

Showcasing

ARIZONA

2018 RESOURCE GUIDE

Sedona



Phoenix



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Economic Development
& Investment in Arizona

showcasearizona.com





Greetings MIPIM Attendees and Exhibitors!

It's so exciting to once again showcase the great state of Arizona at MIPIM 2018. I extend an invitation to all readers of this publication to chat with our expert associates, and of course, to see our beautiful state up close and in person!

When you visit Arizona in the coming year, you'll experience spectacular views from an oasis across the desert floor to snow-capped mountains surrounding a valley and connecting corridors. You'll begin to understand why so many people locate their businesses and take up residence in Arizona. It gets BETTER! The latest report from Colliers International (Feb. 2018), regarding emerging industrial markets in the U.S., named Arizona (specifically the Phoenix-metropolitan area) a national leader and a market to watch.

A robust demand is forecast to continue in 2018. This is due in part to our logistic advantages, a strong economy and a population that continues to grow. Additionally, the region just moved up in rank and is now the fifth largest city in the U.S. It's the High Tech industry (among other leading industries) that's spurring expansion and makes the Phoenix-metropolitan area the second in the nation for current job growth.

Without a doubt, the upsurge of commercial real estate is supported by local thriving communities, job growth, appealing climate, diverse culture and top talent in the highest-ranking industries, and innovative academic institutions. Additionally, many of the diverse regions of our state play host to a myriad of annual, special events—some are community-based, while others are recognized globally or nationally. These types of events boost perennial interest in the respective regions and are more reasons companies flourish in Arizona!

For all these reasons and more, many investors find interest in our state and we know you will too!

Thank you for stopping by and for your interest in Arizona. Don't forget to take some time to view our resources available on www.showcasearizona.com. Get to know us, our real estate association, our vast professional membership, and of course, our great state. Then you'll know why investments are more secure, well-supported and thrive in Arizona.

Best regards,
Becca Linnig
2018 President
Scottsdale Area Association of REALTORS®

Sources:
<http://colliers-emergingindustrial2018.brandcast.com/home/section6993>
<https://azbex.com/phx-leading-emerging-industrial-mkt/>



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+Saaronline

WELCOME

ARIZONA



The Grand Canyon State ... Valley of the Sun ... A sports mecca. These are just three accurate descriptions which have become common phrases when referring to Arizona. Each of these images attracts innumerable large volumes of consumers year-round. And there's even more appealing variety in the state when it comes to commerce.

Known for the "Five Cs"—climate, copper, cotton, cattle & citrus—Arizona is also rapidly expanding a few more "Cs": commercial corporate center and communities. All these industries have ample opportunity to thrive in an environment that offers a live-work-play theme, not to mention the nearly 300 days of sunshine per year!

And just as exciting, the state continues to lead the U.S. real estate market; a position that's supported by purchasing power arising from two of America's largest generations—baby boomers (ages 51-69) and millennials (ages 18-34). All these facts and more make Arizona an undeniable attraction. Come see us!

The Valley is poised to become the **national market leader in real estate sales**. Strong local economies and population growth are helping to fuel sales, which are expected to rise 4.7 percent beating the national average.*

Phoenix is the **fifth largest economy** in the United States with emerging markets of technology, manufacturing, bioscience and more. Add a skilled workforce and an entrepreneurial spirit and you have what equates to a thriving economy!

Source:
*<http://www.Realtor.com>



Arizona strikes a balance between economic structure and aesthetic appeal.



- So much to see and do!
- More than 300 golf courses: traditional links-style layouts and target courses.
- Arts and cultural districts in various municipalities.
- Parks and preserves and more wide-open spaces.
- Phoenix revitalization projects keep the capital city up-to-date and highly livable.



General Statistics

	Phoenix Metro Area (Maricopa County)		Arizona State	
	Est.	Percent	Est.	Percent
Acres	5,903,011	---	72,975,297	---
Median Household Income	\$55,676	---	\$51,340	---
Total Workers 15 Plus	2,670,123	65.30%	4,311,678	64.10%
Median Age	35	---	37.1	---
20 to 24	284,690	7.0%	483,124	7.2%
25 to 34	581,921	14.2%	899,711	13.4%
35 to 44	542,527	13.3%	835,719	12.4%

As of 2016

- A constantly evolving and thriving economy.
- Outstanding public services enhance Arizona neighborhoods and livability.
- Economic development programs receive high priority and continuous funds including revenues, bonds, community reinvestment and operating funds.
- Phoenix Parks, Recreation and Mountain Preserves programs includes constructing, improving and renovating city amenities, acquiring land for the Sonoran Preserve and future amenities as well as related infrastructure improvements.
- More infrastructure priorities include creating and maintaining inter- and intra-city transportation; and operating and maintaining public utilities and facilities.
- A proven "hot spot" for innovators and entrepreneurs, Arizona continues to grow and strengthen its economic performance regarding high-tech and innovative industries. The leading employment sectors include aerospace & defense, semiconductors, electronics and software/information technology.

