



**KEYSER MARSTON ASSOCIATES**

**SHORT TERM RENTAL OCCUPANCY**

**NEXUS STUDY**

**Prepared for:**

**City of San Diego**

**Prepared by:**

**Keyser Marston Associates, Inc.**

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## **I. EXECUTIVE SUMMARY**

Keyser Marston Associates, Inc. (KMA) prepared this Short Term Rental Occupancy Residential Nexus Study (STRO Nexus Study) on behalf of the City of San Diego (City). This STRO Nexus Study will form one of the bases for recommendations for the adoption of a “Short Term Rental Occupancy Impact Fee” (STRO Impact Fee). This Executive Summary contains a concise overview of the STRO Nexus Study. Full documentation of the study is contained in the body of this study and its appendices.<sup>1</sup>

### **A. Background**

A short-term rental occupancy (STRO) is most often defined as a rental of a residential dwelling unit or accessory building for periods of less than one month (<30 days). STROs are also commonly referred to as vacation rentals, transient rentals, and resort dwelling units.

Generally, there are two types of STROs: “Whole Home” and “Home Share.” A Whole Home is the use of an entire home when the property’s primary resident or responsible person does not reside on the premises during the guest’s stay. Conversely, a Home Share is the use of guest room(s), where a responsible person resides on the premises during the guest’s stay.

The STRO market consists of three primary actors: the host, the guest, and the STRO platform. The host is the property owner, leaseholder, or a third-party management company who supplies whole homes or home shares. The guests rent out the full unit, and the rental platform facilitates the exchange between the hosts and the guests. There are a number of STRO platforms by which guests rent STROs. These platforms include: Airbnb, Vacation Rentals by Owner (VRBO), HomeAway, and TripAdvisor.

### **B. STRO Nexus Concept**

The nexus methodology revolves around the concept that spending generates jobs. A portion of these jobs pay low wages, and require the need for affordable homes. For the purposes of the STRO Nexus Study, KMA conducted two distinct nexus analyses:

1. A nexus analysis based on the assumption that the housing unit is owner- or renter-occupied and operated as a typical long-term residential use (Residential Nexus Scenario); and
2. A nexus analysis based on the assumption that the housing unit is operated as an STRO (STRO Nexus Scenario).

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<sup>1</sup> The term Short Term Rental Occupancy (STRO) used in the body of this report is referenced as Short Term Rental (STR) in the appendices.

Each nexus analysis yields an estimate of the affordable housing impact created by the use of the housing unit. The purpose of analyzing the Residential Nexus Scenario is to be able to subtract the existing affordable housing impact generated from a typical long-term residential use from the impact created by renting the unit as an STRO.

The maximum supportable STRO Impact Fee is determined based on the difference between the amount estimated for the STRO Nexus Scenario Impact and the Residential Nexus Scenario Impact.

This differential is divided by 55 years and 365 nights to arrive at the maximum STRO Impact Fee allowed to be charged on a nightly basis. A 55-year period was utilized for this estimate because it reflects the typical length of time an affordability covenant is placed on the City's affordable housing units.

### **C. Methodology and Models Used**

The STRO Nexus Study is performed using two models that can be described as follows:

1. The IMPLAN (IMpact Analysis for PLANning) model is an industry-accepted, commercially-available model developed over 40 years ago to quantify the impacts of changes in a local economy.
2. The KMA Jobs-Housing Nexus Model, which was initially developed over 25 years ago to analyze the income structure of job growth, is used to determine the household incomes of new employee households.

For the purposes of the STRO Nexus Study, KMA analyzed the following income categories. These categories are based on the San Diego County Area Median Income (AMI) and the State Income Limits published by the California Department of Housing and Community Development (HCD).

Table I-1: Income Categories	
Income Category	Percent of AMI
Extremely Low Income	0% to 30% of AMI
Very Low Income	Above 30% to 50% of AMI
Low Income	Above 50% to 80% of AMI

### **D. Discussion of Submarket Areas and STRO Prototypes**

Given the large geographic expanse of the City of San Diego, the first step of the nexus study was to create a set of submarkets to be analyzed on an individual level. KMA worked with City staff to determine the submarkets analyzed in this nexus study. The next step of the nexus study is to identify

STRO prototypes that are representative of the STROs throughout the City of San Diego. KMA undertook a market survey of STRO listings to determine the most common types of units being utilized as STROs in each submarket. Based on the market survey and subsequent discussions with City staff, it was determined that KMA would analyze seven (7) STRO prototypes that assumed the entire housing unit was being used as an STRO (Whole Home STRO). The prototypes were selected in an effort to reflect a broad range of locations, unit types, unit sizes, rental performance, and other key metrics. Based on the number of bedrooms identified for each prototype, KMA utilized Multiple Listing Service (MLS) data to estimate the average size and sales price of each prototype.

The Whole Home STRO prototypes are summarized in Table I-2.

Table I-2: STRO Prototypes – Whole Home				
Submarket	Unit Type	Bedroom	Size	Sales Price
Downtown	Multi-Family Dwelling	1.0	800 SF	\$446,000
La Jolla	Single-Family Dwelling	4.0	3,100 SF	\$2,448,000
Mission Beach	Multi-Family Dwelling	2.0	1,020 SF	\$1,023,000
Mission Valley	Multi-Family Dwelling	2.0	1,050 SF	\$398,000
North Park	Single-Family Dwelling	2.0	980 SF	\$620,000
Pacific Beach	Single-Family Dwelling	3.0	1,700 SF	\$1,178,000
Southeastern/Encanto	Single-Family Dwelling	2.0	9,00 SF	\$358,000

In addition to Whole Home STROs, the City was also interested in analyzing STRO prototypes where only a portion of the housing unit is utilized as an STRO (Home Share STRO). Based on a market survey of STRO listings, KMA analyzed two Home Share STRO prototypes as described in Table I-3.

Table I-3: STRO Prototypes – Home Share		
Submarket	Unit Type	Number of Bedrooms
High-Market Home Share	Single Family Dwelling	1.0 out of 4
Mid-Market Home Share	Single Family Dwelling	1.0 out of 2

The High-Market Home Share prototype is based on a Home Share located in the La Jolla submarket. The Mid-Market Home Share is based on a Home Share located in the North Park submarket.

## E. Residential Nexus Scenario Impact

This section provides a summary of the methodology used to estimate the Residential Nexus Scenario Impact. A residential nexus study demonstrates and quantifies the effect of household income on the consumption of goods and services. This consumption creates a demand for jobs – a portion of which

are low paying. These low income households require housing, which results in the need for affordable units in the County.

The household incomes for each of the Whole Home STRO prototypes are estimated based on the estimated sales prices of each prototype. The resulting estimated gross household income is adjusted to a net amount available for expenditures on goods and services after deducting the following:

- The portion of income dedicated to income taxes;
- Contributions to Social Security and Medicare;
- Savings; and
- Repayment of household debt.

Housing costs are not deducted as part of this adjustment step. These costs are addressed separately as expenditures within the IMPLAN model.

The adjusted household income available for expenditures becomes the input into the IMPLAN model. The resulting household incomes associated with each of the Whole Home STRO prototypes are estimated in Table I-4.

Table I-4: Household Income Available for Expenditures (Input to IMPLAN Model)	
Submarket	Household Income
Downtown	\$70,800
La Jolla	\$227,400
Mission Beach	\$129,400
Mission Valley	\$61,300
North Park	\$81,400
Pacific Beach	\$126,600
Southeastern/Encanto	\$52,600

Under a Home Share situation, the homeowner household resides in the unit whether or not the unit is rented as an STRO. As such, the base household income of that homeowner would be the same under both the Residential Nexus Scenario and the STRO Nexus Scenario. In an effort to maintain clarity, KMA did not analyze the base household income of the homeowner household when analyzing the Home Share prototypes as it would be the same amount in both scenarios. Thus, there are no Residential Nexus Scenarios for the Home Share analysis. However, as discussed later, KMA did include the annual Home Share STRO revenue for the purposes of the STRO Nexus Scenario – as this is new income generated by the STRO use.

### IMPLAN Model Results

The IMPLAN model was applied to link household income to jobs occurring in San Diego County. The household incomes described above are then multiplied by 100 units in order to avoid small fractions in the nexus analysis. The jobs anticipated to be generated by this household spending are summarized in Table I-5.

Table I-5: Jobs Generated Per 100 Residential Units	
Submarket	Jobs Generated
Downtown	58.3
La Jolla	195.3
Mission Beach	108.1
Mission Valley	50.4
North Park	67.4
Pacific Beach	108.7
Southeastern/Encanto	43.3

### Compensation Levels of Jobs and Household Income

The output of the IMPLAN model – the numbers of jobs by industry – is entered into the KMA Jobs-Housing Nexus Model to quantify the compensation levels of employees filling these jobs and the income of the employee households. The output of the KMA model is the estimated number of employee households per income category attributable to the prototype units in each submarket. Table I-6 provides the number of employee households with incomes between 0% and 80% of AMI for each prototype.

Table I-6: Employee Households Earning up to 80% of AMI Per 100 Market-Rate Units	
Submarket	Employee Households
Downtown	20.1
La Jolla	67.1
Mission Beach	33.7
Mission Valley	17.4
North Park	23.4
Pacific Beach	37.4
Southeastern/Encanto	14.9

### Maximum Residential Nexus Scenario Impact

The last step in the Residential Nexus Scenario analysis puts a dollar amount on the cost of mitigating the affordable housing impacts. The conclusions of the nexus study, expressed as the number of employee households by income category, are linked to the cost of delivering housing to the households in need. Each income category is associated with a subsidy needed to produce and deliver a unit at the specified affordability level; this subsidy is referred to as the “affordability gap.” KMA conducted an affordability gap analysis. For the Extremely Low Income and Very Low Income categories, it is assumed that Tax-Exempt Multifamily Bonds (Bonds) and the automatically awarded 4% Low-Income Housing Tax Credits (Tax Credits) will be available. For the Low Income category, KMA estimated warranted investment based on a developer’s target Return on Investment.

The estimated affordability gaps, per affordable unit, for the three income categories being evaluated are presented in Table I-7.

Table I-7: Affordability Gaps per Affordable Unit	
Extremely Low Income (0 to 30% AMI)	(\$241,000)
Very Low Income (30% to 50% AMI)	(\$177,000)
Low Income (50% to 80% AMI)	(\$209,000)

The affordability gap conclusions for each income category are linked to the number of affordable units required as a result of the Residential Nexus Scenario prototypes. This calculation results in the Total Residential Nexus Scenario Impacts per unit, which are presented in Table I-8.

Table I-8: Total Residential Use Impact per Market-Rate Unit – Whole Home				
Submarket	Extremely Low Income	Very Low Income	Low Income	Total Residential Impact
Downtown	\$7,500	\$13,900	\$19,100	\$40,500
La Jolla	\$25,100	\$46,600	\$63,400	\$135,100
Mission Beach	\$12,800	\$23,300	\$31,800	\$67,900
Mission Valley	\$6,500	\$12,000	\$16,500	\$35,000
North Park	\$8,900	\$16,200	\$22,100	\$47,200
Pacific Beach	\$14,000	\$26,000	\$35,300	\$75,300
Southeastern/Encanto	\$5,500	\$10,300	\$14,200	\$30,000

As shown above, the total estimated affordable housing impact of the market-rate prototype units evaluated in this study ranges from \$30,000 to \$135,100 per unit.

## F. STRO Nexus Scenario Impact

This section provides a summary of the methodology used to estimate the STRO Nexus Scenario Impact. The STRO Nexus Scenario is based on the concept that STRO visitors will spend dollars on the consumption of goods and services. This consumption creates a demand for jobs – a portion of which are low paying. These low income households require housing, which results in the need for affordable units in the County.

For the STRO Nexus Scenario analysis, KMA utilized the same STRO prototypes as used in the Residential Nexus Scenario analysis. However, the first step of the STRO Nexus Scenario is to estimate the visitor spending for each STRO prototype. KMA obtained 2015 per-visitor, per-day spending estimates from CIC Research, Inc. for visitors to San Diego County with hotel accommodations.<sup>2</sup> Per CIC Research, Inc., the average travel group size for visitors with hotel accommodations was 2.2 persons. After adjusting for inflation and the number of visitors per hotel room, KMA estimates San Diego County visitor spending per room, per day, as shown in Table I-9.

Table I-9: Visitor Spending Per Room Per Day	
Lodging	\$189
Meals / Beverages	\$101
Retail Shopping / Other	\$51
Admissions	\$43
Local Transportation	\$26
Groceries / Convenience Retail	\$12

The next step required in the STRO Nexus Scenario analysis is to vary visitor spending per submarket and STRO prototype. To accomplish this, KMA first conducted a market survey to estimate the average daily rates (ADRs) for each of the STRO prototypes.<sup>3</sup> The ADRs for each of the STRO prototypes was then compared to the average visitor spending spent on lodging for San Diego County (County ADR) (Table I-9). Table I-10 summarizes the differentials between the County ADR and the STRO ADRs for each submarket.

<sup>2</sup> 2015 is the most recent visitor spending data available.

<sup>3</sup> KMA utilized data provided by AirDNA to estimate annual weighted average STRO average daily rates.

Table I-10: ADR Differentials			
Submarket	STRO ADR	County ADR	ADR Differential (STRO ADR as % of County ADR)
Downtown	\$159	\$189	84%
La Jolla	\$749	\$189	396%
Mission Beach	\$323	\$189	171%
Mission Valley	\$204	\$189	108%
North Park	\$166	\$189	88%
Pacific Beach	\$366	\$189	194%
Southeastern/Encanto	\$156	\$189	83%
High-Market Home Share	\$107	\$189	56%
Mid-Market Home Share	\$67	\$189	36%

The next step in the STRO Nexus Scenario is to vary visitor spending of the non-lodging categories by the ADR differential. The STRO spending is then multiplied by 100 STRO units in order to avoid small fractions in the nexus analysis. The STRO spending is summarized in Table I-11.

Table I-11: Annual Visitor Spending for 100 STROs				
Submarket	County Spending per Day	ADR Differential	Adjusted STRO Spending	Annual Spending for 100 STROs
Downtown	\$232	84%	\$195	\$7,134,000
La Jolla	\$232	396%	\$919	\$33,538,000
Mission Beach	\$232	171%	\$397	\$14,477,000
Mission Valley	\$232	108%	\$250	\$9,123,000
North Park	\$232	88%	\$204	\$7,439,000
Pacific Beach	\$232	194%	\$450	\$16,411,000
Southeastern/Encanto	\$232	83%	\$192	\$7,008,000

The next step involves inputting the STRO spending into the IMPLAN model to estimate the number of jobs generated by each STRO prototype. This step requires the spending categories provided by CIC Research, Inc. to be converted to corresponding IMPLAN codes. Table I-12 summarizes the allocation of visitor spending per IMPLAN code.

Table I-12: Allocation of Visitor Spending by IMPLAN Code

CIC Categories	IMPLAN Categories	% of Spending Category
Meals / Beverages	Full Service Restaurants	50%
	Limited Service Restaurants	25%
	All Other Food and Drinking Places	25%
Retail Shopping / Other	Health and Personal Care Stores	25%
	Clothing and Accessory Stores	25%
	General Merchandise Stores	25%
	Miscellaneous Store Retailers	25%
Admissions	Amusement Parks and Arcades	40%
	Museums, Historical Sites, Zoos, Parks	40%
	Other Amusement and Recreation	20%
Local Transportation	Transit and Ground Passenger Transportation	100%
Groceries / Convenience Retail	Food and Beverage Stores	100%

Similar to the Residential Nexus Scenario, the IMPLAN model was applied to link spending to jobs occurring in San Diego County. It is assumed that the Whole Home STRO prototypes will generate direct jobs in addition to the jobs generated from STRO visitor spending. These direct jobs include property managers, housecleaners, landscapers, maintenance and repair workers, office and administrative support workers, and supervisors. Table I-13 summarizes the number of direct jobs generated by each STRO prototype.

Table I-13: Direct Jobs Generated Per 100 STRO Units – Whole Homes

Submarket	Jobs Generated
Downtown	11.5
La Jolla	24.2
Mission Beach	13.3
Mission Valley	13.3
North Park	16.2
Pacific Beach	20.8
Southeastern/Encanto	16.2

For the Home Share STRO prototypes, KMA applied a conservative assumption that the direct employee roles will be undertaken by homeowners for the Home Share STRO prototypes. As such, no additional direct jobs are included in the analysis of the Home Share STRO prototypes. However, for the Home Share prototypes, KMA assumes that the revenue generated by the STRO bedroom will be directly

attributed to the household's income. As such, KMA ran the STRO Home Share revenue through the nexus model utilizing the same methodology as the Residential Nexus Scenario.

The total jobs anticipated to be generated by the STRO spending, plus the direct jobs estimated to be generated by the Whole Home STROs, are summarized in Table I-14.

Table I-14: Jobs Generated Per 100 STRO Units – Whole Homes			
Submarket	Direct Jobs	STRO Spending	Total Jobs Generated
Downtown	11.5	125.0	136.5
La Jolla	24.2	580.7	604.9
Mission Beach	13.3	251.3	264.6
Mission Valley	13.3	159.4	172.7
North Park	16.2	131.1	147.3
Pacific Beach	20.8	286.0	306.8
Southeastern/Encanto	16.2	123.7	139.9
High Market Home Share	0.0	98.3	98.3
Mid Market Home Share	0.0	65.8	65.8

To summarize, the following are the inputs into the KMA Jobs-Housing Nexus Model for the Whole Home prototypes:

- The jobs generated from the STRO visitor spending;
- The direct jobs generated by the STRO use; and
- The estimated household incomes of the STRO direct employees

Similarly, the following are the inputs into the KMA Jobs-Housing Nexus Model for the Home Share prototypes:

- The jobs generated from the STRO visitor spending; and
- The revenue generated from the STRO use

The KMA Jobs-Housing Nexus Model is then used to quantify the compensation levels of the employees filling these jobs and the income of the employee households. The output of the KMA model is the estimated number of employee households per income category attributable to the prototype units in each submarket. Table I-15 provides the number of employee households with incomes between 0% and 80% of AMI for each STRO prototype.

Table I-15: Employee Households Earning up to 80% of AMI Per 100 STRO Units	
Submarket	Employee Households
Downtown	59.3
La Jolla	258.8
Mission Beach	115.1
Mission Valley	75.1
North Park	64.0
Pacific Beach	133.2
Southeastern/Encanto	60.8
High-Market Home Share	40.0
Mid-Market Home Share	27.2

#### Maximum STRO Nexus Scenario Impact

The last step in the STRO Nexus Scenario analysis puts a dollar amount on the cost of mitigating the affordable housing impacts. The conclusions of the nexus study, expressed as the number of employee households by income category, are linked to the cost of delivering housing to the households in need. Each income category is associated with a subsidy needed to produce and deliver a unit at the specified affordability level. As noted above, the estimated affordability gaps, per affordable unit, for the three income categories being evaluated are presented in Table I-16.

Table I-16: Affordability Gaps per Affordable Unit	
Extremely Low Income (0 to 30% AMI)	(\$241,000)
Very Low Income (30% to 50% AMI)	(\$177,000)
Low Income (50% to 80% AMI)	(\$209,000)

The affordability gap conclusions for each income category are linked to the number of affordable units required as a result of the STRO Nexus Scenario prototypes. This calculation results in the total STRO Nexus Scenario Impacts per STRO, which are presented in Table I-17.

Table I-17: Total STRO Impact per Unit

Submarket	Extremely Low Income	Very Low Income	Low Income	Total STRO Impact
Downtown	\$27,200	\$41,800	\$50,900	\$119,900
La Jolla	\$119,300	\$181,200	\$223,400	\$523,900
Mission Beach	\$53,100	\$81,000	\$98,800	\$232,900
Mission Valley	\$34,600	\$53,000	\$64,400	\$152,000
North Park	\$29,200	\$45,200	\$54,900	\$129,300
Pacific Beach	\$61,000	\$93,800	\$114,500	\$269,300
Southeastern/Encanto	\$27,700	\$43,000	\$52,200	\$122,900
High-Market Home Share	\$16,800	\$28,300	\$35,700	\$80,800
Mid-Market Home Share	\$12,200	\$19,000	\$23,700	\$54,900

#### G. Maximum STRO Impact Fee Levels

The maximum STRO Impact Fee is based on the difference in the estimated impact between the Residential Nexus Scenario and the STRO Nexus Scenario. This “Impact Differential” is subsequently divided by 55 years and then divided by 365 nights to arrive at the maximum supportable nightly STRO Impact Fee. The reason for dividing by 55 years is to reflect the typical length of the affordability covenant that is placed on affordable housing units. Table I-18 summarizes the maximum supportable STRO Impact Fees.

Table I-18: Maximum Supportable STRO Fee

Submarket	Total Residential Nexus Impact	Total STRO Nexus Impact	Impact Differential	Maximum Supportable STRO Nightly Fee <sup>1</sup>
Downtown	\$40,500	\$119,900	\$79,400	\$3.96
La Jolla	\$135,100	\$523,900	\$388,800	\$19.37
Mission Beach	\$67,900	\$232,900	\$165,000	\$8.22
Mission Valley	\$35,000	\$152,000	\$117,000	\$5.83
North Park	\$47,200	\$129,300	\$82,100	\$4.09
Pacific Beach	\$75,300	\$269,300	\$194,000	\$9.66
Southeastern / Encanto	\$30,000	\$122,900	\$92,900	\$4.63
High-Market Home Share	\$0	\$80,800	\$80,800	\$4.02
Mid-Market Home Share	\$0	\$54,900	\$54,900	\$2.73
<sup>1</sup> Reflects STRO Impact Fee divided by 55 years and then divided by 365 nights.				

## **II. INTRODUCTION AND OVERVIEW**

### **A. The Nexus Concept**

The nexus methodology revolves around the concept that spending generates jobs. A portion of these jobs pay low wages and require the need for affordable homes. For the purposes of the STRO Nexus Study, KMA conducted two distinct nexus analyses:

1. A nexus analysis based on the assumption that the housing unit is owner-occupied and operated as a typical long-term residential use (Residential Nexus Scenario); and
2. A nexus analysis based on the assumption that the housing unit is operated as an STRO (STRO Nexus Scenario).

The maximum supportable STRO Impact Fee is determined based on the difference between the amounts estimated for the STRO Nexus Scenario Impact and the Residential Nexus Scenario Impact. This differential is divided by 55 years and 365 nights to arrive at the maximum STRO Impact Fee allowed to be charged on a nightly basis. The reason for dividing by 55 years is to reflect the typical length of time an affordability covenant is placed on the City's affordable housing units.

### **B. Use of STRO Nexus Study**

This STRO Nexus Study has been prepared for the limited purpose of determining the nexus support for imposing an STRO Impact Fee on STROs within the City. KMA cautions against using this study, or any impact study for that matter, for purposes beyond the intended use. All impact studies are limited, but they can be helpful for understanding the effects created by spending. This STRO Nexus Study estimates the maximum allowable STRO Impact Fee amounts for the City of San Diego.

### **C. Methodology and Models Used**

The STRO Nexus Study is performed using two models – the IMPLAN and KMA Jobs-Housing Nexus Models. The steps of the analysis from household income/STRO spending to jobs generated were performed using the IMPLAN model, a model widely used for over 40 years to quantify the impacts of changes in a local economy, including employment impacts from changes in personal income and spending. From job generation by industry, the KMA Jobs-Housing Nexus Model is used to quantify the income of worker households by affordability level.

To illustrate linkages by looking at a simplified example, we can take an average household that buys a house at a certain price. From that price, we estimate the gross income of the household (from mortgage rates and lending practices) and the disposable income of the household. The disposable income, on average, will be used to “purchase” or consume a range of goods and services, such as purchases at the supermarket or services at the bank. Similarly, STRO visitors will also purchase goods and services. Purchases in the local economy in turn generate employment. The jobs generated are at different compensation levels. Some of the jobs are low paying and, as a result, even when there is more than one worker in the household, there are some lower- and middle-income households that cannot afford market-rate housing in San Diego.

The IMPLAN model quantifies the jobs generated at establishments that serve residents/visitors directly (e.g., restaurants, supermarkets, banks, schools, and other outlets), jobs generated by increased demand at firms which service or supply these establishments, and jobs generated when the employees spend their wages in the local economy and generate additional jobs. The IMPLAN model estimates the total impact combined.

#### **D. Geographic Area of Impact**

The analysis quantifies impacts occurring within San Diego County. While the majority of impacts will occur within the City of San Diego since it is a large city with a broad range of establishments, some impacts will be experienced elsewhere in San Diego County and beyond. The IMPLAN model computes the jobs generated within San Diego County and sorts out those that occur beyond the San Diego County boundaries. The KMA Jobs-Housing Nexus Model analyzes the income structure of jobs and their corresponding employee households, without assumptions as to where the employee households live.

Job impacts, like most types of impacts, occur irrespective of political boundaries. And like other types of impact analyses, such as traffic studies, impacts beyond political boundaries are experienced, are relevant, and are important. See the “Addendum: Additional Background on Specific Assumptions” at the end of this study for further discussion on this topic.

#### **E. STRO Nexus Study Organization**

The STRO Nexus Study is organized into the following components:

1. A discussion of the STRO prototypes utilized for both the Residential Nexus Scenario and the STRO Nexus Scenario.

2. A description of the IMPLAN model that is used in the Residential and STRO Nexus Scenarios to translate household income and visitor spending into the estimated number of jobs in retail, restaurants, and other sectors serving residents and visitors.
3. A description of the methodology utilized for the Residential Nexus Scenario. This includes an identification of the linkage between employment associated with household spending and the need for affordable housing. The cost of delivering this affordable housing is utilized to quantify the nexus impact of the Residential Nexus Scenario. The purpose of analyzing the Residential Nexus Scenario is to be able to subtract the existing affordable housing impact of the housing unit as a typical residential use from the impact created by an STRO use.
4. A description of the methodology utilized for the STRO Nexus Scenario. This includes an identification of the linkage between employment associated with visitor spending and direct employment of STRO units, and the need for affordable housing. The cost of delivering this affordable housing is utilized to quantify the nexus impact of the STRO Nexus Scenario.
5. Finally, the maximum supportable STRO Impact Fee is determined based on the difference between the Residential Nexus Impact and the STRO Nexus Impact.

#### **F. Data Sources and Qualifications**

The analyses in this study have been prepared using the best and most recent data available. Local and current data were used whenever possible. Sources such as the United States Census Bureau (“Census”), the American Community Survey of the Census, California Employment Development Department, the MLS, AirDNA, CIC Research, Inc., and information obtained from a number of STRO company websites were used extensively. Other sources and analyses are noted when used in the text and footnotes. While we believe all sources utilized are sufficiently accurate for the purposes of the STRO Nexus Study, we cannot guarantee their accuracy. KMA assumes no liability for information from these and other sources.

### **III. IDENTIFICATION OF SUBMARKETS AND STRO PROTOTYPES**

The first step of the nexus study is to identify STRO prototypes that are representative of the STROs throughout the City.

#### **A. Submarkets**

The large geographic distribution of the City of San Diego leads to areas that are both socially and economically diverse. The variability in these demographics is also exhibited in the real estate dynamics affecting each neighborhood. Furthermore, some neighborhoods are more well-suited to attract visitors to San Diego, while other neighborhoods may not be as desirable for visitors. As such, KMA determined that it was not a suitable methodology to conduct one nexus study for the entirety of the City of San Diego. KMA and City staff agreed that it would be appropriate to conduct multiple nexus analyses based on a set of submarkets. The purpose of these submarkets is to account for the varying real estate dynamics and visitor demand exhibited by the diversity of the City of San Diego's neighborhoods. The following representative submarkets were identified for the purposes of the STRO Nexus Study:

- Downtown
- La Jolla
- Mission Beach
- Mission Valley
- North Park
- Pacific Beach
- Southeastern/Encanto

#### **B. STRO Prototypes**

Once the submarkets were determined, KMA undertook a market survey of STRO listings for each submarket to determine the most common types of units being utilized as STROs in each submarket. Based on this market survey and subsequent discussions with City staff, it was determined that KMA would analyze one STRO prototype per submarket which reflected an entire housing unit being utilized as an STRO (Whole Home STRO).

### Whole Home STRO Prototypes

In Spring 2018, KMA undertook a market survey of STRO listings in each of the submarkets.<sup>4</sup> The purpose of this market survey was to identify the most common type of housing unit advertised as an STRO as well as the number of bedrooms for each STRO. Based on this market survey, KMA identified the following Whole Home STRO prototypes for analysis in the STRO Nexus Study for each submarket. The prototypes were selected in an effort to reflect a broad range of locations, unit types, unit sizes, rental performance, and other key metrics.<sup>5</sup>

Table III-1: Whole Home STRO Prototypes		
Submarket	Unit Type	Bedroom
Downtown	Multi-Family Dwelling	1.0
La Jolla	Single-Family Dwelling	4.0
Mission Beach	Multi-Family Dwelling	2.0
Mission Valley	Multi-Family Dwelling	2.0
North Park	Single-Family Dwelling	2.0
Pacific Beach	Single-Family Dwelling	3.0
Southeastern/Encanto	Single-Family Dwelling	2.0

### Home Share STRO Prototypes

In addition to the seven (7) Whole Home STRO Prototypes, the City was interested in analyzing STRO scenarios where only a portion of the housing unit would be utilized as an STRO (Home Share STRO). For example, one bedroom in a four-bedroom house is rented for STRO purposes; however, the owner of the housing unit resides on-site while the bedroom is being utilized as an STRO. For the purposes of the Home Share STRO Prototypes, KMA analyzed the following:

1. High-Market Home Share: A bedroom rented as an STRO in an area with a higher than average Home Share ADR.
2. Mid-Market Home Share: A bedroom rented as an STRO with an average Home Share ADR.

The High-Market Home Share prototype is based on a Home Share located in the La Jolla submarket. The Mid-Market Home Share is based on a Home Share located in the North Park submarket.

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<sup>4</sup> KMA utilized the following STRO companies for the market survey: Airbnb, VRBO, and TripAdvisor.

<sup>5</sup> For the purposes of this study, “Multi-Family Dwelling” refers to owner-occupied units, such as condominiums. Apartment units were excluded from analysis in this study.

## IV. RESIDENTIAL NEXUS SCENARIO

As indicated above, KMA conducted two nexus analyses for this STRO Nexus Study to arrive at an STRO Impact Fee. This section describes the Residential Nexus Scenario and the estimated maximum Residential Scenario Impact.

### A. Market-Rate Units and Household Income

The Residential Nexus Scenario is based on an analysis of the STRO prototypes assuming that owner-occupied households reside in the housing unit on a permanent basis. The household incomes for each of the prototypes are estimated based on the income necessary to support the mortgage payments associated with market-rate residential units. This information serves as the basis for the input to the IMPLAN model described below. These are the starting points of the chain of linkages that connect household incomes to incremental demand for affordable residential units.

To estimate the household incomes of each prototype, it is necessary to determine the average sales price of each prototype unit. To do this, KMA undertook a market survey of the STRO prototypes in Spring 2018. The market survey utilized MLS data to obtain average unit sizes, average sales prices, and average homeowner association (HOA) fees for the prototype units. It is recognized that this method of using current resale values can overstate the prototype unit's household income, as an existing older household may have purchased the unit at a much lower price years ago. However, this overstatement of residential income effectively understates the difference with the STRO Nexus Scenario Impact, resulting in a more conservative estimate of maximum STRO Impact Fee levels.

It is important to note that the analysis of the residential prototypes is intended to reflect average or typical residential units utilized as STROs in each of the submarkets. It should be expected that specific STROs will vary from the specific residential prototypes analyzed in this study.

In summary, the STRO prototypes tested in the Residential Nexus Scenario for each submarket are shown in Table IV-1.

**Table IV-1: STRO Prototypes**

Submarket	Unit Type	Number of Bedrooms	Unit Size	Sales Price
Downtown	Multi-Family Dwelling	1.0	800 SF	\$446,000
La Jolla	Single-Family Dwelling	4.0	3,100 SF	\$2,448,000
Mission Beach	Multi-Family Dwelling	2.0	1,020 SF	\$1,023,000
Mission Valley	Multi-Family Dwelling	2.0	1,050 SF	\$398,000
North Park	Single-Family Dwelling	2.0	980 SF	\$620,000
Pacific Beach	Single-Family Dwelling	3.0	1,700 SF	\$1,178,000
Southeastern/Encanto	Single-Family Dwelling	2.0	900 SF	\$358,000

## B. Income of the Homeowner of STRO Prototype Units

The next step in the Residential Nexus Scenario is to estimate the income of the households in the residential prototypes.

To estimate the incomes of homeowners, KMA analyzed Freddie Mac's portfolio of mortgages originated for the purchase of primary residences within San Diego County.<sup>6</sup> The data pertains to first quarter 2017, the most recent period available at the time the information was accessed.

As the first step in this analysis, KMA estimated that 35% of income is spent on housing-related expenses, which include mortgage payments, property taxes, HOA dues, maintenance, and insurance. This is reflective of the current averages exhibited in San Diego County and is consistent with criteria used by lenders to determine mortgage eligibility.<sup>7</sup>

KMA then applied purchase terms that are slightly less favorable than what can be achieved at the current time, since we are currently in a period of generationally low interest rates. The terms applied in this analysis can be summarized as follows:

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<sup>6</sup> The Freddie Mac information is presented in a three-digit zip code format. KMA extrapolated the zip codes that make up the City of San Diego.

<sup>7</sup> The average debt to income ratio for the seven submarkets was approximately 38%. However, this ratio includes other forms of debt such as student loans, credit cards, and auto loans. This suggests that a ratio limited only to housing expenses would be less than 38%. Fannie Mae mortgage underwriting eligibility criteria establishes a debt to income threshold of 36%, above which tighter credit standards apply. A debt to income ratio of up to 45% is permitted for borrowers meeting specified credit criteria.

1. The mortgage is based on a 30-year fully amortizing loan at a 4.80% interest rate. This reflects the 10-year average of published mortgage interest rates; and it is approximately 0.25% higher than the rates published in June 2018.<sup>8</sup>
2. The down payment is set at 20% of the home purchase price. This is based on the median down payment for single family dwelling units and condominium purchases as principal residences in San Diego County.<sup>9</sup>

The estimated gross household incomes of the households of the prototypes are calculated in Appendix A – Tables 1A – G. The results are summarized in Table IV-2.

Table IV-2: Household Incomes	
Community	Household Income
Downtown	\$97,000
La Jolla	\$464,000
Mission Beach	\$199,000
Mission Valley	\$84,000
North Park	\$118,000
Pacific Beach	\$226,000
Southeastern/Encanto	\$72,000

### C. Income Available for Expenditures

The input into the IMPLAN model used in this analysis is the net income available for expenditures. To arrive at income available for expenditures, gross income must be adjusted for Federal and State income taxes, contributions to Social Security and Medicare, savings, and payments on household debt. Per KMA correspondence with the producers of the IMPLAN model (IMPLAN Group LLC), other taxes including sales tax, gas tax, and property tax are handled internally within the model as part of the analysis of expenditures.

For input into the IMPLAN model, the percentage of income available for expenditures is set prior to deducting any housing-related costs. This is done to maintain consistency with the IMPLAN model, which defines housing costs as expenditures. The IMPLAN model addresses the fact that expenditures

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<sup>8</sup> Based on the Freddie Mac Primary Mortgage Market Survey weekly average rates for the West Region for 30-year fixed rate mortgages during the period from 2006 through 2015 (the most recent data). KMA applied a 0.25% interest rate premium for jumbo mortgages (over \$625,500).

<sup>9</sup> Based on Freddie Mac data.

on housing do not generate employment to the degree other expenditures such as retail or restaurants do, but some limited maintenance and property management employment is generated.

Appendix A – Tables 2A - G presents the calculation of income available for expenditures.

The income available for expenditures is estimated based on a review of data from the Internal Revenue Service, the California Franchise Tax Board tax tables, and the United States Bureau of Economic Analysis. The assumptions applied in the analysis are as follows:

Per the Internal Revenue Service, the applicable Federal tax rates are as follows:

1. Households earning between \$70,000 and \$100,000 per year pay an average of 9% of gross income for Federal taxes;
2. Households earning between \$100,000 and \$200,000 per year pay an average of 12% of gross income for Federal taxes; and
3. Households earning between \$200,000 and \$500,000 per year pay an average of 19% of gross income for Federal taxes.

Per the California Franchise Tax Board, State taxes are estimated to range between 2% and 7% of gross income. The employee share of the FICA payroll taxes for Social Security and Medicare is set at the lesser of 7.65% of gross income or \$128,400, which is the ceiling on income subject to Social Security taxes.

Savings and repayment of household debt must also be factored into the estimate of the amount of income available for expenditures. Savings include various Individual Retirement Account (IRA) and 401(k) type programs, as well as non-retirement household savings and investments. Debt repayment includes auto loans, credit cards, and all other non-mortgage debt. Savings and debt repayment percentages are estimated as follows:

1. An 8% rate is used in this analysis for households earning less than \$150,000. This rate is based on the average over the past 20 years computed from the United States Bureau of Economic Analysis data.
2. Households earning more than \$150,000 are assumed to save a higher percentage (10% to 20%) of their income based on savings rates for the last 20 years from data published by the National Bureau of Economic Research.<sup>10</sup>

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<sup>10</sup> "Wealth Inequality in the United States Since 1913: Evidence from Capitalized Income Tax Data, "October 2014.

After taking the preceding deductions, the estimated incomes available for expenditures range from 49% to 73% of gross income. This is the factor used to adjust gross income to the income available for expenditures for input into the IMPLAN model.

A summary of the estimates of income available for expenditures is presented in Table IV-3.

Table IV-3: Household Incomes Available for Expenditures (Input to IMPLAN Model)	
Submarket	Household Income
Downtown	\$70,800
La Jolla	\$227,400
Mission Beach	\$129,400
Mission Valley	\$61,300
North Park	\$81,400
Pacific Beach	\$126,600
Southeastern/Encanto	\$52,600

The Residential Nexus is conducted on 100-unit building modules for ease of presentation. Appendix A – Tables 3A-G summarize the conclusions of this section, and calculate the household income for the 100-unit building modules. This is then inputted into the IMPLAN model.

#### **D. The IMPLAN Model**

Consumer spending by residents of housing units will create jobs, particularly in sectors such as retail and restaurants, which are closely connected to the expenditures of residents. The IMPLAN model is an economic analysis tool that is widely used to quantify these jobs by industry sector.<sup>11</sup>

##### *Application of the IMPLAN Model to Estimate Job Growth*

The IMPLAN model was applied to link household income to household expenditures to job growth. As discussed previously, employment generated by the household income of residents is analyzed in modules of 100 residential units. The IMPLAN model distributes spending among various types of goods and services (industry sectors) based on data from the Consumer Expenditure Survey and the U.S. Bureau of Economic Analysis Benchmark Input-Output study to estimate the number of jobs that are generated.

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<sup>11</sup> See Addendum for description of IMPLAN model.

Job creation, driven by increased demand for products and services, was projected for each of the industries that will serve the households. The estimated employment that would be generated by this new household spending is shown in Appendix B – Exhibits 1 – 9 – Table 1, and summarized in Table IV-4.

Table IV-4: Jobs Generated Per 100 Residential Units	
Submarket	Jobs Generated
Downtown	58.3
La Jolla	195.3
Mission Beach	108.1
Mission Valley	50.4
North Park	67.4
Pacific Beach	108.7
Southeastern / Encanto	43.3

Appendix B – Exhibits 1 – 9 – Table 1 provides a detailed summary of jobs generated by industry. The table shows projected jobs sorted by industry category. The Consumer Expenditure Survey published by the U.S. Bureau of Labor Statistics tracks expenditure patterns by income level. IMPLAN utilizes this data to reflect the pattern by income bracket.

Estimated employment is shown for each IMPLAN industry sector representing 1% or more of total employment. The jobs that are generated are heavily retail jobs, jobs in restaurants and other eating establishments, and in services that are provided locally. The jobs counted in the IMPLAN model cover all jobs, full- and part-time, similar to the Census and all reporting agencies, unless otherwise indicated.

## **E. The KMA Jobs-Housing Nexus Model**

This section presents a summary of the analysis linking job growth associated with residential uses, based on the output of the IMPLAN model, to the estimated number of housing units required in each of three income categories. The results are presented for each of the residential prototypes for each submarket.

### *Analysis Approach and Framework*

The analysis approach is to examine the job growth for industries related to consumer spending by residents in the 100-unit modules. Then, through a series of linkage steps, the number of employees is converted to households and housing units by income category. The findings are expressed in terms of numbers of affordable units per 100 market-rate units.

Table IV-5 shows the 2018 income limits for the three categories that were evaluated. The income categories used in the analysis are based on the income limits published by HCD.

Table IV-5: 2018 Income Limits for San Diego County					
Household Income Category (Percentage of AMI)	Household Size (Number of Persons)				
	1	2	3	4	5
Extremely Low (0% - 30%)	\$20,450	\$23,400	\$26,300	\$29,200	\$31,550
Very Low (Above 30% - 50%)	\$34,100	\$38,950	\$43,800	\$48,650	\$52,550
Low (Above 50% - 80%)	\$54,500	\$62,300	\$70,100	\$77,850	\$84,100

The KMA Jobs-Housing Nexus Model is conducted using a model that KMA developed and has applied to similar evaluations in many other jurisdictions. The model inputs are all local data to the extent possible, and are fully documented in the following description.

#### Analysis Steps

The analysis provided by the KMA model is presented in seven steps. A description of each step of the analysis follows.

- Step 1 – Estimate of Total New Employees (Appendix B – Exhibits 1 – 9 – Table 2)

The analysis commences with estimates of the total number of employees associated with the residential prototype units. The employees were estimated based on the number of jobs estimated by the IMPLAN model.

- Step 2 – Changing Industries Adjustment and Net New Employees (Appendix B – Exhibits 1 – 9 – Table 2)

The local economy, like that of the United States, is constantly evolving. In the San Diego Carlsbad Metropolitan Statistical Area (San Diego MSA), over the past 20 years, employment in various sectors of the economy has declined. However, jobs lost over the last decade in these declining sectors were replaced by job growth in other industry sectors. Long-term declines in employment experienced in some sectors of the economy mean that some of the jobs created in burgeoning industries are being filled by employees that have been displaced from another industry and who are presumed to already be housed locally. Recognizing that employees added in the community are not necessarily net new employees, this step in the analysis makes an adjustment to take these declines, changes, and shifts within all sectors of the economy into account.

To assist in making the adjustment, KMA analyzed data published by the California Employment Development Department annually for the San Diego MSA. For the previous five-year period (2013–2017), the San Diego region experienced no decline in industry. However, the San Diego region experienced an approximately 6% decline in industry over the previous 10-year period (2008–2017) and 20-year period (1998–2017). Based on the data analyzed, the long-term shifts in employment that have occurred in some sectors of the local economy, and the likelihood of continuing changes in the future, KMA applied a 6% downward adjustment for a decline in industries in this nexus study.

The impact of the 6% adjustment factor is the effective assumption that one in every 17 jobs will be filled by an employee down-sized from a declining industry and who already lives locally. This factor can be considered conservative given that some displaced employees may exit the work force entirely by retiring rather than seeking a new job in one of the new industries that have entered the community.

- Step 3 – Adjustment from Employees to Employee Households (Appendix B – Exhibits 1 – 9 – Table 2)

This step converts the number of employees to the number of employee households, recognizing that there is, on average, more than one employee per household. Thus, the number of housing units in demand for new employees must be reduced to reflect this fact.

The employees per household characteristic provides the link between the number of employees and the number of households associated with the net new employees. Employee households are defined as those households with one or more persons with work-related income, including the self-employed, as reported in the 2011-2013 American Community Survey of the Census. In other words, employee households are distinguished from total households in that the universe of employee households does not include elderly or other households in which members are retired or do not work for other reasons. Student households and unemployed households on public assistance are also excluded from the definition of employee households.

The number of employees per household in a given geographic area is a function of household size, labor force participation rate, and employment availability, as well as other factors. According to the 2011-2013 American Community Survey, the average number of employees per employee household in San Diego County was 1.77.

- Step 4 – Occupational Distribution of Employees (Appendix B – Exhibits 1 – 9 – Table 2)

The occupational breakdown of employees is the first step in the process of estimating income levels. The output from the IMPLAN model provides the number of employees by industry sector. The IMPLAN output is paired with data from the Department of Labor, Bureau of Labor Statistics May 2016 Occupational Employment Survey (OES) to estimate the occupational composition of employees for each industry sector.

Pairing of OES and IMPLAN data was accomplished by matching IMPLAN industry sector codes with the four-digit North American Industry Classification System Code (NAICS) used in the OES. Each IMPLAN industry sector is associated with one or more NAICS codes, with matching NAICS codes ranging from two to five digits. Employment for IMPLAN sectors with multiple matching NAICS codes was distributed among the matching codes based on distribution of employment among those industries at the national level. Employment for IMPLAN sectors where matching NAICS codes were only at the two- or three-digit level of detail was distributed using a similar approach, among all of the corresponding four-digit NAICS codes falling under the broader two- or three-digit categories. National-level employment totals for each industry within the OES were prorated to match the employment distribution projected using the IMPLAN model, which varies by income category. Occupational compensation within each industry was held constant. The result is the estimated occupation mix of employees, by income category.

As shown in Appendix B – Exhibits 1 – 9 – Table 2, employees are distributed across a variety of occupational categories.

- Step 5 – Estimates of Employee Households Meeting the Low Income Definitions (Appendix B – Exhibits 1 – 9 – Tables 3 – 5)

In this step, occupations are translated to employee incomes based on recent San Diego County wage and salary information from the California Employment Development Department.<sup>12</sup> The share of worker household by income is identified for each of the major occupation categories. The percentages and numbers of employee households are cross-tabulated by occupation and income, as shown in Table IV-6.

Table IV-6: Employee Households Meeting the Low Income Definition		
Income Category	Percent of AMI	Appendix B
Extremely Low Income	0% to 30% of AMI	Table 3
Very Low Income	Above 30% to 50% of AMI	Table 4
Low Income	Above 50% to 80% of AMI	Table 5

Individual employee income data was used to calculate the number of households that fall into the income categories by assuming that multiple earner households are, on average, formed of individuals with similar incomes. Employee households not falling into one of the major occupation categories are assumed to have the same income distribution as the major occupation categories as a whole.

- Step 6 – Distribution of Household Size and Number of Employees

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<sup>12</sup> The wage and salary information is presented in Appendix C. The major occupations identified in Appendix C represent all workers regardless of income.

In this step, household size distribution was input into the model in order to estimate the income and household size combinations that meet the income categories for San Diego County. The household size distribution utilized in the analysis is that of employee households in San Diego County derived using American Community Survey (ACS) data. For example, four-person employee households can have one, two, three, or four employees in the household. The model uses ACS data to develop a distribution of the number of employees per employee household, by household size.

- Step 7 – Estimate of Number of Households that Meet Size and Income Criteria

Step 7 is the final step in the calculation of the number of employee households meeting the size and income criteria for the three income categories. The calculation methodology can be described as follows:

1. The percentage of employee households that would meet the income criteria at each potential household size and number of employees combination (Step 5), is combined with the probability of an employee household having a given household size and number of employees combination (Step 6).
2. The result is the estimated percentages of households that fall into each income category.
3. The estimated percentages are then multiplied by the estimated total number of households from Step 3 to arrive at the estimated number of households in each income category.

Appendix B – Exhibits 1 – 9 – Tables 6 shows the results produced by the KMA Jobs-Housing Nexus Model. The results are presented for each of the three income categories, resulting in a total count of employee households per 100 units.

#### Summary Findings

Appendix B – Exhibits 1 – 9 – Tables 6 presents the results for each of the residential prototypes. The table presents the number of households generated in each income category, and the total number of households earning more than 80% of the AMI.

The findings are summarized below. The tables show the total demand for affordable housing units per each new 100 market-rate units for each submarket.<sup>13</sup>

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<sup>13</sup> The estimates are rounded to the nearest tenth. The sum of the column may not add to the total due to the rounding of each individual number.

Table IV-7: Estimate of Housing Demand

Household Income Category (Percentage of AMI)	Extremely Low	Very Low	Low
	0% - 30%	> 30% - 50%	> 50% - 80%
Downtown	3.1	7.9	9.1
La Jolla	10.4	26.3	30.4
Mission Beach	5.3	13.2	15.2
Mission Valley	2.7	6.8	7.9
North Park	3.7	9.2	10.6
Pacific Beach	5.8	14.7	16.9
Southeastern/Encanto	2.3	5.8	6.8

As shown in the preceding tables, housing demand is distributed across the low income categories with the greatest number of households in the Very Low (above 30% to 50% of AMI) and Low (above 50% to 80% of AMI) income categories.

The finding that jobs associated with consumer spending tend to be low-paying jobs where the employees will require housing affordable at the low income levels (Extremely Low to Low) is not surprising. As noted above, direct consumer spending results in employment that is concentrated in lower paid occupations including food preparation, administrative, and retail sales.

#### F. Total Affordable Housing Nexus Costs

This section takes the conclusions from the previous section on the number of households in the Extremely Low, Very Low, and Low Income categories generated by the development of the residential prototypes, and estimates the total cost of assistance required to make housing affordable. This section puts a cost on the units at each income category to produce the “total affordable housing nexus cost.” This is done for each of the residential prototypes in each submarket.

##### Affordability Gap Scenarios

A key component of a residential nexus study is the size of the gap between what households can afford and the cost of producing additional housing in San Diego County; this is known as the “affordability gap.” The assumption is that the City will assist in the development of affordable units at development cost levels based on similar development projects and the City’s recent experience.

KMA conducted an affordability gap analysis, which is presented in Appendix D. For the Extremely Low Income and Very Low Income categories, it is assumed that Tax-Exempt Multifamily Bonds (Bonds) and

the automatically awarded 4% Low-Income Housing Tax Credits (Tax Credits) will be available. KMA did not assume that the Extremely Low and Very Low Income units could be financed with 9% Low Income Housing Tax Credits due to the highly competitive nature of this funding source. For the Low Income category, KMA estimated warranted investment based on a developer's target Return on Investment. The resulting affordability gaps per affordable unit are presented in Table IV-8.

Table IV-8: Affordability Gaps Per Affordable Unit

Extremely Low Income	(\$241,000)
Very Low Income	(\$177,000)
Low Income	(\$209,000)

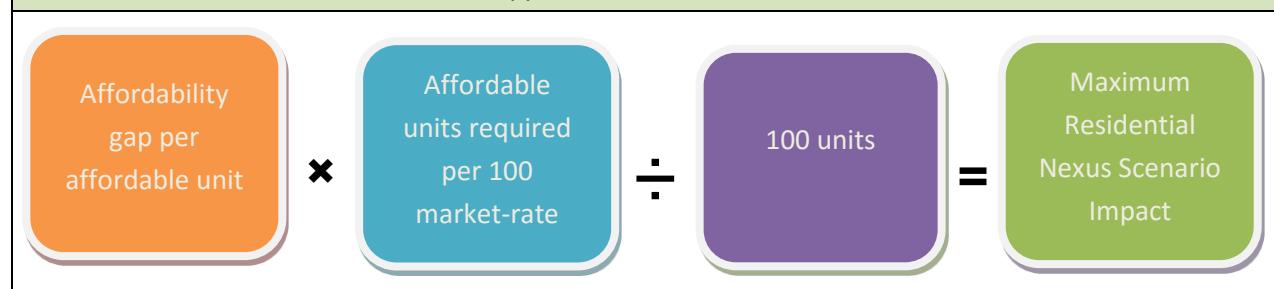
Total Affordable Housing Nexus Costs

To summarize, previous steps in the Residential Nexus Scenario estimated the following:

1. The demand for affordable housing units created by the residential prototypes; and
2. The affordability gaps associated with providing housing for the various income categories

The total nexus cost per market-rate unit is equal to the affordability gap times the number of affordable units demanded per new market-rate unit.

Exhibit IV-9: Calculation of Maximum Supported Fee Per Market-Rate Unit



The resulting Residential Nexus Scenario Impact for each of the residential prototypes in each submarket is presented in Appendix B – Exhibits 1 – 9 – Table 7 and summarized in Table IV-10.

Table IV-10: Total Residential Impact per Unit – Whole Home

Submarket	Extremely Low Income	Very Low Income	Low Income	Total Residential Impact
Downtown	\$7,500	\$13,900	\$19,100	\$40,500
La Jolla	\$25,100	\$46,600	\$63,400	\$135,100
Mission Beach	\$12,800	\$23,300	\$31,800	\$67,900
Mission Valley	\$6,500	\$12,000	\$16,500	\$35,000
North Park	\$8,900	\$16,200	\$22,100	\$47,200
Pacific Beach	\$14,000	\$26,000	\$35,300	\$75,300
Southeastern/Encanto	\$5,500	\$10,300	\$14,200	\$30,000

As indicated above, the maximum supportable STRO impact fee is the difference between Residential Nexus Scenario Impact and the STRO Nexus Scenario Impact described in following section.

## V. STRO NEXUS

As noted above, the STRO Impact Fee is equal to the differential between the impact estimated from the Residential Nexus Scenario analysis and the impact estimated from the STRO Nexus Scenario analysis. For the STRO Nexus Scenario analysis, KMA utilized the same prototypes as used in the Residential Nexus Scenario analysis.

### A. STRO Visitor Spending

The first step of the STRO Nexus Scenario is to estimate the visitor spending for each STRO prototype. KMA obtained 2015 per-visitor, per-day spending estimates from CIC Research, Inc. for visitors to San Diego County with hotel accommodations.<sup>14</sup> Per CIC Research, Inc., the average travel group size for visitors with hotel accommodations was 2.2 persons. After adjusting for inflation and the number of visitors per hotel room, KMA estimates San Diego County visitor spending per room per day as shown in Table V-1.

Table V-1: Visitor Spending

	Spending Per Visitor (2015 Dollars)	Spending Per Visitor (2017 Dollars)	Spending Per Hotel Room (2017 Dollars)
Lodging	\$82	\$86	\$189
Meals/Beverages	\$44	\$46	\$101
Retail Shopping/Other	\$22	\$23	\$51
Admissions	\$18	\$19	\$43
Local Transportation	\$11	\$12	\$26
Groceries Convenience	\$5	\$5	\$12
Subtotal Visitor Spending excluding Lodging			\$232
Total Spending Per Day	\$182	\$191	\$421

The next step required in the STRO Nexus Scenario analysis is to vary visitor spending per submarket and per STRO prototype. To accomplish this, KMA first conducted a market survey to estimate the average daily rates (ADRs) for each of the STRO prototypes.<sup>15</sup> The ADRs for each of the STRO prototypes was

<sup>14</sup> 2015 is the most recent visitor spending data available. KMA adjusted spending estimates to 2017 dollars based on the Consumer Price Index for All Urban Consumers for San Diego. 2017 was the most recent “full year” available for Consumer Price Index data.

<sup>15</sup> KMA utilized data provided by AirDNA to estimate annual weighted average STRO average daily rates.

then compared to the average visitor spending spent on lodging for San Diego County (County ADR) (Table I-9). Table V-2 summarizes the differentials between the County ADR and each STRO ADR.

Table V-2: ADR Differentials			
Submarket	STRO ADR	County ADR	ADR Differential (STRO ADR as % of County ADR)
Downtown	\$159	\$189	84%
La Jolla	\$749	\$189	396%
Mission Beach	\$323	\$189	171%
Mission Valley	\$204	\$189	108%
North Park	\$166	\$189	88%
Pacific Beach	\$366	\$189	194%
Southeastern/Encanto	\$156	\$189	83%
High-Market Home Share	\$107	\$189	56%
Mid-Market Home Share	\$67	\$189	36%

The next step in the STRO Nexus Scenario is to vary visitor spending of the non-lodging categories by the ADR differential estimated above. Similar to the Residential Nexus Scenario, the STRO spending is then multiplied by 100 STRO units in order to avoid small fractions in the nexus analysis. The final results are divided by 100 at the end of the nexus study before calculating the STRO Scenario Impact. It is important to note that for the purposes of the STRO Nexus Scenario, it is assumed that the STROs are operating at 100% occupancy – or 365 days per year. The purpose of this assumption is to ensure that the results of the nexus study can be implemented on a nightly basis. The STRO spending is summarized in Table V-3.

Table V-3: Annual Visitor Spending for 100 STROs				
Submarket	County Spending per Day	ADR Differential	Adjusted STRO Spending	Annual Spending for 100 STROs
Downtown	\$232	84%	\$195	\$7,134,000
La Jolla	\$232	396%	\$919	\$33,538,000
Mission Beach	\$232	171%	\$397	\$14,477,000
Mission Valley	\$232	108%	\$250	\$9,123,000
North Park	\$232	88%	\$204	\$7,439,000
Pacific Beach	\$232	194%	\$450	\$16,411,000
Southeastern/Encanto	\$232	83%	\$192	\$7,008,000

The next step involves inputting the STRO spending into IMPLAN to estimate the number of jobs generated by each STRO prototype. This step requires the spending categories provided by CIC Research, Inc. to be converted to corresponding IMPLAN codes. A detailed breakdown of the visitor spending allocated by IMPLAN code can be found in Appendix E. Table V-4 summarizes the allocation of visitor spending per IMPLAN code.

Table V-4: Allocation of Visitor Spending by IMPLAN Code		
CIC Categories	IMPLAN Categories	% of Spending Category
Meals / Beverages	Full Service Restaurants Limited Service Restaurants All Other Food and Drinking Places	50% 25% 25%
Retail Shopping / Other	Health and Personal Care Stores Clothing and Accessory Stores General Merchandise Stores Miscellaneous Store Retailers	25% 25% 25% 25%
Admissions	Amusement Parks and Arcades Museums, Historical Sites, Zoos, Parks Other Amusement and Recreation	40% 40% 20%
Local Transportation	Transit and Ground Passenger Transportation	100%
Groceries / Convenience Retail	Food and Beverage Stores	100%

Similar to the Residential Nexus Scenario, the IMPLAN model was applied to link spending to jobs occurring in San Diego County.

#### Direct Jobs – Whole Home Prototypes

It is assumed that the Whole Home STRO prototypes will generate direct jobs in addition to the jobs generated from STRO visitor spending. As a conservative assumption, KMA focused on a select number of identifiable direct jobs including property managers, housecleaners, landscapers, maintenance and repair workers, office and administrative support workers, and supervisors. However, it is likely that additional direct jobs would be generated in occupations outside of the selected fields. KMA utilized the following assumptions to estimate the number of direct jobs generated by each STRO prototype:

1. One property manager per 100 STRO listings.
2. The number of house cleaners is estimated based on the following:
  - a. The number of hours it takes to clean each STRO prototype based on a survey of home cleaning companies (3 hours for one-bedroom units to 5 hours for four-bedroom units).
  - b. An average length of stay of 3.5 days.
  - c. A full-time house cleaner works 2,000 hours per year.
  - d. Managers and supervisors are equal to 10% of the estimated number of full-time house cleaners.
3. The number of landscapers is estimated based on the following assumptions:
  - a. The number of hours per week it takes to landscape each STRO prototype (2 hours for 1-2 bedroom units and 4 hours for 3-4 bedroom units)
  - b. A full-time landscaper works 2,000 hours per year.
  - c. Managers and supervisors are equal to 10% of the estimated number of full-time landscapers.
4. Maintenance and repair workers are equal to 20% of the estimated number of house cleaners.
5. Office and administrative support workers are equal to 20% of managers and supervisors.

Table V-5 summarizes the number of direct jobs generated by each STRO prototype.

Table V-5: Direct Jobs Generated Per 100 STRO Units – Whole Homes	
Submarket	Jobs Generated
Downtown	11.5
La Jolla	24.2
Mission Beach	13.3
Mission Valley	13.3
North Park	16.2
Pacific Beach	20.8
Southeastern/Encanto	16.2

The total direct jobs estimated in this step are then added to the jobs generated from STRO visitor spending above, and run through KMA Jobs-Housing Nexus Model.

### Estimate Household Income of STRO Direct Employees

The next step is to estimate the household incomes of the direct STRO jobs. Using the breakdown of direct jobs estimated above, KMA estimated the total worker income based on occupation codes and the associated average salaries. These household incomes were run through the Jobs-Housing Nexus Model in the same manner described in the Residential Nexus Scenario methodology.

The total jobs anticipated to be generated by the STRO spending and direct employees is summarized in Table V-6.

