

SWC Hayden Rd & Loop 101 (Pima Fwy) • Scottsdale, Arizona 85255



TRAFFIC COUNTS

Hayden Rd (N/S)	Approximately 36,500 vpd
Scottsdale Rd (N/S)	76,100 vpd
Loop 101 - Pima Fwy (E/W)	121,592 vpd
Total Vehicles Per Day	234,192 vpd

(Source: ADOT, 2021 & City of Scottsdale, 2020)

Aerial Sphere: [derito.com/Aerial2](https://derito.com/Aerial2)  
Scottsdale, AZ: [experiencescottsdale.com](https://experiencescottsdale.com)

DEMOGRAPHICS

(Source: Sites USA)

	3 Mile	5 Mile	10 Mile
Estimated Population (2024)	57,338	159,519	493,369
Projected Population (2029)	60,421	165,115	497,625
Estimated Avg. Household Income (2024)	\$188,780	\$188,105	\$171,729
Projected Avg. Household Income (2029)	\$197,098	\$197,176	\$180,572
Average Household Size	3.0	3.0	3.0
Total Daytime Employees	100,012	134,653	271,967
Median Age	44.3	44.8	44.6



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PRIME SITE AT LOOP 101 & HAYDEN RD INTERSECTION

Southwest Corner of Hayden Road & Loop 101 (Pima Fwy) | Scottsdale, Arizona 85255

± 8.0 ACRES AVAILABLE • FOR SALE • PADS AVAILABLE



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PROJECT HIGHLIGHTS

± 8.0 ACRES AVAILABLE on 77-ACRES MIXED USE SITE  
with planned medical, employment, office, hotel and restaurants

- BANNER HEALTH purchased 48-Acres [www.bannerhealth.com](https://www.bannerhealth.com)
- ASM AMERICA INC. an international semiconductor equipment supplier purchased 21-Acres [www.asm.com](https://www.asm.com)
- OPTIMA MCDOWELL MOUNTAIN luxury residential community (6-Building, 8-stories) [www.optima.inc](https://www.optima.inc)
- EASY ACCESS from Loop 101, Hayden Rd, Mayo Blvd & Miller Rd (future extension north/south under the Loop 101 past Cavasson)
- Residents have over \$164,000 incomes within 3-miles
- Over 14,000 employees within one (1) mile of site
- Retail within one mile includes more than 2.2 million SF

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**AMERICAN EXPRESS**

- ± 3,000 Employees
- Arizona's 20th-largest non-government employer (7,000 jobs statewide)

**HONOR HEALTH THOMPSON PEAK**

- 120 Beds
- Part of six (6) in the Valley

**MAYO CLINIC**

MAYO CLINIC 7-Story Bldg

- 280 Beds (374 by 2023)
- 21 Operating Rooms & ER
- Creating over 2,000 new jobs

**Desert Ridge**

Target, Total Wine, BOB'S FURNITURE, BARNES & NOBLE, PETSMART, Marshalls, ROSS, DSW, ULTA, HomeGoods, Old Navy, SKI PRO, KOHL'S, JOANN, Kirklands, rack, FAMOUS, five BEW

**MAYO CLINIC DISCOVERY OASIS**

± 120 ACRE NEW Biotech Innovation Hub & Medical Campus

**SCOTTSDALE 101**

PETSMART, ASHLEY, The Container Store, ETHAN ALLEN, HOBBY LOBBY, SUPERSTORE, PAINTED TREE, WORLD MARKET, LOWE'S, Michaels

**SCOTTSDALE PROMENADE**

FIVE BEW, PETSMART, LIVING SPACES, ULTA, LA BOY, PAINTED TREE, WORLD MARKET, LOWE'S, Michaels

**CAVASSON**

± 134 ACRE MIXED USE PROJECT

**ASM AMERICA INC.**

± 21 Acres

**BANNER HEALTH**

**AXON**

**TPC SCOTTSDALE** Source: tpc.com

- 175 Employees
- 36-hole golf complex
- Home of the largest-attended Tournament in the world, the Waste Management Phoenix Open

**THE PARQUE** George Kurtz

- 30-Acre (Former Cracker Jax)
- 1,182 units across apartment buildings
- Hotel-branded condominiums; 223-key 5-star hotel
- 150,000 SF office building
- 25,000 SF retail
- 35,000 SF restaurants

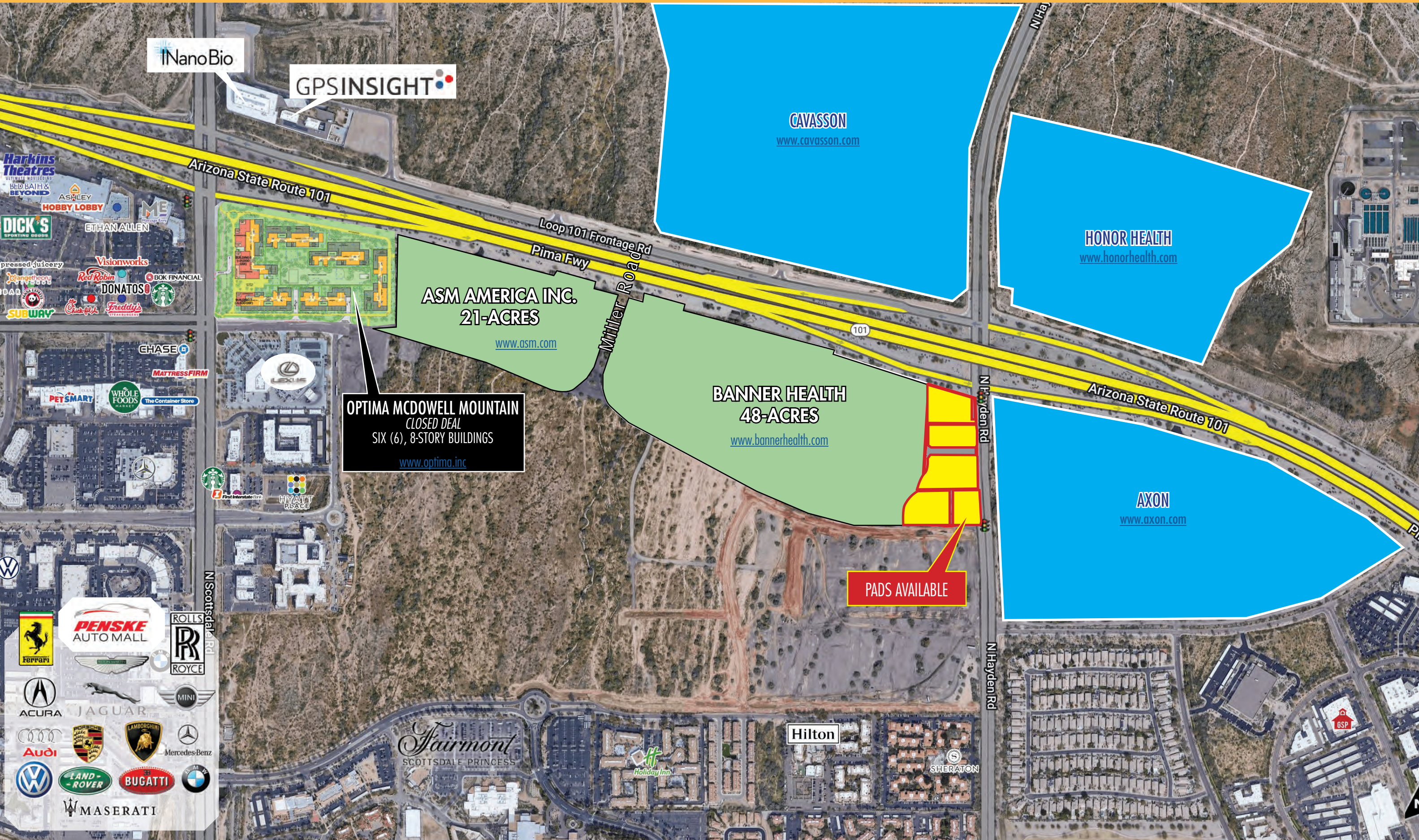
**WESTWORLD OF SCOTTSDALE** 386 Acres

Hosts Barrett-Jackson Classic Car Auction, Conventions, trade shows, concerts, events & Equestrian shows.

**SCOTTSDALE AIRPORT/AIRPARK** scottsdaleaz.gov

- 5,970 Jobs (1,706 aviation-related jobs)
- Owned & operated by the City of Scottsdale
- 20 major airlines fly out of Scottsdale
- One of the busiest corporate jet facilities in AZ: ±186,514 takeoffs/landings (2019)

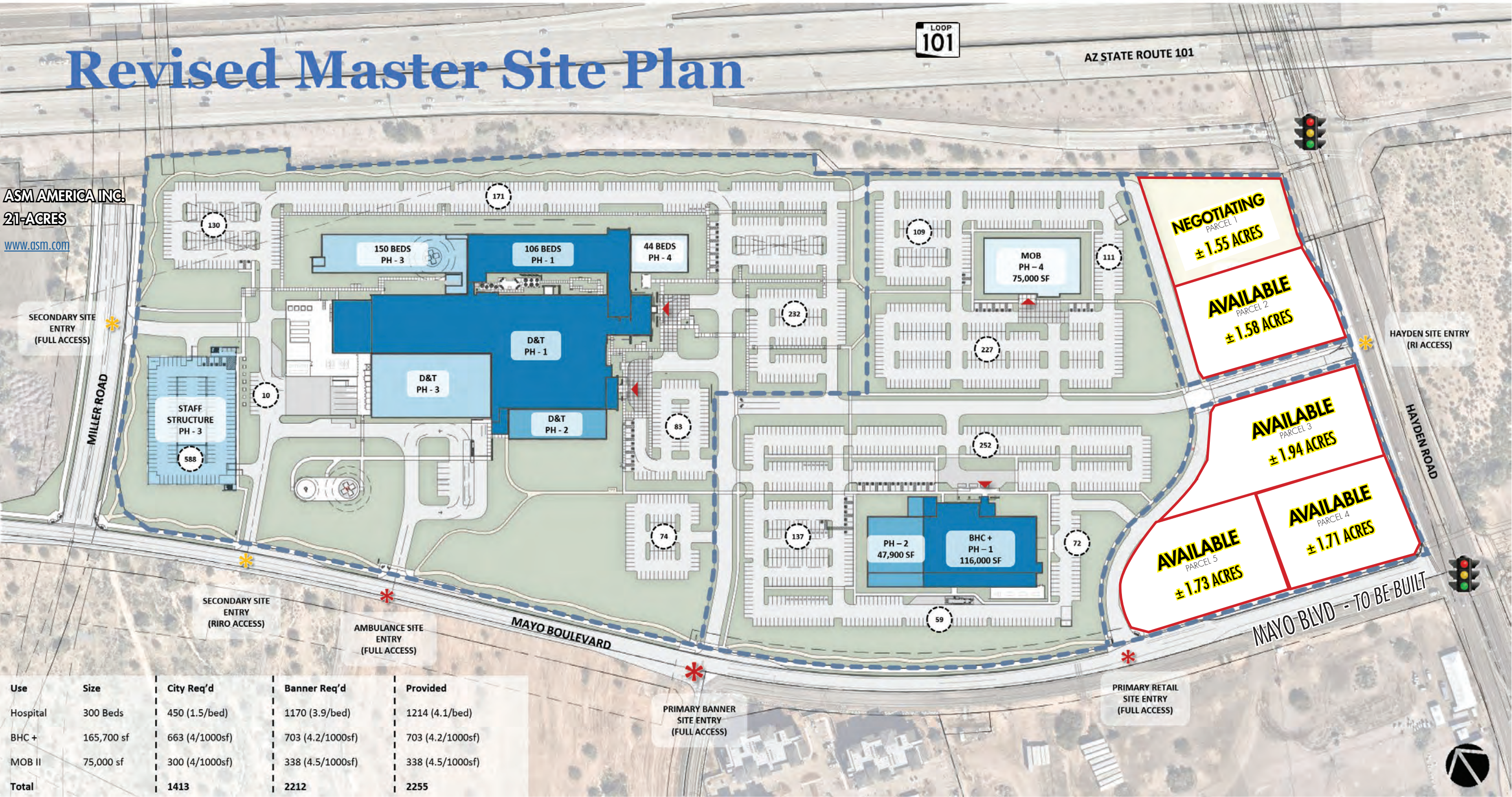








# Revised Master Site Plan



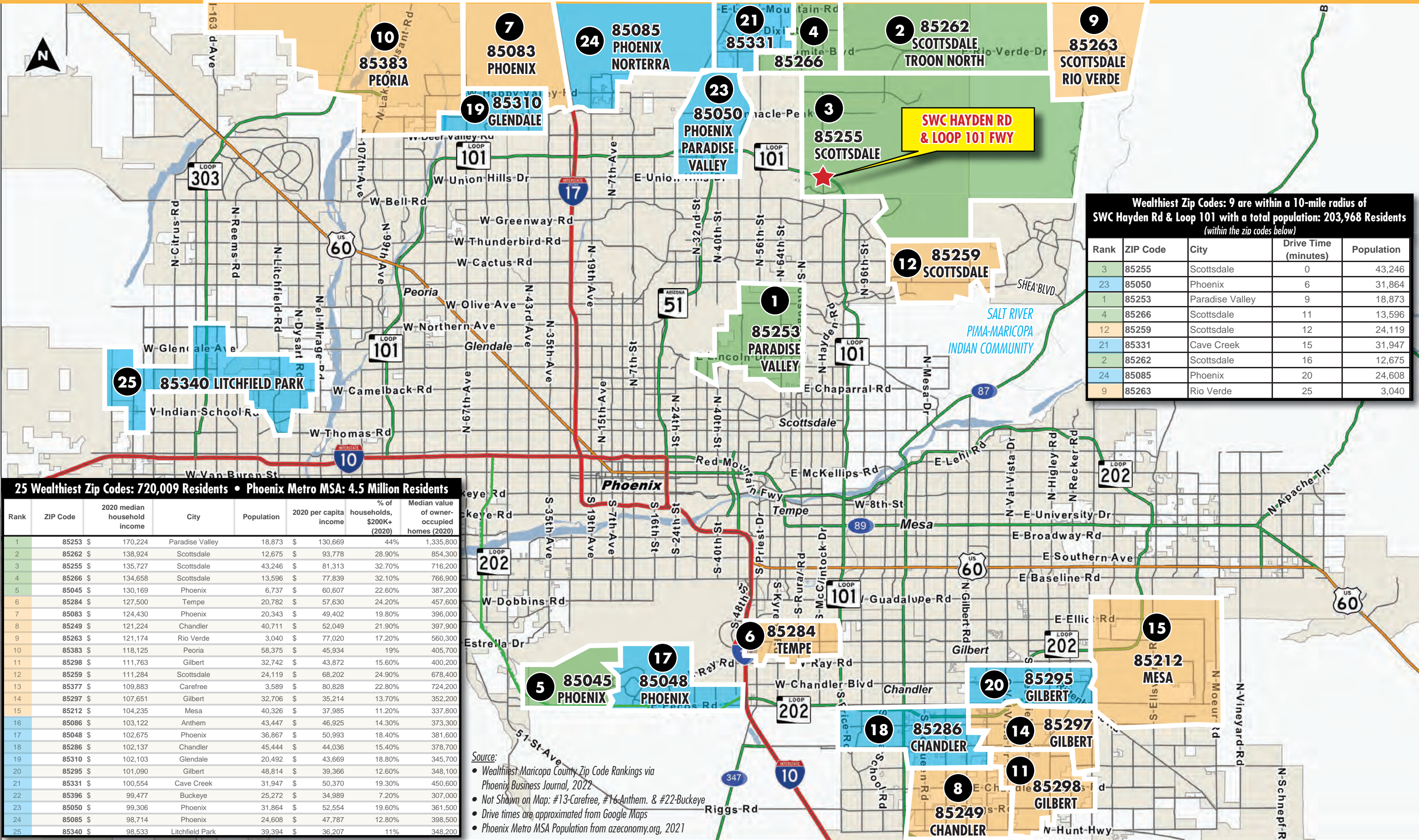
ASM AMERICA INC.  
21-ACRES  
[www.asm.com](http://www.asm.com)

Use	Size	City Req'd	Banner Req'd	Provided
Hospital	300 Beds	450 (1.5/bed)	1170 (3.9/bed)	1214 (4.1/bed)
BHC +	165,700 sf	663 (4/1000sf)	703 (4.2/1000sf)	703 (4.2/1000sf)
MOB II	75,000 sf	300 (4/1000sf)	338 (4.5/1000sf)	338 (4.5/1000sf)
Total		1413	2212	2255









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**BANNER HEALTH** ([www.bannerhealth.com](http://www.bannerhealth.com))

Banner to build \$400 million hospital, cancer center on 48-acres at the southwest corner at Hayden Road and Loop 101 Freeway. Building a 4-story, 384,000 SF facility expected to open in 2026 and have 126 beds. There is a great opportunity for future expansion and plans to serve acute care patients, cardiovascular care, advanced orthopedics, ER, surgery, imaging, women's & infant care. Providing 1,000 jobs in the first 5-years and appx 2,500 jobs at full buildout, as reported by the Phoenix Business Journal.