Topography and Temperatures

Arizona offers approximately 114,000 square miles of diverse lands in which to live, work, play and discover! With lakes and deserts, valleys and mountains, forests and plateaus, the state is a place of year-round activity including water and snow skiing, hiking, biking, running, off-roading, horseback riding, golfing, camping, photography and more!

- Arizona has a dry climate, with little rainfall.
- Temperatures vary greatly from place to place, season to season, and day to night.
- Average daily temperatures have a wide range ...

... in the southwestern desert ...

- January: 43° to 67°F (6° to 19°C)
- July: 81° to 106°F (27° to 41°C)

... in the interior uplands ...

- January: 14° to 41°F (-10° to 5°C)
- July: 50° to 81°F (10° to 27°C).



● The elevation changes of Arizona's terrain spans 12,563 feet.



- Arizona is home to the largest contiguous Ponderosa pine forest in the world.



- Highest elevation: Humphreys Peak, 12,633 feet.



- Lowest elevation: Colorado River, 70 feet.



● This arid region of the Sonoran Desert reaches its approximate northern limit at the Mexican border, with Arizona to south and Sonora, Mexico to the south.

Tom Wiewandt

Arizona and the Greater Phoenix area offer an array of amenities and attractions that rivals bustling urban and suburban regions.

From fine arts to major sporting events and unique dining, the region offers something for everyone.

- With a premier professional ballet company creating, performing and teaching outstanding classical and contemporary pieces, Ballet Arizona is dedicated to preserving and celebrating classical dance while creating and commissioning new innovative works.
- High quality musical experiences from the Phoenix Symphony enrich the lives of residents, enhance the culture, and educate and strengthen the next generation.
- Fostering the growth of performing arts in Phoenix, The Herberger Theater Center is the premier performance venue, arts incubator and advocate.
- Major attractions including the Musical Instrument Museum, Barrett-Jackson Classic Car Auction, Fiesta Bowl, Waste Management Phoenix Open for the PGA Tour, and hundreds of concerts and performances draw thousands of visitors to the region each year.
- From food trucks to five-star restaurants, Phoenix is a haven for foodies.
- Arizona has an emerging craft beer scene that is putting the state on the map.
- With more than 300 days of sunshine annually, Arizona offers a wide variety of outdoor activities.



6 The state of Arizona is home to six professional sports teams, including the NFL, MLB, NHL, NBA, WNBA and USL.

30 With more than 30 craft breweries in the region, there are ample beer selections on tap.

25 An average commute time of less than 25 minutes allows you to spend more time doing what you want to do.



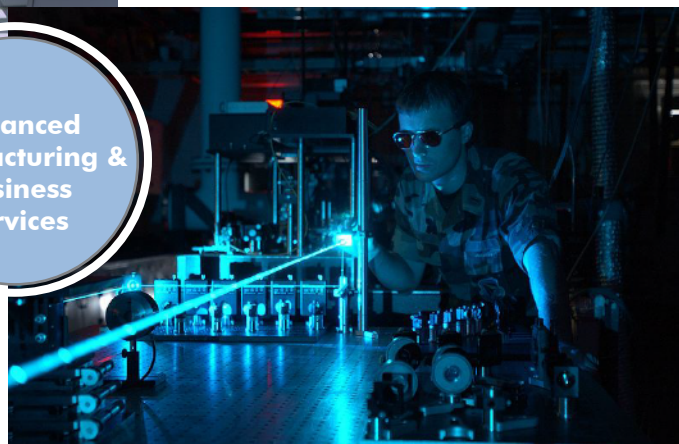
Arizona is headquarters or the operating center for thriving industries, which include: Research & Development, Advanced Manufacturing & Business Services, Aerospace & Defense, Technology & Innovation, and Bioscience & Healthcare.

Arizona ranks among the **Top 10** states for employment in the most advanced industries:

**Research
& Development**



**Advanced
Manufacturing &
Business
Services**



**Aerospace &
Defense**



**Technology
& Innovation**



**Bioscience
& Healthcare**



Our universities and colleges play a major role in our premier workforce.



Arizona State University (ASU) is ranked the **#1 most innovative institution** among national universities by U.S. News & World Report.

ASU is home to the world's first Global Institute of Sustainability and the world's largest solar testing and certification project, TUV Rheinland PTL.



Thunderbird School of Global Management has received top rankings over the years from multiple leading sources for its programs and degrees. Its accreditation is recognized worldwide and more than 43,000 individuals in nearly 150 nations are active in the alumni network.



Maricopa Community Colleges are the largest provider of healthcare workers and job training in Arizona.

Midwestern University trains approximately 3,500 healthcare students each year and Tucson-based University of Arizona opened a medical school on the Downtown Phoenix Biomedical Campus. Northern Arizona University has joined the Biomedical Campus with a physician-assistant program and a physical-therapy program. In addition, ASU and Mayo Clinic have a joint medical school on Mayo Clinic's North Scottsdale campus.



“SkySong, the ASU Scottsdale Innovation Center, is home to a global business community that links technology, entrepreneurship, innovation, and education to position ASU and Greater Phoenix as global leaders of the knowledge economy.”

