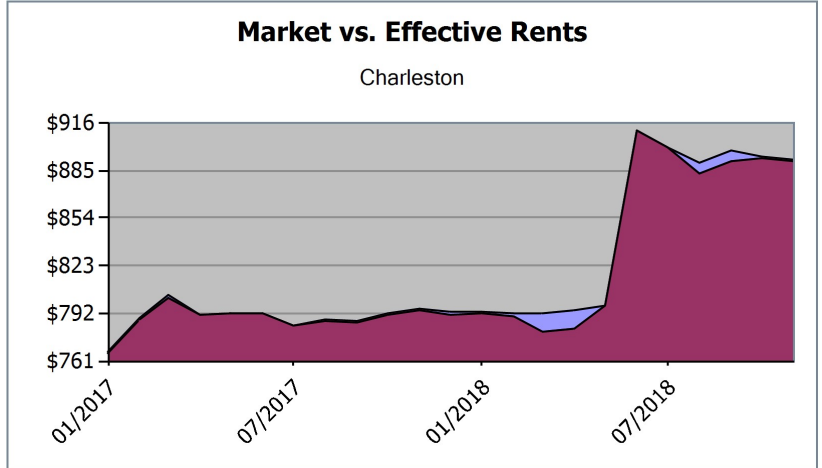
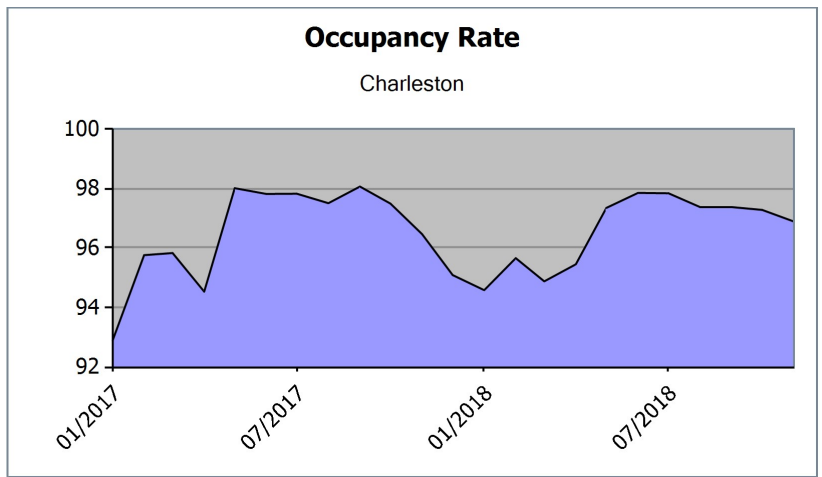


## CHARLESTON REVIEW

Charleston Market General Overview	Nov 2018	Annual Change
Occupancy:	96.9	-0.1%
Units Added:	-147	
Units Absorbed (Annual):	-119	
Average Size (SF):	994	+9.8%
Asking Rent:	\$892	+12.1%
Asking Rent per SF:	\$0.90	+2.1%
Effective Rent:	\$891	+12.2%
Effective Rent per SF:	\$0.90	+2.2%
% Offering Concessions:	3%	-15.2%
Ave. Concession Package:	4.2%	-71.5%

Charleston Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	96.3	-0.8%
Unit Change:	0	
Units Absorbed (Annual):	-49	
Average Size (SF):	782	
Asking Rent:	\$785	
Asking Rent per SF:	\$1.00	
Effective Rent:	\$785	
Effective Rent per SF:	\$1.00	
% Offering Concessions:	0%	
Ave. Concession Package:	0.0%	



### FLOOR PLAN BREAKDOWN-CHARLESTON

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	6.5%	525	\$495	\$495	0.0%
1 BR	32.6%	741	\$689	\$689	0.1%
1 DEN	0.3%	1,033	\$700	\$700	0.0%
2 BR	38.0%	1,006	\$847	\$845	0.2%
2 DEN	0.3%	1,272	\$800	\$800	0.0%
3 BR	16.3%	1,333	\$1,081	\$1,074	0.6%
>3 BR	5.9%	1,493	\$1,526	\$1,525	0.1%



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OTHER MARKETS	Roanoke		Louisville		Lexington		Cincinnati/Dayton	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	94.9	0%	92.3	+0.4%	92.6	+1.4%	93.6	+1.4%
Units Added:	313		1,884		51		2,861	
Units Absorbed (Annual):	369		2,002		452		4,464	
Average Size (SF):	933	+2.2%	957	-0.6%	879	-0.5%	911	+0.1%
Asking Rent:	\$852	+6.0%	\$899	+5.5%	\$808	+0.6%	\$900	+3.9%
Asking Rent per SF:	\$0.91	+3.7%	\$0.94	+6.1%	\$0.92	+1.1%	\$0.99	+3.8%
Effective Rent:	\$851	+6.4%	\$889	+5.1%	\$800	+1.0%	\$896	+4.2%
Effective Rent per SF:	\$0.91	+4.1%	\$0.93	+5.8%	\$0.91	+1.5%	\$0.98	+4.1%
% Offering Concessions:	4%	-22.2%	14%	+33.5%	15%	-18.5%	9%	-22.7%
Ave. Concession Package:	2.9%	-53.1%	6.5%	+20.9%	4.2%	-35.0%	4.0%	-21.2%