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JOHN KOBIEROWSKI | ALON SHNITZER | RUE BAX | DOUG LAZOVICK | EDDIE CHANG | JACK HANNUM | CHUCK LABENZ | BRAD PICKERING  
PATRICK BURCH | MITCHELL DRAKE | DALLIN HAMMOND | JOHN KLOCEK | ROYCE MUNROE | RYAN SMITH

## TOTAL UNIT INVENTORY

10+ UNIT PROPERTIES: **331,307**

50+ UNIT PROPERTIES: **307,928**

### Q3 2019 Sales Stats

100+ Units

**\$1.93B**

\$1.71B (Q3 2018)  
+12.5% y-o-y

Transaction Volume

**\$197M**

\$198M (Q3 2018)  
-0.7% y-o-y

10-99 Units

100+ Units

**\$74,583**

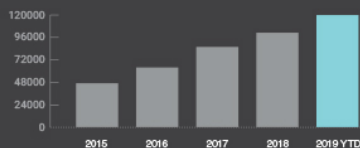
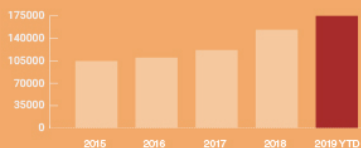
\$145,631 (Q3 2018)  
+19.9% y-o-y

Avg Sales Price Per Unit

10-99 Units

**\$119,664**

\$98,654 (Q3 2018)  
+21.3% y-o-y



**\$205.13**

\$169.68 (Q3 2018)  
+20.9% y-o-y

Avg Price/SF



**\$151.04**

\$128.37 (Q3 2018)  
+17.7% y-o-y

Avg Year Built

**1994**

1991 (Q3 2018)

**1971**

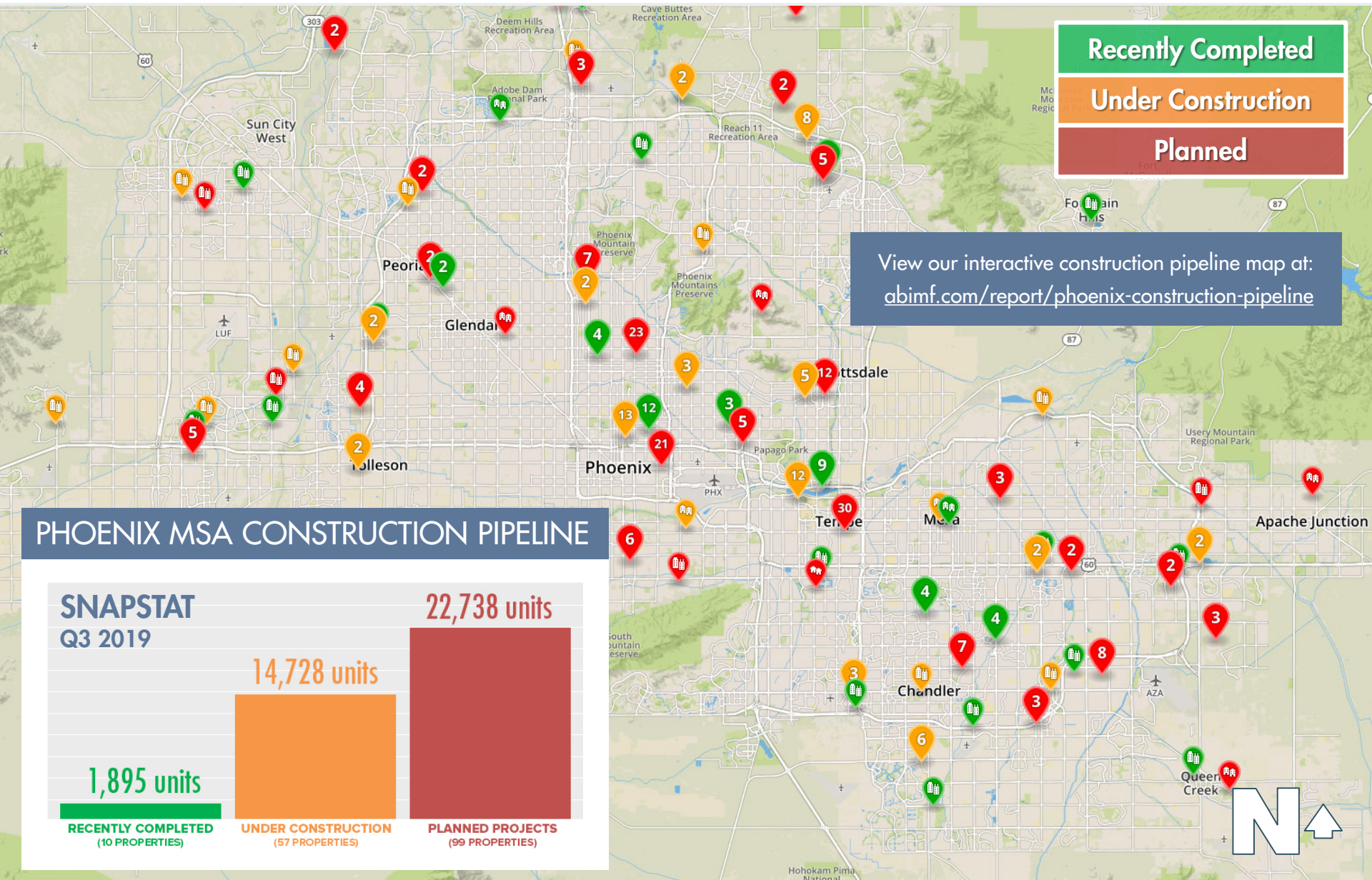
1970 (Q3 2018)

