

SAN FRANCISCO

HIGHRISE RESIDENCES

2023 QUARTER 1 MARKET REPORT

Rincon Hill / Mission Bay / South Beach / Yerba



ROBYN KAUFMAN

SFHIGHRISES.COM

TOP 1% OF SF CONDO REALTORS | OVER \$550 MILLION SOLD

415.497.1798 | robyn@sfhighrises.com

YOUR QUARTER ONE 2023 REAL ESTATE REPORT

Buyer demand continued to rebound from the depths of the mid-winter slowdown in activity. The number and percentage of listings going into contract, and overbidding percentages continue to climb, and days-on-market to drop as the spring selling season gained traction. Buyers generally shrugged off the local banking crisis, the main effect of which, so far, has been a significant drop in interest rates in the 4 weeks after SVB collapsed.

But though conditions have improved considerably, the market remains significantly weaker on a year-over-year basis, and across the Bay Area, median home sales prices have generally declined. However, it's worth remembering that the market in Q1 2022 was severely overheated, and approaching the peak of a historic, 10-year boom. This will distort many year-over-year comparisons.

The number of new listings coming on market continues to be extremely low, as many potential sellers hold off from listing their homes due to the doubling of interest rates since early 2022: This constitutes a huge factor in market dynamics and is undoubtedly holding back sales activity.

Across the Bay Area, year-over-year declines of sales in the highest price segments have typically outpaced declines in less expensive home sales, and their demand-to-supply ratio – the number of sales compared to the number of listings for sale – is much weaker. Luxury home sales have been hit harder since the market correction began in mid-2022, though they too have been rebounding in 2023.

April, May & June sales volumes are commonly among the highest of the year, and this is especially true for luxury home sales.

Feel free to give me a call for a detailed market analysis on your property. I always enjoy hearing from you.

All the best,

Robyn

Trusted South Beach Advisor | Ranked Top 1% in SF Condo Sales

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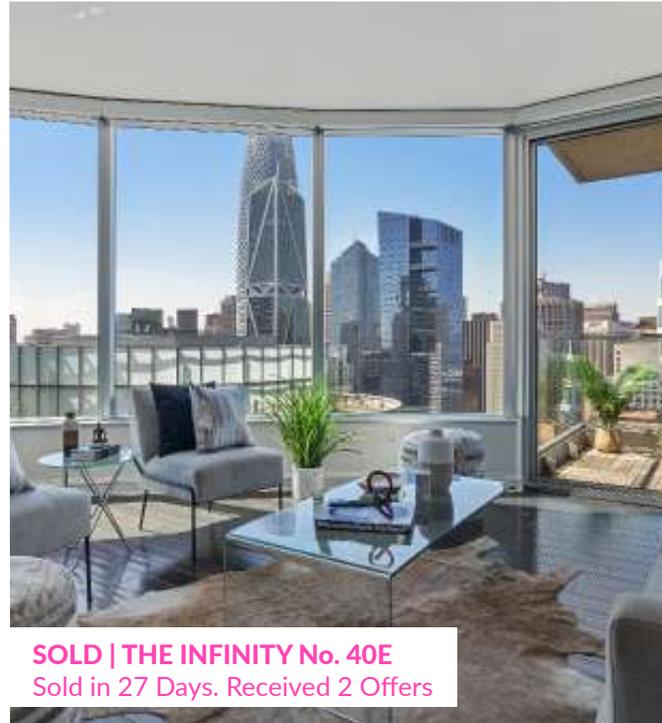
LET'S GO, DUB NATION! Ask about our client appreciation

ROBYN'S RECENT SALES ACTIVITY

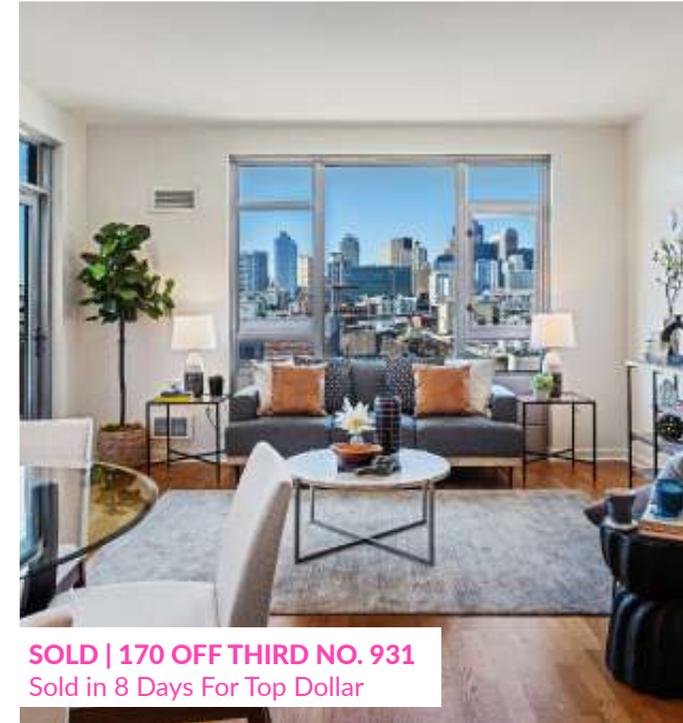
Achieve your real estate goals with Robyn. She delivers the best result for her Sellers and is committed to their success. Now is the time to take advantage of the high pricing she continues to deliver to her clients.



