

SAN FRANCISCO

HIGHRISE RESIDENCES

2023 QUARTER 2 MARKET REPORT

Rincon Hill / Mission Bay / South Beach / Yerba Buena



ROBYN KAUFMAN

SFHIGHRISES.COM

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

415.497.1798 | robyn@sfhighrises.com

YOUR QUARTER TWO 2023 REAL ESTATE REPORT

The end of the second quarter has seen an improvement in condo sales. Median sales prices have begun to recover from the mid-winter lows, though remaining below peak prices hit in spring 2022.

The condo market in the Downtown/South of Market/Civic Center area- affected by a number of economic and social factors – is considerably weaker than condo markets in the East Cut, Mission Bay and the rest of the city.

The number of sales over the last 12 months were the lowest since after the pandemic first struck. However, sales have risen from their nadirs in the mid-winter. Average days on market has dropped and the average condo sale is selling only slightly below list price. Luxury condo sales remain down from the peaks seen at the height of the pandemic boom, but significantly up from late 2022.

With bank crises, fed actions, inflation readings and U.S. debt default fears, interest rates have been volatile in 2023, with significant ups and downs. As of early June, 30-year, fixed-rate mortgages are running about a quarter percent below 7%. But, rates change quickly.

The 1st and 4th largest insurers of CA homes, State Farm and Allstate, have announced they will no longer write new policies due to rising claims costs. Its too early to quantify the exact financial, political, and market effects of their actions, or if other insurers will follow suit. Similar issues have come up in other states, such as Florida and Louisiana, and occurred with earthquake insurance in CA in the mid-1990's, leading to the creation of CA Earthquake Authority.

Ultimately it always boils down to supply and demand. When buyers compete for too few listings, prices rise. When Sellers compete for too few buyers, prices drop. Currently we have seen fewer buyers because of the rising interest rates. However, the last few weeks we've seen more sales as buyers get used to higher rates. Let's hope this trend continues.

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

415.497.1798

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DRE: 01074779

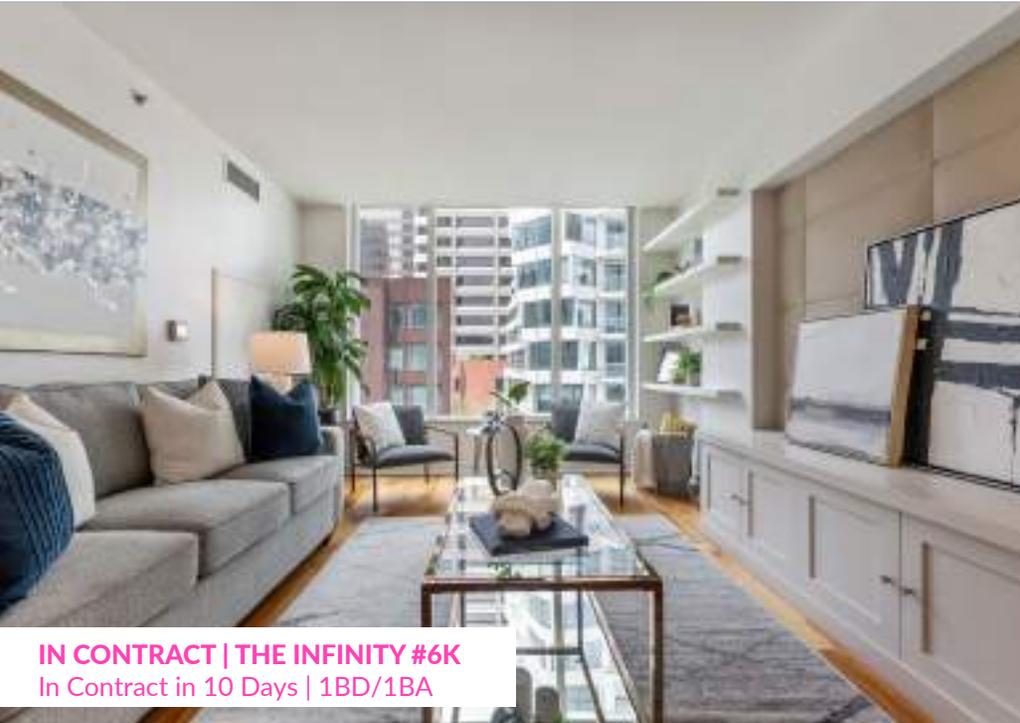


LET'S GO, DUB NATION! Ask about our client appreciation games.