## 100+ UNIT PROPERTIES | Q3 2019 TRANSACTIONS BY YEAR BUILT

Year Built	Avg Price/Unit	Avg Price/SF	# of Transactions
2010+	\$272K	\$276	8
2000-09	\$181K	\$190	9
1990-99	\$149K	\$163	3
1980-89	\$140K	\$179	11
Pre-1980	\$133K	\$260	8

## 10-99 UNIT PROPERTIES | Q3 2019 TRANSACTIONS BY YEAR BUILT

Year Built	Avg Price/Unit	Avg Price/SF	# of Transactions
2010+	--	--	--
2000-09	\$159K	\$148	5
1990-99	--	--	--
1980-89	\$117K	\$159	8
Pre-1980	\$109K	\$150	34



**Recently Completed**

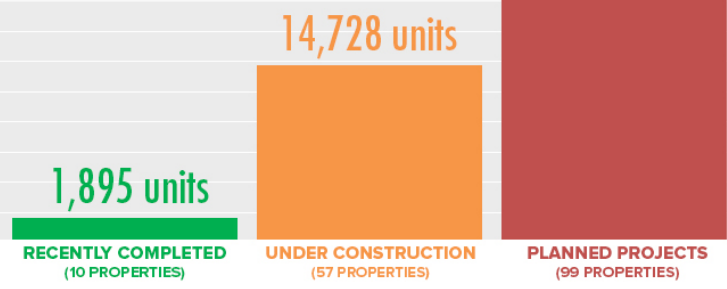
**Under Construction**

**Planned**

View our interactive construction pipeline map at:  
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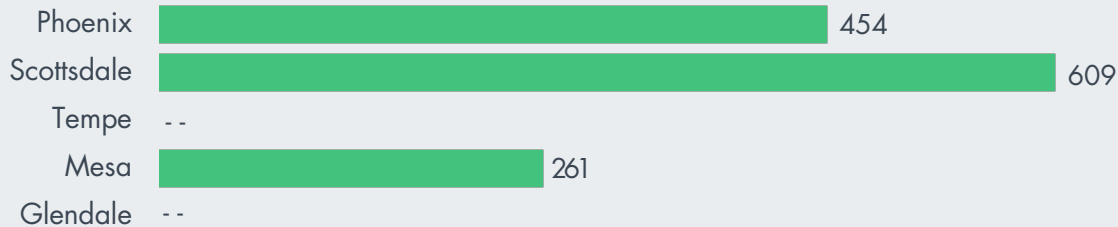
## PHOENIX MSA CONSTRUCTION PIPELINE

### SNAPSTAT Q3 2019



## PER CITY ANALYSIS OF PHOENIX MSA

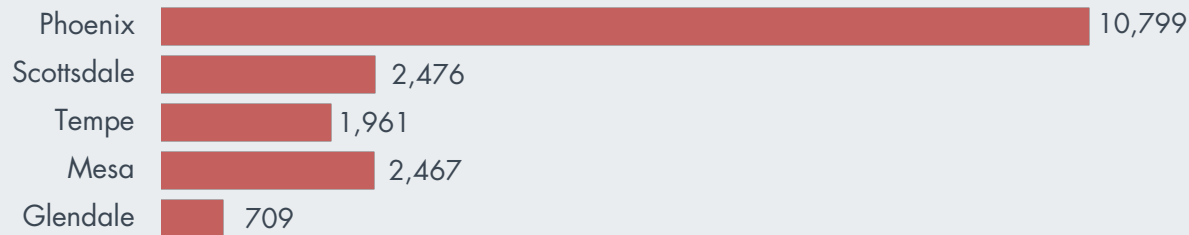
### RECENTLY COMPLETED (BY # OF UNITS) \*



### UNDER CONSTRUCTION (BY # OF UNITS)



### PLANNED (BY # OF UNITS)



\* Project Units Delivered. Based on when total projects are delivered, not as individual buildings/units are delivered

