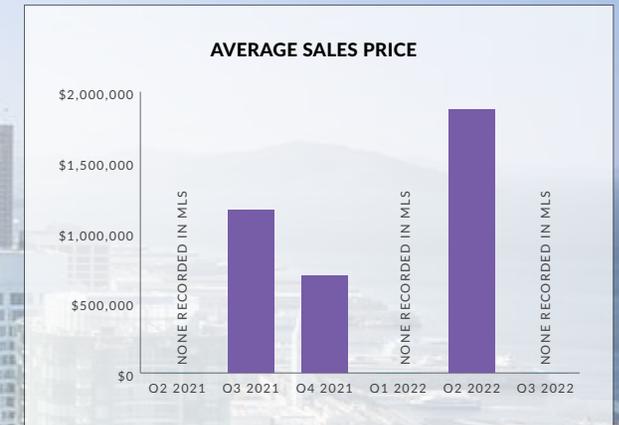
87

2022 # of Sales

5

EMBARCADERO LOFTS

300 Beale Street



2022 Average Sales Price

\$1,870,000

2022 Average \$/Sq. Ft.

\$1,060

2022 Average DOM

81

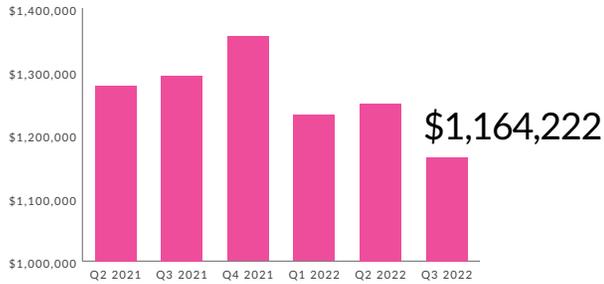
2022 # of Sales

1

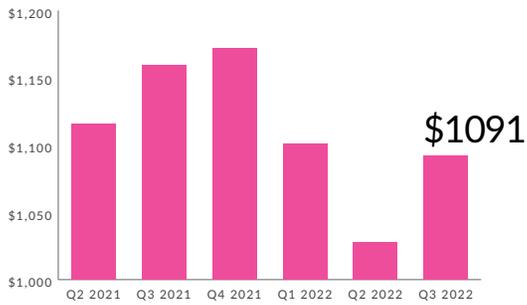
MISSION BAY

2022 QUARTER 3 SALES UPDATE

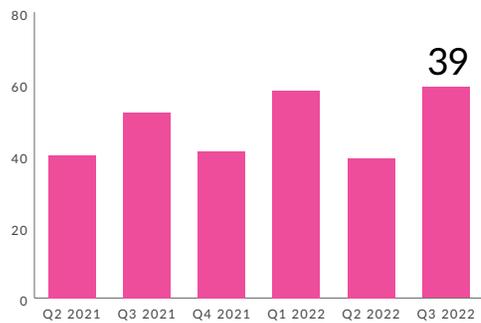
Average Sales Price



Average \$/Sq. Ft.



Average DOM



1 Bedroom Average Price
\$913,000
 24 Sales

2 Bedroom Average Price
\$1,426,000
 29 Sales

3 Bedroom Average Price
\$2,495,000
 3 Sales

ARDEN

708 & 718 Long Bridge Street

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
718 Long Bridge St #1600	2/2	\$2,180,000	1329	7/22/22
708 Long Bridge St #515	2/2	\$2,150,000	1436	9/16/22
708 Long Bridge St #811	2/2	\$1,668,000	1292	8/18/22
708 Long Bridge St #517	2/2	\$1,565,000	1350	8/22/22

Average Sales Price
\$1,890,800

Average \$/Sq. Ft.
\$1,397

Average DOM
27



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
420 Mission Bay Blvd #1203	2/2	\$1,900,000	1562	7/1/22
480 Mission Bay Blvd #710	2/2	\$1,620,000	1274	9/20/22

Average Sales Price
\$1,760,000

Average \$/Sq. Ft.
\$1,244

Average DOM
69

MADRONE

420 & 480 Mission Bay Blvd
435 China Basin Street



ONE MISSION BAY

420 & 480 Mission Bay Blvd
435 China Basin Street



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
110 Channel St #316	2/2	\$1,400,000	1227	8/31/22
1000 3rd St #1505	2/2	\$1,698,000	1218	7/5/22
1000 3rd St #415	2/2	\$1,500,000	1175	9/21/22
110 Channel St #526	1/1	\$975,000	835	9/16/22

