

Real Estate Market Review

Phoenix Multifamily

Top Sale Transactions for 3Q18

Property	Submarket	# of Units	Sale Price	Price/Unit	Cap Rate	Buyer	Seller
Broadstone Arts District	Encanto	280	\$76,150,000	\$271,964	4.80%	Green Leaf Capital Partners	Alliance Residential Company
MetroPointe	South Tempe	415	\$76,000,000	\$183,132	5.00%	Rockwood Capital	Security Properties, Inc.
San Portella	West Tempe	308	\$64,680,000	\$210,000	4.75%	Sunroad Enterprises, Inc.	Pillar Communities
The District at Mountain Vista	East Mesa	383	\$62,000,000	\$161,458	4.75%	Cortland Partners	Kaplan Management Company, Inc.
Willow Creek Apartments	Alameda	402	\$60,500,000	\$150,467	5.81%	JB Partners, LLC	Acacia Capital Corporation

Top Under Construction

Property	Address	Submarket	# of Units	Owner	Delivery Date
District at Scottsdale	15501 N Dial Blvd	Desert Horizon Park	644	Kaplan Management Company	October 2018
The Pier 202	1125 E Rio Salado Pkwy	Downtown Tempe	551	Spring Brook Development	April 2019
The Grand at Papago Park Center Apartments	1101 W Washington St	North Tempe	550	Lincoln Property Company	October 2018
Pearl Biltmore	4640 N 24th St	Camelback	472	Gray Development Group	September 2020
Avalon	2005 N 103rd Ave	Crystal Gardens	400	Heers Management Company	November 2018

Top Completed Construction

Property	Address	Submarket	# of Units	Owner	Delivery Date
Camden North End	6800 E Mayo Blvd	Desert View	441	Camden Property Trust	September 2018
Union Tempe	703 S Forest Ave	Downtown Tempe	407	Greystar Real Estate Partners	August 2018
Aviva	8340 E Baseline Rd	East Mesa	325	Housing Trust Group	August 2018
Sterling 920 Terrace	920 S Terrace Rd	Downtown Tempe	260	The Dinerstein Companies	August 2018
The Curve at Melrose	4333 N 6th Dr	Midtown Phoenix	204	CPA Solutions	August 2018

Market Forecast Trends



YEAR-TO-YEAR BASIS

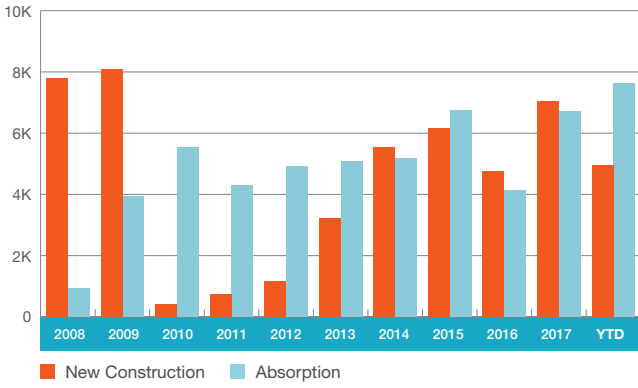
Market Snapshot

	3Q 2018	2Q 2018	3Q 2017	Annual % Change
New Construction	2,011	1,036	4,005	-49.79%
Under Construction	15,189	15,421	14,459	5.05%
Vacancy Rate	5.8%	6.1%	7.0%	-17.14%
Average Asking Rents	\$1,017	\$1,003	\$955	6.49%
Average Sales Price	\$115,593	\$144,523	\$108,534	6.50%
Cap Rate	5.62%	6.03%	5.74%	-2.09%
Net Absorption	2,762	1,619	2,243	N/A

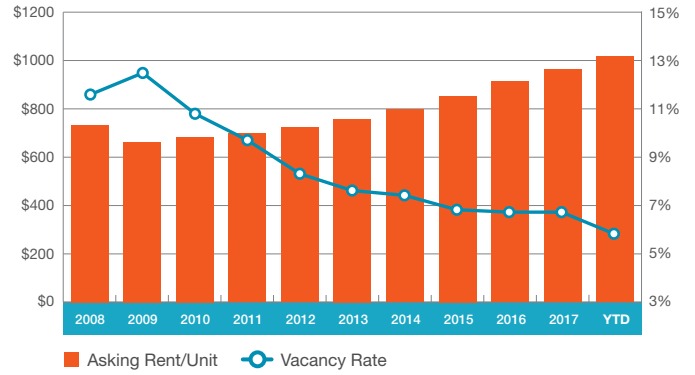
Average Rent

Unit Size	Monthly Rent
Studio	\$807
1 Bedroom	\$934
2 Bedroom	\$1,086
3 Bedroom	\$1,367

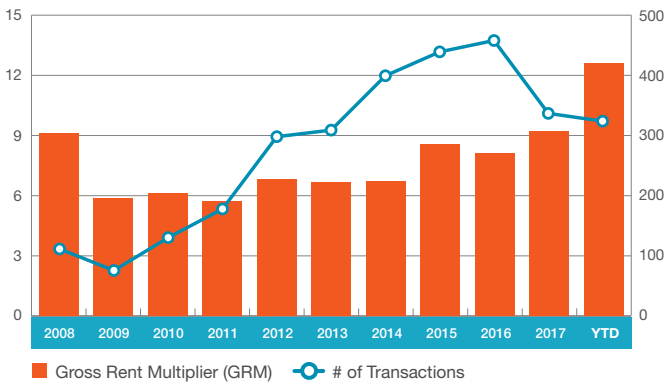
NEW CONSTRUCTION & ABSORPTION IN UNITS



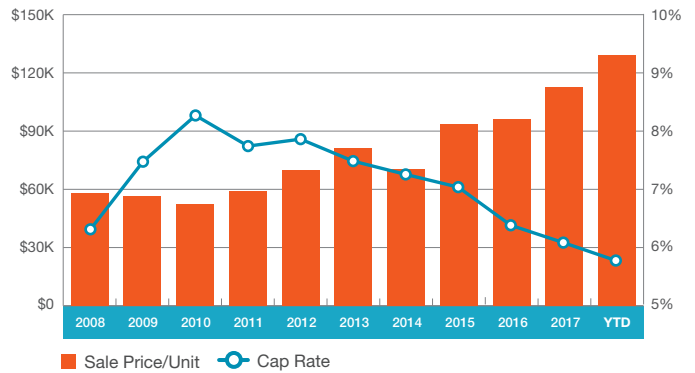
AVERAGE ASKING RENT/UNIT & VACANCY RATE



GRM & NUMBER OF SALE TRANSACTIONS



AVERAGE SALES PRICE/UNIT & CAP RATES



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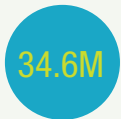
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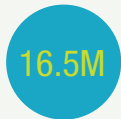
COMMERCIAL BROKERAGE



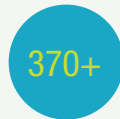
ANNUAL TRANSACTION VOLUME



ANNUAL LEASING SF



ANNUAL SALES SF



BROKERS

PROPERTY MANAGEMENT

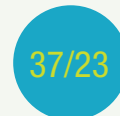


MANAGEMENT PORTFOLIO

VALUATION ADVISORY



ASSIGNMENTS ANNUALLY



TOTAL # APPRAISERS/MAI'S



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