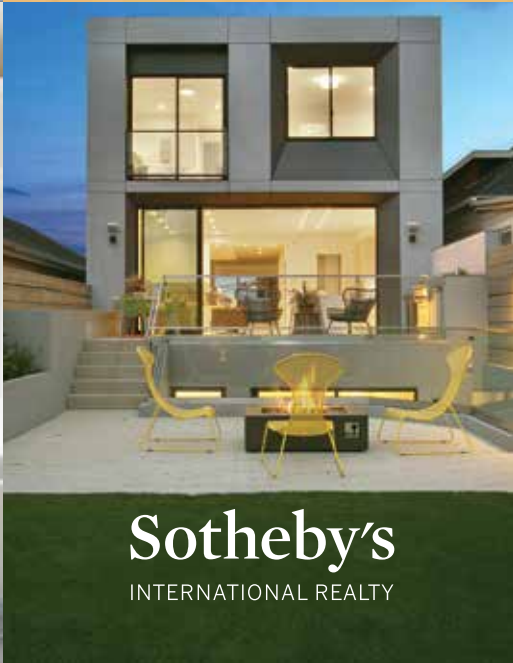




# THE 2017 SCHINDLER REPORT



**Sotheby's**  
INTERNATIONAL REALTY

## Dear Readers,

Happy 2018! Best wishes for a healthy and happy new year!

I am pleased to report that Northside luxury home sales continued their positive trend that began with the 2010 recovery. This year, the luxury market was similar to those of the past few years when constrained inventory characterized our market. One difference: most luxury properties sold in 2017 received fewer offers and many did not encounter the over-bidding seen in recent years. Many real estate experts believe that this shows a more balanced market that likely comes from a convergence of several factors - a cooler IPO market, federal tax reform uncertainties, and homeowners, particularly baby boomers, remaining in their homes longer. The latter adversely affects sales inventory, a trend we have seen in Northside luxury homes for many years.

This year, we witnessed a stock market that achieved multiple, record new highs and added over \$5 trillion in value. Consumer confidence is at a 17-year high. Congress may be closer to finalizing a tax reform bill by the end of the year, but not before my report is published. Even with the dramatic positive changes in our economy in 2017, uncertainty persists. Uncertainty was the hallmark of 2017, and that spilled over into the luxury real estate market resulting in many luxury homes taking longer to sell and selling without multiple bidders. Nonetheless, demand for luxury homes remains strong.

The 2017 Schindler Report focuses on luxury single family homes sold over \$2MM and luxury condos/coops/TICs sold over \$1.5MM in San Francisco's Northside neighborhoods. To provide a more thorough and accurate picture of our market, I have researched and reported each home's sale price history and the recent 2017 list and sale price. The Schindler Report provides a carefully researched initial list price<sup>1</sup> which is the price asked at the home's first offering, whether public or private. Often, this initial list price is substantially higher than its last list price reported when the home sells. In contrast, the list price to sale price ratio (published in other real estate reports) calculates the ratio only from last list price before a sale. This methodology shields the public from a complete picture of the local real estate market by ignoring price reductions before a sale. The Schindler Report uniquely provides an accurate ratio of the researched, initial list price to its ultimate sale price, giving readers a more accurate picture of the Northside luxury market.

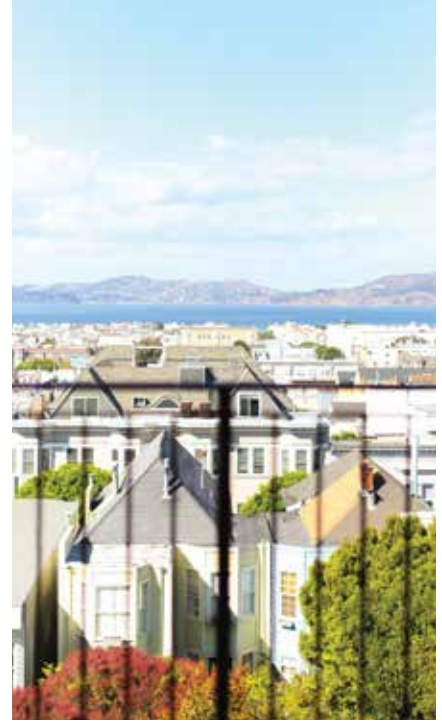
Again this year, The Schindler Report includes the compound annual growth rate (CAGR) applied to homes and condos on carefully matched sale pairs which first sold during the recovery and then re-sold within the past year. The good news is that all but one of these luxury homes appreciated in value.

Thank you for your continued business. Because of you, I consistently rank as one of the elite agents in San Francisco, and in the nation.<sup>2</sup> I hope you find my report interesting and informative. I would welcome the opportunity to help you with any of your real estate needs.

Sincerely,



Janet Feinberg Schindler  
The Trusted Name in San Francisco Real Estate



## 2017 Real Estate Market Highlights



In an article titled *"2018 Predictions: The Inventory Crisis Will Drive the Market,"* Svenja Gudell, Chief Economist for

Zillow wrote (11/14/2017) that *"Inventory will remain a major concern in 2018, continuing to play a significant role in pushing up prices."* The ZHVI (Zillow Home Value Index, Oct. 2017) reported the median home value in San Francisco is \$1,249,000 and that the values have gone up 11.7% over the past year while predicting they will rise 2.3% within the next year. ■



FIRST REPUBLIC BANK

Alan Zafran, Sr. Managing Director and Portfolio Manager at First Republic Investment Management reported

(12/5/17) that *"values are higher than they have been – but values have no predictive ability for the immediate next year."* He noted that in San Francisco, we have *"boom times"* with home prices in the Bay Area defying gravity, but he warned to be cautious because we're already in rising territory area and we always overshoot. While he acknowledged that rising interest rates are less important for luxury real estate, he cautioned that *"markets always overshoot on the up and down side"* and said to *"watch the technology industry supporting our market"* as among several signs of when it will be over. He pointed out we're not seeing any of those signs – all 45 countries are going up – and we're in a global recovery. ■



The New York Times (5/14/17) in an article titled, *"Real Estate's New Normal: Homeowners Staying Put"* reported that

*"homeowners are moving less, creating a drag on the economy. The median length of time people have owned their homes rose to 8.7 years in 2016, more than double what it had been 10 years earlier."* Now that interest rates have begun to rise from their historic lows, *"the housing market may face a problem called 'the lock-in' effect, where homeowners are reluctant to move, since moving might entail taking out a new mortgage at a higher rate."* ■



*"Home price increases appear to be unstoppable,"* said David M. Blitzer, Managing Director and Chairman of the Index

Committee. *"August saw the National Index annual rate tick up to 6.1%; all 20 cities followed in the report were up year-over-year" except Atlanta. "The ongoing rise in home prices poses questions of why prices are climbing and whether they will continue to outpace most of the economy. From the 2006 peak, the 10-City index is -4.3% and from the 2012 trough, it is 47.8%. As of August 2017, average home prices for the MSA's within the 10-City and 20-City Composites are back to their winter 2007 levels."* On Nov. 11, he noted that *"while growth in home sales has stalled due to a lack of inventory during the last few months, the tight inventory has actually helped stabilize price growth."* ■

## How are these reports relevant to Northside luxury homeowners and buyers?

The S&P/Case-Shiller Home Price Index™ is comprised of sales in the multiple counties labeled "the San Francisco Bay Area" or "San Francisco" which inevitably skews the picture for our local luxury market. The indices use a "repeat sales method" to find "matched sale pairs" for their index calculations. In order to give a snapshot of a regional or national market, assumptions and adjustments are made which are of necessity generalized. The ZHVI is defined as the median of all Zestimates in a region or price tier excluding foreclosures. The ZHVI has a much larger data footprint which results in greater representation of the country than the large metro areas found in the Case-Shiller index. Ultimately, both are too broad for our Northside market.

To provide a report more relevant to our local luxury market, I have adopted a specific methodology using personally researched, matched sale pairs. In San Francisco, the Northside luxury market is best reflected in the data when we look at luxury homes that were first purchased during the recovery and re-sold in the past year. These sale pairs of luxury homes and condos have had little or no renovation from their prior sale to their recent re-sale and are therefore truly matched sale pairs. In all cases but one, CAGR increased. The following table shows the CAGR for these matched sale pairs.

## How has our local market performed?

The following Northside luxury-home, matched sale pairs first sold during the recovery and re-sold in the past year:

ADDRESS	LAST SOLD	SALE PRICE	RE-SOLD	SALE PRICE	YRS	CAGR
20 Walnut	03/24/11	\$4,000,000	10/25/17	\$7,500,000	6.5	10.15%
2652 Chestnut	06/20/14	\$7,025,000	06/06/17	\$7,000,000	3	-0.12%
2750 Lyon	10/19/12	\$3,850,000	05/15/17	\$4,990,000	4.583	5.82%
2850 Filbert	05/08/14	\$4,200,000	10/24/17	\$4,695,000	3.5	3.23%
1011 Green	06/14/13	\$3,250,000	04/13/17	\$4,200,000	4	6.62%
2232 Jackson	05/10/12	\$2,875,000	10/10/17	\$4,000,000	5.4	6.31%
1627 Greenwich	06/01/12	\$2,295,000	09/20/17	\$3,500,000	5.25	8.37%
2961 Broderick	07/11/16	\$3,275,000	11/27/17	\$3,450,000	1.3	4.09%
405 Laurel	06/12/12	\$1,527,000	09/25/17	\$2,250,000	5.25	7.66%
2810 Laguna	06/26/12	\$1,590,000	12/02/16	\$2,250,000	4.5	8.02%
Average CAGR:						6.02%

This year's short-term average CAGR for Northside luxury single-family homes was 6.02% and ranged from -0.12% to 10.15%.

The following luxury-condo, matched sale pairs sold during the recovery and re-sold in the past year:

ADDRESS	LAST SOLD	SALE PRICE	RE-SOLD	SALE PRICE	YRS	CAGR
1940 Vallejo #11	10/29/12	\$5,500,000	09/19/17	\$7,250,000	5	5.68%
2288 Broadway #1N	07/21/15	\$4,725,000	11/22/17	\$6,000,000	2.33	10.80%
1940 Broadway #1W	02/19/09	\$1,850,000	05/24/17	\$2,725,000	8.25	4.81%
2169 Green #2	07/25/13	\$2,015,000	08/13/17	\$2,718,000	4	7.77%
3469 Jackson	08/11/14	\$1,990,000	10/23/17	\$2,249,000	3.2	3.90%
2251 Clay	08/13/13	\$1,782,000	11/02/17	\$2,000,000	4.25	2.75%
1835 Franklin #601	11/21/14	\$1,611,500	10/27/17	\$1,725,000	3	2.29%
2090 Pacific #702	02/04/14	\$1,290,000	09/05/17	\$1,601,000	3.5	6.37%
3172 Sacramento	06/12/09	\$1,025,000	12/19/16	\$1,575,000	7.5	5.89%
1650 Broadway #403	06/03/16	\$1,550,000	08/30/17	\$1,575,000	1.25	1.29%
Average CAGR:						5.15%

This year's short-term average CAGR for Northside luxury condos was 5.15% and ranged from 1.29% to 10.80%.

