

	OVERALL MARKET							STABILIZED PROPERTIES						
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT		
	Nov-17	Nov-18	bps	%CHG	Nov-17	Nov-18	%CHG	Nov-17	Nov-18	bps	%CHG	Nov-17	Nov-18	%CHG
AK - Anchorage	92.0%	89.0%	-300	-3.2%	\$1,012	\$1,014	0.2%	92.0%	89.0%	-300	-3.2%	\$1,012	\$1,014	0.2%
AK - Misc. AK	89.0%	83.7%	-530	-6.0%	\$1,230	\$1,233	0.2%	89.0%	83.7%	-530	-6.0%	\$1,230	\$1,233	0.2%
Alaska Average	92.8%	87.8%	-500	-5.4%	\$1,188	\$1,068	-10.1%	92.8%	87.8%	-500	-5.4%	\$1,188	\$1,068	-10.1%
AL - Birmingham	91.4%	92.9%	150	1.6%	\$861	\$888	3.1%	92.1%	93.3%	120	1.3%	\$849	\$875	3.1%
AL - Huntsville	93.9%	94.6%	70	0.7%	\$712	\$749	5.2%	94.6%	94.5%	-10	-0.1%	\$708	\$745	5.2%
AL - Misc. AL	94.4%	92.9%	-149	-1.6%	\$631	\$638	1.0%	94.4%	92.9%	-149	-1.6%	\$631	\$638	1.0%
AL - Mobile	90.9%	89.1%	-180	-2.0%	\$781	\$805	3.1%	92.2%	90.1%	-210	-2.3%	\$776	\$795	2.4%
AL - Montgomery	89.5%	90.1%	60	0.7%	\$743	\$754	1.4%	89.5%	90.1%	60	0.7%	\$743	\$754	1.4%
Alabama Average	91.8%	92.1%	30	0.3%	\$785	\$811	3.3%	92.5%	92.6%	10	0.1%	\$777	\$802	3.1%
AR - Little Rock	90.2%	90.1%	-10	-0.1%	\$727	\$744	2.3%	90.9%	91.1%	20	0.2%	\$723	\$733	1.5%
AR - Misc. AR	93.1%	90.9%	-220	-2.3%	\$554	\$562	1.4%	93.1%	90.9%	-220	-2.3%	\$554	\$562	1.4%
AR - Northwest Arkansas	89.0%	92.2%	320	3.7%	\$647	\$678	4.8%	94.9%	95.8%	90	0.9%	\$621	\$641	3.2%
Arkansas Average	90.1%	90.9%	80	0.9%	\$681	\$702	3.1%	92.2%	92.4%	20	0.3%	\$669	\$683	2.1%
AZ - Flagstaff	94.5%	95.2%	70	0.8%	\$1,276	\$1,316	3.1%	94.5%	95.2%	70	0.8%	\$1,276	\$1,316	3.1%
AZ - Misc. AZ	93.4%	95.4%	199	2.1%	\$740	\$764	3.3%	93.4%	95.4%	199	2.1%	\$740	\$764	3.3%
AZ - Phoenix	92.1%	92.9%	80	0.8%	\$993	\$1,076	8.3%	94.0%	94.6%	60	0.7%	\$983	\$1,055	7.3%
AZ - Tucson	93.0%	93.9%	89	1.0%	\$731	\$776	6.2%	93.0%	93.9%	89	1.0%	\$731	\$776	6.2%
Arizona Average	92.2%	93.1%	90	1.0%	\$948	\$1,024	8.0%	93.8%	94.5%	70	0.8%	\$939	\$1,005	7.0%
CA - Central Coast	96.0%	95.7%	-30	-0.3%	\$1,822	\$1,910	4.8%	96.2%	96.1%	-10	-0.2%	\$1,819	\$1,902	4.5%
CA - Los Angeles/OC	93.4%	93.5%	10	0.1%	\$2,066	\$2,172	5.1%	95.3%	95.9%	60	0.7%	\$2,047	\$2,131	4.1%
CA - Misc. CA	96.0%	96.7%	70	0.7%	\$948	\$968	2.1%	96.0%	97.2%	120	1.3%	\$948	\$970	2.3%
CA - Sacramento	96.0%	95.4%	-60	-0.6%	\$1,332	\$1,396	4.8%	96.4%	96.1%	-30	-0.3%	\$1,328	\$1,389	4.6%
CA - San Bernardino/Riverside	95.4%	94.4%	-100	-1.0%	\$1,426	\$1,507	5.6%	95.9%	95.6%	-30	-0.3%	\$1,426	\$1,500	5.2%
CA - San Diego	94.3%	94.5%	20	0.2%	\$1,804	\$1,914	6.1%	96.0%	96.2%	20	0.3%	\$1,793	\$1,884	5.1%
CA - San Francisco/Oakland	93.6%	93.8%	19	0.2%	\$2,582	\$2,706	4.8%	95.0%	95.6%	60	0.6%	\$2,569	\$2,678	4.2%
CA - San Joaquin Valley	96.3%	97.0%	70	0.7%	\$1,004	\$1,063	5.9%	96.6%	97.1%	50	0.5%	\$1,003	\$1,060	5.8%
California Average	94.3%	94.2%	-10	-0.1%	\$1,942	\$2,047	5.4%	95.6%	96.0%	40	0.4%	\$1,928	\$2,014	4.5%
CO - Denver/Co Springs	90.5%	91.2%	70	0.8%	\$1,364	\$1,429	4.7%	94.6%	94.4%	-20	-0.1%	\$1,346	\$1,392	3.4%
