Phoenix Investment Sales

2025 Year End Report

The Colliers Arizona Investment Properties Sales Team

MINDY KORTH
Executive Vice President
Direct +1 602 222 5005
mindy.korth@colliers.com

JENNY BASSETT
Real Estate Analyst
Direct +1 602 222 5158
jenny.bassett@colliers.com

KELSEY ROBINSON
Senior Client Services Coordinator
Direct +1 602 222 5041
kelsey.robinson@colliers.com

ALYSSA SMITH
Graphic Designer
Direct +1 602 222 5041
alyssa.smith@colliers.com

Statistics Snapshot | **2025**

Metropolitan Phoenix

With retail properties continuing to have **all time high occupancy**, industrial properties **rapidly absorbing** its newly developed inventory, and office properties in an **ongoing recovery**, **demand continued** in 2025 for investment properties across greater Phoenix, with an **overall increase** in dollar volume, average prices and number of transactions. Residential and employment growth continue to feed occupier as well as investor demand for these properties, and capital markets expectations have stabilized. The start of 2026 has been **brisk**, a good indicator that **investor demand** and **transaction volume may exceed 2025 levels**.

OFFICE | QUICK STATS

	CURRENT	2025 v 2024
VACANCY	15.1%	↓
LEASE RATES	$30.12	↑
NET ABSORPTION	414,850	↑
COMPLETIONS	386,682	↓

RETAIL | QUICK STATS

	CURRENT	2025 v 2024
VACANCY	4.1%	=
LEASE RATES	$18.38	↑
NET ABSORPTION	1,798,846	↑
COMPLETIONS	1,862,889	↑

INDUSTRIAL | QUICK STATS

	CURRENT	2025 V 2024
VACANCY	9.7%	↓
LEASE RATES	$1.14	↑
NET ABSORPTION	18,228,088	↑
COMPLETIONS	15,926,952	↓

Metro Phoenix was highlighted in 2025

- Arizona secured over 90 competitive business projects, generating more than 27,700 projected new jobs and attracting over $34 billion in fresh investment in 2025 — marking one of the strongest years yet for statewide economic development.
- Phoenix strengthened its position as a national semiconductor hub, hosting SEMICON West for the first time, welcoming ASML's new Technical Training Center to support workforce development, and convening the inaugural U.S.–Mexico Semiconductor Collaboration Forum.
- The 2025 Smart Region Summit in downtown Phoenix centered on AI, digital twins, and urban technology, bringing together industry and civic leaders to explore tech-driven city planning and infrastructure.
- The city's population surpassed 1.65 million, confirming its spot as the 5th largest city in the U.S.
- The Valley Metro Rail B Line opened, enhancing public transit connectivity with a new north–south route through Phoenix.
- Arizona State University, recognized as the #1 innovation university for the 11th year in row by US News & World Report.
- Amkor broke ground on a $2 billion advanced packaging and test campus in the Phoenix metro area (Peoria), strengthening the local semi-conductor supply chain.
- Construction continued on TSMC's second semiconductor factory in North Phoenix, part of a massive $165 billion investment shaping the region as a global chip hub.

Market Makers | **Office 2025**

Feature: **August**

Office sales in 2025 ran the gamut

Of the 95 office sales in 2025, 31 were vacant, 22 were less than 70% leased, and 17 were 100% occupied. Prices ranged from $45 to $1,175 PSF. 12 of the vacant office sales will be redeveloped taking 1.45 MSF of building area out of the inventory. Once again, medical offices sold at the highest PSF prices, averaging $275 PSF that ranged from $117 to $1,175 PSF.