## 2017 Northside Luxury Sales Summary

### LUXURY SINGLE FAMILY HOMES

In 2017 (homes sold over \$3M), there were virtually the same number of luxury homes sold in Pacific Heights as in 2016 (41 in 2017 vs. 42 in 2016). This compares to 37 in 2015, 47 in 2014 and 55 in 2013. In Presidio Heights, there were more homes sold in 2017 (20) than in 2016 (15). In 2015, there were 17, in 2014 there were 20, and in 2013 there were 27. Cow Hollow saw a small decrease in number of homes sold: 14 in 2017 vs. 17 in 2016. In 2015, there were 15 homes sold, 27 in 2014 and 16 in 2013.

### LUXURY CONDO/CO-OP/TIC ("CONDOS")

In 2017, condos sold (over \$1.5M) in Pacific Heights showed a significant increase in volume with 106 sales as compared to last year's 78. As occurred last year, the number of condo sales was even greater due to many non-reported new condo sales such as The Pacific. Notably, several of the higher priced penthouses sold as shells and are not included in my analysis. In Presidio Heights, there were about the same sold in 2017 (16) than in 2016 (15). Cow Hollow sales were 18 which was the same in 2016.

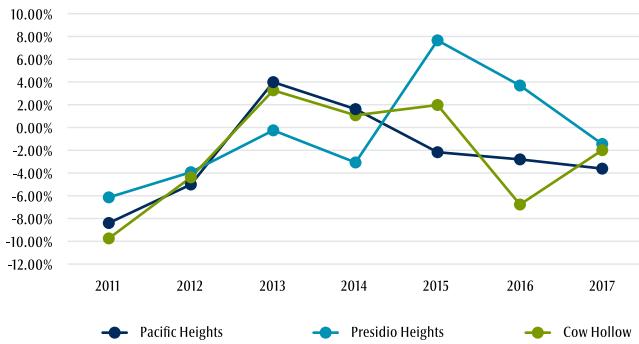
### THE NEGOTIABILITY FACTOR

Another useful measure of the luxury market is what I call the Negotiability Factor (NF). The NF is the percentage difference between the initial list price<sup>1</sup> and the final sales price of a home. The NF is negative when a list price is negotiated lower and positive when the final sales price is bid over the initial list price. The average NF demonstrates current market conditions. In a buyer's market, the NF is negative; in a seller's market, the NF is positive. As the NF approaches 0, it suggests a more balanced market.

### NEGOTIABILITY FACTOR - LUXURY HOMES

In Pacific Heights, the average home price NF (for homes sold over \$2MM) further decreased to -3.59% compared to the 2016 average NF at -2.80% and the 2015 average NF at -2.22% indicating prices are getting more negotiable. In Presidio Heights, the 2017 average NF was -1.46% which represents a dramatic drop from the 2016 NF of +3.67% and the 2015 NF of +7.70%. The 2017 average NF in Cow Hollow was -2.04% which was considerably higher than the 2016 average NF of -6.82% and lower than the 2015 average NF of +1.97%. The graphs below give more history of this important indicator in the luxury market.

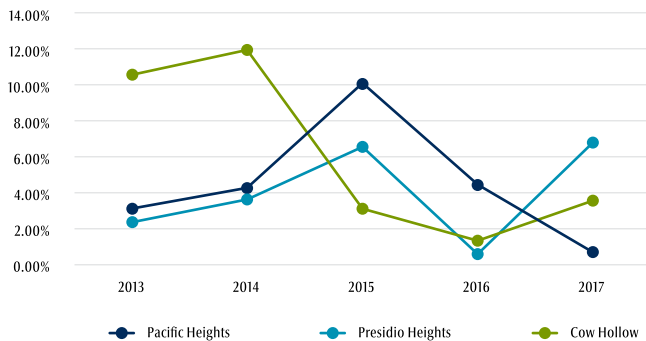
### HISTORIC NEGOTIABILITY FACTOR – LUXURY HOMES



### NEGOTIABILITY FACTOR – LUXURY CONDOS/COOPS/TICS

For condos/coops/TICs sold over \$1.5MM, the 2017 average NF results were: +.72% in Pacific Heights, down from +4.38% in 2016 and from +10.11% in 2015. In Presidio Heights, the NF was +6.8%, up from +.60% in 2016, which was down from +6.57% in 2015. In Cow Hollow, the NF was +3.58%, up from +1.33%, and from +3.15% in 2015.

### HISTORIC NEGOTIABILITY FACTOR – LUXURY CONDOS/COOPS/TICS



These 2017 NF results demonstrate that luxury single family homes in Pacific Heights were more negotiable than last year and continues the trend began from the recent peak in 2013 when many original list prices were overbid. This year, Presidio Heights homes were significantly more negotiable than last year as many original list prices were set higher than buyers were willing to pay. Presidio Heights peaked in 2015. Cow Hollow peaked in 2015 and follows a similar trend to Pacific Heights. Condos in Pacific Heights were more negotiable than the previous year. Still, overall demand for luxury homes and condos in these areas remained strong throughout most of the year due to constrained inventory.

### THE PRIVATE SALE MARKET

Another important element in any analysis of the luxury market is the private sale market. These are homes that are “privately marketed” outside of the MLS. Unlike other reporting agencies, The Schindler Report includes these private sales, only withholding confidential data until confirmed by tax records. In 2017, there were 17 private sales of single family homes in Pacific Heights, Presidio Heights and Cow Hollow out of 84 total sales over \$2MM. That represents 20% of that market (up from 12.5% in 2016). Almost all of these sales began as private and sold privately demonstrating an increasing desire by sellers and buyers to avoid the more public process. These private sales are significant and need to be included in a thorough market analysis.

Private sales of condos in 2017 totaled 22 in Pacific Heights, Presidio Heights and Cow Hollow (out of a total of 140 condos sold over \$1.5M) comprising 15.7% of that market (down from 22.5% in 2016).

The real estate market is constantly changing which makes it imperative that home buyers and sellers obtain advice from a residential real estate professional. If you are a home buyer, your agent needs to be knowledgeable about all local home sales (including those that are privately marketed), so that you can be reassured that you are aware of the entire inventory and you are purchasing at the right price based on comparable sales, both public and private. If you are a seller, your agent’s experience and expertise in your neighborhood will enable you to accurately price and professionally market your home. Ultimately, the more you understand the local real estate market, the more likely you are to buy or sell a home for the best possible price.

1 The “initial list price” is my researched “original list price” at the home’s very first public or private market offering. The statistics published by the MLS/Infosparcs and relied on by other reporting agencies and agents utilize the “last list price” to “sales price” ratio to calculate the percentage of over or under the list price. Infosparcs cites the following example to demonstrate how their calculations are made: “That same property that was originally listed at \$200,000, taken off the market, relisted at \$180,000 a few months later, reduced to \$175,000 and sold for \$160,000 would have a ratio of \$160,000/\$175,000 or 91.4% of the “list price.” This gives a skewed picture of our local market especially in markets such as today’s where multiple price reductions are common or where a property is (publicly or privately) listed, taken off the market, and later re-listed at a lower price. In contrast, my NF analysis using the same example above, would use the “original list price” of \$200,000 to calculate the ratio: \$160,000/\$200,000 or 80%. Clearly, this difference in methodology is significant.

2 Rankings according to: The Real Trends/Wall Street Journal’s Top 1,000 Agents in America and The Luxury Marketing Council of San Francisco – The 100 Top Performers in Bay Area Real Estate.

The 2017 Schindler Report covers the period from 11/30/16 to 11/30/17. Prices reported in The Schindler Report are from very reliable sources, but their accuracy cannot be guaranteed. Please visit [www.JanetSchindler.com](http://www.JanetSchindler.com) for archived Schindler Reports.

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## 2017 Luxury Homes Sales Summary: \$2MM and Greater