**TOTAL UNIT INVENTORY PER CITY**

50+ Unit Properties

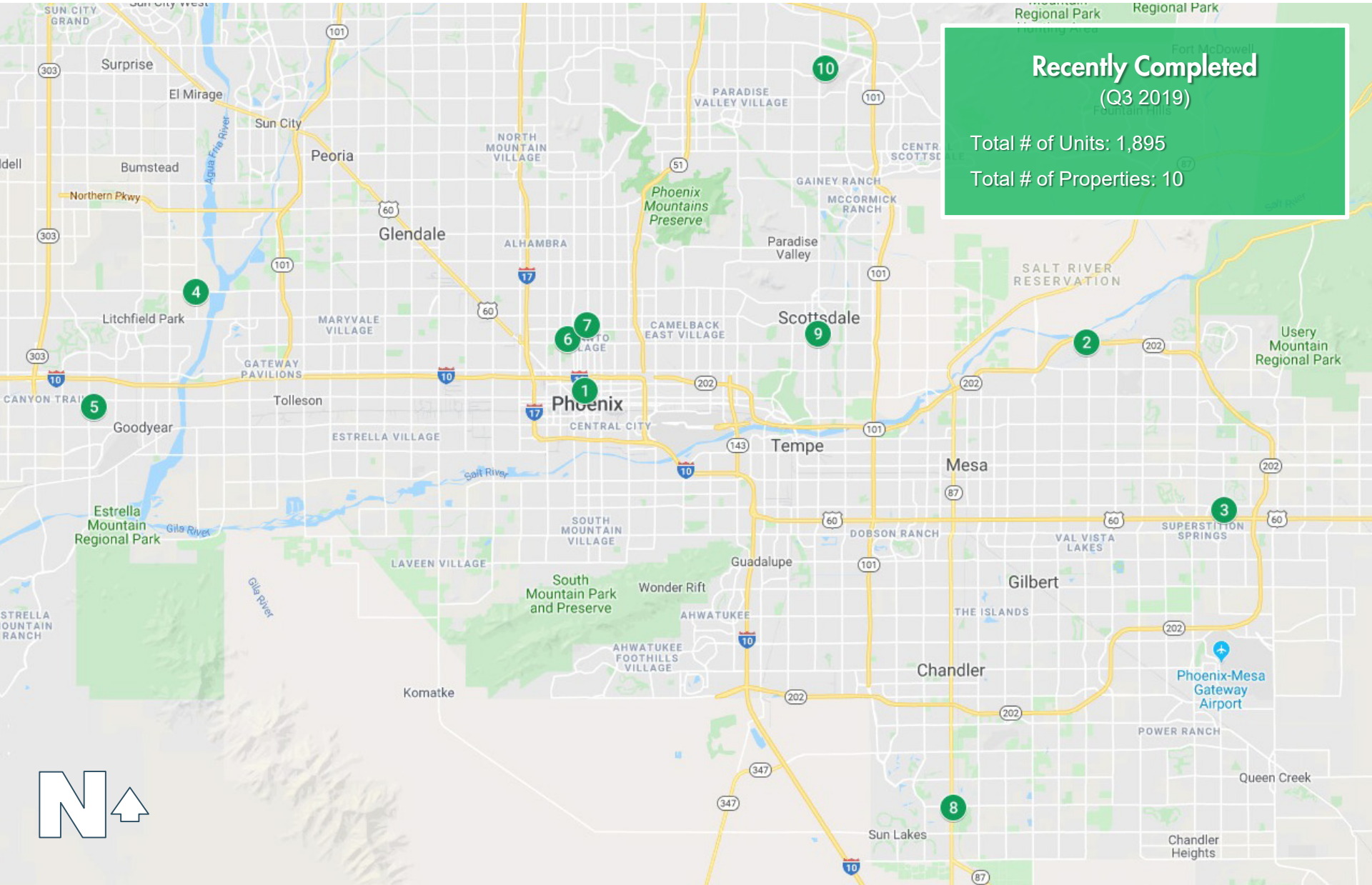
**PHOENIX**  
**138,125**

**SCOTTSDALE**  
**28,193**

**TEMPE**  
**34,372**

**MESA**  
**38,157**

**GLENDALE**  
**24,421**



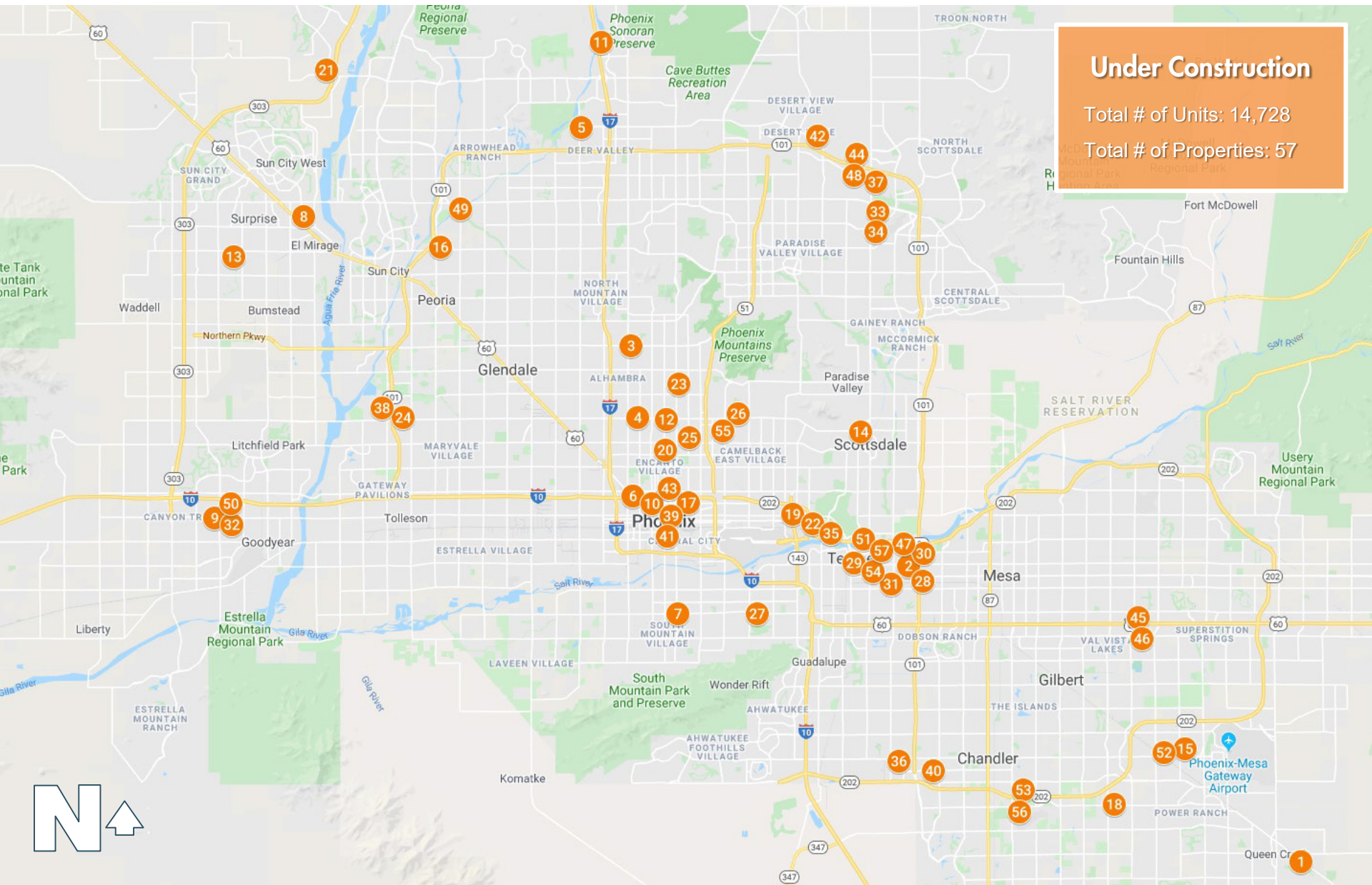
## RECENTLY COMPLETED (50+ UNIT PROPERTIES)