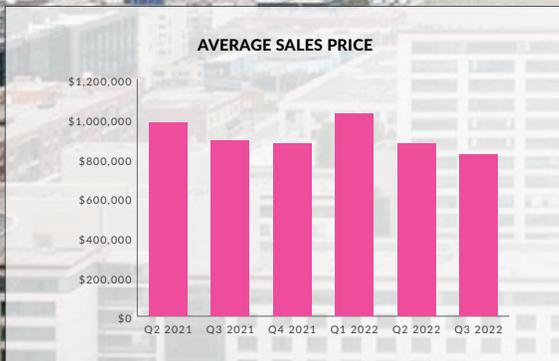
Average Sales Price
\$1,393,300

Average \$/Sq. Ft.
\$1,245

Average DOM
54

THE BEACON

250 & 260 King Street



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
260 King St #587	2/2	\$1,170,000	1415	9/14/22
250 King St #444	2/2	\$1,195,000	1112	7/25/22
260 King St #679	2/2	\$955,000	996	7/7/22
250 King St #1306	1/1	\$850,000	982	8/26/22
250 King St #1612	1/1	\$770,000	929	9/2/22
250 King St #260	1/1	\$800,000	907	8/5/22
260 King St #809	1/1	\$700,000	890	8/26/22
250 King St #682	1/1	\$775,000	882	8/26/22
250 King St #372	1/1	\$680,000	752	9/19/22
250 King St #268	1/1	\$575,000	592	8/12/22
250 King St #732	1/1	\$732,500	-	7/18/22
260 King St #461	0/1	\$648,888	-	7/11/22

Average Sales Price
\$820,949

Average \$/Sq. Ft.
\$898

Average DOM
67

RADIANCE

330 Mission Bay Blvd

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
330 Mission Bay Blvd #705	1/1	\$1,050,000	973	8/10/22

Average Sales Price
\$1,050,000

Average \$/Sq. Ft.
\$1,079

Average DOM
7



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
235 Berry St #414	2/2	\$1,477,500	1420	9/19/22
235 Berry St #401	2/2	\$1,110,000	1070	7/20/22