Pacific Heights						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
2106 Divisadero	N/A	N/A	2/1	\$2,000,000	11/09/17	\$2,025,000
3157 Jackson	04/13/73	\$86,500	2/2	\$3,895,000(*)	09/07/17	\$2,400,000
1719 Green	09/17/76	\$127,500(**)	6/1	\$2,388,888	07/20/17	\$2,652,000
2307 California	03/08/05	\$1,480,000	3/3	\$2,880,000	04/26/17	\$2,675,000
2980 California	08/15/85	\$102,000(**)	4/2.5	\$2,499,000	08/30/17	\$2,900,000
2407 Sacramento	03/20/06	\$1,700,000	3/2	\$2,695,000	03/08/17	\$3,200,000
2770 Sacramento	06/30/08	\$2,950,000	3/2	\$3,395,000	06/06/17	\$3,550,000
2345 Divisadero	1979	\$298,500	5/2.75	\$3,850,000	07/28/17	\$3,650,000
1911-B Vallejo	4/24/15	\$2,989,000(**)	4/4.5	\$3,695,000	10/04/17	\$3,800,000
3103 Clay	4/23/71	\$48,700(**)	4/3	\$3,595,000	11/14/17	\$3,900,000
2319 Washington	04/28/10	\$2,495,000	4/3.5	\$3,895,000	12/06/16	\$3,905,000
2232 Jackson	05/10/12	\$2,875,000	3/3	\$3,700,000	10/10/17	\$4,000,000
2637 Pierce	07/20/71	\$70,000(**)	5/3.5	\$4,250,000	03/03/17	\$4,100,000
2521 Octavia	12/27/02	\$2,443,500(**)	5/5.5	\$3,895,000	10/20/17	\$4,200,000
46 Presidio Ave	11/25/15	\$3,900,000	4/3.5	\$3,995,000	11/20/17	\$4,225,000
2417 Green	N/A	N/A	3/1	\$4,500,000(*)	12/14/16	\$4,335,000(**)
2205 Scott	04/12/89	\$960,000(**)	3/3	\$4,850,000(*)	12/23/16	\$4,450,000(**)
2515 Broadway	01/04/94	\$760,000	3/4	\$4,895,000	01/06/17	\$4,800,000
2422 Clay	07/03/12	\$2,527,000	4/3.5	\$4,995,000(*)	10/02/17	\$5,200,000(**)
20 Raycliff	N/A	N/A	5/4	\$4,995,000(*)	01/20/17	\$5,282,000(**)(#)
2106 Baker	03/29/01	\$2,995,000(#)	4/3.5	\$5,995,000	03/03/17	\$5,300,000
2625 Scott	N/A	N/A	5/3.5	\$5,950,000	11/21/17	\$5,518,000
2830 Buchanan	10/04/94	\$785,000	5/4.5	\$7,495,000	10/05/17	\$5,625,000
2424 Buchanan	04/19/12	\$4,250,000	6/4.5	\$6,450,000	06/08/17	\$5,650,000
2727 Vallejo	01/11/89	\$1,675,000(**)	4/5	\$7,900,000(*)	07/06/17	\$6,000,000
2838 Sacramento	03/27/15	\$4,975,000	4/4	\$5,795,000	04/07/17	\$6,100,000
2511 Baker	10/10/03	\$3,495,000	5/3.5	\$5,750,000	06/06/17	\$6,250,000
2684 Sacramento	12/08/15	\$2,705,000	5/3.5	\$5,995,000	05/02/17	\$6,300,000
2511 Pacific	N/A	N/A	8/3.5	\$7,495,000	04/14/17	\$6,400,000
2502 Jackson	08/31/94	\$1,672,500	5/5.5	\$7,499,000(*)	07/18/17	\$6,600,000
2661 Broadway	09/27/06	\$6,350,000(**)	4/3	N/A(*)	03/17/17	\$7,207,500(**)
2361 Broadway	02/23/01	\$6,800,000	5/3.5	\$7,800,000	10/06/17	\$7,900,000
2190 Vallejo	N/A	N/A	7/7.5	\$9,750,000	10/10/17	\$7,930,000
1945 Green	N/A	N/A	5/4.5	\$12,750,000	08/21/17	\$8,000,000(**)
2455 Vallejo	12/14/94	\$975,000	4/5.5	\$7,450,000	06/07/17	\$8,000,000
2411 Broadway	02/12/98	\$2,715,000	5/4.5	\$10,000,000	05/30/17	\$9,200,000
2440 Vallejo	08/16/11	\$5,250,000	5/3	\$8,850,000(*)	10/30/17	\$9,250,000(**)
1994 Jackson	07/03/08	\$6,250,000	5/6.5	\$10,750,000	09/12/17	\$9,660,625(#)
3149 Washington	08/02/13	\$2,855,000	6/4.5	\$9,950,000	07/07/17	\$9,700,000
3060 Pacific	N/A	N/A	6/5.5	\$8,250,000	02/24/17	\$10,250,000
2370 Washington	01/12/12	\$6,300,000(**)	6/6.5	\$10,500,000	07/28/17	\$10,450,000

Pacific Heights						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
2233 Lyon	12/30/94	\$3,300,000(**)	6/6	\$16,500,000(*)	03/17/17	\$11,437,500(**)
2700 Broadway	04/18/90	\$2,950,000	8/5.5	\$13,900,000(*)	04/28/17	\$13,900,000(**)
2698 Pacific	12/17/12	\$8,500,000	8/7	\$18,000,000(*)	09/29/17	\$16,000,000(**)
2476 Broadway	01/24/14	\$7,300,000	6/7	\$22,000,000	12/02/16	\$18,100,000
2712 Broadway	04/17/09	\$7,800,000	7/8.5	\$40,000,000(*)	07/06/17	\$38,000,000(**)

Presidio Heights						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
3941 Sacramento	09/05/69	\$50,000(**)	4/2.5	\$2,495,000	12/07/16	\$2,025,000
405 Laurel	06/12/12	\$1,527,000	2/1.5	\$1,950,000	09/25/17	\$2,250,000
3951 Sacramento	03/28/96	\$674,000	5/4.5	\$3,590,000	04/24/17	\$3,350,000
240 Walnut	04/14/09	\$2,216,000	4/3.5	\$2,745,000(*)	01/24/17	\$3,620,000(**)
3810 Washington	07/14/16	\$2,250,000(**)	4/3	\$3,895,000	12/23/16	\$3,833,500(#)
3319 Clay	11/30/16	\$2,197,000	4/4.5	\$4,350,000	11/30/16	\$4,300,000
3747 Jackson	09/16/74	\$180,000(**)	3/2.5	\$5,295,000	01/04/17	\$4,500,000
3317 Washington	10/01/10	\$3,050,000(**)	4/3.5	\$4,995,000	08/31/17	\$4,995,000
3903 Washington	N/A	N/A	5/5	\$6,495,000	08/01/17	\$5,800,000
125 Presidio	05/14/10	\$2,950,000	6/3.5	\$6,750,000	04/28/17	\$6,100,000
3382 Clay	N/A	N/A	6/4.5	\$6,495,000	07/06/17	\$6,195,000
101 Spruce	05/06/05	\$4,388,000	4/4	\$8,250,000	10/18/17	\$6,900,000
20 Walnut	03/24/11	\$4,000,000	5/4.5	\$6,495,000	10/25/17	\$7,500,000
3525 Clay	03/26/10	\$3,627,500	5/3.5	\$8,000,000(*)	04/05/17	\$7,850,000(**)
100 Locust	N/A	N/A	5/4.5	\$6,995,000	03/16/17	\$8,255,000
314 Walnut	05/06/15	\$3,600,000	5/5	\$8,500,000	11/03/17	\$8,500,000(#)
3840 Clay	04/25/07	\$4,020,000(#)	7/5.5	\$9,995,000	11/13/17	\$8,855,000
201 Locust	06/02/97	\$3,000,000	4/3.5	\$11,500,000	04/13/17	\$9,300,000
3383 Pacific	N/A	N/A	7/8	\$14,000,000	03/17/17	\$10,225,000
3515 Pacific	N/A	N/A	6/6.5	\$6,900,000	03/30/17	\$10,350,000
3540 Jackson	N/A	N/A	7/7	\$15,000,000(*)	05/04/17	\$15,000,000(**)
3277 Pacific	10/25/05	\$25,000,000	6/5	\$37,000,000(*)	05/24/17	\$30,000,000(**)

(\*) Non- or Pre-MLS List Price.

(\*\*) Private Sale, not on MLS or entered into MLS after the sale "for comparable sale purposes."

(#) Non-Disclosed Sale Price - The price reported is the "last list price."

(##) City-recorded sale price is less than price reported here because buyer separately paid all or partial commission and/or transfer tax, or there was a credit to buyer.

N/A Data not available.

## 2017 Luxury Homes Sales Summary: \$2MM and Greater

### Cow Hollow

ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
11 Imperial	06/30/10	\$1,340,000	3/1.5	\$1,895,000	07/17/17	\$2,244,000
2810 Laguna	06/26/12	\$1,590,000	2/2	\$1,995,000	12/02/16	\$2,250,000
2637 Union	N/A	N/A	3/2	\$2,995,000	04/27/17	\$3,210,000
2961 Broderick	07/11/16	\$3,275,000	3/2.5	\$3,450,000(*)	11/27/17	\$3,450,000(**)
1627 Greenwich	06/01/12	\$2,295,000	3/3.5	\$3,295,000	09/20/17	\$3,500,000
2919 Fillmore	04/28/04	\$1,900,000	6/3.5	\$4,175,000	01/30/17	\$3,600,000
2830 Filbert	03/31/78	\$215,000(**)	4/3.5	\$4,850,000	07/07/17	\$3,875,000
2850 Filbert	05/08/14	\$4,200,000	4/3.5	\$5,995,000	10/24/17	\$4,695,000(**)
2750 Lyon	10/19/12	\$3,850,000	4/3.5	\$4,995,000	05/15/17	\$4,990,000
2572 Greenwich	10/19/06	\$4,200,000	4/4	\$6,350,000	05/30/17	\$4,998,000
3041 Divisadero	04/30/09	\$2,700,000	5/3.5	\$4,875,000	10/06/17	\$5,740,000
2440 Filbert	06/17/09	\$3,375,000	4/3.5	\$5,995,000	04/10/17	\$6,350,000
2652 Chestnut	06/20/14	\$7,025,000	5/6	\$7,539,000	06/06/17	\$7,000,000
2741 Greenwich	05/20/14	\$3,075,000(**)	5/4.5	\$7,950,000	04/28/17	\$7,500,000
2636 Union	04/09/85	\$700,000(**)	5/4.5	\$9,750,000	10/30/17	\$9,285,000
2528 Union	10/18/13	\$4,200,000	4/5.5	\$12,500,000	09/07/17	\$12,000,000

### Downtown, Financial District, Nob Hill, North Beach, Russian Hill, Telegraph Hill, North Waterfront

ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
909 Bay	01/31/07	\$1,208,000	2/1	\$1,749,000	05/24/17	\$2,100,000
1143 Jackson	01/24/00	\$670,000	4/2.5	\$1,688,000	10/20/17	\$2,150,000
44 Reed	03/27/98	\$1,130,000	2/2.5	\$3,250,000	06/23/17	\$2,200,000
1238 Green	08/19/14	\$1,810,000	3/2.5	\$2,495,000	04/17/17	\$2,400,000
1217 Clay	07/06/05	\$1,515,000	4/3.5	\$2,788,000	05/10/17	\$2,595,000
30 Edith	05/20/13	\$1,900,000	3/2	\$3,195,000	11/17/17	\$2,700,000(##)
15 N. View Ct	08/16/10	\$1,265,000	4/3	\$2,588,000	03/31/17	\$2,635,000
1230 Pacific	09/08/15	\$1,530,000(**)	4/4.5	\$3,495,000	10/03/17	\$2,965,000
3 Russian Hill Pl	08/23/88	\$960,000(**)	4/3	\$4,898,000	11/15/17	\$3,300,000
836 Bay	06/06/88	\$425,000(**)	5/5.5	\$3,500,000	09/08/17	\$3,535,000
1350 Jones	12/06/13	\$2,900,000	4/3	N/A(*)	05/09/17	\$3,700,000(**)
1011 Green	06/14/13	\$3,250,000	3/2.5	\$5,000,000	04/13/17	\$4,200,000
2506 Leavenworth	04/14/93	\$1,150,000(**)	5/4.5	\$4,750,000	09/06/17	\$4,500,000
524-26 Vallejo	10/12/10	\$853,500(**)	5/5.5	\$6,500,000	06/23/17	\$4,750,000
1188 Lombard	05/21/10	\$4,100,000	3/2.5	\$7,750,000	02/15/17	\$6,100,000
1365 Union	03/24/15	\$3,150,000	5/4.5	\$6,995,000	03/22/17	\$6,995,000
831 Mason	05/21/99	\$1,886,000(##)	4/4.5	\$7,200,000	12/09/16	\$7,200,000

