QUARTERLY MSA REPORT

ALN Apartment Data

www.alndata.com

Phoenix-Mesa-Scottsdale, AZ
Q2 2024

ALN
APARTMENT DATA
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AMA
Arizona Multihousing Association

quarterly msa report

WHAT'S INSIDE

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Sources

Multifamily data sourced from ALN Apartment Data as of Q2 2024

Employment Data sourced from U.S Bureau of Labor Statistics (BLS)

Demographic data sourced from US Census Bureau as of Year End 2022

For questions regarding this report and the data herein, contact us at DataTeam@alndata.com

Methodology and Definitions

Metropolitan Statistical Area (MSA) - The formal definition of a region that consists of a city and surrounding communities that are linked by social and economic factors, as established by the U.S. Office of Management and Budget. There are 383 MSAs in the U.S.

Occupancy – The percentage of units on a property that are rented. MSA average occupancy is a unit-weighted average of property occupancies for an MSA.

Effective Rent - The monthly rate residents are charged for a 12-month lease, accounting for the available concession package. This is the amount a property collects in rent per unit each month. MSA average effective rent is a unit-weighted average of property-level averages for an MSA.

Stabilized Properties – Properties that have completed construction for 12 months or reached 85% occupancy whichever comes first. In other words, properties that are no longer in their initial lease-up phase.

Lease-up Properties – Properties during and after initial construction and leasing that have not yet stabilized.

Net Absorption/ Units Absorbed - The net change, positive or negative, in the number of rented units in a defined group and period of time.

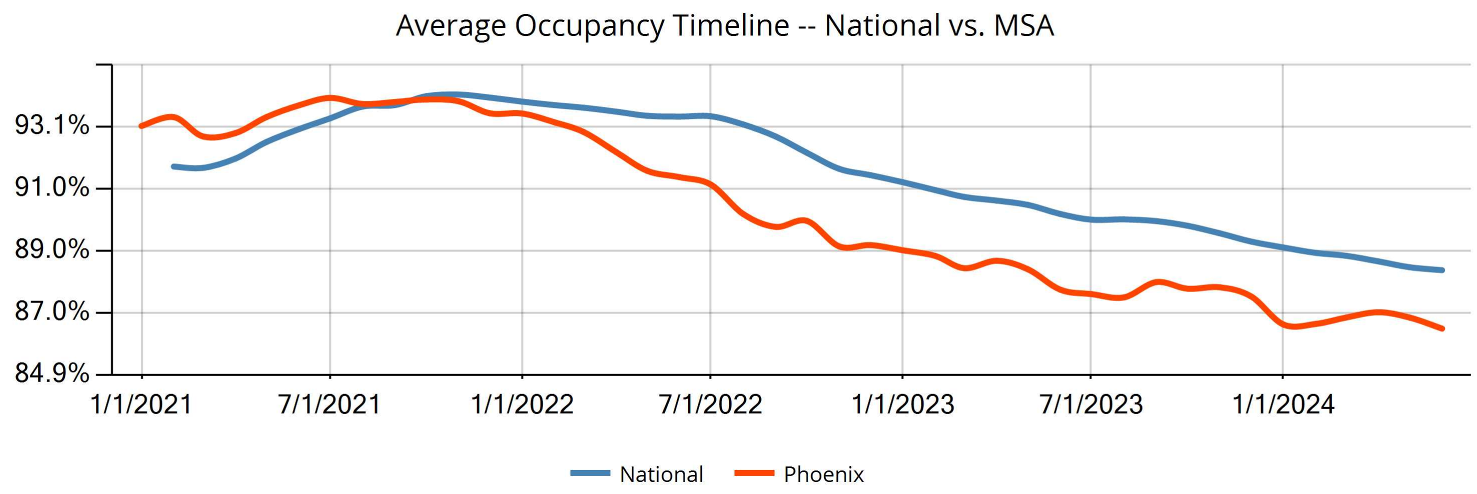
Price Class - ALN delineates its price classes using a property's percentile rank in average effective rent per square foot in the corresponding ALN Market.

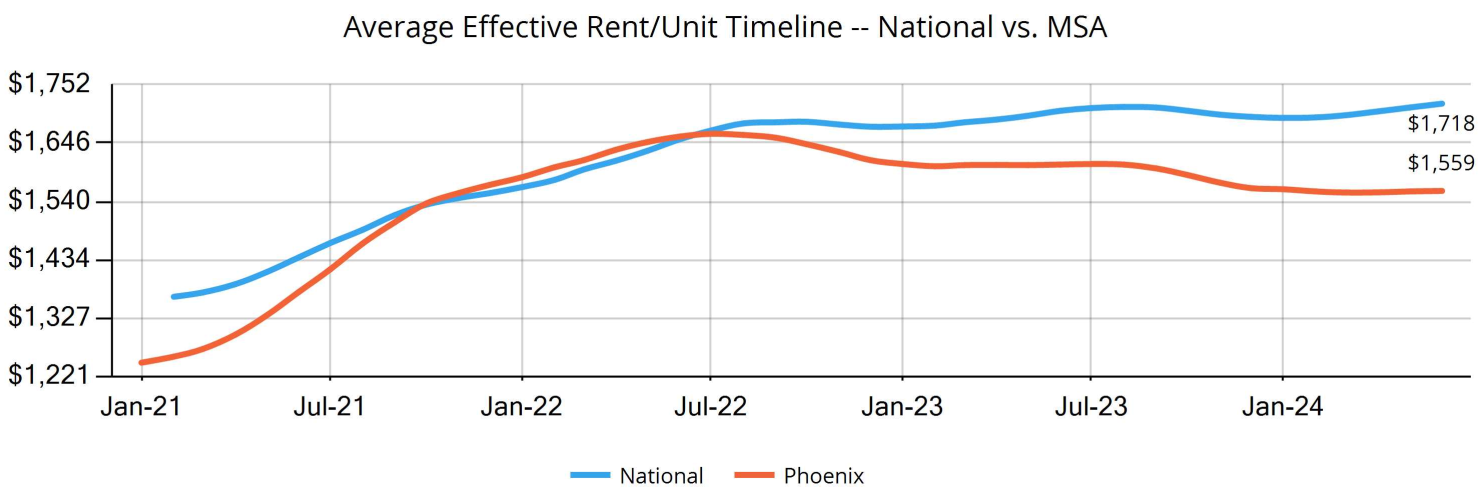
- Price Class A: 88 – 100th Percentile (top 12%)
- Price Class B: 68 – 87th Percentile (next 20%)
- Price Class C: 30 – 67th Percentile (next 38%)
- Price Class D: 0 – 29th Percentile (bottom 30%)

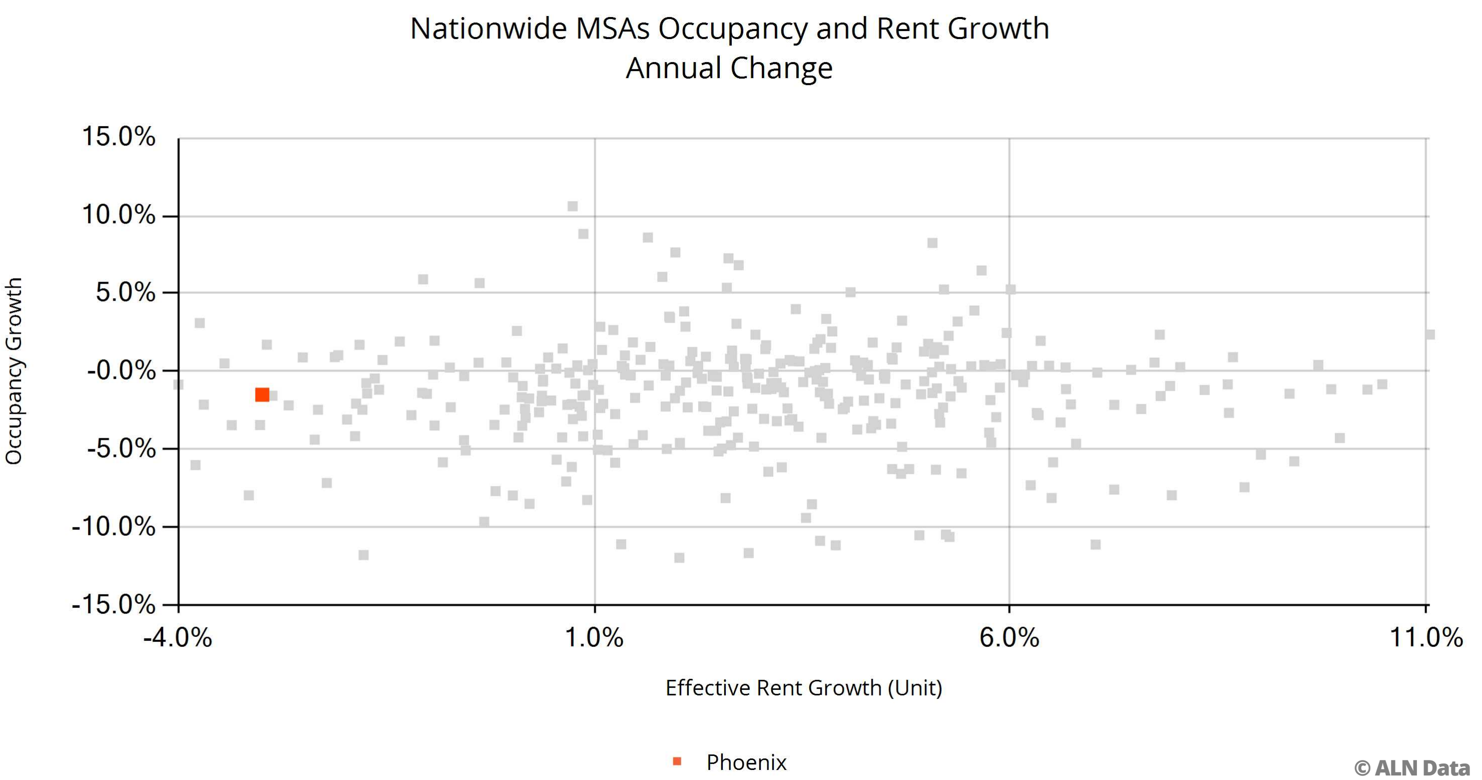
ALN Market - ALN has consolidated the 939 Metropolitan and Micropolitan Statistical Areas into 183 market divisions nationwide. All Metropolitan/Micropolitan Statistical Areas except for the Miami-Fort Lauderdale-Pompano Beach MSA are wholly contained within an ALN Market.

Note: Portions of this report are subject to the avaibility of data from the cited government sources. Not all data may be available in all areas.

AMA Arizona Multihousing Association

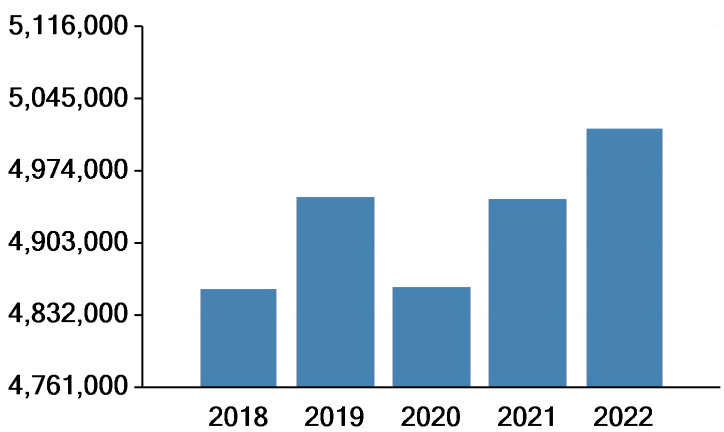

Average Occupancy Timeline -- National vs. MSA
93.1%
91.0%
89.0%
87.0%
84.9%
1/1/2021
7/1/2021
1/1/2022
7/1/2022
1/1/2023
7/1/2023
1/1/2024
National
Phoenix


Average Effective Rent/Unit Timeline -- National vs. MSA
$1,752
$1,646
$1,540
$1,434
$1,327
$1,221
$1,718
$1,559
Jan-21
Jul-21
Jan-22
Jul-22
Jan-23
Jul-23
Jan-24
National
Phoenix

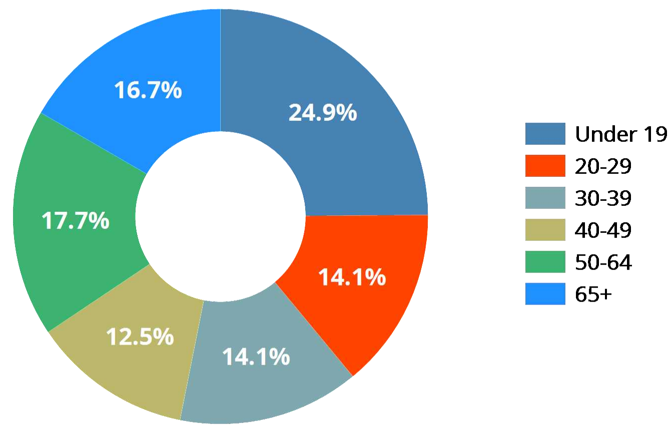

Nationwide MSAs Occupancy and Rent Growth
Annual Change
15.0%
10.0%
5.0%
-0.0%
-5.0%
-10.0%
-15.0%
Occupancy Growth
-4.0%
1.0%
6.0%
11.0%
Effective Rent Growth (Unit)
Phoenix
© ALN Data

