

January 2024



CORTO
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GROUP

Multifamily Sales Report

*January 2024: Few Deals, Skewed
Prices, Speed Disparity*

San Diego, CA

cortorealty.com

San Diego Multifamily Market: Few Deals, Skewed Prices, Speed Disparity

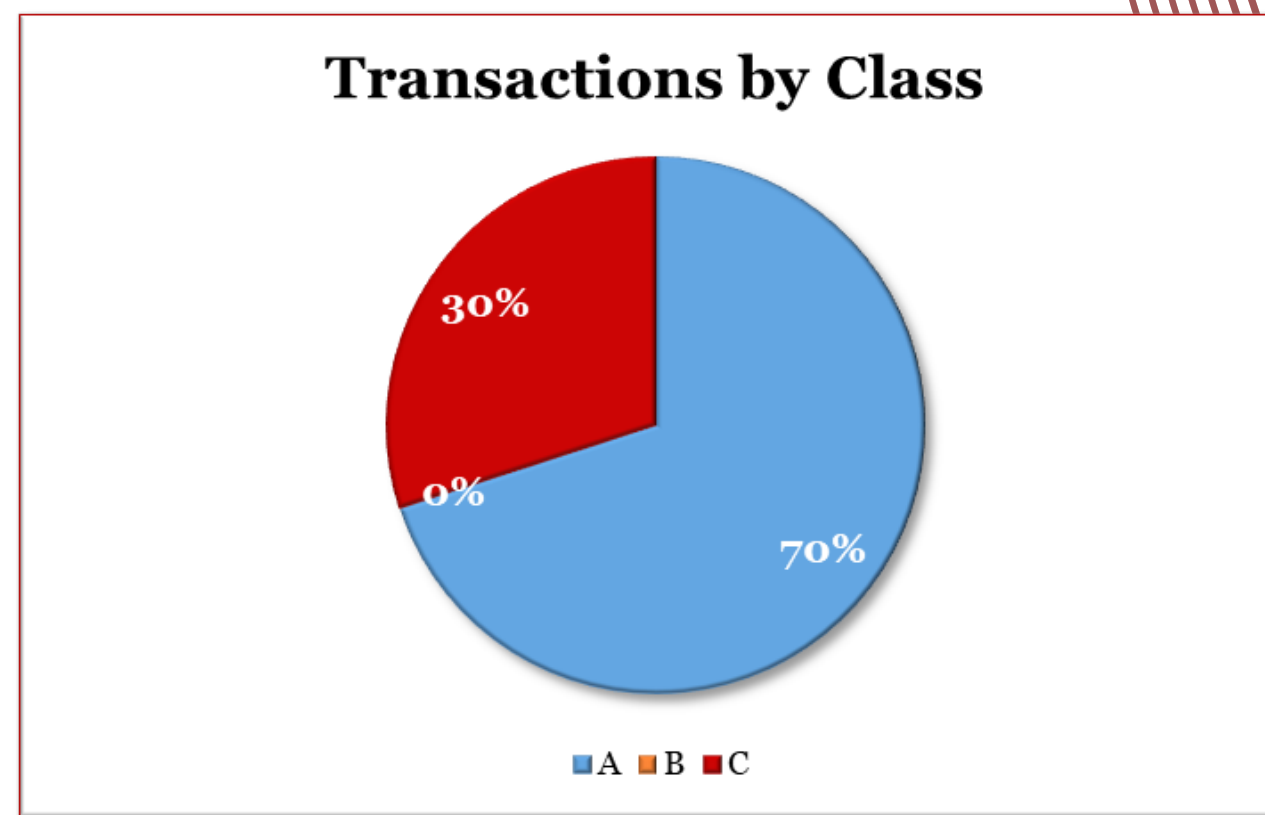
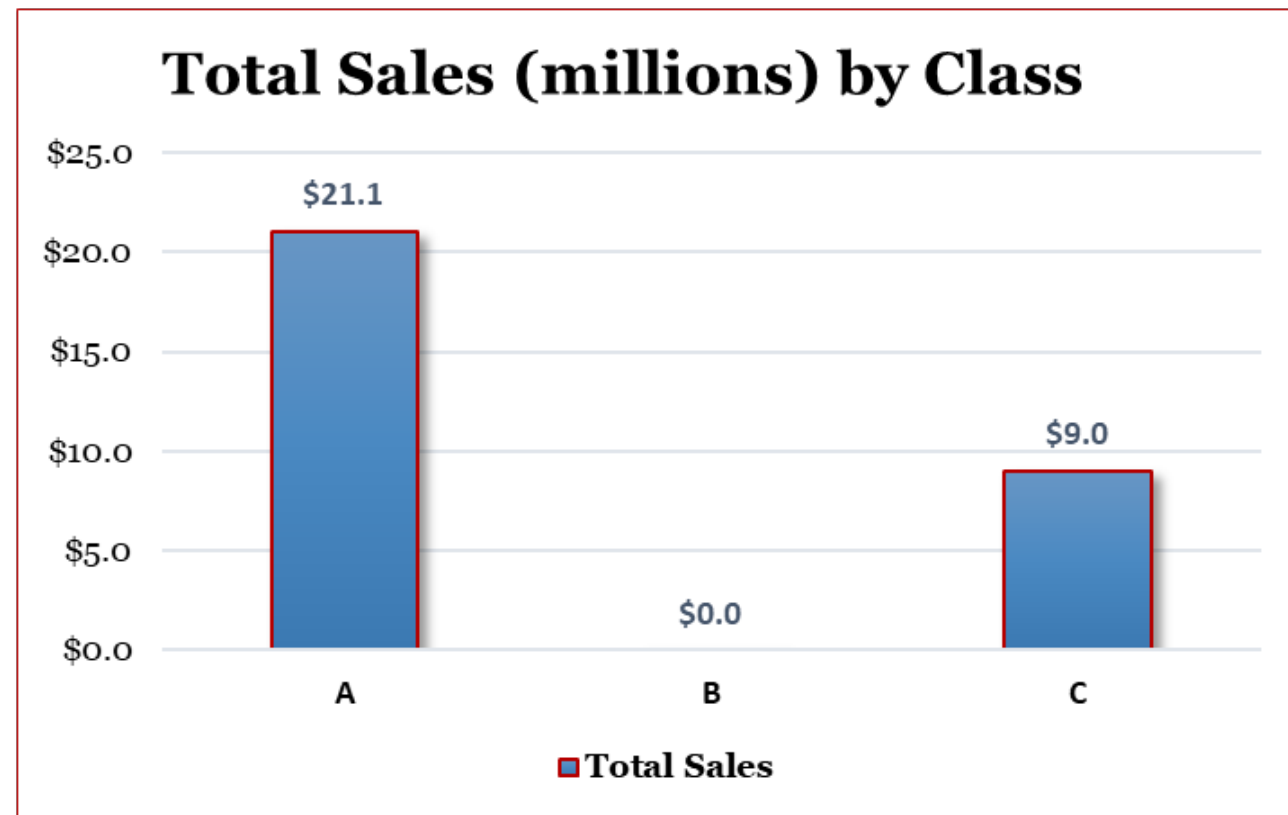


