

	OVERALL MARKET						
	OCCUPANCY		CHANGE		EFFECTIVE RENT		%CHG
	Jul-18	Jul-19	bps	%CHG	Jul-18	Jul-19	
AK - Anchorage	90.4%	92.7%	230	2.6%	\$1,024	\$1,033	0.8%
AK - Misc. AK	85.5%	88.4%	290	3.4%	\$1,216	\$1,250	2.8%
Alaska Average	89.2%	91.7%	250	2.8%	\$1,070	\$1,086	1.5%
AL - Birmingham	92.8%	93.1%	30	0.3%	\$876	\$911	4.0%
AL - Huntsville	94.4%	95.1%	70	0.7%	\$745	\$795	6.7%
AL - Misc. AL	92.4%	96.7%	429	4.6%	\$621	\$657	5.8%
AL - Mobile	91.3%	90.8%	-50	-0.6%	\$807	\$836	3.5%
AL - Montgomery	89.7%	89.9%	20	0.2%	\$757	\$774	2.3%
Alabama Average	92.2%	92.8%	60	0.6%	\$808	\$841	4.0%
AR - Little Rock	90.0%	93.1%	310	3.4%	\$747	\$757	1.3%
AR - Misc. AR	94.2%	94.0%	-20	-0.2%	\$566	\$587	3.6%
AR - Northwest Arkansas	90.8%	91.8%	100	1.1%	\$666	\$700	5.2%
Arkansas Average	90.6%	92.8%	220	2.4%	\$699	\$719	2.9%
AZ - Flagstaff	91.9%	93.7%	180	2.0%	\$1,317	\$1,380	4.8%
AZ - Misc. AZ	93.5%	94.3%	79	0.9%	\$741	\$792	6.8%
AZ - Phoenix	92.6%	93.1%	50	0.6%	\$1,048	\$1,149	9.6%
AZ - Tucson	93.3%	94.0%	69	0.8%	\$753	\$815	8.2%
Arizona Average	92.6%	93.1%	50	0.6%	\$997	\$1,090	9.4%
CA - Central Coast	94.7%	95.8%	110	1.1%	\$1,905	\$1,968	3.3%
CA - Los Angeles/OC	93.7%	93.2%	-50	-0.6%	\$2,143	\$2,224	3.8%
CA - Misc. CA	94.4%	97.3%	290	3.0%	\$960	\$1,023	6.6%
CA - Sacramento	95.7%	95.4%	-30	-0.3%	\$1,386	\$1,460	5.3%
CA - San Bernardino/Riverside	94.6%	94.2%	-40	-0.4%	\$1,486	\$1,564	5.3%
CA - San Diego	94.3%	93.5%	-79	-0.8%	\$1,899	\$1,987	4.7%
CA - San Francisco/Oakland	93.6%	93.7%	10	0.0%	\$2,701	\$2,782	3.0%
CA - San Joaquin Valley	96.3%	96.9%	60	0.7%	\$1,046	\$1,113	6.4%
California Average	94.2%	93.9%	-30	-0.3%	\$2,030	\$2,110	4.0%
CO - Denver/Co Springs	90.9%	91.4%	50	0.4%	\$1,424	\$1,491	4.7%
CO - Misc. CO	94.5%	94.2%	-30	-0.4%	\$1,012	\$1,070	5.7%
Colorado Average	91.0%	91.4%	40	0.5%	\$1,419	\$1,485	4.6%
FL - Fort Lauderdale	92.7%	92.2%	-50	-0.5%	\$1,618	\$1,663	2.8%
FL - Fort Myers/Naples	85.0%	86.8%	180	2.1%	\$1,271	\$1,303	2.5%
FL - Gainesville	93.6%	94.3%	69	0.7%	\$1,147	\$1,227	7.0%
FL - Jacksonville	93.4%	91.3%	-210	-2.2%	\$1,041	\$1,086	4.3%
FL - Melbourne	94.4%	91.3%	-309	-3.3%	\$1,108	\$1,148	3.6%
