

PHOENIX MSA | MULTIFAMILY | Q2 2019

SNAP STATS

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Q2 2019 | 10+ Unit Property Sales Overview
Phoenix MSA Overview (10+ Unit Properties)
Total Population **4,737,270**
Census Estimate
Unemployment Rate (%) **4.0%**
as of May 2019
Employment Growth (%) **3.2%**
as of May 2019
Median HH Income **\$57,935**
Census Estimate
Per Capita Income **\$29,542**
Census Estimate
Transaction Volume **\$1.95B**
\$1.54B (Q2 2018) +26.9% y-o-y
Avg Price/Unit **\$154,050**
\$149,602 (Q2 2018) +3.0% y-o-y
Avg Price/SF **\$183.65**
\$182.58 (Q2 2018) +0.6% y-o-y
AVG Rent/Occupancy (10+ Unit Properties)

Q2 2019	Q2 2018	Increase / Decrease
\$1,163	\$1,069	+\$94
<small>Avg Rent y-o-y (All Units)</small>		
95.6%	95.2%	+0.4%
<small>Avg Occupancy Rate y-o-y</small>		

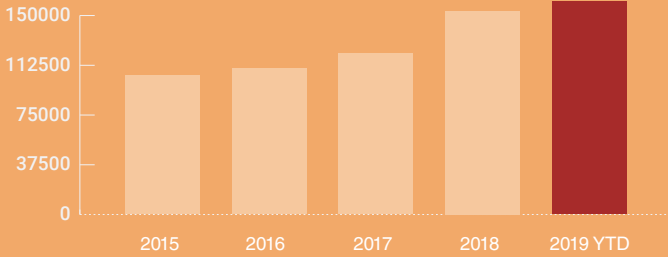
New Construction (50+)*
Delivered | Avg Absorption
1,112 Units | 17 Units / Property / Month
Under Construction
14,192 Units
Planned Projects
20,992 Units
Total Inventory
50+ Units
305,359
10-49 Units
23,273
Total Units
328,632
* Project: Figures based on when total projects are delivered.
Q2 2019 Sales Stats
100+ Units
\$1.78B
\$1.34B (Q2 2018)
+32.8% y-o-y
Transaction Volume
\$170M
\$197M (Q2 2018)
-13.6% y-o-y
10-99 Units

100+ Units

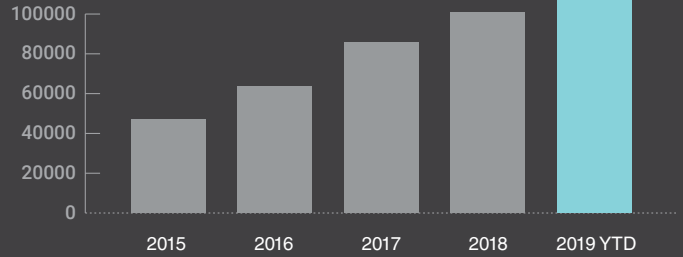
Avg Sales Price Per Unit

10-99 Units

\$160,450 \$162,091 (Q2 2018) -1.0% y-o-y



\$108,781 \$98,229 (Q2 2018) +10.7% y-o-y



\$189.88

\$195.69 (Q2 2018) -3.0% y-o-y

Avg Price/SF

\$137.40

\$125.49 (Q2 2018) +9.5% y-o-y



1993

Avg Year Built

1967

1992 (Q2 2018)

1966 (Q2 2018)

Top Q2 2019 (100+) Sales by Price/Unit



Carter Scottsdale, 365 Units \$117,800,000 \$322,740/unit \$373.88/SF Built 2018



The Core Scottsdale Scottsdale, 282 Units \$80,400,000 \$285,106/unit \$303.58/SF Built 2017



Sonoran Vista Scottsdale, 264 Units \$67,000,000 \$253,788/unit \$247.13/SF Built 1996

Top Q2 2019 (10-99) Sales by Price/Unit



Mariposa Palms Phoenix, 10 Units \$2,025,000 \$202,500/unit \$256.33/SF Built 1951



Sir John's Phoenix, 14 Units \$2,700,000 \$192,857/unit \$226.89/SF Built 1967



Arcadia Modern Phoenix, 27 Units \$5,167,000 \$191,370/unit \$241.38/SF Built 1963



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