Sources:

<https://thunderbird.asu.edu/global-impact/vision-history>
<http://www.riosalado.edu/about/Pages/collegeofyou.aspx>
<https://naui.edu/chhs/phoenix-biomedical-campus/>
<https://schoolsustainability.asu.edu/>
https://sustainability.asu.edu/research/project/tuv_rheinland_ptl_llc/
<http://balletaz.org/mission/>
<https://phoenixsymphony.org/about-us/vision--mission--values->



OPERATING COSTS

The Phoenix-metropolitan area offers a strong pro-business climate, which includes aggressive tax credits and incentives to programs designed to increase capital.

- ★ | lowest costs for labor in the U.S.
- **32%** | operational costs of up to 32% less than California
- **100%** | Phoenix cities offer expedited permitting 100% of the time



KEY INDUSTRIES & OPERATIONS

Thriving industries in the state attract a skilled, collaborative and entrepreneurial workforce. Organization headquarters/operating centers for:

- aerospace and defense
- technology and innovation
- logistics and distribution
- bioscience and healthcare
- research and development
- advanced manufacturing and business services



DEMOGRAPHICS & WORKFORCE

A skilled, diverse workforce, prepared for in-demand disciplines in emerging industries with a population growth outpacing the national average.

- ★ | top-ranked workforce quality and availability in the U.S.
- **35.4** | a median age of 35.4
- **6** | sixth youngest metro in the U.S.
- **5** | Phoenix is the fifth largest city in the U.S.



INVESTMENT, COMMERCE AND CONNECTIVITY

Investment market rose steadily throughout 2017 with cap rates compressing overall. Demand fueled an increase in rents across all sectors. 2017 was the strongest year of retail net absorption since 2007, with 2.8 million square feet absorbed.

- Vacancy rates are 6% multi-family | 8% industrial | 16.1% office | 18.4% retail
- Transactions and sales ↑ 15% from 2016
- Rents ↑ 2.2-6.8% from 2016
- Cap rates compressed ↓ 5.5-7%

Multiple airports including nine primary international/commercial airports reaching international locations offering connectivity to anywhere in the world.

Sources:

<https://www.gpec.org/doing-business-here/infrastructure/>
<https://www.gpec.org/doing-business-here/operating-costs-incentives/>
<https://www.gpec.org/doing-business-here/demographics-workforce/>
<https://www.census.gov/newsroom/press-releases/2017/cb17-81-population-estimates-subcounty.html>
<https://www.census.gov/content/dam/Census/newsroom/releases/2017/cb17-81-table3-most-populous.pdf>
<https://www2.colliers.com/en/research/phoenix/2017-Q2-Greater-Phoenix-Investment-Market-Report>
<http://www2.colliers.com/en/research/phoenix/2017-Q4-Greater-Phoenix-Multifamily-Market-Report>
<http://www2.colliers.com/en/research/phoenix/2017-Q4-Greater-Phoenix-Retail-Market-Report>
<http://www2.colliers.com/en/research/phoenix/2017-Q4-Greater-Phoenix-Industrial-Market-Report>
<http://www2.colliers.com/en/research/phoenix/2017-Q4-Greater-Phoenix-Office-Market-Report>
<http://www2.colliers.com/en/research/phoenix/2017-December-Land-Sales-Snapshot-Greater-Phoenix>