SOLD \$2.175M | ONE RINCON HILL NO. 2903
Received Two Offers | 3BD/3BA



SOLD | THE INFINITY No. 40E
Sold in 27 Days. Received 2 Offers



SOLD | 170 OFF THIRD NO. 931
Sold in 8 Days For Top Dollar



SOLD \$2.199M | THE INFINITY NO. 9B
Sold For Full Price | 3BD/3BA



SOLD \$1.770M | 114 CRESCENT
Sold \$671K Over Asking | 3BD/2BA



SOLD \$2.425M | 425 24TH AVE
Buyer Represented | 4BD/4BA



SOLD \$925K | 355 1ST NO. 1908
Sold Over Asking | 1BD/1BA

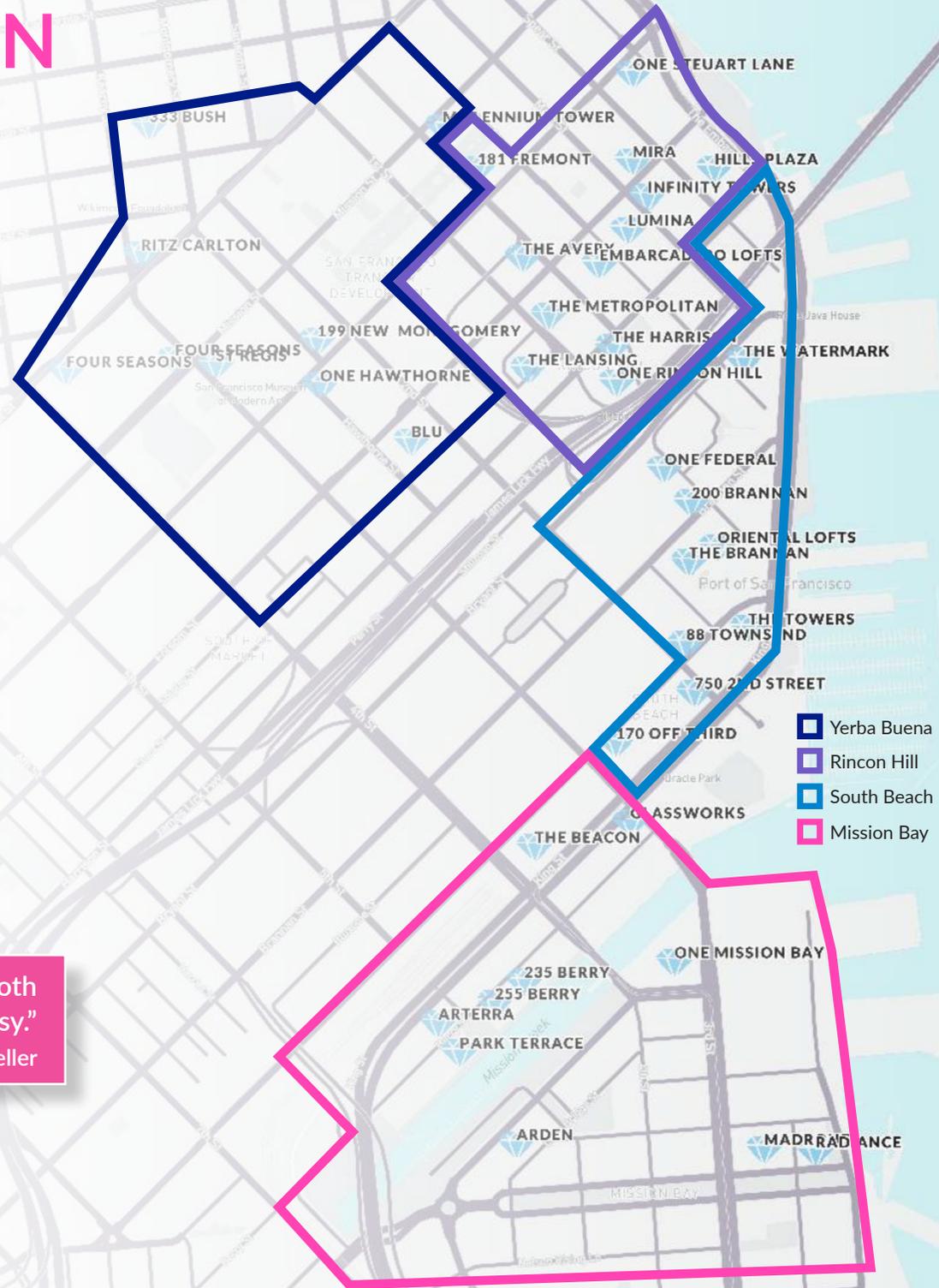
A UNIQUE FOCUS ON SAN FRANCISCO'S LUXURY CONDO RESIDENCES

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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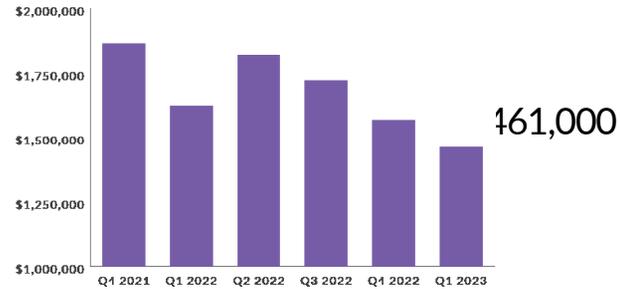
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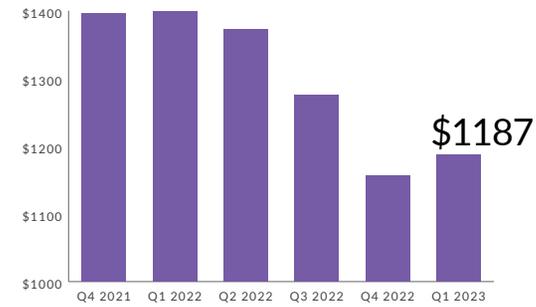
RINCON HILL

