

SAN DIEGO MSA | MULTIFAMILY | YEAR END 2016

SNAP STATS

SAN DIEGO MSA OVERVIEW

Total Population <small>Census 2015 Estimate</small>	3,299,521
Population Growth (%) <small>y-o-y growth 2014 to 2015</small>	1.0%
Employment Growth (%) <small>y-o-y as of November 2016</small>	2.2%
Unemployment Rate (%) <small>as of November 2016</small>	4.3%
Median HH Income <small>2014-5 ACS 5-Yr Estimate</small>	\$64,309
Median HH Income Growth <small>2014-5 ACS 5-Yr Estimate</small>	1.0%
Per Capita Income <small>Census 2015 Estimate</small>	\$31,266
Per Capita Income Change <small>2014-15 Census/BEA Estimate</small>	1.0%

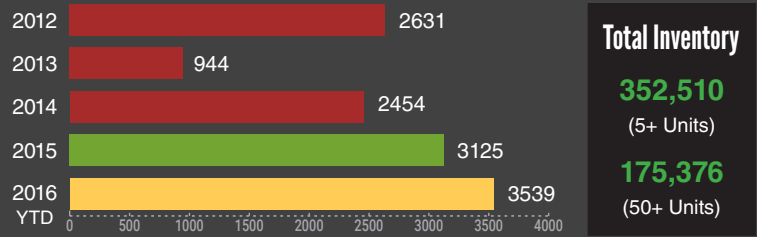
YE 2016 | Average Rent/Occupancy

YE 2016	YE 2015	Increase / Decrease
\$1,741 <small>Avg Rent y-o-y (All Units)</small>	\$1,638	▲ \$103
96.9% <small>Avg Occupancy Rate y-o-y</small>	96.4%	▲ 0.5%

5+ Unit Properties

New Construction

Units Delivered* YE 2016: 3,539 | YE 2015: 3,125



* Project: Based on when total projects are delivered.

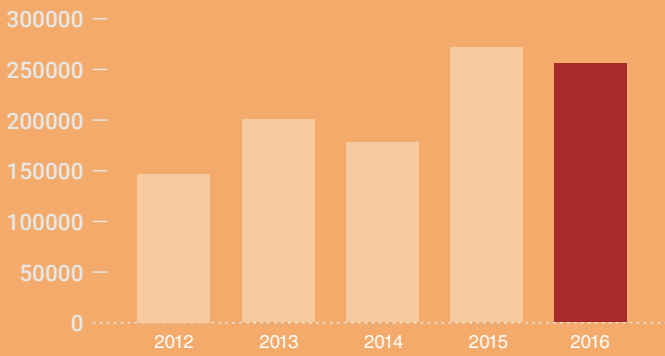
YE 2016 Sales Stats

50+ Units

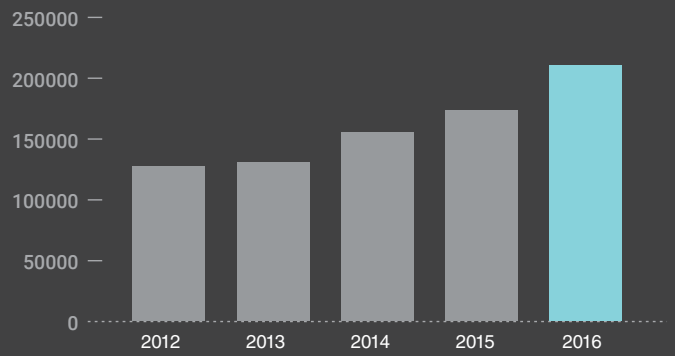
Avg Sales Price Per Unit

5-49 Units

\$255,317 \$271,219 (YE 2015)
-5.9% y-o-y



\$210,358 \$172,765 (YE 2015)
+21.8% y-o-y



\$292.46

\$326.18 (YE 2015)
-10.3% y-o-y

Avg Price/SF

\$274.52

\$235.42 (YE 2015)
+16.6% y-o-y



50+ Units

1987

Avg Yr Blt

Avg Year Built

1965

Avg Yr Blt

5-49 Units



\$1.9B

\$2.3B (YE 2015)
-19.0% y-o-y

Transaction Volume

\$898M

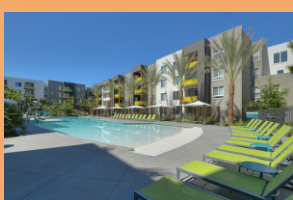
\$847M (YE 2015)
+6.0% y-o-y



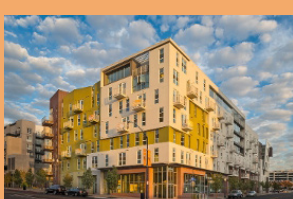
Top YE 2016 Sales by Price/Unit



Dylan Point Loma
San Diego, 180 Units
\$90,000,000
\$500,000/Unit
\$335.04/SF
Built 2016



BLVD63
San Diego, 332 Units
\$156,000,000
\$469,880/Unit
\$374.85/SF
Built 2014



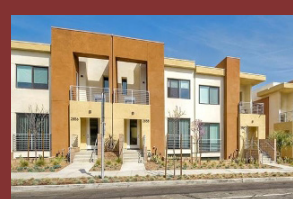
Form 15
San Diego, 242 Units
\$97,648,000
\$403,504/Unit
\$536.71/SF
Built 2014



3710-3720 Carlsbad Blvd
Carlsbad, 10 Units
\$11,200,000
\$1,120,000/Unit
\$593.06/SF
Built 2006



5971 Mildred St
San Diego, 6 Units
\$4,500,000
\$750,000/Unit
\$323.18/SF
Built 2010



SL20
San Diego, 20 Units
\$14,225,000
\$711,250/Unit
\$420.82/SF
Built 2015