### Marina

ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
3107 Franklin	08/06/99	\$865,000	3/2	\$1,950,000	05/17/17	\$2,180,000
3621 Scott	11/20/07	\$1,925,000(**)	2/2	\$2,000,000	07/28/17	\$2,450,000
3627 Divisadero	08/19/99	\$152,000(**)	2/2	\$1,995,000	11/03/17	\$2,490,000
2225 Bay	04/29/04	\$1,475,000	3/2.5	\$2,688,000	12/22/16	\$2,550,000
33 Capra Way	N/A	N/A	3/2.5	\$1,999,000	10/13/17	\$2,605,000
3742 Divisadero	N/A	N/A	3/2	\$2,595,000	05/12/17	\$2,625,000
3645 Scott	04/02/99	\$875,000	3/1	N/A(*)	10/10/17	\$2,650,000(**)
3012 Gough	02/28/05	\$1,525,000	3/1.75	N/A(*)	06/22/17	\$2,742,500(**)
51 Avila	N/A	N/A	3/2.25	\$1,995,000	07/25/17	\$2,750,000
53 Rico Way	N/A	N/A	3/1.5	\$1,995,000	08/10/17	\$2,750,000
3166 Baker	05/25/04	\$1,500,000	3/3.5	\$2,750,000	04/14/17	\$2,800,000
2028 Jefferson	1978	\$275,000(**)	3/2.5	\$2,995,000	07/27/17	\$2,807,000
3258 Lyon	03/12/04	\$1,500,000	3/3	\$2,595,000	05/02/17	\$2,910,000
235 Mallorca	04/30/13	\$1,350,000	3/3	\$3,000,000(*)	05/15/17	\$3,000,000(**)
77 Toledo Way	01/26/07	\$1,867,500	3/3	\$3,150,000(*)	07/14/17	\$3,150,000(**)
3157 Baker	03/03/15	\$2,425,500	5/3.5	\$3,999,000	02/10/17	\$3,260,000
3235 Webster	08/09/10	\$1,993,705	3/2	\$3,680,000	10/18/17	\$3,375,000
2034 Beach	08/11/00	\$975,000	4/3	\$3,495,000	06/15/17	\$3,600,000
3518 Webster	04/08/16	\$2,700,000	4/3	\$3,499,000	05/11/17	\$3,610,000
3724 Divisadero	05/21/02	\$1,495,000	3/2	\$3,600,000(*)	05/24/17	\$3,700,000(**)
2161 North Point	07/29/94	\$710,000	4/4	\$3,295,000	06/08/17	\$3,800,000
3239 Webster	02/03/05	\$2,175,000	3/3.5	\$3,995,000	07/14/17	\$4,400,000
196 Avila	06/06/14	\$3,680,000	3/3.5	\$5,400,000	10/19/17	\$4,995,000
290 Avila	07/17/14	\$3,430,000	5/4.5	\$5,695,000(*)	05/26/17	\$5,800,000(**)

### Sea Cliff

ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
269 29th Ave	N/A	N/A	3/2	\$2,425,000	12/29/16	\$2,300,000
266 32nd Ave	08/01/07	\$2,029,000	4/3.5	\$3,980,000	06/05/17	\$2,950,000
60 Sea Cliff	N/A	N/A	3/3	\$2,499,000	07/11/17	\$3,025,000
161 28th Ave	05/16/16	\$2,950,000	5/3	N/A(*)	06/12/17	\$3,050,000(**)
182 32nd Ave	01/05/07	\$2,550,000	5/3.5	\$2,995,000	07/07/17	\$3,100,000
2740 Lake	05/07/12	\$2,226,000	3/3.5	\$3,650,000	12/06/16	\$3,650,000
2850 Lake	03/18/99	\$1,700,000	6/4.5	\$3,995,000	04/18/17	\$3,875,000
55 25th Ave	06/23/72	\$113,500(**)	4/2.5	\$3,995,000	10/24/17	\$4,110,000
70 27th Ave	05/21/82	\$200,000(**)	4/3.5	\$5,995,000	01/24/17	\$5,375,000
54 Seaview Ter	N/A	N/A	6/4	\$4,888,000	12/14/16	\$5,600,000
16 Sea Cliff Ave	N/A	N/A	4/4.5	\$5,500,000	10/23/17	\$6,100,000
157 28th Ave	05/06/15	\$3,900,000(**)	6/7	\$7,995,000	06/30/17	\$6,625,000(**)

The 2017 Schindler Report covers the period from 11/30/2016 - 11/30/2017.

## 2017 Luxury Homes Sales Summary: \$2MM and Greater

Lake						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
11027th Ave	04/04/08	\$1,584,500	3/1.5	\$1,995,000	06/30/17	\$2,000,000
2147 Lake	05/30/75	\$60,000(**)	3/2.5	\$1,800,000(*)	02/27/17	\$2,050,000(**)
15222nd Ave	N/A	N/A	3/1	\$1,798,000	11/14/17	\$2,100,000
1428 Lake	04/13/99	\$300,000(**)	3/1.5	\$1,649,000	06/19/17	\$2,125,000
169 25th Ave	11/10/86	\$245,000(**)	3/1	\$1,995,000	01/03/17	\$2,210,000
149 11th Ave	10/25/89	\$620,000(**)	5/2	\$2,210,000(*)	01/05/17	\$2,210,000(**)
136 27th Ave	03/25/69	\$40,000(**)	5/1	\$2,250,000	05/05/17	\$2,250,000
126 18th Ave	05/29/15	\$2,120,000(**)	3/1	\$2,380,000	01/26/17	\$2,300,000
4639 California	09/27/02	\$1,160,000	3/3	\$2,250,000	12/09/16	\$2,350,000
175 8th Ave	02/27/15	\$2,050,000	3/2	\$2,295,000	03/31/17	\$2,415,000
167 8th Ave	12/24/09	\$1,350,000	4/2	N/A(*)	03/28/17	\$2,500,000(**)
2449 Lake	11/08/02	\$1,550,000	4/3	N/A(*)	08/02/17	\$2,510,000(**)
110 15th Ave	11/16/16	\$1,875,500	4/2.5	\$2,725,000	08/15/17	\$2,625,000
136 6th Ave	08/21/75	\$105,000(**)	3/1.5	\$3,125,000	11/01/17	\$2,650,000
5735 California	03/05/10	1,725,000	4/3.5	2,975,000	07/18/17	\$2,800,000
56 20th Ave	N/A	N/A	N/A	N/A(*)	04/28/17	\$2,900,000(**)
127 6th Ave	04/12/00	\$1,486,000	5/3.5	\$3,165,000(*)	09/05/17	\$3,165,000(**)
2153 Lake	09/15/06	2,550,000	4/3.5	3,495,000	08/04/17	\$3,200,000
1720 Lake	06/15/12	\$1,980,000	5/3	N/A	04/03/17	\$3,250,000(**)
72 5th Ave	N/A	N/A	5/3.5	\$3,200,000	09/26/17	\$3,335,000
196 25th Ave	08/19/15	\$3,390,000	4/3.75	\$3,499,000	03/24/17	\$3,426,000(##)
158 27th Ave	08/05/03	\$1,800,000(#)	3/3.5	\$3,395,000	10/11/17	\$3,535,000
12 West Clay	N/A	N/A	0/4	\$3,600,000(*)	01/31/17	\$3,600,000(**)
148 16th Ave	12/21/07	\$2,762,500(**)	6/4.5	\$4,250,000	05/31/17	\$3,775,000
128 26th Ave	06/11/98	\$550,000	4/3.5	\$2,995,000	10/20/17	\$3,910,000
124 21st Ave	08/30/11	\$2,600,000(**)	4/3.5	\$3,950,000	04/19/17	\$4,050,000
148 7th Ave	06/29/00	\$1,375,000	3/2	N/A(*)	06/20/17	\$4,250,000(**)
159 7th Ave	08/09/16	\$2,350,000	4/4.5	\$4,650,000	10/20/17	\$4,475,000
16 West Clay	11/17/10	\$4,275,000	6/4.5	\$6,495,000	04/07/17	\$6,595,000

Jordan Park / Laurel Heights						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
108 Palm	03/31/71	\$59,000(**)	3/2	\$1,998,000	09/12/17	\$2,300,000
9 Heather	04/30/04	\$1,650,000	4/3	\$2,495,000	06/30/17	\$2,495,000
61 Parker	12/11/08	\$2,000,000	3/2.5	\$2,750,000	04/12/17	\$3,000,000
115 Jordan	N/A	N/A	4/2.5	\$2,850,000	07/07/17	\$3,300,000
185 Collins	09/25/14	\$1,608,000	4/3.5	\$3,195,000	06/02/17	\$3,530,000
35 Manzanita	10/08/14	\$2,700,000	4/3.5	\$3,599,000(*)	10/17/17	\$3,850,000(**)
30 Jordan	11/13/97	\$1,300,000(**)	6/3	N/A(*)	08/15/17	\$4,500,000(**)
170 Commwlth	04/27/11	\$3,215,000	4/4.5	\$5,200,000	09/22/17	\$5,625,000

