

	OVERALL MARKET								STABILIZED PROPERTIES					
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT		
	Jan-17	Jan-18	bps	%CHG	Jan-17	Jan-18	%CHG	Jan-17	Jan-18	bps	%CHG	Jan-17	Jan-18	%CHG
AK - Anchorage	90.8%	91.1%	30	0.3%	N/A	\$1,027	N/A	90.8%	91.1%	30	0.3%	N/A	\$1,027	N/A
AK - Misc. AK	92.1%	93.5%	140	1.5%	N/A	\$1,352	N/A	92.1%	93.5%	140	1.5%	N/A	\$1,352	N/A
Alaska Average	91.2%	91.9%	70	0.7%	N/A	\$1,147	N/A	91.2%	91.9%	70	0.7%	N/A	\$1,147	N/A
AL - Birmingham	89.2%	91.0%	180	2.0%	\$825	\$850	3.0%	90.4%	91.7%	130	1.5%	\$817	\$835	2.2%
AL - Huntsville	92.0%	93.0%	100	1.0%	\$692	\$727	5.0%	92.8%	93.6%	80	0.9%	\$684	\$714	4.3%
AL - Misc. AL	93.2%	94.2%	99	1.1%	N/A	\$626	N/A	93.2%	94.2%	99	1.1%	N/A	\$626	N/A
AL - Mobile	91.5%	90.2%	-130	-1.3%	\$767	\$788	2.7%	91.6%	91.6%	0	0.0%	\$765	\$780	2.0%
AL - Montgomery	90.9%	91.4%	50	0.6%	\$735	\$748	1.8%	90.9%	91.4%	50	0.6%	\$735	\$748	1.8%
Alabama Average	90.6%	91.5%	90	1.1%	\$770	\$784	1.8%	91.3%	92.2%	90	1.0%	\$764	\$773	1.2%
AR - Little Rock	91.3%	90.0%	-130	-1.4%	\$711	\$726	2.1%	91.3%	90.6%	-70	-0.7%	\$711	\$720	1.3%
AR - Misc. AR	93.1%	91.6%	-150	-1.7%	N/A	\$554	N/A	93.4%	91.6%	-180	-1.9%	N/A	\$551	N/A
AR - Northwest Arkansas	90.7%	89.5%	-120	-1.3%	\$627	\$651	3.7%	96.5%	95.7%	-80	-0.8%	\$612	\$616	0.7%
Arkansas Average	91.3%	90.0%	-130	-1.4%	\$672	\$682	1.4%	92.9%	92.0%	-90	-1.0%	\$667	\$667	0.0%
AZ - Flagstaff	94.4%	94.0%	-40	-0.4%	N/A	\$1,340	N/A	97.0%	93.8%	-320	-3.2%	N/A	\$1,312	N/A
AZ - Misc. AZ	93.4%	93.8%	39	0.4%	N/A	\$739	N/A	93.4%	93.8%	39	0.4%	N/A	\$739	N/A
AZ - Phoenix	92.5%	92.6%	10	0.1%	\$939	\$1,001	6.6%	93.9%	94.3%	40	0.5%	\$928	\$981	5.7%
AZ - Tucson	91.7%	93.0%	130	1.4%	\$686	\$732	6.8%	92.3%	93.0%	70	0.8%	\$680	\$727	6.9%
Arizona Average	92.3%	92.5%	20	0.2%	\$892	\$954	7.1%	93.6%	94.1%	49	0.5%	\$881	\$935	6.1%
CA - Central Coast	N/A	95.8%	N/A	N/A	N/A	\$1,820	N/A	N/A	96.0%	N/A	N/A	N/A	\$1,818	N/A
CA - Los Angeles	93.1%	93.6%	50	0.6%	\$1,993	\$2,089	4.8%	95.9%	95.7%	-20	-0.1%	\$1,970	\$2,047	3.9%
CA - Misc. CA	97.2%	95.9%	-130	-1.3%	N/A	\$943	N/A	97.2%	95.7%	-150	-1.5%	N/A	\$936	N/A
CA - Sacramento	95.3%	95.7%	40	0.4%	\$1,241	\$1,335	7.6%	96.2%	96.0%	-20	-0.3%	\$1,236	\$1,329	7.6%
CA - San Bernardino/Riverside	95.0%	95.3%	30	0.4%	\$1,351	\$1,433	6.1%	95.6%	95.4%	-20	-0.1%	\$1,347	\$1,428	6.1%
CA - San Diego	94.5%	94.1%	-40	-0.4%	\$1,710	\$1,809	5.8%	95.5%	95.3%	-20	-0.2%	\$1,703	\$1,788	5.0%
CA - San Francisco/Oakland	92.0%	93.6%	160	1.7%	\$2,487	\$2,587	4.0%	94.8%	95.1%	30	0.4%	\$2,459	\$2,547	3.6%
CA - San Joaquin Valley	96.5%	95.9%	-60	-0.6%	\$949	\$1,017	7.2%	96.5%	96.1%	-40	-0.4%	\$949	\$1,015	7.0%