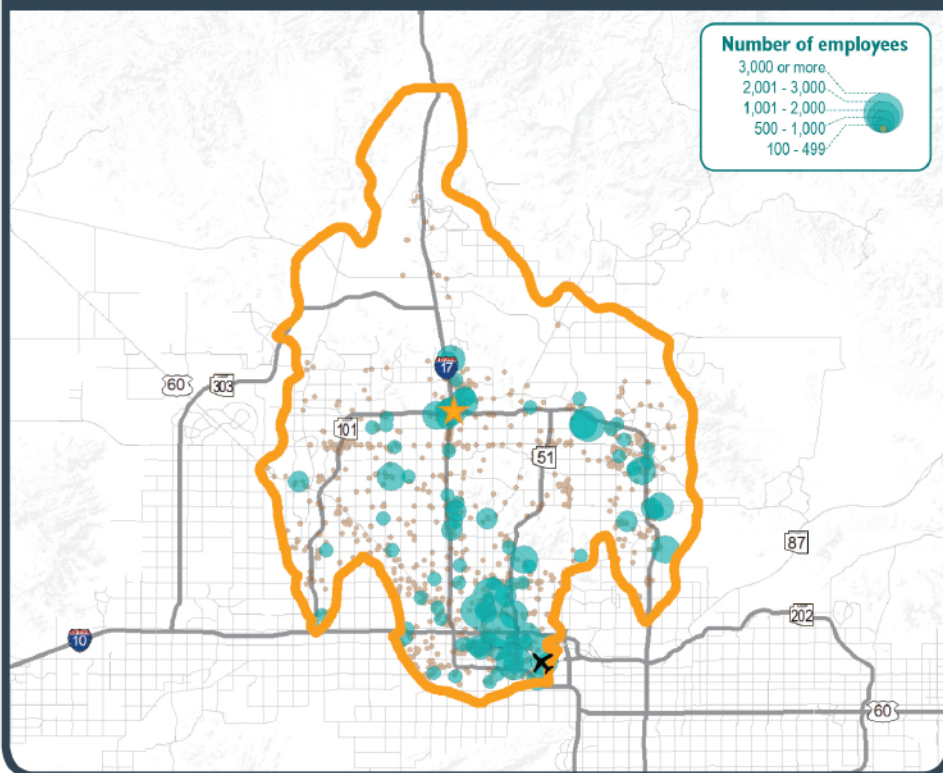
Commute Shed Analytics

30 Minute A.M. Inbound Travel Time to Loop 101 and I-17, Phoenix



This report shows information for the area from which a worker can normally commute in 30 minutes or less to a location near Loop 101 and I-17, Phoenix on a weekday morning. The boundary is referred to as a commute shed.

Employer Locations in the Commute Shed



Employers in the Commute Shed

The map to the left shows the locations of each employer with five or more employees within the commute shed. The size of the dot indicates the size of the employer based on its total number of employees.

26,540

Total Employers

774,750

Total Jobs

For employers with five or more employees

Top Private Employers	Jobs
Banner Health	14,860
American Express	7,270
Honeywell	6,860
Honorhealth	6,610
Dignity Health	5,760
Walmart	5,530
Wells Fargo	5,470
Bank Of America	5,300
Jpmorgan Chase Bank National Association	5,240
Frys Food Stores	5,050

Source: 2016 MAG Employer Database

Does not include employers in the public or education sectors

Top 10 Industry Clusters

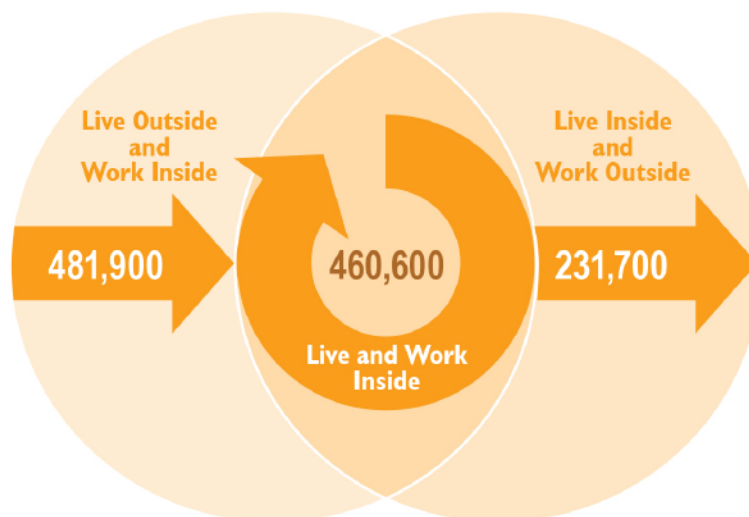
Industry Clusters group employers by their main industry. Listed below are the top ten industry clusters for businesses located within the commute shed. Ranking is based on total jobs for each cluster within the commute shed.

Industry Cluster	Businesses	Jobs
Business Svcs	3,600	102,970
Health Care	3,070	98,280
Finance, Insurance, & Real Estate (FIRE)	2,480	87,180
Consumer Svcs	4,640	80,740
Retail	3,100	76,760
Government, Social, & Advocacy Svcs	1,870	70,460
Construction	2,380	59,560
Education	1,100	54,090
Transportation & Distribution	1,500	41,480
Hospitality, Tourism, & Recreation	760	30,860

Source: 2016 MAG Employer Database

Worker Commute Flows

for workers living and/or working in the commute shed



Source: U.S. Census Bureau, Longitudinal-Employer Household Dynamics Program (LEHD) Origin-Destination Employment Statistics (LODES)

Major Occupations of Residents in the Commute Shed

for the civilian employed population (workers) 16 years and over

Occupation Category	Workers	Pct	Occupation Category	Workers	Pct
Arts, design, entertainment, sports, and media	13,180	1.7	Installation, maintenance, and repair	23,780	3.2
Building and grounds cleaning and maintenance	36,830	4.9	Management, business, and financial	122,400	16.2
Community, legal, and social service	21,870	2.9	Material moving	14,700	1.9
Computer, engineering, and science	38,740	5.1	Office and administrative support	108,070	14.3
Construction and extraction	38,790	5.1	Personal care and service	30,210	4.0
Education, training, and library	36,210	4.8	Production	30,830	4.1
Farming, fishing, and forestry	1,920	0.3	Protective service	15,240	2.0
Food preparation and serving related	44,550	5.9	Sales and related	95,840	12.7
Healthcare practitioners, technical, and support	57,500	7.6	Transportation	23,810	3.2

Source: U.S. Census Bureau, 2011-2015 American Community Survey (ACS) 5-year Estimates

Population and Housing Demographics for the Commute Shed



Year	Population
2015	1,681,000
2020	1,836,000
2030	2,103,000
2040	2,283,000
2050	2,416,000

Sources: Arizona Office of Economic Opportunity;
Maricopa Association of Governments (MAG)