## 2017 Luxury Condo/Co-op/TIC Sales Summary: \$1.5MM and Greater

Pacific Heights						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
1835 Frnkln #1602	08/01/08	\$1,248,000	2/2	\$1,495,000	03/14/17	\$1,500,000
2090 Pacific #502	12/10/07	\$990,000	1/1	\$1,500,000(*)	11/17/17	\$1,500,000(**)
2200 Pacific #3D	10/27/05	\$925,000	2/2	\$1,565,000	02/28/17	\$1,540,000
2200 Pacific #3A	03/11/14	\$1,382,000(**)	2/2	\$1,600,000	02/16/17	\$1,550,000
2285 Clay	10/06/04	\$998,100	3/2	N/A	06/21/17	\$1,550,000(**)
1701 Brdwy #4	11/16/83	\$250,000(**)	3/2	\$2,199,000	12/21/16	\$1,560,000
3193 Wash #4	07/14/05	\$1,255,000(**)	3/1.5	\$1,595,000	04/24/17	\$1,560,000
3172 Sacramento	06/12/09	\$1,025,000	2/2	\$1,425,000	12/19/16	\$1,575,000
1835 Frnkln #102	03/23/04	\$840,000	2/2	\$1,495,000	12/28/16	\$1,575,000
1966 Pacific #302	10/30/97	\$690,000(**)	2/2	\$1,289,000	08/25/17	\$1,575,000
1650 Brdwy #403	07/23/04	\$1,550,000(**)	2/2	\$1,499,000	08/30/17	\$1,575,000
3176 Sacramento	02/15/00	\$810,000	2/2	\$1,495,000	05/24/17	\$1,600,000
3246 Clay	04/06/06	\$1,195,000(**)	2/2	\$1,600,000(*)	09/26/17	\$1,600,000(**)
2090 Pacific #702	02/04/14	\$1,290,000(**)	1/1.5	\$1,485,000	09/05/17	\$1,601,000
2200 Pacific #3D	02/28/17	\$1,540,000	2/2	\$1,695,000(*)	05/05/17	\$1,625,000(**)
2192 Pacific Ave	12/10/92	\$540,000(**)	2/2	\$1,695,000	02/07/17	\$1,625,000
2421 Buchanan #B	09/24/13	\$1,261,000	2/2	\$1,450,000	05/05/17	\$1,625,000
2040 Laguna #301	06/27/03	\$680,000	3/3	\$1,549,000	06/20/17	\$1,685,000
1859 Green	10/18/11	\$1,349,000	2/1	\$2,000,000	12/21/16	\$1,700,000
2144 Broderick	06/10/11	\$1,295,000	2/2	\$1,625,000	12/07/16	\$1,700,000
1835 Frnkln #601	11/21/14	\$1,611,500	2/2	\$1,725,000	10/27/17	\$1,725,000
2344 Franklin	N/A	N/A	5/2.25	\$1,849,000	08/30/17	\$1,750,000
2200 Pacific #10D	05/28/04	\$995,000	2/2	\$1,695,000	11/16/17	\$1,750,000
3027 Sacramento	N/A	N/A	3/2.5	\$1,795,000	06/20/17	\$1,785,000
1815 Jackson	05/30/12	\$1,272,500	3/2	\$1,795,000	06/02/17	\$1,795,000
1809 Gough #201	02/16/05	\$1,300,000	3/2.5	\$1,845,000	06/29/17	\$1,820,000
1870 Jackson #203	02/21/13	\$1,495,000	3/3	\$1,995,000	02/13/17	\$1,825,000
1935 California	05/06/11	\$1,400,000	3/3	\$1,899,000	01/31/17	\$1,825,000
2001 Sac'to #5	07/10/09	\$1,095,000	3/2	\$1,799,000	03/27/17	\$1,835,000
1901 California #7	08/30/96	\$420,000	3/2	\$1,800,000	01/06/17	\$1,850,000
1940 Sac'to #6	08/22/16	\$1,450,000	3/2	\$1,650,000	08/30/17	\$1,850,000
3252 Clay	07/01/03	\$905,000	2/2	\$1,995,000	12/27/16	\$1,875,000
1650 Brdwy #202	N/A	N/A	3/2.5	\$2,080,000	02/24/17	\$1,889,000
1865 Clay #3	08/27/14	\$1,900,000	3/2	\$1,850,000	02/14/17	\$1,900,000
3018 Sacramento	06/16/09	\$1,120,000	3/1.5	\$1,895,000	04/05/17	\$1,925,000
2821 Buchanan #3	03/02/01	\$850,000(**)	2/1	\$1,699,000	06/26/17	\$1,925,000
2326 California	12/10/13	\$1,800,000	4/3	\$1,995,000	12/02/16	\$2,000,000
2040 Brdwy #203	02/05/88	\$620,000(**)	3/2.5	\$2,195,000	06/16/17	\$2,000,000
2551 Clay	08/13/13	\$1,782,000	2/2	\$1,895,000	11/02/17	\$2,000,000
2782 Jackson	06/18/13	\$1,595,000	3/2.5	\$1,995,000	06/22/17	\$2,030,000
3228 Washington	05/22/07	\$2,595,000	3/2	\$2,049,000	12/02/16	\$2,049,000

(\*) Non- or Pre-MLS List Price.

(\*\*) Private Sale, not on MLS or entered into MLS after the sale "for comparable sale purposes."

(#) Non-Disclosed Sale Price - The price reported is the "last list price."

(##) City-recorded sale price is less than price reported here because buyer separately paid all or partial commission and/or transfer tax, or there was a credit to buyer.

N/A Data not available.



# 2017 Luxury Condo/Co-op/TIC Sales Summary: \$1.5MM and Greater

Pacific Heights						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
3051-b California	07/26/16	\$1,375,000 (**)	3/4	\$2,250,000	02/17/17	\$2,050,000
1999 Brdwy #51	03/08/90	\$560,000 (**)	3/3	\$1,995,000	10/19/17	\$2,050,000
2785 Jackson #4	01/28/15	\$2,250,000	3/3	\$2,495,000	01/06/17	\$2,075,000
2855 Jackson #102	11/09/87	\$240,000 (**)	4/2.5	\$2,200,000	05/08/17	\$2,100,000
2865 Jackson #6	08/30/91	\$563,000 (**)	2/2	\$1,950,000	10/10/17	\$2,160,000
3186 Clay	05/13/14	\$2,150,000	2/2	\$2,295,000	03/03/17	\$2,200,000
2632 Laguna	11/25/14	\$2,475,000	2/2.5	\$2,349,000	03/21/17	\$2,235,000
1702 Vallejo	12/21/06	\$1,595,000	3/2	\$2,250,000	04/21/17	\$2,250,000
1963 Clay St	08/30/07	\$1,555,000	3/3	\$1,939,000	10/06/17	\$2,270,000
2003 Broadway	04/27/07	\$1,840,000 (**)	4/3	\$2,995,000	12/15/16	\$2,300,000
2200 Sac'to #906	11/30/10	\$1,485,000	1/1.5	\$2,295,000	05/02/17	\$2,300,000
1854 Vallejo #A	03/14/16	\$2,100,000	3/2	\$2,249,000	05/26/17	\$2,317,000
1880 Jackson #304	02/15/13	\$700,000 (**)	2/2	\$1,920,000	10/02/17	\$2,350,000
2459 Buchanan	03/27/16	\$1,736,000 (**)	3/2	\$2,595,000	12/07/16	\$2,395,000
3228 Clay	11/15/13	\$1,780,000	4/2	\$2,395,000 (*)	07/11/17	\$2,395,000 (**)
2145 Jackson	05/07/02	\$1,500,000 (**)	3/3	\$2,495,000	11/09/17	\$2,410,000
2253 California	05/01/14	\$1,425,000	3/2	\$2,150,000	10/06/17	\$2,450,000
2121 Webster #308	N/A	N/A	2/2	\$2,495,000	05/17/17	\$2,460,000
2064 Green	06/30/04	\$1,355,000	2/2	\$2,675,000	11/20/17	\$2,490,000
2855 Jackson #301	02/22/07	\$2,125,000	4/3	\$2,795,000	12/09/16	\$2,495,000
2257 Washington	09/25/14	\$1,900,000	3/2	\$2,395,000	03/15/17	\$2,550,000
2919 Jackson	05/27/03	\$930,000	3/2	\$2,595,000	07/06/17	\$2,550,000
2220 Washington	05/13/05	\$1,550,000 (**)	3/2.5	\$1,998,000	11/13/17	\$2,600,000
1650 Brdwy #501	N/A	N/A	3/2.5	\$2,550,000	12/12/16	\$2,650,000
2795 Laguna	04/27/11	\$1,465,000	3/2	\$2,485,000	05/02/17	\$2,650,000
2374 Pacific Ave	06/11/08	\$1,995,000	3/2.5	\$2,645,000	06/30/17	\$2,675,000
2121 Webster #604	N/A	N/A	2/2	\$2,795,000	04/28/17	\$2,704,533
2169 Green #2	07/25/13	\$2,015,000	2/2.5	\$2,695,000	08/03/17	\$2,718,000
1940 Brdwy #1W	02/19/09	\$1,850,000	2/2	\$2,695,000	05/24/17	\$2,725,000
3234 Wash #5	03/20/15	\$2,825,000	4/4	\$2,995,000	12/29/16	\$2,745,000
3150 Clay	05/24/12	\$1,849,000	3/3	\$2,395,000	05/31/17	\$2,750,000
2121 Webster #503	N/A	N/A	2/2	\$2,895,000	05/15/17	\$2,800,000
2255 Washington	10/24/14	\$2,400,000	3/2.5	\$2,800,000 (*)	05/02/17	\$2,800,000 (**)
1960 Vallejo #2	N/A	N/A	3/3	\$2,198,000	11/30/16	\$2,800,000
2241 Sac'to #5	04/20/01	\$1,200,000 (**)	3/2.5	\$2,195,000	04/17/17	\$2,900,000
1915 Vallejo	10/03/97	\$1,385,000 (**)	3/3.5	\$3,125,000	05/05/17	\$2,900,000
2251 Washington	08/01/14	\$2,675,000	3/1	N/A	08/16/17	\$2,925,000 (**)
2121 Webster #603	N/A	N/A	2/2	\$3,095,000	08/31/17	\$2,995,000
1998 Vallejo #7	01/06/05	\$1,760,000	3/2	\$2,995,000	06/05/17	\$3,000,000
2300 Divisadero	02/10/16	\$2,175,000	3/2	\$2,950,000 (*)	04/01/17	\$3,025,000 (**)
2121 Webster #502	N/A	N/A	2/2	\$3,050,000 (*)	01/24/17	\$3,050,000 (**)

