

# SNAP STATS

## EXECUTIVE SUMMARY INFOGRAPHIC

### PHOENIX MSA | MULTIFAMILY

### Q2 2021 | 10+ Unit Properties Overview

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

**Total Population** **4,948,203**  
2019 ACS 1-Year Estimates

**Unemployment Rate (%)** **6.2%**  
as of May 2021

**Employment Growth (%)** **6.6%**  
as of June 2021

**Median HH Income** **\$63,883**  
2019 ACS 5-Year Estimate

**Per Capita Income** **\$32,522**  
2019 ACS 5-Year Estimate

**Transaction Volume** **\$3.66B**  
\$714.43M (Q2 2020) +411.7% y-o-y

**Avg Price/Unit** **\$214,463**  
\$168,259 (Q2 2020) +27.5% y-o-y

**Avg Price/SF** **\$270.78**  
\$201.43 (Q2 2020) +34.4% y-o-y

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

| Q2 2021   | Q2 2020        | Increase / Decrease |
|---|----------------|---------------------|
| <b>\$1,413</b><br><small>Avg Rent y-o-y (All Units)</small> | <b>\$1,229</b> | <b>+\$184</b>       |
| <b>96.3%</b><br><small>Avg Occupancy Rate y-o-y</small>     | <b>95.3%</b>   | <b>+1.0%</b>        |

#### New Construction (50+)\*

**Delivered | Avg Absorption**  
**1,473 Units | 25 Units / Property / Month**

**Under Construction**  
**33,365 Units**

**Planned Projects**  
**23,386 Units**

#### Total Inventory

**50+ Units**  
**324,649**

**10-49 Units**  
**26,303**

**Total Units**  
**350,952**

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

### Q2 2021 Sales Stats

**100+ Units**

**\$3.25B**

**\$610M (Q2 2020)**  
**+432.7% y-o-y**

**Transaction Volume**

**\$405M**

**\$104M (Q2 2020)**  
**+288.6% y-o-y**

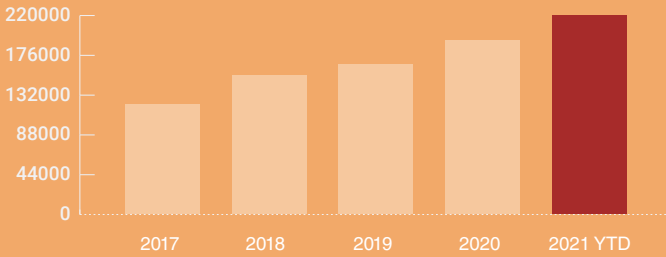
**10-99 Units**

100+ Units

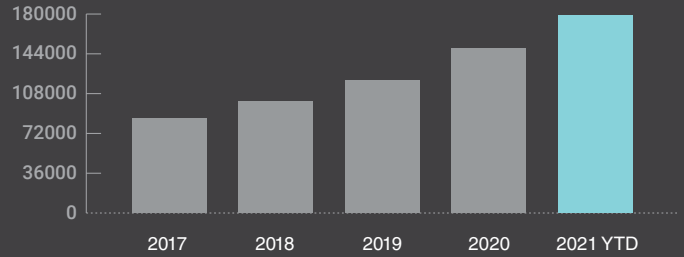
Avg Sales Price Per Unit

10-99 Units

\$219,994 \$172,938 (Q2 2020)  
+27.2% y-o-y



\$178,424 \$145,227 (Q2 2020)  
+22.9% y-o-y



\$277.20

\$205.91 (Q2 2020)  
+34.6% y-o-y

Avg Price/SF

\$228.91

\$178.35 (Q2 2020)  
+28.3% y-o-y



1993

1996  
(Q2 2020)

Avg Year Built

1972

1974  
(Q2 2020)

Top Q2 2021 (100+) Sales by Price/Unit



The Paragon at Kierland  
Scottsdale, 276 Units  
\$108,500,000  
\$393,116/unit  
\$374.96/SF  
Built 2001

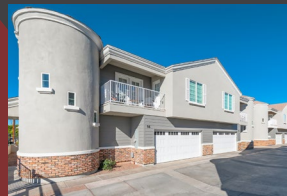


Broadstone Rio Salado  
Tempe, 276 Units  
\$96,150,000  
\$348,370/unit  
\$387.08/SF  
Built 2020

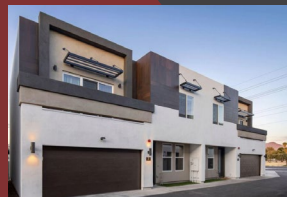


Oliv Tempe  
Tempe, 269 Units  
\$93,057,307  
\$345,938/unit  
\$398.98/SF  
Built 2020

Top Q2 2021 (10-99) Sales by Price/Unit



Gifford Groves Townhomes  
Phoenix, 18 Units  
\$10,000,000  
\$555,556/unit  
\$255.78/SF  
Built 2020-2021



Towns on 28th  
Phoenix, 13 Units  
\$6,890,000  
\$530,000/unit  
\$298.42/SF  
Built 2020-2021



The Hardy Tempe  
Tempe, 20 Units  
\$10,000,000  
\$500,000/unit  
\$292.91/SF  
Built 2019

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