**ASM AMERICA INC.** ([www.asm.com](http://www.asm.com))

21-Acre site to build 400,000 to 600,000 SF with the capability to support major employment of an estimated 1,800 employees. ASM America Inc. is an international semiconductor equipment supplier that designs and manufactures process solutions to produce devices for wafer processing.



**OPTIMA, INC.** ([www.optima.inc](http://www.optima.inc))

Optima, Inc. is developing ± 15.6 acres on land located on the southeast corner of Loop 101 Freeway and Scottsdale Road. \$1 billion luxury residential community totaling 1,330-units in six (6) 8-story condominium and apartment buildings with premier commercial space. over 75% open space on grade level, or more than 12 acres, and a bicycle path encompassing the development that connects to the City of Scottsdale Bicycle System. The grade level open space includes calisthenics areas, putting green, seating, lounge areas, and an expansive plaza.



**NATIONWIDE MUTUAL INSURANCE CO.** ([www.cavasson.com](http://www.cavasson.com))

At full completion, the Nationwide Realty Investors 134 acre Cavasson campus located northwest corner of Loop 101 Freeway and Hayden Road, will include approximately 1.8 million square feet of commercial office space, 1,600 residences, a full service hotel, retail, restaurants and amenities.



**AXON/TASER** ([www.axon.com/company](http://www.axon.com/company))

Axon Enterprise owns approximately 73.5 acres of land located on the southeast corner of Loop 101 Freeway and Hayden Road and plans to build their state-of-the-art corporate campus totalling 250,000 square feet over the next 5-years to accommodate 1,500 employees.



**THE SCOTTSDALE AIRPORT** ([www.scottsdaleaz.gov/airport](http://www.scottsdaleaz.gov/airport))

This premier airport is located within 2-miles south of the property. Air travelers arriving at the airport spent almost \$90 million in the area. Aviation activity created \$1 billion in total economic benefit to the area in 2019 and supported nearly 6,000 jobs with incomes of \$320 million. Last year the Airport completed a federally funded \$11 million runway rehabilitation project.

**THE GREATER SCOTTSDALE AIRPARK** ([www.scottsdaleairpark.com](http://www.scottsdaleairpark.com))

The 3,300 acre Airpark is home to the Scottsdale Airport and approximately 3,350 companies and 62,500 employees.



**HONOR HEALTH** ([www.honorhealth.com](http://www.honorhealth.com))

Honor Health is a nonprofit health system with 6 hospitals, 70 primary and specialty care clinics, a cancer care network, research, and community services. Acquired the appx. 40 to 50 acres of land on the northeast corner of Loop 101 Freeway and Hayden Road.



**MAYO CLINIC** ([www.mayoclinic.com](http://www.mayoclinic.com))

Two miles east of the subject property, Mayo Clinic purchased ±228 acres of land adjacent to its North Phoenix campus to expand its patient-centered model of care and develop its transformative "Desert Oasis" biotechnology corridor.



View Looking: Northwest



West View



View Looking: South



Southeast View







# HOSPITALS

RANKED BY NUMBER OF PATIENT DAYS, MOST RECENT FISCAL YEAR AVAILABLE

Rank	Hospital / 2021 Rank Website	Address Phone	Patient days, most recent fiscal year	Fiscal year end date	# of licensed beds	Physicians on staff	Total hospital employment	Top local executive	Year founded
1	<b>Banner – University Medical Center Phoenix</b> ① bannerhealth.com/universityphoenix	1111 E. McDowell Rd. Phoenix, AZ 85006 602-839-2000	218,836	Dec. 31, 2021	766	1,731	3,763	Daniel Post	1911
2	<b>Banner Desert Medical Center</b> ② bannerhealth.com/desert	1400 S. Dobson Rd. Mesa, AZ 85202 480-412-3000	187,124	Dec. 31, 2021	629	1,382	3,046	Laura Robertson	1973
3	<b>Dignity Health St. Joseph's Hospital and Medical Center</b> ③ dignityhealth.org/stjosephs	350 W. Thomas Rd. Phoenix, AZ 85013 602-406-3000	183,358	June 30, 2021	571	1,719	5,371	Gabrielle Finley-Hazle	1895
4	<b>Valleywise Health</b> ⑤ valleywisehealth.org	2601 E. Roosevelt St. Phoenix, AZ 85008 602-344-5011	167,473	June 30, 2021	758	400	3,717	Steve Purves	1864
5	<b>Banner Thunderbird Medical Center</b> ④ bannerhealth.com/thunderbird	5555 W. Thunderbird Rd. Glendale, AZ 85306 602-865-5555	148,569	Dec. 31, 2021	595	1,705	2,484	Debbie Flores	1983
6	<b>Dignity Health Chandler Regional Medical Center</b> ⑥ chandlerregional.org	1955 W. Frye Rd. Chandler, AZ 85224 480-728-3000	129,250	June 30, 2021	429	1,274	2,654	Mark Slyter	1961
7	<b>HonorHealth Scottsdale Shea Medical Center</b> ⑦ honorhealth.com	9003 E. Shea Blvd. Scottsdale, AZ 85260 480-323-3000	107,005	Dec. 31, 2021	427	1,814	2,504	Gary Baker	1927
8	<b>Banner Del E. Webb Medical Center</b> ⑧ bannerhealth.com/webb	14502 W. Meeker Blvd. Sun City West, AZ 85375 623-524-4000	99,614	Dec. 31, 2021	391	895	1,461	Sharon Lind	1988
9	<b>Banner Estrella Medical Center</b> ⑨ www.bannerhealth.com/estrella	9201 W. Thomas Rd. Phoenix, AZ 85037 623-327-4000	96,483	Dec. 31, 2021	317	1,559	1,591	Courtney Ophaug	2005
10	<b>Mayo Clinic Hospital</b> ⑩ mayoclinic.org	5777 E. Mayo Blvd. Phoenix, AZ 85054 480-515-6296	93,439	Dec. 31, 2021	316	793	9,658	Roshanak Didehban; Richard Gray M.D.	1987
11	<b>Phoenix Children's</b> ⑬ phoenixchildrens.org	1919 E. Thomas Rd. Phoenix, AZ 85016 602-933-1000	88,639	Dec. 31, 2021	435	1,441	6,033	Robert L. Meyer	1983
12	<b>Banner Baywood Medical Center</b> ⑪ bannerhealth.com/baywood	6644 E. Baywood Ave. Mesa, AZ 85206 480-321-2000	86,615	Dec. 31, 2021	359	1,070	1,360	Brian Kellar	1984
13	<b>Banner Boswell Medical Center</b> ⑫ bannerhealth.com/boswell	10401 W. Thunderbird Blvd. Sun City, AZ 85351 623-832-4000	84,384	Dec. 31, 2021	410	889	1,387	Sharon Lind	1970
14	<b>HonorHealth Scottsdale Osborn Medical Center</b> ⑭ honorhealth.com	7400 E. Osborn Rd. Scottsdale, AZ 85251 480-882-4000	73,530	Dec. 31, 2021	325	1,501	1,868	Gary Baker	1927
15	<b>Dignity Health Mercy Gilbert Medical Center</b> ⑮ dignityhealth.org/mercygilbert	3555 S. Val Vista Dr. Gilbert, AZ 85297 480-728-8000	67,888	June 30, 2021	197	1,164	1,406	Mark Slyter	2006
16	<b>Abrazo West Campus</b> ⑰ abrazohealth.com	13677 W. McDowell Rd. Goodyear, AZ 85395 623-882-1500	60,711	Dec. 31, 2021	216	664	1,100	Hans Driessnack	2003
17	<b>HonorHealth Deer Valley Medical Center</b> ⑱ honorhealth.com	19829 N. 27th Ave. Phoenix, AZ 85027 623-879-6100	60,064	Dec. 31, 2021	204	1,300	1,511	Gary Baker	1927
18	<b>HonorHealth John C. Lincoln Medical Center</b> ⑱ honorhealth.com	250 E. Dunlap Ave. Phoenix, AZ 85020 602-943-2381	59,964	Dec. 31, 2021	258	1,269	1,867	Gary Baker	1927
19	<b>Banner Gateway Medical Center</b> ⑲ bannerhealth.com/gateway	1900 N. Higley Rd. Gilbert, AZ 85234 480-543-2000	57,486	Dec. 31, 2021	177	787	1,628	Michael Herring	2007
20	<b>Abrazo Arrowhead Campus</b> ⑳ arrowheadhospital.com	18701 N. 67th Ave. Glendale, AZ 85308 623-561-1000	50,082	Dec. 31, 2021	217	954	1,069	Stephen Garner	1988
21	<b>Abrazo Central Campus</b> ㉑ abrazohealth.com	2000 W. Bethany Home Rd. Phoenix, AZ 85015 602-249-0212	36,963	Dec. 31, 2021	221	645	627	Omar Pineda	1963
22	<b>HonorHealth Scottsdale Thompson Peak Medical Center</b> ㉒ honorhealth.com	7400 E. Thompson Peak Pkwy. Scottsdale, AZ 85255 480-324-7000	27,404	Dec. 31, 2021	120	1,280	802	Gary Baker	1927
23	<b>Banner Heart Hospital</b> ㉓ bannerhealth.com	6750 E. Baywood Ave. Mesa, AZ 85206 480-854-5000	23,020	Dec. 31, 2021	111	725	410	Brian Kellar	2000
24	<b>Abrazo Scottsdale Campus</b> ㉔ abrazohealth.com	3929 E. Bell Rd. Phoenix, AZ 85032 602-923-5000	21,331	Dec. 31, 2021	120	635	472	Brian Elisco	1983
25	<b>Banner Ironwood Medical Center</b> ㉕ bannerhealth.com/ironwood	37000 N. Gantzel Rd. Queen Creek, AZ 85140 480-394-4000	20,996	Dec. 31, 2021	89	600	497	Brian Kellar	2010

NOTES: n/a - not applicable, not available or not approved \* - not listed in 2021

List originally published: October 14, 2022



# Los Angeles Times

**Exclusive: Inside Arizona's \$1B "Living Building," Where Architecture Feels Alive**



Optima McDowell Mountain

Architect David Hovey Jr. reveals how Optima McDowell Mountain blurs the line between nature and architecture — a “living” community that breathes with the desert.

By [Sara Kitnick](#)

Senior Content Strategist [Contact](#)

**Nov. 8, 2025 3:02 AM PT**

You see it rising from the desert, and it really does look like a mirage (eight stories of glass and steel and green life) glistening against the McDowell Mountains. The first completed tower at Optima McDowell Mountain, known as 7220, isn't just another high-end residence. It's something different. A working model for how people can live with nature rather than on top of it. And that future begins with biophilic design.

**DE RITO PARTNERS, INC**

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Optima's ecosystem is sustained by the largest private rainwater harvesting system in the U.S., which captures and recycles runoff through underground cisterns. Then you add solar energy and EV charging stations. Toss in compliance with the latest green construction codes, and the result is architecture that works with the desert instead of fighting it.

Inside, the [palette feels refined](#) but grounded: eased-edge granite countertops, soft-close cabinetry, stainless-steel induction cooktops, even blackout shades and sound-attenuating walls. Bathrooms lean spa-like (think frameless glass showers, deep soaking tubs, and dual vanities) while smart-home tech fine-tunes lighting and temperature.

"Architecture should be felt as much as it's seen," says David Hovey Jr., President and Principal Architect of Optima. And it's clear every material choice supports that idea.



(Michael Duerinckx)

### **Optima's Vertical Landscape System**

Layer upon layer of greenery spills down from every floor. It's a living skin that shades and cools while filtering the desert light. It looks effortless, but that's a serious illusion.

Every home includes a private terrace with a vertical landscaping system, Hovey explains. "The system features a drip irrigation system that allows a vibrant palette of native plants to grow up and over each terrace, cascading down the building façade. The vertical landscaping system provides screening from the harsh desert sun and privacy from



adjacent homes, reduces the heat island effect, re-oxygenates the air, reduces dust and smog levels, and reduces ambient noise.”



(Michael Duerinckx)

### **Living With Nature, Not Apart From It**

From the rooftop deck, the view stretches across miles of Sonoran Desert. It’s a reminder of how intentionally this development blends in rather than stands out. “We believe the 75% open space at grade level with our central courtyard will be very unique and will enable and encourage people to be outside and immerse themselves in the natural environment,” he says, hoping to encourage residents to experience the desert as an extension of their home.





(Michael Duerinckx)

### **Architecture You Can Feel**

Inside, the air feels different. Light moves across stone and wood, shifting as the day changes. “The architecture draws inspiration from the nearby McDowell Mountains,” Hovey says. “The building’s stepped exterior, undulating façade, and landscaped terraces are designed to capture the same deep textures, shades, and shadows found in the natural ridges and topography of the McDowell Mountain range. We believe our residents will be able to feel nature from grade level, from their homes, and from their rooftop decks.”

### **Designing for the Desert**

Shade lines, airflow, and even the structural form all work together to keep interiors cool even in triple-digit temperatures. “The six buildings placed around the perimeter of the site inherently will shade the central courtyard from the desert sun,” Hovey explains, having incorporated design-driven, energy-efficient strategies like vertical landscaping systems, solar panels, and advanced VRF HVAC systems for efficient energy use.



## **Seventy-Five Percent Open Space**

A short walk through the property reveals something unusual. Sky. Lots of sky. Courtyards, walking paths, and native desert gardens carve open space between each tower. “The design invites residents to actively engage with the outdoor environment,” Hovey says. All parking has been built underground, and there are pedestrian and bike paths that connect to the City of Scottsdale’s Master Bike Plan. Hovey explains that the open space “helps reduce ground temperatures and lessens the heat island effect, making outdoor activities more comfortable throughout the year.”

## **Private Rainwater Harvesting System**

Beneath the landscaped courtyards is a ton of complex infrastructure most visitors will never see. “Optima McDowell Mountain features the largest private rainwater harvesting system in the U.S., located at the southeast corner of the project,” Hovey says. “This system collects and stores up to 210,000 gallons of stormwater in a concrete vault, which is then used for site irrigation. By relying on harvested rainwater and incorporating efficient plumbing, xeriscape and turf landscaping, the development significantly decreases its demand on municipal water supplies.”

## **Innovation Behind the Scenes**

“We focused on integrating advanced water management strategies, such as drought-resistant vertical landscaping, native xeriscaping, and turf in the courtyard which minimize irrigation needs and maximize rainwater absorption,” Hovey says. “Additionally, by prioritizing underground parking and expansive open green spaces, we reduced surface heat and encouraged natural water infiltration, lessening runoff and supporting local aquifers. Incorporating the largest private rainwater harvesting system was another exciting innovation in this project.

On the energy front, we implemented high-performance VRF heating and cooling systems alongside rooftop solar panels, ensuring the buildings operate efficiently and sustainably. Optima McDowell Mountain is the first project in Scottsdale built under the latest IECC and IgCC green codes. These solutions were the outcome of over a year of intensive collaboration and problem-solving, reflecting our commitment to both environmental stewardship and community well-being.”