Average Sales Price
\$1,293,800

Average \$/Sq. Ft.
\$1,039

Average DOM
42

235 BERRY

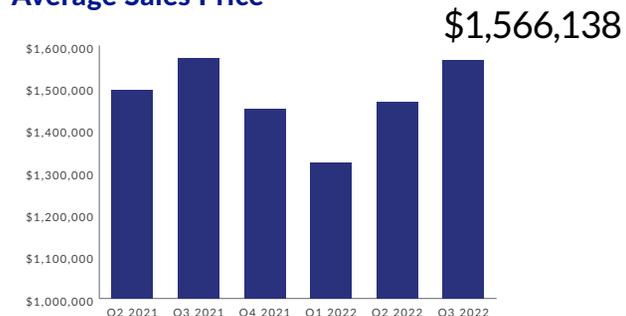
235 Berry Street



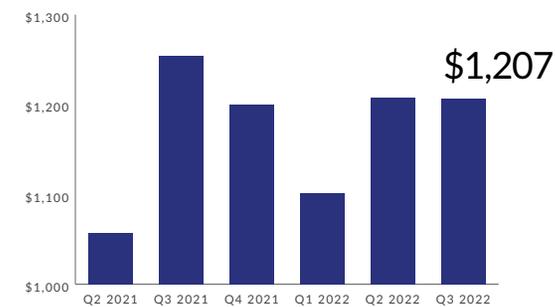
SOUTH BEACH

2022 QUARTER 3 SALES UPDATE

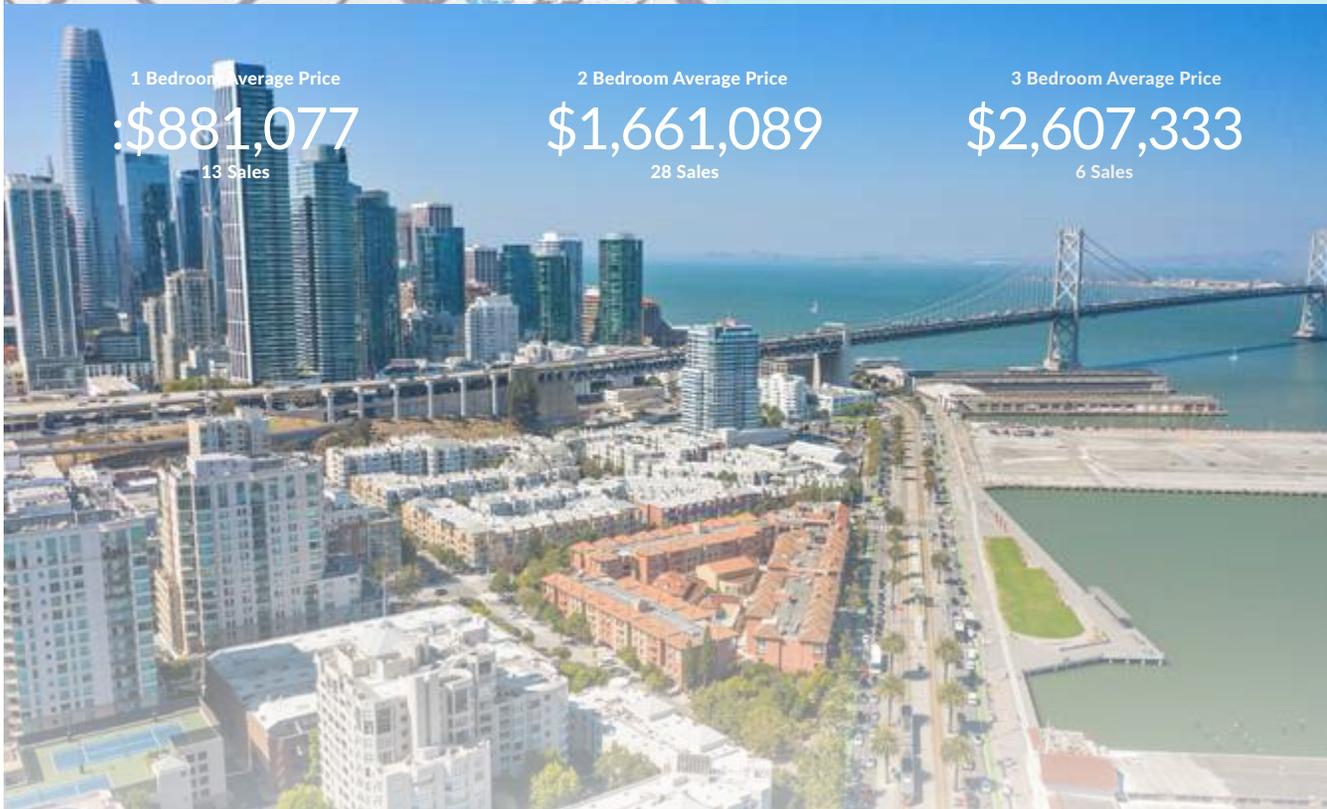
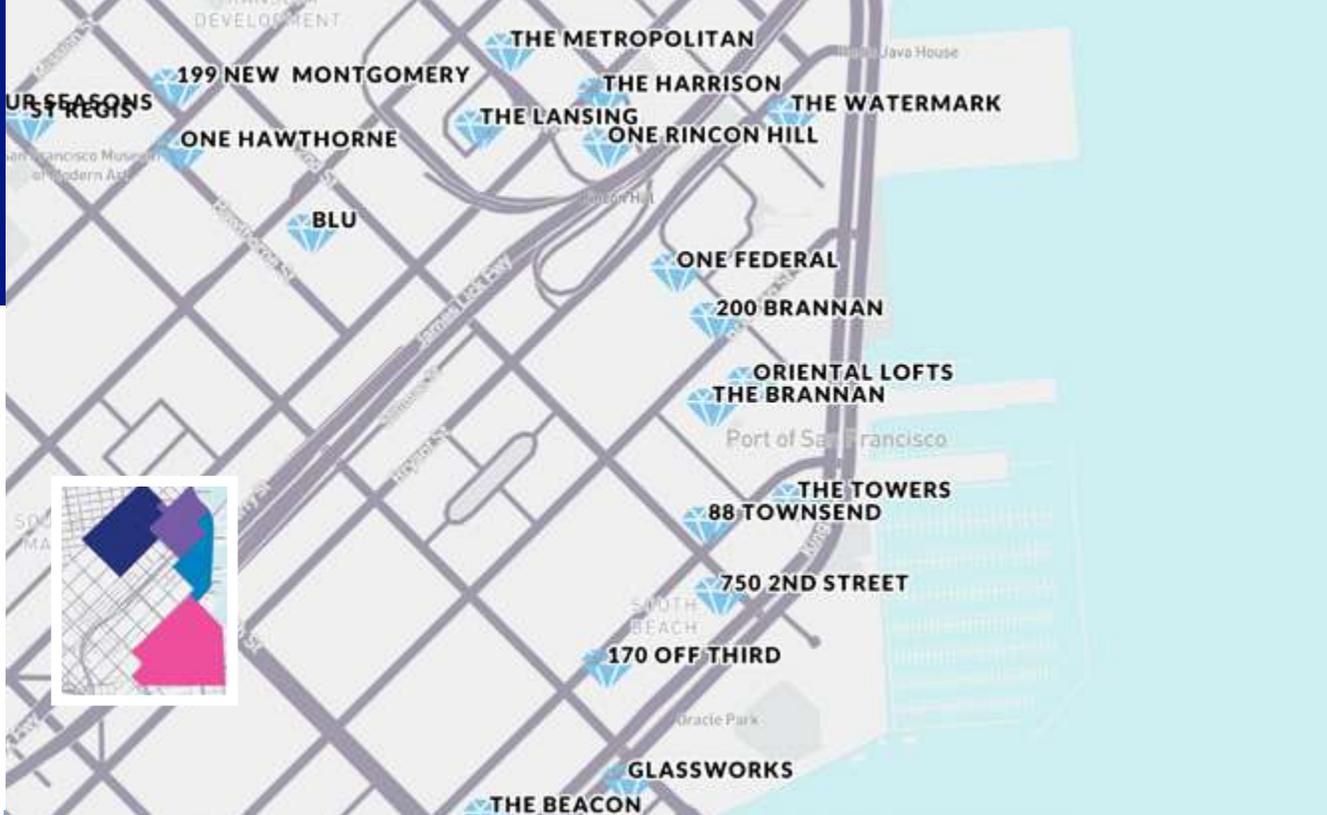
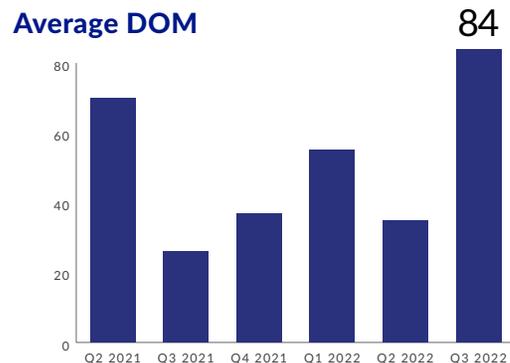
Average Sales Price



