

Real Estate Market Review

Phoenix Multifamily

Top Transactions for 2017

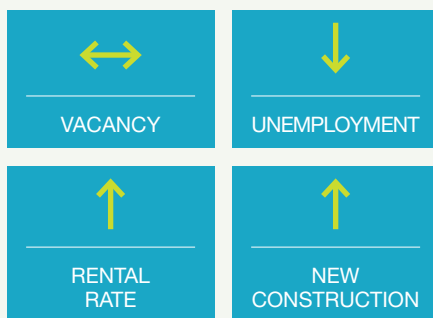
Property	Address	# of Units	Sale Price	Price/Unit	Cap Rate	Buyer	Seller
The Heritage at Deer Valley	Deer Valley	832	\$125,500,000	\$150,841	-	PrideRock Capital Partners, LLC	IMT Capital
Lakeview at Superstition Springs	Corr to Apache Junction	676	\$101,000,000	\$149,408	5.03%	MG Properties Group	Fairfield Residential
Andante Apartments	Ahwatukee	576	\$85,250,000	\$148,003	4.85%	Security Properties, Inc	Waterton Residential, LLC
Onnix	Hudson Manor	659	\$77,050,000	\$116,919	-	Bridge Investment Group, LLC	Angelo, Gordon & Co
The Lofts at Rio Salado	North Tempe	466	\$75,500,000	\$161,670	-	Weidner Property Mgmt, LLC	JP Morgan Chase & Co Invest. Mgmt

Top Under Construction

Property	Address	Submarket	# of Units	Owner	Est. Delivery Date
Camden North End	North Scottsdale Road	Scottsdale Airpark	1,069	Camden Property Trust	November 2019
District at The Quarter	15501 North Dial Boulevard	Desert Horizon Park	644	Kaplan Management Co	July 2018
The Pier 202	1125 E. Rio Salado Parkway	Univeristy Heights	551	Spring Brook Development	April 2019
The Grand at Papago Park Center Apartments	1101 West Washington Street	North Tempe	550	Lincoln Property Company	August 2018
Noria at Chandler Airpark	2177 S. McQueen Road	Chandler/Gilbert	483	Whitneybell Perry, Inc	June 2019

Top Completed Construction for 2017

Property	Address	Submarket	# of Units	Owner	Delivery Date
Nexa Apartments	1205-1221 E Apache Boulevard	Hudson Manor	399	Lennar Multifamily Investors, LLC	September 2017
Rise on Apache	1000 E Apache Boulevard	University Heights	384	CA Ventures, LLC	September 2017
Crescent Highland	4626 N 16th Street	Encanto	349	Crescent Communities, LLC	July 2017
Broadstone Fashion Center	555 S Galleria Way	Price Corridor	335	Alliance Residential Co	January 2017
Broadstone Roosevelt Row	330 E. Roosevelt Street	Downtown Phoenix	313	Alliance Residential Co	November 2017

Market Forecast Trends

Market Snapshot

	2015	2016	2017	Annual % Change
New Construction	8,287	6,324	6,414	1.42%
Under Construction	7,841	12,255	19,505	59.16%
Vacancy Rate	6.7%	6.8%	6.8%	0.00%
Average Asking Rents	\$865	\$918	\$958	4.36%
Average Sales Price	\$94,338	\$102,409	\$118,451	15.66%
Cap Rate	6.97	6.37	6.05	-5.02%
Net Absorption	7,477	5,325	5,559	N/A

Average Rent

Unit Type	Monthly Rent
Studio	\$716
1 Bedroom	\$878
2 Bedroom	\$1,029
3 Bedroom	\$1,266