JAN

9051 W Kelton Ln, Phoenix, AZ
Size/Percent Leased: 33,659 SF / 83%
Sales Price: $6.2M ($184 PSF)

FEB

13657 W McDowell Rd, Goodyear, AZ
18700 N 63th Dr, Glendale, AZ
Size/Percent Leased: 84,589 SF / 97%
Sales Price: $26M ($308 PSF)

MAR

2451 E Baseline Rd, Gilbert, AZ
Size/Percent Leased: 39,315 SF / 100%
Sales Price: $11.9M ($304 PSF)

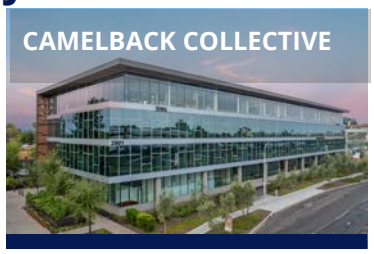
APR

3411 N 5th Ave, Phoenix, AZ
Size/Percent Leased: 38,929 SF / 0%
Sales Price: $6.2M ($160 PSF)

MAY

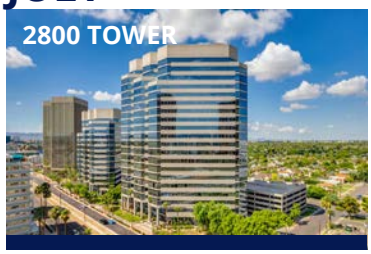
13028 W Rancho Santa Fe Blvd, Avondale, AZ
Size/Percent Leased: 29,000 SF / 100%
Sales Price: $16.0M ($552 PSF)

JUNE



2801 E Camelback Rd, Phoenix, AZ
Size/Percent Leased: 115,838 SF / 74%
Sales Price: $48.3M ($417 PSF)

JULY



2800 N Central Ave, Phoenix, AZ
Size/Percent Leased: 370,736 SF / 60%
Sales Price: $28.5M ($77 PSF)

AUG

6 office bldgs/complexes, Metro Phoenix
Size/Percent Leased: 1,251,704 SF
Sales Price: $266.0M ($213 PSF)

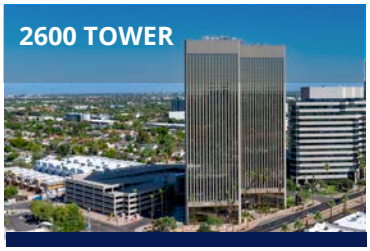
SEPT

4100 W Chandler Blvd, Chandler, AZ
Size/Percent Leased: 118,857 SF / 49.4%
Sales Price: $23.2M ($195 PSF)

OCT

8605 E Raintree Dr, Scottsdale, AZ
Size/Percent Leased: 179,360 SF / 93.0%
Sales Price: $70.7M ($394 PSF)

NOV



2600 N Central Ave, Phoenix, AZ
Size/Percent Leased: 317,687 SF / 63.0%
Sales Price: $15.0M ($47 PSF)

DEC

25700 N Norterra Pky, Phoenix, AZ
Size/Percent Leased: 147,688 SF / 0.0%
Sales Price: $45.8M ($310 PSF)

Market Makers | **Retail 2025**

Feature: **August**

Retail properties (that were not vacant) averaged 92.4% occupancy at time of sale

Of the 68 retail sales, 11 were vacant. The other 57 sales averaged 92.4% occupancy – of which 35 were 95%+ occupied. With all time high occupancies, the value-add strategy for retail investments today is in buying stabilized properties with below market rents and grooming the rent roll. Cap rates on A&B quality 80%+ occupied centers averaged 7.3% across Arizona and ranged from 5.6% to 8.6%.

JAN

6520-6530 W Happy Valley Rd, Glendale, AZ
Size/Percent Leased: 28,992 SF / 100%
Sales Price: $11.1M ($384 PSF)

FEB

1445-1455 W Southern Ave, Mesa, AZ
Size/Percent Leased: 444,000 SF / 0%
Sales Price: $24M ($54 PSF)

MAR

5091 S Gilbert Rd, Chandler, AZ
Size/Percent Leased: 26,260 SF / 100%
Sales Price: $18.3M ($695 PSF)

APR

1614-1959 E Signal Butte Rd,
10720-10746 E Baseline Rd, Mesa, AZ
Size/Percent Leased: 507,084 SF / 93%
Sales Price: $121M ($239 PSF)

MAY

13267, 13637 N Tatum Blvd, Phoenix, AZ
Size/Percent Leased: 85,647 SF / 91%
Sales Price: $19.0M ($222 PSF)