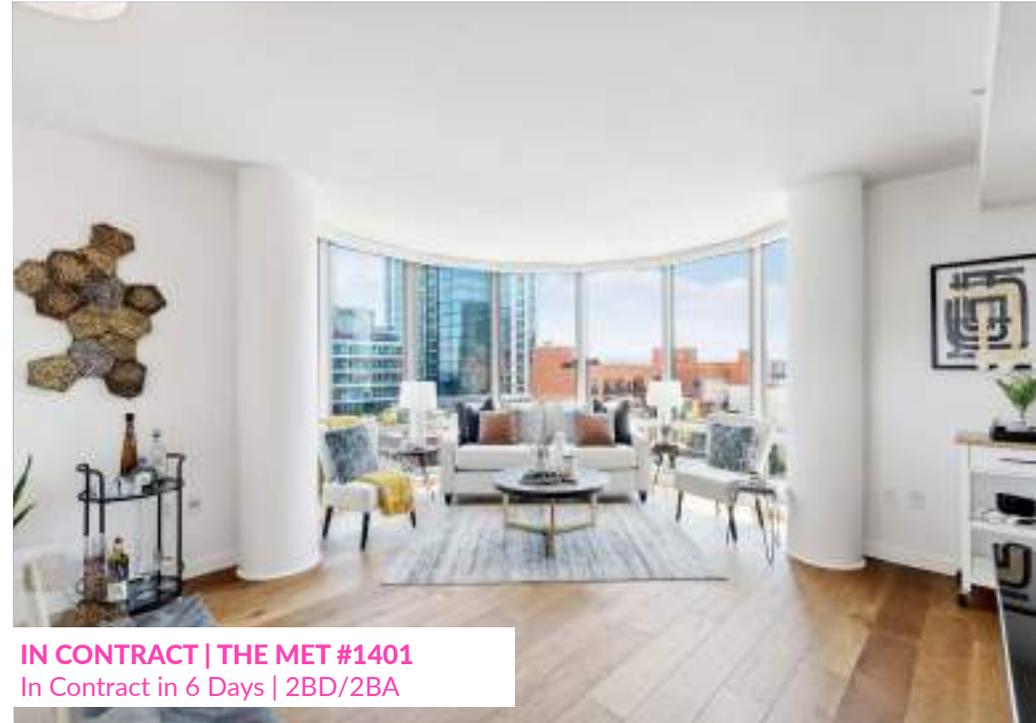
All material presented herein is intended for informational purposes only. Information is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdraw without notice. This is not intended to solicit property already listed.

ROBYN'S RECENT SALES ACTIVITY

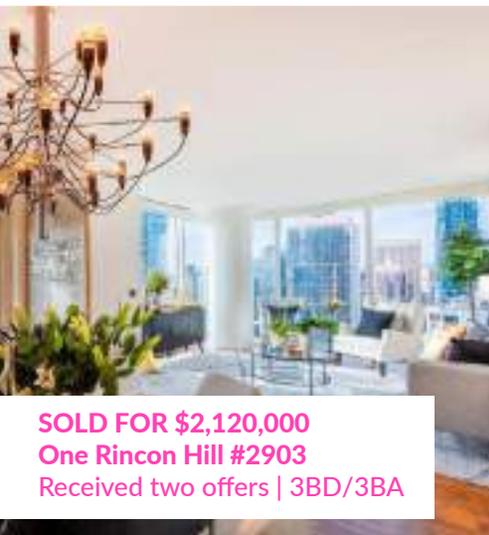
Achieve your real estate goals with Robyn. She delivers the best result for her Sellers and is committed to their success. Now is the time to take advantage of the high pricing she continues to deliver to her clients.



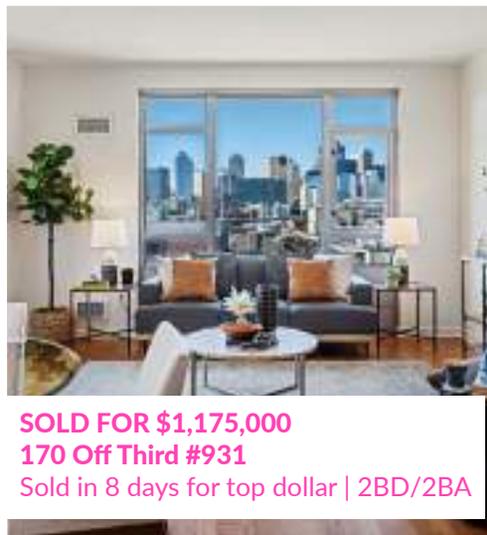
IN CONTRACT | THE INFINITY #6K
In Contract in 10 Days | 1BD/1BA



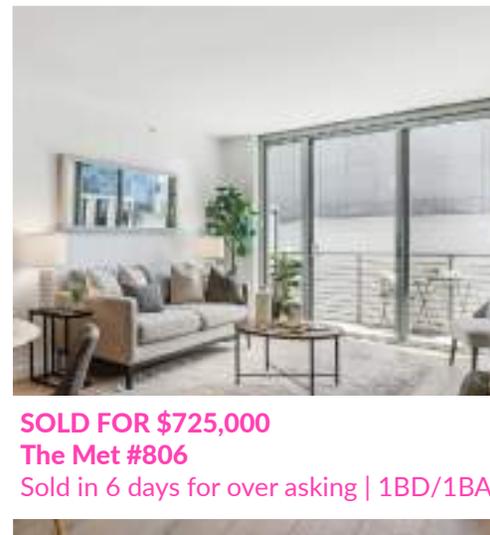
IN CONTRACT | THE MET #1401
In Contract in 6 Days | 2BD/2BA



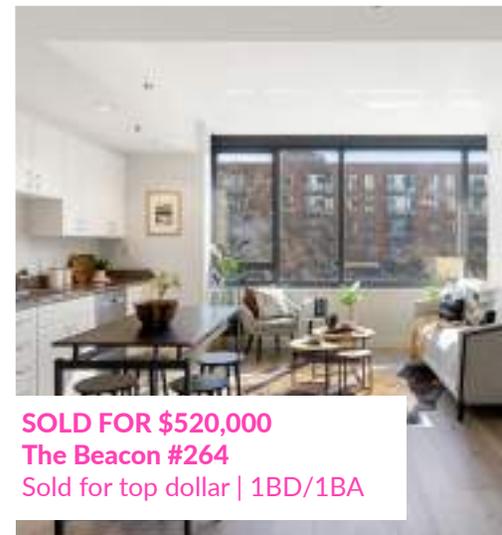
SOLD FOR \$2,120,000
One Rincon Hill #2903
Received two offers | 3BD/3BA



SOLD FOR \$1,175,000
170 Off Third #931
Sold in 8 days for top dollar | 2BD/2BA



SOLD FOR \$725,000
The Met #806
Sold in 6 days for over asking | 1BD/1BA



SOLD FOR \$520,000
The Beacon #264
Sold for top dollar | 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.