	Total Population	Median Age	Worker Median Age	Year Round Full Time Workers	Median Individual Income	Mean Individual Income	Total Commuters	Average Commute Time
Year End 2022	5,015,678	37.6	38.8	1,797,071	$41,890	$42,286	2,444,655	26
MSA Rank (out of 504)	10	77	240	11	50	82	11	86
Annual Change	1.4%	0.0%	-0.5%	8.4%	10.7%	9.2%	4.8%	0.8%
Chg Rank (out of 504)	75	77	179	107	87	167	120	222

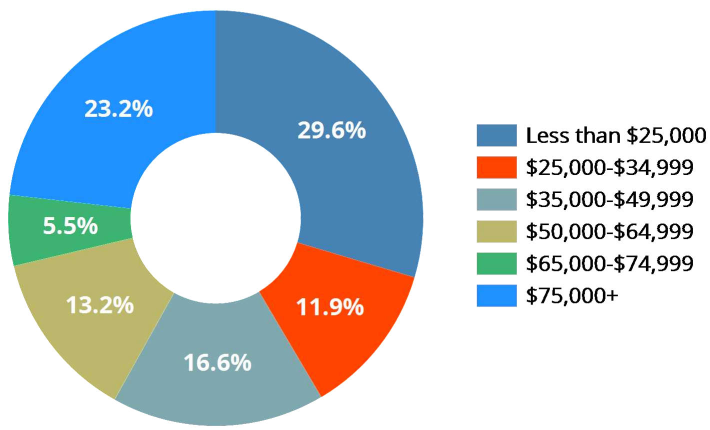
Total Population



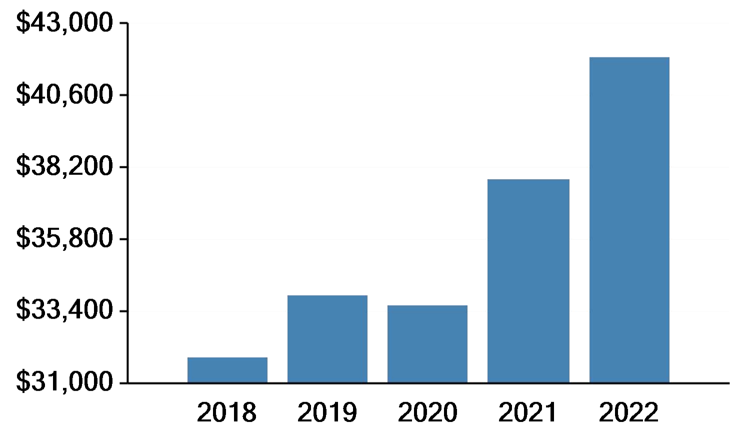
Population Age Breakdown



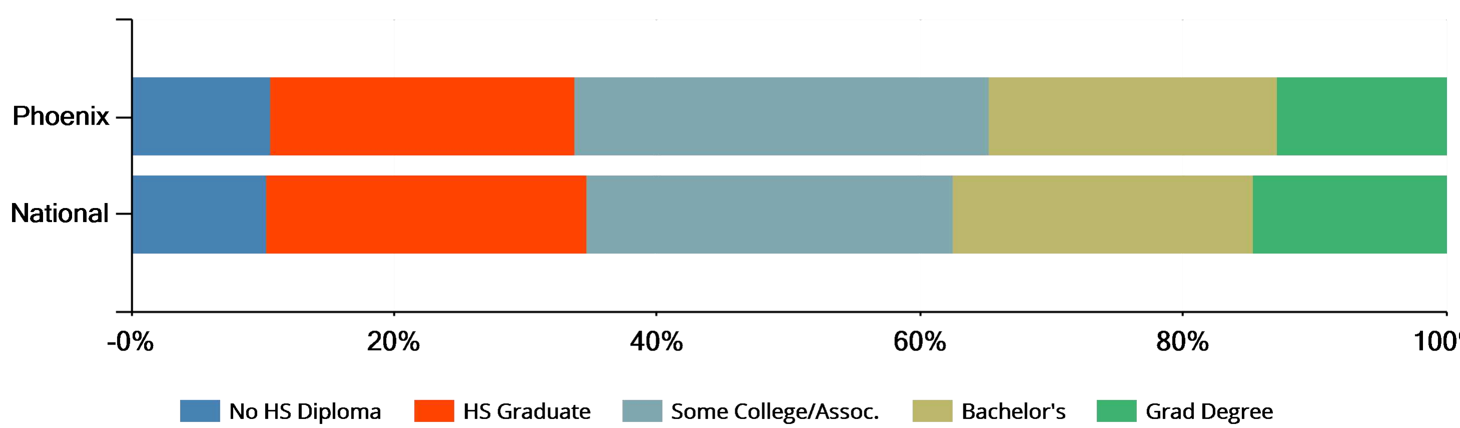
Individual Income Breakdown



Median Individual Income



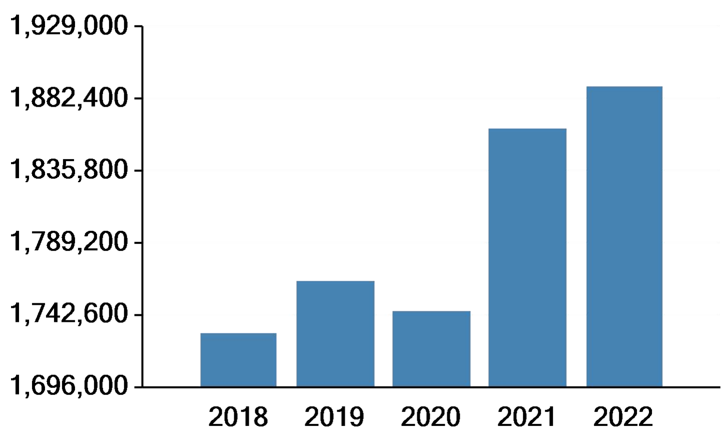
Educational Attainment (Age 25 and over)



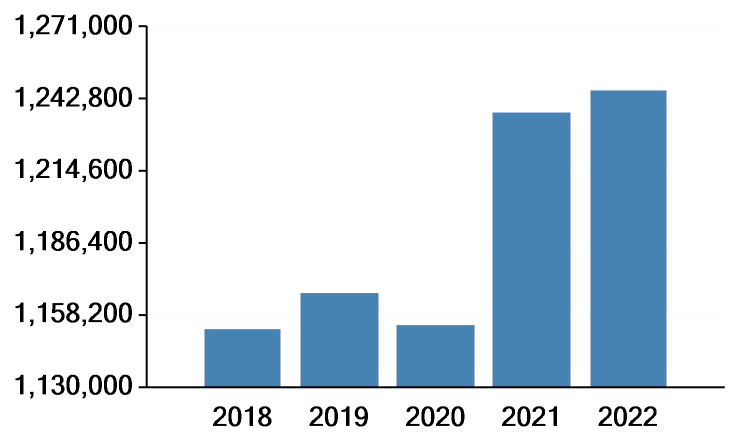
	Total Households	Average Household Size	Workers Per Household	Total Families	Average Family Size	Median Household Income	Mean Household Income	Median Housing Value*
Year End 2022	1,890,835	2.6	1.3	1,246,007	3.2	$82,884	$110,409	$473,800
MSA Rank (out of 504)	11	61	30	10	77	56	61	47
Annual Change	1.5%	0.0%	3.2%	0.7%	0.0%	9.4%	8.4%	22.2%
Change Rank (out of 504)	196	108	29	192	147	130	167	58