Optima McDowell Mountain may span six towers, 1,330 residences, and twenty-two acres, but Hovey says the collection of buildings is more a reflection of philosophy: that architecture is empathy, a dialogue between people and place.



## Banner Health requests zoning for \$400 million Scottsdale medical campus



Phoenix-based Banner Health has filed a request with the city of Scottsdale for a conditional use permit for a new hospital in north Scottsdale. SmithGroup

By [Angela Gonzales](#) – Senior Reporter, Phoenix Business Journal

Aug 1, 2025

### Story Highlights

#### What's This?

- Banner Health plans \$400 million medical campus in north Scottsdale
- The project includes a 300-bed hospital and outpatient facility
- Banner estimates 2,500 jobs created and \$750 million economic investment

Phoenix-based Banner Health is making its way through the zoning process for a [\\$400 million medical campus](#) in north Scottsdale.



The state's largest health system filed for a conditional use permit to pave the way for a 640,000-square-foot hospital at the southwest corner of Hayden Road and Loop 101, according to a [July 14 filing with the city of Scottsdale](#).

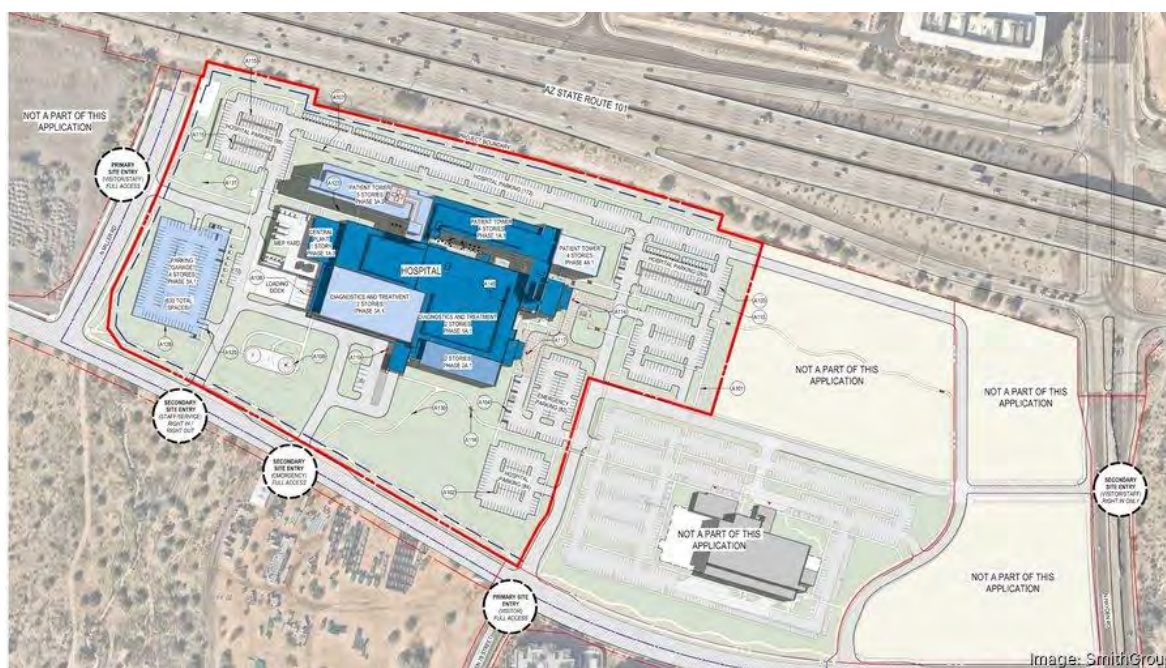
The 300-bed hospital represents the second phase of development on a 48-acre vacant parcel that Banner bought in March 2023 for \$57.6 million in cash, according to Tempe-based real estate database Vizzda LLC.

The [first phase of the project broke ground in May](#) for a 120,000-square-foot Banner Health Care Plus facility that is expected to be completed in early 2027. That three-story structure will include primary and specialty care physician services, urgent care, outpatient imaging and lab as well as a Banner MD Anderson Cancer Center.

Banner estimates that its entire project on that site will create 2,500 jobs and directly invest more than \$750 million into Scottsdale's economy, with construction alone creating \$500 million in economic impact.

The campus will generate nearly \$400 million annually in estimated economic benefit for the community.

The architect for the project is SmithGroup, while general contractor is Okland Construction.



This architectural site plan shows the layout of the proposed Banner medical campus in Scottsdale. SmithGroup



Banner Health, which has [\\$1 billion in construction projects on its plate](#) at any given time, has been serving the Scottsdale market for more than 45 years.

"This is part of a long-term strategy and vision around creating that network in the northeast Valley," said Troy Freeman, vice president of real estate for Banner Health.

"We're the largest health-care provider in the state of Arizona," Freeman said. "We develop these integrated networks meeting patients where they are and providing consumer choice."

Today, more than 50,000 residents in the Scottsdale area rely on Banner for its [health insurance plan](#).

"The northeast Valley is going to continue to grow," he said, pointing to [hundreds of acres of state land](#) recently sold or [being eyed for sale](#).

Banner's land parcel is only a few miles east of Mayo Clinic, which is [investing another \\$1.9 million in expansions](#) for its own campus and is working on a [120-acre biotech innovation hub](#) next to its campus at 56th Street and Loop 101.

Banner has [been working to develop a Scottsdale campus for years](#), originally requesting an auction for the Arizona State Land Department to sell a 48-acre parcel at the northeast corner of Loop 101 and Hayden Road.

As it turned out, Scottsdale-based HonorHealth [outbid Banner](#), at that November 2022 state land auction, causing the state's largest health system to seek other parcels nearby.

The northeast Valley is projected to add 100,000 new residents by 2030, Freeman said.

"Arizona remains one of the most underserved states nationally in terms of hospital beds per capita," Freeman said. "Many Banner patients today must travel across the Valley to access advanced or specialized care. Banner Scottsdale medical campus will ensure these services are available for convenient access for current and future residents."



## This Surprising Western City Has Dethroned Austin as America's Fastest-Growing Millionaire Hub

BY SNEJANA FARBEROV

MAY 31, 2025



iStock/BCFC

**S**cottsdale, AZ—an upscale desert city with a population of fewer than 250,000 residents—has unseated Austin, TX, as the nation's fastest-growing metro for millionaires.

From 2014 to 2024, Scottsdale's millionaire demographic surged by a staggering 125%, mainly driven by the city's rapidly expanding tech sector, according to the [USA Wealth Report 2025](#), released in May by investment consulting firm [Henley & Partners](#).

"Scottsdale has grabbed the attention of high-earning households over the last decade as luxury buyers flock to the area in search of sunshine and access to the area's amenities, such as golf courses and resorts," says [Realtor.com](#)® senior economic research analyst **Hannah Jones**.

Sunny West Palm Beach, FL, followed closely with an impressive 112% gain in high net worth transplants, fueled by an influx of ultrawealthy retirees, as well as financiers and entertainers choosing to live and work there.

"These highlight broader demographic and economic shifts, driven by an influx of tech companies, skilled professionals, and favorable regulatory conditions that are redefining America's geography," reads the new report.

The San Francisco Bay Area—home of Silicon Valley and America's leading tech hub—saw a 98% increase in millionaires over 10 years, landing it in the No. 3 spot. In raw numbers, the affluent [California](#) region currently boasts more than 342,000 millionaires, 756 centimillionaires (those with net worths of \$100 million or more), as well as 82 billionaires—the most in the U.S.



Rounding out Henley & Partners' latest list of the five fastest-growing millionaire hubs are [Miami](#) and Washington, DC, boasting 94% and 92% gains, respectively.

## Who's in and who's out?

Both metros have become magnets for the moneyed elites, with Miami attracting tech and entertainment moguls with its lack of state income tax, and DC luring bigwigs in the finance and law sectors wanting to stay close to the nation's political epicenter.

"America is the undisputed world leader when it comes to high-growth tech sectors such as software, microchips, online retail, internet hosting, social media, search engines and AI," writes **Andrew Amoils**, head of research at the data intelligence firm [New World Wealth](#), which collaborated on the report. "As a result of this dominance, many tech entrepreneurs choose to move to the country in order to take their businesses to the next level."

In a sharp reversal, Austin, previously ranked as the fastest-growing hub of millionaire migration in Henley & Partners' 2024 report, has fallen out of the top five entirely in the latest edition.

"Austin's tech sector has slowed down over the past couple of years," Amoils tells Realtor.com. "This may be linked to the emergence of new tech hubs such as [Tampa](#) and [Scottsdale](#)."

The Austin market is rebalancing as the city adjusts to more residents and higher housing costs, according to Jones.

"During the [COVID-19] pandemic, Austin was a hub of activity for out-of-state movers, but this trend has shifted as return-to-work policies and headwinds in the tech sector mean Austin has lost some of its luster," she adds.

The luxury listing price threshold was \$3.2 million in April 2025 in Austin, compared with \$5.5 million in Scottsdale, according to the latest available data from Realtor.com. Roughly 1 in 4 homes in Austin was listed for \$1 million or more during that time, while the Scottsdale market had more than 50% of properties listed for \$1 million and up.

At the same time, the typical luxury listing in Scottsdale was priced more than 72% higher than the typical Austin luxury for-sale home.

Similarly to Austin, the upscale cities of [Greenwich](#) and [Darien, CT](#), which were featured in the previous installment of the rankings, have dropped out.

"Greenwich and Darien's millionaire growth also slowed down over the past couple of years, mainly due to outward wealth migration to places such as [Florida](#)," notes Amoils. "Taxes are quite high in [Connecticut](#) (when compared with Florida), which may be a factor."



## Scottsdale, AZ



This palatial seven-bedroom mansion in Scottsdale, AZ, is listed for \$22.5 million. REALTOR.COM

Hailed as "the jewel of the Greater Phoenix metropolitan area" in the Henley & Partners report, Scottsdale has seen the most explosive growth in its millionaire population compared with all the other U.S. cities over the past decade.

Many of the ultrawealthy tech executives working in Phoenix and its suburbs choose to live in Scottsdale and nearby Paradise Valley. As of 2024, 14,800 millionaires, 64 centimillionaires, and five billionaires were known to reside in the area.

Major tech businesses that operate out of the region include GoDaddy, Microchip Technologies, Avnet, Insight Enterprises, and Onsemi. Global tech giants Intel and TSMC also have a strong and growing presence in the area, helping fuel the influx of millionaires to Scottsdale.

In addition to its burgeoning tech sector, Scottsdale is also a highly desirable retirement destination, with world-class golf and lifestyle estates such as the Estancia Club, Silverleaf, and Whisper Rock drawing deep-pocketed pensioners eager to spend their days on the city's immaculate greens.

"The luxury housing market in Scottsdale has boomed as buyers, particularly from California, take advantage of the area's appealing standard of living," says Jones. "Significant investment in the area has only heightened Scottsdale's appeal as builders and developers cater to these new movers."



# State land once sought by AZ Coyotes for stadium is sold

Shawn Raymundo

Arizona Republic USA TODAY NETWORK

A Minnesota-based commercial developer spent \$136 million to end a bidding war on a large chunk of vacant land in northeast Phoenix that the Arizona Coyotes once desired.

The 217-acre property located west of Scottsdale Road and north of Loop 101 was sold to Mortenson Co. at a public auction that the Arizona State Land Department held on June 20.

Mortenson, which owns dozens of office, hotel and industrial center projects in Arizona, plans to build a mixed-use corporate campus in an area that's already undergoing a massive transformation with new developments. At the auction, it outbid a rival firm that's working to redevelop the former Fiesta Mall in Mesa.

"We're super excited," an elated George Forristall, Mortenson's vice president of Real Estate Development, said after completing a mountain of paperwork to secure the deal at the Land Department's downtown Phoenix offices.

The sale came exactly one year after former Coyotes team owner Alex Meruelo's longstanding hopes of scoring a new home for the NHL franchise were dashed.

Days ahead of a scheduled auction for a 100-acre portion of the site, the Land Department canceled it.

According to a Phoenix zoning administrator, the existing zoning on the land doesn't allow for an arena.

The site largely allows for ranch and farm residences, but can also be used for planned community districts and commercial and mid-rise developments.

A portion of the property is zoned for single- and multi-family housing.

If Meruelo wanted to buy the site, he would have first needed to get a special use permit for the development. Ultimately, the team was moved to Salt Lake City, where it's been rebranded as the Utah Mammoth.

In April, Mortenson applied to buy the land the Coyotes wanted, along with about 100 more acres on the north end of the site.

That initiated the auction, which had a starting bid price of \$110 million.

Mortenson wasn't the only company eyeing the site.

The property also elicited interest from Verde Investments, the development firm owned by billionaire Ernest Garcia II, the richest man in Arizona. Verde recently acquired the last vacant portion of the Mesa mall, which is being transformed into a sprawling mixed-use development called Fiesta Redefined.

Dozens of people attended the auction in person and remotely. They watched as the companies spent about six minutes trading counteroffers for the site.

It was Mortenson, though, that won the property, outbidding Verde with the \$136 million offer.



As required under Arizona law, funds the department collects from land sales directly benefit K-12 public schools, universities and other programs like the state hospital.

In an emailed statement from the company, Forristall said there were not yet specific details to share about the land's development, other than the company wanting to "enhance the community and support continued sustainable growth in this key corridor of the Phoenix metro area."

"Our enthusiasm for this project is matched by our dedication to fostering strong partnerships with the City of Phoenix and the State of Arizona," he stated.

"As we move forward, we are eager to collaborate closely with them."

***Shawn Raymundo covers Phoenix and Scottsdale.***

***Reach him at [sraymundo@gannett.com](mailto:sraymundo@gannett.com) or follow him on X @ShawnzyTsunami.***

***Republie Reporter Corina Vanek contributed to this story.***

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# Toll Brothers pays \$28M for vacant parcel at Cavasson in North Scottsdale



Toll Brothers Inc. will break ground this fall on this luxury townhome community at Cavasson mixed-use project in north Scottsdale.

Toll Brothers Inc.



By [Angela Gonzales](#) – Senior Reporter, Phoenix Business Journal

Feb 28, 2025

Listen to this article 4 min

Fort Washington, Pennsylvania-based Toll Brothers Inc. (NYSE: TOL) plopped down \$28 million for an 11.27-acre parcel of vacant land in north Scottsdale, on which it intends to build a luxury townhome community.

The parcel is within Nationwide Realty Investors' Cavasson mixed-use project at the northeast corner of Miller Road and Cavasson Boulevard. The transaction equates to \$2.5 million per acre, according to Tempe-based Vizzda LLC real estate database.

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Plans call for breaking ground this fall for a 135-unit luxury townhome community to be called Toll Brothers at Cavasson, said Bob Flaherty, Toll Brothers group president in Arizona.

With sales expected to start in late 2026, the three-story luxury homes with rooftop decks will range between 2,200 and 2,700 square feet, he said.



Toll Brothers Inc. bought this parcel within Nationwide Realty Investors' 135-acre Cavasson mixed-use development in north Scottsdale.

Toll Brothers Inc.

"It is too early to pinpoint price with exact certainty, but if nothing in the world changes, then prices, depending on plan, are expected to be in the \$1 million to \$1.2 million range," Flaherty said.

Michael Lieb, president and CEO of Phoenix-based Michael A Lieb Ltd. represented Toll Brothers on the \$28 million transaction. He said the combination of high-net-worth demographics and lack of housing supply creates a perfect spot for this type of luxury product.

"With the mixed-use success that Cavasson has created with the hotel, the office buildings and employment, it is the epicenter of north Scottsdale," Lieb said.

Demand is high for luxury lock-and-leave units, he said.

### Parcel near other big projects



Nearby, Chicago-based Belgravia Group Ltd. already sold out its \$100 million luxury condominium community and [kicked off development](#) last year of its second project north of the northeast corner of Scottsdale Road and Loop 101 frontage roads at DMB's 120-acre One Scottsdale.