California Average	93.6%	94.2%	59	0.7%	\$1,869	\$1,953	4.5%	95.6%	95.6%	0	-0.1%	\$1,848	\$1,917	3.7%
CO - Denver/Co Springs	91.4%	90.9%	-50	-0.5%	\$1,288	\$1,361	5.7%	94.0%	94.1%	10	0.2%	\$1,273	\$1,329	4.4%
CO - Misc. CO	97.5%	97.5%	0	0.0%	N/A	\$1,016	N/A	97.5%	97.3%	-20	-0.2%	N/A	\$1,012	N/A
Colorado Average	91.2%	90.9%	-30	-0.3%	\$1,288	\$1,357	5.3%	94.0%	94.2%	20	0.2%	\$1,273	\$1,325	4.0%
FL - Fort Myers/Naples	91.5%	93.3%	180	2.0%	\$1,196	\$1,254	4.9%	95.3%	94.3%	-100	-1.0%	\$1,184	\$1,241	4.8%
FL - Gainesville	93.9%	96.2%	230	2.4%	\$1,061	\$1,124	6.0%	96.3%	97.1%	80	0.8%	\$1,032	\$1,089	5.5%
FL - Jacksonville	93.0%	92.9%	-10	-0.1%	\$939	\$1,003	6.8%	93.7%	94.4%	69	0.7%	\$936	\$992	6.0%
FL - Melbourne	96.1%	95.5%	-60	-0.6%	\$933	\$1,014	8.6%	96.1%	95.9%	-20	-0.2%	\$933	\$1,008	8.0%
FL - Miami/Ft Lauderdale	89.3%	89.1%	-20	-0.3%	\$1,556	\$1,627	4.6%	95.0%	94.4%	-60	-0.6%	\$1,527	\$1,565	2.5%
FL - Orlando	92.4%	92.7%	30	0.3%	\$1,129	\$1,213	7.4%	95.0%	95.2%	20	0.3%	\$1,119	\$1,193	6.6%
FL - Palm Beach	90.4%	89.4%	-100	-1.1%	\$1,505	\$1,551	3.1%	94.2%	93.7%	-49	-0.6%	\$1,467	\$1,496	1.9%
FL - Pensacola	90.5%	90.1%	-40	-0.4%	\$917	\$988	7.8%	92.9%	93.6%	70	0.7%	\$910	\$964	6.0%
FL - Tallahassee	93.6%	88.0%	-560	-6.0%	\$868	\$908	4.6%	93.6%	91.3%	-230	-2.5%	\$868	\$896	3.2%
FL - Tampa	92.5%	91.9%	-60	-0.7%	\$1,080	\$1,141	5.7%	94.5%	94.5%	0	0.0%	\$1,064	\$1,108	4.2%
Florida Average	91.7%	91.5%	-20	-0.1%	\$1,186	\$1,256	5.9%	94.6%	94.6%	0	0.0%	\$1,167	\$1,216	4.2%
GA - Albany	90.6%	91.4%	80	0.8%	\$649	\$669	3.0%	90.6%	91.4%	80	0.8%	\$649	\$669	3.0%
GA - Atlanta	91.6%	91.4%	-20	-0.2%	\$1,079	\$1,145	6.1%	93.3%	93.4%	10	0.1%	\$1,062	\$1,112	4.7%
GA - Augusta	91.4%	91.3%	-10	-0.1%	\$762	\$798	4.7%	92.1%	93.0%	90	1.0%	\$757	\$785	3.8%
GA - Columbus	91.4%	92.6%	120	1.3%	\$804	\$815	1.4%	91.4%	93.8%	239	2.6%	\$804	\$811	0.9%
GA - Macon	93.3%	92.8%	-50	-0.5%	\$739	\$772	4.5%	93.3%	93.8%	49	0.5%	\$739	\$766	3.8%
GA - Misc. Georgia	97.8%	92.4%	-539	-5.5%	N/A	\$540	N/A	97.8%	92.4%	-539	-5.5%	N/A	\$540	N/A
GA - Savannah	92.5%	90.0%	-250	-2.7%	\$946	\$988	4.4%	93.6%	93.2%	-40	-0.4%	\$935	\$957	2.4%
Georgia Average	91.6%	91.2%	-40	-0.4%	\$1,030	\$1,089	5.7%	93.2%	93.3%	10	0.2%	\$1,015	\$1,059	4.3%
IA - Des Moines	90.7%	90.9%	20	0.2%	\$863	\$867	0.4%	93.1%	92.4%	-70	-0.7%	\$847	\$843	-0.5%
IA - Misc. IA	80.0%	95.3%	1529	19.2%	N/A	\$746	N/A	92.9%	96.5%	359	3.9%	N/A	\$715	N/A
Iowa Average	90.1%	91.2%	110	1.2%	N/A	\$859	N/A	93.1%	92.6%	-50	-0.5%	N/A	\$835	N/A
ID - Boise	90.2%	91.0%	80	0.8%	N/A	\$993	N/A	95.3%	95.3%	0	0.0%	N/A	\$976	N/A
