

PHOENIX MSA | MULTIFAMILY | 2Q 2018

SNAP STATS

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2Q 2018 | 10+ Unit Property Sales Overview
Phoenix MSA Overview (10+ Unit Properties)
Total Population **4,737,270**
Census 2017 Estimate
Population Growth (%) ▲ **2.0%**
y-o-y growth 2016 to 2017
Unemployment Rate (%) **3.4%**
as of May 2018
Employment Growth (%) ▲ **3.1%**
y-o-y as of May 2018
Median HH Income **\$55,547**
2015 ACS 5-Yr Estimate
Median HH Income Change ▲ **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)

2Q 2018	2Q 2017	Increase / Decrease
\$1,067	\$1003	▲ \$64
<small>Avg Rent y-o-y (All Units)</small>		
95.3%	95.1%	▲ +0.2%
<small>Avg Occupancy Rate y-o-y</small>		

New Construction*
Delivered | Avg Absorption
2,380 Units | 21 Units / Property
Under Construction
16,766 Units
Planned Projects
16,761 Units
Total Inventory
50+ Units
303,404
10-49 Units
56,958
Total Units
360,362
* Project: Figures based on when total projects are delivered.
2Q 2018 Sales Stats
100+ Units
\$1.34B
\$1.19B (2Q 2017)
+13% y-o-y
Transaction Volume
\$183M
\$154M (2Q 2017)
+19% y-o-y
10-99 Units

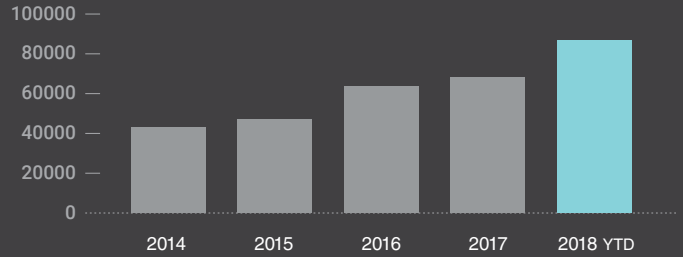
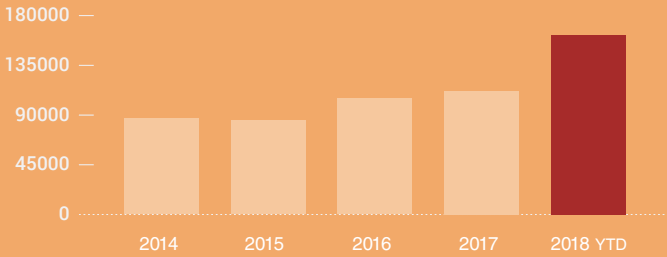
100+ Units

Avg Sales Price Per Unit

10-99 Units

\$162,091 \$125,794 (2Q 2017) +29% y-o-y

\$95,754 \$93,354 (2Q 2017) +3% y-o-y



\$195.69

\$149.21 (2Q 2017) +31% y-o-y

Avg Price/SF

\$125.71

\$120.54 (2Q 2017) +4% y-o-y



1992

Avg Year Built

1966

1989 (2Q 2017)

1968 (2Q 2017)

Top 2Q 2018 (100+) Sales by Price/Unit

Top 2Q 2018 (10-99) Sales by Price/Unit



Hanover Mill Avenue
 Tempe, 341 Units
 \$95,100,000
 \$278,886/unit
 \$339.58/SF
 Built 2015



Arcadia Edge
 Phoenix, 23 Units
 \$4,350,000
 \$189,130/unit
 \$235.53/SF
 Built 1967



Avilla Heights
 Chandler, 116 Units
 \$27,840,000
 \$240,000/unit
 \$253.88/SF
 Built 2017



Village Sereno
 Glendale, 93 Units
 \$16,500,000
 \$177,419/unit
 \$148.16/SF
 Built 2009



Escape
 Phoenix, 244 Units
 \$58,350,000
 \$239,139/unit
 \$194.89/SF
 Built 2016



The V on 26th
 Phoenix, 11 Units
 \$1,900,000
 \$172,727/unit
 \$280.73/SF
 Built 1962

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