- 19 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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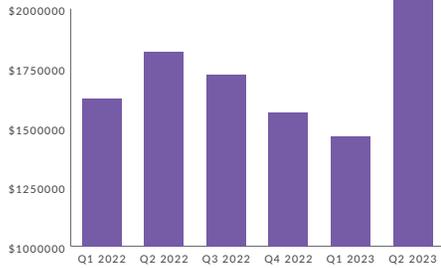
Invest in a New Condo Development..... 19-20

Buy and Sell with Robyn 21-22

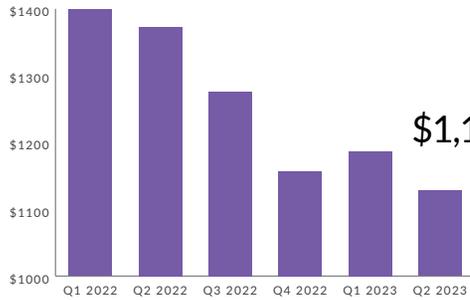
RINCON HILL

Q2 2023 MARKET STUDY

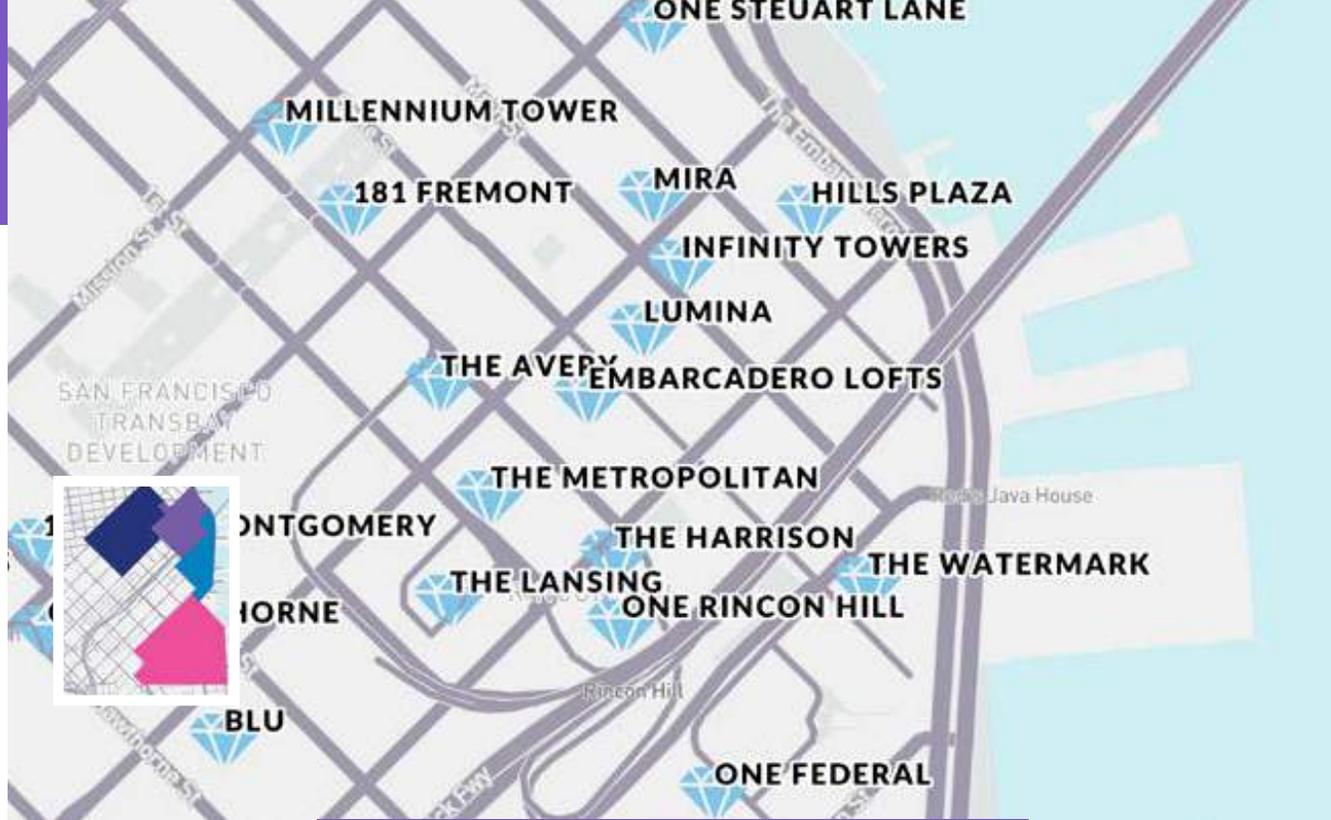
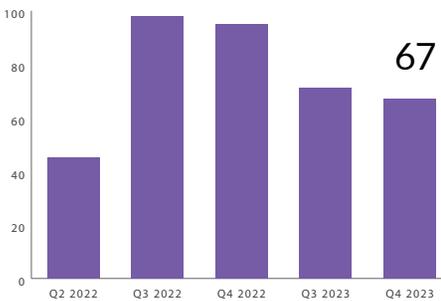
Average Sales Price **\$2,175,000**



