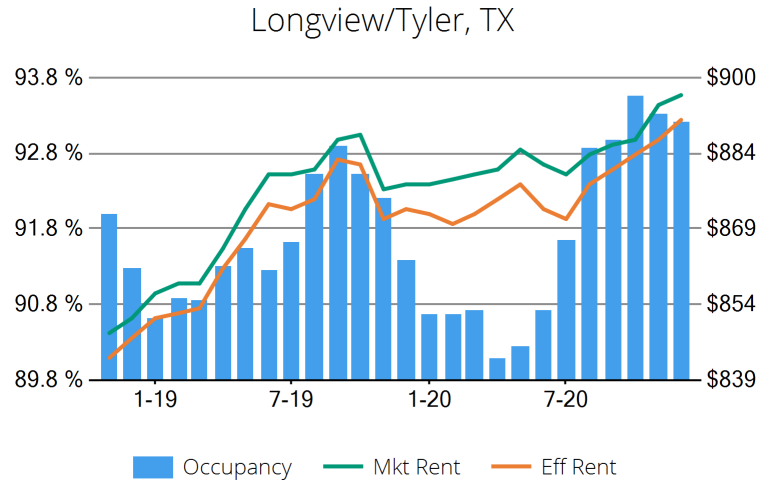


## General Overview

Conventional Properties	Dec 2020	Annual Chg
Occupancy	93.2	+2.0%
Unit Change	138	
Units Absorbed (Annual)	430	
Average Size (SF)	877	-0.1%
Asking Rent	\$896	+2.0%
Asking Rent per SF	\$1.02	+2.1%
Effective Rent	\$891	+2.1%
Effective Rent per SF	\$1.02	+2.1%
% Offering Concessions	13%	-8.7%
Avg. Concession Package	5.6%	+17.5%



## Market Breakdown

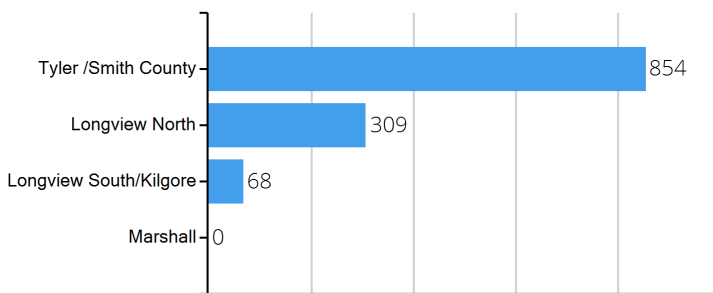
Property Type	% of Market	# Props	# Units	Occ.	Avg SF	Average Rent		Rent Concessions	
						Mkt	Eff	Props Offering	Avg Package
Conventional	66%	133	16,473	93.2%	877	\$896	\$891	12.5%	5.6%
Affordable	21%	56	5,184	93.8%	968	\$715	\$714	6.5%	2.5%
Senior Living	9%	30	2,155	93.9%	786	\$1,276	\$1,276	0.0%	0.0%
Student Housing	4%	4	966	94.6%	604	\$857	\$857	0.0%	0.0%
Totals		223	24,778						

## Top 5 Submarkets

Occupancy Annual Change	Dec-20	Change	Effective Rent Gains	
			Dec-20	Change
Longview South/Kilgore	89.8%	7.8%	Tyler /Smith County	\$961 2.8%
Tyler /Smith County	95.0%	3.2%	Longview North	\$808 1.5%
Longview North	91.8%	0.3%	Marshall	\$651 0.5%
Marshall	85.0%	-0.8%	Longview South/Kilgore	\$720 -1.9%

## New Units

### Top 5 Submarkets with Most New Units in Pipeline



### Leasing Starts Next 4 Quarters