Transactions	5
Total Sales Volume	\$30,105,000
Avg. Price per Unit	\$348,000
Median Price per Unit	\$257,000
Avg. Days on Market	118
Median Days on Market	134

- San Diego County's multifamily market experienced a slow January, with only a handful of transactions closing.
- One deal, The Element, dominated activity, constituting a whopping 60% of the total sales volume. Notably, it was the only property under 50 years old to trade.
- The Element's high price per unit inflated the overall average sales price. When excluding it, the average drops significantly to \$275K, reflecting a more realistic market picture.
- Speed of sale varied greatly, with deals under \$3 million closing in an average of 52 days, significantly faster than pricier transactions which took an average of 162 days. This suggests stronger buyer interest for smaller, more affordable properties.
- Cap rates displayed a wide range, from the low 2% to the high 4%, highlighting the diversity of property types and investor strategies within the market.

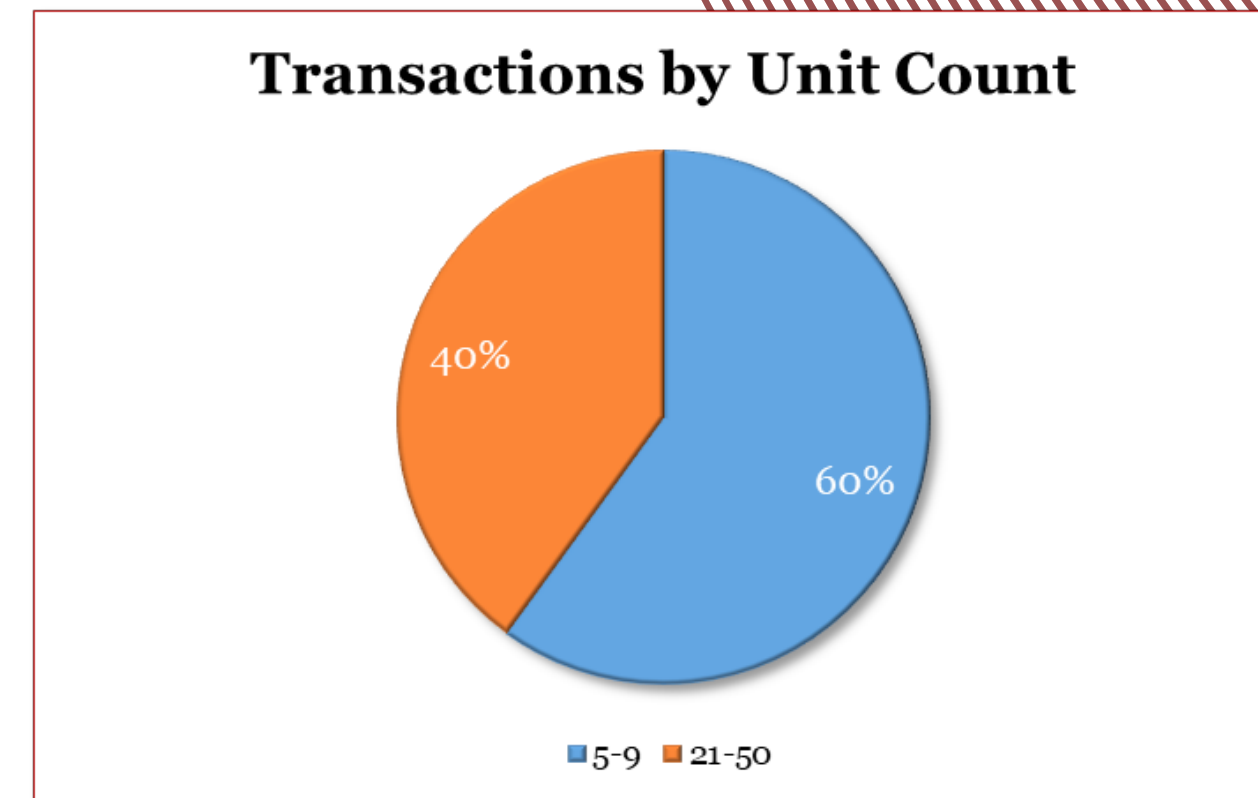
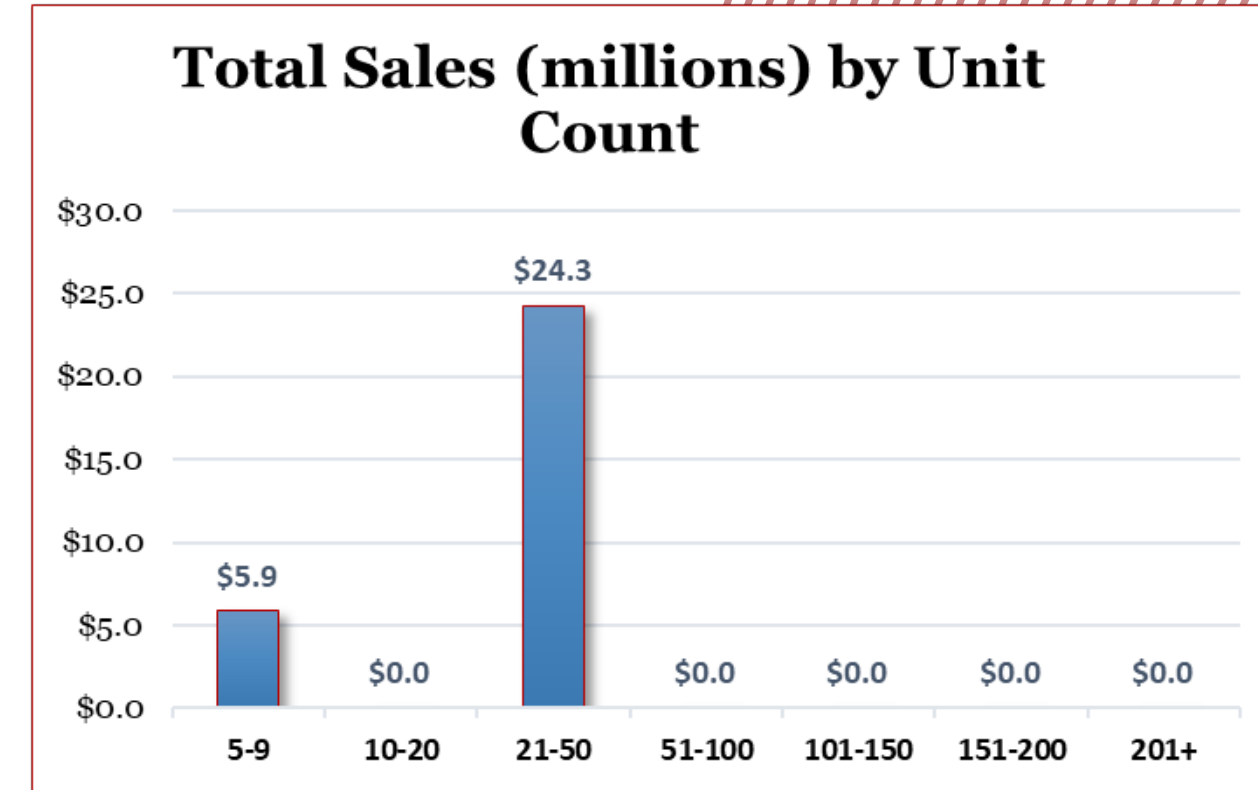
Summary by Class

