

MARKET TRENDS

PHOENIX RETAIL

↓ VACANCY ↑ UNEMPLOYMENT
 ↑ RENTAL RATES ↓ CONSTRUCTION DELIVERIES

Year-Over-Year Change

TOP SALE TRANSACTIONS 3Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
Plaza 32	East Phoenix	173,303	\$31,300,000	\$181	Marni Retail Partners, LLC	Plaza De Campana, LLC
Santan Gateway North	Gilbert	123,236	\$26,565,000	\$216	Coast Prime Investments, LLC	Santan Gem, LLC
Acacia Creek Village Shops	Central Scottsdale	28,537	\$15,000,000	\$526	Gold Dust Apartments, LLC	Acacia Creek Partners, LLC

TOP LEASE TRANSACTIONS 3Q 2023

Property	Submarket	SF	Transaction Date	Tenant
Scottsdale Towne Center	Scottsdale	50,000	July 2023	Mountain Fitness
Spectrum at Val Vista	Gilbert	30,000	September 2023	Center Court Pickleball Club
Office Max Plaza	Scottsdale	27,000	August 2023	Harbor Freight & Dollar Tree

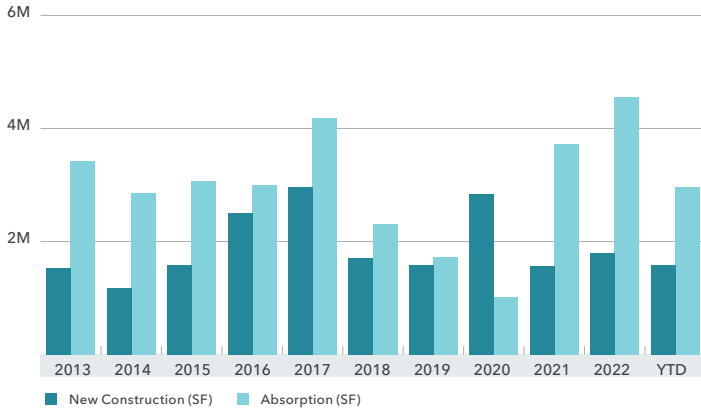
TOP UNDER CONSTRUCTION

Property	Submarket	SF	Delivery
13490 N Prasada Pky	N Goodyear/Litchfield	308,640	1Q 2024
Estrella Commons	Goodyear	171,000	1Q 2024
Hudson Station	Queen Creek	121,995	1Q 2024

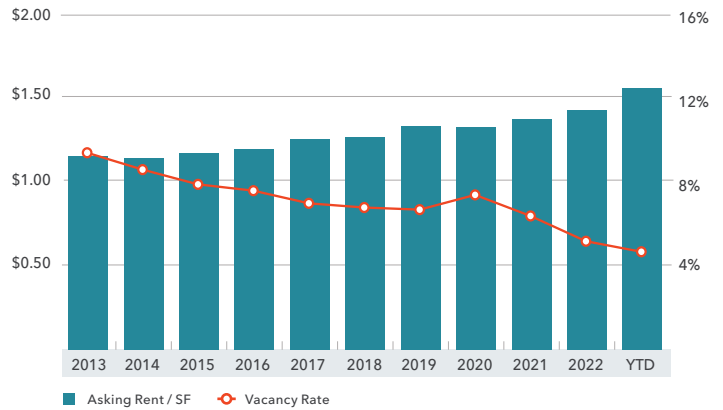
MARKET BREAKDOWN

	3Q23	2Q23	3Q22	Annual % Change
New Construction	215,212	362,028	242,459	-11.24%
Under Construction	2,132,603	2,187,160	2,629,906	-18.91%
Vacancy Rate	4.6%	4.6%	5.4%	-14.81%
Average Asking Rents	\$1.54	\$1.49	\$1.40	9.96%
Average Sales Price/SF	\$225	\$240	\$261	-13.74%
Cap Rates	6.0%	6.1%	5.5%	9.09%
Net Absorption	347,590	1,160,288	811,075	-57.14%

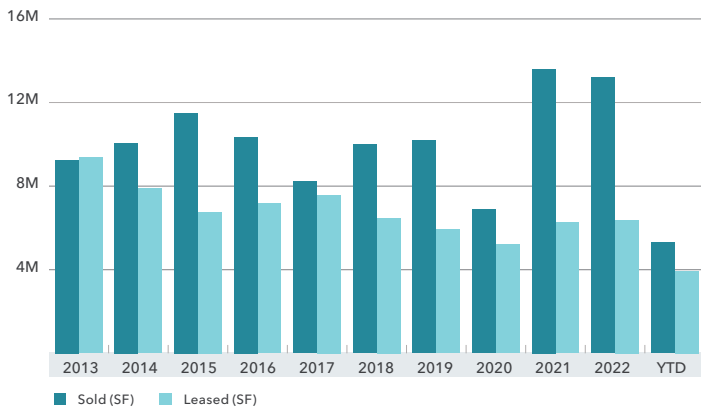
NEW CONSTRUCTION & ABSORPTION



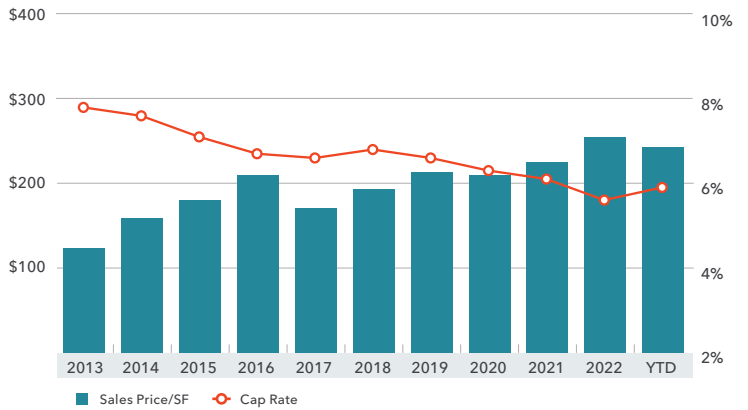
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & 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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COMMERCIAL BROKERAGE	<i>\$12B</i> TRANSACTION VOLUME ANNUALLY	<i>32.1M</i> ANNUAL SALES SF	<i>41.2M</i> ANNUAL LEASING SF
ASSET SERVICES	<i>53M</i> MANAGEMENT PORTFOLIO SF	<i>771+</i> ASSETS UNDER MANAGEMENT	<i>250+</i> ASSET SERVICES CLIENTS
VALUATION ADVISORY	<i>2,800+</i> ASSIGNMENTS ANNUALLY	<i>41</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS

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