



Peninsula Residential

Development Market Report — November 2008

The overall Peninsula residential market weakened during the third quarter along with the Bay Area housing market. Although prices slipped significantly in the past several months, they are only down 13.6 percent year-to-date versus the same time period in 2007. This compares favorably to a 22.8 percent Bay Area wide price decline and 32.7 percent price decline in Contra Costa County, as reported by DataQuick.

Condominium resale transactions also decreased by 28 percent so far this year compared to last year, but the third quarter recorded the highest total of 2008 with 305 units sold. There were 282 and 224 units sold in the previous two quarters. Given the current economic, financing and housing market conditions, there are certainly challenges ahead that will take time to sort out. The average number of days a condominium remains on the market has doubled from about 50 days in 2007 to 75 days in 2008. The increased market time is indicative of greater competition seller's currently face and rising inventory levels of unsold homes. There are over 550 condominium units currently on the market, which represents seven months' supply.

The new condominium development and sales market is feeling the effects of the overall housing and economic slowdown. At the current time, there are 11 projects containing 1,067 units that are offering homes for sale. Approximately 42 percent have been sold or are under contract to be sold. That leaves a standing inventory of 617 units, 317 of which are still under construction. There are an additional 561 units under construction with scheduled deliveries in 2009 and 2010 that have not yet been offered for sale.

Overall, the new condominium development sales market is challenged. Just like the resale market, it's currently facing low sale rates, softening prices and a difficult financing environment. Fortunately, new home inventory remains at manageable levels.

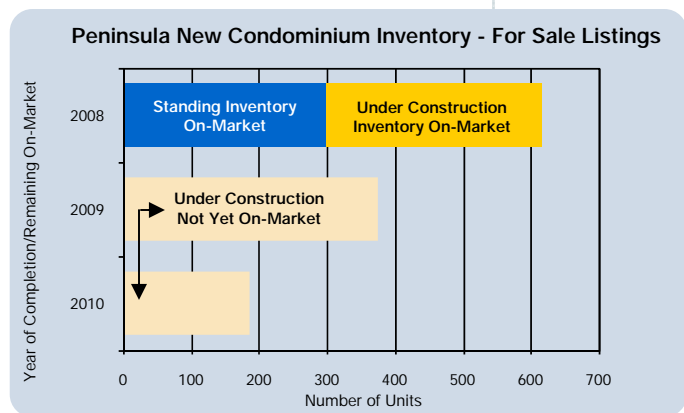
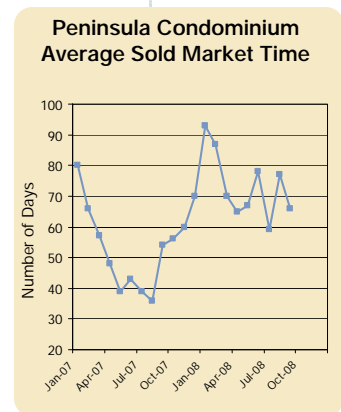
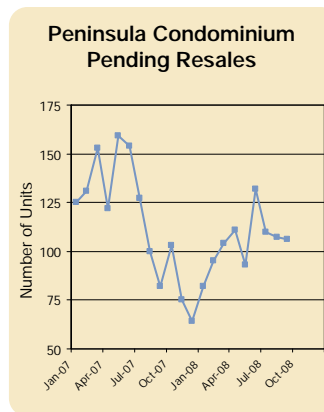
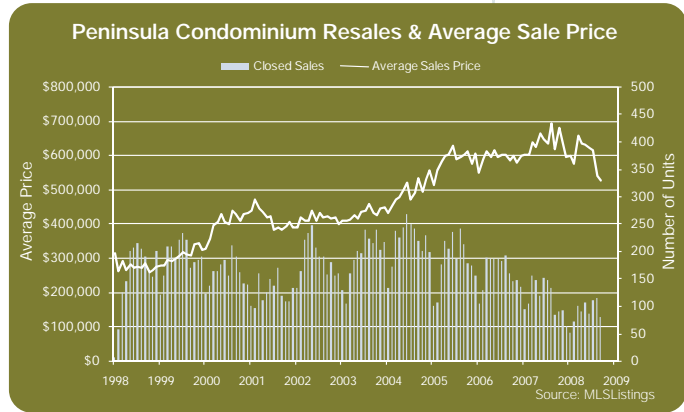


Table of Contents

CONTENTS

MARKET OVERVIEW	1
NEW DEVELOPMENTS	
—CURRENTLY SELLING	5
—UNDER CONSTRUCTION	17
—MAJOR FUTURE PROJECTS	22
SOLD OUT COMMUNITIES	23
RESALE COMPARABLES	26
DEVELOPMENT PIPELINE	30
ABOUT POLARIS GROUP	33
DISCLAIMER	36

Peninsula Residential
report covers San Mateo
County and the City of
Palo Alto.

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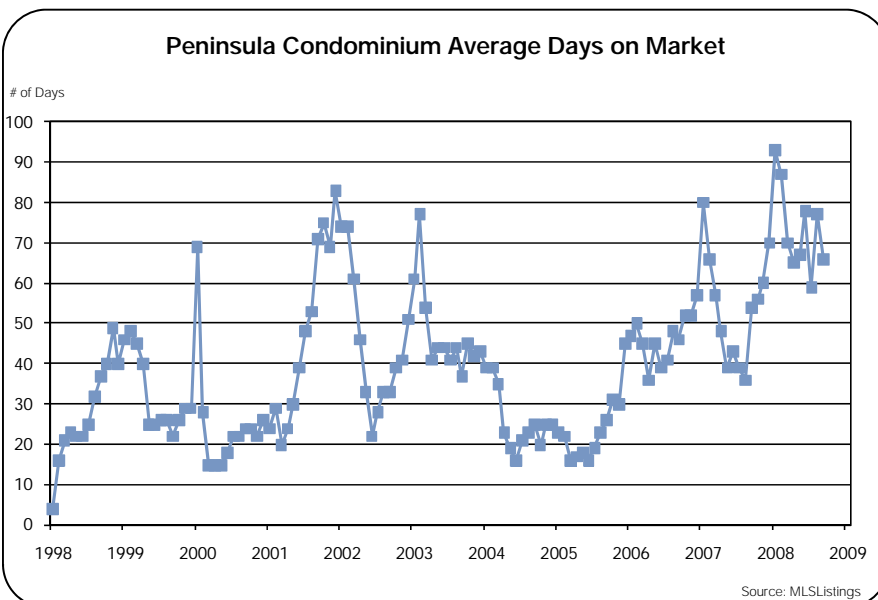
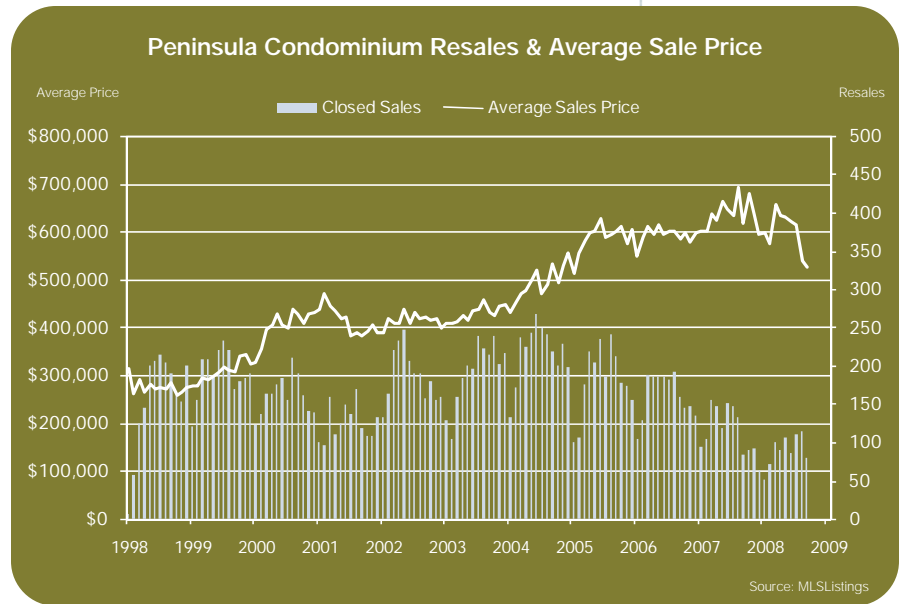
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NOVEMBER 2008
MARKET REPORT



RESALE MARKET TRENDS

The overall Peninsula residential market weakened during the third quarter along with the Bay Area housing market. Although prices slipped significantly in the past several months, they are only down 13.6 percent year-to-date versus the same time period in 2007. This compares favorably to a 22.8 percent Bay Area wide price decline and 32.7 percent price decline in Contra Costa County, as reported by DataQuick.

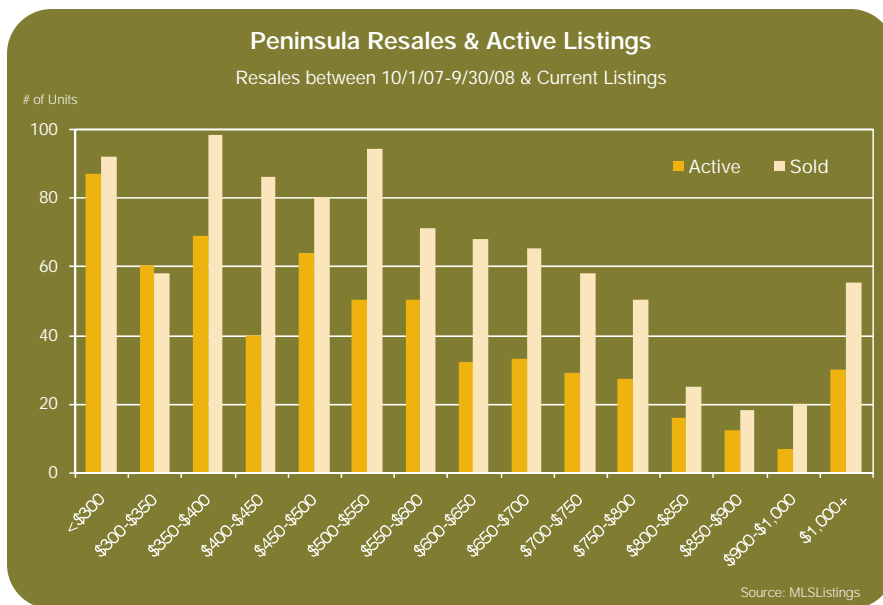
Condominium resale transactions also decreased by 28 percent so far this year compared to last year, but the third quarter recorded the highest total of 2008 with 305 units sold. There were 282 and 224 units sold in the previous two quarters. Given the current economic, financing and housing market conditions, there are certainly challenges ahead that will take time to sort out. The average number of days a condominium remains on the market has doubled from about 50 days in 2007 to 75 days in 2008. The increased market time is indicative of greater competition seller's currently face and rising inventory levels of unsold homes.