Class	Transactions	Total Sales	Avg. Price per Unit	Avg. Price per SF	Avg. Cap Rate	Avg. Days on Market
A	2	\$21.1	\$492,500	\$507	3.5%	170
B	0	\$0.0	-	-	-	-
C	3	\$9.0	\$252,000	\$421	3.3%	84



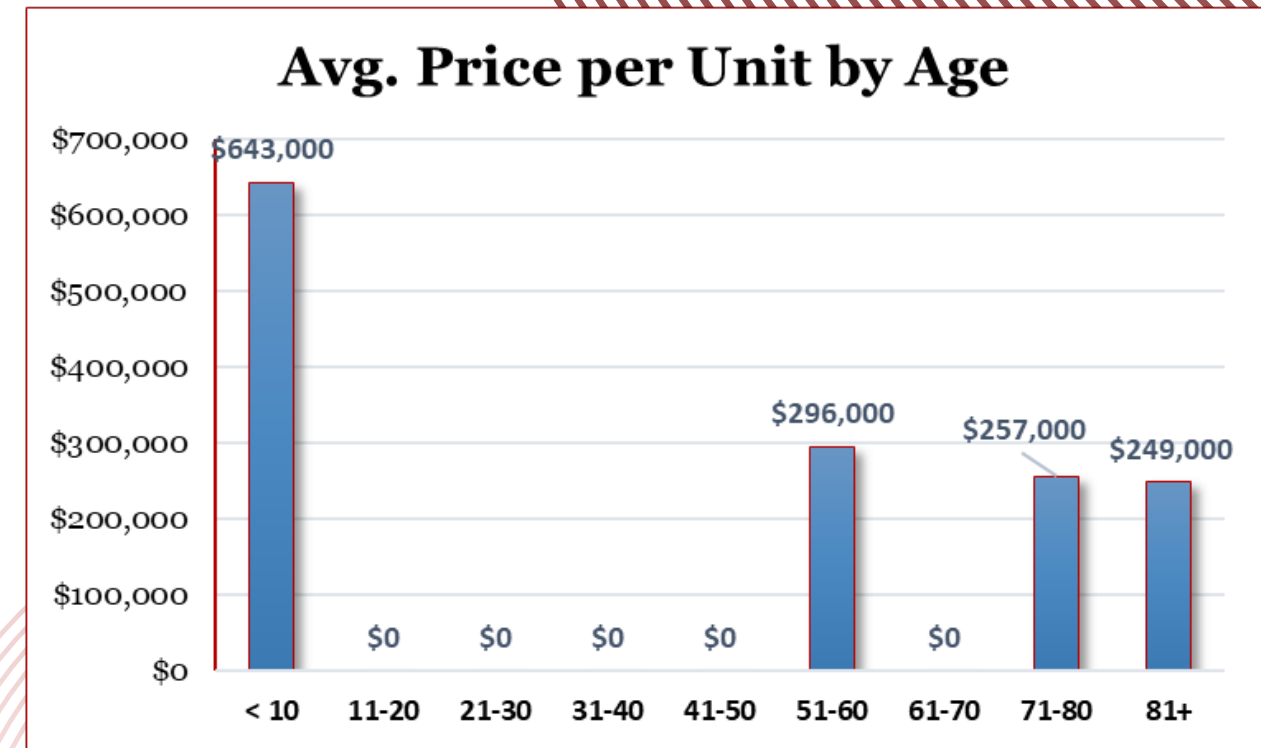
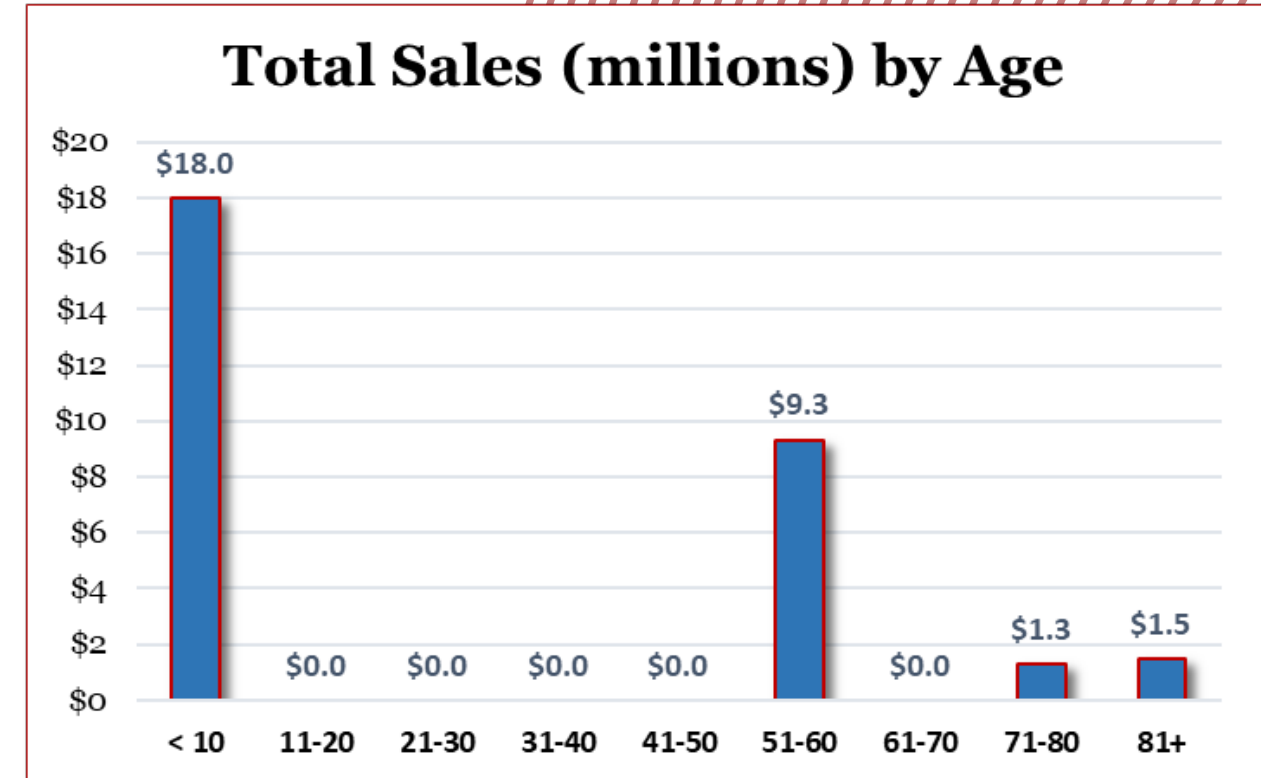
Summary by Unit Count

Unit Count	Transactions	Total Sales	Avg. Price per Unit	Avg. Price per SF	Avg. Cap Rate
5-9	3	\$5,855,000	\$283,000	\$456	3.9%
10-20	0	\$0	-	-	-
21-50	2	\$24,250,000	\$447,000	\$454	2.8%
51-100	0	\$0	-	-	-
101-150	0	\$0	-	-	-
151-200	0	\$0	-	-	-
201+	0	\$0	-	-	-