Q1 2023 MARKET STUDY

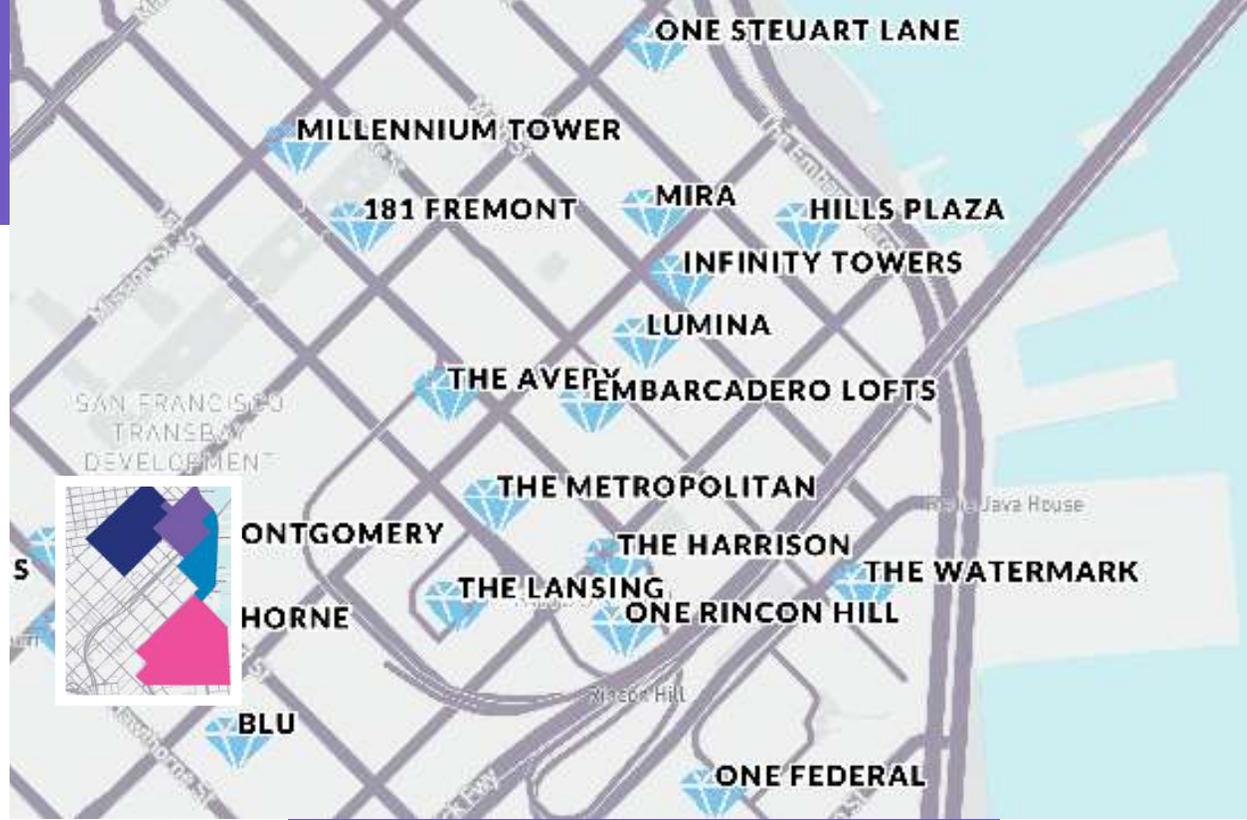
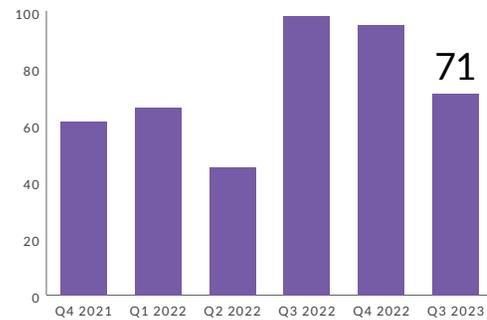
Average Sales Price



Average Price Per Square Foot



Average DOM



Q1 2023 SALES PERFORMANCE

1 Bedroom Average Price
\$872,898
 7 Sales

2 Bedroom Average Price
\$1,601,001
 8 Sales

3 Bedroom Average Price
\$2,962,500
 2 Sales



Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
201 Folsom St #5A	2/2/1	\$1,450,000	1,368	1/5/23

LUMINA

318 & 338 Main Street
333 Beale Street

Average Sales Price
\$1,450,000

Average Price Per Square Foot
\$1,060

Average DOM
90



Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
301 Main St #15E	2/2/1	\$1,265,000	1,180	3/28/23
338 Spear St #3B	2/2/1	\$1,150,000	1,335	2/24/23
301 Main St #26C	1/1/1	\$1,100,000	809	3/9/23
301 Main St #10C	1/1/1	\$888,000	809	3/15/23

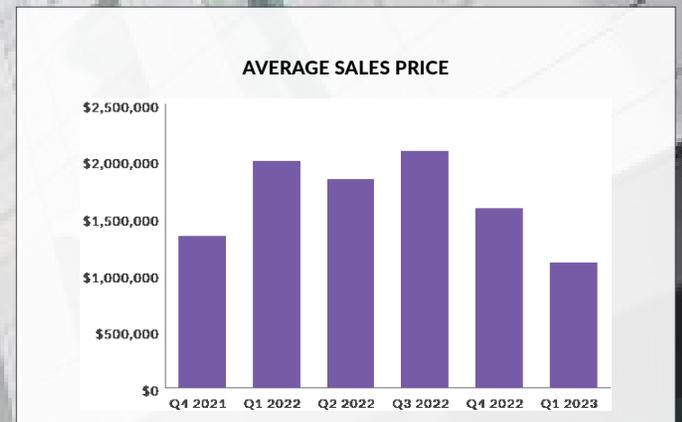
THE INFINITY

301 & 333 Main Street
318 & 338 Spear Street

Average Sales Price
\$1,100,750

Average Price Per Square Foot
\$1,098

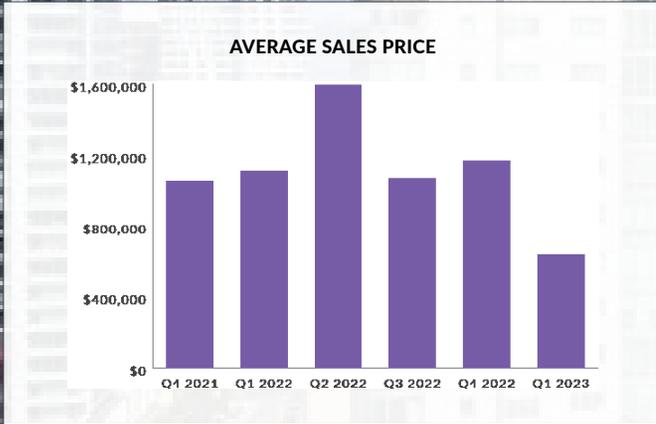
Average DOM
43



THE METROPOLITAN

333 & 355 1st Street

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
355 1st St #S205	1/1/1	\$635,000	673	3/22/23