ID - Misc. ID	96.1%	91.2%	-489	-5.1%	N/A	\$846	N/A	96.1%	96.1%	0	0.0%	N/A	\$842	N/A
Idaho Average	91.1%	91.0%	-10	0.0%	N/A	\$969	N/A	95.4%	95.4%	0	0.0%	N/A	\$953	N/A
IL - Chicago	91.7%	89.8%	-190	-2.0%	\$1,429	\$1,492	4.4%	93.8%	93.0%	-79	-0.9%	\$1,400	\$1,420	1.4%
IL - Misc. IL	86.3%	85.2%	-110	-1.3%	N/A	\$694	N/A	86.3%	85.2%	-110	-1.3%	N/A	\$694	N/A
IL - Moline	94.1%	93.8%	-30	-0.3%	\$703	\$733	4.3%	94.6%	93.8%	-80	-0.9%	\$697	\$727	4.3%
IL - Peoria	89.6%	92.0%	240	2.7%	\$721	\$721	-0.1%	89.6%	92.0%	240	2.7%	\$721	\$721	-0.1%
IL - Springfield	94.0%	90.5%	-349	-3.7%	\$725	\$717	-1.1%	94.0%	90.9%	-309	-3.2%	\$725	\$714	-1.5%
Illinois Average	91.6%	89.9%	-170	-1.9%	\$1,337	\$1,395	4.3%	93.7%	92.9%	-80	-0.9%	\$1,309	\$1,326	1.3%
IN - Evansville	92.1%	92.5%	40	0.5%	\$716	\$717	0.2%	92.1%	93.2%	110	1.3%	\$716	\$717	0.1%
IN - Fort Wayne	92.6%	92.1%	-50	-0.6%	\$676	\$722	6.9%	92.6%	92.4%	-20	-0.1%	\$676	\$719	6.4%
IN - Indianapolis	92.7%	91.8%	-90	-1.0%	\$807	\$842	4.3%	93.3%	92.7%	-60	-0.6%	\$803	\$829	3.3%
IN - Misc. IN	93.7%	95.8%	209	2.2%	N/A	\$512	N/A	93.7%	95.8%	209	2.2%	N/A	\$512	N/A
IN - South Bend	92.7%	92.8%	10	0.1%	\$769	\$796	3.4%	93.6%	92.7%	-90	-0.9%	\$763	\$789	3.4%
Indiana Average	92.6%	91.9%	-70	-0.7%	\$785	\$818	4.2%	93.2%	92.7%	-50	-0.5%	\$781	\$808	3.4%

	OVERALL MARKET							STABILIZED PROPERTIES						
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT		
	Jan-17	Jan-18	bps	%CHG	Jan-17	Jan-18	%CHG	Jan-17	Jan-18	bps	%CHG	Jan-17	Jan-18	%CHG
KS - Misc. KS	83.7%	76.5%	-719	-8.6%	N/A	\$678	N/A	83.7%	86.0%	230	2.7%	N/A	\$676	N/A
KS - Wichita	91.9%	91.0%	-90	-1.0%	\$635	\$640	0.8%	92.2%	91.4%	-80	-0.8%	\$631	\$633	0.3%
Kansas Average	90.5%	88.8%	-170	-1.9%	\$637	\$649	1.9%	91.0%	90.7%	-30	-0.3%	\$633	\$642	1.4%
KY - Lexington	88.8%	91.2%	240	2.6%	\$781	\$798	2.1%	92.0%	91.9%	-10	-0.1%	\$772	\$786	1.8%
KY - Louisville	91.8%	90.6%	-120	-1.3%	\$829	\$861	3.8%	93.8%	93.7%	-9	-0.2%	\$821	\$842	2.5%
KY - Misc. KY	88.8%	93.6%	480	5.3%	N/A	\$673	N/A	95.9%	93.8%	-210	-2.1%	N/A	\$664	N/A
Kentucky Average	90.3%	90.6%	30	0.4%	\$812	\$832	2.4%	93.4%	93.2%	-20	-0.3%	\$804	\$816	1.4%
LA - Baton Rouge	92.0%	86.8%	-520	-5.7%	\$912	\$894	-2.0%	92.9%	88.8%	-410	-4.4%	\$909	\$877	-3.5%
LA - Lake Charles	87.0%	86.7%	-30	-0.3%	N/A	\$992	N/A	91.3%	90.4%	-90	-1.0%	N/A	\$938	N/A
LA - Misc. LA	86.8%	88.0%	120	1.4%	N/A	\$778	N/A	86.9%	88.2%	130	1.5%	N/A	\$767	N/A
LA - Monroe	90.2%	90.5%	30	0.3%	N/A	\$738	N/A	90.2%	90.5%	30	0.3%	N/A	\$738	N/A
LA - New Orleans	92.0%	92.7%	70	0.8%	\$954	\$980	2.8%	93.0%	93.5%	50	0.5%	\$953	\$972	2.0%
