

SNAP STATS

EXECUTIVE SUMMARY INFOGRAPHIC

SAN DIEGO MSA | MULTIFAMILY

YE 2022 | 10+ Unit Properties Overview

San Diego Overview (10+ Unit Properties)

Total Population <small>2022*</small>	3,282,250
Unemployment Rate (%) <small>YE 2022*</small>	3.2%
Employment Growth (%) <small>YE 2022*</small>	3.1%

Median HH Income
2022* **\$95,415**

GDP Per Capita
2022* **\$85,621**

Transaction Volume
\$5.21B (YE 2021) -29.4% y-o-y **\$3.68B**

Avg Price/Unit
\$310,027 (YE 2021) 19.8% y-o-y **\$371,413**

Avg Price/SF
\$358.56 (YE 2021) 23.1% y-o-y **\$441.46**

* Forecasted.

AVG Rent/Occupancy (10+ Unit Properties)

YE 2022	YE 2021	Increase / Decrease
\$2,320 <small>Avg Rent y-o-y (All Units)</small>	\$2,205	\$115
96.4% <small>Avg Occupancy Rate y-o-y</small>	97.6%	-1.2%

New Construction (10+)**

Delivered (YTD) 5,174 Units	Absorption (12 Months) - Units/Property/Month
Under Construction 7,963 Units	
Planned Projects 15,974 Units	

Q4 2022
522

Total Inventory

100+ Units 197,139
10-99 Units 195,747
Total Units 392,886

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

YE 2022 Sales Stats

100+ Units

\$2.42B

\$3.24B (YE 2021)
-25.3% y-o-y

Q4 2022 **\$975M**

Transaction Volume

\$1.26B

\$1.97B (YE 2021)
-36.1% y-o-y

Q4 2022 **\$265M**

10-99 Units

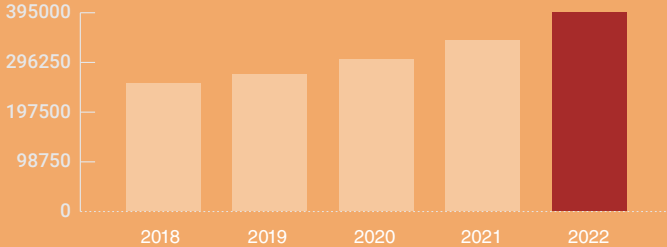
100+ Units

Avg Sales Price Per Unit

10-99 Units

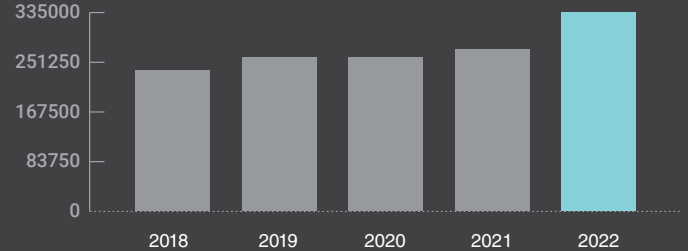
\$394,562

\$338,411 (YE 2021)
16.6% y-o-y



\$333,840

\$272,521 (YE 2021)
22.5% y-o-y



\$444.11

\$373.61 (YE 2021)
18.9% y-o-y

Avg Price/SF

\$436.45

\$336.31 (YE 2021)
29.8% y-o-y



1996

Avg Year Built

1970

1985
(YE 2021)

1972
(YE 2021)

Top YE 2022 (100+) Sales by Price/Unit



Jefferson Pacific Beach
San Diego, 172 Units
\$113,000,000
\$656,977/unit
\$666.39/SF
Built 2020



The Rylan Vista
Vista, 126 Units
\$72,500,000
\$575,397/unit
\$526.72/SF
Built 2020



Avana La Jolla
San Diego, 312 Units
\$168,500,000
\$540,064/unit
\$677.64/SF
Built 1986

Top YE 2022 (10-99) Sales by Price/Unit



Nimitz Crossing
San Diego, 36 Units
\$30,000,000
\$833,333/unit
\$937.50/SF
Built 2020



Lofts on Laurel
San Diego, 21 Units
\$17,000,000
\$809,524/unit
\$647.77/SF
Built 2018



Carlton Oaks
Santee, 10 Units
\$7,159,000
\$715,900/unit
\$484.47/SF
Built 2022

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