

# TUCSON MSA | MULTIFAMILY | YEAR END 2017

## SNAP STATS

### TUCSON MSA SNAP STATS

### YE 2017 | 10+ Unit Property Sales Overview

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

**Total Population** **1,026,099**  
ADOA, EBRC 2016 Estimate

**Population Growth (%)** ▲ **1.3%**  
y-o-y growth 2015 to 2016

**Unemployment Rate (%)** **4.2%**  
as of December 2017

**Employment Growth (%)** ▲ **1.2%**  
y-o-y growth as of December 2017

**Median HH Income** **\$46,764**  
2016 ACS 5-Yr Estimate

**Median HH Income Growth** ▲ **1.3%**  
2016 ACS 5-Yr Estimate

**Per Capita Income** **\$39,541**  
EBRC, DOA, BEA Estimate

**Per Capita Income Change** ▲ **1.6%**  
2016 EBRC, DOA, BEA Estimate

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

YE 2017	YE 2016	Increase / Decrease
<b>\$796</b> <small>Avg Rent y-o-y (All Units)</small>	<b>\$767</b>	▲ <b>\$29</b>
<b>94.5%</b> <small>Avg Occupancy Rate y-o-y</small>	<b>94.7%</b>	▼ <b>-0.2%</b>

#### New Construction\*

Delivered | Avg Absorption

**318 | N/A**

Under Construction

**647 Units**

Planned Projects

**1,026 Units**

#### Total Inventory

50+ Units

**67,093**

10-49 Units

**50,792**

Total Units

**117,885**

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

### YE 2017 Sales Stats

**100+ Units**

**\$500M**

**\$426M (YE 2016)**  
**+17% y-o-y**

**Transaction Volume**

**\$187M**

**\$76M (YE 2016)**  
**+146% y-o-y**

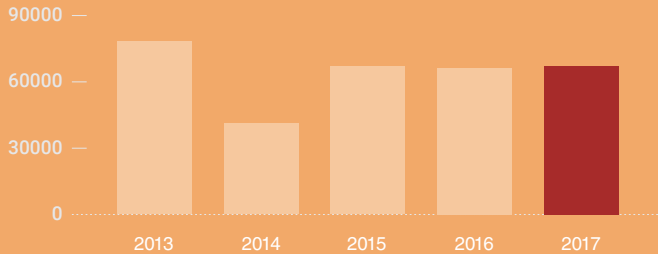
**10-99 Units**

# 100+ Units

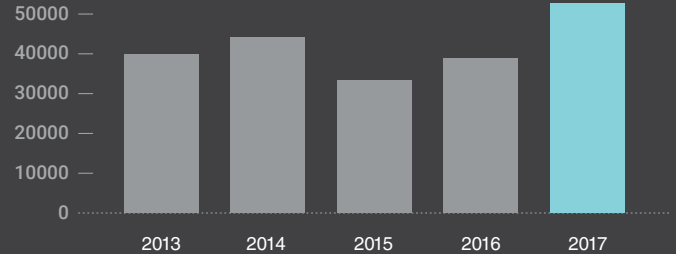
## Avg Sales Price Per Unit

# 10-99 Units

**\$66,954** \$66,042 (YE 2016)  
+1.0% y-o-y



**\$52,699** \$38,765 (YE 2016)  
+36% y-o-y



**\$93.08**  
\$81.19 (YE 2016)  
+15.0% y-o-y

## Avg Price/SF

**\$77.22**

\$55.38 (YE 2016)  
+39.0% y-o-y



**1985**

1988  
(YE 2016)

## Avg Year Built

**1968**

1970  
(YE 2016)

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



**Villas at San Dorado**  
Oro Valley, 274 Units  
\$50,550,000  
\$184,489/unit  
\$173.58/SF  
Built 2015



**Avilla Marana**  
Tucson, 166 Units  
\$26,560,000  
\$160,000/unit  
\$163.40/SF  
Built 2013



**Avilla Marana II**  
Tucson, 118 Units  
\$18,880,000  
\$160,000/unit  
\$166.52/SF  
Built 2015

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



**The Junction at Iron Horse**  
Tucson, 76 Units  
\$19,320,221  
\$254,213/unit  
\$222.22/SF  
Built 2014



**Sahuaro Point Villas**  
Tucson, 20 Units  
\$3,500,000  
\$175,000/unit  
\$100.11/SF  
Built 2005



**4th & 6th Ave Student Townhomes**  
Tucson, 11 Units  
\$1,455,000  
\$132,273/unit  
\$125.05/SF  
Built 1996, 1997

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