To the west of those projects near Desert Ridge Marketplace, Scottsdale-based The Statesman Group is [expanding The Luxe at Desert Ridge](#) with 4,000-square-foot condominiums.

Scottsdale-based Optima Inc. also is developing a [\\$1 billion luxury community](#) at the southwest corner of Scottsdale Road and Loop 101.

"There are very few areas of town where you can build and sell million dollar plus town homes," Lieb said. "This is probably the epicenter of it."

Toll Brothers snatched up the vacant parcel that previously was going to be the site of a senior living community.

Peoria-based Plaza Cos. and Chicago-based Vi Senior Living had been working in partnership to develop a 327-unit continuum of care concept to include independent living and assisted living units for seniors.

Called Espree at Cavasson, that project [was scheduled to begin construction during the fourth quarter of 2022](#).

However, the partnership put that project on hold, said Sharon Harper, CEO, chairman and co-founder of Plaza Cos.

"The timing in 2022 was not right, due to construction costs uncertainty so we put our growth on hold at this site," Harper said. "Our two communities, Vi at Grayhawk and [Vi at Silverstone](#) both enjoy amazing reputations and significant wait lists. We have now refocused our efforts on site selection."

All this residential development comes at a time when Nationwide Realty Investors continues to sign tenants at Cavasson, which includes a [fully leased 440,000-square-foot office building](#), two adjacent 5-story, 150,000-square-foot office buildings [anchored by Scottsdale-based Meritage Homes Corp.'s \(NYSE: MTH\) headquarters](#) and Choice Hotels International's technology headquarters.





At full completion, the 135-acre Cavasson will include 1.8 million square feet of office space, 1,600 residences, hotels, retail, restaurants and amenities at the northwest corner of Loop 101 and Hayden Road in Scottsdale.

Nationwide Realty Investors

Also completed is the six-story parking structure and adjacent retail building home to scratch-kitchen restaurant PITCH, Salon Lofts and Bankers Trust.

At full buildout, Cavasson will include 1.8 million square feet of commercial space, 1,600 homes, hotels, retail, restaurants and amenities.





## Offices, retail, housing among next pieces for \$1 billion north Scottsdale development

[Corina Vanek](#) - Arizona Republic

Dec. 20, 2024

Apartments, restaurants and a new office building are in the works at Cavasson, a \$1 billion development underway in north Scottsdale, led by Nationwide Realty Investors, the real estate arm of the insurance company.

The 134-acre development, which has been underway in phases near Loop 101 and Hayden Road, is home to Nationwide's new corporate offices, as well as a hotel, restaurants, and other office buildings, including for Choice Hotels and Meritage Homes Corp.

The total development cost of the project at buildout will be about \$1 billion. The site has zoning to allow about 1.8 million square feet of office space and about 1,600 apartment or condo units.

Four new projects at the site are in or have recently completed the review process, which will bring luxury apartments, for-sale townhomes, another six-story office building, a medical office building and retail.

### For-sale and rental homes planned

A 136-unit townhome development, called Toll at Cavasson, is planned by residential developer Toll Brothers. The project received approval from the Scottsdale Development Review Board in December, clearing the way for it to move forward.

The development will be on about 11 acres of land at the northeast corner of Cavasson Boulevard and Miller Road. Each unit will be three stories tall with an attached two-car parking garage and private outdoor space.

Scottsdale-based BB Living is also planning a townhome development at Cavasson, but one that will be for rent. The group submitted plans for 191 townhome-style rentals on 18 acres. The units will range from one to three bedrooms, and each will have a patio and backyard. The development will have a shared amenity area with a pool, splash pad and basketball court.

The project has been submitted for the city board to review but has not yet been scheduled for a public meeting.





### **Medical office, retail building, corporate office proposed**

Nationwide is proposing a 37,000-square-foot, two-story medical office building and a 12,800-square-foot retail building at the northeast corner of Claret Drive and Cavasson Boulevard.

The retail building would have several suites for different restaurants and stores, but no businesses have been identified as planning to locate there or in the medical office building, according to city documents.

The company is also planning another corporate office building to be built between the existing office buildings on the site. According to city documents, Nationwide plans to build a six-story, 179,000-square-foot office building but does not have any business tenants identified to use it. Like Nationwide's offices and other existing corporate offices, the building would be built fronting the Loop 101.

The projects have also been sent to the board for review but have not been scheduled for a hearing.

[North Scottsdale mansion with two wine cellars sells for \\$7.5M](#)[There's something for everyone in Goodyear and Buckeye. Here's what to try in 2025](#)[Man arrested in connection with fatal stabbing near Safeway grocery store in Phoenix](#)[Horton Fire containment remains at 17% as wildfire grows to almost 4K acres](#)

### **Hotel, some restaurants already open at Cavasson**

A Hilton full-service hotel with 273 rooms and a 15,000-square-foot event center [opened at Cavasson in early 2023](#). The hotel has an on-site restaurant called Desert Pony Tavern, a Southwest-inspired gastropub that features live music and entertainment.

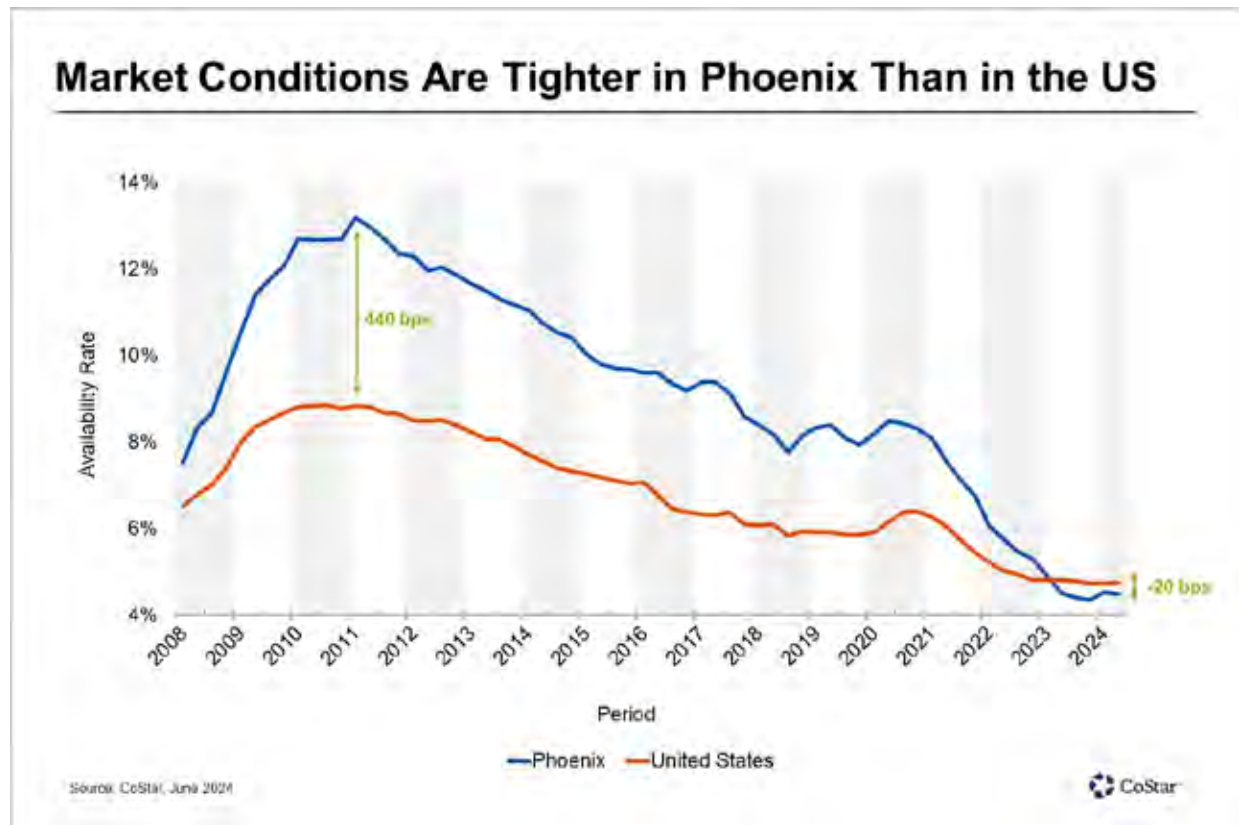
Pitch Pizzeria has also been open since early 2023. Salon Lofts, a salon with spa services and Bankers Trust also have locations open at Cavasson.



## COSTAR INSIGHT

## Phoenix Retail Availability Outperforms Nation for Over a Year

Population, Income Growth Fuel Demand While Lack of Spec Construction Dampens Supply Side Pressure



By **Connor Devereux**  
CoStar Analytics

June 25, 2024 | 10:41 AM

The Phoenix retail market boasts lower space availability than the United States overall, a trend that has held for more than a year.

As the second quarter nears completion, the amount of space available to lease has reached 4.5% of the Valley's total existing and underway inventory. That share bests the



national level, with an availability rate of 4.7%.

The recent outperformance is a unique phenomenon. From 2008 to 2019, [Phoenix's](#) retail availability rate averaged about 300 basis points higher than the United States. The spread peaked at 440 basis points in the first quarter of 2011, as losses incurred during the Great Recession took longer to recover in Phoenix than in most other markets.

However, a surge in demand in the years following the pandemic's start contributed to a [rapid decline in space availability](#), keeping market conditions near the tightest level in recent memory.

Robust [population gains](#), higher incomes and healthy economic growth contributed to Phoenix's ranking as one of the [top-demand markets](#) in the nation. These factors have helped many local retailers avoid closing stores and [encouraged others to open new ones](#).

In addition, a near-complete lack of speculative construction activity has kept supply side pressure at bay. Since 2013, retail developers completed about 22 million square feet and demolished over 6 million square feet. For comparison, the Valley had more than 23 million square feet of gross completions in 2007 and 2008 alone while removing less than half a million square feet.

Though [consumption growth could ease](#) as the broader macroeconomy slows, a meaningful weakening of property performance is not expected over the near term in Phoenix. Local developers have had difficulty breaking ground on new retail space given the challenging financing environment, leaving less than 1% of inventory underway. Also, many corporate retailers have increased their efficiency and profit margins over the past few years, making widespread store closures unlikely, even if economic conditions soften.





Mack Innovation Park Scottsdale renderings courtesy of Mack Real Estate Group.

[AZRE](#)

## Construction begins on 1.2 million SF Mack Innovation Park Scottsdale

Mack Real Estate Group ([MREG](#)) announced that the initial phase of Mack Innovation Park Scottsdale is fully financed and breaking ground imminently. Affiliates of MREG have secured approximately \$63 million of debt financing for construction of the two-building, 305,400 first phase of development on a well-located 124-acre infill site in North Scottsdale with capacity for 1.2 million square feet across 11 buildings and excellent access to Pima and Bell roads and the Loop 101 freeway. Bank OZK provided \$43.0 million of first mortgage construction debt, and PGIM Real Estate provided \$19.78 million of construction mezzanine financing. JLL Capital Markets arranged the financing.

“The Scottsdale industrial market continues to see limited new supply and ongoing rent growth. Given these positive dynamics, we believe Mack Innovation Park Scottsdale will be well received,” said Richard Mack, CEO of MREG. “We’re excited to break ground on our first phase with the support of construction debt from Bank OZK and PGIM Real Estate. As a firm we remain bullish on Phoenix, with a large footprint of active projects across the Phoenix MSA.”



“Bank OZK is pleased to provide construction financing for this large-scale industrial development that will serve as a convenient, flexible and accessible distribution hub,” said Jason Choulochas, Managing Director of Originations at Bank OZK. “The Phoenix MSA continues to be an attractive market given its strong economic fundamentals.”



“PGIM Real Estate is proud to highlight our firm’s active and growing presence in the structured debt market through this deal,” said Daniel Kattan, executive director at PGIM Real Estate, who led the financing on the firm’s behalf. “As demand for industrial real estate remains robust, we are pleased to have a strong partner in Mack Real Estate and provide financing for the development of these institutional quality assets.”

The first phase of Mack Innovation Park Scottsdale consists of two state-of-the-art industrial buildings totaling 305,400 square feet. The buildings are to feature 32’ clear heights, 53 dock-high doors, 20 grade-level doors, and 516 parking stalls. The JLL Capital Markets team of Chris Peck, Brad Miner, Jason Carlos, Tyler Peck and Jarrod Howard arranged the financing package. The project team for Mack Innovation Park Scottsdale consists of Willmeng as general contractor; Butler Design Group as architect; and Withey Morris Baugh PLC as land use counsel. Leasing agents are Mitch Stravitz and Rusty Kennedy of CBRE, James Cohn of Stream Realty, and Randy Shell of Shell Commercial.

MREG is a real estate firm with a national development and investment footprint, including a large and rapidly growing presence in Phoenix. In addition to recently [prevailing at](#)



[auction](#) for the right to develop a mix of uses across the 2,300-acre site in the North Valley surrounding Taiwan Semiconductor Manufacturing Corporation's campus, MREG is currently building a total of over 4 million square feet of industrial space at Mack Innovation Park Deer Valley and Mack Innovation Park Scottsdale and owns an approximately 800,000 square foot warehouse property in Goodyear. Additionally, MREG's multifamily portfolio in Phoenix consists of more than 900 units owned or under development, and the firm also owns a 198-unit community in Flagstaff.



# Banner Health has \$1 billion in construction projects planned, including new hospitals



Mark Skalny /VISUALNATUREIMAGES.COM (c) 2011

Since teaming up to open this cancer center in Gilbert in 2011, Banner Health and MD Anderson have more expansion plans in mind.

MARK SKALNY

By [Angela Gonzales](#) – Senior Reporter, Phoenix Business Journal

Jun 20, 2024

**Updated** Jun 21, 2024 11:54am MST

Phoenix-based Banner Health is moving forward on new developments on land it owns throughout Arizona, with more than \$1 billion in projects on its drawing board and in the pipeline over the next several years.

The state's largest health system is working toward city approvals for a [\\$400 million hospital campus on 48 acres](#) on the southwest corner of Hayden Road and Loop 101 in north Scottsdale. Plans call for expanding Banner MD Anderson Cancer Center's



presence to that north Scottsdale campus, after [expanding its Gilbert campus to Glendale in 2014](#).

The cancer center will be part of a new 119,500-square-foot facility – branded by the health care system as a Banner Health Center "plus" facility – that serves as a one-stop shop offering an array of retail and ambulatory services, such as urgent care, imaging, outpatient surgery, pharmacy, physical therapy, and physician services all under one roof.

The timeline has been moved up to build the Banner Health Center plus facility on that campus because it can be built within the existing C2 zoning without a need for zoning changes.

"It [gets reviewed by the design committee](#) at the end of July," said Peter Fine, who is retiring as CEO of Banner Health on June 30. "It doesn't need City Council approval. It's already zoned for those particular services."

Construction of a medical office building and 4-story hospital building will follow.

Based on community and council member feedback, the Banner team has made changes to the site plan of the campus, including adjusting the layout of the campus. The hospital will be constructed further away from residential areas and Hayden Road.

This will be Banner's third Banner Health Center plus location, adding to one at 75th Avenue and Loop 101 in Glendale and another at the northwest corner of 44th Street and Camelback Road in Phoenix. It will be Banner's 35th hospital nationwide, Fine said.

## **Banner Thunderbird, Estrella centers to expand**

Meanwhile, Banner is in the process of building its 34th hospital — a rehabilitation hospital in Tucson being built in partnership with Select Medical. Expected to open in 2026, it will be Banner's fourth rehab hospital.

Looking ahead, Fine and his team just received board approval at Banner's June 7 board meeting to expand Banner Thunderbird Medical Center in Glendale and Banner Estrella Medical Center in west Phoenix.

A new 5-story tower at Banner Thunderbird will house women and infant services. Once those services are moved to the new tower, plans call for expanding surgical services in the existing space, adding six new operating rooms. Banner Thunderbird's emergency room will get some enhancements to improve the care and experience for pediatric patients and families. That project is expected to be completed next year.

