

| | OVERALL MARKET | | | | | | | | STABILIZED PROPERTIES | | | | | |
|-------------------------------|----------------|--------|--------|--------|----------------|---------|--------|-----------|-----------------------|--------|--------|----------------|---------|--------|
| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | |
| | Aug-17 | Aug-18 | bps | %CHG | Aug-17 | Aug-18 | %CHG | Aug-17 | Aug-18 | bps | %CHG | Aug-17 | Aug-18 | %CHG |
| AK - Anchorage | 93.5% | 90.9% | -260 | -2.7% | \$1,033 | \$1,028 | -0.5% | 93.5% | 90.9% | -260 | -2.7% | \$1,033 | \$1,028 | -0.5% |
| AK - Misc. AK | 89.3% | 87.6% | -170 | -1.9% | \$1,196 | \$1,222 | 2.1% | 89.3% | 87.6% | -170 | -1.9% | \$1,196 | \$1,222 | 2.1% |
| Alaska Average | 93.9% | 90.1% | -379 | -4.0% | \$1,192 | \$1,075 | -9.8% | 93.9% | 90.1% | -379 | -4.0% | \$1,192 | \$1,075 | -9.8% |
| AL - Birmingham | 90.8% | 92.3% | 150 | 1.7% | \$862 | \$884 | 2.5% | 91.8% | 92.9% | 110 | 1.2% | \$850 | \$870 | 2.4% |
| AL - Huntsville | 93.8% | 94.7% | 90 | 1.0% | \$731 | \$766 | 4.7% | 94.8% | 94.8% | 0 | -0.1% | \$727 | \$762 | 4.8% |
| AL - Misc. AL | 93.8% | 93.7% | -9 | -0.2% | \$605 | \$612 | 1.2% | 93.8% | 93.7% | -9 | -0.2% | \$605 | \$612 | 1.2% |
| AL - Mobile | 93.3% | 90.3% | -300 | -3.2% | \$792 | \$808 | 2.0% | 93.3% | 91.6% | -170 | -1.8% | \$792 | \$799 | 0.9% |
| AL - Montgomery | 90.2% | 90.4% | 20 | 0.3% | \$743 | \$762 | 2.7% | 90.8% | 90.5% | -30 | -0.4% | \$743 | \$761 | 2.5% |
| Alabama Average | 92.0% | 92.1% | 10 | 0.2% | \$788 | \$811 | 2.8% | 92.7% | 92.8% | 10 | 0.1% | \$782 | \$802 | 2.6% |
| AR - Little Rock | 90.7% | 90.1% | -60 | -0.7% | \$721 | \$746 | 3.4% | 91.5% | 91.5% | 0 | 0.0% | \$718 | \$735 | 2.4% |
| AR - Misc. AR | 94.5% | 94.2% | -30 | -0.3% | \$560 | \$566 | 1.1% | 94.5% | 94.2% | -30 | -0.3% | \$560 | \$566 | 1.1% |
| AR - Northwest Arkansas | 83.3% | 90.7% | 740 | 8.8% | \$649 | \$673 | 3.6% | 96.1% | 95.9% | -20 | -0.2% | \$620 | \$636 | 2.6% |
| Arkansas Average | 88.9% | 90.6% | 170 | 1.9% | \$679 | \$702 | 3.4% | 93.0% | 93.0% | 0 | 0.0% | \$668 | \$684 | 2.4% |
| AZ - Flagstaff | 93.6% | 93.4% | -20 | -0.2% | \$1,381 | \$1,392 | 0.8% | 93.6% | 93.4% | -20 | -0.2% | \$1,381 | \$1,392 | 0.8% |
| AZ - Misc. AZ | 93.6% | 93.5% | -10 | -0.1% | \$712 | \$746 | 4.8% | 93.6% | 93.5% | -10 | -0.1% | \$712 | \$746 | 4.8% |
| AZ - Phoenix | 92.4% | 93.0% | 60 | 0.7% | \$983 | \$1,058 | 7.6% | 93.8% | 94.6% | 80 | 0.9% | \$977 | \$1,038 | 6.3% |
| AZ - Tucson | 92.8% | 93.9% | 109 | 1.1% | \$720 | \$761 | 5.8% | 93.1% | 93.9% | 79 | 0.9% | \$714 | \$756 | 5.9% |
| Arizona Average | 92.5% | 93.1% | 60 | 0.7% | \$938 | \$1,007 | 7.4% | 93.6% | 94.4% | 79 | 0.8% | \$931 | \$988 | 6.1% |
| CA - Central Coast | 95.0% | 95.0% | 0 | 0.0% | \$1,840 | \$1,910 | 3.8% | 96.4% | 96.2% | -20 | -0.2% | \$1,836 | \$1,898 | 3.4% |
| CA - Los Angeles/OC | 93.3% | 93.8% | 49 | 0.5% | \$2,050 | \$2,155 | 5.1% | 95.5% | 95.9% | 40 | 0.3% | \$2,031 | \$2,112 | 4.0% |
| CA - Misc. CA | 97.8% | 96.3% | -150 | -1.6% | N/A | \$962 | N/A | 97.8% | 96.9% | -90 | -0.9% | N/A | \$964 | N/A |
| CA - Sacramento | 95.8% | 95.5% | -30 | -0.3% | \$1,333 | \$1,402 | 5.1% | 96.4% | 96.0% | -40 | -0.4% | \$1,329 | \$1,397 | 5.1% |
| CA - San Bernardino/Riverside | 94.9% | 94.7% | -20 | -0.2% | \$1,416 | \$1,496 | 5.7% | 95.7% | 95.6% | -10 | -0.1% | \$1,414 | \$1,488 | 5.2% |
| CA - San Diego | 93.9% | 94.5% | 60 | 0.6% | \$1,802 | \$1,912 | 6.1% | 95.7% | 96.2% | 50 | 0.5% | \$1,792 | \$1,878 | 4.8% |
| CA - San Francisco/Oakland | 93.7% | 94.0% | 29 | 0.3% | \$2,602 | \$2,712 | 4.2% | 95.1% | 95.8% | 70 | 0.7% | \$2,590 | \$2,681 | 3.5% |
| CA - San Joaquin Valley | 96.5% | 97.2% | 70 | 0.7% | \$995 | \$1,051 | 5.6% | 96.9% | 97.4% | 50 | 0.5% | \$994 | \$1,046 | 5.3% |
| California Average | 94.0% | 94.4% | 40 | 0.4% | \$1,939 | \$2,040 | 5.2% | 95.7% | 96.0% | 30 | 0.3% | \$1,925 | \$2,005 | 4.2% |
| CO - Denver/Co Springs | 91.2% | 91.6% | 40 | 0.5% | \$1,378 | \$1,429 | 3.7% | 95.0% | 94.8% | -20 | -0.2% | \$1,360 | \$1,392 | 2.4% |
| CO - Misc. CO | 96.2% | 96.2% | 0 | -0.1% | \$995 | \$963 | -3.2% | 96.2% | 96.1% | -10 | -0.2% | \$995 | \$958 | -3.8% |
| Colorado Average | 91.2% | 91.5% | 30 | 0.3% | \$1,373 | \$1,422 | 3.6% | 95.0% | 94.8% | -20 | -0.2% | \$1,356 | \$1,386 | 2.2% |
| FL - Fort Myers/Naples | 90.5% | 92.5% | 200 | 2.2% | \$1,220 | \$1,281 | 5.0% | 94.0% | 94.1% | 10 | 0.1% | \$1,210 | \$1,268 | 4.8% |