STATISTICAL MARKET ANALYSIS

Resale & Listing Activity

Peninsula (San Mateo County + Palo Alto) condominium resale activity for the past 12 months, by price range, shows that 54 percent (508 units) of the 938 units sold were priced under \$550,000. A total of 33 percent (312 units) were sold between \$550,000 and \$800,000; and 13 percent (118 units) sold at or above \$800,000. Condominiums currently listed for sale follow a similar pattern - 606 units are currently on the market.



Months of Inventory

The combination of sales and listing activity into one statistic, called "months of inventory remaining", results in a good measure of relative market strength. This statistic can be analyzed by property type, geographical area or price range. Months of inventory remaining is calculated by dividing current inventory, or the number of units listed for sale, by the average number of sales per month. Generally accepted benchmarks for the inventory remaining measure are as follows (6 months can be considered the dividing line between a sellers and buyers market): 0-4 months corresponds to a tight market, 5-7 months to a market in good supply-demand balance, 8-12 months to a market on the soft side and above 13 months to a very soft market. Typically, this statistic lags during the early stages of changing market conditions.

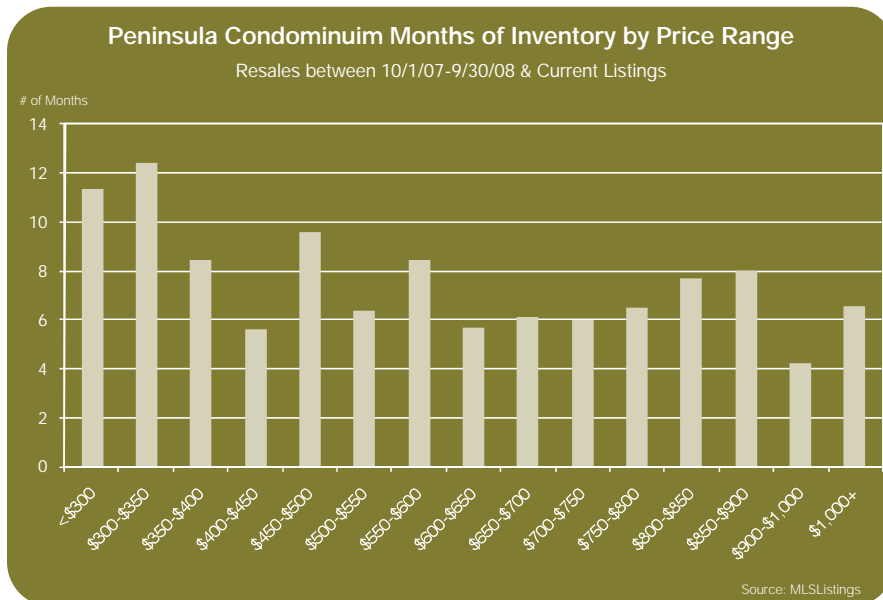
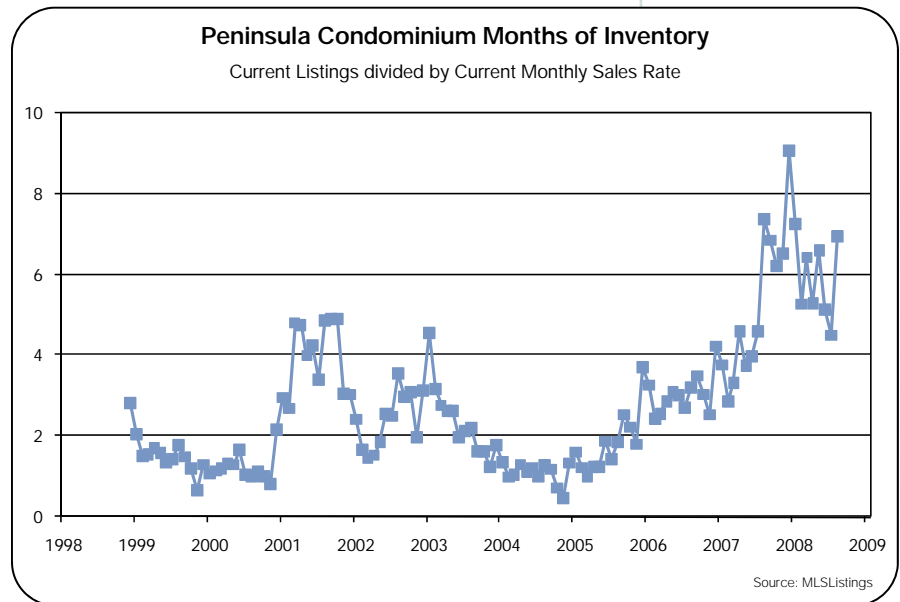


Market Overview

Months of Inventory

As seen below, inventory levels have steadily risen over the past several years. The number of months of inventory has nearly tripled from a tight supply of about two months to more balanced conditions in the six to seven months range.

By price range, the current level of inventory is surprisingly highest in the lower price ranges. There's an average of 9.3 months of supply for condominiums priced below \$500,000. Between \$500,000 and \$800,000, inventory levels are balanced at about 6.5 months. Above that price range, inventory varies at about 8.0 months between \$800,000 and \$900,000 and 6.0 months above \$1,000,000.

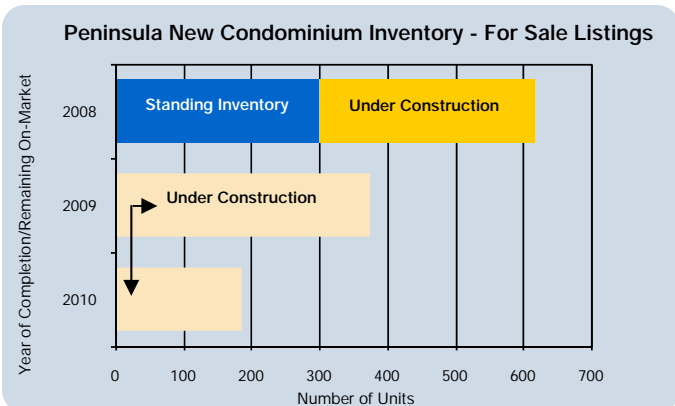
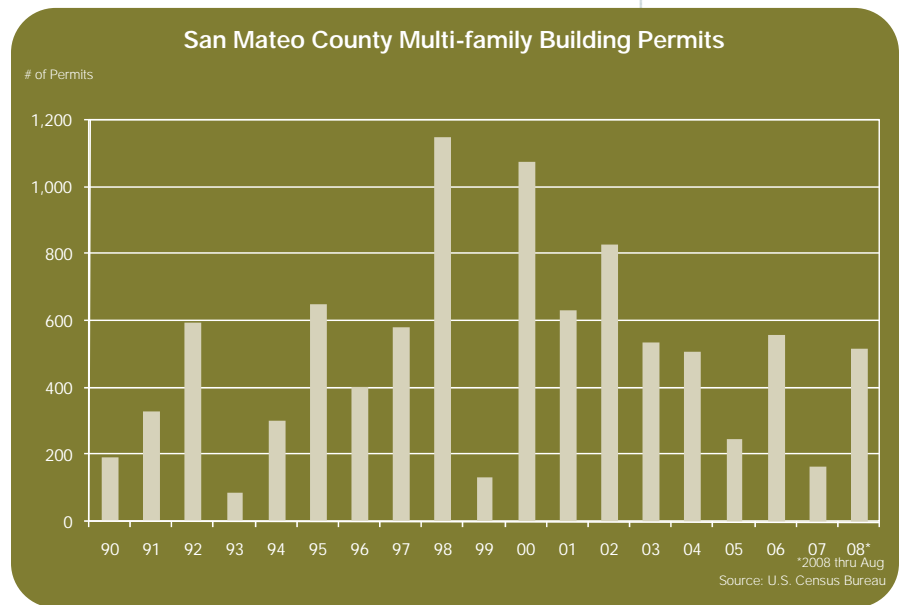


NEW DEVELOPMENT TRENDS

The number of new multi-family units authorized for construction began to move higher during the mid-1990's after several years of very low levels. The cyclical peak appears to have been reached in 2002. Thereafter, the amount of new units permitted declined, but remain at relatively healthy levels. There have been 518 new multi-family units authorized thus far in 2008.

The new condominium development and sales market is feeling the effects of the overall housing and economic slowdown. At the current time, there are 11 projects containing 1,067 units that are offering homes for sale. Approximately 42 percent have been sold or are under contract to be sold. That leaves a standing inventory of 617 units, 317 of which are still under construction. There are an additional 561 units under construction with scheduled deliveries in 2009 and 2010 that have not yet been offered for sale.

Overall, the new condominium development sales market is challenged. Just like the resale market, it's currently facing low sale rates, softening prices and a difficult financing environment. Fortunately, new home inventory remains at manageable levels.



New Developments Currently Selling

Project Name/Address	City	Developer	# of Units
COMPLETED PROJECTS			
South City Lights - 2200-2600 Gellert Blvd	South San Francisco	Watt Comunities	280
88 South Broadway	Millbrae	Alliance Development Group	104
Landmark Plaza - 88 Hillside Blvd	Daly City	CHS Group	95
Vantage - 928 E. Meadow Dr	Palo Alto	Warmington Homes	76
Versailles - 10 Crystal Springs Rd	San Mateo	Baner Financial Interests	60
Stonegate - 20 Madison Ave	San Mateo	Syme Properties	45
Park Bayshore - 801-841 S. Bayshore Blvd	San Mateo	Barry Swenson Builder	21
Totals			681

UNDER CONSTRUCTION PROJECTS

Park Broadway - 1301 Broadway	Millbrae	Silverstone Communities	109
Altaire - 901 San Antonio Rd	Palo Alto	Regis Homes	103
Park Station - 1410 El Camino Real	South San Francisco	SummerHill Homes	99
Echelon - 1101 E. Meadow Dr	Palo Alto	SummerHill Homes	75
Totals			386



South City Lights

2200-2600 Gellert Boulevard
South San Francisco



South City Lights is a six-building, four-story condominium community. The residences are located on a hillside along Gellert Boulevard and overlook the San Bruno Mountains and San Francisco Bay. Home features include nine-foot ceilings throughout the main living areas, stainless steel appliances, granite slab counters and tub surrounds in master baths, ceramic tile floors in baths and walk-in closets.