The tower is expected to be completed in late 2026 and the surgery expansion in late 2027.



Banner Estrella will get an expansion into shelled space to add 36 licensed beds to the hospital. Additional space will be built out in the operating room, while the women and infant service areas will be expanded.

Banner also plans to expand services on [land it owns at the northwest corner of Interstate 10 and Verrado Way](#) in Buckeye, where it currently operates a Banner Health Center.

The details have not been finalized, but the goal is to begin construction in 2025.

Future plans also call for building another Banner MD Anderson campus in the Sun Cities area, he said.

"We'll have three satellites and a main campus to try to bring the product closer to the customer," Fine said.

### **Banner, by the numbers**

- 33 acute-care hospitals
- 50 urgent care locations
- 100s of health centers and clinics
- 55,000 employees
- Operates in six states



# A private village in Scottsdale houses some of Arizona's priciest real estate. I got a tour of its guarded neighborhoods.

Joey Hadden

May 27, 2024, 8:10 AM MST



Business Insider's reporter visited Silverleaf Village in Scottsdale's DC Ranch neighborhood. Joey Hadden/Business Insider

In the canyons beneath a mountain range dotted with cacti is Silverleaf Village, the most exclusive and expensive residential community in Scottsdale, Arizona.

In a city with a rapidly growing millionaire population, Silverleaf had an average selling price of \$5.5 million in 2023, according to a representative of the neighborhood. And it's home to the most expensive residence on the market in Scottsdale — a mega-mansion listed for \$54 million.

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The village is in the 4,400-acre residential community of DC Ranch. Last month, I got an exclusive tour of the entire neighborhood's four villages, and Silverleaf stood out as the most elite, with custom estates and an exclusive clubhouse.

Take a look around the luxury desert oasis that Scottsdale's richest locals call home.

## Silverleaf Village is in North Scottsdale.



Silverleaf Village is in North Scottsdale. Google Maps

Silverleaf is on the east side of DC Ranch in North Scottsdale. The village is nestled in the canyons of the McDowell Mountains.



**The village has 16 gated neighborhoods.**



A road lined with mansions in Silverleaf. Joey Hadden/Business Insider

According to the DC Ranch website, the neighborhoods are guarded 24 hours a day.

**The homes are a mix of luxury villas and custom estates.**



A street in Silverleaf. Joey Hadden/Business Insider

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Silverleaf's street signs have a fancy look, with curled details on the posts and serif fonts. According to the neighborhood's website, the homes were built in Spanish and Mediterranean Revival-style architecture.

The elevated signage, paired with mansions reminiscent of Italian castles and Greek villas, made me feel like I was somewhere in Europe.

**Within the village is a private club with a golf course, a spa, pools, and restaurants.**



The golf course in Silverleaf. Joey Hadden/Business Insider

Since the clubhouse is so exclusive, I wasn't able to access it with my media tour guide. But according to the club's website, it's a 50,000-square-foot space with casual and fine dining, a world-class spa, and both resort-style and lap pools.

I did get a peek at the championship golf course. It sprawls 18 holes over 7,322 yards and is surrounded by hills and succulents.



**The homes with the highest elevation appeared to be the most luxurious.**



A sprawling estate in Silverleaf. Joey Haden/Business Insider

Driving up the mountain, I noticed the houses looked more like mega-mansions. They had long, walled driveways leading up to estates with multiple buildings.

**The village is still developing.**



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A home under construction in Silverleaf. Joey Hadden/Business Insider

Toward the top of Silverleaf Village, I spotted several empty sites ready for more custom estates to be built. According to the neighborhood's website, luxury condos are also in the works.

## From the top of Silverleaf, residents have a view of Scottsdale.



Scottsdale seen from the top of DC Ranch. Joey Hadden/Business Insider

The top of Silverleaf had the best views in DC Ranch. Past the mansions and cacti dotting the canyon, I spotted golfing greens and a runway at Scottsdale Airport, where the wealthy park private jets.

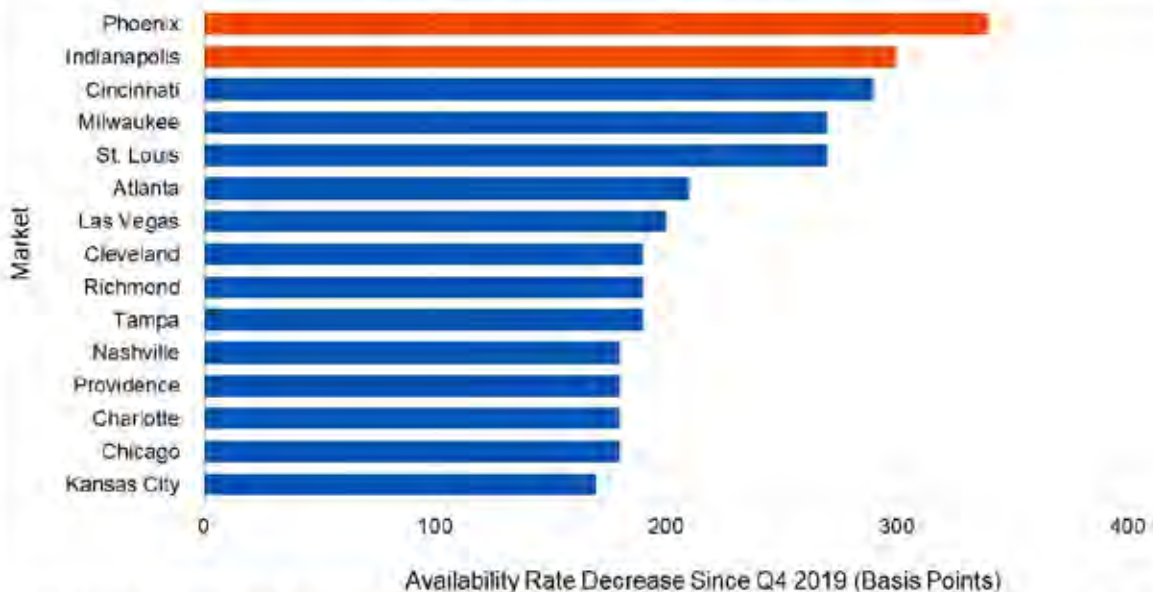
With massive estates, luxury amenities, and jaw-dropping views, it was easy to see why Silverleaf Village is the most expensive place to live in Scottsdale.



# Biggest Availability Rate Drop in US Occurs in These Two Markets

Tight Operating Environment Powers Record Retail Rent Growth

## Phoenix and Indianapolis Boast Steepest Decline in Space Availability Since Pandemic's Onset



Includes markets with at least 75 million square feet of inventory  
Source: CoStar, 2024 Q1



By [Connor Devereux](#) and Brian Fineran

CoStar Analytics

May 20, 2024 | 6:51 AM

Conditions in many retail markets across the country have reached near the tightest level on record, but while



available space has dwindled quickest in areas throughout the Sun Belt and Midwest, Phoenix and Indianapolis stand out as the nation's leaders for the biggest improvement since the start of the pandemic.

Both the Phoenix and Indianapolis markets registered a 300-basis-point decline or more in their availability rate from the fourth quarter of 2019 to the first quarter of 2024.

The availability rate, which includes listed space for lease regardless of whether it has been vacated or completed, was on a steady downward trend throughout the most recent expansion cycle in both markets. Limited new construction in the decade following the Great Recession kept supply side pressure largely at bay, and the removal of older, obsolete stock further refined inventories.

In addition, both Phoenix and Indianapolis benefit from a relatively low cost of living and steady population growth that has fueled underlying spending at local retailers. Many corporate tenants have strong sales activity and healthy profit margins, keeping store closures contained.

The ongoing dynamic of robust tenant demand and modest new supply has created a leasing environment that benefits landlords. As a result, rent growth has



surged over the past few years, and new leases increasingly include terms that favor landlords.

## Phoenix Ranks No. 1

[The Valley's retail market](#) is firing on all cylinders. The availability rate has fallen from 7.9% in the fourth quarter of 2019 to 4.5% in the first quarter of this year, a 340-basis-point decline. That decrease ranks Phoenix as the fastest-improving major market in the United States.

Phoenix retailers benefit from strong population gains, rising incomes and broad-based economic growth. [Maricopa County was the fourth fastest-growing county](#) in the country last year, and [Phoenix ranked No. 8](#) among metropolitan areas. Over 165,000 people migrated to Phoenix on a net basis over the past three years combined, strengthening the region's consumer base.

Many local retailers, therefore, remain in expansion mode. Off-price retailers, experiential concepts, quick-service restaurants and beverage shops, among others, are opening new locations, keeping available space limited.

Against this backdrop, rents have surged as competition for space stays elevated. The Valley recorded annual



asking rent growth of 8.1% in the first quarter, the second-strongest result in the country behind Raleigh, North Carolina.

## Indianapolis in Second Place

The resilience of the [Indianapolis retail market](#) helped compress availability by 300 basis points since the fourth quarter of 2019 to 3.8% at the end of March. This market's solidity propelled Indianapolis into the second fastest-improving market nationally.

During March, Hoosier private-sector employment set a record high, with Indianapolis marking the best job growth rate in the Midwest. Employment growth was evident in six sectors, signifying the diversity of demand drivers in the area. Solid employment across multiple industries helps area retailers weather economic downturns better than those in less economically diverse cities, making this an attractive market for savvy retailers.

Although household income growth is low, the cost of living is well below the national average, leaving consumers with more discretionary spending power that finds its way to the area's many retail districts, including areas to the city's north and around The Speedway, the

world's largest sporting venue, which accommodates up to 400,000 spectators.

Since the pandemic's start, development has been historically low. Over the past five years, 2.9 million square feet were added to the area's inventory, averaging 710,00 square feet annually, which is only a 2.14% inventory increase. This lowered construction activity has helped keep vacancy at 3.1%, which is near its lowest level ever. The compressed vacancy and tightened availability rates here have supported rent growth of 6%, coming in 310 basis points above the national average.

## Tight Conditions Expected

Barring unforeseen economic challenges, less construction in Phoenix and Indianapolis should help keep availabilities compressed near all-time lows into 2025. Inflation, however, has proven to be more persistent than many expected. Coupled with elevated consumer debt levels, it eventually could dampen consumer spending, bringing rent growth back to normal levels.

Rent growth in Phoenix is still just below its all-time high of 8.3%, while Indianapolis hit an all-time high annual rent growth rate of 7% earlier this year. [Cooling rent growth](#) in both markets is expected to be between 5.4%



and 5.8% early in 2025, above or near the historic averages for both metropolitan areas.

Most major national retailers have sound balance sheets, allowing them to keep stores open, so there should be a reduction in big-name store closures this year. The National Retail Federation forecast that this year's retail sales should increase between 2.5% and 3.5%, down slightly from last year's 3.6% growth rate. The NRF's numbers are not inflation-adjusted, however, since they're nominal.

With expectations for softened economic growth, retailers at both ends of the spectrum — from higher-rent prime mall locations to mom-and-pops — could be subjected to slightly higher risk.

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## Cities With the Fastest-Growing Home Prices in the Phoenix Metro Area- June 2024

### 6. Scottsdale, AZ

1-year price change: +\$48,003 (+6.2%)

5-year price change: +\$333,738 (+68.4%)

Typical home value: \$821,372 (#6 most expensive city in metro)

# Construction Begins on Optima McDowell Mountain Village in North Scottsdale

Article originally posted on [AZ Big Media](#) on February 6, 2024



Award-winning real estate development firm, Optima is partnering with Mitsui Fudosan America, Inc. for the development of the first building within its newest Arizona residential development, Optima McDowell Mountain Village, located on 22-acres on the southeast corner of Scottsdale Road and the Loop 101 Freeway in North Scottsdale.

The first building will consist of 210 rental residences, which just broke ground this month and is located on the southwest corner of the site. The overall development will comprise six, eight-story apartment and condominium buildings that will include 1,330 luxury residences and 36,000 square feet of commercial and retail space.

Designed by David Hovey Sr., FAIA, and David Hovey Jr., AIA, each of the six buildings will feature the sophisticated architectural detail that characterizes Optima's Arizona projects and will contain its own resort-style amenity offering which will include a rooftop sky deck with a 50-meter Olympic-length swimming pool; a sauna, spa, and cold plunge; a running track that will follow the perimeter of the roof; outdoor fire pits; lounge seating; outdoor kitchens with barbecues and dining spaces and sheltering arbors covered with vines. Every

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rooftop will offer spectacular views of the McDowell Mountains to the east, vibrant sunsets to the west, Pinnacle Peak to the north and Camelback Mountain to the south.

The ground-floor level of each building will be similarly outfitted with spacious, well-appointed lobbies; a fitness center and yoga studio that look out over the lushly landscaped courtyard; a sauna and steam room; a residents' club with game room and theater; an indoor basketball and pickleball court; an outdoor pickleball arena; a golf simulator; an outdoor putting/chipping area; indoor and outdoor kids' play spaces; a massage room; a dog park and pet spa; and a business center and conference room.

Optima McDowell Mountain Village™ will provide an unprecedented 75% open space area at grade level with a grand central courtyard as well as feature a bicycle and pedestrian path around the entire perimeter of the master planned development that will connect to the project's 36,000 square feet of destination retail as well as the bicycle and multi-use paths of the City of Scottsdale Bicycle Master Plan.



“We are very excited to begin this partnership with an organization of the caliber of Mitsui Fudosan America that shares our commitment to exceptional design, the highest quality construction, resident-centric property management, and the creation of sustainable neighborhoods,” says David Hovey Jr., AIA, President & COO of Optima®, Inc.

The community will be the first project in Arizona to be built under both the new International Energy Conservation Code (IECC) and International Green Construction Code (IgCC). A few highlights of the sustainable features include 75% open space that will be a combination of artificial turf, xeriscape landscaping and native plants; high-performance mechanical systems, and solar panels; 100% underground parking to mitigate the heat-island effect, Optima's signature vertical landscape system, and the largest private rainwater harvesting system in the United States. The vertical landscaping system, with its self-containing irrigation and drainage, enables a palette of vibrantly colored plants at the edge of each floor to grow both up and over the edge of the building. The integration of enhancements to the vertical landscape and architectural shading systems protects homes from the sun and creates additional privacy, while filtering the air and lowering ambient temperature.

With views of the majestic McDowell Mountain range as the backdrop, the location is just a five-minute drive to the shopping, dining and entertainment destinations of Scottsdale Quarter and Kierland Commons. Being adjacent to the Loop 101 Freeway and just two minutes from the SR-51 Highway and ten minutes away from the I-17 Highway will enable residents to be just 15-25 minutes from Downtown Phoenix, Glendale, Old Town Scottsdale, Tempe, Mesa, and Phoenix Sky Harbor Airport.

Now in its 46th year, Optima® continues to grow in the Greater Phoenix market. Having previously opened Arizona luxury condominium and apartment developments, including Optima Biltmore Towers®, Optima Camelview Village®, Optima Sonoran Village®, and Optima Kierland Center®.

"As is evidenced by our investment in our Optima McDowell Mountain Village™ project, Optima® signifies our long-term commitment to ongoing investment in the growing Scottsdale and Arizona markets," adds Hovey Jr.

Registration is now open for both the condominiums and apartments. To be among the first to learn about upcoming sales and leasing opportunities, visit [OptimaMcDowellMountainVillage.com](http://OptimaMcDowellMountainVillage.com).

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# Phoenix ranked No. 1 in nation for manufacturing growth, report says



expand

Construction has significantly progressed on Taiwan Semiconductor Manufacturing Co.'s new complex in north Phoenix, which is pictured above in November 2023.

TAIWAN SEMICONDUCTOR MANUFACTURING CO



By [Audrey Jensen](#) – Reporter, Phoenix Business Journal  
Jan 9, 2024

Phoenix is the top market for manufacturing growth thanks to at least 14 major announcements that have been made in the region since 2020.

Metro Phoenix was ranked No. 1 out of the 15 top growth markets for largest projected job gains by global real estate firm Newmark Group Inc. [in its latest manufacturing report](#), which identified the largest growth markets in large, medium and small metros.