FL - Miami	88.2%	88.8%	60	0.7%	\$1,693	\$1,769	4.5%
FL - Orlando	92.0%	92.3%	30	0.3%	\$1,271	\$1,329	4.6%
FL - Palm Beach	90.7%	92.0%	130	1.4%	\$1,588	\$1,664	4.8%
FL - Pensacola	92.0%	94.1%	209	2.2%	\$1,047	\$1,155	10.4%
FL - Tallahassee	90.8%	94.0%	319	3.6%	\$928	\$997	7.5%
FL - Tampa	91.9%	92.0%	10	0.1%	\$1,195	\$1,244	4.1%
Florida Average	91.7%	91.7%	0	0.1%	\$1,298	\$1,354	4.3%

	OVERALL MARKET						
	OCCUPANCY		CHANGE		EFFECTIVE RENT		%CHG
	Jul-18	Jul-19	bps	%CHG	Jul-18	Jul-19	
GA - Albany	92.1%	90.7%	-140	-1.5%	\$676	\$708	4.6%
GA - Atlanta	91.8%	92.2%	40	0.4%	\$1,184	\$1,260	6.4%
GA - Augusta	90.5%	90.6%	10	0.2%	\$824	\$875	6.2%
GA - Columbus	93.7%	95.0%	129	1.4%	\$821	\$852	3.8%
GA - Macon	94.8%	92.9%	-189	-2.0%	\$799	\$830	3.9%
GA - Savannah	91.5%	92.4%	90	1.1%	\$1,038	\$1,081	4.2%
Georgia Average	91.9%	92.3%	40	0.4%	\$1,126	\$1,193	6.0%
HI - Honolulu	92.3%	93.5%	120	1.3%	\$1,844	\$1,795	-2.6%
Hawaii Average	92.3%	93.5%	120	1.3%	\$1,844	\$1,795	-2.6%
IA - Des Moines	89.6%	93.1%	350	3.9%	\$895	\$910	1.6%
IA - Misc. IA	98.0%	91.6%	-639	-6.6%	\$779	\$808	3.8%
Iowa Average	89.4%	93.0%	360	4.0%	\$886	\$903	1.8%
ID - Boise	95.8%	94.8%	-100	-1.0%	\$1,015	\$1,109	9.3%
ID - Misc. ID	93.3%	93.4%	10	0.1%	\$759	\$762	0.4%
Idaho Average	95.7%	94.7%	-100	-1.0%	\$999	\$1,089	9.0%
IL - Chicago	91.2%	90.7%	-50	-0.6%	\$1,535	\$1,602	4.3%
IL - Misc. IL	81.9%	67.1%	-1479	-18.2%	\$643	\$625	-2.8%
IL - Moline	96.3%	91.2%	-509	-5.3%	\$745	\$785	5.3%
IL - Springfield	90.1%	92.8%	270	2.9%	\$735	\$754	2.7%
Illinois Average	90.8%	90.3%	-50	-0.6%	\$1,437	\$1,499	4.3%
IN - Evansville	94.5%	95.0%	50	0.5%	\$725	\$749	3.3%
IN - Fort Wayne	94.1%	94.0%	-10	-0.1%	\$728	\$752	3.3%
IN - Indianapolis	92.4%	92.8%	40	0.5%	\$863	\$900	4.2%
IN - Misc. IN	96.9%	97.9%	100	1.0%	\$751	\$815	8.5%
IN - South Bend	92.9%	90.9%	-200	-2.1%	\$824	\$866	5.1%
Indiana Average	92.5%	92.9%	40	0.4%	\$837	\$872	4.2%
KS - Misc. KS	96.7%	98.7%	200	2.1%	\$533	\$606	13.7%
KS - Topeka/Manhattan/Lawrence	92.8%	91.2%	-160	-1.8%	\$747	\$766	2.5%
KS - Wichita	91.1%	93.2%	210	2.3%	\$651	\$672	3.3%
Kansas Average	91.8%	92.5%	70	0.7%	\$689	\$711	3.2%