PROJECT INFORMATION

Developer:	Watt Communities	
Total Units:	280 (67 BMR)	
Construction Schedule:	Start Date	Jul-06
	Completion	Dec-08
Parking Stalls:	1-stall for 1-br/2-stalls for 2-3-br	
HOA Dues:	Monthly Avg	\$325-\$400

PROJECT SALES STATUS

Date on Market:	Jan-06
Number of Units In-Contract:	25
Number of Units Closed:	178
Closing Date Range:	Nov-06 - Oct-08
Average Monthly Absorption:	5.8

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
1-Bedroom/1-Bath	48	828 - 828	\$535,000 - \$556,000	\$646 - \$671
2-Bedroom/2-Bath	140	1,026 - 1,182	\$585,000 - \$775,000	\$570 - \$656
3-Bedroom/2-Bath	92	1,237 - 1,290	\$659,000 - \$718,000	\$533 - \$557

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
1-Bedroom/1-Bath	37	828 - 828	828	\$424,000 - \$544,000	\$501,679	\$512 - \$657	\$606
2-Bedroom/2-Bath	81	1,026 - 1,182	1,077	\$448,500 - \$710,000	\$599,008	\$437 - \$638	\$556
3-Bedroom/2-Bath	60	1,237 - 1,290	1,289	\$508,000 - \$760,000	\$658,645	\$394 - \$589	\$511

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
1-Bedroom Averages	2	828	\$442,900	\$535			78
2-Bedroom Averages	2	1,054	\$557,400	\$528			74
3-Bedroom Averages	3	1,230	\$548,000	\$446			175
Contingent/Pending Listings							
1-Bedroom Averages	1	828	\$399,800	\$483			10
2-Bedroom Averages	1	1,082	\$579,800	\$536			338
Sold Listings							
1-Bedroom Averages	2	927	\$546,500	\$594	\$517,000	\$562	115
2-Bedroom Averages	2	1,054	\$618,400	\$586	\$565,000	\$536	97
3-Bedroom Averages	2	1,310	\$641,950	\$489	\$622,500	\$474	83

COMMENTS: Buildings 4-6 are built and sold out. Buildings 2 and 3 are built and currently selling. Building 1 is under construction and not yet selling.

Amenities:

- Waterfall at entrance, common area landscaping and patios
- Barbeque area
- Fully equipped clubhouse, recreation and fitness center
- Tot lot
- BART shuttle



88 South Broadway

88 South Broadway
Millbrae



88 South Broadway is located near Burlingame Plaza, theaters, retail centers, BART and Caltrain. The project features seven different two-bedroom floor plan designs. Homes include high ceilings, large terraces, granite counters and hardwood and tile-floor finishes

PROJECT INFORMATION

Developer:	Alliance Development Group	
Total Units:	105 (10 BMR)	
Construction Schedule:	Start Date	May-06
	Completion	May-08
Parking Stalls:	230 (+ 16 stalls for commercial)	
HOA Dues:	Monthly Avg	\$400-\$600

PROJECT SALES STATUS

Date on Market:	Mar-07
Number of Units In-Contract:	17
Number of Units Closed:	79
Closing Date Range:	May-07 - Oct-08
Average Monthly Absorption:	4.6

Amenities:

- Fitness center
- Social room
- Terraces

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
2-Bedroom/2 Bath	81	764 - 1,890	\$799,000 - \$1,025,000	\$542 - \$1,046
2-Bedroom/2 Bath+Der	24	1,367 - 1,602	\$700,000 - \$1,300,000	\$512 - \$811

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
2-Bedroom/2-Bath	58	1,241 - 1,890	1,463	\$750,000 - \$1,442,500	\$942,927	\$399 - \$1,038	\$644
2-Bedroom/2 Bath+Der	21	1,367 - 1,568	1,404	\$695,000 - \$1,120,000	\$933,738	\$508 - \$800	\$665

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
2-Bedroom Averages	4	1,378	\$934,250	\$673			82
Contingent/Pending Listings							
2-Bedroom Averages					-	-	
Sold Listings							
2-Bedroom Averages	2	1,320	\$890,000	\$671	\$890,000	\$671	14

COMMENTS:



Landmark Plaza

88 Hillside Boulevard
Daly City



The Landmark Plaza is a two phase, \$38 million, mixed use development located on Mission Street and Hillside Boulevard. Phase I includes 42 town homes and 53 lofts. Phase II is comprised of a seven-story office building and a triangle-shaped plaza on the northern strip of the site. The project is part of a larger mixed-use development that includes the Daly City public library and War Memorial.

PROJECT INFORMATION

Developer:	CHS Group	
Total Units:	95 (14 BMR)	
Construction Schedule:	Start Date	Jan-05
	Completion	May-08
Parking Stalls:	45 (1 stall deeded/2nd stall extra cost)	
HOA Dues:	Monthly Avg	\$350-\$450

PROJECT SALES STATUS

Date on Market:	Oct-08
Number of Units In-Contract:	7
Number of Units Closed:	
Closing Date Range:	-
Average Monthly Absorption:	6.6

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
2-Bedroom/2-Bath		1,050 - 1,100	\$579,000 -	\$551 -
2-Bedroom/2-Bath+Den		-	-	-
3-Bedroom/2-Bath		1,400 - 1,700	TBD -	-
3-Bedroom/2-Bath+Den		-	-	-

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
					-	-	
Contingent/Pending Listings							
					-	-	
Sold Listings							

COMMENTS:

Amenities:

- Central courtyard
- Gym (open to the public)





Vantage is an “eco-friendly” community located in Palo Alto near Stanford University, Baylands Nature Preserve and Foothills Park. It was designed with inspiration from “California Modern” design pioneer Joseph Eichler whose projects integrated parks and community gathering areas and featured flat or low-sloping roofs, vertical siding, and spartan facades with geometric lines. The homes feature cherry kitchen cabinets, granite slab countertops, Bosch appliances and tile and carpet flooring.

PROJECT INFORMATION

Developer:	Warmington Homes		
Total Units:	76 (12 BMR)		
Construction Schedule:	Start Date	Aug-06	
	Completion	Jul-07	
Parking Stalls:	2-car garage for each home		
HOA Dues:	Monthly Avg	\$238	

PROJECT SALES STATUS

Date on Market:	Sep-06		
Number of Units In-Contract:	15		
Number of Units Closed:	55		
Closing Date Range:	Jul-07 - Oct-08		
Average Monthly Absorption:	2.6		

Amenities:

- Landscaped gardens
- Garden walking path
- Solar panels

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
2-Bedroom/2-Bath	6	1,197 - 1,197	\$799,000 - \$852,900	\$668 - \$713
3-Bedroom/2.5-Bath	26	1,556 - 1,605	\$1,039,000 - \$1,207,000	\$668 - \$752
3-Bedroom/3-Bath	44	1,218 - 1,218	-	-

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
2-Bedroom/2-Bath	3	1,197 - 1,197	1,197	\$825,000 - \$901,336	\$869,445	\$689 - \$753	\$726
3-Bedroom/2.5-Bath	14	1,556 - 1,605	1,598	\$864,500 - \$1,469,500	\$1,067,885	\$539 - \$916	\$669
3-Bedroom/3-Bath	26	1,218 - 1,218	1,218	\$800,000 - \$1,204,000	\$862,035	\$657 - \$989	\$708

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings					-	-	
Contingent/Pending Listings					-	-	
Sold Listings							





Versailles is multi-family project for seniors age 55 and over. The homes are located in downtown San Mateo and provide an array of amenities including catered meals, weekly housekeeping and linen service, eight-hour move-in assistance, 24-hour emergency call system, fitness program, and transportation to medical appointments, places of worship and shopping centers.

PROJECT INFORMATION

Developer:	Baner Financial Interests	
Total Units:	61 (6 BMR)	
Construction Schedule:	Start Date	Jan-06
	Completion	Mar-08
Parking Stalls:	1 per residence	
HOA Dues:	Monthly Avg	\$1,420-\$3,100

PROJECT SALES STATUS

Date on Market:	Nov-07
Number of Units In-Contract:	0
Number of Units Closed:	10
Closing Date Range:	Dec-06 - Oct-08
Average Monthly Absorption:	0.8

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
1-Bedroom/1-Bath	10	648 -	\$625,000 -	\$965 -
2-Bedroom/2-Bath	31	1,210 - 1,732	\$1,135,000 - \$1,705,000	\$938 - \$984
2-Bedroom/2-Bath+Den	8	1,661 - 1,739	\$1,580,000 - \$1,680,000	\$951 - \$966
2-Bedroom/2.5-Bath	8	1,566 - 1,579	\$1,425,000 - \$1,485,000	\$910 - \$940
2-Bedroom/2.5-Bath+Der	4	2,341 -	\$2,150,000 - \$2,250,000	\$918 - \$961

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
1-Bedroom/1-Bath	-	-	-	-	-	-	-
2-Bedroom/2-Bath	7	1,238 - 1,739	1,435	\$845,000 - \$1,550,000	\$1,212,857	\$683 - \$973	\$804
2-Bedroom/2-Bath+Den	-	-	-	-	-	-	-
2-Bedroom/2.5-Bath	1	1,566 - 1,566	1,566	\$1,485,000 - \$1,485,000	\$1,485,000	\$948 - \$948	\$948
2-Bedroom/2.5-Bath+Den	-	-	-	-	-	-	-

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
1-Bedroom Averages	1	648	\$625,000	\$965	-	-	34
2-Bedroom Averages	1	2,341	\$2,250,000	\$961	-	-	122
Contingent/Pending Listings							
Sold Listings							
2-Bedroom Averages	2	1,390	\$1,192,000	\$845	\$1,212,500	\$866	319

COMMENTS: Six homes in the project are now being rented.