Average Price Per Square Foot **\$1,128.11**



Average DOM **67**



Q2 2023 SALES PERFORMANCE

Average Sales Price
\$2,175,000
1 Sale



Average Sales Price
\$2,906,000

Average Price Per Square Foot
\$1,515.25
5 Sales

Average DOM
92

LUMINA

318 & 338 Main Street
333 Beale Street



Average Sales Price
\$1,421,667

Average Price Per Square Foot
\$1095.06
6 Sales

Average DOM
62

THE INFINITY

301 & 333 Main Street
318 & 338 Spear Street



THE METROPOLITAN

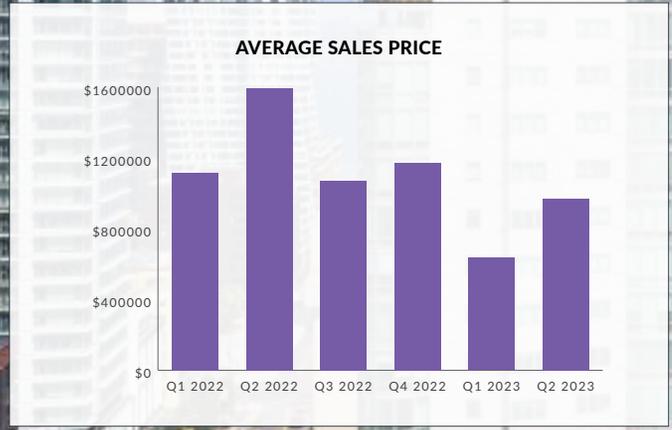
333 & 355 1st Street

Average Sales Price
\$970,000

Average Price Per Square Foot
\$1,135.35

Average DOM
75

6 Sales



MIRA

280 Spear Street

Average Sales Price
\$1,757,500

Average Price Per Square Foot
\$1,391.41

Average DOM
21

2 Sales



Average Sales Price
\$1,855,167

Average Price Per Square Foot
\$1,387.06
6 Sales

Average DOM
133

THE HARRISON

