

## SAN DIEGO REVIEW

San Diego Market General Overview	Nov 2018	Annual Change
Occupancy:	94.3	-0.2%
Units Added:	3,251	
Units Absorbed (Annual):	2,772	
Average Size (SF):	861	+0.3%
Asking Rent:	\$1,925	+6.3%
Asking Rent per SF:	\$2.24	+5.9%
Effective Rent:	\$1,913	+6.1%
Effective Rent per SF:	\$2.22	+5.7%
% Offering Concessions:	8%	+35.0%
Ave. Concession Package:	5.2%	+12.5%

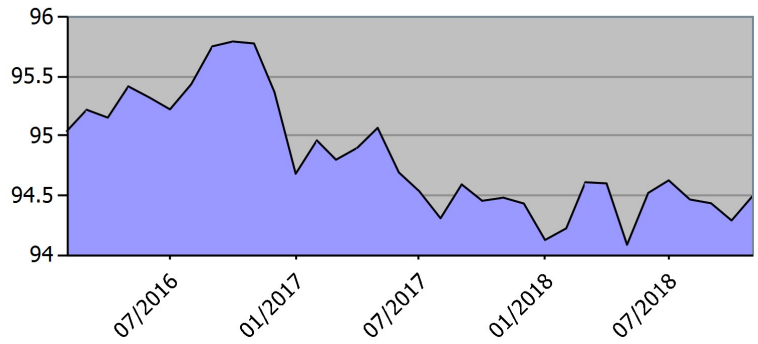
San Diego Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	96.5	+1.0%
Unit Change:	-188	
Units Absorbed (Annual):	1,340	
Average Size (SF):	837	+840.4%
Asking Rent:	\$1,601	+769.5%
Asking Rent per SF:	\$1.91	-6.9%
Effective Rent:	\$1,591	+764.2%
Effective Rent per SF:	\$1.90	-7.5%
% Offering Concessions:	6%	
Ave. Concession Package:	5.7%	

### FLOOR PLAN BREAKDOWN-SAN DIEGO

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	5.5%	482	\$1,486	\$1,465	1.5%
1 BR	38.6%	696	\$1,674	\$1,663	0.7%
1 DEN	0.4%	918	\$2,175	\$2,154	1.0%
2 BR	45.4%	973	\$1,981	\$1,971	0.5%
2 DEN	0.1%	1,243	\$2,354	\$2,350	0.2%
3 BR	9.2%	1,201	\$2,163	\$2,158	0.2%
>3 BR	0.7%	1,526	\$3,033	\$3,033	0.0%

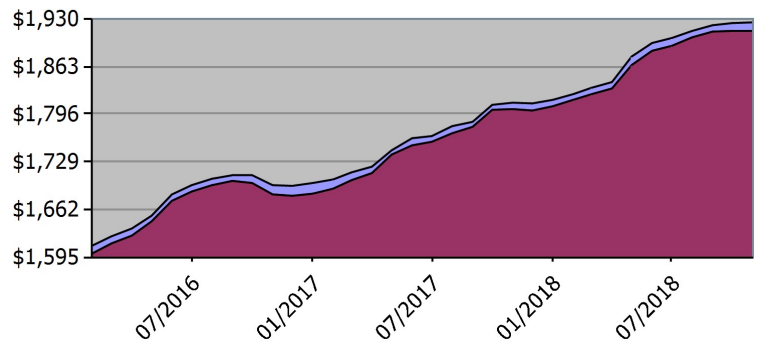
### Occupancy Rate

San Diego



### Market vs. Effective Rents

San Diego



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OTHER MARKETS	Las Vegas		Phoenix		San Bernardino/Riverside		Los Angeles	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	93.6	+0.9%	92.7	+0.7%	94.4	-1.4%	93.3	-0.3%
Units Added:	2,244		8,612		1,470		13,015	
Units Absorbed (Annual):	3,504		9,928		17		10,970	
Average Size (SF):	912	+0.2%	852	+0.1%	871	+0.9%	867	-0.3%
Asking Rent:	\$1,046	+7.6%	\$1,086	+8.2%	\$1,512	+6.5%	\$2,186	+5.3%
Asking Rent per SF:	\$1.15	+7.4%	\$1.27	+8.1%	\$1.73	+5.5%	\$2.52	+5.6%
Effective Rent:	\$1,037	+8.0%	\$1,075	+8.6%	\$1,506	+6.4%	\$2,171	+5.2%
Effective Rent per SF:	\$1.14	+7.8%	\$1.26	+8.4%	\$1.73	+5.4%	\$2.50	+5.5%
% Offering Concessions:	22%	-27.3%	20%	-19.3%	9%	+8.5%	9%	-1.2%
Ave. Concession Package:	3.7%	-2.3%	4.8%	-4.1%	3.3%	+12.7%	5.3%	+19.2%