| FL - Gainesville | 92.5% | 93.3% | 80 | 0.9% | \$1,101 | \$1,153 | 4.7% | 94.8% | 95.7% | 90 | 0.9% | \$1,082 | \$1,120 | 3.5% |
| FL - Jacksonville | 92.7% | 93.5% | 80 | 0.9% | \$987 | \$1,051 | 6.5% | 94.4% | 94.6% | 20 | 0.2% | \$981 | \$1,039 | 5.9% |
| FL - Melbourne | 96.6% | 96.1% | -50 | -0.5% | \$993 | \$1,063 | 7.0% | 96.6% | 96.1% | -50 | -0.5% | \$993 | \$1,057 | 6.5% |
| FL - Miami/Ft Lauderdale | 88.9% | 91.4% | 250 | 2.8% | \$1,588 | \$1,662 | 4.6% | 93.9% | 94.9% | 100 | 1.1% | \$1,567 | \$1,608 | 2.6% |
| FL - Orlando | 91.7% | 92.5% | 80 | 0.9% | \$1,190 | \$1,282 | 7.7% | 95.0% | 95.5% | 50 | 0.6% | \$1,182 | \$1,262 | 6.7% |
| FL - Palm Beach | 89.4% | 91.2% | 180 | 2.0% | \$1,526 | \$1,573 | 3.1% | 93.2% | 93.3% | 10 | 0.1% | \$1,492 | \$1,536 | 3.0% |
| FL - Pensacola | 90.5% | 94.9% | 439 | 4.9% | \$996 | \$1,061 | 6.5% | 95.2% | 95.9% | 70 | 0.7% | \$988 | \$1,041 | 5.4% |
| FL - Tallahassee | 88.9% | 91.8% | 290 | 3.3% | \$907 | \$933 | 2.9% | 92.3% | 92.6% | 30 | 0.2% | \$904 | \$923 | 2.1% |
| FL - Tampa | 92.3% | 92.5% | 20 | 0.2% | \$1,119 | \$1,198 | 7.0% | 94.6% | 95.1% | 50 | 0.5% | \$1,105 | \$1,168 | 5.7% |
| Florida Average | 91.4% | 92.5% | 110 | 1.2% | \$1,231 | \$1,306 | 6.1% | 94.5% | 95.0% | 50 | 0.6% | \$1,214 | \$1,272 | 4.8% |
| GA - Albany | 90.1% | 92.4% | 230 | 2.6% | \$661 | \$687 | 3.8% | 90.1% | 92.4% | 230 | 2.6% | \$661 | \$687 | 3.8% |
| GA - Atlanta | 91.9% | 92.3% | 40 | 0.4% | \$1,134 | \$1,196 | 5.4% | 93.9% | 93.8% | -10 | 0.0% | \$1,117 | \$1,165 | 4.3% |
| GA - Augusta | 91.7% | 91.4% | -30 | -0.3% | \$779 | \$831 | 6.7% | 93.5% | 93.2% | -30 | -0.3% | \$779 | \$823 | 5.7% |
| GA - Columbus | 92.9% | 93.5% | 60 | 0.7% | \$811 | \$832 | 2.6% | 92.9% | 93.6% | 70 | 0.8% | \$811 | \$828 | 2.1% |
| GA - Macon | 94.8% | 94.2% | -60 | -0.6% | \$768 | \$808 | 5.1% | 95.2% | 94.5% | -70 | -0.8% | \$766 | \$799 | 4.3% |
| GA - Misc. Georgia | 96.6% | 96.4% | -20 | -0.2% | \$563 | \$553 | -1.7% | 96.6% | 96.4% | -20 | -0.2% | \$563 | \$553 | -1.7% |
| GA - Savannah | 92.9% | 91.2% | -170 | -1.9% | \$982 | \$1,058 | 7.8% | 94.4% | 94.0% | -40 | -0.4% | \$976 | \$1,024 | 4.9% |
| Georgia Average | 91.9% | 92.3% | 40 | 0.4% | \$1,079 | \$1,138 | 5.5% | 93.8% | 93.8% | 0 | 0.0% | \$1,063 | \$1,109 | 4.3% |
| IA - Des Moines | 91.5% | 90.8% | -70 | -0.8% | \$876 | \$899 | 2.6% | 94.2% | 93.2% | -99 | -1.1% | \$858 | \$871 | 1.5% |
| IA - Misc. IA | 90.4% | 97.7% | 729 | 8.1% | \$761 | \$790 | 3.7% | 95.5% | 97.0% | 150 | 1.6% | \$707 | \$742 | 4.9% |
| Iowa Average | 90.3% | 91.1% | 80 | 0.8% | \$868 | \$891 | 2.6% | 94.3% | 93.3% | -99 | -1.0% | \$849 | \$862 | 1.6% |
| ID - Boise | 92.8% | 95.7% | 289 | 3.2% | \$968 | \$1,044 | 7.8% | 96.0% | 96.9% | 90 | 0.9% | \$961 | \$1,029 | 7.1% |
| ID - Misc. ID | 96.2% | 93.9% | -230 | -2.3% | \$672 | \$691 | 2.7% | 96.2% | 93.9% | -230 | -2.3% | \$672 | \$691 | 2.7% |
| Idaho Average | 93.2% | 95.5% | 229 | 2.5% | \$930 | \$1,000 | 7.5% | 96.0% | 96.5% | 50 | 0.5% | \$922 | \$982 | 6.6% |
| IL - Chicago | 90.7% | 91.3% | 60 | 0.7% | \$1,498 | \$1,549 | 3.4% | 94.0% | 94.1% | 10 | 0.2% | \$1,464 | \$1,491 | 1.8% |
| IL - Misc. IL | 82.0% | 81.1% | -89 | -1.1% | \$828 | \$644 | -22.2% | 82.0% | 81.1% | -89 | -1.1% | \$828 | \$644 | -22.2% |
| IL - Moline | 95.0% | 95.7% | 70 | 0.7% | \$722 | \$744 | 3.0% | 95.0% | 95.7% | 70 | 0.7% | \$722 | \$744 | 3.0% |
| IL - Peoria | 91.6% | 91.5% | -10 | -0.2% | \$715 | \$723 | 1.1% | 91.6% | 91.5% | -10 | -0.2% | \$715 | \$723 | 1.1% |
| IL - Springfield | 92.2% | 90.9% | -130 | -1.4% | \$727 | \$737 | 1.4% | 92.2% | 90.9% | -130 | -1.4% | \$727 | \$737 | 1.4% |
| Illinois Average | 90.4% | 91.1% | 70 | 0.7% | \$1,400 | \$1,448 | 3.4% | 93.7% | 93.9% | 19 | 0.2% | \$1,367 | \$1,391 | 1.7% |
| IN - Evansville | 89.5% | 94.5% | 499 | 5.5% | \$710 | \$735 | 3.5% | 93.4% | 94.9% | 149 | 1.7% | \$710 | \$720 | 1.5% |
| IN - Fort Wayne | 92.0% | 93.7% | 170 | 1.8% | \$706 | \$729 | 3.3% | 92.7% | 93.8% | 109 | 1.1% | \$703 | \$726 | 3.3% |
| IN - Indianapolis | 93.0% | 92.5% | -50 | -0.6% | \$832 | \$869 | 4.5% | 93.4% | 93.5% | 10 | 0.1% | \$830 | \$859 | 3.4% |
| IN - Misc. IN | 100.0% | 88.0% | -1200 | -12.0% | \$508 | \$512 | 0.7% | 100.0% | 88.0% | -1200 | -12.0% | \$508 | \$512 | 0.7% |
| IN - South Bend | 93.6% | 94.2% | 59 | 0.7% | \$787 | \$832 | 5.8% | 93.6% | 95.9% | 229 | 2.5% | \$787 | \$824 | 4.7% |
| Indiana Average | 92.7% | 92.8% | 10 | 0.1% | \$808 | \$844 | 4.5% | 93.4% | 93.8% | 39 | 0.4% | \$806 | \$834 | 3.4% |