Amenities:

- Club lounge/Rooftop deck
- Computer learning center
- Fitness center
- Library with resource center
- Great hall/theatre
- Dining room and food services





Stonegate is an infill project comprised of 40 condominium homes and five single-family homes. The homes are located near San Mateo's shops, restaurants, movie theatres and Central Park. Nearby transportation options include Caltrain, SamTrans, Highway 92, Highway 101 and Interstate 280.

PROJECT INFORMATION

Developer:	Syme Properties	
Total Units:	40 (4 BMR)	
Construction Schedule:	Start Date	
	Completion	Sep-07
Parking Stalls:	84	
HOA Dues:	Monthly Avg	\$410-\$471

PROJECT SALES STATUS

Date on Market:	Aug-07	
Number of Units In-Contract:	8	
Number of Units Closed:	19	
Closing Date Range:	Sep-07 - Oct-08	
Average Monthly Absorption:	1.7	

Amenities:

- Central courtyard with fountain
- Community room with flat screen TV
- Outdoor gas fireplace

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
1-Bedroom/1-Bath	5	731 - 755	\$459,000 - \$550,000	\$628 - \$728
2-Bedroom/2-Bath	34	898 - 1,599	\$649,000 - \$828,000	\$518 - \$723
3-Br/2.5-Bath SF Hom	1	1,476 - 1,476	\$1,498,000 - \$1,498,000	\$1,015 - \$1,015

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
1-Bedroom/1-Bath	3	731 - 770	757	\$459,000 - \$509,000	\$485,667	\$628 - \$661	\$642
2-Bedroom/2-Bath	12	898 - 1,599	1,116	\$580,000 - \$787,500	\$672,292	\$524 - \$696	\$603
3-Br/2.5-Bath SF Hom	0	-	-	-	-	-	-

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
1-Bedroom Averages	1	759	\$529,000	\$697			92
2-Bedroom Averages	5	1,208	\$714,200	\$591			184
Contingent/Pending Listings							
2-Bedroom Averages	1	1,108	\$658,000	\$594			193
Sold Listings							
1-Bedroom Averages	1	770	\$509,000	\$661	\$509,000	\$661	73
2-Bedroom Averages	2	1,191	\$748,500	\$629	\$732,000	\$615	160

COMMENTS: Prices have been reduced by approximately 10 percent as of March-08. The 5 single family homes in this project were sold out in June-08 - they are not part of the unit count.



Park Bayshore

801-841 S. Bayshore Boulevard
San Mateo



Park Bayshore is a luxury town home project located in the city of San Mateo. The homes features shaker-wood cabinetry, stainless steel appliances and granite countertops.

PROJECT INFORMATION

Developer:	Barry Swensen Builder	
Total Units:	21 (2 BMR)	
Construction Schedule:	Start Date	May-07
	Completion	May-08
Parking Stalls:	2-car garage (2-br tandem/3-br side-by-side)	
HOA Dues:	Monthly Avg	\$235

PROJECT SALES STATUS

Date on Market:	Apr-08
Number of Units In-Contract:	3
Number of Units Closed:	6
Closing Date Range:	Jul-08 - Oct-08
Average Monthly Absorption:	1.2

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
2-Bedroom/2.5-Bath	13	1,230 - 1,230	\$559,000 - \$599,000	\$454 - \$487
3-Bedroom/2.5-Bath	8	1,775 - 1,775	\$650,000 - \$699,000	\$366 - \$394

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
2-Bedroom/2.5-Bath	2	1,230 - 1,230	1,230	\$560,000 - \$560,000	\$560,000	\$455 - \$455	\$455
3-Bedroom/2.5-Bath	4	1,775 - 1,775	1,775	\$650,000 - \$699,000	\$679,667	\$366 - \$394	\$385

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
2-Bedroom Averages	2	1,260	\$569,000	\$452			88
Contingent/Pending Listings							
Sold Listings							

COMMENTS:

Amenities:

- Landscaped common grounds



Park Broadway

1301 Broadway
Millbrae



Park Broadway is a four-story mid-rise community that consists of 96 homes above a podium garage and 13 live/work lofts at grade. The project offers one-, two- and three-bedroom homes in eight different home designs. The community is located along El Camino Real near the shopping and dining areas of downtown Millbrae. Residents have easy access to BART, Caltrain, Interstates 101 and 280 and San Francisco International Airport.

PROJECT INFORMATION

Developer:	Silverstone Communities		
Total Units:	109		
Construction Schedule:	Start Date	Oct-06	
	Completion	Dec-08	
Parking Stalls:	114		
HOA Dues:	Monthly Avg	\$375-\$425	

PROJECT SALES STATUS

Date on Market:	Jun-08		
Number of Units In-Contract:	15		
Number of Units Closed:	9		
Closing Date Range:	-		
Average Monthly Absorption:	4.7		

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
1-Bedroom	16	664 -	\$488,000 -	\$735 -
2-Bedroom	73	1,039 - 1,314	\$628,000 - \$718,000	\$546 - \$604
3-Bedroom	20	1,629 - 1,854	\$828,000 - \$898,000	\$484 - \$508

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
1-Bedroom	-	-	-	-	-	-	-
2-Bedroom	-	-	-	-	-	-	-
3-Bedroom	-	-	-	-	-	-	-

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
2-Bedroom Averages	1	1,061	\$599,880	\$565			9
3-Bedroom Averages	1	1,619	\$939,880	\$581			8
Contingent/Pending Listings							
2-Bedroom Averages	2	1,109	\$589,380	\$532			37
Sold Listings							

COMMENTS:

Amenities:

- Two private interior courtyards
- Spa and fitness center
- Underground gated garage
- Outdoor BBQ





Located in the city of Palo Alto, Altaire offers two- and three-story townhomes and condominiums designed by the Steinberg Group. These contemporary homes feature stainless steel Bosch appliances, quartz-based solid surface countertops, European cabinetry, in-home laundry and custom flooring. The project will meet the standards of the Department of Energy's "Energy Star" program.

PROJECT INFORMATION

Developer:	Regis Homes		
Total Units:	103		
Construction Schedule:	Start Date	Feb-08	
	Completion	Jun-10	
Parking Stalls:	2 spaces per home		
HOA Dues:	Monthly Avg	\$400	

PROJECT SALES STATUS

Date on Market:	Nov-08
Number of Units In-Contract:	
Number of Units Closed:	
Closing Date Range:	-
Average Monthly Absorption:	

Amenities:

- Landscaped open spaces and walkway
- Secured community parking
- Dedicated additional storage space

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
3-Bedroom/2.5 Bath		1,260 - 2,200	\$780,000 - \$1,100,000	\$500 - \$619
4-Bedroom/3.5-Bath		1,840 - 2,200	\$980,000 - \$1,200,000	\$533 - \$545

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
3-Bedroom/2.5 Bath		-		-		-	
4-Bedroom/3.5-Bath		-		-		-	

COMMENTS: 96 townhomes and 7 flats to be delivered between February 2009 and June 2010.



Park Station

1410 El Camino Real
South San Francisco



Park Station is located across the street from the South San Francisco BART station and near restaurants, nightlife and the upcoming Centennial Way Linear Park. The project offers innovative architecture accented with modern amenities to create a distinctive home designs.

PROJECT INFORMATION

Developer:	SummerHill Homes	
Total Units:	99 (19 BMR)	
Construction Schedule:	Start Date	Jul-06
	Completion	Dec-08
Parking Stalls:	110 (1-stall per unit/2-stalls for 11 large 2-brs)	
HOA Dues:	Monthly Avg	\$350-\$415

PROJECT SALES STATUS

Date on Market:	Sep-08
Number of Units In-Contract:	5
Number of Units Closed:	0
Closing Date Range:	-
Average Monthly Absorption:	1.9

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
1-Bedroom/1-Bath	51	665 - 670	\$450,000 - \$499,000	\$677 - \$745
2-Bedroom/2-Bath	48	946 - 1,315	\$550,000 - \$750,000	\$570 - \$581

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
1-Bedroom/1-Bath	-	-	-	-	-	-	-
2-Bedroom/2-Bath	-	-	-	-	-	-	-

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
Contingent/Pending Listings							
Sold Listings							

COMMENTS: 5 BMR units In-Contract

Amenities:

- Community lounge and gourmet kitchen
- Fitness center
- Barbeque area
- Open lawn for sports and recreation
- Decorated outside patio



Echelon

1101 E. Meadow Drive
Palo Alto



Echelon is an upscale town home project located in Palo Alto and consisting of 12 contemporary buildings laid out within a garden setting. Interiors include hardwood laminate flooring entries, wall-to-wall carpeting, GE stainless steel appliances, maple kitchen cabinetry and granite slab countertops. Each home also includes a tiled front patio and spacious deck.

PROJECT INFORMATION

Developer:	SummerHill Homes	
Total Units:	75 (11 BMR)	
Construction Schedule:	Start Date	Jan-08
	Completion	Jul-09
Parking Stalls:	2-car garage with each home (some tandem)	
HOA Dues:	Monthly Avg	\$250-\$260

PROJECT SALES STATUS

Date on Market:	Jan-08
Number of Units In-Contract:	12
Number of Units Closed:	28
Closing Date Range:	-
Average Monthly Absorption:	3.7

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
2-Bedroom/2.5-Bath		1,130 - 1,130	\$769,000 - \$823,000	\$681 - \$728
3-Bedroom/3-Bath		1,300 - 1,300	\$859,000 - \$904,000	\$661 - \$695
3-Bedroom/2.5-Bath		1,629 - 1,629	\$949,000 - \$1,079,000	\$583 - \$662

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
2-Bedroom/2.5-Bath		-		-		-	
3-Bedroom/3-Bath		-		-		-	
3-Bedroom/2.5-Bath		-		-		-	

COMMENTS:

Amenities:

- Landscaped courtyard
- Outdoor seating areas
- Children's play area
- Barbeque area



New Developments Under Construction

Project Name/Address	City	Developer	# of Units
Belamor - 151 El Camino Real	Millbrae	L.F. George	133
The Crossings - Parcel III & IV - El Camino Real at I-380	San Bruno	SNK Development	187
1000 El Camino Real	San Carlos	The Matteson Companies	90
2665 Geneva Avenue	Daly City	2665 Geneva LLC	72
Totals			482





Belamor is a new condominium community currently under construction on the former Millbrae theater parking lot site. The Sternberg Benjamin Architects designed project is a transit-oriented development, consistent with the Millbrae BART's Station Area Plan. The project will also include 14,000 square feet of retail space. Homes are expected to be released to the market in late-2009.