Average \$/Sq. Ft.



Average DOM



THE BRANNAN

219, 229 & 239 Brannan Street

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
239 Brannan St #18G	2/2	\$2,250,000	1516	8/3/22
229 Brannan St #18J	2/2	\$1,999,000	1412	7/22/22
229 Brannan St #7D	2/2	\$1,850,000	1186	9/21/22

Average Sales Price
\$2,033,000

Average \$/Sq. Ft.
\$1,487

Average DOM
60



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
200 Brannan St #424	2/2	\$2,500,000	1939	9/2/22
200 Brannan St #225	1/1	\$820,000	-	9/26/22

Average Sales Price
\$1,660,000

Average \$/Sq. Ft.
\$1,289

Average DOM
47

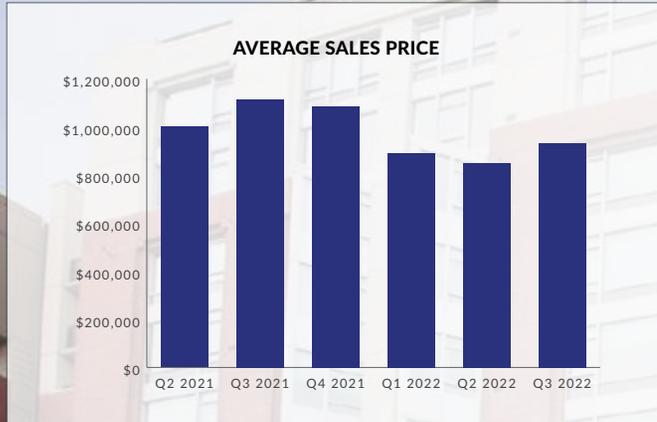
200 BRANNAN

200 Brannan Street



170 OFF THIRD

170 King St, 177 Townsend St



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
177 Townsend St #625	2/2	\$1,030,000	1020	9/19/22
170 King St #602	2/2	\$1,030,000	1006	8/19/22
177 Townsend St #431	1/1	\$698,000	-	8/5/22
170 King St #611	2/2	\$975,000	-	9/26/22
177 Townsend St #829	Studio/1/0	\$599,000	475	3/2/22
170 King St #904	Studio/1/1	\$499,999	448	6/3/22

Average Sales Price
\$933,250

Average \$/Sq. Ft.
\$1,017

Average DOM
83

THE TOWERS

88 King Street



Address	Bd/Ba	Price	Sq. Ft.	Date Sold
88 King St #1117	3/2	\$1,535,000	1412	8/26/22
88 King St #1122	3/2	\$1,999,000	1412	8/22/22
88 King St #716	2/2	\$1,500,000	1227	8/4/22

Average Sales Price
\$1,678,000

Average \$/Sq. Ft.
\$1,242

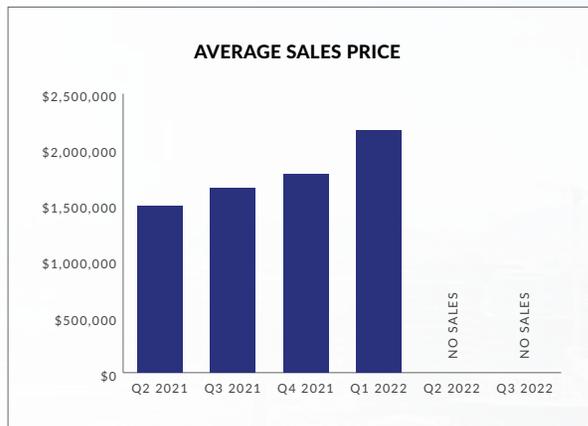
Average DOM
40

NO QUARTER THREE SALES IN THESE BUILDINGS

An analysis of all of 2022's sales in your building may help determine your condo's pricing. Call for more info.