| | OVERALL MARKET | | | | | | | | | STABILIZED PROPERTIES | | | | | |
|--|----------------|--------|--------|--------|----------------|---------|-------|-----------|--------|-----------------------|-------|----------------|---------|-------|--|
| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | | |
| | Aug-17 | Aug-18 | bps | %CHG | Aug-17 | Aug-18 | %CHG | Aug-17 | Aug-18 | bps | %CHG | Aug-17 | Aug-18 | %CHG | |
| KS - Misc. KS | 86.6% | 90.2% | 360 | 4.2% | \$680 | \$692 | 1.7% | 88.1% | 91.3% | 320 | 3.6% | \$681 | \$687 | 0.9% | |
| KS - Wichita | 91.8% | 90.6% | -120 | -1.3% | \$640 | \$658 | 2.7% | 92.0% | 91.6% | -40 | -0.4% | \$639 | \$644 | 0.8% | |
| Kansas Average | 91.0% | 90.5% | -50 | -0.5% | \$648 | \$665 | 2.6% | 91.4% | 91.6% | 20 | 0.2% | \$647 | \$653 | 0.8% | |
| KY - Lexington | 92.0% | 92.7% | 70 | 0.8% | \$809 | \$814 | 0.7% | 93.5% | 92.8% | -70 | -0.7% | \$800 | \$802 | 0.3% | |
| KY - Louisville | 91.0% | 92.9% | 190 | 2.1% | \$853 | \$887 | 4.0% | 94.3% | 94.2% | -10 | -0.1% | \$840 | \$863 | 2.7% | |
| KY - Misc. KY | 96.8% | 96.0% | -80 | -0.9% | \$653 | \$654 | 0.2% | 96.8% | 96.0% | -80 | -0.9% | \$653 | \$655 | 0.4% | |
| Kentucky Average | 91.6% | 93.0% | 140 | 1.6% | \$829 | \$854 | 3.0% | 94.2% | 93.9% | -30 | -0.3% | \$817 | \$833 | 2.0% | |
| LA - Baton Rouge | 88.2% | 85.4% | -280 | -3.2% | \$911 | \$913 | 0.1% | 90.5% | 87.9% | -260 | -2.9% | \$900 | \$892 | -0.9% | |
| LA - Lake Charles | 81.9% | 90.7% | 880 | 10.8% | \$982 | \$1,065 | 8.5% | 92.7% | 93.2% | 50 | 0.5% | \$982 | \$1,048 | 6.7% | |
| LA - Misc. LA | 88.0% | 86.9% | -110 | -1.2% | \$795 | \$786 | -1.2% | 88.0% | 86.9% | -110 | -1.2% | \$795 | \$786 | -1.2% | |
| LA - Monroe | 90.0% | 89.0% | -100 | -1.2% | \$738 | \$749 | 1.4% | 90.0% | 89.0% | -100 | -1.2% | \$738 | \$749 | 1.4% | |
| LA - New Orleans | 92.8% | 93.3% | 50 | 0.6% | \$971 | \$999 | 2.9% | 93.7% | 94.4% | 69 | 0.7% | \$970 | \$981 | 1.1% | |
| LA - Shreveport | 90.3% | 90.7% | 40 | 0.4% | \$786 | \$798 | 1.6% | 90.3% | 90.7% | 40 | 0.4% | \$786 | \$798 | 1.6% | |
| Louisiana Average | 89.4% | 89.1% | -30 | -0.3% | \$900 | \$917 | 1.9% | 91.3% | 90.6% | -70 | -0.8% | \$896 | \$902 | 0.6% | |
| MA - Boston | 90.6% | 91.6% | 100 | 1.1% | \$2,231 | \$2,332 | 4.6% | 95.3% | 95.6% | 30 | 0.3% | \$2,200 | \$2,276 | 3.4% | |
| MA - Misc. MA | 99.9% | 99.8% | -10 | -0.1% | \$1,079 | \$1,104 | 2.3% | 99.9% | 99.8% | -10 | -0.1% | \$1,079 | \$1,104 | 2.3% | |
| MA - Springfield | 96.7% | 98.0% | 130 | 1.3% | \$1,097 | \$1,170 | 6.6% | 96.7% | 98.0% | 130 | 1.3% | \$1,097 | \$1,170 | 6.6% | |
| Massachusetts Average | 91.0% | 92.0% | 100 | 1.1% | \$2,135 | \$2,243 | 5.1% | 95.4% | 95.7% | 30 | 0.3% | \$2,103 | \$2,182 | 3.7% | |
| MD - Baltimore | 91.8% | 92.7% | 90 | 1.0% | \$1,296 | \$1,324 | 2.2% | 93.9% | 94.3% | 40 | 0.4% | \$1,281 | \$1,301 | 1.5% | |
| MD - Misc. MD | 95.0% | 94.2% | -80 | -0.8% | \$1,167 | \$1,182 | 1.3% | 95.6% | 95.0% | -60 | -0.6% | \$1,167 | \$1,175 | 0.6% | |
| Maryland Average | 92.2% | 92.9% | 70 | 0.8% | \$1,283 | \$1,309 | 2.1% | 94.0% | 94.4% | 40 | 0.3% | \$1,270 | \$1,288 | 1.4% | |
| MI - Detroit | 96.0% | 95.6% | -40 | -0.4% | \$948 | \$979 | 3.3% | 96.2% | 95.8% | -40 | -0.4% | \$945 | \$973 | 2.9% | |
| MI - Grand Rapids/Kalamazoo/Battle Creek | 96.5% | 94.9% | -160 | -1.6% | \$828 | \$863 | 4.2% | 96.5% | 96.7% | 20 | 0.2% | \$828 | \$856 | 3.4% | |
| MI - Misc. MI | 94.3% | 92.7% | -159 | -1.7% | \$790 | \$803 | 1.6% | 94.3% | 92.7% | -159 | -1.7% | \$790 | \$803 | 1.6% | |
| Michigan Average | 96.0% | 95.2% | -80 | -0.8% | \$919 | \$949 | 3.3% | 96.2% | 95.8% | -40 | -0.4% | \$917 | \$943 | 2.9% | |
| MN - Minneapolis - St. Paul | 95.7% | 95.4% | -30 | -0.3% | \$1,185 | \$1,259 | 6.2% | 96.9% | 97.1% | 20 | 0.2% | \$1,169 | \$1,227 | 5.0% | |
| MN - Misc. MN | 95.2% | 94.4% | -80 | -0.9% | \$971 | \$1,064 | 9.6% | 96.6% | 95.9% | -70 | -0.7% | \$959 | \$1,017 | 6.1% | |
| Minnesota Average | 95.7% | 95.4% | -30 | -0.3% | \$1,180 | \$1,254 | 6.3% | 96.9% | 97.1% | 20 | 0.1% | \$1,164 | \$1,222 | 5.0% | |
| MO - Columbia | 91.0% | 94.0% | 299 | 3.2% | \$663 | \$678 | 2.2% | 91.0% | 94.0% | 299 | 3.2% | \$663 | \$678 | 2.2% | |
| MO - Kansas City | 91.5% | 92.1% | 60 | 0.7% | \$913 | \$951 | 4.2% | 94.1% | 94.3% | 20 | 0.2% | \$896 | \$923 | 3.0% | |
| MO - Misc. MO | 94.4% | 92.4% | -199 | -2.2% | \$702 | \$684 | -2.6% | 94.4% | 92.4% | -199 | -2.2% | \$702 | \$684 | -2.6% | |