***Households with a mortgage**

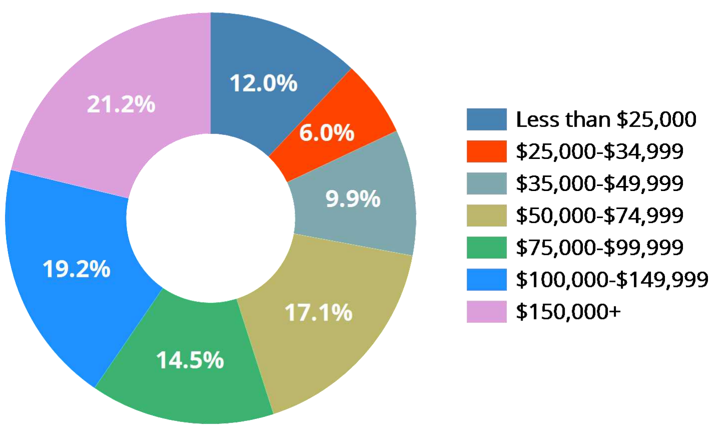
Total Households



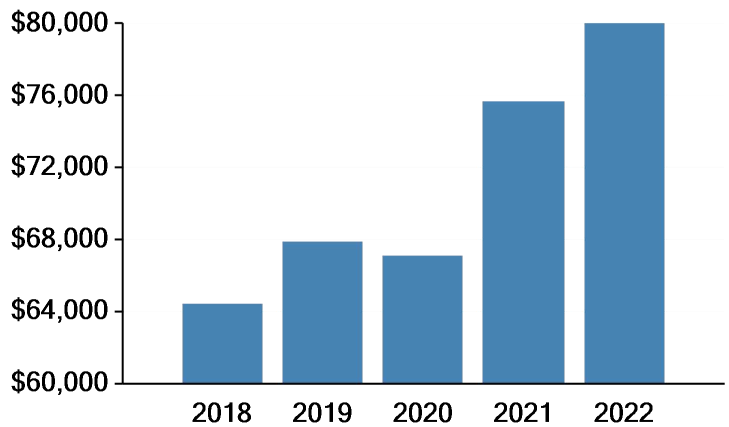
Total Families



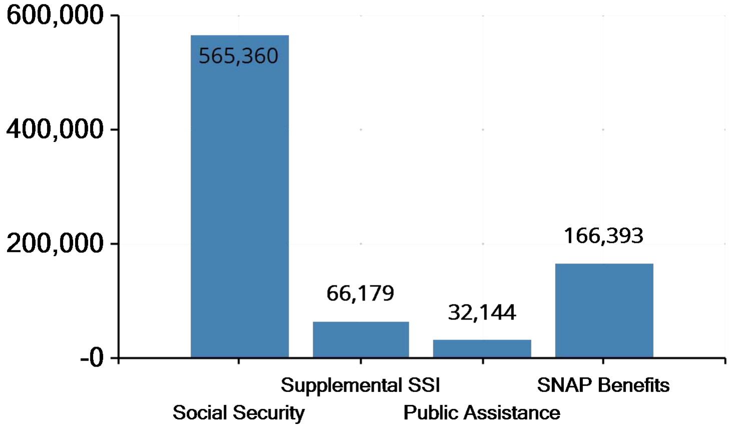
Household Income Breakdown



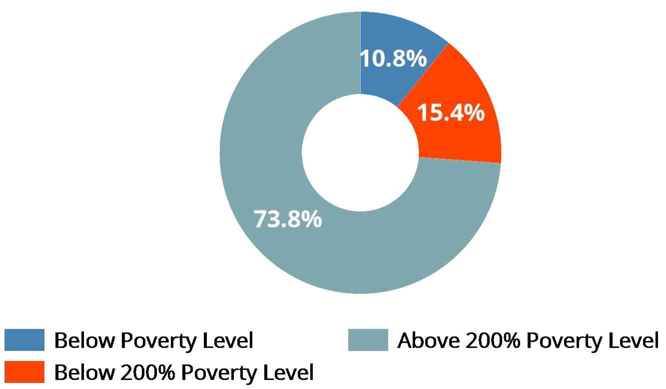
Median Household Income

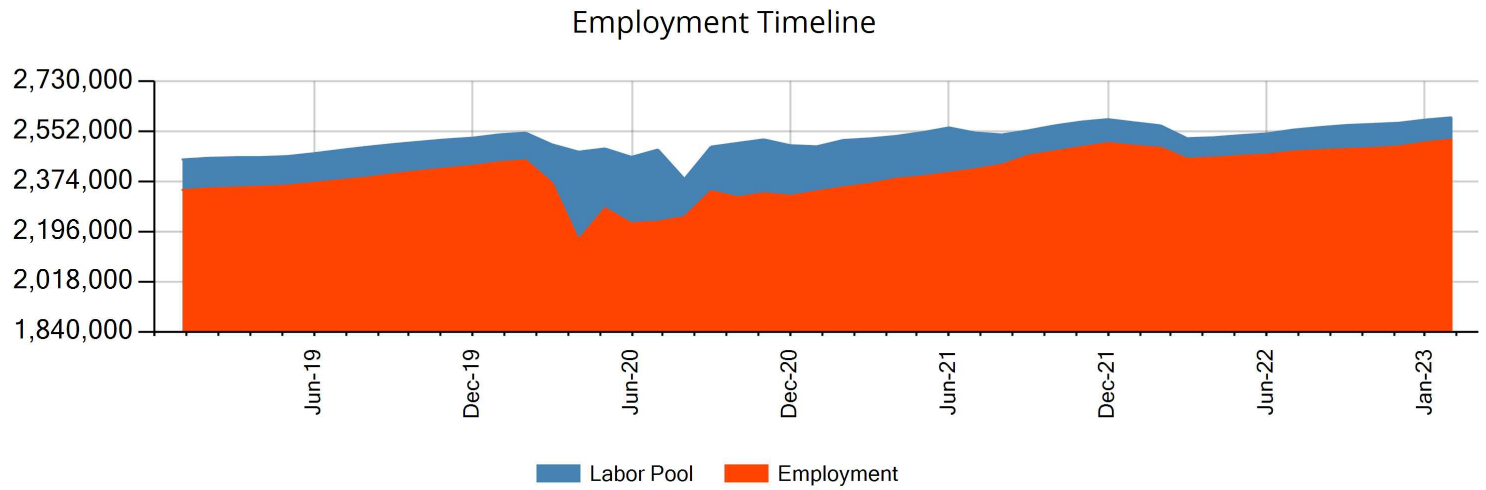


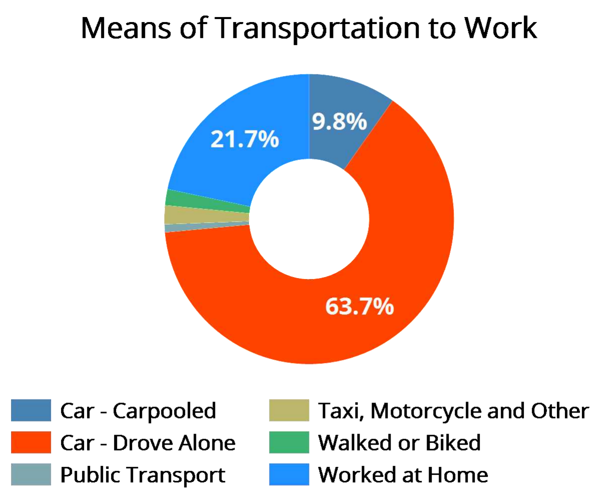
Households with Government Assistance

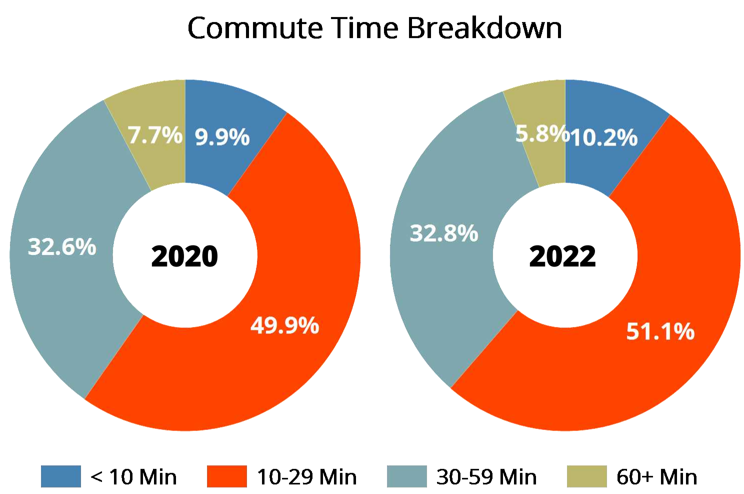


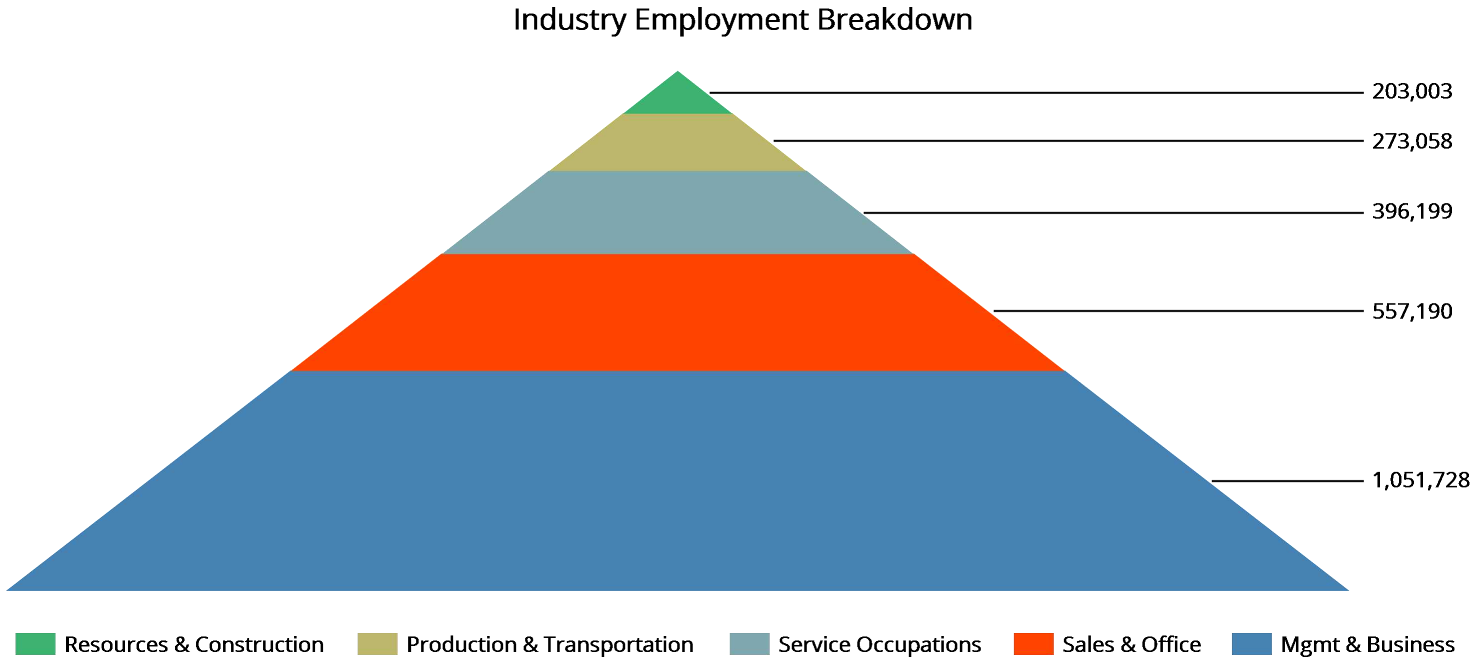
Household Income in Relationship to Poverty Level



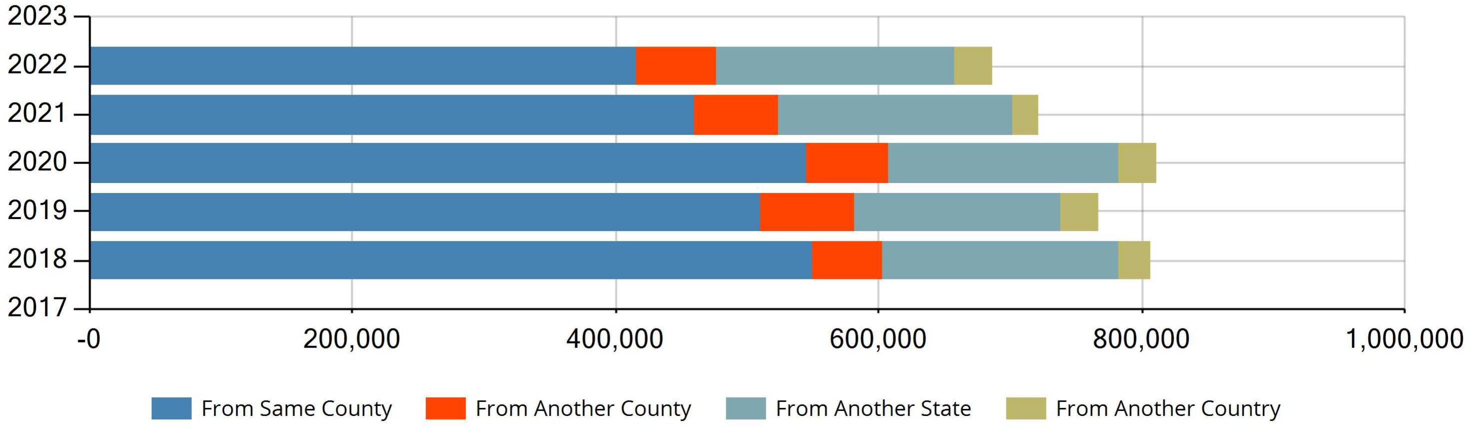

Employment Timeline
2,730,000
2,552,000
2,374,000
2,196,000
2,018,000
1,840,000
Jun-19
Dec-19
Jun-20
Dec-20
Jun-21
Dec-21
Jun-22
Jan-23
Labor Pool
Employment


Means of Transportation to Work
21.7%
9.8%
63.7%
Car - Carpooled
Car - Drove Alone
Public Transport
Taxi, Motorcycle and Other
Walked or Biked
Worked at Home

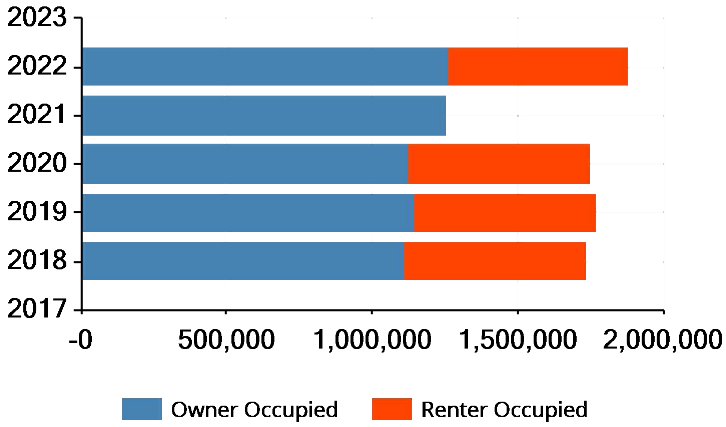

Commute Time Breakdown
7.7%
9.9%
32.6%
2020
49.9%
5.8%
10.2%
32.8%
2022
51.1%
< 10 Min
10-29 Min
30-59 Min
60+ Min


Industry Employment Breakdown
203,003
273,058
396,199
557,190
1,051,728
Resources & Construction
Production & Transportation
Service Occupations
Sales & Office
Mgmt & Business

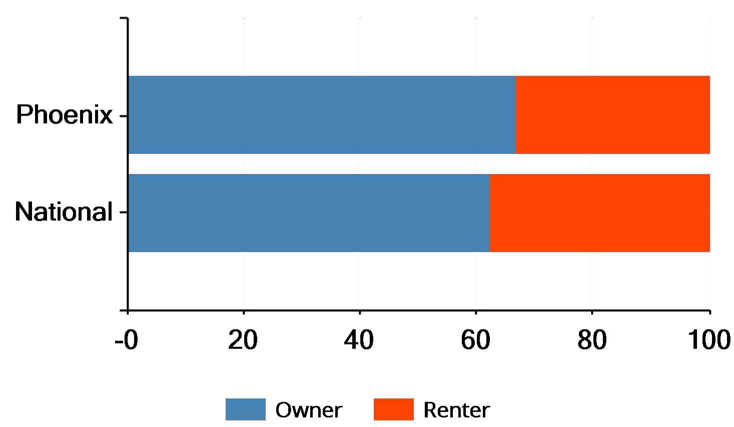
In-Migration Origin Source - Within Prior 12 Months