Pacific Heights						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
2115 Baker	05/24/13	\$2,255,000	3/2	\$2,985,000	03/17/17	\$3,050,000
2466 Sacramento	N/A	N/A	3/3.5	\$3,295,000	04/27/17	\$3,050,000
2100 Green #406	12/20/11	\$2,195,000	2/2	\$2,750,000	08/08/17	\$3,175,000
3193 Pacific	07/03/96	\$760,000	2/2.5	\$3,395,000	01/03/17	\$3,190,000
2470 Sacramento	N/A	N/A	3/3.5	\$3,495,000	02/24/17	\$3,200,000
1896 Pacific #502	04/11/08	\$2,400,000	3/3	\$3,200,000	10/27/17	\$3,225,000
2740 Pierce	12/11/92	\$600,000 (**)	3/2	\$3,050,000	11/13/17	\$3,300,000
2121 Webster #107	N/A	N/A	3/3.5	\$3,595,000 (*)	12/16/16	\$3,595,000 (**)
1650 Brdwy #601	N/A	N/A	3/2.5	\$3,995,000	03/09/17	\$3,700,000
1650 Brdwy #602	N/A	N/A	3/3	\$3,995,000	02/09/17	\$3,725,000
2121 Webster #301	N/A	N/A	3/2.5	\$4,895,000	05/19/17	\$3,975,000
2066 Green	03/03/06	\$1,980,000	3/3	\$4,350,000	10/11/17	\$3,995,000
2151 Laguna #3	10/25/02	\$2,220,000	4/2.5	\$3,995,000	04/24/17	\$4,297,000
1925 Gough #32	06/26/08	\$3,000,000	4/4.5	\$4,495,000	06/09/17	\$4,345,000
2121 Webster #401	N/A	N/A	3/2.5	\$4,495,000	03/30/17	\$4,495,000
2121 Webster #PH3	N/A	N/A	3/3	\$4,550,000	11/17/17	\$4,595,000
1890 Vallejo	N/A	N/A	5/4	\$5,145,000	10/19/17	\$5,300,000
2288 Brdwy #1N	07/21/15	\$4,725,000	3/3	\$5,500,000 (*)	11/22/17	\$6,000,000
2064 Jackson	09/13/13	\$5,710,000	3/2.5	\$7,495,000	04/05/17	\$7,250,000 (**)
1940 Vallejo #11	10/29/12	\$5,500,000	3/3.5	\$7,250,000 (*)	09/19/17	\$7,250,000
2298 Pacific #7	03/28/08	\$6,200,000	3/2.5	\$6,950,000	11/08/17	\$7,325,000
1940 Brdwy #10	N/A	N/A	3/2.5	\$8,200,000 (*)	06/06/17	\$8,200,000 (**)
2500 Steiner #6	07/21/95	\$1,751,000	N/A	\$12,000,000 (*)	04/14/17	\$12,000,000 (**,*)
2006 Wash #8	N/A	N/A	4/5.5	\$24,500,000 (*)	06/01/17	\$22,000,000

Telegraph Hill, North Waterfront						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
111 Chestnut #109	12/06/13	\$1,040,000 (**)	2/2	N/A (*)	10/31/17	\$1,500,000 (**)
101 Lmbrd #507W	05/11/87	\$357,000 (**)	2/2	\$1,499,000	02/02/17	\$1,500,000
101 Lmbrd #405W	08/03/11	\$995,000	2/2	\$1,549,000	05/18/17	\$1,650,000
101 Lmbrd #902W	02/28/06	\$1,280,000	2/2	\$1,830,000	01/03/17	\$1,740,000
553 Filbert	04/15/11	\$1,049,000 (**)	3/2	\$1,650,000 (*)	03/16/17	\$1,750,000 (**)
101 Lmbrd #907W	11/11/94	\$710,000 (**)	2/2	\$1,775,000 (*)	07/14/17	\$1,775,000 (**)
282 Union	06/21/12	\$1,100,000 (**)	2/2	\$1,749,000	10/25/17	\$1,875,000
186 Francisco #1	05/05/08	\$2,450,000	2/2.5	\$2,998,000	12/16/16	\$2,180,000
184 Francisco #5	04/19/13	\$1,995,000	3/2.5	\$3,500,000	10/10/17	\$2,995,000
354 Greenwich	11/19/12	\$2,000,000 (**)	2/2	\$2,895,000	06/15/17	\$3,050,000
1360 Mont. #11	06/04/97	\$935,000 (**)	N/A	N/A (*)	04/28/17	\$3,350,000 (**)
175 Francisco #20	01/23/96	\$1,050,000 (**)	5/5.5	\$7,495,000	04/20/17	\$4,550,000

The 2017 Schindler Report covers the period from 11/30/2016 - 11/30/2017.

# 2017 Luxury Condo/Co-op/TIC Sales Summary: \$1.5MM and Greater

Presidio Heights						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
440 Locust	11/21/14	\$1,525,000	2/2.5	\$1,680,000	02/17/17	\$1,625,000
434 Laurel	07/09/13	\$1,325,000	2/2	\$1,499,000	06/08/17	\$1,860,000
333 Cherry	02/29/08	\$1,375,000	3/2	\$2,195,000	07/10/17	\$1,900,000
432 Laurel	08/22/16	\$1,710,000	2/2	\$1,699,000	08/23/17	\$1,910,000
3583 Sacramento	08/30/13	\$1,399,000	3/2	\$1,799,000	05/04/17	\$1,960,000
3823 Clay	05/30/97	\$580,000	3/2	\$1,750,000	11/14/17	\$1,980,000
436-A Laurel	08/16/13	\$1,349,000	3/3	\$1,995,000(*)	08/25/17	\$1,995,000(**)
3233 Jackson #2	03/15/13	\$1,525,000	2/2	\$2,299,000	05/09/17	\$2,110,000(**)
3439 Sacto #402	05/11/01	\$1,700,000	3/2	\$2,498,000	12/05/16	\$2,246,000
3469 Jackson	08/11/14	\$1,990,000	3/2	\$2,249,000	10/23/17	\$2,249,000
345 Locust #2	08/04/15	\$2,300,000	3/2	\$2,250,000	07/17/17	\$2,400,000
3316 Calif #3	12/11/15	\$1,865,000	4/3	\$1,995,000	05/02/17	\$2,400,000
3993 Washington	02/25/16	\$2,700,000	2/2.5	\$2,750,000	02/22/17	\$2,650,000
3369 Jackson	12/17/97	\$1,450,000(**)	3/3	\$2,198,000	12/22/16	\$3,100,000
3953 Washington	06/08/12	\$2,687,500	4/3	\$3,195,000(*)	03/09/17	\$3,600,000(**)
3439 Sacto #403	01/13/12	\$3,000,000(**)	3/3.5	\$3,695,000	04/11/17	\$4,000,000

Cow Hollow						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
2856 Scott #1	10/25/00	\$800,000(**)	1/1	\$1,450,000(*)	01/31/17	\$1,515,000(**)
2816 Baker	04/28/98	\$605,000	2/2	\$1,628,000	06/06/17	\$1,750,000
2440 Green	N/A	N/A	N/A	N/A	07/14/17	\$1,750,000(**)
2839 Pierce #3	08/23/96	\$432,000	2/2	\$1,550,000	02/02/17	\$1,779,000
2743 Gough #2	04/23/13	\$1,310,000	3/2	\$1,695,000	07/11/17	\$1,810,000
2792 Filbert	07/13/10	\$1,370,000	2/2	\$1,995,000	02/22/17	\$1,817,000(**)
2368 Union	07/03/12	\$1,262,000	3/3	\$1,850,000(*)	02/17/17	\$1,875,000(**)
2830 Pierce	07/30/04	\$965,000	3/2	\$1,875,000	06/02/17	\$1,900,000(**)
2827 Pierce	07/13/01	\$1,035,000	3/3	\$1,795,000	02/15/17	\$1,990,000
2829 Laguna	06/30/04	\$1,170,000	3/2	\$1,848,000	07/21/17	\$2,125,000
1501 Grnwch #501	05/23/08	\$1,815,000(**)	3/2.5	\$1,895,000	04/13/17	\$2,150,000
2963 Laguna	08/06/04	\$1,180,000	3/2	N/A(*)	10/31/17	\$2,270,000(**)
2721 Franklin	N/A	N/A	3/2.5	\$2,395,000	11/13/17	\$2,395,000
2756 Baker	05/23/11	\$1,100,000(**)	2/2.5	\$2,495,000	08/31/17	\$2,650,000
2719 Franklin	N/A	N/A	4/3.5	\$2,695,000	11/22/17	\$2,685,000
3038 Steiner	06/18/13	\$2,015,000	3/2.5	\$2,495,000	07/07/17	\$2,750,000
1861 Filbert	06/22/99	\$775,000(#)	4/3.5	\$3,215,000	12/29/16	\$2,880,000
1662 Union	10/15/14	\$2,750,000(**)	3/3	\$3,500,000	07/28/17	\$3,225,000

Marina						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
2153 N.Point #2153	N/A	N/A	2/2	\$1,295,000	08/18/17	\$1,528,000
3208 Pierce #101	06/21/07	\$1,250,000	2/2.5	\$1,600,000(*)	07/10/17	\$1,580,000
2444 Chestnut	02/24/06	\$1,109,000(**)	2/1	\$1,595,000(*)	07/17/17	\$1,595,000(**)
3044 Franklin #202	04/22/08	\$1,110,000	3/2	\$1,399,000	07/24/17	\$1,600,000
2522 Chestnut	06/19/09	\$1,030,000	2/1	\$1,595,000	05/05/17	\$1,645,000
2272 Bay	09/27/05	\$1,300,000	2/2	\$1,575,000	11/06/17	\$1,650,000
228 Mallorca Way	06/16/09	\$1,170,000	3/2	\$1,768,000	08/21/17	\$1,678,000
3044 Franklin #201	03/06/80	\$200,000(**)	3/2	\$1,375,000	07/21/17	\$1,690,000
2263 Francisco	03/08/13	\$1,060,000(**)	2/2	\$1,700,000(*)	10/27/17	\$1,700,000(**)
3234 Divisadero	N/A	N/A	3/2	\$1,695,000	12/23/16	\$1,710,000(##)
3623 Webster	04/27/07	\$1,312,500	2/1.5	\$1,675,000	11/22/17	\$1,710,000
3622 Broderick #1	10/24/05	\$1,500,000	3/2	\$1,795,000	07/06/17	\$1,720,000
1500 Francisco #11	04/01/14	\$1,625,000	3/2	\$1,725,000	02/17/17	\$1,725,000
2165 Beach #5	07/23/14	\$1,370,000	2/2	\$1,750,000(*)	08/10/17	\$1,750,000(**)
3044 Franklin #302	09/22/09	\$980,000	3/2	\$1,595,000	11/17/17	\$1,750,000
2171 Bay #2	04/26/06	\$1,452,000	3/2	\$1,895,000	06/28/17	\$1,800,000
220 Mallorca Way	07/31/02	\$1,050,000(**)	2/2	\$1,698,000	05/24/17	\$1,800,000
1570 Chestnut	06/10/14	\$1,500,000(**)	2/1	\$1,800,000(*)	02/22/17	\$1,824,933
212 Mallorca Way	11/23/15	\$1,650,000	2/1.5	\$1,725,000	03/09/17	\$1,825,000
1307 Bay #2	04/04/06	\$1,142,500	3/2	\$1,895,000	12/06/16	\$1,830,000
3542 Broderick	11/21/13	\$1,200,000	3/2	\$1,675,000(*)	05/26/17	\$1,840,000(**)
3653 Buchanan #1	08/18/06	\$1,390,000	3/2	\$1,769,000	08/30/17	\$1,900,000
2023 Jefferson	N/A	N/A	2/2	\$1,749,000	03/01/17	\$1,920,000
2147 Bay	N/A	N/A	2/2	\$1,995,000	09/21/17	\$1,950,000
1345 Francisco	06/10/05	\$1,201,000	2/1.5	\$1,695,000	11/15/17	\$1,955,000
49 Cervantes	09/12/08	\$1,755,000	3/3	\$1,925,000(*)	01/17/17	\$1,974,000(**)(##)
2046 Jefferson	N/A	N/A	3/3	\$1,995,000	11/30/16	\$1,995,000
1782 Beach	07/18/03	\$801,000	2/1.5	\$1,775,000	08/16/17	\$2,000,000
64 Cervantes Blvd	N/A	N/A	2/1.5	\$1,749,000	08/25/17	\$2,000,000
1361 Francisco	10/02/07	\$1,401,000	3/2	\$1,895,000	11/27/17	\$2,000,000
1330 Chestnut	05/07/13	\$1,565,000	3/2.5	\$1,795,000	08/30/17	\$2,025,000
1431 Jefferson	10/26/12	\$1,628,000	2/2	\$2,149,000	05/30/17	\$2,080,000
3419 Scott	N/A	N/A	3/3	\$2,200,000(*)	12/02/16	\$2,200,000(**)
3236 Divisadero	N/A	N/A	3/2.5	\$2,295,000	02/24/17	\$2,291,000
3032 Franklin	N/A	N/A	3/2.5	\$2,200,000(*)	02/16/17	\$2,400,000(**)
2136 Beach	12/24/07	\$1,806,500	3/2.5	\$2,595,000	12/28/16	\$2,575,000
1754 Bay	N/A	N/A	3/3.5	\$2,450,000	09/22/17	\$2,850,000
2330 Francisco	08/25/14	\$2,500,100	3/2.5	\$2,695,000	02/24/17	\$2,875,000
1962 Jefferson	08/26/08	\$1,945,000	4/3.5	\$2,998,000(*)	05/26/17	\$3,220,000(**)
3532 Webster	N/A	N/A	4/3	\$3,495,000	08/31/17	\$3,322,222
1661 Beach	N/A	N/A	4/3	\$3,195,000	10/31/17	\$3,400,000