Table V-6: Jobs Generated Per 100 STRO Units – Whole Homes			
Submarket	Direct Jobs	STRO Spending	Total Jobs Generated
Downtown	11.5	125.0	136.5
La Jolla	24.2	580.7	604.9
Mission Beach	13.3	251.3	264.6
Mission Valley	13.3	159.4	172.7
North Park	16.2	131.1	147.3
Pacific Beach	20.8	286.0	306.8
Southeastern/Encanto	16.2	123.7	139.9

### Home Share Prototypes

For the purposes of the Home Share Prototypes, KMA assumes that the direct jobs outlined above for the Whole Home Prototypes will be undertaken by the homeowners residing in the Home Share STRO prototypes. As such, no additional direct jobs are included in the analysis of the Home Share STRO prototypes.

Table V-7: Jobs Generated Per 100 STRO Units – Home Shares	
Submarket	Jobs Generated
High-Market Home Share	98.3
Mid-Market Home Share	65.8

However, KMA assumes that the revenue generated from the Home Share bedrooms will be directly attributed to the household of the homeowner. As such, KMA estimated the annual STRO Revenue for the two Home Share prototypes as shown in Table V-8.

Table V-8: Estimated STRO Revenue of Home Share Prototypes		
	High-Market Home Share	Mid-Market Home Share
ADR	\$107	\$67
Total Nights	365	365
Multiplied by 100 Units	100	100
Total Revenue for Nexus Model	\$3,905,500	\$2,445,500

To summarize, the following are the inputs into the KMA Jobs-Housing Nexus Model for the Whole Home prototypes:

- The jobs generated from the STRO visitor spending;
- The direct jobs generated by the STRO use; and
- The estimated household incomes of the STRO direct employees

Similarly, the following are the inputs into the KMA Jobs-Housing Nexus Model for the Home Share prototypes:

- The jobs generated from the STRO visitor spending; and
- The revenue generated from the STRO use

The KMA Jobs-Housing Nexus Model is then used to quantify the compensation levels of the employees filling these jobs and the income of the employee households. The output of the KMA model is the estimated number of employee households per income category attributable to the prototype units in each submarket.

Table V-9 provides the number of employee households with incomes between 0% and 80% of AMI for each STRO prototype.

Table V-9: Employee Households Earning up to 80% of AMI Per 100 STRO Units	
Submarket	Employee Households
Downtown	59.3
La Jolla	258.8
Mission Beach	115.1
Mission Valley	75.1
North Park	64.0
Pacific Beach	133.2
Southeastern/Encanto	60.8
High-Market Home Share	40.0
Mid-Market Home Share	27.2

#### Maximum STRO Nexus Scenario Impact

The last step in the STRO Nexus Scenario analysis puts a dollar amount on the cost of mitigating the affordable housing impacts. The conclusions of the nexus study, expressed as the number of employee households by income category, are linked to the cost of delivering housing to the households in need. Each income category is associated with a subsidy needed to produce and deliver a unit at the specified affordability level. As noted above, the estimated affordability gaps, per affordable unit, for the three income categories being evaluated are presented in Table V-10.

Table V-10: Affordability Gaps per Affordable Unit	
Extremely Low Income (0 to 30% AMI)	(\$241,000)
Very Low Income (30% to 50% AMI)	(\$177,000)
Low Income (50% to 80% AMI)	(\$209,000)

The affordability gap conclusions for each income category are linked to the number of affordable units required as a result of the STRO Nexus Scenario prototypes, and then divided into 100-unit increments. This calculation results in the total STRO Nexus Scenario Impacts per STRO, which are presented in Table V-11.

Table V-11: Total STRO Impact per Unit

Submarket	Extremely Low Income	Very Low Income	Low Income	Total STRO Impact
Downtown	\$27,200	\$41,800	\$50,900	\$119,900
La Jolla	\$119,300	\$181,200	\$223,400	\$523,900
Mission Beach	\$53,100	\$81,000	\$98,800	\$232,900
Mission Valley	\$34,600	\$53,000	\$64,400	\$152,000
North Park	\$29,200	\$45,200	\$54,900	\$129,300
Pacific Beach	\$61,000	\$93,800	\$114,500	\$269,300
Southeastern/Encanto	\$27,700	\$43,000	\$52,200	\$122,900
High-Market Home Share	\$16,800	\$28,300	\$35,700	\$80,800
Mid-Market Home Share	\$12,200	\$19,000	\$23,700	\$54,900

## VI. MAXIMUM FEE LEVELS

Table VI-1 summarizes the impact estimated from the Residential Nexus Scenario.

Table VI-1: Total Residential Impact per Unit – Whole Home				
Submarket	Extremely Low Income	Very Low Income	Low Income	Total Residential Impact
Downtown	\$7,500	\$13,900	\$19,100	\$40,500
La Jolla	\$25,100	\$46,600	\$63,400	\$135,100
Mission Beach	\$12,800	\$23,300	\$31,800	\$67,900
Mission Valley	\$6,500	\$12,000	\$16,500	\$35,000
North Park	\$8,900	\$16,200	\$22,100	\$47,200
Pacific Beach	\$14,000	\$26,000	\$35,300	\$75,300
Southeastern/Encanto	\$5,500	\$10,300	\$14,200	\$30,000

Table VI-2 summarizes the impact estimated from the STRO Nexus Scenario.

Table VI-2: Total STRO Impact per Unit				
Submarket	Extremely Low Income	Very Low Income	Low Income	Total STRO Impact
Downtown	\$27,200	\$41,800	\$50,900	\$119,900
La Jolla	\$119,300	\$181,200	\$223,400	\$523,900
Mission Beach	\$53,100	\$81,000	\$98,800	\$232,900
Mission Valley	\$34,600	\$53,000	\$64,400	\$152,000
North Park	\$29,200	\$45,200	\$54,900	\$129,300
Pacific Beach	\$61,000	\$93,800	\$114,500	\$269,300
Southeastern/Encanto	\$27,700	\$43,000	\$52,200	\$122,900
High-Market Home Share	\$16,800	\$28,300	\$35,700	\$80,800
Mid-Market Home Share	\$12,200	\$19,000	\$23,700	\$54,900

The maximum STRO Impact Fee is based on the difference in the estimated impact between the Residential Nexus Scenario and the STRO Nexus Scenario. This “Impact Differential” is subsequently divided by 55 years and then divided by 365 nights to arrive at the maximum supportable nightly STRO Impact Fee. The reason for dividing by 55 years is to reflect the typical length of time an affordability covenant is placed on the City’s affordable housing units. Dividing by 365 nights allows for the “Impact Differential” to be expressed on an occupied per-night basis, thereby not overstating impacts, or overcharging the fee level. Table VI-3 summarizes the maximum supportable STRO Impact Fees.

Table VI-3: Maximum Supportable STRO Fee

Submarket	Total Residential Nexus Impact	Total STRO Nexus Impact	Impact Differential	Maximum Supportable STRO Nightly Fee <sup>1</sup>
Downtown	\$40,500	\$119,900	\$79,400	\$3.96
La Jolla	\$135,100	\$523,900	\$388,800	\$19.37
Mission Beach	\$67,900	\$232,900	\$165,000	\$8.22
Mission Valley	\$35,000	\$152,000	\$117,000	\$5.83
North Park	\$47,200	\$129,300	\$82,100	\$4.09
Pacific Beach	\$75,300	\$269,300	\$194,000	\$9.66
Southeastern / Encanto	\$30,000	\$122,900	\$92,900	\$4.63
High-Market Home Share	\$0	\$80,800	\$80,800	\$4.02
Mid-Market Home Share	\$0	\$54,900	\$54,900	\$2.73

<sup>1</sup> Reflects STRO Impact Fee divided by 55 years and then divided by 365 nights.

## **VII. ADDENDUM: ADDITIONAL BACKGROUND ON SPECIFIC ASSUMPTIONS**

This Addendum provides a discussion of various specific factors and assumptions related to the nexus concept. This discussion supplements the overview provided in previous sections of the study.

### **A. IMPLAN Model Description**

The IMPLAN model is an economic analysis software package now commercially available through the IMPLAN Group, LLC. IMPLAN was originally developed by the United States Forest Service, the Federal Emergency Management Agency, and the United States Department of the Interior Bureau of Land Management. The model has been in use since 1979 and has been refined over time. It has become a widely used tool for analyzing economic impacts for a broad range of applications from major construction projects to natural resource programs.

IMPLAN is based on an input-output accounting of commodity flows within an economy from producers to intermediate and final consumers. The model establishes a matrix of supply chain relationships between industries, and also between households and the producers of household goods and services. Assumptions about the portion of inputs or supplies for a given industry likely to be met by local suppliers and the portion supplied from outside the region or study area are derived internally within the model using data on the industrial structure of the region.

The output or result of the model is generated by tracking changes in purchases for final use or final demand as they filter through the supply chain. Industries that produce goods and services for final demand or consumption must purchase inputs from other producers. These producers in turn purchase goods and services. The model tracks these relationships through the economy to the point where leakages from the region stop the cycle. This allows the user to identify how a change in demand for one industry will affect a list of over 400 other industry sectors. The projected response of an economy to a change in final demand can be viewed in terms of economic output, employment, or income.

Data sets are available for each county and state, so the model can be tailored to the specific economic conditions of the region being analyzed. This analysis utilizes the data set for San Diego County. As will be discussed, much of the employment impact is in local-serving sectors, such as retail, eating and drinking establishments, and medical services. A significant portion of these jobs will be located in each submarket or nearby. In addition, the employment impacts will extend throughout San Diego County and beyond based on where jobs are located that serve residents of each submarket. San Diego County is part of the larger Southern California region's economy, and impacts will likewise extend throughout the region.

## **B. Addressing the Housing Needs of a New Population versus the Existing Population**

An assumption of this STRO Nexus Study is that there is currently no excess supply of affordable housing available to absorb or offset new demand. Therefore, new affordable units are needed to mitigate the new affordable housing demand generated by an increase in jobs.

The City has documented that the housing needs of existing low income households are not currently being met. The existing housing shortage, especially at the lowest income levels, is manifested in numerous ways such as residents paying far more than the affordable rent set forth in Federal and State guidelines, overcrowding, and other factors that are extensively documented by the Census and other reports.

Local analyses of housing conditions indicate that new housing affordable to low income households is not being added to the supply in sufficient quantity to meet the needs of new employee households. If significant numbers of units were being added to the supply to accommodate the Extremely Low to Low Income groups, or if residential units in San Diego County were experiencing higher than typical long-term vacancy levels, particularly in affordable units, then the need for new units would be questionable.

## **C. Economic Cycles**

In the context of economic downturns such as the late 2000s severe recession, the question is sometimes raised as to whether there is excess capacity in the labor force that will be absorbed by existing jobs and employees, thus resulting in fewer net new jobs. In response, it is important to understand that a nexus study of this nature is intended to support the imposition of a one-time fee that addresses the impacts generated over the 55-year affordability period for affordable housing units. Short-term conditions, such as a recession or a vigorous boom period, are not appropriate bases for estimating impacts over the length of the affordability covenant. These cycles can produce impacts that are higher or lower on a temporary basis.

## **D. The Burden of Paying for Affordable Housing**

The City's potential STRO Impact Fee program will not place all of the burden for the creation of affordable housing on owners of residential units used for STRO purposes. The burden of affordable housing is borne by many sectors of the economy and society. A significant source of affordable housing funding is provided by the Federal government in the form of the Low Income Housing Tax Credit and tax-exempt bonds. Additionally, there are other Federal grant and loan programs, administered by HUD, and State programs, which are administered by HCD. Much of the State funding is provided by voter-approved bond measures paid for by all Californians. Local governments play a large role in affordable housing. In addition, private sector lenders play an important role, some voluntarily and

others less so with the requirements of the Community Reinvestment Act. Then there is the non-profit sector, both sponsors and developers that build much of the affordable housing.

In summary, all levels of government and many private parties, for profit and non-profit, contribute to supplying affordable housing. Owners of STRO units are not being asked to bear the burden alone, any more than they are assumed to be the only source of demand or cause for needing affordable housing in our communities. Based on past experience, an affordable housing impact fee program will fund only a small percentage of the affordable housing needed in San Diego County.

## **APPENDIX A - Household Income Analysis**

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### **Short Term Rental Nexus Study**

**APPENDIX A - TABLE 1A****RESIDENTIAL USE SCENARIO: DOWNTOWN MULTI-FAMILY DWELLING****SALES PRICE TO INCOME RATIO****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****RESIDENTIAL USE SCENARIO*****Multi-Family Dwelling***

Sales Price	\$558 /SF	800 SF <sup>1</sup>	\$446,000 <sup>1</sup>
Mortgage Payment			
Downpayment @ 20%		20% <sup>2</sup>	\$89,200
Loan Amount			\$356,800
Interest Rate			4.80% <sup>3</sup>
Term of Mortgage (Years)			30
Annual Mortgage Payment	\$1,900 /month		\$22,500
Other Costs			
Property Taxes	1.17% of sales price	<sup>4</sup>	\$5,217
Maintenance / HOA Dues	\$475 per month	<sup>1</sup>	\$5,700
Homeowner Insurance	0.10% of sales price	<sup>5</sup>	\$400
Total Annual Housing Cost	\$2,800 /month		\$33,817
% of Income Spent on Housing			35% <sup>6</sup>
<b>Annual Household Income Required</b>			<b>\$97,000</b>
Sales Price to Income Ratio			4.6

**Notes**<sup>1</sup> Based on KMA Market Survey.<sup>2</sup> Based on the Single Family Loan-Level Dataset published by Freddie Mac for loans issued in the 1st Quarter of 2017.<sup>3</sup> Average mortgage interest rate for prior 10 years derived from Freddie Mac Primary Mortgage Market Survey, West Region. Based on weekly average rates for 30-year fixed rate mortgages during the period from 1/2006 through 12/2015.<sup>4</sup> Property tax rate is inclusive of ad valorem taxes and applicable voter approved rates, fixed charges, and assessments for the jurisdiction indicated. Estimated per County of San Diego Office of Property Tax Services.<sup>5</sup> Based on KMA experience.<sup>6</sup> Ratio is consistent with Fannie Mae mortgage underwriting eligibility criteria which establishes a debt to income threshold of 36%, above which tighter credit standards apply. A debt to income ratio of up to 45% is permitted for borrowers meeting specified credit criteria. Ratio is also consistent with the California Health and Safety Code standard for relating income to housing costs for ownership units. Freddie Mac data on new purchase loans originated in zip codes corresponding to the submarkets analyzed for the 1st Quarter of 2017 indicates an average debt to income ratio of 38%. However, most households have other forms of debt such as credit cards, student loans, and auto loans that are included as part of this ratio. Thus, a ratio solely considering housing costs would be lower.

APPENDIX A - TABLE 2A

INCOME AVAILABLE FOR EXPENDITURES<sup>1</sup>

DOWNTOWN

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO
	<i>Multi-Family Dwelling Household Income</i>	<i>STR Direct Employee Household Income</i>
Gross Income	100%	100%
<u>Less:</u>		
Federal Income Taxes <sup>2</sup>	9.0%	9.0%
State Income Taxes <sup>3</sup>	3%	1%
FICA Tax Rate <sup>4</sup>	7.65%	7.65%
Savings & other deductions <sup>5</sup>	8%	8%
<b>Percent of Income Available for Expenditures<sup>6</sup></b>	<b>73%</b>	<b>74%</b>
<i>[Input to IMPLAN model]</i>		

Notes:

<sup>1</sup> Gross income after deduction of taxes and savings. Income available for expenditures is the input to the IMPLAN model which is used to estimate the resulting employment impacts. Housing costs are not deducted as part of this adjustment step because they are addressed separately as expenditures within the IMPLAN model.

<sup>2</sup> Reflects average tax rates (as opposed to marginal) based on U.S. Internal Revenue Services, Tax Statistics, Tables 1.1 and 2.1 for 2014. Homeowners are assumed to itemize deductions. Renter households are assumed to take the standard deduction. Tax rates reflect averages for applicable income range.

<sup>3</sup> Average tax rate estimated by KMA based on marginal rates per the California Franchise Tax Board and ratios of taxable income to gross income estimated based on U.S. Internal Revenue Service data.

<sup>4</sup> For Social Security and Medicare. Social Security taxes estimated based upon the current ceiling on applicability of Social Security taxes of \$128,400 (ceiling applies per earner not per household) and the average number of earners per household.

<sup>5</sup> Household savings including retirement accounts like 401k / IRA and other deductions such as interest costs on credit cards, auto loans, etc, necessary to determine the amount of income available for expenditures. The 8% rate used in the analysis for households earning less than \$150,000 is based on the average over the past 20 years computed from U.S. Bureau of Economic Analysis data, specifically the National Income and Product Accounts, Table 2.1 "Personal Income and Its Disposition." Households earning more than \$150,000 are assumed to save a higher percentage of their income, based on savings rates for the last 20 years from data published by the National Bureau of Economic Research, "Wealth Inequality in the United States Since 1913: Evidence From Capitalized Income Tax Data," October 2014.

<sup>6</sup> Deductions from gross income to arrive at the income available for expenditures are consistent with the way the IMPLAN model and National Income and Product Accounts (NIPA) defines income available for personal consumption expenditures. Income taxes, contributions to Social Security and Medicare, and savings are deducted; however, property taxes and sales taxes are not. Housing costs are not deducted as part of the adjustment because they are addressed separately as expenditures within the IMPLAN model.

**APPENDIX A - TABLE 3A**  
**FOR SALE PROTOTYPES: SALES PRICE TO INCOME SUMMARY**  
**DOWNTOWN**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

	<b>Per Unit</b>	<b>Per Sq.Ft.</b>	<b>100 Unit Building Module (Per 100 Units)</b>
<b>RESIDENTIAL USE SCENARIO: MULTI-FAMILY DWELLING HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Sales Price	\$446,000	\$558	\$44,600,000
Sales Price to Income Ratio	4.6		4.6
Gross Household Income	\$97,000		\$9,700,000
Income Available for Expenditure <sup>1</sup>	73% of gross	\$70,800	<b>\$7,080,000</b>
<b>STR NEXUS SCENARIO: STR DIRECT EMPLOYEE HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Gross STR Direct Employee Household Income			\$387,986
Income Available for Expenditure <sup>1</sup>	74% of gross	\$2,900	<b>\$290,000</b>

Notes:

<sup>1</sup> Represents net income available for expenditures after income tax, payroll taxes, and savings. See Appendix A - Table 2A for derivation.

Source: Appendix A - Tables 1 - 2.

**APPENDIX A - TABLE 1B****RESIDENTIAL USE SCENARIO: LA JOLLA SINGLE-FAMILY DWELLING****SALES PRICE TO INCOME RATIO****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

**RESIDENTIAL USE SCENARIO**  
***Single-Family Dwelling***

Sales Price	\$790 /SF	3,100 SF <sup>1</sup>	\$2,448,000 <sup>1</sup>
Mortgage Payment			
Downpayment @ 20%		20% <sup>2</sup>	\$489,600
Loan Amount			\$1,958,400
Interest Rate		5.05% <sup>3</sup>	30
Term of Mortgage (Years)			
Annual Mortgage Payment	\$10,600 /month		\$126,900
Other Costs			
Property Taxes	1.17% of sales price	<sup>4</sup>	\$28,634
Maintenance / HOA Dues	\$150 per month	<sup>1</sup>	\$1,800
Homeowner Insurance	0.20% of sales price	<sup>5</sup>	\$4,900
Total Annual Housing Cost	\$13,500 /month		\$162,234
% of Income Spent on Housing			35% <sup>6</sup>
<b>Annual Household Income Required</b>			<b>\$464,000</b>
Sales Price to Income Ratio			5.3

**Notes**

<sup>1</sup> Based on KMA Market Survey.

<sup>2</sup> Based on the Single Family Loan-Level Dataset published by Freddie Mac for loans issued in the 1st Quarter of 2017.

<sup>3</sup> Average mortgage interest rate for prior 10 years derived from Freddie Mac Primary Mortgage Market Survey, West Region. Based on weekly average rates for 30-year fixed rate mortgages during the period from 1/2006 through 12/2015. Includes a 0.25% premium to reflect the non-conforming.

<sup>4</sup> Property tax rate is inclusive of ad valorem taxes and applicable voter approved rates, fixed charges, and assessments for the jurisdiction indicated. Estimated per County of San Diego Office of Property Tax Services.

<sup>5</sup> Based on KMA experience.

<sup>6</sup> Ratio is consistent with Fannie Mae mortgage underwriting eligibility criteria which establishes a debt to income threshold of 36%, above which tighter credit standards apply. A debt to income ratio of up to 45% is permitted for borrowers meeting specified credit criteria. Ratio is also consistent with the California Health and Safety Code standard for relating income to housing costs for ownership units. Freddie Mac data on new purchase loans originated in zip codes corresponding to the submarkets analyzed for the 1st Quarter of 2017 indicates an average debt to income ratio of 38%. However, most households have other forms of debt such as credit cards, student loans, and auto loans that are included as part of this ratio. Thus, a ratio solely considering housing costs would be lower.

APPENDIX A - TABLE 2B

INCOME AVAILABLE FOR EXPENDITURES<sup>1</sup>

LA JOLLA

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO
	<i>Single-Family Dwelling Household Income</i>	<i>STR Direct Employee Household Income</i>
Gross Income	100%	100%
<u>Less:</u>		
Federal Income Taxes <sup>2</sup>	18.9%	9.0%
State Income Taxes <sup>3</sup>	7%	1%
FICA Tax Rate <sup>4</sup>	5.39%	7.65%
Savings & other deductions <sup>5</sup>	20%	8%
<b>Percent of Income Available for Expenditures<sup>6</sup></b>	<b>49%</b>	<b>74%</b>
<i>[Input to IMPLAN model]</i>		

Notes:

<sup>1</sup> Gross income after deduction of taxes and savings. Income available for expenditures is the input to the IMPLAN model which is used to estimate the resulting employment impacts. Housing costs are not deducted as part of this adjustment step because they are addressed separately as expenditures within the IMPLAN model.

<sup>2</sup> Reflects average tax rates (as opposed to marginal) based on U.S. Internal Revenue Services, Tax Statistics, Tables 1.1 and 2.1 for 2014. Homeowners are assumed to itemize deductions. Renter households are assumed to take the standard deduction. Tax rates reflect averages for applicable income range.

<sup>3</sup> Average tax rate estimated by KMA based on marginal rates per the California Franchise Tax Board and ratios of taxable income to gross income estimated based on U.S. Internal Revenue Service data.

<sup>4</sup> For Social Security and Medicare. Social Security taxes estimated based upon the current ceiling on applicability of Social Security taxes of \$128,400 (ceiling applies per earner not per household) and the average number of earners per household.

<sup>5</sup> Household savings including retirement accounts like 401k / IRA and other deductions such as interest costs on credit cards, auto loans, etc, necessary to determine the amount of income available for expenditures. The 8% rate used in the analysis for households earning less than \$150,000 is based on the average over the past 20 years computed from U.S. Bureau of Economic Analysis data, specifically the National Income and Product Accounts, Table 2.1 "Personal Income and Its Disposition." Households earning more than \$150,000 are assumed to save a higher percentage of their income, based on savings rates for the last 20 years from data published by the National Bureau of Economic Research, "Wealth Inequality in the United States Since 1913: Evidence From Capitalized Income Tax Data," October 2014.

<sup>6</sup> Deductions from gross income to arrive at the income available for expenditures are consistent with the way the IMPLAN model and National Income and Product Accounts (NIPA) defines income available for personal consumption expenditures. Income taxes, contributions to Social Security and Medicare, and savings are deducted; however, property taxes and sales taxes are not. Housing costs are not deducted as part of the adjustment because they are addressed separately as expenditures within the IMPLAN model.

**APPENDIX A - TABLE 3B**  
**FOR SALE PROTOTYPES: SALES PRICE TO INCOME SUMMARY**  
**LA JOLLA**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

	Per Unit	Per Sq.Ft.	100 Unit Building Module (Per 100 Units)
<b>RESIDENTIAL USE SCENARIO: SINGLE-FAMILY DWELLING HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Sales Price	\$2,448,000	\$790	\$244,800,000
Sales Price to Income Ratio	5.3		5.3
Gross Household Income	\$464,000		\$46,400,000
Income Available for Expenditure <sup>1</sup>	49% of gross	\$227,400	<b>\$22,740,000</b>
<b>STR NEXUS SCENARIO: STR DIRECT EMPLOYEE HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Gross STR Direct Employee Household Income			\$788,946
Income Available for Expenditure <sup>1</sup>	74% of gross	\$5,800	<b>\$580,000</b>

Notes:

<sup>1</sup> Represents net income available for expenditures after income tax, payroll taxes, and savings. See Appendix A - Table 2B for derivation.

*Source: Appendix A - Tables 1 - 2.*

**APPENDIX A - TABLE 1C****RESIDENTIAL USE SCENARIO: MISSION BEACH MULTI-FAMILY DWELLING****SALES PRICE TO INCOME RATIO****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

**RESIDENTIAL USE SCENARIO**  
***Multi-Family Dwelling***

Sales Price	\$1,003 /SF	1,020 SF <sup>1</sup>	\$1,023,000 <sup>1</sup>
Mortgage Payment			
Downpayment @ 20%		20% <sup>2</sup>	\$204,600
Loan Amount			\$818,400
Interest Rate			5.05% <sup>3</sup>
Term of Mortgage (Years)			30
Annual Mortgage Payment	\$4,400 /month		\$53,000
Other Costs			
Property Taxes	1.17% of sales price	<sup>4</sup>	\$11,966
Maintenance / HOA Dues	\$315 per month	<sup>1</sup>	\$3,780
Homeowner Insurance	0.10% of sales price	<sup>5</sup>	\$1,000
Total Annual Housing Cost	\$5,800 /month		\$69,746
% of Income Spent on Housing			35% <sup>6</sup>
<b>Annual Household Income Required</b>			<b>\$199,000</b>
Sales Price to Income Ratio			5.1

**Notes**

<sup>1</sup> Based on KMA Market Survey.

<sup>2</sup> Based on the Single Family Loan-Level Dataset published by Freddie Mac for loans issued in the 1st Quarter of 2017.

<sup>3</sup> Average mortgage interest rate for prior 10 years derived from Freddie Mac Primary Mortgage Market Survey, West Region. Based on weekly average rates for 30-year fixed rate mortgages during the period from 1/2006 through 12/2015. Includes a 0.25% premium to reflect the non-conforming.

<sup>4</sup> Property tax rate is inclusive of ad valorem taxes and applicable voter approved rates, fixed charges, and assessments for the jurisdiction indicated. Estimated per County of San Diego Office of Property Tax Services.

<sup>5</sup> Based on KMA experience.

<sup>6</sup> Ratio is consistent with Fannie Mae mortgage underwriting eligibility criteria which establishes a debt to income threshold of 36%, above which tighter credit standards apply. A debt to income ratio of up to 45% is permitted for borrowers meeting specified credit criteria. Ratio is also consistent with the California Health and Safety Code standard for relating income to housing costs for ownership units. Freddie Mac data on new purchase loans originated in zip codes corresponding to the submarkets analyzed for the 1st Quarter of 2017 indicates an average debt to income ratio of 38%. However, most households have other forms of debt such as credit cards, student loans, and auto loans that are included as part of this ratio. Thus, a ratio solely considering housing costs would be lower.

**APPENDIX A - TABLE 2C**

**INCOME AVAILABLE FOR EXPENDITURES<sup>1</sup>**

**MISSION BEACH**

**SHORT TERM RENTAL NEXUS STUDY**

**SAN DIEGO, CALIFORNIA**

	<b>RESIDENTIAL USE SCENARIO</b>	<b>STR NEXUS SCENARIO</b>
	<b>Multi-Family Dwelling Household Income</b>	<b>STR Direct Employee Household Income</b>
Gross Income	100%	100%
<u>Less:</u>		
Federal Income Taxes <sup>2</sup>	12.2%	9.0%
State Income Taxes <sup>3</sup>	5%	1%
FICA Tax Rate <sup>4</sup>	7.65%	7.65%
Savings & other deductions <sup>5</sup>	10%	8%
<b>Percent of Income Available for Expenditures<sup>6</sup></b>	<b>65%</b>	<b>74%</b>
<b>[Input to IMPLAN model]</b>		

Notes:

<sup>1</sup> Gross income after deduction of taxes and savings. Income available for expenditures is the input to the IMPLAN model which is used to estimate the resulting employment impacts. Housing costs are not deducted as part of this adjustment step because they are addressed separately as expenditures within the IMPLAN model.

<sup>2</sup> Reflects average tax rates (as opposed to marginal) based on U.S. Internal Revenue Services, Tax Statistics, Tables 1.1 and 2.1 for 2014. Homeowners are assumed to itemize deductions. Renter households are assumed to take the standard deduction. Tax rates reflect averages for applicable income range.

<sup>3</sup> Average tax rate estimated by KMA based on marginal rates per the California Franchise Tax Board and ratios of taxable income to gross income estimated based on U.S. Internal Revenue Service data.

<sup>4</sup> For Social Security and Medicare. Social Security taxes estimated based upon the current ceiling on applicability of Social Security taxes of \$128,400 (ceiling applies per earner not per household) and the average number of earners per household.

<sup>5</sup> Household savings including retirement accounts like 401k / IRA and other deductions such as interest costs on credit cards, auto loans, etc, necessary to determine the amount of income available for expenditures. The 8% rate used in the analysis for households earning less than \$150,000 is based on the average over the past 20 years computed from U.S. Bureau of Economic Analysis data, specifically the National Income and Product Accounts, Table 2.1 "Personal Income and Its Disposition." Households earning more than \$150,000 are assumed to save a higher percentage of their income, based on savings rates for the last 20 years from data published by the National Bureau of Economic Research, "Wealth Inequality in the United States Since 1913: Evidence From Capitalized Income Tax Data," October 2014.

<sup>6</sup> Deductions from gross income to arrive at the income available for expenditures are consistent with the way the IMPLAN model and National Income and Product Accounts (NIPA) defines income available for personal consumption expenditures. Income taxes, contributions to Social Security and Medicare, and savings are deducted; however, property taxes and sales taxes are not. Housing costs are not deducted as part of the adjustment because they are addressed separately as expenditures within the IMPLAN model.

**APPENDIX A - TABLE 3C**  
**FOR SALE PROTOTYPES: SALES PRICE TO INCOME SUMMARY**  
**MISSION BEACH**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

	<b>Per Unit</b>	<b>Per Sq.Ft.</b>	<b>100 Unit Building Module (Per 100 Units)</b>
<b>RESIDENTIAL USE SCENARIO: MULTI-FAMILY DWELLING HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Sales Price		\$1,023,000	\$102,300,000
Sales Price to Income Ratio		5.1	5.1
Gross Household Income		\$199,000	\$19,900,000
Income Available for Expenditure <sup>1</sup>	65% of gross	\$129,400	<b>\$12,940,000</b>
<b>STR NEXUS SCENARIO: STR DIRECT EMPLOYEE HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Gross STR Direct Employee Household Income			\$439,916
Income Available for Expenditure <sup>1</sup>	74% of gross	\$3,300	<b>\$330,000</b>

Notes:

<sup>1</sup> Represents net income available for expenditures after income tax, payroll taxes, and savings. See Appendix A - Table 2C for derivation.

Source: Appendix A - Tables 1 - 2.

**APPENDIX A - TABLE 1D****RESIDENTIAL USE SCENARIO: MISSION VALLEY MULTI-FAMILY DWELLING****SALES PRICE TO INCOME RATIO****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****RESIDENTIAL USE SCENARIO*****Multi-Family Dwelling***

Sales Price	\$379 /SF	1,050 SF <sup>1</sup>	\$398,000 <sup>1</sup>
Mortgage Payment			
Downpayment @ 20%		20% <sup>2</sup>	\$79,600
Loan Amount			\$318,400
Interest Rate			4.80% <sup>3</sup>
Term of Mortgage (Years)			30
Annual Mortgage Payment	\$1,700 /month		\$20,000
Other Costs			
Property Taxes	1.17% of sales price	<sup>4</sup>	\$4,655
Maintenance / HOA Dues	\$350 per month	<sup>1</sup>	\$4,200
Homeowner Insurance	0.10% of sales price	<sup>5</sup>	\$400
Total Annual Housing Cost	\$2,400 /month		\$29,255
% of Income Spent on Housing			35% <sup>6</sup>
<b>Annual Household Income Required</b>			<b>\$84,000</b>
Sales Price to Income Ratio			4.7

**Notes**

<sup>1</sup> Based on KMA Market Survey.

<sup>2</sup> Based on the Single Family Loan-Level Dataset published by Freddie Mac for loans issued in the 1st Quarter of 2017.

<sup>3</sup> Average mortgage interest rate for prior 10 years derived from Freddie Mac Primary Mortgage Market Survey, West Region. Based on weekly average rates for 30-year fixed rate mortgages during the period from 1/2006 through 12/2015.

<sup>4</sup> Property tax rate is inclusive of ad valorem taxes and applicable voter approved rates, fixed charges, and assessments for the jurisdiction indicated. Estimated per County of San Diego Office of Property Tax Services.

<sup>5</sup> Based on KMA experience.

<sup>6</sup> Ratio is consistent with Fannie Mae mortgage underwriting eligibility criteria which establishes a debt to income threshold of 36%, above which tighter credit standards apply. A debt to income ratio of up to 45% is permitted for borrowers meeting specified credit criteria. Ratio is also consistent with the California Health and Safety Code standard for relating income to housing costs for ownership units. Freddie Mac data on new purchase loans originated in zip codes corresponding to the submarkets analyzed for the 1st Quarter of 2017 indicates an average debt to income ratio of 38%. However, most households have other forms of debt such as credit cards, student loans, and auto loans that are included as part of this ratio. Thus, a ratio solely considering housing costs would be lower.

APPENDIX A - TABLE 2D

INCOME AVAILABLE FOR EXPENDITURES<sup>1</sup>

MISSION VALLEY

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO
	<i>Multi-Family Dwelling Household Income</i>	<i>STR Direct Employee Household Income</i>
Gross Income	100%	100%
<u>Less:</u>		
Federal Income Taxes <sup>2</sup>	9.0%	9.0%
State Income Taxes <sup>3</sup>	2%	1%
FICA Tax Rate <sup>4</sup>	7.65%	7.65%
Savings & other deductions <sup>5</sup>	8%	8%
<b>Percent of Income Available for Expenditures<sup>6</sup></b>	<b>73%</b>	<b>74%</b>
<i>[Input to IMPLAN model]</i>		

Notes:

<sup>1</sup> Gross income after deduction of taxes and savings. Income available for expenditures is the input to the IMPLAN model which is used to estimate the resulting employment impacts. Housing costs are not deducted as part of this adjustment step because they are addressed separately as expenditures within the IMPLAN model.

<sup>2</sup> Reflects average tax rates (as opposed to marginal) based on U.S. Internal Revenue Services, Tax Statistics, Tables 1.1 and 2.1 for 2014. Homeowners are assumed to itemize deductions. Renter households are assumed to take the standard deduction. Tax rates reflect averages for applicable income range.

<sup>3</sup> Average tax rate estimated by KMA based on marginal rates per the California Franchise Tax Board and ratios of taxable income to gross income estimated based on U.S. Internal Revenue Service data.

<sup>4</sup> For Social Security and Medicare. Social Security taxes estimated based upon the current ceiling on applicability of Social Security taxes of \$128,400 (ceiling applies per earner not per household) and the average number of earners per household.

<sup>5</sup> Household savings including retirement accounts like 401k / IRA and other deductions such as interest costs on credit cards, auto loans, etc, necessary to determine the amount of income available for expenditures. The 8% rate used in the analysis for households earning less than \$150,000 is based on the average over the past 20 years computed from U.S. Bureau of Economic Analysis data, specifically the National Income and Product Accounts, Table 2.1 "Personal Income and Its Disposition." Households earning more than \$150,000 are assumed to save a higher percentage of their income, based on savings rates for the last 20 years from data published by the National Bureau of Economic Research, "Wealth Inequality in the United States Since 1913: Evidence From Capitalized Income Tax Data," October 2014.

<sup>6</sup> Deductions from gross income to arrive at the income available for expenditures are consistent with the way the IMPLAN model and National Income and Product Accounts (NIPA) defines income available for personal consumption expenditures. Income taxes, contributions to Social Security and Medicare, and savings are deducted; however, property taxes and sales taxes are not. Housing costs are not deducted as part of the adjustment because they are addressed separately as expenditures within the IMPLAN model.

**APPENDIX A - TABLE 3D**  
**FOR SALE PROTOTYPES: SALES PRICE TO INCOME SUMMARY**  
**MISSION VALLEY**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

	Per Unit	Per Sq.Ft.	100 Unit Building Module (Per 100 Units)
<b>RESIDENTIAL USE SCENARIO: MULTI-FAMILY DWELLING HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Sales Price	\$398,000	\$379	\$39,800,000
Sales Price to Income Ratio	4.7		4.7
Gross Household Income	\$84,000		\$8,400,000
Income Available for Expenditure <sup>1</sup>	73% of gross	\$61,300	<b>\$6,130,000</b>
<b>STR NEXUS SCENARIO: STR DIRECT EMPLOYEE HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Gross STR Direct Employee Household Income			\$439,916
Income Available for Expenditure <sup>1</sup>	74% of gross	\$3,300	<b>\$330,000</b>

Notes:

<sup>1</sup> Represents net income available for expenditures after income tax, payroll taxes, and savings. See Appendix A - Table 2D for derivation.

*Source: Appendix A - Tables 1 - 2.*

**APPENDIX A - TABLE 1E****RESIDENTIAL USE SCENARIO: NORTH PARK SINGLE-FAMILY DWELLING****SALES PRICE TO INCOME RATIO****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

**RESIDENTIAL USE SCENARIO**  
***Single-Family Dwelling***

Sales Price	\$633 /SF	980 SF <sup>1</sup>	\$620,000 <sup>1</sup>
Mortgage Payment			
Downpayment @ 20%		20% <sup>2</sup>	\$124,000
Loan Amount			\$496,000
Interest Rate			4.80% <sup>3</sup>
Term of Mortgage (Years)			30
Annual Mortgage Payment	\$2,600 /month		\$31,200
Other Costs			
Property Taxes	1.17% of sales price	<sup>4</sup>	\$7,252
Maintenance / HOA Dues	\$150 per month	<sup>1</sup>	\$1,800
Homeowner Insurance	0.20% of sales price	<sup>5</sup>	\$1,200
Total Annual Housing Cost	\$3,500 /month		\$41,452
% of Income Spent on Housing			35% <sup>6</sup>
<b>Annual Household Income Required</b>			<b>\$118,000</b>
Sales Price to Income Ratio			5.3

**Notes**

<sup>1</sup> Based on KMA Market Survey.

<sup>2</sup> Based on the Single Family Loan-Level Dataset published by Freddie Mac for loans issued in the 1st Quarter of 2017.

<sup>3</sup> Average mortgage interest rate for prior 10 years derived from Freddie Mac Primary Mortgage Market Survey, West Region. Based on weekly average rates for 30-year fixed rate mortgages during the period from 1/2006 through 12/2015.

<sup>4</sup> Property tax rate is inclusive of ad valorem taxes and applicable voter approved rates, fixed charges, and assessments for the jurisdiction indicated.

Estimated per County of San Diego Office of Property Tax Services.

<sup>5</sup> Based on KMA experience.

<sup>6</sup> Ratio is consistent with Fannie Mae mortgage underwriting eligibility criteria which establishes a debt to income threshold of 36%, above which tighter credit standards apply. A debt to income ratio of up to 45% is permitted for borrowers meeting specified credit criteria. Ratio is also consistent with the California Health and Safety Code standard for relating income to housing costs for ownership units. Freddie Mac data on new purchase loans originated in zip codes corresponding to the submarkets analyzed for the 1st Quarter of 2017 indicates an average debt to income ratio of 38%. However, most households have other forms of debt such as credit cards, student loans, and auto loans that are included as part of this ratio. Thus, a ratio solely considering housing costs would be lower.

APPENDIX A - TABLE 2E

INCOME AVAILABLE FOR EXPENDITURES<sup>1</sup>

NORTH PARK

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

---

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO
	<i>Single-Family Dwelling Household Income</i>	<i>STR Direct Employee Household Income</i>
Gross Income	100%	100%
<u>Less:</u>		
Federal Income Taxes <sup>2</sup>	12.2%	9.0%
State Income Taxes <sup>3</sup>	4%	1%
FICA Tax Rate <sup>4</sup>	7.65%	7.65%
Savings & other deductions <sup>5</sup>	8%	8%
<b>Percent of Income Available for Expenditures<sup>6</sup></b>	<b>69%</b>	<b>74%</b>
<i>[Input to IMPLAN model]</i>		

Notes:

<sup>1</sup> Gross income after deduction of taxes and savings. Income available for expenditures is the input to the IMPLAN model which is used to estimate the resulting employment impacts. Housing costs are not deducted as part of this adjustment step because they are addressed separately as expenditures within the IMPLAN model.

<sup>2</sup> Reflects average tax rates (as opposed to marginal) based on U.S. Internal Revenue Services, Tax Statistics, Tables 1.1 and 2.1 for 2014. Homeowners are assumed to itemize deductions. Renter households are assumed to take the standard deduction. Tax rates reflect averages for applicable income range.

<sup>3</sup> Average tax rate estimated by KMA based on marginal rates per the California Franchise Tax Board and ratios of taxable income to gross income estimated based on U.S. Internal Revenue Service data.

<sup>4</sup> For Social Security and Medicare. Social Security taxes estimated based upon the current ceiling on applicability of Social Security taxes of \$128,400 (ceiling applies per earner not per household) and the average number of earners per household.

<sup>5</sup> Household savings including retirement accounts like 401k / IRA and other deductions such as interest costs on credit cards, auto loans, etc, necessary to determine the amount of income available for expenditures. The 8% rate used in the analysis for households earning less than \$150,000 is based on the average over the past 20 years computed from U.S. Bureau of Economic Analysis data, specifically the National Income and Product Accounts, Table 2.1 "Personal Income and Its Disposition." Households earning more than \$150,000 are assumed to save a higher percentage of their income, based on savings rates for the last 20 years from data published by the National Bureau of Economic Research, "Wealth Inequality in the United States Since 1913: Evidence From Capitalized Income Tax Data," October 2014.

<sup>6</sup> Deductions from gross income to arrive at the income available for expenditures are consistent with the way the IMPLAN model and National Income and Product Accounts (NIPA) defines income available for personal consumption expenditures. Income taxes, contributions to Social Security and Medicare, and savings are deducted; however, property taxes and sales taxes are not. Housing costs are not deducted as part of the adjustment because they are addressed separately as expenditures within the IMPLAN model.

**APPENDIX A - TABLE 3E**  
**FOR SALE PROTOTYPES: SALES PRICE TO INCOME SUMMARY**  
**NORTH PARK**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

	Per Unit	Per Sq.Ft.	100 Unit Building Module (Per 100 Units)
<b>RESIDENTIAL USE SCENARIO: SINGLE-FAMILY DWELLING HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Sales Price	\$620,000	\$633	\$62,000,000
Sales Price to Income Ratio	5.3		5.3
Gross Household Income	\$118,000		\$11,800,000
Income Available for Expenditure <sup>1</sup>	69% of gross	\$81,400	<b>\$8,140,000</b>
<b>STR NEXUS SCENARIO: STR DIRECT EMPLOYEE HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Gross STR Direct Employee Household Income			\$536,535
Income Available for Expenditure <sup>1</sup>	74% of gross	\$4,000	<b>\$400,000</b>

Notes:

<sup>1</sup> Represents net income available for expenditures after income tax, payroll taxes, and savings. See Appendix A - Table 2E for derivation.

*Source: Appendix A - Tables 1 - 2.*

**APPENDIX A - TABLE 1F****RESIDENTIAL USE SCENARIO: PACIFIC BEACH SINGLE-FAMILY DWELLING****SALES PRICE TO INCOME RATIO****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

**RESIDENTIAL USE SCENARIO**  
***Single-Family Dwelling***

Sales Price	\$693 /SF	1,700 SF <sup>1</sup>	\$1,178,000 <sup>1</sup>
Mortgage Payment			
Downpayment @ 20%		20% <sup>2</sup>	\$235,600
Loan Amount			\$942,400
Interest Rate			5.05% <sup>3</sup>
Term of Mortgage (Years)			30
Annual Mortgage Payment	\$5,100 /month		\$61,100
Other Costs			
Property Taxes	1.17% of sales price	<sup>4</sup>	\$13,779
Maintenance / HOA Dues	\$150 per month	<sup>1</sup>	\$1,800
Homeowner Insurance	0.20% of sales price	<sup>5</sup>	\$2,400
Total Annual Housing Cost	\$6,600 /month		\$79,079
% of Income Spent on Housing			35% <sup>6</sup>
<b>Annual Household Income Required</b>			<b>\$226,000</b>
Sales Price to Income Ratio			5.2

**Notes**

<sup>1</sup> Based on KMA Market Survey.

<sup>2</sup> Based on the Single Family Loan-Level Dataset published by Freddie Mac for loans issued in the 1st Quarter of 2017.

<sup>3</sup> Average mortgage interest rate for prior 10 years derived from Freddie Mac Primary Mortgage Market Survey, West Region. Based on weekly average rates for 30-year fixed rate mortgages during the period from 1/2006 through 12/2015. Includes a 0.25% premium to reflect the non-conforming.

<sup>4</sup> Property tax rate is inclusive of ad valorem taxes and applicable voter approved rates, fixed charges, and assessments for the jurisdiction indicated. Estimated per County of San Diego Office of Property Tax Services.

<sup>5</sup> Based on KMA experience.

<sup>6</sup> Ratio is consistent with Fannie Mae mortgage underwriting eligibility criteria which establishes a debt to income threshold of 36%, above which tighter credit standards apply. A debt to income ratio of up to 45% is permitted for borrowers meeting specified credit criteria. Ratio is also consistent with the California Health and Safety Code standard for relating income to housing costs for ownership units. Freddie Mac data on new purchase loans originated in zip codes corresponding to the submarkets analyzed for the 1st Quarter of 2017 indicates an average debt to income ratio of 38%. However, most households have other forms of debt such as credit cards, student loans, and auto loans that are included as part of this ratio. Thus, a ratio solely considering housing costs would be lower.

APPENDIX A - TABLE 2F

INCOME AVAILABLE FOR EXPENDITURES<sup>1</sup>

PACIFIC BEACH

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO
	<i>Single-Family Dwelling Household Income</i>	<i>STR Direct Employee Household Income</i>
Gross Income	100%	100%
<u>Less:</u>		
Federal Income Taxes <sup>2</sup>	18.9%	9.0%
State Income Taxes <sup>3</sup>	6%	1%
FICA Tax Rate <sup>4</sup>	7.65%	7.65%
Savings & other deductions <sup>5</sup>	12%	8%
<b>Percent of Income Available for Expenditures<sup>6</sup></b>	<b>56%</b>	<b>74%</b>
<i>[Input to IMPLAN model]</i>		

Notes:

<sup>1</sup> Gross income after deduction of taxes and savings. Income available for expenditures is the input to the IMPLAN model which is used to estimate the resulting employment impacts. Housing costs are not deducted as part of this adjustment step because they are addressed separately as expenditures within the IMPLAN model.

<sup>2</sup> Reflects average tax rates (as opposed to marginal) based on U.S. Internal Revenue Services, Tax Statistics, Tables 1.1 and 2.1 for 2014. Homeowners are assumed to itemize deductions. Renter households are assumed to take the standard deduction. Tax rates reflect averages for applicable income range.

<sup>3</sup> Average tax rate estimated by KMA based on marginal rates per the California Franchise Tax Board and ratios of taxable income to gross income estimated based on U.S. Internal Revenue Service data.

<sup>4</sup> For Social Security and Medicare. Social Security taxes estimated based upon the current ceiling on applicability of Social Security taxes of \$128,400 (ceiling applies per earner not per household) and the average number of earners per household.

<sup>5</sup> Household savings including retirement accounts like 401k / IRA and other deductions such as interest costs on credit cards, auto loans, etc, necessary to determine the amount of income available for expenditures. The 8% rate used in the analysis for households earning less than \$150,000 is based on the average over the past 20 years computed from U.S. Bureau of Economic Analysis data, specifically the National Income and Product Accounts, Table 2.1 "Personal Income and Its Disposition." Households earning more than \$150,000 are assumed to save a higher percentage of their income, based on savings rates for the last 20 years from data published by the National Bureau of Economic Research, "Wealth Inequality in the United States Since 1913: Evidence From Capitalized Income Tax Data," October 2014.

<sup>6</sup> Deductions from gross income to arrive at the income available for expenditures are consistent with the way the IMPLAN model and National Income and Product Accounts (NIPA) defines income available for personal consumption expenditures. Income taxes, contributions to Social Security and Medicare, and savings are deducted; however, property taxes and sales taxes are not. Housing costs are not deducted as part of the adjustment because they are addressed separately as expenditures within the IMPLAN model.

**APPENDIX A - TABLE 3F**  
**FOR SALE PROTOTYPES: SALES PRICE TO INCOME SUMMARY**  
**PACIFIC BEACH**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

	Per Unit	Per Sq.Ft.	100 Unit Building Module (Per 100 Units)
<b>RESIDENTIAL USE SCENARIO: SINGLE-FAMILY DWELLING HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Sales Price	\$1,178,000	\$693	\$117,800,000
Sales Price to Income Ratio	5.2		5.2
Gross Household Income	\$226,000		\$22,600,000
Income Available for Expenditure <sup>1</sup>	56% of gross	\$126,600	<b>\$12,660,000</b>
<b>STR NEXUS SCENARIO: STR DIRECT EMPLOYEE HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Gross STR Direct Employee Household Income			\$685,085
Income Available for Expenditure <sup>1</sup>	74% of gross	\$5,100	<b>\$510,000</b>

Notes:

<sup>1</sup> Represents net income available for expenditures after income tax, payroll taxes, and savings. See Appendix A - Table 2F for derivation.

Source: Appendix A - Tables 1 - 2.

**APPENDIX A - TABLE 1G****RESIDENTIAL USE SCENARIO: SOUTHEASTERN / ENCANTO SINGLE-FAMILY DWELLING****SALES PRICE TO INCOME RATIO****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

**RESIDENTIAL USE SCENARIO**  
***Single-Family Dwelling***

Sales Price	\$398 /SF	900 SF <sup>1</sup>	\$358,000 <sup>1</sup>
Mortgage Payment			
Downpayment @ 20%		20% <sup>2</sup>	\$71,600
Loan Amount			\$286,400
Interest Rate			4.80% <sup>3</sup>
Term of Mortgage (Years)			30
Annual Mortgage Payment	\$1,500 /month		\$18,000
Other Costs			
Property Taxes	1.17% of sales price	<sup>4</sup>	\$4,187
Maintenance / HOA Dues	\$150 per month	<sup>1</sup>	\$1,800
Homeowner Insurance	0.35% of sales price	<sup>5</sup>	\$1,300
Total Annual Housing Cost	\$2,100 /month		\$25,287
% of Income Spent on Housing			35% <sup>6</sup>
<b>Annual Household Income Required</b>			<b>\$72,000</b>
Sales Price to Income Ratio			5.0

**Notes**

<sup>1</sup> Based on KMA Market Survey.

<sup>2</sup> Based on the Single Family Loan-Level Dataset published by Freddie Mac for loans issued in the 1st Quarter of 2017.

<sup>3</sup> Average mortgage interest rate for prior 10 years derived from Freddie Mac Primary Mortgage Market Survey, West Region. Based on weekly average rates for 30-year fixed rate mortgages during the period from 1/2006 through 12/2015.

<sup>4</sup> Property tax rate is inclusive of ad valorem taxes and applicable voter approved rates, fixed charges, and assessments for the jurisdiction indicated.

Estimated per County of San Diego Office of Property Tax Services.

<sup>5</sup> Based on KMA experience.

<sup>6</sup> Ratio is consistent with Fannie Mae mortgage underwriting eligibility criteria which establishes a debt to income threshold of 36%, above which tighter credit standards apply. A debt to income ratio of up to 45% is permitted for borrowers meeting specified credit criteria. Ratio is also consistent with the California Health and Safety Code standard for relating income to housing costs for ownership units. Freddie Mac data on new purchase loans originated in zip codes corresponding to the submarkets analyzed for the 1st Quarter of 2017 indicates an average debt to income ratio of 38%. However, most households have other forms of debt such as credit cards, student loans, and auto loans that are included as part of this ratio. Thus, a ratio solely considering housing costs would be lower.

**APPENDIX A - TABLE 2G**

**INCOME AVAILABLE FOR EXPENDITURES<sup>1</sup>**

**SOUTHEASTERN / ENCANTO**

**SHORT TERM RENTAL NEXUS STUDY**

**SAN DIEGO, CALIFORNIA**

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	<b>RESIDENTIAL USE SCENARIO</b>	<b>STR NEXUS SCENARIO</b>
	<i>Single-Family Dwelling Household Income</i>	<i>STR Direct Employee Household Income</i>
Gross Income	100%	100%
<u>Less:</u>		
Federal Income Taxes <sup>2</sup>	9.0%	9.0%
State Income Taxes <sup>3</sup>	2%	1%
FICA Tax Rate <sup>4</sup>	7.65%	7.65%
Savings & other deductions <sup>5</sup>	8%	8%
<b>Percent of Income Available for Expenditures<sup>6</sup></b>	<b>73%</b>	<b>74%</b>
<b>[Input to IMPLAN model]</b>		

Notes:

<sup>1</sup> Gross income after deduction of taxes and savings. Income available for expenditures is the input to the IMPLAN model which is used to estimate the resulting employment impacts. Housing costs are not deducted as part of this adjustment step because they are addressed separately as expenditures within the IMPLAN model.

<sup>2</sup> Reflects average tax rates (as opposed to marginal) based on U.S. Internal Revenue Services, Tax Statistics, Tables 1.1 and 2.1 for 2014. Homeowners are assumed to itemize deductions. Renter households are assumed to take the standard deduction. Tax rates reflect averages for applicable income range.

<sup>3</sup> Average tax rate estimated by KMA based on marginal rates per the California Franchise Tax Board and ratios of taxable income to gross income estimated based on U.S. Internal Revenue Service data.

<sup>4</sup> For Social Security and Medicare. Social Security taxes estimated based upon the current ceiling on applicability of Social Security taxes of \$128,400 (ceiling applies per earner not per household) and the average number of earners per household.

<sup>5</sup> Household savings including retirement accounts like 401k / IRA and other deductions such as interest costs on credit cards, auto loans, etc, necessary to determine the amount of income available for expenditures. The 8% rate used in the analysis for households earning less than \$150,000 is based on the average over the past 20 years computed from U.S. Bureau of Economic Analysis data, specifically the National Income and Product Accounts, Table 2.1 "Personal Income and Its Disposition." Households earning more than \$150,000 are assumed to save a higher percentage of their income, based on savings rates for the last 20 years from data published by the National Bureau of Economic Research, "Wealth Inequality in the United States Since 1913: Evidence From Capitalized Income Tax Data," October 2014.

<sup>6</sup> Deductions from gross income to arrive at the income available for expenditures are consistent with the way the IMPLAN model and National Income and Product Accounts (NIPA) defines income available for personal consumption expenditures. Income taxes, contributions to Social Security and Medicare, and savings are deducted; however, property taxes and sales taxes are not. Housing costs are not deducted as part of the adjustment because they are addressed separately as expenditures within the IMPLAN model.

**APPENDIX A - TABLE 3G**  
**FOR SALE PROTOTYPES: SALES PRICE TO INCOME SUMMARY**  
**SOUTHEASTERN / ENCANTO**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

	<b>Per Unit</b>	<b>Per Sq.Ft.</b>	<b>100 Unit Building Module (Per 100 Units)</b>
<b>RESIDENTIAL USE SCENARIO: SINGLE-FAMILY DWELLING HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Sales Price	\$358,000	\$398	\$35,800,000
Sales Price to Income Ratio	5.0		5.0
Gross Household Income	\$72,000		\$7,200,000
Income Available for Expenditure <sup>1</sup>	73% of gross	\$52,600	<b>\$5,260,000</b>
<b>STR NEXUS SCENARIO: STR DIRECT EMPLOYEE HOUSEHOLD INCOME</b>			
Units			<b>100 Units</b>
Gross STR Direct Employee Household Income			\$536,535
Income Available for Expenditure <sup>1</sup>	74% of gross	\$4,000	<b>\$400,000</b>

Notes:

<sup>1</sup> Represents net income available for expenditures after income tax, payroll taxes, and savings. See Appendix A - Table 2G for derivation.

Source: Appendix A - Tables 1 - 2.