Average Sales Price
\$635,000

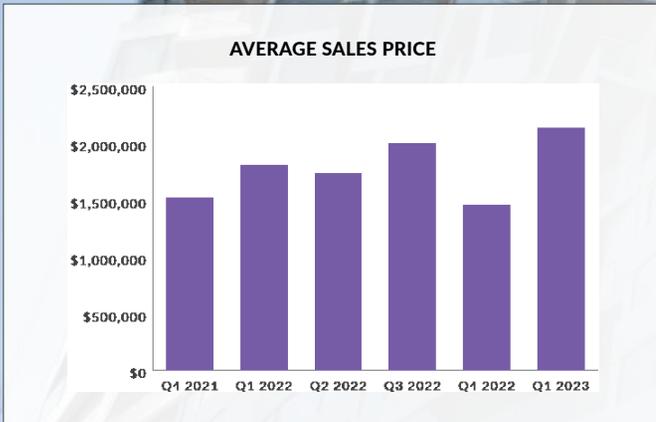
Average Price Per Square Foot
\$944

Average DOM
26

MIRA

280 Spear Street

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
280 Spear St #33F	3/3/1	\$4,000,000	2,000	1/20/23
280 Spear St #9G	2/2/1	\$1,649,000	1,512	2/3/23
280 Spear St #22A	2/2/1	\$1,630,708	1,469	3/17/23
280 Spear St #7F	2/2/1	\$1,300,000	1,330	1/20/23



Average Sales Price
\$2,144,927

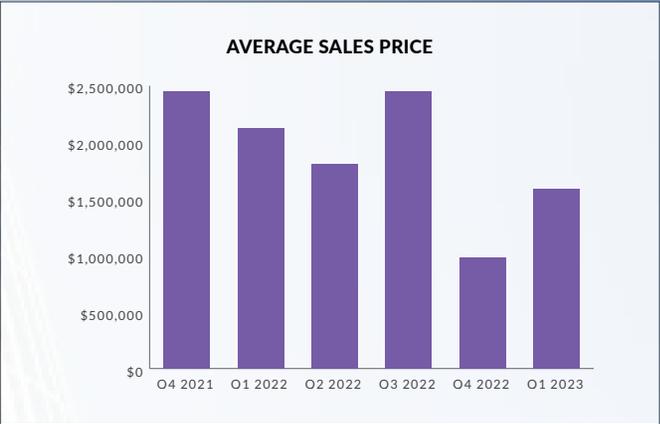
Average Price Per Square Foot
\$1,295

Average DOM
64

THE HARRISON

401 Harrison Street

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
401 Harrison St #39E	2/2/1	\$2,403,300	1,297	2/14/23
401 Harrison St #32C	2/2/1	\$1,960,000	1,334	2/17/23
401 Harrison St #27A	1/1/1	\$1,000,000	840	3/17/23
401 Harrison St #32G	1/1/1	\$1,000,000	758	2/15/23



Average Sales Price
\$1,590,825

Average Price Per Square Foot
\$1,458

Average DOM
106

EMBARCADERO LOFTS

300 Beale Street

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
300 Beale St #613	3/2/1	\$1,925,000	1,730	1/17/23
300 Beale St #411	1/1/1	\$1,075,000	972	2/24/23



