



SNAP STATS

EXECUTIVE SUMMARY INFOGRAPHIC

SAN DIEGO MSA | MULTIFAMILY

Q3 2022 | 5+ Unit Properties Overview

San Diego MSA Overview (5+ Unit Properties)

Total Population **3,286,069**

2021 ACS 1-Year Estimate

Unemployment Rate (%) **3.4%**

BLS as of August 2022

Employment Growth (%) **4.1%**

BLS as of August 2022

Median HH Income **\$91,003**

2021 ACS 1-Year Estimate

Per Capita Income **\$44,377**

2021 ACS 1-Year Estimate

Transaction Volume **\$359M**

\$2.16B (Q3 2021) -83.4% y-o-y

Avg Price/Unit **\$347,703**

\$270,553 (Q3 2021) +28.5% y-o-y

Avg Price/SF **\$493.10**

\$319.73 (Q3 2021) +54.2% y-o-y

AVG Rent/Occupancy (50+ Unit Properties)

Q3 2022	Q3 2021	Increase / Decrease
\$2,416	\$2,227	+\$189
Avg Rent y-o-y (All Units)		
96.9%	97.6%	-0.7%
Avg Occupancy Rate y-o-y		

New Construction (50+)*

Delivered | Avg Absorption
1,540 Units | 12 Units / Property / Month

Under Construction
7,456 Units

Planned Projects
17,031 Units

Total Inventory

50+ Units
206,044

5-49 Units
116,564

Total Units
322,608

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

Q3 2022 Sales Stats

50+ Units

\$93M

\$1.61B (Q3 2021)
-94.3% y-o-y

Transaction Volume

\$266M

\$548M (Q3 2021)
-51.4% y-o-y

5-49 Units

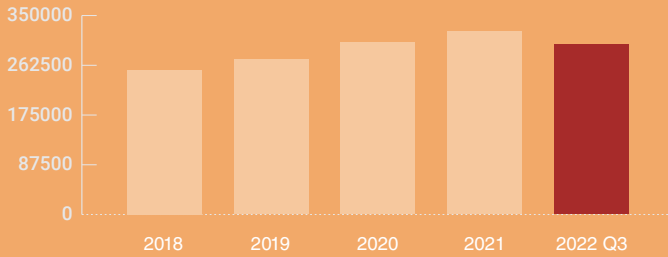
50+ Units

Avg Sales Price Per Unit

5-49 Units

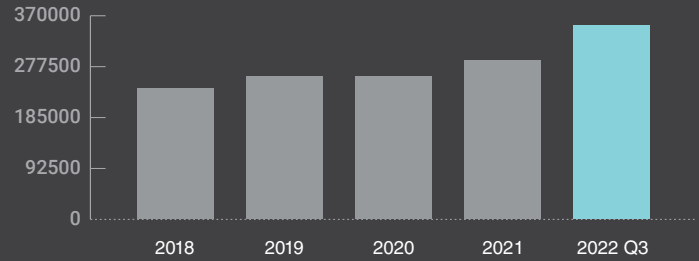
\$298,548

\$265,054 (Q3 2021)
+12.6% y-o-y



\$352,599

\$288,185 (Q3 2021)
+22.4% y-o-y



\$549.81

\$300.42 (Q3 2021)
+83.0% y-o-y

Avg Price/SF

\$471.89

\$376.89 (Q3 2021)
+25.2% y-o-y



1984

Avg Year Built

1963

1981 (Q3 2021)

1965 (Q3 2021)

Top Q3 2022 (50+) Sales by Price/Unit

Top Q3 2022 (5-49) Sales by Price/Unit



Park East
San Diego, 56 Units
\$23,550,000
\$420,536/unit
\$647.87/SF
Built 1973



741 - 747 G Avenue
Coronado, 5 Units
\$4,400,000
\$880,000/unit
\$489.76/SF
Built 1945



The Madison
El Cajon, 110 Units
\$34,000,000
\$309,091/unit
\$555.56/SF
Built 1976



5168 - 5176 Brighton Avenue
San Diego, 5 Units
\$3,500,000
\$700,000/unit
\$1,137.84/SF
Built 1955



Villa Patricia
El Cajon, 53 Units
\$14,900,000
\$281,132/unit
\$305.58/SF
Built 1979



Ollie North Park Lofts
San Diego, 44 Units
\$27,500,000
\$625,000/unit
\$726.78/SF
Built 2022

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