Year	Jobs
2015	925,000
2020	1,038,000
2030	1,145,000
2040	1,249,000
2050	1,375,000

Source: Maricopa Association of Governments

Median Home Sales Price



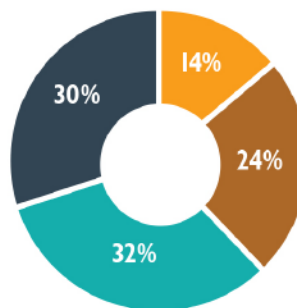
Jan 1, 2016 to Dec 31, 2016

\$226,000

Source: Information Market

Highest Level of Education

for the population age 25 years and older



- No High School Diploma
- High School Grad or Equivalent
- Some College or Associate Degree
- Bachelor Degree or Higher

Source: U.S. Census Bureau, 2015 American Community Survey (ACS) 5-year Estimates

Median Age of Residents



37 years

Source: 2015 ACS 5-year Estimates

Median Household Income



\$ 51,100

Source: 2015 ACS 5-year Estimates

Contact Information

City of Phoenix
www.phoenix.gov
602-262-5040

The data in these tables are rounded and percents may not add to 100 due to rounding. Commute shed boundaries are derived from the MAG travel demand forecasting models which incorporate the HERE speed database. Boundaries are created using three hour morning peak drive times (6AM to 9AM). Data can be found online here:
<http://mag.ms2cloud.com/ttdms.ui/ttds/dashboard/index?loc=Mag>

U.S. Census Bureau, 2011-2015 American Community Survey (ACS) 5-Year Estimates: ACS data are based on a sample and are subject to sampling variability and nonsampling error. The degree of uncertainty for an estimate is represented through the use of a margin of error (MOE). The MOE and effect of nonsampling error is not represented in these tables. Documentation can be found on the ACS website (www.census.gov/acs). The MOE can be found on the American FactFinder website (<http://factfinder2.census.gov>).

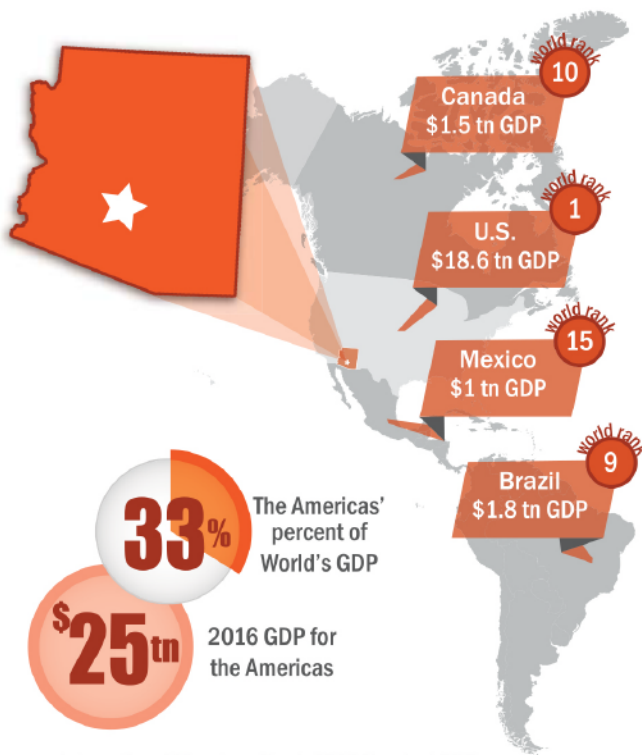
2016 MAG Employer Database: Includes only employers with 5 or more employees.

Created by
Maricopa Association of Governments (MAG)
602-254-6300 or mag@azmag.gov

PHOENIX IS HOT.

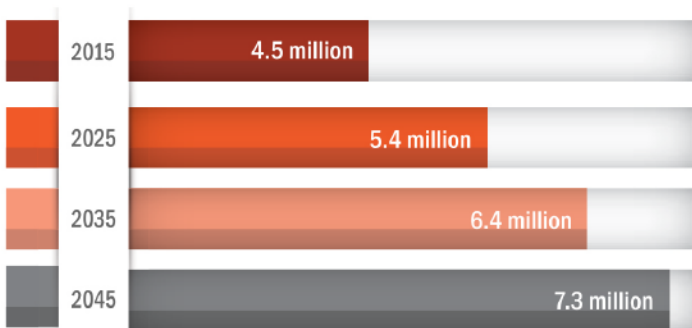


Connecting the Americas



Source: International Monetary Fund, 2016 Nominal GDP

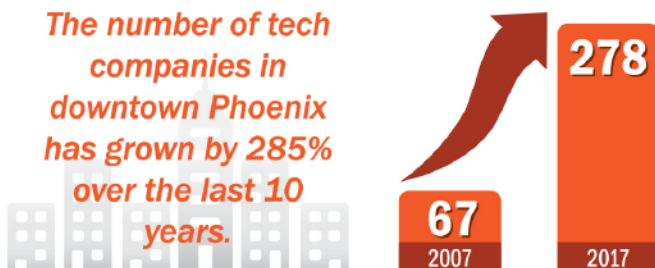
Projected Population Growth



Source: Maricopa Association of Governments (MAG), 2016 Socioeconomic Projections

Downtown Tech Companies

The number of tech companies in downtown Phoenix has grown by 285% over the last 10 years.