| MO - Springfield | 94.6% | 95.5% | 90 | 0.9% | \$653 | \$700 | 7.2% | 96.0% | 95.5% | -50 | -0.6% | \$653 | \$699 | 7.0% | |
| MO - St. Louis | 92.0% | 91.5% | -50 | -0.6% | \$915 | \$942 | 3.0% | 93.3% | 93.3% | 0 | 0.0% | \$899 | \$913 | 1.5% | |
| Missouri Average | 91.7% | 92.1% | 40 | 0.4% | \$888 | \$922 | 3.8% | 93.9% | 93.9% | 0 | 0.1% | \$873 | \$895 | 2.6% | |
| MS - Gulfport/Biloxi | 91.8% | 93.0% | 120 | 1.3% | \$718 | \$744 | 3.7% | 91.8% | 93.0% | 120 | 1.3% | \$718 | \$744 | 3.7% | |
| MS - Jackson/Central MS | 92.6% | 92.7% | 10 | 0.1% | \$811 | \$823 | 1.5% | 92.6% | 92.7% | 10 | 0.1% | \$811 | \$823 | 1.5% | |
| MS - Misc. MS | 89.8% | 88.5% | -130 | -1.5% | \$799 | \$800 | 0.1% | 92.3% | 89.9% | -240 | -2.5% | \$790 | \$789 | -0.1% | |
| Mississippi Average | 91.7% | 91.7% | 0 | 0.0% | \$784 | \$797 | 1.7% | 92.3% | 92.1% | -20 | -0.2% | \$781 | \$794 | 1.7% | |
| NC - Asheville | 90.9% | 90.1% | -80 | -0.9% | \$1,099 | \$1,169 | 6.4% | 95.9% | 94.3% | -160 | -1.7% | \$1,091 | \$1,149 | 5.3% | |
| NC - Charlotte | 90.2% | 91.9% | 170 | 2.0% | \$1,055 | \$1,102 | 4.4% | 94.7% | 95.1% | 40 | 0.5% | \$1,036 | \$1,072 | 3.5% | |
| NC - Fayetteville | 90.6% | 92.9% | 230 | 2.6% | \$791 | \$824 | 4.2% | 90.6% | 93.1% | 250 | 2.8% | \$791 | \$821 | 3.8% | |
| NC - Greensboro/Winston-Salem | 91.7% | 93.4% | 170 | 1.8% | \$779 | \$811 | 4.1% | 93.4% | 93.6% | 20 | 0.2% | \$774 | \$803 | 3.7% | |
| NC - Misc. NC | 92.5% | 82.8% | -970 | -10.4% | \$853 | \$914 | 7.1% | 92.5% | 94.6% | 209 | 2.3% | \$853 | \$885 | 3.8% | |
| NC - Raleigh-Durham | 91.3% | 91.9% | 60 | 0.7% | \$1,055 | \$1,087 | 3.1% | 94.0% | 94.2% | 20 | 0.2% | \$1,042 | \$1,065 | 2.2% | |
| NC - Wilmington | 91.7% | 92.0% | 30 | 0.4% | \$884 | \$940 | 6.4% | 94.1% | 93.8% | -30 | -0.3% | \$876 | \$917 | 4.6% | |
| North Carolina Average | 91.0% | 92.0% | 100 | 1.2% | \$987 | \$1,027 | 4.1% | 94.0% | 94.4% | 40 | 0.4% | \$973 | \$1,003 | 3.1% | |
| ND - Bismarck | 90.1% | 94.8% | 469 | 5.2% | \$848 | \$934 | 10.1% | 90.1% | 94.8% | 469 | 5.2% | \$848 | \$934 | 10.1% | |
| ND - Fargo | 90.1% | 90.4% | 30 | 0.4% | \$775 | \$781 | 0.8% | 93.6% | 90.3% | -330 | -3.5% | \$772 | \$774 | 0.3% | |
| ND - Misc. ND | 84.6% | 92.9% | 830 | 9.8% | \$932 | \$969 | 4.0% | 84.7% | 92.9% | 820 | 9.7% | \$926 | \$959 | 3.6% | |
| North Dakota Average | 87.6% | 92.2% | 460 | 5.1% | \$843 | \$873 | 3.5% | 89.1% | 92.1% | 300 | 3.4% | \$839 | \$866 | 3.2% | |
| NE - Lincoln | 95.9% | 96.6% | 70 | 0.8% | \$826 | \$849 | 2.8% | 96.2% | 96.6% | 40 | 0.4% | \$825 | \$847 | 2.6% | |
| NE - Misc. NE | 88.2% | 88.6% | 40 | 0.5% | \$713 | \$711 | -0.3% | 88.2% | 88.6% | 40 | 0.5% | \$713 | \$711 | -0.3% | |
| NE - Omaha | 93.0% | 93.5% | 50 | 0.6% | \$894 | \$913 | 2.2% | 95.2% | 95.7% | 50 | 0.5% | \$890 | \$905 | 1.7% | |
| Nebraska Average | 93.2% | 92.6% | -60 | -0.6% | \$874 | \$894 | 2.3% | 95.2% | 95.8% | 60 | 0.5% | \$871 | \$888 | 1.9% | |
| NM - Albuquerque | 94.3% | 93.8% | -50 | -0.5% | \$833 | \$854 | 2.5% | 94.9% | 94.2% | -70 | -0.7% | \$833 | \$850 | 2.0% | |
| NM - Misc. NM | 86.3% | 94.0% | 769 | 8.8% | \$802 | \$874 | 8.9% | 92.7% | 94.4% | 169 | 1.9% | \$802 | \$864 | 7.7% | |
| New Mexico Average | 93.8% | 93.8% | 0 | 0.0% | \$831 | \$855 | 2.9% | 94.8% | 94.2% | -60 | -0.6% | \$831 | \$851 | 2.4% | |
| NV - Las Vegas | 93.3% | 93.5% | 20 | 0.3% | \$953 | \$1,022 | 7.3% | 93.9% | 94.4% | 50 | 0.5% | \$948 | \$1,011 | 6.6% | |
| NV - Misc. NV | 95.3% | 94.1% | -120 | -1.2% | \$656 | \$700 | 6.6% | 95.3% | 94.1% | -120 | -1.2% | \$656 | \$700 | 6.6% | |
| NV - Reno | 96.2% | 94.0% | -220 | -2.3% | \$1,162 | \$1,257 | 8.2% | 96.5% | 96.7% | 20 | 0.2% | \$1,162 | \$1,243 | 7.0% | |
| Nevada Average | 93.7% | 93.6% | -10 | -0.1% | \$983 | \$1,056 | 7.5% | 94.3% | 94.7% | 40 | 0.5% | \$979 | \$1,044 | 6.6% | |
| NY - Albany | 92.3% | 93.6% | 130 | 1.3% | \$1,157 | \$1,192 | 3.0% | 95.9% | 95.8% | -10 | 0.0% | \$1,135 | \$1,165 | 2.7% | |
| NY - Buffalo/Rochester/Syracuse | 94.7% | 95.2% | 50 | 0.5% | \$938 | \$971 | 3.5% | 95.2% | 95.5% | 30 | 0.4% | \$934 | \$964 | 3.3% | |
| NY - Misc. NY | 94.5% | 95.7% | 120 | 1.3% | \$1,328 | \$1,374 | 3.4% | 94.5% | 95.7% | 120 | 1.2% | \$1,328 | \$1,363 | 2.7% | |
| NY - New York City | 88.5% | 92.7% | 420 | 4.7% | \$2,509 | \$2,619 | 4.4% | 95.6% | 96.5% | 90 | 1.0% | \$2,474 | \$2,559 | 3.4% | |
| New York Average | 89.5% | 92.2% | 270 | 3.0% | \$2,178 | \$2,282 | 4.8% | 95.5% | 96.3% | 80 | 0.8% | \$2,143 | \$2,217 | 3.4% | |