CO - Misc. CO	95.9%	93.4%	-249	-2.6%	\$1,012	\$1,023	1.1%	95.9%	96.4%	50	0.5%	\$1,012	\$994	-1.8%
Colorado Average	90.4%	91.1%	70	0.7%	\$1,360	\$1,423	4.6%	94.6%	94.5%	-10	-0.1%	\$1,343	\$1,386	3.3%
FL - Fort Lauderdale	89.1%	92.3%	320	3.6%	\$1,566	\$1,633	4.3%	93.8%	94.8%	100	1.1%	\$1,541	\$1,595	3.5%
FL - Fort Myers/Naples	92.0%	90.2%	-180	-2.0%	\$1,243	\$1,286	3.5%	93.7%	93.8%	9	0.1%	\$1,241	\$1,280	3.1%
FL - Gainesville	95.9%	95.5%	-40	-0.5%	\$1,114	\$1,167	4.7%	96.6%	97.2%	60	0.6%	\$1,108	\$1,153	4.1%
FL - Jacksonville	92.2%	91.3%	-90	-1.0%	\$989	\$1,061	7.3%	94.0%	94.1%	10	0.2%	\$985	\$1,039	5.5%
FL - Melbourne	95.1%	94.9%	-20	-0.2%	\$1,051	\$1,120	6.6%	95.7%	94.9%	-80	-0.9%	\$1,050	\$1,117	6.4%
FL - Miami	86.7%	91.6%	490	5.6%	\$1,661	\$1,732	4.3%	94.4%	95.4%	100	1.1%	\$1,600	\$1,651	3.2%
FL - Orlando	92.3%	92.9%	60	0.6%	\$1,199	\$1,286	7.3%	95.1%	95.4%	30	0.3%	\$1,192	\$1,266	6.2%
FL - Palm Beach	88.7%	90.8%	210	2.3%	\$1,563	\$1,624	3.9%	93.1%	94.0%	89	1.0%	\$1,522	\$1,586	4.2%
FL - Pensacola	89.2%	94.5%	529	6.0%	\$989	\$1,075	8.7%	94.1%	95.7%	160	1.7%	\$976	\$1,060	8.6%
FL - Tallahassee	88.0%	90.8%	280	3.1%	\$906	\$954	5.4%	92.2%	92.3%	10	0.2%	\$894	\$938	5.0%
FL - Tampa	91.4%	91.7%	30	0.3%	\$1,134	\$1,202	6.0%	94.5%	94.7%	20	0.3%	\$1,117	\$1,167	4.5%
Florida Average	91.0%	92.1%	110	1.2%	\$1,244	\$1,316	5.7%	94.4%	94.9%	50	0.5%	\$1,221	\$1,278	4.7%
GA - Albany	91.6%	90.3%	-130	-1.4%	\$664	\$688	3.7%	91.6%	90.3%	-130	-1.4%	\$664	\$688	3.7%
GA - Atlanta	91.6%	92.2%	60	0.7%	\$1,141	\$1,211	6.2%	93.5%	93.8%	29	0.4%	\$1,120	\$1,178	5.2%
GA - Augusta	90.9%	87.8%	-310	-3.4%	\$779	\$832	6.9%	92.8%	91.5%	-130	-1.4%	\$778	\$815	4.7%
GA - Columbus	93.9%	94.2%	30	0.2%	\$803	\$832	3.6%	94.8%	94.2%	-60	-0.6%	\$803	\$828	3.1%
GA - Macon	94.5%	94.1%	-40	-0.4%	\$771	\$810	5.0%	94.5%	94.3%	-20	-0.3%	\$771	\$805	4.3%
GA - Savannah	89.4%	91.4%	200	2.2%	\$997	\$1,057	6.0%	93.6%	94.2%	59	0.6%	\$977	\$1,032	5.6%
Georgia Average	91.6%	92.1%	50	0.6%	\$1,084	\$1,148	6.0%	93.5%	93.8%	29	0.2%	\$1,065	\$1,118	5.0%
IA - Des Moines	86.9%	89.6%	270	3.0%	\$878	\$900	2.4%	92.8%	92.9%	10	0.1%	\$857	\$874	2.0%
IA - Misc. IA	94.5%	98.1%	360	3.8%	\$758	\$784	3.5%	97.4%	97.7%	30	0.3%	\$705	\$734	4.1%
Iowa Average	87.3%	90.0%	270	3.1%	\$870	\$892	2.6%	93.0%	93.1%	10	0.1%	\$847	\$866	2.2%
ID - Boise	90.4%	93.8%	339	3.7%	\$963	\$1,031	7.0%	95.6%	96.7%	110	1.1%	\$948	\$1,007	6.2%
ID - Misc. ID	80.4%	97.4%	1699	21.2%	\$756	\$724	-4.3%	100.0%	97.4%	-260	-2.6%	\$736	\$724	-1.6%
Idaho Average	89.9%	94.0%	409	4.6%	\$947	\$1,010	6.6%	95.9%	96.7%	80	0.9%	\$933	\$985	5.6%
IL - Chicago	89.8%	90.9%	110	1.2%	\$1,470	\$1,537	4.5%	93.0%	93.7%	70	0.7%	\$1,432	\$1,473	2.9%
IL - Misc. IL	80.8%	82.3%	149	1.9%	\$662	\$641	-3.2%	80.8%	82.3%	149	1.9%	\$662	\$641	-3.2%
IL - Moline	95.7%	94.8%	-90	-1.0%	\$729	\$752	3.2%	95.7%	94.8%	-90	-1.0%	\$729	\$752	3.2%