KY - Lexington	92.6%	92.3%	-30	-0.3%	\$813	\$830	2.1%
KY - Louisville	92.3%	89.8%	-250	-2.7%	\$881	\$920	4.4%
KY - Misc. KY	95.4%	95.3%	-10	-0.1%	\$599	\$621	3.8%
Kentucky Average	92.4%	90.7%	-170	-1.9%	\$853	\$885	3.7%
LA - Baton Rouge	85.7%	86.2%	50	0.6%	\$909	\$914	0.5%
LA - Lake Charles	89.7%	90.3%	60	0.7%	\$1,070	\$959	-10.4%
LA - Misc. LA	87.1%	93.9%	679	7.8%	\$739	\$784	6.1%
LA - Monroe	89.6%	89.9%	30	0.3%	\$749	\$754	0.6%
LA - New Orleans	92.4%	93.0%	60	0.7%	\$974	\$1,011	3.8%
LA - Shreveport	90.5%	90.0%	-50	-0.6%	\$801	\$818	2.1%
Louisiana Average	89.0%	89.8%	80	0.8%	\$917	\$930	1.3%
MA - Boston	91.7%	93.8%	209	2.4%	\$2,189	\$2,273	3.8%

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	OVERALL MARKET						
	OCCUPANCY		CHANGE		EFFECTIVE RENT		%CHG
	Jul-18	Jul-19	bps	%CHG	Jul-18	Jul-19	
MA - Springfield	97.4%	96.8%	-60	-0.6%	\$1,159	\$1,192	2.8%
Massachusetts Average	91.9%	93.7%	180	1.9%	\$2,134	\$2,217	3.9%
MD - Baltimore	92.2%	93.8%	159	1.8%	\$1,318	\$1,363	3.4%
MD - Misc. MD	95.6%	97.1%	150	1.5%	\$1,048	\$1,094	4.4%
Maryland Average	92.3%	93.9%	159	1.7%	\$1,312	\$1,357	3.4%
ME - Augusta/Portland	87.8%	88.3%	50	0.6%	\$1,308	\$1,403	7.3%
ME - Misc. ME	97.0%	89.1%	-789	-8.1%	\$759	\$817	7.7%
Maine Average	88.6%	88.4%	-20	-0.3%	\$1,248	\$1,342	7.5%
MI - Detroit	95.6%	95.0%	-60	-0.6%	\$973	\$1,015	4.2%
MI - Grand Rapids/Kalamazoo/Battle Creek	94.6%	95.3%	70	0.7%	\$862	\$905	5.0%
MI - Misc. MI	92.5%	93.9%	139	1.5%	\$796	\$823	3.4%
Michigan Average	95.3%	95.0%	-30	-0.3%	\$944	\$986	4.4%
MN - Minneapolis - St. Paul	95.2%	95.3%	10	0.1%	\$1,254	\$1,310	4.5%
MN - Misc. MN	93.9%	96.6%	270	2.9%	\$1,002	\$1,018	1.7%
Minnesota Average	95.2%	95.3%	10	0.2%	\$1,247	\$1,302	4.3%
MO - Columbia	94.1%	94.8%	70	0.7%	\$686	\$686	0.0%
MO - Kansas City	91.3%	92.5%	120	1.3%	\$966	\$1,005	4.0%
MO - Misc. MO	91.3%	95.4%	409	4.5%	\$732	\$644	-12.0%
MO - Springfield	93.0%	96.0%	299	3.2%	\$707	\$700	-1.1%
MO - St. Louis	91.4%	91.7%	30	0.2%	\$926	\$968	4.6%
Missouri Average	91.3%	92.4%	110	1.2%	\$925	\$959	3.7%
MS - Gulfport/Biloxi	92.4%	94.1%	169	1.9%	\$744	\$776	4.3%
MS - Jackson/Central MS	92.6%	93.6%	100	1.1%	\$821	\$855	4.2%