LA - Shreveport	88.2%	89.3%	110	1.2%	\$758	\$780	2.9%	88.6%	89.3%	70	0.9%	\$753	\$775	2.9%
Louisiana Average	90.3%	89.2%	-110	-1.3%	\$899	\$897	-0.2%	91.5%	90.4%	-110	-1.2%	\$894	\$884	-1.1%
MA - Boston	91.5%	88.1%	-340	-3.7%	N/A	\$2,230	N/A	94.5%	95.0%	50	0.6%	N/A	\$2,177	N/A
MA - Misc. MA	98.6%	98.4%	-20	-0.2%	N/A	\$1,084	N/A	98.6%	98.4%	-20	-0.2%	N/A	\$1,084	N/A
MA - Springfield	98.0%	96.9%	-110	-1.1%	N/A	\$1,126	N/A	98.0%	96.9%	-110	-1.1%	N/A	\$1,126	N/A
Massachusetts Average	91.9%	88.6%	-330	-3.5%	N/A	\$2,141	N/A	94.8%	95.2%	40	0.5%	N/A	\$2,081	N/A
MD - Baltimore	92.6%	91.3%	-130	-1.4%	\$1,240	\$1,291	4.1%	93.5%	93.5%	0	0.0%	\$1,236	\$1,268	2.6%
MD - Misc. MD	94.3%	93.9%	-40	-0.4%	N/A	\$1,164	N/A	95.2%	94.2%	-100	-1.1%	N/A	\$1,150	N/A
Maryland Average	92.7%	91.6%	-110	-1.2%	\$1,239	\$1,278	3.1%	93.6%	93.6%	0	-0.1%	\$1,235	\$1,256	1.7%
MI - Detroit	95.4%	95.5%	10	0.1%	\$927	\$954	2.9%	96.0%	95.7%	-30	-0.3%	\$924	\$948	2.6%
MI - Grand Rapids/Kalamazoo/Battle Creek	95.8%	93.2%	-259	-2.7%	N/A	\$836	N/A	95.8%	95.2%	-60	-0.6%	N/A	\$826	N/A
MI - Misc. MI	93.4%	92.4%	-100	-1.0%	N/A	\$805	N/A	95.4%	92.3%	-309	-3.2%	N/A	\$803	N/A
Michigan Average	95.3%	94.8%	-50	-0.5%	N/A	\$926	N/A	95.9%	95.5%	-40	-0.4%	N/A	\$919	N/A
MN - Minneapolis - St. Paul	94.7%	94.9%	20	0.2%	\$1,140	\$1,210	6.2%	96.5%	96.4%	-10	-0.1%	\$1,124	\$1,184	5.3%
MN - Misc. MN	90.0%	95.9%	589	6.5%	N/A	\$996	N/A	93.5%	96.2%	269	2.9%	N/A	\$951	N/A
Minnesota Average	94.4%	94.9%	50	0.6%	N/A	\$1,205	N/A	96.3%	96.4%	10	0.1%	N/A	\$1,178	N/A
MO - Columbia	92.0%	91.5%	-50	-0.6%	N/A	\$660	N/A	92.0%	91.5%	-50	-0.6%	N/A	\$660	N/A
MO - Kansas City	91.1%	91.3%	20	0.2%	\$886	\$919	3.8%	93.3%	93.6%	30	0.3%	\$872	\$893	2.4%
MO - Misc. MO	93.8%	95.0%	120	1.3%	N/A	\$703	N/A	93.8%	95.0%	120	1.3%	N/A	\$703	N/A
MO - Springfield	93.8%	95.0%	120	1.4%	\$646	\$698	8.2%	95.8%	95.0%	-80	-0.9%	\$646	\$697	7.9%
MO - St. Louis	91.3%	90.2%	-110	-1.2%	\$874	\$919	5.1%	92.9%	92.2%	-70	-0.8%	\$865	\$889	2.8%
Missouri Average	91.2%	91.1%	-10	-0.2%	\$864	\$897	3.8%	93.2%	93.1%	-10	-0.1%	\$852	\$871	2.2%
MS - Gulfport/Biloxi	91.8%	90.0%	-180	-2.0%	\$710	\$726	2.3%	91.8%	90.0%	-180	-2.0%	\$710	\$726	2.3%
MS - Jackson/Central MS	92.8%	90.9%	-190	-2.0%	\$797	\$815	2.3%	93.2%	90.8%	-240	-2.5%	\$791	\$808	2.2%
MS - Misc. MS	91.5%	87.5%	-400	-4.4%	N/A	\$797	N/A	91.5%	92.3%	80	0.8%	N/A	\$784	N/A
Mississippi Average	92.2%	89.8%	-240	-2.6%	\$767	\$788	2.7%	92.5%	91.0%	-150	-1.6%	\$764	\$781	2.3%
NC - Asheville	92.9%	89.6%	-330	-3.5%	\$1,066	\$1,115	4.6%	94.0%	95.0%	100	1.0%	\$1,067	\$1,108	3.9%