401 Harrison Street



Average Sales Price
\$1,770,000

Average Price Per Square Foot
\$1,042.40
1 Sale

Average DOM
50

EMBARCADERO LOFTS

300 Beale Street



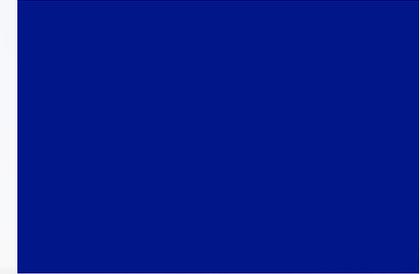
488 Folsom Street **THE AVERY**

Average Sales Price
\$2,275,000

Average Price Per Square Foot
\$1468.69
2 Sales

Average DOM
33

AVERAGE SALES PRICE



300 Beale Street **50 LANSING**

Average Sales Price
\$789,000

Average Price Per Square Foot
\$1,105.04
1 Sale

Average DOM
6

AVERAGE SALES PRICE



425 1st Street **ONE RINCON HILL**

Average Sales Price
\$2,175,000

Average Price Per Square Foot
\$1,128.11
1 Sale

Average DOM
67

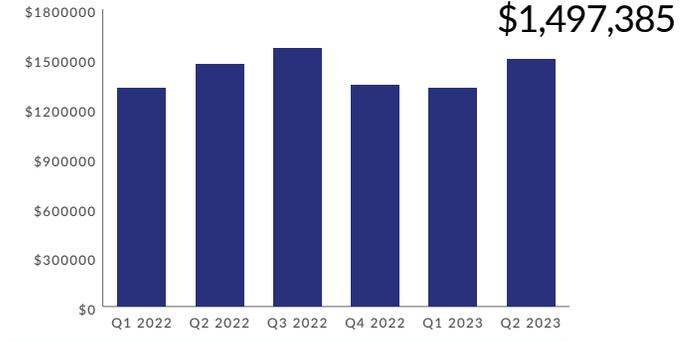
AVERAGE SALES PRICE



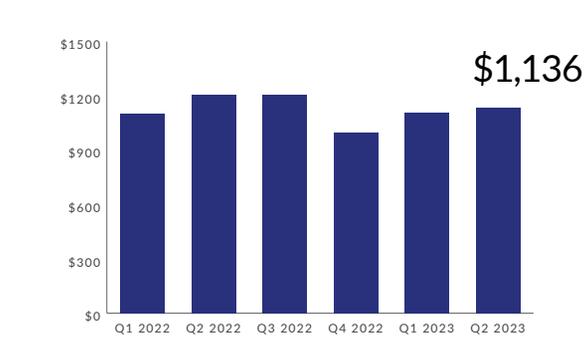
SOUTH BEACH

Q2 2023 MARKET STUDY

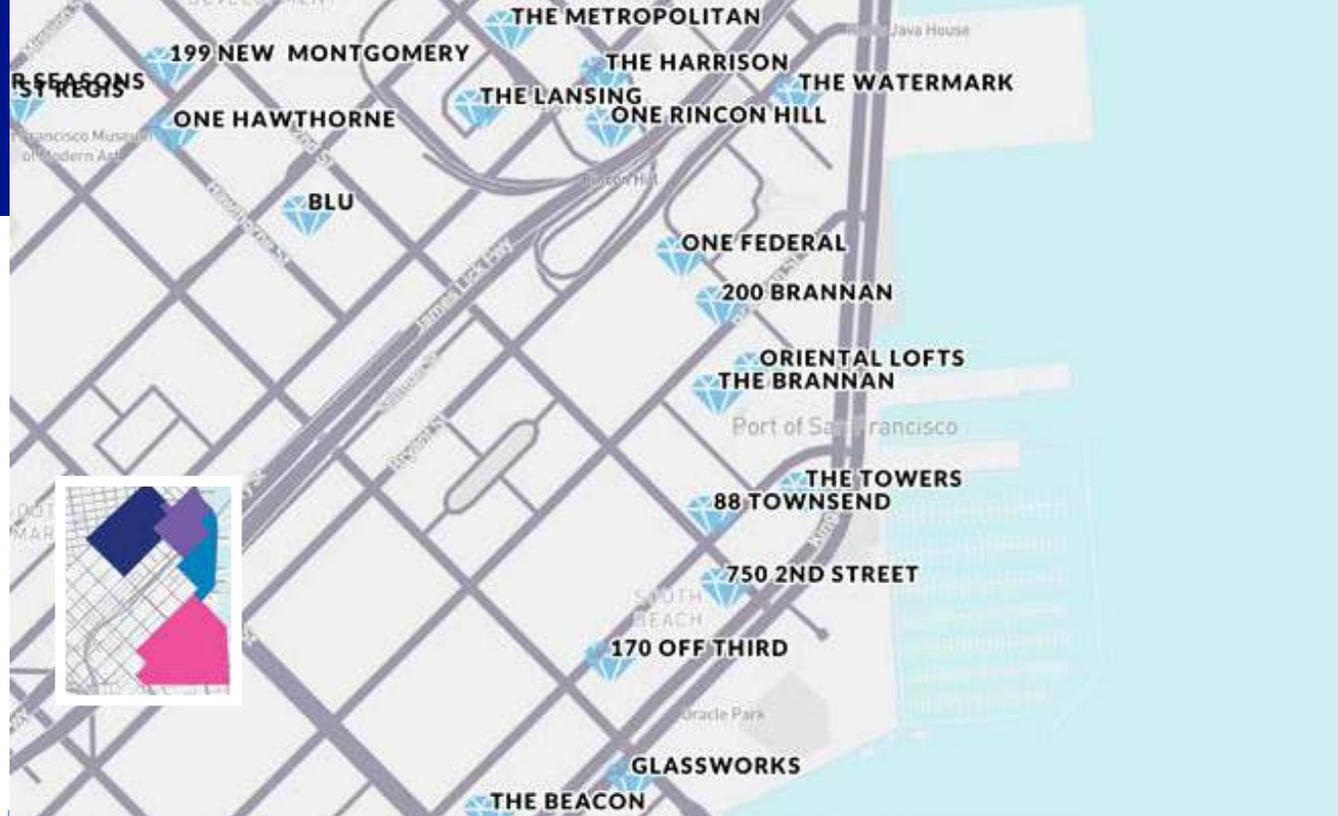
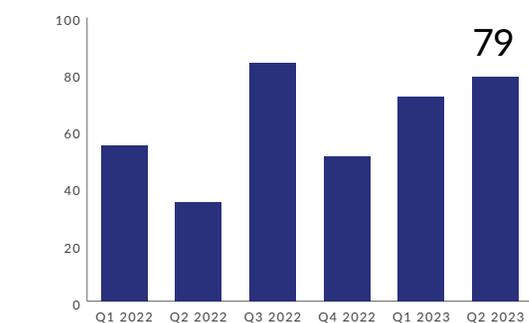
Average Sales Price



