

## PITTSBURGH REVIEW

Pittsburgh Market General Overview	Nov 2018	Annual Change
Occupancy:	93.0	+2.4%
Units Added:	1,803	
Units Absorbed (Annual):	3,153	
Average Size (SF):	889	0%
Asking Rent:	\$1,118	+4.3%
Asking Rent per SF:	\$1.26	+4.3%
Effective Rent:	\$1,106	+4.2%
Effective Rent per SF:	\$1.24	+4.2%
% Offering Concessions:	8%	+5.8%
Ave. Concession Package:	6.7%	-19.7%

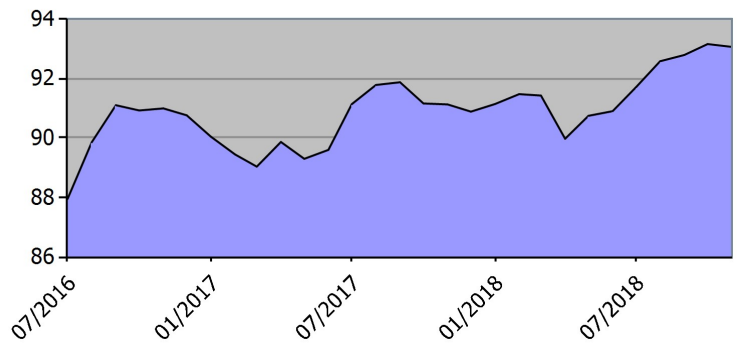
Pittsburgh Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	94.1	+0.3%
Unit Change:	-243	
Units Absorbed (Annual):	-77	
Average Size (SF):	776	+417.3%
Asking Rent:	\$901	+183.5%
Asking Rent per SF:	\$1.16	-45.0%
Effective Rent:	\$892	+184.2%
Effective Rent per SF:	\$1.15	-44.9%
% Offering Concessions:	9%	-90.6%
Ave. Concession Package:	5.5%	+336.6%

### FLOOR PLAN BREAKDOWN-PITTSBURGH

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	7.1%	501	\$962	\$950	1.2%
1 BR	39.0%	699	\$978	\$969	1.0%
1 DEN	0.9%	916	\$1,311	\$1,296	1.2%
2 BR	38.7%	999	\$1,165	\$1,154	1.0%
2 DEN	0.7%	1,178	\$1,571	\$1,547	1.6%
3 BR	11.2%	1,352	\$1,470	\$1,460	0.7%
>3 BR	2.4%	1,502	\$1,815	\$1,815	0.0%

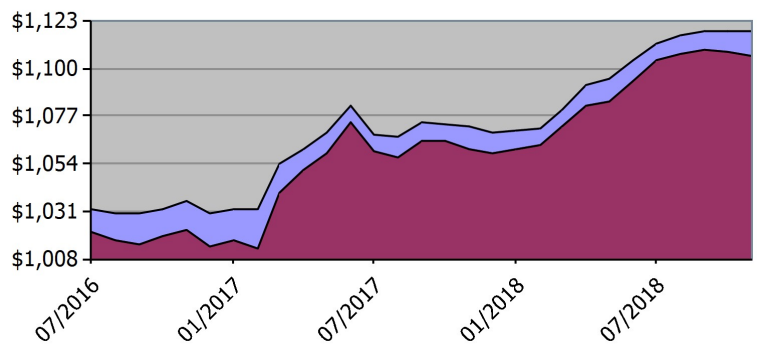
### Occupancy Rate

Pittsburgh



### Market vs. Effective Rents

Pittsburgh



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OTHER MARKETS	Philadelphia		Baltimore		Washington		Richmond	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	94.1	+0.6%	93.1	+1.4%	93.6	+1.0%	93.4	-1.3%
Units Added:	6,797		2,168		8,014		3,094	
Units Absorbed (Annual):	8,339		4,344		11,855		1,904	
Average Size (SF):	884	0%	900	+0.1%	895	0%	911	+0.4%
Asking Rent:	\$1,330	+3.5%	\$1,332	+2.2%	\$1,803	+3.5%	\$1,119	+5.8%
Asking Rent per SF:	\$1.50	+3.5%	\$1.48	+2.0%	\$2.01	+3.4%	\$1.23	+5.5%
Effective Rent:	\$1,320	+3.5%	\$1,321	+2.3%	\$1,787	+3.6%	\$1,112	+5.5%
Effective Rent per SF:	\$1.49	+3.5%	\$1.47	+2.2%	\$2.00	+3.6%	\$1.22	+5.2%
% Offering Concessions:	10%	-11.0%	14%	-20.1%	13%	-12.4%	7%	-14.2%
Ave. Concession Package:	6.3%	+7.4%	5.7%	-2.6%	5.9%	+2.3%	5.7%	+72.4%