Average Sales Price
\$1,137,429

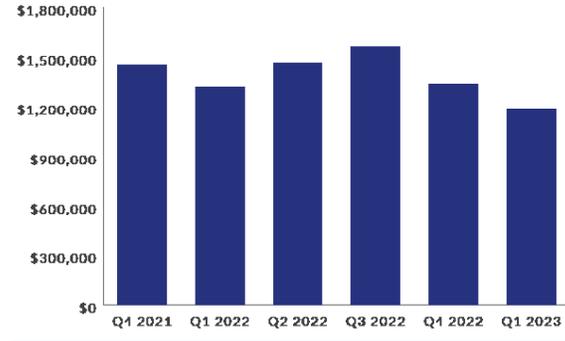
Average Price Per Square Foot
\$923

Average DOM
82

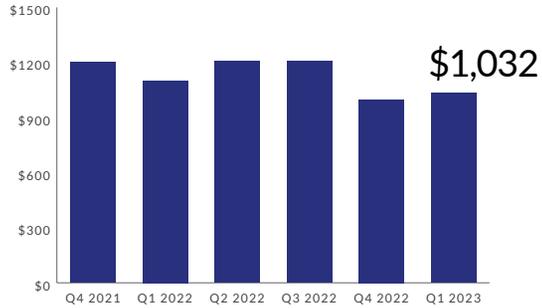
SOUTH BEACH

2022 MARKET

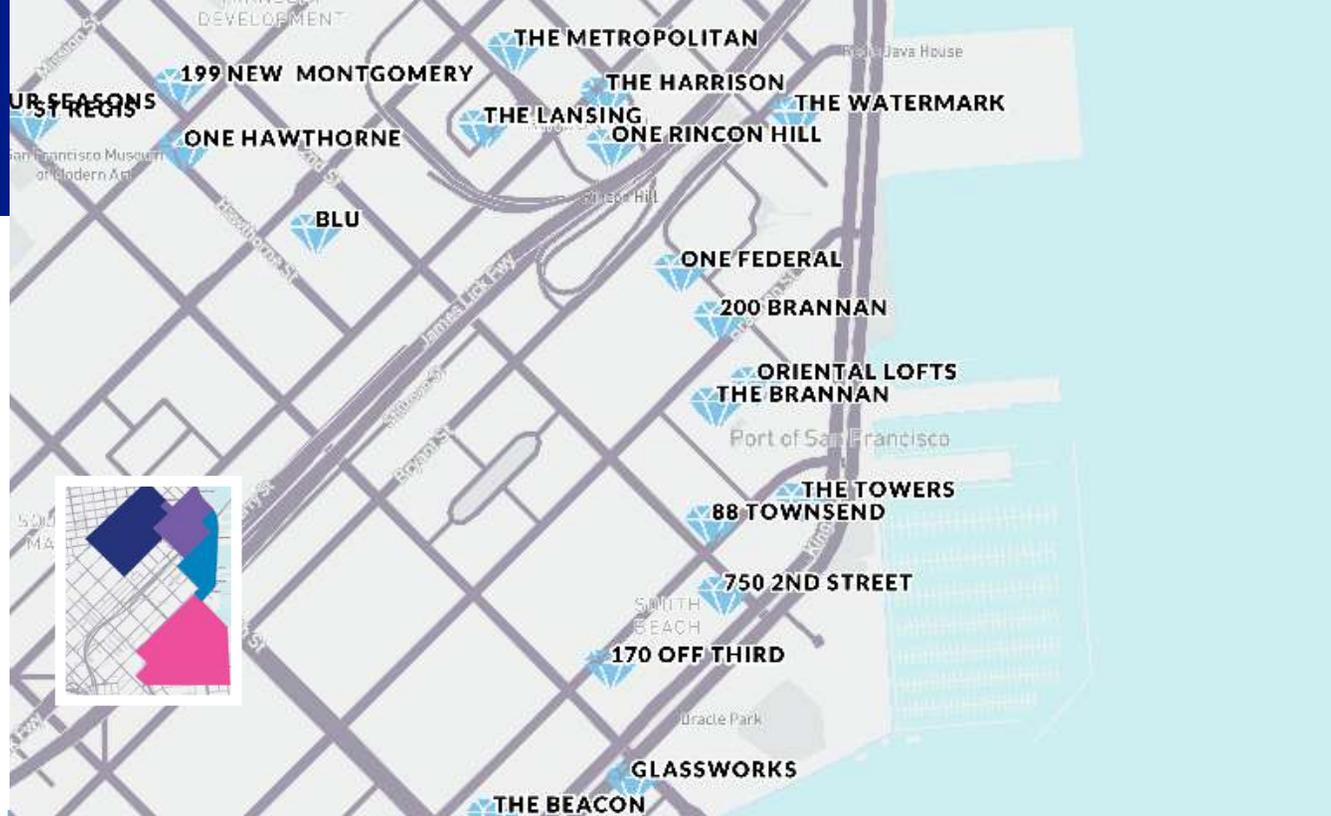
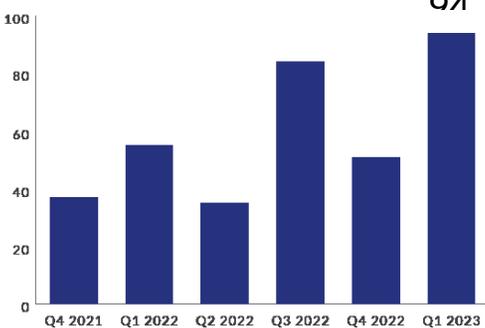
Average Sales Price



Average Price per Square Foot



Average DOM



Q1 2023 SALES PERFORMANCE

1 Bedroom Average Price

\$767,000

2 Sales

2 Bedroom Average Price

\$1,395,000

4 Sales



170 OFF THIRD

170 King St, 177 Townsend St

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
177 Townsend St #931	2/2/1	\$1,175,000	1,143	2/23/23
177 Townsend St #926	1/1/1	\$635,000	659	3/27/23

Average Sales Price
\$905,000

Average Price Per Square Foot
\$996

Average DOM
75



Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
200 Brannan St #101	1/2/1	\$899,000	1,059	1/17/23

Average Sales Price
\$899,000

Average Price Per Square Foot
\$849

Average DOM
182

200 BRANNAN

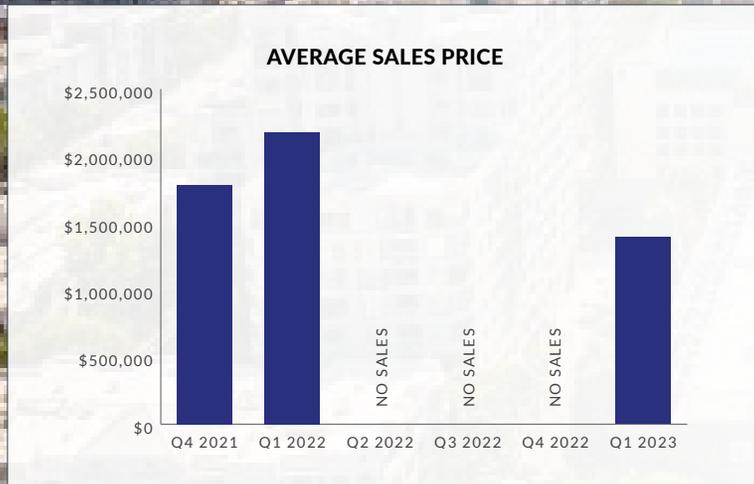
200 Brannan Street



ORIENTAL WAREHOUSE

650 Delancey Street

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
650 Delancey St #416	2/2/1	\$1,395,000	1,465	1/10/23



Average Sales Price **\$1,395,000** Average Price Per Square Foot **\$952** Average DOM **143**

THE BRANNAN

219, 229 & 239 Brannan Street

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
219 Brannan St #2F	2/2/1	\$1,775,000	1,322	3/9/23
219 Brannan St #5D	2/2/1	\$1,235,000	1,167	1/31/23

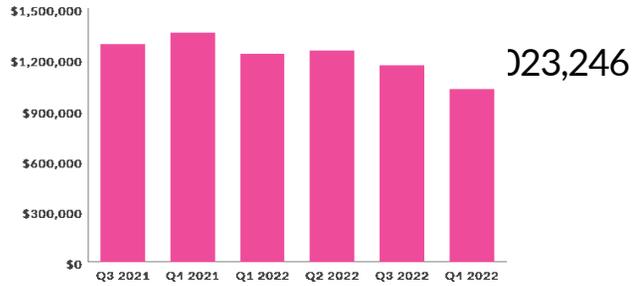


Average Sales Price **\$1,505,000** Average Price Per Square Foot **\$1,200** Average DOM **45**