Average Price per Square Foot



Average DOM



Q2 2023 SALES PERFORMANCE

Average Sales Price
\$1,497,385
 60 Sales



THE TOWERS

1661 Pine St

Average Sales Price

\$1,215,000

Average Price Per Square Foot

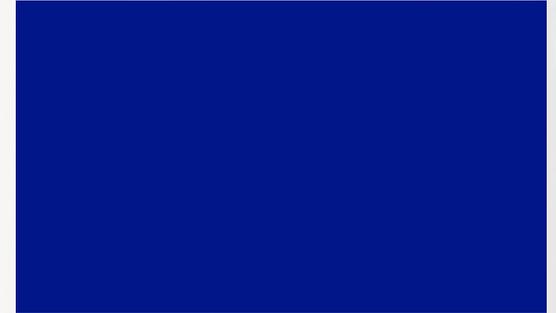
\$1,038.19

2 Sales

Average DOM

88

AVERAGE SALES PRICE



200 BRANNAN

200 Brannan Street

Average Sales Price

\$1,598,333

Average Price Per Square Foot

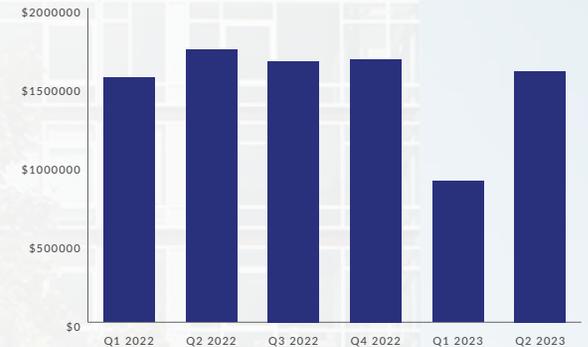
\$950.25

3 Sale

Average DOM

61

AVERAGE SALES PRICE



THE WATERMARK

501 Beale Street

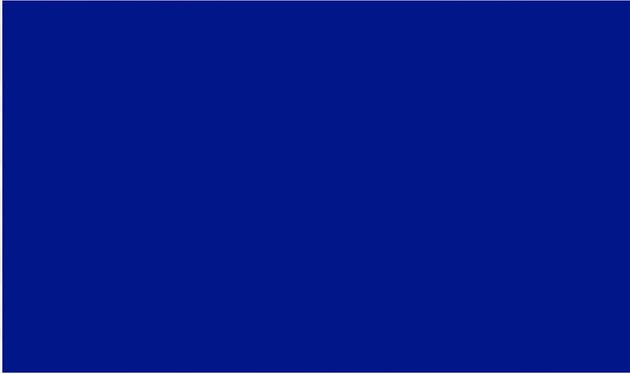