Property Name	Address	Units	Completion Date	Developer
1 Urban Living on Fillmore	609 North 2nd Avenue	63	9/24/2019	Native American Connections
2 Avilla Lehi Crossing	3425 East Thomas Road	118	7/12/2019	NexMetro Communities
3 Hampton East	9740 East Hampton Avenue	143	8/23/2019	Crismon Development
4 Christopher Todd Communities on Camelback	12350 West Camelback Road	167	7/3/2019	Christopher Todd Properties
5 Avilla Centerra Crossings	15390 West Centerra Drive	184	7/26/2019	NexMetro Communities
6 Astor at Osborn, The	3300 North 7th Avenue	191	8/2/2019	Trammell Crow
7 Broadstone Osborn	240 West Osborn Road	200	9/20/2019	Alliance Residential Company
8 CORE Chandler, The	5151 South Arizona Avenue	220	8/19/2019	Sunrise Company
9 Alta Drinkwater	3234 North Scottsdale Road	277	8/21/2019	Wood Partners
10 District at Scottsdale, The	15446 North Greenway-Hayden Loop	332	8/2/2019	Kaplan Companies
<b>RECENTLY COMPLETED (Q3 ONLY)</b>		<b>1,895</b>		
<b>2019 COMPLETED (YTD)</b>		<b>6,781</b>		

## Under Construction

Total # of Units: 14,728

Total # of Properties: 57



## UNDER CONSTRUCTION (50+ UNIT PROPERTIES)

Property Name	Address	Units	Permit Date	Developer
1 Village Greens of Queen Creek	21515 East Village Loop Road North	50	8/12/2019	Truvista Development
2 River at Eastline Village, The	2102 East Apache Blvd	56	8/15/2018	Gorman & Company
3 Laurel Tree at Northern	1825 West Northern Avenue	70	9/1/2018	Catholic Charities Community Services
4 Revello, The	1600 West Camelback Road	76	3/1/2019	Bethel Development
5 Avilla Paseo	SEC North 35th Avenue & West Deer Valley Road	89	8/15/2019	NexMetro Communities
6 Horace Steele Commons	1735 NW Grand Avenue	90	11/5/2018	Arizona Housing
7 South 7th Village	NEC South 7th Street & East Southern Avenue	90	4/1/2019	UMOM New Day Centers
8 Heritage at Surprise, The	SWC North Nash Street & West Rimrock Street	100	3/15/2019	Gorman & Company
9 Bungalows on Estrella, The	North Estrella Pkwy & West Van Buren Street	100	8/1/2019	Cavan Commercial
10 McKinley & 2nd	801 North 3rd Avenue	108	4/2/2019	Baron Properties
11 Bungalows on Jomax, The	27441 North Black Canyon Hwy	141	6/1/2019	Cavan Commercial
12 One Camelback	1 East Camelback Road	163	4/1/2019	Stellar Residential
13 Christopher Todd Communities at Marley Park	15025 West Old Oak Lane	173	7/16/2018	Christopher Todd Properties
14 Optima Sonoran Village Phase III	6895 East Camelback Road	177	3/15/2018	Optima
15 Acero Cooley Station	3939 East Vest Avenue	182	6/10/2019	IDM
16 Villa Vita	8175 West Ludlow Drive	183	9/17/2018	Treger Partners
17 Derby, The	NWC North 2nd Street & East McKinley Street	211	3/15/2017	Acento Real Estate Partners
18 BB Living at Val Vista	NEC East Germann Road & South Rome Street	216	7/22/2019	Blank Property Group
19 Carraro Heights	4633 East Van Buren Street	222	9/3/2018	Encore Enterprises
20 Columbus	NEC North Central Avenue & East Columbus Aver	223	1/15/2019	Fore Property Company