IL - Springfield	92.0%	91.5%	-50	-0.5%	\$718	\$741	3.2%	92.0%	91.5%	-50	-0.5%	\$718	\$741	3.2%
Illinois Average	90.0%	90.7%	70	0.7%	\$1,377	\$1,439	4.5%	93.0%	93.5%	50	0.5%	\$1,340	\$1,377	2.8%
IN - Evansville	90.3%	92.9%	260	2.9%	\$698	\$727	4.2%	93.6%	94.2%	59	0.6%	\$698	\$715	2.4%
IN - Fort Wayne	93.4%	92.9%	-50	-0.6%	\$715	\$734	2.7%	94.0%	93.0%	-99	-1.0%	\$712	\$730	2.6%
IN - Indianapolis	92.3%	92.0%	-30	-0.4%	\$836	\$872	4.3%	93.3%	93.3%	0	0.1%	\$827	\$857	3.6%
IN - Misc. IN	89.2%	95.4%	619	6.9%	\$766	\$745	-2.8%	89.2%	95.4%	619	6.9%	\$766	\$745	-2.8%
IN - South Bend	92.5%	94.1%	159	1.7%	\$787	\$836	6.3%	92.5%	95.9%	339	3.6%	\$787	\$824	4.7%
Indiana Average	92.2%	92.3%	10	0.1%	\$810	\$846	4.3%	93.3%	93.5%	20	0.3%	\$804	\$832	3.5%

	OVERALL MARKET							STABILIZED PROPERTIES						
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT		
	Nov-17	Nov-18	bps	%CHG	Nov-17	Nov-18	%CHG	Nov-17	Nov-18	bps	%CHG	Nov-17	Nov-18	%CHG
KS - Misc. KS	100.0%	91.1%	-889	-8.9%	\$510	\$590	15.7%	100.0%	91.1%	-889	-8.9%	\$510	\$590	15.7%
KS - Topeka/Manhattan/Lawrence	86.9%	92.7%	580	6.6%	\$736	\$751	2.0%	92.1%	93.3%	120	1.4%	\$731	\$747	2.1%
KS - Wichita	91.2%	91.0%	-20	-0.1%	\$643	\$654	1.8%	91.5%	91.9%	40	0.4%	\$640	\$646	0.9%
Kansas Average	89.5%	91.7%	220	2.4%	\$678	\$694	2.3%	91.8%	92.4%	60	0.6%	\$674	\$687	1.9%
KY - Lexington	91.3%	92.6%	130	1.4%	\$793	\$801	1.0%	92.3%	92.6%	30	0.4%	\$784	\$787	0.4%
KY - Louisville	91.6%	92.3%	70	0.8%	\$848	\$890	5.0%	94.2%	93.6%	-59	-0.6%	\$837	\$867	3.6%
KY - Misc. KY	92.4%	92.0%	-40	-0.5%	\$631	\$639	1.3%	92.4%	92.0%	-40	-0.5%	\$631	\$639	1.3%
Kentucky Average	91.5%	92.4%	90	0.9%	\$824	\$856	3.9%	93.5%	93.3%	-20	-0.3%	\$814	\$836	2.7%
LA - Baton Rouge	88.0%	85.9%	-210	-2.4%	\$898	\$909	1.3%	89.7%	88.7%	-100	-1.0%	\$883	\$883	0.0%
LA - Lake Charles	81.1%	90.3%	919	11.2%	\$1,022	\$1,003	-1.8%	91.0%	92.1%	110	1.2%	\$1,015	\$979	-3.5%
LA - Misc. LA	86.5%	88.0%	150	1.7%	\$745	\$748	0.3%	86.5%	88.0%	150	1.7%	\$745	\$748	0.3%
LA - Monroe	90.6%	89.3%	-130	-1.5%	\$742	\$755	1.8%	90.6%	89.3%	-130	-1.5%	\$742	\$755	1.8%
LA - New Orleans	92.5%	92.3%	-20	-0.2%	\$953	\$980	2.8%	93.1%	93.1%	0	0.0%	\$952	\$972	2.1%
LA - Shreveport	89.7%	89.5%	-20	-0.3%	\$779	\$798	2.4%	89.7%	89.5%	-20	-0.3%	\$779	\$798	2.4%
Louisiana Average	89.3%	89.1%	-20	-0.3%	\$895	\$913	2.0%	90.7%	90.5%	-20	-0.2%	\$889	\$899	1.2%
MA - Boston	89.8%	93.2%	340	3.9%	\$2,067	\$2,184	5.7%	95.3%	96.3%	100	1.1%	\$2,050	\$2,136	4.2%
MA - Springfield	96.6%	98.0%	140	1.5%	\$1,112	\$1,148	3.2%	96.6%	98.0%	140	1.5%	\$1,112	\$1,148	3.2%
Massachusetts Average	90.0%	93.5%	350	3.8%	\$2,012	\$2,127	5.7%	95.3%	96.4%	110	1.2%	\$1,994	\$2,077	4.1%
MD - Baltimore	91.8%	93.1%	130	1.5%	\$1,292	\$1,321	2.2%	93.8%	94.2%	40	0.5%	\$1,276	\$1,303	2.1%
MD - Misc. MD	93.2%	96.4%	319	3.4%	\$1,006	\$1,055	4.9%	96.1%	97.0%	90	0.9%	\$998	\$1,024	2.6%