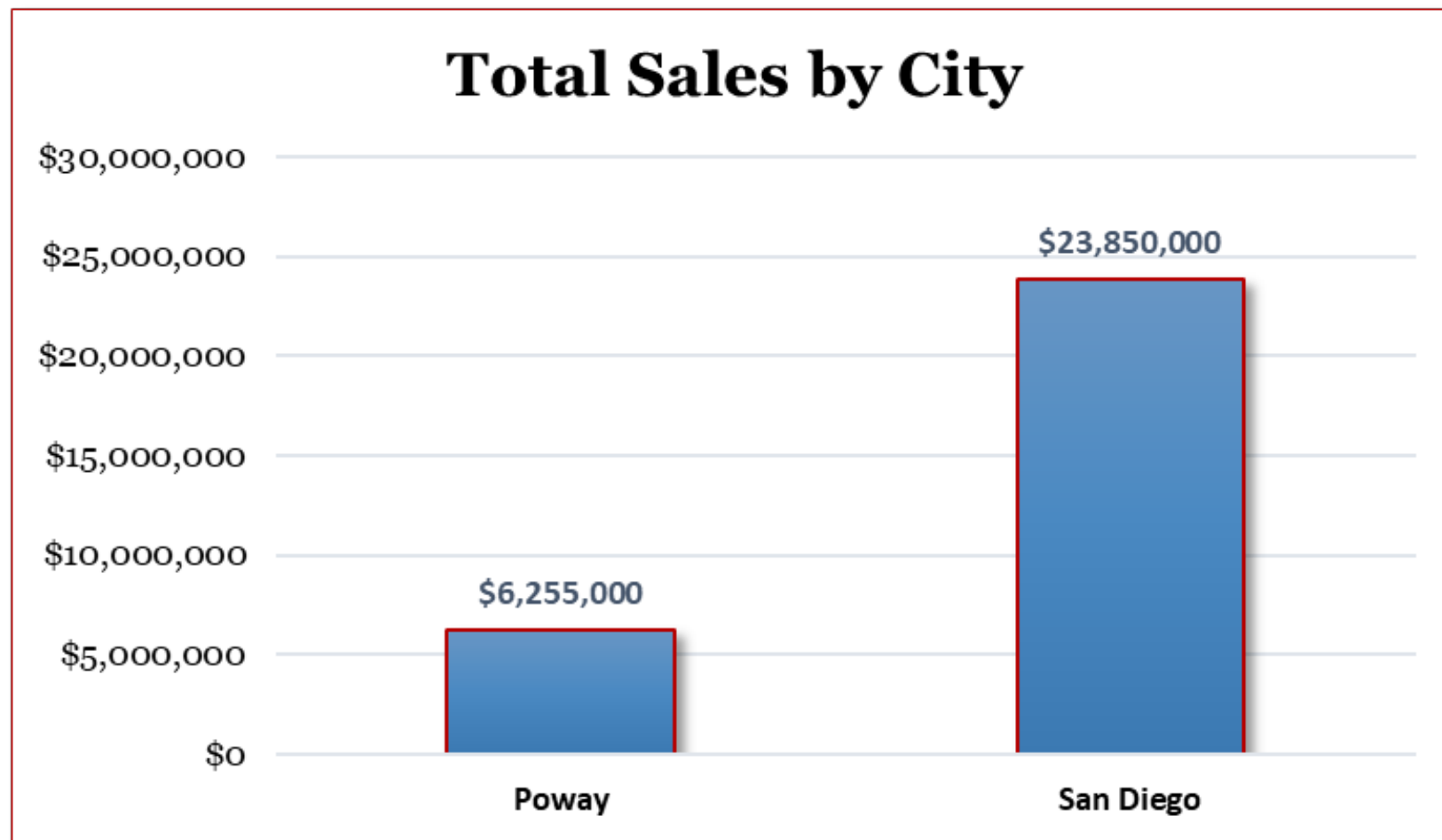
Summary by Age

Year Built	Age	Transactions	Total Sales	Avg. Price per Unit	Avg. Price per SF	Avg. Cap Rate
2014-2024	< 10	1	\$17,995,000	\$643,000	\$537	3.5%
2004-2013	11-20	0	\$0	-	-	-
1994-2003	21-30	0	\$0	-	-	-
1984-1993	31-40	0	\$0	-	-	-
1974-1983	41-50	0	\$0	-	-	-
1964-1973	51-60	2	\$9,330,000	\$296,000	\$424	2.2%
1954-1963	61-70	0	\$0	-	-	-
1944-1953	71-80	1	\$1,285,000	\$257,000	\$528	2.8%
<1944	81+	1	\$1,495,000	\$249,000	\$362	4.9%