## UNDER CONSTRUCTION (50+ UNIT PROPERTIES)

Property Name	Address	Units	Permit Date	Developer
21 Christopher Todd at Vistancia	SWC West Happy Valley Road & North Vistancia Blvd	224	6/3/2019	Christopher Todd Properties
22 Cabana on Washington	5240 East Washington Street	226	7/17/2019	Deco Communities
23 Alta North Central	777 East Stella Lane	229	10/1/2018	Wood Partners
24 Copper Falls	5151 North 95th Avenue	240	2/22/2019	P.B. Bell Companies, The
25 Cabana on 12th	4235 North 12th Street	252	5/1/2019	Deco Communities
26 Angela, The	2727 East Camelback Road	253	9/15/2017	StreetLights Residential
27 Parc South Mountain	3400 East Southern Avenue	258	9/1/2018	Evergreen Development
28 Metro 101	2157 East Apache Blvd	259	6/1/2018	Meyer Development
29 Collective on 7th, The	704 South Myrtle Avenue	269	10/1/2018	Core Spaces
30 Broadstone Rio Salado	2325 East Rio Salado Pkwy	276	9/3/2018	Alliance Residential Company
31 Park Place	1135 East Apache Blvd	285	8/1/2019	Park 7 Group
32 CTC Estrella Commons	15354 West Van Buren Street	286	6/10/2019	Christopher Todd Properties
33 Scottsdale Grand, The	NEC North 73rd Street & North Greenway-Hayden Lo	290	5/15/2019	Kaplan Companies
34 Vitri	15125 North Scottsdale Road	300	8/1/2018	Lennar Multifamily Communities
35 Broadstone Grand	1003 West Washington Street	300	6/15/2018	Alliance Residential Company
36 Riata	100 North Hearthstone Way	300	6/15/2018	Embrey Partners
37 Halsten at Chauncey Lane, The	17777 North Scottsdale Road	301	10/2/2017	JLB Partners
38 Christopher Todd Communities at Stadium	9999 West Missouri Avenue	313	5/1/2018	Christopher Todd Properties
39 Kenect Phoenix	355 North Central Avenue	320	5/1/2019	Akara Partners
40 District at Chandler, The	2222 West Frye Road	320	2/18/2019	Kaplan Companies

## UNDER CONSTRUCTION (50+ UNIT PROPERTIES)

Property Name	Address	Units	Permit Date	Developer
41 Ryan, The	SEC South 1st Street & East Washington Street	330	5/26/2017	StreetLights Residential
42 Montreux	5550 East Deer Valley Drive	335	3/15/2018	Statesman Group
43 Portrait at Hance Park	1313 North 2nd Street	340	1/15/2018	Transwestern
44 Camden North End Phase II	6800 East Mayo Blvd	343	8/1/2019	Camden Property Trust
45 San Piedra	4510 East Banner Gateway Drive	346	5/10/2017	Mark-Taylor
46 San Villante	4760 East Baseline Road	348	1/18/2019	Mark-Taylor
47 Cameron, The	2062 East Cameron Way	349	7/13/2018	StreetLights Residential
48 Maxwell on 66th	6611 East Mayo Blvd	349	6/1/2018	JLB Partners
49 Paradise @ P83	North 75th Avenue & West Paradise Lane	352	9/1/2019	Opus Group, The
50 Acero Estrella Commons	15380 West Fillmore Street	352	4/15/2019	IDM
51 Aura Watermark	420 North Scottsdale Road	360	9/1/2017	Trinsic Residential Group
52 Aiya	NWC South Wade Drive & East Williams Field Road	366	11/1/2018	Wolff Company, The
53 San Valencia	1450 East Germann Road	382	2/1/2017	Mark-Taylor
54 Apollo	1100 East Apache Blvd	391	3/1/2019	Gilbane Development Company
55 Pearl Biltmore	4640 North 24th Street	474	9/1/2018	Morgan Group
56 Sky at Chandler Airpark	1441 East Germann Road	504	3/17/2018	Management Support
57 Pier, The	1190 Vista Del Lago Drive	586	3/1/2019	Fransway, Robert P.
<b>TOTAL (UNDER CONSTRUCTION)</b>		<b>14,728</b>		