Maryland Average	91.8%	93.2%	140	1.5%	\$1,286	\$1,315	2.2%	93.8%	94.3%	50	0.5%	\$1,270	\$1,297	2.1%
ME - Augusta/Portland	91.6%	96.1%	449	4.9%	\$1,240	\$1,304	5.2%	97.3%	95.9%	-140	-1.4%	\$1,240	\$1,309	5.6%
ME - Misc. ME	93.5%	96.0%	249	2.7%	\$753	\$758	0.6%	93.5%	96.0%	249	2.7%	\$753	\$758	0.6%
Maine Average	91.8%	96.1%	429	4.6%	\$1,182	\$1,251	5.8%	96.9%	95.9%	-100	-1.0%	\$1,182	\$1,253	5.9%
MI - Detroit	95.7%	95.4%	-30	-0.3%	\$947	\$980	3.4%	95.9%	95.7%	-20	-0.2%	\$945	\$975	3.2%
MI - Grand Rapids/Kalamazoo	94.1%	94.1%	0	0.0%	\$836	\$874	4.6%	95.8%	96.3%	50	0.6%	\$829	\$864	4.2%
MI - Misc. MI	95.1%	94.6%	-50	-0.6%	\$781	\$808	3.5%	95.1%	94.6%	-50	-0.6%	\$781	\$808	3.5%
Michigan Average	95.2%	95.0%	-20	-0.1%	\$920	\$952	3.5%	95.8%	95.8%	0	-0.1%	\$917	\$947	3.3%
MN - Minneapolis - St. Paul	95.6%	95.3%	-30	-0.3%	\$1,202	\$1,258	4.7%	96.6%	96.7%	10	0.1%	\$1,192	\$1,235	3.6%
MN - Misc. MN	94.9%	94.5%	-40	-0.5%	\$978	\$1,015	3.9%	94.9%	97.4%	250	2.6%	\$978	\$1,000	2.3%
Minnesota Average	95.5%	95.3%	-20	-0.2%	\$1,196	\$1,251	4.6%	96.6%	96.7%	10	0.1%	\$1,186	\$1,228	3.5%
MO - Columbia	90.5%	94.5%	399	4.4%	\$654	\$674	3.1%	90.5%	94.5%	399	4.4%	\$654	\$674	3.1%
MO - Kansas City	91.0%	91.7%	70	0.8%	\$939	\$977	4.1%	93.3%	94.4%	109	1.1%	\$922	\$944	2.5%
MO - Misc. MO	95.6%	93.3%	-229	-2.4%	\$718	\$669	-6.7%	95.6%	93.3%	-229	-2.4%	\$718	\$669	-6.7%
MO - Springfield	95.1%	95.7%	60	0.6%	\$685	\$702	2.4%	95.1%	95.6%	50	0.6%	\$685	\$701	2.3%
MO - St. Louis	91.8%	90.5%	-130	-1.4%	\$907	\$939	3.5%	92.9%	92.6%	-30	-0.3%	\$892	\$908	1.8%
Missouri Average	91.4%	91.5%	10	0.0%	\$900	\$933	3.7%	93.2%	93.7%	50	0.6%	\$885	\$904	2.0%
MS - Gulfport/Biloxi	91.4%	93.7%	230	2.5%	\$718	\$754	4.9%	91.4%	93.7%	230	2.5%	\$718	\$754	4.9%
MS - Jackson/Central MS	92.1%	93.0%	90	1.0%	\$810	\$823	1.7%	92.1%	93.0%	90	1.0%	\$810	\$823	1.7%
MS - Misc. MS	90.0%	90.8%	80	0.9%	\$796	\$795	-0.1%	92.5%	92.1%	-40	-0.4%	\$787	\$789	0.3%
Mississippi Average	91.4%	92.6%	120	1.4%	\$783	\$798	2.0%	92.0%	93.0%	100	1.0%	\$780	\$797	2.1%
NC - Asheville	87.3%	88.6%	130	1.5%	\$1,108	\$1,170	5.6%	95.2%	94.2%	-100	-1.1%	\$1,101	\$1,148	4.2%
NC - Charlotte	89.9%	91.0%	110	1.3%	\$1,054	\$1,113	5.6%	94.3%	94.8%	50	0.5%	\$1,039	\$1,078	3.7%
NC - Fayetteville	90.6%	93.7%	310	3.3%	\$778	\$813	4.5%	91.0%	93.8%	279	3.1%	\$778	\$810	4.2%
NC - Greensboro/Winston-Salem	91.2%	92.7%	150	1.6%	\$775	\$814	5.1%	92.8%	93.8%	99	1.0%	\$769	\$804	4.6%
NC - Misc. NC	94.7%	92.0%	-269	-2.8%	\$953	\$1,018	6.8%	94.7%	98.0%	330	3.6%	\$953	\$1,019	6.9%
NC - Raleigh-Durham	90.7%	92.1%	140	1.5%	\$1,046	\$1,088	4.0%	93.7%	94.3%	59	0.7%	\$1,038	\$1,070	3.1%
NC - Wilmington	92.3%	94.0%	169	1.8%	\$884	\$946	7.0%	93.8%	94.6%	80	0.9%	\$872	\$924	6.0%
North Carolina Average	90.5%	91.9%	140	1.5%	\$985	\$1,035	5.1%	93.7%	94.4%	69	0.8%	\$974	\$1,010	3.7%
ND - Bismarck	93.1%	95.3%	219	2.3%	\$838	\$945	12.7%	93.1%	95.3%	219	2.3%	\$838	\$945	12.7%
