

MARKET TRENDS | PHOENIX

RETAIL

1ST QUARTER
2021

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

TOP SALE TRANSACTIONS FOR 1Q 2021

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
24700 N 67th Ave	Ctrl Peoria/Arrowhead	180,000	\$34,000,000	\$189	Spirit Realty Capital	LTF Real Estate Company
10305 W Papago Fwy	Loop 101/I-10	1,232	\$15,800,000	\$383	Lithia Real Estate	Pierce Automotive
14601 N Scottsdale Rd	North Scottsdale	16,038	\$9,775,000	\$609	Saia Family Limited Partnership	Jeffrey Scanlon
7430 W Bell Rd	Ctrl Peoria/Arrowhead	31,020	\$7,090,300	\$229	Chauncey William Smith	Raider Hill Advisors
4570 S Higley Rd	Gilbert	22,008	\$6,550,000	\$298	Kirk Lance Rutherford	Asher Tal

TOP LEASE TRANSACTIONS FOR 1Q 2021

Property	Submarket	Square Feet	Date	Landlord	Tenant
8658-8666 E Shea Blvd	Scottsdale	38,000	January 2021	YAM Properties	Scottsdale Gymnastics
1321-1325 E Florence Blvd	Casa Grande	20,000	February 2021	Sidney Kohn	ACE Hardware
6912-6932 E Hampton Ave	Mesa	17,034	January 2021	Lamar Companies	Paradise Appliances
5835-5965 W Ray Rd	Chandler	12,662	March 2021	Tayseer Odeh	Goode Deals
5250 S Lakeshore Dr	Tempe	9,986	February 2021	Jack Zhang	Fonzie Foods

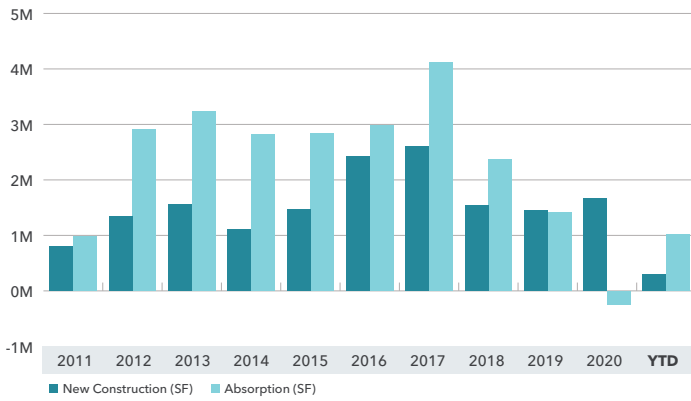
TOP UNDER CONSTRUCTION

Property	Submarket	Square Feet	Delivery Date	Owner
19600 W Indian School Rd - Fry's	North Buckeye	124,070	June 2021	The Kroger Company
John Wayne Pky & Edison Ave	Maricopa	102,072	September 2021	Thompson Thrift
McDowell Rd & Scottsdale Rd	South Scottsdale	60,000	February 2022	The Mashburn Companies
1765 E Williams Field Rd	Gilbert	52,000	October 2021	Remington Nevada
9225 W Glendale Ave	Glendale	30,000	April 2021	Tesla

