

SNAP STATS

EXECUTIVE SUMMARY INFOGRAPHIC

SAN DIEGO MSA | MULTIFAMILY

Q1 2021 | 5+ Unit Properties Overview

San Diego MSA Overview (5+ Unit Properties)

Total Population **3,334,380**

CoStar

Unemployment Rate (%) **7.2%**

BLS as of Feb 2021

Employment Growth (%) **-7.2%**

BLS as of Mar 2021

Median HH Income **\$93,676**

CoStar

Per Capita Income **\$34,103**

2019 ACS 5-Year Estimate

Transaction Volume **\$505M**

\$518M (Q1 2020) -2.4% y-o-y

Avg Price/Unit **\$272,604**

\$300,600 (Q1 2020) -9.3% y-o-y

Avg Price/SF **\$330.98**

\$374.45 (Q1 2020) -11.6% y-o-y

AVG Rent/Occupancy (5+ Unit Properties)

Q1 2021	Q1 2020	Increase / Decrease
\$1,938	\$1,859	+\$79
Avg Rent y-o-y (All Units)		
96.2%	94.9%	+1.3%
Avg Occupancy Rate y-o-y		

New Construction (5+)

Delivered | Avg Absorption

1,455 Units | 6,274 Units

Under Construction

10,066 Units

Planned Projects

17,371 Units

Total Inventory

50+ Units

234,405

5-49 Units

116,186

Total Units

350,591

Q1 2021 Sales Stats

50+ Units

\$220M

\$250M (Q1 2020)
-11.8% y-o-y

Transaction Volume

\$285M

\$268M (Q1 2020)
+6.4% y-o-y

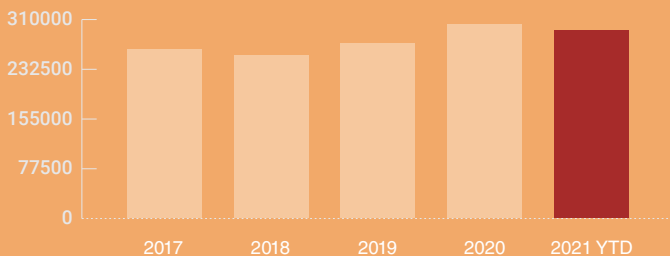
5-49 Units

50+ Units

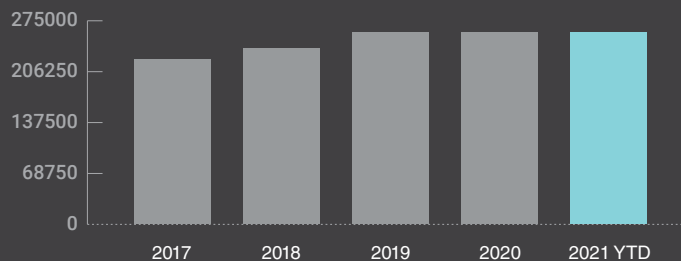
Avg Sales Price Per Unit

5-49 Units

\$292,123 \$339,419 (Q1 2020)
-13.9% y-o-y



\$259,213 \$271,623 (Q1 2020)
-4.6% y-o-y



\$344.38

\$398.83 (Q1 2020)
-13.7% y-o-y

Avg Price/SF

\$321.32

\$354.26 (Q1 2020)
-9.3% y-o-y



1980

1981
(Q1 2020)

Avg Year Built

1963
(Q1 2020)

1965

Top Q1 2021 (50+) Sales by Price/Unit



Mission Ridge
Encinitas, 196 Units
\$94,100,000
\$480,102/unit
\$445.07/SF
Built 1984



The Avenue at San Marcos
San Marcos, 84 Units
\$25,750,000
\$306,548/unit
\$382.73/SF
Built 1988



Garden View
Escondido, 56 Units
\$14,450,000
\$258,036/unit
\$365.64/SF
Built 1972

Top Q1 2021 (5-49) Sales by Price/Unit



Villa La Serena
Rancho Santa Fe, 5 Units
\$3,775,000
\$755,000/unit
\$545.44/SF
Built 1967



338 - 354 Gravilla Street
La Jolla, 7 Units
\$4,950,000
\$707,143/unit
\$528.96/SF
Built 1954



Sea Cliff Apartments
San Diego, 5 Units
\$3,400,000
\$680,000/unit
\$533.75/SF
Built 1950

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