ORIENTAL WAREHOUSE

650 Delancey Street



2022 Average Sales Price

\$2,175,000

2022 Average \$/Sq. Ft.

\$1,175

2022 Average DOM

155

2022 # of Sales

1

THE WATERMARK

501 Beale Street



2022 Average Sales Price

\$1,342,000

2022 Average \$/Sq. Ft.

\$1,209

2022 Average DOM

43

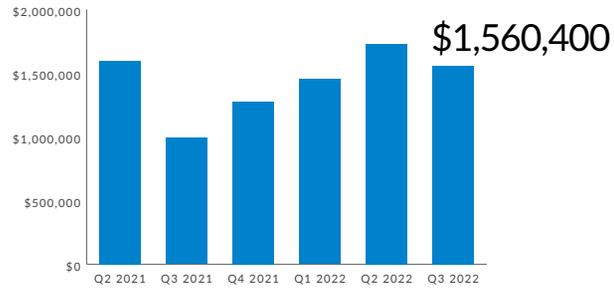
2022 # of Sales

6

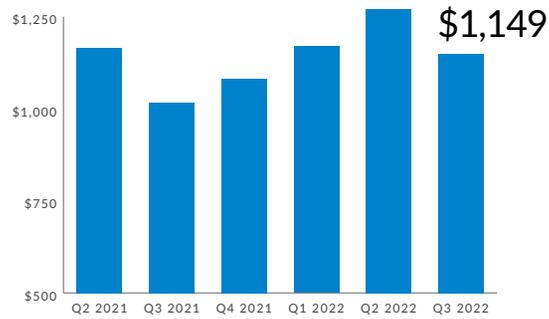
YERBA BUENA / FIDI

2022 QUARTER 3 SALES UPDATE

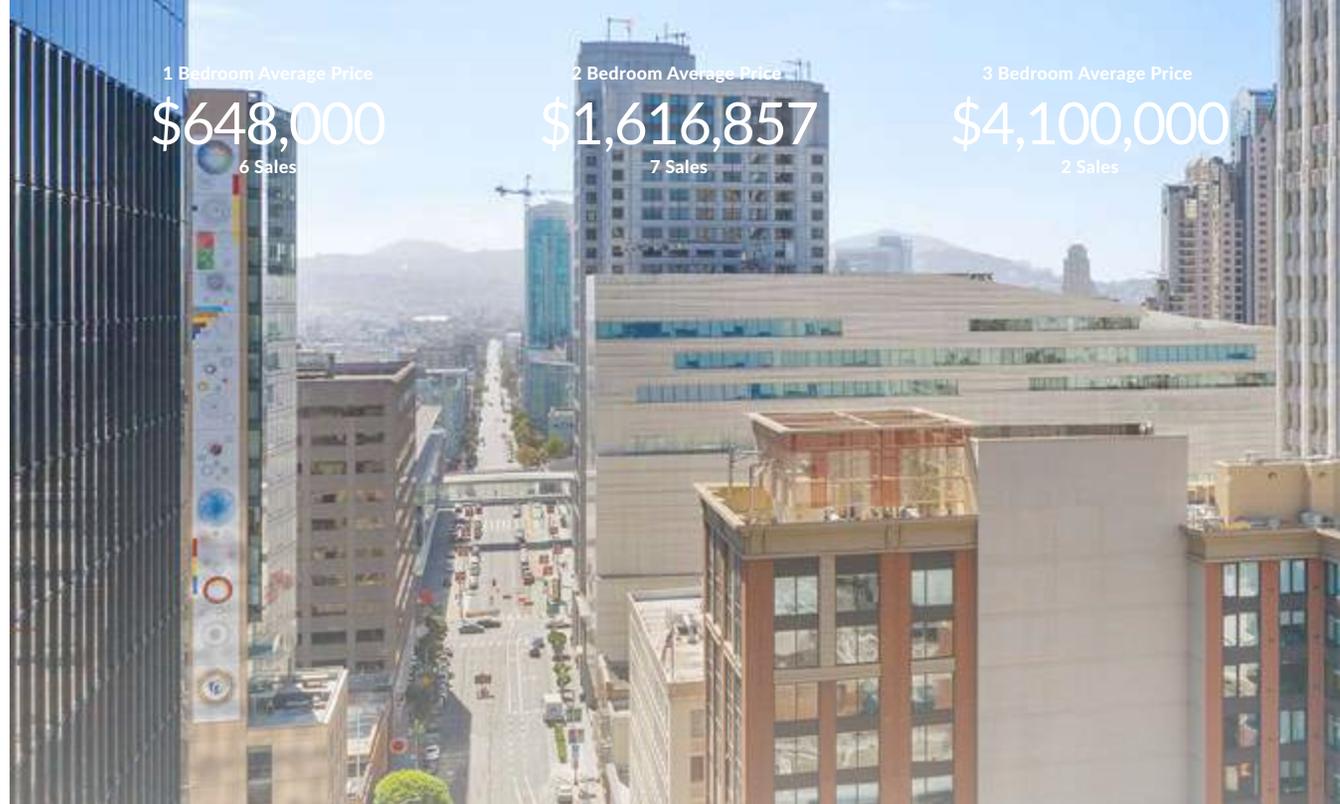
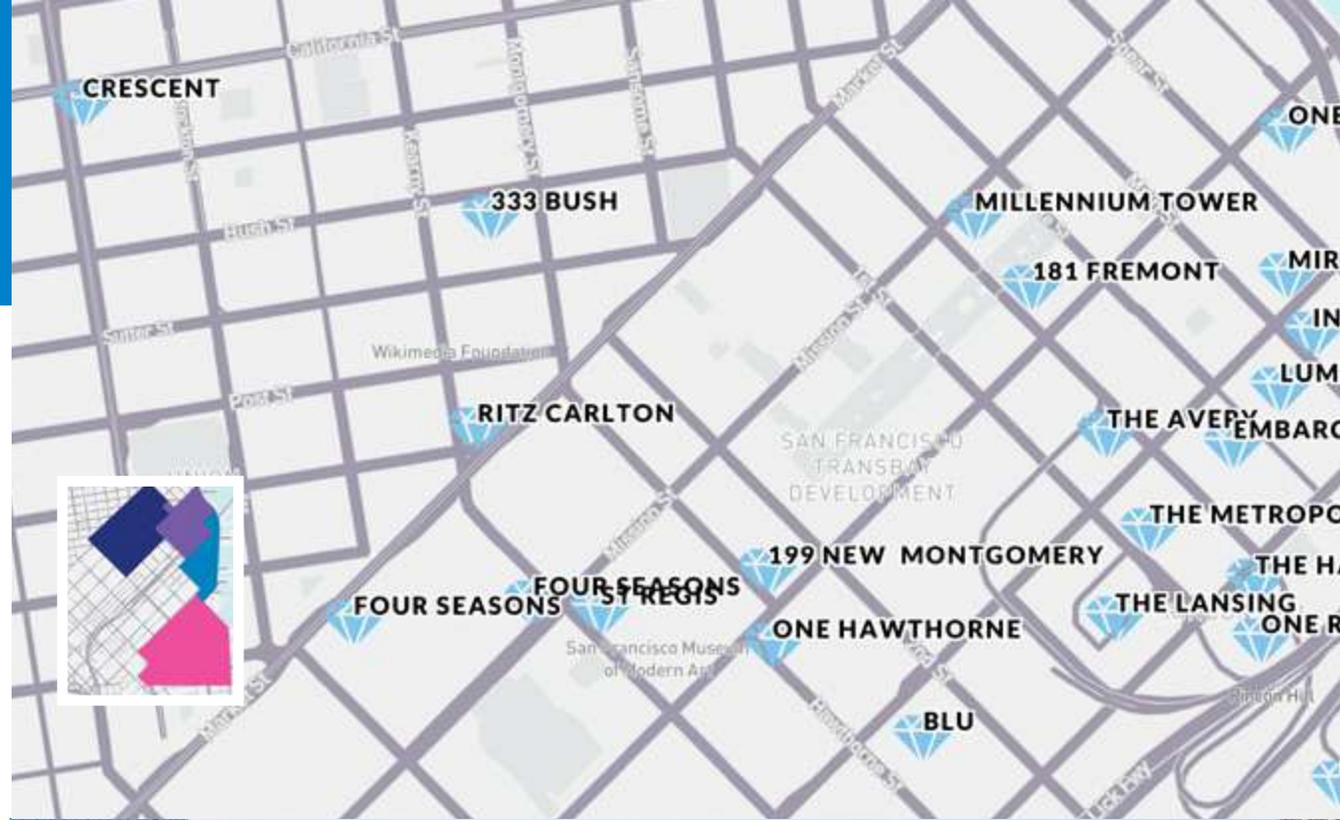
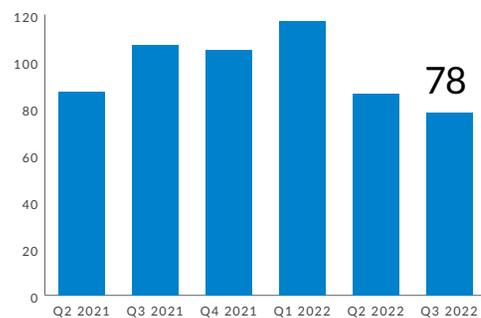
Average Sales Price



Average \$/Sq. Ft.



