

# SNAP STATS

## EXECUTIVE SUMMARY INFOGRAPHIC

### PHOENIX MSA | MULTIFAMILY

### Q3 2021 | 10+ Unit Properties Overview

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

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

**Unemployment Rate (%)** **4.8%**  
as of Aug 2021

**Employment Growth (%)** **6.5%**  
as of Aug 2021

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

**Per Capita Income** **\$32,522**  
2019 ACS 5-Year Estimate

**Transaction Volume** **\$4.60B**  
\$1.33B (Q3 2020) +245.9% y-o-y

**Avg Price/Unit** **\$277,850**  
\$163,936 (Q3 2020) +69.5% y-o-y

**Avg Price/SF** **\$327.38**  
\$195.91 (Q3 2020) +67.1% y-o-y

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

Q3 2021	Q3 2020	Increase / Decrease
<b>\$1,532</b> <small>Avg Rent y-o-y (All Units)</small>	<b>\$1,251</b>	<b>+\$281</b>
<b>96.5%</b> <small>Avg Occupancy Rate y-o-y</small>	<b>95.5%</b>	<b>+1.0%</b>

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

**Delivered | Avg Absorption**  
**3,165 Units | 17 Units / Property / Month**

**Under Construction**  
**33,950 Units**

**Planned Projects**  
**24,623 Units**

#### Total Inventory

**50+ Units**  
**327,805**

**10-49 Units**  
**29,550**

**Total Units**  
**357,355**

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

### Q3 2021 Sales Stats

**100+ Units**

**\$4.09B**

\$1.13B (Q3 2020)  
 +263.0% y-o-y

**Transaction Volume**

**\$517M**

\$205M (Q3 2020)  
 +152.4% y-o-y

**10-99 Units**

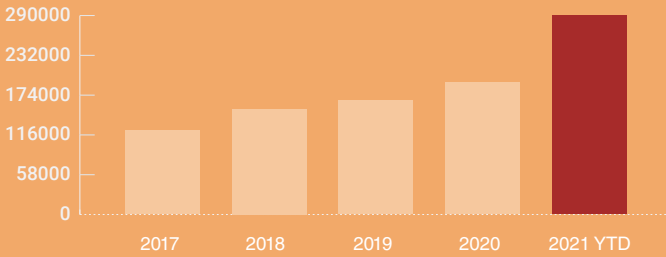
**100+** Units

**Avg Sales Price Per Unit**

**10-99** Units

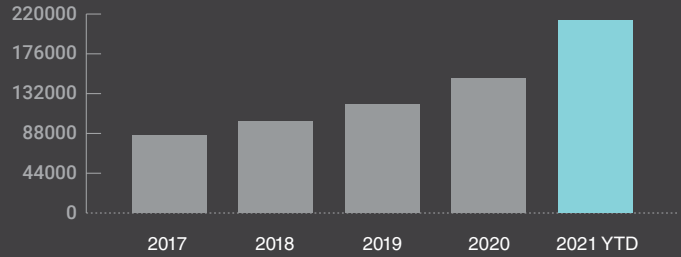
**\$289,056**

\$168,440 (Q3 2020)  
+71.6% y-o-y



**\$212,710**

\$142,942 (Q3 2020)  
+48.8% y-o-y



**\$339.28**

\$202.21 (Q3 2020)  
+67.8% y-o-y

**Avg Price/SF**

**\$256.36**

\$167.28 (Q3 2020)  
+53.3% y-o-y



**1994**

**Avg Year Built**

**1975**

1987  
(Q3 2020)

1975  
(Q3 2020)

**Top Q3 2021 (100+) Sales by Price/Unit**

**Top Q3 2021 (10-99) Sales by Price/Unit**



**Apollo Tempe**  
Tempe, 391 Units  
\$202,000,000  
\$516,624/unit  
\$498.99/SF  
Built 2020



**MZ Scottsdale**  
Scottsdale, 11 Units  
\$9,200,000  
\$836,364/unit  
\$532.72/SF  
Built 2019



**The District at Scottsdale**  
Scottsdale, 332 Units  
\$150,500,000  
\$453,313/unit  
\$490.25/SF  
Built 2019



**Novella at Biltmore**  
Phoenix, 51 Units  
\$36,750,000  
\$720,588/unit  
\$339.07/SF  
Built 2021



**The Scottsdale Grand**  
Scottsdale, 290 Units  
\$130,000,000  
\$448,276/unit  
\$544/SF  
Built 2021



**Novella at Arcadia**  
Phoenix, 36 Units  
\$22,450,000  
\$623,611/unit  
\$353.18/SF  
Built 2017

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