JUNE

466-1160 S Watson Rd, Buckeye, AZ
Size/Percent Leased: 203,525 SF / 98%
Sales Price: $56.0M ($275 PSF)

JULY

7539-7575 W Peoria Ave, Peoria, AZ
Size/Percent Leased: 64,463 SF / 100%
Sales Price: $8.2M ($127 PSF)

AUG

3780-3890 W Happy Valley Rd, Peoria, AZ
Size/Percent Leased: 165,080 SF / 100%
Sales Price: $71.0M ($430 PSF)

SEPT

2805-2985 S Alma School Rd, Chandler, AZ
Size/Percent Leased: 208,880 SF / 94.2%
Sales Price: $54.5M ($261 PSF)

OCT

SEC Chandler Heights Rd and Alma School Rd,
Chandler, AZ
Size/Percent Leased: 25,611 SF / 91.5%
Sales Price: $5.9M ($230 PSF)

NOV

1775 N 99th Ave, Phoenix, AZ
Size/Percent Leased: 47,201 SF / 100.0%
Sales Price: $30.7M ($650 PSF)

DEC

2048-2060 NE Baseline Rd, Mesa, AZ
Size/Percent Leased: 104,250 SF / 97.5%
Sales Price: $36.7M ($353 PSF)

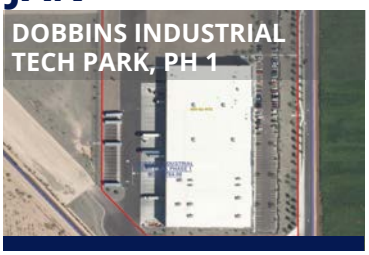
Market Makers | **Industrial 2025**

Feature: **November**

2025 industrial sales were the second highest volume in Phoenix history

Of the 191 sales, 17 exceeded 300KSF totaling $1.49 B – 34% of all industrial sales. Institutional funds acquired 64% of all purchases: $2.8 B in 76 properties – more than retail and office sales combined. The $4.4 B in 2025 sales was second only to 2021 at $5.3 B. Rapid absorption of the "over building" encourages investors and developers to keep the foot on the accelerator.

JAN



9850 S 65th Ave, Laveen, AZ
Size/Percent Leased: 131,500 SF / 100%
Sales Price: $32.2M ($245 PSF)

FEB

4877 N Cotton Ln, Goodyear, AZ
Size/Percent Leased: 410,421 SF / 100%
Sales Price: $46.4M ($113 PSF)

MAR

3 Industrial Parks/Bldgs in Metro Phx
Size/Percent Leased: 763,359 SF / 94%
Sales Price: $136.9M ($179 PSF)

APR

8017-8121 E Pecos Rd (10 bldgs)
Size/Percent Leased: 172,451 SF / 100%
Sales Price: $51.5M ($299 PSF)

MAY

8341 E Pecos Rd, Mesa, AZ
Size/Percent Leased: 141,117 SF / 100%
Sales Price: $29.4M ($209 PSF)

JUNE

6390 N Sarival Ave Building A,
Litchfield Park, AZ
Size/Percent Leased: 1,156,860 SF / 100%
Sales Price: $128.2M ($111 PSF)

JULY

3380 S Power Rd, Gilbert, AZ
Size/Percent Leased: 146,052 SF / 100%
Sales Price: $55.0M ($377 PSF)

AUG

3 warehouse/distribution bldgs, Tolleson, AZ
Size/Percent Leased: 731,571 SF / 100%
Sales Price: $116.7M ($160 PSF)

SEPT

8 Industrial Parks, Phoenix/Tempe, AZ
Size/Percent Leased: 879,627 SF / 89%
Sales Price: $167.8M ($191 PSF)

OCT

SWC Fyre Rd and Ellis Rd, Chandler, AZ
Size/Percent Leased: 206,078 SF
Sales Price: $45.0M ($218 PSF)

