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TOTAL UNIT INVENTORY

 5+ UNIT PROPERTIES: **84,967**

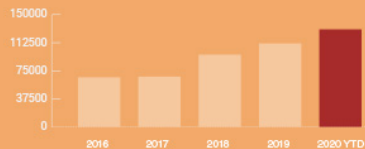
 50+ UNIT PROPERTIES: **67,103**
Q2 2020 Sales Stats
50+ Units
\$41M

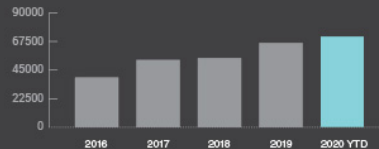
 \$89M (Q2 2019)
 -54.1% y-o-y

Transaction Volume
\$26M

 \$31M (Q2 2019)
 -13.9% y-o-y

5-49 Units
50+ Units
Avg Sales Price Per Unit
5-49 Units
\$55,866

 \$71,803 (Q2 2019)
 -22.2% y-o-y

\$55,781

 \$68,264 (Q2 2019)
 -18.3% y-o-y

\$96.06

 \$99.73 (Q2 2019)
 -3.7% y-o-y

Avg Price/SF
\$93.70

 \$102.09 (Q2 2019)
 -8.2% y-o-y

1975
Avg Year Built
1970

 1974
 (Q2 2019)

 1971
 (Q2 2019)

50+ UNIT PROPERTIES | Q2 2020 TRANSACTIONS BY YEAR BUILT

	Avg Price/Unit	Avg Price/SF	# of Transactions
2010+	--	--	--
2000-09	--	--	--
1990-99	--	--	--
1980-89	\$57K	\$142	1
Pre-1980	\$55K	\$85	4

5-49 UNIT PROPERTIES | Q2 2020 TRANSACTIONS BY YEAR BUILT

	Avg Price/Unit	Avg Price/SF	# of Transactions
2010+	--	--	--
2000-09	\$110K	\$92	1
1990-99	\$157K	\$124	1
1980-89	\$56K	\$120	6
Pre-1980	\$50K	\$83	17



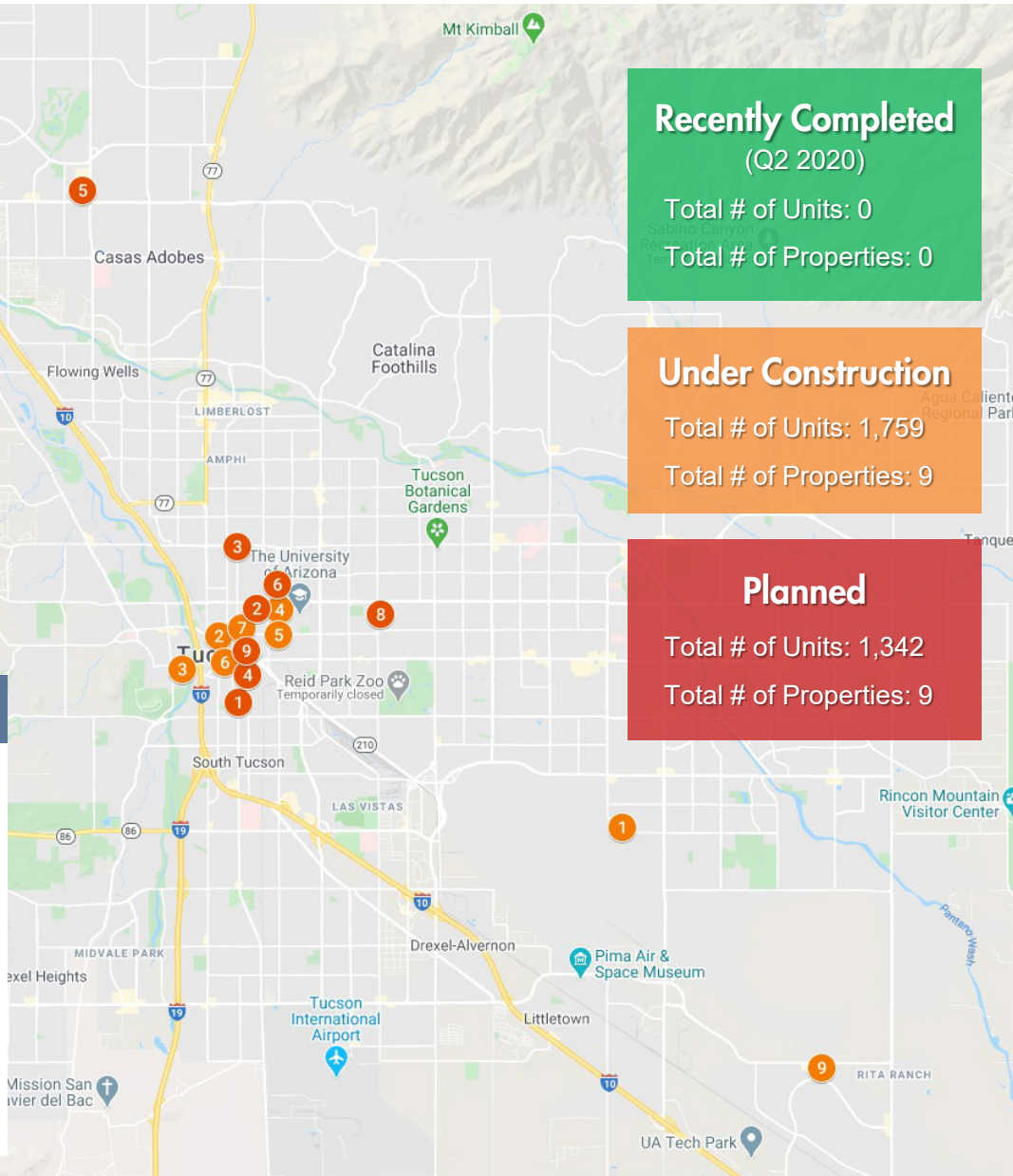
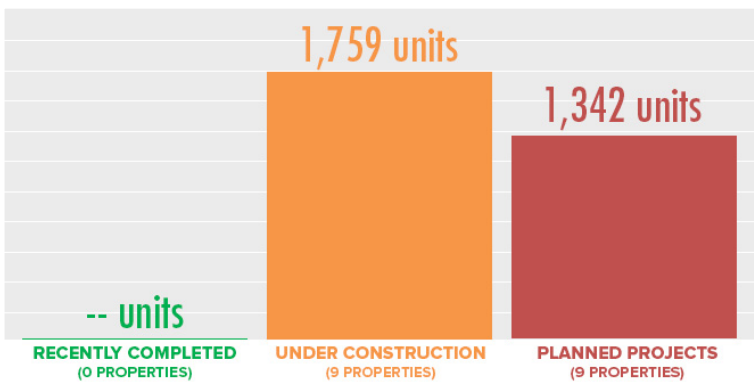
Picture Rocks