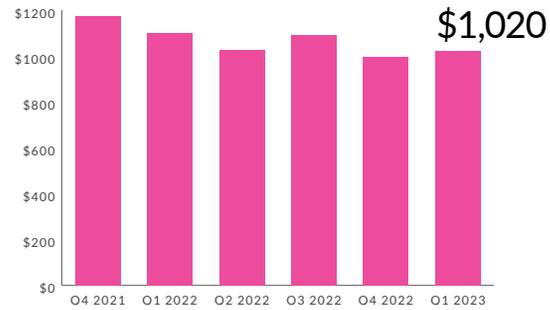
MISSION BAY

Q1 2023 MARKET STUDY

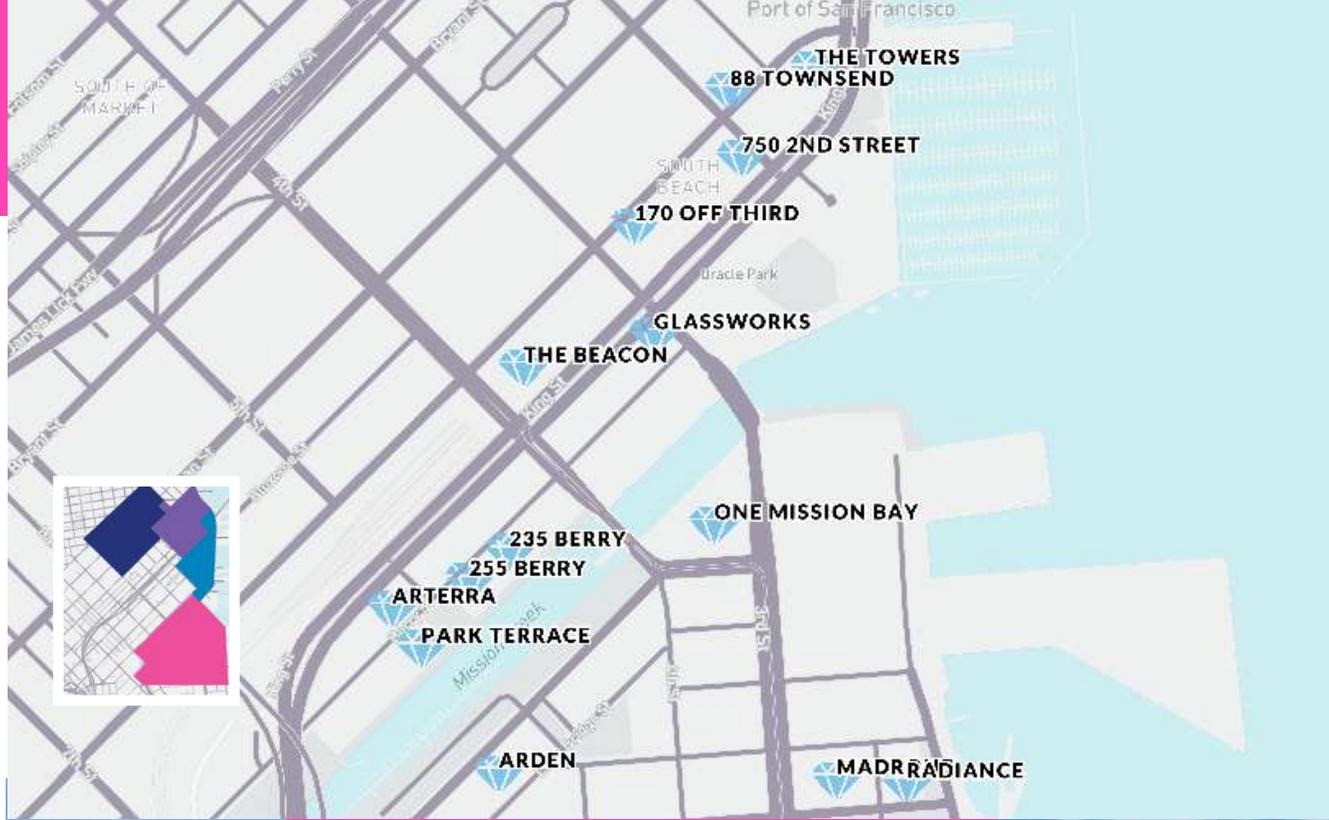
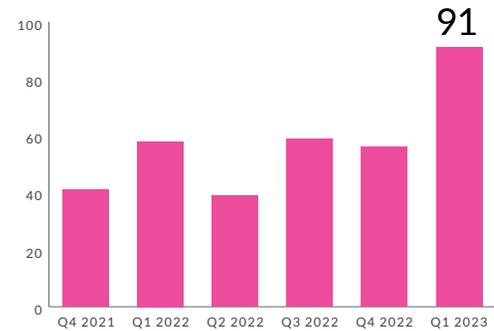
Average Sales Price



Average Price per Square Foot



Average DOM



Q1 2023 SALES PERFORMANCE

1 Bedroom Average Price
\$1,028,125
 4 Sales

2 Bedroom Average Price
\$1,204,950
 10 Sales

3 Bedroom Average Price
\$1,185,000
 1 Sale



255 Berry **255 BERRY**

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
255 Berry St #604	2/2/1	\$1,375,000	1,456	3/23/23

Average Sales Price	Average Price Per Square Foot	Average DOM
\$1,375,000	\$944	254



300 Berry Street **ARTERRA**

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
300 Berry St #408	2/2/1	\$1,239,000	1,027	1/27/23
300 Berry St #711	2/1/1	\$1,042,000	1,003	1/20/23

Average Sales Price	Average Price Per Square Foot	Average DOM
\$1,140,500	\$1,123	15



110 Channel Street, 1000 3rd Street **ONE MISSION BAY**

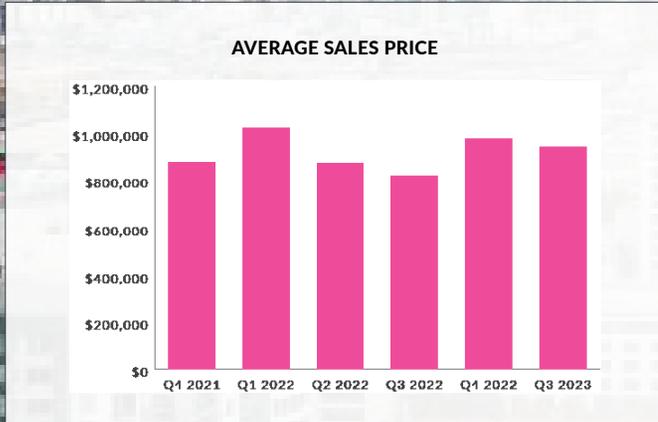
Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
1000 3rd St #1206	2/2/1	\$1,482,000	1,267	1/31/23
1000 3rd St #615	1/2/1	\$1,035,000	961	3/27/23

