



## PHOENIX MSA | MULTIFAMILY | Q2 2020

# SNAP STATS

### PHOENIX MSA SNAP STATS

### Q2 2020 | 10+ Unit Property Sales Overview

#### Phoenix MSA Overview (10+ Unit Properties)

**Total Population** **4,857,962**  
Census Estimate

**Unemployment Rate (%)** **8.3%**  
as of May 2020

**Employment Growth (%)** **-5.1%**  
as of May 2020

**Median HH Income** **\$64,427**  
Census Estimate

**Per Capita Income** **\$32,438**  
Census Estimate

**Transaction Volume** **\$639.45M**  
\$2.05B (Q2 2019) -68.7% y-o-y

**Avg Price/Unit** **\$161,029**  
\$156,922 (Q2 2019) +2.6% y-o-y

**Avg Price/SF** **\$187.37**  
\$186.35 (Q2 2019) +0.5% y-o-y

#### AVG Rent/Occupancy (10+ Unit Properties)

Q2 2020	Q2 2019	Increase / Decrease
<b>\$1,233</b> <small>Avg Rent y-o-y (All Units)</small>	<b>\$1,170</b>	<b>+\$63</b>
<b>95.1%</b> <small>Avg Occupancy Rate y-o-y</small>	<b>95.4%</b>	<b>-0.3%</b>

#### New Construction (50+)\*

**Delivered | Avg Absorption**  
**1,612 Units | 11 Units / Property / Month**

**Under Construction**  
**21,305 Units**

**Planned Projects**  
**22,895 Units**

#### Total Inventory

**50+ Units**  
**312,859**

**10-49 Units**  
**24,023**

**Total Units**  
**336,882**

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

### Q2 2020 Sales Stats

**100+ Units**

**\$538M**

**\$1.87B (Q2 2019)**  
**-71.3% y-o-y**

**Transaction Volume**

**\$102M**

**\$174M (Q2 2019)**  
**-41.4% y-o-y**

**10-99 Units**

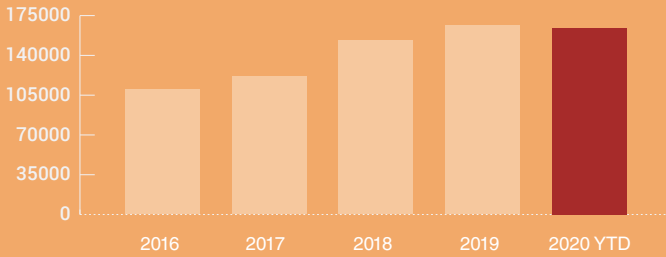
100+ Units

Avg Sales Price Per Unit

10-99 Units

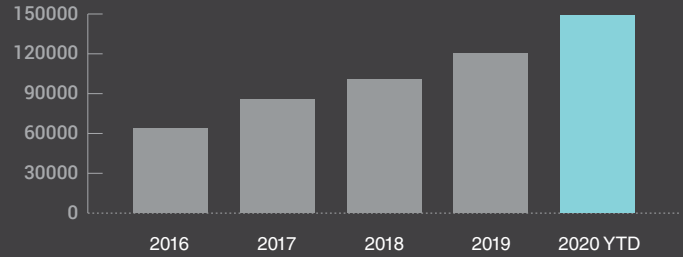
\$163,653

\$163,514 (Q2 2019)  
+0.1% y-o-y



\$148,467

\$109,424 (Q2 2019)  
+35.7% y-o-y



\$188.79

\$192.70 (Q2 2019)  
-2.0% y-o-y

Avg Price/SF

\$180.10

\$138.13 (Q2 2019)  
+30.4% y-o-y



1994

Avg Year Built

1974

1994  
(Q2 2019)

1968  
(Q2 2019)

Top Q2 2020 (100+) Sales by Price/Unit



**Park Place at Fountain Hills**  
Fountain Hills, 230 Units  
\$63,250,000  
\$275,000/unit  
\$277.66/SF  
Built 2018



**Christopher Todd Communities at Marley Park**  
Surprise, 173 Units  
\$41,693,000  
\$241,000/unit | \$270.47/SF  
Built 2019



**The Metro at Zanjero**  
Glendale, 253 Units  
\$55,407,000  
\$219,000/unit  
\$227.75/SF  
Built 2007

Top Q2 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



**Lyra Residences**  
Phoenix, 18 Units  
\$8,106,000  
\$450,333/unit  
\$255.87/SF  
Built 2019



**Mode 39 Arcadia Townhomes**  
Phoenix, 13 Units  
\$3,700,000  
\$284,615/unit  
\$176.23/SF  
Built 1964



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