NOV

7733 N Litchfield Rd, Glendale, AZ
Size/Percent Leased: 1,278,653 SF / 0.0%
Sales Price: $152.2M ($119 PSF)

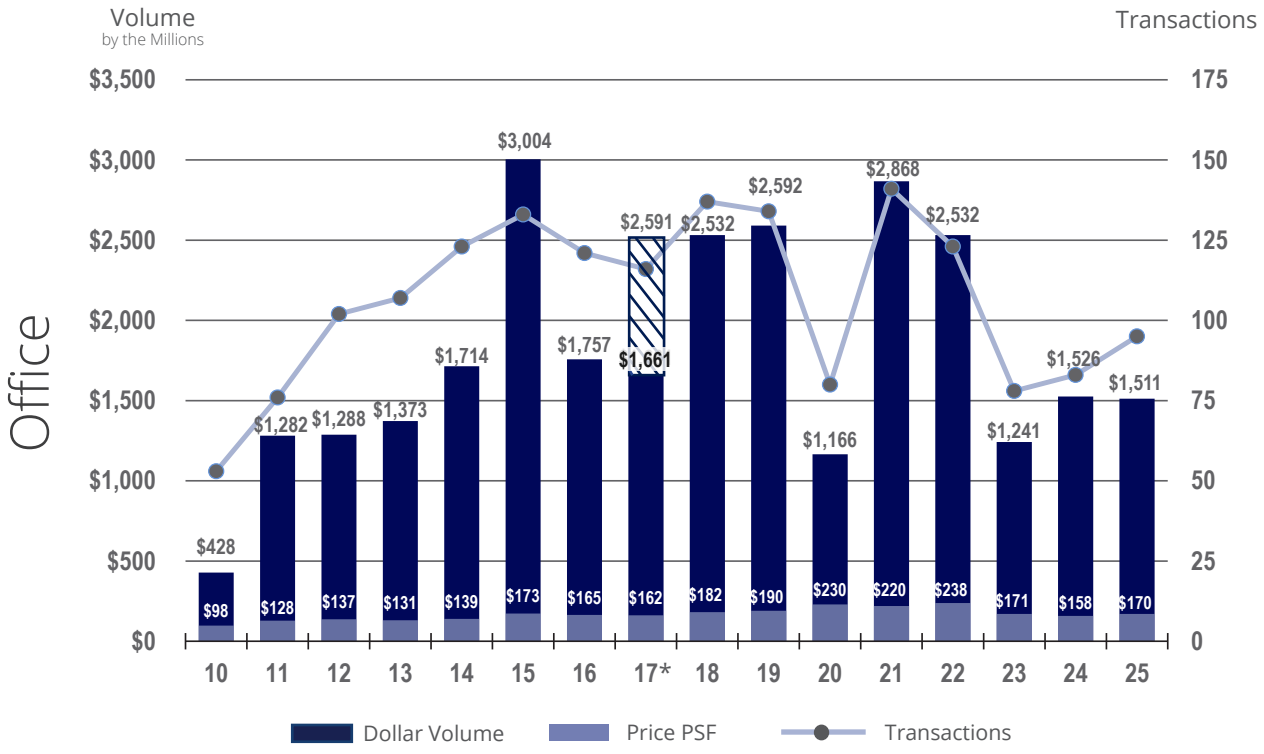
DEC

1775 W Alameda Rd, Phoenix, AZ
Size/Percent Leased: 332,544 SF / 100.0%
Sales Price: $90.7M ($273 PSF)

Historical Sales | **2025**

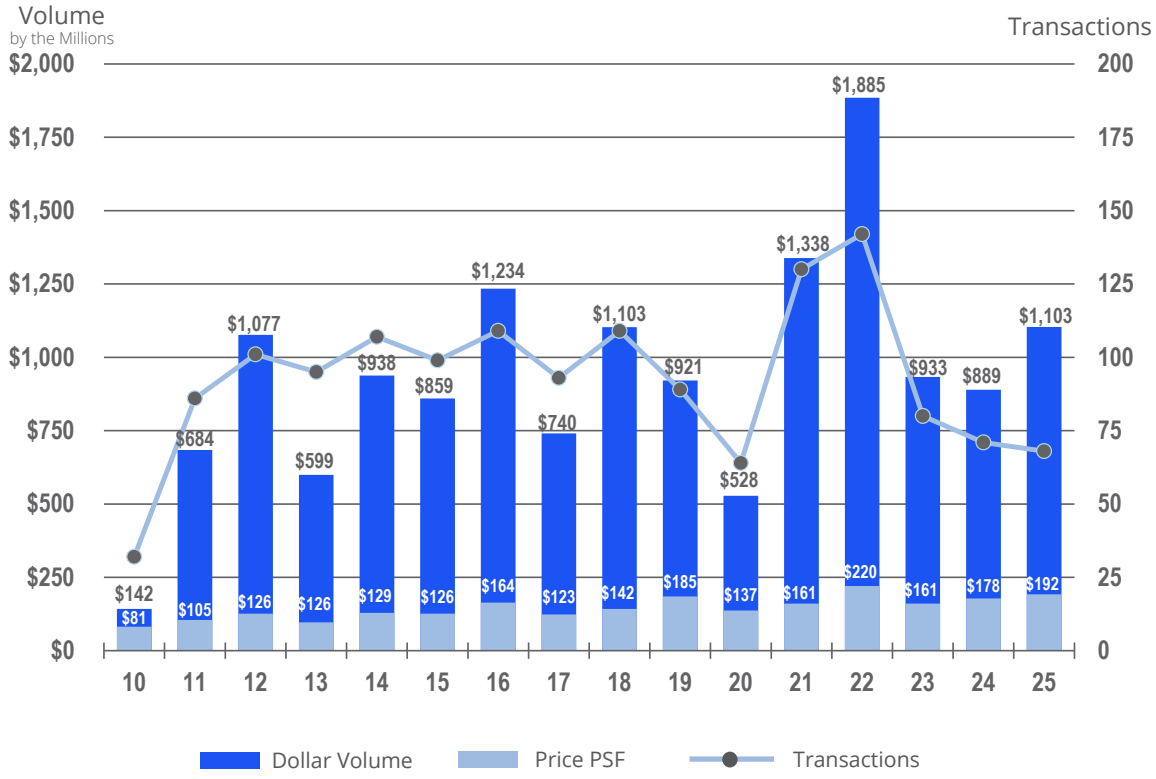
Metropolitan Phoenix

Historical Volume vs. Avg PSF and Number of Transactions

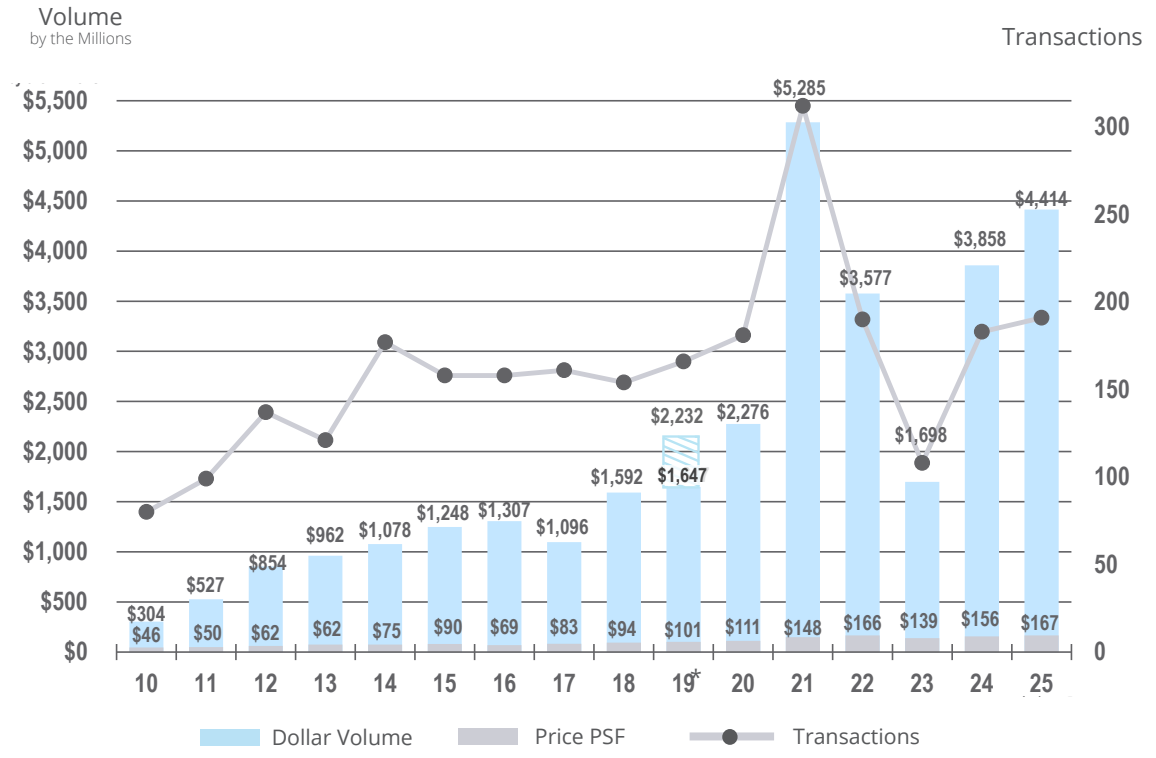


* 2017 sales exclude State Farm @ Marina Heights which if included totals $2.591 B; 117 sales; $211 PSF and if excluded totals $1.661 B; 116 sales; $162 PSF

Retail



Industrial



* 2019 sales exclude the GLP/Blackstone Group portfolio, which if included would total $2,232B; 177 sales; $103 PSF and if excluded would total $1.647B; 166 sales; $101 PSF

What to Watch in 2026 and beyond

AZ & U.S. Commercial Real Estate

How data centers, innovation, housing pressures will impact construction in 2026
(AZBigMedia, January 24, 2026)