Average Sales Price	Average Price Per Square Foot	Average DOM
\$1,258,500	\$1,123	83



THE BEACON

250 King Street
260 King Street



Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
260 King St #759	3/2/1	\$1,185,000	1,290	2/10/23
250 King St #722	2/2/1	\$980,000	1,126	1/10/23
260 King St #551	2/2/1	\$941,500	1,104	3/3/23
260 King St #473	2/2/1	\$925,000	987	3/13/23
260 King St #1319	2/1.5/1	\$915,000	1,104	2/14/23
250 King St #628	1/1/1	\$707,500	866	1/26/23

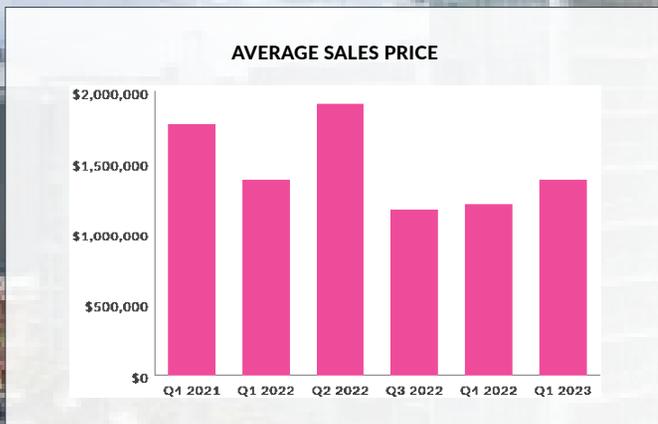
Average Sales Price
\$942,333

Average Price Per Square Foot
\$871

Average DOM
114

MADRONE

420 & 480 Mission Bay Blvd
435 China Basin Street



Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
1000 3rd St #1206	2/2/1	\$1,482,000	1,267	1/31/23
1000 3rd St #615	1/2/1	\$1,035,000	961	3/27/23

Average Sales Price
\$1,380,000

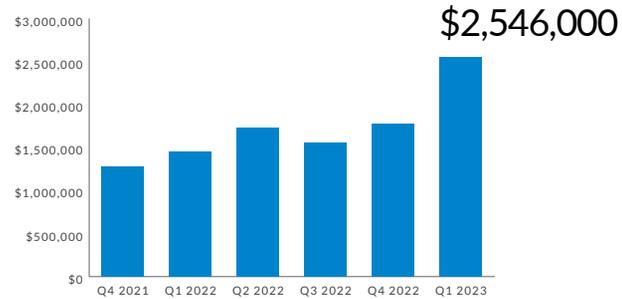
Average Price Per Square Foot
\$1,158

Average DOM
58

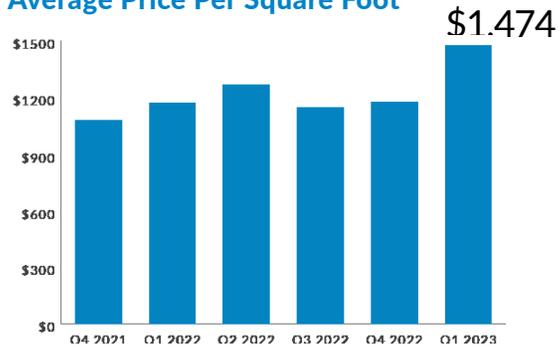
YERBA BUENA / FIDI

Q1 2023 MARKET STUDY

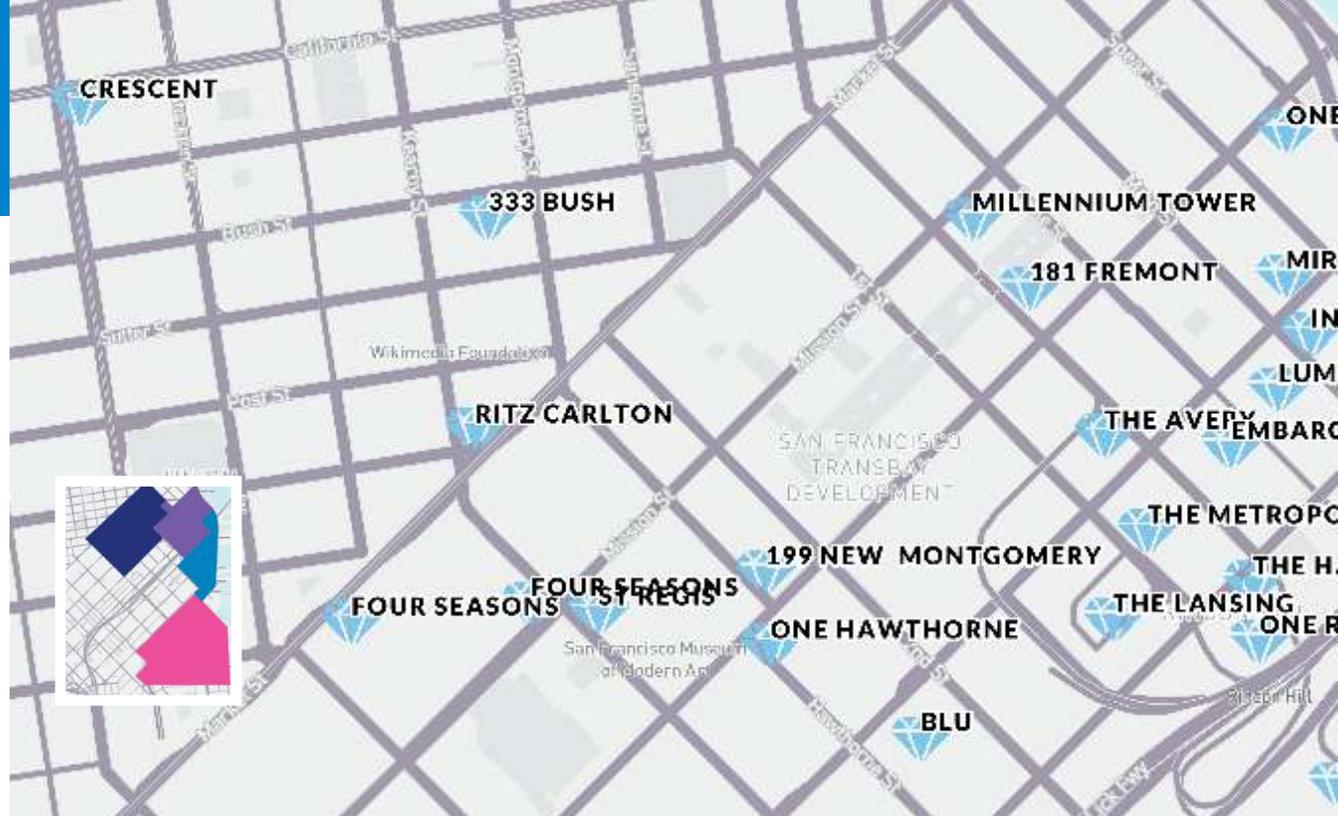
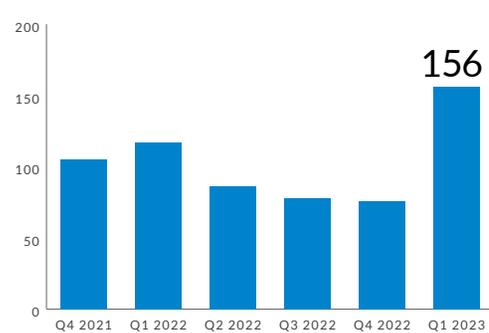
Average Sales Price