MS - Misc. MS	88.0%	90.5%	250	2.9%	\$796	\$805	1.1%
Mississippi Average	91.4%	92.9%	150	1.7%	\$795	\$822	3.4%
NC - Asheville	90.0%	91.7%	170	1.9%	\$1,165	\$1,193	2.4%
NC - Charlotte	90.0%	91.5%	150	1.7%	\$1,099	\$1,163	5.8%
NC - Fayetteville	92.5%	93.9%	139	1.5%	\$810	\$846	4.4%
NC - Greensboro/Winston-Salem	92.3%	93.2%	90	1.0%	\$799	\$851	6.5%
NC - Misc. NC	83.4%	97.4%	1400	16.7%	\$999	\$1,087	8.8%
NC - Raleigh-Durham	91.2%	92.1%	90	1.1%	\$1,081	\$1,137	5.2%
NC - Wilmington	91.0%	94.3%	329	3.7%	\$928	\$1,006	8.5%
North Carolina Average	90.9%	92.3%	140	1.4%	\$1,024	\$1,083	5.8%
ND - Bismarck	94.5%	95.4%	90	1.0%	\$940	\$961	2.3%
ND - Fargo	88.3%	96.3%	799	9.1%	\$780	\$792	1.4%
ND - Misc. ND	92.3%	92.3%	0	0.0%	\$963	\$1,065	10.6%
North Dakota Average	91.1%	94.5%	339	3.7%	\$870	\$913	5.0%
NE - Lincoln	96.6%	94.1%	-250	-2.5%	\$845	\$866	2.5%
NE - Misc. NE	89.3%	94.1%	479	5.3%	\$741	\$724	-2.3%
NE - Omaha	91.0%	93.4%	240	2.6%	\$913	\$939	2.8%
Nebraska Average	91.5%	93.5%	200	2.2%	\$894	\$919	2.8%
NM - Albuquerque	93.4%	95.6%	219	2.3%	\$847	\$905	6.8%

	OVERALL MARKET						
	OCCUPANCY		CHANGE		EFFECTIVE RENT		%CHG
	Jul-18	Jul-19	bps	%CHG	Jul-18	Jul-19	
NM - Misc. NM	91.8%	88.8%	-300	-3.3%	\$935	\$1,063	13.7%
New Mexico Average	93.3%	95.1%	179	1.9%	\$855	\$919	7.5%
NV - Las Vegas	93.2%	94.0%	79	0.8%	\$1,010	\$1,102	9.1%
NV - Misc. NV	94.8%	97.0%	220	2.3%	\$1,026	\$994	-3.1%
NV - Reno	92.7%	92.8%	10	0.1%	\$1,228	\$1,304	6.2%
Nevada Average	93.2%	93.8%	59	0.7%	\$1,044	\$1,133	8.5%
NY - Albany	92.6%	94.4%	179	1.9%	\$1,190	\$1,198	0.7%
NY - Buffalo/Rochester/Syracuse	94.6%	95.3%	70	0.7%	\$969	\$1,002	3.4%
NY - Misc. NY	89.3%	90.4%	110	1.2%	\$1,044	\$1,017	-2.6%
NY - New York City	91.8%	93.9%	209	2.2%	\$2,570	\$2,644	2.9%
New York Average	91.5%	93.2%	170	1.8%	\$2,260	\$2,326	2.9%
OH - Cincinnati/Dayton	93.4%	95.1%	169	1.8%	\$889	\$933	5.0%
OH - Cleveland/Akron	93.2%	92.8%	-40	-0.5%	\$852	\$884	3.8%
OH - Columbus	92.9%	92.4%	-50	-0.4%	\$941	\$976	3.7%
OH - Misc. OH	97.8%	97.7%	-10	-0.2%	\$670	\$680	1.4%
OH - Toledo	94.1%	95.2%	110	1.2%	\$715	\$729	2.0%
Ohio Average	93.2%	93.5%	30	0.4%	\$885	\$921	4.1%