**Planned**  
Total # of Units: 22,738  
Total # of Properties: 99

# PLANNED (50+ UNIT PROPERTIES)



**PLANNED (50+ UNIT PROPERTIES)**

Property Name	Address	Units	Status	Developer
1 Stepping Stones Place Phase II	1325 North 14th Street	50	Planned	Native American Connections
2 Urban Connected Phase II	1220 North 44th Street	50	Planned	Yale Casitas
3 Hampton East Phase II	9740 East Hampton Avenue	53	Planned	Crismon Development
4 Dunlap Housing	1431 East Dunlap Avenue	55	Planned	Native American Connections
5 6740 West Thomas Road	6740 West Thomas Road	60	Planned	Hassid, Ron
6 Rehoboth Place Phase II	4625 North 27th Avenue	64	Planned	Rehoboth CDC
7 Celeste	4858 West Maryland Avenue	69	Planned	Michaels Organization, The
8 Eco Phx	SWC North 3rd Avenue & West Roosevelt Street	70	Planned	Habitat Metro
9 West Pepper Place & North Robson	SEC West Pepper Place & North Robson	70	Planned	Caliber Companies
10 Footprint	SWC North Center Street & West Main Street	70	Planned	Caliber Companies
11 40 East Mixed Use	4040 East McDowell Road	71	Planned	Allayev, Mikhail
12 Northern Gardens II	2223 West Northern Avenue	77	Planned	WESCAP Real Estate Services
13 Monroe Gardens	1441 East Monroe Street	77	Planned	Gorman & Company
14 Acacia Heights	615 West Pierson Street	78	Planned	Foundation for Senior Living
15 Mesquite Terrace	SEC North 19th Avenue & West Colter Street	80	Planned	Catholic Charities Community Services
16 Mirabella Senior	5609 South Central Avenue	80	Planned	Bethel Development
17 South 16th Street & East Baseline Road	NWC South 16th Street & East Baseline Road	86	Planned	Avenue North
18 Cabana on Hayden	2240 North Hayden Road	89	Planned	Deco Communities
19 Garfield Commons Phase II	1110 North 16th Street	90	Planned	Slattery, David
20 Vista Village on Van Buren	3541 East Van Buren Street	90	Planned	Chicanos Por La Causa

**PLANNED (50+ UNIT PROPERTIES)**

Property Name	Address	Units	Status	Developer
21 59 Butler	SWC North 59th Avenue & West Butler Drive	96	Planned	Visiquest Properties
22 Avilla Enclave	8415 East Guadalupe Road	96	Planned	NexMetro Communities
23 334 North 4th Avenue	334 North 4th Avenue	100	Planned	Rastegar Property
24 100 Mill	100 North Mill Avenue	100	Planned	Hines Interests
25 11755 West Thompson Ranch Road	11755 West Thompson Ranch Road	100	Planned	NexMetro Communities
26 Village on Roeser	446 East Roeser Road	104	Planned	Foundation for Senior Living
27 Libertad Glendale	6529 West Ocotillo Road	108	Planned	Vecino Group, The
28 Avalon Villas	825 West Broadway Road	108	Planned	Atlantic Development & Investments
29 18 Roosevelt	1825 East Roosevelt Street	111	Planned	Gorman & Company
30 Heritage on Dysart	12939 West Elm Street	120	Planned	Virtua Partners
31 Hilo Tempe	701 South Mill Avenue	122	Planned	Core Spaces
32 Avilla Gateway	North 99th Avenue & West Indian School Road	127	Planned	NexMetro Communities
33 BB Living at Eastmark	NWC Inspirian Pkwy & East Ray Road	132	Planned	Blank Property Group
34 Sunrise Village	West Happy Valley Road & North Lake Pleasant Pk	140	Planned	Truvista Development
35 Imperial, The	919 North 20th Street	140	Planned	Lafferty Development
36 CTC Ellsworth & University	SWC North Ellsworth Road & East University Drive	145	Planned	Christopher Todd Properties
37 El Molino Supportive Housing	SWC North 29th Street & East Van Buren Street	148	Planned	Cardinal Capital Management
38 Bungalows at Westgate	7403 North 91st Avenue	150	Planned	Cavan Commercial
39 Gramercy Scottsdale	4735 North Scottsdale Road	160	Planned	Trammell Crow
40 Broadstone Portland	332 East Portland Street	162	Planned	Alliance Residential Company

**PLANNED (50+ UNIT PROPERTIES)**

Property Name	Address	Units	Status	Developer
41 Christopher Todd Communities on McDowell	1610 North 91st Avenue	166	Planned	Christopher Todd Properties
42 Springs at Red Mountain	2639 North Power Road	192	Planned	Continental Properties
43 Bishop Lane	7125 East 2nd Street	199	Planned	Morgan Group
44 Residences on Main, The	424 West Main Street	200	Planned	Chicanos Por La Causa
45 Farmer Arts District	South Farmer Avenue & West University Drive	200	Planned	Rush Companies
46 Commonwealth & Nevada	100 South Nevada Street	208	Planned	DMB Associates
47 Avilla Canyon	27701 North Black Canyon Hwy	211	Planned	NexMetro Communities
48 Vedula SanTan Village	South Coronado Road & South SanTan Village Pkw	214	Planned	Vedula Residential
49 29 Palms II	5310 North 21st Avenue	215	Planned	Foundation for Senior Living
50 Premier at Eastmark	South Ellsworth Road & East Ray Road	216	Planned	PCS Development
51 Watermark at Gilbert Town Square	1205 South Gilbert Road	216	Planned	Watermark Residential
52 CTC on Mountain View	West Carlin Drive & West Mountain View Blvd	217	Planned	Christopher Todd Properties
53 Landing at Fiesta Village, The	NWC South Alma School Road & West Southern Av	220	Planned	P.B. Bell Companies, The
54 LCG Kierland	SEC North 71st Street & East Tierra Buena Lane	221	Planned	Leon Capital Group
55 Banyan Washington	5321 East Washington Street	223	Planned	Banyan Residential
56 Broadway Road Senior	NEC East Broadway Road & South Hawes Road	237	Planned	Dominium
57 520 West Van Buren Street	520 West Van Buren Street	243	Planned	Toll Brothers Apartment Living
58 Rancho TruGold	SWC North Cotton Lane & West Waddell Road	244	Planned	Christopher Todd Properties
59 Noria Phase II	2177 South McQueen Road	246	Planned	Robson Communities
60 DC Heights	201 West Commonwealth Avenue	250	Planned	Chason Affinity Companies