(\*) Non- or Pre-MLS List Price.

(\*\*) Private Sale, not on MLS or entered into MLS after the sale "for comparable sale purposes."

(#) Non-Disclosed Sale Price - The price reported is the "last list price."

(##) City-recorded sale price is less than price reported here because buyer separately paid all or partial commission and/or transfer tax, or there was a credit to buyer.

N/A Data not available.

# 2017 Luxury Condo/Co-op/TIC Sales Summary: \$1.5MM and Greater

Nob Hill						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
1601 Pacific #201	09/08/14	\$1,300,000	2/2	\$1,395,000	07/11/17	\$1,500,000
15-19 Wetmore #15	N/A	N/A	3/2	\$1,699,000	02/02/17	\$1,525,000
1555-A Sac'to	10/21/10	\$865,500 (#)	2/1	\$1,279,000	10/27/27	\$1,550,000
1788 Clay #508	03/14/14	\$1,195,000 (**)	2/2	\$1,675,000	05/15/17	\$1,559,000
1788 Clay #708	N/A	N/A	2/2	\$1,595,000	10/12/17	\$1,559,000
1250 Jones #1103	05/29/03	\$450,000 (**)	1/1	\$1,750,000	05/12/17	\$1,570,000
10 Miller #1801	06/12/13	\$1,259,000 (**)	2/2	\$1,680,000	12/02/16	\$1,665,000
1788 Clay #804	05/05/14	\$1,510,000	2/2	\$1,850,000	07/14/17	\$1,680,000
1601 Pacific #402	02/23/15	\$1,465,000	2/2.5	\$1,399,000	07/07/17	\$1,680,000
1177 Calif #724	03/09/07	\$1,275,000	2/2	\$1,795,000	11/15/17	\$1,740,000
1563 Clay	10/13/06	\$1,200,000	3/2	\$1,749,000	07/24/17	\$1,760,000
1100 Sac'to #104	N/A	N/A	2/2	\$2,195,000	01/03/17	\$1,775,000
1101 Pacific #501	03/21/00	\$1,144,250	3/2	\$1,895,000	12/22/16	\$1,775,000
1333 Jones #1102	05/09/08	\$1,525,000	1/2	\$1,699,000	04/25/17	\$1,775,000
1340 Broadway	N/A	N/A	3/2	\$1,595,000	03/21/17	\$1,790,000
1220 Jones #301	02/20/03	\$811,500	2/2	N/A	10/23/17	\$1,895,000 (**)
1200 Calif #4C	N/A	N/A	3/3	\$2,495,000	05/04/17	\$1,900,000
1177 Calif #1431	11/21/14	\$1,657,500	2/2.5	\$2,295,000	06/01/17	\$1,900,000
1200 Calif #21A	12/21/12	\$1,545,000	1/1	\$1,995,000	09/13/17	\$1,920,000
1190 Sac'to #3	03/12/10	\$1,325,000	2/2	\$2,295,000	05/31/17	\$1,950,000
1314 Taylor	N/A	N/A	3/3.5	\$2,195,000	05/09/17	\$1,995,000
1333 Jones #1404	11/22/11	\$1,200,000	1/2	\$2,095,000 (*)	06/28/17	\$2,095,000 (**)
1177 Calif #824	08/20/02	\$1,048,000	2/2	\$1,995,000 (*)	08/15/17	\$2,100,000 (**)
1177 Calif #1618	11/20/07	\$1,435,000	2/2	\$2,295,000	10/27/17	\$2,100,000
1308 California	10/30/13	\$1,270,000	3/2	\$2,049,000	03/31/17	\$2,150,000
1430 Jackson	11/30/10	\$1,399,000	4/2.5	\$2,395,000	08/14/17	\$2,250,000
1200 Calif #12A	03/30/07	\$1,100,100 (**)	1/2	\$2,400,000	04/18/17	\$2,375,000
1200 Calif #18D	10/19/94	\$605,000	2/2	\$2,195,000	06/22/17	\$2,500,000
30 Miller Pl #1	10/08/13	\$1,615,000 (#)	2/2	\$2,250,000	05/05/17	\$2,550,000
1170 Sac'to #3B	11/18/04	\$1,350,000	2/3	N/A	12/20/16	\$2,700,000 (**)
1170 Sac'to #4A	N/A	N/A	2/2.5	\$2,850,000 (*)	01/04/17	\$2,720,000 (**)
1645 Pacific #4G	07/08/14	\$2,220,000 (**)	2/2	\$2,825,000 (*)	05/25/17	\$2,750,000 (**)
1333 Jones #1501	12/15/06	\$1,626,000 (**)(#)	2/2	\$2,995,000	09/29/17	\$2,800,000
1170 Sac'to #14A	07/24/68	\$78,500 (**)	2/2.5	\$2,995,000	11/01/17	\$3,000,000
1200 Calif #8D	10/22/10	\$1,300,000	2/2	\$2,995,000	03/13/17	\$3,055,000
900 N. Pt #D228	N/A	N/A	3/3	\$4,200,000 (*)	N/A	\$3,136,500 (**)
1200 Calif #18C	12/27/96	\$950,000	3/2.5	\$3,200,000	11/15/17	\$3,188,000
1170 Sac'to #13B	02/17/15	\$2,800,000 (**)	2/2.5	N/A	03/31/17	\$4,050,000 (**)
1170 Sac'to #9D	03/16/99	\$2,250,500	3/4	\$4,200,000 (*)	10/20/17	\$4,350,000 (**)
1100 Sac'to #802	01/06/15	\$5,100,000	3/2	\$5,995,000	03/17/17	\$5,550,000
10 Miller Pl #2400	02/02/05	\$3,700,000	3/4.5	\$9,495,000	07/20/17	\$7,100,000
1170 Sac'to #18D	04/15/04	\$3,450,000	3/5	N/A	10/18/17	\$7,110,000 (**)

North Beach, Russian Hill						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
805 Lombard	N/A	N/A	2/1	\$1,350,000	06/05/17	\$1,500,000
1000 N. Pt #708	N/A	N/A	2/2	\$1,199,000	10/10/17	\$1,505,000
600 Chestnut #105	07/16/99	\$575,000	3/2	\$1,225,000	10/25/17	\$1,510,000
650 Chestnut #402	12/20/07	\$1,049,000	3/2	\$1,395,000	09/14/17	\$1,550,000
880 Chestnut	03/20/12	\$985,000	2/1	\$1,349,000	07/12/17	\$1,550,000
1080 Chestnut #5B	08/12/15	\$1,360,000	1/1.5	\$1,750,000	06/23/17	\$1,575,000
2340 Larkin #1	04/07/14	\$1,100,000	2/1.5	\$1,349,000	08/07/17	\$1,580,000
994 Union	10/03/97	\$447,500	2/2	\$1,299,000	08/18/17	\$1,580,000
650 Chestnut #405	05/22/09	\$815,000	3/2	\$1,449,000	05/08/17	\$1,610,000
329 Bay #101	04/15/13	\$1,282,500	3/3	N/A (*)	08/24/17	\$1,650,000 (**)
2 Fallon Pl #53	05/17/07	\$1,499,000	2/2	\$1,899,000	12/05/16	\$1,650,000
1025 Lombard #3	04/29/10	\$1,200,000	2/2	\$1,595,000	07/21/17	\$1,650,000
941 Vallejo #86	05/17/07	\$1,499,000 (**)	2/2	N/A (*)	12/05/16	\$1,650,000 (**)
2063 Larkin	07/28/15	\$1,450,000	2/1	\$1,699,000 (*)	11/22/17	\$1,655,000 (**)
1150 Lombard #11	06/04/96	\$630,000	2/2	\$1,695,000	10/11/17	\$1,685,000
1277 Union	11/20/09	\$765,000	3/2	\$1,388,000	07/24/17	\$1,725,000
1050 N. Pt #1201	N/A	N/A	2/2	\$1,995,000	03/01/17	\$1,775,000
1150 Lombard #27	10/09/98	\$825,000	2/2	\$2,675,000	09/20/17	\$1,800,000
1807 Jones	12/15/15	\$1,700,000 (**)	2/2	\$1,850,000	11/09/17	\$1,800,000
909 Union	06/16/09	\$1,020,000	3/2	\$1,795,000	03/10/17	\$1,825,000
1178 Greenwich	09/05/01	\$780,000	2/2.5	\$1,895,000	06/22/17	\$1,825,000
1169 Filbert	09/16/11	\$1,035,000	2/2	\$1,695,000	03/10/17	\$1,875,000
1370 Green	12/08/93	\$498,999 (#)	3/2	\$1,999,000	10/03/17	\$1,900,000
870 N. Point #102	01/20/05	\$1,100,000 (**)	3/2	\$1,899,000	04/11/17	\$1,932,000
999 Green #1801	12/02/97	\$699,500	2/2	\$2,100,000	10/20/17	\$1,950,000
2040 Leavenworth	N/A	N/A	3/2.5	\$1,995,000	05/03/17	\$1,995,000
445 Francisco #601	04/19/16	\$1,715,000 (**)	2/2	\$1,995,000	07/24/17	\$1,995,000
900 N. Point #409	N/A	N/A	2/2	\$2,000,000	03/29/17	\$2,000,000
1067 Lombard #2	12/30/88	\$530,000 (**)	2/2	\$2,295,000	06/01/17	\$2,068,000
999 Green #1504	08/24/06	\$1,700,000	2/2	\$2,250,000 (*)	03/29/17	\$2,100,000 (**)
870 N. Point #202	05/27/98	\$870,000	3/2	\$2,295,000	03/02/17	\$2,118,000
2111 Hyde #500	N/A	N/A	3/2.5	\$2,395,000	06/15/17	\$2,200,000
1438 Green #8C	11/30/04	\$1,299,000	3/2	\$1,849,510	08/15/17	\$2,220,000
1826 Mason	10/07/16	\$1,305,000	2/2.5	\$1,995,000	07/07/17	\$2,300,000
999 Green #2404	03/15/89	\$585,000 (**)	2/2	\$2,350,000 (*)	03/13/17	\$2,350,000 (**)
999 Green #1901	09/27/02	\$1,200,000	2/2	\$2,300,000	06/23/17	\$2,350,000
2444 Leavenworth	03/27/15	\$1,800,000	3/2.5	\$2,448,000	12/29/16	\$2,500,000
8 Russian Hill Pl #3	06/06/03	N/A	2/2	\$2,100,000	04/21/17	\$2,500,000
1150 Lombard #30	09/12/08	\$1,675,000	2/2	\$2,595,000	05/01/17	\$2,500,000 (**)
999 Green #1704	08/15/14	\$2,400,000	2/2	\$2,850,000	03/13/17	\$2,595,000