Average Sales Price
\$1,525,000

Average Price Per Square Foot
\$1,211.28

Average DOM
275

1 Sale

AVERAGE SALES PRICE



THE BRANNAN

219, 229 & 239 Brannan Street

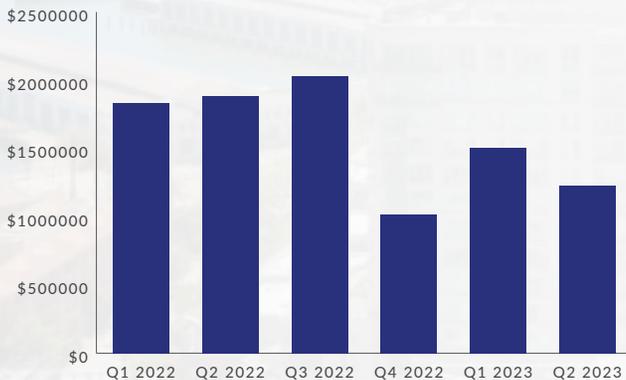
Average Sales Price
\$1,230,320

Average Price Per Square Foot
\$1,136.54

Average DOM
104

5 Sales

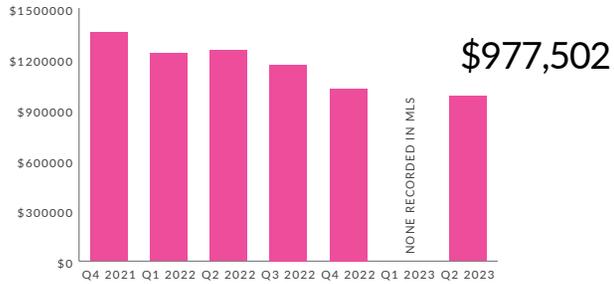
AVERAGE SALES PRICE



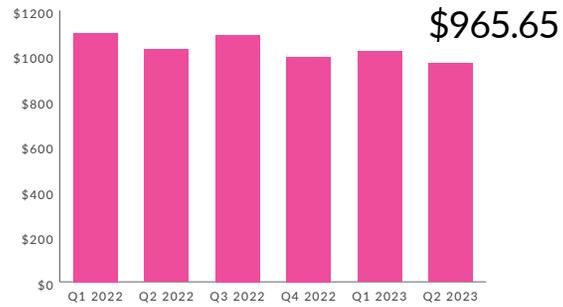
MISSION BAY

Q2 2023 MARKET STUDY

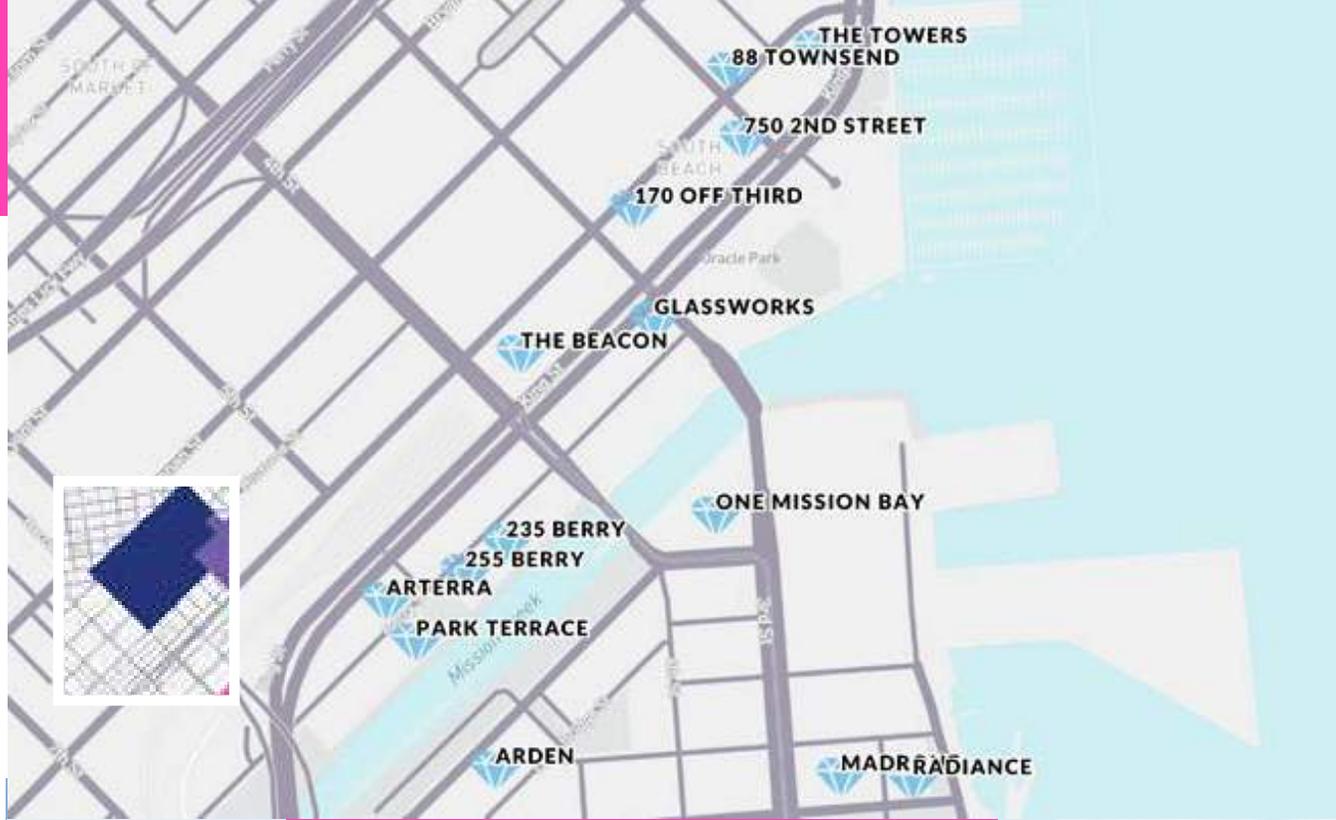
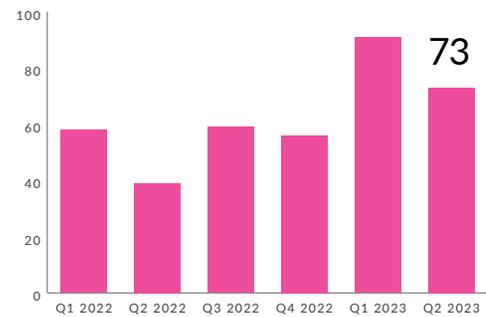
Average Sales Price