Offices

Seattle
206.296.9600

Bellevue
425.454.7040

South Seattle
206.248.7300

Tacoma
253.722.1400

Olympia
360.705.2800

Portland
503.221.9900

San Francisco
415.229.8888

Redwood Shores
650.769.3600

Silicon Valley
408.970.9400

Sacramento
916.970.9700

Roseville
916.751.3600

Los Angeles
213.880.5250

Commerce
323.727.1144

Long Beach
562.472.0071

Orange County
949.557.5000

Inland Empire
909.764.6500

San Diego
858.509.1200

Carlsbad
760.430.1000

Reno
775.301.1300

Phoenix
602.513.5200

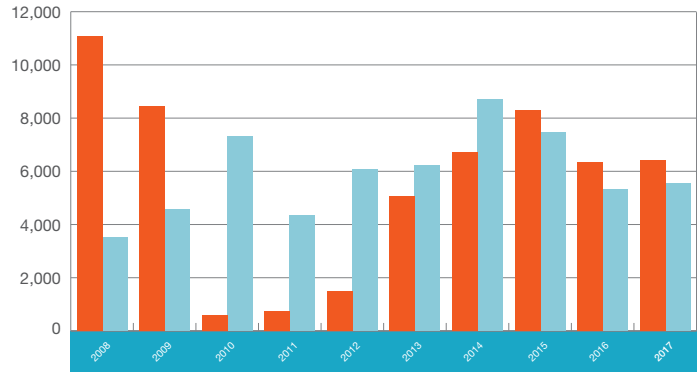
Contact

Mark Read
Executive VP, Brokerage
Southwest
949.557.5000
mread@kiddermathews.com

Designated Broker
Mark Read | LIC #00572743

NEW UNIT CONSTRUCTION & ABSORPTION

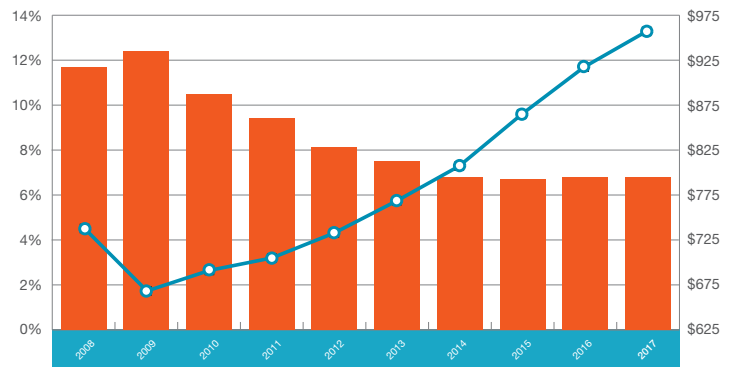
■ New Construction
■ Absorption



AVERAGE ASKING RENT/UNIT & VACANCY RATE*

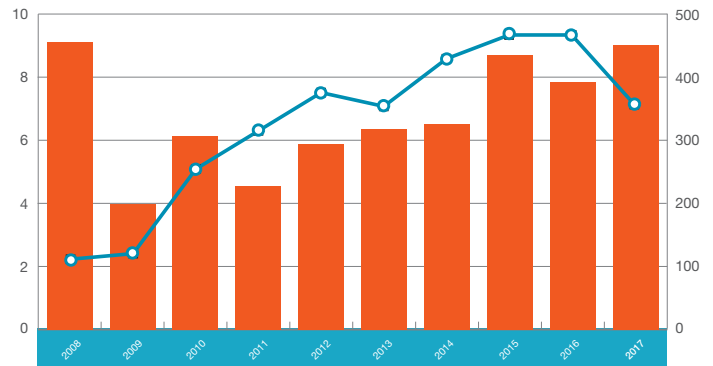
■ Vacancy Rate
○ Asking Rent/Unit

*Based on monthly rate



GROSS RENT MULTIPLIER (GRM) & NUMBER OF SALE TRANSACTIONS

■ GRM
○ # of Transactions



AVERAGE SALES PRICE/UNIT AND CAP RATES

■ Average Sales Price/Unit
○ Cap Rate

