

TALLAHASSEE REVIEW

Tallahassee Market General Overview	Nov 2018	Annual Change
Occupancy:	90.8	+3.1%
Units Added:	212	
Units Absorbed (Annual):	611	
Average Size (SF):	992	0%
Asking Rent:	\$962	+5.6%
Asking Rent per SF:	\$0.97	+5.5%
Effective Rent:	\$954	+5.4%
Effective Rent per SF:	\$0.96	+5.3%
% Offering Concessions:	13%	-16.4%
Ave. Concession Package:	6.5%	+49.9%

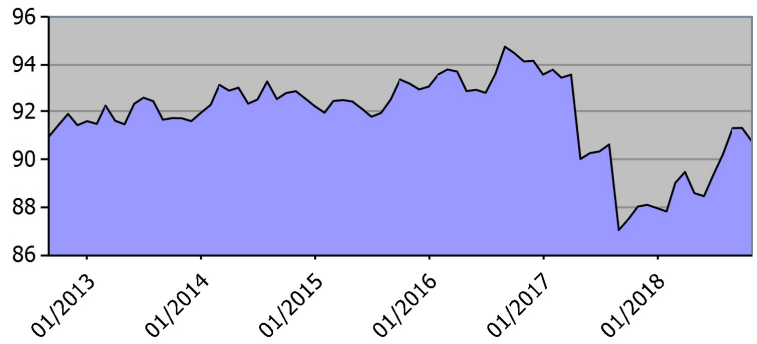
Tallahassee Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	93.1	+0.9%
Unit Change:	0	
Units Absorbed (Annual):	114	
Average Size (SF):	989	+2.4%
Asking Rent:	\$866	+4.2%
Asking Rent per SF:	\$0.88	+1.7%
Effective Rent:	\$854	+4.6%
Effective Rent per SF:	\$0.86	+2.1%
% Offering Concessions:	22%	-5.6%
Ave. Concession Package:	6.0%	-0.6%

FLOOR PLAN BREAKDOWN-TALLAHASSEE

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	1.9%	415	\$929	\$919	1.1%
1 BR	29.1%	709	\$845	\$838	0.8%
1 DEN	0.7%	909	\$892	\$863	3.2%
2 BR	35.9%	1,024	\$1,062	\$1,053	0.8%
2 DEN	0.8%	1,039	\$1,126	\$1,090	3.2%
3 BR	15.6%	1,305	\$1,344	\$1,336	0.6%
>3 BR	16.1%	1,508	\$2,350	\$2,303	2.0%

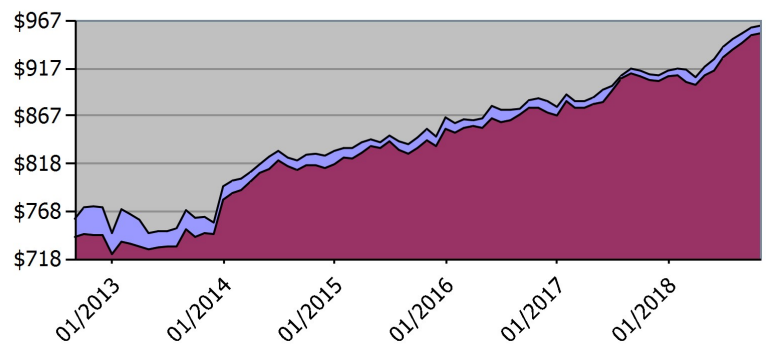
Occupancy Rate

Tallahassee



Market vs. Effective Rents

Tallahassee



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OTHER MARKETS	Jacksonville		Gainesville		Tampa		Pensacola	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	91.3	-1.6%	95.6	-0.9%	91.5	-0.6%	94.5	+4.2%
Units Added:	3,789		680		9,293		636	
Units Absorbed (Annual):	2,287		428		7,475		1,615	
Average Size (SF):	970	+0.3%	939	+0.5%	928	+0.1%	970	+0.2%
Asking Rent:	\$1,065	+7.5%	\$993	+7.0%	\$1,210	+6.1%	\$1,079	+8.5%
Asking Rent per SF:	\$1.10	+7.2%	\$1.06	+6.4%	\$1.30	+6.0%	\$1.11	+8.3%
Effective Rent:	\$1,060	+7.4%	\$990	+6.8%	\$1,201	+6.1%	\$1,074	+8.7%
Effective Rent per SF:	\$1.09	+7.2%	\$1.05	+6.2%	\$1.29	+6.0%	\$1.11	+8.5%
% Offering Concessions:	11%	-3.7%	5%	+50.0%	12%	+8.6%	4%	-45.5%
Ave. Concession Package:	4.0%	-16.8%	5.9%	+18.3%	5.3%	+2.9%	5.3%	+1.6%