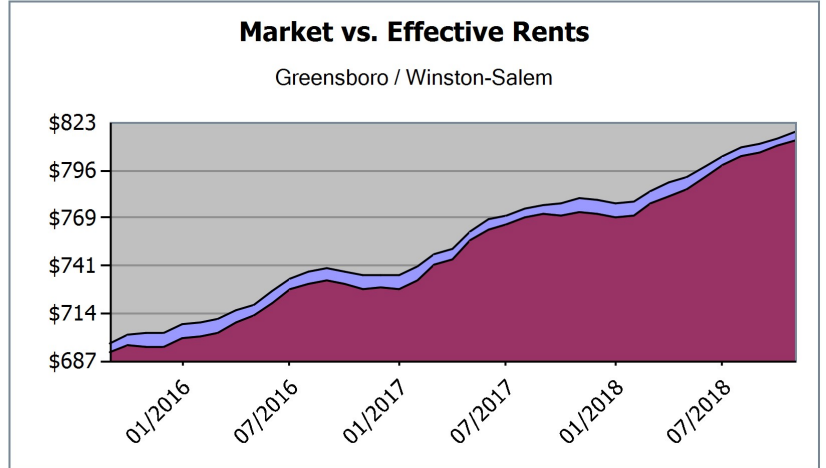
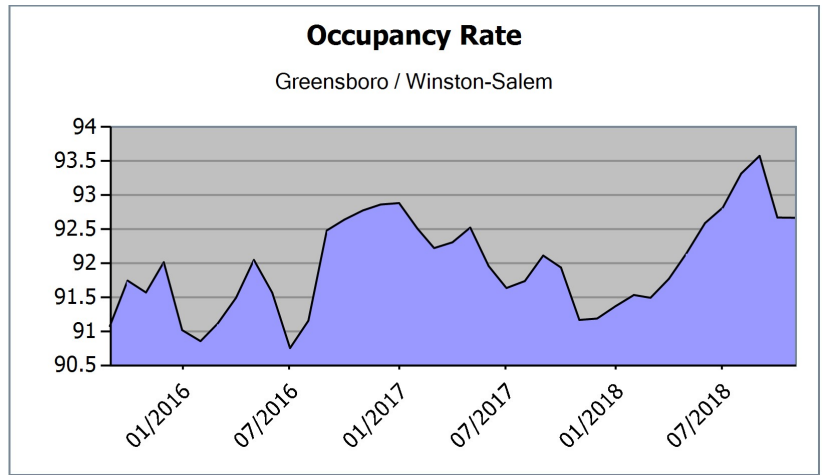


## GREENSBORO / WINSTON-SALEM REVIEW

Greensboro / Winston-Salem Market General Overview	Nov 2018	Annual Change
Occupancy:	92.6	+2.0%
Units Added:	939	
Units Absorbed (Annual):	2,106	
Average Size (SF):	921	+0.5%
Asking Rent:	\$818	+4.9%
Asking Rent per SF:	\$0.89	+4.4%
Effective Rent:	\$813	+5.3%
Effective Rent per SF:	\$0.88	+4.8%
% Offering Concessions:	11%	-34.8%
Ave. Concession Package:	4.2%	-18.0%

Greensboro / Winston-Salem Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	92.4	+0.9%
Unit Change:	-823	
Units Absorbed (Annual):	-235	
Average Size (SF):	904	+224%
Asking Rent:	\$706	+242.4%
Asking Rent per SF:	\$0.78	+5.8%
Effective Rent:	\$698	+238.8%
Effective Rent per SF:	\$0.77	+4.7%
% Offering Concessions:	20%	
Ave. Concession Package:	4.5%	



### FLOOR PLAN BREAKDOWN-GREENSBORO / WINSTON-SALEM

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	1.6%	435	\$592	\$586	1.0%
1 BR	35.3%	733	\$732	\$728	0.6%
1 DEN	0.5%	865	\$788	\$788	0.0%
2 BR	47.2%	999	\$837	\$833	0.4%
2 DEN	1.1%	1,070	\$834	\$834	0.0%
3 BR	12.8%	1,245	\$1,031	\$1,027	0.5%
>3 BR	1.7%	1,523	\$2,059	\$2,059	0.0%



ALN Apartment Data delivers multifamily data, analysis and reports in 82 ALN OnLine core markets in 22 states, over 181 markets available nationally in Vendor Edge Plus, and nationwide with ALN's Compass program. ALN is working hard to give you the data you need to keep ahead of the curve! COPYRIGHTS: All data, information and material provided through ALN Programs are copyrighted and provided to the Subscriber for their individual use only and in no case shall be used in any manner that would be deemed competitive to ALN. All resale, redistribution or other forms of dissemination is strictly forbidden. For ALN editorial inserts, sourcing and questions, please contact [sales@alndata.com](mailto:sales@alndata.com).

OTHER MARKETS	Charlotte		Raleigh-Durham		Asheville		Fayetteville	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	91.1	-0.4%	91.9	+0.6%	88.6	-3.6%	93.7	+3.0%
Units Added:	9,007		5,723		1,607		552	
Units Absorbed (Annual):	7,633		6,103		1,085		1,297	
Average Size (SF):	931	+0.2%	965	0%	978	+0.5%	1,000	+0.1%
Asking Rent:	\$1,125	+5.6%	\$1,098	+4.1%	\$1,176	+6.0%	\$817	+4.5%
Asking Rent per SF:	\$1.21	+5.4%	\$1.14	+4.2%	\$1.20	+5.5%	\$0.82	+4.4%
Effective Rent:	\$1,113	+5.7%	\$1,088	+4.1%	\$1,169	+5.6%	\$812	+4.5%
Effective Rent per SF:	\$1.20	+5.5%	\$1.13	+4.1%	\$1.20	+5.1%	\$0.81	+4.4%
% Offering Concessions:	12%	-2.8%	13%	+2.2%	14%	+139.1%	16%	+21.8%
Ave. Concession Package:	6.3%	-2.2%	6.0%	+7.5%	3.2%	+18.2%	3.7%	-9.7%