Nearly 15,500 jobs have been promised as part of the major manufacturing developments coming to the Valley, which topped the nation for both projected jobs added and manufacturing announcements in excess of \$100 million, according to Newmark research.

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Elizabeth Berthelette, author of the Newmark report, said Phoenix has a long history in advanced manufacturing with companies such as Intel and Honeywell over the past 50-plus years.

"Having that basis of skill-level, other facilities, other types of companies doing similar things — R&D, highly-skilled manufacturing and production — has really continued to attract new announcements," she said. "It's the business climate, economic climate, less expensive power, more development opportunities."



Elizabeth Berthelette, head of northeast research & national life science research for Newmark Group Inc.  
NEWMARK GROUP INC.

The resurgence of manufacturing in the United States [has brought a host of companies to Arizona](#), including technology giants Taiwan Semiconductor Manufacturing Co. and LG Energy Solution. The average square footage of mega investments is 1.45 million square feet, while the average manufacturing lease has averaged about 45,000 square feet, according to Newmark.

Bob Hess, a site selector who is vice chairman of global strategy for Newmark, said Phoenix's past reputation as a bland hub of call centers and insurance firms as well as companies exiting California, was a precursor to the growth the region is now seeing. Because of a [concerted effort by leaders to diversify the economy](#) and a major network of universities and community colleges, more companies now want to relocate to the Valley.

"Because of that passion, that synergy, your public-private partnership situation out there is stronger than most of these metro areas," Hess said.

The Phoenix metro's large labor pool and proximity to larger markets with R&D systems have attracted employers to the area as well.

Newmark found that the Phoenix market had nearly 75,000 advanced manufacturing workers as of 2023, although finding the labor to fill the new jobs will be a challenge across all markets, especially in smaller regions that do not have as diverse economies.

"Phoenix isn't immune to the challenges of the greater advanced manufacturing sector," Berthelette said. "Where Phoenix may excel is the diversity of its economy — it's very large, there's a lot of different industries there, the population growth is very fast."



## Four main sectors drive growth

These projects have [helped push the Phoenix market ahead in the national industrial rankings](#) even as e-commerce and logistics started to slow down in the past year across the U.S.

Growth is expected to continue for Phoenix and other markets in manufacturing as major projects are built out because of ancillary demand and third-party vendors that want to be close to the manufacturers.



Bob Hess, vice chairman of global strategy for Newmark Group Inc.  
NEWMARK GROUP INC.

Hess said companies are mostly looking for communities that have a sustainable plan and visions for partnerships and strategies to address quality of life, infrastructure, housing and more.

"There some challenges out there but I think Phoenix is always going to be a top 10 metro in the United States in the years to come," Hess added.

High-tech and digitalization such as semiconductors, automotive and transportation, energy and biomanufacturing are four of the main manufacturing sectors driving much of the growth.

In Q3 2023, the manufacturing sector made up nearly 12% of the industrial inventory under construction in metro Phoenix, according to Newmark. In Austin, another major industrial market, manufacturing made up 13.5% of projects under construction in the same time period.

Other large markets that are seeing the most growth in the industry were Atlanta, which has had 12,713 jobs announced since 2020, and Austin, which has had 11,465 jobs announced since then.

In mid-size and small metros measured, Syracuse, New York saw the most manufacturing jobs announced with 9,000 new jobs for a new Micron facility, while Savannah, Georgia, had nearly 9,000 jobs announced across two facilities since 2020.

# Team behind \$1B CrackerJax redevelopment to move forward 'as soon as we can' after approval

## Ahead of Scottsdale City Council vote, most residents spoke in favor of housing, jobs project would provide



Image: Nelsen Partners via City of Scottsdale

An artist's rendering of a 2-acre gathering point in the middle of The Parque, which is a mixed-use project being developed by George Kurtz at the former CrackerJax amusement park in Scottsdale.

NELSEN PARTNERS VIA CITY OF SCOTTSDALE



By [Ron Davis](#) – Reporter , Phoenix Business Journal  
Nov 14, 2023

In front of a standing-room-only audience, Scottsdale City Council on Nov. 13 gave the thumbs up to one of the city's most ambitious redevelopment projects.

On a 5-2 vote, Council adopted an ordinance and two resolutions that will make way for The Parque – a \$1 billion-plus mixed-use development that would include multifamily; retail and restaurants; a five-star hotel; a Class A office building; an open space gathering area and more.

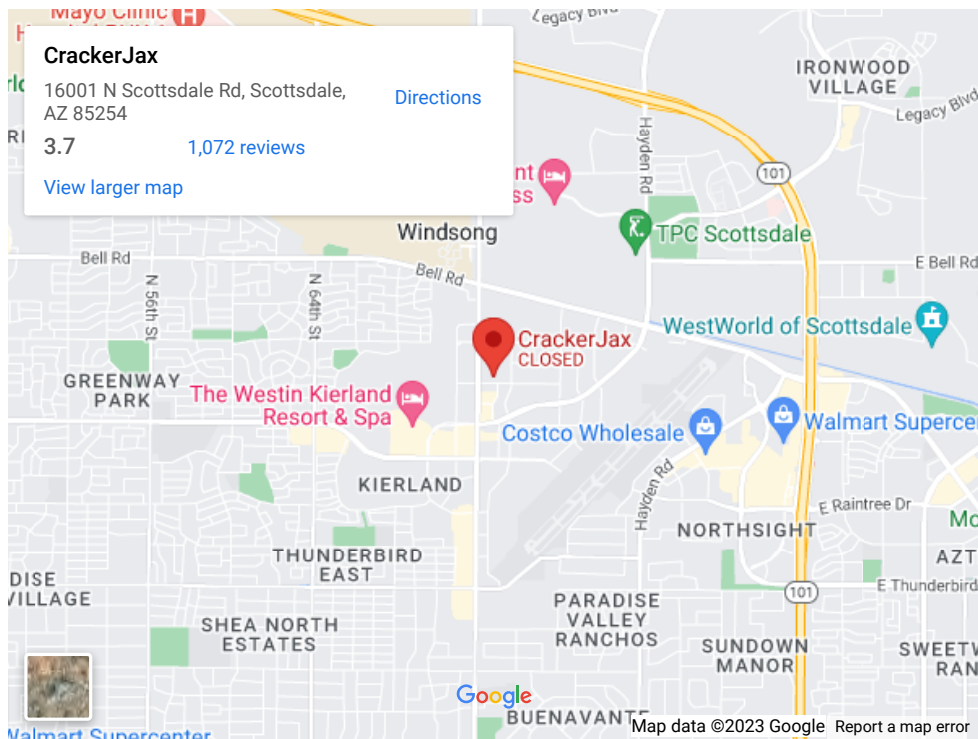
The more than 30-acre site was previously home to the former CrackerJax amusement park, which sits on a prime redevelopment tract in North Scottsdale. The project will join a wave of billion-dollar developments in that part of Scottsdale – already one of the most affluent areas of the Valley.

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The Parque will be developed by billionaire [George Kurtz](#), the co-founder and CEO of cybersecurity company CrowdStrike and [one of the wealthiest people in Arizona](#). After the vote, Kurtz and the development team are eager to move forward quickly.

"We'll look forward to transforming that site from what it is today into something that's sustainable and have a great impact on Scottsdale," Kurtz told the Business Journal after the vote. "We're hoping [to start the transformation] as soon as we can, pending working with the architects and getting through the necessary things that we need to do to be able to start construction."

Specific plans for The Parque include 1,182 dwelling units across apartment buildings, workforce housing and hotel-branded condominiums; a 223-key 5-star hotel; a 150,000-square-foot office building; more than 25,000 square feet for retail and nearly 35,000 square feet for restaurants.

In total, more than 2 million square feet are planned for the development. The 12 buildings planned for the site will range in height between one to 10 stories; the tallest of which is 117 feet.

More than a dozen Scottsdale residents spoke ahead of the Nov. 13 vote with the majority speaking in favor of Kurtz's plan, saying that it would help establish the city as a cybersecurity and technology hub, add more jobs and bring more housing to the area. A few residents spoke out against the plan, saying the development would contribute to traffic congesting in the area, obstruct views of the mountains and negatively impact quality of life.

"The elements of this project are exactly what we say what we want for our city. We are following our voter-approved plans, and we are carefully considering our long-term infrastructure needs with every project," said Councilwoman Tammy Caputi. "This is a vacant, privately owned lot on a valuable commercial corridor. Leaving it empty or underutilized is simply not an option."

### **CrackerJax site acquired by Kurtz for \$55.5M**

The Parque's development team consists of Kurtz and David Megdal, while Nelsen Partners has been tasked as the project architect. Texas-based [Nelsen Partners](#) has worked on other prominent Valley retail developments including the nearby Kierland Commons and Scottsdale Quarter, as well as the Arizona Biltmore and Goodyear's new downtown. It is also [working on the planned Five North commercial core](#) at the Vistancia community in northwest Peoria.

John Berry of Berry Riddell LLC is the land-use attorney for the project.

Kurtz acquired the land for The Parque in 2022 for \$55.5 million. [At the time of the purchase](#), Kurtz said he wanted to create "a transformational, sustainable mixed-use campus as a catalyst to attract top innovators, technology entrepreneurs, knowledge workers, and venture capitalists to accelerate Scottsdale's growing technology cluster."

"[The CrackerJax site] ticked all the boxes and had all the attributes and we look forward to transforming that into a special crown jewel of Scottsdale," Kurtz said.



Kurtz doubled down on his investment in the area in the months following the purchase of the CrackerJax site with the acquisition of The Promenade shopping center across the street. The entity Scottsdale Promenade LLC purchased the Scottsdale power center in August 2022 for \$180 million, according to real estate database Vizzda.

Upon buildout, The Parque would join [other billion-dollar developments in the works nearby in north Scottsdale](#), which include Nationwide Realty Investors' [Cavasson mixed-use campus](#) and the [120-acre One Scottsdale mixed-use development](#).

Last November, Scottsdale [approved a development agreement and rezoning](#) for another billion-dollar project: Optima McDowell Mountain Village, which passed on a 4-3 vote. Scottsdale-based Optima Inc. will build a half-dozen eight-story buildings that are each 118 feet tall. In total, 1,330 units plus 36,000 square feet of commercial space and other amenities are planned for Optima.

The CrackerJax property had been subject to [much speculation over the years](#) about possible developments and buyers. In 2017, JDM Partners, which counts former Phoenix Suns owner [Jerry Colangelo](#) as a principal, [submitted plans to the city of Scottsdale](#) for a 2 million-square-foot mixed-use development that would have included offices, restaurants, condos, a hotel and a theater. Ultimately, those plans never advanced and JDM did not buy the property, [according to previous reporting](#).

Almere, The Netherlands

August 21, 2023, 5:45 p.m. CET

## ASM closed the purchase of a plot of land in Scottsdale, Arizona

**ASM International N.V. (Euronext Amsterdam: ASM) announces that it purchased a plot of land in Scottsdale, Arizona.**

ASM announces that last week it closed on the purchase of a plot of land in Scottsdale, Arizona. This purchase is part of ASM's intention to consolidate its multiple sites in Arizona, and for future expansion of R&D and support activities, following the growth in recent years and in line with ASM's Growth through Innovation strategy. No financial details have been disclosed. The acquisition sum is part of the €150-200 million total group capex targeted for 2023, as earlier communicated by the company.

### About ASM International

ASM International N.V., headquartered in Almere, the Netherlands, and its subsidiaries design and manufacture equipment and process solutions to produce semiconductor devices for wafer processing, and have facilities in the United States, Europe, and Asia. ASM International's common stock trades on the Euronext Amsterdam Stock Exchange (symbol: ASM). For more information, visit ASM's website at [www.asm.com](http://www.asm.com).

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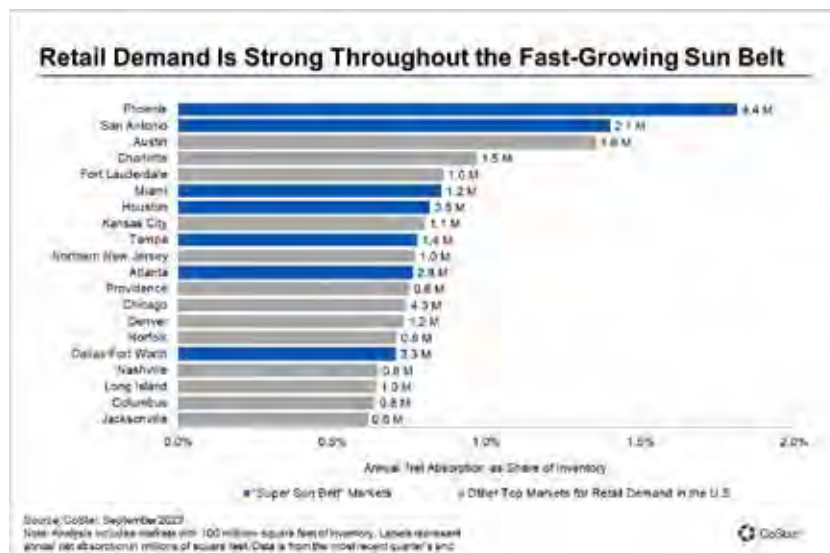
E: [investor.relations@asm.com](mailto:investor.relations@asm.com)



# Super Sun Belt Markets Phoenix & San Antonio Lead in Retail Demand

Article originally posted on CoStar

(<https://product.costar.com/home/news/1679547948>) on September 13, 2023



The retail sector remains a bright spot in the broader commercial real estate landscape, as healthy consumption patterns keep tenants in expansion mode. Nearly every major U.S. market had more retail space occupied than vacated in the 12 months ending in the second quarter, though the pace of expansion is notably easing.

A familiar pattern emerges when ranking the top markets in the country for annual net absorption — defined as the change in the number of square feet occupied — as a share of inventory.

The strongest performance comes from the South and West regions, driven by robust demographic trends and steady job growth. “Super Sun Belt” markets, a designation from the Urban Land Institute’s latest annual report, dominate the list, with all seven areas making the top 20. These core cities, which include Atlanta; the Dallas-Fort Worth area; Houston; Miami; Phoenix; San Antonio; and Tampa, Florida, were recognized by the trade group for being top migration destinations for residents and businesses and having the brightest real estate outlook.



### **Valley of the Sun Tops Retail Demand Ranking**

Phoenix recorded 4.4 million square feet of positive net absorption over the past year as its nation-leading population growth encouraged retailer expansion. That figure represents 1.8% of the market’s retail inventory, earning Phoenix the top ranking. Other positive demand drivers that support strong retail performance include its growing labor market and commercial space affordability, as well as its expanding and diversifying local economy.

New development has not kept pace with robust demand, causing space availability to fall to the lowest level on record. When construction does occur, it typically takes place in Phoenix’s high-growth suburban areas, where land is more available and retail options are fewer. This frees up capacity for retail expansion as tenants find little availability near the primary population centers. As a result, the strongest demand figures come from areas like the Loop 303 corridor, Mesa, Queen Creek and Pinal County.



Phoenix may be approaching a structural growth bound as space availability tightens. Leasing activity has already shown signs of easing, and the construction pipeline remains thin. The Valley of the Sun's long-term tailwinds will continue to support underlying retail demand, though the absolute absorption figures could be headed for normalization in the near term.



## **Alamo City One of Best-Performing Retail Markets**

The drivers behind San Antonio's retail market parallel those of Phoenix, and South Central Texas has long been a target for store expansions and domestic migration. San Antonio has had the nation's fastest-growing major city proper since 2020, according to the U.S. Census Bureau, released earlier this year.

Population growth has brought significant tailwinds for retail demand, as tenants have sought to lease space in fast-growing portions of the city and its suburbs. Between the beginning of last year's third quarter and the end of this year's second quarter, retailers absorbed 2.1 million square feet of inventory in the San Antonio market. That was roughly 400,000 square feet more than what was completed.

