

# SAN DIEGO MSA | MULTIFAMILY | YEAR END 2017

# SNAP STATS

## SAN DIEGO MSA SNAP STATS

## YE 2017 | 5+ Unit Property Sales Overview

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

<b>Total Population</b> <small>Census 2016 Estimate</small>	<b>3,317,749</b>
<b>Population Growth (%)</b> <small>y-o-y growth 2015 to 2016</small>	<b>▲ 1.0%</b>
<b>Unemployment Rate (%)</b> <small>as of December 2017</small>	<b>3.3%</b>
<b>Employment Growth (%)</b> <small>y-o-y as of December 2017</small>	<b>▲ 1.3%</b>
<b>Median HH Income</b> <small>2016 ACS 5-Yr Estimate</small>	<b>\$66,529</b>
<b>Median HH Income Growth</b> <small>2016 ACS 5-Yr Estimate</small>	<b>▲ 3.5%</b>
<b>Per Capita Income</b> <small>2016 ACS 5-Yr Estimate</small>	<b>\$32,482</b>
<b>Per Capita Income Change</b> <small>2016 ACS 5-Yr Estimate</small>	<b>▲ 3.9%</b>

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

YE 2017	YE 2016	Increase / Decrease
<b>\$1,833</b> <small>Avg Rent y-o-y (All Units)</small>	<b>\$1,749</b>	<b>▲ \$84</b>
<b>96.6%</b> <small>Avg Occupancy Rate y-o-y</small>	<b>97.2%</b>	<b>▼ -0.6%</b>

### New Construction\*

<b>Delivered   Avg Absorption</b> <b>4,654 Units   16 Units / Property</b>
<b>Under Construction</b> <b>8,751 Units</b>
<b>Planned Projects</b> <b>5,284 Units</b>

### Total Inventory

<b>50+ Units</b> <b>180,030</b>
<b>5-49 Units</b> <b>177,134</b>
<b>Total Units</b> <b>357,164</b>

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

## YE 2017 Sales Stats

**50+ Units**

**\$1.76B**

**\$1.92B (YE 2016)**  
**-8.3% y-o-y**

**Transaction Volume**

**\$940M**

**\$899M (YE 2016)**  
**+4.6% y-o-y**

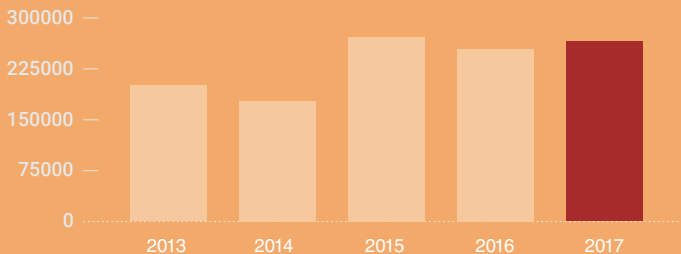
**5-49 Units**

# 50+ Units

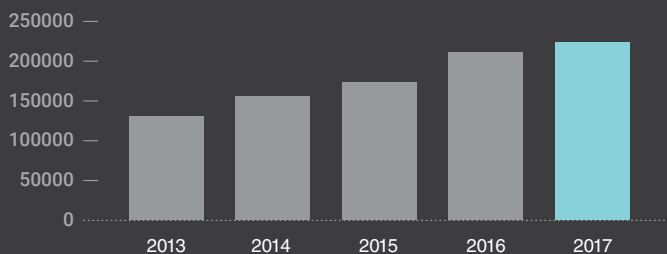
## Avg Sales Price Per Unit

# 5-49 Units

**\$264,594** \$253,453 (YE 2016)  
+4.4% y-o-y



**\$223,475** \$210,357 (YE 2016)  
+6.2% y-o-y



**\$294.25**

\$291.65 (YE 2016)  
+0.9% y-o-y

## Avg Price/SF

**\$294.30**

\$275.73 (YE 2016)  
+6.7% y-o-y



**1986**

1987  
(YE 2016)

## Avg Year Built

1965  
(YE 2016)

**1966**

### Top YE 2017 (50+) Sales by Price/Unit



**Ocean Air**  
San Diego, 100 Units  
\$55,000,000  
\$550,000/unit  
\$415.86/SF  
Built 2015



**Encinitas Heights**  
Encinitas, 120 Units  
\$53,000,000  
\$441,667/unit  
\$351.13/SF  
Built 2002



**Carmel Pacific Ridge**  
San Diego, 533 Units  
\$232,000,000  
\$435,272/unit  
\$381.47/SF  
Built 2013

### Top YE 2017 (5-49) Sales by Price/Unit



**La Jolla Seaview**  
La Jolla, 12 Units  
\$10,700,000  
\$891,667/unit  
\$1,110.19/SF  
Built 1986



**Lauretta Luxury Townhomes**  
San Diego, 6 Units  
\$3,950,000  
\$658,333/unit  
\$434.30/SF  
Built 2016



**In Eden**  
La Jolla, 18 Units  
\$11,050,000  
\$613,889/unit  
\$888.12/SF  
Built 1960

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