## Interstate 15 Corridor Submarket Rental Rate & Vacancy Analysis by Communities March 2009

## MarketPointe

|                            |                      | Bdrms          |                |                |                |         |            |                          |                |
|----------------------------|----------------------|----------------|----------------|----------------|----------------|---------|------------|--------------------------|----------------|
| City                       | Data                 | STUDIO         | 1 Bdrm         | 1+DEN          | 2 Bdrm         | 2+CD    | 2+DEN      | 3 Bdrm                   | Grand Tota     |
| CARMEL MTN. RANCH          | Weighted Avg Rent    |                | \$1,280        |                | \$1,600        |         |            | \$2,070                  | \$1,457        |
|                            | Weighted Avg Sqft    |                | 666            |                | 970            |         |            | 1,313                    | 833            |
|                            | Weighted Avg \$/Sqft |                | \$1.92         |                | \$1.65         |         |            | \$1.58                   | \$1.75         |
|                            | Units                |                | 592            |                | 653            |         |            | 18                       | 1,263          |
|                            | Leased               |                | 571            |                | 620            |         |            | 16                       | 1,207          |
|                            | Vacant               |                | 21             |                | 33             |         |            | 2                        | 56             |
|                            | Vacancy Rate         |                | 3.55%          |                | 5.05%          |         |            | 11.11%                   | 4.43%          |
| MIRA MESA                  | Weighted Avg Rent    | \$1,053        | \$1,151        | \$1,640        | \$1,470        | \$2,128 |            | \$1,999                  | \$1,374        |
|                            | Weighted Avg Sqft    | 473            | 646            | 817            | 923            | 1,267   |            | 1,227                    | 824            |
|                            | Weighted Avg \$/Sqft | \$2.23         | \$1.78         | \$2.01         | \$1.59         | \$1.68  |            | \$1.63                   | \$1.67         |
|                            | Units                | 149            | 1,432          | 42             | 2,197          | 60      |            | 157                      | 4,037          |
|                            | Leased               | 136            | 1,377          | 42             | 2,082          | 58      |            | 152                      | 3,847          |
|                            | Vacant               | 13             | 55             | 0              | 115            | 2       |            | 5                        | 190            |
|                            | Vacancy Rate         | 8.72%          | 3.84%          | 0.00%          | 5.23%          | 3.33%   |            | 3.18%                    | 4.71%          |
| POWAY                      | Weighted Avg Rent    | \$834          | \$1,066        |                | \$1,406        |         |            | \$2,086                  | \$1,368        |
|                            | Weighted Avg Sqft    | 638            | 688            |                | 950            |         |            | 1,226                    | 900            |
|                            | Weighted Avg \$/Sqft | \$1.31         | \$1.55         |                | \$1.48         |         |            | \$1.70                   | \$1.52         |
|                            | Units                | 4              | 458            |                | 1,062          |         |            | 140                      | 1,664          |
|                            | Leased               | 4              | 438            |                | 1,001          |         |            | 125                      | 1,568          |
|                            | Vacant               | 0              | 20             |                | 61             |         |            | 15                       | 96             |
|                            | Vacancy Rate         | 0.00%          | 4.37%          |                | 5.74%          |         |            | 10.71%                   | 5.77%          |
| RAMONA                     | Weighted Avg Rent    |                | \$804          |                | \$943          |         |            | \$1,245                  | \$958          |
|                            | Weighted Avg Sqft    |                | 611            |                | 880            |         |            | 1,084                    | 877            |
|                            | Weighted Avg \$/Sqft |                | \$1.32         |                | \$1.07         |         |            | \$1.15                   | \$1.09         |
|                            | Units                |                | 56             |                | 610            |         |            | 62                       | 728            |
|                            | Leased               |                | 52             |                | 559            |         |            | 57                       | 668            |
|                            | Vacant               |                | 4              |                | 51             |         |            | 5                        | 60             |