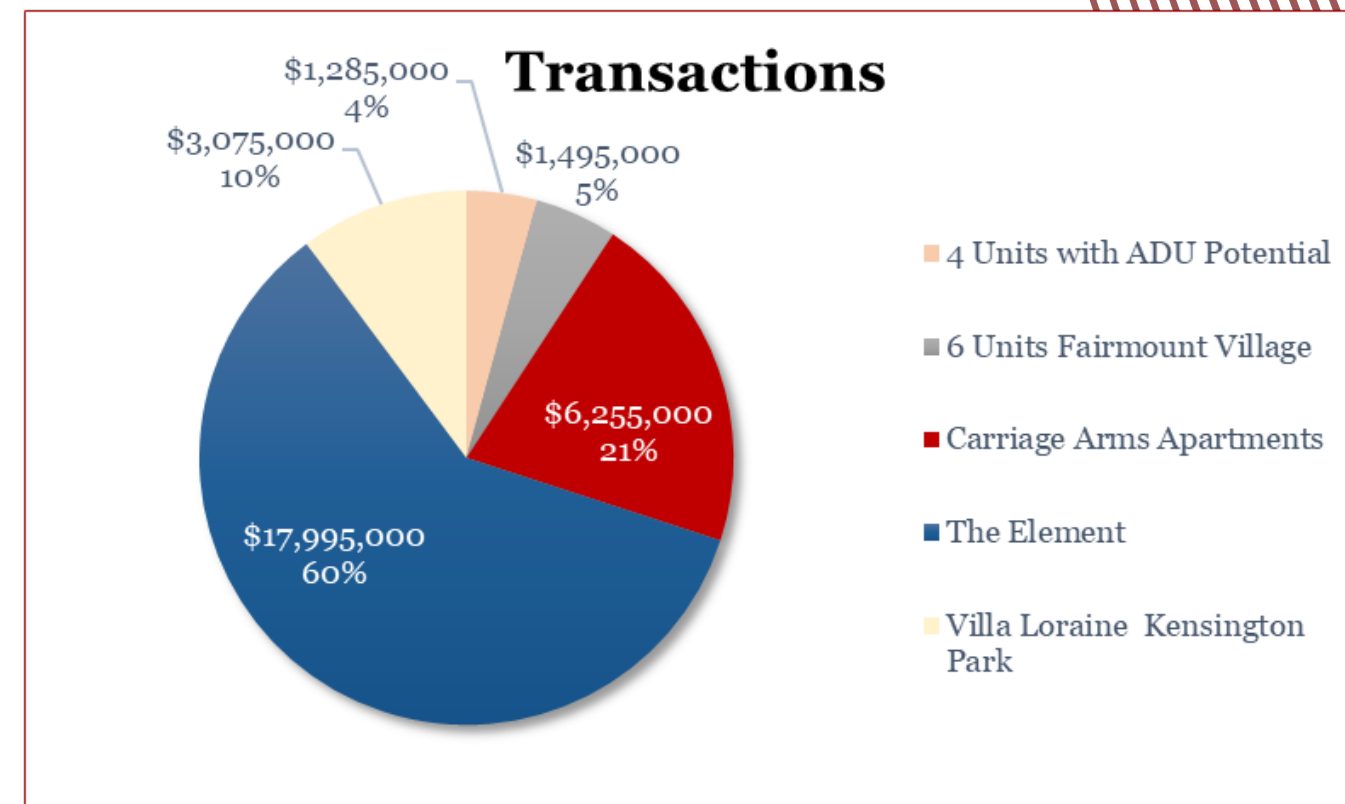
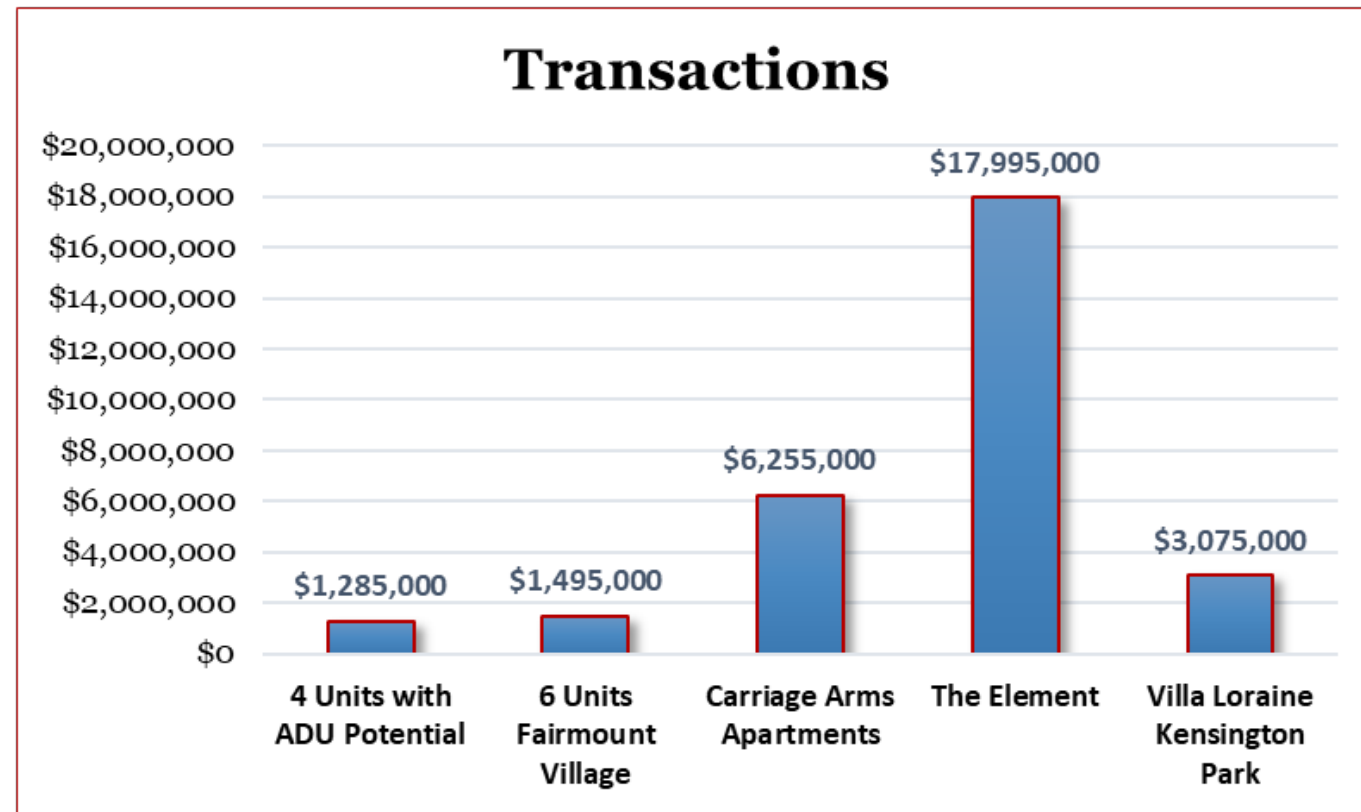
Summary by City