Key expansions from the likes of Crunch Fitness, Office Depot and Five Below have buoyed demand in the local retail market. H-E-B's ubiquitous and expanding presence around South Central Texas has stabilized grocery-anchored retail developments, encouraging other tenants to lease space alongside it.

As Kroger and Albertsons plan to sell more than 400 stores nationwide and contend with antitrust concerns from regulators, the San Antonio retail market features neither chain, relying instead on the locally headquartered H-E-B: the nation's sixth-largest privately owned company. H-E-B's consistent and growing business provides stability to many local neighborhood and retail centers, such as Lincoln Heights, where the retailer is developing its physical footprint to accommodate increased consumer demand.

Substantial absorption levels in grocery-anchored retail centers have narrowed the market-wide retail vacancy rate to 3.5% as of mid-September. This was 70 basis points lower than the national average, despite San Antonio seeing more retail development than any other major market in the country between the third quarter of 2022 and the second quarter of 2023 when controlling for the size of its existing inventory.

## **Future Growth**

While the future remains uncertain due in part to a cloudy macroeconomic backdrop nationwide, optimistic trends are encouraging for Phoenix and San Antonio over the next few years. Demographic growth, in terms of population and median income, continues apace in these two markets, fueling retail in Arizona and Texas.

Because Phoenix and San Antonio are affected by the broader national economy, they have been affected by macroeconomic and environmental challenges of late. The ongoing drought in the Southwestern United States poses some risk to the longer-term outlook for these two markets, possibly affecting real estate development and demographic momentum. Still, Americans do appear to be continuing to move south and west, and "Super Sun Belt" retail markets such as Phoenix and San Antonio are likely to continue to grow alongside their expanding suburbs through the balance of the year.



# THE NEXT FRONTIER

CONSTRUCTION IN SCOTTSDALE IS HEADING NORTH WHERE MORE THAN 500 ACRES ARE RIPE FOR DEVELOPMENT, PARTICULARLY FOR CORPORATE CAMPUSES

JIM POULIN | PBJ

• By [Ron Davis](#) – Reporter , Phoenix Business Journal

May 26, 2023

Back in November, a vigorous bidding war broke out at a state land auction between two Valley hospitals for 48 acres of north Scottsdale land.

Phoenix-based Banner Health [had been working with the city of Scottsdale](#) earlier in the year on entitlements for the land before it went for auction on Nov. 16. But HonorHealth also brought its auction paddle to compete for the land.

The \$56.95 million [minimum bid ratcheted up to \\$84 million](#), with HonorHealth walking away the winner of the land at the northeast corner of Loop 101 and Hayden Road.

When Banner CFO Dennis Laraway finally conceded the auction, he was heard saying to another staffer, "That's OK, there's more land."

How much? The city of Scottsdale's economic development department estimates there's more than 500 acres of developable land left north of Loop 101 — and most of the acreage is only available for sale through a state land auction. Because of the area's attraction for sprawling corporate campuses it's been given the moniker — the corporate corridor.

"The capacity for more corporate growth is phenomenal," Rob Millar, Scottsdale's economic development director, said. "When that 500 acres is developed — for all intents and purposes — Scottsdale — will be built out."

And that land is in demand, with several major projects — some expected to cost north of \$1 billion — in the early phases of development in north Scottsdale. While it may be years before those developments see a full build-out, developers expect them to play starring roles in the future of Scottsdale as the city envisions building out the corridor for decades to come.

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# NORTH SCOTTSDALE

Experts say there's about 500 acres north of the Loop 101 in north Scottsdale that's available for development. Most of that land is owned by the state of Arizona.



Meanwhile, Banner has since found another parcel — 48 acres on the southwest corner of Hayden Road and Loop 101 in north Scottsdale — to build a [\\$400 million hospital campus complete with a four-story hospital, medical office building and cancer center.](#)

And once Banner Scottsdale Medical Center opens in 2026, it will have several new neighbors. Those neighbors will come by way of billion-dollar developments including Cavasson, One Scottsdale and Optima McDowell Mountain Village. Axon Enterprise Inc. also spent big money to acquire land to build its new headquarters.



"It's all been very planned and very controlled," said Scottsdale Councilwoman Tammy Caputi. "We're watching to make sure that we take a look at our water resources; that development contributes to the infrastructure needed and that we do neighborhood outreach."

## Making big bets

Nationwide Mutual Insurance Cos. is a major employer in Scottsdale. Its real estate arm will be the landlord of nearly 2 million square feet of office space across 135 acres at the emerging Cavasson development.

Brian Ellis, president and COO of Nationwide Realty Investors said the firm wanted to develop a similar mixed-use project the firm had previously put together near its headquarters in Columbus, Ohio. Nationwide's Grandview Yard includes 1.4 million square feet of commercial space, restaurants, grocery and service retail and hotels.



The \$1 billion, 135-acre Cavasson is located on the northwest corner of Hayden Road and Loop 101.

## NATIONWIDE REALTY INVESTORS

"It was the most attractive, undeveloped site in the state of Arizona when thinking about access, visibility, surrounding amenities, views, all the infrastructure and the reputations of Scottsdale and the state of Arizona," Ellis said of the 135-acre site on the northwest corner of Loop 101 and Hayden Road.

Nationwide raised its hand to express an interest in buying the site, going through entitlements and a rezoning of the property by working closely with Millar and other city and state officials. But Nationwide still had to win the land at auction.

Nationwide ended up being the auction's only bidder and [bought the land for \\$83 million](#), the appraised value of the land.

"There's a lot of money at stake. There weren't a lot of people who could do that. We had the financial wherewithal to do that," Ellis said. "We're a Fortune 100 financial institution that can take a long-term view and wants to be invested in real estate."

Cavasson will be worth in excess of \$1 billion when completed. As far as spending goes, the development is only about a third of the way to reaching that billion-dollar mark.



A site plan for Nationwide Realty Investors' Cavasson master-plan development.  
**NATIONWIDE REALTY INVESTORS**

To date, Nationwide has opened the 237-key Hilton North Scottsdale at Cavasson, a 440,000-square-foot office building, the corporate office for Choice Hotels, a six-story parking garage and a 15,000-square-foot retail building. Another 150,000-square-foot office is under construction, another 100,000 square feet across two medical offices and about 1,600 multifamily units are also planned for Cavasson.



## Moving north

DMB Associates Inc.'s bet on north Scottsdale was placed about 20 years ago. But, it is now starting to take shape. The Scottsdale-based developer owns about 75 acres of land

Before the Great Recession, DMB had invested upward of \$30 million in infrastructure at the site. Just last year, the developer pumped another \$12 million to get the site ready for future development near Loop 101 and Scottsdale Road.

"I believe north Scottsdale is going to become central Scottsdale at some point because the city of Scottsdale is so large and everything is moving northwards," said Susan Bansak, CEO of DMB. "We've always seen it as the next horizon or the next frontier."

## VIEW SLIDESHOW5 photos



expand



## Renderings of DMB's One Scottsdale project.

One Scottsdale includes a Hilton Home2Suites hotel and 10,000-square-foot retail development. In the pipeline is a plastic surgery center, a 100,000-square-foot medical office building and more retail also are planned.

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One Scottsdale could be built out over the next decade, but DMB will keep an eye on the market dynamics, such as work-from-home and hybrid work models before it can identify a more specific timeline.

"We've got a large chunk of the property moving forward," said Michael Burke, vice president of commercial development for DMB. " You're going to start to see a bunch of stuff coming out of the ground."



Early construction on the One Scottsdale, \$1 billion mixed-use project. JIM POULIN | PHOENIX BUSINESS JOURNAL

On the other side of the street, Los Angeles-based Stockdale Capital Partners is committing more than \$20 million for a major renovation plan to finish converting Illumine Innovation Center in Scottsdale.

The renovation will help transform the 370,000-square-foot building into a fully lab-enabled life science facility. The building at 19001 N. Scottsdale Road originally served as the headquarters for Henkel North American.





The Ilume Innovation Center is undergoing a significant renovation.

JIM POULIN | PHOENIX BUSINESS JOURNAL

## Raising the paddle

Nationwide wasn't the only developer to make a bid for Scottsdale land over the years. Some of the bigger land sales in Scottsdale have been Axon Enterprise's purchase of 74 acres on the southeast corner of Loop 101 and Hayden for more than \$49 million.

An agreement between the city of Scottsdale and Axon requires Axon to develop 250,000 square feet of space and reach a payroll of \$130 million within five years following the land purchase.

The land for Banner's new medical campus came from a bid of nearly \$62 million for more than 85 acres. New York-based [Mack Real Estate Group paid \\$125 million in March 2022 for 124 acres on the northeast corner of the Loop 101 freeway and Bell Road.](#)

Since 2016, there have been 13 land auction transactions in the city of Scottsdale that collectively sold for nearly \$500 million.

The land is held by Arizona's State Trust and held to obtain their highest and best use and to maximize their financial return to the State Trust beneficiaries, according to the state land department.

"The primary benefit to the state is that State Trust land that is sold to a private party is subject to property taxes," the department wrote in a statement to the Business Journal. "Additionally, the development that occurs on the former State Trust land typically provides benefits in the form of new businesses, jobs, housing, and public services."

Before a parcel goes to auction, a developer will need to apply to express interest in a parcel from the state land department. The application includes due diligence tasks including an environmental report, an ALTA survey, a title report and an appraisal.

In the case of an applicant being unsuccessful in the auction, the due diligence costs incurred are refunded to them, Millar said.

## Attracting tenants

Fitting its corporate corridor moniker, the Northeast Valley/Scottsdale Airpark is one of the more sought-after submarkets for office users. Brokers point to the existing presence of major employers like Nationwide and emerging medical campuses as drivers for activity. Being located in an area where executives want to live, is also a plus.

Lee & Associates Arizona Principal Andrew Cheney described the submarket as being "on fire" with activity.

"Phoenix was so reliant on the housing industry and all the title and mortgage companies were all up there and north Scottsdale was the Tempe Town Lake of the 2000s," he said. "I think that with the pandemic, there have to be more groups that say 'Look, the bosses live in the northeast Valley where there's a lot more executive housing.'"

Trevor Pratt, an executive vice president for JLL, said the north Scottsdale area is well-suited for professional service employers like law firms, financial services and title companies.

"[The type of user that hasn't looked] at north Scottsdale are the type of companies that have an employee with a lower wage and a salary not conducive to afford to house up there," Pratt said. "Those types of companies have peered away from north Scottsdale because they understand their workforce would have to commute 20-plus minutes to get to the office."

Stealth Partner Group, Wells Fargo, Bar-S Foods, Quantum, U.S. Money Reserve, Transact Campus Inc. and the Major League Baseball Players Association join Nationwide Mutual Insurance [as operational tenants at its new office at Cavasson](#). [Meritage Homes Corp.](#) (NYSE: MTH) is moving its Scottsdale corporate headquarters to Cavasson, pre-leasing 70,000 square feet at a building under construction.



"Great locations and high-quality buildings never go out of style," Ellis said. "We always want to be developing the upper-echelon projects in the very best locations. We believe in doing so, our investments will stand the test of time."

In the Scottsdale Airpark area, class A office users are paying \$34.59 per square foot as of the first quarter of 2023, according to a market report by JLL.

## Looking ahead

The build-out of these large-scale projects will take time. And with developers keeping a close eye on the market dynamics, the timeline could get pushed back even further.

Millar said that interest is strong in the corporate corridor, but the development is just getting started. To keep up, Millar is busy keeping that area in mind for corporate tenants and developers abreast of the opportunities.

"There are a lot of things that need to happen but it's going to be fun to watch over the next few years," he said.

When asked about what's needed to continue growing in the area, Bansak said priorities one and two are the development of nearby housing and a variety of other uses in that development. One Scottsdale and Cavasson will each have a big multifamily aspect to the development.

Across the street from One Scottsdale is where [Optima is set to build its \\$1 billion luxury community](#). The community will include 1,330 luxury condominiums and apartments and 36,000 square feet of commercial and retail space.



Image: Optima Inc.

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Renderings of Optima Inc.'s proposed \$1 billion Optima McDowell Mountain Village in north Scottsdale. "This is a growth region and smart, high-quality housing development is much needed and I think will be very well-received in this area," Ellis said. "The key is an integrated mix of uses where you have all of those things: housing, jobs, amenities all placed together in a well-planned, coordinated way."

"I feel like this project and the projects like it around us reflect really smart growth," he added. "I think you'll see that continue."



# Banner Health to build \$400M hospital campus in Scottsdale

Mar 20, 2023, 12:06pm MST



## Banner Health

An artist's rendering of a hospital Banner Health plans to build in north Scottsdale.

After losing a state land auction to HonorHealth last November, the state's largest health system plans to build a \$400 million hospital campus down the street.

Phoenix-based Banner Health plans to purchase 48 acres of land on the southwest corner of Hayden Road and Loop 101 in north Scottsdale — near a 48-acre parcel of state land where it had planned to build at the northeast corner of Hayden and Loop 101.

Banner had been working with the city of Scottsdale earlier in the year on entitlements for the state land, which also is across the street from Cavasson, Nationwide Realty Investors' master-planned development on the northwest corner of Hayden and Loop 101.

But by the time Banner CFO Dennis Laraway was ready to bid on the state land, HonorHealth CEO Todd LaPorte was there to compete for the property. The \$56.95 million minimum bid ratcheted all the way up \$84 million, with LaPorte ending up as the winning bidder.

When Laraway finally conceded, he was heard saying to another Banner Health staffer, "That's OK, there's more land."

And he found it.

Banner is buying the land from an entity owned by Van Tuyl Cos. and DeRito Partners, confirmed Becky Armendariz, spokeswoman for Banner.

"It is expected to close March 31," she said.

### **Banner to purchase 85.6 acres**

Hayden Loop 101 Investors LLC, an entity tracing to Scottsdale-based De Rito Partners Development, was the winning bidder of an 85.6-acre site at the southwest corner of Hayden and Loop 101.

De Rito paid \$61.85 million, the minimum starting bid, for the acreage. The developer's application said the property would be used for commercial and industrial use.

That land also is near Optima Inc.'s 21.88-acre parcel, where it plans to build a \$1 billion luxury community on the southeast corner of Scottsdale Road and Loop 101. That community will include 1,330 luxury condominiums and apartments as well as 36,000 square feet of commercial and retail space.

That area also is a few miles from Mayo Clinic's north Phoenix hospital campus, where it's wrapping up a \$748 million expansion of its campus and is in the process of developing a 120-acre medical and research campus.

Banner plans to build a four-story hospital, medical office building and cancer center on its 48-acre portion of that land.



To be called Banner Scottsdale Medical Center, the hospital is expected to open in 2025 with 106 licensed patient beds and 20 observation beds, along with shelled space for expansion as the community grows.

SmithGroup has been selected for project design, while Okland Construction is the contractor.

The medical campus is expected to employ 1,000 people over the next five years and more than 2,500 jobs at full development.

This has been HonorHealth's main geographic market area from its beginning after Scottsdale Healthcare and John C Lincoln Health merged in 2013 and became HonorHealth in 2015, said Julie Johnson, executive vice president of Colliers International and long-time medical office broker.

"Banner Health has had large growth plans over the past decade plus and is currently the state's largest health system," Johnson said "They have entered many markets previously dominated by other systems and this very desirable Scottsdale market is one that they don't currently have an acute care hospital — just a behavioral health hospital, physical therapy, surgery and urgent care center. They opened Banner Health Center at Desert Ridge in 2018 and although that is close by it's actually in Phoenix. Strategically, Scottsdale is a location that Banner Health would like to have a location and with HonorHealth recently outbidding them on the state land parcel in Scottsdale this recently announced location will bring Banner right to where they want to be."



**Angela Gonzales**

Senior Reporter - *Phoenix Business Journal*

# Semiconductor supplier ASM America buys land in north Scottsdale corporate corridor



ASM America Inc., a semiconductor equipment supplier, has purchased nearly 24 acres of land near the southeast corner of Scottsdale Road and Loop 101.

JIM POULIN | PBJ



By **Ron Davis** – Reporter , Phoenix Business Journal  
Aug 21, 2023 **Updated** Aug 21, 2023 11:48am MST

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A highly visible parcel of land along Loop 101 in north Scottsdale is under new ownership.