(Continued on next page)

Let's Schedule a Webinar

Partner with a company that uses your level of success as the measure of its own.

Comprehensive analysis and multifamily research from a name you can trust.

ALN Apartment Data

Nationwide Multifamily Data

www.alndata.com

800-643-6416 ext. 3

(Continue on for Market Stats)

| | OVERALL MARKET | | | | | | | | | STABILIZED PROPERTIES | | | | | |
|-----------------------------|----------------|--------|--------|-------|----------------|---------|-------|-----------|--------|-----------------------|-------|----------------|---------|-------|--|
| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | | |
| | Aug-17 | Aug-18 | bps | %CHG | Aug-17 | Aug-18 | %CHG | Aug-17 | Aug-18 | bps | %CHG | Aug-17 | Aug-18 | %CHG | |
| OH - Cincinnati/Dayton | 93.1% | 93.5% | 40 | 0.4% | \$860 | \$891 | 3.5% | 94.2% | 94.9% | 70 | 0.8% | \$854 | \$872 | 2.1% | |
| OH - Cleveland/Akron | 94.5% | 93.0% | -149 | -1.6% | \$825 | \$855 | 3.7% | 94.9% | 94.7% | -20 | -0.2% | \$822 | \$835 | 1.6% | |
| OH - Columbus | 93.5% | 92.8% | -70 | -0.7% | \$907 | \$957 | 5.5% | 95.1% | 95.7% | 60 | 0.6% | \$902 | \$937 | 3.9% | |
| OH - Misc. OH | 96.9% | 97.7% | 80 | 0.9% | \$616 | \$619 | 0.6% | 96.9% | 97.7% | 80 | 0.9% | \$616 | \$619 | 0.6% | |
| OH - Toledo | 94.4% | 94.4% | 0 | -0.1% | \$689 | \$711 | 3.1% | 94.4% | 94.6% | 20 | 0.1% | \$689 | \$710 | 2.9% | |
| Ohio Average | 93.6% | 93.2% | -40 | -0.5% | \$853 | \$891 | 4.4% | 94.7% | 95.1% | 40 | 0.4% | \$849 | \$871 | 2.7% | |
| OK - Misc. OK | 93.6% | 92.1% | -150 | -1.7% | \$640 | \$622 | -2.9% | 93.6% | 92.1% | -150 | -1.7% | \$640 | \$622 | -2.9% | |
| OK - Oklahoma City | 88.6% | 89.7% | 110 | 1.3% | \$718 | \$735 | 2.5% | 89.7% | 89.9% | 20 | 0.2% | \$710 | \$724 | 2.0% | |
| OK - Tulsa | 90.3% | 91.5% | 120 | 1.3% | \$679 | \$687 | 1.3% | 91.1% | 91.9% | 80 | 0.9% | \$677 | \$680 | 0.4% | |
| Oklahoma Average | 89.4% | 90.5% | 110 | 1.3% | \$701 | \$714 | 1.8% | 90.3% | 90.7% | 40 | 0.5% | \$696 | \$704 | 1.2% | |
| OR - Misc. OR | 95.2% | 97.8% | 260 | 2.7% | \$898 | \$1,017 | 13.3% | 95.2% | 97.8% | 260 | 2.7% | \$898 | \$1,017 | 13.3% | |
| OR - Portland | 93.0% | 94.6% | 159 | 1.8% | \$1,319 | \$1,356 | 2.8% | 95.2% | 95.7% | 50 | 0.6% | \$1,308 | \$1,339 | 2.4% | |
| Oregon Average | 92.8% | 94.4% | 159 | 1.7% | \$1,316 | \$1,353 | 2.8% | 95.2% | 95.7% | 50 | 0.6% | \$1,304 | \$1,336 | 2.4% | |
| PA - Misc. PA | 95.6% | 95.6% | 0 | 0.0% | \$927 | \$956 | 3.0% | 95.6% | 95.6% | 0 | 0.0% | \$927 | \$956 | 3.0% | |
| PA - Philadelphia | 93.6% | 94.5% | 89 | 1.0% | \$1,240 | \$1,290 | 4.0% | 95.3% | 95.6% | 30 | 0.3% | \$1,229 | \$1,268 | 3.2% | |
| PA - Pittsburgh | 91.7% | 92.9% | 120 | 1.3% | \$1,089 | \$1,134 | 4.1% | 94.6% | 96.0% | 140 | 1.5% | \$1,071 | \$1,098 | 2.5% | |
| PA - State College/Altoona | 98.8% | 94.8% | -400 | -4.0% | \$1,172 | \$1,206 | 2.9% | 98.8% | 94.8% | -400 | -4.0% | \$1,172 | \$1,206 | 2.9% | |
| Pennsylvania Average | 93.4% | 94.3% | 89 | 1.0% | \$1,208 | \$1,256 | 4.0% | 95.3% | 95.7% | 40 | 0.4% | \$1,197 | \$1,234 | 3.1% | |