## **APPENDIX B - Nexus Study Analysis**

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### **Short Term Rental Nexus Study**

**APPENDIX B**  
**DIRECT JOB ESTIMATES PER 100 STRS**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

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**Distribution of Jobs Per 100 STRs**

	Property Managers	Home Cleaners -		Landscapers -		Maintenance and Repair Workers	Office and Administrative Support Workers	Total	Total Worker Income	Weighted Average Salary
		1	10% of Home Cleaners	10% of Landscapers	20% of Home Cleaners					
		1 per 100 STRs			of Property Managers / Supervisors					
Downtown	1.00	0.78	7.82	0.00	0.00	1.56	0.36	11.52	\$387,986	\$33,667
La Jolla	1.00	1.30	13.04	0.52	5.20	2.61	0.56	24.23	\$788,946	\$32,559
Mission Beach	1.00	0.91	9.13	0.00	0.00	1.83	0.38	13.25	\$439,916	\$33,214
Mission Valley	1.00	0.91	9.13	0.00	0.00	1.83	0.38	13.25	\$439,916	\$33,214
North Park	1.00	0.91	9.13	0.26	2.60	1.83	0.43	16.16	\$536,535	\$33,208
Pacific Beach	1.00	1.04	10.43	0.52	5.20	2.09	0.51	20.79	\$685,085	\$32,953
Southeastern / Encanto	1.00	0.91	9.13	0.26	2.60	1.83	0.43	16.16	\$536,535	\$33,208
Average Annual Wages	\$70,440	\$41,785	\$26,737	\$55,240	\$31,041	\$41,626	\$29,816			

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APPENDIX B - EXHIBIT 1 - TABLE 1  
 IMPLAN MODEL OUTPUT / EMPLOYMENT GENERATED  
 DOWNTOWN  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	Multi-Family Dwelling 100 Residential Units	STR Visitor Spending 100 STRs	STR NEXUS SCENARIO	
			STR Direct Employee Household Income 100 STRs	% of Jobs
<b>Jobs Generated by Industry<sup>1</sup></b>				
Retail - Motor vehicle and parts dealers	0.8	0.2	0.0	1%
Retail - Clothing and clothing accessories stores	0.9	2.3	0.0	2%
Retail - Nonstore retailers	1.0	0.3	0.0	1%
Retail - Miscellaneous store retailers	0.8	4.5	0.0	3%
Retail - Building material and garden equipment and supplies stores	0.6	0.2	0.0	0%
Retail - Health and personal care stores	0.6	1.4	0.0	1%
Retail - Food and beverage stores	1.7	1.8	0.1	2%
Retail - General merchandise stores	1.7	1.8	0.1	2%
Personal care services	1.3	0.4	0.1	1%
Other personal services	1.1	0.4	0.0	1%
Subtotal Retail and Service	10.5	13.4	0.4	12%
Offices of other health practitioners	0.9	0.3	0.0	1%
Offices of physicians	2.1	0.6	0.1	1%
Hospitals	1.5	0.4	0.0	1%
Offices of dentists	0.8	0.2	0.0	1%
Outpatient care centers	0.6	0.0	0.0	0%
Home health care services	0.4	0.2	0.0	0%
Nursing and community care facilities	1.0	0.3	0.1	1%
Subtotal Healthcare	7.3	2.0	0.4	5%
Limited-service restaurants	0.0	9.1	0.1	5%
Full-service restaurants	3.2	29.3	0.1	17%
All other food and drinking places	1.7	18.0	0.1	10%
Individual and family services	1.9	0.6	0.1	1%
Subtotal Restaurant	6.8	57.1	0.4	33%
Elementary and secondary schools	0.4	0.0	0.0	0%
Junior colleges, colleges, universities, and professional schools	0.8	0.4	0.0	1%
Other educational services	0.7	0.4	0.0	1%
Subtotal Education	1.9	0.8	0.1	1%
Traveler Accommodation	0.0	11.5	0.0	6%
Real estate	2.5	2.2	0.1	2%
Wholesale trade	1.6	1.0	0.1	1%
Other financial investment activities	1.6	0.5	0.1	1%
Nondepository credit intermediation and related activities	0.6	0.4	0.0	1%
Legal services	0.5	0.3	0.0	0%
Religious organizations	1.1	0.3	0.1	1%
Child day care services	0.4	0.0	0.0	0%
Other local government enterprises	0.5	0.3	0.0	0%
Private households	0.8	0.3	0.0	1%
Employment services	0.8	0.9	0.0	1%
Insurance agencies, brokerages, and related activities	0.8	0.7	0.0	1%
Amusement parks and arcades	0.1	8.1	0.0	4%
Museums, historical sites, zoos, and parks	0.1	6.0	0.0	3%
Landscape and horticultural services	0.6	0.4	0.0	1%
Other amusement and recreation industries	0.3	4.2	0.0	2%
Transit and ground passenger transportation	0.3	12.0	0.0	6%
Automotive repair and maintenance, except car washes	0.4	0.4	0.0	0%
Services to buildings	0.9	0.9	0.0	1%
All Other	17.9	10.4	0.7	15%
<b>Total Number of Jobs Generated</b>	<b>58.3</b>	<b>134.0</b>	<b>2.5</b>	<b>94%</b>

Notes

<sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units for Industries representing more than 1% of total employment. Employment estimates are based on the IMPLAN Group's economic model, IMPLAN, for San Diego County (uses 2016 IMPLAN data set, the most recent available as of May 2018). Includes both full- and part-time jobs. Direct STR jobs are reflected in the traveler accomodation industry category

APPENDIX B - EXHIBIT 1 - TABLE 2  
 NET NEW HOUSEHOLDS AND OCCUPATION DISTRIBUTION  
 EMPLOYEE HOUSEHOLDS GENERATED  
 DOWNTOWN  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO
	Multi-Family Dwelling	STR Visitor Spending	STR Direct Employee Household Income
Step 1 - Employees <sup>1</sup>	58.3	134.0	2.5
Step 2 - Adjustment for Changing Industries (6%) (2)	54.8	125.9	2.3
Step 3 - Adjustment for Number of Households (1.77) (3)	31.0	71.2	1.3
Step 4 - Occupation Distribution <sup>4</sup>			
Management Occupations	4.6%	3.7%	4.7%
Business and Financial Operations	5.5%	2.0%	5.3%
Computer and Mathematical	1.5%	0.5%	1.5%
Architecture and Engineering	0.4%	0.1%	0.4%
Life, Physical, and Social Science	0.3%	0.1%	0.3%
Community and Social Services	2.1%	0.2%	2.3%
Legal	0.7%	0.2%	0.7%
Education, Training, and Library	2.7%	1.1%	2.6%
Arts, Design, Entertainment, Sports, and Media	1.7%	1.2%	1.5%
Healthcare Practitioners and Technical	6.8%	1.4%	6.7%
Healthcare Support	3.8%	0.6%	5.0%
Protective Service	1.3%	2.0%	1.4%
Food Preparation and Serving Related	14.2%	40.9%	12.3%
Building and Grounds Cleaning and Maint.	5.2%	9.5%	5.3%
Personal Care and Service	6.4%	5.0%	7.1%
Sales and Related	13.4%	9.9%	13.3%
Office and Administrative Support	17.1%	7.8%	16.8%
Farming, Fishing, and Forestry	0.1%	0.0%	0.1%
Construction and Extraction	1.0%	0.4%	1.1%
Installation, Maintenance, and Repair	3.9%	3.1%	4.3%
Production	1.6%	0.8%	1.7%
Transportation and Material Moving	5.7%	9.7%	5.6%
<b>Totals</b>	100.0%	100.0%	100.0%
Management Occupations	1.4	2.7	0.1
Business and Financial Operations	1.7	1.4	0.1
Computer and Mathematical	0.5	0.3	0.0
Architecture and Engineering	0.1	0.1	0.0
Life, Physical, and Social Science	0.1	0.1	0.0
Community and Social Services	0.6	0.2	0.0
Legal	0.2	0.1	0.0
Education, Training, and Library	0.8	0.8	0.0
Arts, Design, Entertainment, Sports, and Media	0.5	0.9	0.0
Healthcare Practitioners and Technical	2.1	1.0	0.1
Healthcare Support	1.2	0.4	0.1
Protective Service	0.4	1.4	0.0
Food Preparation and Serving Related	4.4	29.1	0.2
Building and Grounds Cleaning and Maint.	1.6	6.7	0.1
Personal Care and Service	2.0	3.5	0.1
Sales and Related	4.1	7.0	0.2
Office and Administrative Support	5.3	5.5	0.2
Farming, Fishing, and Forestry	0.0	0.0	0.0
Construction and Extraction	0.3	0.3	0.0
Installation, Maintenance, and Repair	1.2	2.2	0.1
Production	0.5	0.5	0.0
Transportation and Material Moving	<u>1.8</u>	<u>6.9</u>	<u>0.1</u>
<b>Totals</b>	31.0	71.2	1.3

Notes:

- <sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units from APPENDIX B - EXHIBIT 1 - TABLE 1.
- <sup>2</sup> The 6% adjustment is based upon job losses in declining sectors of the local economy over the past 20 years. "Downsized" workers from declining sectors are assumed to fill a portion of new jobs in sectors serving residents.
- <sup>3</sup> Adjustment from number of workers to households using county-wide average of 1.77 workers per worker household derived from the U.S. Census American Community Survey 2011 to 2013.
- <sup>4</sup> See Appendix C for additional information on Major Occupation Categories.

APPENDIX B - EXHIBIT 1 - TABLE 3

EXTREMELY LOW-INCOME (ELI) EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

DOWNTOWN

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

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PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Extremely Low Income Households (under 30% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	-	-	-
Business and Financial Operations	-	-	-
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.02	-	0.00
Legal	-	-	-
Education Training and Library	0.01	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.00	-	0.00
Healthcare Support	0.08	-	0.00
Protective Service	-	-	-
Food Preparation and Serving Related	0.83	5.41	0.03
Building Grounds and Maintenance	0.23	1.10	0.01
Personal Care and Service	0.37	0.70	0.02
Sales and Related	0.67	1.47	0.03
Office and Admin	0.25	0.33	0.01
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.02	0.04	0.00
Production	-	-	-
Transportation and Material Moving	0.24	0.56	0.01
ELI Households - Major Occupations	2.73	9.61	0.11
ELI Households <sup>1</sup> - all other occupations	0.36	1.56	0.02
<b>Total ELI Households<sup>1</sup></b>	<b>3.10</b>	<b>11.17</b>	<b>0.13</b>

Notes

<sup>1</sup> Includes households earning from zero through 30% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 1 - TABLE 4

VERY LOW-INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

DOWNTOWN

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

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PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Very Low Income Households (30%-50% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.02	0.09	0.00
Business and Financial Operations	0.02	-	0.00
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.12	-	0.01
Legal	-	-	-
Education Training and Library	0.10	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.04	-	0.00
Healthcare Support	0.38	-	0.02
Protective Service	-	-	-
Food Preparation and Serving Related	1.48	9.74	0.05
Building Grounds and Maintenance	0.57	2.49	0.02
Personal Care and Service	0.70	1.20	0.03
Sales and Related	1.26	2.39	0.05
Office and Admin	1.42	1.51	0.06
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.23	0.47	0.01
Production	-	-	-
Transportation and Material Moving	0.59	2.14	0.02
Very Low Households - Major Occupations	6.93	20.03	0.29
Very Low Households <sup>1</sup> - all other occupations	0.93	3.26	0.04
<b>Total Very Low Inc. Households<sup>1</sup></b>	<b>7.86</b>	<b>23.29</b>	<b>0.33</b>

Notes

<sup>1</sup> Includes households earning from 30% through 50% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 1 - TABLE 5

LOWER INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 DOWNTOWN  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Lower Income Households (50%-80% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.14	0.44	0.01
Business and Financial Operations	0.24	-	0.01
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.19	-	0.01
Legal	-	-	-
Education Training and Library	0.27	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.15	-	0.01
Healthcare Support	0.40	-	0.02
Protective Service	-	-	-
Food Preparation and Serving Related	1.46	9.63	0.05
Building Grounds and Maintenance	0.52	2.19	0.02
Personal Care and Service	0.64	1.13	0.03
Sales and Related	1.26	2.17	0.05
Office and Admin	1.81	1.88	0.08
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.39	0.76	0.02
Production	-	-	-
Transportation and Material Moving	0.59	2.43	0.02
Lower Households - Major Occupations	8.06	20.63	0.34
Lower Households <sup>1</sup> - all other occupations	1.08	3.35	0.05
<b>Total Lower Inc. Households<sup>1</sup></b>	<b>9.13</b>	<b>23.98</b>	<b>0.39</b>

Notes

<sup>1</sup> Includes households earning from 50% through 80% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 1 - TABLE 6  
 IMPACT ANALYSIS SUMMARY / EMPLOYEE HOUSEHOLDS GENERATED  
 DOWNTOWN  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

RESIDENTIAL UNIT DEMAND IMPACTS - PER 100 UNITS

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Multi-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	3.1	11.2	0.1	
30% to 50% AMI	7.9	23.3	0.3	
50% to 80% AMI	9.1	24.0	0.4	
Subtotal through 80% AMI	20.1	58.4	0.9	
Over 80% AMI	10.8	12.7	0.5	
<b>Total Employee Households</b>	<b>30.9</b>	<b>71.2</b>	<b>1.3</b>	

RESIDENTIAL UNIT DEMAND IMPACTS - PER EACH (1) UNIT

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Multi-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	0.03	0.11	0.00	
30% to 50% AMI	0.08	0.23	0.00	
50% to 80% AMI	0.09	0.24	0.00	
Subtotal through 80% AMI	0.20	0.58	0.01	
Over 80% AMI	0.11	0.13	0.00	
<b>Total Employee Households</b>	<b>0.31</b>	<b>0.71</b>	<b>0.01</b>	

Notes

<sup>1</sup> Households of retail, education, healthcare and other workers that serve residents of new market rate units.

AMI = Area Median Income

APPENDIX B - EXHIBIT 1 - TABLE 7  
 SUPPORTED FEE / NEXUS SUMMARY  
 DOWNTOWN  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

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**TOTAL NEXUS COST PER UNIT**

Household Income Level	Affordability Gap Per Unit	Nexus Cost Per Unit <sup>1</sup>			
		RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
		<i>Multi-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee</i>	<i>STR Total</i>
Under 30% AMI	\$241,000 <sup>2</sup>	\$7,500	\$26,900	\$300	\$27,200
30% to 50% AMI	\$177,000 <sup>2</sup>	\$13,900	\$41,200	\$600	\$41,800
50% to 80% AMI	\$209,000 <sup>2</sup>	\$19,100	\$50,100	\$800	\$50,900
<b>Total Supported Fee Per Unit</b>		<b>\$40,500</b>	<b>\$118,200</b>	<b>\$1,700</b>	<b>\$119,900</b>

Notes:

<sup>1</sup> Nexus cost per unit calculated by multiplying the affordable unit demand from Appendix B - Table 6 by the affordability gap.

<sup>2</sup> Assumes affordable rental units. Affordability gaps represent the remaining affordability gap after tax credit financing. See affordability gap section for details.

APPENDIX B - EXHIBIT 2 - TABLE 1  
 IMPLAN MODEL OUTPUT / EMPLOYMENT GENERATED  
 LA JOLLA  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	STR Direct Employee Household Income		STR NEXUS SCENARIO	
	Single-Family Dwelling 100 Residential Units	STR Visitor Spending 100 STRs	STR Direct Employee Household Income 100 STRs	% of Jobs
<b>Jobs Generated by Industry<sup>1</sup></b>				
Retail - Motor vehicle and parts dealers	2.5	1.1	0.0	0%
Retail - Clothing and clothing accessories stores	2.9	10.7	0.1	2%
Retail - Nonstore retailers	3.4	1.6	0.1	1%
Retail - Miscellaneous store retailers	2.9	21.1	0.1	3%
Retail - Building material and garden equipment and supplies stores	2.1	1.0	0.1	0%
Retail - Health and personal care stores	2.0	6.6	0.0	1%
Retail - Food and beverage stores	5.7	8.4	0.1	2%
Retail - General merchandise stores	5.7	8.6	0.1	2%
Personal care services	4.0	1.8	0.1	1%
Other personal services	3.4	1.7	0.1	1%
Subtotal Retail and Service	34.6	62.8	0.8	12%
Offices of other health practitioners	3.4	1.4	0.1	1%
Offices of physicians	5.8	2.8	0.1	1%
Hospitals	2.9	1.9	0.1	1%
Offices of dentists	1.9	1.1	0.1	0%
Outpatient care centers	1.8	0.0	0.0	0%
Home health care services	3.0	0.9	0.0	1%
Nursing and community care facilities	2.7	1.5	0.3	1%
Subtotal Healthcare	21.6	9.6	0.7	4%
Limited-service restaurants	0.0	42.8	0.2	5%
Full-service restaurants	10.0	138.0	0.2	19%
All other food and drinking places	5.3	84.8	0.1	11%
Individual and family services	8.1	2.9	0.2	1%
Subtotal Restaurant	23.4	268.4	0.7	37%
Elementary and secondary schools	3.1	0.0	0.0	0%
Junior colleges, colleges, universities, and professional schools	5.3	1.7	0.1	1%
Other educational services	5.2	1.9	0.1	1%
Subtotal Education	13.6	3.6	0.1	2%
Traveler Accommodation	0.0	24.2	0.0	3%
Real estate	6.6	10.4	0.3	2%
Wholesale trade	4.9	4.5	0.1	1%
Other financial investment activities	2.9	2.3	0.1	1%
Nondepository credit intermediation and related activities	1.8	2.0	0.0	0%
Legal services	2.7	1.6	0.0	1%
Religious organizations	2.9	1.5	0.1	1%
Child day care services	2.5	0.0	0.0	0%
Other local government enterprises	1.4	1.4	0.0	0%
Private households	3.6	1.2	0.0	1%
Employment services	2.4	4.3	0.1	1%
Insurance agencies, brokerages, and related activities	2.3	3.1	0.1	1%
Amusement parks and arcades	0.5	38.0	0.0	5%
Museums, historical sites, zoos, and parks	0.3	28.0	0.0	4%
Landscape and horticultural services	2.1	2.0	0.0	1%
Other amusement and recreation industries	1.5	19.7	0.0	3%
Transit and ground passenger transportation	1.5	56.5	0.0	7%
Automotive repair and maintenance, except car washes	1.8	1.7	0.0	0%
Services to buildings	2.5	4.4	0.1	1%
All Other	57.7	48.8	1.5	13%
<b>Total Number of Jobs Generated</b>	<b>195.3</b>	<b>599.9</b>	<b>5.0</b>	<b>97%</b>

Notes

<sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units for Industries representing more than 1% of total employment. Employment estimates are based on the IMPLAN Group's economic model, IMPLAN, for San Diego County (uses 2016 IMPLAN data set, the most recent available as of May 2018). Includes both full- and part-time jobs. Direct STR jobs are reflected in the traveler accomodation industry category

APPENDIX B - EXHIBIT 2 - TABLE 2  
 NET NEW HOUSEHOLDS AND OCCUPATION DISTRIBUTION  
 EMPLOYEE HOUSEHOLDS GENERATED  
 LA JOLLA  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO
	Single-Family Dwelling	STR Visitor Spending	STR Direct Employee Household Income
Step 1 - Employees <sup>1</sup>	195.3	599.9	5.0
Step 2 - Adjustment for Changing Industries (6%) (2)	183.6	563.9	4.7
Step 3 - Adjustment for Number of Households (1.77) (3)	103.8	318.7	2.6
Step 4 - Occupation Distribution <sup>4</sup>			
Management Occupations	4.4%	3.3%	4.7%
Business and Financial Operations	4.7%	2.1%	5.3%
Computer and Mathematical	1.4%	0.5%	1.5%
Architecture and Engineering	0.4%	0.1%	0.4%
Life, Physical, and Social Science	0.4%	0.1%	0.3%
Community and Social Services	2.2%	0.2%	2.3%
Legal	0.9%	0.2%	0.7%
Education, Training, and Library	4.9%	1.1%	2.6%
Arts, Design, Entertainment, Sports, and Media	2.1%	1.3%	1.5%
Healthcare Practitioners and Technical	5.8%	1.4%	6.7%
Healthcare Support	3.7%	0.6%	5.0%
Protective Service	1.4%	2.1%	1.4%
Food Preparation and Serving Related	13.3%	43.0%	12.3%
Building and Grounds Cleaning and Maint.	5.9%	6.4%	5.3%
Personal Care and Service	7.4%	5.2%	7.1%
Sales and Related	13.0%	10.4%	13.3%
Office and Administrative Support	16.2%	8.0%	16.8%
Farming, Fishing, and Forestry	0.1%	0.1%	0.1%
Construction and Extraction	1.0%	0.4%	1.1%
Installation, Maintenance, and Repair	3.4%	2.4%	4.3%
Production	1.6%	0.8%	1.7%
Transportation and Material Moving	5.8%	10.2%	5.6%
<b>Totals</b>	100.0%	100.0%	100.0%
Management Occupations	4.6	10.5	0.1
Business and Financial Operations	4.8	6.7	0.1
Computer and Mathematical	1.5	1.6	0.0
Architecture and Engineering	0.4	0.3	0.0
Life, Physical, and Social Science	0.4	0.4	0.0
Community and Social Services	2.3	0.8	0.1
Legal	1.0	0.7	0.0
Education, Training, and Library	5.1	3.6	0.1
Arts, Design, Entertainment, Sports, and Media	2.1	4.1	0.0
Healthcare Practitioners and Technical	6.1	4.5	0.2
Healthcare Support	3.9	1.9	0.1
Protective Service	1.4	6.6	0.0
Food Preparation and Serving Related	13.8	137.0	0.3
Building and Grounds Cleaning and Maint.	6.1	20.4	0.1
Personal Care and Service	7.7	16.7	0.2
Sales and Related	13.5	33.1	0.4
Office and Administrative Support	16.8	25.4	0.4
Farming, Fishing, and Forestry	0.1	0.2	0.0
Construction and Extraction	1.1	1.4	0.0
Installation, Maintenance, and Repair	3.6	7.7	0.1
Production	1.7	2.5	0.0
Transportation and Material Moving	6.0	32.6	0.1
<b>Totals</b>	103.8	318.7	2.6

Notes:

- <sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units from APPENDIX B - EXHIBIT 2 - TABLE 1.
- <sup>2</sup> The 6% adjustment is based upon job losses in declining sectors of the local economy over the past 20 years. "Downsized" workers from declining sectors are assumed to fill a portion of new jobs in sectors serving residents.
- <sup>3</sup> Adjustment from number of workers to households using county-wide average of 1.77 workers per worker household derived from the U.S. Census American Community Survey 2011 to 2013.
- <sup>4</sup> See Appendix C for additional information on Major Occupation Categories.

APPENDIX B - EXHIBIT 2 - TABLE 3

EXTREMELY LOW-INCOME (ELI) EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

LA JOLLA

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Extremely Low Income Households (under 30% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	-	-	-
Business and Financial Operations	-	0.00	-
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.08	-	0.00
Legal	-	-	-
Education Training and Library	0.09	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.01	-	0.00
Healthcare Support	0.31	-	0.01
Protective Service	-	-	-
Food Preparation and Serving Related	2.63	25.43	0.06
Building Grounds and Maintenance	0.86	3.03	0.02
Personal Care and Service	1.43	3.29	0.03
Sales and Related	2.31	6.89	0.06
Office and Admin	0.83	1.31	0.02
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.06	0.14	0.00
Production	-	-	-
Transportation and Material Moving	0.78	2.91	0.02
ELI Households - Major Occupations	9.38	43.00	0.23
ELI Households <sup>1</sup> - all other occupations	1.03	6.23	0.03
<b>Total ELI Households<sup>1</sup></b>	<b>10.42</b>	<b>49.24</b>	<b>0.26</b>

Notes

<sup>1</sup> Includes households earning from zero through 30% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 2 - TABLE 4

VERY LOW-INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

LA JOLLA

SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Visitor Spending	STR Direct Employee Household Income
<b>Step 5 &amp; 6 - Very Low Income Households (30%-50% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.05	0.28	0.00
Business and Financial Operations	0.08	0.20	0.00
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.43	-	0.01
Legal	-	-	-
Education Training and Library	0.71	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.13	-	0.00
Healthcare Support	1.28	-	0.04
Protective Service	-	-	-
Food Preparation and Serving Related	4.67	45.81	0.11
Building Grounds and Maintenance	2.15	7.22	0.05
Personal Care and Service	2.69	5.63	0.07
Sales and Related	4.26	11.25	0.11
Office and Admin	4.56	6.83	0.12
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.71	1.57	0.02
Production	-	-	-
Transportation and Material Moving	2.01	10.03	0.05
Very Low Households - Major Occupations	23.73	88.81	0.59
Very Low Households <sup>1</sup> - all other occupations	2.61	12.87	0.08
<b>Total Very Low Inc. Households<sup>1</sup></b>	<b>26.35</b>	<b>101.68</b>	<b>0.67</b>

Notes

<sup>1</sup> Includes households earning from 30% through 50% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 2 - TABLE 5

LOWER INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 LA JOLLA  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Lower Income Households (50%-80% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.46	1.52	0.01
Business and Financial Operations	0.74	1.15	0.02
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.70	-	0.02
Legal	-	-	-
Education Training and Library	1.42	-	0.02
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.48	-	0.01
Healthcare Support	1.31	-	0.04
Protective Service	-	-	-
Food Preparation and Serving Related	4.60	45.29	0.11
Building Grounds and Maintenance	1.98	6.58	0.04
Personal Care and Service	2.48	5.32	0.06
Sales and Related	4.15	10.20	0.11
Office and Admin	5.79	8.68	0.15
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	1.19	2.60	0.04
Production	-	-	-
Transportation and Material Moving	2.04	11.37	0.05
Lower Households - Major Occupations	27.34	92.71	0.69
Lower Households <sup>1</sup> - all other occupations	3.01	13.44	0.09
<b>Total Lower Inc. Households<sup>1</sup></b>	<b>30.35</b>	<b>106.14</b>	<b>0.78</b>

Notes

<sup>1</sup> Includes households earning from 50% through 80% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 2 - TABLE 6  
 IMPACT ANALYSIS SUMMARY / EMPLOYEE HOUSEHOLDS GENERATED  
 LA JOLLA  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

RESIDENTIAL UNIT DEMAND IMPACTS - PER 100 UNITS

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	10.4	49.2	0.3	
30% to 50% AMI	26.3	101.7	0.7	
50% to 80% AMI	30.4	106.1	0.8	
Subtotal through 80% AMI	67.1	257.1	1.7	
Over 80% AMI	36.6	61.6	0.9	
<b>Total Employee Households</b>	<b>103.8</b>	<b>318.7</b>	<b>2.6</b>	

RESIDENTIAL UNIT DEMAND IMPACTS - PER EACH (1) UNIT

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	0.10	0.49	0.00	
30% to 50% AMI	0.26	1.02	0.01	
50% to 80% AMI	0.30	1.06	0.01	
Subtotal through 80% AMI	0.67	2.57	0.02	
Over 80% AMI	0.37	0.62	0.01	
<b>Total Employee Households</b>	<b>1.04</b>	<b>3.19</b>	<b>0.03</b>	

Notes

<sup>1</sup> Households of retail, education, healthcare and other workers that serve residents of new market rate units.

AMI = Area Median Income

APPENDIX B - EXHIBIT 2 - TABLE 7  
 SUPPORTED FEE / NEXUS SUMMARY  
 LA JOLLA  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

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**TOTAL NEXUS COST PER UNIT**

Household Income Level	Affordability Gap Per Unit	Nexus Cost Per Unit <sup>1</sup>			
		RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
		<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee</i>	<i>STR Total</i>
Under 30% AMI	\$241,000 <sup>2</sup>	\$25,100	\$118,700	\$600	\$119,300
30% to 50% AMI	\$177,000 <sup>2</sup>	\$46,600	\$180,000	\$1,200	\$181,200
50% to 80% AMI	\$209,000 <sup>2</sup>	\$63,400	\$221,800	\$1,600	\$223,400
<b>Total Supported Fee Per Unit</b>		<b>\$135,100</b>	<b>\$520,500</b>	<b>\$3,400</b>	<b>\$523,900</b>

Notes:

<sup>1</sup> Nexus cost per unit calculated by multiplying the affordable unit demand from Appendix B - Table 6 by the affordability gap.  
<sup>2</sup> Assumes affordable rental units. Affordability gaps represent the remaining affordability gap after tax credit financing. See affordability gap section for details.

APPENDIX B - EXHIBIT 3 - TABLE 1  
 IMPLAN MODEL OUTPUT / EMPLOYMENT GENERATED  
 MISSION BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	Multi-Family Dwelling 100 Residential Units	STR Visitor Spending 100 STRs	STR NEXUS SCENARIO	
			STR Direct Employee Household Income 100 STRs	% of Jobs
<b>Jobs Generated by Industry<sup>1</sup></b>				
Retail - Motor vehicle and parts dealers	1.4	0.5	0.0	1%
Retail - Clothing and clothing accessories stores	1.6	4.6	0.0	2%
Retail - Nonstore retailers	1.9	0.7	0.0	1%
Retail - Miscellaneous store retailers	1.6	9.1	0.0	3%
Retail - Building material and garden equipment and supplies stores	1.1	0.4	0.0	0%
Retail - Health and personal care stores	1.1	2.9	0.0	1%
Retail - Food and beverage stores	3.1	3.6	0.1	2%
Retail - General merchandise stores	3.1	3.7	0.1	2%
Personal care services	2.5	0.8	0.1	1%
Other personal services	2.1	0.8	0.0	1%
Subtotal Retail and Service	19.4	27.1	0.5	13%
Offices of other health practitioners	1.9	0.6	0.0	1%
Offices of physicians	3.6	1.2	0.1	1%
Hospitals	2.8	0.8	0.1	1%
Offices of dentists	1.4	0.5	0.0	1%
Outpatient care centers	1.2	0.0	0.0	0%
Home health care services	1.3	0.4	0.0	0%
Nursing and community care facilities	1.5	0.7	0.1	1%
Subtotal Healthcare	13.6	4.1	0.4	5%
Limited-service restaurants	0.0	18.5	0.1	5%
Full-service restaurants	6.0	59.6	0.1	18%
All other food and drinking places	3.2	36.6	0.1	11%
Individual and family services	3.6	1.2	0.1	1%
Subtotal Restaurant	12.8	115.9	0.4	35%
Elementary and secondary schools	1.1	0.0	0.0	0%
Junior colleges, colleges, universities, and professional schools	3.0	0.7	0.0	1%
Other educational services	1.7	0.8	0.0	1%
Subtotal Education	5.8	1.5	0.1	2%
Traveler Accommodation	0.0	13.2	0.0	4%
Real estate	3.8	4.5	0.2	2%
Wholesale trade	2.8	1.9	0.1	1%
Other financial investment activities	1.9	1.0	0.1	1%
Nondepository credit intermediation and related activities	1.0	0.9	0.0	1%
Legal services	1.5	0.7	0.0	1%
Religious organizations	1.8	0.6	0.1	1%
Child day care services	1.0	0.0	0.0	0%
Other local government enterprises	0.7	0.6	0.0	0%
Private households	1.7	0.5	0.0	1%
Employment services	1.4	1.9	0.0	1%
Insurance agencies, brokerages, and related activities	1.3	1.3	0.0	1%
Amusement parks and arcades	0.2	16.4	0.0	4%
Museums, historical sites, zoos, and parks	0.2	12.1	0.0	3%
Landscape and horticultural services	1.1	0.8	0.0	1%
Other amusement and recreation industries	0.7	8.5	0.0	2%
Transit and ground passenger transportation	0.7	24.4	0.0	7%
Automotive repair and maintenance, except car washes	0.8	0.7	0.0	0%
Services to buildings	1.6	1.9	0.0	1%
All Other	32.2	21.1	0.8	15%
<b>Total Number of Jobs Generated</b>	<b>108.1</b>	<b>261.7</b>	<b>2.8</b>	<b>96%</b>

Notes

<sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units for Industries representing more than 1% of total employment. Employment estimates are based on the IMPLAN Group's economic model, IMPLAN, for San Diego County (uses 2016 IMPLAN data set, the most recent available as of May 2018). Includes both full- and part-time jobs. Direct STR jobs are reflected in the traveler accomodation industry category

APPENDIX B - EXHIBIT 3 - TABLE 2  
 NET NEW HOUSEHOLDS AND OCCUPATION DISTRIBUTION  
 EMPLOYEE HOUSEHOLDS GENERATED  
 MISSION BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO
	Multi-Family Dwelling	STR Visitor Spending	STR Direct Employee Household Income
Step 1 - Employees <sup>1</sup>	108.1	261.7	2.8
Step 2 - Adjustment for Changing Industries (6%) (2)	101.6	246.0	2.7
Step 3 - Adjustment for Number of Households (1.77) (3)	57.4	139.1	1.5
Step 4 - Occupation Distribution <sup>4</sup>			
Management Occupations	4.4%	3.5%	4.7%
Business and Financial Operations	4.8%	2.1%	5.3%
Computer and Mathematical	1.5%	0.5%	1.5%
Architecture and Engineering	0.4%	0.1%	0.4%
Life, Physical, and Social Science	0.4%	0.1%	0.3%
Community and Social Services	2.1%	0.2%	2.3%
Legal	1.0%	0.2%	0.7%
Education, Training, and Library	3.8%	1.1%	2.6%
Arts, Design, Entertainment, Sports, and Media	1.8%	1.3%	1.5%
Healthcare Practitioners and Technical	6.9%	1.4%	6.7%
Healthcare Support	3.9%	0.6%	5.0%
Protective Service	1.3%	2.0%	1.4%
Food Preparation and Serving Related	14.2%	42.5%	12.3%
Building and Grounds Cleaning and Maint.	5.4%	6.9%	5.3%
Personal Care and Service	6.7%	5.2%	7.1%
Sales and Related	12.9%	10.3%	13.3%
Office and Administrative Support	16.5%	7.9%	16.8%
Farming, Fishing, and Forestry	0.1%	0.1%	0.1%
Construction and Extraction	1.0%	0.4%	1.1%
Installation, Maintenance, and Repair	3.6%	2.7%	4.3%
Production	1.6%	0.8%	1.7%
Transportation and Material Moving	5.7%	10.1%	5.6%
<b>Totals</b>	100.0%	100.0%	100.0%
Management Occupations	2.5	4.8	0.1
Business and Financial Operations	2.8	2.9	0.1
Computer and Mathematical	0.9	0.7	0.0
Architecture and Engineering	0.2	0.1	0.0
Life, Physical, and Social Science	0.2	0.2	0.0
Community and Social Services	1.2	0.3	0.0
Legal	0.6	0.3	0.0
Education, Training, and Library	2.2	1.6	0.0
Arts, Design, Entertainment, Sports, and Media	1.0	1.8	0.0
Healthcare Practitioners and Technical	3.9	2.0	0.1
Healthcare Support	2.3	0.8	0.1
Protective Service	0.7	2.8	0.0
Food Preparation and Serving Related	8.2	59.1	0.2
Building and Grounds Cleaning and Maint.	3.1	9.6	0.1
Personal Care and Service	3.9	7.2	0.1
Sales and Related	7.4	14.3	0.2
Office and Administrative Support	9.5	11.0	0.3
Farming, Fishing, and Forestry	0.0	0.1	0.0
Construction and Extraction	0.6	0.6	0.0
Installation, Maintenance, and Repair	2.1	3.7	0.1
Production	0.9	1.1	0.0
Transportation and Material Moving	<u>3.3</u>	<u>14.1</u>	<u>0.1</u>
<b>Totals</b>	57.4	139.1	1.5

Notes:

- <sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units from APPENDIX B - EXHIBIT 3 - TABLE 1.
- <sup>2</sup> The 6% adjustment is based upon job losses in declining sectors of the local economy over the past 20 years. "Downsized" workers from declining sectors are assumed to fill a portion of new jobs in sectors serving residents.
- <sup>3</sup> Adjustment from number of workers to households using county-wide average of 1.77 workers per worker household derived from the U.S. Census American Community Survey 2011 to 2013.
- <sup>4</sup> See Appendix C for additional information on Major Occupation Categories.

APPENDIX B - EXHIBIT 3 - TABLE 3

EXTREMELY LOW-INCOME (ELI) EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

MISSION BEACH

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

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PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Extremely Low Income Households (under 30% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	-	-	-
Business and Financial Operations	-	-	-
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.04	-	0.00
Legal	-	-	-
Education Training and Library	0.04	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.01	-	0.00
Healthcare Support	0.16	-	0.01
Protective Service	-	-	-
Food Preparation and Serving Related	1.56	10.98	0.04
Building Grounds and Maintenance	0.44	1.53	0.01
Personal Care and Service	0.71	1.42	0.02
Sales and Related	1.26	2.98	0.03
Office and Admin	0.46	0.57	0.01
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.01	0.07	0.00
Production	-	-	-
Transportation and Material Moving	-	1.13	0.01
ELI Households - Major Occupations	4.70	18.68	0.13
ELI Households <sup>1</sup> - all other occupations	0.63	3.17	0.02
<b>Total ELI Households<sup>1</sup></b>	<b>5.32</b>	<b>21.85</b>	<b>0.15</b>

Notes

<sup>1</sup> Includes households earning from zero through 30% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 3 - TABLE 4

VERY LOW-INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 MISSION BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
Step 5 & 6 - Very Low Income Households (30%-50% AMI) within Major Occupation Categories <sup>2</sup>			
	<i>Multi-Family Dwelling</i>		
Management	0.03	0.15	0.00
Business and Financial Operations	0.04	-	0.00
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.22	-	0.01
Legal	-	-	-
Education Training and Library	0.29	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.07	-	0.00
Healthcare Support	0.72	-	0.02
Protective Service	-	-	-
Food Preparation and Serving Related	2.76	19.77	0.06
Building Grounds and Maintenance	1.10	3.52	0.03
Personal Care and Service	1.35	2.43	0.04
Sales and Related	2.33	4.85	0.06
Office and Admin	2.57	2.97	0.07
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.12	0.76	0.01
Production	-	-	-
Transportation and Material Moving	-	4.33	0.03
Very Low Households - Major Occupations	11.61	38.79	0.34
Very Low Households <sup>1</sup> - all other occupations	1.55	6.59	0.05
<b>Total Very Low Inc. Households<sup>1</sup></b>	<b>13.16</b>	<b>45.38</b>	<b>0.38</b>

Notes

<sup>1</sup> Includes households earning from 30% through 50% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 3 - TABLE 5

LOWER INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 MISSION BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Lower Income Households (50%-80% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.25	0.73	0.01
Business and Financial Operations	0.41	-	0.01
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.36	-	0.01
Legal	-	-	-
Education Training and Library	0.61	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.28	-	0.01
Healthcare Support	0.76	-	0.03
Protective Service	-	-	-
Food Preparation and Serving Related	2.72	19.55	0.06
Building Grounds and Maintenance	1.01	3.11	0.03
Personal Care and Service	1.24	2.30	0.03
Sales and Related	2.28	4.40	0.06
Office and Admin	3.26	3.78	0.09
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.22	1.26	0.02
Production	-	-	-
Transportation and Material Moving	-	4.93	0.03
Lower Households - Major Occupations	13.40	40.05	0.39
Lower Households <sup>1</sup> - all other occupations	1.79	6.80	0.05
<b>Total Lower Inc. Households<sup>1</sup></b>	<b>15.19</b>	<b>46.85</b>	<b>0.44</b>

Notes

<sup>1</sup> Includes households earning from 50% through 80% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 3 - TABLE 6  
 IMPACT ANALYSIS SUMMARY / EMPLOYEE HOUSEHOLDS GENERATED  
 MISSION BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

RESIDENTIAL UNIT DEMAND IMPACTS - PER 100 UNITS

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Multi-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	5.3	21.8	0.1	
30% to 50% AMI	13.2	45.4	0.4	
50% to 80% AMI	15.2	46.9	0.4	
Subtotal through 80% AMI	33.7	114.1	1.0	
Over 80% AMI	23.7	25.0	0.5	
<b>Total Employee Households</b>	<b>57.3</b>	<b>139.1</b>	<b>1.5</b>	

RESIDENTIAL UNIT DEMAND IMPACTS - PER EACH (1) UNIT

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Multi-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	0.05	0.22	0.00	
30% to 50% AMI	0.13	0.45	0.00	
50% to 80% AMI	0.15	0.47	0.00	
Subtotal through 80% AMI	0.34	1.14	0.01	
Over 80% AMI	0.24	0.25	0.01	
<b>Total Employee Households</b>	<b>0.57</b>	<b>1.39</b>	<b>0.01</b>	

Notes

<sup>1</sup> Households of retail, education, healthcare and other workers that serve residents of new market rate units.

AMI = Area Median Income

APPENDIX B - EXHIBIT 3 - TABLE 7  
 SUPPORTED FEE / NEXUS SUMMARY  
 MISSION BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

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**TOTAL NEXUS COST PER UNIT**

Household Income Level	Affordability Gap Per Unit	Nexus Cost Per Unit <sup>1</sup>			
		RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
		<i>Multi-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee</i>	<i>STR Total</i>
Under 30% AMI	\$241,000 <sup>2</sup>	\$12,800	\$52,700	\$400	\$53,100
30% to 50% AMI	\$177,000 <sup>2</sup>	\$23,300	\$80,300	\$700	\$81,000
50% to 80% AMI	\$209,000 <sup>2</sup>	\$31,800	\$97,900	\$900	\$98,800
<b>Total Supported Fee Per Unit</b>		<b>\$67,900</b>	<b>\$230,900</b>	<b>\$2,000</b>	<b>\$232,900</b>

Notes:

<sup>1</sup> Nexus cost per unit calculated by multiplying the affordable unit demand from Appendix B - Table 6 by the affordability gap.

<sup>2</sup> Assumes affordable rental units. Affordability gaps represent the remaining affordability gap after tax credit financing. See affordability gap section for details.

APPENDIX B - EXHIBIT 4 - TABLE 1  
 IMPLAN MODEL OUTPUT / EMPLOYMENT GENERATED  
 MISSION VALLEY  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	Multi-Family Dwelling 100 Residential Units	STR Visitor Spending 100 STRs	STR NEXUS SCENARIO	
			STR Direct Employee Household Income 100 STRs	% of Jobs
<b>Jobs Generated by Industry<sup>1</sup></b>				
Retail - Motor vehicle and parts dealers	0.7	0.3	0.0	0%
Retail - Clothing and clothing accessories stores	0.8	2.9	0.0	2%
Retail - Nonstore retailers	0.9	0.4	0.0	1%
Retail - Miscellaneous store retailers	0.7	5.7	0.0	3%
Retail - Building material and garden equipment and supplies stores	0.5	0.3	0.0	0%
Retail - Health and personal care stores	0.5	1.8	0.0	1%
Retail - Food and beverage stores	1.5	2.3	0.1	2%
Retail - General merchandise stores	1.5	2.3	0.1	2%
Personal care services	1.1	0.5	0.1	1%
Other personal services	0.9	0.5	0.0	1%
Subtotal Retail and Service	9.1	17.1	0.5	12%
Offices of other health practitioners	0.8	0.4	0.0	1%
Offices of physicians	1.8	0.8	0.1	1%
Hospitals	1.3	0.5	0.1	1%
Offices of dentists	0.7	0.3	0.0	0%
Outpatient care centers	0.5	0.0	0.0	0%
Home health care services	0.3	0.3	0.0	0%
Nursing and community care facilities	0.9	0.4	0.1	1%
Subtotal Healthcare	6.3	2.6	0.4	4%
Limited-service restaurants	0.0	11.6	0.1	5%
Full-service restaurants	2.8	37.5	0.1	18%
All other food and drinking places	1.5	23.1	0.1	11%
Individual and family services	1.7	0.8	0.1	1%
Subtotal Restaurant	5.9	73.0	0.4	36%
Elementary and secondary schools	0.3	0.0	0.0	0%
Junior colleges, colleges, universities, and professional schools	0.7	0.5	0.0	1%
Other educational services	0.6	0.5	0.0	1%
Subtotal Education	1.7	1.0	0.1	1%
Traveler Accommodation	0.0	13.2	0.0	6%
Real estate	2.2	2.8	0.2	2%
Wholesale trade	1.3	1.2	0.1	1%
Other financial investment activities	1.4	0.6	0.1	1%
Nondepository credit intermediation and related activities	0.5	0.6	0.0	0%
Legal services	0.4	0.4	0.0	0%
Religious organizations	0.9	0.4	0.1	1%
Child day care services	0.4	0.0	0.0	0%
Other local government enterprises	0.5	0.4	0.0	0%
Private households	0.7	0.3	0.0	0%
Employment services	0.7	1.2	0.0	1%
Insurance agencies, brokerages, and related activities	0.7	0.8	0.0	1%
Amusement parks and arcades	0.1	10.3	0.0	5%
Museums, historical sites, zoos, and parks	0.1	7.6	0.0	3%
Landscape and horticultural services	0.5	0.5	0.0	0%
Other amusement and recreation industries	0.2	5.4	0.0	3%
Transit and ground passenger transportation	0.2	15.4	0.0	7%
Automotive repair and maintenance, except car washes	0.3	0.5	0.0	0%
Services to buildings	0.8	1.2	0.0	1%
All Other	15.5	13.3	0.8	13%
<b>Total Number of Jobs Generated</b>	<b>50.4</b>	<b>169.8</b>	<b>2.8</b>	<b>94%</b>

Notes

<sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units for Industries representing more than 1% of total employment. Employment estimates are based on the IMPLAN Group's economic model, IMPLAN, for San Diego County (uses 2016 IMPLAN data set, the most recent available as of May 2018). Includes both full- and part-time jobs. Direct STR jobs are reflected in the traveler accommodation industry category

APPENDIX B - EXHIBIT 4 - TABLE 2  
 NET NEW HOUSEHOLDS AND OCCUPATION DISTRIBUTION  
 EMPLOYEE HOUSEHOLDS GENERATED  
 MISSION VALLEY  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO
	Multi-Family Dwelling	STR Visitor Spending	STR Direct Employee Household Income
Step 1 - Employees <sup>1</sup>	50.4	169.8	2.8
Step 2 - Adjustment for Changing Industries (6%) (2)	47.4	159.6	2.7
Step 3 - Adjustment for Number of Households (1.77) (3)	26.8	90.2	1.5
Step 4 - Occupation Distribution <sup>4</sup>			
Management Occupations	4.6%	3.6%	4.7%
Business and Financial Operations	5.5%	2.0%	5.3%
Computer and Mathematical	1.5%	0.5%	1.5%
Architecture and Engineering	0.4%	0.1%	0.4%
Life, Physical, and Social Science	0.3%	0.1%	0.3%
Community and Social Services	2.1%	0.2%	2.3%
Legal	0.7%	0.2%	0.7%
Education, Training, and Library	2.7%	1.1%	2.6%
Arts, Design, Entertainment, Sports, and Media	1.7%	1.2%	1.5%
Healthcare Practitioners and Technical	6.8%	1.4%	6.7%
Healthcare Support	3.8%	0.6%	5.0%
Protective Service	1.3%	2.0%	1.4%
Food Preparation and Serving Related	14.2%	41.2%	12.3%
Building and Grounds Cleaning and Maint.	5.2%	9.0%	5.3%
Personal Care and Service	6.4%	5.0%	7.1%
Sales and Related	13.4%	10.0%	13.3%
Office and Administrative Support	17.1%	7.8%	16.8%
Farming, Fishing, and Forestry	0.1%	0.0%	0.1%
Construction and Extraction	1.0%	0.4%	1.1%
Installation, Maintenance, and Repair	3.9%	3.0%	4.3%
Production	1.6%	0.8%	1.7%
Transportation and Material Moving	5.7%	9.8%	5.6%
<b>Totals</b>	100.0%	100.0%	100.0%
Management Occupations	1.2	3.3	0.1
Business and Financial Operations	1.5	1.8	0.1
Computer and Mathematical	0.4	0.4	0.0
Architecture and Engineering	0.1	0.1	0.0
Life, Physical, and Social Science	0.1	0.1	0.0
Community and Social Services	0.6	0.2	0.0
Legal	0.2	0.2	0.0
Education, Training, and Library	0.7	1.0	0.0
Arts, Design, Entertainment, Sports, and Media	0.5	1.1	0.0
Healthcare Practitioners and Technical	1.8	1.2	0.1
Healthcare Support	1.0	0.5	0.1
Protective Service	0.4	1.8	0.0
Food Preparation and Serving Related	3.8	37.2	0.2
Building and Grounds Cleaning and Maint.	1.4	8.1	0.1
Personal Care and Service	1.7	4.5	0.1
Sales and Related	3.6	9.0	0.2
Office and Administrative Support	4.6	7.0	0.3
Farming, Fishing, and Forestry	0.0	0.0	0.0
Construction and Extraction	0.3	0.4	0.0
Installation, Maintenance, and Repair	1.0	2.7	0.1
Production	0.4	0.7	0.0
Transportation and Material Moving	<u>1.5</u>	<u>8.9</u>	<u>0.1</u>
<b>Totals</b>	26.8	90.2	1.5

Notes:

- <sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units from APPENDIX B - EXHIBIT 4 - TABLE 1.
- <sup>2</sup> The 6% adjustment is based upon job losses in declining sectors of the local economy over the past 20 years. "Downsized" workers from declining sectors are assumed to fill a portion of new jobs in sectors serving residents.
- <sup>3</sup> Adjustment from number of workers to households using county-wide average of 1.77 workers per worker household derived from the U.S. Census American Community Survey 2011 to 2013.
- <sup>4</sup> See Appendix C for additional information on Major Occupation Categories.

APPENDIX B - EXHIBIT 4 - TABLE 3

EXTREMELY LOW-INCOME (ELI) EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

MISSION VALLEY

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

---

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Extremely Low Income Households (under 30% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	-	-	-
Business and Financial Operations	-	-	-
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.02	-	0.00
Legal	-	-	-
Education Training and Library	0.01	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.00	-	0.00
Healthcare Support	0.07	-	0.01
Protective Service	-	-	-
Food Preparation and Serving Related	0.72	6.92	0.04
Building Grounds and Maintenance	0.20	1.32	0.01
Personal Care and Service	0.32	0.90	0.02
Sales and Related	0.58	1.87	0.03
Office and Admin	0.22	0.41	0.01
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.02	0.05	0.00
Production	-	-	-
Transportation and Material Moving	0.20	0.71	0.01
ELI Households - Major Occupations	2.36	12.18	0.13
ELI Households <sup>1</sup> - all other occupations	0.32	2.00	0.02
<b>Total ELI Households<sup>1</sup></b>	<b>2.68</b>	<b>14.18</b>	<b>0.15</b>

Notes

<sup>1</sup> Includes households earning from zero through 30% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

## APPENDIX B - EXHIBIT 4 - TABLE 4

VERY LOW-INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
MISSION VALLEY  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

## PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Very Low Income Households (30%-50% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.02	0.11	0.00
Business and Financial Operations	0.02	-	0.00
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.10	-	0.01
Legal	-	-	-
Education Training and Library	0.09	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.03	-	0.00
Healthcare Support	0.33	-	0.02
Protective Service	-	-	-
Food Preparation and Serving Related	1.28	12.46	0.06
Building Grounds and Maintenance	0.49	2.99	0.03
Personal Care and Service	0.60	1.53	0.04
Sales and Related	1.09	3.06	0.06
Office and Admin	1.23	1.92	0.07
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.20	0.57	0.01
Production	-	-	-
Transportation and Material Moving	0.51	2.73	0.03
Very Low Households - Major Occupations	6.00	25.37	0.34
Very Low Households <sup>1</sup> - all other occupations	0.80	4.17	0.05
<b>Total Very Low Inc. Households<sup>1</sup></b>	<b>6.81</b>	<b>29.53</b>	<b>0.38</b>

## Notes

<sup>1</sup> Includes households earning from 30% through 50% of San Diego County Area Median Income.<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 4 - TABLE 5

LOWER INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 MISSION VALLEY  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Lower Income Households (50%-80% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.12	0.52	0.01
Business and Financial Operations	0.21	-	0.01
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.17	-	0.01
Legal	-	-	-
Education Training and Library	0.23	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.13	-	0.01
Healthcare Support	0.35	-	0.03
Protective Service	-	-	-
Food Preparation and Serving Related	1.26	12.32	0.06
Building Grounds and Maintenance	0.45	2.63	0.03
Personal Care and Service	0.55	1.45	0.03
Sales and Related	1.09	2.77	0.06
Office and Admin	1.57	2.39	0.09
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.34	0.93	0.02
Production	-	-	-
Transportation and Material Moving	0.51	3.10	0.03
Lower Households - Major Occupations	6.98	26.12	0.39
Lower Households <sup>1</sup> - all other occupations	0.93	4.29	0.05
<b>Total Lower Inc. Households<sup>1</sup></b>	<b>7.91</b>	<b>30.40</b>	<b>0.44</b>

Notes

<sup>1</sup> Includes households earning from 50% through 80% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 4 - TABLE 6  
 IMPACT ANALYSIS SUMMARY / EMPLOYEE HOUSEHOLDS GENERATED  
 MISSION VALLEY  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

RESIDENTIAL UNIT DEMAND IMPACTS - PER 100 UNITS

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Multi-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	2.7	14.2	0.1	
30% to 50% AMI	6.8	29.5	0.4	
50% to 80% AMI	7.9	30.4	0.4	
Subtotal through 80% AMI	17.4	74.1	1.0	
Over 80% AMI	9.4	16.1	0.5	
<b>Total Employee Households</b>	<b>26.7</b>	<b>90.2</b>	<b>1.5</b>	

RESIDENTIAL UNIT DEMAND IMPACTS - PER EACH (1) UNIT

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Multi-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	0.03	0.14	0.00	
30% to 50% AMI	0.07	0.30	0.00	
50% to 80% AMI	0.08	0.30	0.00	
Subtotal through 80% AMI	0.17	0.74	0.01	
Over 80% AMI	0.09	0.16	0.01	
<b>Total Employee Households</b>	<b>0.27</b>	<b>0.90</b>	<b>0.01</b>	

Notes

<sup>1</sup> Households of retail, education, healthcare and other workers that serve residents of new market rate units.

AMI = Area Median Income

APPENDIX B - EXHIBIT 4 - TABLE 7  
 SUPPORTED FEE / NEXUS SUMMARY  
 MISSION VALLEY  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

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**TOTAL NEXUS COST PER UNIT**

Household Income Level	Affordability Gap Per Unit	Nexus Cost Per Unit <sup>1</sup>			
		RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
		<i>Multi-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee</i>	<i>STR Total</i>
Under 30% AMI	\$241,000 <sup>2</sup>	\$6,500	\$34,200	\$400	\$34,600
30% to 50% AMI	\$177,000 <sup>2</sup>	\$12,000	\$52,300	\$700	\$53,000
50% to 80% AMI	\$209,000 <sup>2</sup>	\$16,500	\$63,500	\$900	\$64,400
<b>Total Supported Fee Per Unit</b>		<b>\$35,000</b>	<b>\$150,000</b>	<b>\$2,000</b>	<b>\$152,000</b>

Notes:

<sup>1</sup> Nexus cost per unit calculated by multiplying the affordable unit demand from Appendix B - Table 6 by the affordability gap.

<sup>2</sup> Assumes affordable rental units. Affordability gaps represent the remaining affordability gap after tax credit financing. See affordability gap section for details.

APPENDIX B - EXHIBIT 5 - TABLE 1  
 IMPLAN MODEL OUTPUT / EMPLOYMENT GENERATED  
 NORTH PARK  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	Single-Family Dwelling 100 Residential Units	STR Visitor Spending 100 STRs	STR NEXUS SCENARIO	
			STR Direct Employee Household Income 100 STRs	% of Jobs
<b>Jobs Generated by Industry<sup>1</sup></b>				
Retail - Motor vehicle and parts dealers	0.9	0.3	0.0	1%
Retail - Clothing and clothing accessories stores	1.0	2.4	0.1	2%
Retail - Nonstore retailers	1.2	0.3	0.1	1%
Retail - Miscellaneous store retailers	1.0	4.7	0.0	3%
Retail - Building material and garden equipment and supplies stores	0.7	0.2	0.0	0%
Retail - Health and personal care stores	0.7	1.5	0.0	1%
Retail - Food and beverage stores	1.9	1.9	0.1	2%
Retail - General merchandise stores	1.9	1.9	0.1	2%
Personal care services	1.5	0.4	0.1	1%
Other personal services	<u>1.3</u>	<u>0.4</u>	<u>0.1</u>	<u>1%</u>
Subtotal Retail and Service	12.1	13.9	0.6	12%
Offices of other health practitioners	1.1	0.3	0.0	1%
Offices of physicians	2.3	0.6	0.1	1%
Hospitals	1.5	0.4	0.1	1%
Offices of dentists	0.9	0.2	0.1	1%
Outpatient care centers	0.7	0.0	0.0	0%
Home health care services	0.9	0.2	0.0	1%
Nursing and community care facilities	<u>1.1</u>	<u>0.3</u>	<u>0.2</u>	<u>1%</u>
Subtotal Healthcare	8.5	2.1	0.5	5%
Limited-service restaurants	0.0	9.5	0.1	4%
Full-service restaurants	3.6	30.6	0.2	16%
All other food and drinking places	1.9	18.8	0.1	10%
Individual and family services	<u>2.2</u>	<u>0.6</u>	<u>0.1</u>	<u>1%</u>
Subtotal Restaurant	7.7	59.5	0.5	32%
Elementary and secondary schools	0.6	0.0	0.0	0%
Junior colleges, colleges, universities, and professional schools	1.3	0.4	0.0	1%
Other educational services	<u>0.9</u>	<u>0.4</u>	<u>0.0</u>	<u>1%</u>
Subtotal Education	2.7	0.8	0.1	2%
Traveler Accommodation	0.0	16.2	0.0	8%
Real estate	2.5	2.3	0.2	2%
Wholesale trade	1.8	1.0	0.1	1%
Other financial investment activities	1.7	0.5	0.1	1%
Nondepository credit intermediation and related activities	0.7	0.5	0.0	1%
Legal services	0.6	0.4	0.0	0%
Religious organizations	1.2	0.3	0.1	1%
Child day care services	0.6	0.0	0.0	0%
Other local government enterprises	0.7	0.3	0.0	0%
Private households	0.9	0.3	0.0	1%
Employment services	0.9	1.0	0.0	1%
Insurance agencies, brokerages, and related activities	0.9	0.7	0.0	1%
Amusement parks and arcades	0.1	8.4	0.0	4%
Museums, historical sites, zoos, and parks	0.1	6.2	0.0	3%
Landscape and horticultural services	0.7	0.4	0.0	1%
Other amusement and recreation industries	0.4	4.4	0.0	2%
Transit and ground passenger transportation	0.4	12.5	0.0	6%
Automotive repair and maintenance, except car washes	0.5	0.4	0.0	0%
Services to buildings	1.1	1.0	0.1	1%
All Other	20.8	10.8	1.0	15%
<b>Total Number of Jobs Generated</b>	<b>67.4</b>	<b>143.8</b>	<b>3.4</b>	<b>92%</b>

Notes

<sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units for Industries representing more than 1% of total employment. Employment estimates are based on the IMPLAN Group's economic model, IMPLAN, for San Diego County (uses 2016 IMPLAN data set, the most recent available as of May 2018). Includes both full- and part-time jobs. Direct STR jobs are reflected in the traveler accommodation industry category

APPENDIX B - EXHIBIT 5 - TABLE 2  
 NET NEW HOUSEHOLDS AND OCCUPATION DISTRIBUTION  
 EMPLOYEE HOUSEHOLDS GENERATED  
 NORTH PARK  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO
	Single-Family Dwelling	STR Visitor Spending	STR Direct Employee Household Income
Step 1 - Employees <sup>1</sup>	67.4	143.9	3.4
Step 2 - Adjustment for Changing Industries (6%) (2)	63.3	135.2	3.2
Step 3 - Adjustment for Number of Households (1.77) (3)	35.8	76.4	1.8
Step 4 - Occupation Distribution <sup>4</sup>			
Management Occupations	4.5%	3.6%	4.7%
Business and Financial Operations	5.3%	1.9%	5.3%
Computer and Mathematical	1.5%	0.5%	1.5%
Architecture and Engineering	0.4%	0.1%	0.4%
Life, Physical, and Social Science	0.3%	0.1%	0.3%
Community and Social Services	2.1%	0.2%	2.3%
Legal	0.7%	0.2%	0.7%
Education, Training, and Library	3.1%	1.0%	2.6%
Arts, Design, Entertainment, Sports, and Media	1.8%	1.2%	1.5%
Healthcare Practitioners and Technical	6.7%	1.3%	6.7%
Healthcare Support	4.0%	0.5%	5.0%
Protective Service	1.4%	1.9%	1.4%
Food Preparation and Serving Related	13.9%	39.6%	12.3%
Building and Grounds Cleaning and Maint.	5.3%	12.0%	5.3%
Personal Care and Service	6.8%	4.8%	7.1%
Sales and Related	13.1%	9.6%	13.3%
Office and Administrative Support	16.8%	7.6%	16.8%
Farming, Fishing, and Forestry	0.1%	0.0%	0.1%
Construction and Extraction	1.1%	0.4%	1.1%
Installation, Maintenance, and Repair	3.8%	3.1%	4.3%
Production	1.6%	0.7%	1.7%
Transportation and Material Moving	5.7%	9.4%	5.6%
<b>Totals</b>	100.0%	100.0%	100.0%
Management Occupations	1.6	2.7	0.1
Business and Financial Operations	1.9	1.5	0.1
Computer and Mathematical	0.6	0.4	0.0
Architecture and Engineering	0.2	0.1	0.0
Life, Physical, and Social Science	0.1	0.1	0.0
Community and Social Services	0.7	0.2	0.0
Legal	0.2	0.1	0.0
Education, Training, and Library	1.1	0.8	0.0
Arts, Design, Entertainment, Sports, and Media	0.6	0.9	0.0
Healthcare Practitioners and Technical	2.4	1.0	0.1
Healthcare Support	1.4	0.4	0.1
Protective Service	0.5	1.5	0.0
Food Preparation and Serving Related	5.0	30.3	0.2
Building and Grounds Cleaning and Maint.	1.9	9.2	0.1
Personal Care and Service	2.4	3.7	0.1
Sales and Related	4.7	7.3	0.2
Office and Administrative Support	6.0	5.8	0.3
Farming, Fishing, and Forestry	0.0	0.0	0.0
Construction and Extraction	0.4	0.3	0.0
Installation, Maintenance, and Repair	1.3	2.4	0.1
Production	0.6	0.6	0.0
Transportation and Material Moving	<u>2.1</u>	<u>7.2</u>	<u>0.1</u>
<b>Totals</b>	35.8	76.4	1.8

Notes:

- <sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units from APPENDIX B - EXHIBIT 5 - TABLE 1.
- <sup>2</sup> The 6% adjustment is based upon job losses in declining sectors of the local economy over the past 20 years. "Downsized" workers from declining sectors are assumed to fill a portion of new jobs in sectors serving residents.
- <sup>3</sup> Adjustment from number of workers to households using county-wide average of 1.77 workers per worker household derived from the U.S. Census American Community Survey 2011 to 2013.
- <sup>4</sup> See Appendix C for additional information on Major Occupation Categories.

