

WACO/TEMPLE/KILLEEN REVIEW

Waco/Temple/Killeen Market General Overview	Nov 2018	Annual Change
Occupancy:	90.2	+2.0%
Units Added:	643	
Units Absorbed (Annual):	1,069	
Average Size (SF):	807	+1%
Asking Rent:	\$784	+2.8%
Asking Rent per SF:	\$0.97	+1.8%
Effective Rent:	\$774	+2.9%
Effective Rent per SF:	\$0.96	+1.9%
% Offering Concessions:	21%	-25.0%
Ave. Concession Package:	5.1%	-2.4%

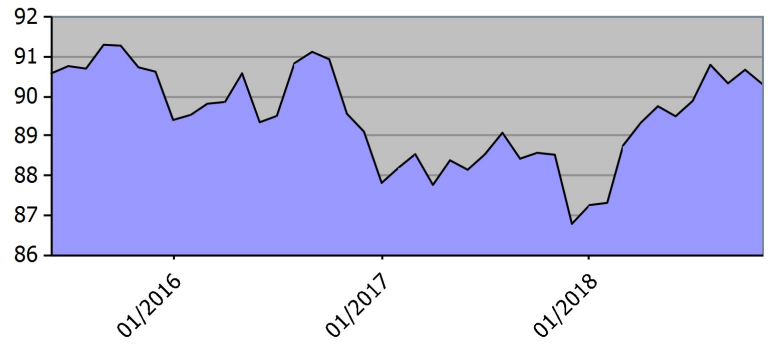
Waco/Temple/Killeen Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	89.3	-1.2%
Unit Change:	238	
Units Absorbed (Annual):	0	
Average Size (SF):	800	+55.9%
Asking Rent:	\$706	+50.3%
Asking Rent per SF:	\$0.88	-3.7%
Effective Rent:	\$696	+50.2%
Effective Rent per SF:	\$0.87	-3.8%
% Offering Concessions:	27%	-19.1%
Ave. Concession Package:	4.5%	-45.3%

FLOOR PLAN BREAKDOWN- WACO/TEMPLE/KILLEEN

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	2.2%	471	\$678	\$677	0.1%
1 BR	41.6%	651	\$716	\$708	1.1%
1 DEN	0.5%	822	\$845	\$833	1.4%
2 BR	43.1%	930	\$855	\$844	1.4%
2 DEN	0.2%	1,282	\$1,134	\$1,121	1.1%
3 BR	8.5%	1,204	\$1,066	\$1,056	0.9%
>3 BR	4.1%	1,563	\$2,123	\$2,092	1.5%

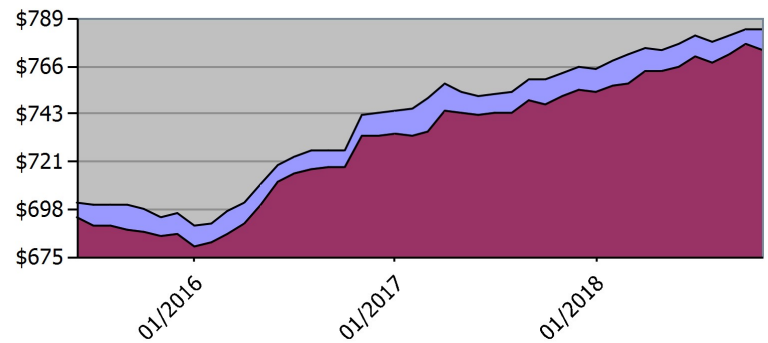
Occupancy Rate

Waco/Temple/Killeen



Market vs. Effective Rents

Waco/Temple/Killeen



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OTHER MARKETS	Austin		Dallas/Ft. Worth		Abilene		College Station	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	91.3	+0.7%	90.5	-0.4%	92.2	+2.1%	85.3	-3.4%
Units Added:	10,190		25,789		0		1,091	
Units Absorbed (Annual):	10,573		21,035		159		422	
Average Size (SF):	860	-0.1%	866	+0.2%	859	+0.6%	828	-0.6%
Asking Rent:	\$1,271	+4.7%	\$1,162	+4.3%	\$746	+4.1%	\$895	+4.1%
Asking Rent per SF:	\$1.48	+4.8%	\$1.34	+4.1%	\$0.87	+3.5%	\$1.08	+4.7%
Effective Rent:	\$1,256	+5.0%	\$1,143	+4.1%	\$739	+4.1%	\$869	+2.0%
Effective Rent per SF:	\$1.46	+5.1%	\$1.32	+3.8%	\$0.86	+3.5%	\$1.05	+2.6%
% Offering Concessions:	20%	-7.7%	22%	+6.8%	14%	-20.3%	24%	+48.6%
Ave. Concession Package:	5.4%	-12.8%	6.2%	+10.4%	6.3%	+33.7%	8.3%	+45.4%