

SAN DIEGO MSA | MULTIFAMILY | YEAR END 2018

SNAP STATS

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YE 2018 | 5+ Unit Property Sales Overview

San Diego MSA Overview (5+ Unit Properties)

Total Population **3,337,685**
Census Estimate

Population Growth (%) ▲ **0.6%**
y-o-y growth

Unemployment Rate (%) **3.2%**
as of November 2018

Employment Growth (%) ▲ **1.8%**
y-o-y as of November 2018

Median HH Income **\$66,529**
Census Estimate

Median HH Income Change ▲ **3.5%**
Census Estimate

Per Capita Income **\$32,482**
Census Estimate

Per Capita Income Change ▲ **3.9%**
Census Estimate

Average Rent/Occupancy (5+ Unit Properties)

	YE 2018	YE 2017	Increase / Decrease
4Q 2018 \$1,969	\$1,925	\$1,833	▲ \$92
	<small>Avg Rent y-o-y (All Units)</small>		
4Q 2018 96.4%	96.5%	96.6%	▼ -0.1%
	<small>Avg Occupancy Rate y-o-y</small>		

New Construction (YE 2018)*

Delivered | Avg Absorption
3,497 Units | 11 Units / Property

Under Construction
9,514 Units

Planned Projects
2,583 Units

4Q 2018
954

Total Inventory

50+ Units
191,375

5-49 Units
177,134

Total Units
368,509

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

YE 2018 Sales Stats

50+ Units

\$1.24B

\$1.81B (YE 2017)
-31.6% y-o-y

4Q 2018 \$443M

Transaction Volume

\$790M

\$948M (YE 2017)
-16.6% y-o-y

4Q 2018 \$208M

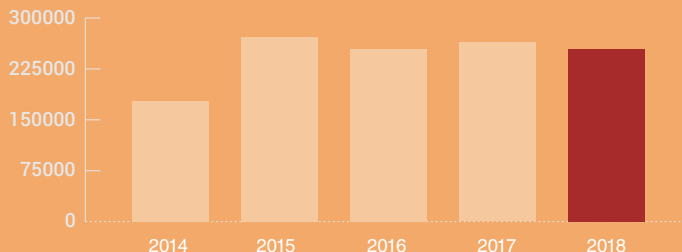
5-49 Units

50+ Units

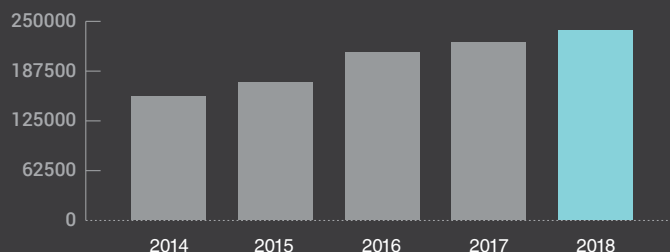
Avg Sales Price Per Unit

5-49 Units

\$253,451 \$263,209 (YE 2017)
-3.7% y-o-y



\$237,489 \$222,897 (YE 2017)
+6.5% y-o-y



\$290.46

\$295.44 (YE 2017)
-1.7% y-o-y

Avg Price/SF

\$306.50

\$295.62 (YE 2017)
+3.7% y-o-y



1986

1986 (YE 2017)

Avg Year Built

1966

1966 (YE 2017)

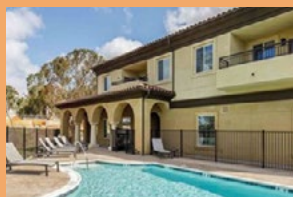
Top YE 2018 (50+) Sales by Price/Unit



Avalon Fashion Valley
San Diego, 161 Units
\$70,750,000
\$439,441/unit
\$384.34/SF
Built 2009



Monarch at Shadowridge Vista, 314 Units
\$115,000,000
\$366,242/unit
\$378.35/SF
Built 2005

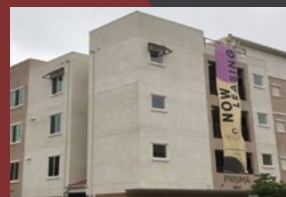


LaTerra Select Stone Creek
Chula Vista, 97 Units
\$35,000,000
\$360,825/unit
\$455.66/SF
Built 2018

Top YE 2018 (5-49) Sales by Price/Unit



1811 - 821 Coast Blvd S
La Jolla, 9 Units
\$7,800,000
\$866,667/unit
\$1,114.29/SF



Prisma
San Diego, 8 Units
\$6,000,000
\$750,000/unit
\$533.33/SF
Built 2018



1144 Fresno Street
San Diego, 6 Units
\$4,350,000
\$725,000/unit
\$375.10/SF
Built 2017

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