Recently Completed
(Q2 2020)
Total # of Units: 0
Total # of Properties: 0

Under Construction
Total # of Units: 1,759
Total # of Properties: 9

Planned
Total # of Units: 1,342
Total # of Properties: 9

TUCSON MSA CONSTRUCTION PIPELINE



UNDER CONSTRUCTION (50+ UNIT PROPERTIES)

	Property Name	Address	Units	Permit Date	Developer
1	Esperanza En Escalante Phase II	3710 South Calle Polar	50	10/21/2019	Gorman & Company
2	RendezVous Urban Flats	20 South Stone Avenue	100	2/1/2019	Karber Realty Advisors
3	Monier, The	160 South Avenida del Convento	122	3/19/2019	Gadsden Company, The
4	Sterling Tucson 2	947 North Park Avenue	130	6/16/2020	Dinerstein Companies
5	Collective at Main Gate, The	930 East 2nd Street	243	6/4/2019	Core Spaces
6	Flin, The	110 South Church Avenue	243	6/27/2019	HSL Properties
7	Union on Sixth, The	North 5th Avenue & East 6th Street	255	12/11/2019	Greystar
8	Encantada Continental Reserve	6101 West Arizona Pavilions Drive	304	12/12/2018	HSL Properties
9	Encantada at Rita Ranch	9300 East Valencia Road	312	12/19/2019	HSL Properties
TOTAL UNDER CONSTRUCTION			1,759		

PLANNED (50+ UNIT PROPERTIES)

	Property Name	Address	Units	Status	Developer
1	Flash, The	902 South 6th Avenue	52	Planned	Central Barrio Development
2	Trinity, The	400 East University Blvd	58	Planned	R + R Develop
3	Alborada	250 East Grant Road	63	Planned	La Frontera Center
4	127 South Fifth Avenue	127 South 5th Avenue	96	Planned	Rulney, Ross
5	Uptown	7395 North La Cholla Blvd	100	Planned	Bourn Companies
6	Hub Park Avenue	1055 North Park Avenue	152	Planned	Core Spaces
7	Alexander, The	SWC West Aerie Drive & North Thornydale Road	211	Planned	Sears Financial
8	Benedictine Monastery Redevelopment	800 North Country Club Road	287	Planned	Rulney, Ross
9	4th Avenue Mixed Use	213 North 4th Avenue	323	Planned	Opus Group, The
TOTAL PLANNED			1,342		