Average DOM



RITZ CARLTON

690 Market

FOUR SEASONS

765 Market

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
188 Minna St #32C	2/2.5/1	\$2,995,000	1,670	2/18/22
188 Minna #28F	2/3/1	\$2,850,000	1,527	5/12/22
188 Minna St #33C	2/2.5/1	\$2,800,000	1,670	3/29/22
188 Minna #25B	2/3/1	\$2,750,000	1,777	4/26/22
765 Market St #30C	1/1.5/1	\$1,200,000	947	3/7/22

Average Sales Price
\$2,519,000

Average \$/Sq. Ft.
\$1,630

Average DOM
190

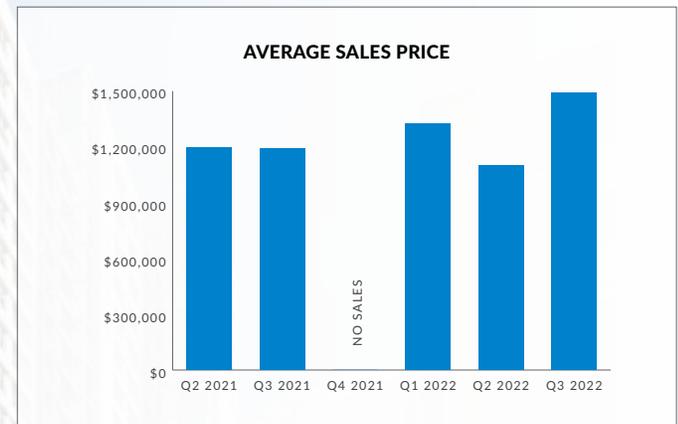


Address	Bd/Ba	Price	Sq. Ft.	Date Sold
631 Folsom St #11D	2/2	\$1,388,000	1230	9/6/22
631 Folsom St #20D	2/2	\$1,590,000	1230	7/8/22

Average Sales Price
\$1,489,000

Average \$/Sq. Ft.
\$1,211

Average DOM
42



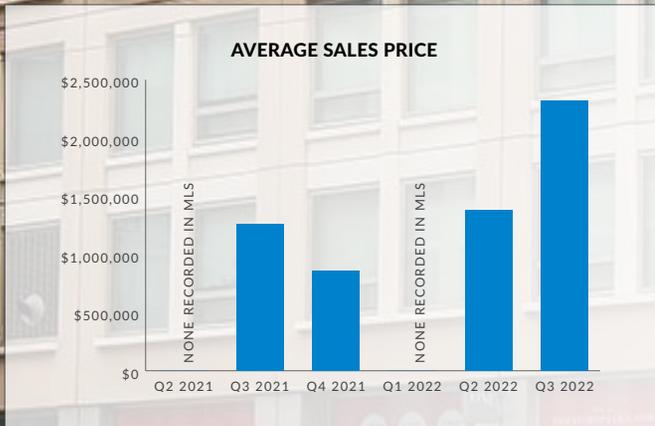
BLU

631 Folsom Street

ONE HAWTHORNE

One Hawthorne Street

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
1 Hawthorne St #20E	2/2	\$1,300,000	1243	9/15/22
1 Hawthorne St #2J	1/1	\$619,000	804	9/28/22



Average Sales Price
\$959,500

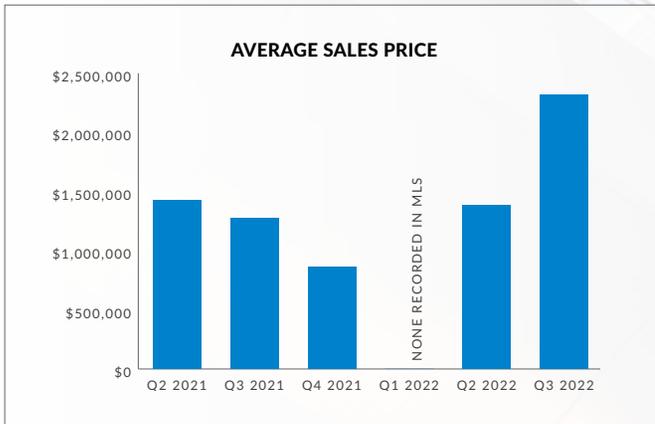
Average \$/Sq. Ft.
\$908

Average DOM
147

MILLENNIUM TOWER

301 Mission Street

Address	Bd/Ba	Price	Sq. Ft.	Date Sold
301 Mission #54A	2/3	\$2,725,000	2706	9/15/22
301 Mission #38D	2/3	\$1,910,000	1951	9/6/22



Average Sales Price
\$2,317,500

Average \$/Sq. Ft.
\$993

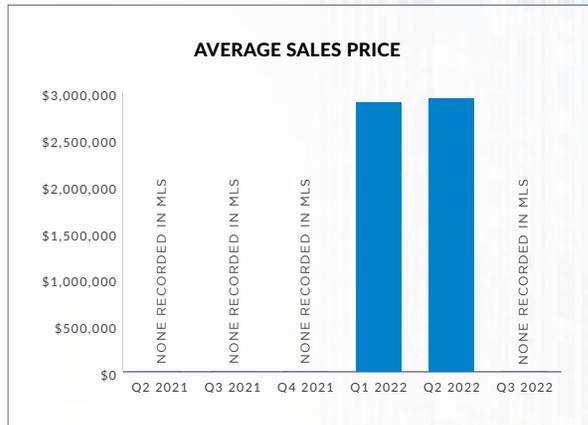
Average DOM
57

NO QUARTER THREE SALES IN THESE BUILDINGS

An analysis of all of the recent sales in your building may help determine your condo's pricing. Call for more info.