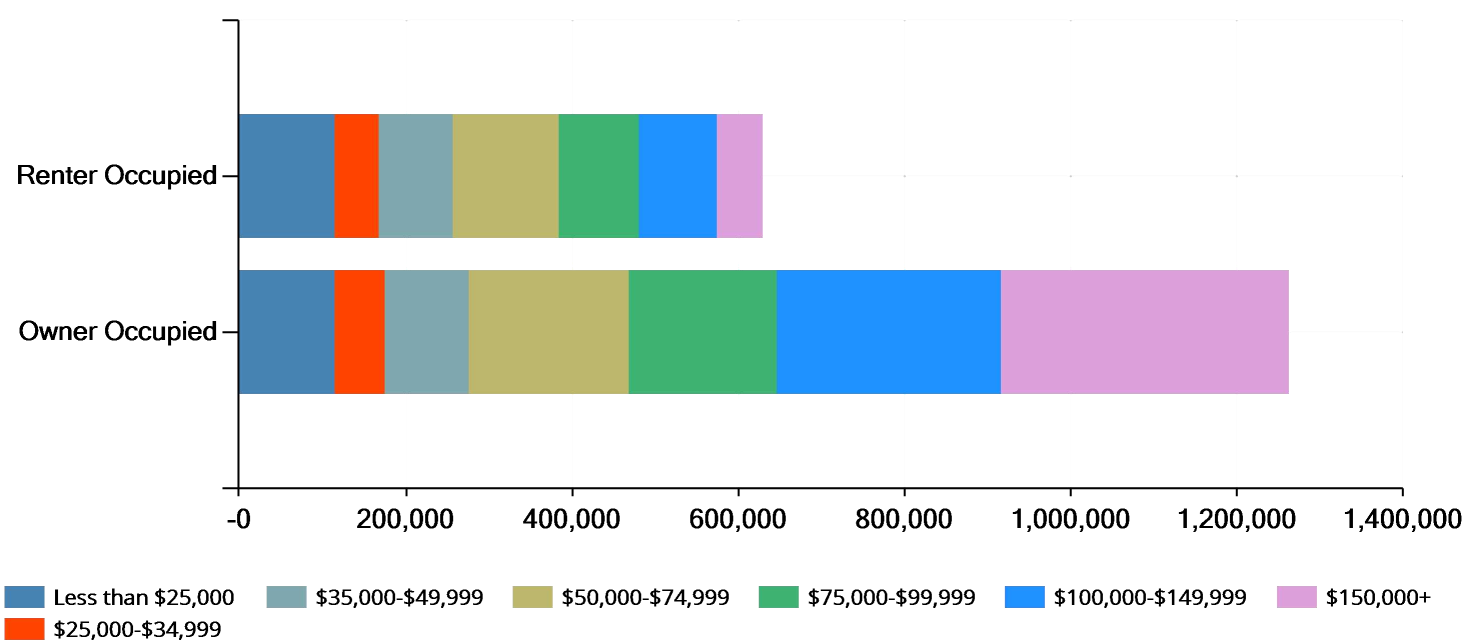
Owner Occupied vs. Rented

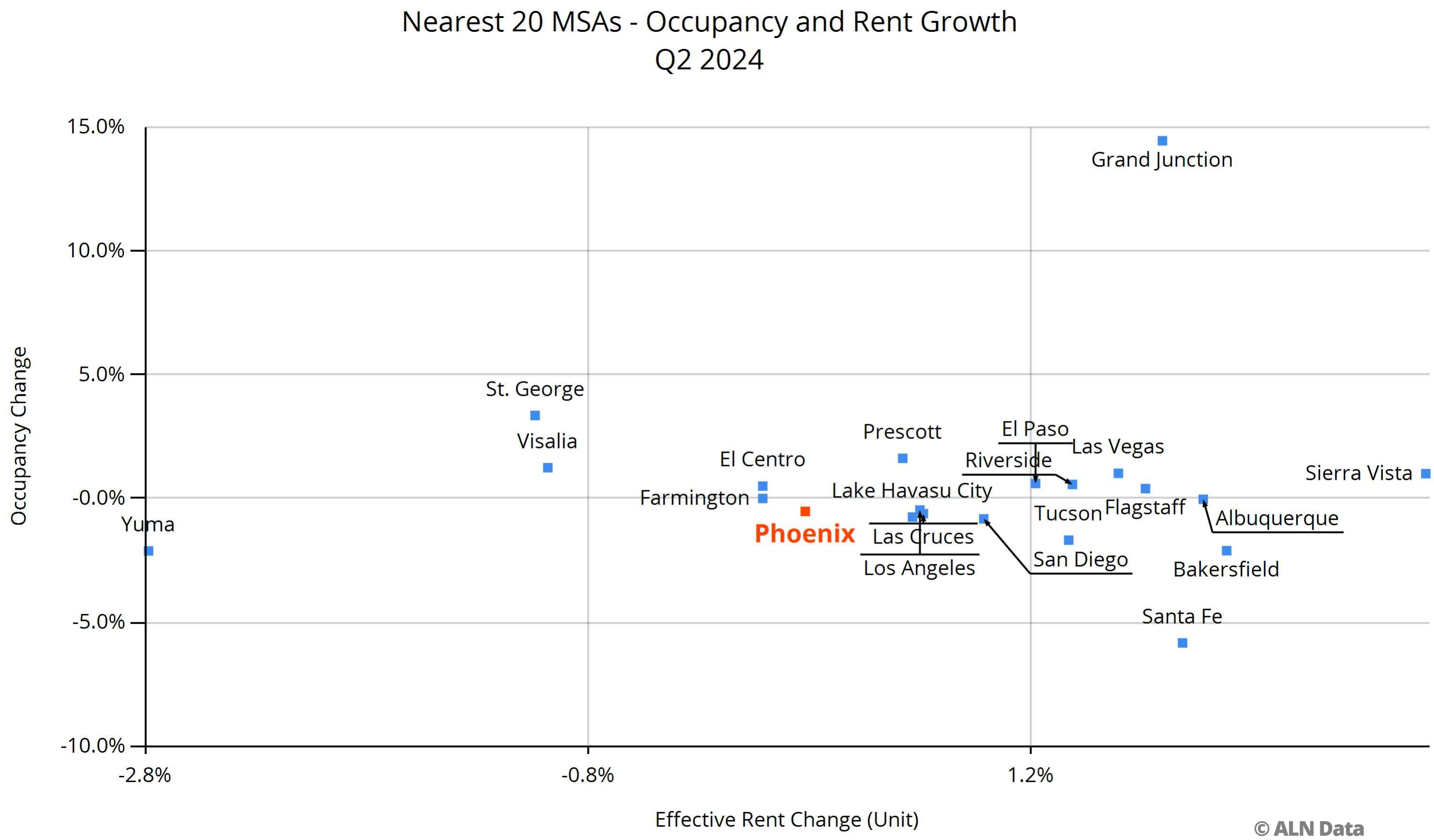


Owner/Renter Occupied MSA vs National



Owner/Renter Occupied Household Income Breakdown




Nearest 20 MSAs - Occupancy and Rent Growth
Q2 2024
15.0%
10.0%
5.0%
-0.0%
-5.0%
-10.0%
Occupancy Change
-2.8%
-0.8%
1.2%
Effective Rent Change (Unit)
Grand Junction
St. George
Visalia
Yuma
El Centro
Farmington
Phoenix
Prescott
Lake Havasu City
Las Cruces
Los Angeles
El Paso
Riverside
Las Vegas
Tucson
Flagstaff
San Diego
Sierra Vista
Albuquerque
Bakersfield
Santa Fe
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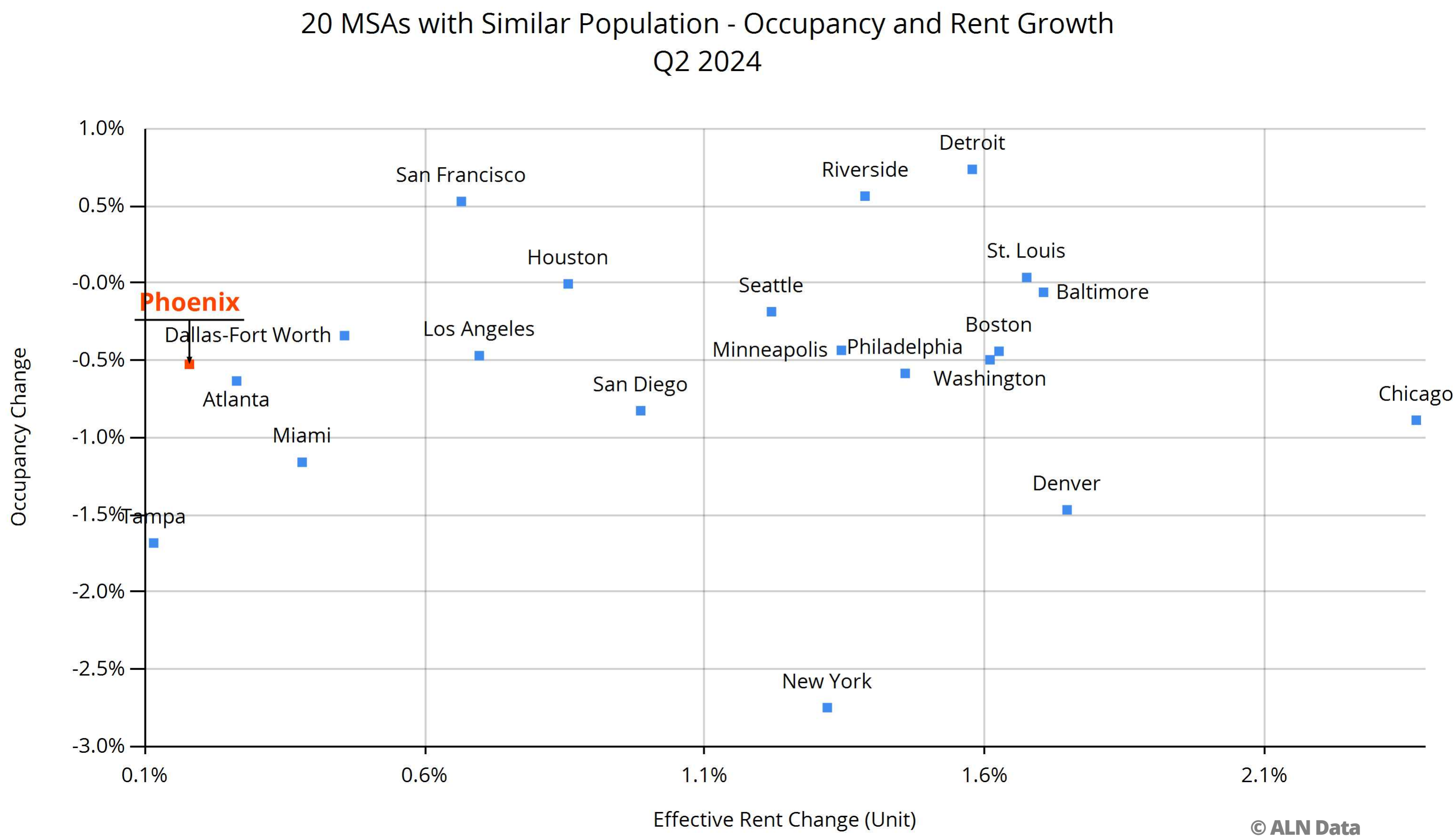
20 MSAs with Similar Population - Occupancy and Rent Growth
Q2 2024
1.0%
0.5%
-0.0%
-0.5%
-1.0%
-1.5%
-2.0%
-2.5%
-3.0%
Occupancy Change
0.1%
0.6%
1.1%
1.6%
2.1%
Effective Rent Change (Unit)
Detroit
Riverside
San Francisco
Houston
St. Louis
Baltimore
Seattle
Phoenix
Dallas-Fort Worth
Los Angeles
Boston
Minneapolis
Philadelphia
Washington
Atlanta
San Diego
Chicago
Miami
Denver
Tampa
New York
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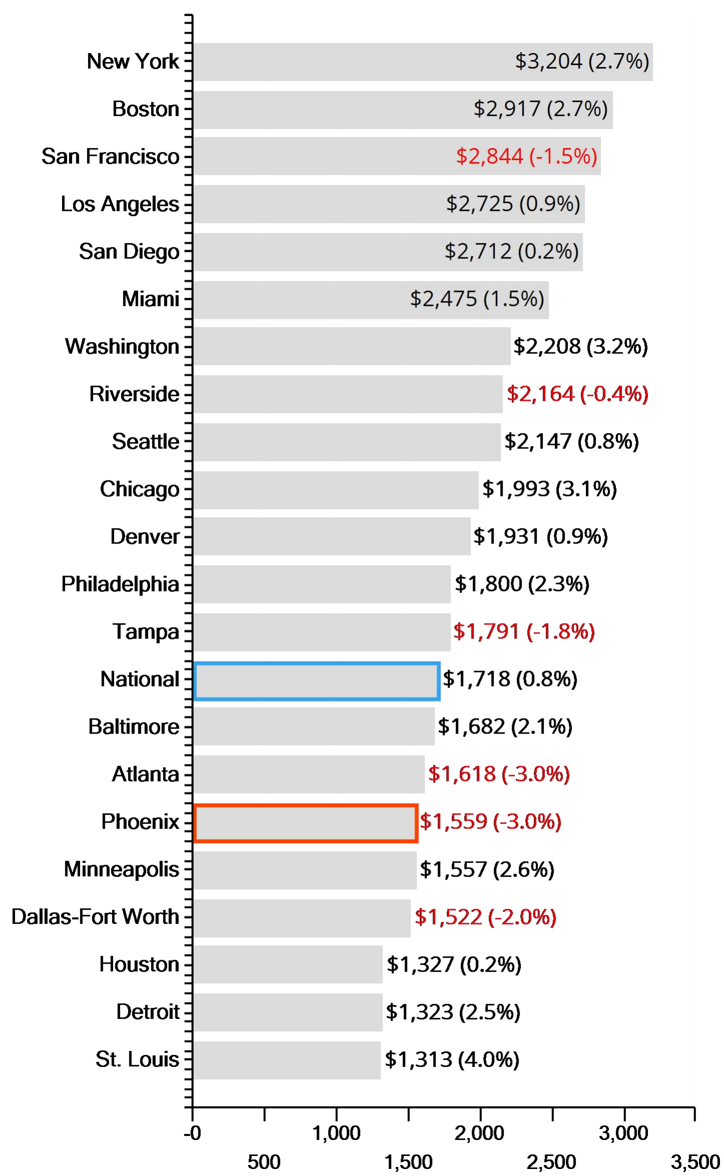
Stabilized and Lease-up Properties

Conventional Properties	Q2 2024	MSA Rank
Total Units	362,343	7
New Units	15,591	6
Units Absorbed (Annual)	9,453	4
Avg. Occupancy	86.4%	292
Avg. Occupancy Growth	-1.5%	198
Effective Rent	$1,559	86
Effective Rent Growth	-3.0%	360
% Offering Concessions	40.4%	10
Avg. Concession Package	7.0%	76