APPENDIX B - EXHIBIT 5 - TABLE 3

EXTREMELY LOW-INCOME (ELI) EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

NORTH PARK

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

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PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		<i>STR Direct Employee Household Income</i>	<i>STR Visitor Spending</i>
<b>Step 5 &amp; 6 - Extremely Low Income Households (under 30% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	-	-	-
Business and Financial Operations	-	-	-
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.03	-	0.00
Legal	-	-	-
Education Training and Library	0.10	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.00	-	0.00
Healthcare Support	0.10	-	0.01
Protective Service	-	-	-
Food Preparation and Serving Related	0.95	5.64	0.04
Building Grounds and Maintenance	0.27	1.47	0.01
Personal Care and Service	0.45	0.73	0.02
Sales and Related	0.77	1.53	0.04
Office and Admin	0.29	0.35	0.01
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.02	0.05	0.00
Production	-	-	-
Transportation and Material Moving	0.27	0.58	0.01
ELI Households - Major Occupations	3.26	10.34	0.16
ELI Households <sup>1</sup> - all other occupations	0.44	1.63	0.02
<b>Total ELI Households<sup>1</sup></b>	<b>3.70</b>	<b>11.97</b>	<b>0.18</b>

Notes

<sup>1</sup> Includes households earning from zero through 30% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 5 - TABLE 4

VERY LOW-INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 NORTH PARK  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Visitor Spending	STR Direct Employee Household Income
<b>Step 5 &amp; 6 - Very Low Income Households (30%-50% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.02	0.10	0.00
Business and Financial Operations	0.03	-	0.00
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.14	-	0.01
Legal	-	-	-
Education Training and Library	0.19	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.05	-	0.00
Healthcare Support	0.46	-	0.03
Protective Service	-	-	-
Food Preparation and Serving Related	1.68	10.16	0.08
Building Grounds and Maintenance	0.67	3.36	0.03
Personal Care and Service	0.85	1.25	0.05
Sales and Related	1.43	2.49	0.07
Office and Admin	1.62	1.59	0.08
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.27	0.51	0.02
Production	-	-	-
Transportation and Material Moving	0.69	2.23	0.03
Very Low Households - Major Occupations	8.09	21.69	0.41
Very Low Households <sup>1</sup> - all other occupations	1.09	3.41	0.05
<b>Total Very Low Inc. Households<sup>1</sup></b>	<b>9.18</b>	<b>25.10</b>	<b>0.46</b>

Notes

<sup>1</sup> Includes households earning from 30% through 50% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 5 - TABLE 5

LOWER INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 NORTH PARK  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Lower Income Households (50%-80% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.15	0.45	0.01
Business and Financial Operations	0.28	-	0.01
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.22	-	0.01
Legal	-	-	-
Education Training and Library	0.31	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.18	-	0.01
Healthcare Support	0.48	-	0.03
Protective Service	-	-	-
Food Preparation and Serving Related	1.66	10.05	0.07
Building Grounds and Maintenance	0.61	2.99	0.03
Personal Care and Service	0.78	1.18	0.04
Sales and Related	1.42	2.26	0.07
Office and Admin	2.06	1.97	0.10
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.44	0.83	0.03
Production	-	-	-
Transportation and Material Moving	0.69	2.53	0.03
Lower Households - Major Occupations	9.30	22.26	0.47
Lower Households <sup>1</sup> - all other occupations	1.26	3.50	0.06
<b>Total Lower Inc. Households<sup>1</sup></b>	<b>10.55</b>	<b>25.76</b>	<b>0.54</b>

Notes

<sup>1</sup> Includes households earning from 50% through 80% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 5 - TABLE 6  
 IMPACT ANALYSIS SUMMARY / EMPLOYEE HOUSEHOLDS GENERATED  
 NORTH PARK  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

RESIDENTIAL UNIT DEMAND IMPACTS - PER 100 UNITS

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	3.7	12.0	0.2	
30% to 50% AMI	9.2	25.1	0.5	
50% to 80% AMI	10.6	25.8	0.5	
Subtotal through 80% AMI	23.4	62.8	1.2	
Over 80% AMI	12.3	13.6	0.6	
<b>Total Employee Households</b>	<b>35.7</b>	<b>76.4</b>	<b>1.8</b>	

RESIDENTIAL UNIT DEMAND IMPACTS - PER EACH (1) UNIT

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	0.04	0.12	0.00	
30% to 50% AMI	0.09	0.25	0.00	
50% to 80% AMI	0.11	0.26	0.01	
Subtotal through 80% AMI	0.23	0.63	0.01	
Over 80% AMI	0.12	0.14	0.01	
<b>Total Employee Households</b>	<b>0.36</b>	<b>0.76</b>	<b>0.02</b>	

Notes

<sup>1</sup> Households of retail, education, healthcare and other workers that serve residents of new market rate units.

AMI = Area Median Income

APPENDIX B - EXHIBIT 5 - TABLE 7  
 SUPPORTED FEE / NEXUS SUMMARY  
 NORTH PARK  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

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**TOTAL NEXUS COST PER UNIT**

Household Income Level	Affordability Gap Per Unit	Nexus Cost Per Unit <sup>1</sup>			
		RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
		<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee</i>	<i>STR Total</i>
Under 30% AMI	\$241,000 <sup>2</sup>	\$8,900	\$28,800	\$400	\$29,200
30% to 50% AMI	\$177,000 <sup>2</sup>	\$16,200	\$44,400	\$800	\$45,200
50% to 80% AMI	\$209,000 <sup>2</sup>	\$22,100	\$53,800	\$1,100	\$54,900
<b>Total Supported Fee Per Unit</b>		<b>\$47,200</b>	<b>\$127,000</b>	<b>\$2,300</b>	<b>\$129,300</b>

Notes:

<sup>1</sup> Nexus cost per unit calculated by multiplying the affordable unit demand from Appendix B - Table 6 by the affordability gap.

<sup>2</sup> Assumes affordable rental units. Affordability gaps represent the remaining affordability gap after tax credit financing. See affordability gap section for details.

APPENDIX B - EXHIBIT 6 - TABLE 1  
 IMPLAN MODEL OUTPUT / EMPLOYMENT GENERATED  
 PACIFIC BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	STR Direct Employee Household Income		STR NEXUS SCENARIO	
	Single-Family Dwelling	STR Visitor Spending	100 STRs	100 STRs
<b>Jobs Generated by Industry<sup>1</sup></b>				
Retail - Motor vehicle and parts dealers	1.4	0.6	0.0	0%
Retail - Clothing and clothing accessories stores	1.6	5.2	0.1	2%
Retail - Nonstore retailers	1.9	0.8	0.1	1%
Retail - Miscellaneous store retailers	1.6	10.3	0.1	3%
Retail - Building material and garden equipment and supplies stores	1.1	0.5	0.0	0%
Retail - Health and personal care stores	1.1	3.2	0.0	1%
Retail - Food and beverage stores	3.2	4.1	0.1	2%
Retail - General merchandise stores	3.2	4.2	0.1	2%
Personal care services	2.2	0.9	0.1	1%
Other personal services	1.9	0.9	0.1	1%
Subtotal Retail and Service	19.3	30.7	0.7	12%
Offices of other health practitioners	1.9	0.7	0.1	1%
Offices of physicians	3.3	1.4	0.1	1%
Hospitals	1.6	0.9	0.1	1%
Offices of dentists	1.1	0.5	0.1	0%
Outpatient care centers	1.0	0.0	0.0	0%
Home health care services	1.7	0.5	0.0	1%
Nursing and community care facilities	1.5	0.7	0.2	1%
Subtotal Healthcare	12.0	4.7	0.6	4%
Limited-service restaurants	0.0	20.9	0.2	5%
Full-service restaurants	5.6	67.5	0.2	18%
All other food and drinking places	2.9	41.5	0.1	11%
Individual and family services	4.5	1.4	0.2	1%
Subtotal Restaurant	13.0	131.3	0.6	35%
Elementary and secondary schools	1.7	0.0	0.0	0%
Junior colleges, colleges, universities, and professional schools	3.0	0.8	0.0	1%
Other educational services	2.9	0.9	0.1	1%
Subtotal Education	7.6	1.7	0.1	2%
Traveler Accommodation	0.0	20.8	0.0	5%
Real estate	3.7	5.1	0.2	2%
Wholesale trade	2.8	2.2	0.1	1%
Other financial investment activities	1.6	1.1	0.1	1%
Nondepository credit intermediation and related activities	1.0	1.0	0.0	0%
Legal services	1.5	0.8	0.0	1%
Religious organizations	1.6	0.7	0.1	1%
Child day care services	1.4	0.0	0.0	0%
Other local government enterprises	0.8	0.7	0.0	0%
Private households	2.0	0.6	0.0	1%
Employment services	1.3	2.1	0.1	1%
Insurance agencies, brokerages, and related activities	1.3	1.5	0.1	1%
Amusement parks and arcades	0.3	18.6	0.0	5%
Museums, historical sites, zoos, and parks	0.2	13.7	0.0	3%
Landscape and horticultural services	1.2	1.0	0.0	1%
Other amusement and recreation industries	0.9	9.6	0.0	3%
Transit and ground passenger transportation	0.9	27.6	0.0	7%
Automotive repair and maintenance, except car washes	1.0	0.8	0.0	0%
Services to buildings	1.4	2.1	0.1	1%
All Other	32.1	23.9	1.3	14%
<b>Total Number of Jobs Generated</b>	<b>108.7</b>	<b>302.5</b>	<b>4.4</b>	<b>95%</b>

Notes

<sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units for Industries representing more than 1% of total employment. Employment estimates are based on the IMPLAN Group's economic model, IMPLAN, for San Diego County (uses 2016 IMPLAN data set, the most recent available as of May 2018). Includes both full- and part-time jobs. Direct STR jobs are reflected in the traveler accomodation industry category

APPENDIX B - EXHIBIT 6 - TABLE 2  
 NET NEW HOUSEHOLDS AND OCCUPATION DISTRIBUTION  
 EMPLOYEE HOUSEHOLDS GENERATED  
 PACIFIC BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO
	Single-Family Dwelling	STR Visitor Spending	STR Direct Employee Household Income
Step 1 - Employees <sup>1</sup>	108.7	302.5	4.4
Step 2 - Adjustment for Changing Industries (6%) (2)	102.2	284.3	4.1
Step 3 - Adjustment for Number of Households (1.77) (3)	57.8	160.7	2.3
Step 4 - Occupation Distribution <sup>4</sup>			
Management Occupations	4.4%	3.4%	4.7%
Business and Financial Operations	4.7%	2.0%	5.3%
Computer and Mathematical	1.4%	0.5%	1.5%
Architecture and Engineering	0.4%	0.1%	0.4%
Life, Physical, and Social Science	0.4%	0.1%	0.3%
Community and Social Services	2.2%	0.2%	2.3%
Legal	0.9%	0.2%	0.7%
Education, Training, and Library	4.9%	1.1%	2.6%
Arts, Design, Entertainment, Sports, and Media	2.1%	1.3%	1.5%
Healthcare Practitioners and Technical	5.8%	1.4%	6.7%
Healthcare Support	3.7%	0.6%	5.0%
Protective Service	1.4%	2.0%	1.4%
Food Preparation and Serving Related	13.3%	41.7%	12.3%
Building and Grounds Cleaning and Maint.	5.9%	8.7%	5.3%
Personal Care and Service	7.4%	5.1%	7.1%
Sales and Related	13.0%	10.1%	13.3%
Office and Administrative Support	16.2%	7.8%	16.8%
Farming, Fishing, and Forestry	0.1%	0.1%	0.1%
Construction and Extraction	1.0%	0.4%	1.1%
Installation, Maintenance, and Repair	3.4%	2.6%	4.3%
Production	1.6%	0.8%	1.7%
Transportation and Material Moving	5.8%	9.9%	5.6%
<b>Totals</b>	100.0%	100.0%	100.0%
Management Occupations	2.6	5.4	0.1
Business and Financial Operations	2.7	3.3	0.1
Computer and Mathematical	0.8	0.8	0.0
Architecture and Engineering	0.2	0.1	0.0
Life, Physical, and Social Science	0.2	0.2	0.0
Community and Social Services	1.3	0.4	0.1
Legal	0.5	0.3	0.0
Education, Training, and Library	2.8	1.8	0.1
Arts, Design, Entertainment, Sports, and Media	1.2	2.0	0.0
Healthcare Practitioners and Technical	3.4	2.2	0.2
Healthcare Support	2.2	0.9	0.1
Protective Service	0.8	3.2	0.0
Food Preparation and Serving Related	7.7	67.0	0.3
Building and Grounds Cleaning and Maint.	3.4	14.1	0.1
Personal Care and Service	4.3	8.2	0.2
Sales and Related	7.5	16.2	0.3
Office and Administrative Support	9.3	12.5	0.4
Farming, Fishing, and Forestry	0.0	0.1	0.0
Construction and Extraction	0.6	0.7	0.0
Installation, Maintenance, and Repair	2.0	4.2	0.1
Production	0.9	1.2	0.0
Transportation and Material Moving	<u>3.3</u>	<u>15.9</u>	<u>0.1</u>
<b>Totals</b>	57.8	160.7	2.3

Notes:

- <sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units from APPENDIX B - EXHIBIT 6 - TABLE 1.
- <sup>2</sup> The 6% adjustment is based upon job losses in declining sectors of the local economy over the past 20 years. "Downsized" workers from declining sectors are assumed to fill a portion of new jobs in sectors serving residents.
- <sup>3</sup> Adjustment from number of workers to households using county-wide average of 1.77 workers per worker household derived from the U.S. Census American Community Survey 2011 to 2013.
- <sup>4</sup> See Appendix C for additional information on Major Occupation Categories.

APPENDIX B - EXHIBIT 6 - TABLE 3

EXTREMELY LOW-INCOME (ELI) EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

PACIFIC BEACH

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

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PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		<i>STR Direct Employee Household Income</i>	<i>STR Visitor Spending</i>
<b>Step 5 &amp; 6 - Extremely Low Income Households (under 30% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	-	-	-
Business and Financial Operations	-	-	-
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.04	-	0.00
Legal	-	-	-
Education Training and Library	0.05	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.01	-	0.00
Healthcare Support	0.17	-	0.01
Protective Service	-	-	-
Food Preparation and Serving Related	1.47	12.44	0.05
Building Grounds and Maintenance	0.48	2.10	0.02
Personal Care and Service	0.80	1.61	0.03
Sales and Related	1.28	3.37	0.05
Office and Admin	0.46	0.65	0.02
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.04	0.08	0.00
Production	-	-	-
Transportation and Material Moving	0.43	1.28	0.02
ELI Households - Major Occupations	5.22	21.54	0.20
ELI Households <sup>1</sup> - all other occupations	0.57	3.58	0.03
<b>Total ELI Households<sup>1</sup></b>	<b>5.80</b>	<b>25.12</b>	<b>0.23</b>

Notes

<sup>1</sup> Includes households earning from zero through 30% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 6 - TABLE 4

VERY LOW-INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 PACIFIC BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Visitor Spending	STR Direct Employee Household Income
<b>Step 5 &amp; 6 - Very Low Income Households (30%-50% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.03	0.16	0.00
Business and Financial Operations	0.04	-	0.00
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.24	-	0.01
Legal	-	-	-
Education Training and Library	0.40	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.07	-	0.00
Healthcare Support	0.71	-	0.04
Protective Service	-	-	-
Food Preparation and Serving Related	2.60	22.41	0.10
Building Grounds and Maintenance	1.20	4.97	0.04
Personal Care and Service	1.50	2.76	0.06
Sales and Related	2.37	5.50	0.09
Office and Admin	2.54	3.38	0.10
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.39	0.87	0.02
Production	-	-	-
Transportation and Material Moving	1.12	4.91	0.04
Very Low Households - Major Occupations	13.21	44.96	0.52
Very Low Households <sup>1</sup> - all other occupations	1.45	7.47	0.07
<b>Total Very Low Inc. Households<sup>1</sup></b>	<b>14.67</b>	<b>52.43</b>	<b>0.59</b>

Notes

<sup>1</sup> Includes households earning from 30% through 50% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 6 - TABLE 5

LOWER INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 PACIFIC BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Lower Income Households (50%-80% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.26	0.81	0.01
Business and Financial Operations	0.41	-	0.02
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.39	-	0.02
Legal	-	-	-
Education Training and Library	0.79	-	0.02
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.27	-	0.01
Healthcare Support	0.73	-	0.04
Protective Service	-	-	-
Food Preparation and Serving Related	2.56	22.16	0.09
Building Grounds and Maintenance	1.10	4.54	0.04
Personal Care and Service	1.38	2.60	0.05
Sales and Related	2.31	4.99	0.09
Office and Admin	3.22	4.30	0.13
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.66	1.44	0.03
Production	-	-	-
Transportation and Material Moving	1.14	5.58	0.04
Lower Households - Major Occupations	15.22	46.43	0.60
Lower Households <sup>1</sup> - all other occupations	1.68	7.71	0.08
<b>Total Lower Inc. Households<sup>1</sup></b>	<b>16.90</b>	<b>54.14</b>	<b>0.68</b>

Notes

<sup>1</sup> Includes households earning from 50% through 80% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 6 - TABLE 6  
 IMPACT ANALYSIS SUMMARY / EMPLOYEE HOUSEHOLDS GENERATED  
 PACIFIC BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

RESIDENTIAL UNIT DEMAND IMPACTS - PER 100 UNITS

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	5.8	25.1	0.2	
30% to 50% AMI	14.7	52.4	0.6	
50% to 80% AMI	16.9	54.1	0.7	
Subtotal through 80% AMI	37.4	131.7	1.5	
Over 80% AMI	20.4	29.0	0.8	
<b>Total Employee Households</b>	<b>57.8</b>	<b>160.7</b>	<b>2.3</b>	

RESIDENTIAL UNIT DEMAND IMPACTS - PER EACH (1) UNIT

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	0.06	0.25	0.00	
30% to 50% AMI	0.15	0.52	0.01	
50% to 80% AMI	0.17	0.54	0.01	
Subtotal through 80% AMI	0.37	1.32	0.01	
Over 80% AMI	0.20	0.29	0.01	
<b>Total Employee Households</b>	<b>0.58</b>	<b>1.61</b>	<b>0.02</b>	

Notes

<sup>1</sup> Households of retail, education, healthcare and other workers that serve residents of new market rate units.

AMI = Area Median Income

APPENDIX B - EXHIBIT 6 - TABLE 7  
 SUPPORTED FEE / NEXUS SUMMARY  
 PACIFIC BEACH  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

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**TOTAL NEXUS COST PER UNIT**

Household Income Level	Affordability Gap Per Unit	Nexus Cost Per Unit <sup>1</sup>			
		RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
		<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee</i>	<i>STR Total</i>
Under 30% AMI	\$241,000 <sup>2</sup>	\$14,000	\$60,500	\$500	\$61,000
30% to 50% AMI	\$177,000 <sup>2</sup>	\$26,000	\$92,800	\$1,000	\$93,800
50% to 80% AMI	\$209,000 <sup>2</sup>	\$35,300	\$113,100	\$1,400	\$114,500
<b>Total Supported Fee Per Unit</b>		<b>\$75,300</b>	<b>\$266,400</b>	<b>\$2,900</b>	<b>\$269,300</b>

Notes:

<sup>1</sup> Nexus cost per unit calculated by multiplying the affordable unit demand from Appendix B - Table 6 by the affordability gap.  
<sup>2</sup> Assumes affordable rental units. Affordability gaps represent the remaining affordability gap after tax credit financing. See affordability gap section for details.

APPENDIX B - EXHIBIT 7 - TABLE 1  
 IMPLAN MODEL OUTPUT / EMPLOYMENT GENERATED  
 SOUTHEASTERN / ENCANTO  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	Single-Family Dwelling 100 Residential Units	STR NEXUS SCENARIO		STR Direct Employee Household Income 100 STRs
		STR Visitor Spending 100 STRs	% of Jobs	
<b>Jobs Generated by Industry<sup>1</sup></b>				
Retail - Motor vehicle and parts dealers	0.6	0.2	0.0	0%
Retail - Clothing and clothing accessories stores	0.6	2.2	0.1	2%
Retail - Nonstore retailers	0.8	0.3	0.1	1%
Retail - Miscellaneous store retailers	0.6	4.4	0.0	3%
Retail - Building material and garden equipment and supplies stores	0.5	0.2	0.0	0%
Retail - Health and personal care stores	0.4	1.4	0.0	1%
Retail - Food and beverage stores	1.3	1.8	0.1	2%
Retail - General merchandise stores	1.3	1.8	0.1	2%
Personal care services	1.0	0.4	0.1	1%
Other personal services	0.8	0.4	0.1	1%
Subtotal Retail and Service	7.8	13.1	0.6	12%
Offices of other health practitioners	0.7	0.3	0.0	1%
Offices of physicians	1.6	0.6	0.1	1%
Hospitals	1.1	0.4	0.1	1%
Offices of dentists	0.6	0.2	0.1	0%
Outpatient care centers	0.4	0.0	0.0	0%
Home health care services	0.3	0.2	0.0	0%
Nursing and community care facilities	0.8	0.3	0.2	1%
Subtotal Healthcare	5.4	2.0	0.5	4%
Limited-service restaurants	0.0	8.9	0.1	5%
Full-service restaurants	2.4	28.8	0.2	17%
All other food and drinking places	1.2	17.7	0.1	10%
Individual and family services	1.4	0.6	0.1	1%
Subtotal Restaurant	5.1	56.1	0.5	34%
Elementary and secondary schools	0.3	0.0	0.0	0%
Junior colleges, colleges, universities, and professional schools	0.6	0.4	0.0	1%
Other educational services	0.5	0.4	0.0	1%
Subtotal Education	1.4	0.7	0.1	1%
Traveler Accommodation	0.0	16.2	0.0	9%
Real estate	1.9	2.2	0.2	2%
Wholesale trade	1.2	0.9	0.1	1%
Other financial investment activities	1.2	0.5	0.1	1%
Nondepository credit intermediation and related activities	0.4	0.4	0.0	0%
Legal services	0.4	0.3	0.0	0%
Religious organizations	0.8	0.3	0.1	1%
Child day care services	0.3	0.0	0.0	0%
Other local government enterprises	0.4	0.3	0.0	0%
Private households	0.6	0.3	0.0	0%
Employment services	0.6	0.9	0.0	1%
Insurance agencies, brokerages, and related activities	0.6	0.6	0.0	1%
Amusement parks and arcades	0.1	7.9	0.0	4%
Museums, historical sites, zoos, and parks	0.1	5.8	0.0	3%
Landscape and horticultural services	0.4	0.4	0.0	0%
Other amusement and recreation industries	0.2	4.1	0.0	2%
Transit and ground passenger transportation	0.2	11.8	0.0	7%
Automotive repair and maintenance, except car washes	0.3	0.4	0.0	0%
Services to buildings	0.7	0.9	0.1	1%
All Other	13.3	10.2	1.0	13%
<b>Total Number of Jobs Generated</b>	<b>43.3</b>	<b>136.4</b>	<b>3.4</b>	<b>91%</b>

Notes

<sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units for Industries representing more than 1% of total employment. Employment estimates are based on the IMPLAN Group's economic model, IMPLAN, for San Diego County (uses 2016 IMPLAN data set, the most recent available as of May 2018). Includes both full- and part-time jobs. Direct STR jobs are reflected in the traveler accomodation industry category

APPENDIX B - EXHIBIT 7 - TABLE 2  
 NET NEW HOUSEHOLDS AND OCCUPATION DISTRIBUTION  
 EMPLOYEE HOUSEHOLDS GENERATED  
 SOUTHEASTERN / ENCANTO  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO
	Single-Family Dwelling	STR Visitor Spending	STR Direct Employee Household Income
Step 1 - Employees <sup>1</sup>	43.3	136.5	3.4
Step 2 - Adjustment for Changing Industries (6%) (2)	40.7	128.3	3.2
Step 3 - Adjustment for Number of Households (1.77) (3)	23.0	72.5	1.8
Step 4 - Occupation Distribution <sup>4</sup>			
Management Occupations	4.6%	3.6%	4.7%
Business and Financial Operations	5.5%	1.9%	5.3%
Computer and Mathematical	1.5%	0.5%	1.5%
Architecture and Engineering	0.4%	0.1%	0.4%
Life, Physical, and Social Science	0.3%	0.1%	0.3%
Community and Social Services	2.1%	0.2%	2.3%
Legal	0.7%	0.2%	0.7%
Education, Training, and Library	2.7%	1.0%	2.6%
Arts, Design, Entertainment, Sports, and Media	1.7%	1.2%	1.5%
Healthcare Practitioners and Technical	6.8%	1.3%	6.7%
Healthcare Support	3.8%	0.5%	5.0%
Protective Service	1.3%	1.9%	1.4%
Food Preparation and Serving Related	14.2%	39.4%	12.3%
Building and Grounds Cleaning and Maint.	5.2%	12.5%	5.3%
Personal Care and Service	6.4%	4.8%	7.1%
Sales and Related	13.4%	9.5%	13.3%
Office and Administrative Support	17.1%	7.5%	16.8%
Farming, Fishing, and Forestry	0.1%	0.0%	0.1%
Construction and Extraction	1.0%	0.4%	1.1%
Installation, Maintenance, and Repair	3.9%	3.2%	4.3%
Production	1.6%	0.7%	1.7%
Transportation and Material Moving	5.7%	9.4%	5.6%
<b>Totals</b>	100.0%	100.0%	100.0%
Management Occupations	1.1	2.6	0.1
Business and Financial Operations	1.3	1.4	0.1
Computer and Mathematical	0.3	0.3	0.0
Architecture and Engineering	0.1	0.1	0.0
Life, Physical, and Social Science	0.1	0.1	0.0
Community and Social Services	0.5	0.2	0.0
Legal	0.2	0.1	0.0
Education, Training, and Library	0.6	0.8	0.0
Arts, Design, Entertainment, Sports, and Media	0.4	0.9	0.0
Healthcare Practitioners and Technical	1.6	0.9	0.1
Healthcare Support	0.9	0.4	0.1
Protective Service	0.3	1.4	0.0
Food Preparation and Serving Related	3.3	28.5	0.2
Building and Grounds Cleaning and Maint.	1.2	9.1	0.1
Personal Care and Service	1.5	3.5	0.1
Sales and Related	3.1	6.9	0.2
Office and Administrative Support	3.9	5.5	0.3
Farming, Fishing, and Forestry	0.0	0.0	0.0
Construction and Extraction	0.2	0.3	0.0
Installation, Maintenance, and Repair	0.9	2.3	0.1
Production	0.4	0.5	0.0
Transportation and Material Moving	<u>1.3</u>	<u>6.8</u>	<u>0.1</u>
<b>Totals</b>	23.0	72.5	1.8

Notes:

- <sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units from APPENDIX B - EXHIBIT 7 - TABLE 1.
- <sup>2</sup> The 6% adjustment is based upon job losses in declining sectors of the local economy over the past 20 years. "Downsized" workers from declining sectors are assumed to fill a portion of new jobs in sectors serving residents.
- <sup>3</sup> Adjustment from number of workers to households using county-wide average of 1.77 workers per worker household derived from the U.S. Census American Community Survey 2011 to 2013.
- <sup>4</sup> See Appendix C for additional information on Major Occupation Categories.

APPENDIX B - EXHIBIT 7 - TABLE 3

EXTREMELY LOW-INCOME (ELI) EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

SOUTHEASTERN / ENCANTO

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		<i>STR Direct Employee Household Income</i>	<i>STR Visitor Spending</i>
<b>Step 5 &amp; 6 - Extremely Low Income Households (under 30% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	-	-	-
Business and Financial Operations	-	-	-
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.02	-	0.00
Legal	-	-	-
Education Training and Library	0.01	-	0.00
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.00	-	0.00
Healthcare Support	0.06	-	0.01
Protective Service	-	-	-
Food Preparation and Serving Related	0.62	5.31	0.04
Building Grounds and Maintenance	0.17	1.45	0.01
Personal Care and Service	0.27	0.69	0.02
Sales and Related	0.50	1.44	0.04
Office and Admin	0.19	0.33	0.01
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.02	0.05	0.00
Production	-	-	-
Transportation and Material Moving	0.17	0.55	0.01
ELI Households - Major Occupations	2.03	9.82	0.16
ELI Households <sup>1</sup> - all other occupations	0.27	1.53	0.02
<b>Total ELI Households<sup>1</sup></b>	<b>2.30</b>	<b>11.35</b>	<b>0.18</b>

Notes

<sup>1</sup> Includes households earning from zero through 30% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

## APPENDIX B - EXHIBIT 7 - TABLE 4

VERY LOW-INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
SOUTHEASTERN / ENCANTO  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

## PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Very Low Income Households (30%-50% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.01	0.09	0.00
Business and Financial Operations	0.02	-	0.00
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.09	-	0.01
Legal	-	-	-
Education Training and Library	0.07	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.03	-	0.00
Healthcare Support	0.28	-	0.03
Protective Service	-	-	-
Food Preparation and Serving Related	1.10	9.57	0.08
Building Grounds and Maintenance	0.42	3.32	0.03
Personal Care and Service	0.52	1.18	0.05
Sales and Related	0.94	2.35	0.07
Office and Admin	1.05	1.50	0.08
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.17	0.50	0.02
Production	-	-	-
Transportation and Material Moving	0.44	2.10	0.03
Very Low Households - Major Occupations	5.15	20.60	0.41
Very Low Households <sup>1</sup> - all other occupations	0.69	3.21	0.05
<b>Total Very Low Inc. Households<sup>1</sup></b>	<b>5.84</b>	<b>23.82</b>	<b>0.46</b>

## Notes

<sup>1</sup> Includes households earning from 30% through 50% of San Diego County Area Median Income.<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 7 - TABLE 5

LOWER INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 SOUTHEASTERN / ENCANTO  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	RESIDENTIAL USE SCENARIO	STR NEXUS SCENARIO	
		STR Direct Employee Household Income	STR Visitor Spending
<b>Step 5 &amp; 6 - Lower Income Households (50%-80% AMI) within Major Occupation Categories<sup>2</sup></b>			
Management	0.10	0.43	0.01
Business and Financial Operations	0.18	-	0.01
Computer and Mathematical	-	-	-
Architecture and Engineering	-	-	-
Life, Physical and Social Science	-	-	-
Community and Social Services	0.14	-	0.01
Legal	-	-	-
Education Training and Library	0.20	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-	-
Healthcare Practitioners and Technical	0.11	-	0.01
Healthcare Support	0.30	-	0.03
Protective Service	-	-	-
Food Preparation and Serving Related	1.08	9.46	0.07
Building Grounds and Maintenance	0.39	2.96	0.03
Personal Care and Service	0.47	1.11	0.04
Sales and Related	0.93	2.13	0.07
Office and Admin	1.34	1.86	0.10
Farm, Fishing, and Forestry	-	-	-
Construction and Extraction	-	-	-
Installation Maintenance and Repair	0.29	0.80	0.03
Production	-	-	-
Transportation and Material Moving	0.44	2.38	0.03
Lower Households - Major Occupations	5.99	21.14	0.47
Lower Households <sup>1</sup> - all other occupations	0.80	3.29	0.06
<b>Total Lower Inc. Households<sup>1</sup></b>	<b>6.79</b>	<b>24.43</b>	<b>0.54</b>

Notes

<sup>1</sup> Includes households earning from 50% through 80% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 7 - TABLE 6  
 IMPACT ANALYSIS SUMMARY / EMPLOYEE HOUSEHOLDS GENERATED  
 SOUTHEASTERN / ENCANTO  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

RESIDENTIAL UNIT DEMAND IMPACTS - PER 100 UNITS

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	2.3	11.3	0.2	
30% to 50% AMI	5.8	23.8	0.5	
50% to 80% AMI	6.8	24.4	0.5	
Subtotal through 80% AMI	14.9	59.6	1.2	
Over 80% AMI	8.0	12.9	0.6	
<b>Total Employee Households</b>	<b>23.0</b>	<b>72.5</b>	<b>1.8</b>	

RESIDENTIAL UNIT DEMAND IMPACTS - PER EACH (1) UNIT

Number of New Households <sup>1</sup>	RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
	<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee Household Income</i>	
Under 30% AMI	0.02	0.11	0.00	
30% to 50% AMI	0.06	0.24	0.00	
50% to 80% AMI	0.07	0.24	0.01	
Subtotal through 80% AMI	0.15	0.60	0.01	
Over 80% AMI	0.08	0.13	0.01	
<b>Total Employee Households</b>	<b>0.23</b>	<b>0.72</b>	<b>0.02</b>	

Notes

<sup>1</sup> Households of retail, education, healthcare and other workers that serve residents of new market rate units.

AMI = Area Median Income

APPENDIX B - EXHIBIT 7 - TABLE 7  
 SUPPORTED FEE / NEXUS SUMMARY  
 SOUTHEASTERN / ENCANTO  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

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**TOTAL NEXUS COST PER UNIT**

Household Income Level	Affordability Gap Per Unit	Nexus Cost Per Unit <sup>1</sup>			
		RESIDENTIAL USE SCENARIO		STR NEXUS SCENARIO	
		<i>Single-Family Dwelling</i>	<i>STR Visitor Spending</i>	<i>STR Direct Employee</i>	<i>STR Total</i>
Under 30% AMI	\$241,000 <sup>2</sup>	\$5,500	\$27,300	\$400	\$27,700
30% to 50% AMI	\$177,000 <sup>2</sup>	\$10,300	\$42,200	\$800	\$43,000
50% to 80% AMI	\$209,000 <sup>2</sup>	\$14,200	\$51,100	\$1,100	\$52,200
<b>Total Supported Fee Per Unit</b>		<b>\$30,000</b>	<b>\$120,600</b>	<b>\$2,300</b>	<b>\$122,900</b>

Notes:

<sup>1</sup> Nexus cost per unit calculated by multiplying the affordable unit demand from Appendix B - Table 6 by the affordability gap.

<sup>2</sup> Assumes affordable rental units. Affordability gaps represent the remaining affordability gap after tax credit financing. See affordability gap section for details.

APPENDIX B - EXHIBIT 8 - TABLE 1  
 IMPLAN MODEL OUTPUT / EMPLOYMENT GENERATED  
 HIGH-MARKET HOME SHARE  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	STR NEXUS SCENARIO		STR NEXUS SCENARIO STR Home Share Household Revenue 100 STRs	% of Jobs		
	STR NEXUS SCENARIO					
	STR Visitor Spending 100 STRs	Revenue 100 STRs				
<b>Jobs Generated by Industry<sup>1</sup></b>						
Retail - Motor vehicle and parts dealers	0.2	0.0	0%			
Retail - Clothing and clothing accessories stores	1.5	0.2	2%			
Retail - Nonstore retailers	0.2	0.3	1%			
Retail - Miscellaneous store retailers	3.0	0.2	3%			
Retail - Building material and garden equipment and supplies stores	0.1	0.2	0%			
Retail - Health and personal care stores	0.9	0.2	1%			
Retail - Food and beverage stores	1.2	0.5	2%			
Retail - General merchandise stores	1.2	0.5	2%			
Personal care services	0.3	0.3	1%			
Other personal services	0.2	0.3	1%			
Subtotal Retail and Service	8.9	2.7	12%			
Offices of other health practitioners	0.2	0.3	0%			
Offices of physicians	0.4	0.5	1%			
Hospitals	0.3	0.2	1%			
Offices of dentists	0.2	0.2	0%			
Outpatient care centers	0.0	0.2	0%			
Home health care services	0.1	0.3	0%			
Nursing and community care facilities	0.2	0.2	0%			
Subtotal Healthcare	1.4	1.8	3%			
Limited-service restaurants	6.1	0.8	7%			
Full-service restaurants	19.6	0.8	21%			
All other food and drinking places	12.1	0.4	13%			
Individual and family services	0.4	0.7	1%			
Subtotal Restaurant	38.2	2.8	42%			
Elementary and secondary schools	0.0	0.3	0%			
Junior colleges, colleges, universities, and professional schools	0.2	0.4	1%			
Other educational services	0.3	0.4	1%			
Subtotal Education	0.5	1.1	2%			
Traveler Accommodation	0.0	0.0	0%			
Real estate	1.5	0.6	2%			
Wholesale trade	0.6	0.4	1%			
Other financial investment activities	0.3	0.2	1%			
Nondepository credit intermediation and related activities	0.3	0.2	0%			
Legal services	0.2	0.2	0%			
Religious organizations	0.2	0.2	0%			
Child day care services	0.0	0.2	0%			
Other local government enterprises	0.2	0.1	0%			
Private households	0.2	0.3	0%			
Employment services	0.6	0.2	1%			
Insurance agencies, brokerages, and related activities	0.4	0.2	1%			
Amusement parks and arcades	5.4	0.0	6%			
Museums, historical sites, zoos, and parks	4.0	0.0	4%			
Landscape and horticultural services	0.3	0.2	0%			
Other amusement and recreation industries	2.8	0.1	3%			
Transit and ground passenger transportation	8.0	0.1	8%			
Automotive repair and maintenance, except car washes	0.2	0.1	0%			
Services to buildings	0.6	0.2	1%			
All Other	6.9	4.3	11%			
<b>Total Number of Jobs Generated</b>	<b>81.9</b>	<b>16.4</b>	<b>100%</b>			

Notes

<sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units for Industries representing more than 1% of total employment. Employment estimates are based on the IMPLAN Group's economic model, IMPLAN, for San Diego County (uses 2016 IMPLAN data set, the most recent available as of May 2018). Includes both full- and part-time jobs. Direct STR jobs are reflected in the traveler accomodation industry

APPENDIX B - EXHIBIT 8 - TABLE 2  
 NET NEW HOUSEHOLDS AND OCCUPATION DISTRIBUTION  
 EMPLOYEE HOUSEHOLDS GENERATED  
 HIGH-MARKET HOME SHARE  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	STR NEXUS SCENARIO	
	STR Visitor Spending	STR Home Share Household Revenue
Step 1 - Employees <sup>1</sup>	81.9	16.4
Step 2 - Adjustment for Changing Industries (6%) (2)	77.0	15.4
Step 3 - Adjustment for Number of Households (1.77) (3)	43.5	8.7
Step 4 - Occupation Distribution <sup>4</sup>		
Management Occupations	3.3%	4.4%
Business and Financial Operations	2.2%	4.7%
Computer and Mathematical	0.5%	1.4%
Architecture and Engineering	0.1%	0.4%
Life, Physical, and Social Science	0.1%	0.4%
Community and Social Services	0.3%	2.2%
Legal	0.2%	0.9%
Education, Training, and Library	1.2%	4.9%
Arts, Design, Entertainment, Sports, and Media	1.3%	2.1%
Healthcare Practitioners and Technical	1.5%	5.8%
Healthcare Support	0.6%	3.7%
Protective Service	2.2%	1.4%
Food Preparation and Serving Related	44.9%	13.3%
Building and Grounds Cleaning and Maint.	3.0%	5.9%
Personal Care and Service	5.5%	7.4%
Sales and Related	10.9%	13.0%
Office and Administrative Support	8.2%	16.2%
Farming, Fishing, and Forestry	0.1%	0.1%
Construction and Extraction	0.5%	1.0%
Installation, Maintenance, and Repair	2.0%	3.4%
Production	0.8%	1.6%
Transportation and Material Moving	10.7%	5.8%
<b>Totals</b>	<b>100.0%</b>	<b>100.0%</b>
Management Occupations	1.4	0.4
Business and Financial Operations	1.0	0.4
Computer and Mathematical	0.2	0.1
Architecture and Engineering	0.0	0.0
Life, Physical, and Social Science	0.1	0.0
Community and Social Services	0.1	0.2
Legal	0.1	0.1
Education, Training, and Library	0.5	0.4
Arts, Design, Entertainment, Sports, and Media	0.6	0.2
Healthcare Practitioners and Technical	0.6	0.5
Healthcare Support	0.3	0.3
Protective Service	0.9	0.1
Food Preparation and Serving Related	19.5	1.2
Building and Grounds Cleaning and Maint.	1.3	0.5
Personal Care and Service	2.4	0.6
Sales and Related	4.7	1.1
Office and Administrative Support	3.6	1.4
Farming, Fishing, and Forestry	0.0	0.0
Construction and Extraction	0.2	0.1
Installation, Maintenance, and Repair	0.9	0.3
Production	0.4	0.1
Transportation and Material Moving	4.6	0.5
<b>Totals</b>	<b>43.5</b>	<b>8.7</b>

Notes:

- <sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units from APPENDIX B - EXHIBIT 8 -
- <sup>2</sup> The 6% adjustment is based upon job losses in declining sectors of the local economy over the past 20 years. "Downsized" workers from declining sectors are assumed to fill a portion of new jobs in sectors serving residents.
- <sup>3</sup> Adjustment from number of workers to households using county-wide average of 1.77 workers per worker household derived from the U.S. Census American Community Survey 2011 to 2013.
- <sup>4</sup> See Appendix C for additional information on Major Occupation Categories.

APPENDIX B - EXHIBIT 8 - TABLE 3

EXTREMELY LOW-INCOME (ELI) EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

HIGH-MARKET HOME SHARE

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	STR NEXUS SCENARIO	
	STR Visitor Spending	STR Home Share Household Revenue
<b>Step 5 &amp; 6 - Extremely Low Income Households (under 30% AMI) within Major Occupation Categories<sup>2</sup></b>		
Management	-	-
Business and Financial Operations	0.00	-
Computer and Mathematical	-	-
Architecture and Engineering	-	-
Life, Physical and Social Science	-	-
Community and Social Services	-	0.01
Legal	-	-
Education Training and Library	-	0.01
Arts, Design, Entertainment, Sports, & Media	-	-
Healthcare Practitioners and Technical	-	0.00
Healthcare Support	-	0.03
Protective Service	0.11	-
Food Preparation and Serving Related	0.16	0.22
Building Grounds and Maintenance	0.14	0.07
Personal Care and Service	0.21	0.12
Sales and Related	0.22	0.19
Office and Admin	0.05	0.07
Farm, Fishing, and Forestry	-	-
Construction and Extraction	-	-
Installation Maintenance and Repair	-	0.01
Production	-	-
Transportation and Material Moving	0.08	0.07
ELI Households - Major Occupations	0.97	0.79
ELI Households <sup>1</sup> - all other occupations	0.15	0.09
<b>Total ELI Households<sup>1</sup></b>	<b>1.12</b>	<b>0.87</b>

Notes

<sup>1</sup> Includes households earning from zero through 30% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

**APPENDIX B - EXHIBIT 8 - TABLE 4**

**VERY LOW-INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED**  
**HIGH-MARKET HOME SHARE**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

**PER 100 RESIDENTIAL / STR UNITS**

	<b>STR NEXUS SCENARIO</b>	
	<i>STR Visitor Spending</i>	<i>STR Home Share</i> <i>Household Revenue</i>
<b>Step 5 &amp; 6 - Very Low Income Households (30%-50% AMI) within Major Occupation Categories<sup>2</sup></b>		
Management	0.03	0.00
Business and Financial Operations	0.03	0.01
Computer and Mathematical	-	-
Architecture and Engineering	-	-
Life, Physical and Social Science	-	-
Community and Social Services	-	0.04
Legal	-	-
Education Training and Library	-	0.06
Arts, Design, Entertainment, Sports, & Media	-	-
Healthcare Practitioners and Technical	-	0.01
Healthcare Support	-	0.11
Protective Service	0.29	-
Food Preparation and Serving Related	9.25	0.39
Building Grounds and Maintenance	0.50	0.18
Personal Care and Service	1.06	0.23
Sales and Related	2.36	0.36
Office and Admin	1.09	0.38
Farm, Fishing, and Forestry	-	-
Construction and Extraction	-	-
Installation Maintenance and Repair	-	0.06
Production	-	-
Transportation and Material Moving	1.72	0.17
Very Low Households - Major Occupations	16.34	1.99
Very Low Households <sup>1</sup> - all other occupations	2.46	0.22
<b>Total Very Low Inc. Households<sup>1</sup></b>	<b>18.80</b>	<b>2.21</b>

**Notes**

<sup>1</sup> Includes households earning from 30% through 50% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 8 - TABLE 5

LOWER INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 HIGH-MARKET HOME SHARE  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	STR NEXUS SCENARIO	
	STR Visitor Spending	STR Home Share Household Revenue
<b>Step 5 &amp; 6 - Lower Income Households (50%-80% AMI) within Major Occupation Categories<sup>2</sup></b>		
Management	0.19	0.04
Business and Financial Operations	0.16	0.06
Computer and Mathematical	-	-
Architecture and Engineering	-	-
Life, Physical and Social Science	-	-
Community and Social Services	-	0.06
Legal	-	-
Education Training and Library	-	0.12
Arts, Design, Entertainment, Sports, & Media	-	-
Healthcare Practitioners and Technical	-	0.04
Healthcare Support	-	0.11
Protective Service	0.32	-
Food Preparation and Serving Related	6.48	0.39
Building Grounds and Maintenance	0.42	0.17
Personal Care and Service	0.76	0.21
Sales and Related	1.45	0.35
Office and Admin	1.22	0.49
Farm, Fishing, and Forestry	-	-
Construction and Extraction	-	-
Installation Maintenance and Repair	-	0.10
Production	-	-
Transportation and Material Moving	1.62	0.17
Lower Households - Major Occupations	12.62	2.30
Lower Households <sup>1</sup> - all other occupations	1.90	0.25
<b>Total Lower Inc. Households<sup>1</sup></b>	<b>14.53</b>	<b>2.55</b>

Notes

<sup>1</sup> Includes households earning from 50% through 80% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

**APPENDIX B - EXHIBIT 8 - TABLE 6**  
**IMPACT ANALYSIS SUMMARY / EMPLOYEE HOUSEHOLDS GENERATED**  
**HIGH-MARKET HOME SHARE**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

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**RESIDENTIAL UNIT DEMAND IMPACTS - PER 100 UNITS**

<b>Number of New Households<sup>1</sup></b>	<b>STR NEXUS SCENARIO</b>	
	<i><b>STR Visitor Spending</b></i>	<i><b>STR Home Share Household Revenue</b></i>
Under 30% AMI	6.1	0.9
30% to 50% AMI	13.8	2.2
50% to 80% AMI	14.5	2.5
Subtotal through 80% AMI	34.4	5.6
Over 80% AMI	9.1	3.1
<b>Total Employee Households</b>	<b>43.5</b>	<b>8.7</b>

**RESIDENTIAL UNIT DEMAND IMPACTS - PER EACH (1) UNIT**

<b>Number of New Households<sup>1</sup></b>	<b>STR NEXUS SCENARIO</b>	
	<i><b>STR Visitor Spending</b></i>	<i><b>STR Home Share Household Revenue</b></i>
Under 30% AMI	0.06	0.01
30% to 50% AMI	0.14	0.02
50% to 80% AMI	0.15	0.03
Subtotal through 80% AMI	0.34	0.06
Over 80% AMI	0.09	0.03
<b>Total Employee Households</b>	<b>0.44</b>	<b>0.09</b>

**Notes**

<sup>1</sup> Households of retail, education, healthcare and other workers that serve residents of new market rate units.

AMI = Area Median Income

APPENDIX B - EXHIBIT 8 - TABLE 7  
 SUPPORTED FEE / NEXUS SUMMARY  
 HIGH-MARKET HOME SHARE  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

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**TOTAL NEXUS COST PER UNIT**

<b>Household Income Level</b>	<b>Affordability Gap Per Unit</b>	<b>Nexus Cost Per Unit <sup>1</sup></b>		
		<b>STR NEXUS SCENARIO</b>		
		<b>STR Visitor Spending</b>	<b>STR Home Share Household</b>	<b>STR Total</b>
Under 30% AMI	\$241,000 <sup>2</sup>	\$14,700	\$2,100	\$16,800
30% to 50% AMI	\$177,000 <sup>2</sup>	\$24,400	\$3,900	\$28,300
50% to 80% AMI	\$209,000 <sup>2</sup>	\$30,400	\$5,300	\$35,700
<b>Total Supported Fee Per Unit</b>		<b>\$69,500</b>	<b>\$11,300</b>	<b>\$80,800</b>

Notes:

<sup>1</sup> Nexus cost per unit calculated by multiplying the affordable unit demand from Appendix B - Table 6 by the affordability

<sup>2</sup> Assumes affordable rental units. Affordability gaps represent the remaining affordability gap after tax credit financing. See affordability gap section for details.

APPENDIX B - EXHIBIT 9 - TABLE 1  
 IMPLAN MODEL OUTPUT / EMPLOYMENT GENERATED  
 MID-MARKET HOME SHARE  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	STR NEXUS SCENARIO		STR NEXUS SCENARIO STR Home Share Household Revenue 100 STRs	% of Jobs
	STR Visitor Spending	Revenue		
	100 STRs	100 STRs		
<b>Jobs Generated by Industry<sup>1</sup></b>				
Retail - Motor vehicle and parts dealers	0.1	0.0	0%	
Retail - Clothing and clothing accessories stores	1.0	0.2	2%	
Retail - Nonstore retailers	0.1	0.2	1%	
Retail - Miscellaneous store retailers	1.9	0.2	3%	
Retail - Building material and garden equipment and supplies stores	0.1	0.1	0%	
Retail - Health and personal care stores	0.6	0.1	1%	
Retail - Food and beverage stores	0.8	0.4	2%	
Retail - General merchandise stores	0.8	0.4	2%	
Personal care services	0.2	0.3	1%	
Other personal services	0.2	0.3	1%	
Subtotal Retail and Service	5.7	2.3	12%	
Offices of other health practitioners	0.1	0.2	1%	
Offices of physicians	0.3	0.5	1%	
Hospitals	0.2	0.3	1%	
Offices of dentists	0.1	0.2	0%	
Outpatient care centers	0.0	0.1	0%	
Home health care services	0.1	0.2	0%	
Nursing and community care facilities	0.1	0.2	1%	
Subtotal Healthcare	0.9	1.8	4%	
Limited-service restaurants	3.8	0.7	7%	
Full-service restaurants	12.4	0.8	20%	
All other food and drinking places	7.6	0.4	12%	
Individual and family services	0.3	0.5	1%	
Subtotal Restaurant	24.2	2.3	40%	
Elementary and secondary schools	0.0	0.1	0%	
Junior colleges, colleges, universities, and professional schools	0.2	0.3	1%	
Other educational services	0.2	0.2	1%	
Subtotal Education	0.3	0.6	1%	
Traveler Accommodation	0.0	0.0	0%	
Real estate	0.9	0.5	2%	
Wholesale trade	0.4	0.4	1%	
Other financial investment activities	0.2	0.4	1%	
Nondepository credit intermediation and related activities	0.2	0.1	0%	
Legal services	0.1	0.1	0%	
Religious organizations	0.1	0.2	1%	
Child day care services	0.0	0.1	0%	
Other local government enterprises	0.1	0.1	0%	
Private households	0.1	0.2	0%	
Employment services	0.4	0.2	1%	
Insurance agencies, brokerages, and related activities	0.3	0.2	1%	
Amusement parks and arcades	3.4	0.0	5%	
Museums, historical sites, zoos, and parks	2.5	0.0	4%	
Landscape and horticultural services	0.2	0.1	0%	
Other amusement and recreation industries	1.8	0.1	3%	
Transit and ground passenger transportation	5.1	0.1	8%	
Automotive repair and maintenance, except car washes	0.2	0.1	0%	
Services to buildings	0.4	0.2	1%	
All Other	4.4	3.8	12%	
<b>Total Number of Jobs Generated</b>	<b>51.8</b>	<b>14.0</b>	<b>100%</b>	

Notes

<sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units for Industries representing more than 1% of total employment. Employment estimates are based on the IMPLAN Group's economic model, IMPLAN, for San Diego County (uses 2016 IMPLAN data set, the most recent available as of May 2018). Includes both full- and part-time jobs. Direct STR jobs are reflected in the traveler accomodation industry

APPENDIX B - EXHIBIT 9 - TABLE 2  
 NET NEW HOUSEHOLDS AND OCCUPATION DISTRIBUTION  
 EMPLOYEE HOUSEHOLDS GENERATED  
 MID-MARKET HOME SHARE  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS	STR NEXUS SCENARIO	
	STR Visitor Spending	STR Home Share Household Revenue
Step 1 - Employees <sup>1</sup>	51.8	14.0
Step 2 - Adjustment for Changing Industries (6%) (2)	48.7	13.2
Step 3 - Adjustment for Number of Households (1.77) (3)	27.5	7.4
Step 4 - Occupation Distribution <sup>4</sup>		
Management Occupations	3.3%	4.5%
Business and Financial Operations	2.2%	5.3%
Computer and Mathematical	0.5%	1.5%
Architecture and Engineering	0.1%	0.4%
Life, Physical, and Social Science	0.1%	0.3%
Community and Social Services	0.3%	2.1%
Legal	0.2%	0.7%
Education, Training, and Library	1.2%	3.1%
Arts, Design, Entertainment, Sports, and Media	1.3%	1.8%
Healthcare Practitioners and Technical	1.5%	6.7%
Healthcare Support	0.6%	4.0%
Protective Service	2.2%	1.4%
Food Preparation and Serving Related	44.9%	13.9%
Building and Grounds Cleaning and Maint.	3.0%	5.3%
Personal Care and Service	5.5%	6.8%
Sales and Related	10.9%	13.1%
Office and Administrative Support	8.2%	16.8%
Farming, Fishing, and Forestry	0.1%	0.1%
Construction and Extraction	0.5%	1.1%
Installation, Maintenance, and Repair	2.0%	3.8%
Production	0.8%	1.6%
Transportation and Material Moving	10.7%	5.7%
<b>Totals</b>	<b>100.0%</b>	<b>100.0%</b>
Management Occupations	0.9	0.3
Business and Financial Operations	0.6	0.4
Computer and Mathematical	0.1	0.1
Architecture and Engineering	0.0	0.0
Life, Physical, and Social Science	0.0	0.0
Community and Social Services	0.1	0.2
Legal	0.1	0.1
Education, Training, and Library	0.3	0.2
Arts, Design, Entertainment, Sports, and Media	0.4	0.1
Healthcare Practitioners and Technical	0.4	0.5
Healthcare Support	0.2	0.3
Protective Service	0.6	0.1
Food Preparation and Serving Related	12.4	1.0
Building and Grounds Cleaning and Maint.	0.8	0.4
Personal Care and Service	1.5	0.5
Sales and Related	3.0	1.0
Office and Administrative Support	2.3	1.2
Farming, Fishing, and Forestry	0.0	0.0
Construction and Extraction	0.1	0.1
Installation, Maintenance, and Repair	0.6	0.3
Production	0.2	0.1
Transportation and Material Moving	<u>2.9</u>	<u>0.4</u>
<b>Totals</b>	<b>27.5</b>	<b>7.4</b>

Notes:

- <sup>1</sup> Estimated employment generated by expenditures of households within 100 prototypical market rate units from APPENDIX B - EXHIBIT 9 -
- <sup>2</sup> The 6% adjustment is based upon job losses in declining sectors of the local economy over the past 20 years. "Downsized" workers from declining sectors are assumed to fill a portion of new jobs in sectors serving residents.
- <sup>3</sup> Adjustment from number of workers to households using county-wide average of 1.77 workers per worker household derived from the U.S. Census American Community Survey 2011 to 2013.
- <sup>4</sup> See Appendix C for additional information on Major Occupation Categories.

APPENDIX B - EXHIBIT 9 - TABLE 3

EXTREMELY LOW-INCOME (ELI) EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED

MID-MARKET HOME SHARE

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

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PER 100 RESIDENTIAL / STR UNITS

	STR NEXUS SCENARIO	
	STR Visitor Spending	STR Home Share Household Revenue
<b>Step 5 &amp; 6 - Extremely Low Income Households (under 30% AMI) within Major Occupation Categories<sup>2</sup></b>		
Management	-	-
Business and Financial Operations	0.00	-
Computer and Mathematical	-	-
Architecture and Engineering	-	-
Life, Physical and Social Science	-	-
Community and Social Services	-	0.01
Legal	-	-
Education Training and Library	-	0.02
Arts, Design, Entertainment, Sports, & Media	-	-
Healthcare Practitioners and Technical	-	0.00
Healthcare Support	-	0.02
Protective Service	0.06	-
Food Preparation and Serving Related	2.29	0.20
Building Grounds and Maintenance	0.12	0.06
Personal Care and Service	0.30	0.09
Sales and Related	0.62	0.16
Office and Admin	0.12	0.06
Farm, Fishing, and Forestry	-	-
Construction and Extraction	-	-
Installation Maintenance and Repair	-	0.00
Production	-	-
Transportation and Material Moving	0.24	0.06
ELI Households - Major Occupations	3.73	0.68
ELI Households <sup>1</sup> - all other occupations	0.56	0.09
<b>Total ELI Households<sup>1</sup></b>	<b>4.30</b>	<b>0.77</b>

Notes

<sup>1</sup> Includes households earning from zero through 30% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

## APPENDIX B - EXHIBIT 9 - TABLE 4

VERY LOW-INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
MID-MARKET HOME SHARE  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

## PER 100 RESIDENTIAL / STR UNITS

	STR NEXUS SCENARIO	
	STR Visitor Spending	STR Home Share Household Revenue
<b>Step 5 &amp; 6 - Very Low Income Households (30%-50% AMI) within Major Occupation Categories<sup>2</sup></b>		
Management	0.02	0.00
Business and Financial Operations	0.02	0.01
Computer and Mathematical	-	-
Architecture and Engineering	-	-
Life, Physical and Social Science	-	-
Community and Social Services	-	0.03
Legal	-	-
Education Training and Library	-	0.04
Arts, Design, Entertainment, Sports, & Media	-	-
Healthcare Practitioners and Technical	-	0.01
Healthcare Support	-	0.10
Protective Service	0.19	-
Food Preparation and Serving Related	4.12	0.35
Building Grounds and Maintenance	0.29	0.14
Personal Care and Service	0.51	0.18
Sales and Related	1.01	0.30
Office and Admin	0.61	0.34
Farm, Fishing, and Forestry	-	-
Construction and Extraction	-	-
Installation Maintenance and Repair	-	0.06
Production	-	-
Transportation and Material Moving	0.90	0.14
Very Low Households - Major Occupations	7.68	1.68
Very Low Households <sup>1</sup> - all other occupations	1.16	0.23
<b>Total Very Low Inc. Households<sup>1</sup></b>	<b>8.83</b>	<b>1.91</b>

## Notes

<sup>1</sup> Includes households earning from 30% through 50% of San Diego County Area Median Income.<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

APPENDIX B - EXHIBIT 9 - TABLE 5

LOWER INCOME EMPLOYEE HOUSEHOLDS<sup>1</sup> GENERATED  
 MID-MARKET HOME SHARE  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

PER 100 RESIDENTIAL / STR UNITS

	STR NEXUS SCENARIO	
	STR Visitor Spending	STR Home Share Household Revenue
<b>Step 5 &amp; 6 - Lower Income Households (50%-80% AMI) within Major Occupation Categories<sup>2</sup></b>		
Management	0.12	0.03
Business and Financial Operations	0.10	0.06
Computer and Mathematical	-	-
Architecture and Engineering	-	-
Life, Physical and Social Science	-	-
Community and Social Services	-	0.05
Legal	-	-
Education Training and Library	-	0.07
Arts, Design, Entertainment, Sports, & Media	-	-
Healthcare Practitioners and Technical	-	0.04
Healthcare Support	-	0.10
Protective Service	0.20	-
Food Preparation and Serving Related	4.08	0.34
Building Grounds and Maintenance	0.27	0.13
Personal Care and Service	0.48	0.16
Sales and Related	0.92	0.30
Office and Admin	0.77	0.43
Farm, Fishing, and Forestry	-	-
Construction and Extraction	-	-
Installation Maintenance and Repair	-	0.09
Production	-	-
Transportation and Material Moving	1.03	0.14
Lower Households - Major Occupations	7.96	1.93
Lower Households <sup>1</sup> - all other occupations	1.20	0.26
<b>Total Lower Inc. Households<sup>1</sup></b>	<b>9.16</b>	<b>2.19</b>

Notes

<sup>1</sup> Includes households earning from 50% through 80% of San Diego County Area Median Income.

<sup>2</sup> See Appendix C for additional information on Major Occupation Categories. Note that the model places individual employees into households. Many households have multiple income sources and therefore household income is higher than the wages shown in Appendix C. The distribution of the number of workers per worker household and the distribution of household size are based on American Community Survey data.

**APPENDIX B - EXHIBIT 9 - TABLE 6**  
**IMPACT ANALYSIS SUMMARY / EMPLOYEE HOUSEHOLDS GENERATED**  
**MID-MARKET HOME SHARE**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

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**RESIDENTIAL UNIT DEMAND IMPACTS - PER 100 UNITS**

<b>Number of New Households<sup>1</sup></b>	<b>STR NEXUS SCENARIO</b>	
	<i><b>STR Visitor Spending</b></i>	<i><b>STR Home Share Household Revenue</b></i>
Under 30% AMI	4.3	0.8
30% to 50% AMI	8.8	1.9
50% to 80% AMI	9.2	2.2
Subtotal through 80% AMI	22.3	4.9
Over 80% AMI	5.2	2.6
<b>Total Employee Households</b>	<b>27.5</b>	<b>7.4</b>

**RESIDENTIAL UNIT DEMAND IMPACTS - PER EACH (1) UNIT**

<b>Number of New Households<sup>1</sup></b>	<b>STR NEXUS SCENARIO</b>	
	<i><b>STR Visitor Spending</b></i>	<i><b>STR Home Share Household Revenue</b></i>
Under 30% AMI	0.04	0.01
30% to 50% AMI	0.09	0.02
50% to 80% AMI	0.09	0.02
Subtotal through 80% AMI	0.22	0.05
Over 80% AMI	0.05	0.03
<b>Total Employee Households</b>	<b>0.28</b>	<b>0.07</b>

**Notes**

<sup>1</sup> Households of retail, education, healthcare and other workers that serve residents of new market rate units.

