

## MARKET TRENDS

# PHOENIX MULTIFAMILY

↓ VACANCY	↑ UNEMPLOYMENT
↓ RENTAL RATES	↓ CONSTRUCTION DELIVERIES

Year-Over-Year Change

### SIGNIFICANT SALE TRANSACTIONS 1Q 2026

Property	Submarket	Units	Sale Price	Price/Unit	Buyer	Seller
Biltmore at Camelback	Biltmore	270	\$97,350,000	\$360,556	Principal Asset Management	Heitman
Cortland Biltmore	Biltmore	253	Undisclosed	Undisclosed	Undisclosed	Cortland
San Marquis	The Lakes	224	\$3,695,921	\$16,500	Rel Eastgate, LLC	WJC Eastgate, LLC
Waterford Place	Dobson	200	\$42,000,000	\$210,000	Covenant Capital Group	Acacia Capital Corp.
Avalon Townhomes	Rancho Santa Fe	70	\$30,100,000	\$430,000	LVP Partners Group	Bela Flor Communities, et al.

### SIGNIFICANT UNDER CONSTRUCTION

Property	Address	Submarket	Units	Owner	Expected Delivery
Shorehaven	1130 E Rio Salado Pky	Downtown Tempe	722	Pearlmark Real Estate	2Q 2026
Pier 202	1190 Vista Del Lago Dr	Downtown Tempe	586	Spring Brook Development	4Q 2026
Inspire Sonoran Desert	32400 N 29th Ave	North Gateway	560	Bond Co.	1Q 2027
955 E University Dr	955 E University Dr	Downtown Tempe	539	Empire Group of Co.	4Q 2027
Olea Scottsdale	19550 N 76th St	North Scottsdale	433	DWS	1Q 2027

### SIGNIFICANT COMPLETED CONSTRUCTION 1Q 2026

Property	Address	Submarket	Units	Owner	Delivery
Atlas Mesa	5818 E Baseline Rd	Superstition Springs	394	The Dinerstein Co.	January 2026
Azur	20700 N 55th St	Desert View	348	Greystar	January 2026
The Ragsdale	1140 E Washington St	Central City	266	Hawkins Co.	February 2026
Ironwood Ranches	39695 W Lococo St	Pinal County	252	Lincoln Avenue Communities	February 2026
Village at Sonoran Vista	30825 N North Valley Pky	North Gateway	240	Empire Group of Co.	January 2026

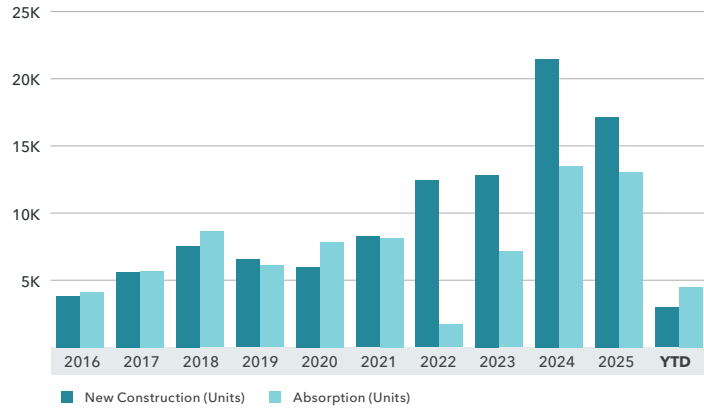
### MARKET BREAKDOWN

	1Q26	4Q25	1Q25	YOY Change
Vacancy Rate	11.8%	12.3%	11.9%	-10 bps
Average Asking Rents/Unit	\$1,535	\$1,530	\$1,578	-3%
Under Construction (SF)	16,399	18,330	23,515	-30%
Average Sales Price/Unit	\$221,942	\$246,091	\$252,157	-12%
Average Cap Rate	6.0%	5.5%	6.1%	-10 bps
	1Q26	4Q25	1Q25	YOY Change
Construction Deliveries (SF)	2,978	4,146	4,141	-28%
Net Absorption (SF)	4,496	2,919	3,359	34%

