

## ATLANTA REVIEW

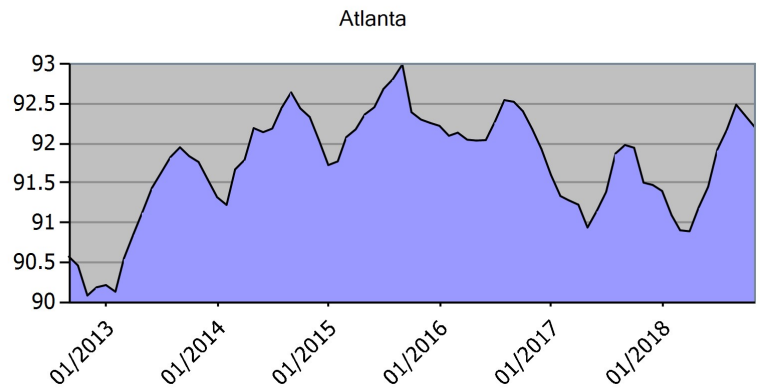
Atlanta Market General Overview	Nov 2018	Annual Change
Occupancy:	92.2	+0.9%
Units Added:	7,725	
Units Absorbed (Annual):	10,536	
Average Size (SF):	1,008	0%
Asking Rent:	\$1,222	+6.5%
Asking Rent per SF:	\$1.21	+6.5%
Effective Rent:	\$1,210	+6.3%
Effective Rent per SF:	\$1.20	+6.3%
% Offering Concessions:	11%	-11.1%
Ave. Concession Package:	6.4%	+31.7%

Atlanta Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	93.4	+0.7%
Unit Change:	-960	
Units Absorbed (Annual):	1,564	
Average Size (SF):	1,016	+0.2%
Asking Rent:	\$989	+6.8%
Asking Rent per SF:	\$0.97	+6.6%
Effective Rent:	\$984	+7.0%
Effective Rent per SF:	\$0.97	+6.8%
% Offering Concessions:	14%	-35.0%
Ave. Concession Package:	3.6%	-7.0%

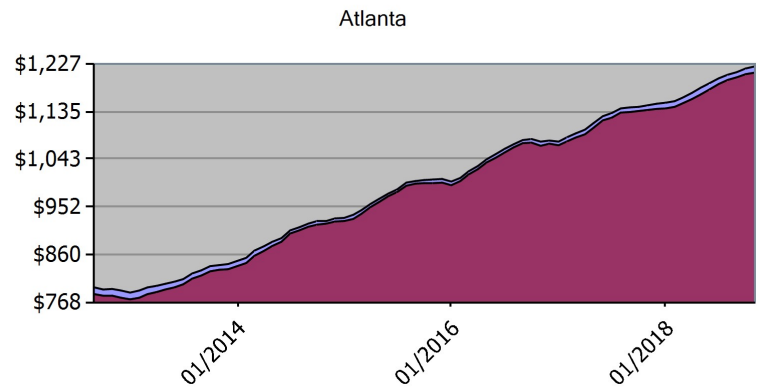
### FLOOR PLAN BREAKDOWN-ATLANTA

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	2.2%	570	\$1,165	\$1,147	1.6%
1 BR	37.0%	778	\$1,099	\$1,087	1.1%
1 DEN	1.3%	953	\$1,241	\$1,229	0.9%
2 BR	45.9%	1,118	\$1,221	\$1,212	0.8%
2 DEN	1.1%	1,332	\$1,514	\$1,502	0.8%
3 BR	11.2%	1,372	\$1,340	\$1,333	0.5%
>3 BR	1.3%	1,627	\$1,974	\$1,969	0.3%

### Occupancy Rate



### Market vs. Effective Rents



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OTHER MARKETS	Tampa		Orlando		Jacksonville		Dallas/Ft. Worth	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	91.5	-0.6%	92.6	-0.1%	91.3	-1.6%	90.5	-0.4%
Units Added:	9,293		7,181		3,789		25,789	
Units Absorbed (Annual):	7,475		6,490		2,287		21,035	
Average Size (SF):	928	+0.1%	949	+0.1%	970	+0.3%	866	+0.2%
Asking Rent:	\$1,210	+6.1%	\$1,290	+7.0%	\$1,065	+7.5%	\$1,162	+4.3%
Asking Rent per SF:	\$1.30	+6.0%	\$1.36	+6.9%	\$1.10	+7.2%	\$1.34	+4.1%
Effective Rent:	\$1,201	+6.1%	\$1,286	+7.2%	\$1,060	+7.4%	\$1,143	+4.1%
Effective Rent per SF:	\$1.29	+6.0%	\$1.36	+7.1%	\$1.09	+7.2%	\$1.32	+3.8%
% Offering Concessions:	12%	+8.6%	5%	-25.9%	11%	-3.7%	22%	+6.8%
Ave. Concession Package:	5.3%	+2.9%	4.6%	-10.5%	4.0%	-16.8%	6.2%	+10.4%