**PLANNED (50+ UNIT PROPERTIES)**

Property Name	Address	Units	Status	Developer
61 East Main Street & South Mesa Drive	SEC East Main Street & South Mesa Drive	252	Planned	City Creek Reserve
62 X Phoenix	200 West Monroe Street	253	Planned	Property Markets Group
63 Aspire Fillmore	601 North 3rd Avenue	254	Planned	Empire Group, The
64 Haverly, The	31 East Thomas Road	256	Planned	Toll Brothers Apartment Living
65 Millennium at Rio Salado	2110 East Rio Salado Pkwy	260	Planned	Miravista Holdings
66 Novus Place	East 6th Street & South Packard Drive	262	Planned	Catellus
67 Tempe Crossroads	1010 East Orange Street	264	Planned	Collegiate Development Group
68 Broadstone Grand at Papago Plaza	7047 East McDowell Road	274	Planned	Alliance Residential Company
69 Parc at Roundtree Ranch	NEC North 83rd Avenue & West Olive Avenue	275	Planned	Desert Viking
70 Millennium Park Central	West Catalina Drive & North Central Avenue	278	Planned	Dinerstein Companies
71 Park Central Mall Phase II	3121 North 3rd Avenue	278	Planned	Holualoa Companies
72 Battery, The	South 4th Street & East Buchanan Street	278	Planned	JMA Ventures
73 Cabana on Missouri	9910 West Missouri Avenue	286	Planned	John F. Long Properties
74 EpiCenter at Agritopia	NWC East Ray Road & South Higley Road	287	Planned	Johnston, Joseph
75 Broadstone Dobson Ranch	1666 South Dobson Road	288	Planned	Alliance Residential Company
76 Acero Canyon Crossroads	33500 North Valley Pkwy	288	Planned	IDM
77 Manor Scottsdale	13220 North Scottsdale Road	293	Planned	Related Group
78 Grid, The	East Main Street & South Pomeroy	296	Planned	3W Management
79 Grayson Place	SEC North 159th Avenue & West McDowell Road	296	Planned	P.B. Bell Companies, The
80 Elevation San Tan	East Boston Street & South Santan Village Pkwy	297	Planned	Vedura Residential

**PLANNED (50+ UNIT PROPERTIES)**

Property Name	Address	Units	Status	Developer
81 Alta Warehouse	402 West Lincoln Street	300	Planned	Wood Partners
82 Phoenix Central Station	NWC North Central Avenue & West Van Buren Str	300	Planned	Greystar
83 Santan Village	SEC East Ray Road & South Santan Village Pkwy	301	Planned	Cisterra Development
84 City Center on the Park	1314 North 3rd Street	319	Planned	Transwestern
85 North 2nd Avenue & West Fillmore Street	SWC North 2nd Avenue & West Fillmore Street	322	Planned	Fore Property Company
86 Parc Broadway	711 West Broadway Road	324	Planned	Evergreen Development
87 Alta Raintree	8688 East Raintree Drive	330	Planned	Wood Partners
88 Novel Midtown	400 East Earll Drive	345	Planned	Crescent Communities
89 Palmcourt Tower	NWC North 5th Street & East Van Buren Street	354	Planned	North American Development Group
90 McDowell, The	6601 East McDowell Road	358	Planned	JLB Partners
91 South 3rd Street & East Jefferson Street	NWC South 3rd Street & East Jefferson Street	379	Planned	Hines Interests
92 Residences at Santan Village	SWC East Ray Road & South Santan Village Pkwy	380	Planned	Leon Capital Group
93 Harmony at Cactus	2625 East Cactus Road	400	Planned	Treger Partners
94 Crossing at Cooley Station, The	NEC South Wade Drive & East Williams Field Road	408	Planned	Management Support
95 Skyview	855 South Rural Road	429	Planned	Golub & Company
96 San Artes	North Hayden Road & East Princess Blvd	552	Planned	Mark-Taylor
97 Edison-Eastlake	North 20th Street & East Roosevelt Street	577	Planned	Gorman & Company
98 Fillmore, The	355 North 5th Avenue	609	Planned	Trammell Crow
99 City North	NEC North 56th Street & Loop 101	2,000	Planned	Crown Realty & Development
<b>TOTAL (PLANNED)</b>		<b>22,738</b>		



