

ABILENE REVIEW

Abilene Market General Overview	Nov 2018	Annual Change
Occupancy:	92.2	+2.1%
Units Added:	0	
Units Absorbed (Annual):	159	
Average Size (SF):	859	+0.6%
Asking Rent:	\$746	+4.1%
Asking Rent per SF:	\$0.87	+3.5%
Effective Rent:	\$739	+4.1%
Effective Rent per SF:	\$0.86	+3.5%
% Offering Concessions:	14%	-20.3%
Ave. Concession Package:	6.3%	+33.7%

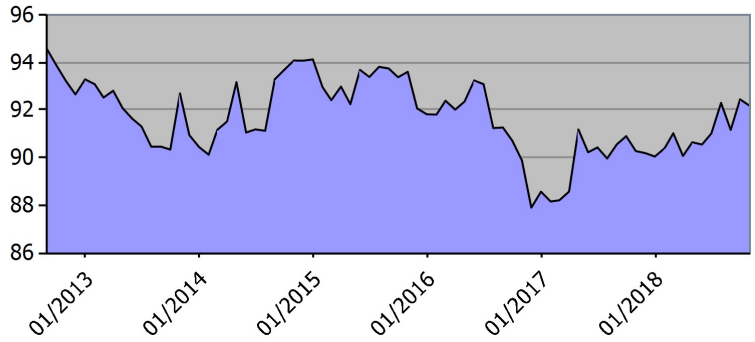
Abilene Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	91.8	-2.4%
Unit Change:	0	
Units Absorbed (Annual):	-164	
Average Size (SF):	857	-0.2%
Asking Rent:	\$688	-0.1%
Asking Rent per SF:	\$0.80	+0.2%
Effective Rent:	\$684	-0.1%
Effective Rent per SF:	\$0.80	+0.2%
% Offering Concessions:	14%	-28.6%
Ave. Concession Package:	4.8%	+37.0%

FLOOR PLAN BREAKDOWN-ABILENE

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	2.8%	453	\$648	\$648	0.0%
1 BR	36.8%	645	\$643	\$637	1.0%
1 DEN	2.2%	818	\$774	\$774	0.0%
2 BR	46.1%	978	\$787	\$778	1.1%
2 DEN	0.1%	1,296	\$850	\$800	5.9%
3 BR	11.4%	1,265	\$1,036	\$1,025	1.0%
>3 BR	0.7%	977	\$1,383	\$1,383	0.0%

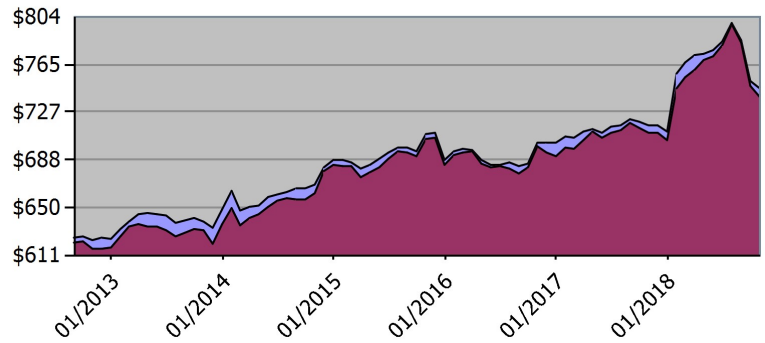
Occupancy Rate

Abilene



Market vs. Effective Rents

Abilene



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OTHER MARKETS	Wichita Falls		Lubbock		San Angelo		Midland-Odessa	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	87.7	-0.2%	88.3	-1.3%	94.8	+0.4%	93.8	+0.6%
Units Added:	0		494		0		88	
Units Absorbed (Annual):	-20		215		24		237	
Average Size (SF):	845	+2.3%	832	+0.6%	811	+0.4%	865	-0.1%
Asking Rent:	\$672	+2.5%	\$756	+2.0%	\$825	+5.6%	\$1,493	+20.7%
Asking Rent per SF:	\$0.80	+0.2%	\$0.91	+1.4%	\$1.02	+5.2%	\$1.73	+20.8%
Effective Rent:	\$652	+2.3%	\$748	+1.8%	\$823	+5.6%	\$1,491	+20.8%
Effective Rent per SF:	\$0.77	0.0%	\$0.90	+1.3%	\$1.01	+5.2%	\$1.72	+20.9%
% Offering Concessions:	46%	+6.9%	22%	-7.2%	3%	-76.2%	3%	-32.8%
Ave. Concession Package:	5.7%	-4.3%	5.9%	+10.0%	7.6%	+249.0%	5.3%	+49.2%