NC - Charlotte	91.6%	90.4%	-120	-1.3%	\$1,013	\$1,053	3.9%	94.4%	94.1%	-30	-0.3%	\$995	\$1,024	2.9%
NC - Fayetteville	89.0%	91.2%	220	2.5%	\$773	\$786	1.7%	89.0%	91.6%	260	3.0%	\$773	\$784	1.5%
NC - Greensboro/Winston-Salem	91.8%	91.2%	-60	-0.6%	\$742	\$776	4.6%	93.1%	93.0%	-10	-0.1%	\$738	\$766	3.8%
NC - Misc. NC	93.5%	94.5%	99	1.1%	N/A	\$867	N/A	93.5%	94.5%	99	1.1%	N/A	\$867	N/A
NC - Raleigh-Durham	91.3%	90.4%	-90	-1.1%	\$1,011	\$1,047	3.5%	93.7%	93.6%	-10	-0.1%	\$1,000	\$1,024	2.4%
NC - Wilmington	89.8%	89.9%	10	0.2%	\$849	\$904	6.6%	92.0%	93.6%	160	1.7%	\$837	\$872	4.2%
North Carolina Average	91.3%	90.5%	-80	-0.9%	\$946	\$984	3.9%	93.4%	93.6%	20	0.1%	\$934	\$960	2.8%
ND - Bismarck	89.3%	82.3%	-700	-7.8%	N/A	\$834	N/A	89.3%	82.3%	-700	-7.8%	N/A	\$834	N/A
ND - Fargo	89.3%	88.2%	-110	-1.2%	\$731	\$773	5.8%	91.5%	88.4%	-310	-3.4%	\$719	\$761	5.9%
ND - Misc. ND	75.4%	88.1%	1270	16.9%	N/A	\$906	N/A	78.4%	88.8%	1039	13.2%	N/A	\$901	N/A
North Dakota Average	83.7%	87.4%	370	4.3%	N/A	\$831	N/A	86.2%	87.6%	140	1.7%	N/A	\$822	N/A
NE - Lincoln	93.0%	96.5%	349	3.8%	\$837	\$856	2.3%	95.3%	96.7%	140	1.5%	\$835	\$854	2.3%
NE - Misc. NE	93.9%	97.1%	320	3.4%	N/A	\$717	N/A	93.9%	97.1%	320	3.4%	N/A	\$717	N/A
NE - Omaha	93.9%	93.0%	-89	-1.0%	\$864	\$896	3.7%	94.7%	94.8%	10	0.1%	\$864	\$888	2.8%
Nebraska Average	93.5%	93.1%	-40	-0.5%	N/A	\$878	N/A	94.7%	95.2%	50	0.5%	N/A	\$871	N/A
NM - Albuquerque	94.0%	93.2%	-79	-0.8%	\$808	\$829	2.5%	94.0%	93.8%	-20	-0.2%	\$808	\$826	2.2%
NM - Misc. NM	89.2%	88.4%	-80	-0.9%	N/A	\$848	N/A	89.2%	95.8%	659	7.3%	N/A	\$836	N/A
New Mexico Average	93.8%	93.0%	-79	-0.9%	\$810	\$830	2.4%	93.8%	93.9%	10	0.1%	\$810	\$827	2.0%
NV - Las Vegas	92.7%	92.1%	-60	-0.7%	\$905	\$969	7.0%	93.6%	93.3%	-30	-0.3%	\$899	\$954	6.1%
NV - Misc. NV	91.6%	93.6%	200	2.2%	N/A	\$652	N/A	91.6%	93.6%	200	2.2%	N/A	\$652	N/A
NV - Reno	95.4%	95.5%	10	0.1%	\$1,018	\$1,135	11.5%	95.8%	95.7%	-10	-0.2%	\$1,016	\$1,132	11.4%
Nevada Average	93.1%	92.6%	-50	-0.6%	\$923	\$992	7.5%	93.9%	93.6%	-29	-0.3%	\$918	\$980	6.8%
NY - Albany	91.7%	91.8%	10	0.1%	N/A	\$1,170	N/A	94.9%	94.6%	-30	-0.3%	N/A	\$1,133	N/A
NY - Buffalo/Rochester/Syracuse	95.3%	94.9%	-40	-0.4%	N/A	\$948	N/A	95.6%	95.0%	-60	-0.6%	N/A	\$941	N/A
NY - Misc. NY	92.8%	94.6%	179	1.9%	N/A	\$1,326	N/A	93.6%	94.6%	99	1.0%	N/A	\$1,300	N/A
NY - New York City	90.7%	91.0%	30	0.4%	N/A	\$2,499	N/A	95.1%	96.1%	100	1.0%	N/A	\$2,443	N/A
New York Average	91.7%	91.3%	-40	-0.5%	N/A	\$2,178	N/A	95.1%	95.7%	60	0.6%	N/A	\$2,118	N/A

(Continued on next page)

# WEBINAR

In today's modern world of business, you need comprehensive **Multifamily Data** you can trust.