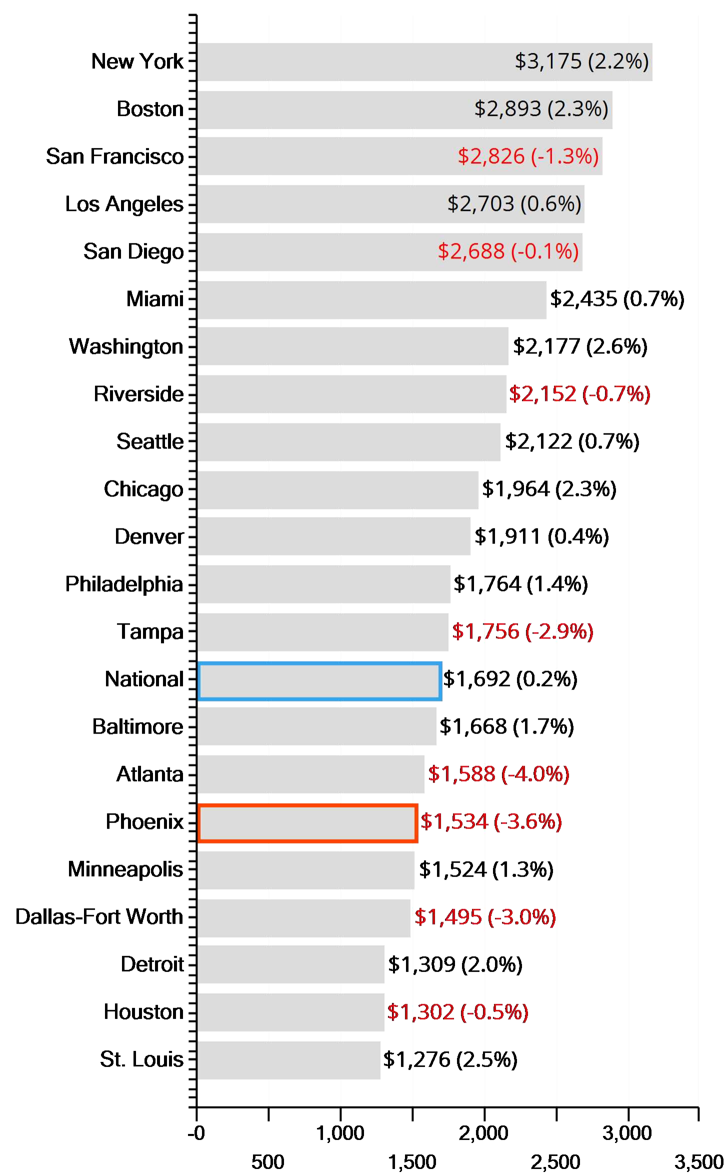
Stabilized Only Properties

Conventional Properties	Q2 2024	MSA Rank
Total Units	320,473	7
New Units	--	--
Units Absorbed (Annual)	-38	238
Avg. Occupancy	92.2%	291
Avg. Occupancy Growth	-0.2%	188
Effective Rent	$1,534	86
Effective Rent Growth	-3.6%	357
% Offering Concessions	37.4%	11
Avg. Concession Package	6.3%	81

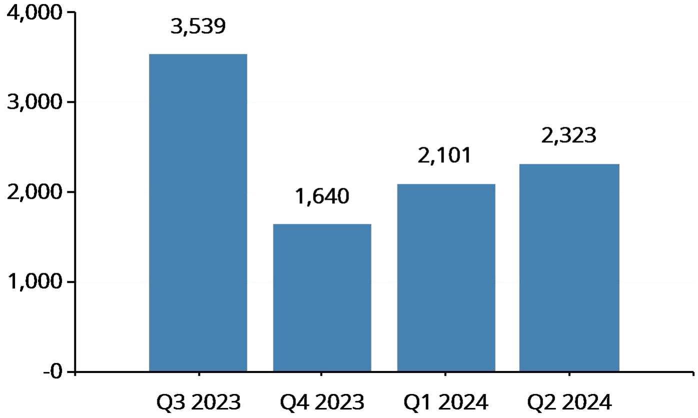
Effective Rent (Annual Chg)



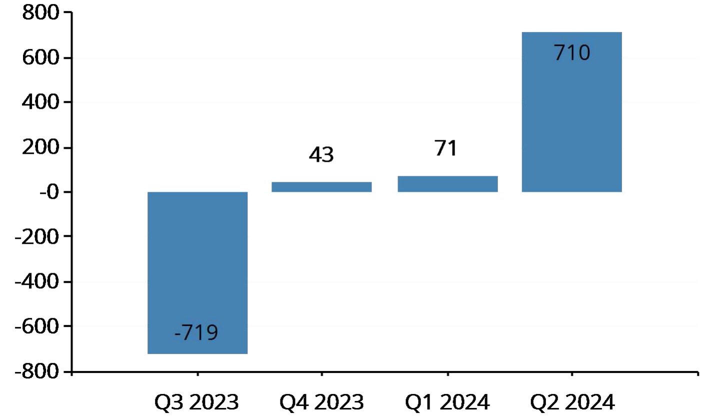
Effective Rent (Annual Chg) Stabilized Properties



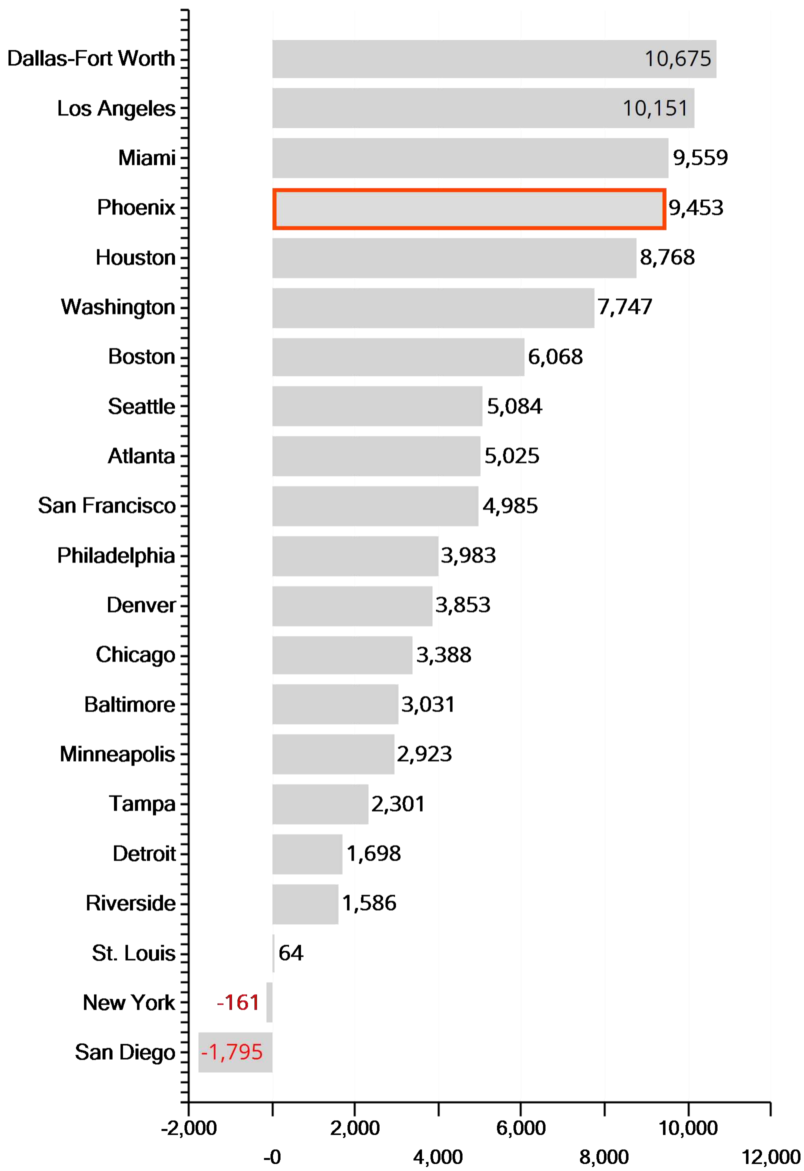
All Properties Quarterly Absorption



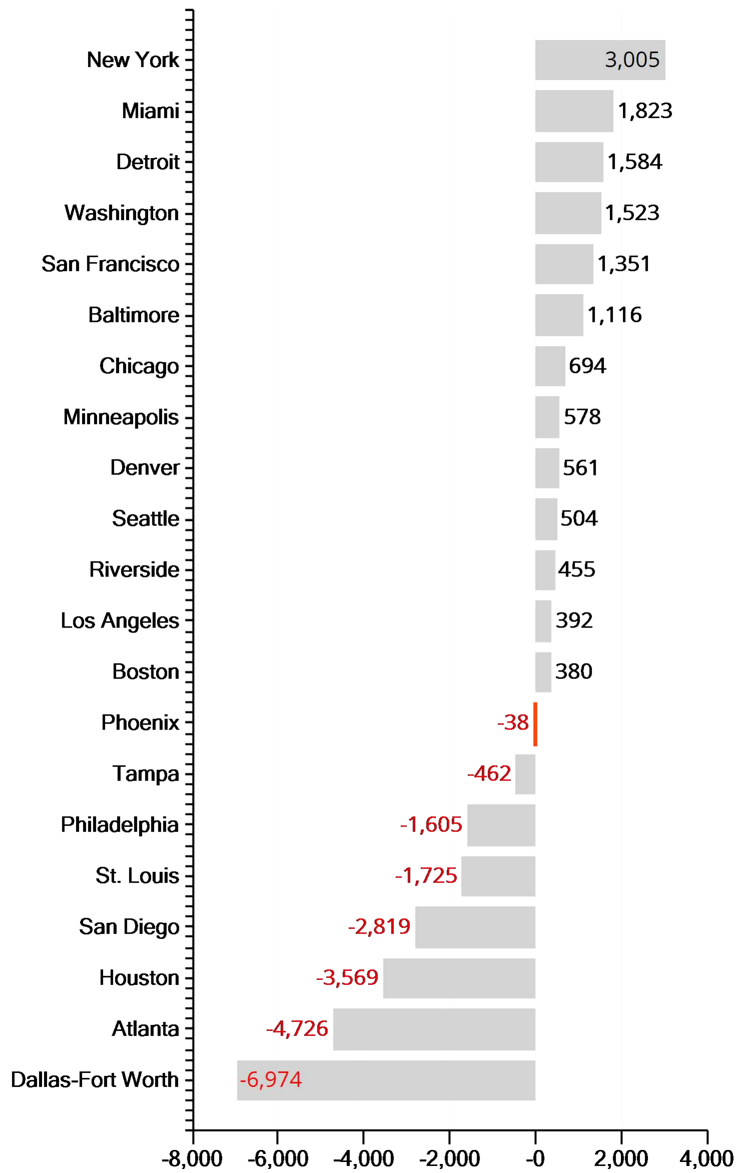
Stabilized Quarterly Absorption



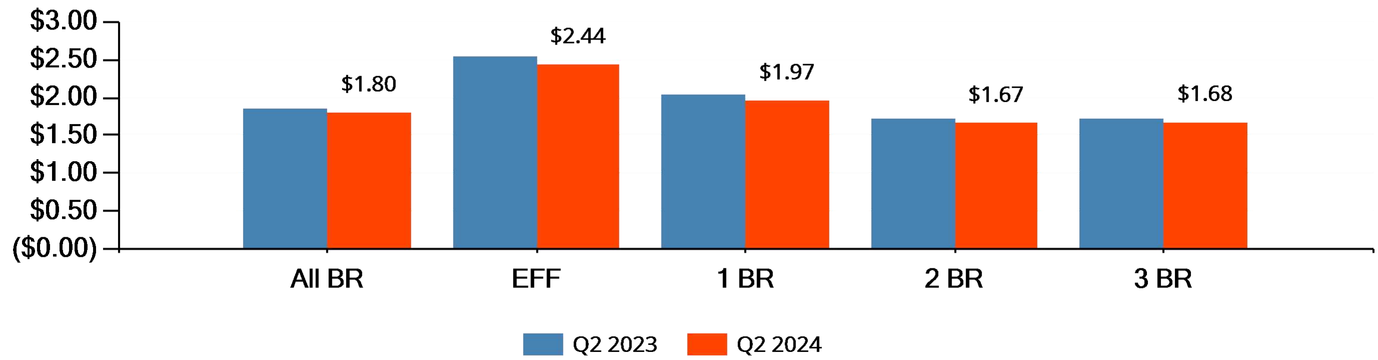
Annual Absorption - 20 Similar Size MSAs