PROJECT INFORMATION

Developer:	L.F. George		
Total Units:	133 (13 BMR)		
Construction Schedule:	Start Date	Aug-07	
	Completion	Aug-09	
Parking Stalls:			
HOA Dues:	Monthly Avg	TBD	

PROJECT SALES STATUS

Date on Market:	Dec-08		
Number of Units In-Contract:			
Number of Units Closed:			
Closing Date Range:	-		
Average Monthly Absorption:			

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
3-Bedroom/2.5 Bath	-	-	-	-
4-Bedroom/3.5 Bath	-	-	-	-

COMMENTS:



The Crossings Parcels III & IV

El Camino Real at I-380
San Bruno



The Crossings will consist of two five-story residential buildings containing 350 luxury units, each with a two-level underground garage, designed by HDO Architects-Planners. The building on Parcel IV will feature 187 for-sale condominiums, including one- and two-bedroom flats, and two- and three-bedroom town homes. The building on Parcel III will contain 163 one- and two-bedroom rental units. The landscaped grounds will feature interior courtyards, an entry fountain and two pools and fitness centers serving each building.

PROJECT INFORMATION

Developer:	SNK Development/MacFarlane Partners		
Total Units:	187 + 163		
Construction Schedule:	Start Date		
	Completion	2010+	
Parking Stalls:			
HOA Dues:	Monthly Avg	TBD	

PROJECT SALES STATUS

Date on Market:	
Number of Units In-Contract:	
Number of Units Closed:	
Closing Date Range:	-
Average Monthly Absorption:	

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
1-Bedroom Flat		-		
2-Bedroom Flat		-		
3-Bedroom Townhome		-		
4-Bedroom Townhome		-		

COMMENTS:



1000 El Camino Real

San Carlos



The project will have an underground parking structure, 5,700 square feet of ground floor commercial, with 90 condominiums above. The condominiums will include five junior one-bedroom units, 20 one-bedroom units, 57 two-bedrooms and eight three-bedroom units. Amenities include a pool, fitness center and decorative courtyard.

PROJECT INFORMATION

Developer:	The Matteson Companies		
Total Units:	90		
Construction Schedule:	Start Date	Jul-07	
	Completion	Apr-09	
Parking Stalls:			
HOA Dues:	Monthly Avg	TBD	

PROJECT SALES STATUS

Date on Market:	
Number of Units In-Contract:	
Number of Units Closed:	
Closing Date Range:	-
Average Monthly Absorption:	

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
Jr 1-Bedroom	2	590 - 590	-	-
1-Bedroom	23	616 - 743	-	-
2-Bedroom	57	1,035 - 1,236	-	-
3-Bedroom	8	1,241 - 1,427	-	-

COMMENTS:

Amenities:

- Fitness center
- Decorative courtyard



2665 Geneva Boulevard

Daly City



This new, 72- unit condominium community located in Daly City on the Daly City/ San Francisco border and consists of one-bedroom and two bedroom flats and town homes. The terminus of 3rd Street Light Rail line, which runs along Bayshore Boulevard, is located near the site. The Bayshore Caltrain station and Highway 101 is minutes away from the site.

PROJECT INFORMATION

Developer:	2665 Geneva LLC (O'Sullivan)		
Total Units:	72		
Construction Schedule:	Start Date		
	Completion	Dec-09	
Parking Stalls:	105		
HOA Dues:	Monthly Avg	TBD	

PROJECT SALES STATUS

Date on Market:	
Number of Units In-Contract:	
Number of Units Closed:	
Closing Date Range:	-
Average Monthly Absorption:	

PROJECT UNIT MIX & LIST PRICE SUMMARY

Unit Type	# Units	Unit Size (SF)	Price Range	Price Per Sq.Ft. (PSF)
1-Bedroom/1 Bath	12	691 - 857	-	-
1-Bedroom/1.5 Bath	26	829 - 977	-	-
1.5-Bedroom/1.5 Bath	20	888 - 1,120	-	-
2-Bedroom/1-1.5 Bath	14	1,130 - 1,572	-	-

COMMENTS:



Major Future Developments

Bay Meadows 2600 S. Delaware Street, San Mateo

Bay Meadows is a transit-oriented development that will feature single-family, town home and condominium residences (15 percent will be below market rate). The project will also include a 15-acre park, 750,000 square feet of office space and 93,000 square feet of shops and restaurants. Transportation corridors provide access to San Francisco, the Silicon Valley and the East Bay. The new neighborhood will be built around a centrally located "Town Square." Construction is expected to commence in early 2009 with completions beginning in 2011.

PROJECT INFORMATION

Developer:	Bay Meadows Land Company & WMS Partners	
Total Units:		1,171
Construction Schedule:	Start Date	2010
	Completion	2015+

Peninsula Park Project 650 Bair Island Road, San Mateo

The Peninsula Park Project has been approved by the city of Redwood City, but needs state and Federal approval. The 33-acre development by Glenborough-Pauls LLC is proposing 796 residential units, 200 hotel rooms, 10,000 square feet of retail, public park acreage and promenades and public access to the waterfront.

PROJECT INFORMATION

Developer:	Glenborough-Pauls LLC	
Total Units:		796
Construction Schedule:	Start Date	TBD
	Completion	TBD



Sold Out Communities

Project Name/Address	Neighborhood	Developer	# of Units
Arbor Real - El Camino Real/W.Charleston Rd	Palo Alto	D.R. Horton	129
1700 De Anza	San Mateo	Emerald Fund	43
Totals			172





Arbor Real is a master planned community in Palo Alto on the site of the historic Rickey's Hyatt House. The project is designed to preserve the spirit of the past while featuring updated luxury in a landscaped environment. There are four product types, including single-family detached homes and condominiums, and a total of 20 different floor plans are being offered.

PROJECT INFORMATION

Developer:	D.R. Horton		
Total Units:	129 (24 BMR)		
Construction Schedule:	Start Date	Nov-06	
	Completion	Sep-07	
Parking Stalls:	2-car garage (66 tandem/63 side-by-side)		
HOA Dues:	Monthly Avg	\$255-\$270	

PROJECT SALES STATUS

Date on Market:	Jun-06		
Date Sold Out:	Aug-08		
Closing Date Range:	Sep-07 - Sep-08		
Average Monthly Absorption:	4.8		

Amenities:

- Swimming pool
- Community garden
- Children's play area
- Recreation room

CLOSED NEW SALES SUMMARY (All Sales & Market Rate Pricing)

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
2-Bedroom	14	1,360 - 1,466	1,413	\$795,000 - \$904,500	\$849,083	\$559 - \$665	\$601
3-Bedroom	107	1,355 - 2,608	1,786	\$851,000 - \$1,256,000	\$998,444	\$424 - \$738	\$561
4-Bedroom	8	1,881 - 1,881	1,881	\$948,000 - \$1,102,500	\$1,004,200	\$504 - \$591	\$534

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
-							
Contingent/Pending Listings							
-							
Sold Listings							
2-Bedroom	2	1,445	\$869,000	\$601	\$858,500	\$594	53
3-Bedroom	8	1,674	\$1,043,831	\$639	\$1,052,706	\$643	33



1700 De Anza

San Mateo



Originally built in 1990 as an apartment complex, 1700 De Anza is a condominium conversion community. The homes feature granite kitchen counters, GE and Bosch stainless steel appliances, built-in wine cooler, limestone bathroom counters, hardwood floors and new light fixtures.

PROJECT INFORMATION

Developer:	Emerald Fund	
Total Units:	43 (0 BMR)	
Construction Schedule:	Start Date	
	Completion	
Parking Stalls:	2 stalls per unit	
HOA Dues:	Monthly Avg	\$375-\$425

PROJECT SALES STATUS

Date on Market:	Aug-06	
Date Sold Out:	Jul-08	
Closing Date Range:	Jan-07 - Jul-08	
Average Monthly Absorption:	1.8	

CLOSED NEW SALES SUMMARY

Unit Type	# Sales	Unit Size (SF)	Avg Size	Price Range	Avg Price	Price Per Sq.Ft.	Avg PSF
2-Bedroom/2-Bath	37	1,039 - 1,089	1,064	\$565,000 - \$925,000	\$720,257	\$533 - \$890	\$677
3-Bedroom/2-Bath	6	1,548 - 1,548	1,548	\$919,000 - \$1,060,000	\$1,002,089	\$594 - \$685	\$647

MLS MARKET ACTIVITY (Past 12 Months)

Unit Type	# Listings	Unit Size (SF)	List Price	List PSF	Sold Price	Sold PSF	DOM
Active Listings							
-							
Contingent/Pending Listings							
2-Bedroom Averages	1	1,039	\$848,000	\$816			23
Sold Listings							
2-Bedroom Averages	6	1,064	\$753,167	\$708	\$654,333	\$615	66
3-Bedroom Averages	1	1,548	\$1,025,000	\$662	\$918,917	\$594	84

COMMENTS: Last eight 2-br/2bath units were offered with \$50,000 price/upgrade/closing cost incentive.