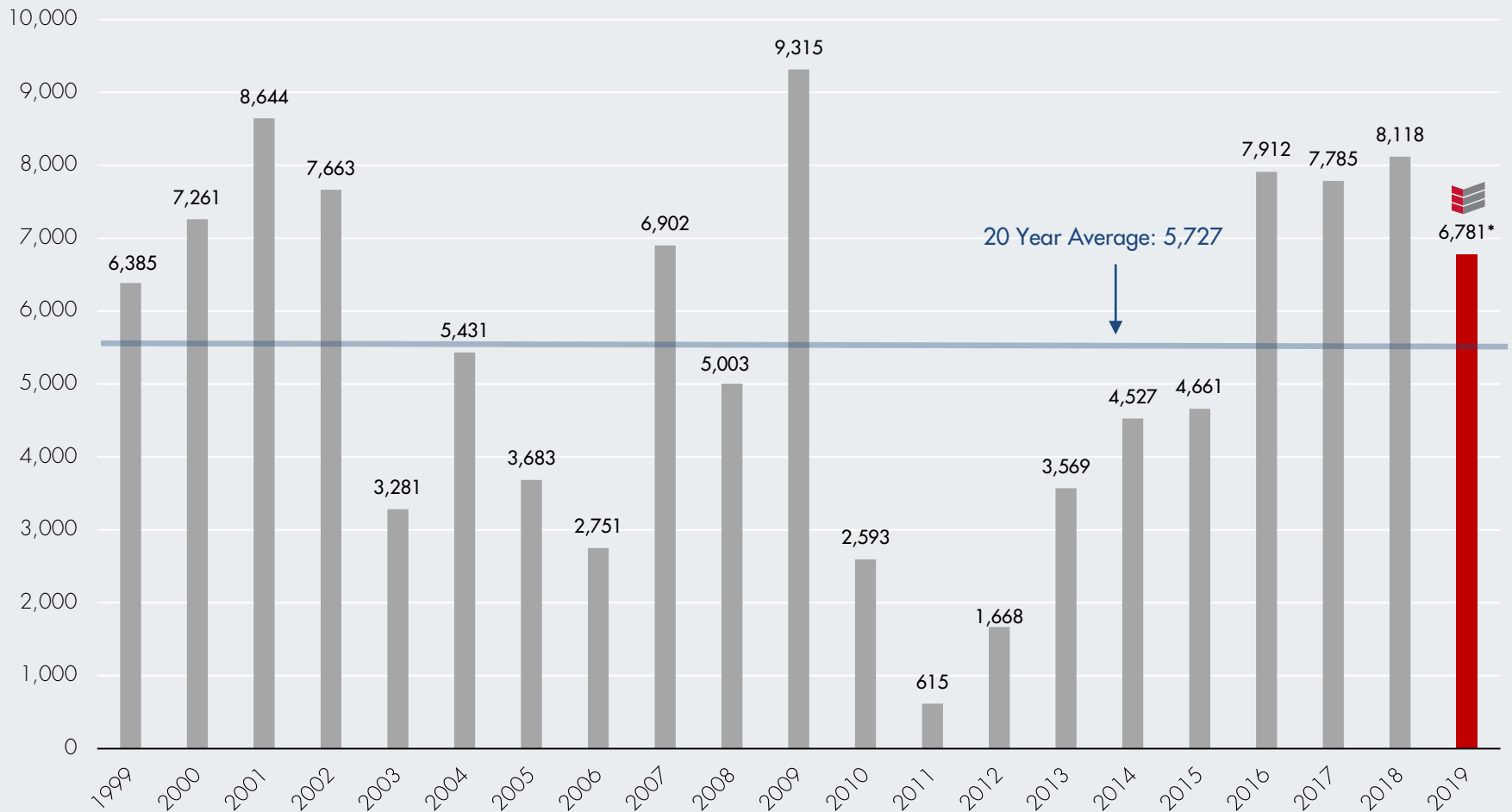
**TOTAL UNIT INVENTORY**

 10+ UNIT PROPERTIES: **331,307**

 50+ UNIT PROPERTIES: **307,928**
**PRE-LEASE ABSORPTION RATE**
**15**  
 Units/Property/Month  
 (Q3 2019 Avg)


\* Project Units Delivered (YTD)

Based on when total projects are delivered, not as individual buildings/units are delivered



# Leading Multifamily Brokerage Team in the Western US

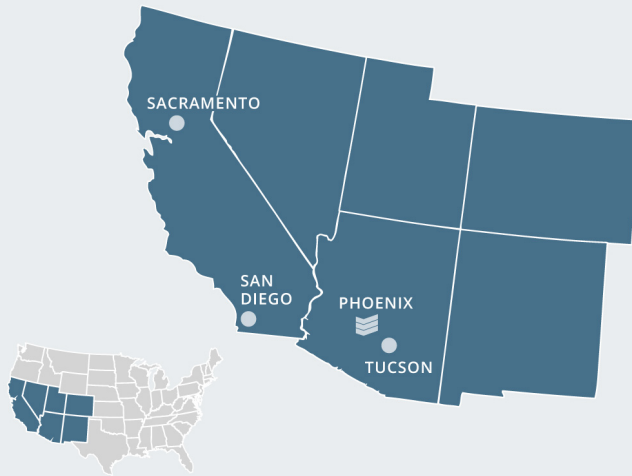
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SEASONED ADVISORS WITH REGIONAL INSIGHT

COLLABORATION & COOPERATION

## Apartment Brokerage & Advisory Firm

ABI Multifamily is a brokerage and advisory services firm that focuses exclusively on apartment investment transactions. The experienced advisors at ABI Multifamily have completed billions of dollars in sales and thousands of individual multifamily transactions.



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