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	OVERALL MARKET							STABILIZED PROPERTIES						
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT		
	Jan-17	Jan-18	bps	%CHG	Jan-17	Jan-18	%CHG	Jan-17	Jan-18	bps	%CHG	Jan-17	Jan-18	%CHG
OH - Cincinnati/Dayton	92.7%	92.0%	-70	-0.7%	N/A	\$871	N/A	94.0%	93.7%	-29	-0.3%	N/A	\$850	N/A
OH - Cleveland/Akron	94.1%	93.7%	-39	-0.5%	\$807	\$827	2.4%	94.3%	94.4%	10	0.1%	\$806	\$820	1.7%
OH - Columbus	92.9%	92.9%	0	0.0%	N/A	\$919	N/A	94.2%	94.5%	30	0.3%	N/A	\$904	N/A
OH - Misc. OH	93.7%	99.1%	539	5.7%	N/A	\$627	N/A	93.7%	99.1%	539	5.7%	N/A	\$627	N/A
OH - Toledo	94.6%	95.2%	60	0.6%	\$676	\$697	3.0%	95.1%	95.2%	10	0.1%	\$673	\$693	3.1%
Ohio Average	93.2%	92.8%	-40	-0.5%	N/A	\$862	N/A	94.2%	94.3%	10	0.1%	N/A	\$848	N/A
OK - Misc. OK	93.8%	92.6%	-119	-1.3%	N/A	\$629	N/A	93.8%	92.6%	-119	-1.3%	N/A	\$629	N/A
OK - Oklahoma City	88.5%	88.1%	-40	-0.4%	\$714	\$720	0.9%	89.8%	89.1%	-70	-0.7%	\$700	\$702	0.4%
OK - Tulsa	89.9%	88.5%	-140	-1.6%	\$660	\$681	3.2%	90.1%	90.5%	40	0.5%	\$659	\$668	1.4%
Oklahoma Average	89.2%	88.4%	-80	-0.9%	\$692	\$703	1.5%	90.0%	89.8%	-20	-0.3%	\$683	\$687	0.6%
OR - Misc. OR	96.5%	98.0%	150	1.5%	N/A	\$991	N/A	96.5%	98.0%	150	1.5%	N/A	\$991	N/A
OR - Portland	92.6%	92.9%	30	0.3%	\$1,264	\$1,300	2.9%	94.9%	94.8%	-10	0.0%	\$1,252	\$1,281	2.3%
Oregon Average	92.5%	92.9%	40	0.4%	\$1,263	\$1,298	2.7%	94.9%	94.9%	0	0.0%	\$1,251	\$1,278	2.2%
PA - Misc. PA	95.1%	95.5%	40	0.4%	N/A	\$942	N/A	95.1%	95.5%	40	0.4%	N/A	\$942	N/A
PA - Philadelphia	93.7%	93.4%	-30	-0.3%	\$1,200	\$1,250	4.2%	95.0%	94.7%	-30	-0.3%	\$1,186	\$1,225	3.2%
PA - Pittsburgh	89.7%	91.0%	130	1.4%	\$1,032	\$1,086	5.2%	93.0%	93.9%	89	0.9%	\$996	\$1,029	3.3%
PA - State College/Altoona	97.2%	98.8%	160	1.7%	N/A	\$1,246	N/A	97.2%	98.8%	160	1.7%	N/A	\$1,246	N/A
Pennsylvania Average	93.1%	93.2%	10	0.1%	\$1,173	\$1,218	3.8%	94.8%	94.7%	-10	-0.1%	\$1,157	\$1,190	2.8%
SC - Charleston	90.7%	85.1%	-560	-6.2%	\$1,111	\$1,147	3.3%	93.7%	93.0%	-70	-0.8%	\$1,089	\$1,094	0.4%
SC - Columbia	91.7%	91.9%	20	0.1%	\$856	\$882	3.1%	93.1%	92.6%	-50	-0.6%	\$840	\$864	2.8%
SC - Greenville-Spartanburg	88.8%	90.6%	180	2.0%	\$865	\$893	3.2%	93.8%	93.5%	-29	-0.3%	\$840	\$859	2.3%
SC - Misc. SC	94.9%	92.5%	-239	-2.5%	N/A	\$754	N/A	94.9%	93.2%	-169	-1.8%	N/A	\$749	N/A
SC - Myrtle Beach	92.7%	91.1%	-160	-1.7%	N/A	\$965	N/A	93.3%	93.0%	-30	-0.3%	N/A	\$943	N/A
South Carolina Average	90.3%	88.8%	-150	-1.6%	\$941	\$971	3.2%	93.6%	93.0%	-60	-0.7%	\$921	\$933	1.3%
SD - Misc. SD	86.7%	96.1%	939	10.8%	N/A	\$925	N/A	97.4%	96.1%	-130	-1.3%	N/A	\$925	N/A
SD - Rapid City	92.4%	94.6%	219	2.3%	N/A	\$877	N/A	96.6%	96.0%	-60	-0.5%	N/A	\$867	N/A
SD - Sioux Falls	88.2%	83.8%	-440	-5.0%	N/A	\$809	N/A	88.2%	86.9%	-130	-1.4%	N/A	\$797	N/A
South Dakota Average	89.3%	87.9%	-140	-1.6%	N/A	\$839	N/A	91.5%	90.3%	-120	-1.3%	N/A	\$829	N/A
TN - Chattanooga	94.2%	92.3%	-189	-2.1%	\$837	\$880	5.1%	94.7%	94.4%	-30	-0.3%	\$836	\$867	3.7%
TN - Knoxville	93.4%	95.2%	179	1.9%	\$832	\$869	4.6%	94.9%	95.8%	90	0.9%	\$828	\$862	4.2%