AMI = Area Median Income

APPENDIX B - EXHIBIT 9 - TABLE 7  
 SUPPORTED FEE / NEXUS SUMMARY  
 MID-MARKET HOME SHARE  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

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**TOTAL NEXUS COST PER UNIT**

<b>Household Income Level</b>	<b>Affordability Gap Per Unit</b>	<b>Nexus Cost Per Unit <sup>1</sup></b>		
		<b>STR NEXUS SCENARIO</b>		
		<b>STR Visitor Spending</b>	<b>STR Home Share Household</b>	<b>STR Total</b>
Under 30% AMI	\$241,000 <sup>2</sup>	\$10,400	\$1,800	\$12,200
30% to 50% AMI	\$177,000 <sup>2</sup>	\$15,600	\$3,400	\$19,000
50% to 80% AMI	\$209,000 <sup>2</sup>	\$19,100	\$4,600	\$23,700
<b>Total Supported Fee Per Unit</b>		<b>\$45,100</b>	<b>\$9,800</b>	<b>\$54,900</b>

Notes:

<sup>1</sup> Nexus cost per unit calculated by multiplying the affordable unit demand from Appendix B - Table 6 by the affordability

<sup>2</sup> Assumes affordable rental units. Affordability gaps represent the remaining affordability gap after tax credit financing. See affordability gap section for details.

## **APPENDIX C - Occupation and Compensation Analysis**

### **Short Term Rental Nexus Study**

**APPENDIX C - EXHIBIT 1 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO DOWNTOWN STR****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to Downtown STR****Major Occupations (2% or more)**

Management Occupations	3.6%
Food Preparation and Serving Related Occupations	39.3%
Building and Grounds Cleaning and Maintenance Occupations	9.1%
Personal Care and Service Occupations	4.8%
Sales and Related Occupations	9.5%
Office and Administrative Support Occupations	7.5%
Installation, Maintenance, and Repair Occupations	3.0%
Transportation and Material Moving Occupations	9.3%
All Other Worker Occupations - Services to Downtown STR	<u>14.0%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 1 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO DOWNTOWN STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	No. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation <sup>1</sup></b>	<b>Occupation Group <sup>2</sup></b>	<b>% of Total</b>
<b>Page 1 of 2</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	31.8%	1.1%
Financial Managers	\$145,700	3.8%	0.1%
Food Service Managers	\$58,900	16.6%	0.6%
Property, Real Estate, and Community Association Managers	\$70,400	25.1%	0.9%
All other Management Occupations (Avg. All Categories)	<u>\$95,500</u>	<u>22.7%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$95,500</b>	<b>100.0%</b>
			<b>3.6%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	2.7%
Cooks, Fast Food	\$24,200	3.8%	1.5%
Cooks, Restaurant	\$28,200	8.9%	3.5%
Food Preparation Workers	\$24,900	5.2%	2.0%
Bartenders	\$35,600	8.3%	3.2%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	25.6%	10.0%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.6%
Waiters and Waitresses	\$36,000	19.9%	7.8%
Dining Room and Cafeteria Attendants and Bartender Helpers	\$25,200	3.1%	1.2%
Dishwashers	\$23,400	4.0%	1.6%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,400</u>	<u>10.5%</u>	<u>4.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,400</b>	<b>100.0%</b>
			<b>39.3%</b>
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Housekeeping and Janitorial Workers	\$41,800	7.0%	0.6%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	13.6%	1.2%
Maids and Housekeeping Cleaners	\$26,700	66.0%	6.0%
Landscaping and Groundskeeping Workers	\$31,000	9.6%	0.9%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$28,700</u>	<u>3.8%</u>	<u>0.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$28,700</b>	<b>100.0%</b>
			<b>9.1%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	5.2%	0.2%
Nonfarm Animal Caretakers	\$33,100	8.5%	0.4%
Ushers, Lobby Attendants, and Ticket Takers	\$24,100	4.5%	0.2%
Amusement and Recreation Attendants	\$24,100	40.8%	1.9%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	3.2%	0.2%
Tour Guides and Escorts	\$29,400	9.2%	0.4%
Personal Care Aides	\$25,000	5.1%	0.2%
Fitness Trainers and Aerobics Instructors	\$46,200	9.5%	0.5%
Recreation Workers	\$29,600	4.2%	0.2%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,600</u>	<u>9.8%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,600</b>	<b>100.0%</b>
			<b>4.8%</b>

APPENDIX C - EXHIBIT 1 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO DOWNTOWN STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	No. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation <sup>1</sup></b>	<b>Occupation Group <sup>2</sup></b>	<b>% of Total Workers</b>
<b><i>Sales and Related Occupations</i></b>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	0.8%
Cashiers	\$24,600	36.3%	3.4%
Retail Salespersons	\$30,000	39.7%	3.8%
Sales Representatives, Services, All Other	\$59,400	3.3%	0.3%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$30,800</u>	<u>11.9%</u>	<u>1.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,800</b>	<b>100.0%</b>
			<b>9.5%</b>
<b><i>Office and Administrative Support Occupations</i></b>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	5.8%	0.4%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	8.4%	0.6%
Customer Service Representatives	\$39,100	12.3%	0.9%
Receptionists and Information Clerks	\$32,600	5.5%	0.4%
Dispatchers, Except Police, Fire, and Ambulance	\$40,700	4.8%	0.4%
Stock Clerks and Order Fillers	\$28,100	11.3%	0.8%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	9.7%	0.7%
Office Clerks, General	\$35,300	14.2%	1.1%
Office and Administrative Support Workers, All Other	\$29,800	4.1%	0.3%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$38,500</u>	<u>23.8%</u>	<u>1.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$38,500</b>	<b>100.0%</b>
			<b>7.5%</b>
<b><i>Installation, Maintenance, and Repair Occupations</i></b>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	4.7%	0.1%
Automotive Service Technicians and Mechanics	\$45,600	5.3%	0.2%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	9.1%	0.3%
Maintenance and Repair Workers, General	\$41,600	65.1%	1.9%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$44,500</u>	<u>15.7%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$44,500</b>	<b>100.0%</b>
			<b>3.0%</b>
<b><i>Transportation and Material Moving Occupations</i></b>			
Bus Drivers, Transit and Intercity	\$32,900	13.2%	1.2%
Bus Drivers, School or Special Client	\$39,100	40.0%	3.7%
Driver/Sales Workers	\$35,500	6.7%	0.6%
Light Truck or Delivery Services Drivers	\$35,200	4.0%	0.4%
Taxi Drivers and Chauffeurs	\$27,700	16.1%	1.5%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	5.3%	0.5%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$34,900</u>	<u>14.6%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,900</b>	<b>100.0%</b>
			<b>9.3%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 2 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO LA JOLLA STR****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to La Jolla Entire Home STR****Major Occupations (2% or more)**

Management Occupations	3.2%
Business and Financial Operations Occupations	2.0%
Food Preparation and Serving Related Occupations	41.3%
Building and Grounds Cleaning and Maintenance Occupations	6.1%
Personal Care and Service Occupations	5.0%
Sales and Related Occupations	10.0%
Office and Administrative Support Occupations	7.6%
Installation, Maintenance, and Repair Occupations	2.3%
Transportation and Material Moving Occupations	9.8%
All Other Worker Occupations - Services to La Jolla Entire Home STR	<u>12.7%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

**APPENDIX C - EXHIBIT 2 - TABLE 2**  
**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO LA JOLLA STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	% of Total		
	2017 Avg.	Occupation	Io. of Service
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers
<b>Page 1 of 3</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	38.1%	1.2%
Sales Managers	\$124,600	3.3%	0.1%
Financial Managers	\$145,700	4.5%	0.1%
Food Service Managers	\$58,900	19.9%	0.6%
Property, Real Estate, and Community Association Managers	\$70,400	10.4%	0.3%
All other Management Occupations (Avg. All Categories)	<u>\$103,200</u>	<u>23.9%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$103,200</b>	<b>100.0%</b>
			<b>3.2%</b>
<i>Business and Financial Operations Occupations</i>			
Human Resources Specialists	\$73,000	6.6%	0.1%
Management Analysts	\$90,200	5.8%	0.1%
Meeting, Convention, and Event Planners	\$54,900	6.4%	0.1%
Fundraisers	\$57,100	3.2%	0.1%
Training and Development Specialists	\$75,000	4.2%	0.1%
Market Research Analysts and Marketing Specialists	\$73,000	9.6%	0.2%
Business Operations Specialists, All Other	\$80,300	9.3%	0.2%
Accountants and Auditors	\$79,600	19.7%	0.4%
Financial Analysts	\$100,400	3.9%	0.1%
Personal Financial Advisors	\$137,400	3.9%	0.1%
Loan Officers	\$94,200	3.5%	0.1%
All Other Business and Financial Operations Occupations (Avg. All Categories)	<u>\$80,500</u>	<u>23.7%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$80,500</b>	<b>100.0%</b>
			<b>2.0%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	2.8%
Cooks, Fast Food	\$24,200	3.8%	1.6%
Cooks, Restaurant	\$28,200	8.9%	3.7%
Food Preparation Workers	\$24,900	5.2%	2.1%
Bartenders	\$35,600	8.3%	3.4%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	25.6%	10.5%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.7%
Waiters and Waitresses	\$36,000	19.9%	8.2%
Dining Room and Cafeteria Attendants and Bartender Helpers	\$25,200	3.1%	1.3%
Dishwashers	\$23,400	4.0%	1.6%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,400</u>	<u>10.5%</u>	<u>4.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,400</b>	<b>100.0%</b>
			<b>41.3%</b>
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Housekeeping and Janitorial Workers	\$41,800	4.4%	0.3%
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.1%	0.2%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	21.1%	1.3%
Maids and Housekeeping Cleaners	\$26,700	38.2%	2.3%
Landscaping and Groundskeeping Workers	\$31,000	29.1%	1.8%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$30,300</u>	<u>4.2%</u>	<u>0.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,300</b>	<b>100.0%</b>
			<b>6.1%</b>

**APPENDIX C - EXHIBIT 2 - TABLE 2**  
**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO LA JOLLA STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	Io. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation <sup>1</sup></b>	<b>Occupation Group <sup>2</sup></b>	<b>% of Total Workers</b>
<b>Page 2 of 3</b>			
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	5.2%	0.3%
Nonfarm Animal Caretakers	\$33,100	8.5%	0.4%
Ushers, Lobby Attendants, and Ticket Takers	\$24,100	4.5%	0.2%
Amusement and Recreation Attendants	\$24,100	40.8%	2.0%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	3.2%	0.2%
Tour Guides and Escorts	\$29,400	9.2%	0.5%
Personal Care Aides	\$25,000	5.1%	0.3%
Fitness Trainers and Aerobics Instructors	\$46,200	9.5%	0.5%
Recreation Workers	\$29,600	4.2%	0.2%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,600</u>	<u>9.8%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,600</b>	<b>100.0%</b>
			<b>5.0%</b>
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	0.9%
Cashiers	\$24,600	36.3%	3.6%
Retail Salespersons	\$30,000	39.7%	4.0%
Sales Representatives, Services, All Other	\$59,400	3.3%	0.3%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$30,800</u>	<u>11.9%</u>	<u>1.2%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,800</b>	<b>100.0%</b>
			<b>10.0%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	6.0%	0.5%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	8.6%	0.7%
Customer Service Representatives	\$39,100	12.6%	1.0%
Receptionists and Information Clerks	\$32,600	5.7%	0.4%
Dispatchers, Except Police, Fire, and Ambulance	\$40,700	4.9%	0.4%
Stock Clerks and Order Fillers	\$28,100	11.6%	0.9%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	10.0%	0.8%
Office Clerks, General	\$35,300	14.5%	1.1%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,000</u>	<u>26.2%</u>	<u>2.0%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$39,000</b>	<b>100.0%</b>
			<b>7.6%</b>
<i>Installation, Maintenance, and Repair Occupations</i>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	6.3%	0.1%
Automotive Service Technicians and Mechanics	\$45,600	7.2%	0.2%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	12.2%	0.3%
Maintenance and Repair Workers, General	\$41,600	53.2%	1.2%
Installation, Maintenance, and Repair Workers, All Other	\$38,200	3.1%	0.1%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$45,500</u>	<u>18.0%</u>	<u>0.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$45,500</b>	<b>100.0%</b>
			<b>2.3%</b>

APPENDIX C - EXHIBIT 2 - TABLE 2  
 AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO LA JOLLA STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	Io. of Service Workers
Bus Drivers, Transit and Intercity	\$32,900	13.2%	1.3%
Bus Drivers, School or Special Client	\$39,100	40.0%	3.9%
Driver/Sales Workers	\$35,500	6.7%	0.7%
Light Truck or Delivery Services Drivers	\$35,200	4.0%	0.4%
Taxi Drivers and Chauffeurs	\$27,700	16.1%	1.6%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	5.3%	0.5%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$34,900</u>	<u>14.6%</u>	<u>1.4%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$34,900</b>	<b>100.0%</b>	<b>9.8%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 3 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO MISSION BEACH STR****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to Mission Beach STR****Major Occupations (2% or more)**

Management Occupations	3.3%
Food Preparation and Serving Related Occupations	40.8%
Building and Grounds Cleaning and Maintenance Occupations	6.6%
Personal Care and Service Occupations	5.0%
Sales and Related Occupations	9.9%
Office and Administrative Support Occupations	7.6%
Installation, Maintenance, and Repair Occupations	2.6%
Transportation and Material Moving Occupations	9.7%
All Other Worker Occupations - Services to Mission Beach STR	<u>14.5%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 3 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO MISSION BEACH STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	No. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation <sup>1</sup></b>	<b>Occupation Group <sup>2</sup></b>	<b>% of Total Workers</b>
<b>Page 1 of 2</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	35.6%	1.2%
Sales Managers	\$124,600	3.0%	0.1%
Financial Managers	\$145,700	4.2%	0.1%
Food Service Managers	\$58,900	18.6%	0.6%
Property, Real Estate, and Community Association Managers	\$70,400	16.3%	0.5%
All other Management Occupations (Avg. All Categories)	<u>\$100,400</u>	<u>22.3%</u>	<u>0.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$100,400</b>	<b>100.0%</b>
			<b>3.3%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	2.8%
Cooks, Fast Food	\$24,200	3.8%	1.5%
Cooks, Restaurant	\$28,200	8.9%	3.6%
Food Preparation Workers	\$24,900	5.2%	2.1%
Bartenders	\$35,600	8.3%	3.4%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	25.6%	10.4%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.7%
Waiters and Waitresses	\$36,000	19.9%	8.1%
Dining Room and Cafeteria Attendants and Bartender Helpers	\$25,200	3.1%	1.3%
Dishwashers	\$23,400	4.0%	1.6%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,400</u>	<u>10.5%</u>	<u>4.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,400</b>	<b>100.0%</b>
			<b>40.8%</b>
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Housekeeping and Janitorial Workers	\$41,800	6.1%	0.4%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	19.4%	1.3%
Maids and Housekeeping Cleaners	\$26,700	55.4%	3.7%
Landscaping and Groundskeeping Workers	\$31,000	13.8%	0.9%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$28,900</u>	<u>5.4%</u>	<u>0.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$28,900</b>	<b>100.0%</b>
			<b>6.6%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	5.2%	0.3%
Nonfarm Animal Caretakers	\$33,100	8.5%	0.4%
Ushers, Lobby Attendants, and Ticket Takers	\$24,100	4.5%	0.2%
Amusement and Recreation Attendants	\$24,100	40.8%	2.0%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	3.2%	0.2%
Tour Guides and Escorts	\$29,400	9.2%	0.5%
Personal Care Aides	\$25,000	5.1%	0.3%
Fitness Trainers and Aerobics Instructors	\$46,200	9.5%	0.5%
Recreation Workers	\$29,600	4.2%	0.2%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,600</u>	<u>9.8%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,600</b>	<b>100.0%</b>
			<b>5.0%</b>

**APPENDIX C - EXHIBIT 3 - TABLE 2**

**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO MISSION BEACH STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	No. of Service Workers
<b>Sales and Related Occupations</b>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	0.9%
Cashiers	\$24,600	36.3%	3.6%
Retail Salespersons	\$30,000	39.7%	3.9%
Sales Representatives, Services, All Other	\$59,400	3.3%	0.3%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$30,800</u>	<u>11.9%</u>	<u>1.2%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,800</b>	<b>100.0%</b>
<b>Office and Administrative Support Occupations</b>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	5.9%	0.5%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	8.5%	0.6%
Customer Service Representatives	\$39,100	12.5%	1.0%
Receptionists and Information Clerks	\$32,600	5.6%	0.4%
Dispatchers, Except Police, Fire, and Ambulance	\$40,700	4.9%	0.4%
Stock Clerks and Order Fillers	\$28,100	11.5%	0.9%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	9.9%	0.8%
Office Clerks, General	\$35,300	14.4%	1.1%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,000</u>	<u>26.7%</u>	<u>2.0%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$39,000</b>	<b>100.0%</b>
<b>Installation, Maintenance, and Repair Occupations</b>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	5.7%	0.1%
Automotive Service Technicians and Mechanics	\$45,600	6.4%	0.2%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	10.9%	0.3%
Maintenance and Repair Workers, General	\$41,600	58.1%	1.5%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$45,200</u>	<u>18.9%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$45,200</b>	<b>100.0%</b>
<b>Transportation and Material Moving Occupations</b>			
Bus Drivers, Transit and Intercity	\$32,900	13.2%	1.3%
Bus Drivers, School or Special Client	\$39,100	40.0%	3.9%
Driver/Sales Workers	\$35,500	6.7%	0.7%
Light Truck or Delivery Services Drivers	\$35,200	4.0%	0.4%
Taxi Drivers and Chauffeurs	\$27,700	16.1%	1.6%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	5.3%	0.5%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$34,900</u>	<u>14.6%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,900</b>	<b>100.0%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 4 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO MISSION VALLEY STR****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to Mission Valley STR****Major Occupations (2% or more)**

Management Occupations	3.5%
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Food Preparation and Serving Related Occupations	39.6%
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Building and Grounds Cleaning and Maintenance Occupations	8.6%
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Personal Care and Service Occupations	4.8%
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Sales and Related Occupations	9.6%
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Office and Administrative Support Occupations	7.5%
---	------

Installation, Maintenance, and Repair Occupations	2.9%
---	------

Transportation and Material Moving Occupations	9.4%
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All Other Worker Occupations - Services to Mission Valley STR	<u>14.1%</u>
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<b>INDUSTRY TOTAL</b>	100.0%
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<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

**APPENDIX C - EXHIBIT 4 - TABLE 2**  
**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO MISSION VALLEY STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>			% of Total	% of Total
	2017 Avg.	Occupation	Io. of Service	
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers	
<b>Occupation <sup>3</sup></b>				
<b>Page 1 of 2</b>				
<i>Management Occupations</i>				
General and Operations Managers	\$128,400	33.4%	1.2%	
Financial Managers	\$145,700	3.9%	0.1%	
Food Service Managers	\$58,900	17.4%	0.6%	
Property, Real Estate, and Community Association Managers	\$70,400	21.5%	0.7%	
All other Management Occupations (Avg. All Categories)	<u>\$97,000</u>	<u>23.8%</u>	<u>0.8%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$97,000</b>	<b>100.0%</b>	<b>3.5%</b>
<i>Food Preparation and Serving Related Occupations</i>				
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	2.7%	
Cooks, Fast Food	\$24,200	3.8%	1.5%	
Cooks, Restaurant	\$28,200	8.9%	3.5%	
Food Preparation Workers	\$24,900	5.2%	2.1%	
Bartenders	\$35,600	8.3%	3.3%	
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	25.6%	10.1%	
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.6%	
Waiters and Waitresses	\$36,000	19.9%	7.9%	
Dining Room and Cafeteria Attendants and Bartender Helpers	\$25,200	3.1%	1.2%	
Dishwashers	\$23,400	4.0%	1.6%	
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,400</u>	<u>10.5%</u>	<u>4.2%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$29,400</b>	<b>100.0%</b>	<b>39.6%</b>
<i>Building and Grounds Cleaning and Maintenance Occupations</i>				
First-Line Supervisors of Housekeeping and Janitorial Workers	\$41,800	6.9%	0.6%	
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	14.5%	1.2%	
Maids and Housekeeping Cleaners	\$26,700	64.4%	5.5%	
Landscaping and Groundskeeping Workers	\$31,000	10.3%	0.9%	
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$28,700</u>	<u>4.0%</u>	<u>0.3%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$28,700</b>	<b>100.0%</b>	<b>8.6%</b>
<i>Personal Care and Service Occupations</i>				
First-Line Supervisors of Personal Service Workers	\$45,300	5.2%	0.2%	
Nonfarm Animal Caretakers	\$33,100	8.5%	0.4%	
Ushers, Lobby Attendants, and Ticket Takers	\$24,100	4.5%	0.2%	
Amusement and Recreation Attendants	\$24,100	40.8%	2.0%	
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	3.2%	0.2%	
Tour Guides and Escorts	\$29,400	9.2%	0.4%	
Personal Care Aides	\$25,000	5.1%	0.2%	
Fitness Trainers and Aerobics Instructors	\$46,200	9.5%	0.5%	
Recreation Workers	\$29,600	4.2%	0.2%	
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,600</u>	<u>9.8%</u>	<u>0.5%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$29,600</b>	<b>100.0%</b>	<b>4.8%</b>

**APPENDIX C - EXHIBIT 4 - TABLE 2**  
**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO MISSION VALLEY STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	No. of Service Workers
<b>Sales and Related Occupations</b>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	0.9%
Cashiers	\$24,600	36.3%	3.5%
Retail Salespersons	\$30,000	39.7%	3.8%
Sales Representatives, Services, All Other	\$59,400	3.3%	0.3%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$30,800</u>	<u>11.9%</u>	<u>1.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,800</b>	<b>100.0%</b>
<b>Office and Administrative Support Occupations</b>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	5.9%	0.4%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	8.4%	0.6%
Customer Service Representatives	\$39,100	12.4%	0.9%
Receptionists and Information Clerks	\$32,600	5.6%	0.4%
Dispatchers, Except Police, Fire, and Ambulance	\$40,700	4.8%	0.4%
Stock Clerks and Order Fillers	\$28,100	11.4%	0.9%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	9.8%	0.7%
Office Clerks, General	\$35,300	14.3%	1.1%
Office and Administrative Support Workers, All Other	\$29,800	3.5%	0.3%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$38,600</u>	<u>24.0%</u>	<u>1.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$38,600</b>	<b>100.0%</b>
<b>Installation, Maintenance, and Repair Occupations</b>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	4.9%	0.1%
Automotive Service Technicians and Mechanics	\$45,600	5.5%	0.2%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	9.4%	0.3%
Maintenance and Repair Workers, General	\$41,600	63.9%	1.8%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$44,600</u>	<u>16.3%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$44,600</b>	<b>100.0%</b>
<b>Transportation and Material Moving Occupations</b>			
Bus Drivers, Transit and Intercity	\$32,900	13.2%	1.2%
Bus Drivers, School or Special Client	\$39,100	40.0%	3.8%
Driver/Sales Workers	\$35,500	6.7%	0.6%
Light Truck or Delivery Services Drivers	\$35,200	4.0%	0.4%
Taxi Drivers and Chauffeurs	\$27,700	16.1%	1.5%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	5.3%	0.5%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$34,900</u>	<u>14.6%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,900</b>	<b>100.0%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 5 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO NORTH PARK STR****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

**Worker Occupation Distribution<sup>1</sup>**  
**Services to North Park Entire Home**  
**STR**

**Major Occupations (2% or more)**

Management Occupations	3.5%
Food Preparation and Serving Related Occupations	38.2%
Building and Grounds Cleaning and Maintenance Occupations	11.6%
Personal Care and Service Occupations	4.6%
Sales and Related Occupations	9.2%
Office and Administrative Support Occupations	7.3%
Installation, Maintenance, and Repair Occupations	3.0%
Transportation and Material Moving Occupations	9.1%
All Other Worker Occupations - Services to North Park Entire Home STR	<u>13.6%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 5 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO NORTH PARK STR

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg.	Occupation	Io. of Service
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers
<b>Occupation <sup>3</sup></b>			
<b>Page 1 of 2</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	32.1%	1.1%
Financial Managers	\$145,700	3.8%	0.1%
Food Service Managers	\$58,900	16.8%	0.6%
Property, Real Estate, and Community Association Managers	\$70,400	24.4%	0.8%
All other Management Occupations (Avg. All Categories)	<u>\$95,800</u>	<u>22.9%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$95,800</b>	<b>100.0%</b>
			<b>3.5%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	2.6%
Cooks, Fast Food	\$24,200	3.8%	1.4%
Cooks, Restaurant	\$28,200	8.9%	3.4%
Food Preparation Workers	\$24,900	5.2%	2.0%
Bartenders	\$35,600	8.3%	3.2%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	25.6%	9.8%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.6%
Waiters and Waitresses	\$36,000	19.9%	7.6%
Dining Room and Cafeteria Attendants and Bartender Helpers	\$25,200	3.1%	1.2%
Dishwashers	\$23,400	4.0%	1.5%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,400</u>	<u>10.5%</u>	<u>4.0%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,400</b>	<b>100.0%</b>
			<b>38.2%</b>
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Housekeeping and Janitorial Workers	\$41,800	5.9%	0.7%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	10.4%	1.2%
Maids and Housekeeping Cleaners	\$26,700	56.3%	6.5%
Landscaping and Groundskeeping Workers	\$31,000	23.0%	2.7%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$29,000</u>	<u>4.4%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,000</b>	<b>100.0%</b>
			<b>11.6%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	5.2%	0.2%
Nonfarm Animal Caretakers	\$33,100	8.5%	0.4%
Ushers, Lobby Attendants, and Ticket Takers	\$24,100	4.5%	0.2%
Amusement and Recreation Attendants	\$24,100	40.8%	1.9%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	3.2%	0.2%
Tour Guides and Escorts	\$29,400	9.2%	0.4%
Personal Care Aides	\$25,000	5.1%	0.2%
Fitness Trainers and Aerobics Instructors	\$46,200	9.5%	0.4%
Recreation Workers	\$29,600	4.2%	0.2%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,600</u>	<u>9.8%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,600</b>	<b>100.0%</b>
			<b>4.6%</b>

APPENDIX C - EXHIBIT 5 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO NORTH PARK STR

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	No. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation <sup>1</sup></b>	<b>Occupation Group <sup>2</sup></b>	<b>% of Total Workers</b>
<b><i>Page 2 of 2</i></b>			
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	0.8%
Cashiers	\$24,600	36.3%	3.3%
Retail Salespersons	\$30,000	39.7%	3.7%
Sales Representatives, Services, All Other	\$59,400	3.3%	0.3%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$30,800</u>	<u>11.9%</u>	<u>1.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,800</b>	<b>100.0%</b>
			<b>9.2%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	5.8%	0.4%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	8.3%	0.6%
Customer Service Representatives	\$39,100	12.2%	0.9%
Receptionists and Information Clerks	\$32,600	5.5%	0.4%
Dispatchers, Except Police, Fire, and Ambulance	\$40,700	4.8%	0.3%
Stock Clerks and Order Fillers	\$28,100	11.3%	0.8%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	9.7%	0.7%
Office Clerks, General	\$35,300	14.1%	1.0%
Office and Administrative Support Workers, All Other	\$29,800	4.6%	0.3%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$38,400</u>	<u>23.7%</u>	<u>1.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$38,400</b>	<b>100.0%</b>
			<b>7.3%</b>
<i>Installation, Maintenance, and Repair Occupations</i>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	4.5%	0.1%
Automotive Service Technicians and Mechanics	\$45,600	5.1%	0.2%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	8.7%	0.3%
Maintenance and Repair Workers, General	\$41,600	66.7%	2.0%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$44,300</u>	<u>15.0%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$44,300</b>	<b>100.0%</b>
			<b>3.0%</b>
<i>Transportation and Material Moving Occupations</i>			
Bus Drivers, Transit and Intercity	\$32,900	13.2%	1.2%
Bus Drivers, School or Special Client	\$39,100	40.0%	3.6%
Driver/Sales Workers	\$35,500	6.7%	0.6%
Light Truck or Delivery Services Drivers	\$35,200	4.0%	0.4%
Taxi Drivers and Chauffeurs	\$27,700	16.1%	1.5%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	5.3%	0.5%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$34,900</u>	<u>14.6%</u>	<u>1.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,900</b>	<b>100.0%</b>
			<b>9.1%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 6 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO PACIFIC BEACH STR****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to Pacific Beach STR****Major Occupations (2% or more)**

Management Occupations	3.2%
Food Preparation and Serving Related Occupations	40.0%
Building and Grounds Cleaning and Maintenance Occupations	8.4%
Personal Care and Service Occupations	4.9%
Sales and Related Occupations	9.7%
Office and Administrative Support Occupations	7.5%
Installation, Maintenance, and Repair Occupations	2.5%
Transportation and Material Moving Occupations	9.5%
All Other Worker Occupations - Services to Pacific Beach STR	<u>14.2%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

**APPENDIX C - EXHIBIT 6 - TABLE 2**  
**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO PACIFIC BEACH STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	No. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation <sup>1</sup></b>	<b>Occupation Group <sup>2</sup></b>	<b>% of Total Workers</b>
<b>Page 1 of 2</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	36.1%	1.2%
Sales Managers	\$124,600	3.1%	0.1%
Financial Managers	\$145,700	4.3%	0.1%
Food Service Managers	\$58,900	18.8%	0.6%
Property, Real Estate, and Community Association Managers	\$70,400	15.1%	0.5%
All other Management Occupations (Avg. All Categories)	<u>\$100,900</u>	<u>22.6%</u>	<u>0.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$100,900</b>	<b>100.0%</b>
			<b>3.2%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	2.7%
Cooks, Fast Food	\$24,200	3.8%	1.5%
Cooks, Restaurant	\$28,200	8.9%	3.6%
Food Preparation Workers	\$24,900	5.2%	2.1%
Bartenders	\$35,600	8.3%	3.3%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	25.6%	10.2%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.6%
Waiters and Waitresses	\$36,000	19.9%	7.9%
Dining Room and Cafeteria Attendants and Bartender Helpers	\$25,200	3.1%	1.2%
Dishwashers	\$23,400	4.0%	1.6%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,400</u>	<u>10.5%</u>	<u>4.2%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,400</b>	<b>100.0%</b>
			<b>40.0%</b>
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Housekeeping and Janitorial Workers	\$41,800	4.7%	0.4%
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.2%	0.3%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	14.9%	1.3%
Maids and Housekeeping Cleaners	\$26,700	43.0%	3.6%
Landscaping and Groundskeeping Workers	\$31,000	31.1%	2.6%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$30,200</u>	<u>2.9%</u>	<u>0.2%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,200</b>	<b>100.0%</b>
			<b>8.4%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	5.2%	0.3%
Nonfarm Animal Caretakers	\$33,100	8.5%	0.4%
Ushers, Lobby Attendants, and Ticket Takers	\$24,100	4.5%	0.2%
Amusement and Recreation Attendants	\$24,100	40.8%	2.0%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	3.2%	0.2%
Tour Guides and Escorts	\$29,400	9.2%	0.4%
Personal Care Aides	\$25,000	5.1%	0.2%
Fitness Trainers and Aerobics Instructors	\$46,200	9.5%	0.5%
Recreation Workers	\$29,600	4.2%	0.2%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,600</u>	<u>9.8%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,600</b>	<b>100.0%</b>
			<b>4.9%</b>

**APPENDIX C - EXHIBIT 6 - TABLE 2**  
**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO PACIFIC BEACH STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	No. of Service Workers
<b>Sales and Related Occupations</b>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	0.9%
Cashiers	\$24,600	36.3%	3.5%
Retail Salespersons	\$30,000	39.7%	3.8%
Sales Representatives, Services, All Other	\$59,400	3.3%	0.3%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$30,800</u>	<u>11.9%</u>	<u>1.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,800</b>	<b>100.0%</b>
<b>Office and Administrative Support Occupations</b>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	5.9%	0.4%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	8.5%	0.6%
Customer Service Representatives	\$39,100	12.5%	0.9%
Receptionists and Information Clerks	\$32,600	5.6%	0.4%
Dispatchers, Except Police, Fire, and Ambulance	\$40,700	4.9%	0.4%
Stock Clerks and Order Fillers	\$28,100	11.5%	0.9%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	9.9%	0.7%
Office Clerks, General	\$35,300	14.4%	1.1%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,000</u>	<u>26.9%</u>	<u>2.0%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$39,000</b>	<b>100.0%</b>
<b>Installation, Maintenance, and Repair Occupations</b>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	5.7%	0.1%
Automotive Service Technicians and Mechanics	\$45,600	6.4%	0.2%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	10.9%	0.3%
Maintenance and Repair Workers, General	\$41,600	58.2%	1.5%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$45,200</u>	<u>18.9%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$45,200</b>	<b>100.0%</b>
<b>Transportation and Material Moving Occupations</b>			
Bus Drivers, Transit and Intercity	\$32,900	13.2%	1.3%
Bus Drivers, School or Special Client	\$39,100	40.0%	3.8%
Driver/Sales Workers	\$35,500	6.7%	0.6%
Light Truck or Delivery Services Drivers	\$35,200	4.0%	0.4%
Taxi Drivers and Chauffeurs	\$27,700	16.1%	1.5%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	5.3%	0.5%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$34,900</u>	<u>14.6%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,900</b>	<b>100.0%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 7 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016**  
**SERVICES TO SOUTHEASTERN / ENCANTO STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA****Major Occupations (2% or more)****Worker Occupation Distribution<sup>1</sup>**  
**Services to Southeastern / Encanto**  
**STR**

Management Occupations	3.5%
Food Preparation and Serving Related Occupations	37.9%
Building and Grounds Cleaning and Maintenance Occupations	12.0%
Personal Care and Service Occupations	4.6%
Sales and Related Occupations	9.2%
Office and Administrative Support Occupations	7.3%
Installation, Maintenance, and Repair Occupations	3.1%
Transportation and Material Moving Occupations	9.0%
All Other Worker Occupations - Services to Southeastern / Encanto STR	<u>13.5%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 7 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO SOUTHEASTERN / ENCANTO STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation	% of Total	
		Occupation	Io. of Service
		Group <sup>1</sup>	Workers <sup>2</sup>
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation</b>	<b>Group <sup>1</sup></b>	<b>Workers <sup>2</sup></b>
<b>Page 1 of 2</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	31.7%	1.1%
Financial Managers	\$145,700	3.7%	0.1%
Food Service Managers	\$58,900	16.6%	0.6%
Property, Real Estate, and Community Association Managers	\$70,400	25.4%	0.9%
All other Management Occupations (Avg. All Categories)	<u>\$95,400</u>	<u>22.6%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$95,400</b>	<b>100.0%</b>
			<b>3.5%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	2.6%
Cooks, Fast Food	\$24,200	3.8%	1.4%
Cooks, Restaurant	\$28,200	8.9%	3.4%
Food Preparation Workers	\$24,900	5.2%	2.0%
Bartenders	\$35,600	8.3%	3.1%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	25.6%	9.7%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.6%
Waiters and Waitresses	\$36,000	19.9%	7.5%
Dining Room and Cafeteria Attendants and Bartender Helpers	\$25,200	3.1%	1.2%
Dishwashers	\$23,400	4.0%	1.5%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,400</u>	<u>10.5%</u>	<u>4.0%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,400</b>	<b>100.0%</b>
			<b>37.9%</b>
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Housekeeping and Janitorial Workers	\$41,800	6.0%	0.7%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	9.9%	1.2%
Maids and Housekeeping Cleaners	\$26,700	56.9%	6.8%
Landscaping and Groundskeeping Workers	\$31,000	22.9%	2.8%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$29,000</u>	<u>4.3%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,000</b>	<b>100.0%</b>
			<b>12.0%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	5.2%	0.2%
Nonfarm Animal Caretakers	\$33,100	8.5%	0.4%
Ushers, Lobby Attendants, and Ticket Takers	\$24,100	4.5%	0.2%
Amusement and Recreation Attendants	\$24,100	40.8%	1.9%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	3.2%	0.1%
Tour Guides and Escorts	\$29,400	9.2%	0.4%
Personal Care Aides	\$25,000	5.1%	0.2%
Fitness Trainers and Aerobics Instructors	\$46,200	9.5%	0.4%
Recreation Workers	\$29,600	4.2%	0.2%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,600</u>	<u>9.8%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,600</b>	<b>100.0%</b>
			<b>4.6%</b>

APPENDIX C - EXHIBIT 7 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO SOUTHEASTERN / ENCANTO STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	No. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation <sup>1</sup></b>	<b>Occupation Group <sup>2</sup></b>	<b>% of Total Workers</b>
<b><i>Page 2 of 2</i></b>			
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	0.8%
Cashiers	\$24,600	36.3%	3.3%
Retail Salespersons	\$30,000	39.7%	3.6%
Sales Representatives, Services, All Other	\$59,400	3.3%	0.3%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$30,800</u>	<u>11.9%</u>	<u>1.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,800</b>	<b>100.0%</b>
			<b>9.2%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	5.8%	0.4%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	8.3%	0.6%
Customer Service Representatives	\$39,100	12.2%	0.9%
Receptionists and Information Clerks	\$32,600	5.5%	0.4%
Dispatchers, Except Police, Fire, and Ambulance	\$40,700	4.8%	0.3%
Stock Clerks and Order Fillers	\$28,100	11.2%	0.8%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	9.6%	0.7%
Office Clerks, General	\$35,300	14.1%	1.0%
Office and Administrative Support Workers, All Other	\$29,800	4.9%	0.4%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$38,400</u>	<u>23.6%</u>	<u>1.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$38,400</b>	<b>100.0%</b>
			<b>7.3%</b>
<i>Installation, Maintenance, and Repair Occupations</i>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	4.4%	0.1%
Automotive Service Technicians and Mechanics	\$45,600	5.0%	0.2%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	8.4%	0.3%
Maintenance and Repair Workers, General	\$41,600	67.5%	2.1%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$44,300</u>	<u>14.7%</u>	<u>0.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$44,300</b>	<b>100.0%</b>
			<b>3.1%</b>
<i>Transportation and Material Moving Occupations</i>			
Bus Drivers, Transit and Intercity	\$32,900	13.2%	1.2%
Bus Drivers, School or Special Client	\$39,100	40.0%	3.6%
Driver/Sales Workers	\$35,500	6.7%	0.6%
Light Truck or Delivery Services Drivers	\$35,200	4.0%	0.4%
Taxi Drivers and Chauffeurs	\$27,700	16.1%	1.5%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	5.3%	0.5%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$34,900</u>	<u>14.6%</u>	<u>1.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,900</b>	<b>100.0%</b>
			<b>9.0%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 8 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016**  
**SERVICES TO HIGH-MARKET HOME SHARE STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to La Jolla Home Share STR****Major Occupations (2% or more)**

Management Occupations	3.1%
Business and Financial Operations Occupations	2.1%
Protective Service Occupations	2.1%
Food Preparation and Serving Related Occupations	43.0%
Building and Grounds Cleaning and Maintenance Occupations	2.9%
Personal Care and Service Occupations	5.2%
Sales and Related Occupations	10.4%
Office and Administrative Support Occupations	7.9%
Transportation and Material Moving Occupations	10.2%
All Other Worker Occupations - Services to La Jolla Home Share STR	<u>13.1%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 8 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO HIGH-MARKET HOME SHARE STR

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg.	Occupation	Io. of Service
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers
<b>Occupation <sup>3</sup></b>			
<b>Page 1 of 3</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	40.2%	1.3%
Sales Managers	\$124,600	3.4%	0.1%
Financial Managers	\$145,700	4.7%	0.1%
Food Service Managers	\$58,900	21.0%	0.7%
Property, Real Estate, and Community Association Managers	\$70,400	5.4%	0.2%
Managers, All Other	\$137,300	3.0%	0.1%
All other Management Occupations (Avg. All Categories)	<u>\$106,800</u>	<u>22.2%</u>	<u>0.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$106,800</b>	<b>100.0%</b>
			<b>3.1%</b>
<i>Business and Financial Operations Occupations</i>			
Human Resources Specialists	\$73,000	6.6%	0.1%
Management Analysts	\$90,200	5.8%	0.1%
Meeting, Convention, and Event Planners	\$54,900	6.4%	0.1%
Fundraisers	\$57,100	3.2%	0.1%
Training and Development Specialists	\$75,000	4.2%	0.1%
Market Research Analysts and Marketing Specialists	\$73,000	9.6%	0.2%
Business Operations Specialists, All Other	\$80,300	9.3%	0.2%
Accountants and Auditors	\$79,600	19.7%	0.4%
Financial Analysts	\$100,400	3.9%	0.1%
Personal Financial Advisors	\$137,400	3.9%	0.1%
Loan Officers	\$94,200	3.5%	0.1%
All Other Business and Financial Operations Occupations (Avg. All Categories)	<u>\$80,500</u>	<u>23.7%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$80,500</b>	<b>100.0%</b>
			<b>2.1%</b>
<i>Protective Service Occupations</i>			
Security Guards	\$31,700	47.0%	1.0%
Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	\$32,800	20.2%	0.4%
Protective Service Workers, All Other	\$41,300	26.0%	0.5%
All Other Protective Service Occupations (Avg. All Categories)	<u>\$34,600</u>	<u>6.8%</u>	<u>0.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,600</b>	<b>100.0%</b>
			<b>2.1%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	2.9%
Cooks, Fast Food	\$24,200	3.8%	1.6%
Cooks, Restaurant	\$28,200	8.9%	3.8%
Food Preparation Workers	\$24,900	5.2%	2.2%
Bartenders	\$35,600	8.3%	3.5%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.8%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.8%
Waiters and Waitresses	\$36,000	19.9%	8.5%
Dining Room and Cafeteria Attendants and Bartender Helpers	\$25,200	3.1%	1.3%
Dishwashers	\$23,400	4.0%	1.7%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$31,200</u>	<u>31.9%</u>	<u>13.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$31,200</b>	<b>100.0%</b>
			<b>43.0%</b>

Source: Bureau of Labor Statistics, IMPLAN

Prepared by: Keyser Marston Associates, Inc.

File name: SD STR Nexus\_6 9 18; Comp LJH; trb

APPENDIX C - EXHIBIT 8 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HIGH-MARKET HOME SHARE STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg.	% of Total	
		Occupation	Io. of Service Group <sup>2</sup> Workers
<b>Occupation <sup>3</sup></b>	<b>Compensation <sup>1</sup></b>	<b>Group <sup>2</sup></b>	<b>Workers</b>
<b>Page 2 of 3</b>			
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.7%	0.1%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	46.2%	1.3%
Maids and Housekeeping Cleaners	\$26,700	6.2%	0.2%
Landscaping and Groundskeeping Workers	\$31,000	32.8%	1.0%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$31,000</u>	<u>11.1%</u>	<u>0.3%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$31,000</b>	<b>100.0%</b>	<b>2.9%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	5.2%	0.3%
Nonfarm Animal Caretakers	\$33,100	8.5%	0.4%
Ushers, Lobby Attendants, and Ticket Takers	\$24,100	4.5%	0.2%
Amusement and Recreation Attendants	\$24,100	40.8%	2.1%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	3.2%	0.2%
Tour Guides and Escorts	\$29,400	9.2%	0.5%
Personal Care Aides	\$25,000	5.1%	0.3%
Fitness Trainers and Aerobics Instructors	\$46,200	9.5%	0.5%
Recreation Workers	\$29,600	4.2%	0.2%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,600</u>	<u>9.8%</u>	<u>0.5%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$29,600</b>	<b>100.0%</b>	<b>5.2%</b>
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	0.9%
Cashiers	\$24,600	36.3%	3.8%
Retail Salespersons	\$30,000	39.7%	4.1%
Sales Representatives, Services, All Other	\$59,400	3.3%	0.3%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$30,800</u>	<u>11.9%</u>	<u>1.2%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$30,800</b>	<b>100.0%</b>	<b>10.4%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	6.1%	0.5%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	8.7%	0.7%
Customer Service Representatives	\$39,100	12.8%	1.0%
Receptionists and Information Clerks	\$32,600	5.7%	0.5%
Dispatchers, Except Police, Fire, and Ambulance	\$40,700	5.0%	0.4%
Stock Clerks and Order Fillers	\$28,100	11.8%	0.9%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	10.1%	0.8%
Office Clerks, General	\$35,300	14.7%	1.2%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,000</u>	<u>25.2%</u>	<u>2.0%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$39,000</b>	<b>100.0%</b>	<b>7.9%</b>

APPENDIX C - EXHIBIT 8 - TABLE 2  
 AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HIGH-MARKET HOME SHARE STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	Io. of Service Workers
Bus Drivers, Transit and Intercity	\$32,900	13.2%	1.3%
Bus Drivers, School or Special Client	\$39,100	40.0%	4.1%
Driver/Sales Workers	\$35,500	6.7%	0.7%
Light Truck or Delivery Services Drivers	\$35,200	4.0%	0.4%
Taxi Drivers and Chauffeurs	\$27,700	16.1%	1.6%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	5.3%	0.5%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	\$34,900	14.6%	1.5%
<b>Weighted Mean Annual Wage</b>	<b>\$63,200</b>	<b>100.0%</b>	<b>10.2%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 9 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016**  
**SERVICES TO MID-MARKET HOME SHARE STR**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<b>Worker Occupation Distribution<sup>1</sup></b>
<b>Services to North Park Home Share</b>
<b>STR</b>

**Major Occupations (2% or more)**

Management Occupations	3.1%
Business and Financial Operations Occupations	2.1%
Protective Service Occupations	2.1%
Food Preparation and Serving Related Occupations	43.0%
Building and Grounds Cleaning and Maintenance Occupations	2.9%
Personal Care and Service Occupations	5.2%
Sales and Related Occupations	10.4%
Office and Administrative Support Occupations	7.9%
Transportation and Material Moving Occupations	10.2%
All Other Worker Occupations - Services to North Park Home Share STR	<u>13.1%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

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<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 9 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO MID-MARKET HOME SHARE STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg.	Occupation	Io. of Service
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers
<b>Occupation <sup>3</sup></b>			
<b>Page 1 of 3</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	40.2%	1.3%
Sales Managers	\$124,600	3.4%	0.1%
Financial Managers	\$145,700	4.7%	0.1%
Food Service Managers	\$58,900	21.0%	0.7%
Property, Real Estate, and Community Association Managers	\$70,400	5.4%	0.2%
Managers, All Other	\$137,300	3.0%	0.1%
All other Management Occupations (Avg. All Categories)	<u>\$106,800</u>	<u>22.2%</u>	<u>0.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$106,800</b>	<b>100.0%</b>
			<b>3.1%</b>
<i>Business and Financial Operations Occupations</i>			
Human Resources Specialists	\$73,000	6.6%	0.1%
Management Analysts	\$90,200	5.8%	0.1%
Meeting, Convention, and Event Planners	\$54,900	6.4%	0.1%
Fundraisers	\$57,100	3.2%	0.1%
Training and Development Specialists	\$75,000	4.2%	0.1%
Market Research Analysts and Marketing Specialists	\$73,000	9.6%	0.2%
Business Operations Specialists, All Other	\$80,300	9.3%	0.2%
Accountants and Auditors	\$79,600	19.7%	0.4%
Financial Analysts	\$100,400	3.9%	0.1%
Personal Financial Advisors	\$137,400	3.9%	0.1%
Loan Officers	\$94,200	3.5%	0.1%
All Other Business and Financial Operations Occupations (Avg. All Categories)	<u>\$80,500</u>	<u>23.7%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$80,500</b>	<b>100.0%</b>
			<b>2.1%</b>
<i>Protective Service Occupations</i>			
Security Guards	\$31,700	47.0%	1.0%
Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	\$32,800	20.2%	0.4%
Protective Service Workers, All Other	\$41,300	26.0%	0.5%
All Other Protective Service Occupations (Avg. All Categories)	<u>\$34,600</u>	<u>6.8%</u>	<u>0.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,600</b>	<b>100.0%</b>
			<b>2.1%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	2.9%
Cooks, Fast Food	\$24,200	3.8%	1.6%
Cooks, Restaurant	\$28,200	8.9%	3.8%
Food Preparation Workers	\$24,900	5.2%	2.2%
Bartenders	\$35,600	8.3%	3.5%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	25.6%	11.0%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	4.1%	1.8%
Waiters and Waitresses	\$36,000	19.9%	8.5%
Dining Room and Cafeteria Attendants and Bartender Helpers	\$25,200	3.1%	1.3%
Dishwashers	\$23,400	4.0%	1.7%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,400</u>	<u>10.5%</u>	<u>4.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,400</b>	<b>100.0%</b>
			<b>43.0%</b>

Source: Bureau of Labor Statistics, IMPLAN  
 Prepared by: Keyser Marston Associates, Inc.  
 File name: SD STR Nexus\_6 9 18; Comp NPH; trb  
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APPENDIX C - EXHIBIT 9 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO MID-MARKET HOME SHARE STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation	% of Total	
		Occupation Group <sup>1</sup>	Io. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation</b>	<b>Occupation Group <sup>1</sup></b>	<b>Io. of Service Workers</b>
<b>Page 2 of 3</b>			
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.7%	0.1%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	46.2%	1.3%
Maids and Housekeeping Cleaners	\$26,700	6.2%	0.2%
Landscaping and Groundskeeping Workers	\$31,000	32.8%	1.0%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$31,000</u>	<u>11.1%</u>	<u>0.3%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$31,000</b>	<b>100.0%</b>	<b>2.9%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	5.2%	0.3%
Nonfarm Animal Caretakers	\$33,100	8.5%	0.4%
Ushers, Lobby Attendants, and Ticket Takers	\$24,100	4.5%	0.2%
Amusement and Recreation Attendants	\$24,100	40.8%	2.1%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	3.2%	0.2%
Tour Guides and Escorts	\$29,400	9.2%	0.5%
Personal Care Aides	\$25,000	5.1%	0.3%
Fitness Trainers and Aerobics Instructors	\$46,200	9.5%	0.5%
Recreation Workers	\$29,600	4.2%	0.2%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,600</u>	<u>9.8%</u>	<u>0.5%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$29,600</b>	<b>100.0%</b>	<b>5.2%</b>
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	0.9%
Cashiers	\$24,600	36.3%	3.8%
Retail Salespersons	\$30,000	39.7%	4.1%
Sales Representatives, Services, All Other	\$59,400	3.3%	0.3%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$30,800</u>	<u>11.9%</u>	<u>1.2%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$30,800</b>	<b>100.0%</b>	<b>10.4%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	6.1%	0.5%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	8.7%	0.7%
Customer Service Representatives	\$39,100	12.8%	1.0%
Receptionists and Information Clerks	\$32,600	5.7%	0.5%
Dispatchers, Except Police, Fire, and Ambulance	\$40,700	5.0%	0.4%
Stock Clerks and Order Fillers	\$28,100	11.8%	0.9%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	10.1%	0.8%
Office Clerks, General	\$35,300	14.7%	1.2%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,000</u>	<u>25.2%</u>	<u>2.0%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$39,000</b>	<b>100.0%</b>	<b>7.9%</b>

APPENDIX C - EXHIBIT 9 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO MID-MARKET HOME SHARE STR  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	Io. of Service Workers
Bus Drivers, Transit and Intercity	\$32,900	13.2%	1.3%
Bus Drivers, School or Special Client	\$39,100	40.0%	4.1%
Driver/Sales Workers	\$35,500	6.7%	0.7%
Light Truck or Delivery Services Drivers	\$35,200	4.0%	0.4%
Taxi Drivers and Chauffeurs	\$27,700	16.1%	1.6%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	5.3%	0.5%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	\$34,900	14.6%	1.5%
<b>Weighted Mean Annual Wage</b>	<b>\$40,000</b>	<b>100.0%</b>	<b>10.2%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 10 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO HOUSEHOLDS EARNING \$30 TO \$40K, RESIDENT SERVICES****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to Households Earning  
\$30,000 to \$40,000****Major Occupations (2% or more)**

Management Occupations	4.5%
Business and Financial Operations Occupations	5.1%
Community and Social Service Occupations	2.2%
Education, Training, and Library Occupations	2.5%
Healthcare Practitioners and Technical Occupations	6.5%
Healthcare Support Occupations	4.9%
Food Preparation and Serving Related Occupations	11.9%
Building and Grounds Cleaning and Maintenance Occupations	5.1%
Personal Care and Service Occupations	6.8%
Sales and Related Occupations	12.9%
Office and Administrative Support Occupations	16.2%
Installation, Maintenance, and Repair Occupations	4.1%
Transportation and Material Moving Occupations	5.4%
All Other Worker Occupations - Services to Households Earning \$30,000 to \$40,000	<u>11.9%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 10 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$30,000 TO \$40,000  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	Compensation <sup>1</sup>	% of Total	
		2017 Avg. Occupation Group <sup>2</sup>	Io. of Service Workers
<b>Page 1 of 4</b>			
<i>Management Occupations</i>			
Chief Executives	\$228,300	3.0%	0.1%
General and Operations Managers	\$128,400	34.6%	1.6%
Sales Managers	\$124,600	4.5%	0.2%
Administrative Services Managers	\$97,300	3.6%	0.2%
Financial Managers	\$145,700	9.0%	0.4%
Food Service Managers	\$58,900	4.0%	0.2%
Medical and Health Services Managers	\$117,100	5.5%	0.2%
Property, Real Estate, and Community Association Managers	\$70,400	11.3%	0.5%
Social and Community Service Managers	\$72,700	3.5%	0.2%
Managers, All Other	\$137,300	3.6%	0.2%
All other Management Occupations (Avg. All Categories)	<u>\$118,400</u>	<u>17.5%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$118,400</b>	<b>100.0%</b>
<i>Business and Financial Operations Occupations</i>			
Claims Adjusters, Examiners, and Investigators	\$68,500	3.9%	0.2%
Human Resources Specialists	\$73,000	5.2%	0.3%
Management Analysts	\$90,200	5.9%	0.3%
Training and Development Specialists	\$75,000	3.2%	0.2%
Market Research Analysts and Marketing Specialists	\$73,000	7.6%	0.4%
Business Operations Specialists, All Other	\$80,300	9.0%	0.5%
Accountants and Auditors	\$79,600	17.9%	0.9%
Financial Analysts	\$100,400	8.0%	0.4%
Personal Financial Advisors	\$137,400	10.9%	0.6%
Loan Officers	\$94,200	4.6%	0.2%
All Other Business and Financial Operations Occupations (Avg. All Categories)	<u>\$89,900</u>	<u>23.9%</u>	<u>1.2%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$89,900</b>	<b>100.0%</b>
<i>Community and Social Service Occupations</i>			
Substance Abuse and Behavioral Disorder Counselors	\$41,400	4.3%	0.1%
Educational, Guidance, School, and Vocational Counselors	\$65,700	4.2%	0.1%
Mental Health Counselors	\$42,900	7.5%	0.2%
Rehabilitation Counselors	\$34,300	4.8%	0.1%
Child, Family, and School Social Workers	\$54,800	11.1%	0.2%
Healthcare Social Workers	\$72,300	6.4%	0.1%
Mental Health and Substance Abuse Social Workers	\$52,100	5.2%	0.1%
Social and Human Service Assistants	\$39,100	19.4%	0.4%
Community and Social Service Specialists, All Other	\$50,100	3.7%	0.1%
Clergy	\$52,200	12.6%	0.3%
Directors, Religious Activities and Education	\$45,600	7.8%	0.2%
All Other Community and Social Service Occupations (Avg. All Categories)	<u>\$48,700</u>	<u>13.1%</u>	<u>0.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$48,700</b>	<b>100.0%</b>

APPENDIX C - EXHIBIT 10 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$30,000 TO \$40,000  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	Workers
<b>Page 2 of 4</b>			
<i>Education, Training, and Library Occupations</i>			
Vocational Education Teachers, Postsecondary	\$67,200	3.9%	0.1%
Preschool Teachers, Except Special Education	\$33,000	15.1%	0.4%
Elementary School Teachers, Except Special Education	\$73,000	5.3%	0.1%
Secondary School Teachers, Except Special and Career/Technical Education	\$73,700	3.1%	0.1%
Self-Enrichment Education Teachers	\$56,600	14.3%	0.4%
Teachers and Instructors, All Other, Except Substitute Teachers	\$59,100	7.9%	0.2%
Substitute Teachers	\$38,600	3.2%	0.1%
Teacher Assistants	\$32,700	13.5%	0.3%
All Other Education, Training, and Library Occupations (Avg. All Categories)	<u>\$48,500</u>	<u>33.6%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$48,500</b>	<b>100.0%</b>
<i>Healthcare Practitioners and Technical Occupations</i>			
Pharmacists	\$130,600	3.6%	0.2%
Physicians and Surgeons, All Other	\$242,000	3.9%	0.3%
Physical Therapists	\$94,800	3.3%	0.2%
Registered Nurses	\$93,600	24.9%	1.6%
Dental Hygienists	\$88,400	5.1%	0.3%
Pharmacy Technicians	\$36,600	5.1%	0.3%
Licensed Practical and Licensed Vocational Nurses	\$55,100	12.7%	0.8%
All Other Healthcare Practitioners and Technical Occupations (Avg. All Categories)	<u>\$92,000</u>	<u>41.4%</u>	<u>2.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$92,000</b>	<b>100.0%</b>
<i>Healthcare Support Occupations</i>			
Home Health Aides	\$29,300	17.8%	0.9%
Nursing Assistants	\$33,000	39.9%	1.9%
Massage Therapists	\$40,900	4.1%	0.2%
Dental Assistants	\$42,700	10.6%	0.5%
Medical Assistants	\$38,200	13.7%	0.7%
All Other Healthcare Support Occupations (Avg. All Categories)	<u>\$34,600</u>	<u>13.8%</u>	<u>0.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,600</b>	<b>100.0%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.8%	0.8%
Cooks, Fast Food	\$24,200	3.7%	0.4%
Cooks, Institution and Cafeteria	\$31,700	3.5%	0.4%
Cooks, Restaurant	\$28,200	8.5%	1.0%
Food Preparation Workers	\$24,900	6.8%	0.8%
Bartenders	\$35,600	6.5%	0.8%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	25.2%	3.0%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	3.4%	0.4%
Waiters and Waitresses	\$36,000	18.7%	2.2%
Dishwashers	\$23,400	4.0%	0.5%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,500</u>	<u>12.8%</u>	<u>1.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,500</b>	<b>100.0%</b>
			<b>11.9%</b>

Source: Bureau of Labor Statistics, IMPLAN

Prepared by: Keyser Marston Associates, Inc.