People and Jobs

5th

Population

Phoenix is the 5th largest city in the U.S.

2nd

Jobs

Phoenix is 2nd in the nation in High Tech job growth.

8th

Future

Phoenix ranks 8th among cities for future job growth.

Sources: U.S. Census Bureau 2016 Population Estimates; CBRE 2016 Tech-Thirsty List; Forbes 2016

Business Startup

4th

Best Metro

Phoenix is the 4th best metro for young professionals.

8th

Startups

The Phoenix Metro area ranks 8th in startup activity.

10th

Hottest

Phoenix ranks 10th among the hottest cities for startups.

Sources: Forbes 2017; Kaufman Index 2017; Fortune 2016

Among the Best

1st

Airport

Phoenix Sky Harbor International Airport ranked as the best airport in the U.S.

1st

University

International students select ASU 1st over all other public universities.

6th

Popular

Phoenix is the 6th most popular place to live in the U.S.

Sources: USA Today 2016; Institute of International Education 2015; Business Insider 2017

“....the best business case was made to locate the headquarters in Phoenix. It came down to workforce quality and pro-business environment. That’s why we’re coming.”

- Richard Fennessy, CEO
Kudelski Security
Cheseaux-sur-Lausanne, Switzerland

Arizona State University



1st in the U.S. for
Innovation



73,500 Full-time
Students



12,750 International
Students



135 Countries
Represented

Sources: U.S. News & World Report 2017; Arizona State University Fall 2016 Enrollment Trends; Institute of International Education, Open Doors 2016

Top 10 Countries for Internationally Owned Companies in the Phoenix Metro Area

Icons indicate the key
industries represented



Aerospace



Healthcare



Information Technology



Finance



Manufacturing



1

Canada

Jobs: 21,400

243 Companies in 1,024 locations



2

United Kingdom

Jobs: 13,850

176 Companies in 388 locations



3

Japan

Jobs: 9,700

149 Companies in 435 locations



4

Germany

Jobs: 8,250

99 Companies in 355 locations



5

France

Jobs: 7,250

81 Companies in 201 locations



6

Netherlands

Jobs: 6,300

70 Companies in 289 locations



7

Italy

Jobs: 5,400

28 Companies in 144 locations



8

Switzerland

Jobs: 3,700

65 Companies in 397 locations



9

Ireland

Jobs: 3,150

40 Companies in 63 locations



10

Spain

Jobs: 2,550

26 Companies in 84 locations



Source: 2016 Maricopa Association of Governments (MAG) Employer Database

Key Industries and Leading Companies



Top 5 companies by number of jobs



Top 3 internationally owned companies by number of jobs



Aerospace



302
Companies



28,400
Jobs

Over 2,000 of the aerospace jobs are with internationally owned companies.



UTC Aerospace Systems
Where ingenuity takes off

MODERN INDUSTRIES



BAE SYSTEMS



Healthcare



7,369
Companies



221,500
Jobs

30% of internationally owned companies in the healthcare industry are from Germany.



Information Technology



1,083
Companies



88,400
Jobs

Information Technology companies from the Netherlands employ 2,800 Phoenix area residents.



Internet of Things (IoT)

Driverless Vehicles



Wearables

Cyber Security



Industry 4.0

Connected Place



Finance



5,435
Companies



169,100
Jobs

65% of jobs from international companies in the finance sector are from Canada, Switzerland, and Spain.