Average Price per Square Foot



Average DOM



Q2 2023 SALES PERFORMANCE

Average Sales Price
\$977,502
 25 Sales



Average Sales Price
\$1,300,000

Average Price Per Square Foot
\$1,051.78

Average DOM
115

1 Sale



Average Sales Price
\$1,699,000

Average Price Per Square Foot
\$1,210.84

Average DOM
53

2 Sales



THE BEACON

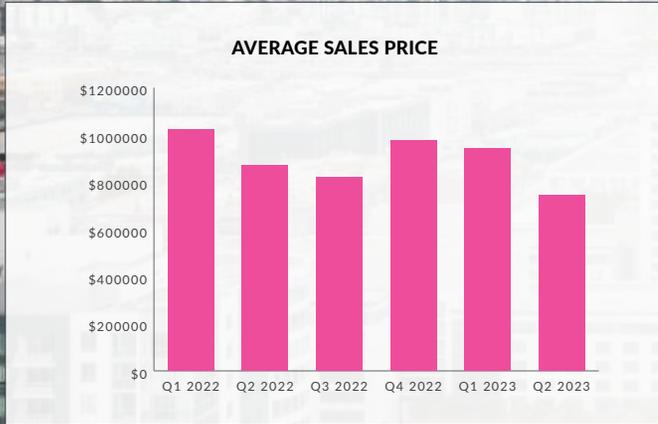
250 King Street
260 King Street

Average Sales Price
\$745,123

Average Price Per Square Foot
\$897.34

Average DOM
75

12 Sales



MADRONE

420 & 480 Mission Bay Blvd
435 China Basin Street

Average Sales Price
\$1,232,500

Average Price Per Square Foot
\$1,111.85

Average DOM
29

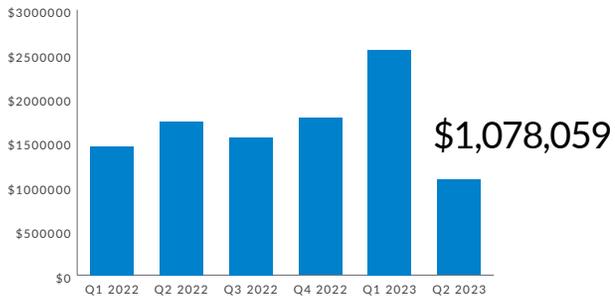
4 Sales



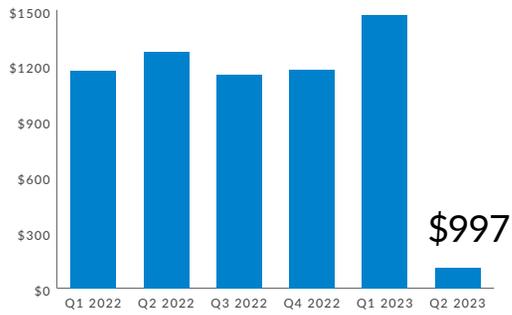
YERBA BUENA / FIDI

Q2 2023 MARKET STUDY

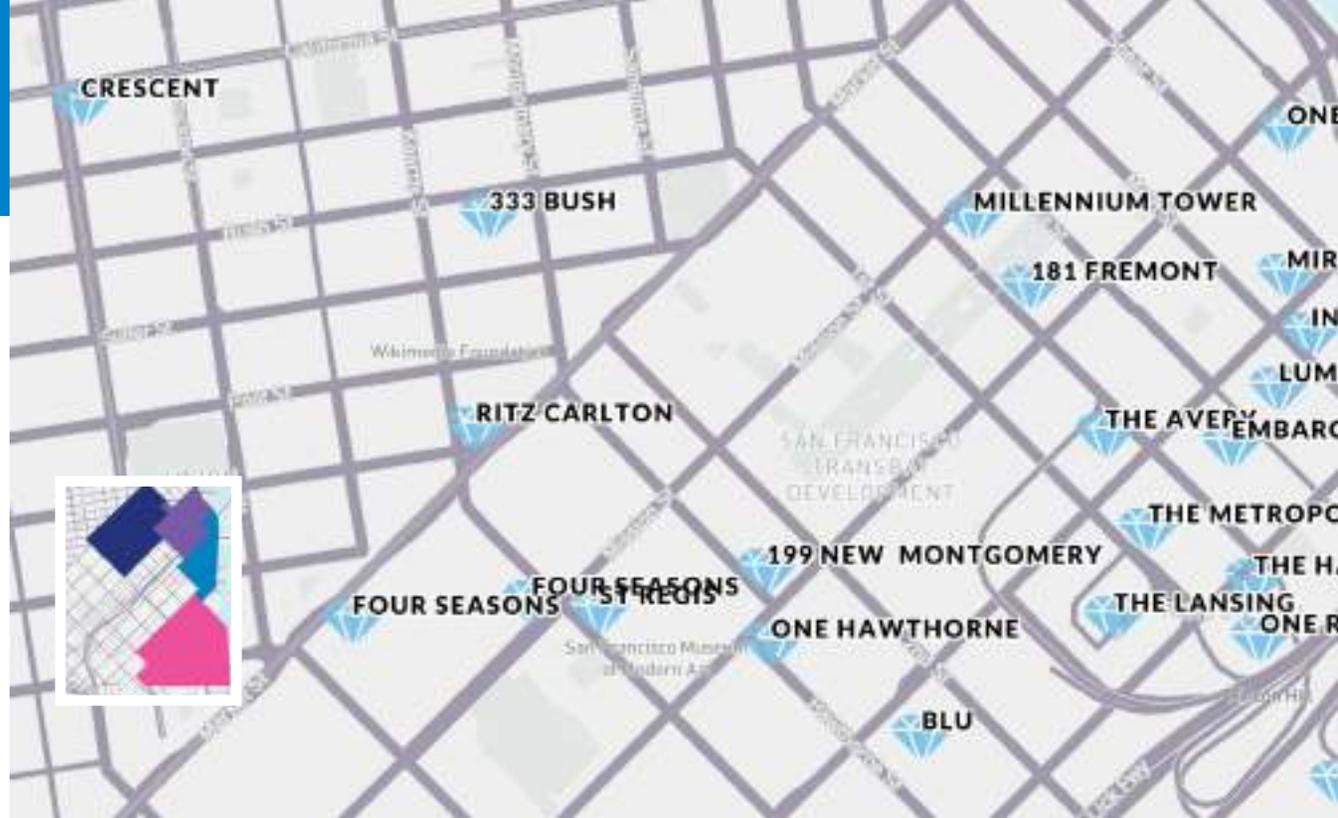
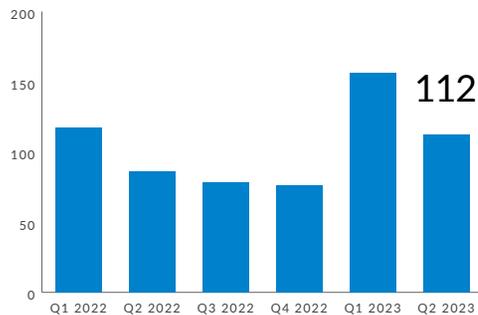
Average Sales Price



Average Price Per Square Foot



Average DOM



Q2 2023 SALES PERFORMANCE

Average Sales Price
\$1,078,059
 17 Sales



Average Sales Price
\$1,330,000

Average Price Per Square Foot
\$1,081.30

Average DOM
53

1 Sale



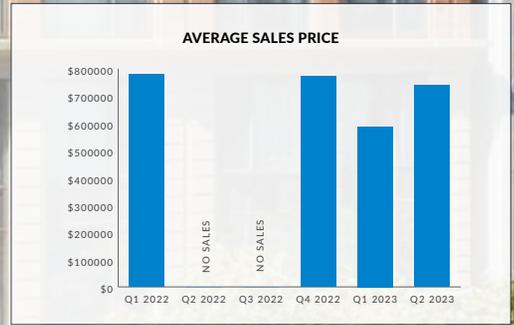
199 New Montgomery **199 NEW MONTGOMERY**

Average Sales Price
\$738,000

Average Price Per Square Foot
\$1,130.17

Average DOM
22

1 Sales



MILLENNIUM TOWER

301 Mission Street

Average Sales Price
\$1,569,750

Average Price Per Square Foot
\$982.48

Average DOM
358

4 Sales



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 Restaurant



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 2023 America's Best Real Estate Professionals

Top 1.5% of Agents in U.S.

Top 100 Real Estate Agents for SF Metro

Top 1% in SF Condo Sales