File name: SD STR Nexus\_6 9 18; Comp 30-40; trb

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APPENDIX C - EXHIBIT 10 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO HOUSEHOLDS EARNING \$30,000 TO \$40,000

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg. Compensation <sup>1</sup>	Occupation Group <sup>2</sup>	Io. of Service Workers
<b>Page 3 of 4</b>			
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.5%	0.2%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	43.6%	2.2%
Maids and Housekeeping Cleaners	\$26,700	12.5%	0.6%
Landscaping and Groundskeeping Workers	\$31,000	31.9%	1.6%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$30,700</u>	<u>8.5%</u>	<u>0.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,700</b>	<b>100.0%</b>
			<b>5.1%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	4.1%	0.3%
Nonfarm Animal Caretakers	\$33,100	8.4%	0.6%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	15.6%	1.1%
Manicurists and Pedicurists	\$22,500	4.2%	0.3%
Childcare Workers	\$27,900	7.8%	0.5%
Personal Care Aides	\$25,000	33.6%	2.3%
Fitness Trainers and Aerobics Instructors	\$46,200	5.6%	0.4%
Recreation Workers	\$29,600	5.2%	0.4%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,900</u>	<u>15.5%</u>	<u>1.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,900</b>	<b>100.0%</b>
			<b>6.8%</b>
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.7%	1.1%
Cashiers	\$24,600	24.3%	3.1%
Counter and Rental Clerks	\$32,300	5.5%	0.7%
Retail Salespersons	\$30,000	34.4%	4.4%
Securities, Commodities, and Financial Services Sales Agents	\$67,100	3.5%	0.4%
Sales Representatives, Services, All Other	\$59,400	4.8%	0.6%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Proc	\$63,300	4.5%	0.6%
Real Estate Sales Agents	\$42,500	3.4%	0.4%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$35,700</u>	<u>10.9%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$35,700</b>	<b>100.0%</b>
			<b>12.9%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	6.6%	1.1%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	7.7%	1.2%
Customer Service Representatives	\$39,100	12.0%	1.9%
Receptionists and Information Clerks	\$32,600	8.2%	1.3%
Stock Clerks and Order Fillers	\$28,100	9.7%	1.6%
Medical Secretaries	\$40,900	3.5%	0.6%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	11.9%	1.9%
Office Clerks, General	\$35,300	14.3%	2.3%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,200</u>	<u>26.1%</u>	<u>4.2%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$39,200</b>	<b>100.0%</b>
			<b>16.2%</b>

Source: Bureau of Labor Statistics, IMPLAN

Prepared by: Keyser Marston Associates, Inc.

File name: SD STR Nexus\_6 9 18; Comp 30-40; trb

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## APPENDIX C - EXHIBIT 10 - TABLE 2

**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO HOUSEHOLDS EARNING \$30,000 TO \$40,000**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation	Io. of Service Group <sup>2</sup>
		Workers	
<b>Page 4 of 4</b>			
<i>Installation, Maintenance, and Repair Occupations</i>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	7.9%	0.3%
Telecommunications Equipment Installers and Repairers, Except Line Installers	\$54,000	3.3%	0.1%
Automotive Body and Related Repairers	\$44,500	5.9%	0.2%
Automotive Service Technicians and Mechanics	\$45,600	18.1%	0.7%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	3.5%	0.1%
Maintenance and Repair Workers, General	\$41,600	36.8%	1.5%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$46,700</u>	<u>24.6%</u>	<u>1.0%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$46,700</b>	<b>100.0%</b>	<b>4.1%</b>
<i>Transportation and Material Moving Occupations</i>			
Bus Drivers, School or Special Client	\$39,100	5.8%	0.3%
Driver/Sales Workers	\$35,500	6.6%	0.4%
Heavy and Tractor-Trailer Truck Drivers	\$42,800	11.3%	0.6%
Light Truck or Delivery Services Drivers	\$35,200	10.0%	0.5%
Taxi Drivers and Chauffeurs	\$27,700	4.0%	0.2%
Parking Lot Attendants	\$25,100	10.0%	0.5%
Cleaners of Vehicles and Equipment	\$25,400	8.0%	0.4%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	19.4%	1.0%
Packers and Packagers, Hand	\$27,200	6.4%	0.3%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$32,000</u>	<u>18.5%</u>	<u>1.0%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$32,000</b>	<b>100.0%</b>	<b>5.4%</b>
			88.1%

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 11 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO HOUSEHOLDS EARNING \$50 TO \$70K, RESIDENT SERVICES****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to Households Earning  
\$50,000 to \$70,000****Major Occupations (2% or more)**

Management Occupations	4.5%
Business and Financial Operations Occupations	5.1%
Community and Social Service Occupations	2.1%
Education, Training, and Library Occupations	2.7%
Healthcare Practitioners and Technical Occupations	6.5%
Healthcare Support Occupations	3.5%
Food Preparation and Serving Related Occupations	13.0%
Building and Grounds Cleaning and Maintenance Occupations	5.1%
Personal Care and Service Occupations	6.1%
Sales and Related Occupations	13.3%
Office and Administrative Support Occupations	16.6%
Installation, Maintenance, and Repair Occupations	4.1%
Transportation and Material Moving Occupations	5.7%
All Other Worker Occupations - Services to Households Earning \$50,000 to \$70,000	<u>11.9%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 11 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$50,000 TO \$70,000  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation	Io. of Service
		Group <sup>2</sup>	Workers
<b>Page 1 of 4</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	35.3%	1.6%
Sales Managers	\$124,600	4.7%	0.2%
Administrative Services Managers	\$97,300	3.5%	0.2%
Financial Managers	\$145,700	8.9%	0.4%
Food Service Managers	\$58,900	4.3%	0.2%
Medical and Health Services Managers	\$117,100	5.0%	0.2%
Property, Real Estate, and Community Association Managers	\$70,400	10.5%	0.5%
Social and Community Service Managers	\$72,700	3.1%	0.1%
Managers, All Other	\$137,300	3.7%	0.2%
All other Management Occupations (Avg. All Categories)	<u>\$114,700</u>	<u>20.9%</u>	<u>0.9%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$114,700</b>	<b>100.0%</b>
<i>Business and Financial Operations Occupations</i>			
Claims Adjusters, Examiners, and Investigators	\$68,500	4.1%	0.2%
Human Resources Specialists	\$73,000	5.1%	0.3%
Management Analysts	\$90,200	6.0%	0.3%
Training and Development Specialists	\$75,000	3.3%	0.2%
Market Research Analysts and Marketing Specialists	\$73,000	7.6%	0.4%
Business Operations Specialists, All Other	\$80,300	9.3%	0.5%
Accountants and Auditors	\$79,600	17.9%	0.9%
Financial Analysts	\$100,400	7.6%	0.4%
Personal Financial Advisors	\$137,400	10.3%	0.5%
Loan Officers	\$94,200	4.7%	0.2%
All Other Business and Financial Operations Occupations (Avg. All Categories)	<u>\$89,400</u>	<u>24.2%</u>	<u>1.2%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$89,400</b>	<b>100.0%</b>
<i>Community and Social Service Occupations</i>			
Substance Abuse and Behavioral Disorder Counselors	\$41,400	4.1%	0.1%
Educational, Guidance, School, and Vocational Counselors	\$65,700	4.9%	0.1%
Mental Health Counselors	\$42,900	7.6%	0.2%
Rehabilitation Counselors	\$34,300	4.6%	0.1%
Child, Family, and School Social Workers	\$54,800	11.0%	0.2%
Healthcare Social Workers	\$72,300	5.8%	0.1%
Mental Health and Substance Abuse Social Workers	\$52,100	5.3%	0.1%
Social and Human Service Assistants	\$39,100	18.3%	0.4%
Community and Social Service Specialists, All Other	\$50,100	3.7%	0.1%
Clergy	\$52,200	12.9%	0.3%
Directors, Religious Activities and Education	\$45,600	8.0%	0.2%
All Other Community and Social Service Occupations (Avg. All Categories)	<u>\$48,800</u>	<u>13.7%</u>	<u>0.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$48,800</b>	<b>100.0%</b>

Source: Bureau of Labor Statistics, IMPLAN

Prepared by: Keyser Marston Associates, Inc.

File name: SD STR Nexus\_6 9 18; Comp 50-70; trb

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APPENDIX C - EXHIBIT 11 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$50,000 TO \$70,000  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	Compensation <sup>1</sup>	% of Total	
		2017 Avg. Occupation Group <sup>2</sup>	Io. of Service Workers
<b>Page 2 of 4</b>			
<i>Education, Training, and Library Occupations</i>			
Vocational Education Teachers, Postsecondary	\$67,200	4.7%	0.1%
Preschool Teachers, Except Special Education	\$33,000	13.3%	0.4%
Elementary School Teachers, Except Special Education	\$73,000	4.3%	0.1%
Self-Enrichment Education Teachers	\$56,600	15.5%	0.4%
Teachers and Instructors, All Other, Except Substitute Teachers	\$59,100	8.9%	0.2%
Teacher Assistants	\$32,700	12.1%	0.3%
All Other Education, Training, and Library Occupations (Avg. All Categories)	<u>\$48,700</u>	<u>41.3%</u>	<u>1.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$48,700</b>	<b>100.0%</b>
<i>Healthcare Practitioners and Technical Occupations</i>			
Pharmacists	\$130,600	3.9%	0.3%
Physicians and Surgeons, All Other	\$242,000	4.7%	0.3%
Physical Therapists	\$94,800	3.6%	0.2%
Registered Nurses	\$93,600	24.4%	1.6%
Dental Hygienists	\$88,400	4.9%	0.3%
Pharmacy Technicians	\$36,600	5.5%	0.4%
Licensed Practical and Licensed Vocational Nurses	\$55,100	6.7%	0.4%
All Other Healthcare Practitioners and Technical Occupations (Avg. All Categories)	<u>\$98,200</u>	<u>46.4%</u>	<u>3.0%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$98,200</b>	<b>100.0%</b>
<i>Healthcare Support Occupations</i>			
Home Health Aides	\$29,300	19.1%	0.7%
Nursing Assistants	\$33,000	19.6%	0.7%
Massage Therapists	\$40,900	6.0%	0.2%
Dental Assistants	\$42,700	14.1%	0.5%
Medical Assistants	\$38,200	21.2%	0.8%
Veterinary Assistants and Laboratory Animal Caretakers	\$31,200	4.1%	0.1%
All Other Healthcare Support Occupations (Avg. All Categories)	<u>\$35,600</u>	<u>15.9%</u>	<u>0.6%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$35,600</b>	<b>100.0%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.9%	0.9%
Cooks, Fast Food	\$24,200	3.9%	0.5%
Cooks, Restaurant	\$28,200	9.0%	1.2%
Food Preparation Workers	\$24,900	6.4%	0.8%
Bartenders	\$35,600	6.8%	0.9%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	26.2%	3.4%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	3.6%	0.5%
Waiters and Waitresses	\$36,000	19.6%	2.5%
Dishwashers	\$23,400	3.9%	0.5%
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	\$24,000	3.0%	0.4%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,200</u>	<u>10.5%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,200</b>	<b>100.0%</b>
			<b>13.0%</b>

Source: Bureau of Labor Statistics, IMPLAN

Prepared by: Keyser Marston Associates, Inc.

File name: SD STR Nexus\_6 9 18; Comp 50-70; trb

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APPENDIX C - EXHIBIT 11 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$50,000 TO \$70,000  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	Compensation <sup>1</sup>	% of Total	
		2017 Avg. Occupation	lo. of Service Group <sup>2</sup> Workers
<b>Page 3 of 4</b>			
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.7%	0.2%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	44.8%	2.3%
Maids and Housekeeping Cleaners	\$26,700	9.1%	0.5%
Landscaping and Groundskeeping Workers	\$31,000	33.7%	1.7%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$30,900</u>	<u>8.6%</u>	<u>0.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,900</b>	<b>100.0%</b>
			<b>5.1%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	4.1%	0.2%
Nonfarm Animal Caretakers	\$33,100	9.8%	0.6%
Amusement and Recreation Attendants	\$24,100	3.2%	0.2%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	17.4%	1.1%
Manicurists and Pedicurists	\$22,500	4.7%	0.3%
Childcare Workers	\$27,900	8.2%	0.5%
Personal Care Aides	\$25,000	29.9%	1.8%
Fitness Trainers and Aerobics Instructors	\$46,200	5.9%	0.4%
Recreation Workers	\$29,600	4.3%	0.3%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$29,900</u>	<u>12.4%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,900</b>	<b>100.0%</b>
			<b>6.1%</b>
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.7%	1.2%
Cashiers	\$24,600	24.8%	3.3%
Counter and Rental Clerks	\$32,300	5.2%	0.7%
Retail Salespersons	\$30,000	34.9%	4.6%
Insurance Sales Agents	\$84,200	3.1%	0.4%
Securities, Commodities, and Financial Services Sales Agents	\$67,100	3.2%	0.4%
Sales Representatives, Services, All Other	\$59,400	4.8%	0.6%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Proc	\$63,300	4.5%	0.6%
Real Estate Sales Agents	\$42,500	3.1%	0.4%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$37,200</u>	<u>7.6%</u>	<u>1.0%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$37,200</b>	<b>100.0%</b>
			<b>13.3%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	6.6%	1.1%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	7.5%	1.2%
Customer Service Representatives	\$39,100	12.2%	2.0%
Receptionists and Information Clerks	\$32,600	8.1%	1.3%
Stock Clerks and Order Fillers	\$28,100	9.9%	1.6%
Medical Secretaries	\$40,900	3.8%	0.6%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	11.6%	1.9%
Office Clerks, General	\$35,300	14.2%	2.4%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,200</u>	<u>26.1%</u>	<u>4.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$39,200</b>	<b>100.0%</b>
			<b>16.6%</b>

Source: Bureau of Labor Statistics, IMPLAN

Prepared by: Keyser Marston Associates, Inc.

File name: SD STR Nexus\_6 9 18; Comp 50-70; trb

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## APPENDIX C - EXHIBIT 11 - TABLE 2

**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO HOUSEHOLDS EARNING \$50,000 TO \$70,000**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation	Io. of Service Group <sup>2</sup>
		Workers	
<b>Page 4 of 4</b>			
<i>Installation, Maintenance, and Repair Occupations</i>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	7.8%	0.3%
Telecommunications Equipment Installers and Repairers, Except Line Installers	\$54,000	3.4%	0.1%
Automotive Body and Related Repairers	\$44,500	6.5%	0.3%
Automotive Service Technicians and Mechanics	\$45,600	19.6%	0.8%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	3.7%	0.2%
Maintenance and Repair Workers, General	\$41,600	33.6%	1.4%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$46,900</u>	<u>25.4%</u>	<u>1.0%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$46,900</b>	<b>100.0%</b>	<b>4.1%</b>
<i>Transportation and Material Moving Occupations</i>			
Bus Drivers, School or Special Client	\$39,100	5.9%	0.3%
Driver/Sales Workers	\$35,500	6.8%	0.4%
Heavy and Tractor-Trailer Truck Drivers	\$42,800	11.3%	0.6%
Light Truck or Delivery Services Drivers	\$35,200	10.0%	0.6%
Taxi Drivers and Chauffeurs	\$27,700	3.9%	0.2%
Parking Lot Attendants	\$25,100	9.8%	0.6%
Cleaners of Vehicles and Equipment	\$25,400	8.2%	0.5%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	19.2%	1.1%
Packers and Packagers, Hand	\$27,200	6.3%	0.4%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$32,000</u>	<u>18.6%</u>	<u>1.0%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$32,000</b>	<b>100.0%</b>	<b>5.7%</b>
			<b>88.1%</b>

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 12 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO HOUSEHOLDS EARNING \$70 TO \$100K, RESIDENT SERVICES****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to Households Earning  
\$70,000 to \$100,000****Major Occupations (2% or more)**

Management Occupations	4.4%
Business and Financial Operations Occupations	5.3%
Community and Social Service Occupations	2.0%
Education, Training, and Library Occupations	2.6%
Healthcare Practitioners and Technical Occupations	6.5%
Healthcare Support Occupations	3.7%
Food Preparation and Serving Related Occupations	13.7%
Building and Grounds Cleaning and Maintenance Occupations	5.0%
Personal Care and Service Occupations	6.2%
Sales and Related Occupations	12.9%
Office and Administrative Support Occupations	16.5%
Installation, Maintenance, and Repair Occupations	3.7%
Transportation and Material Moving Occupations	5.5%
All Other Worker Occupations - Services to Households Earning \$70,000 to \$100,000	<u>11.8%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 12 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$70,000 TO \$100,000  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg. Compensation <sup>1</sup>	Occupation Group <sup>2</sup>	Io. of Service Workers
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers
<b>Page 1 of 4</b>			
<i>Management Occupations</i>			
Chief Executives	\$228,300	3.0%	0.1%
General and Operations Managers	\$128,400	35.3%	1.6%
Sales Managers	\$124,600	4.6%	0.2%
Administrative Services Managers	\$97,300	3.6%	0.2%
Financial Managers	\$145,700	9.7%	0.4%
Food Service Managers	\$58,900	4.7%	0.2%
Medical and Health Services Managers	\$117,100	5.3%	0.2%
Property, Real Estate, and Community Association Managers	\$70,400	9.2%	0.4%
Social and Community Service Managers	\$72,700	3.1%	0.1%
Managers, All Other	\$137,300	3.7%	0.2%
All other Management Occupations (Avg. All Categories)	<u>\$119,700</u>	<u>17.9%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$119,700</b>	<b>100.0%</b>
			<b>4.4%</b>
<i>Business and Financial Operations Occupations</i>			
Claims Adjusters, Examiners, and Investigators	\$68,500	4.2%	0.2%
Human Resources Specialists	\$73,000	4.9%	0.3%
Management Analysts	\$90,200	5.9%	0.3%
Market Research Analysts and Marketing Specialists	\$73,000	7.2%	0.4%
Business Operations Specialists, All Other	\$80,300	8.7%	0.5%
Accountants and Auditors	\$79,600	17.4%	0.9%
Financial Analysts	\$100,400	8.5%	0.4%
Personal Financial Advisors	\$137,400	11.9%	0.6%
Loan Officers	\$94,200	5.0%	0.3%
All Other Business and Financial Operations Occupations (Avg. All Categories)	<u>\$91,500</u>	<u>26.6%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$91,500</b>	<b>100.0%</b>
			<b>5.3%</b>
<i>Community and Social Service Occupations</i>			
Substance Abuse and Behavioral Disorder Counselors	\$41,400	4.3%	0.1%
Educational, Guidance, School, and Vocational Counselors	\$65,700	4.8%	0.1%
Mental Health Counselors	\$42,900	7.9%	0.2%
Rehabilitation Counselors	\$34,300	4.7%	0.1%
Child, Family, and School Social Workers	\$54,800	11.2%	0.2%
Healthcare Social Workers	\$72,300	6.0%	0.1%
Mental Health and Substance Abuse Social Workers	\$52,100	5.4%	0.1%
Social and Human Service Assistants	\$39,100	18.6%	0.4%
Community and Social Service Specialists, All Other	\$50,100	3.7%	0.1%
Clergy	\$52,200	12.3%	0.2%
Directors, Religious Activities and Education	\$45,600	7.6%	0.2%
All Other Community and Social Service Occupations (Avg. All Categories)	<u>\$48,800</u>	<u>13.6%</u>	<u>0.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$48,800</b>	<b>100.0%</b>
			<b>2.0%</b>

Source: Bureau of Labor Statistics, IMPLAN

Prepared by: Keyser Marston Associates, Inc.

File name: SD STR Nexus\_6 9 18; Comp 70-100; trb

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APPENDIX C - EXHIBIT 12 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$70,000 TO \$100,000  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	% of Total	
		Occupation	lo. of Service Group <sup>2</sup>	
<b>Page 2 of 4</b>				
<i>Education, Training, and Library Occupations</i>				
Vocational Education Teachers, Postsecondary	\$67,200	4.0%	0.1%	
Preschool Teachers, Except Special Education	\$33,000	14.1%	0.4%	
Elementary School Teachers, Except Special Education	\$73,000	5.1%	0.1%	
Secondary School Teachers, Except Special and Career/Technical Education	\$73,700	3.1%	0.1%	
Self-Enrichment Education Teachers	\$56,600	13.7%	0.4%	
Teachers and Instructors, All Other, Except Substitute Teachers	\$59,100	7.9%	0.2%	
Substitute Teachers	\$38,600	3.1%	0.1%	
Teacher Assistants	\$32,700	12.8%	0.3%	
All Other Education, Training, and Library Occupations (Avg. All Categories)	<u>\$48,800</u>	<u>36.3%</u>	<u>1.0%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$48,800</b>	<b>100.0%</b>	
<i>Healthcare Practitioners and Technical Occupations</i>				
Pharmacists	\$130,600	3.8%	0.2%	
Physicians and Surgeons, All Other	\$242,000	4.8%	0.3%	
Physical Therapists	\$94,800	3.5%	0.2%	
Registered Nurses	\$93,600	24.8%	1.6%	
Dental Hygienists	\$88,400	4.4%	0.3%	
Pharmacy Technicians	\$36,600	5.3%	0.3%	
Licensed Practical and Licensed Vocational Nurses	\$55,100	7.6%	0.5%	
All Other Healthcare Practitioners and Technical Occupations (Avg. All Categories)	<u>\$97,900</u>	<u>45.9%</u>	<u>3.0%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$97,900</b>	<b>100.0%</b>	
<i>Healthcare Support Occupations</i>				
Home Health Aides	\$29,300	17.7%	0.7%	
Nursing Assistants	\$33,000	24.4%	0.9%	
Massage Therapists	\$40,900	5.8%	0.2%	
Dental Assistants	\$42,700	12.1%	0.5%	
Medical Assistants	\$38,200	20.8%	0.8%	
Veterinary Assistants and Laboratory Animal Caretakers	\$31,200	3.7%	0.1%	
All Other Healthcare Support Occupations (Avg. All Categories)	<u>\$35,400</u>	<u>15.4%</u>	<u>0.6%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$35,400</b>	<b>100.0%</b>	
<i>Food Preparation and Serving Related Occupations</i>				
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.9%	0.9%	
Cooks, Fast Food	\$24,200	3.9%	0.5%	
Cooks, Restaurant	\$28,200	9.0%	1.2%	
Food Preparation Workers	\$24,900	6.3%	0.9%	
Bartenders	\$35,600	6.8%	0.9%	
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	26.1%	3.6%	
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	3.5%	0.5%	
Waiters and Waitresses	\$36,000	19.6%	2.7%	
Dishwashers	\$23,400	3.9%	0.5%	
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	\$24,000	3.0%	0.4%	
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,200</u>	<u>10.8%</u>	<u>1.5%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$29,200</b>	<b>100.0%</b>	
			<b>13.7%</b>	

Source: Bureau of Labor Statistics, IMPLAN

Prepared by: Keyser Marston Associates, Inc.

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**APPENDIX C - EXHIBIT 12 - TABLE 2**

**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO HOUSEHOLDS EARNING \$70,000 TO \$100,000**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	Compensation <sup>1</sup>	% of Total	
		2017 Avg. Occupation	lo. of Service Group <sup>2</sup> Workers
<b>Page 3 of 4</b>			
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.8%	0.2%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	44.3%	2.2%
Maids and Housekeeping Cleaners	\$26,700	9.5%	0.5%
Landscaping and Groundskeeping Workers	\$31,000	33.7%	1.7%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$30,900</u>	<u>8.7%</u>	<u>0.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,900</b>	<b>100.0%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	4.1%	0.3%
Nonfarm Animal Caretakers	\$33,100	9.6%	0.6%
Amusement and Recreation Attendants	\$24,100	3.5%	0.2%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	17.4%	1.1%
Manicurists and Pedicurists	\$22,500	4.7%	0.3%
Childcare Workers	\$27,900	8.4%	0.5%
Personal Care Aides	\$25,000	29.4%	1.8%
Fitness Trainers and Aerobics Instructors	\$46,200	6.2%	0.4%
Recreation Workers	\$29,600	4.4%	0.3%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$30,000</u>	<u>12.2%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,000</b>	<b>100.0%</b>
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.7%	1.1%
Cashiers	\$24,600	25.0%	3.2%
Counter and Rental Clerks	\$32,300	4.8%	0.6%
Retail Salespersons	\$30,000	34.8%	4.5%
Insurance Sales Agents	\$84,200	3.3%	0.4%
Securities, Commodities, and Financial Services Sales Agents	\$67,100	4.0%	0.5%
Sales Representatives, Services, All Other	\$59,400	4.7%	0.6%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Proc	\$63,300	4.4%	0.6%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$37,300</u>	<u>10.2%</u>	<u>1.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$37,300</b>	<b>100.0%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	6.7%	1.1%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	7.4%	1.2%
Customer Service Representatives	\$39,100	12.1%	2.0%
Receptionists and Information Clerks	\$32,600	8.1%	1.3%
Stock Clerks and Order Fillers	\$28,100	9.6%	1.6%
Medical Secretaries	\$40,900	3.8%	0.6%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	11.5%	1.9%
Office Clerks, General	\$35,300	14.0%	2.3%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,200</u>	<u>26.8%</u>	<u>4.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$39,200</b>	<b>100.0%</b>
			<b>16.5%</b>

## APPENDIX C - EXHIBIT 12 - TABLE 2

**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO HOUSEHOLDS EARNING \$70,000 TO \$100,000**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation	Io. of Service Group <sup>2</sup>
		Workers	
<b>Page 4 of 4</b>			
<i>Installation, Maintenance, and Repair Occupations</i>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	7.8%	0.3%
Telecommunications Equipment Installers and Repairers, Except Line Installers	\$54,000	3.1%	0.1%
Automotive Body and Related Repairers	\$44,500	6.3%	0.2%
Automotive Service Technicians and Mechanics	\$45,600	19.4%	0.7%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	3.8%	0.1%
Maintenance and Repair Workers, General	\$41,600	33.2%	1.2%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$46,900</u>	<u>26.4%</u>	<u>1.0%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$46,900</b>	<b>100.0%</b>	<b>3.7%</b>
<i>Transportation and Material Moving Occupations</i>			
Bus Drivers, School or Special Client	\$39,100	5.9%	0.3%
Driver/Sales Workers	\$35,500	7.1%	0.4%
Heavy and Tractor-Trailer Truck Drivers	\$42,800	11.3%	0.6%
Light Truck or Delivery Services Drivers	\$35,200	10.0%	0.6%
Taxi Drivers and Chauffeurs	\$27,700	3.9%	0.2%
Parking Lot Attendants	\$25,100	10.3%	0.6%
Cleaners of Vehicles and Equipment	\$25,400	7.7%	0.4%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	19.2%	1.0%
Packers and Packagers, Hand	\$27,200	6.3%	0.3%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$32,000</u>	<u>18.3%</u>	<u>1.0%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$32,000</b>	<b>100.0%</b>	<b>5.5%</b>
			88.2%

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 13 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO HOUSEHOLDS EARNING \$100 - \$150K, RESIDENT SERVICES****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to Households Earning  
\$100,000 to \$150,000****Major Occupations (2% or more)**

Management Occupations	4.4%
Business and Financial Operations Occupations	5.2%
Community and Social Service Occupations	2.0%
Education, Training, and Library Occupations	3.0%
Healthcare Practitioners and Technical Occupations	6.5%
Healthcare Support Occupations	3.8%
Food Preparation and Serving Related Occupations	13.5%
Building and Grounds Cleaning and Maintenance Occupations	5.1%
Personal Care and Service Occupations	6.5%
Sales and Related Occupations	12.7%
Office and Administrative Support Occupations	16.2%
Installation, Maintenance, and Repair Occupations	3.6%
Transportation and Material Moving Occupations	5.5%
All Other Worker Occupations - Services to Households Earning \$100,000 to \$150,000	<u>11.9%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 13 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO HOUSEHOLDS EARNING \$100,000 TO \$150,000

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg.	Occupation	lo. of Service
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers
<b>Occupation<sup>3</sup></b>			
<b>Page 1 of 4</b>			
<i>Management Occupations</i>			
Chief Executives	\$228,300	3.1%	0.1%
General and Operations Managers	\$128,400	35.6%	1.6%
Sales Managers	\$124,600	4.6%	0.2%
Administrative Services Managers	\$97,300	3.6%	0.2%
Financial Managers	\$145,700	9.4%	0.4%
Food Service Managers	\$58,900	4.6%	0.2%
Medical and Health Services Managers	\$117,100	5.3%	0.2%
Property, Real Estate, and Community Association Managers	\$70,400	8.0%	0.4%
Social and Community Service Managers	\$72,700	3.1%	0.1%
Managers, All Other	\$137,300	3.7%	0.2%
All other Management Occupations (Avg. All Categories)	<u>\$120,400</u>	<u>18.8%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$120,400</b>	<b>100.0%</b>
			<b>4.4%</b>
<i>Business and Financial Operations Occupations</i>			
Claims Adjusters, Examiners, and Investigators	\$68,500	4.1%	0.2%
Human Resources Specialists	\$73,000	5.0%	0.3%
Management Analysts	\$90,200	5.9%	0.3%
Training and Development Specialists	\$75,000	3.1%	0.2%
Market Research Analysts and Marketing Specialists	\$73,000	7.3%	0.4%
Business Operations Specialists, All Other	\$80,300	8.9%	0.5%
Accountants and Auditors	\$79,600	17.5%	0.9%
Financial Analysts	\$100,400	8.2%	0.4%
Personal Financial Advisors	\$137,400	11.3%	0.6%
Loan Officers	\$94,200	5.0%	0.3%
All Other Business and Financial Operations Occupations (Avg. All Categories)	<u>\$90,400</u>	<u>23.7%</u>	<u>1.2%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$90,400</b>	<b>100.0%</b>
			<b>5.2%</b>
<i>Community and Social Service Occupations</i>			
Substance Abuse and Behavioral Disorder Counselors	\$41,400	4.3%	0.1%
Educational, Guidance, School, and Vocational Counselors	\$65,700	5.4%	0.1%
Mental Health Counselors	\$42,900	7.8%	0.2%
Rehabilitation Counselors	\$34,300	4.7%	0.1%
Child, Family, and School Social Workers	\$54,800	11.3%	0.2%
Healthcare Social Workers	\$72,300	6.3%	0.1%
Mental Health and Substance Abuse Social Workers	\$52,100	5.4%	0.1%
Social and Human Service Assistants	\$39,100	18.5%	0.4%
Community and Social Service Specialists, All Other	\$50,100	3.7%	0.1%
Clergy	\$52,200	11.9%	0.2%
Directors, Religious Activities and Education	\$45,600	7.3%	0.1%
All Other Community and Social Service Occupations (Avg. All Categories)	<u>\$49,100</u>	<u>13.6%</u>	<u>0.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$49,100</b>	<b>100.0%</b>
			<b>2.0%</b>

APPENDIX C - EXHIBIT 13 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO HOUSEHOLDS EARNING \$100,000 TO \$150,000

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg.	Occupation	lo. of Service
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers
<b>Page 2 of 4</b>			
<i>Education, Training, and Library Occupations</i>			
Health Specialties Teachers, Postsecondary	\$114,300	3.0%	0.1%
Vocational Education Teachers, Postsecondary	\$67,200	3.9%	0.1%
Postsecondary Teachers, All Other	\$77,800	3.2%	0.1%
Preschool Teachers, Except Special Education	\$33,000	12.9%	0.4%
Elementary School Teachers, Except Special Education	\$73,000	5.3%	0.2%
Secondary School Teachers, Except Special and Career/Technical Education	\$73,700	3.4%	0.1%
Self-Enrichment Education Teachers	\$56,600	12.6%	0.4%
Teachers and Instructors, All Other, Except Substitute Teachers	\$59,100	7.5%	0.2%
Substitute Teachers	\$38,600	3.1%	0.1%
Teacher Assistants	\$32,700	12.4%	0.4%
All Other Education, Training, and Library Occupations (Avg. All Categories)	<u>\$53,500</u>	<u>32.5%</u>	<u>1.0%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$53,500</b>	<b>100.0%</b>
			<b>3.0%</b>
<i>Healthcare Practitioners and Technical Occupations</i>			
Pharmacists	\$130,600	3.7%	0.2%
Physicians and Surgeons, All Other	\$242,000	4.6%	0.3%
Physical Therapists	\$94,800	3.7%	0.2%
Registered Nurses	\$93,600	24.8%	1.6%
Dental Hygienists	\$88,400	4.3%	0.3%
Pharmacy Technicians	\$36,600	5.3%	0.3%
Licensed Practical and Licensed Vocational Nurses	\$55,100	8.0%	0.5%
All Other Healthcare Practitioners and Technical Occupations (Avg. All Categories)	<u>\$97,100</u>	<u>45.7%</u>	<u>2.9%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$97,100</b>	<b>100.0%</b>
			<b>6.5%</b>
<i>Healthcare Support Occupations</i>			
Home Health Aides	\$29,300	22.1%	0.8%
Nursing Assistants	\$33,000	23.1%	0.9%
Massage Therapists	\$40,900	5.6%	0.2%
Dental Assistants	\$42,700	11.4%	0.4%
Medical Assistants	\$38,200	19.3%	0.7%
Veterinary Assistants and Laboratory Animal Caretakers	\$31,200	3.7%	0.1%
All Other Healthcare Support Occupations (Avg. All Categories)	<u>\$35,000</u>	<u>14.8%</u>	<u>0.6%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$35,000</b>	<b>100.0%</b>
			<b>3.8%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.9%	0.9%
Cooks, Fast Food	\$24,200	3.9%	0.5%
Cooks, Restaurant	\$28,200	9.0%	1.2%
Food Preparation Workers	\$24,900	6.3%	0.9%
Bartenders	\$35,600	6.9%	0.9%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	26.0%	3.5%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	3.6%	0.5%
Waiters and Waitresses	\$36,000	19.6%	2.6%
Dishwashers	\$23,400	4.0%	0.5%
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	\$24,000	3.0%	0.4%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,200</u>	<u>16.0%</u>	<u>1.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,200</b>	<b>100.0%</b>

Source: Bureau of Labor Statistics  
 Prepared by Marston Associates, Inc.  
 File name: SD STR Nexus\_6 9 18; Comp 100-150; trb  
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APPENDIX C - EXHIBIT 13 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO HOUSEHOLDS EARNING \$100,000 TO \$150,000

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg.	Occupation	lo. of Service
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers
<b>Occupation<sup>3</sup></b>	<b>Compensation<sup>1</sup></b>	<b>Group<sup>2</sup></b>	<b>Workers</b>
<b>Page 3 of 4</b>			
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.8%	0.2%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	44.3%	2.3%
Maids and Housekeeping Cleaners	\$26,700	9.1%	0.5%
Landscaping and Groundskeeping Workers	\$31,000	34.0%	1.7%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$31,000</u>	<u>8.8%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$31,000</b>	<b>100.0%</b>
			<b>5.1%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	4.0%	0.3%
Nonfarm Animal Caretakers	\$33,100	9.4%	0.6%
Amusement and Recreation Attendants	\$24,100	3.6%	0.2%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	16.6%	1.1%
Manicurists and Pedicurists	\$22,500	4.5%	0.3%
Childcare Workers	\$27,900	8.5%	0.6%
Personal Care Aides	\$25,000	29.7%	1.9%
Fitness Trainers and Aerobics Instructors	\$46,200	6.8%	0.4%
Recreation Workers	\$29,600	4.4%	0.3%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$30,100</u>	<u>12.5%</u>	<u>0.8%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,100</b>	<b>100.0%</b>
			<b>6.5%</b>
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.8%	1.1%
Cashiers	\$24,600	25.2%	3.2%
Counter and Rental Clerks	\$32,300	4.6%	0.6%
Retail Salespersons	\$30,000	35.0%	4.4%
Insurance Sales Agents	\$84,200	3.3%	0.4%
Securities, Commodities, and Financial Services Sales Agents	\$67,100	3.8%	0.5%
Sales Representatives, Services, All Other	\$59,400	4.9%	0.6%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$63,300	4.5%	0.6%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$37,200</u>	<u>10.0%</u>	<u>1.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$37,200</b>	<b>100.0%</b>
			<b>12.7%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	6.6%	1.1%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	7.4%	1.2%
Customer Service Representatives	\$39,100	12.2%	2.0%
Receptionists and Information Clerks	\$32,600	8.1%	1.3%
Stock Clerks and Order Fillers	\$28,100	9.6%	1.6%
Medical Secretaries	\$40,900	3.7%	0.6%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	11.5%	1.9%
Office Clerks, General	\$35,300	14.1%	2.3%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,200</u>	<u>26.8%</u>	<u>4.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$39,200</b>	<b>100.0%</b>
			<b>16.2%</b>

## APPENDIX C - EXHIBIT 13 - TABLE 2

## AVERAGE ANNUAL WORKER COMPENSATION, 2017

## SERVICES TO HOUSEHOLDS EARNING \$100,000 TO \$150,000

## SHORT TERM RENTAL NEXUS STUDY

## SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	lo. of Service Workers
		Group <sup>2</sup>	Workers
<b>Page 4 of 4</b>			
<i>Installation, Maintenance, and Repair Occupations</i>			
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	7.8%	0.3%
Automotive Body and Related Repairers	\$44,500	6.6%	0.2%
Automotive Service Technicians and Mechanics	\$45,600	20.1%	0.7%
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	4.0%	0.1%
Maintenance and Repair Workers, General	\$41,600	31.3%	1.1%
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	\$46,700	<u>30.2%</u>	<u>1.1%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$46,700</b>	<b>100.0%</b>	<b>3.6%</b>
<i>Transportation and Material Moving Occupations</i>			
Bus Drivers, School or Special Client	\$39,100	6.4%	0.4%
Driver/Sales Workers	\$35,500	6.9%	0.4%
Heavy and Tractor-Trailer Truck Drivers	\$42,800	11.3%	0.6%
Light Truck or Delivery Services Drivers	\$35,200	9.9%	0.5%
Taxi Drivers and Chauffeurs	\$27,700	4.1%	0.2%
Parking Lot Attendants	\$25,100	10.5%	0.6%
Cleaners of Vehicles and Equipment	\$25,400	7.7%	0.4%
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	18.7%	1.0%
Packers and Packagers, Hand	\$27,200	6.1%	0.3%
All Other Transportation and Material Moving Occupations (Avg. All Categories)	\$32,000	<u>18.4%</u>	<u>1.0%</u>
<b>Weighted Mean Annual Wage</b>	<b>\$32,000</b>	<b>100.0%</b>	<b>5.5%</b>
			88.1%

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 14 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO HOUSEHOLDS EARNING \$150 - \$200K, RESIDENT SERVICES****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA****Worker Occupation Distribution<sup>1</sup>****Services to Households Earning****\$150,000 - \$200,000****Major Occupations (2% or more)**

Management Occupations	4.3%
Business and Financial Operations Occupations	4.6%
Community and Social Service Occupations	2.0%
Education, Training, and Library Occupations	3.7%
Healthcare Practitioners and Technical Occupations	6.6%
Healthcare Support Occupations	3.8%
Food Preparation and Serving Related Occupations	13.8%
Building and Grounds Cleaning and Maintenance Occupations	5.3%
Personal Care and Service Occupations	6.5%
Sales and Related Occupations	12.5%
Office and Administrative Support Occupations	16.0%
Installation, Maintenance, and Repair Occupations	3.5%
Transportation and Material Moving Occupations	5.5%
All Other Worker Occupations - Services to Households Earning \$150,000 - \$200,000	<u>11.8%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 14 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$150,000 - \$200,000  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg.	% of Total	
		Occupation	Io. of Service Group <sup>2</sup> Workers
<b>Occupation <sup>3</sup></b>	<b>Compensation <sup>1</sup></b>	<b>Group <sup>2</sup></b>	<b>Workers</b>
<b>Page 1 of 4</b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	35.6%	1.5%
Sales Managers	\$124,600	4.6%	0.2%
Administrative Services Managers	\$97,300	3.7%	0.2%
Financial Managers	\$145,700	8.4%	0.4%
Food Service Managers	\$58,900	4.9%	0.2%
Medical and Health Services Managers	\$117,100	5.6%	0.2%
Property, Real Estate, and Community Association Managers	\$70,400	7.8%	0.3%
Social and Community Service Managers	\$72,700	3.2%	0.1%
Managers, All Other	\$137,300	3.7%	0.2%
All other Management Occupations (Avg. All Categories)	<u>\$115,700</u>	<u>22.6%</u>	<u>1.0%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$115,700</b>	<b>100.0%</b>
			<b>4.3%</b>
<i>Business and Financial Operations Occupations</i>			
Claims Adjusters, Examiners, and Investigators	\$68,500	4.3%	0.2%
Human Resources Specialists	\$73,000	5.4%	0.3%
Management Analysts	\$90,200	6.1%	0.3%
Training and Development Specialists	\$75,000	3.5%	0.2%
Market Research Analysts and Marketing Specialists	\$73,000	7.8%	0.4%
Business Operations Specialists, All Other	\$80,300	9.8%	0.5%
Accountants and Auditors	\$79,600	17.8%	0.8%
Financial Analysts	\$100,400	7.0%	0.3%
Personal Financial Advisors	\$137,400	9.1%	0.4%
Loan Officers	\$94,200	4.7%	0.2%
All Other Business and Financial Operations Occupations (Avg. All Categories)	<u>\$88,400</u>	<u>24.6%</u>	<u>1.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$88,400</b>	<b>100.0%</b>
			<b>4.6%</b>
<i>Community and Social Service Occupations</i>			
Substance Abuse and Behavioral Disorder Counselors	\$41,400	4.3%	0.1%
Educational, Guidance, School, and Vocational Counselors	\$65,700	6.6%	0.1%
Mental Health Counselors	\$42,900	7.9%	0.2%
Rehabilitation Counselors	\$34,300	4.6%	0.1%
Child, Family, and School Social Workers	\$54,800	11.3%	0.2%
Healthcare Social Workers	\$72,300	6.2%	0.1%
Mental Health and Substance Abuse Social Workers	\$52,100	5.5%	0.1%
Social and Human Service Assistants	\$39,100	18.3%	0.4%
Community and Social Service Specialists, All Other	\$50,100	3.7%	0.1%
Clergy	\$52,200	11.3%	0.2%
Directors, Religious Activities and Education	\$45,600	6.9%	0.1%
All Other Community and Social Service Occupations (Avg. All Categories)	<u>\$49,300</u>	<u>13.4%</u>	<u>0.3%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$49,300</b>	<b>100.0%</b>
			<b>2.0%</b>

APPENDIX C - EXHIBIT 14 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO HOUSEHOLDS EARNING \$150,000 - \$200,000

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg.	Occupation	Io. of Service
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers
<b>Occupation <sup>3</sup></b>			
<b>Page 2 of 4</b>			
<i>Education, Training, and Library Occupations</i>			
Health Specialties Teachers, Postsecondary	\$114,300	3.7%	0.1%
Vocational Education Teachers, Postsecondary	\$0	4.0%	0.1%
Postsecondary Teachers, All Other	\$77,800	4.0%	0.1%
Preschool Teachers, Except Special Education	\$33,000	11.2%	0.4%
Elementary School Teachers, Except Special Education	\$73,000	5.1%	0.2%
Secondary School Teachers, Except Special and Career/Technical Education	\$73,700	3.3%	0.1%
Self-Enrichment Education Teachers	\$56,600	11.5%	0.4%
Teachers and Instructors, All Other, Except Substitute Teachers	\$59,100	7.3%	0.3%
Teacher Assistants	\$32,700	11.3%	0.4%
All Other Education, Training, and Library Occupations (Avg. All Categories)	<u>\$51,600</u>	<u>38.6%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$51,600</b>	<b>100.0%</b>
			<b>3.7%</b>
<i>Healthcare Practitioners and Technical Occupations</i>			
Pharmacists	\$130,600	3.7%	0.2%
Physicians and Surgeons, All Other	\$242,000	4.5%	0.3%
Physical Therapists	\$94,800	3.8%	0.3%
Registered Nurses	\$93,600	25.0%	1.7%
Dental Hygienists	\$88,400	4.2%	0.3%
Pharmacy Technicians	\$36,600	5.2%	0.3%
Licensed Practical and Licensed Vocational Nurses	\$55,100	7.3%	0.5%
All Other Healthcare Practitioners and Technical Occupations (Avg. All Categories)	<u>\$97,500</u>	<u>46.3%</u>	<u>3.1%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$97,500</b>	<b>100.0%</b>
			<b>6.6%</b>
<i>Healthcare Support Occupations</i>			
Home Health Aides	\$29,300	21.3%	0.8%
Nursing Assistants	\$33,000	21.8%	0.8%
Massage Therapists	\$40,900	5.9%	0.2%
Dental Assistants	\$42,700	11.6%	0.4%
Medical Assistants	\$38,200	19.4%	0.7%
Veterinary Assistants and Laboratory Animal Caretakers	\$31,200	3.7%	0.1%
Phlebotomists	\$41,200	3.4%	0.1%
All Other Healthcare Support Occupations (Avg. All Categories)	<u>\$35,300</u>	<u>12.9%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$35,300</b>	<b>100.0%</b>
			<b>3.8%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.9%	0.9%
Cooks, Fast Food	\$24,200	3.9%	0.5%
Cooks, Restaurant	\$28,200	9.1%	1.3%
Food Preparation Workers	\$24,900	6.3%	0.9%
Bartenders	\$35,600	6.9%	0.9%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	26.2%	3.6%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	3.6%	0.5%
Waiters and Waitresses	\$36,000	19.7%	2.7%
Dishwashers	\$23,400	3.9%	0.5%
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	\$24,000	3.0%	0.4%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,200</u>	<u>10.5%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,200</b>	<b>100.0%</b>
			<b>13.8%</b>

Bureau of Labor Statistics, IMPLAN  
Prepared by: Keyser Marston Associates, Inc.  
File name: SD STR Nexus\_6 9 18; Comp 150-200; trb

APPENDIX C - EXHIBIT 14 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO HOUSEHOLDS EARNING \$150,000 - \$200,000

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total	
		Occupation Group <sup>2</sup>	Io. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>2017 Avg. Compensation <sup>1</sup></b>	<b>Occupation Group <sup>2</sup></b>	<b>Io. of Service Workers</b>
<b>Page 3 of 4</b>			
<i>Building and Grounds Cleaning and Maintenance Occupations</i>			
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.8%	0.2%
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	44.5%	2.3%
Maids and Housekeeping Cleaners	\$26,700	8.8%	0.5%
Landscaping and Groundskeeping Workers	\$31,000	34.1%	1.8%
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$31,000</u>	<u>8.7%</u>	<u>0.5%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$31,000</b>	<b>100.0%</b>
			<b>5.3%</b>
<i>Personal Care and Service Occupations</i>			
First-Line Supervisors of Personal Service Workers	\$45,300	4.1%	0.3%
Nonfarm Animal Caretakers	\$33,100	9.4%	0.6%
Amusement and Recreation Attendants	\$24,100	3.9%	0.3%
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	16.8%	1.1%
Manicurists and Pedicurists	\$22,500	4.5%	0.3%
Childcare Workers	\$27,900	9.1%	0.6%
Personal Care Aides	\$25,000	29.5%	1.9%
Fitness Trainers and Aerobics Instructors	\$46,200	7.4%	0.5%
Recreation Workers	\$29,600	4.4%	0.3%
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$30,200</u>	<u>11.0%</u>	<u>0.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$30,200</b>	<b>100.0%</b>
			<b>6.5%</b>
<i>Sales and Related Occupations</i>			
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	1.1%
Cashiers	\$24,600	25.6%	3.2%
Counter and Rental Clerks	\$32,300	4.6%	0.6%
Retail Salespersons	\$30,000	35.5%	4.4%
Insurance Sales Agents	\$84,200	3.2%	0.4%
Sales Representatives, Services, All Other	\$59,400	4.9%	0.6%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$63,300	4.4%	0.6%
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$35,800</u>	<u>12.9%</u>	<u>1.6%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$35,800</b>	<b>100.0%</b>
			<b>12.5%</b>
<i>Office and Administrative Support Occupations</i>			
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	6.5%	1.0%
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	7.3%	1.2%
Customer Service Representatives	\$39,100	12.0%	1.9%
Receptionists and Information Clerks	\$32,600	8.4%	1.3%
Stock Clerks and Order Fillers	\$28,100	9.8%	1.6%
Medical Secretaries	\$40,900	3.9%	0.6%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	11.5%	1.8%
Office Clerks, General	\$35,300	14.3%	2.3%
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,100</u>	<u>26.4%</u>	<u>4.2%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$39,100</b>	<b>100.0%</b>
			<b>16.0%</b>

APPENDIX C - EXHIBIT 14 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017

SERVICES TO HOUSEHOLDS EARNING \$150,000 - \$200,000

SHORT TERM RENTAL NEXUS STUDY

SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total		
		Occupation Group <sup>2</sup>	Io. of Service Workers	
<b>Page 4 of 4</b>				
<i>Installation, Maintenance, and Repair Occupations</i>				
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	7.8%	0.3%	
Automotive Body and Related Repairers	\$44,500	6.4%	0.2%	
Automotive Service Technicians and Mechanics	\$45,600	19.8%	0.7%	
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	4.1%	0.1%	
Maintenance and Repair Workers, General	\$41,600	31.3%	1.1%	
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	\$46,700	30.6%	1.1%	
<b>Weighted Mean Annual Wage</b>	<b>\$46,700</b>	<b>100.0%</b>	<b>3.5%</b>	
<i>Transportation and Material Moving Occupations</i>				
Bus Drivers, School or Special Client	\$39,100	7.0%	0.4%	
Driver/Sales Workers	\$35,500	7.0%	0.4%	
Heavy and Tractor-Trailer Truck Drivers	\$42,800	11.2%	0.6%	
Light Truck or Delivery Services Drivers	\$35,200	9.9%	0.5%	
Taxi Drivers and Chauffeurs	\$27,700	4.3%	0.2%	
Parking Lot Attendants	\$25,100	10.4%	0.6%	
Cleaners of Vehicles and Equipment	\$25,400	7.3%	0.4%	
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	18.5%	1.0%	
Packers and Packagers, Hand	\$27,200	6.1%	0.3%	
All Other Transportation and Material Moving Occupations (Avg. All Categories)	\$32,100	18.2%	1.0%	
<b>Weighted Mean Annual Wage</b>	<b>\$32,100</b>	<b>100.0%</b>	<b>5.5%</b>	
			<b>88.2%</b>	

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

**APPENDIX C - EXHIBIT 15 - TABLE 1****WORKER OCCUPATION DISTRIBUTION, 2016****SERVICES TO HOUSEHOLDS EARNING \$200K+, RESIDENT SERVICES****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

**Worker Occupation Distribution<sup>1</sup>**  
**Services to Households Earning**  
**\$200,000 and up**

**Major Occupations (2% or more)**

Management Occupations	4.3%
Business and Financial Operations Occupations	4.5%
Community and Social Service Occupations	2.2%
Education, Training, and Library Occupations	4.8%
Arts, Design, Entertainment, Sports, and Media Occupations	2.0%
Healthcare Practitioners and Technical Occupations	5.7%
Healthcare Support Occupations	3.6%
Food Preparation and Serving Related Occupations	12.9%
Building and Grounds Cleaning and Maintenance Occupations	5.7%
Personal Care and Service Occupations	7.2%
Sales and Related Occupations	12.6%
Office and Administrative Support Occupations	15.7%
Installation, Maintenance, and Repair Occupations	3.3%
Transportation and Material Moving Occupations	5.6%
All Other Worker Occupations - Services to Households Earning \$200,000 and up	<u>9.9%</u>
<b>INDUSTRY TOTAL</b>	<b>100.0%</b>

<sup>1</sup> Distribution of employment by industry is per the IMPLAN model and the distribution of occupational employment within those industries is based on the Bureau of Labor Statistics Occupational Employment Survey.

APPENDIX C - EXHIBIT 15 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$200,000 AND UP  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	% of Total		% of Total
	2017 Avg.	Occupation Group <sup>1</sup>	lo. of Service Workers
<b>Occupation <sup>3</sup></b>	<b>Compensation <sup>1</sup></b>	<b>Group <sup>2</sup></b>	<b>Workers</b>
<b><i>Page 1 of 4</i></b>			
<i>Management Occupations</i>			
General and Operations Managers	\$128,400	36.1%	1.6%
Sales Managers	\$124,600	4.6%	0.2%
Administrative Services Managers	\$97,300	3.7%	0.2%
Financial Managers	\$145,700	7.9%	0.3%
Food Service Managers	\$58,900	4.5%	0.2%
Medical and Health Services Managers	\$117,100	4.8%	0.2%
Property, Real Estate, and Community Association Managers	\$70,400	7.5%	0.3%
Social and Community Service Managers	\$72,700	3.6%	0.2%
Managers, All Other	\$137,300	3.7%	0.2%
All other Management Occupations (Avg. All Categories)	<u>\$115,800</u>	<u>23.7%</u>	<u>1.0%</u>
	<b><i>Weighted Mean Annual Wage</i></b>	<b><i>\$115,800</i></b>	<b><i>100.0%</i></b>
			<b><i>4.3%</i></b>
<i>Business and Financial Operations Occupations</i>			
Claims Adjusters, Examiners, and Investigators	\$68,500	4.1%	0.2%
Human Resources Specialists	\$73,000	5.6%	0.3%
Management Analysts	\$90,200	6.0%	0.3%
Training and Development Specialists	\$75,000	4.0%	0.2%
Market Research Analysts and Marketing Specialists	\$73,000	8.0%	0.4%
Business Operations Specialists, All Other	\$80,300	10.0%	0.5%
Accountants and Auditors	\$79,600	18.8%	0.9%
Financial Analysts	\$100,400	6.2%	0.3%
Personal Financial Advisors	\$137,400	7.9%	0.4%
Loan Officers	\$94,200	4.7%	0.2%
All Other Business and Financial Operations Occupations (Avg. All Categories)	<u>\$87,200</u>	<u>24.8%</u>	<u>1.1%</u>
	<b><i>Weighted Mean Annual Wage</i></b>	<b><i>\$87,200</i></b>	<b><i>100.0%</i></b>
			<b><i>4.5%</i></b>
<i>Community and Social Service Occupations</i>			
Substance Abuse and Behavioral Disorder Counselors	\$41,400	4.2%	0.1%
Educational, Guidance, School, and Vocational Counselors	\$65,700	7.5%	0.2%
Mental Health Counselors	\$42,900	7.8%	0.2%
Rehabilitation Counselors	\$34,300	5.0%	0.1%
Child, Family, and School Social Workers	\$54,800	12.7%	0.3%
Healthcare Social Workers	\$72,300	5.9%	0.1%
Mental Health and Substance Abuse Social Workers	\$52,100	5.3%	0.1%
Social and Human Service Assistants	\$39,100	19.6%	0.4%
Community and Social Service Specialists, All Other	\$50,100	3.8%	0.1%
Clergy	\$52,200	9.5%	0.2%
Directors, Religious Activities and Education	\$45,600	5.8%	0.1%
All Other Community and Social Service Occupations (Avg. All Categories)	<u>\$49,200</u>	<u>12.9%</u>	<u>0.3%</u>
	<b><i>Weighted Mean Annual Wage</i></b>	<b><i>\$49,200</i></b>	<b><i>100.0%</i></b>
			<b><i>2.2%</i></b>

**APPENDIX C - EXHIBIT 15 - TABLE 2**

**AVERAGE ANNUAL WORKER COMPENSATION, 2017**  
**SERVICES TO HOUSEHOLDS EARNING \$200,000 AND UP**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

Occupation <sup>3</sup>	% of Total		
	2017 Avg.	Occupation Group <sup>1</sup>	% of Service Workers
	Compensation <sup>1</sup>	Group <sup>2</sup>	
<b>Page 2 of 4</b>			
<i>Education, Training, and Library Occupations</i>			
Health Specialties Teachers, Postsecondary	\$114,300	2.9%	0.1%
Vocational Education Teachers, Postsecondary	\$67,200	4.6%	0.2%
Postsecondary Teachers, All Other	\$77,800	3.0%	0.1%
Preschool Teachers, Except Special Education	\$33,000	11.4%	0.5%
Elementary School Teachers, Except Special Education	\$73,000	5.9%	0.3%
Secondary School Teachers, Except Special and Career/Technical Education	\$73,700	4.0%	0.2%
Self-Enrichment Education Teachers	\$56,600	12.9%	0.6%
Teachers and Instructors, All Other, Except Substitute Teachers	\$59,100	8.4%	0.4%
Teacher Assistants	\$32,700	12.1%	0.6%
All Other Education, Training, and Library Occupations (Avg. All Categories)	<u>\$55,200</u>	<u>34.7%</u>	<u>1.7%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$55,200</b>	<b>100.0%</b>
			<b>4.8%</b>
<i>Healthcare Practitioners and Technical Occupations</i>			
Pharmacists	\$130,600	4.1%	0.2%
Physicians and Surgeons, All Other	\$242,000	4.4%	0.3%
Physical Therapists	\$94,800	4.4%	0.2%
Registered Nurses	\$93,600	23.5%	1.3%
Dental Hygienists	\$88,400	3.9%	0.2%
Pharmacy Technicians	\$36,600	5.9%	0.3%
Licensed Practical and Licensed Vocational Nurses	\$55,100	8.4%	0.5%
All Other Healthcare Practitioners and Technical Occupations (Avg. All Categories)	<u>\$96,100</u>	<u>45.5%</u>	<u>2.6%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$96,100</b>	<b>100.0%</b>
			<b>5.7%</b>
<i>Healthcare Support Occupations</i>			
Home Health Aides	\$29,300	27.3%	1.0%
Nursing Assistants	\$33,000	21.4%	0.8%
Massage Therapists	\$40,900	5.8%	0.2%
Dental Assistants	\$42,700	9.5%	0.3%
Medical Assistants	\$38,200	18.3%	0.7%
Veterinary Assistants and Laboratory Animal Caretakers	\$31,200	3.3%	0.1%
Phlebotomists	\$41,200	2.1%	0.1%
All Other Healthcare Support Occupations (Avg. All Categories)	<u>\$34,600</u>	<u>12.3%</u>	<u>0.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$34,600</b>	<b>100.0%</b>
			<b>3.6%</b>
<i>Food Preparation and Serving Related Occupations</i>			
First-Line Supervisors of Food Preparation and Serving Workers	\$37,100	6.9%	0.9%
Cooks, Fast Food	\$24,200	3.9%	0.5%
Cooks, Restaurant	\$28,200	9.0%	1.2%
Food Preparation Workers	\$24,900	6.4%	0.8%
Bartenders	\$35,600	6.9%	0.9%
Combined Food Preparation and Serving Workers, Including Fast Food	\$24,400	26.0%	3.4%
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	\$26,500	3.7%	0.5%
Waiters and Waitresses	\$36,000	19.6%	2.5%
Dishwashers	\$23,400	3.9%	0.5%
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	\$24,000	3.0%	0.4%
All Other Food Preparation and Serving Related Occupations (Avg. All Categories)	<u>\$29,200</u>	<u>10.8%</u>	<u>1.4%</u>
	<b>Weighted Mean Annual Wage</b>	<b>\$29,200</b>	<b>100.0%</b>
			<b>12.8%</b>

APPENDIX C - EXHIBIT 15 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
 SERVICES TO HOUSEHOLDS EARNING \$200,000 AND UP  
 SHORT TERM RENTAL NEXUS STUDY  
 SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>			% of Total	% of Total
	2017 Avg.	Occupation	lo. of Service	
	Compensation <sup>1</sup>	Group <sup>2</sup>	Workers	
<b>Page 3 of 4</b>				
<i>Building and Grounds Cleaning and Maintenance Occupations</i>				
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$55,200	3.9%	0.2%	
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	\$29,700	44.4%	2.5%	
Maids and Housekeeping Cleaners	\$26,700	8.1%	0.5%	
Landscaping and Groundskeeping Workers	\$31,000	34.7%	2.0%	
All Other Building and Grounds Cleaning and Maintenance Occupations (Avg. All Categories)	<u>\$31,000</u>	<u>8.9%</u>	<u>0.5%</u>	
<b>Weighted Mean Annual Wage</b>	<b>\$31,000</b>	<b>100.0%</b>	<b>5.7%</b>	
<i>Personal Care and Service Occupations</i>				
First-Line Supervisors of Personal Service Workers	\$45,300	4.0%	0.3%	
Nonfarm Animal Caretakers	\$33,100	8.1%	0.6%	
Amusement and Recreation Attendants	\$24,100	4.4%	0.3%	
Hairdressers, Hairstylists, and Cosmetologists	\$31,700	13.7%	1.0%	
Manicurists and Pedicurists	\$22,500	3.7%	0.3%	
Childcare Workers	\$27,900	10.5%	0.8%	
Personal Care Aides	\$25,000	32.5%	2.3%	
Fitness Trainers and Aerobics Instructors	\$46,200	7.8%	0.6%	
Recreation Workers	\$29,600	4.3%	0.3%	
All Other Personal Care and Service Occupations (Avg. All Categories)	<u>\$30,000</u>	<u>10.9%</u>	<u>0.8%</u>	
<b>Weighted Mean Annual Wage</b>	<b>\$30,000</b>	<b>100.0%</b>	<b>7.2%</b>	
<i>Sales and Related Occupations</i>				
First-Line Supervisors of Retail Sales Workers	\$49,100	8.9%	1.1%	
Cashiers	\$24,600	25.5%	3.2%	
Counter and Rental Clerks	\$32,300	4.6%	0.6%	
Retail Salespersons	\$30,000	35.7%	4.5%	
Insurance Sales Agents	\$84,200	3.0%	0.4%	
Sales Representatives, Services, All Other	\$59,400	5.1%	0.6%	
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$63,300	4.3%	0.5%	
All Other Sales and Related Occupations (Avg. All Categories)	<u>\$35,800</u>	<u>12.8%</u>	<u>1.6%</u>	
<b>Weighted Mean Annual Wage</b>	<b>\$35,800</b>	<b>100.0%</b>	<b>12.6%</b>	
<i>Office and Administrative Support Occupations</i>				
First-Line Supervisors of Office and Administrative Support Workers	\$59,300	6.5%	1.0%	
Bookkeeping, Accounting, and Auditing Clerks	\$45,600	7.4%	1.2%	
Customer Service Representatives	\$39,100	12.1%	1.9%	
Receptionists and Information Clerks	\$32,600	8.0%	1.3%	
Stock Clerks and Order Fillers	\$28,100	10.0%	1.6%	
Medical Secretaries	\$40,900	3.4%	0.5%	
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	\$41,800	11.7%	1.8%	
Office Clerks, General	\$35,300	14.5%	2.3%	
All Other Office and Administrative Support Occupations (Avg. All Categories)	<u>\$39,100</u>	<u>26.3%</u>	<u>4.1%</u>	
<b>Weighted Mean Annual Wage</b>	<b>\$39,100</b>	<b>100.0%</b>	<b>15.7%</b>	

## APPENDIX C - EXHIBIT 15 - TABLE 2

AVERAGE ANNUAL WORKER COMPENSATION, 2017  
SERVICES TO HOUSEHOLDS EARNING \$200,000 AND UP  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

Occupation <sup>3</sup>	2017 Avg. Compensation <sup>1</sup>	% of Total		
		Occupation Group <sup>2</sup>	lo. of Service Workers	
<b>Page 4 of 4</b>				
<i>Installation, Maintenance, and Repair Occupations</i>				
First-Line Supervisors of Mechanics, Installers, and Repairers	\$69,300	7.8%	0.3%	
Automotive Body and Related Repairers	\$44,500	5.7%	0.2%	
Automotive Service Technicians and Mechanics	\$45,600	18.8%	0.6%	
Bus and Truck Mechanics and Diesel Engine Specialists	\$51,700	4.2%	0.1%	
Maintenance and Repair Workers, General	\$41,600	32.5%	1.1%	
All Other Installation, Maintenance, and Repair Occupations (Avg. All Categories)	<u>\$46,700</u>	<u>31.1%</u>	<u>1.0%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$46,700</b>	<b>100.0%</b>	
			<b>3.3%</b>	
<i>Transportation and Material Moving Occupations</i>				
Bus Drivers, School or Special Client	\$39,100	8.5%	0.5%	
Driver/Sales Workers	\$35,500	6.7%	0.4%	
Heavy and Tractor-Trailer Truck Drivers	\$42,800	11.3%	0.6%	
Light Truck or Delivery Services Drivers	\$35,200	9.7%	0.5%	
Taxi Drivers and Chauffeurs	\$27,700	4.7%	0.3%	
Parking Lot Attendants	\$25,100	9.6%	0.5%	
Cleaners of Vehicles and Equipment	\$25,400	6.4%	0.4%	
Laborers and Freight, Stock, and Material Movers, Hand	\$29,300	18.7%	1.0%	
Packers and Packagers, Hand	\$27,200	6.1%	0.3%	
All Other Transportation and Material Moving Occupations (Avg. All Categories)	<u>\$32,400</u>	<u>18.1%</u>	<u>1.0%</u>	
	<b>Weighted Mean Annual Wage</b>	<b>\$32,400</b>	<b>100.0%</b>	
			<b>5.6%</b>	
			<b>88.1%</b>	

<sup>1</sup> The methodology utilized by the California Employment Development Department (EDD) assumes that hourly paid employees are employed full-time. Annual compensation is calculated by EDD by multiplying hourly wages by 40 hours per work week by 52 weeks.

