

# SNAP STATS

## EXECUTIVE SUMMARY INFOGRAPHIC

### SAN DIEGO MSA | MULTIFAMILY

### YE 2021 | 5+ Unit Properties Overview

#### San Diego MSA Overview (5+ Unit Properties)

**Total Population** **3,301,573**  
CoStar

**Unemployment Rate (%)** **4.6%**  
BLS as of Nov 2021

**Employment Growth (%)** **4.6%**  
BLS as of Nov 2021

**Median HH Income** **\$89,814**  
CoStar

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

**Transaction Volume** **\$5.56B**  
\$2.44B (YE 2020) +127.9% y-o-y

**Avg Price/Unit** **\$308,899**  
\$283,241 (YE 2020) +9.1% y-o-y

**Avg Price/SF** **\$360.41**  
\$331.75 (YE 2020) +8.6% y-o-y

#### AVG Rent/Occupancy (5+ Unit Properties)

YE 2021	YE 2020	Increase / Decrease
<b>\$2,072</b> <small>Avg Rent y-o-y (All Units)</small>	<b>\$1,842</b>	<b>+\$230</b>
<b>97.8%</b> <small>Avg Occupancy Rate y-o-y</small>	<b>96.3%</b>	<b>+1.5%</b>

#### New Construction (5+)

Delivered (YTD)	Absorption (12 Months)
<b>5,681 Units</b>	<b>9,039 Units</b>

**Under Construction**  
**8,952 Units**

**Planned Projects**  
**14,953 Units**

#### Total Inventory

<b>50+ Units</b>	<b>239,014</b>
<b>5-49 Units</b>	<b>116,462</b>
<b>Total Units</b>	<b>355,476</b>

### YE 2021 Sales Stats

**50+ Units**

**\$3.76B**

**\$1.50B (YE 2020)**  
**+149.7% y-o-y**

**Q4 2021 \$1.45B**

**Transaction Volume**

**\$1.80B**

**\$936M (YE 2020)**  
**+92.8% y-o-y**

**Q4 2021 \$494M**

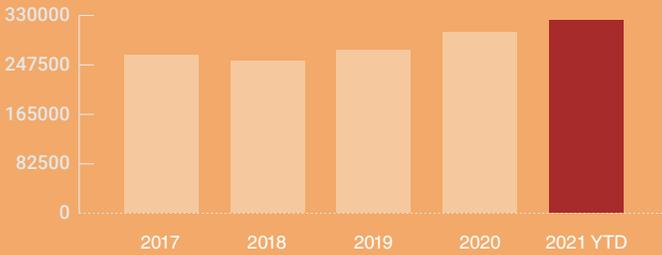
**5-49 Units**

50+ Units

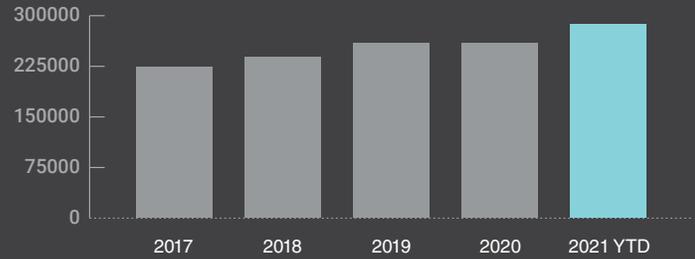
Avg Sales Price Per Unit

5-49 Units

\$320,491 \$300,870 (YE 2020) +6.5% y-o-y



\$287,264 \$258,854 (YE 2020) +11.0% y-o-y



\$358.92

\$328.40 (YE 2020) +9.3% y-o-y

Avg Price/SF

\$363.53

\$337.27 (YE 2020) +7.8% y-o-y



1983

1984 (YE 2020)

Avg Year Built

1965 (YE 2020)

1965

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

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



**Eighteen Ten State**  
 San Diego, 99 Units  
 \$64,400,000  
 \$650,505/unit  
 \$715.56/SF  
 Built 2017



**Pacific Bay View Condos**  
 San Diego, 5 Units  
 \$4,100,000  
 \$820,000/unit  
 \$666.02/SF  
 Built 1981



**The Merian**  
 San Diego, 426 Units  
 \$236,624,500  
 \$555,457/unit  
 \$497.68/SF  
 Built 2020



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



**Gravity**  
 San Diego, 325 Units  
 \$177,500,000  
 \$546,154/unit  
 \$546.15/SF  
 Built 2021



**1134 Fresno Street**  
 San Diego, 6 Units  
 \$4,835,000  
 \$805,833/unit  
 \$439.47/SF  
 Built 2017

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