| SC - Charleston | 86.3% | 87.4% | 110 | 1.2% | \$1,138 | \$1,188 | 4.4% | 94.3% | 93.7% | -59 | -0.6% | \$1,117 | \$1,125 | 0.7% | |
| SC - Columbia | 92.5% | 92.2% | -30 | -0.4% | \$876 | \$910 | 3.9% | 93.3% | 93.3% | 0 | -0.1% | \$876 | \$905 | 3.3% | |
| SC - Greenville-Spartanburg | 91.5% | 93.0% | 150 | 1.7% | \$897 | \$934 | 4.1% | 94.3% | 94.2% | -10 | -0.2% | \$881 | \$903 | 2.6% | |
| SC - Myrtle Beach | 92.6% | 91.9% | -20 | -0.2% | \$841 | \$813 | -3.4% | 94.2% | 95.7% | 150 | 1.7% | \$842 | \$773 | -8.1% | |
| SC - Myrtle Beach | 92.6% | 97.2% | 459 | 5.0% | \$960 | \$1,022 | 6.5% | 97.2% | 97.3% | 10 | 0.1% | \$935 | \$1,001 | 7.0% | |
| South Carolina Average | 89.6% | 91.0% | 140 | 1.5% | \$967 | \$1,012 | 4.6% | 94.1% | 93.9% | -20 | -0.2% | \$951 | \$971 | 2.1% | |
| SD - Misc. SD | 96.9% | 96.3% | -60 | -0.6% | \$911 | \$911 | -0.1% | 96.9% | 96.3% | -60 | -0.6% | \$911 | \$911 | -0.1% | |
| SD - Rapid City | 95.0% | 97.2% | 220 | 2.4% | \$886 | \$901 | 1.7% | 96.8% | 97.5% | 70 | 0.7% | \$886 | \$900 | 1.6% | |
| SD - Sioux Falls | 90.3% | 91.4% | 110 | 1.3% | \$806 | \$799 | -0.9% | 90.3% | 93.0% | 270 | 3.0% | \$806 | \$793 | -1.6% | |
| South Dakota Average | 92.1% | 93.4% | 130 | 1.4% | \$839 | \$837 | -0.2% | 92.6% | 94.5% | 189 | 2.1% | \$838 | \$833 | -0.6% | |
| TN - Chattanooga | 92.6% | 90.4% | -220 | -2.3% | \$874 | \$923 | 5.7% | 95.0% | 94.8% | -20 | -0.2% | \$872 | \$897 | 2.9% | |
| TN - Knoxville | 94.3% | 93.5% | -79 | -0.9% | \$859 | \$907 | 5.6% | 95.7% | 96.2% | 50 | 0.5% | \$854 | \$893 | 4.5% | |
| TN - Memphis | 92.5% | 92.2% | -30 | -0.4% | \$793 | \$831 | 4.9% | 92.5% | 92.1% | -40 | -0.4% | \$793 | \$830 | 4.7% | |
| TN - Misc. TN | 92.9% | 94.7% | 179 | 2.0% | \$745 | \$738 | -1.0% | 96.4% | 95.0% | -140 | -1.5% | \$738 | \$732 | -0.8% | |
| TN - Nashville | 89.6% | 91.3% | 170 | 1.9% | \$1,133 | \$1,192 | 5.2% | 94.3% | 94.7% | 40 | 0.4% | \$1,103 | \$1,127 | 2.2% | |
| Tennessee Average | 91.1% | 91.8% | 70 | 0.8% | \$963 | \$1,016 | 5.5% | 94.0% | 94.1% | 10 | 0.1% | \$944 | \$974 | 3.1% | |
| TX - Dallas/Ft. Worth | 91.6% | 91.3% | -30 | -0.3% | \$1,106 | \$1,149 | 3.8% | 94.5% | 94.1% | -40 | -0.4% | \$1,088 | \$1,115 | 2.5% | |
| TX - Greater Dallas | 91.1% | 91.0% | -10 | -0.1% | \$1,148 | \$1,189 | 3.6% | 94.3% | 94.0% | -30 | -0.3% | \$1,127 | \$1,150 | 2.1% | |
| TX - Greater Fort Worth | 93.0% | 92.1% | -90 | -0.9% | \$1,015 | \$1,059 | 4.3% | 94.9% | 94.2% | -70 | -0.7% | \$1,005 | \$1,040 | 3.5% | |
| TX - Abilene | 90.1% | 92.4% | 230 | 2.5% | \$731 | \$807 | 10.4% | 90.1% | 92.4% | 230 | 2.5% | \$731 | \$807 | 10.4% | |
| TX - Amarillo | 89.7% | 89.2% | -50 | -0.6% | \$723 | \$718 | -0.8% | 89.7% | 89.2% | -50 | -0.6% | \$723 | \$715 | -1.1% | |
| TX - Austin | 90.7% | 91.9% | 120 | 1.4% | \$1,224 | \$1,259 | 2.9% | 94.2% | 94.7% | 50 | 0.5% | \$1,214 | \$1,245 | 2.5% | |
| TX - Beaumont | 91.5% | 90.2% | -130 | -1.5% | \$788 | \$857 | 8.7% | 91.5% | 90.2% | -130 | -1.5% | \$788 | \$857 | 8.7% | |
| TX - College Station | 76.6% | 78.3% | 170 | 2.2% | \$1,223 | \$1,218 | -0.4% | 86.5% | 83.6% | -290 | -3.4% | \$1,164 | \$1,141 | -2.0% | |