ST REGIS

188 Minna



2022 Average Sales Price

\$2,848,750

2022 Average \$/Sq. Ft.

\$1,721

2022 Average DOM

156

2022 # of Sales

4

333 BUSH

333 Bush Street



2022 Average Sales Price

n/a

2022 Average \$/Sq. Ft.

n/a

2022 Average DOM

n/a

2022 Average DOM

n/a

ASK ABOUT OUR INTEREST RATE BUY DOWN LOANS FOR NEW CONDOS

Now is a great time to buy new when developers are listening to offers. I can effectively negotiate on your behalf.



FOUR SEASONS

Address

706 Mission Street

Neighborhood

Yerba Buena

Developer

Westbrook Partners

Residences and Stories

146 Units, 43 stories

More Info: Exclusive access to a full floor of amenities. Stephen Curry owns here!



CRESCENT

Address

875 California

Neighborhood

Nob Hill

Developer

Grosvenor Americas

Residences and Stories

44 Units, 6 stories

More Info: Interiors designed by Champalimaud Design



UNION HOUSE

Address

1515 Union Street

Neighborhood

Pacific Heights

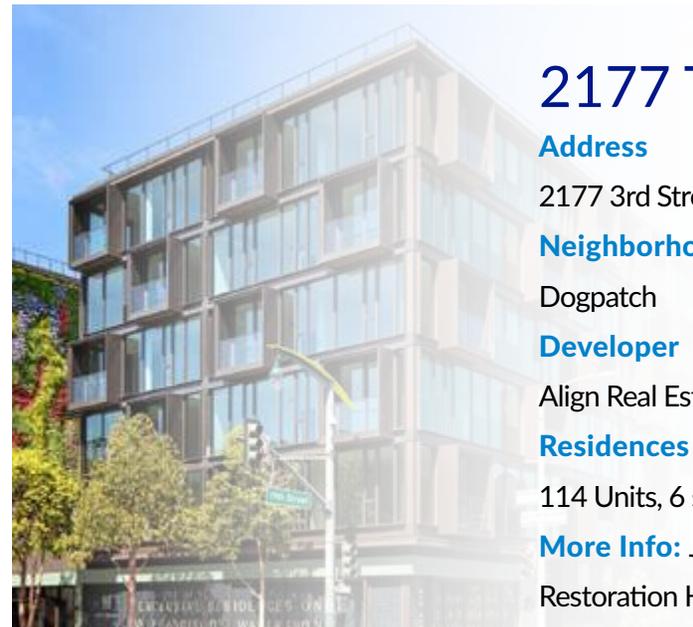
Developer

DM Development

Residences and Stories

42 Units, 7 stories

More Info: Golden Gate Bridge views from the Sky Lounge



2177 THIRD

Address

2177 3rd Street

Neighborhood

Dogpatch

Developer

Align Real Estate

Residences and Stories

114 Units, 6 stories

More Info: Just one block away from Restoration Hardware's Palm Court



PRO TIP: BRING YOUR OWN REALTOR TO THE SALES OFFICE

When visiting new developments, bring your own representation. Scan the QR code to register me as your buyer's agent.



1288 HOWARD

Address

1288 Howard

Neighborhood

SoMa

Developer

WorldCo / Burrard Group

Residences and Stories

129 Units, 5 stories

More Info: Great price points in an up-and-coming neighborhood



198 VALENCIA

Address

198 Valencia

Neighborhood

Mission

Developer

JS Sullivan

Residences and Stories

29 Units, 5 stories

More Info: Rare new construction in a highly desirable location.



2238-2240 MARKET

Address

2238-2240 Market Street

Neighborhood

Duboce Triangle

Developer

Prado Group

Residences and Stories

42 Units, 5 stories

More Info: Located on Upper Market. Great central SF location.



88 AT THE PARK

Address

88 Arkansas Street

Neighborhood

Potrero Hill

Developer

Zhuguang Group

Residences and Stores

127 Units, 5 stories

More Info: Great access to Chase Center and Mission Bay

COMPASS
1699 Van Ness Avenue
San Francisco, CA 94109

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RECOGNIZED REALTOR

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KAUFMAN**

FEATURED ON AMERICA'S BEST REALTORS LIST

1.5%

TOP RANKED REALTOR NATIONWIDE
BY SALES VOLUME

#2

IN SOUTH BEACH AND MISSION BAY

\$55M

2021 TOTAL SALES VOLUME