TN - Memphis	91.0%	91.4%	40	0.4%	\$768	\$803	4.5%	91.3%	91.3%	0	0.1%	\$765	\$798	4.3%
TN - Misc. TN	86.0%	94.0%	799	9.3%	N/A	\$706	N/A	91.4%	94.8%	339	3.8%	N/A	\$701	N/A
TN - Nashville	89.3%	89.2%	-10	-0.2%	\$1,099	\$1,148	4.5%	94.5%	94.1%	-40	-0.4%	\$1,061	\$1,075	1.3%
Tennessee Average	90.6%	90.7%	10	0.1%	\$936	\$976	4.3%	93.4%	93.5%	10	0.1%	\$913	\$931	1.9%
TX - Dallas/Ft. Worth	91.8%	90.7%	-110	-1.2%	\$1,052	\$1,103	4.8%	94.4%	93.5%	-89	-0.9%	\$1,038	\$1,074	3.5%
TX - Greater Dallas	91.2%	90.2%	-100	-1.1%	\$1,092	\$1,142	4.6%	94.3%	93.4%	-89	-1.0%	\$1,076	\$1,110	3.2%
TX - Greater Fort Worth	93.4%	91.9%	-150	-1.6%	\$963	\$1,014	5.2%	94.6%	93.8%	-80	-0.8%	\$955	\$997	4.4%
TX - Abilene	88.7%	90.1%	140	1.5%	\$705	\$720	2.1%	89.0%	89.8%	80	0.9%	\$698	\$713	2.2%
TX - Amarillo	88.7%	87.2%	-150	-1.7%	\$717	\$719	0.3%	88.7%	87.8%	-90	-1.1%	\$717	\$715	-0.3%
TX - Austin	90.7%	90.0%	-70	-0.7%	\$1,190	\$1,190	0.0%	93.5%	93.1%	-40	-0.4%	\$1,170	\$1,163	-0.6%
TX - Beaumont	91.4%	87.3%	-410	-4.5%	\$768	\$831	8.3%	91.4%	87.3%	-410	-4.5%	\$768	\$831	8.3%
TX - College Station	86.8%	83.9%	-290	-3.3%	\$1,213	\$1,227	1.1%	91.7%	90.1%	-160	-1.7%	\$1,161	\$1,124	-3.2%
TX - Corpus Christi	86.5%	88.1%	160	1.8%	\$903	\$935	3.5%	89.5%	89.5%	0	0.0%	\$886	\$907	2.4%
TX - El Paso	90.5%	90.7%	20	0.2%	\$744	\$759	2.0%	90.5%	91.7%	120	1.3%	\$744	\$759	1.9%
TX - Harlingen	91.8%	87.9%	-390	-4.2%	\$737	\$759	3.0%	93.6%	90.6%	-300	-3.2%	\$736	\$731	-0.6%
TX - Houston	87.8%	89.5%	170	1.9%	\$1,001	\$1,057	5.6%	90.7%	91.1%	40	0.4%	\$978	\$1,017	4.0%
TX - Laredo	91.5%	93.5%	200	2.2%	\$878	\$866	-1.3%	91.5%	93.5%	200	2.2%	\$878	\$866	-1.3%
TX - Longview/Tyler	89.7%	91.7%	200	2.3%	\$778	\$796	2.4%	89.7%	91.7%	200	2.3%	\$778	\$796	2.4%
TX - Lubbock	92.3%	90.5%	-180	-1.9%	\$733	\$737	0.5%	92.3%	90.7%	-160	-1.7%	\$733	\$726	-1.0%
TX - Lufkin	92.4%	90.9%	-150	-1.6%	N/A	\$718	N/A	92.4%	90.9%	-150	-1.6%	N/A	\$718	N/A
TX - Midland-Odessa	87.5%	94.6%	709	8.1%	\$919	\$1,270	38.2%	88.8%	95.7%	689	7.7%	\$909	\$1,263	38.9%
TX - Misc. TX	91.0%	92.3%	130	1.5%	N/A	\$663	N/A	91.8%	92.5%	70	0.8%	N/A	\$659	N/A
TX - San Angelo	91.2%	93.7%	250	2.8%	\$718	\$787	9.6%	91.2%	93.7%	250	2.8%	\$718	\$787	9.6%
TX - San Antonio	89.7%	88.7%	-100	-1.1%	\$920	\$943	2.6%	91.9%	91.1%	-80	-0.9%	\$908	\$918	1.1%
TX - Texarkana	93.0%	89.8%	-320	-3.4%	N/A	\$642	N/A	93.0%	89.8%	-320	-3.4%	N/A	\$642	N/A
TX - Victoria	89.5%	93.9%	439	4.9%	\$787	\$844	7.3%	89.5%	93.9%	439	4.9%	\$787	\$844	7.3%
TX - Waco/Temple/Killeen	88.0%	87.1%	-90	-1.0%	\$744	\$770	3.5%	90.3%	91.3%	100	1.1%	\$732	\$748	2.3%
TX - Wichita Falls	86.6%	86.7%	10	0.1%	\$634	\$649	2.3%	86.6%	86.7%	10	0.1%	\$634	\$649	2.3%
Texas Average	89.9%	89.9%	0	0.0%	\$1,004	\$1,047	4.3%	92.5%	92.2%	-30	-0.3%	\$987	\$1,016	2.9%
VA - Norfolk	91.5%	92.4%	90	1.0%	\$1,036	\$1,055	1.8%	93.0%	92.9%	-10	-0.1%	\$1,031	\$1,047	1.5%
VA - Richmond	93.0%	94.3%	129	1.4%	\$1,013	\$1,072	5.8%	94.1%	94.9%	80	0.9%	\$1,006	\$1,063	5.7%
VA - Roanoke	93.3%	94.2%	89	0.9%	\$795	\$820	3.1%	95.1%	94.4%	-70	-0.7%	\$792	\$815	2.9%