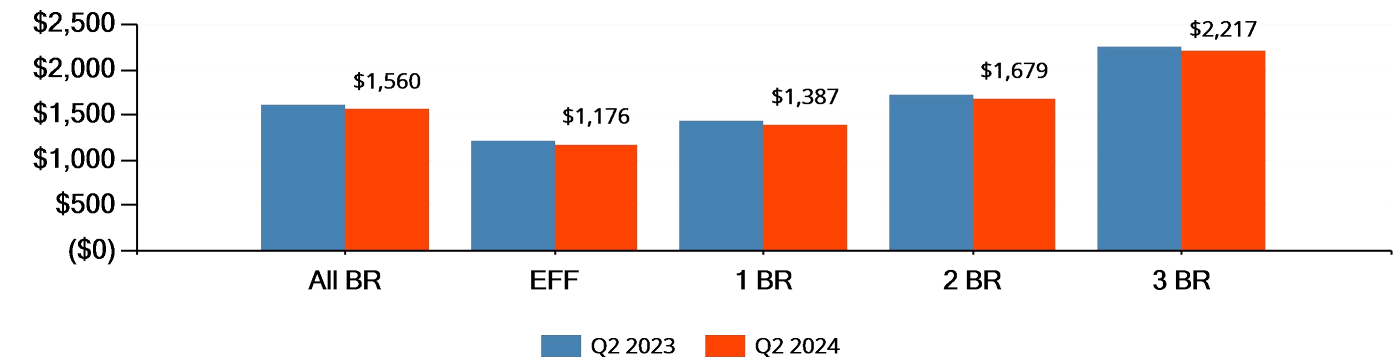
Stabilized Annual Absorption - 20 Similar MSAs



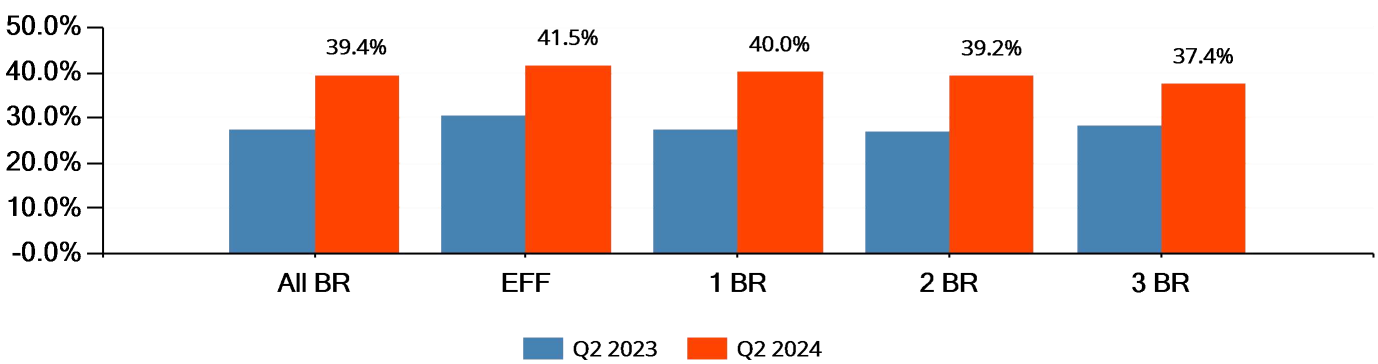
Avg Effective Rent by Floorplan Type (SqFt)



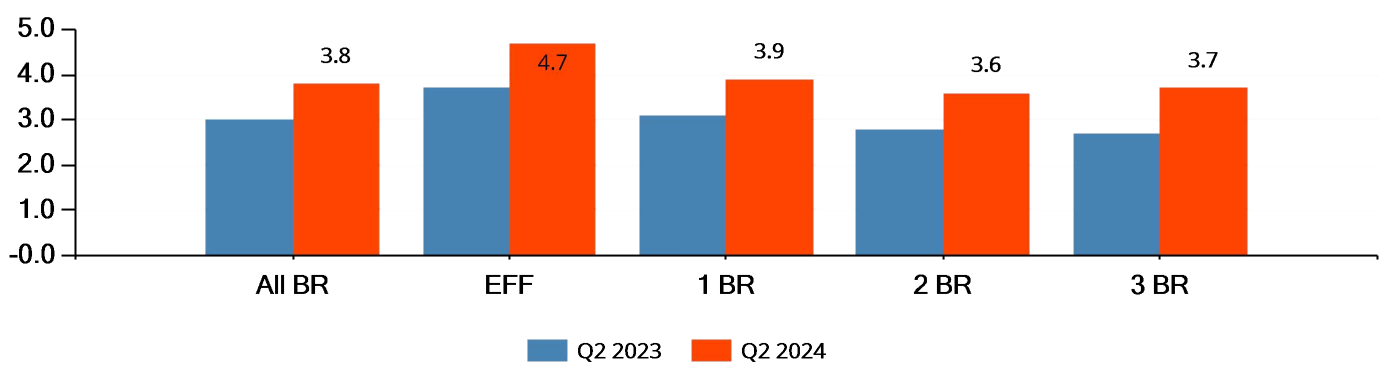
Avg Effective Rent by Floorplan Type (Unit)



Percent of Units Offering Concession

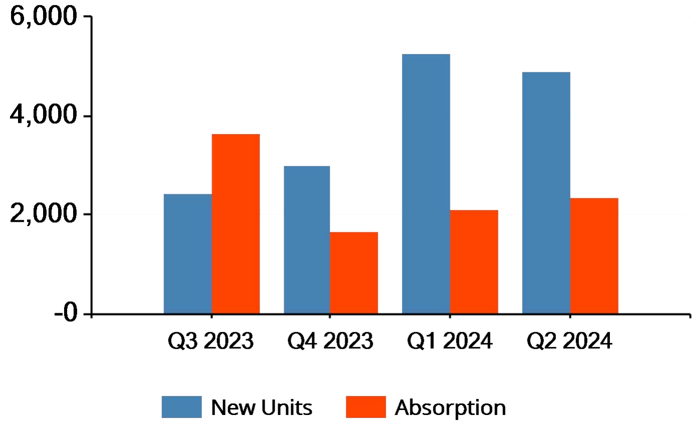


Avg Concession Package Offered (Weeks Free for 1-Year Lease)

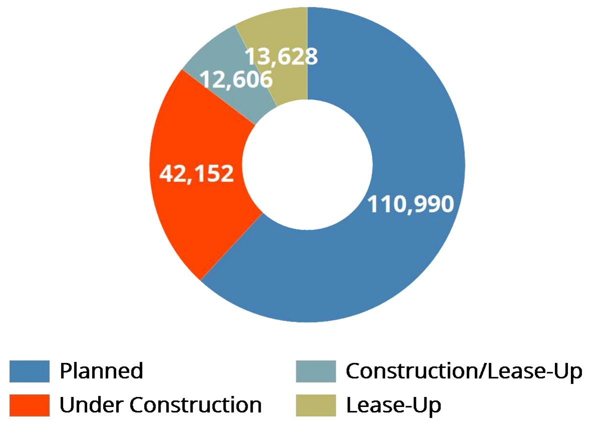


MSA Name	Pipeline Units	MSA Rank (out of 504)	Pipeline % of Market	Construction to Stable (months)	Lease-Up to Stable (months)	Lease-Ups Absorbed (units/mo)
Dallas-Fort Worth	219,353	3	23.0%	30.1	16.3	13
Miami	219,337	4	63.0%	32.8	16.8	13
Phoenix	179,376	5	46.0%	33.9	17.4	11
Atlanta	178,241	6	32.6%	29.8	15.9	12
Washington	171,358	7	28.9%	38.4	17.0	13

New Units vs Absorption (Qtr)



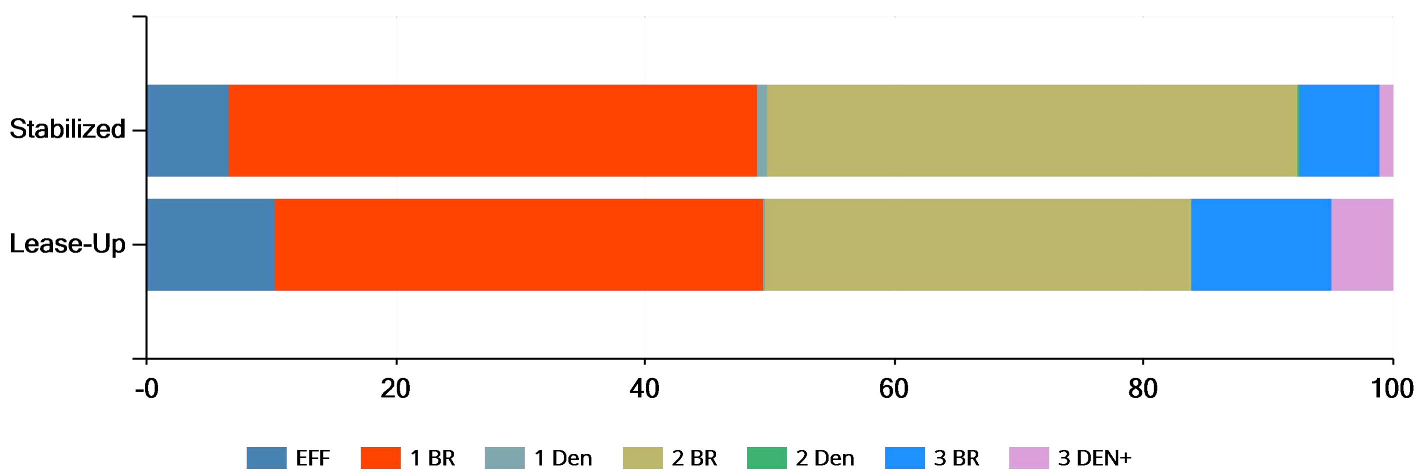
New Construction Pipeline



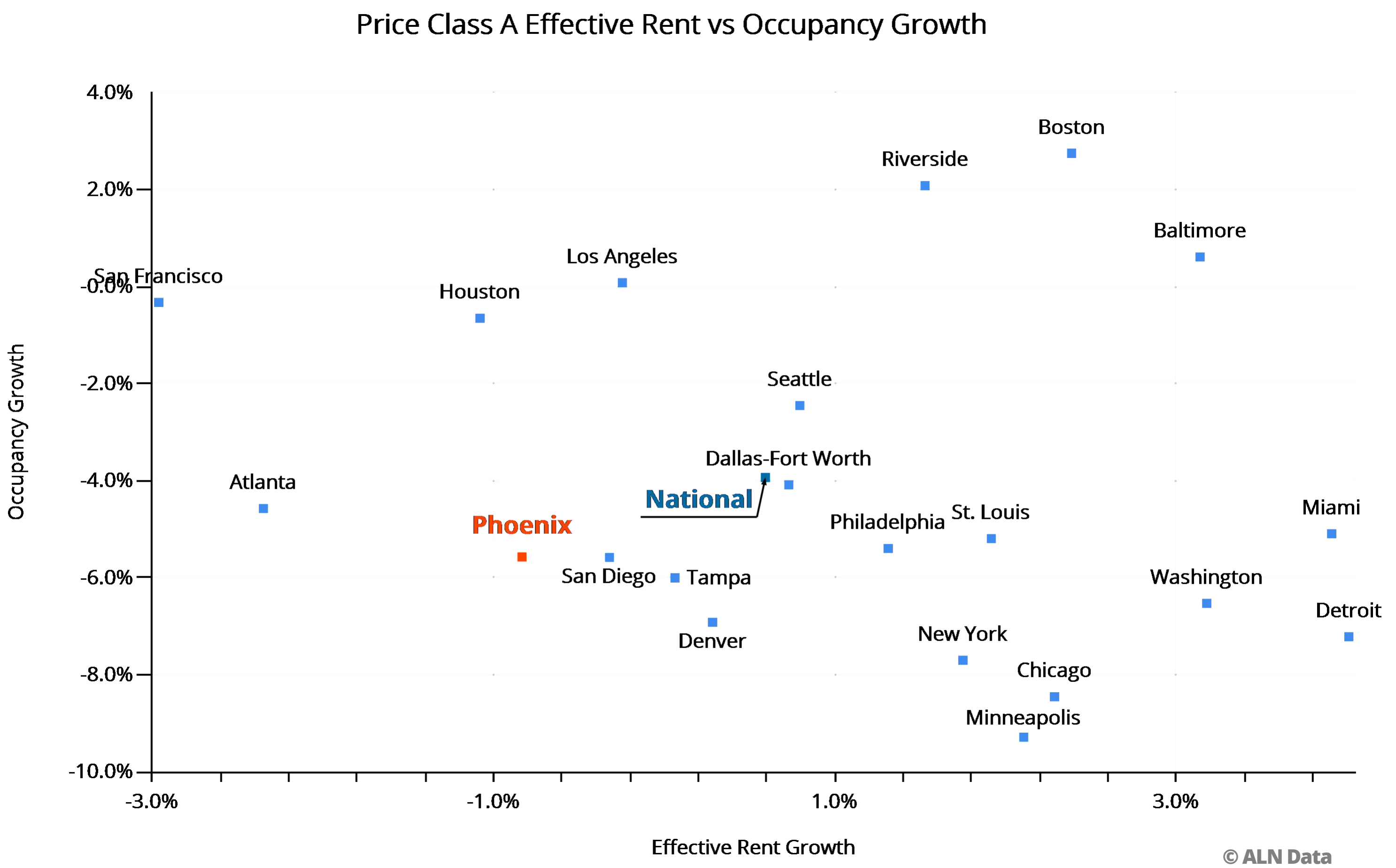
Submarket	% of MSA Pipeline
Goodyear - Avondale - Buckeye	15.7%
Downtown	8.8%
Gilbert	6.7%
ASU Area	6.6%
Scottsdale North	6.5%