Average Price Per Square Foot



Average DOM



Q1 2023 SALES PERFORMANCE

1 Bedroom Average Price
\$987,500
 2 Sales

2 Bedroom Average Price
\$2,927,857
 7 Sales

3 Bedroom Average Price
\$4,950,000
 1 Sales

188 Minna Street ST REGIS

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
188 Minna St #31E	3/2.5/1	\$4,950,000	2,522	2/16/23
188 Minna St #30C	2/2.5/1	\$3,250,000	1,670	3/22/23
188 Minna St #30D	2/2.5/1	\$3,250,000	1,792	3/22/23

Average Sales Price
\$3,816,667

Average Price Per Square Foot
\$1,907

Average DOM
0



199 New Montgomery 199 NEW MONTGOMERY

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
199 New Montgomery St #1003	0/1/0	\$588,000	-	3/15/23

Average Sales Price
\$588,000

Average Price Per Square Foot
-

Average DOM
135



181 Fremont Street 181 FREMONT

Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
181 Fremont St #54E	1/1/1	\$1,400,000	780	3/22/23

Average Sales Price
\$1,400,000

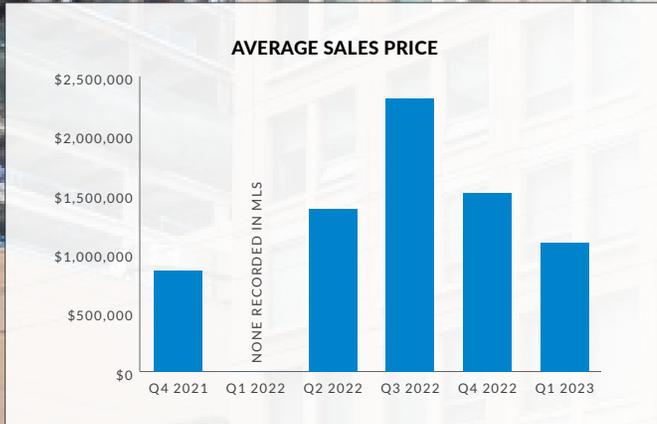
Average Price Per Square Foot
\$1,795

Average DOM
927



ONE HAWTHORNE

One Hawthorne Street



Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
1 Hawthorne St #22F	2/2/1	\$1,600,000	1,385	2/21/23
1 Hawthorne St #4F	1/1/0	\$575,000	489	3/6/23

Average Sales Price
\$1,087,500

Average Price Per Square Foot
\$1,166

Average DOM
104

MILLENNIUM TOWER

301 Mission Street



Address	Bd/Ba/Pkg	Price	Sq. Ft.	Date Sold
301 Mission St #54B	2/3.5/2	\$7,750,000	3,315	1/17/23
301 Mission St #38C	2/2.5/1	\$2,200,000	2,170	2/1/23
301 Mission St #39B	2/2.5/1	\$1,395,000	1,652	2/17/23
301 Mission St #43A	2/2/1	\$1,050,000	1,517	1/13/23

Average Sales Price
\$3,098,750

Average Price Per Square Foot
\$1,222

Average DOM
112

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

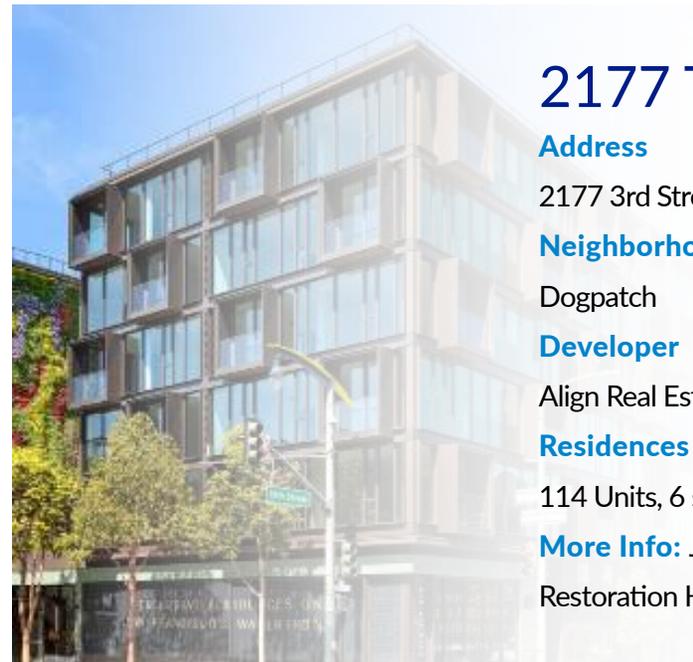
Developer

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

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

Congratulations to
Robyn Kaufman | SFHIGHRISES REAL ESTATE
Featured on the list of
WSJ America's Best Real Estate Professionals

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A REALTRENDS NATIONALLY
RECOGNIZED REALTOR

**ROBYN
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