Virginia Average	92.1%	93.3%	120	1.3%	\$1,006	\$1,041	3.5%	93.6%	93.8%	19	0.3%	\$1,000	\$1,033	3.3%
WA - Misc. WA	96.5%	87.9%	-859	-8.9%	N/A	\$1,024	N/A	96.5%	94.4%	-210	-2.2%	N/A	\$1,001	N/A
WA - Seattle	93.1%	92.3%	-80	-0.8%	N/A	\$1,640	N/A	95.0%	94.4%	-60	-0.6%	N/A	\$1,592	N/A
WA - Spokane	94.5%	95.6%	110	1.2%	N/A	\$935	N/A	96.4%	95.7%	-70	-0.7%	N/A	\$934	N/A
Washington Average	93.0%	92.5%	-50	-0.6%	N/A	\$1,555	N/A	95.2%	94.6%	-60	-0.7%	N/A	\$1,509	N/A



	OVERALL MARKET									STABILIZED PROPERTIES					
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT			
	Jan-17	Jan-18	bps	%CHG	Jan-17	Jan-18	%CHG	Jan-17	Jan-18	bps	%CHG	Jan-17	Jan-18	%CHG	
WI - Green Bay/Appleton/Oshkosh	N/A	97.9%	N/A	N/A	N/A	\$717	N/A	N/A	97.9%	N/A	N/A	N/A	\$717	N/A	
WI - Madison	97.6%	93.9%	-370	-3.8%	\$1,036	\$1,082	4.5%	98.0%	96.8%	-120	-1.2%	\$1,033	\$1,071	3.6%	
WI - Milwaukee	94.4%	92.9%	-149	-1.5%	\$992	\$1,042	5.1%	95.8%	95.4%	-40	-0.4%	\$983	\$1,014	3.2%	
WI - Misc. WI	95.7%	97.4%	170	1.8%	N/A	\$745	N/A	97.4%	97.6%	20	0.2%	N/A	\$730	N/A	
Wisconsin Average	95.5%	94.2%	-130	-1.4%	\$1,003	\$982	-2.1%	96.7%	96.4%	-30	-0.3%	\$997	\$961	-3.6%	
WV - Charleston	94.7%	94.6%	-10	-0.1%	\$745	\$772	3.7%	94.7%	94.6%	-10	-0.1%	\$745	\$772	3.7%	
WV - Miscellaneous	97.3%	95.6%	-170	-1.8%	N/A	\$900	N/A	97.3%	95.6%	-170	-1.7%	N/A	\$895	N/A	
West Virginia Average	96.4%	95.2%	-120	-1.3%	N/A	\$846	N/A	96.4%	95.2%	-120	-1.2%	N/A	\$843	N/A	
CT - Hartford	93.0%	93.0%	0	-0.1%	N/A	\$1,302	N/A	94.5%	94.7%	20	0.2%	N/A	\$1,275	N/A	
DC - Washington	92.9%	92.4%	-50	-0.6%	\$1,671	\$1,727	3.4%	94.5%	94.7%	20	0.2%	\$1,661	\$1,694	2.0%	
DE - Miscellaneous	94.5%	95.3%	80	0.9%	N/A	\$1,083	N/A	95.0%	94.9%	-10	-0.1%	N/A	\$1,042	N/A	
HI - Honolulu	83.8%	87.1%	330	3.9%	N/A	\$1,790	N/A	87.3%	94.5%	719	8.3%	N/A	\$1,750	N/A	
ME - Misc. ME	94.1%	96.3%	220	2.3%	N/A	\$1,187	N/A	96.1%	96.2%	10	0.1%	N/A	\$1,186	N/A	
MT - All of Montana	91.7%	93.8%	209	2.3%	N/A	\$895	N/A	93.7%	94.0%	29	0.3%	N/A	\$890	N/A	
NH - Concord	97.5%	95.4%	-210	-2.2%	N/A	\$1,258	N/A	97.5%	96.7%	-80	-0.9%	N/A	\$1,253	N/A	
RI - Providence	95.5%	95.7%	20	0.2%	N/A	\$1,346	N/A	96.1%	95.8%	-30	-0.3%	N/A	\$1,334	N/A	
UT - Salt Lake City	92.1%	92.6%	50	0.6%	\$1,011	\$1,072	6.0%	95.2%	95.0%	-20	-0.3%	\$1,002	\$1,047	4.4%	
VT - All of Vermont	40.4%	84.1%	4369	###	N/A	\$1,557	N/A	59.7%	83.9%	2420	40.5%	N/A	\$1,555	N/A	
WY - All of Wyoming	83.7%	87.8%	410	4.9%	N/A	\$863	N/A	83.7%	87.8%	410	4.9%	N/A	\$863	N/A	
National Average	91.8%	91.6%	-20	-0.2%	N/A	\$1,249	N/A	93.8%	93.8%	0	-0.1%	N/A	\$1,218	N/A	

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.

### Why Does ALN Update Monthly?

Most data providers update their data quarterly. For some, that is often enough. However, this industry moves way too quickly and many opportunities are missed when waiting on slow reacting data providers to catch up with your market. Only ALN can provide you with monthly updated data throughout the U.S.

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