|                            | Vacancy Rate         |                | 7.14%          |                | 8.36%          |         |            | 8.06%                    | 8.24%          |
| RANCHO BERNARDO            | Weighted Avg Rent    |                | \$1,336        | \$1,575        | \$1,692        | \$1,650 |            | \$1,910                  | \$1,597        |
|                            | Weighted Avg Sqft    |                | 705            | 905            | 1,019          | 1,206   |            | 1,222                    | 940            |
|                            | Weighted Avg \$/Sqft |                | \$1.90         | \$1.74         | \$1.66         | \$1.37  |            | \$1.56                   | \$1.70         |
|                            | Units                |                | 897            | 40             | 1,270          | 40      |            | 356                      | 2,603          |
|                            | Leased               |                | 806            | 36             | 1,129          | 39      |            | 333                      | 2,343          |
|                            | Vacant               |                | 91             | 4              | 141            | 1       |            | 23                       | 260            |
|                            | Vacancy Rate         |                | 10.14%         | 10.00%         | 11.10%         | 2.50%   |            | 6.46%                    | 9.99%          |
| RANCHO PENASQUITO          |                      |                | \$1,186        | 10.0070        | \$1,491        | 2.0070  |            | \$1,817                  | \$1,432        |
|                            | Weighted Avg Sqft    |                | 696            |                | 994            |         |            | 1,191                    | 923            |
|                            | Weighted Avg \$/Sqft |                | \$1.70         |                | \$1.50         |         |            | \$1.52                   | \$1.55         |
|                            | Units                |                | 270            |                | 510            |         |            | 94                       | \$74           |
|                            | Leased               |                | 263            |                | 478            |         |            | 91                       | 832            |
|                            | Vacant               |                | 7              |                | 32             |         |            | 3                        | 42             |
|                            | Vacancy Rate         |                | ,<br>2.59%     |                | 6.27%          |         |            | 3.19%                    | 4.81%          |
| SCRIPPS RANCH              | Weighted Avg Rent    |                | \$1,455        |                | \$1,560        |         | \$1,900    | \$2,475                  | \$1,614        |
| SUNIFFS NANUT              | Weighted Avg Sqft    |                | φ1,400<br>757  |                | 969            |         | 1,201      | φ <u>2</u> ,470<br>1,444 | 952            |
|                            | Weighted Avg \$/Sqft |                | \$1.92         |                | \$1.61         |         | \$1.58     | \$1.71                   | \$1.70         |
|                            | Units                |                | φ1.92<br>155   |                | 172            |         |            | 9<br>9                   | 428            |
|                            | Leased               |                | 155            |                | 165            |         | 92<br>87   | 9                        | 428<br>404     |
|                            | Vacant               | 1              | 143<br>12      |                | 7              |         | 87<br>5    | 9                        | 404<br>24      |
|                            |                      | 1              | 12<br>7.74%    |                | 7<br>4.07%     |         | 5<br>5.43% | 0<br>0.00%               | 24<br>5.61%    |
| Vacancy Rate               |                      | ¢1 047         |                | ¢1 600         |                | ¢1 007  |            |                          |                |
| Total Weighted Avg Rent    |                      | \$1,047<br>477 | \$1,213<br>675 | \$1,608<br>860 | \$1,471<br>954 | \$1,937 | \$1,900    | \$1,906                  | \$1,419<br>877 |
| Total Weighted Avg Sqft    |                      |                |                |                |                | 1,242   | 1,201      | 1,214                    |                |
| Total Weighted Avg \$/Sqft |                      | \$2.20         | \$1.80         | \$1.87         | \$1.54         | \$1.56  | \$1.58     | \$1.57                   | \$1.62         |
| Total Units                |                      | 153            | 3,860          | 82             | 6,474          | 100     | 92         | 836                      | 11,597         |
| Total Leased               |                      | 140            | 3,650          | 78             | 6,034          | 97      | 87         | 783                      | 10,869         |
| Total Vacant               |                      | 13             | 210            | 4              | 440            | 3       | 5          | 53                       | 728            |
| Total Vacancy Rate         |                      | 8.50%          | 5.44%          | 4.88%          | 6.80%          | 3.00%   | 5.43%      | 6.34%                    | 6.28%          |