The 2017 Schindler Report covers the period from 11/30/2016 - 11/30/2017.

# 2017 Luxury Condo/Co-op/TIC Sales Summary: \$1.5MM and Greater

North Beach, Russian Hill						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
1150 Lombard #26	01/24/11	\$1,000,000(**)	2/2	\$2,495,000	03/31/17	\$2,663,000
2423 Larkin	03/17/14	\$2,225,000	2/3	\$2,699,000	10/17/17	\$2,735,000
2390 Hyde #2	08/30/94	\$615,000	3/2	\$2,995,000	11/21/17	\$2,780,000(##)
1150 Lombard #8	07/15/91	\$1,150,000(**)	4/4	\$3,995,000	05/19/17	\$2,925,000(##)
1080 Chestnut #1A	N/A	N/A	2/2	\$3,100,000	02/02/17	\$3,000,000
947 Green #3	N/A	N/A	3/3	\$3,890,000(*)	05/18/17	\$3,000,000
1050 N. Pt #1502	N/A	N/A	2/3	\$3,350,000	06/02/17	\$3,295,000
999 Green #2604	02/21/14	\$2,900,000(**)	2/2	\$3,300,000	09/26/17	\$3,300,000
2129 Leavenworth	10/16/12	\$2,600,000(**)	3/2.5	\$2,995,000	06/02/17	\$3,425,000
1080 Chestnut #3C	07/20/07	\$1,400,000(**)	2/2	\$3,400,000	12/20/16	\$3,450,000
1070 Green #1402	12/31/15	\$2,600,000	2/2.5	\$3,950,000	01/03/17	\$3,550,000(**)
10 Southard Pl #1	12/16/05	\$2,000,000	3/2.5	\$3,495,000	02/06/17	\$3,595,000
1855 Jones	07/24/14	\$2,650,000	4/3	\$3,595,000	04/13/17	\$3,700,000
1338 Filbert #C	06/28/07	\$375,000	3/3.5	\$4,099,000	10/31/17	\$3,810,000
1050 N. Pt #1502/3A	N/A	N/A	2/3	\$4,000,000(*)	06/02/17	\$4,000,000(**)
999 Green #3104	02/08/02	\$1,800,000	2/2.5	\$4,350,000(*)	06/14/17	\$4,350,000(**)
2322 Hyde	11/14/86	\$1,417,000(**)	3/3.5	\$5,650,000	05/22/17	\$5,650,000
1100 Union #701	02/28/14	\$4,200,000(**)	3/3	\$6,500,000	11/30/17	\$5,840,205
955 Green #3	04/02/04	\$3,900,000(**)	3/4.5	\$7,950,000	02/15/17	\$6,600,000(**)
999 Green #2801	03/06/92	\$1,550,000(**)	2/3	\$6,850,000	03/07/17	\$6,848,000
1750 Taylor #805	01/31/14	\$4,600,000	4/4.5	\$8,600,000	05/15/17	\$7,075,000
1070 Green #1501	05/15/15	\$6,875,000	3/3.5	\$7,425,000	05/03/17	\$7,500,000
1090 Chestnut #6	04/12/13	\$6,200,000	3/3.5	\$8,900,000	12/09/16	\$8,825,000

Jordan Park / Laurel Heights						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
42 Collins	N/A	N/A	2/2	\$1,650,000	11/06/17	\$1,877,000
117 Palm	04/22/14	\$600,000	4/3.5	\$1,995,000	12/14/16	\$1,995,000
52 Palm	06/19/12	\$1,600,000	3/2	\$2,395,000	01/20/17	\$2,300,000
32 Collins #101	06/05/07	\$1,610,000	3/3	\$1,995,000	08/23/17	\$2,350,000
52 Iris Ave	N/A	N/A	3/3.5	\$2,395,000	04/14/17	\$2,440,000

Lake						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
1352 Lake	07/11/14	\$1,160,000	2/1	\$1,295,000	08/23/17	\$1,520,000
507th Ave	08/30/12	\$750,000(**)	2/1	\$1,550,000(*)	12/27/16	\$1,550,000(**)
1149 Lake #101	05/05/92	\$350,000(**)	3/3	\$1,680,000	11/27/17	\$1,600,000
175 17th Ave	04/25/07	\$1,028,000	2/1	\$1,349,000	05/24/17	\$1,625,000
1447th Ave	09/10/08	\$1,195,000	3/1.5	\$1,650,000	10/19/17	\$1,800,000
956th Ave	10/03/14	\$1,359,000	3/2	\$1,749,000	06/20/17	\$1,902,000
653 Lake	10/09/12	\$1,399,500	3/2	\$1,975,000	10/17/17	\$2,275,000

Downtown, Financial District						
ADDRESS	LAST SOLD	SALE PRICE	BD/BA	LIST PRICE	DATE SOLD	SALE PRICE
690 Market #2105	09/19/07	\$2,021,000(**)	2/2	N/A(*)	05/04/17	\$1,525,000(**)
1080 Sutter #1001	12/18/15	\$1,450,000	3/2	\$1,575,000	11/14/17	\$1,550,000
611 Mason #708	06/24/94	\$345,000(**)	2/2.5	\$1,695,000	12/27/16	\$1,595,000
690 Market #1101	12/17/10	\$1,200,000(**)	2/2.5	N/A(*)	03/10/17	\$1,600,000(**)
550 Davis #43	03/18/02	\$980,000	3/2	\$1,830,000	11/07/17	\$1,610,000
690 Market #1603	09/10/09	\$1,500,000	2/2.5	\$1,785,000	04/11/17	\$1,695,000
690 Market #703	06/10/16	\$1,149,500	2/2.5	\$2,049,000	11/10/17	\$1,820,520
690 Market #903	06/10/16	\$1,163,000(**)	2/2.5	\$2,400,000	06/20/17	\$1,900,000
333 Bush #4206	12/28/88	\$658,350(**)	2/2	\$2,150,000	08/15/17	\$1,963,000
845 Mont. #H	05/11/11	\$1,300,000(**)	2/2	\$1,995,000(*)	06/30/17	\$1,995,000(**)
690 Market #1604	06/30/11	\$1,500,000(**)	3/3	\$2,500,000	10/03/17	\$2,000,000
690 Market #704	06/10/16	\$1,267,500	2/2.5	\$2,000,000	05/26/17	\$2,000,000
690 Market #904	06/10/16	\$1,284,500(**)	2/2.5	\$2,295,000	06/08/17	\$2,028,000
690 Market #1904	02/13/15	\$2,700,000	3/3	\$2,898,000	06/12/17	\$2,250,000
640 Davis #19	03/05/13	\$1,700,000	3/3	\$2,600,000	01/25/17	\$2,250,000
733 Front #707	09/08/15	\$2,400,000	2/2.5	\$2,400,000(*)	10/24/17	\$2,400,000(**)
849 Mason #2	02/10/95	\$441,000	3/3	\$2,795,000	07/25/27	\$2,415,000
690 Market #902	06/10/16	\$1,679,000(**)	2/3	\$3,300,000	11/10/17	\$2,500,000
170 Pacific #4	12/27/12	\$1,895,000	3/3	\$2,950,000	11/07/17	\$2,532,500
690 Market #702	06/10/16	\$1,658,500	3/3	\$2,795,000	11/10/07	\$2,571,280
550 Davis #26	12/02/14	\$3,000,000	4/3	\$3,100,000	11/03/17	\$2,638,300
550 Davis #13	11/08/12	\$2,150,000	3/3	\$3,280,000	02/03/17	\$2,950,000
733 Front #601	06/04/15	\$2,650,000(**)	2/2.5	\$3,000,000(*)	10/24/17	\$3,000,000(**)
733 Front #701	10/27/15	\$3,200,000(**)	2/2.5	\$3,400,000(*)	09/29/17	\$3,400,000(**)
550 Davis #20	09/30/05	\$1,900,000	3/2.5	\$4,500,000	10/31/17	\$3,425,000

(\*) Non- or Pre-MLS List Price.

(\*\*) Private Sale, not on MLS or entered into MLS after the sale "for comparable sale purposes."

(#) Non-Disclosed Sale Price - The price reported is the "last list price."

(##) City-recorded sale price is less than price reported here because buyer separately paid all or partial commission and/or transfer tax, or there was a credit to buyer.

N/A Data not available.

**Sotheby's**  
INTERNATIONAL REALTY

The 2017 Schindler Report



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