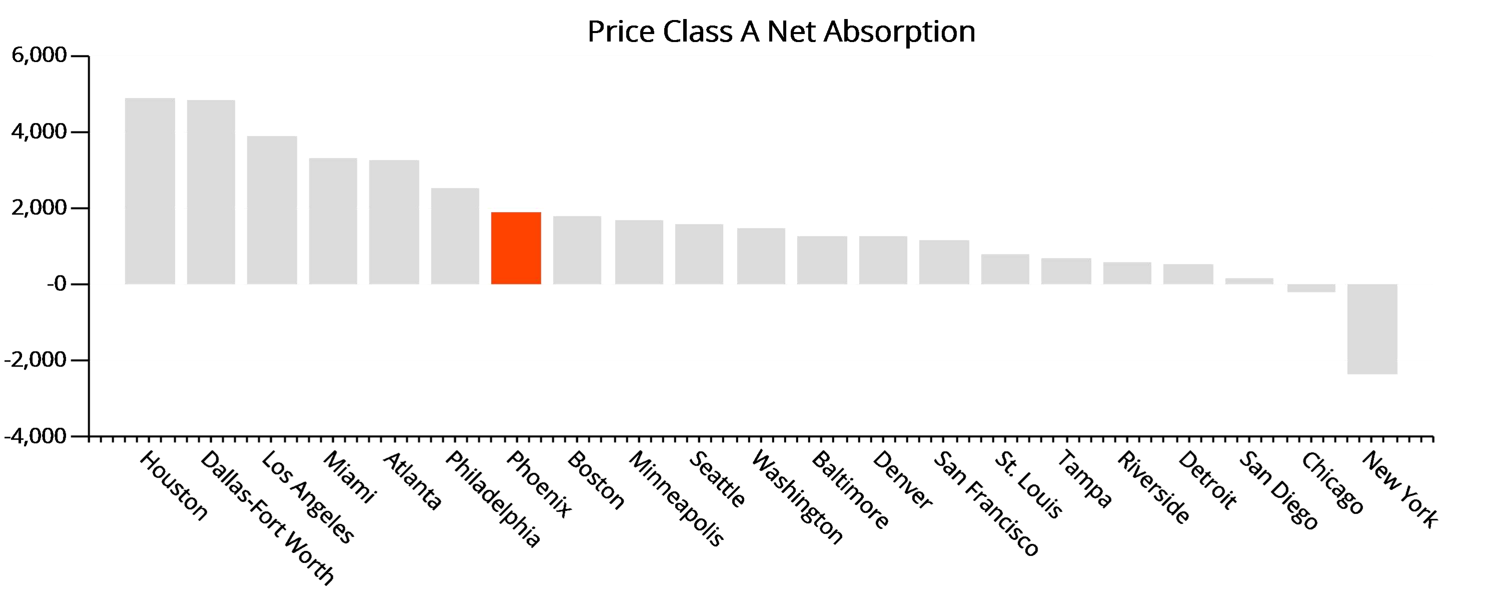
Property Type	# Projects	# Units
Garden	452	123,060
Mid-Rise	118	33,641
High-Rise	28	10,335
TBD/Unknown	65	12,340
Total	**663**	**179,376**

Unit Mix Stabilized vs Lease-Up Properties



	# Props	# Units	Net Absorption	End Occupancy	Occupancy Change	End Eff. Rent	Eff. Rent Change	% Offering Concessions	Avg. Concession Package
Class A	**179**	**40,570**	**1,861**	**79.4%**	**-5.6%**	**$1,835**	**-0.9%**	**32.4%**	**9.4%**
Class B	297	65,099	4,035	86.7%	3.7%	$1,629	-0.5%	40.1%	6.5%
Class C	565	134,052	3,440	88.6%	-1.0%	$1,554	-3.1%	38.8%	6.2%
Class D	447	103,292	374	86.8%	-3.0%	$1,413	-6.2%	45.9%	7.5%





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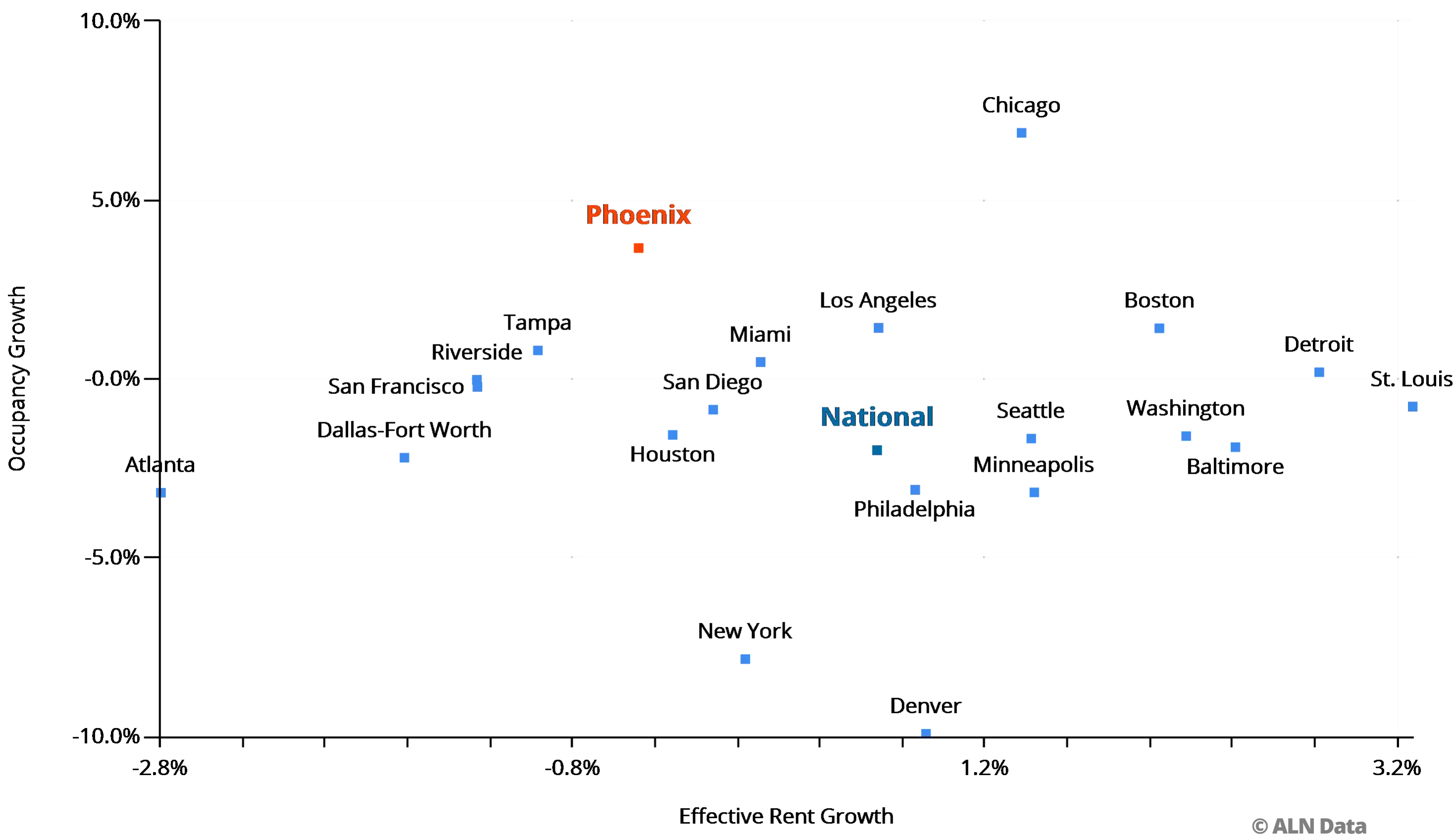
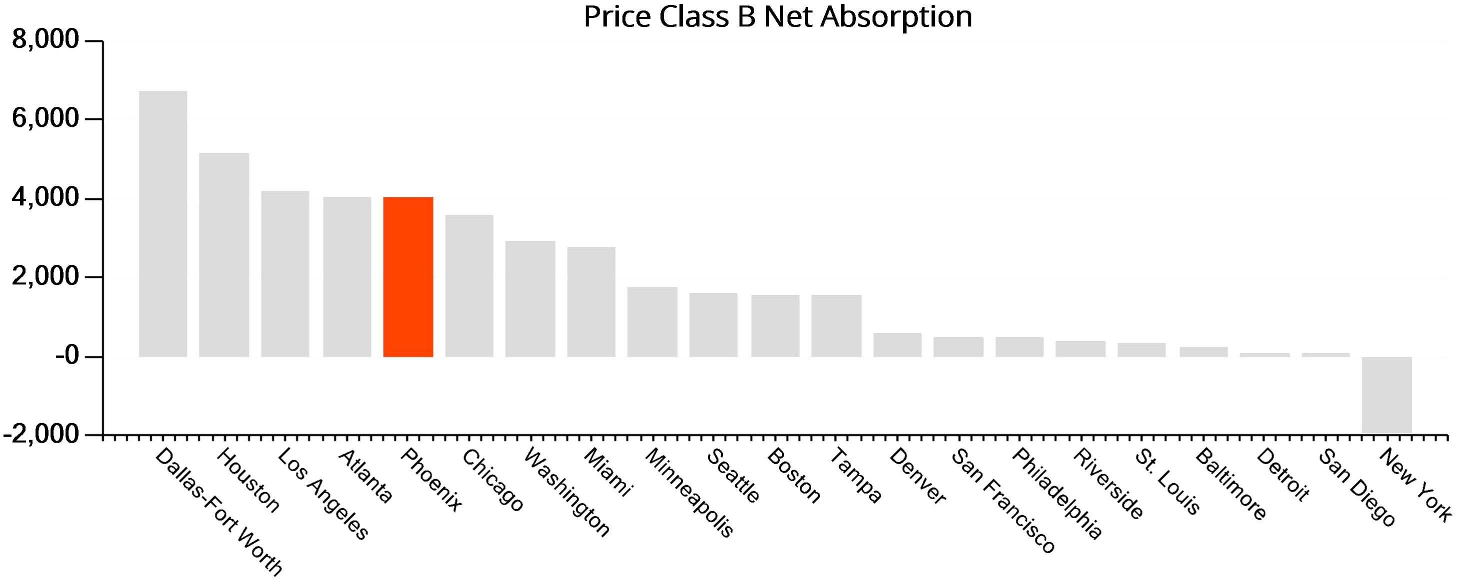
Price Class B Effective Rent vs Occupancy Growth