| TX - Corpus Christi | 86.4% | 90.7% | 430 | 5.1% | \$908 | \$953 | 5.0% | 90.5% | 91.4% | 90 | 1.0% | \$889 | \$932 | 4.8% | |
| TX - El Paso | 92.3% | 91.7% | -60 | -0.7% | \$767 | \$782 | 2.1% | 92.6% | 93.0% | 40 | 0.4% | \$767 | \$781 | 1.8% | |
| TX - Harlingen | 88.0% | 91.0% | 300 | 3.4% | \$750 | \$763 | 1.6% | 91.6% | 92.1% | 50 | 0.4% | \$742 | \$738 | -0.5% | |
| TX - Houston | 88.3% | 90.0% | 170 | 2.0% | \$1,014 | \$1,074 | 6.0% | 91.1% | 91.1% | 0 | 0.0% | \$986 | \$1,039 | 5.3% | |
| TX - Laredo | 94.0% | 94.4% | 40 | 0.4% | \$875 | \$902 | 3.0% | 94.0% | 94.4% | 40 | 0.4% | \$875 | \$902 | 3.0% | |
| TX - Longview/Tyler | 91.1% | 93.1% | 200 | 2.2% | \$797 | \$831 | 4.3% | 91.1% | 93.2% | 210 | 2.3% | \$797 | \$826 | 3.6% | |
| TX - Lubbock | 89.2% | 90.6% | 140 | 1.7% | \$736 | \$745 | 1.3% | 90.8% | 90.5% | -30 | -0.3% | \$731 | \$737 | 0.9% | |
| TX - Lufkin | 89.5% | 92.6% | 310 | 3.5% | \$690 | \$742 | 7.6% | 89.5% | 92.6% | 310 | 3.5% | \$690 | \$742 | 7.6% | |
| TX - Midland-Odessa | 92.8% | 93.1% | 30 | 0.2% | \$1,154 | \$1,504 | 30.3% | 94.9% | 95.1% | 20 | 0.2% | \$1,151 | \$1,511 | 31.3% | |
| TX - Misc. TX | 92.5% | 92.9% | 40 | 0.4% | \$670 | \$669 | -0.2% | 92.5% | 92.9% | 40 | 0.4% | \$670 | \$669 | -0.2% | |
| TX - San Angelo | 94.7% | 95.0% | 30 | 0.3% | \$780 | \$815 | 4.4% | 94.7% | 95.0% | 30 | 0.3% | \$780 | \$815 | 4.4% | |
| TX - San Antonio | 90.1% | 90.7% | 60 | 0.7% | \$946 | \$977 | 3.3% | 92.1% | 92.8% | 70 | 0.7% | \$935 | \$954 | 2.0% | |
| TX - Texarkana | 92.0% | 93.4% | 140 | 1.6% | \$649 | \$657 | 1.3% | 92.0% | 93.4% | 140 | 1.6% | \$649 | \$657 | 1.3% | |
| TX - Victoria | 91.4% | 93.3% | 190 | 2.0% | \$795 | \$864 | 8.8% | 91.4% | 93.3% | 190 | 2.0% | \$795 | \$864 | 8.8% | |
| TX - Waco/Temple/Killeen | 90.0% | 90.8% | 80 | 0.9% | \$745 | \$769 | 3.2% | 91.3% | 91.8% | 50 | 0.5% | \$736 | \$752 | 2.1% | |
| TX - Wichita Falls | 86.9% | 87.5% | 60 | 0.7% | \$634 | \$653 | 3.0% | 86.9% | 87.5% | 60 | 0.7% | \$634 | \$653 | 3.0% | |
| Texas Average | 90.1% | 90.9% | 80 | 0.9% | \$1,036 | \$1,084 | 4.7% | 92.8% | 92.8% | 0 | 0.0% | \$1,016 | \$1,054 | 3.7% | |
| VA - Norfolk | 92.2% | 93.6% | 140 | 1.6% | \$1,055 | \$1,080 | 2.4% | 92.8% | 94.2% | 139 | 1.5% | \$1,052 | \$1,072 | 1.9% | |
| VA - Richmond | 94.1% | 94.2% | 10 | 0.1% | \$1,063 | \$1,109 | 4.3% | 94.8% | 95.4% | 60 | 0.7% | \$1,060 | \$1,098 | 3.6% | |
| VA - Roanoke | 93.9% | 95.9% | 200 | 2.1% | \$816 | \$852 | 4.4% | 95.4% | 95.8% | 40 | 0.4% | \$812 | \$847 | 4.4% | |
| Virginia Average | 93.1% | 93.9% | 79 | 0.8% | \$1,037 | \$1,072 | 3.3% | 93.8% | 94.8% | 100 | 1.1% | \$1,034 | \$1,062 | 2.7% | |
| WA - Misc. WA | 96.2% | 93.0% | -319 | -3.3% | \$991 | \$1,071 | 8.1% | 96.2% | 95.7% | -50 | -0.5% | \$991 | \$1,040 | 5.0% | |
| WA - Seattle | 93.2% | 93.0% | -20 | -0.2% | \$1,639 | \$1,725 | 5.3% | 95.1% | 95.1% | 0 | 0.0% | \$1,625 | \$1,683 | 3.6% | |
| WA - Spokane | 95.9% | 95.8% | -10 | -0.1% | \$928 | \$970 | 4.6% | 96.5% | 96.0% | -50 | -0.6% | \$926 | \$966 | 4.4% | |
| Washington Average | 93.3% | 93.2% | -10 | -0.1% | \$1,556 | \$1,637 | 5.2% | 95.3% | 95.2% | -10 | -0.1% | \$1,541 | \$1,596 | 3.6% | |