Looking ahead at Valley growth in 2026
(ABC15 Arizona, December 29, 2025)

2026 Commercial Real Estate Outlook - US
(Colliers, December 3, 2025)

AZ & U.S. Housing Market

Phoenix-area housing market to favor buyers in 2026
(AZFamily, January 9, 2026)

2026 Phoenix market and sales predictions
(Phoenix Agent, December 15, 2025)

2026 Real Estate Outlook: What Leading Housing Economists Are Watching
(National Association of Realtors, January 5, 2026)

Arizona Economy

Here's why the Arizona economy is poised to accelerate
(AZBigMedia, January 28, 2026)

What will 2026 mean for Arizona's economy? What an economics professor predicts
(KJZZ, December 29, 2025)

10 Arizona companies shaping the state's economy in 2026
(AZBigMedia, February 17, 2026)

U.S. Economy

Attempting to predict the economy in 2026
(NPR, Planet Money, January 6, 2026)

What will the U.S. economy look like in 2026? Experts weigh in on 5 key questions
(CBS News, December 31, 2025)

What to expect from the economy in 2026
(US Chamber of Commerce, January 6, 2026)

MINDY KORTH
Executive Vice President
Direct +1 602 222 5005
mindy.korth@colliers.com

JENNY BASSETT
Real Estate Analyst
Direct +1 602 222 5158
jenny.bassett@colliers.com

KELSEY ROBINSON
Senior Client Services Coordinator
Direct +1 602 222 5041
kelsey.robinson@colliers.com

ALYSSA SMITH
Graphic Designer
Direct +1 602 222 5041
alyssa.smith@colliers.com

Colliers | 2390 E Camelback Road, Suite 100 | Phoenix, AZ 85016 | Main Phone: +1 602 222 5000
colliers.com | www.phoenixinvestment.properties

This document/email has been prepared by Colliers for advertising and general information only. Colliers makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information. Colliers excludes unequivocally all inferred or implied terms, conditions and warranties arising out of this document and excludes all liability for loss and damages arising there from. This publication is the copyrighted property of Colliers International and/or its licensor(s). © 2026. All rights reserved