



Two weeks in a row with lots of sales. Some with seller financing and one for a loss from a 2022 purchase. Always appreciate comments. Best, Jim Kasten, CCIM

EXPERIENCE - TRACK RECORD - DEDICATION - NATIONAL EXPOSURE

Metro Phoenix 10+ Apartment Sales for weeks ending 6/27 & 7/4/2025

Address Name	Sold Date Sold Price	Units Price/Unit Unit Mix	Size (SF) Price/SF Year Built	Comments
17030 N 49th St., Scottsdale, Avana Desert View Apts	6.27.2025 \$119,000,000	412 \$288,835 144 1/1, 196 2/2 72 3/2	384,288 \$309.66 1996	39 2 & 3-story bldg's, \$41,650K down (35%), \$77,500K M&T Realty new loan
850 N Meridian Rd., Apache Jctn., Jafra Apts	6.27.2025 \$3,100,000	21 \$147.62 21 2/1	15,854 \$195.53 1987	4 1-story brick bldg's, \$805K down (26%), \$2,295K Walker & Dunlop new loan
4404 W Bethany Home Rd., Gndl, Park West Apts	6.27.2025 \$9,500,000	85 \$111,765 1 st, 24 1/1 60 2/1	65,608 \$144.80 1969	6 2-story bldg's, \$2,850K down (30%), \$6,650K seller carry
1550 E Campbell Av., Phoenix Level at Sixteenth	6.30.2025 \$61,500,000	240 \$256,250 46 st, 102 1/1 92 2/2	223,890 \$274.69 2009	9 4-story bldg's, No financing reported. June 2021 sold for \$69,100,000
7119 N 67th Av., Glendale	6.30.2025 \$976,000	11 \$88,727	8,480 \$115.09 1958	3 bldg's, \$50K down (5%), \$926K seller carry
13605 N 20th St., Phoenix Lookout Mountain	7/1/2025 \$2,050,000	14 \$146,429 14 2/1	10,786 \$190.06 1985	3 1-story bldg's Rpt'd vac. 14.3%



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Reported sales for 10+ unit properties. All information believed accurate but not guaranteed.

Apartment Market and Sales Insights

- **Rents, Occupancy and Concessions** - As of Q2 2025, rents over the past three years, for all class properties, have declined an average of 5%. Since a high of

96.2% in Q3 2021, occupancy is now holding around 93%. The current average lease concessions are 10% of the annual rent, with the highest concessions reported for Downtown Phoenix, Mesa Airport, Litchfield and Goodyear.

- **Sun Belt and Phoenix Dominate BTR Construction** - Metro Phoenix is the top-ranked market for homes being built-to-rent (BTR) in the US. There are 11,500 units Under Construction and Phoenix is considered the birthplace of BTR. Dallas is a distant 2nd with 5,500 units (RealPage).
- We also provide Interactive Maps and Downloadable Lists for currently advertised [**Apts For Sale**](#), details of [**Prior Apt Sales**](#) and the [**New Apt Construction Pipeline**](#).

Interactive Maps and Lists

[For Sale](#)

[Prior Sales](#)

[Construction](#)

Recent Apartment Owner's Newsletter

[Q1 2025 Metro Phoenix Apt Owner's Newsletter](#)

Videos

[Event & Market Videos](#)

We had professional videos shot for our [Oct Apt Town Hall Meeting](#). These videos include Zach Haptonstall's (Rise 48) amazing syndication success story plus intros to some of our trusted partners that are exceptional resources for apt. mgmt., title & escrow, lending, insurance and DST's.

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