Earlier this week, ASM America Inc., the Phoenix-based U.S. arm of an international semiconductor equipment supplier, purchased nearly 24 acres near the southeast corner of Scottsdale Road and Loop 101, according to real estate database Vizzda.

ASM America bought the land for more than \$33 million, which amounts to more than \$1.38 million an acre, from Hayden Loop 101 Investors LLC, an entity connected to Scottsdale-based De Rito Partners Development and Van Tuyl Cos., according to the Arizona Corporation Commission.

ASM America purchased the land in an all-cash deal, according to an affidavit of property value recorded on Aug. 15 in Maricopa County.

Iver Bowden, a partner and designated broker at De Rito, confirmed the deal and told the Phoenix Business Journal that ASM America worked with Jonathan Keyser of Valley tenant brokerage firm Keyser Commercial Real Estate on the deal.

After closing on the deal, ASM intends to use the land to "consolidate multiple sites in Arizona and for future expansion of [research and development] and support activities" following a period of growth over recent years, the [company announced Aug. 21](#).

The company supplies wafer processing equipment to computer chip manufacturers.

ASM America's headquarters is at [3440 E. University Drive](#) near Phoenix Sky Harbor International Airport, which is its only location in North America. ASM has offices across Asia and Europe, including its headquarters in the Netherlands, [according to its LinkedIn page](#).

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In 2020, the 130,000-square-foot, two-story Phoenix building that's home to ASM America sold for \$27 million to Los Angeles-based Mapleton Investments.

### **A bustling neighborhood**

The company's newly acquired land is nestled among several multimillion and billion-dollar investments along Loop 101 in north Scottsdale.

The 24-acre parcel is just to the east of [Optima McDowell Mountain Village luxury community](#) and across the street from the [120-acre One Scottsdale mixed-use development](#). Earlier this month, [Scottsdale-based law enforcement technology firm Axon Enterprise \(Nasdaq: AXON\)](#) filed a proposal with the city to develop its new 400,000-square-foot headquarters along with 2,000 multifamily residential units, a 100-key hotel and retail in six five-story buildings on the southeast corner of Hayden Road and Loop 101.

Axon's 74-acre site is across the street from Nationwide Realty Investors' \$1 billion [Cavasson mixed-use development](#) on 135 acres.

De Rito acquired more than 85 acres of land between Scottsdale and Hayden roads south of Loop 101 in a Arizona State Land Department auction in April 2022 for \$61.85 million. The group has since sold 48 acres of that land to Banner Health, [which plans to build a \\$400 million hospital campus there](#). Banner's land is to the east of the 24 acres De Rito sold to ASM America this week.

Scottsdale's economic development department told the Business Journal in May that [there are more than 500 acres of developable land left north of Loop 101](#) in Scottsdale.

*Editor's note: This story has been updated with a statement from ASM.*

## Axon files plans for huge corporate HQ site, and more, in north Scottsdale



Axon Enterprise Inc.'s current headquarters in Scottsdale at 17800 N. 85th Street. The company filed a proposal to bring its new headquarters to life.

JIM POULIN | PHOENIX BUSINESS JOURNAL



By [Ron Davis](#) – Reporter , Phoenix Business Journal  
Aug 10, 2023

Nearly three years after a major purchase of north Scottsdale land, Axon Enterprise Inc. submitted a proposal that outlined its vision to turn that vacant land into its new corporate headquarters – and much more.

The Scottsdale-based law enforcement technology company filed a rezoning case with the city of Scottsdale on Tuesday that will eventually be heard by Scottsdale's planning commission and City Council. The 74 acres Axon owns at the southeast corner of Loop 101 and Hayden Road would essentially be split into three portions: Axon's headquarters on the east end and a residential, retail and hotel component on the west side. More than four acres of the parcel are earmarked for civic use.

In total, Axon (Nasdaq: AXON) is proposing a more than 400,000-square-foot office building that would house its corporate headquarters, with the first phase of the project on nearly 27 acres. Rezoning about 32 acres would make way for more than 2,000 multifamily residential units, a 100-key hotel and retail in six five-story buildings on the west end of the parcel for phase two.

Between the civic use portion and the land used for right-of-way improvements, about 15 acres total have been dedicated to the city of Scottsdale.

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[Axon told the Phoenix Business Journal in April](#) that \$85 million was "expected to be deployed" for the headquarters, which includes a next-generation manufacturing facility, will consolidate multiple facilities and bring increased automation to future generations of product hardware.

A date for Axon's rezoning case wasn't immediately known as of Thursday. Axon declined to comment to the Business Journal, saying it didn't have any new updates to share at this time.

### **Axon paid \$49M for the land in 2020**

Axon [purchased the 74 acres of the north Scottsdale land in September 2020](#) at an Arizona State Land Department auction for \$49.1 million, which was a month after Axon reached [an agreement to keep its headquarters in Scottsdale](#). The agreement put Axon on the clock to develop 250,000 square feet of commercial space and reach a payroll of \$130 million within five years after buying the land.

Axon's current headquarters is just to the southeast of the 74-acre site at 17800 N. 85th Street in Scottsdale. As of April, [Axon said it has more than 2,900 employees, including more than 1,200 in Arizona](#).

The company brought in \$375 million in revenue during the second quarter of 2023, which was a 31% year-over-year increase. Axon [attributed the growth](#) to strength in its [Axon Cloud software](#), Axon Fleet and its "initial ramp" of the Taser 10 platform. The company's shares were up nearly 2% in trading on Thursday to \$204.09. [Track the stock here](#).

Axon's new headquarters would be in the heart of several multimillion and billion-dollar investments along Loop 101 in Scottsdale.

Axon's campus would be directly across from Nationwide Realty Investors' \$1 billion [Cavasson mixed-use development](#) and to the east of Banner Health's future \$400 million hospital campus. Over a mile down the street are the emerging [Optima McDowell Mountain Village luxury community](#) and the [120-acre One Scottsdale mixed-use development](#) that will be located near Loop 101 and Scottsdale Road.

Scottsdale's economic development department told the Business Journal in May that [there are more than 500 acres of developable land left north of Loop 101](#). Most of the acreage is only available for sale through state land auctions, the same means Axon used to claim the site of its new headquarters just three years ago.

Earlier this year, Billionaire [George Kurtz](#) and his development team filed a site plan to redevelop the former CrackerJax amusement park to the south of Axon's land into The Parque, [which also would bring an estimated \\$1 billion of reinvestment into the site](#).

# Developer pays \$61.85M for prime Scottsdale development site at state land auction

Apr 13, 2022, 2:19pm MST

A developer bought a prime piece of land in Scottsdale at an Arizona State Land Department auction on Wednesday.

Hayden Loop 101 Investors LLC, an entity tracing to Scottsdale-based De Rito Partners Development Inc., was the winning bidder on the 85.6-acre site at the southwest corner of Loop 101 and Hayden Road in Scottsdale.

De Rito, which filed the application to request the state land department put the parcel up for auction, paid \$61.85 million, the minimum starting bid, according to the state land department.

The developer's application said the property would be used for commercial and industrial uses.



## ARIZONA STATE LAND DEPARTMENT

This 85.63-acre parcel outlined in blue at the southwest corner of Loop 101 and Hayden Road in Scottsdale was sold at auction on April 13.



De Rito executives could not immediately be reached for comment on the plans for the property.

The land is just west of a \$1 billion proposed development by Scottsdale-based Optima Inc., which plans to build 1,500 luxury units at the southeast corner of Scottsdale Road and Loop 101.

"From a residential standpoint, this really creates a great place to have residential development," David Hovey Jr., president and COO of Optima, told the Phoenix Business Journal in March about his project.

Also in the same area of Scottsdale, Banner Health — the state's largest health system and among the largest in the nation — is in preliminary plans to buy land for a new hospital.

The Phoenix-based health system is working with city of Scottsdale and Arizona State Land Department in an effort to buy 40 to 50 acres at the northeast corner of Loop 101 and Hayden Road. That site is across the street from Cavasson, Nationwide Realty Investors' master-planned development on the northwest corner of Loop 101 and Hayden Road that is proposed to include a residential health care facility.

The land Banner officials have their eye on is managed by the Arizona State Land Department, which would auction the property in a competitive bidding process. An auction has not yet been set, according to the state land department.

There are about 185 acres of State Trust Land on the northeast corner of Loop 101 and Hayden Road, according to a spokesman for the Arizona State Land Department.

**Angela Gonzales**

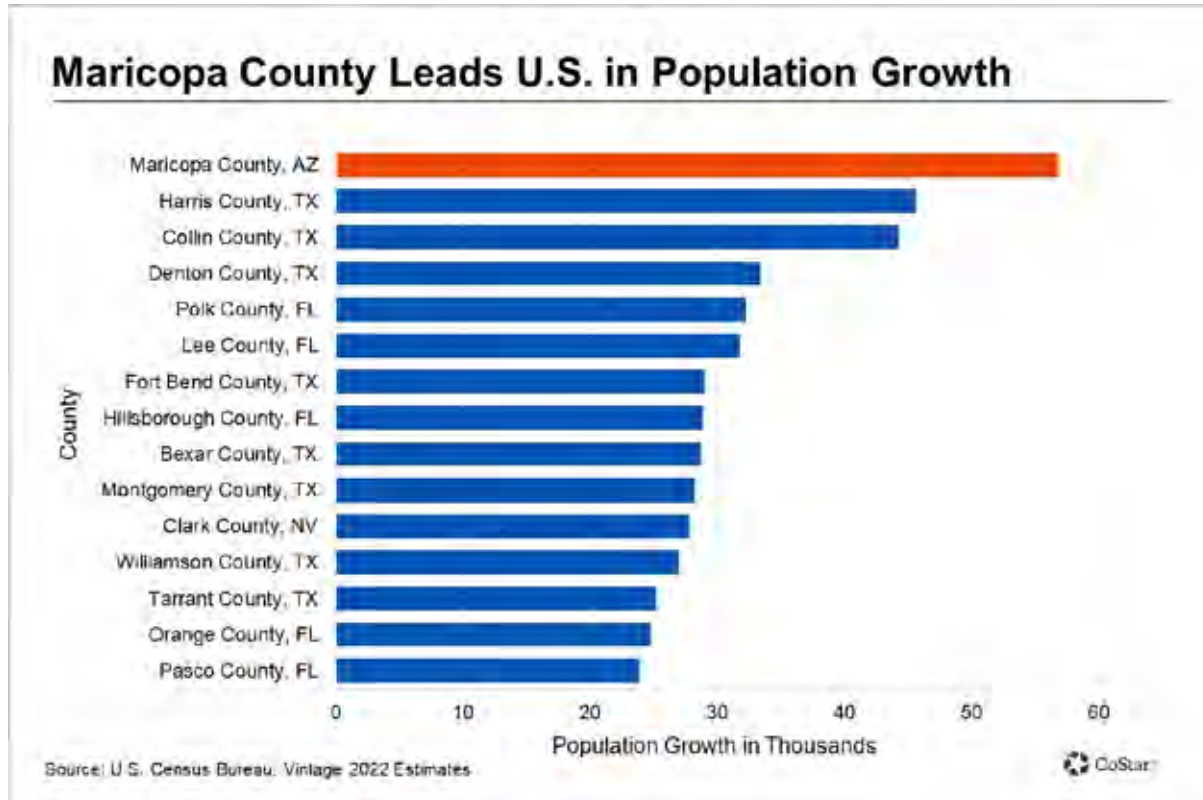
Senior Reporter

*Phoenix Business Journal*



## Arizona County Leads the Nation in Population Growth for Third Straight Year

Strong Demographic Profile of Phoenix and Tucson Sustains Real Estate Outlook



By [Connor Devereux](#)

May 9, 2023 | 9:45 A.M.

Arizona's healthy demographic tailwinds remained in full force in 2022, with Maricopa County leading the United States in absolute population growth for the third straight year, according to the latest data from the U.S. Census Bureau.

The county, which makes up the majority of the Phoenix market, added 56,800 net new residents in 2022, a 1.2% increase.



People and businesses alike have moved to Phoenix in droves over the past few years, drawn by affordability, [job opportunity](#), quality of life and a less-restrictive regulatory environment. Maricopa was also the nation's leading county in terms of net migration, with 48,600 relocations last year, averaging 133 move-ins per day.

Multifamily developers have responded to the influx of residents with the [most significant construction pipeline in at least three decades](#), which will test the sector's performance in the coming year.

Counties in Texas and Florida also dominate the ranking for many of the same reasons, marking the continuation of a [population shift to the Sun Belt](#). Houston, Dallas-Fort Worth and San Antonio in Texas, along with Tampa and Fort Myers in Florida, among others, were the primary beneficiaries.

Arizona's fastest-growing county on a percentage basis was Pinal County, expanding by 3.6% in 2022. Located between Phoenix and Tucson, this outlying region comprises the southeastern corner of the Phoenix metropolitan statistical area and accounts for about 10% of the MSA's total population. Residents have flocked to Pinal's rapidly growing exurbs of Casa Grande, Queen Creek and the city of Maricopa, chasing lower-cost housing and employment. Several advanced manufacturers including semiconductor suppliers, electric vehicle makers and battery producers have invested billions in the local economy, setting up operations in Pinal County.

Pima County, the state's second-largest county, also recorded healthy population gains. Anchored by Tucson, Pima County grew by 0.83% in 2022, more than doubling the U.S. total. The low cost of living, including apartment rents that are about 30% less than in Phoenix, attracts price-minded residents. The University of Arizona and its nearly 40,000 on-campus students also serve as a critical economic engine for the region.

Overall, these trends show that Arizona remains well-positioned to benefit from the ongoing migration to the South and West. Demographics underpin space demand for nearly all types of commercial real estate, and continued population growth supports the state's long-term outlook.

# Phoenix Ranked 4th Best City for New College Graduates, Zillow says

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Article originally posted on AZ Central

(<https://www.azcentral.com/story/news/local/phoenix/2023/06/02/phoenix-fourth-best-city-for-new-college-grads/70281349007/>) on June 2, 2023

Phoenix was ranked as the fourth-best market for new college graduates, according to a recent Zillow study.

The Valley of the Sun was able to reserve a top spot due to an abundance of job openings, cementing it as a place of opportunity for recent grads, according to Zillow. With a typical salary just north of \$62,000 and a hefty price tag for rent, around \$1,918, however, is not entirely ideal.

For Zillow, this is remedied by Phoenix's rather high population of those in their 20s, making the prospect of finding a roommate to split the bill with easier.

## What cities were in the top 5 cities for new graduates?

As for the rest of the rankings, Colorado Springs, Colorado, took the top spot boasting relative affordability with a number of career prospects, creating a high quality of life for those seeking new opportunities.

"While the typical graduate will spend about 35% of their income on rent without roommates (which is on the more expensive end of rent burdens), strong job growth and a large population in their twenties makes Colorado Springs the highest ranked



market in the country,” the Zillow report states.

Spokane, Washington, came in at No. 2 due to a significantly cheaper price of rent than Seattle, with new grads usually spending around 31% of their income on shelter.

Named top dog in terms of working for U.S. insurance companies, Des Moines, Iowa, took third place with one of the lowest asking rents on the list, \$1,202, while sporting strong job growth alongside it.

Rounding out the list was Buffalo, New York, due to its substantially cheaper rent than that of New York City — around \$2,000 — and a decent number of job openings, but hampered by its low population of those in their 20s.

### **How did Zillow create the list?**

The methodology used to comprise the list was rents from the Zillow Observed Rent Index, income provided by the Bureau of Labor Statistics Occupational Employment and Wage Statistics, job growth data from Indeed’s Hiring Lab and the share of the population aged 21-29 from the one-year American Community Survey.

“The ranking is composed of the share of income spent on the typical asking rents, the typical recent graduate income, the share of the population aged 21-29, and job growth, with the share of income spent on rent weighted most negatively, and the share of the population aged 21-29 receiving less positive weight,” according to the Zillow report.