ND - Fargo	91.7%	92.3%	60	0.6%	\$763	\$780	2.2%	92.7%	92.4%	-30	-0.4%	\$760	\$774	1.7%
ND - Misc. ND	86.6%	94.4%	779	8.9%	\$904	\$1,003	10.9%	86.6%	94.4%	779	8.9%	\$904	\$1,003	10.9%
North Dakota Average	89.4%	93.6%	420	4.7%	\$826	\$886	7.2%	89.8%	93.7%	390	4.4%	\$826	\$884	7.1%
NE - Lincoln	96.9%	95.9%	-100	-1.1%	\$828	\$833	0.6%	96.9%	95.9%	-100	-1.1%	\$828	\$833	0.6%
NE - Misc. NE	96.9%	90.1%	-679	-7.0%	\$696	\$690	-0.8%	96.9%	90.1%	-679	-7.0%	\$696	\$690	-0.8%
NE - Omaha	91.3%	92.1%	80	0.8%	\$893	\$915	2.5%	95.2%	95.3%	10	0.1%	\$886	\$903	1.9%
Nebraska Average	91.9%	92.9%	100	1.1%	\$874	\$892	2.0%	95.6%	95.4%	-20	-0.2%	\$868	\$881	1.5%
NM - Albuquerque	93.7%	93.7%	0	0.0%	\$824	\$855	3.7%	94.3%	93.9%	-40	-0.4%	\$824	\$851	3.3%
NM - Misc. NM	88.7%	94.1%	539	6.1%	\$902	\$963	6.8%	94.0%	94.1%	10	0.1%	\$902	\$961	6.5%
New Mexico Average	93.3%	93.3%	0	-0.1%	\$831	\$865	4.1%	94.3%	93.9%	-40	-0.4%	\$831	\$861	3.6%
NV - Las Vegas	92.2%	93.6%	140	1.5%	\$963	\$1,038	7.8%	93.8%	94.5%	70	0.7%	\$958	\$1,028	7.4%
NV - Misc. NV	92.9%	94.7%	179	2.0%	\$1,037	\$962	-7.2%	92.9%	94.7%	179	2.0%	\$1,037	\$962	-7.2%
NV - Reno	93.0%	94.4%	139	1.5%	\$1,147	\$1,254	9.4%	94.3%	96.4%	210	2.3%	\$1,147	\$1,234	7.5%
Nevada Average	92.3%	93.7%	140	1.5%	\$991	\$1,071	8.1%	93.9%	94.7%	80	0.9%	\$987	\$1,059	7.3%

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	OVERALL MARKET							STABILIZED PROPERTIES						
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT		
	Nov-17	Nov-18	bps	%CHG	Nov-17	Nov-18	%CHG	Nov-17	Nov-18	bps	%CHG	Nov-17	Nov-18	%CHG
NY - Albany	92.0%	93.3%	130	1.5%	\$1,157	\$1,189	2.8%	95.2%	95.3%	10	0.1%	\$1,135	\$1,169	3.0%
NY - Buffalo/Rochester/Syracuse	94.9%	94.9%	0	0.0%	\$939	\$975	3.8%	95.0%	95.3%	30	0.3%	\$938	\$967	3.1%
NY - Misc. NY	87.9%	90.3%	240	2.6%	\$962	\$978	1.6%	87.9%	90.3%	240	2.6%	\$962	\$978	1.6%
NY - New York City	89.7%	92.7%	300	3.3%	\$2,472	\$2,593	4.9%	95.5%	96.1%	60	0.7%	\$2,437	\$2,543	4.3%
New York Average	90.3%	92.1%	180	2.0%	\$2,169	\$2,282	5.2%	95.2%	95.9%	70	0.7%	\$2,132	\$2,226	4.4%
OH - Cincinnati/Dayton	92.0%	93.9%	189	2.2%	\$862	\$895	3.8%	93.6%	95.0%	139	1.6%	\$852	\$875	2.7%
OH - Cleveland/Akron	94.3%	93.0%	-129	-1.4%	\$824	\$859	4.2%	94.5%	94.3%	-20	-0.3%	\$824	\$844	2.5%
OH - Columbus	93.1%	92.8%	-30	-0.3%	\$901	\$950	5.5%	95.0%	95.1%	10	0.1%	\$893	\$930	4.1%
OH - Misc. OH	98.8%	98.7%	-10	-0.1%	\$661	\$676	2.3%	98.8%	98.7%	-10	-0.1%	\$661	\$676	2.3%
OH - Toledo	95.2%	94.8%	-40	-0.4%	\$693	\$714	3.1%	95.2%	94.8%	-40	-0.4%	\$693	\$713	2.9%
Ohio Average	93.2%	93.2%	0	0.1%	\$853	\$892	4.6%	94.5%	94.9%	40	0.4%	\$847	\$874	3.2%
OK - Misc. OK	91.3%	91.2%	-10	-0.1%	\$680	\$652	-4.3%	91.3%	91.2%	-10	-0.1%	\$680	\$652	-4.3%
OK - Oklahoma City	88.5%	90.0%	150	1.7%	\$720	\$740	2.8%	89.6%	90.2%	60	0.7%	\$712	\$732	2.8%
OK - Tulsa	88.7%	90.9%	220	2.4%	\$681	\$690	1.3%	90.6%	91.3%	70	0.9%	\$672	\$681	1.3%