Amenities:

- Private cabanas
- Outdoor fireplace and gas grill
- Pool and spa
- Views of San Mateo hills and San Francisco Bay



Resale Comparables

Past 12 Months MLS Resales
Condominium Communities up to 10 Years Old

Street Address	Status	List Price	PSF	List Date	Beds	Baths	Bldg SF	Bldg Age	DOM	Sale Price	PSF	Sale Date
BELMONT												
200 Live Oak Way #00207	Sold	\$748,888	\$543	4/8/2008	2	2.5	1,379	3	9	\$743,000	\$539	4/17/2008
400 Live Oak Way #00407	Sold	\$750,000	\$544	2/26/2008	2	2.5	1,379	3	13	\$750,000	\$544	3/10/2008
200 Live Oak Way #00203	Sold	\$725,000		8/17/2007	2	2.5		2	77	\$710,000		11/2/2007
BRISBANE												
1 San Bruno Ave #M	Sold	\$445,000	\$525	4/4/2008	1	1.5	848	0	21	\$452,500	\$534	4/25/2008
1 San Bruno Ave #N	Sold	\$445,000	\$525	2/29/2008	1	1.5	848	0	31	\$445,000	\$525	3/31/2008
152 Golden Eagle Ln	Sold	\$685,000	\$477	5/2/2008	2	2	1,437	8	48	\$685,000	\$477	6/19/2008
291 Santa Clara	Sold	\$619,000	\$488	4/11/2008	2	2	1,268	0	10	\$614,000	\$484	4/21/2008
133 Red Hawk Ct	Sold	\$675,000	\$470	1/7/2008	2	2	1,437	9	16	\$667,500	\$465	1/23/2008
112 Swallowtail Ct	Sold	\$499,000	\$402	9/6/2007	2	2	1,242	7	92	\$490,000	\$395	12/7/2007
814 Swallowtail Ct	Sold	\$599,000	\$386	10/16/2007	3	2	1,550	9	146	\$539,500	\$348	3/10/2008
623 Swallowtail Ct	Sold	\$549,500	\$355	11/10/2007	3	2	1,550	8	116	\$530,000	\$342	3/5/2008
143 Warbler Ln	Sold	\$849,000	\$374	2/1/2008	3	2.5	2,273	8	28	\$840,000	\$370	2/29/2008
825 Swallowtail Ct	Sold	\$649,000	\$427	10/12/2007	3	2	1,520	9	60	\$630,000	\$414	12/11/2007
624 Callippe Ct	Sold	\$625,000	\$403	6/14/2007	3	2	1,550	7	120	\$615,000	\$397	10/12/2007
BURLINGAME												
1237 Capuchino Ave #2	Sold	\$688,000	\$569	7/16/2008	2	2	1,210	7	9	\$688,000	\$569	7/25/2008
1512 Floribunda Ave #102	Sold	\$1,049,000	\$865	4/18/2008	2	2	1,213	0	48	\$1,025,000	\$845	6/5/2008
530 El Camino Real #00312	Sold	\$608,000	\$495	3/14/2008	2	2	1,229	8	6	\$623,000	\$507	3/20/2008
508 Peninsula Ave	Sold	\$829,000	\$614	11/30/2007	2	2.5	1,350	1	21	\$750,000	\$556	12/21/2007
1499 Oak Grove Ave #00203	Sold	\$825,000	\$550	6/17/2007	2	2	1,500	10	141	\$735,000	\$490	11/5/2007
107 El Camino Real #302	Sold	\$629,000	\$546	8/31/2007	2	2	1,153	7	25	\$615,000	\$533	9/25/2007
1512 Floribunda Ave #101	Sold	\$2,495,000	\$972	5/24/2008	3	2	2,567	0	0	\$2,200,000	\$857	5/24/2008
512 Primrose Rd #102	Sold	\$2,100,000	\$863	4/24/2008	3	2.5	2,434	2	1	\$2,050,000	\$842	4/25/2008
512 Primrose Rd #Phb	Sold	\$2,595,000	\$1,038	2/27/2008	3	2.5	2,500	2	0	\$2,400,000	\$960	2/27/2008
EAST PALO ALTO												
453 E Okeefe St #00206	Sold	\$364,900	\$344	5/5/2008	2	2	1,061	5	50	\$365,000	\$344	6/24/2008
1982 W Bayshore Rd #136	Sold	\$519,000	\$434	2/7/2008	2	2	1,197	6	85	\$507,000	\$424	5/2/2008
FOSTER CITY												
880 Meridian Bay Ln #107	Sold	\$659,000	\$488	6/26/2008	2	2	1,350	10	13	\$601,000	\$445	7/9/2008
860 Meridian Bay Ln #00232	Sold	\$658,888	\$529	2/18/2008	2	2	1,245	9	99	\$635,000	\$510	5/27/2008
880 Meridian Bay Ln #116	Sold	\$689,000	\$510	1/23/2008	2	2	1,350	10	120	\$672,000	\$498	5/22/2008
860 Meridian Bay Ln #323	Sold	\$648,000	\$520	10/15/2007	2	2	1,245	8	29	\$621,000	\$499	11/13/2007



Resale Comparables

Past 12 Months MLS Resales
Condominium Communities up to 10 Years Old

St Address	Status	List Price		List Date	Beds	Baths	Bldg SF	Bldg Age	DOM	Sale Price		Sale Date
MENLO PARK												
1155 Merrill St #106	Sold	\$849,950	\$709	7/28/2008	2	2	1,199	6	8	\$880,000	\$734	8/5/2008
975 Santa Cruz Ave #00002	Sold	\$1,395,000	\$887	1/23/2008	2	2.5	1,572	9	91	\$1,300,000	\$827	4/23/2008
1155 Merrill St #203	Sold	\$1,260,000	\$755	6/13/2008	3	2	1,669	8	31	\$1,250,000	\$749	7/14/2008
1155 Merrill St #00202	Sold	\$1,149,000	\$769	3/3/2008	3	2	1,494	6	109	\$1,100,000	\$736	6/20/2008
1335 Hoover St	Sold	\$1,095,000	\$837	1/25/2008	3	2.5	1,308	8	77	\$1,050,000	\$803	4/11/2008
140 Buckthorn Way	Sold	\$1,295,000	\$638	10/15/2007	3	2.5	2,030	10	63	\$1,200,000	\$591	12/17/2007
20 Willow Rd #42	Sold	\$719,000	\$493	8/13/2007	3	2	1,458	9	63	\$710,000	\$487	10/15/2007
MILLBRAE												
88 S South Broadway #3312	Sold	\$1,030,000	\$746	11/13/2007	2	2	1,380	0	23	\$1,030,000	\$746	12/6/2007
88 S South Broadway #2205	Sold	\$750,000	\$595	11/12/2007	2	2	1,260	0	5	\$750,000	\$595	11/17/2007
PACIFICA												
2311 Palmetto Ave #000d1	Sold	\$499,950	\$355	1/31/2008	2	1	1,408	8	99	\$450,000	\$320	5/9/2008
41 Outlook Cir	Sold	\$650,000	\$517	9/9/2007	2	2	1,257	8	28	\$630,000	\$501	10/7/2007
PALO ALTO												
800 High St #219	Sold	\$1,225,000	\$988	6/12/2008	2	2	1,240	2	7	\$1,230,000	\$992	6/19/2008
325 Channing Ave #00101	Sold	\$1,648,000	\$838	2/27/2008	2	2.5	1,967	4	91	\$1,600,000	\$813	5/28/2008
4248 Rickey's Way #V	Sold	\$859,000	\$603	3/21/2008	2	2	1,424	1	34	\$795,000	\$558	4/24/2008
4238 Rickey's Way #R	Sold	\$879,000	\$600	2/2/2008	2	2.5	1,466	1	72	\$922,000	\$629	4/14/2008
800 High St #105	Sold	\$1,045,000	\$817	12/5/2007	2	2	1,279	2	103	\$995,000	\$778	3/17/2008
800 High St #115	Sold	\$998,000	\$781	10/11/2007	2	2	1,278	2	151	\$1,010,000	\$790	3/10/2008
435 Sheridan Ave #00104	Sold	\$929,000	\$594	2/27/2008	2	2	1,565	8	5	\$955,000	\$610	3/3/2008
315 Homer Ave #00306	Sold	\$1,400,000	\$907	3/1/2008	2	2	1,544	5	0	\$1,400,000	\$907	3/1/2008
936 Curlew LN	Sold	\$865,135	\$723	8/13/2007	2	2	1,197	1	125	\$825,000	\$689	12/16/2007
315 Homer Ave #00104	Sold	\$1,295,000	\$847	10/9/2007	2	2	1,529	3	19	\$1,268,000	\$829	10/28/2007
325 Channing Ave #00308	Sold	\$1,350,000	\$980	9/27/2007	2	2	1,378	3	11	\$1,450,000	\$1,052	10/8/2007
1002 Plover LN	Sold	\$1,193,621	\$744	6/27/2008	3	2.5	1,605	0	20	\$1,150,000	\$717	7/17/2008
4206 Rickey's Way #C	Sold	\$999,900	\$738	4/29/2008	3	3	1,355	0	59	\$995,000	\$734	6/27/2008
4238 Rickey's Way #V	Sold	\$999,950	\$610	4/3/2008	3	3	1,640	0	83	\$999,950	\$610	6/25/2008
4206 Rickey's Way #J	Sold	\$999,900	\$738	6/4/2008	3	3	1,355	0	6	\$995,000	\$734	6/10/2008
800 High St #00204	Sold	\$1,395,000	\$852	5/13/2008	3	2	1,638	2	6	\$1,418,000	\$866	5/19/2008
4206 Rickey's Way #B	Sold	\$999,900	\$738	3/1/2008	3	3	1,355	0	51	\$995,000	\$734	4/21/2008
4228 Rickey's Way #E	Sold	\$1,178,000	\$506	3/6/2008	3	3	2,328	0	33	\$1,187,000	\$510	4/8/2008