Manufacturing



3,654
Companies

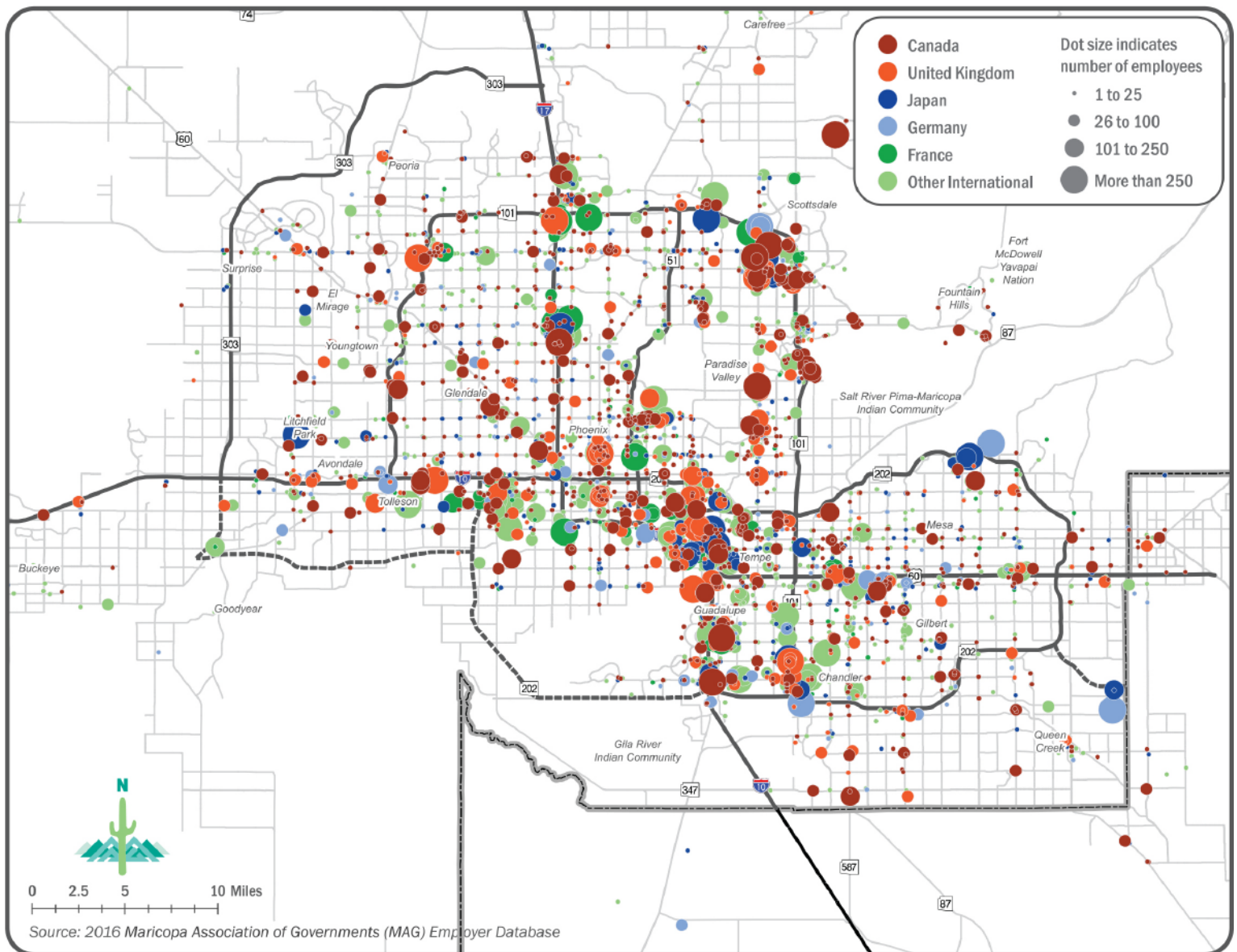


161,500
Jobs

The top 2 internationally owned manufacturing companies are also among the top 5 of all manufacturing companies in the area.



Over 1,350 international companies from 52 countries call Phoenix home. Together they employ more than 52,000 area residents.



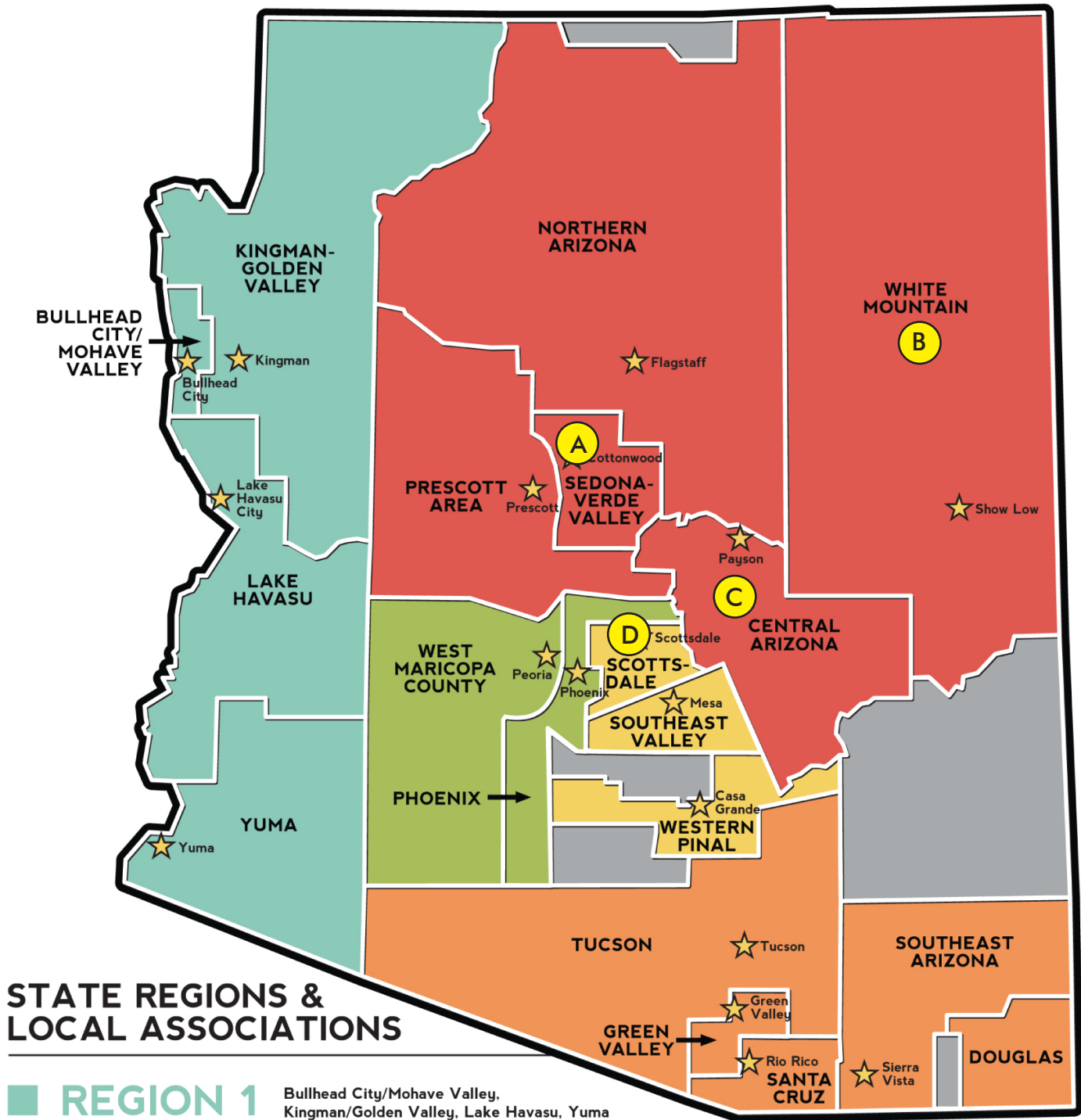
Hank Marshall, Executive Officer
City of Phoenix - Community and Economic Development
200 West Washington Street, 20th Floor
Phoenix, Arizona 85003
www.phoenix.gov/econdev
602-495-0718 | hank.marshall@phoenix.gov