Price Class B Net Absorption



	# Props	# Units	Net Absorption	End Occupancy	Occupancy Change	End Eff. Rent	Eff. Rent Change	% Offering Concessions	Avg. Concession Package
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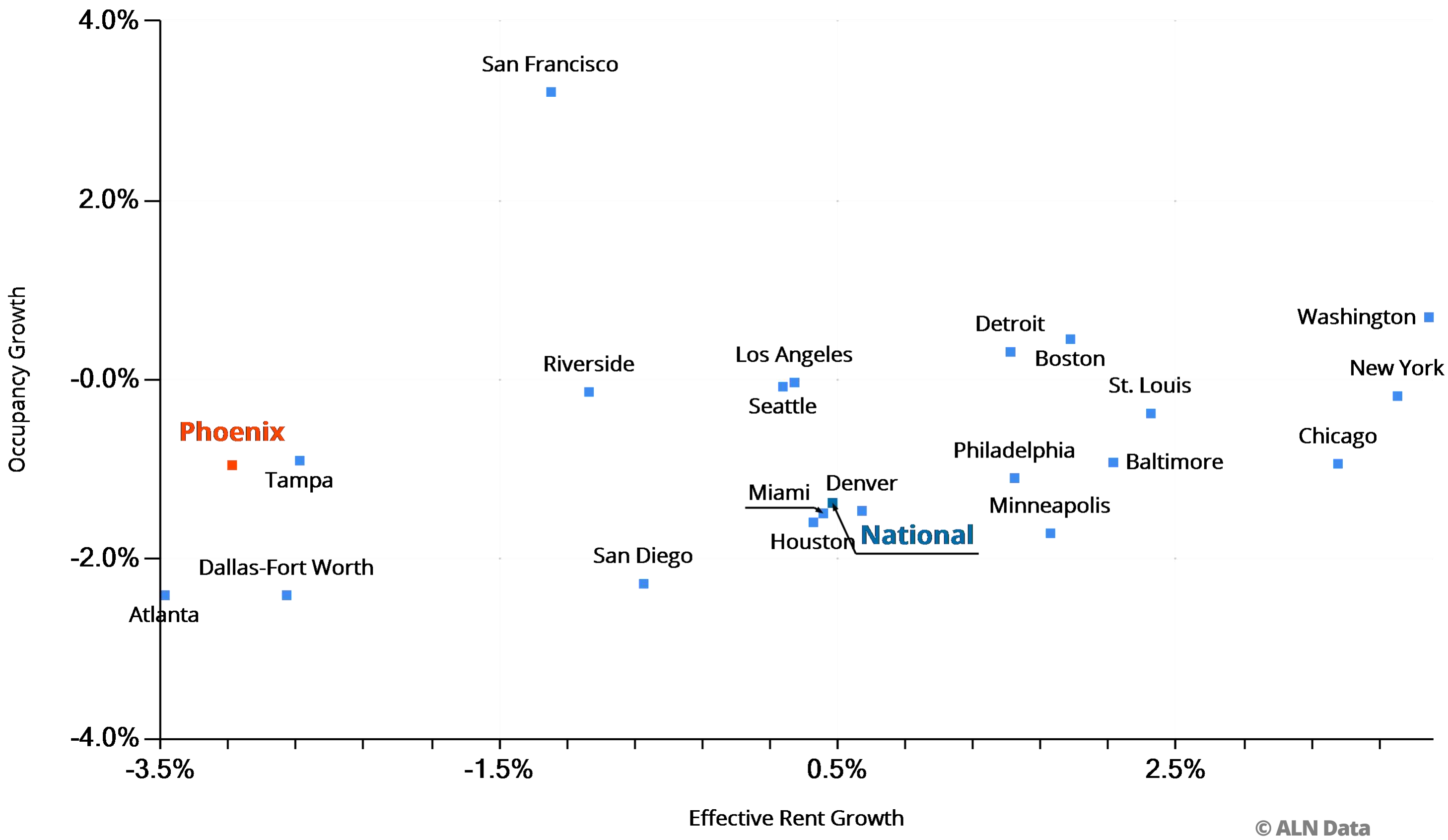
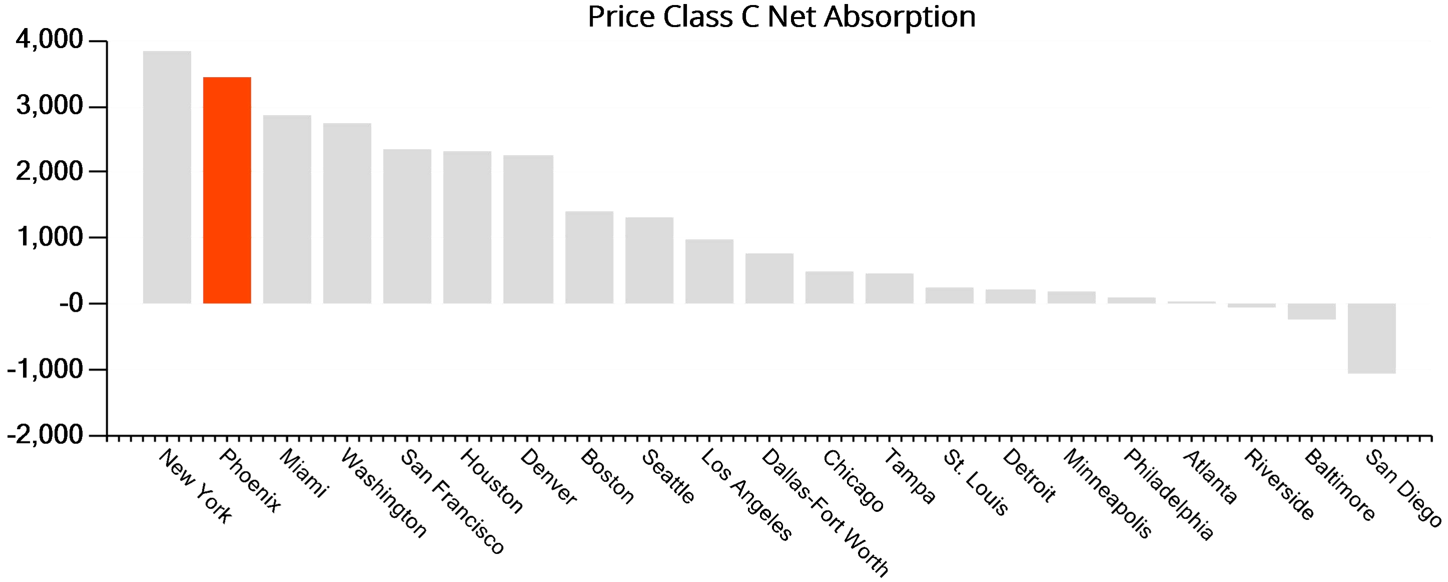
Price Class C Effective Rent vs Occupancy Growth

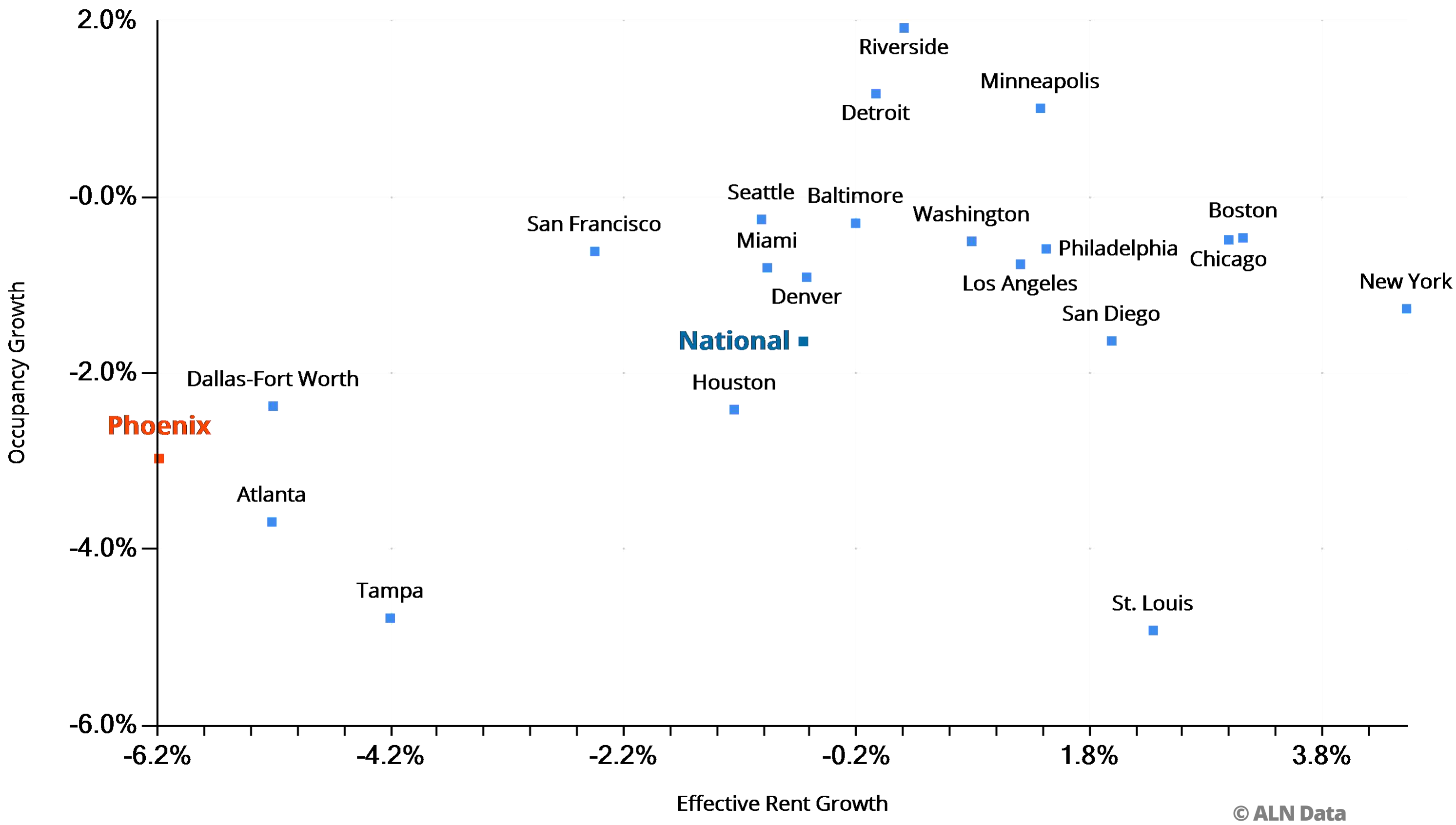


Price Class C Net Absorption

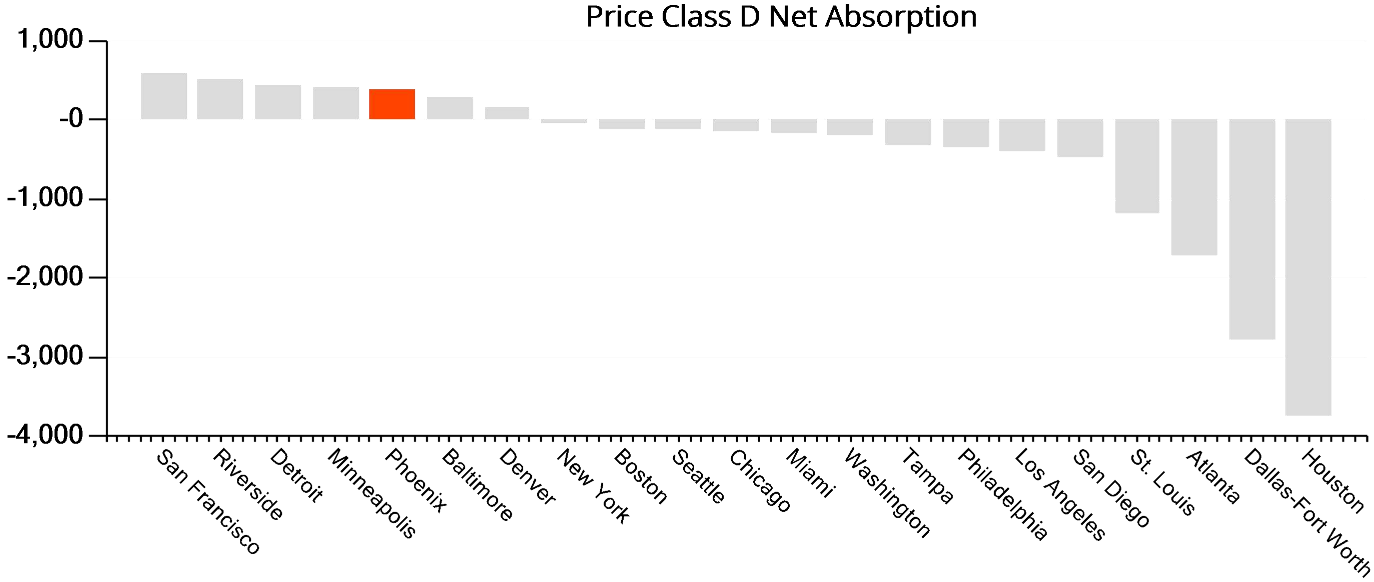


	# Props	# Units	Net Absorption	End Occupancy	Occupancy Change	End Eff. Rent	Eff. Rent Change	% Offering Concessions	Avg. Concession Package
Class A	179	40,570	1,861	79.4%	-5.6%	$1,835	-0.9%	32.4%	9.4%
Class B	297	65,099	4,035	86.7%	3.7%	$1,629	-0.5%	40.1%	6.5%
Class C	565	134,052	3,440	88.6%	-1.0%	$1,554	-3.1%	38.8%	6.2%
Class D	**447**	**103,292**	**374**	**86.8%**	**-3.0%**	**$1,413**	**-6.2%**	**45.9%**	**7.5%**

Price Class D Effective Rent vs Occupancy Growth



Price Class D Net Absorption



quarterly msa report

About Us

www.alndata.com

Established
1991

Headquarters
Carrollton, TX

Industry
Multifamily

Coverage
All 50 US States and DC
1000 Census MSAs (Metropolitan and Micropolitan)
Combined into 185 ALN Markets
190,557 Properties*
24,897,422 Units*
**stats change daily*

Newsletter
my.alndata.com/newslettersignup

Blog
alndata.com/blog

LinkedIn
linkedin.com/company/alnapartmentdata

Facebook
facebook.com/ALNApartmentData

Twitter
twitter.com/ALNAptData

Additional Information

With the inception of our Locator Program in 1991 and then ALN OnLine in 1993, our market coverage and platforms have grown to what ALN is known for today – market data with integrity. ALN has also developed two separate platforms specifically for Supplier Partners. Vendor Edge Plus is available in all markets across the country while Compass is a one-of-a kind nationwide Multifamily database.

All of our information is gathered by researchers, emails, faxes and data feeds from the owner/management companies. Information reflected today is available in our different database platforms.

From ALN's Research Team Call Centers in Dallas/Fort Worth and Mayfield, Kentucky to our sources within our markets that ALN diligently tracks, each completed survey has gone through a number of proprietary data checks that assure the information collected is correct. Information is obtained from sources deemed reliable; however, ALN Apartment Data provides neither warranties nor guarantees.

ALN's product set consists of conventional, affordable, senior (independent and affordable), student and military housing.

Vendor Edge Plus, ALN OnLine and Locator programs reflect 50+ unit properties. Compass reflects 1 unit or greater. ALN's database contains all property age categories.

ALN continues to provide multifamily professionals the tools they need to make data driven decisions and stay competitive in the nation's fastest growing markets. We are consistently updating and redefining our data to ensure our quality holds true for your expectations.

ALN OnLine
Management Companies, Brokers, Lenders, Appraisers, Tax Assessors, Acquisitions, Dispositions, Developers, Government Agencies, and more

Vendor Edge Plus & Compass
Multifamily Suppliers

Locator
Apartment Locators

Affiliate
Apartment Associations