Resale Comparables

Past 12 Months MLS Resales
Condominium Communities up to 10 Years Old

St Address	Status	List Price	List Date	Beds	Baths	Bldg SF	Bldg Age	DOM	Sale Price	Sale Date		
PALO ALTO												
3723 Heron St	Sold	\$856,107	\$703	3/13/2008	3	3	1,218	0	17	\$800,000	\$657	3/30/2008
325 Channing Ave #00301	Sold	\$2,195,000	\$932	2/10/2008	3	2.5	2,356	4	4	\$2,195,000	\$932	2/14/2008
4218 Rickey's Way #A	Sold	\$1,175,000	\$565	1/21/2008	3	2.5	2,081	1	2	\$1,253,700	\$602	1/23/2008
4238 I Rickey's Way #U	Sold	\$999,000	\$609	1/4/2008	3	3	1,640	1	17	\$1,000,000	\$610	1/21/2008
4238 Rickey's Way #I	Sold	\$999,000	\$609	11/5/2007	3	3	1,640	0	14	\$996,000	\$607	11/19/2007
3800 Quail Dr	Sold	\$1,156,779	\$721	9/11/2007	3	2.5	1,605	0	25	\$1,141,079	\$711	10/6/2007
REDWOOD CITY/REDWOOD SHORES												
104 Sydney Ln	Sold	\$689,888	\$496	2/4/2008	3	2.5	1,390	9	59	\$670,000	\$482	4/3/2008
701 Baltic Cir #723	Sold	\$788,000	\$503	9/8/2007	3	2.5	1,567	8	51	\$770,000	\$491	10/29/2007
SAN CARLOS												
633 Elm St #00407	Sold	\$569,000	\$735	4/13/2008	1	1	774	5	31	\$532,000	\$687	5/14/2008
633 Elm St #00415	Sold	\$579,000	\$748	10/3/2007	1	1	774	5	82	\$565,000	\$730	12/24/2007
SAN MATEO												
1705 Palm Ave #1	Sold	\$250,000	\$325	11/28/2007	1	1	770	0	0	\$250,000	\$325	11/28/2007
225 9th Ave #301	Sold	\$765,888	\$554	8/8/2008	2	2	1,383	2	15	\$750,000	\$542	8/23/2008
908 E 3rd Ave	Sold	\$699,990	\$443	5/6/2008	2	2.5	1,580	9	55	\$690,000	\$437	6/30/2008
900 E 3rd Ave	Sold	\$699,950	\$443	6/13/2008	2	2.5	1,580	9	13	\$695,000	\$440	6/26/2008
316 S Humboldt St	Sold	\$714,000	\$452	4/9/2008	2	2.5	1,580	9	60	\$697,000	\$441	6/8/2008
20 Madison Ave #102	Sold	\$728,000	\$644	9/15/2007	2	2	1,131	1	264	\$695,000	\$615	6/5/2008
321 N San Mateo Dr #106	Sold	\$719,500	\$652	4/14/2008	2	2.5	1,104	8	34	\$710,000	\$643	5/18/2008
111 Saint Matthews Ave #405	Sold	\$848,000	\$558	2/8/2008	2	2	1,520	8	7	\$848,000	\$558	2/15/2008
135 West 3rd Ave	Sold	\$1,299,000	\$716	9/24/2007	2	2	1,815	3	144	\$1,268,000	\$699	2/15/2008
225 9th Ave #307	Sold	\$949,000	\$601	2/8/2008	2	2	1,579	2	5	\$933,000	\$591	2/13/2008
401 S Norfolk St #318	Sold	\$454,900	\$498	10/30/2007	2	2	913	6	94	\$432,000	\$473	2/1/2008
1705 Palm Ave #13	Sold	\$286,000	\$209	11/28/2007	2	2.5	1,368	0	0	\$286,000	\$209	11/28/2007
1951 Ofarrell St #00209	Sold	\$204,800	\$253	11/12/2007	2	1	808	10	0	\$204,800	\$253	11/12/2007
10 Crystal Springs Rd #C501	Sold	\$1,485,000	\$974	12/17/2006	2	2.5	1,525	0	318	\$1,417,000	\$929	10/31/2007
318 S Grant St #1b	Sold	\$889,000	\$404	9/14/2007	2	2	2,200	4	33	\$882,000	\$401	10/17/2007
401 S Norfolk St #00315	Sold	\$498,000	\$545	7/18/2007	2	2	913	5	86	\$480,000	\$526	10/12/2007
321 N San Mateo Dr #00109	Sold	\$729,000	\$548	9/13/2007	2	2.5	1,330	7	13	\$725,000	\$545	9/26/2007
1951 Ofarrell St #00202	Sold	\$220,684	\$271	9/24/2007	2	1	815	10	0	\$220,684	\$271	9/24/2007



Resale Comparables

Past 12 Months MLS Resales
Condominium Communities up to 10 Years Old

St Address	Status	List Price		List Date	Beds	Baths	Bldg SF	Bldg Age	DOM	Sale Price		Sale Date
SOUTH SAN FRANCISCO												
1357 Wayne Way	Sold	\$788,888	\$512	7/26/2007	2	2.5	1,540	3	55	\$713,000	\$463	9/19/2007
392 N El Camino Real #00003	Sold	\$649,950	\$490	4/6/2008	3	2.5	1,327	10	33	\$638,000	\$481	5/9/2008
127 W 3rd Ave	Sold	\$1,675,000	\$720	4/13/2008	3	3	2,327	3	25	\$1,650,000	\$709	5/8/2008
222 6th Ave #00302	Sold	\$2,190,000	\$884	7/15/2007	3	2.5	2,477	2	270	\$2,000,000	\$807	4/10/2008
129 W 3rd Ave	Sold	\$1,688,000	#DIV/0!	11/11/2007	3	3		3	94	\$1,630,000		2/13/2008
2210 Gellert Bl #5109	Sold	\$569,000	\$555	10/10/2007	1	1	1,026	0	54	\$534,000	\$520	12/3/2007
1 Mandalay Pl #00807	Sold	\$499,900	\$602	10/10/2007	1	1	830	3	36	\$470,000	\$566	11/15/2007
3721 Carter Dr #02208	Sold	\$425,888	\$410	11/26/2007	2	2	1,040	4	273	\$440,000	\$423	8/25/2008
2230 Gellert Bl #3p09	Sold	\$567,900	\$554	5/8/2008	2	2	1,026	1	77	\$530,000	\$517	7/24/2008
3865 Carter Dr #301	Sold	\$348,900	\$316	7/7/2008	2	2	1,105	9	6	\$360,000	\$326	7/13/2008
3721 Carter Dr #2104	Sold	\$398,900	\$376	7/3/2008	2	2	1,060	4	8	\$398,000	\$375	7/11/2008
1311 Mission Rd	Sold	\$579,950	\$450	4/21/2008	2	2.5	1,290	4	46	\$570,000	\$442	6/6/2008
3875 Carter Dr #00102	Sold	\$390,000	\$378	5/9/2008	2	2	1,033	7	21	\$400,000	\$387	5/30/2008
3721 Carter Dr #2204	Sold	\$420,000	\$396	4/15/2008	2	2	1,060	4	7	\$433,000	\$408	4/22/2008
1 Mandalay Pl #01610	Sold	\$599,000	\$416	12/5/2007	2	2	1,440	4	119	\$500,000	\$347	4/2/2008
3721 Carter Dr #02102	Sold	\$489,000	\$429	2/24/2008	2	2	1,140	4	30	\$460,000	\$404	3/25/2008
3721 Carter Dr #1202	Sold	\$599,000	\$332	11/15/2007	2	2	1,805	4	91	\$570,500	\$316	2/14/2008
3721 Carter Dr #1101	Sold	\$450,800	\$395	10/22/2007	2	2	1,140	4	77	\$432,000	\$379	1/7/2008
1291 Mission Rd	Sold	\$645,000	\$500	11/14/2007	2	2.5	1,290	3	12	\$632,000	\$490	11/26/2007
1349 Isabelle Cir	Sold	\$629,000	\$398	4/27/2008	3	2.5	1,580	4	53	\$585,000	\$370	6/19/2008



Project Name/Address	Project Type	City	Developer	# of Units	# Units Sold	Date Offered For Sale	Estimated Completion	Comments
CURRENTLY SELLING								
Completed Projects								
South City Lights - 2200-2600 Gellert Blvd	For Sale	South San Francisco	Watt Communities	280	187	Jan - 2006	Oct - 2008	Multi-phase project
88 South Broadway	For Sale	Burlingame	Alliance Development Group	104	79	Mar - 2007	May - 2008	
Landmark Plaza - 88 Hillside Blvd	For Sale	Daly City	CHS Group	95			May - 2008	42 town homes and 53 lofts
Vantage - 928 E. Meadow Dr	For Sale	Palo Alto	Warrington Homes	76	65	Sep - 2006		
Versailles - 10 Crystal Springs Rd	For Sale	San Mateo	Baner Financial Interests	61	10	Dec - 2006		Active-adult community
Stonegate - 20 Madison Ave	For Sale	San Mateo	Syme Properties	40	27	Aug - 2007		40 conomithiums and 5 single familyhomes
Park Bayshore - 801-841 S. Bayshore Blvd	For Sale	San Mateo	Barry Swenson Builder	21	9	Apr - 2008	May - 2008	
Under Construction Projects								
Park Broadway - 1301 Broadway	For Sale	Millbrae	Silverstone Communities	109	24	Jun - 2008	Dec - 2008	
Allaire - 901 San Antonio Rd	For Sale	Palo Alto	Regis Homes	103		Nov - 2008	Jun - 2010	
Park Station Lofts - 1410 El Camino Real	For Sale	South San Francisco	Summerhill Homes	99	5	Sep - 2008	Dec - 2008	
Echelon - 1101 E. Meadow Dr	For Sale	Palo Alto	Summerhill Homes	75	40	Jan - 2008		
UNDER CONSTRUCTION								
The Crossings - Parcel IV - El Camino Real at I-380	For Sale	San Bruno	SNK Development/MacFarlane Partners	187		2010		
The Crossings - Parcel III - El Camino Real at I-380	Rentals	San Bruno	SNK Development/MacFarlane Partners	163			2010	
Belamor - 151 El Camino Real	For Sale	Millbrae	L.F. George	133		Dec - 2008	Q3 - 2009	Includes 13 BMR units
1000 El Camino Real	For Sale	San Carlos	The Matteson Companies	90		Dec - 2009		
Sunrise Senior Apartments - 1818 Trousdale Dr	Rentals	Burlingame	Sunrise Senior Living	79		2009		
2665 Geneva Ave	For Sale	Daly City	2665 Geneva LLC (O'Sullivan)	72		2009		



