

SNAP STATS

EXECUTIVE SUMMARY INFOGRAPHIC

SAN DIEGO MSA | MULTIFAMILY

Q3 2021 | 5+ Unit Properties Overview

San Diego MSA Overview (5+ Unit Properties)

Total Population **3,339,333**
CoStar

Unemployment Rate (%) **6.6%**
BLS as of Aug 2021

Employment Growth (%) **4.4%**
BLS as of Aug 2021

Median HH Income **\$95,283**
CoStar

Per Capita Income **\$34,103**
2019 ACS 5-Year Estimate

Transaction Volume **\$2.08B**
\$332M (Q3 2020) +526.7% y-o-y

Avg Price/Unit **\$267,671**
\$227,346 (Q3 2020) +17.7% y-o-y

Avg Price/SF **\$310.08**
\$267.23 (Q3 2020) +16.0% y-o-y

AVG Rent/Occupancy (5+ Unit Properties)

Q3 2021	Q3 2020	Increase / Decrease
\$2,147 <small>Avg Rent y-o-y (All Units)</small>	\$1,901	+\$246
97.6% <small>Avg Occupancy Rate y-o-y</small>	95.5%	+2.1%

New Construction (5+)

Delivered (YTD)	Absorption (12 Months)
5,365 Units	10,367 Units

Under Construction
8,879 Units

Planned Projects
15,262 Units

Total Inventory

50+ Units	238,757
5-49 Units	116,309
Total Units	355,066

Q3 2021 Sales Stats

50+ Units

\$1.59B
\$186M (Q3 2020)
+754.8% y-o-y

Transaction Volume

\$487M
\$146M (Q3 2020)
+234.9% y-o-y

5-49 Units

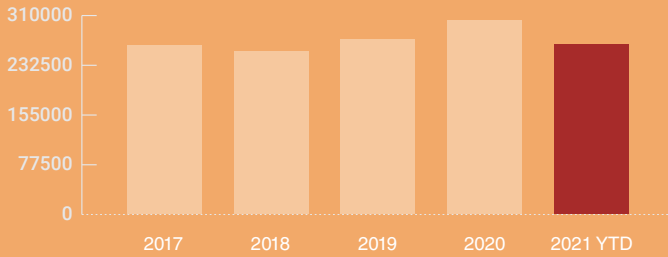
50+ Units

Avg Sales Price Per Unit

5-49 Units

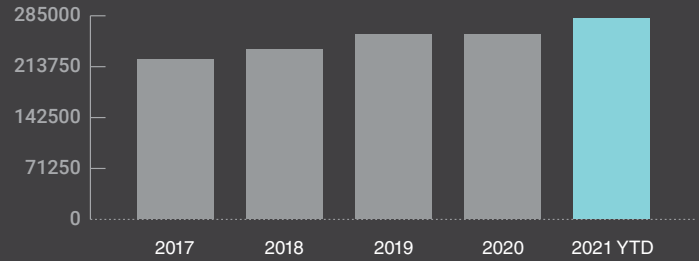
\$263,883

\$230,713 (Q3 2020)
+14.4% y-o-y



\$280,842

\$223,179 (Q3 2020)
+25.8% y-o-y



\$299.80

\$247.29 (Q3 2020)
+21.2% y-o-y

Avg Price/SF

\$349.20

\$297.97 (Q3 2020)
+17.2% y-o-y



1980

1984
(Q3 2020)

Avg Year Built

1961
(Q3 2020)

1964

Top Q3 2021 (50+) Sales by Price/Unit



Fashion Terrace
San Diego, 73 Units
\$32,600,000
\$446,575/unit
\$442.85/SF
Built 1991



Bella Posta
Mission Valley, 344 Units
\$145,500,000
\$422,965/unit
\$471.01/SF
Built 1979



Sunset View
Oceanside, 112 of 184 Units
\$45,500,000
\$406,250/unit
\$410.95/SF
Built 1990

Top Q3 2021 (5-49) Sales by Price/Unit



145 - 155 D Avenue
Coronado, 6 Units
\$4,900,000
\$816,667/unit
\$822.01/SF
Built 1944



920 10th Street
Coronado, 6 Units
\$3,750,000
\$625,000/unit
\$816.99/SF
Built 1957



Lincoln Rock Townhomes
Escondido, 9 Units
\$5,390,000
\$598,889/unit
\$451.65/SF
Built 2019

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