

MARKET TRENDS | PHOENIX

RETAIL

2ND QUARTER
2020

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

TOP SALE TRANSACTIONS FOR 2Q 2020

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
3031 & 3077 W Frye Rd	Chandler	15,633	\$12,850,000	\$821.98	The Ron Kaufman Companies LLC	Winfield Lee Investments
Wigwam Creek Shopping Center	N Goodyear/Litchfield	33,792	\$9,200,000	\$272.25	Zaia Inter Vivos Trust	Joseph Felix Realty Co.
2000 S Mill Ave - Walgreens	Tempe	14,490	\$9,050,000	\$624.57	JVZ Greystones Trust	Lamar Kyle Ochs
3233 E Germann Rd - Walgreens	Gilbert	14,820	\$5,625,000	\$379.55	Accredas Investments	Smith Pipe & Steel Co
The Shoppes at Higley Village	Red Mountain/Mesa	24,528	\$5,599,827	\$228.30	Pascuzzi Investments, LLC	Frederick Zarrilli

TOP LEASE TRANSACTIONS FOR 2Q 2020

Property	Submarket	Square Feet	Date	Landlord	Tenant
2020 E Bell Rd	East Phoenix	35,430	June 2020	BH Properties, LLC	Undisclosed
Superstition Gateway	Gateway Airport	30,624	May 2020	Troon Management Co.	Undisclosed
Superstition Springs Center	Red Mountain/Mesa	17,050	April 2020	Seritage Growth Properties	Carvana
Sunburst Plaza	N Phoenix/I-17 Corr	12,960	June 2020	Phillips Edison & Company	The Discount Store
Scottsdale Quarter	North Scottsdale	10,912	May 2020	O'Connor Capital Partners	Culinary Dropout

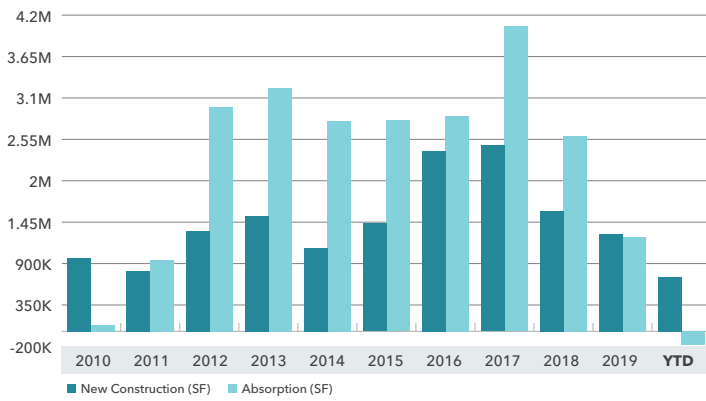
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date	Owner
Life Time Fitness	Central Peoria/Arrowhead	180,000	July 2020	Life Time, Inc.
The Post at Cooley Station - Fry's	Gilbert	132,944	September 2020	The Kroger Co.
City Gate Marketplace	Red Mountain/Mesa	132,300	June 2020	Fry's Food & Drug Stores
Val Vista and Pecos Shopping Center Phase I	Gilbert	38,000	November 2020	Barclay Group
Gilbert Crossroads - Major A	Gilbert	30,000	September 2020	Remington Nevada

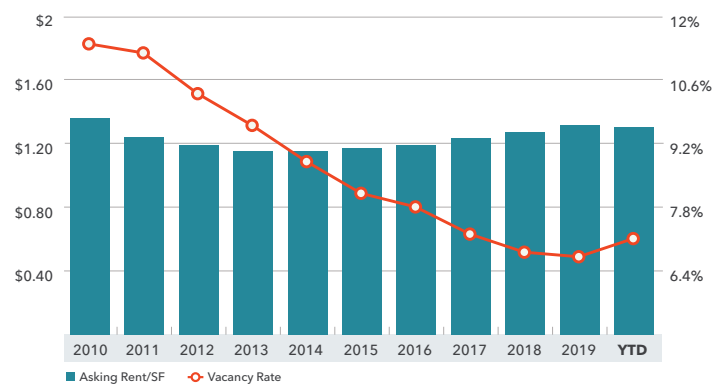
Market Breakdown

	2Q 2020	1Q 2020	2Q 2019	Annual % Change
New Construction	227,580	495,570	241,539	-5.78%
Under Construction	973,609	1,100,669	1,278,618	-23.85%
Vacancy Rate	7.1%	6.9%	6.8%	4.41%
Average Asking Rents (NNN)	\$1.30	\$1.32	\$1.30	0.00%
Average Sales Price/SF	\$324.51	\$217.27	\$207.78	56.18%
Cap Rates	5.9%	6.5%	6.2%	-4.84%
Net Absorption	(382,378)	205,668	320,873	N/A

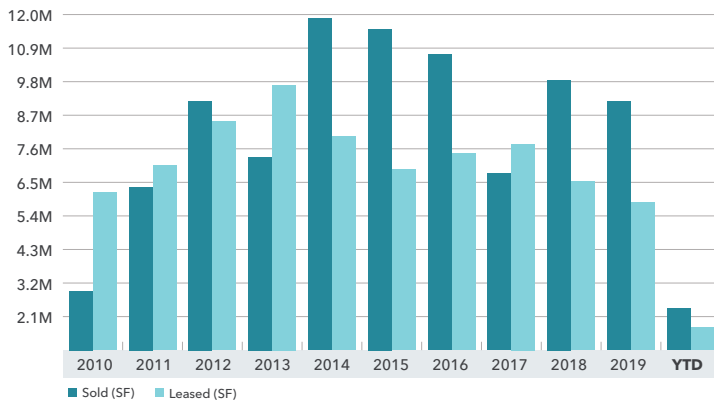
NEW RETAIL CONSTRUCTION & ABSORPTION



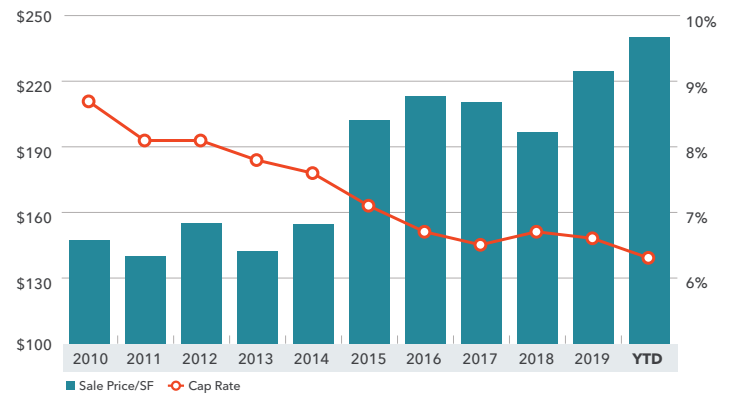
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE 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

27M	ANNUAL SALES SF	450+	NO. OF BROKERS
\$9.6B	ANNUAL TRANSACTION VOLUME	42M	ANNUAL LEASING SF

VALUATION ADVISORY

1,680+	APPRAISALS ANNUALLY	37/23	TOTAL NO. APPRAISERS/MAI'S
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PROPERTY MANAGEMENT

70M+	MANAGEMENT PORTFOLIO SF	\$12B+	IN ASSETS UNDER MANAGEMENT
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