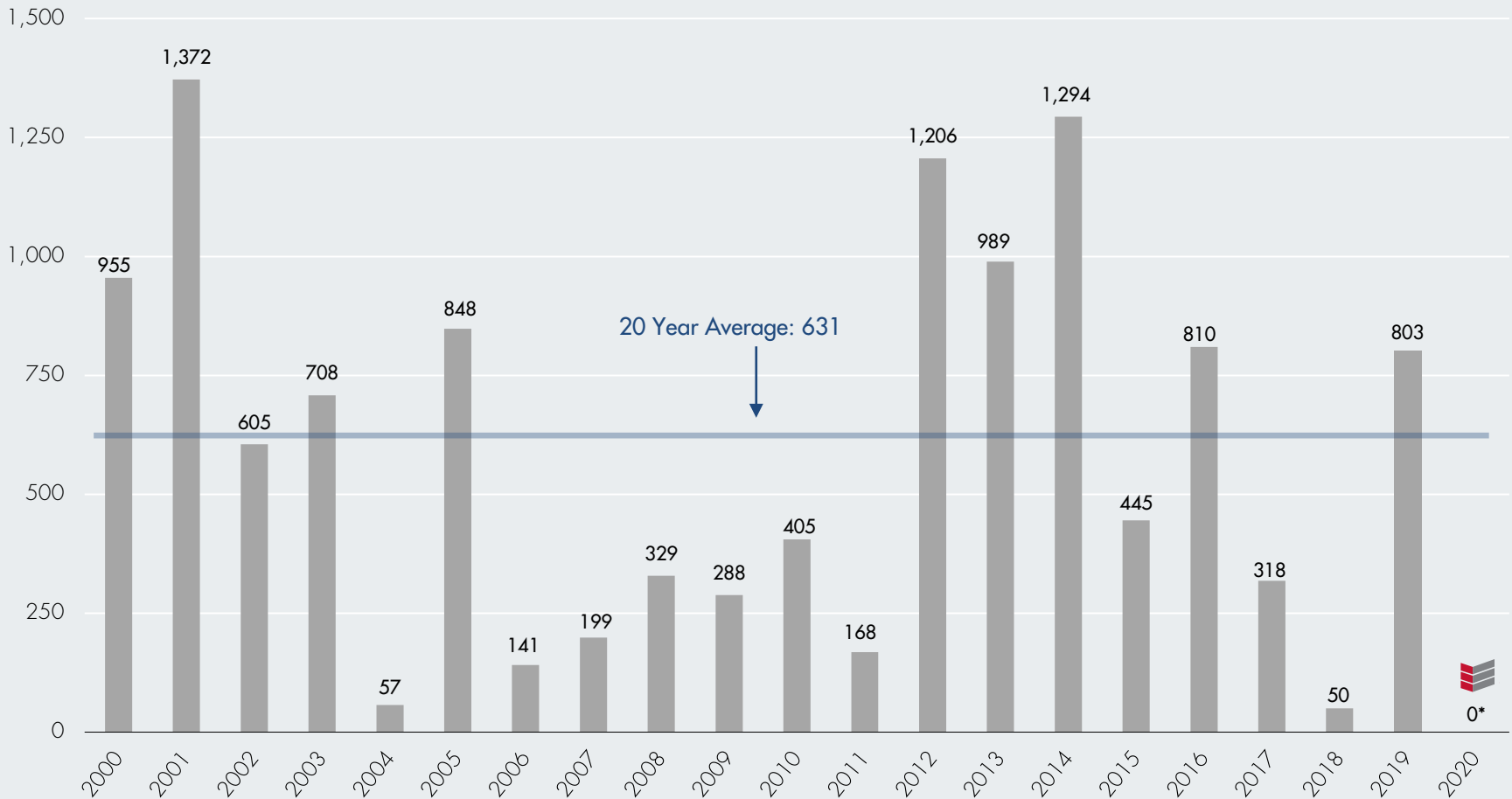
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PRE-LEASE ABSORPTION RATE
14
Units/Property/Month (Avg)


* Project Units Delivered (YTD)

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



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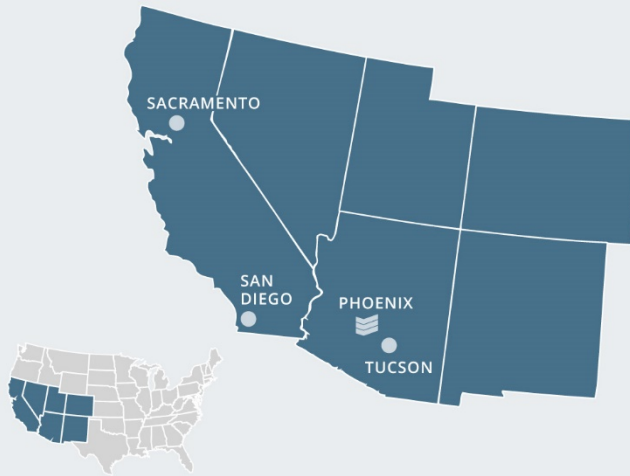
200+ YEARS OF COMBINED MULTIFAMILY BROKERAGE EXPERIENCE

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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