Oklahoma Average	88.6%	90.4%	180	2.0%	\$704	\$718	2.1%	90.0%	90.7%	70	0.8%	\$696	\$710	2.1%
OR - Misc. OR	96.9%	98.1%	120	1.3%	\$958	\$1,030	7.4%	96.9%	98.1%	120	1.3%	\$958	\$1,030	7.4%
OR - Portland	92.5%	94.1%	159	1.7%	\$1,311	\$1,355	3.4%	94.6%	95.3%	70	0.7%	\$1,302	\$1,340	3.0%
Oregon Average	92.2%	94.1%	189	2.0%	\$1,308	\$1,352	3.4%	94.6%	95.3%	70	0.7%	\$1,299	\$1,337	3.0%
PA - Harrisburg/Lancaster	95.8%	95.4%	-40	-0.4%	\$1,021	\$1,068	4.6%	96.0%	96.2%	20	0.2%	\$1,020	\$1,066	4.4%
PA - Misc. PA	96.3%	95.1%	-120	-1.3%	\$981	\$981	0.0%	96.3%	95.1%	-120	-1.3%	\$981	\$981	0.0%
PA - Philadelphia	93.5%	94.3%	79	0.9%	\$1,277	\$1,319	3.3%	94.7%	95.5%	80	0.8%	\$1,262	\$1,293	2.5%
PA - Pittsburgh	90.8%	93.1%	230	2.4%	\$1,062	\$1,106	4.2%	93.6%	95.2%	159	1.6%	\$1,041	\$1,076	3.4%
PA - State College/Altoona	99.0%	97.7%	-130	-1.3%	\$1,162	\$1,171	0.8%	99.0%	97.7%	-130	-1.3%	\$1,162	\$1,171	0.8%
Pennsylvania Average	93.5%	94.3%	79	0.9%	\$1,211	\$1,253	3.5%	94.8%	95.5%	70	0.8%	\$1,197	\$1,230	2.7%
SC - Charleston	86.3%	87.1%	80	0.9%	\$1,141	\$1,172	2.7%	93.7%	92.7%	-100	-1.1%	\$1,106	\$1,118	1.1%
SC - Columbia	91.9%	90.3%	-160	-1.8%	\$882	\$922	4.6%	92.7%	93.2%	50	0.5%	\$880	\$911	3.6%
SC - Greenville-Spartanburg	91.4%	92.4%	100	1.1%	\$885	\$939	6.0%	93.4%	93.6%	20	0.2%	\$875	\$915	4.6%
SC - Misc. SC	92.1%	95.3%	319	3.4%	\$744	\$674	-9.4%	92.1%	95.3%	319	3.4%	\$744	\$674	-9.4%
SC - Myrtle Beach	87.9%	94.6%	669	7.6%	\$944	\$1,031	9.2%	94.5%	95.3%	80	0.8%	\$923	\$1,004	8.9%
South Carolina Average	89.4%	90.1%	70	0.7%	\$966	\$1,013	4.8%	93.3%	93.3%	0	0.0%	\$946	\$976	3.2%
SD - Rapid SD	91.5%	96.6%	509	5.6%	\$907	\$902	-0.6%	91.5%	96.6%	509	5.6%	\$907	\$902	-0.6%
SD - Rapid City	94.1%	96.9%	280	2.9%	\$887	\$913	3.0%	95.8%	97.1%	130	1.4%	\$885	\$912	3.0%
SD - Sioux Falls	83.0%	89.8%	680	8.2%	\$777	\$813	4.6%	88.7%	93.1%	440	5.0%	\$777	\$790	1.7%
South Dakota Average	86.8%	91.9%	510	5.8%	\$819	\$846	3.3%	90.9%	94.4%	349	3.8%	\$819	\$834	1.8%
TN - Chattanooga	91.4%	91.8%	40	0.5%	\$878	\$936	6.7%	94.5%	95.3%	80	0.9%	\$870	\$916	5.3%
TN - Knoxville	94.4%	92.5%	-189	-1.9%	\$857	\$915	6.7%	95.5%	96.2%	70	0.8%	\$853	\$891	4.4%
TN - Memphis	92.5%	91.1%	-140	-1.5%	\$795	\$840	5.7%	92.5%	91.4%	-110	-1.2%	\$795	\$838	5.5%
TN - Misc. TN	94.5%	94.9%	40	0.4%	\$729	\$744	2.1%	95.4%	95.1%	-30	-0.3%	\$725	\$738	1.8%
TN - Nashville	89.0%	91.0%	200	2.3%	\$1,152	\$1,190	3.2%	94.2%	94.5%	30	0.3%	\$1,098	\$1,127	2.7%
Tennessee Average	90.9%	91.3%	40	0.5%	\$975	\$1,021	4.7%	93.8%	93.8%	0	-0.1%	\$943	\$979	3.8%
TX - Dallas/Ft. Worth	91.0%	90.6%	-40	-0.4%	\$1,100	\$1,143	3.9%	93.9%	93.5%	-39	-0.4%	\$1,080	\$1,110	2.8%
TX - Greater Dallas	90.5%	90.5%	0	0.0%	\$1,140	\$1,181	3.6%	93.8%	93.4%	-39	-0.5%	\$1,118	\$1,145	2.4%
TX - Greater Fort Worth	92.3%	90.8%	-150	-1.5%	\$1,011	\$1,062	5.1%	94.2%	93.9%	-30	-0.3%	\$1,000	\$1,038	3.9%
TX - Abilene	90.3%	92.2%	190	2.1%	\$724	\$739	2.2%	90.3%	92.2%	190	2.1%	\$724	\$739	2.2%
