

MARKET TRENDS | PHOENIX

RETAIL

4TH QUARTER
2019

▲ VACANCY | ▼ UNEMPLOYMENT | ▲ RENTAL RATE | ▼ CONSTRUCTION DELIVERIES

TOP SALE TRANSACTIONS FOR 2019

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
The Shops at Norterra	Deer Valley	353,115	\$108,000,000	\$305.85	YAM Properties	RED Development, LLC
Queen Creek Marketplace	Queen Creek	535,802	\$91,000,000	\$169.84	Northwestern Mutual	Vestar
Centerpoint On Mill	Tempe	127,027	\$60,000,000	\$472.34	Wexford Capital LP	YAM Properties
Uptown Plaza	Downtown Phoenix	179,864	\$51,650,000	\$287.16	Camelback Services, Inc.	Uptown Plaza Associates, LLC
Camelback & Miller Plaza	Central Scottsdale	128,585	\$33,350,000	\$259.36	Weingarten Realty Investors	Fry Investments

TOP LEASE TRANSACTIONS FOR 2019

Property	Address	Square Feet	Date	Landlord	Tenant
Goodyear Centerpointe	Goodyear	65,000	November 2019	Haagen Company	Undisclosed
Greenway Park Plaza	East Phoenix	51,585	January 2019	AP Capital REIT	Food City (Bashas')
SanTan Pavilions	Gilbert	50,000	August 2019	Remington Nevada	Urban Air
The Pavilions at Talking Stick	Central Scottsdale	45,500	July 2019	PCCP, LLC	Maverix
Village Fair North	North Scottsdale	45,351	March 2019	Lynn Morrison Property Management	Scandinavian Designs

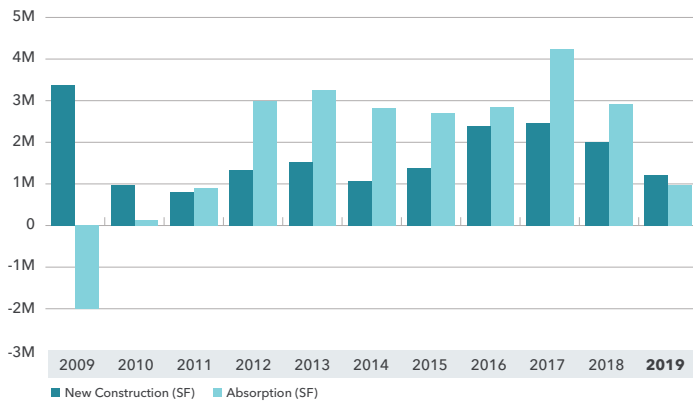
TOP UNDER CONSTRUCTION

Property	Address	Submarket	Square Feet	Owner	Delivery Date
City Gate Marketplace	SEC of Baseline & Higley Rd	Red Mountain/Mesa	165,000	Barclay Group	May 2020
Fry's Marketplace	SEC of Williams Field Rd & Recker Rd	Gilbert	125,944	Evergreen Development Co.	May 2020
Lifetime Athletic	E Camelback Rd	Central Scottsdale	80,000	The Macerich Company	March 2020
The Watermark - Phase I	430 N Scottsdale Rd	Tempe	44,000	Fenix Development	January 2020
Sundance Towne Center	850 S Watson Rd	South Buckeye	32,300	Vestar Development	January 2020

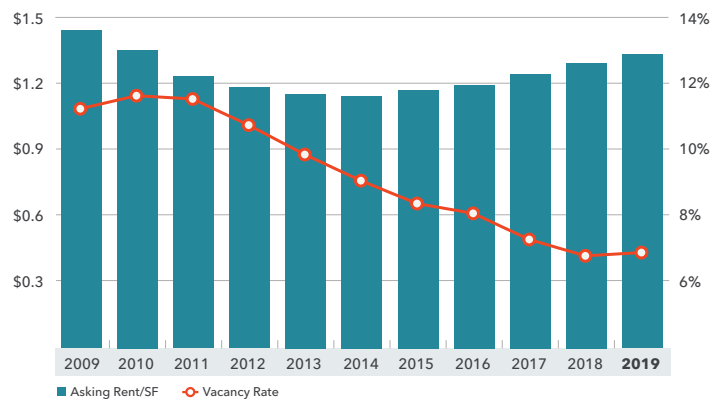
Market Breakdown

	2019	2018	2017	% Change
New Construction	1,204,522	1,996,182	2,455,609	-39.66%
Under Construction	1,103,615	864,520	1,411,582	27.66%
Vacancy Rate	6.9%	6.8%	7.3%	1.47%
Average Asking Rents	\$1.34	\$1.30	\$1.25	3.08%
Average Sales Price/SF	\$230.49	\$196.67	\$210.04	17.20%
Cap Rates	6.70%	6.90%	670.00%	-2.90%
Net Absorption	983,124	2,924,549	4,251,326	N/A

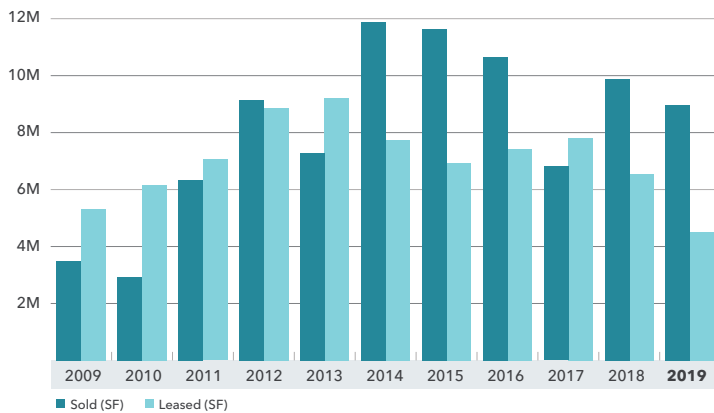
NEW RETAIL CONSTRUCTION & ABSORPTION



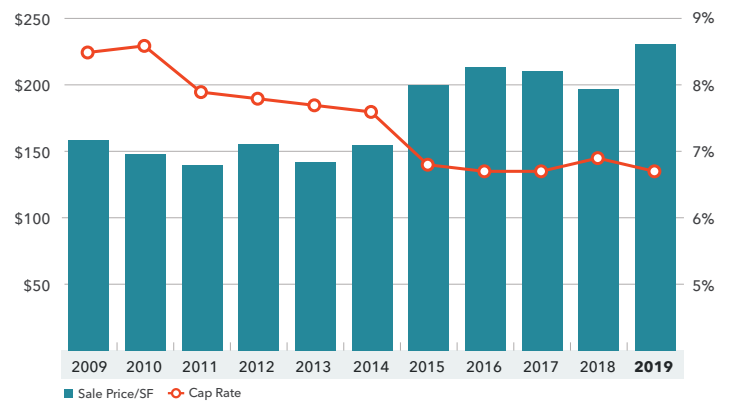
AVERAGE ASKING RENT/SF & VACANCY RATE



SALES VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



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

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COMMERCIAL BROKERAGE

20M	ANNUAL SALES SF	420+	NO. OF BROKERS
\$9B	ANNUAL TRANSACTION VOLUME	40M	ANNUAL LEASING SF

VALUATION ADVISORY

1,600+	APPRAISALS ANNUALLY	39/24	TOTAL NO. APPRAISERS/MAI'S
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PROPERTY MANAGEMENT

70M+	MANAGEMENT PORTFOLIO SF
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