ARIZONA
association of
REALTORS®

REALTOR® STATE MAP OF ARIZONA

REGIONS & LOCAL ASSOCIATIONS
WITH LOCATION OF ASSOCIATION OFFICE



- REGION 1** Bullhead City/Mohave Valley, Kingman/Golden Valley, Lake Havasu, Yuma
- REGION 2** Phoenix, West Maricopa County (WeMAR)
- REGION 3** Central Arizona, Northern Arizona, Prescott Area, Sedona/Verde Valley, White Mountain
- REGION 4** Scottsdale Area, Southeast Valley (SEVRAR), Western Pinal
- REGION 5** Douglas, Green Valley/Sahuarita, Santa Cruz County, Southeast Arizona, Tucson

★ **LOCATION OF LOCAL ASSOCIATION OFFICE**
(Douglas has no local association office—management agreement with Southeast Arizona)

■ **UNASSIGNED TERRITORY**



"A year round world class experience destination."



"Welcome...Whatever the season...
Whatever the reason...Discover what's possible!"



"Adventure where we live -
Arizona's Cool Mountain Town"



"Where world class investors meet
a world class destination"



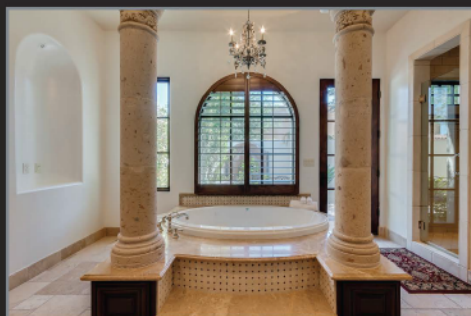
The Scottsdale Area Association of REALTORS® (SAAR) Commercial Services is proud to be bringing Arizona commercial real estate to the international stage!

MISSION STATEMENT: "Our mission is to provide unparalleled value, extensive market information and data, exceptional leadership, and unprecedented networking opportunities to bridge the commercial real estate brokers and our communities."



VISION STATEMENT: "Inspiring excellence and innovation to become recognized as the premier resource for all commercial real estate needs." We are the only NAR-accredited commercial association within the state of Arizona.

Driven to succeed and continuously expand on all of the services and benefits we have to offer, SAAR Commercial covers all sectors! We are your premiere point of contact for any and all commercial information, resources, and benefits.



Contact Karl TODAY for More Information About This Property
+1 602-432-4210

KARL Isenburger & ASSOCIATES at myhomegroup real estate
 ALL our clients are Luxury clients

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 Fax: +1 480-907-2947
 email: karl@karlisenburger.com



This is not intended as a solicitation if your home is currently listed with a real estate agent.



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dcolton@coltoncommercial.com www.coltoncommercial.com

FOR SALE VALUE ADD | MEDICAL/DENTAL BUILDING



MISSOURI PROFESSIONAL PLAZA

1277 East Missouri Avenue | Phoenix, AZ 85014

MEDICAL PLAZA | DENTAL BUILDING

Property:

- Building Size: 25,000 SF, Two Story
- Iconic Al Beadle Designed Building
- 2017 New Lobby Improvements
- Parking:
Total 122; Covered 24
- Zoning: CO City of Phoenix

FOR MORE INFORMATION PLEASE CONTACT

DAN COLTON, CCIM

480.894.3633

dcolton@coltoncommercial.com

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Trust us to
guide you
in the right
direction.

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