TX - Amarillo	87.2%	88.4%	120	1.4%	\$720	\$717	-0.4%	87.7%	88.4%	70	0.7%	\$716	\$715	-0.1%
TX - Austin	90.3%	91.5%	120	1.3%	\$1,196	\$1,255	5.0%	93.4%	94.4%	99	1.1%	\$1,187	\$1,246	4.9%
TX - Beaumont	89.7%	90.4%	70	0.8%	\$823	\$862	4.8%	89.7%	90.4%	70	0.8%	\$823	\$862	4.8%
TX - College Station	85.8%	85.1%	-70	-0.9%	\$1,233	\$1,193	-3.2%	90.6%	88.8%	-180	-2.0%	\$1,167	\$1,135	-2.8%
TX - Corpus Christi	88.3%	90.6%	230	2.6%	\$931	\$940	1.0%	90.4%	90.9%	50	0.6%	\$914	\$925	1.3%
TX - El Paso	91.9%	91.2%	-70	-0.8%	\$758	\$767	1.2%	92.1%	92.2%	10	0.1%	\$758	\$765	1.0%
TX - Harlingen	87.2%	89.3%	210	2.4%	\$752	\$756	0.5%	89.6%	91.4%	180	2.0%	\$737	\$745	1.2%
TX - Houston	89.7%	89.7%	0	0.0%	\$1,054	\$1,067	1.3%	91.7%	90.7%	-100	-1.1%	\$1,032	\$1,040	0.8%
TX - Laredo	92.8%	94.2%	139	1.6%	\$873	\$898	2.8%	92.8%	94.2%	139	1.6%	\$873	\$898	2.8%
TX - Longview/Tyler	92.5%	92.0%	-50	-0.5%	\$794	\$843	6.2%	92.5%	93.6%	110	1.2%	\$794	\$830	4.6%
TX - Lubbock	89.5%	88.3%	-120	-1.4%	\$733	\$747	1.9%	90.7%	89.9%	-80	-0.8%	\$731	\$738	0.9%
TX - Lufkin	91.1%	92.2%	110	1.2%	\$708	\$746	5.4%	91.1%	92.2%	110	1.2%	\$708	\$746	5.4%
TX - Midland-Odessa	93.2%	93.8%	59	0.6%	\$1,234	\$1,491	20.8%	94.9%	94.4%	-50	-0.6%	\$1,235	\$1,490	20.7%
TX - Misc. TX	93.5%	91.3%	-220	-2.4%	\$652	\$674	3.3%	93.5%	94.0%	49	0.5%	\$652	\$669	2.6%
TX - San Angelo	94.4%	94.8%	40	0.4%	\$780	\$823	5.6%	94.4%	94.8%	40	0.4%	\$780	\$823	5.6%
TX - San Antonio	89.2%	89.8%	60	0.7%	\$949	\$979	3.2%	91.6%	92.1%	50	0.5%	\$935	\$956	2.3%
TX - Texarkana	90.9%	91.4%	50	0.6%	\$648	\$669	3.3%	90.9%	91.4%	50	0.6%	\$648	\$669	3.3%
TX - Victoria	94.6%	92.0%	-259	-2.7%	\$833	\$870	4.4%	94.6%	92.0%	-259	-2.7%	\$833	\$870	4.4%
TX - Waco/Temple/Killeen	88.5%	90.3%	180	2.0%	\$756	\$775	2.5%	91.6%	91.3%	-30	-0.3%	\$744	\$760	2.2%
TX - Wichita Falls	87.9%	87.7%	-20	-0.2%	\$638	\$653	2.3%	87.9%	87.7%	-20	-0.2%	\$638	\$653	2.3%
Texas Average	90.2%	90.3%	10	0.1%	\$1,045	\$1,079	3.3%	92.7%	92.4%	-30	-0.3%	\$1,027	\$1,053	2.5%

	OVERALL MARKET									STABILIZED PROPERTIES					
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT			
	Nov-17	Nov-18	bps	%CHG	Nov-17	Nov-18	%CHG	Nov-17	Nov-18	bps	%CHG	Nov-17	Nov-18	%CHG	
VA - Richmond	94.6%	93.4%	-119	-1.3%	\$1,060	\$1,112	4.9%	95.1%	95.2%	10	0.0%	\$1,057	\$1,101	4.1%	
VA - Roanoke	94.9%	94.8%	-10	-0.1%	\$805	\$851	5.7%	95.7%	96.0%	30	0.2%	\$801	\$842	5.1%	
Virginia Average	93.6%	93.8%	19	0.2%	\$1,034	\$1,073	3.8%	94.0%	94.9%	90	0.9%	\$1,032	\$1,064	3.1%	
WA - Misc. WA	95.8%	83.3%	-1250	-13.0%	\$968	\$938	-3.1%	95.8%	83.3%	-1250	-13.0%	\$968	\$938	-3.1%	
WA - SE Washington	96.8%	95.6%	-120	-1.2%	\$961	\$991	3.2%	96.8%	96.2%	-60	-0.7%	\$961	\$987	2.7%	
WA - Seattle	92.4%	92.6%	20	0.2%	\$1,630	\$1,724	5.8%	94.4%	94.8%	40	0.4%	\$1,612	\$1,688	4.7%	
WA - Spokane	94.7%	96.5%	180	1.9%	\$916	\$949	3.6%	95.6%	96.5%	90	1.0%	\$916	\$942	2.8%	
