



SNAP STATS

EXECUTIVE SUMMARY INFOGRAPHIC

PHOENIX MSA | MULTIFAMILY

YE 2020 | 10+ Unit Properties Overview

Phoenix MSA Overview (10+ Unit Properties)

Total Population **4,948,203**
2019 ACS 1-Year Estimates

Unemployment Rate (%) **7.2%**
as of Nov 2020

Employment Growth (%) **-2.6%**
as of Nov 2020

Median HH Income **\$63,883**
2019 ACS 5-Year Estimate

Per Capita Income **\$32,522**
2020 ACS 5-Year Estimate

Transaction Volume **\$6.94B**
\$8.30B (YE 2019) -16.3% y-o-y

Avg Price/Unit **\$184,943**
\$160,877 (YE 2019) +15.0% y-o-y

Avg Price/SF **\$220.55**
\$190.94 (YE 2019) +15.5% y-o-y

AVG Rent/Occupancy (10+ Unit Properties)

YE 2020	YE 2019	Increase / Decrease
\$1,261 Avg Rent y-o-y (All Units)	\$1,188	+\$73
95.3% Avg Occupancy Rate y-o-y	95.3%	NO CHANGE

Q4 2020
\$1,284

Q4 2020
95.5%

New Construction (50+)*

Delivered | Avg Absorption

8,817 Units | 13 Units / Property / Month

Under Construction

26,540 Units

Planned Projects

27,587 Units

Q4 2020
2,189

Total Inventory

50+ Units

320,008

10-49 Units

24,023

Total Units

344,031

* Project: Figures based on when total projects are delivered.

YE 2020 Sales Stats

100+ Units

\$6.09B

\$7.57B (YE 2019)
-19.6% y-o-y

Q4 2020 **\$3.1B**

Transaction Volume

\$853M

\$725M (YE 2019)
+17.6% y-o-y

Q4 2020 **\$352M**

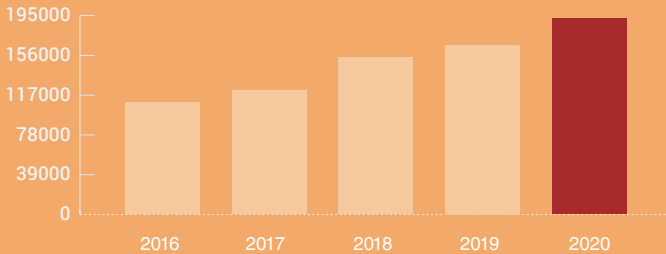
10-99 Units

100+ Units

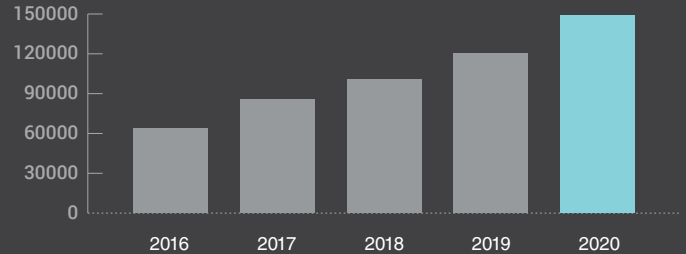
Avg Sales Price Per Unit

10-99 Units

\$191,441 \$166,104 (YE 2019)
+15.3% y-o-y



\$148,888 \$121,112 (YE 2019)
+22.9% y-o-y



\$228.25 \$195.51 (YE 2019)
+16.7% y-o-y

Avg Price/SF

\$178.18 \$153.24 (YE 2019)
+16.3% y-o-y



1993

Avg Year Built

1973

1993
(YE 2019)

1971
(YE 2019)

Top YE 2020 (100+) Sales by Price/Unit



The Angela
Phoenix, 253 Units
\$117,000,000
\$462,451/unit
\$474.55/SF
Built 2019



Maxwell on 66th
Phoenix, 349 Units
\$122,500,000
\$351,003/unit
\$227.22/SF
Built 2020



Vertex
Tempe, 213 Units
\$71,000,000
\$333,333/unit
\$292.60/SF
Built 2015

Top YE 2020 (10-99) Sales by Price/Unit



4th Street West Townhomes
Tempe, 15 Units
\$7,000,000
\$466,667/unit
\$289.10/SF
Built 2018



Halcyon at Cheery Lynn
Phoenix, 14 Units
\$6,400,000
\$457,143/unit
\$265.01/SF
Built 2019



The Grove on Glendale Townhomes
Phoenix, 56 Units
\$25,500,000
\$455,357/unit
\$247.48/SF
Built 2020



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