

# PHOENIX MSA | MULTIFAMILY | YEAR END 2017

# SNAP STATS

## PHOENIX MSA SNAP STATS

## YE 2017 | 10+ Unit Property Sales Overview

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

**Total Population** **4,649,287**

ADOA, EBRC 2017 Estimate

**Population Growth (%)** ▲ **2.2%**

y-o-y growth 2016 to 2017

**Unemployment Rate (%)** **3.9%**

as of Dec 2017

**Employment Growth (%)** ▲ **1.8%**

y-o-y as of Dec 2017

**Median HH Income** **\$55,547**

2015 ACS 5-Yr Estimate

**Median HH Income Growth** ▲ **4.1%**

2014-15 ACS 5-Yr Estimate

**Per Capita Income** **\$43,249**

EBRC, DOA, BEA Estimate

**Per Capita Income Change** ▲ **2.4%**

2016 EBRC, DOA, BEA Estimate

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

YE 2017	YE 2016	Increase / Decrease
<b>\$1,006</b>	<b>\$953</b>	▲ <b>\$53</b>
<small>Avg Rent y-o-y (All Units)</small>		
<b>94.9%</b>	<b>95.5%</b>	▼ <b>-0.6%</b>
<small>Avg Occupancy Rate y-o-y</small>		

### New Construction\*

**Delivered | Avg Absorption**

**7,785 Units | 16 Units / Property**

**Under Construction**

**17,456 Units**

**Planned Projects**

**12,034 Units**

### Total Inventory

**50+ Units**

**299,394**

**10-49 Units**

**56,958**

**Total Units**

**356,352**

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

## YE 2017 Sales Stats

**100+ Units**

**\$4.33B**

\$4.58B (YE 2016)  
-5% y-o-y

**Transaction Volume**

**\$480M**

\$468M (YE 2016)  
+2% y-o-y

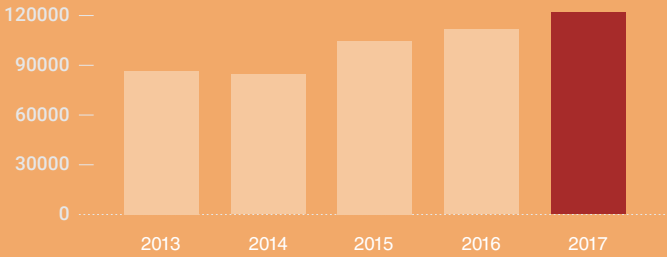
**10-99 Units**

**100+** Units

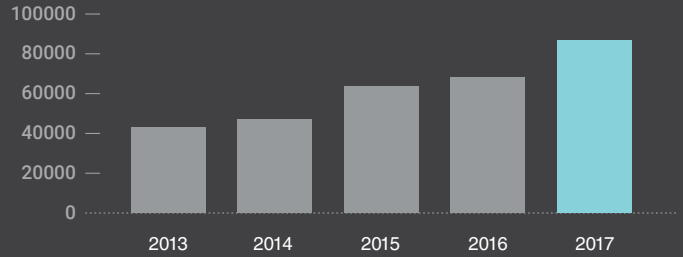
**Avg Sales Price Per Unit**

**10-99** Units

**\$121,349** \$110,649 (YE 2016)  
+10% y-o-y



**\$86,600** \$67,399 (YE 2016)  
+28% y-o-y



**\$145.65**

\$136.07 (YE 2016)  
+7% y-o-y

**Avg Price/SF**

**\$111.00**

\$90.31 (YE 2016)  
+23% y-o-y



**1989**

**Avg Year Built**

**1970**

1988  
(YE 2016)

1971  
(YE 2016)

**Top YE 2017 (100+) Sales by Price/Unit**

**Top YE 2017 (10-99) Sales by Price/Unit**



**The Standard  
Scottsdale, 134 Units**  
\$43,000,000  
\$320,896/unit  
\$381.58/SF  
Built 2016



**Trio Scottsdale Lofts  
Scottsdale, 12 Units**  
\$4,750,000  
\$395,833/unit  
\$264.06/SF  
Built 2016



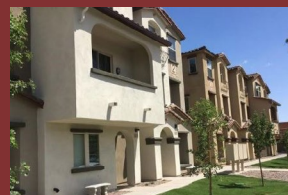
**The View at Cascade  
Scottsdale, 187 Units**  
\$50,050,000  
\$267,647/unit  
\$301.35/SF  
Built 2016



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



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



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

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