



## MARKET AT A GLANCE



**OCCUPANCY RATE** **96.3%**  
Down **60 bps** since 3Q19



**EFFECTIVE RENT** **\$1,986**  
Unchanged since 3Q19



**RENT PAYMENT TRACKER (Oct. 1-6)** **87.5%**  
Up **570 bps** since Sept. 1-6

## OCCUPANCY AND RENT TRENDS

### MULTIFAMILY SECTOR IS HOLDING STEADY AMID ECONOMIC RECOVERY

The metro San Diego economy has begun to bounce back strong from the coronavirus disruption as businesses reopen. Since the end of April, employers welcomed back 80,900 employees, a 40% recovery compared to pre-pandemic employment. San Diego's resiliency extended beyond job recovery. During third quarter, the initial phase of the \$1.5 billion, 12-acre San Diego Research and Development District broke ground and is slated to complete by the summer of 2023. The local apartment market reflected the economic recovery. Quarter-over-quarter occupancy rose 40 basis points to 96.3% by September 2020, while average monthly effective rent increased 0.9% to \$1,986. Apartment demand outpaced new construction in 11 of the 13 submarkets. Landlords in the La Jolla/University City submarket recorded net move-outs and a corresponding drop in occupancy during third quarter. San Diego's five major universities, serving 100,000 students, were primarily online for the fall 2020 semester. The number of COVID-19 infections was falling in San Diego County during the third quarter, which could lead the state and county to allow the universities to bring back more students. Meanwhile, Governor Gavin Newsom signed a bill extending the state's eviction moratorium through January of next year.



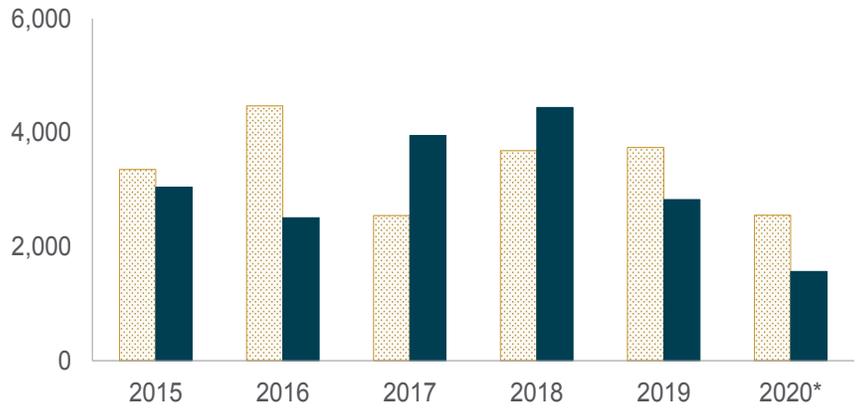
**DELIVERIES AND DEMAND**



**DELIVERIES** 2,551  
Units YTD



**NET ABSORPTION** 1,566  
Units YTD



\*Year to date

■ Deliveries ■ Demand

**ECONOMIC TRENDS**

2019 3.0% ..... UNEMPLOYMENT\* ..... 2020 9.6%  
**660 BPS CHANGE**

2019 1.5m ..... EMPLOYMENT\* ..... 2020 1.4m  
**-9.0% CHANGE**

2019 31.2k ..... EXISTING SFH SALES\*\* ..... 2020 32.9k  
**5.4% CHANGE**

2019 3.3m ..... POPULATION\*\* ..... 2020 3.4m  
**0.5% CHANGE**

2019 1.70% ..... 10-YEAR TREASURY\*\* ..... 2020 0.68%  
**-100 BPS CHANGE**

\*August; \*\*September



# SAN DIEGO

## MULTIFAMILY REPORT

### SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY			EFFECTIVE RENT			NET ABSORPTION		DELIVERED UNITS	
	3Q20	Q-o-Q Change (BPS)	Y-o-Y Change (BPS)	3Q20	Q-o-Q Change	Y-o-Y Change	3Q20	Annual	3Q20	Annual
Carlsbad/Encinitas/Del Mar	95.7%	90	-120	\$2,475	0.5%	-3.2%	242	345	61	608
Chula Vista/Imperial Beach	97.5%	90	50	\$1,910	2.2%	2.4%	292	563	0	388
Downtown San Diego/Coronado	93.3%	-10	-280	\$2,425	1.2%	-1.0%	262	56	315	831
El Cajon/Santee/Lakeside	98.0%	30	50	\$1,644	2.2%	3.2%	68	120	0	0
Escondido	97.3%	70	-10	\$1,695	0.6%	2.9%	155	103	51	126
Far North San Diego	96.3%	20	-10	\$2,123	-1.2%	-3.0%	41	209	0	228
La Jolla/University City	90.4%	-260	-500	\$2,200	-5.3%	-12.8%	-445	-642	45	294
La Mesa/Spring Valley	97.4%	30	80	\$1,803	2.8%	2.2%	50	134	0	0
Mid-City/National City	97.4%	40	-10	\$1,683	0.8%	2.4%	199	-342	18	183
Northeast San Diego	96.4%	120	50	\$2,284	2.8%	-0.3%	318	189	99	99
Northwest San Diego	96.9%	100	-90	\$2,048	1.3%	2.7%	361	-160	0	313
Oceanside	97.1%	60	-30	\$1,850	1.8%	1.3%	104	-20	0	34
Vista/San Marcos	96.0%	50	-40	\$1,920	1.5%	0.9%	217	241	121	334
<b>TOTALS</b>	<b>96.3%</b>	<b>40</b>	<b>-60</b>	<b>\$1,986</b>	<b>0.9%</b>	<b>0.0%</b>	<b>1,863</b>	<b>795</b>	<b>710</b>	<b>3,438</b>

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