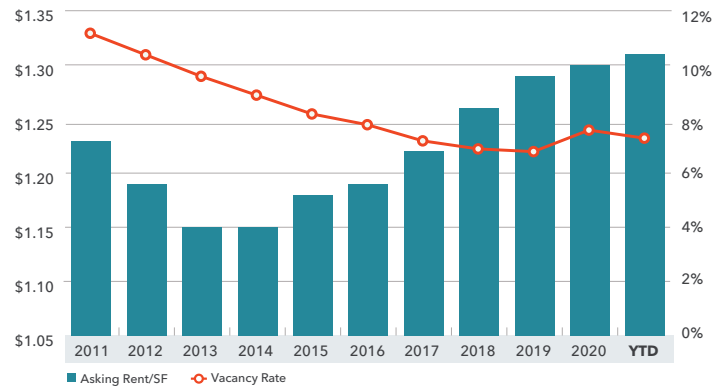
Market Breakdown

	1Q 2021	4Q 2020	1Q 2020	Annual % Change
New Construction	295,509	352,535	561,739	-47.39%
Under Construction	667,966	798,152	1,304,079	-48.78%
Vacancy Rate	7.3%	7.6%	7.0%	4.29%
Average Asking Rents (NNN)	\$1.31	\$1.30	\$1.31	0.00%
Average Sales Price/SF	\$223.06	\$236.03	\$200.46	11.27%
Cap Rates	6.2%	6.1%	6.6%	-6.06%
Net Absorption	1,027,648	123,181	267,044	N/A

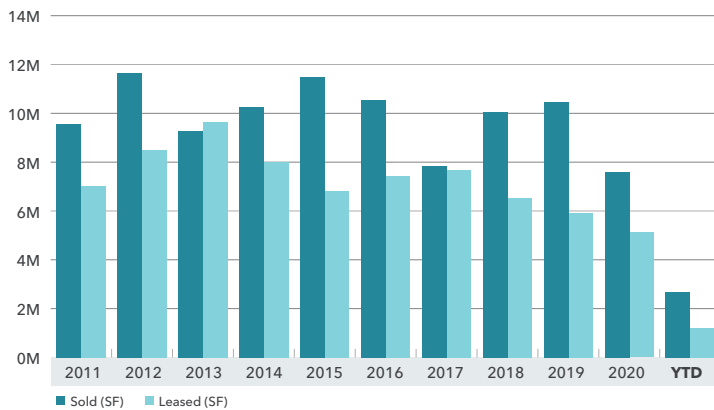
NEW RETAIL CONSTRUCTION & ABSORPTION



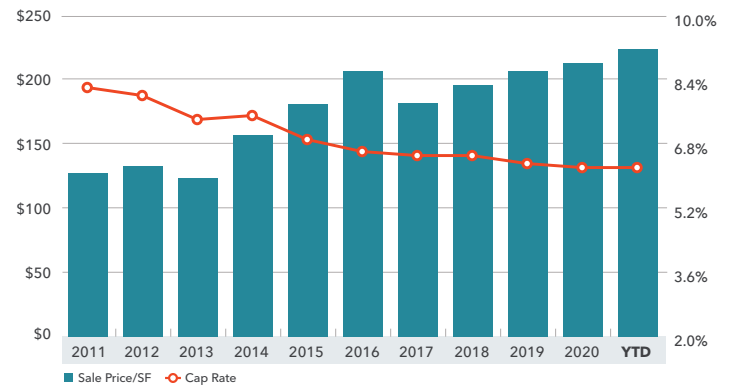
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 900 real estate professionals and staff in 21 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, property management, consulting, project and construction management, and debt equity finance services for all property types.

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

GARY BARAGONA
 Director of Research
 415.229.8925
gary.baragona@kidder.com

MARK READ
 Regional President, Brokerage
 Southern California & Southwest
 858.369.3010
mark.read@kidder.com

Designated Broker
 Mark Read | LIC N° 00572743

KIDDER.COM

COMMERCIAL BROKERAGE

23M ANNUAL SALES SF **460+** NO. OF BROKERS
\$8B ANNUAL TRANSACTION VOLUME **42M** ANNUAL LEASING SF

VALUATION ADVISORY

1,800+ APPRAISALS ANNUALLY **40/19** TOTAL NO. APPRAISERS/MAI'S

PROPERTY MANAGEMENT

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

This information supplied herein is from sources we deem reliable. It is provided without any representation, warranty or guarantee, expressed or implied as to its accuracy. Prospective Buyer or Tenant should conduct an independent investigation and verification of all matters deemed to be material, including, but not limited to, statements of income and expenses. CONSULT YOUR ATTORNEY, ACCOUNTANT, OR OTHER PROFESSIONAL ADVISOR.