| | OVERALL MARKET | | | | | | | | | STABILIZED PROPERTIES | | | | | |
|---------------------------------|----------------|--------|--------|-------|----------------|---------|-------|-----------|--------|-----------------------|-------|----------------|---------|-------|--|
| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | | |
| | Aug-17 | Aug-18 | bps | %CHG | Aug-17 | Aug-18 | %CHG | Aug-17 | Aug-18 | bps | %CHG | Aug-17 | Aug-18 | %CHG | |
| WI - Green Bay/Appleton/Oshkosh | 98.5% | 96.5% | -200 | -2.0% | \$709 | \$733 | 3.3% | 98.5% | 98.7% | 20 | 0.2% | \$709 | \$727 | 2.5% | |
| WI - Madison | 95.0% | 94.7% | -30 | -0.3% | \$1,026 | \$1,072 | 4.4% | 97.2% | 96.8% | -40 | -0.4% | \$1,026 | \$1,050 | 2.4% | |
| WI - Milwaukee | 90.3% | 93.5% | 320 | 3.5% | \$1,043 | \$1,074 | 3.0% | 95.5% | 96.9% | 140 | 1.4% | \$1,024 | \$1,036 | 1.2% | |
| WI - Misc. WI | 93.1% | 96.5% | 339 | 3.7% | \$738 | \$765 | 3.7% | 96.9% | 97.9% | 100 | 1.0% | \$738 | \$752 | 1.9% | |
| Wisconsin Average | 92.9% | 94.3% | 139 | 1.5% | \$962 | \$998 | 3.8% | 96.5% | 97.2% | 70 | 0.7% | \$951 | \$968 | 1.8% | |
| WV - Charleston | 97.5% | 97.4% | -10 | -0.1% | \$770 | \$864 | 12.2% | 97.5% | 97.4% | -10 | -0.1% | \$770 | \$864 | 12.2% | |
| WV - Miscellaneous | 98.0% | 94.0% | -400 | -4.0% | \$795 | \$814 | 2.3% | 98.0% | 94.0% | -400 | -4.0% | \$795 | \$814 | 2.3% | |
| West Virginia Average | 97.8% | 95.5% | -230 | -2.4% | \$784 | \$840 | 7.2% | 97.8% | 95.5% | -230 | -2.4% | \$784 | \$840 | 7.2% | |
| CT - Hartford | 92.2% | 94.3% | 209 | 2.3% | \$1,296 | \$1,344 | 3.7% | 94.9% | 94.8% | -10 | -0.1% | \$1,286 | \$1,323 | 2.9% | |
| DC - Washington | 92.8% | 94.0% | 119 | 1.2% | \$1,739 | \$1,780 | 2.3% | 94.9% | 95.4% | 50 | 0.6% | \$1,724 | \$1,756 | 1.9% | |
| DE - Miscellaneous | 90.9% | 96.1% | 519 | 5.7% | \$1,079 | \$1,107 | 2.7% | 95.4% | 96.2% | 80 | 0.8% | \$1,042 | \$1,074 | 3.0% | |
| HI - Honolulu | 93.2% | 92.4% | -80 | -0.9% | \$1,872 | \$1,769 | -5.5% | 93.2% | 96.0% | 279 | 3.0% | \$1,872 | \$1,750 | -6.5% | |
| ME - Misc. ME | 95.2% | 96.7% | 150 | 1.6% | \$1,189 | \$1,267 | 6.6% | 97.3% | 96.5% | -80 | -0.8% | \$1,189 | \$1,270 | 6.8% | |
| MT - All of Montana | 94.5% | 96.2% | 170 | 1.7% | \$894 | \$891 | -0.4% | 94.5% | 96.2% | 170 | 1.7% | \$894 | \$891 | -0.4% | |
| NH - Concord | 96.9% | 97.1% | 20 | 0.2% | \$1,273 | \$1,321 | 3.8% | 97.8% | 97.6% | -20 | -0.2% | \$1,268 | \$1,316 | 3.8% | |
| RI - Providence | 97.3% | 96.3% | -100 | -1.0% | \$1,369 | \$1,424 | 4.0% | 97.3% | 97.4% | 10 | 0.1% | \$1,369 | \$1,406 | 2.7% | |
| UT - Salt Lake City | 91.2% | 91.8% | 60 | 0.7% | \$1,060 | \$1,110 | 4.8% | 94.5% | 95.3% | 80 | 0.8% | \$1,046 | \$1,086 | 3.9% | |
| VT - All of Vermont | 84.9% | 99.3% | 1440 | 17.0% | \$1,476 | \$1,573 | 6.5% | 87.6% | 98.9% | 1130 | 13.0% | \$1,499 | \$1,493 | -0.4% | |
| WY - All of Wyoming | 86.2% | 91.4% | 520 | 6.1% | \$870 | \$874 | 0.4% | 86.2% | 91.0% | 480 | 5.6% | \$870 | \$867 | -0.3% | |
| National Average | 91.9% | 92.6% | 70 | 0.7% | \$1,243 | \$1,302 | 4.8% | 94.2% | 94.4% | 20 | 0.3% | \$1,228 | \$1,272 | 3.6% | |

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.

Laura Reese-Williams, CAS
 VP Business Development
 1.800.643.6416 x 205
Laura@alndata.com

Patrick Searcy, CAS
 Director of Sales & Marketing
 1.800.643.6416 x 252
Patrick@alndata.com

Paige Kitchens
 Regional Account Executive
 1.800.643.6416 x 251
Paige@alndata.com

Robert Durham
 Account Executive
 1.800.643.6416 x 256
Robert@alndata.com

Jackie James
 Regional Account Executive
 1.800.643.6416 x 253
Jackie@alndata.com

Karen Nelsen
 Regional Account Executive
 1.800.643.6416 x 259
KNelsen@alndata.com

Mark Pennings
 Regional Account Executive
 1.800.643.6416 x 232
Mark@alndata.com