<sup>2</sup> Occupation percentages are based on the 2016 National Industry - Specific Occupational Employment survey compiled by the Bureau of Labor Statistics. Wages are based on the 2016 Occupational Employment Survey data applicable to Los Angeles County updated by the California Employment Development Department to 2017 wage levels.

<sup>3</sup> Including occupations representing 3% or more of the major occupation group

## **APPENDIX D - Affordability Gap Analysis**

### **Short Term Rental Nexus Study**

**APPENDIX D - TABLE 1****PROJECT DESCRIPTION**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

---

<b>I. Product Type</b>	Stacked Flats										
Construction Type	Type V										
Tenure	Rental										
<b>II. Site Area</b>	87,120 SF										
	2.0 Acres										
<b>III. Number of Stories</b>	4 Stories										
<b>IV. Unit Mix</b>	<table><thead><tr><th></th><th><u># of Units</u></th><th><u>Unit Size</u></th></tr></thead><tbody><tr><td>Two Bedroom</td><td>100 Units</td><td>800 SF</td></tr></tbody></table>			<u># of Units</u>	<u>Unit Size</u>	Two Bedroom	100 Units	800 SF			
	<u># of Units</u>	<u>Unit Size</u>									
Two Bedroom	100 Units	800 SF									
<b>V. Density</b>	50.0 Units/Acre										
<b>VI. Gross Building Area</b>	<table><tbody><tr><td>Residential Net Building Area</td><td>80,000 SF</td><td>85%</td></tr><tr><td>Building Efficiency</td><td><u>14,100</u> SF</td><td><u>15%</u></td></tr><tr><td>Total Gross Building Area (GBA)</td><td>94,100 SF</td><td>100%</td></tr></tbody></table>		Residential Net Building Area	80,000 SF	85%	Building Efficiency	<u>14,100</u> SF	<u>15%</u>	Total Gross Building Area (GBA)	94,100 SF	100%
Residential Net Building Area	80,000 SF	85%									
Building Efficiency	<u>14,100</u> SF	<u>15%</u>									
Total Gross Building Area (GBA)	94,100 SF	100%									
<b>VII. Floor Area Ratio (FAR)</b>	1.08										
<b>VIII. Parking</b>	<table><tbody><tr><td>Type</td><td>Podium/Subterranean</td></tr><tr><td>Number of Parking Spaces (1)</td><td>143 Spaces</td></tr><tr><td>Parking Ratio (Space/Unit)</td><td>1.43 Spaces/Unit</td></tr></tbody></table>		Type	Podium/Subterranean	Number of Parking Spaces (1)	143 Spaces	Parking Ratio (Space/Unit)	1.43 Spaces/Unit			
Type	Podium/Subterranean										
Number of Parking Spaces (1)	143 Spaces										
Parking Ratio (Space/Unit)	1.43 Spaces/Unit										

(1) Reflects reduced parking standards for Very Low Income housing. Assumes family housing development with medium parking demand; also includes parking for visitors, staff, and assigned spaces.

APPENDIX D - TABLE 2

ESTIMATED DEVELOPMENT COSTS  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

	Low Income (80% AMI)			Very Low (50% AMI) and Extremely Low Income (30% AMI) (4% Tax Credits)		
	Totals	Per Unit	Comments	Totals	Per Unit	Comments
<b>I. Direct Costs (1)</b>						
Off-Site Improvements	\$261,000	\$2,610	\$3 Per SF Site	\$261,000	\$2,610	\$3 Per SF Site
On-Sites/Landscaping	\$1,307,000	\$13,070	\$15 Per SF Site	\$1,307,000	\$13,070	\$15 Per SF Site
Shell Construction	\$15,527,000	\$155,270	\$165 Per SF GBA	\$15,527,000	\$155,270	\$165 Per SF GBA
Parking	\$4,290,000	\$42,900	\$30,000 Per Space	\$4,290,000	\$42,900	\$30,000 Per Space
Amenities/FF&E	\$250,000	\$2,500	Allowance	\$250,000	\$2,500	Allowance
Contingency	<u>\$1,082,000</u>	<u>\$10,820</u>	5.0% of Directs	<u>\$1,082,000</u>	<u>\$10,820</u>	5.0% of Directs
Total Direct Costs	\$22,717,000	\$227,170	\$241 Per SF GBA	\$22,717,000	\$227,170	\$241 Per SF GBA
<b>II. Indirect Costs</b>						
Architecture & Engineering	\$1,136,000	\$11,360	5.0% of Directs	\$1,136,000	\$11,360	5.0% of Directs
Permits & Fees (2)	\$2,500,000	\$25,000	Allowance	\$2,500,000	\$25,000	Allowance
Inclusionary Housing Fee	\$662,000	\$6,620	\$7.03 /SF GBA	\$0	\$0	\$0 /SF GBA
Legal & Accounting	\$227,000	\$2,270	1.0% of Directs	\$227,000	\$2,270	1.0% of Directs
Taxes & Insurance	\$227,000	\$2,270	1.0% of Directs	\$227,000	\$2,270	1.0% of Directs
Developer Fee	\$909,000	\$9,090	4.0% of Directs	\$4,274,000	\$42,740	18.8% of Directs
Marketing/Lease-Up	\$250,000	\$2,500	Allowance	\$250,000	\$2,500	Allowance
Contingency	<u>\$296,000</u>	<u>\$2,960</u>	5.0% of Indirects	<u>\$431,000</u>	<u>\$4,310</u>	5.0% of Indirects
Total Indirect Costs	\$6,207,000	\$62,070	27.3% of Directs	\$9,045,000	\$90,450	39.8% of Directs
<b>III. Financing Costs</b>						
Loan Fees	\$381,000	\$3,810	1.7% of Directs	\$1,297,000	\$12,970	5.7% of Directs
Interest During Construction	\$1,371,000	\$13,710	6.0% of Directs	\$973,000	\$9,730	4.3% of Directs
Interest During Lease-Up	\$762,000	\$7,620	3.4% of Directs	\$540,000	\$5,400	2.4% of Directs
TCAC/Syndication Fees	\$0	\$0	0.0% of Directs	\$174,000	\$1,740	0.8% of Directs
Operating Lease-Up/Reserves	<u>\$301,000</u>	<u>\$3,010</u>	1.3% of Directs	<u>\$325,000</u>	<u>\$3,250</u>	1.4% of Directs
Total Financing Costs	\$2,815,000	\$28,150	12.4% of Directs	\$3,309,000	\$33,090	14.6% of Directs
<b>IV. Total Development Costs excl. Acquisition</b>	<b>\$31,739,000</b>	<b>\$317,390</b>	<b>\$337 Per SF GBA</b>	<b>\$35,071,000</b>	<b>\$350,710</b>	<b>\$373 Per SF GBA</b>
<b>V. Acquisition Costs</b>	<b>\$6,534,000</b>	<b>\$65,340</b>	<b>\$75 Per SF Site</b>	<b>\$6,534,000</b>	<b>\$65,340</b>	<b>\$75 Per SF Site</b>
<b>VI. Total Development Costs with Acquisition</b>	<b>\$38,273,000</b>	<b>\$382,730</b>	<b>\$407 Per SF GBA</b>	<b>\$41,605,000</b>	<b>\$416,050</b>	<b>\$442 Per SF GBA</b>

(1) Excludes the payment of prevailing wages.

(2) Estimate. Not verified by KMA or the City.

APPENDIX D - TABLE 3

AFFORDABLE RENTS AND NET OPERATING INCOME  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

	Low Income (80% of AMI)	Very Low Income (50% of AMI)	Extremely Low Income (30% of AMI)
<b>I. Affordable Rent - Per Unit</b>			
Family Size	3.0	3.0	3.0
Number of Bedrooms	2	2	2
Household Income (1)	\$70,100	\$43,800	\$26,300
Income Allocation to Housing	30%	30%	30%
Monthly Housing Cost	\$1,753	\$1,095	\$657
(Less) Utility Allowance (2)	(\$80)	(\$80)	(\$80)
<b>Maximum Monthly Rent</b>	<b>\$1,673</b>	<b>\$1,015</b>	<b>\$577</b>
	<b>Total</b>	<b>Per Unit</b>	
<b>II. Net Operating Income (NOI)</b>			
Units	100	1	100
Gross Scheduled Income (GSI)			
Monthly	\$167,250	\$1,673	\$57,650
Annual	\$2,007,000	\$20,070	\$692,000
Other Income	\$25	\$30,000	\$18,000
(Less) Vacancy	5.0%	(\$100,000)	(\$35,000)
Effective Gross Income (EGI)			
	\$1,937,000	\$19,370	\$675,000
(Less) Operating Expenses (3)			
	(\$525,000)	(\$5,250)	(\$525,000)
(Less) Property Taxes			
	(\$369,000)	(\$3,690) (4)	(\$350)
Net Operating Income (NOI)	<b>\$1,043,000</b>	<b>\$10,430</b>	<b>\$150,000</b>
	<b>Total</b>	<b>Per Unit</b>	

(1) Source: U.S. Department of Housing and Urban Development 2018 Income Limits.

(2) Assumes San Diego Housing Commission (SDHC) 2018 utility allowances at \$80/month.

(3) Includes replacement reserves and monitoring fee.

(4) Based on cost approach; assumes assessed value at cost of land acquisition plus 85.0% of development cost excluding land; and a tax rate

(5) Assumes development is tax-exempt based on partnership with non-profit developer.

APPENDIX D - TABLE 4

AFFORDABILITY GAP FOR RENTAL UNITS  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

	Low Income (80% AMI)		Very Low Income (50% AMI)		Extremely Low Income (30% AMI)	
	Total	Per Unit	Total	Per Unit	Total	Per Unit
I. Net Operating Income (NOI)	\$1,043,000	\$10,430	\$650,000	\$6,500	\$150,000	\$1,500
II. Target Return on Investment (ROI)	6.0%	6.0%	N/A	N/A	N/A	N/A
III. Sources of Funds						
Supportable Permanent Loan	N/A	N/A	\$8,295,000	\$83,000	\$1,914,000	\$19,000
Tax Credit Equity Investment	N/A	N/A	\$13,831,000	\$138,000	\$13,831,000	\$138,000
Deferred Developer Fee	N/A	N/A	<u>\$1,774,000</u>	<u>\$18,000</u>	<u>\$1,774,000</u>	<u>\$18,000</u>
IV. Warranted Investment	\$17,383,000	\$174,000	\$23,900,000	\$239,000	\$17,519,000	\$175,000
V. (Less) Total Development Costs	<u>(\$38,273,000)</u>	<u>(\$383,000)</u>	<u>(\$41,605,000)</u>	<u>(\$416,000)</u>	<u>(\$41,605,000)</u>	<u>(\$416,000)</u>
VI. Affordability Gap	<b><u>(\$20,890,000)</u></b>	<b><u>(\$209,000)</u></b>	<b><u>(\$17,705,000)</u></b>	<b><u>(\$177,000)</u></b>	<b><u>(\$24,086,000)</u></b>	<b><u>(\$241,000)</u></b>

## **APPENDIX E - Visitor Spending Estimates**

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### **Short Term Rental Nexus Study**

**APPENDIX E - TABLE 1**  
**VISITOR SPENDING ESTIMATES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

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<b>San Diego County Visitor Spending</b>	<b>Spending Per Visitor Per Day</b>		<b>Spending Per <sup>2</sup> Room</b>
	<b>2015 Dollars <sup>1</sup></b>	<b>2017 Dollars</b>	
Lodging	\$82	\$86	\$189
Meals/Beverages	\$44	\$46	\$101
Retail Shopping / Other	\$22	\$23	\$51
Admissions	\$18	\$19	\$43
Local Transportation	\$11	\$12	\$26
Groceries/Convenience Retail	<u>\$5</u>	<u>\$5</u>	<u>\$12</u>
<b>Visitor Spending Per Visitor Per Day</b>	<b>\$182.07</b>	<b>\$191.24</b>	<b>\$420.74</b>

<sup>1</sup> Based on CIC Research, Inc. 2015 San Diego County Visitors with Hotel Accommodations Spending.

<sup>2</sup> Assumes 2.2 Persons Per Hotel Room

**APPENDIX E - TABLE 1**  
**VISITOR SPENDING ESTIMATES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<b>DOWNTOWN</b>				
Housing Type	Multi-Family	\$189 County Lodging Per Room	Days Rented	365
Number of Bedrooms	1.0	<u>\$159</u> STR ADR	STRs for Nexus Model	100
ADR	\$159	84% ADR Differential		
<b>STR Visitor Spending</b>	<b>Avg Spending Per Visitor Per Day</b>	<b>ADR Differential</b>	<b>Adjusted Visitor Spending</b>	<b>Annual Spending for 100 STRs</b>
Meals/Beverages	\$101	84%	\$85	\$3,106,504
Retail Shopping / Other	\$51	84%	\$43	\$1,556,808
Admissions	\$43	84%	\$36	\$1,312,868
Local Transportation	\$26	84%	\$22	\$798,673
Groceries/Convenience Retail	\$12	84%	\$10	\$359,154
<b>Totals</b>	<b>\$232</b>		<b>\$195</b>	<b>\$7,134,006</b>

<b>LA JOLLA</b>				
Housing Type	Single-Family	\$189 County Lodging Per Room	Days Rented	365
Number of Bedrooms	4.0	<u>\$749</u> STR ADR	STRs for Nexus Model	100
ADR	\$749	396% ADR Differential		
<b>STR Visitor Spending</b>	<b>Avg Spending Per Visitor Per Day</b>	<b>ADR Differential</b>	<b>Adjusted Visitor Spending</b>	<b>Annual Spending for 100 STRs</b>
Meals/Beverages	\$101	396%	\$400	\$14,604,145
Retail Shopping / Other	\$51	396%	\$201	\$7,318,789
Admissions	\$43	396%	\$169	\$6,171,990
Local Transportation	\$26	396%	\$103	\$3,754,683
Groceries/Convenience Retail	\$12	396%	\$46	\$1,688,437
<b>Totals</b>	<b>\$232</b>		<b>\$919</b>	<b>\$33,538,043</b>

<b>MISSION BEACH</b>				
Housing Type	Multi-Family	\$189 County Lodging Per Room	Days Rented	365
Number of Bedrooms	2.0	<u>\$323</u> STR ADR	STRs for Nexus Model	100
ADR	\$323	171% ADR Differential		
<b>STR Visitor Spending</b>	<b>Avg Spending Per Visitor Per Day</b>	<b>ADR Differential</b>	<b>Adjusted Visitor Spending</b>	<b>Annual Spending for 100 STRs</b>
Meals/Beverages	\$101	171%	\$173	\$6,303,833
Retail Shopping / Other	\$51	171%	\$87	\$3,159,133
Admissions	\$43	171%	\$73	\$2,664,120
Local Transportation	\$26	171%	\$44	\$1,620,697
Groceries/Convenience Retail	\$12	171%	\$20	\$728,809
<b>Totals</b>	<b>\$232</b>		<b>\$397</b>	<b>\$14,476,592</b>

**APPENDIX E - TABLE 1**  
**VISITOR SPENDING ESTIMATES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<b>MISSION VALLEY</b>					
Housing Type	Multi-Family	\$189	County Lodging Per Room	Days Rented	365
Number of Bedrooms	2.0	\$204	STR ADR	STRs for Nexus Model	100
ADR			108% ADR Differential		
<b>STR Visitor Spending</b>	<b>Avg Spending Per Visitor Per Day</b>	<b>ADR Differential</b>	<b>Adjusted Visitor Spending</b>	<b>Annual Spending for 100 STRs</b>	
Meals/Beverages	\$101	108%	\$109	\$3,972,652	
Retail Shopping / Other	\$51	108%	\$55	\$1,990,873	
Admissions	\$43	108%	\$46	\$1,678,918	
Local Transportation	\$26	108%	\$28	\$1,021,357	
Groceries/Convenience Retail	\$12	108%	\$13	\$459,292	
<b>Totals</b>	<b>\$232</b>		<b>\$250</b>	<b>\$9,123,093</b>	
<b>NORTH PARK</b>					
Housing Type	Single-Family	\$189	County Lodging Per Room	Days Rented	365
Number of Bedrooms	2.0	\$166	STR ADR	STRs for Nexus Model	100
ADR			88% ADR Differential		
<b>STR Visitor Spending</b>	<b>Avg Spending Per Visitor Per Day</b>	<b>ADR Differential</b>	<b>Adjusted Visitor Spending</b>	<b>Annual Spending for 100 STRs</b>	
Meals/Beverages	\$101	88%	\$89	\$3,239,215	
Retail Shopping / Other	\$51	88%	\$44	\$1,623,316	
Admissions	\$43	88%	\$38	\$1,368,954	
Local Transportation	\$26	88%	\$23	\$832,793	
Groceries/Convenience Retail	\$12	88%	\$10	\$374,497	
<b>Totals</b>	<b>\$232</b>		<b>\$204</b>	<b>\$7,438,775</b>	
<b>PACIFIC BEACH</b>					
Housing Type	Single-Family	\$189	County Lodging Per Room	Days Rented	365
Number of Bedrooms	3.0	\$366	STR ADR	STRs for Nexus Model	100
ADR			194% ADR Differential		
<b>STR Visitor Spending</b>	<b>Avg Spending Per Visitor Per Day</b>	<b>ADR Differential</b>	<b>Adjusted Visitor Spending</b>	<b>Annual Spending for 100 STRs</b>	
Meals/Beverages	\$101	194%	\$196	\$7,146,102	
Retail Shopping / Other	\$51	194%	\$98	\$3,581,231	
Admissions	\$43	194%	\$83	\$3,020,079	
Local Transportation	\$26	194%	\$50	\$1,837,242	
Groceries/Convenience Retail	\$12	194%	\$23	\$826,186	
<b>Totals</b>	<b>\$232</b>		<b>\$450</b>	<b>\$16,410,840</b>	

**APPENDIX E - TABLE 1**  
**VISITOR SPENDING ESTIMATES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<b>SOUTHEASTERN / ENCANTO</b>					
Housing Type	Single-Family	\$189 County Lodging Per Room	Days Rented	365	
Number of Bedrooms	2.0	<u>\$156</u> STR ADR	STRs for Nexus Model	100	
ADR	\$156	83% ADR Differential			
<b>STR Visitor Spending</b>	<b>Avg Spending Per Visitor Per Day</b>	<b>ADR Differential</b>	<b>Adjusted Visitor Spending</b>	<b>Annual Spending for 100 STRs</b>	
Meals/Beverages	\$101	83%	\$84	\$3,051,593	
Retail Shopping / Other	\$51	83%	\$42	\$1,529,290	
Admissions	\$43	83%	\$35	\$1,289,661	
Local Transportation	\$26	83%	\$21	\$784,556	
Groceries/Convenience Retail	\$12	83%	\$10	\$352,806	
<b>Totals</b>	<b>\$232</b>		<b>\$192</b>	<b>\$7,007,906</b>	

<b>HIGH-MARKET HOME SHARE</b>					
Housing Type	Home Share	\$189 County Lodging Per Room	Days Rented	365	
Number of Bedrooms	1 (of 4)	<u>\$107</u> STR ADR	STRs for Nexus Model	100	
ADR		56% ADR Differential			
<b>STR Visitor Spending</b>	<b>Avg Spending Per Visitor Per Day</b>	<b>ADR Differential</b>	<b>Adjusted Visitor Spending</b>	<b>Annual Spending for 100 STRs</b>	
Meals/Beverages	\$101	56%	\$57	\$2,077,699	
Retail Shopping / Other	\$51	56%	\$29	\$1,041,228	
Admissions	\$43	56%	\$24	\$878,075	
Local Transportation	\$26	56%	\$15	\$534,170	
Groceries/Convenience Retail	\$12	56%	\$7	\$240,210	
<b>Totals</b>	<b>\$232</b>		<b>\$131</b>	<b>\$4,771,382</b>	

<b>MID-MARKET HOME SHARE</b>					
Housing Type	Home Share	\$189 County Lodging Per Room	Days Rented	365	
Number of Bedrooms	1 (of 2)	<u>\$67</u> STR ADR	STRs for Nexus Model	100	
ADR		36% ADR Differential			
<b>STR Visitor Spending</b>	<b>Avg Spending Per Visitor Per Day</b>	<b>ADR Differential</b>	<b>Adjusted Visitor Spending</b>	<b>Annual Spending for 100 STRs</b>	
Meals/Beverages	\$101	36%	\$36	\$1,314,559	
Retail Shopping / Other	\$51	36%	\$18	\$658,784	
Admissions	\$43	36%	\$15	\$555,558	
Local Transportation	\$26	36%	\$9	\$337,969	
Groceries/Convenience Retail	\$12	36%	\$4	\$151,981	
<b>Totals</b>	<b>\$232</b>		<b>\$83</b>	<b>\$3,018,852</b>	

APPENDIX E - TABLE 2

BREAKDOWN OF STR SPENDING FOR INPUT TO IMPLAN  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

<u>IMPLAN Categories</u>	<u>% of Spending Category</u>	<u>Downtown</u>	<u>La Jolla</u>	<u>Mission Beach</u>	<u>Mission Valley</u>	<u>North Park</u>
<b>Meals/Beverages</b>		<b>\$3,106,504</b>	<b>\$14,604,145</b>	<b>\$6,303,833</b>	<b>\$3,972,652</b>	<b>\$3,239,215</b>
501 - Full Service Restaurants	50%	\$1,553,252	\$7,302,072	\$3,151,917	\$1,986,326	\$1,619,608
502 - Limited Service Restaurants	25%	\$776,626	\$3,651,036	\$1,575,958	\$993,163	\$809,804
503 - All other food and drinking places	<u>25%</u>	\$776,626	\$3,651,036	\$1,575,958	\$993,163	\$809,804
	100%					
<b>Retail Shopping / Other</b>		<b>\$1,556,808</b>	<b>\$7,318,789</b>	<b>\$3,159,133</b>	<b>\$1,990,873</b>	<b>\$1,623,316</b>
401 - Retail - Health and personal care stores	25%	\$389,202	\$1,829,697	\$789,783	\$497,718	\$405,829
403 - Retail - Clothing and accessories stores	25%	\$389,202	\$1,829,697	\$789,783	\$497,718	\$405,829
405 - Retail - General merchandise stores	25%	\$389,202	\$1,829,697	\$789,783	\$497,718	\$405,829
406 - Retail Miscellaneous store retailers	<u>25%</u>	\$389,202	\$1,829,697	\$789,783	\$497,718	\$405,829
	100%					
<b>Admissions</b>		<b>\$1,312,868</b>	<b>\$6,171,990</b>	<b>\$2,664,120</b>	<b>\$1,678,918</b>	<b>\$1,368,954</b>
494 - Amusement parks and arcades	40%	\$525,147	\$2,468,796	\$1,065,648	\$671,567	\$547,582
493 - Museums, historical sites, zoos, and parks	40%	\$525,147	\$2,468,796	\$1,065,648	\$671,567	\$547,582
496 - Other amusement and recreation industries	<u>20%</u>	\$262,574	\$1,234,398	\$532,824	\$335,784	\$273,791
	100%					
<b>Local Transportation</b>		<b>\$798,673</b>	<b>\$3,754,683</b>	<b>\$1,620,697</b>	<b>\$1,021,357</b>	<b>\$832,793</b>
412 - Transit and ground passenger transportation	100%	\$798,673	\$3,754,683	\$1,620,697	\$1,021,357	\$832,793
<b>Groceries / Convenience Retail</b>		<b>\$359,154</b>	<b>\$1,688,437</b>	<b>\$728,809</b>	<b>\$459,292</b>	<b>\$374,497</b>
400 - Retail - Food and Beverage Stores	100%	\$359,154	\$1,688,437	\$728,809	\$459,292	\$374,497
<b>Total Spending Per 100 STRs</b>		<b>\$7,134,006</b>	<b>\$33,538,043</b>	<b>\$14,476,592</b>	<b>\$9,123,093</b>	<b>\$7,438,775</b>

APPENDIX E - TABLE 2

BREAKDOWN OF STR SPENDING FOR INPUT TO IMPLAN  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

<u>IMPLAN Categories</u>	<u>% of Spending Category</u>	<u>Pacific Beach</u>	<u>Southeastern / Encanto</u>	<u>High-Market Home Share</u>	<u>Mid-Market Home Share</u>
<b>Meals/Beverages</b>		<b>\$7,146,102</b>	<b>\$3,051,593</b>	<b>\$2,077,699</b>	<b>\$1,314,559</b>
501 - Full Service Restaurants	50%	\$3,573,051	\$1,525,797	\$1,038,849	\$657,280
502 - Limited Service Restaurants	25%	\$1,786,525	\$762,898	\$519,425	\$328,640
503 - All other food and drinking places	<u>25%</u>	\$1,786,525	\$762,898	\$519,425	\$328,640
	100%				
<b>Retail Shopping / Other</b>		<b>\$3,581,231</b>	<b>\$1,529,290</b>	<b>\$1,041,228</b>	<b>\$658,784</b>
401 - Retail - Health and personal care stores	25%	\$895,308	\$382,322	\$260,307	\$164,696
403 - Retail - Clothing and accessories stores	25%	\$895,308	\$382,322	\$260,307	\$164,696
405 - Retail - General merchandise stores	25%	\$895,308	\$382,322	\$260,307	\$164,696
406 - Retail Miscellaneous store retailers	<u>25%</u>	\$895,308	\$382,322	\$260,307	\$164,696
	100%				
<b>Admissions</b>		<b>\$3,020,079</b>	<b>\$1,289,661</b>	<b>\$878,075</b>	<b>\$555,558</b>
494 - Amusement parks and arcades	40%	\$1,208,032	\$515,865	\$351,230	\$222,223
493 - Museums, historical sites, zoos, and parks	40%	\$1,208,032	\$515,865	\$351,230	\$222,223
496 - Other amusement and recreation industries	<u>20%</u>	\$604,016	\$257,932	\$175,615	\$111,112
	100%				
<b>Local Transportation</b>		<b>\$1,837,242</b>	<b>\$784,556</b>	<b>\$534,170</b>	<b>\$337,969</b>
412 - Transit and ground passenger transportation	100%	\$1,837,242	\$784,556	\$534,170	\$337,969
<b>Groceries / Convenience Retail</b>		<b>\$826,186</b>	<b>\$352,806</b>	<b>\$240,210</b>	<b>\$151,981</b>
400 - Retail - Food and Beverage Stores	100%	\$826,186	\$352,806	\$240,210	\$151,981
<b>Total Spending Per 100 STRs</b>		<b>\$16,410,840</b>	<b>\$7,007,906</b>	<b>\$4,771,382</b>	<b>\$3,018,852</b>

## **APPENDIX F - Market Survey Data**

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### **Short Term Rental Nexus Study**

## APPENDIX F - TABLE 1

**DOWNTOWN SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
207 5Th Ave 843	10/26/2017	1	1	431	\$838	\$282,300	\$655
207 5th Ave. 1136	6/5/2017	1	1	431	\$838	\$290,000	\$673
1435 India St 516	9/14/2017	1	1	558	\$309	\$300,000	\$538
1480 Broadway 2207	3/20/2018	1	1	621	\$432	\$310,000	\$499
1465 C St 3520	1/19/2018	1	1	720	\$425	\$310,000	\$431
450 J Street 5161	1/9/2018	1	1	512	\$400	\$310,000	\$605
1333 8th Ave 501	1/23/2018	1	1	673	\$408	\$310,000	\$461
445 Island Avenue 506	9/22/2017	1	1	547	\$403	\$312,000	\$570
702 Ash Street 501	11/7/2017	1	1	677	\$698	\$315,000	\$465
1480 Broadway 2409	3/27/2018	1	1	710	\$437	\$315,000	\$444
207 5th Ave 1156	7/11/2017	1	1	431	\$762	\$317,500	\$737
1400 Broadway 1202	11/3/2017	1	1	734	\$434	\$317,500	\$433
777 6th Ave 404	2/8/2018	1	1	656	\$296	\$319,500	\$487
1465 C Street 3217	1/23/2018	1	1	720	\$425	\$322,000	\$447
850 State Street 222	5/17/2017	1	1	666	\$557	\$325,000	\$488
701 Kettner Blvd 133	11/21/2017	1	1	592	\$367	\$325,000	\$549
777 6Th Ave 312	4/23/2018	1	1	695	\$303	\$325,000	\$468
321 10th Avenue 203	10/23/2017	1	1	621	\$524	\$325,000	\$523
550 15th St 709	4/11/2018	1	1	725	\$442	\$325,000	\$448
1225 Island 316	7/28/2017	1	1	646	\$394	\$325,000	\$503
445 Island 706	7/25/2017	1	1	547	\$404	\$325,000	\$594
1465 C St 3220	4/9/2018	1	1	720	\$433	\$326,000	\$453
777 6Th Ave 221	7/31/2017	1	1	631	\$297	\$327,000	\$518
1400 Broadway 1504	6/29/2017	1	1	712	\$370	\$327,900	\$461
1501 Front St 513	8/17/2017	1	1	555	\$279	\$328,000	\$591
777 6Th Ave 421	3/19/2018	1	1	631	\$297	\$329,000	\$521
702 Ash St 200	9/12/2017	1	1	642	\$698	\$329,500	\$513
1225 Island Avenue 411	2/26/2018	1	1	667	\$394	\$333,000	\$499
1435 India St 416	1/30/2018	1	1	558	\$309	\$335,000	\$600
1080 Park Blvd 710	11/16/2017	1	1	748	\$482	\$335,000	\$448
425 W Beech St 332	4/17/2018	1	1	641	\$515	\$335,000	\$523
350 11Th Ave 318	10/10/2017	1	1	656	\$530	\$337,000	\$514
702 Ash St 400	10/5/2017	1	1	628	\$690	\$340,000	\$541
1080 Park Blvd 311	4/2/2018	1	1	711	\$526	\$340,000	\$478
1225 ISLAND AVE 307	10/12/2017	1	1	720	\$403	\$344,000	\$478
889 Date St 309	9/21/2017	1	1	575	\$283	\$345,000	\$600
1435 India St 220	8/29/2017	1	1	591	\$314	\$345,000	\$584
1643 6Th Ave 209	11/21/2017	1	1	732	\$379	\$349,900	\$478
425 W Beech Street 1007	8/21/2017	1	1	661	\$430	\$350,000	\$530
1480 Broadway 2221	4/20/2018	1	1	763	\$432	\$350,000	\$459
1080 Park Blvd. 1111	4/12/2018	1	1	711	\$501	\$355,000	\$499
1150 J Street 314	12/12/2017	1	1	735	\$369	\$355,000	\$483
777 6Th Ave 333	5/4/2018	1	1	746	\$307	\$355,000	\$476
801 Ash St. 1202	8/30/2017	1	1	580	\$430	\$355,000	\$612
101 Market Street 209	11/10/2017	1	1	695	\$491	\$357,000	\$514
1944 State St 6	2/16/2018	1	1	637	\$152	\$357,500	\$561
1643 6th Avenue 309	3/22/2018	1	1	778	\$391	\$357,500	\$460
1501 Front Street 443	7/10/2017	1	1	658	\$287	\$357,900	\$544
777 6th Ave 303	12/18/2017	1	1	725	\$306	\$360,000	\$497
101 Market 128	9/12/2017	1	1	681	\$489	\$360,000	\$529
1501 FRONT ST 116	2/17/2018	1	1	821	\$300	\$360,000	\$438
1080 Park Blvd 704	5/1/2018	1	1	854	\$548	\$360,000	\$422
1501 FRONT ST. 235	6/17/2017	1	1	663	\$287	\$363,000	\$548
425 W Beech Street 311	9/5/2017	1	1	679	\$430	\$363,000	\$535
425 W Beech St 1008	6/26/2017	1	1	672	\$430	\$363,000	\$540

**APPENDIX F - TABLE 1**  
**DOWNTOWN SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
1551 4th Ave 308	4/18/2018	1	1	727	\$561	\$365,000	\$502
101 Market St 309	10/4/2017	1	1	695	\$491	\$365,000	\$525
445 Island Ave 303	12/28/2017	1	1	636	\$411	\$365,000	\$574
1501 Front St. 642	6/16/2017	1	1	658	\$287	\$365,000	\$555
550 Park Boulevard 2406	8/18/2017	1	1	738	\$430	\$365,000	\$495
525 11th 1110	2/27/2018	1	1	689	\$435	\$367,500	\$533
1501 Front St. 246	2/26/2018	1	1	658	\$301	\$368,000	\$559
1501 Front St 339	9/6/2017	1	1	645	\$287	\$368,000	\$571
1150 J Street 111	12/8/2017	1	1	735	\$368	\$369,000	\$502
2400 5th Avenue 337	7/10/2017	1	1	787	\$420	\$369,000	\$469
1501 Front Street 304	6/2/2017	1	1	781	\$298	\$369,900	\$474
777 6th Ave 331	12/1/2017	1	1	746	\$308	\$370,000	\$496
101 Market St 320	1/29/2018	1	1	681	\$491	\$370,000	\$543
777 6th Ave 402	1/9/2018	1	1	692	\$302	\$371,000	\$536
875 G St 313	4/16/2018	1	1	745	\$437	\$372,000	\$499
525 11th 1403	7/16/2017	1	1	756	\$438	\$372,000	\$492
525 11th Ave 1208	3/6/2018	1	1	700	\$435	\$374,500	\$535
721 9th Avenue 20	10/27/2017	1	1	650	\$179	\$375,000	\$577
206 Park Blvd 313	8/16/2017	1	1	694	\$486	\$375,000	\$540
1501 Front St. 330	12/1/2017	1	1	653	\$300	\$375,000	\$574
235 Market St 607	2/12/2018	1	1	788	\$409	\$375,000	\$476
1501 Front St 426	9/8/2017	1	1	781	\$298	\$375,000	\$480
777 6th Ave 211	9/14/2017	1	1	749	\$308	\$375,000	\$501
101 Market St 301	10/24/2017	1	1	727	\$475	\$375,000	\$516
525 11Th Ave 1201	2/2/2018	1	1	734	\$435	\$377,000	\$514
1150 J St 514	12/12/2017	1	1	735	\$369	\$378,000	\$514
889 Date 410	5/8/2018	1	1	682	\$348	\$379,000	\$556
101 Market Street 311	12/4/2017	1	1	695	\$491	\$379,000	\$545
550 Park Blvd 2506	2/26/2018	1	1	738	\$435	\$379,000	\$514
1501 FRONT ST. 220	3/30/2018	1	1	781	\$311	\$380,000	\$487
777 6th Ave 215	7/10/2017	1	1	737	\$307	\$380,000	\$516
777 6Th 237	7/18/2017	1	1	788	\$312	\$380,000	\$482
350 11Th Ave 826	1/3/2018	1	1	674	\$532	\$381,500	\$566
1080 Park Blvd 1304	1/5/2018	1	1	854	\$503	\$381,900	\$447
1551 4th Ave 408	5/26/2017	1	1	727	\$561	\$384,000	\$528
235 Market St 404	6/20/2017	1	1	718	\$391	\$385,000	\$536
850 BEECH 305	11/23/2017	1	1	756	\$678	\$385,000	\$509
1465 C St 3611	10/13/2017	1	1	881	\$449	\$387,000	\$439
1970 Columbia Street 202	3/12/2018	1	1	581	\$362	\$387,500	\$667
1150 J St. 818	10/4/2017	1	1	716	\$367	\$389,000	\$543
1435 India St 305	6/27/2017	1	1	728	\$317	\$390,000	\$536
1642 7Th Ave 222	10/30/2017	1	1	747	\$361	\$390,000	\$522
425 W Beech Street 336	8/29/2017	1	1	749	\$460	\$390,000	\$521
1501 Front St 229	8/8/2017	1	1	721	\$298	\$390,000	\$541
253 10th Ave 533	12/20/2017	1	1	808	\$524	\$390,000	\$483
850 State St 107	4/19/2018	1	1	824	\$590	\$392,000	\$476
700 W E Street 303	4/2/2018	1	1	827	\$813	\$395,000	\$478
321 10th Ave 1505	11/16/2017	1	1	603	\$522	\$395,000	\$655
1501 Front St 540	11/6/2017	1	1	720	\$290	\$395,000	\$549
253 10th Ave 222	5/25/2017	1	1	739	\$506	\$395,000	\$535
427 9TH AVE 508	2/21/2018	1	1	670	\$363	\$397,500	\$593
701 Kettner Blvd 147	9/29/2017	1	1	604	\$363	\$397,500	\$658
1642 7th Ave 329	12/15/2017	1	1	758	\$361	\$399,900	\$528
350 11th Ave 422	8/7/2017	1	1	785	\$551	\$400,000	\$510
1642 7th Avenue 424	2/27/2018	1	1	747	\$391	\$400,000	\$535

**APPENDIX F - TABLE 1**  
**DOWNTOWN SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
1551 4th Ave 203	7/21/2017	1	1	1,168	\$567	\$400,000	\$342
2330 1St 117	7/3/2017	1	1	639	\$340	\$400,000	\$626
1150 J Street 105	6/28/2017	1	1	966	\$392	\$400,000	\$414
425 W Beech St 1006	7/14/2017	1	1	655	\$430	\$400,000	\$611
1441 9th Ave. 209	6/16/2017	1	1	870	\$630	\$400,000	\$460
1501 Front St 636	3/19/2018	1	1	658	\$300	\$400,000	\$608
253 10th Ave. 224	9/7/2017	1	1	739	\$506	\$400,000	\$541
1435 India St 317	3/8/2018	1	1	835	\$321	\$404,000	\$484
445 Island Avenue 513	7/9/2017	1	1	807	\$425	\$405,000	\$502
1435 India St 417	9/28/2017	1	1	835	\$323	\$405,000	\$485
425 W Beech St 1307	9/23/2017	1	1	661	\$430	\$405,000	\$613
425 W Beech 1352	10/2/2017	1	1	655	\$467	\$407,000	\$621
425 W W Beech St 1506	8/18/2017	1	1	655	\$430	\$407,000	\$621
550 Park Blvd 2401	4/14/2018	1	1	810	\$435	\$409,000	\$505
425 W Beech St. 1305	3/6/2018	1	1	648	\$508	\$409,000	\$631
321 10th 1705	7/7/2017	1	1	603	\$523	\$410,000	\$680
450 J 5151	4/9/2018	1	1	777	\$423	\$410,000	\$528
1601 India St 312	1/26/2018	1	1	800	\$348	\$410,000	\$513
2400 5Th Ave 228	10/26/2017	1	1	787	\$420	\$412,000	\$524
206 Park Blvd. 301	10/7/2017	1	1	881	\$518	\$412,500	\$468
1431 Pacific Hwy 405	9/21/2017	1	1	693	\$592	\$413,700	\$597
1225 Island Ave 503	8/11/2017	1	1	892	\$400	\$415,000	\$465
1551 4th Ave 505	3/8/2018	1	1	868	\$588	\$415,000	\$478
850 Beech St 802	10/24/2017	1	1	793	\$673	\$415,000	\$523
425 W Beech St 1306	10/25/2017	1	1	655	\$496	\$415,000	\$634
425 W Beech St 1251	4/5/2018	1	1	648	\$516	\$417,000	\$644
530 K Street 409	9/26/2017	1	1	678	\$545	\$417,000	\$615
1465 C St 3615	2/16/2018	1	1	881	\$468	\$418,000	\$474
575 6th Ave 301	10/19/2017	1	1	653	\$537	\$419,500	\$642
1277 Kettner Boulevard 104	7/30/2017	1	1	733	\$402	\$419,687	\$573
1501 Front Street 310	3/20/2018	1	1	845	\$310	\$419,900	\$497
575 6th Ave 307	1/30/2018	1	1	679	\$540	\$420,000	\$619
1277 Kettner Blvd 407	12/12/2017	1	1	654	\$387	\$420,000	\$642
1431 Pacific Hwy 505	1/30/2018	1	1	692	\$592	\$420,000	\$607
875 G 506	10/24/2017	1	1	715	\$387	\$420,000	\$587
2400 5Th Ave 209	10/3/2017	1	1	801	\$420	\$420,000	\$524
2400 5th Avenue 332	5/25/2017	1	1	734	\$420	\$420,000	\$572
206 Park Blvd 309	1/29/2018	1	1	877	\$520	\$423,000	\$482
253 10th 531	3/6/2018	1	1	812	\$524	\$424,000	\$522
425 W Beech St 234	4/23/2018	1	1	749	\$515	\$424,000	\$566
321 10th Ave 1705	4/12/2018	1	1	603	\$523	\$425,000	\$705
206 Park Blvd. 301	2/23/2018	1	1	881	\$518	\$425,000	\$482
450 J Street 6041	3/12/2018	1	1	799	\$423	\$425,000	\$532
450 J Street 4011	4/29/2018	1	1	777	\$423	\$425,000	\$547
450 J St 504	6/1/2017	1	1	799	\$425	\$425,000	\$532
321 10Th Ave 2103	4/25/2018	1	1	621	\$523	\$425,000	\$684
206 Park Blvd 407	10/23/2017	1	1	821	\$524	\$425,000	\$518
450 J Street 6171	1/5/2018	1	1	777	\$423	\$425,000	\$547
450 J St 3051	3/26/2018	1	1	777	\$423	\$425,000	\$547
1431 Pacific Highway 103	6/12/2017	1	1	623	\$581	\$427,500	\$686
1501 Front St. 237	1/29/2018	1	1	721	\$298	\$429,000	\$595
575 6th Ave 911	11/22/2017	1	1	653	\$537	\$429,000	\$657
206 Park Blvd. 514	7/27/2017	1	1	826	\$524	\$429,000	\$519
1944 State St 4	3/1/2018	1	1	804	\$207	\$430,000	\$535
2400 5th Ave. 102	1/2/2018	1	1	800	\$420	\$430,000	\$538

**APPENDIX F - TABLE 1**  
**DOWNTOWN SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
450 J St 3231	3/1/2018	1	1	820	\$426	\$430,000	\$524
450 J Street 5051	12/26/2017	1	1	777	\$367	\$430,000	\$553
702 Ash Street 701	4/16/2018	1	1	805	\$704	\$430,000	\$534
1240 India St 420	6/26/2017	1	1	772	\$407	\$430,000	\$557
1441 9Th Ave 510	8/1/2017	1	1	849	\$629	\$430,000	\$506
1431 Pacific Hwy 102	6/12/2017	1	1	615	\$578	\$430,000	\$699
1240 India St. 103	10/27/2017	1	1	802	\$420	\$431,000	\$537
427 9th Avenue 205	6/9/2017	1	1	856	\$403	\$432,000	\$505
445 Island Avenue 321	3/12/2018	1	1	807	\$425	\$432,000	\$535
575 6th Avenue 611	4/9/2018	1	1	653	\$544	\$435,000	\$666
530 K Street 211	11/30/2017	1	1	707	\$575	\$435,000	\$615
450 J 7011	6/20/2017	1	1	777	\$423	\$435,000	\$560
300 W Beech St 204	9/1/2017	1	1	687	\$436	\$435,000	\$633
701 Kettner Blvd 43	7/17/2017	1	1	780	\$403	\$435,000	\$558
1480 Broadway 2608	4/14/2018	1	1	932	\$445	\$435,000	\$467
1580 Union St 406	8/21/2017	1	1	681	\$435	\$435,000	\$639
850 Beech St. 605	2/18/2018	1	1	852	\$678	\$435,000	\$511
1277 Kettner Blvd 409	3/21/2018	1	1	654	\$408	\$435,000	\$665
550 Park Blvd 2608	12/18/2017	1	1	923	\$435	\$435,000	\$471
1050 Island Ave 519	10/27/2017	1	1	814	\$415	\$437,000	\$537
1150 J Street 705	1/26/2018	1	1	994	\$392	\$438,000	\$441
530 K St 617	11/1/2017	1	1	689	\$534	\$439,000	\$637
575 6th Ave 208	10/2/2017	1	1	663	\$537	\$439,000	\$662
1025 Island Avenue 606	8/14/2017	1	1	768	\$374	\$439,000	\$572
575 6Th Ave 209	9/7/2017	1	1	663	\$537	\$439,900	\$663
1431 Pacific Hwy 703	7/19/2017	1	1	623	\$581	\$440,000	\$706
620 State Street 317	10/16/2017	1	1	735	\$470	\$440,000	\$599
530 K Street 206	6/5/2017	1	1	669	\$541	\$440,000	\$658
1080 Park Blvd 602	9/11/2017	1	2	1,029	\$531	\$440,000	\$428
445 Island Ave 608	10/6/2017	1	1	764	\$422	\$440,888	\$577
445 Island Ave 623	7/26/2017	1	1	832	\$426	\$442,500	\$532
1441 9th Avenue 409	2/21/2018	1	1	870	\$655	\$442,500	\$509
575 6th Ave 1007	1/24/2018	1	1	679	\$620	\$443,000	\$652
450 J St 3021	8/30/2017	1	1	736	\$419	\$445,000	\$605
350 K Street 404	6/17/2017	1	1	694	\$370	\$445,000	\$641
701 Kettner Blvd 211	8/4/2017	1	1	765	\$400	\$445,000	\$582
1240 India St 719	5/1/2018	1	1	675	\$410	\$445,000	\$659
1150 J Street 104	5/15/2018	1	1	967	\$390	\$445,000	\$460
530 K St 1017	4/27/2018	1	1	661	\$558	\$446,500	\$675
330 J Street 309	8/31/2017	1	1	841	\$381	\$447,000	\$532
1240 India Street 421	8/1/2017	1	1	772	\$407	\$447,500	\$580
1240 India St 522	9/11/2017	1	1	772	\$390	\$448,000	\$580
702 Ash St 209	9/25/2017	1	2	888	\$729	\$449,000	\$506
530 K Street 919	5/7/2018	1	1	648	\$540	\$449,000	\$693
1580 Union St 104	2/16/2018	1	1	681	\$448	\$449,900	\$661
1150 J Street 422	3/27/2018	1	1	994	\$392	\$450,000	\$453
701 Kettner Blvd 103	2/27/2018	1	1	780	\$406	\$450,000	\$577
1940 3rd Avenue 106	7/27/2017	1	1	981	\$395	\$450,000	\$459
527 10th Avenue 310	8/14/2017	1	2	1,078	\$437	\$450,000	\$417
1050 Island Ave 324	4/9/2018	1	1	894	\$428	\$450,000	\$503
801 ASH ST 401	10/31/2017	1	1	985	\$539	\$450,000	\$457
1150 J Street 218	3/2/2018	1	1	966	\$392	\$450,000	\$466
1501 Front Street 604	10/4/2017	1	1	781	\$297	\$451,500	\$578
701 Kettner Blvd 163	1/8/2018	1	1	765	\$423	\$452,500	\$592
300 W Beech St 7	1/17/2018	1	1	706	\$435	\$455,000	\$644

**APPENDIX F - TABLE 1**
**DOWNTOWN SALES COMPARABLES**
**SHORT TERM RENTAL NEXUS STUDY**
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
1240 India Street 1105	2/9/2018	1	1	680	\$411	\$455,000	\$669
1240 India Street 419	3/16/2018	1	1	768	\$420	\$455,000	\$592
300 W Beech St 704	2/12/2018	1	1	687	\$435	\$459,900	\$669
1240 India St 423	2/9/2018	1	1	772	\$421	\$460,000	\$596
1080 Park Blvd 1910	6/5/2017	1	1	832	\$503	\$460,000	\$553
1150 J St 804	3/2/2018	1	1	994	\$392	\$460,000	\$463
1150 J Street 822	11/7/2017	1	1	994	\$392	\$460,000	\$463
701 Kettner Blvd 65	8/18/2017	1	1	761	\$398	\$460,000	\$604
325 7th Avenue 503	9/13/2017	1	1	730	\$898	\$460,000	\$630
1240 India 2105	6/14/2017	1	1	680	\$387	\$460,000	\$676
530 K St 607	10/31/2017	1	1	661	\$538	\$462,500	\$700
1205 Pacific Highway 704	12/4/2017	1	1	821	\$828	\$465,000	\$566
1551 4th Ave 311	8/25/2017	1	1	1,141	\$589	\$465,000	\$408
530 K St 1117	12/21/2017	1	1	661	\$538	\$465,000	\$703
527 10Th 410	9/8/2017	1	2	1,078	\$437	\$467,000	\$433
253 10Th Ave 1003	12/5/2017	1	1	739	\$506	\$469,000	\$635
321 10Th Ave 706	10/20/2017	1	1	736	\$543	\$469,000	\$637
1601 India st 503	7/16/2017	1	1	732	\$368	\$469,000	\$641
800 The Mark Ln 305	7/27/2017	1	1	993	\$721	\$470,000	\$473
350 11th 343	8/23/2017	1	1	776	\$553	\$470,000	\$606
875 G St. 805	5/9/2018	1	1	840	\$464	\$470,000	\$560
701 Kettner Blvd 48	12/8/2017	1	1	1,005	\$437	\$470,000	\$468
527 10th Ave. 602	1/2/2018	1	1	883	\$379	\$470,000	\$532
1441 9Th Ave 709	3/20/2018	1	1	870	\$614	\$470,000	\$540
350 11Th Ave 618	4/3/2018	1	1	1,175	\$613	\$471,500	\$401
1494 Union Street 606	5/30/2017	1	1	847	\$433	\$475,000	\$561
1050 Island Ave 621	8/18/2017	1	2	1,003	\$426	\$475,000	\$474
800 The Mark Ln 906	10/11/2017	1	1	739	\$696	\$475,000	\$643
1240 India St 1404	4/17/2018	1	1	724	\$416	\$475,000	\$656
350 11Th Ave 345	11/24/2017	1	1	801	\$553	\$477,000	\$596
300 W Beech St 1007	11/22/2017	1	1	706	\$432	\$477,500	\$676
985 Island Ave 7	8/22/2017	1	1	633	\$165	\$480,000	\$758
800 The Mark Lane 1006	5/24/2017	1	1	760	\$695	\$480,000	\$632
427 9th Avenue 1009	11/2/2017	1	1	826	\$389	\$481,000	\$582
800 The Mark Ln 210	6/12/2017	1	1	967	\$720	\$485,000	\$502
1494 Union Street 408	7/31/2017	1	1	873	\$437	\$485,000	\$556
1601 India St 408	3/2/2018	1	1	817	\$391	\$485,000	\$594
1551 4th Ave 801	2/8/2018	1	1	771	\$580	\$485,000	\$629
701 Kettner Blvd 45	2/7/2018	1	1	900	\$406	\$488,000	\$542
1240 India Street 2005	2/27/2018	1	1	680	\$421	\$489,900	\$720
701 Kettner Blvd 102	12/6/2017	1	1	1,017	\$437	\$493,000	\$485
235 Market St 410	3/16/2018	1	1	1,036	\$432	\$495,000	\$478
330 J Street 307	11/13/2017	1	1	892	\$400	\$495,000	\$555
500 W Harbor Dr 716	4/28/2018	1	1	726	\$782	\$500,000	\$689
1240 India St 1004	4/22/2018	1	1	724	\$416	\$500,000	\$691
777 6Th Ave 129	6/1/2017	1	1	1,198	\$321	\$502,500	\$419
877 Island Ave 417	12/28/2017	1	1	942	\$656	\$505,000	\$536
300 W Beech St 1507	11/21/2017	1	1	706	\$435	\$506,500	\$717
2034 Kettner 29	11/30/2017	1	1	736	\$256	\$507,500	\$690
427 9th Avenue 201	8/16/2017	1	1	843	\$399	\$510,000	\$605
800 The Mark Lane 602	5/4/2018	1	1	902	\$751	\$510,000	\$565
427 9th Avenue 1301	6/13/2017	1	1	843	\$431	\$512,000	\$607
721 9th 6	12/26/2017	1	1	920	\$195	\$512,000	\$557
300 W Beech St 806	3/20/2018	1	1	706	\$448	\$512,500	\$726
941 W Hawthorn St 5	1/24/2018	1	1	963	\$281	\$512,500	\$532

**APPENDIX F - TABLE 1**  
**DOWNTOWN SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
1750 Kettner Blvd 304	7/20/2017	1	1	902	\$508	\$515,000	\$571
875 G Street 409	10/29/2017	1	1	1,033	\$496	\$515,000	\$499
325 7Th Ave 206	3/28/2018	1	1	766	\$965	\$520,000	\$679
800 The Mark Ln 601	3/17/2018	1	1	919	\$751	\$521,000	\$567
800 The Mark 1602	7/12/2017	1	1	902	\$722	\$522,000	\$579
800 The Mark Ln 709	8/3/2017	1	1	875	\$714	\$525,000	\$600
1501 India St 605	7/28/2017	1	2	1,055	\$457	\$530,000	\$502
800 The Mark 1902	6/19/2017	1	1	902	\$722	\$530,000	\$588
500 W Harbor Drive 407	2/20/2018	1	1	879	\$783	\$530,000	\$603
650 Columbia St 417	11/2/2017	1	1	1,044	\$700	\$532,100	\$510
500 W Harbor Dr. 1706	10/21/2017	1	1	943	\$792	\$540,000	\$573
1750 Kettner Blvd 418	4/27/2018	1	1	902	\$514	\$549,000	\$609
1025 Island 307	1/15/2018	1	2	1,043	\$426	\$550,100	\$527
500 W Harbor Dr 1604	3/8/2018	1	1	975	\$817	\$560,000	\$574
550 Front St 707	5/15/2018	1	1	737	\$941	\$560,000	\$760
253 10th Avenue 623	1/5/2018	1	1	1,065	\$569	\$560,000	\$526
800 The Mark Lane 1408	3/26/2018	1	1	875	\$742	\$568,000	\$649
301 W G Street 431	11/13/2017	1	1	1,273	\$479	\$569,900	\$448
510 1st Ave 601	4/20/2018	1	2	1,036	\$991	\$569,900	\$550
701 Kettner BLVD 82	4/11/2018	1	1	1,017	\$437	\$570,000	\$560
253 10th Ave 823	10/18/2017	1	1	1,001	\$569	\$570,000	\$569
500 W Harbor Drive 907	11/30/2017	1	1	879	\$804	\$575,000	\$654
800 The Mark Ln 2602	8/31/2017	1	1	902	\$722	\$578,000	\$641
1199 Pacific Hwy 1203	8/24/2017	1	1	899	\$852	\$580,000	\$645
1199 Pacific Highway 2403	10/5/2017	1	1	821	\$852	\$580,000	\$706
301 W G St 405	3/29/2018	1	1	1,273	\$497	\$585,000	\$460
2400 5Th Ave 431	1/25/2018	1	1	948	\$420	\$585,000	\$617
1205 Pacific Highway 1204	12/29/2017	1	1	821	\$824	\$585,000	\$713
301 W G St 427	12/26/2017	1	1	1,273	\$477	\$590,000	\$463
253 10th Ave 904	2/14/2018	1	1	1,065	\$569	\$590,000	\$554
1494 Union 1003	8/16/2017	1	1	1,414	\$519	\$591,000	\$418
510 1st Ave. 1301	4/23/2018	1	2	1,036	\$995	\$592,000	\$571
510 1st Ave 801	9/12/2017	1	2	1,036	\$951	\$595,000	\$574
1501 India St 610	10/25/2017	1	2	1,261	\$516	\$595,000	\$472
100 Harbor Drive 605	2/26/2018	1	1	1,036	\$1,098	\$600,000	\$579
800 The Mark Ln 2402	3/28/2018	1	1	902	\$722	\$600,000	\$665
645 Front Street 1202	5/24/2017	1	1	1,103	\$811	\$600,000	\$544
555 Front St 1001	12/5/2017	1	2	974	\$951	\$602,000	\$618
321 10TH AVE 2303	6/27/2017	1	1	1,098	\$601	\$615,000	\$560
555 Front St 1101	7/11/2017	1	2	974	\$951	\$615,000	\$631
500 W Harbor Drive 115	11/2/2017	1	1	1,226	\$831	\$617,700	\$504
1080 Park Blvd. 701	7/18/2017	1	2	1,328	\$585	\$619,600	\$467
527 10th Avenue 305	8/28/2017	1	2	1,348	\$476	\$620,000	\$460
527 10Th Ave 204	11/27/2017	1	2	1,423	\$502	\$620,000	\$436
510 1st Ave. 1701	9/29/2017	1	2	1,036	\$951	\$633,000	\$611
1199 Pacific Hwy 3203	6/6/2017	1	1	821	\$852	\$635,000	\$773
253 10th Ave 1304	8/15/2017	1	1	1,065	\$569	\$635,000	\$596
1501 Front St 107	11/21/2017	1	1	1,157	\$295	\$637,000	\$551
200 Harbor Dr 1203	4/13/2018	1	1	1,036	\$1,135	\$637,000	\$615
1494 Union St 1003	5/2/2018	1	1	1,414	\$520	\$658,000	\$465
1199 Pacific Highway 3403	8/24/2017	1	1	899	\$852	\$659,000	\$733
700 Front 908	9/14/2017	1	1	1,320	\$1,143	\$660,000	\$500
645 FRONT ST 1201	12/31/2017	1	1	1,158	\$837	\$665,000	\$574
1199 Pacific Hwy 3003	9/11/2017	1	1	899	\$852	\$670,000	\$745
877 Island Ave 413	12/11/2017	1	1	1,273	\$681	\$672,000	\$528