City	Transactions	Total Sales (MM)	Price/Unit	Price/SF	Total Units	Avg. Age of Property	Avg. Cap Rate
Poway	1	\$6,255,000	\$250,000	\$371	25	60	2.2%
San Diego	4	\$23,850,000	\$372,750	\$476	48	58	3.7%



Transactions

City	Property Name	Year Built	Class	Units	Price/Unit	Price/SF	Sales Price	Cap Rate	Days on Market
Poway	Carriage Arms Apartments	1964	C	25	\$250,000	\$371	\$6,255,000	2.2%	147
San Diego	6 Units Fairmount Village	1927	C	6	\$249,000	\$362	\$1,495,000	4.9%	56
San Diego	Villa Loraine Kensington Park	1970	A	9	\$342,000	\$477	\$3,075,000		206
San Diego	The Element	2021	A	28	\$643,000	\$537	\$17,995,000	3.5%	134
San Diego	4 Units with ADU Potential	1948	C	5	\$257,000	\$528	\$1,285,000	2.8%	48



About CORTO REALTY GROUP



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Founder, Principal

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🌐 cortorealty.com

San Diego, CA

Feeling lost after inheriting a property? Exhausted after years of dealing with demanding tenants or seemingly endless repairs? Corto Realty Group empowers investors to make informed decisions with confidence. Here's how:

- **Personalized roadmaps:** We analyze your current portfolio, uncovering hidden potential and misalignments.
- **Data-driven strategies:** With a clear-eyed view on current market trends, we craft tailor-made repositioning plans to optimize your holdings.
- **Seamless execution:** From acquisitions to renovations, we guide you every step of the way, ensuring smooth transitions and maximized returns.

Prior to founding Corto Realty Group, Dan cut his teeth at Granite Capital Group, a real estate private equity syndicator and advisory firm. Reporting to the VP of Acquisitions, Dan aided in over \$100 million of transactions across multifamily and retail properties. Additionally, he provided asset management support in overseeing Granite Capital Group's \$200 million portfolio of properties working closely with the Director of Asset Management. A firm believer in diverse skillsets, Dan cultivated his expertise at industry giants like PwC (real estate auditing), Yardi Systems (software sales), and Robert Half (finance and accounting recruiting). This unique background fuels his data-driven approach, now powering top-tier professional services at Corto Realty Group.

He graduated from UC Santa Barbara with a degree in accounting and economics. Dan is a San Diego native and enjoys reading, running, cycling, and anything beach related. Catch him at the Sunday evening service at North Coast Calvary Chapel in Carlsbad, CA.



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