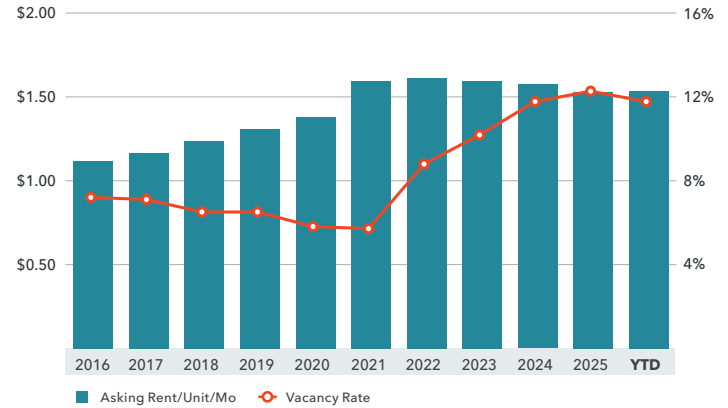
### AVERAGE RENT

Unit Size	Monthly Rent
Studio	\$1,145
1 Bedroom	\$1,374
2 Bedroom	\$1,629
3 Bedroom	\$2,113

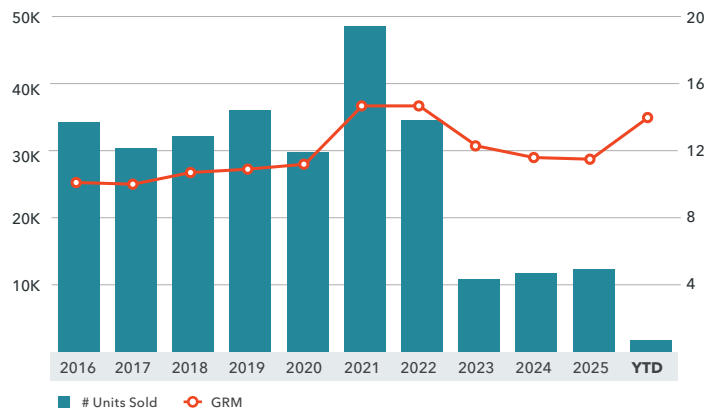
NEW CONSTRUCTION & ABSORPTION



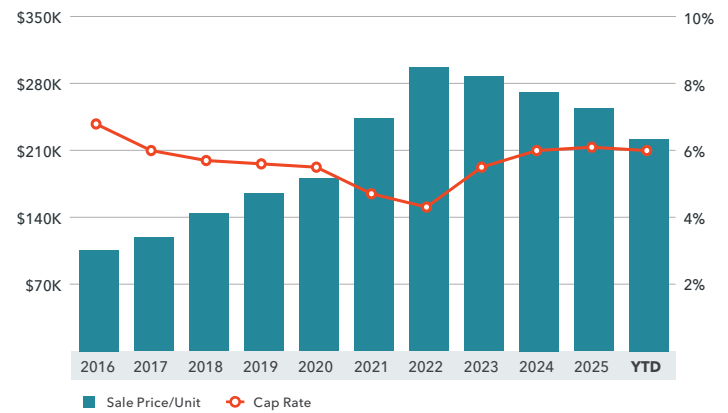
AVERAGE ASKING RENT/UNIT & VACANCY RATE



UNITS SOLD & GROSS RENT MULTIPLIER



AVERAGE SALE PRICE/UNIT & CAP RATES



Data Source: CoStar



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The information in this report was composed by the Kidder Mathews Research Group.

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<b>COMMERCIAL BROKERAGE</b>	<i>\$9B</i> AVERAGE ANNUAL TRANSACTION VOLUME	<i>32.4M</i> ANNUAL SALES SF	<i>32.5M</i> ANNUAL LEASING SF
<b>ASSET SERVICES</b>	<i>55M SF</i> MANAGEMENT PORTFOLIO SIZE	<i>800+</i> ASSETS UNDER MANAGEMENT	<i>250+</i> CLIENTS SERVED
<b>VALUATION ADVISORY</b>	<i>2,700+</i> AVERAGE ASSIGNMENTS	<i>42</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS