



PHOENIX MSA RETAIL MARKET REPORT

Trenton Dianovich

Marcus & Millichap Investment Sales Intern

trenton.dianovich@marcusmillichap.com

PHOENIX MARKET OVERVIEW

- Population: 5.03M (consistent 1% increases expected)
- Median Household Income: \$80k (6% growth; expected to slow to 3%)
- Total Employment: 2.54M (3% growth; expected to slow to 1%)
- Unemployment: 3.3% as of May 2023
 - Held steady at 2.9% for previous few months
 - 32nd in US with 1.9% being the lowest in Wyoming

RETAIL MARKET OVERVIEW YOY

- Under Construction SF: 2.2M (85% BTS)
- Vacancy Rate: 4.7% (all time low)
 - US Vacancy: 4.2%
- Market Cap Rate: 6.4% (down 19 bps)
- 12-month Net Absorption SF: 4.2M (strongest since 2007)
- Market Sale Price/SF: \$249 (up 9.44%)
- Market Rent/SF: \$23.71 (up 9.41%)

SALES DATA

All Sales		
	Past 24 Months	YTD
Sales	708	83
Volume	\$3.06B	\$407M
Sq Ft	15.76M	2.93M
Velocity	11.91%	1.40%

TOP RETAIL SUBMARKETS

YTD	
East Valley	27
North Phoenix	17
West Phoenix	8
Scottsdale	8
Airport Area	8
Other	15
Total	83

TOP PLAYERS OVER PAST 24 MONTHS

- **Listing Broker Company**
 - *Cushman & Wakefield* (32 transactions/\$221M)
- **Listing Broker**
 - Steve Julius - Newmark (24 transaction/\$146M)
- **Buyer Broker Company**
 - Lee & Associates (14 transactions/\$57M)
- **Buyer Broker**
 - *Jared Lively – Rein & Grosseohme* (8 transactions/\$24M)
- **Seller**
 - *ShopCore Properties* (12 sales)
- **Buyer**
 - *Big V Property Group* (7 purchases)