Washington Average	92.8%	92.9%	10	0.1%	\$1,546	\$1,634	5.7%	94.6%	95.0%	40	0.4%	\$1,528	\$1,597	4.5%	
WI - Green Bay/Appleton/Oshkosh	96.6%	96.4%	-20	-0.2%	\$712	\$740	4.0%	98.3%	98.5%	20	0.2%	\$712	\$727	2.2%	
WI - Madison	93.4%	94.1%	69	0.8%	\$1,041	\$1,077	3.5%	96.9%	96.9%	0	0.0%	\$1,030	\$1,057	2.6%	
WI - Milwaukee	91.7%	92.1%	40	0.5%	\$1,052	\$1,076	2.3%	95.4%	96.4%	100	1.0%	\$1,032	\$1,037	0.5%	
WI - Misc. WI	94.3%	96.4%	210	2.3%	\$717	\$753	5.0%	96.7%	97.2%	50	0.5%	\$717	\$737	2.8%	
Wisconsin Average	92.9%	93.5%	60	0.7%	\$978	\$1,007	3.0%	96.4%	96.9%	50	0.5%	\$962	\$976	1.5%	
WV - Charleston	96.5%	96.9%	40	0.4%	\$794	\$892	12.2%	96.5%	96.9%	40	0.4%	\$794	\$892	12.2%	
WV - Miscellaneous	96.9%	95.5%	-140	-1.4%	\$759	\$774	1.9%	96.9%	95.5%	-140	-1.4%	\$759	\$774	1.9%	
West Virginia Average	96.6%	96.5%	-10	-0.1%	\$786	\$866	10.2%	96.6%	96.5%	-10	-0.1%	\$786	\$866	10.2%	
CT - Hartford	92.8%	93.1%	30	0.3%	\$1,270	\$1,320	4.0%	94.7%	94.6%	-10	-0.1%	\$1,262	\$1,303	3.2%	
DC - Washington	92.7%	93.7%	100	1.1%	\$1,728	\$1,787	3.4%	94.4%	95.0%	60	0.6%	\$1,714	\$1,764	2.9%	
DE - Miscellaneous	93.1%	95.9%	279	2.9%	\$1,084	\$1,102	1.6%	96.7%	95.9%	-80	-0.8%	\$1,042	\$1,064	2.1%	
HI - Honolulu	88.5%	94.0%	549	6.2%	\$1,752	\$1,778	1.5%	94.0%	94.9%	90	1.0%	\$1,751	\$1,763	0.7%	
MT - All of Montana	95.4%	96.5%	110	1.2%	\$898	\$901	0.3%	95.4%	96.5%	110	1.2%	\$898	\$901	0.3%	
NH - Concord	98.0%	98.5%	50	0.5%	\$1,183	\$1,229	4.0%	98.0%	98.5%	50	0.5%	\$1,183	\$1,229	4.0%	
RI - Providence	96.3%	96.8%	50	0.5%	\$1,406	\$1,449	3.1%	96.9%	97.5%	60	0.7%	\$1,391	\$1,420	2.1%	
UT - Salt Lake City	92.6%	92.2%	-40	-0.4%	\$1,072	\$1,135	5.8%	95.3%	95.3%	0	0.0%	\$1,059	\$1,104	4.3%	
VT - All of Vermont	83.7%	98.0%	1430	17.0%	\$1,445	\$1,569	8.6%	86.2%	98.9%	1270	14.8%	\$1,462	\$1,475	0.9%	
WY - All of Wyoming	87.6%	91.4%	380	4.3%	\$858	\$884	3.0%	87.6%	91.1%	350	4.1%	\$858	\$877	2.1%	
National Average	91.7%	92.3%	60	0.7%	\$1,245	\$1,306	4.8%	93.9%	94.2%	30	0.3%	\$1,229	\$1,277	3.9%	

On a monthly basis, ALN surveys all apartment communities in each of the markets that we cover and an average of 92% of these surveys are successfully completed. The above statistics reflect only Conventional, Midrise, and High-Rise apartment communities. In addition, unless otherwise noted, these statistics do not include Income Restricted, Student Housing, or Senior Independent Housing. In-depth, property level research and data is available for all property types (including Senior and Income Restricted) through ALN OnLine, which includes Market and Effective Rents, Occupancy, Floor Plan & Unit Mix information, Market & Submarket statistics, Market Surveys, Historical Trends & Customizable Reports. By using ALN OnLine, you are able to see monthly fluctuations in any submarket you need which will greatly enhance your ability to respond to changes quickly and efficiently.

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