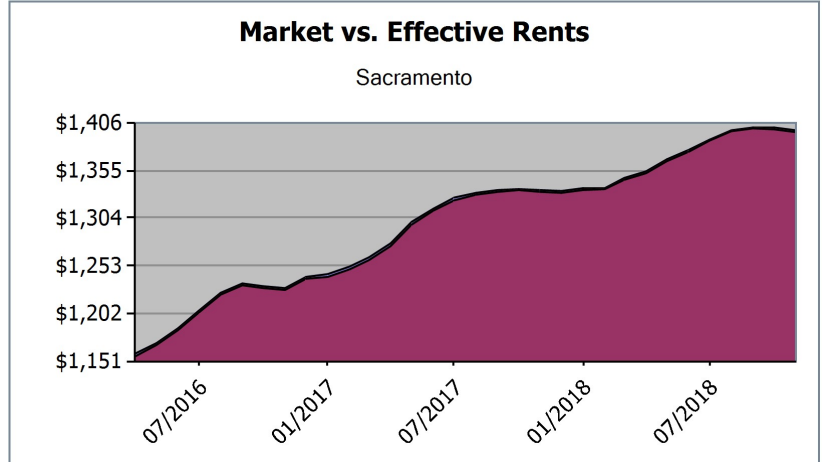
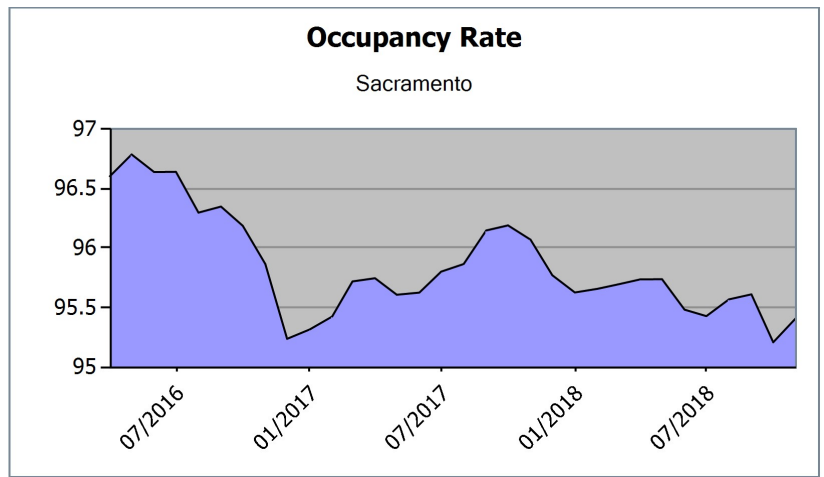


## SACRAMENTO REVIEW

Sacramento Market General Overview	Nov 2018	Annual Change
Occupancy:	95.4	-0.6%
Units Added:	1,130	
Units Absorbed (Annual):	579	
Average Size (SF):	840	0%
Asking Rent:	\$1,398	+4.8%
Asking Rent per SF:	\$1.66	+4.7%
Effective Rent:	\$1,396	+4.8%
Effective Rent per SF:	\$1.66	+4.7%
% Offering Concessions:	5%	+46.9%
Ave. Concession Package:	2.8%	-8.8%

Sacramento Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	96.4	+0.2%
Unit Change:	68	
Units Absorbed (Annual):	264	
Average Size (SF):	823	+392.8%
Asking Rent:	\$1,106	+408.8%
Asking Rent per SF:	\$1.34	+3.7%
Effective Rent:	\$1,104	+408.2%
Effective Rent per SF:	\$1.34	+3.6%
% Offering Concessions:	2%	
Ave. Concession Package:	4.6%	



### FLOOR PLAN BREAKDOWN-SACRAMENTO

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	3.6%	479	\$999	\$995	0.4%
1 BR	39.4%	688	\$1,190	\$1,188	0.2%
1 DEN	0.4%	875	\$1,501	\$1,501	0.0%
2 BR	44.8%	927	\$1,389	\$1,387	0.1%
2 DEN	0.1%	1,092	\$1,302	\$1,294	0.6%
3 BR	10.0%	1,191	\$1,666	\$1,665	0.0%
>3 BR	1.8%	1,386	\$2,122	\$2,122	0.0%



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OTHER MARKETS	San Francisco/Oakland		San Joaquin Valley		Los Angeles		Reno	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	93.6	0%	97.0	+0.7%	93.3	-0.3%	94.4	+0.2%
Units Added:	6,351		366		13,015		1,141	
Units Absorbed (Annual):	6,375		1,079		10,970		1,124	
Average Size (SF):	834	+0.5%	865	0%	867	-0.3%	885	-0.1%
Asking Rent:	\$2,719	+4.7%	\$1,064	+5.8%	\$2,186	+5.3%	\$1,255	+9.3%
Asking Rent per SF:	\$3.26	+4.2%	\$1.23	+5.8%	\$2.52	+5.6%	\$1.42	+9.4%
Effective Rent:	\$2,706	+5.1%	\$1,062	+5.9%	\$2,171	+5.2%	\$1,254	+9.4%
Effective Rent per SF:	\$3.24	+4.5%	\$1.23	+5.9%	\$2.50	+5.5%	\$1.42	+9.4%
% Offering Concessions:	9%	-12.2%	5%	-3.9%	9%	-1.2%	2%	-28.0%
Ave. Concession Package:	5.1%	-18.7%	3.5%	+27.7%	5.3%	+19.2%	1.5%	-15.3%