

PHOENIX MSA | MULTIFAMILY | 2Q 2017

SNAP STATS

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2Q 2017 | 10+ Unit Property Sales Overview

Phoenix MSA Overview (10+ Unit Properties)

Total Population **4,550,388**

ADOA, EBRC 2016 Estimate

Population Growth (%) ▲ **1.5%**

y-o-y growth 2015 to 2016

Unemployment Rate (%) **4.3%**

y-o-y as of May 2017

Employment Growth (%) ▲ **2.4%**

y-o-y as of May 2017

Median HH Income **\$54,229**

2015 ACS 5-Yr Estimate

Median HH Income Growth ▲ **1.0%**

2014-15 ACS 5-Yr Estimate

Per Capita Income **\$40,811**

EBRC, DOA, BEA Estimate

Per Capita Income Change ▲ **2.8%**

2015 EBRC, DOA, BEA Estimate

AVG Rent/Occupancy (10+ Unit Properties)

2Q 2017	2Q 2016	Increase / Decrease
\$990	\$950	▲ \$40
<small>Avg Rent y-o-y (All Units)</small>		
95.0%	95.6%	▼ -0.6%
<small>Avg Occupancy Rate y-o-y</small>		

New Construction*

Delivered | Avg Absorption

1,620 Units | 12 Units / Property

Under Construction

17,197 Units

Planned Projects

12,310 Units

Total Inventory

50+ Units

295,023

10-49 Units

56,958

Total Units

351,981

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

2Q 2017 Sales Stats

100+ Units

\$1.13B

\$1.69B (2Q 2016)
-33% y-o-y

Transaction Volume

\$154M

\$121M (2Q 2016)
+27% y-o-y

10-99 Units

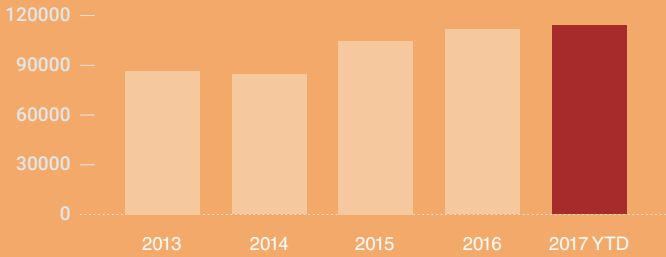
100+ Units

Avg Sales Price Per Unit

10-99 Units

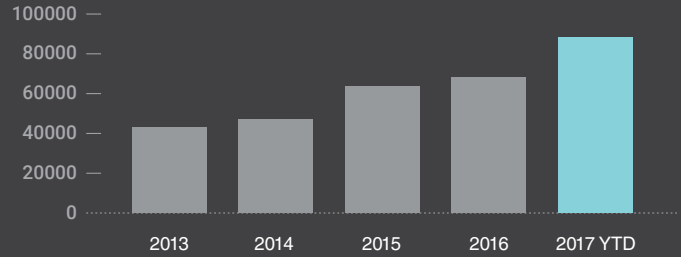
\$125,058

\$110,212 (2Q 2016)
+13% y-o-y



\$93,297

\$69,381 (2Q 2016)
+34% y-o-y



\$146.89

\$130.82 (2Q 2016)
+12% y-o-y

Avg Price/SF

\$120.40

\$90.79 (2Q 2016)
+33% y-o-y



1989

Avg Year Built

1968

Top 2Q 2017 (100+) Sales by Price/Unit



The View at Cascade
Scottsdale, 187 Units
\$50,050,000
\$267,647/unit
\$301.35/SF
Built 2016



Alta Paradise Ridge
Phoenix, 278 Units
\$72,000,000
\$258,993/unit
\$281.09/SF
Built 2016



1221 Broadway
Tempe, 194 Units
\$41,810,000
\$215,515/unit
\$229.35/SF
Built 2016

Top 2Q 2017 (10-99) Sales by Price/Unit



1000 on 5th Urban Living
Tempe, 19 Units
\$6,600,000
\$347,368/unit
\$214.75/SF
Built 2016



The Place on Jentilly
Tempe, 33 Units
\$9,300,000
\$281,818/unit
\$184.03/SF
Built 2016



Trinity on 37th
Phoenix, 12 Units
\$2,337,500
\$194,792/unit
\$195.57/SF
Built 1960

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