

Real Estate Market Review

# Phoenix Retail

## Top Sale Transactions for 2Q18

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Westgate Entertainment Center	Glendale	533,116	\$133,000,000	\$249.48	YAM Properties	Istar Financial, Inc.
SunTan Village Marketplace	Gilbert	285,581	\$51,400,000	\$179.98	Columbus Pacific Properties	DDR Corporation
The Boardwalk at Anderson Springs	Chandler	89,804	\$26,000,000	\$289.52	Westwood Financial	West Valley Properties, Inc.
Glendale Center	Glendale	109,257	\$14,800,000	\$135.46	James Case	West Valley Properties, Inc.
Ocotillo Trails Marketplace	Apache Junction	33,093	\$11,750,000	\$355.06	Diversified Partners, LLC	CR Dayton VIII, LLC

## Top Lease Transactions for 2Q18

Property	Submarket	Square Feet	Date	Landlord	Tenant
Peoria Town Center	Glendale	62,831	May 2018	State Trailer Supply	D & R Grocery
3003 W Apache Trail	Apache Junction	36,825	April 2018	Club California of Westwood	Sunshine Acres
Ocotillo Plaza	Chandler	31,479	May 2018	De Rito Partners, Inc.	ALDI
Greenway Village Square	N Phoenix/I-17 Corridor	24,650	April 2018	Southwestern Holdings, LLC	Prestige Gymnastics
Valley Fair Shopping Center	N Phoenix/I-17 Corridor	18,091	June 2018	Lynn Morrison, LLC	Discount Depot
456 W Foothill Boulevard	East San Bernardino	6,184	June 2018	Doris J. Davenport	N/A

## Top Under Construction

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Maricopa Marketplace II	20697 N John Wayne Pky	Pinal County	78,750	Land Capital Group, Inc.	July 2018
3338 S Speedway Dr	3338 S Speedway Dr	Gilbert	64,000	Bill Luke Chrysler Jeep Dodge, Inc.	September 2018
7356 W Encanto Blvd	7356 W Encanto Blvd	West Phoenix	60,000	Westridge Park Investors	September 2018
SanTan Pavilions	E Williams Field Rd & SanTan Village Pkwy	Gilbert	58,000	Capital Asset Management, LLC	July 2018
Ironwood Crossing	NW Ironwood Rd & Ocotillo Rd	Apache	57,532	CBDG Ironwood, LLC	September 2018

### Market Forecast Trends

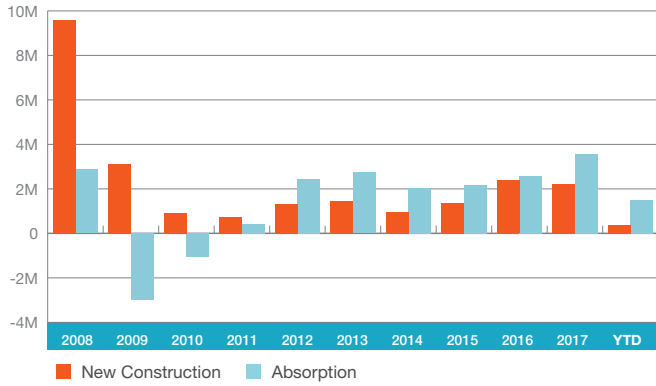


YEAR-TO-YEAR BASIS

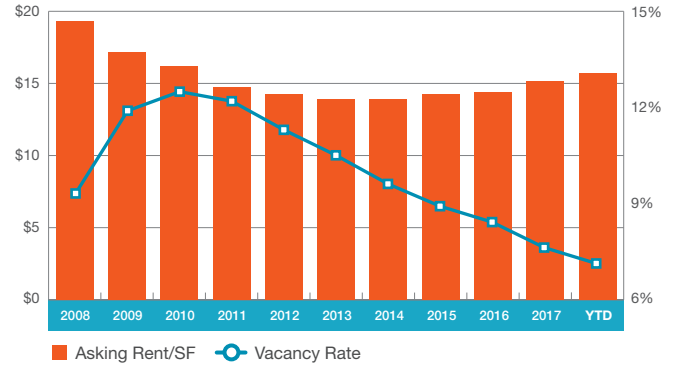
### Market Snapshot

	2Q 2018	1Q 2018	2Q 2017	Annual % Change
New Construction	146,823	225,247	596,513	-75.39%
Under Construction	1,041,322	1,135,361	1,116,975	-6.77%
Vacancy Rate	7.10%	7.30%	8.10%	-12.35%
Average Asking Rents (NNN)	\$15.72	\$15.24	\$15.36	2.34%
Average Sales Price / SF	\$173.87	\$251.95	\$186.21	-6.63%
Cap Rates	6.74%	6.61%	6.52%	3.37%
Net Absorption	639,812	871,033	691,537	N/A

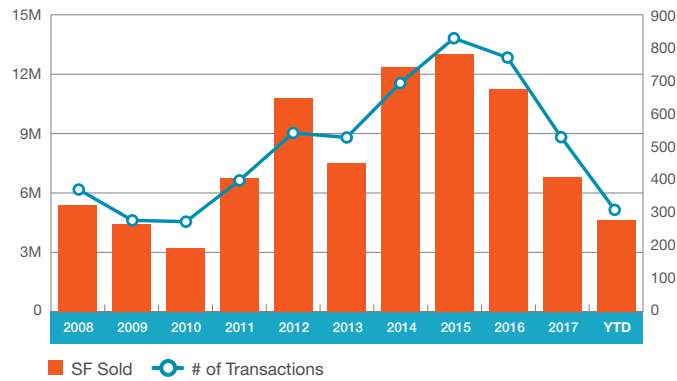
### NEW RETAIL CONSTRUCTION & ABSORPTION



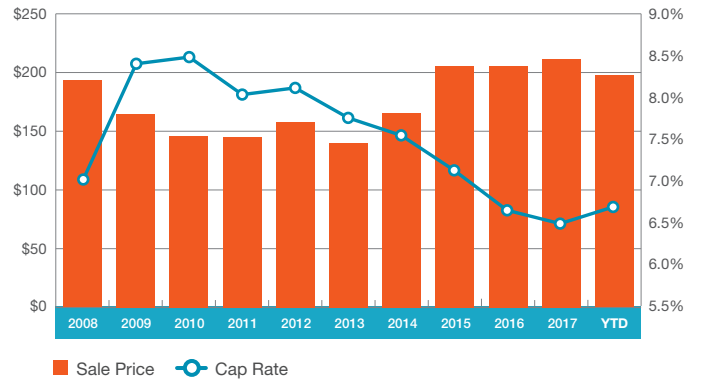
### AVERAGE ASKING RENT/SF & VACANCY RATE



### SF SOLD & NUMBER OF SALE TRANSACTIONS



### AVERAGE SALES PRICE/SF & CAP RATES



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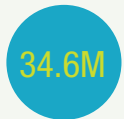
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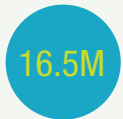
#### COMMERCIAL BROKERAGE



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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