

SAN DIEGO MSA | MULTIFAMILY | Q3 2019

SNAP STATS

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Q3 2019 | 5+ Unit Property Sales Overview

San Diego MSA Overview (5+ Unit Properties)

Total Population **3,370,979**
CoStar

Unemployment Rate (%) **3.4%**
as of Aug 2019

Employment Growth (%) **1.8%**
as of Aug 2019

Median HH Income **\$82,786**
CoStar

Per Capita Income **\$34,350**
Census Estimate

Transaction Volume **\$620M**
\$460M (Q3 2018) +34.6% y-o-y

Avg Price/Unit **\$239,125**
\$193,383 (Q3 2018) +23.7% y-o-y

Avg Price/SF **\$307.70**
\$226.71 (Q3 2018) +35.7% y-o-y

AVG Rent/Occupancy (5+ Unit Properties)

Q3 2019	Q3 2018	Increase / Decrease
\$1,840 <small>Avg Rent y-o-y (All Units)</small>	\$1,786	+\$54
95.5% <small>Avg Occupancy Rate y-o-y</small>	95.5%	NO CHANGE

New Construction (50+)*

Delivered Avg Absorption
549 Units 372 Units
Under Construction
7,810 Units
Planned Projects
18,622 Units

Total Inventory

50+ Units
231,916
5-49 Units
114,622
Total Units
346,538

* Project: Figures based on when total projects are delivered.

Q3 2019 Sales Stats

50+ Units

\$313M

\$233M (Q3 2018)
+34.6% y-o-y

Transaction Volume

\$306M

\$228M (Q3 2018)
+34.7% y-o-y

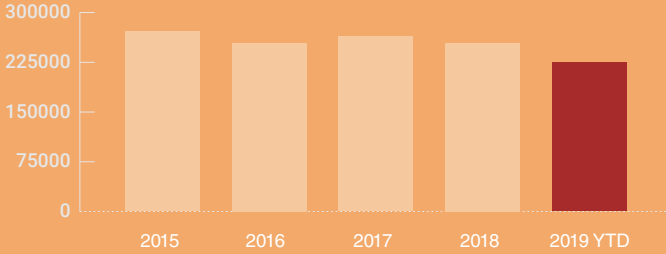
5-49 Units

50+ Units

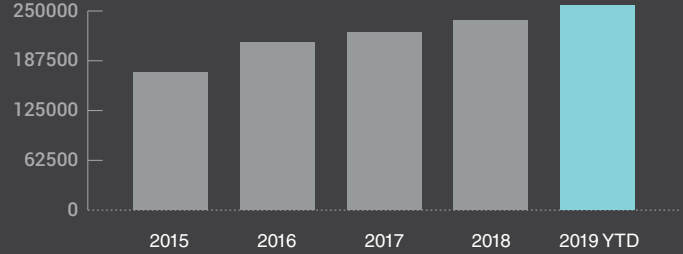
Avg Sales Price Per Unit

5-49 Units

\$224,284 \$166,792 (Q3 2018) +34.5% y-o-y



\$256,464 \$231,041 (Q3 2018) +11.0% y-o-y



\$280.82

\$187.01 (Q3 2018) +50.2% y-o-y

Avg Price/SF

\$341.22

\$289.57 (Q3 2018) +17.8% y-o-y



1981

1987 (Q3 2018)

Avg Year Built

1965 (Q3 2018)

1967

Top Q3 2019 (50+) Sales by Price/Unit



City Plaza at Escondido
Escondido, 55 Units
\$19,750,000
\$359,091/unit
\$367.22/SF
Built 2018



Sunterra
Oceanside, 240 Units
\$66,250,000
\$276,042/unit
\$302.59/SF
Built 1975



Lexington Green
El Cajon, 144 Units
\$39,700,000
\$275,694/unit
\$311.73/SF
Built 1976

Top Q3 2019 (5-49) Sales by Price/Unit



2308 Albatross Street
San Diego, 7 Units
\$4,000,000
\$571,429/unit
\$393.31/SF
Built 1979



810 G Avenue
Coronado, 6 Units
\$3,200,000
\$533,333/unit
\$361.75/SF
Built 1962



709 - 715 Missouri Street
San Diego, 5 Units
\$2,495,000
\$499,000/unit
\$932.71/SF
Built 1952

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