**APPENDIX F - TABLE 1**  
**DOWNTOWN SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
1780 Kettner Blvd. 512	10/19/2017	1	1	1,081	\$518	\$690,000	\$638
100 Harbor 2206	5/30/2017	1	1	1,036	\$1,047	\$695,000	\$671
800 The Mark Ln. 904	12/27/2017	1	1	1,108	\$797	\$705,000	\$636
1780 Kettner Blvd 106	2/28/2018	1	1	1,208	\$515	\$715,000	\$592
700 Front Street 1306	7/11/2017	1	1	1,460	\$1,162	\$733,500	\$502
527 10th Avenue 709	10/3/2017	1	2	1,395	\$504	\$739,000	\$530
700 Front Street 1206	3/24/2018	1	1	1,460	\$1,208	\$740,000	\$507
700 Front St. 1706	6/6/2017	1	1	1,460	\$1,190	\$765,000	\$524
200 Harbor Drive 2103	1/16/2018	1	1	1,036	\$1,200	\$780,000	\$753
200 Harbor Drive 3103	10/11/2017	1	1	1,036	\$1,200	\$802,000	\$774
100 Harbor Drive 3206	7/18/2017	1	1	1,036	\$1,200	\$865,000	\$835
700 W E St 2903	11/15/2017	1	2	1,370	\$842	\$1,035,000	\$755
100 Harbor Drive 1805	4/30/2018	1	2	1,474	\$1,306	\$1,350,000	\$916
550 Front Street 2103	8/30/2017	1	1	1,402	\$944	\$1,565,000	\$1,116
				Minimum	431	\$282,300	\$342
				Maximum	1,474	\$1,565,000	\$1,116
				Average	821	\$515	\$457,345
				Median	772	\$437	\$431,500
Weighted Average Price Per SF Unit Size Sales Price							\$557
800 \$446,000							800

**APPENDIX F - TABLE 2**  
**LA JOLLA SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
5881 Desert View Drive	10/14/2017	4	3	2,114	\$1,040,000	\$492
5510 Coral Reef	2/21/2018	4	2	1,950	\$1,120,000	\$574
5415 Coral Reef	10/21/2017	4	2	2,673	\$1,145,000	\$428
8058 Gilman Ct	8/23/2017	4	3	3,397	\$1,199,000	\$353
5758 Soledad Mountain Rd	7/6/2017	4	2	2,209	\$1,300,000	\$589
3036 Cranbrook Ct	6/26/2017	4	3	2,560	\$1,310,000	\$512
8088 Gilman Ct	2/27/2018	4	4	3,397	\$1,310,000	\$386
785 Bellevue Pl	10/23/2017	4	4	2,214	\$1,340,000	\$605
2665 Ridgegate Row	9/6/2017	4	3	3,577	\$1,340,000	\$375
2815 Via Posada	4/11/2018	4	2	3,245	\$1,397,500	\$431
2555 Ridgegate Row	4/1/2018	4	3	3,577	\$1,400,000	\$391
6043 Meadowpointe Row	5/4/2018	4	3	2,452	\$1,410,000	\$575
2437 Selkirk Row	6/30/2017	4	3	2,939	\$1,450,000	\$493
736 Fern	9/5/2017	4	3	2,805	\$1,455,000	\$519
2469 Darlington Row	2/22/2018	4	3	2,939	\$1,460,000	\$497
7425 Caminito Rialto	2/28/2018	4	2	2,271	\$1,475,000	\$649
1686 Nautilus Street	7/13/2017	4	2	2,366	\$1,486,000	\$628
6989 Paseo Laredo	8/29/2017	4	2	3,279	\$1,500,000	\$457
8246 Caminito Maritimo	4/12/2018	4	2	3,214	\$1,500,000	\$467
5667 Linda Rosa Avenue	3/20/2018	4	3	2,000	\$1,535,000	\$768
7929 Avenida Kirjah	8/31/2017	4	4	4,757	\$1,550,000	\$326
2398 Almeria	6/27/2017	4	3	2,624	\$1,550,000	\$591
1545 Calle Camille	1/2/2018	4	2	2,420	\$1,590,240	\$657
6683 Caminito Hermitage	4/6/2018	4	3	3,717	\$1,600,000	\$430
6483 Avenida Manana	11/7/2017	4	2	1,878	\$1,600,000	\$852
6112 LA PINTURA DRIVE	5/7/2018	4	3	2,718	\$1,620,000	\$596
8554 Cliffridge Ave	12/13/2017	4	3	2,876	\$1,639,900	\$570
8911 Nottingham Place	4/24/2018	4	2	1,938	\$1,641,000	\$847
6019 La Jolla Blvd.	8/10/2017	4	3	3,047	\$1,650,000	\$542
427 Retaheim Way	5/16/2018	4	3	1,858	\$1,670,000	\$898.82
8891 Nottingham Place	7/7/2017	4	2	2,630	\$1,675,000	\$637
5436 Thunderbird Lane	4/21/2018	4	3	2,700	\$1,698,000	\$629
6525 Caminito Northland	12/28/2017	4	3	3,059	\$1,700,000	\$556
6161 Soledad Mountail Rd	3/30/2018	4	3	2,393	\$1,700,000	\$710
5445 Parkview Dr	8/8/2017	4	2	2,433	\$1,735,000	\$713
526-528 Palomar Ave	6/14/2017	4	2	1,515	\$1,750,000	\$1,155
5780 Rutgers Road	6/4/2017	4	4	4,651	\$1,750,000	\$376
6615 Caminito Lindrick	9/8/2017	4	3	3,717	\$1,780,000	\$479
6349 Castejon Drive	3/2/2018	4	2	3,114	\$1,800,000	\$578
6474 La Jolla Blvd	3/29/2018	4	2	2,140	\$1,825,000	\$853
7857 Esterel Dr	7/30/2017	4	2	2,283	\$1,825,000	\$799
904 Sandpiper Pl	9/15/2017	4	2	1,826	\$1,838,750	\$1,007
1418 Torrey Pines Road	1/2/2018	4	3	2,628	\$1,878,500	\$715
6571 Avenida Wilfredo	10/25/2017	4	2	2,469	\$1,900,000	\$770
9543 Poole St	6/23/2017	4	4	2,771	\$1,900,000	\$686
5545 Candlelight Drive	5/11/2018	4	3	2,432	\$1,910,000	\$785
5438 Avenida Fiesta	12/13/2017	4	3	2,639	\$1,924,900	\$729
5791 La Jolla Corona Dr	11/27/2017	4	4	3,475	\$1,925,000	\$554
2742 Bordeaux Avenue	6/26/2017	4	2	2,369	\$1,936,586	\$817
5788 La Jolla Corona Drive	6/21/2017	4	3	3,245	\$1,950,000	\$601
5512 Candlelight Drive	6/6/2017	4	3	2,197	\$1,986,000	\$904
2097 Caminito Capa	7/6/2017	4	4	3,417	\$2,010,000	\$588
2580 Caminito Muirfield	8/3/2017	4	4	3,122	\$2,081,250	\$667
6209 Beaumont Avenue	3/8/2018	4	3	3,600	\$2,100,000	\$583
1437 Virginia Way	11/8/2017	4	3	1,804	\$2,133,423	\$1,183

**APPENDIX F - TABLE 2**  
**LA JOLLA SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
5701 Skylark Place	4/19/2018	4	3	2,973	\$2,150,000	\$723
1161 Via Angelina	1/15/2018	4	4	2,672	\$2,175,000	\$814
1635 Calle Candela	6/28/2017	4	3	3,032	\$2,176,000	\$718
5912 Avenida Chamnez	6/13/2017	4	3	2,858	\$2,200,000	\$770
5741 Rutgers	9/19/2017	4	3	3,257	\$2,231,000	\$685
7342 Caminito Cruzada	8/4/2017	4	3	2,994	\$2,275,000	\$760
720 Camino De La Costa	9/1/2017	4	3	2,557	\$2,280,000	\$892
720 Camino De La Costa	9/3/2017	4	3	2,557	\$2,280,000	\$892
5554 Taft	2/23/2018	4	3	2,619	\$2,300,000	\$878
5970 La Jolla Mesa	8/29/2017	4	3	3,116	\$2,300,000	\$738
1230 Nautilus Street	7/24/2017	4	3	3,306	\$2,325,000	\$703
5685 Linda Rosa Avenue	4/24/2018	4	4	3,009	\$2,330,000	\$774
7435 Eads Ave	1/23/2018	4	3	2,548	\$2,350,000	\$922
2363 King Arthur Court	10/5/2017	4	3	3,212	\$2,390,000	\$744
322 Nautilus Street	3/29/2018	4	4	2,322	\$2,450,000	\$1,055
322 Nautilus Street	3/29/2018	4	4	2,322	\$2,450,000	\$1,055
322 Nautilus Street	3/16/2018	4	4	2,322	\$2,450,000	\$1,055
5780 Soledad Road	4/8/2018	4	3	3,955	\$2,500,000	\$632
5621 Beaumont Ave	5/4/2018	4	4	2,565	\$2,500,000	\$975
1237 Muirlands Vista Way	2/27/2018	4	3	2,699	\$2,500,500	\$926
1402 Rodeo Dr	9/8/2017	4	3	2,531	\$2,550,000	\$1,008
383 Westbourne St	6/21/2017	4	3	2,348	\$2,570,000	\$1,095
2488 Hidden Valley Road	4/4/2018	4	4	3,566	\$2,600,000	\$729
5627 Rutgers Road	11/15/2017	4	6	6,252	\$2,603,721	\$416
1730 Valdes Drive	10/19/2017	4	4	3,174	\$2,650,000	\$835
7964 Lowry Terrace	3/28/2018	4	3	1,937	\$2,650,000	\$1,368
1555 Soledad Avenue	3/27/2018	4	4	4,456	\$2,700,700	\$606
7538 Caminito Avola	11/21/2017	4	4	3,168	\$2,725,000	\$860
728 Colima St	2/23/2018	4	3	2,951	\$2,745,000	\$930
5749 Dolphin	6/29/2017	4	4	3,008	\$2,850,000	\$947
5633 Taft Ave	6/14/2017	4	3	3,605	\$2,993,000	\$830
2345 Via Siena	10/20/2017	4	4	3,057	\$3,006,093	\$983
7228 Monte Vista Avenue	1/5/2018	4	3	2,167	\$3,042,000	\$1,404
1836 El Camino Del Teatro	10/23/2017	4	3	3,473	\$3,151,248	\$907
5420 Chelsea	4/25/2018	4	4	2,779	\$3,195,000	\$1,150
7335 Encelia Dr.	4/11/2018	4	4	3,495	\$3,200,000	\$916
1414 Muirlands Drive	6/2/2017	4	4	3,548	\$3,200,000	\$902
5495 Rutgers Rd.	3/14/2018	4	4	3,206	\$3,210,000	\$1,001
8305 CALLE DEL CIELO	1/26/2018	4	4	3,731	\$3,225,000	\$864
7106 Olivetas Avenue	11/30/2017	4	4	2,643	\$3,295,000	\$1,247
8381 El Paseo Grande	7/27/2017	4	2	1,915	\$3,375,000	\$1,762
5882 Sagebrush Road	7/20/2017	4	4	4,307	\$3,375,000	\$784
1522 Copa De Oro Dr	3/29/2018	4	4	3,146	\$3,380,000	\$1,074
8471 El Paseo Grande	4/27/2018	4	3	2,706	\$3,400,000	\$1,256
7682 Hillside Drive	5/22/2017	4	4	4,765	\$3,450,000	\$724
8352 Paseo Del Ocaso	12/11/2017	4	6	4,813	\$3,500,000	\$727
337 Bandera St	9/18/2017	4	4	4,112	\$3,500,000	\$851
1222 Muirlands Vista Way	8/24/2017	4	5	5,354	\$3,545,400	\$662
330 Playa Del Sur	6/13/2017	4	4	4,879	\$3,600,000	\$738
7240 Encelia Drive	6/20/2017	4	6	5,788	\$3,999,999	\$691
7025 Vista Del Mar Ave	11/20/2017	4	3	3,210	\$4,000,000	\$1,246
2810 Hidden Valley Road	4/25/2018	4	5	3,900	\$4,175,000	\$1,071
2469 Avenida De La Playa	7/10/2017	4	5	4,459	\$4,350,000	\$976
7241 Carrizo Drive	6/3/2017	4	4	5,747	\$4,445,000	\$773
6303 Camino De La Costa	7/12/2017	4	4	5,221	\$5,200,000	\$996

**APPENDIX F - TABLE 2**
**LA JOLLA SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
7105 Fairway Road	8/11/2017	4	5	7,100	\$5,334,000	\$751
8204 Prestwick Drive	8/14/2017	4	4	2,818	\$5,350,000	\$1,899
9565 La Jolla Farms Road	11/3/2017	4	3	3,388	\$5,350,000	\$1,579
6423 Camino De La Costa	1/18/2018	4	4	4,697	\$5,498,000	\$1,171
6005 Avenida Cresta	12/4/2017	4	4	5,480	\$5,500,000	\$1,004
2485 Calle Del Oro	3/2/2018	4	4	3,425	\$5,750,000	\$1,679
6005 Avenida Cresta	4/9/2018	4	4	5,480	\$5,800,000	\$1,058
6919 Country Club Dr	9/13/2017	4	5	6,042	\$5,975,000	\$989
2749 COSTEBELLE DR	8/2/2017	4	5	7,143	\$6,300,000	\$882
		Minimum	1,515	\$1,040,000	\$326	
		Maximum	7,143	\$6,300,000	\$1,899	
		Average	3,223	\$2,545,569	\$804	
		Median	3,008	\$2,231,000	\$768	
		Weighted Average Price Per SF		\$790		
		Unit Size		3,100		
		Sales Price		\$2,448,000		

**APPENDIX F - TABLE 3**  
**MISSION BEACH SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
2990 1/2 Bayside Walk	1/26/2018	2	2	1,010	\$218	\$1,015,000	\$1,005
3500 BAYSIDE Walk Unit 3C	11/17/2017	2	2	1,010	\$350	\$1,050,000	\$1,040
724 Ensenada Ct	7/17/2017	2	2	1,167	\$350	\$918,375	\$787
3655 Ocean Front Walk	5/25/2017	2	2	1,242	\$560	\$1,495,000	\$1,204
734 Ensenada Ct	12/27/2017	2	2.5	1,266	\$300	\$875,000	\$691
738 Jersey Ct Unit A	9/8/2017	2	2	804	\$200	\$840,000	\$1,045
839 Jamaica	1/17/2018	2	2	1,111	\$62	\$1,065,000	\$959
2963 Bayside Ln	4/5/2018	2	1.5	756	\$276	\$650,000	\$860
711 Island Ct Unit F6	5/11/2018	2	2	1,008	\$200	\$750,000	\$744
3969 Ocean Front Walk #5	5/8/2018	2	2	1,002	\$400	\$1,330,950	\$1,328
3333 Ocean Front Walk #2	5/16/2018	2	2	910		\$1,300,000	\$1,429
3333 Ocean Front Walk #1	5/16/2018	2	2	910		\$1,319,000	\$1,449
3500 Bayside Walk Unit 1A	5/18/2018	2	2	1,010	\$350	\$1,100,000	\$1,089
750 Devon Ct	7/3/2017	2	3	1,560		\$1,100,000	\$705
837 Island Ct #1	11/9/2017	2	2	841	\$280	\$803,000	\$955
2990 Mission Blvd #202	10/6/2017	2	2	814	\$605	\$610,000	\$749
829 San Fernando Pl #2	10/17/2017	2	2	792	\$168	\$620,000	\$783
3397 Ocean Front Walk	2/15/2017	2	2	968	\$420	\$1,350,000	\$1,395
2965 Mission Blvd Unit 3D	2/26/2018	2	2	989	\$325	\$654,000	\$661
739 Dover Ct	9/29/2017	2	2.5	1,560		\$1,100,000	\$705
3786 Strandway #2	6/23/2017	2	3	1,275	\$150	\$1,340,000	\$1,051
3275 Ocean Front Walk #2	6/5/2017	2	2	813	\$438	\$1,600,000	\$1,968
				Minimum	756	\$62	\$610,000
				Maximum	1,560	\$605	\$1,600,000
				Average	1,037	\$314	\$1,040,242
				Median	1,005	\$313	\$1,057,500
				Weighted Average Price Per SF			\$1,003
				Unit Size			1,020
				Sales Price			\$1,023,000

## APPENDIX F - TABLE 4

**MISSION VALLEY SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
6376 Rancho Mission 416	6/5/2017	2	1	690	\$230	\$267,500	\$388
5934 Rancho Mission Rd 122	6/15/2017	2	1	824	\$275	\$279,500	\$339
7942 Mission Center Ct. C	8/17/2017	2	1	1,020	\$329	\$280,000	\$275
6362 Rancho Mission Rd 708	7/21/2017	2	1	690	\$230	\$280,500	\$407
6024 Rancho Mission Rd. 332	6/7/2017	2	1	824	\$275	\$285,000	\$346
6394 Rancho Mission Rd 115	10/10/2017	2	1	690	\$240	\$289,000	\$419
5974 Rancho Mission RD 262	6/15/2017	2	1	824	\$275	\$290,500	\$353
1305 Caminito Gabaldon A	8/31/2017	2	2	894	\$335	\$300,000	\$336
6030 Rancho Mission Rd 366	10/20/2017	2	1	824	\$285	\$300,000	\$364
10767 San Diego Mission Rd 102	7/21/2017	2	1	766	\$338	\$300,000	\$392
5922 Rancho Mission Road 65	10/24/2017	2	1	824	\$275	\$300,000	\$364
6151 Rancho Mission Rd 317	6/13/2017	2	2	866	\$360	\$306,000	\$353
7940 Mission Center Ct A	10/23/2017	2	2	896	\$315	\$308,000	\$344
5926 Rancho Mission Rd 84	2/19/2018	2	1	824	\$275	\$310,000	\$376
5950 Rancho Mission Road 173	1/2/2018	2	1	824	\$270	\$313,000	\$380
6362 Rancho Mission Road 702	5/4/2018	2	1	690	\$240	\$315,000	\$457
5974 Rancho Mission Rd 258	3/22/2018	2	1	824	\$275	\$315,000	\$382
1615 HOTEL CIRCLE S D213	6/15/2017	2	2	950	\$448	\$315,000	\$332
6024 Rancho Mission Road 330	7/3/2017	2	1	824	\$268	\$315,000	\$382
6171 Rancho Mission Road 307	7/10/2017	2	1	866	\$360	\$315,100	\$364
6052 Rancho Mission Rd 406	5/26/2017	2	1	824	\$275	\$316,000	\$383
6009 Rancho Mission Road 118	8/10/2017	2	2	834	\$357	\$318,000	\$381
2228 River Run Dr 180	8/9/2017	2	1	928	\$325	\$318,500	\$343
5930 Rancho Mission Road 99	11/15/2017	2	1	824	\$275	\$319,000	\$387
6030 Rancho Mission Road 365	9/29/2017	2	1	824	\$275	\$320,000	\$388
6304 Friars 227	5/19/2017	2	2	972	\$337	\$320,000	\$329
2216 RIVER RUN DRIVE 96	5/17/2017	2	1	928	\$325	\$320,000	\$345
7930 Mission Center Ct. L	7/10/2017	2	1	1,008	\$313	\$320,000	\$317
6049 Rancho Mission Rd 102	6/28/2017	2	2	931	\$368	\$321,000	\$345
7962 Mission Center Ct G	9/18/2017	2	1	1,020	\$321	\$323,000	\$317
6171 Rancho Mission Rd 318	10/2/2017	2	2	886	\$360	\$323,000	\$365
7988 MISSION CENTER CT C	7/24/2017	2	2	894	\$342	\$325,000	\$364
6314 Friars Rd 207	6/10/2017	2	2	972	\$337	\$325,000	\$334
2224 River Run 148	5/11/2018	2	1	928	\$355	\$325,000	\$350
6376 Rancho Mission Rd 416	3/30/2018	2	1	690	\$230	\$325,000	\$471
6780 Friars Road 373	6/21/2017	2	2	957	\$275	\$326,625	\$341
10225 Caminito Cuervo 165	12/14/2017	2	2	1,167	\$295	\$329,000	\$282
2226 River Run 161	6/25/2017	2	2	977	\$325	\$330,000	\$338
6780 Friars Rd 263	4/2/2018	2	2	957	\$275	\$330,000	\$345
2222 River Run 134	5/15/2018	2	1	928	\$355	\$330,000	\$356
1615 Hotel Cir S D313	8/18/2017	2	2	950	\$448	\$331,000	\$348
10737 San Diego Mission Road 218	1/5/2018	2	2	900	\$367	\$334,000	\$371
8005 Caminito de Pizza B	10/20/2017	2	2	894	\$308	\$335,000	\$375
6314 Friars Rd. 107	8/7/2017	2	2	972	\$336	\$335,000	\$345
2206 River Run Drive 40	7/10/2017	2	1	928	\$325	\$335,000	\$361
1317 Caminito Gabaldon D	6/29/2017	2	2	894	\$335	\$335,000	\$375
1321 Caminito Gabaldon D	7/12/2017	2	2	894	\$335	\$335,000	\$375
8075 Caminito De Pizza D	9/1/2017	2	2	894	\$338	\$337,000	\$377
7962 Mission Center Court I	10/18/2017	2	1	1,026	\$320	\$337,500	\$329
6151 Rancho Mission Rd 102	2/9/2018	2	2	878	\$360	\$340,000	\$387
7962 Mission Center Ct. E	3/11/2018	2	1	1,008	\$321	\$340,000	\$337
10225 Caminito Cuervo 157	1/20/2018	2	2	1,037	\$335	\$342,000	\$330
6780 Friars Rd 255	4/17/2018	2	2	987	\$275	\$343,000	\$348
1615 Hotel Cir S Unit D102	8/11/2017	2	2	950	\$448	\$345,000	\$363
6406 Friars Rd 135	8/4/2017	2	2	972	\$336	\$346,000	\$356

## APPENDIX F - TABLE 4

MISSION VALLEY SALES COMPARABLES  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
2218 River Run Drive 110	2/27/2018	2	1	928	\$325	\$350,000	\$377
7942 Mission Center Ct C	11/1/2017	2	1	1,020	\$329	\$350,000	\$343
2224 River Run Dr 153	11/30/2017	2	1	928	\$325	\$350,000	\$377
1317 Caminito Gabaldon B	10/23/2017	2	2	894	\$335	\$350,000	\$391
1611 Hotel Cir S A101	10/24/2017	2	2	974	\$419	\$355,000	\$364
10325 Caminito Cuervo 206	6/26/2017	2	2	1,153	\$295	\$355,000	\$308
7954 Mission Center Ct A	2/15/2018	2	2	894	\$315	\$355,000	\$397
1605 S Hotel Circle South B-216	2/26/2018	2	2	950	\$420	\$356,250	\$375
10225 Caminito Cuervo 134	4/12/2018	2	2	1,167	\$340	\$357,000	\$306
2234 River Run Dr 221	12/15/2017	2	2	977	\$325	\$357,000	\$365
1611 Hotel Circle S A312	1/31/2018	2	2	950	\$448	\$358,000	\$377
1615 Hotel Circle South D113	6/1/2017	2	2	950	\$448	\$359,000	\$378
2210 River Run 58	6/2/2017	2	2	942	\$325	\$360,000	\$382
6111 Rancho Mission 307	1/29/2018	2	2	968	\$360	\$360,000	\$372
1625 Hotel Circle S C311	7/17/2017	2	2	950	\$448	\$360,000	\$379
6747 Friars Rd 97	4/19/2018	2	2	1,008	\$387	\$365,000	\$362
6389 Rancho Mission 4	4/19/2018	2	2	1,406	\$440	\$365,000	\$260
10250 Caminito Cuervo 13	4/13/2018	2	2	1,103	\$335	\$365,000	\$331
8039 Caminito De Pizza I	3/1/2018	2	1	973	\$338	\$365,000	\$375
2214 River Run Dr. 72	10/31/2017	2	2	942	\$325	\$365,000	\$387
10325 Caminito Cuervo 202	9/22/2017	2	2	1,037	\$295	\$365,000	\$352
5977 Caminito Yucatan	8/18/2017	2	1	885	\$270	\$367,000	\$415
2216 River Run Dr 86	12/20/2017	2	2	942	\$325	\$372,000	\$395
6304 Friars Rd. #328	5/2/2018	2	2	972	\$337	\$372,000	\$383
640 Camino De La Reina 1105	9/6/2017	2	2	1,017	\$468	\$375,000	\$369
2202 River Run 2	7/3/2017	2	2	942	\$325	\$375,000	\$398
2210 River Run Dr. 63	7/14/2017	2	2	977	\$325	\$375,000	\$384
6314 Friars 101	9/23/2017	2	2	1,113	\$365	\$375,100	\$337
2220 River Run Dr 126	3/13/2018	2	2	977	\$325	\$378,000	\$387
2220 River Run Dr 119	6/21/2017	2	2	977	\$325	\$378,000	\$387
2236 River Run Drive 238	7/19/2017	2	2	977	\$325	\$382,000	\$391
2226 Gill Village Way 309	6/1/2017	2	2	1,082	\$176	\$385,000	\$356
6767 Friars Rd 138	7/14/2017	2	2	1,059	\$350	\$385,000	\$364
2230 River Run 196	3/19/2018	2	2	977	\$325	\$385,000	\$394
2220 Camino de la Reina 104	12/13/2017	2	2	977	\$425	\$386,000	\$395
6747 Friars Road 101	11/29/2017	2	2	1,088	\$350	\$387,000	\$356
10325 Caminito Cuervo 169	3/29/2018	2	2	1,037	\$295	\$388,500	\$375
6757 Friars Rd 38	4/3/2018	2	2	1,088	\$387	\$390,000	\$358
2020 Camino de la Reina 106	12/20/2017	2	2	1,025	\$430	\$390,000	\$380
2250 Camino De La Reina 113	8/30/2017	2	2	1,025	\$430	\$390,000	\$380
6379 RANCHO MISSION RD. 4	7/14/2017	2	2	1,256	\$440	\$390,000	\$311
2250 Camino De La Reina 303	6/8/2017	2	2	977	\$425	\$390,000	\$399
2150 Camino De La Reina 313	12/1/2017	2	2	1,006	\$428	\$392,500	\$390
2250 Camino De La Reina 302	9/30/2017	2	2	1,006	\$430	\$397,000	\$395
6737 Friars Rd 167	8/29/2017	2	2	1,008	\$350	\$398,000	\$395
2050 Camino De La Reina 118	7/27/2017	2	2	1,025	\$419	\$398,000	\$388
6365 Rancho Mission Rd 1	8/28/2017	2	2	1,256	\$440	\$399,000	\$318
1950 Camino de la Reina 1209	4/13/2018	2	2	1,025	\$461	\$400,000	\$390
640 Camino De La Reina 1202	9/20/2017	2	2	1,017	\$468	\$401,000	\$394
6363 Rancho Mission 5	7/5/2017	2	1	1,288	\$440	\$402,999	\$313
1950 Camino de la Reina 110	1/3/2018	2	2	1,025	\$431	\$404,500	\$395
2150 Camino De La Reina 4114	12/6/2017	2	2	1,025	\$431	\$405,000	\$395
550 Camino De La Reina 209	12/4/2017	2	2	1,274	\$417	\$405,000	\$318
510 camino de la reina 231	1/5/2018	2	2	1,274	\$417	\$405,000	\$318
2250 Camino de la Reina 301	11/21/2017	2	2	977	\$412	\$415,000	\$425

## APPENDIX F - TABLE 4

MISSION VALLEY SALES COMPARABLES  
SHORT TERM RENTAL NEXUS STUDY  
SAN DIEGO, CALIFORNIA

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
510 Camino De La Reina 132	12/5/2017	2	2	1,229	\$417	\$415,000	\$338
2050 Camino De La Reina 303	6/7/2017	2	2	1,006	\$428	\$415,000	\$413
2050 Camino De La Reina 204	5/5/2018	2	2	1,025	\$438	\$415,000	\$405
640 Camino De La Reina 1307	3/25/2018	2	2	1,017	\$410	\$415,000	\$408
510 Camino De La Reina 102	3/6/2018	2	2	1,274	\$405	\$420,000	\$330
10350 Caminito Cuervo 75	1/23/2018	2	2	1,153	\$295	\$420,000	\$364
6385 Rancho Mission Rd 2	1/19/2018	2	2	1,256	\$440	\$420,000	\$334
2020 Camino De La Reina 219	1/24/2018	2	2	1,025	\$430	\$420,000	\$410
6365 Rancho Mission Road 5	11/8/2017	2	2	1,276	\$440	\$420,000	\$329
6373 Rancho Mission Rd 4	10/7/2017	2	2	1,256	\$440	\$420,000	\$334
6385 Rancho Mission 4	8/22/2017	2	2	1,256	\$440	\$420,527	\$335
2250 Camino de la Reina 109	3/19/2018	2	2	1,025	\$438	\$421,500	\$411
1950 Camino De La Reina 118	5/4/2018	2	2	1,025	\$461	\$422,000	\$412
2050 Camino de la Reina 3302	8/22/2017	2	2	1,006	\$428	\$424,000	\$421
510 Camino De La Reina 234	4/5/2018	2	2	1,274	\$421	\$426,000	\$334
580 Camino De La Reina 128	9/19/2017	2	2	1,229	\$417	\$429,000	\$349
680 Camino De La Reina 2403	11/4/2017	2	2	1,179	\$430	\$429,000	\$364
6359 Rancho Mission Rd 1	7/7/2017	2	2	1,349	\$440	\$430,000	\$319
6757 Friars Rd 9	10/9/2017	2	2	1,047	\$350	\$432,000	\$413
2182 Gill Village Way 604	4/12/2018	2	2	1,249	\$186	\$435,000	\$348
6385 Rancho Mission Road 1	5/1/2018	2	2	1,256	\$440	\$445,000	\$354
510 Camino De La Reina 205	3/13/2018	2	2	1,229	\$417	\$455,000	\$370
640 Camino De La Reina 1109	6/18/2017	2	2	1,479	\$468	\$459,000	\$310
680 Camino De La Reina 2109	8/4/2017	2	2	1,479	\$468	\$460,000	\$311
680 Camino De La Reina 2110	1/31/2018	2	2	1,479	\$467	\$460,000	\$311
8355 Station Village Ln 4304	9/12/2017	2	2	1,158	\$411	\$465,000	\$402
510 Camino De La Reina 336	3/13/2018	2	2	1,229	\$417	\$470,000	\$382
8355 Station Village Ln. 4203	6/11/2017	2	2	1,176	\$390	\$472,500	\$402
8233 Station Village Lane 2103	5/24/2017	2	2	1,187	\$390	\$475,000	\$400
5223 Caminito Jubilo	10/30/2017	2	2	1,618	\$410	\$479,000	\$296
8233 Station Village lane 2107	7/20/2017	2	2	1,187	\$390	\$479,900	\$404
8233 Station Village Ln 2203	9/1/2017	2	2	1,187	\$411	\$489,000	\$412
8355 Station Village Ln 4416	9/22/2017	2	2	1,187	\$411	\$495,000	\$417
8275 Station Village Lane 3412	2/6/2018	2	2	1,187	\$411	\$497,000	\$419
8355 Station Village 4106	3/8/2018	2	2	1,158	\$411	\$515,000	\$445
8211 Station Village Ln 1106	11/22/2017	2	2	1,274	\$411	\$515,000	\$404
9221 Piatto Way	6/18/2017	2	2	1,080	\$177	\$537,500	\$498
2657 Bellezza	7/19/2017	2	2	1,080	\$305	\$539,000	\$499
2648 Escala Circle	6/5/2017	2	2	1,453	\$386	\$544,000	\$374
2636 Escala Cir	9/25/2017	2	2	1,453	\$259	\$563,000	\$387
2974 Escala Cir	5/3/2018	2	2	1,279	\$194	\$575,000	\$450
9226 Piantino Way	4/20/2018	2	2	1,611	\$165	\$590,000	\$366
2808 Piantino Cir	8/9/2017	2	2	1,611	\$292	\$595,000	\$369
9239 Piantino Way	6/7/2017	2	2	1,735	\$293	\$595,000	\$343
2729 Piantino	8/30/2017	2	2	1,611	\$165	\$600,000	\$372
2748 Piantino Cir	12/21/2017	2	2	1,611	\$165	\$620,000	\$385
9206 Piantino Way	4/3/2018	2	2	1,611	\$132	\$624,900	\$388
7857 Inception Way	10/20/2017	2	2	1,390	\$282	\$663,000	\$477
8555 Aspect Dr	6/20/2017	2	2	1,457	\$415	\$669,982	\$460
7887 Stylus	1/2/2018	2	2	1,452	\$282	\$678,000	\$467
7819 Stylus Drive	12/19/2017	2	2	1,452	\$282	\$685,000	\$472
8585 Aspect Dr	12/15/2017	2	2	1,457	\$415	\$710,065	\$487
8527 Aspect Dr	10/16/2017	2	2	1,656	\$415	\$750,935	\$453
8581 Aspect Dr	11/6/2017	2	2	1,454	\$415	\$751,000	\$517
8375 Distinctive Drive	3/12/2018	2	2	1,489	\$427	\$775,000	\$520

**APPENDIX F - TABLE 4****MISSION VALLEY SALES COMPARABLES****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Monthly HOA</u>	<u>Sales Price</u>	<u>Price/SF</u>
8557 Aspect Dr	7/5/2017	2	2	1,656	\$415	\$782,566	\$473
8587 Aspect Dr	12/27/2017	2	2	1,656	\$446	\$816,601	\$493
8517 Aspect Dr	6/20/2017	2	2	1,653	\$415	\$832,394	\$504
8535 Aspect Dr	6/20/2017	2	2	1,878	\$415	\$899,213	\$479
		Minimum		690	\$132	\$267,500	\$260
		Maximum		1,878	\$468	\$899,213	\$520
		Average		1,090	\$355	\$412,764	\$377
		Median		1,017	\$350	\$378,000	\$375
Weighted Average Price Per SF						\$379	
Unit Size						1,050	
Sales Price						\$398,000	

**APPENDIX F - TABLE 5**  
**NORTH PARK SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
3668 Dwight	3/30/2017	2	1	616	\$370,000	\$601
3669 Orange Ave	4/3/2017	2	1	672	\$382,000	\$568
3969 33rd Street	6/16/2017	2	1	816	\$410,000	\$502
3557 Cherokee Ave	6/23/2017	2	2	1,088	\$419,500	\$386
3912 Florida St	4/10/2017	2	1	700	\$430,000	\$614
3794 35th Street	11/13/2017	2	1	1,033	\$430,000	\$416
3804 Wilson Ave	5/26/2017	2	1	950	\$435,000	\$458
3661 Myrtle Ave	5/25/2017	2	1	690	\$455,000	\$659
3381 Polk	8/18/2017	2	1	820	\$460,000	\$561
4218 Hamilton St	9/5/2017	2	1	640	\$464,000	\$725
3668 Polk Ave	3/6/2018	2	1	730	\$465,000	\$637
4109 Utah	2/1/2018	2	1	712	\$465,000	\$653
3282 Orange Ave	7/25/2017	2	1	880	\$500,000	\$568
4062 Cherokee Avenue	8/17/2017	2	2	816	\$500,000	\$613
3670 LANDIS ST	7/24/2017	2	1	928	\$505,000	\$544
3605 Ray	5/17/2017	2	1	576	\$514,000	\$892
3688 35th	1/12/2018	2	1	728	\$525,000	\$721
3995 Texas Street	1/5/2018	2	1	1,076	\$525,000	\$488
3121 Boundary St	6/27/2017	2	1	1,140	\$539,000	\$473
2576 Myrtle Ave	4/26/2017	2	1	936	\$550,000	\$588
3610 Grim	6/21/2017	2	1	684	\$550,000	\$804
4190 Wilson Ave.	7/19/2017	2	2	1,020	\$550,000	\$539
2331 Lincoln	8/4/2017	2	1	720	\$553,900	\$769
2305 32nd	5/4/2017	2	1	670	\$555,000	\$828
2331 Landis St	9/14/2017	2	1	864	\$558,000	\$646
3164 Thorn Street	6/15/2017	2	1	964	\$560,000	\$581
3404 Grim Avenue	8/30/2017	2	1	720	\$560,000	\$778
4352 Bancroft	7/14/2017	2	1	836	\$565,000	\$676
3185 Polk	6/1/2017	2	1	660	\$570,000	\$864
2414 Montclair Street	3/13/2018	2	1	810	\$575,000	\$710
3121 McKinley St	12/19/2017	2	1	844	\$586,000	\$694
2541 Haller St	8/18/2017	2	2	836	\$595,000	\$712
4196 Texas St	9/21/2017	2	1	877	\$595,000	\$678
3618 36th	8/22/2017	2	1	1,046	\$595,000	\$569
4204 Ohio St.	9/21/2017	2	2	794	\$595,000	\$749
4378 Cherokee Avenue	2/7/2018	2	1	980	\$597,000	\$609
2328 Landis Street	2/22/2018	2	1	803	\$597,000	\$743
3990 Mississippi Street	7/19/2017	2	1	992	\$598,000	\$603
3075 Polk Ave	10/31/2017	2	2	758	\$599,000	\$790
2869 Howard Ave	10/6/2017	2	1	885	\$600,000	\$678
3557 Cherokee Ave	11/15/2017	2	2	1,088	\$600,000	\$551
3969 33Rd St	3/7/2018	2	2	1,148	\$600,000	\$523
2028 30Th St	7/20/2017	2	1	675	\$610,000	\$904
2828 Polk Ave	11/19/2017	2	2	740	\$612,500	\$828
3382 Redwood Street	2/21/2018	2	2	1,140	\$616,292	\$541
3984 Idaho St	10/24/2017	2	1	1,240	\$620,000	\$500
2505 Montclair St	8/23/2017	2	1	972	\$620,000	\$638
3480 Juniper St	11/28/2017	2	1	1,083	\$625,000	\$577
3210 Dwight	4/28/2017	2	1	829	\$630,000	\$760
2609 33rd St	1/11/2018	2	2	1,483	\$631,000	\$425
2886 Redwood	8/23/2017	2	2	1,448	\$635,000	\$439
2214 31St St	3/7/2018	2	1	1,213	\$641,000	\$528
2567 Dwight Street	11/28/2017	2	1	800	\$654,000	\$818
2935 Nutmeg St	6/19/2017	2	1	785	\$654,000	\$833

**APPENDIX F - TABLE 5**  
**NORTH PARK SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
3420 Dwight Street	4/21/2017	2	1	757	\$655,000	\$865
3105 33rd	4/24/2017	2	1	996	\$657,000	\$660
3019 Olive Street	12/21/2017	2	1	969	\$663,500	\$685
3708 Arizona St	3/19/2018	2	2	1,222	\$665,500	\$545
3044 Bancroft St	8/15/2017	2	1	841	\$669,000	\$795
2610 Covington Road	1/23/2018	2	1	970	\$675,000	\$696
3589 Louisiana St	12/20/2017	2	1	864	\$680,000	\$787
3565 Arizona St	7/27/2017	2	1	952	\$685,000	\$720
2905 32nd Street	9/14/2017	2	1	1,028	\$700,000	\$681
3064 Thorn Street	1/2/2018	2	1	1,144	\$700,000	\$612
3044 Felton St	7/21/2017	2	1	1,203	\$700,000	\$582
4003 Mississippi St	3/2/2018	2	2	1,422	\$715,000	\$503
2644 San Marcos Avenue	7/11/2017	2	2	1,243	\$725,000	\$583
3101 Vancouver Avenue	12/18/2017	2	1	1,102	\$729,000	\$662
3536 29Th St	8/28/2017	2	1	1,417	\$735,000	\$519
2344 Commonwealth Ave	5/15/2017	2	2	1,224	\$735,000	\$600
3112 Dale	10/16/2017	2	1	966	\$735,000	\$761
2306 33rd St.	8/22/2017	2	1	855	\$740,000	\$865
3434 Arizona St	9/11/2017	2	1	864	\$745,000	\$862
3607 Louisiana St	12/21/2017	2	1	960	\$750,000	\$781
3441 Cooper St	9/1/2017	2	1	1,160	\$752,000	\$648
2431 29th St	4/6/2017	2	2	1,415	\$755,000	\$534
3602 Villa Terrace	7/31/2017	2	1	1,304	\$760,000	\$583
3057 Nile Street	6/19/2017	2	2	1,479	\$775,000	\$524
3212 31st	6/22/2017	2	2	1,100	\$775,000	\$705
2234 Bancroft Street	8/18/2017	2	1	1,116	\$776,500	\$696
3741 Louisiana St	6/29/2017	2	1	1,070	\$785,000	\$734
3611 33rd St	7/5/2017	2	2	1,176	\$790,000	\$672
4068 Texas St	9/21/2017	2	1	1,014	\$800,000	\$789
2628 Upas st	1/12/2018	2	1	1,375	\$800,000	\$582
2617 33rd St	11/30/2017	2	3	1,972	\$800,500	\$406
2535 Bancroft St	11/2/2017	2	1	1,101	\$807,000	\$733
3129 Redwood St	11/15/2017	2	1	786	\$810,000	\$1,031
4128 Arizona St	2/28/2018	2	3	1,140	\$824,499	\$723
3315 Thorn St	2/16/2018	2	2	1,517	\$840,000	\$554
3333 Nutmeg	4/3/2017	2	2	1,514	\$849,000	\$561
3545 32nd Street	6/28/2017	2	2	1,308	\$885,000	\$677
		Minimum	576	\$370,000	\$386	
		Maximum	1,972	\$885,000	\$1,031	
		Average	995	\$629,557	\$653	
		Median	966	\$620,000	\$653	

Weighted Average Pricer Per SF	\$633
Unit Size	980
Sales Price	\$620,000

**APPENDIX F - TABLE 6**  
**PACIFIC BEACH SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
2724 Hornblend St	7/19/2017	3	2	1,518	\$650,000	\$428
2370 Chalcedony	7/21/2017	3	2	1,530	\$692,000	\$452
2407 Beryl St	3/30/2017	3	2	1,717	\$707,000	\$412
2149 Grand Avenue	8/2/2017	3	2	1,531	\$725,000	\$474
2373 Loring St	4/18/2017	3	2	1,173	\$725,000	\$618
2371 Beryl Street	9/1/2017	3	2	1,717	\$741,500	\$432
2160 Emerald St	5/11/2017	3	2	1,444	\$745,000	\$516
1617 Thomas Avenue	7/7/2017	3	2	1,108	\$775,000	\$699
2314 Walmar Lane	4/12/2017	3	3	2,117	\$775,000	\$366
2389 Beryl St.	6/2/2017	3	2	1,825	\$785,000	\$430
4228 Olney St	7/13/2017	3	2	1,334	\$820,000	\$615
2415 Beryl	5/31/2017	3	2	1,717	\$825,000	\$480
3523 Ingraham St	10/18/2017	3	2	1,178	\$838,000	\$711
3658 Ingraham	6/22/2017	3	2	1,458	\$840,000	\$576
2012 Emerald St	8/11/2017	3	2	1,414	\$859,000	\$607
4885 Academy Street	10/30/2017	3	2	1,666	\$860,000	\$516
2407 Beryl St	6/21/2017	3	2	1,717	\$862,000	\$502
3404 Bayonne Dr.	10/19/2017	3	1	1,008	\$885,000	\$878
2615 Magnolia Ave.	1/18/2018	3	2	1,868	\$895,000	\$479
2525 Geranium St	7/27/2017	3	2	2,057	\$914,900	\$445
4833 Kendall Street	3/5/2018	3	1	800	\$915,000	\$1,144
2514 Chalcedony St	2/16/2018	3	2	1,800	\$915,000	\$508
1344 Beryl Street	9/7/2017	3	1	962	\$920,000	\$956
1925 Wilbur	6/20/2017	3	2	1,492	\$925,000	\$620
5294 vickie Dr	5/31/2017	3	2	1,638	\$939,000	\$573
4950 Pacifica Drive	3/30/2017	3	2	1,678	\$944,000	\$563
2473 GERANIUM ST	4/19/2017	3	2	1,717	\$949,000	\$553
4801 Academy St	3/23/2018	3	2	1,520	\$950,000	\$625
1603 Law	3/31/2017	3	3	2,374	\$955,500	\$402
3911 Kendall St	4/20/2017	3	2	1,750	\$960,000	\$549
5255 Soledad Rancho Ct.	4/21/2017	3	2	1,842	\$965,000	\$524
2437 Beryl St	11/14/2017	3	2	1,717	\$975,000	\$568
4909 Quincy Street	12/28/2017	3	2	2,580	\$977,000	\$379
2030 Wilbur Ave	3/19/2018	3	2	1,320	\$980,000	\$742
4049 Jewell St	5/18/2017	3	2	1,136	\$989,108	\$871
4026 SHASTA STREET	3/12/2018	3	1	1,347	\$1,000,000	\$742
1069 Law	9/13/2017	3	2	1,836	\$1,005,000	\$547
3748 Yosemite St.	6/9/2017	3	3	1,871	\$1,030,000	\$551
3750 Yosemite St.	6/14/2017	3	3	1,871	\$1,032,950	\$552
1854 Missouri Street	3/19/2018	3	2	1,847	\$1,035,750	\$561
2038 BERYL	3/14/2018	3	1	1,262	\$1,039,000	\$823
5206 Soledad Rd	2/15/2018	3	3	2,321	\$1,046,000	\$451
3628 Buena Vista	7/3/2017	3	1	1,002	\$1,050,000	\$1,048
2324 Chalcedony	9/11/2017	3	3	2,151	\$1,080,000	\$502
1730 Chalcedony Street	6/27/2017	3	2	2,340	\$1,080,000	\$462
737 Isthmus	3/30/2017	3	2	1,466	\$1,087,500	\$742
2262 Felspar St	9/26/2017	3	2	2,244	\$1,100,000	\$490
3950 Sequoia Street	8/25/2017	3	2	1,375	\$1,100,000	\$800
2258 Felspar St	11/14/2017	3	2	2,244	\$1,112,500	\$496
816 Pacific Beach Dr	4/7/2017	3	1	1,116	\$1,115,000	\$999
4875 San Joaquin Drive	8/30/2017	3	2	1,674	\$1,115,000	\$666
1229 Missouri St	5/31/2017	3	2	1,501	\$1,142,500	\$761
1273 Archer	4/14/2017	3	2	1,850	\$1,150,000	\$622
3656 Yosemite St	4/3/2017	3	2	1,467	\$1,150,000	\$784
4838 Academy St	9/15/2017	3	2	1,443	\$1,160,000	\$804

**APPENDIX F - TABLE 6**  
**PACIFIC BEACH SALES COMPARABLES**  
**SHORT TERM RENTAL NEXUS STUDY**  
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
2160 Emerald	2/9/2018	3	2	1,444	\$1,170,000	\$810
1474 Chalcedony Street	6/8/2017	3	2	1,888	\$1,175,000	\$622
1310 Cary Way	12/15/2017	3	2	1,473	\$1,200,000	\$815
4954 Foothill Boulevard	11/22/2017	3	2	2,275	\$1,200,000	\$527
3628 Buena Vista St	8/17/2017	3	1	1,002	\$1,200,000	\$1,198
2535 San Anselmo	6/28/2017	3	2	1,674	\$1,201,000	\$717
820 Tangiers Ct	9/8/2017	3	3	1,527	\$1,214,900	\$796
1344 Law	5/30/2017	3	2	1,196	\$1,215,000	\$1,016
1244 Law St	11/15/2017	3	2	1,624	\$1,215,000	\$748
1335 Diamond	6/14/2017	3	2	1,787	\$1,225,000	\$686
2655 Loring St.	10/11/2017	3	2	1,920	\$1,268,750	\$661
3622 Crown Point Dr	1/2/2018	3	1	1,297	\$1,295,000	\$998
820 Redondo Court	1/3/2018	3	2	1,386	\$1,300,000	\$938
1368 Oliver Ave	2/21/2018	3	3	2,331	\$1,300,000	\$558
4204 Bayard St	12/11/2017	3	3	1,457	\$1,300,000	\$892
2308 Geranium Street	3/9/2018	3	2	3,042	\$1,300,000	\$427
3536 Bayonne Dr	5/1/2017	3	2	1,543	\$1,300,000	\$843
1430 Chalcedony St	1/17/2018	3	2	1,507	\$1,326,000	\$880
1635 Beryl St	3/26/2018	3	2	2,003	\$1,330,000	\$664
2163 Blackmore Ct	12/28/2017	3	2	2,364	\$1,345,000	\$569
1730 La Playa	2/20/2018	3	2	1,700	\$1,349,000	\$794
1734 La Playa	12/22/2017	3	2	1,700	\$1,361,500	\$801
1241 Archer Street	9/29/2017	3	2	1,802	\$1,370,000	\$760
3604 Bayonne Dr	3/2/2018	3	2	1,644	\$1,375,000	\$836
808 Redondo Court	5/2/2017	3	3	1,556	\$1,390,000	\$893
3928 Haines	12/17/2017	3	2	2,050	\$1,399,000	\$682
3930 Haines	8/15/2017	3	2	2,050	\$1,410,000	\$688
837 Jamaica	1/5/2018	3	2	1,483	\$1,412,500	\$952
2605 Loring	6/6/2017	3	2	1,920	\$1,420,000	\$740
1116 Oliver Ave	9/25/2017	3	3	2,331	\$1,420,000	\$609
1118 Oliver Ave	9/11/2017	3	3	2,331	\$1,420,000	\$609
1122 Oliver Ave	9/11/2017	3	3	2,331	\$1,420,000	\$609
4939 Foothill	6/14/2017	3	2	1,787	\$1,425,000	\$797
702 Sapphire	5/30/2017	3	3	2,101	\$1,435,000	\$683
5220 Alta Vista St	9/28/2017	3	1	1,326	\$1,450,000	\$1,094
944 LAW ST	11/13/2017	3	3	2,331	\$1,460,000	\$626
4930 Randall St	5/11/2017	3	4	2,398	\$1,495,000	\$623
841 Jamaica	1/11/2018	3	2	1,483	\$1,500,000	\$1,011
737 Isthmus Court	12/26/2017	3	2	1,466	\$1,500,000	\$1,023
3515 Riviera Dr	3/20/2018	3	1	1,008	\$1,675,000	\$1,662
631 Pacific View Drive	8/24/2017	3	2	1,460	\$1,907,500	\$1,307
818 Capistrano Pl	9/14/2017	3	3	2,561	\$2,000,000	\$781
2636 Ocean Front Walk	8/25/2017	3	5	2,626	\$2,818,500	\$1,073
3291 Bayside Walk	4/6/2017	3	3	2,762	\$3,000,000	\$1,086
3959 Ocean Front Walk	2/1/2018	3	3	1,571	\$4,000,000	\$2,546

Minimum	800	\$650,000	\$366
Maximum	3,042	\$4,000,000	\$2,546
Average	1,722	\$1,193,029	\$723
Median	1,676	\$1,115,000	\$665

Weighted Average Price Per SF	\$693
Unit Size	1,700
Sales Price	\$1,178,000

**APPENDIX F - TABLE 7****SOUTHEASTERN / ENCANTO SALES COMPARABLES****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
2302 Julian	12/7/2017	2	1	720	\$145,000	\$201
345 Carlos	12/7/2017	2	1	696	\$155,000	\$223
4580 Ocean View Blvd	11/29/2017	2	1	779	\$195,000	\$250
3851 Superba St	11/29/2017	2	1	784	\$210,000	\$268
2831 Franklin	12/6/2017	2	1	1,025	\$232,000	\$226
624 S S Evans St	3/28/2018	2	1	836	\$233,000	\$279
223 Pardee St	11/10/2017	2	1	882	\$250,000	\$283
5366 Santa Margarita	8/24/2017	2	1	728	\$250,000	\$343
6768 Akins Ave	8/16/2017	2	1	924	\$255,000	\$276
215 S 32nd	3/27/2018	2	1	663	\$260,000	\$392
4483 F St	6/12/2017	2	1	672	\$270,000	\$402
5291 Santa Maria Ter	10/12/2017	2	2	1,099	\$275,000	\$250
3085 Martin	6/20/2017	2	2	917	\$280,000	\$305
1832 KLAUBER	12/29/2017	2	1	846	\$285,000	\$337
5285 Groveland Drive	8/21/2017	2	1	656	\$289,000	\$441
2717 Island Avenue	5/17/2018	2	1	690	\$290,000	\$420
421 MILBRAE ST	8/11/2017	2	2	1,029	\$290,000	\$282
5762 Mira Flores Dr	4/5/2018	2	1	882	\$290,000	\$329
5243 Imperial Ave	8/11/2017	2	1	868	\$294,126	\$339
353 34th Street	6/19/2017	2	1	904	\$297,000	\$329
401 S 35Th St S	4/6/2018	2	1	868	\$297,500	\$343
2628 Commercial St	2/2/2018	2	1	816	\$299,000	\$366
4551 F Street	2/28/2018	2	2	1,131	\$300,000	\$265
4578 Imperial	9/29/2017	2	1	624	\$300,000	\$481
529 Olivewood Ter	6/28/2017	2	1	608	\$310,000	\$510
625 S Gregory St.	2/22/2018	2	1	900	\$310,000	\$344
5507 Creston Drive	5/23/2018	2	1	852	\$310,000	\$364
5911 Linnet Street	9/26/2017	2	1	760	\$310,000	\$408
4580 Ocean View	2/23/2018	2	1	779	\$320,000	\$411
347 63rd	3/13/2018	2	1	800	\$320,000	\$400
1012 S 45th Street	7/14/2017	2	2	1,017	\$325,000	\$320
936 S 37th. St.	3/6/2018	2	1	936	\$325,000	\$347
5564 Churchward St	11/17/2017	2	1	1,100	\$325,000	\$295
719 68Th St	11/3/2017	2	2	1,225	\$327,500	\$267
3524 Ocean View Blvd	1/26/2018	2	1	660	\$330,000	\$500
3528 Ocean View Blvd	2/28/2018	2	1	704	\$330,000	\$469
201 S 45th Street	6/9/2017	2	1	804	\$330,000	\$410
6775 Springfield St	2/15/2018	2	1	704	\$330,000	\$469
3984 NATIONAL AVE	3/13/2018	2	1	1,293	\$335,000	\$259
4637 F St	8/13/2017	2	1	696	\$345,000	\$496
4147 San Miguel Ave	4/18/2018	2	1	472	\$345,000	\$731
236 Ritchey Street	2/16/2018	2	2	800	\$348,000	\$435

**APPENDIX F - TABLE 7**
**SOUTHEASTERN / ENCANTO SALES COMPARABLES**
**SHORT TERM RENTAL NEXUS STUDY**
**SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
3524 Tompkins	6/30/2017	2	1	528	\$350,000	\$663
743 Toyne	12/28/2017	2	1	760	\$350,000	\$461
715 Dewey St	6/28/2017	2	1	637	\$350,000	\$549
4471 Ocean View Blvd	8/21/2017	2	1	892	\$350,000	\$392
5160 Groveland Dr	2/22/2018	2	1	718	\$350,000	\$487
312 Thrush Street	5/11/2018	2	1	760	\$354,000	\$466
3860 T St.	2/9/2018	2	2	1,310	\$355,000	\$271
604 Jewell Dr	2/27/2018	2	1	964	\$355,000	\$368
4829 Beech	8/15/2017	2	1	842	\$355,500	\$422
730 S 31st Street	8/28/2017	2	1	616	\$359,000	\$583
3269 Gillette Street	7/18/2017	2	1	1,346	\$360,000	\$267
3726 Acacia	7/14/2017	2	1	746	\$360,000	\$483
2129 S 40th St.	12/20/2017	2	1	716	\$361,000	\$504
322 Thrush St	11/13/2017	2	1	760	\$364,617	\$480
131 S 30th St	7/25/2017	2	2	990	\$365,000	\$369
4483 F St	2/7/2018	2	1	672	\$370,000	\$551
504 S 46th St.	7/21/2017	2	1	928	\$370,000	\$399
6115 Tooley Street	6/6/2017	2	1	1,216	\$370,000	\$304
4110 Jamul Ave	1/5/2018	2	1	720	\$375,000	\$521
425 Southlook Ave	3/22/2018	2	1	1,062	\$375,000	\$353
365 THRUSH	9/12/2017	2	2	1,000	\$375,000	\$375
5558 Las Alturas Terrace	5/23/2018	2	1	1,206	\$375,000	\$311
227 S 30th Street	4/19/2018	2	1	516	\$380,000	\$736
604 S Evans Street	4/2/2018	2	1	836	\$380,000	\$455
523 S S 33Rd St	1/18/2018	2	1	734	\$380,000	\$518
355 Los Alamos Dr	2/23/2018	2	1	1,317	\$380,000	\$289
140 Woodman St	12/20/2017	2	2	864	\$380,000	\$440
2407 Wisteria	6/1/2017	2	2	1,353	\$381,000	\$282
731 Boundary St	2/15/2018	2	1	989	\$385,000	\$389
2643 G St	3/2/2018	2	1	672	\$385,000	\$573
5469 San Onofre Terrace	8/7/2017	2	1	758	\$385,000	\$508
4576 F St	1/11/2018	2	1	800	\$388,888	\$486
419 41St St	1/5/2018	2	1	840	\$390,000	\$464
3551 Boston Ave	11/27/2017	2	2	966	\$390,000	\$404
1409 E Division Street	9/8/2017	2	1	848	\$392,000	\$462
342 Gavin St	4/9/2018	2	1	726	\$392,000	\$540
6454 Medio Street	1/23/2018	2	1	720	\$399,900	\$555
1144 SCOTT	3/31/2018	2	1	1,547	\$400,000	\$259
3817 Birch St.	3/29/2018	2	1	864	\$405,000	\$469
290 Pardee St.	2/13/2018	2	1	1,041	\$407,000	\$391
1477 49Th St	6/13/2017	2	1	1,169	\$407,500	\$349
5392 Roswell St	7/28/2017	2	1	1,170	\$411,000	\$351
705 64th St	2/8/2018	2	1	868	\$415,000	\$478
5527 Encina Drive	4/11/2018	2	2	860	\$425,000	\$494
535 Dodson St	2/6/2018	2	2	1,146	\$430,000	\$375
735 63Rd	4/27/2018	2	2	1,471	\$434,000	\$295
44 N Belmont Ave	5/22/2018	2	2	1,639	\$443,000	\$270
1749 Julian Ave	9/18/2017	2	1	768	\$450,000	\$586
3209 - 11 Market St	6/29/2017	2	1	758	\$462,100	\$610
2754 TREAT ST	4/6/2018	2	1	750	\$493,000	\$657

**APPENDIX F - TABLE 7****SOUTHEASTERN / ENCANTO SALES COMPARABLES****SHORT TERM RENTAL NEXUS STUDY****SAN DIEGO, CALIFORNIA**

<u>Address</u>	<u>Sales Date</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Size (SF)</u>	<u>Sales Price</u>	<u>Price/SF</u>
3224 K Street	1/2/2018	2	2	969	\$495,000	\$511
2228 Imperial Ave	9/11/2017	2	1	1,196	\$505,000	\$422
1932 Imperial Ave	9/29/2017	2	2	1,002	\$515,000	\$514
3049 E Street	7/7/2017	2	1	1,008	\$530,000	\$526
2794 Island Avenue	12/29/2017	2	2	1,380	\$549,900	\$398
2794 Island Ave	12/29/2017	2	2	1,380	\$549,900	\$398
6305 Scimitar Dr	3/26/2018	2	2	1,610	\$610,000	\$379
3223 Market St	6/29/2017	2	1	792	\$622,100	\$785
815 26th Street	2/15/2018	2	1	848	\$675,000	\$796
		Minimum	472	\$145,000	\$201	
		Maximum	1,639	\$675,000	\$796	
		Average	908	\$361,282	\$416	
		Median	848	\$355,500	\$400	
		Weighted Average Pricer Per SF		\$398		
		Unit Size		900		
		Sales Price		\$358,000		