New Development Pipeline

Project Name/Address	Project Type	City	Developer	# of Units	# Units Sold	Date Offered For Sale	Estimated Completion	Comments
APPROVED								
Peninsula Park - 601-660 Bair Island Rd	For Sale	Redwood City	Glenborough-Pauls LLC	796				Developer is still securing additional Federal permits
Bay Meadows SPAR I - 2600 S. Delaware St	For Sale	San Mateo	Wilson Meany Sullivan/Bay Meadows Land Co.	392			2010	Mixed-use that will include apartments and commercial space
Serramonte Vista - Serramonte Blvd	For Sale	Daly City	Hansen PSC, Inc.	200			2010	
Derry Mixed-Use Project - 550-580 Oak Grove Ave/ 540-570 Derry Ln	For Sale	Menlo Park	O'Brien at Derry Lane LLC	135			2010+	
Delaware Place - 2090 S. Delaware St	For Sale	San Mateo	Delaware Place LLC	111			2009+	
The Parhandle - Pulgas Ave/E. Bayshore Blvd	For Sale	East Palo Alto	Byrd/Brock/DKB Homes	100				Includes 70 BMR units
Mariner's Island Condominiums 400 Mariner's Island Blvd	For Sale	San Mateo	Centex Homes	76			2010+	
Clarke and Weeks Townhome Project 965 Weeks St	For Sale	East Palo Alto	The Olson Company	55			2010+	Developer is requesting an extension of their tract map
1840 Ogden Dr	For Sale	Burlingame	Burlingame Hills Manor LLC	45			2010+	
885 Woodside Rd	For Sale	Redwood City	Lamb Partners	43			2010+	
Mission / Westlake Condos - 6800 Mission St	For Sale	Daly City	Alpha Real Estate Development	36			2010	
The Prospects - Frazier Ave	For Sale	Pacifica	Pacifica Quarry Home LLC	34			2010	No approval yet of a Specific Plan
Cherry Chestnut - 1525 Cherry St	For Sale	San Carlos	Cherry Chestnut Development LLC	34			2010+	Includes 4 BMRs
75 Willow Rd	For Sale	Menlo Park	SummerHill Homes	32				
3710-3760 Bayshore Blvd	For Sale	Brisbane	Charles and Judy Ng	30			2009+	
1800 Trousdale Dr	For Sale	Burlingame	Paul Bogatsky	25			2010+	Development requires razing an existing office building
1441-1445 Bellevue Ave	For Sale	Burlingame	Belleue Associates LLC	20			2010+	Development requires razing an existing apartment complex
Pacific Bay Villas - 4300 Susan Dr	Rentals	San Bruno	AIMCO	510			2010+	
Monarch Village - 165 Pierce St	Rentals-Senior	Daly City	American Senior Living	208			2011	Construction anticipated to start by year-end 2008
Peninsula Habitat for Humanity Condominiums - 7555 Mission St	Rentals-Aff	Daly City	Daly City Redevelopment Agency	36			2009+	
Chesapeake Point Apartments - 1635 Marina Ct	Rentals	San Mateo	Prometheus Real Estate Group	30			2009+	Adding 30 additional units to the existing apartment complex



New Development Pipeline

PLANNED & PROPOSED

Bayside Gardens - 557 E. Bayshore Rd	For Sale	Redwood City	Redwood Crossing LLC	600	2011+	
Station Park Green - 1700 S. Delaware St	For Sale	San Mateo	EBL&S Property Management	599	2010+	Mixed-use site that will include office and retail space
Sierra Point at the Brisbane Marina - 9000 Marina Blvd	For Sale	Brisbane	Universal Paragon Corporation	400	2010+	Project site will also include a 400-room hotel
Mirabella / Parkview Plaza	Rentals-Senior	Foster City	Pacific Retirement Services, Inc.	396	2010+	
Bay Meadows SPAR III - 2600 S. Delaware St	For Sale	San Mateo	Wilson Meany Sullivan / Bay Meadows Land Co	334	2011+	
Bay Meadows SPAR II - 2600 S. Delaware St	For Sale	San Mateo	Wilson Meany Sullivan / Bay Meadows Land Co	330	2011+	Mixed-use site that will include approx. 1,200 units (single family, town home, condominium and apartment homes) and commercial space
SAN CARLOS TRANSIT VILLAGE - SEC OF OAK ST & EL CAMINO REAL	Rentals	San Carlos	Legacy Partners	281	2010+	
Four Corners - NE Corner of Bay Rd & University Ave	For Sale	East Palo Alto	Barry Swenson Builder	200	2010+	
Polo Court - 220 W. 20th Avenue, 1950 Elkhorn Ct	For Sale	San Mateo	Coastal Rim Properties	200	2011+	
435 Gateway Dr	For Sale	Pacifica	Marymount Summit LLC	170	2011+	Apartment conversion
Four Corners - SEC of Bay Rd & University Ave	For Sale	East Palo Alto	Clarum Homes	165	2010+	
The Preserves-Area H	For Sale	Redwood Shores	Max Keech	144	2010+	town homes, school and wetland restoration. Zoned but specific plans not approved
201 Marshall St	For Sale	Redwood City	The Matteson Companies	104	2010+	
Sunnybrae Townhomes - 1080 S. Amphlett Blvd	For Sale	San Mateo	Intracorp	94	2010+	
Le Coeur de la Ville (formerly Tuscan Towers) - 439 Fuller St	Rentals-Aff	Redwood City	Habitat for Humanity	88	2010+	
Hillsdale Condominiums - 477 E. Hillsdale Blvd	For Sale	San Mateo	Barry Swenson Builder	76	2010+	
735 Brewster Ave	For Sale	Redwood City	Brewster Properties LLC	73	2010+	
1256 Mission Rd	For Sale	South San Francisco	Hansen PSC, Inc.	52	2010+	
Magrolla Place - 106-120 Tilton Ave	Rentals	San Mateo	Tilton Avenue Properties LLC	50	2010+	Development will entail the demolition of 22 existing apartments
701 El Camino Real	For Sale	Redwood City	Linda Warwick	38	2010+	
San Mateo Drive Condominiums 117 & 121 N. San Mateo Dr	For Sale	San Mateo	Lindsay Pekelsma and Nick Podell Company	35	2010+	
Prospect Point - 1000 South Rd	For Sale	Belmont	Belmont 1000 South Road LP	24	2010+	Site has an existing apartment complex, which will be demolished
211 Eastmoor Ave	For Sale	Daly City	Chan Kon Hung; Chan Wai See Wong	21	2010+	
Oakmont Meadows - SWC of Oakmont Dr & Westborough Blvd	For Sale	South San Francisco	Hansen PSC, Inc.	21	2010+	



ABOUT POLARIS GROUP

Polaris Group offers a complete set of real estate services to California developers. We take a full-service approach to condominium project management, assisting developers in a number of ways including:

Land Acquisition

- Polaris Group offers clients land acquisition opportunities with an analysis of project density and sales projections. We regularly discover investment and trade opportunities for our clients and provide the necessary data to make intelligent long term decisions.
- Polaris Group offers assistance with construction financing. We assist clients through the lending process by introducing banks, joint venture partners and money partners and focus on reducing carrying costs through the construction phase. Additionally, we continue to work with the financial partners by providing updated sales projections and market reviews.

Entitlement Services

- Polaris Group offers assistance by coordinating with your team of attorneys and consultants to help them work through the process. We have extensive experience and dedicated personnel who have worked with the local Planning and Building Departments and the State Department of Real Estate.
- Polaris Group offers assurance that the appropriate state and local documents are ready when new homes are ready to close escrow. Our efforts help save time and help bring your project to market as quickly as possible because we track each relevant document throughout the process.
- Polaris Group will review all HOA documents including the Pro-Forma Budget, CC&R's, Purchase Agreement and insurance quotes with an eye towards reducing litigation risks and warranty issues.



Architectural/Design/Unit Mix Recommendations

- Polaris Group offers intelligent feedback cultivated from buyers at our sales sites. We offer to review all architectural plans and to meet with the development team to ensure that our clients are designing the right homes and providing the right unit mix.
- Polaris Group offers thoughtful advice regarding current market trends which might impact unit mix and design finishes. We offer real world experience, inform clients about what is selling today, and provide insights to clients on what will be in demand tomorrow.

Multi-Unit Project Sales

- Polaris Group offers clients pricing strategies, inventory management and sell through management by floor plan.
- Polaris Group will create a critical path sales presentation to insure that agents focus on the core strengths of the development and speak with a consistent message.
- Polaris Group offers clients dedicated sales teams on all projects.
- Polaris Group offers progress updates including traffic count reports, source reports, conversion rate reports, zip code analysis and buyer surveys. The data is extremely valuable because it helps identify possible target market opportunities.
- Polaris Group sales team works closely with the title company to insure the quickest possible escrow periods. We focus on shortening the escrow process by 10 percent, thereby reducing developer's interest expense and reducing risk.

Marketing & Branding

- Polaris Group works with clients to develop a brand identity for real estate developments. We offer project identity and logo development services. We work with nationally recognized marketing firms to determine the core strengths of a real estate development. We then create a unique identity specifically for a project.
- Polaris Group creates a customized sales office, sales materials, signage and web site with the goal of reinforcing the unique identity of the project.
- Polaris Group handles media placement and delivers to clients reduced advertising costs in the San Francisco Chronicle, Real Estate Times, etc.



About Polaris Group

We are currently responsible for marketing a total of 1,338 units at the following communities:

- BLU – 114 units
- Candlestick Heights – 198 units
- Park Broadway – 109 units
- Candlestick Point-The Cove – 176 units
- 888 Seventh Street – 224 units
- One Ecker—51 units
- 77 Van Ness Avenue—50 units
- Pine & Franklin Streets— 282 units
- 1998 Market Street—111 units
- 2200 Mission Street—23 units

Other recent communities include:

- Sierra Heights – 67 units
- 1234 Howard Street – 18 units
- 69 Clementina – 18 units
- Candlestick Point – Phase One – 128 units
- Glen Park Marketplace – 15 units
- Valencia 270 – 28 units
- 1325 Indiana – 48 units
- 1310 Minnesota – 30 units



- Professional Opinion. With regard to the consulting services, reports, projections and recommendations provided by Polaris Group, whether delivered orally or in writing, the parties acknowledge that the matters on which Polaris Group is consulted are not the subject of a predictive science and are instead subject to unforeseen market variables and conditions. Client therefore understands and acknowledges that Polaris Group's projections and recommendations are solely the result of Polaris Group's considered opinion based on Polaris Group's assumptions and judgments predicated on past experience in light of the relevant data studied with respect to the market conditions and the proposed project.
- Use of Product. All information, data, projections and recommendations received by Client from Polaris Group, whether presented orally or in writing, shall be solely for use by Client and is/are not to be used or relied upon by any third party(ies) without the prior written approval of Polaris Group having been first had and obtained.

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