OK - Misc. OK	91.7%	88.7%	-300	-3.3%	\$653	\$653	0.0%
OK - Oklahoma City	88.1%	89.5%	140	1.5%	\$736	\$761	3.5%
OK - Tulsa	91.1%	92.1%	100	1.0%	\$682	\$706	3.5%
Oklahoma Average	89.4%	90.5%	110	1.2%	\$713	\$737	3.4%
OR - Misc. OR	96.4%	88.2%	-819	-8.5%	\$941	\$1,058	12.4%
OR - Portland	94.0%	94.0%	0	0.0%	\$1,349	\$1,391	3.2%
Oregon Average	94.0%	93.7%	-29	-0.3%	\$1,345	\$1,388	3.2%
PA - Harrisburg/Lancaster	96.4%	96.4%	0	0.0%	\$1,052	\$1,100	4.6%
PA - Misc. PA	95.7%	96.0%	30	0.3%	\$989	\$994	0.4%
PA - Philadelphia	94.1%	94.3%	20	0.2%	\$1,312	\$1,363	3.8%
PA - Pittsburgh	90.9%	93.8%	289	3.2%	\$1,108	\$1,146	3.4%
PA - State College/Altoona	98.9%	96.1%	-280	-2.8%	\$1,185	\$1,202	1.4%
Pennsylvania Average	94.0%	94.5%	50	0.5%	\$1,247	\$1,294	3.8%
RI - Providence	95.8%	97.1%	130	1.4%	\$1,439	\$1,492	3.7%
Rhode Island Average	95.8%	97.1%	130	1.4%	\$1,443	\$1,492	3.4%
SC - Charleston	86.9%	88.6%	170	2.0%	\$1,182	\$1,247	5.5%
SC - Columbia	90.8%	92.1%	130	1.4%	\$904	\$944	4.4%
SC - Greenville-Spartanburg	91.3%	92.2%	90	1.0%	\$921	\$972	5.6%
SC - Misc. SC	96.4%	96.7%	30	0.3%	\$727	\$720	-0.9%
SC - Myrtle Beach	87.5%	90.6%	310	3.6%	\$997	\$1,023	2.6%
South Carolina Average	89.3%	90.6%	130	1.5%	\$1,003	\$1,056	5.3%
SD - Misc. SD	98.5%	92.8%	-569	-5.8%	\$846	\$843	-0.4%
SD - Rapid City	97.2%	96.4%	-80	-0.8%	\$900	\$916	1.8%
SD - Sioux Falls	88.1%	90.2%	210	2.4%	\$800	\$847	6.0%
South Dakota Average	91.5%	91.8%	30	0.3%	\$828	\$862	4.1%

	OVERALL MARKET						
	OCCUPANCY		CHANGE		EFFECTIVE RENT		%CHG
	Jul-18	Jul-19	bps	%CHG	Jul-18	Jul-19	
TN - Chattanooga	90.1%	92.8%	270	3.0%	\$917	\$967	5.4%
TN - Knoxville	92.9%	92.4%	-50	-0.5%	\$895	\$935	4.4%
TN - Memphis	91.2%	91.5%	30	0.3%	\$826	\$865	4.7%
TN - Misc. TN	90.7%	93.9%	319	3.5%	\$748	\$771	3.2%
TN - Nashville	90.6%	93.5%	290	3.3%	\$1,187	\$1,235	4.0%
Tennessee Average	91.0%	92.8%	180	2.0%	\$1,012	\$1,056	4.4%
TX - Dallas/Ft. Worth	91.1%	91.4%	30	0.3%	\$1,142	\$1,181	3.4%
TX - Greater Dallas	90.8%	91.6%	80	0.8%	\$1,184	\$1,222	3.2%
TX - Greater Fort Worth	91.6%	90.7%	-90	-1.0%	\$1,053	\$1,092	3.7%
TX - Abilene	90.8%	93.6%	280	3.1%	\$753	\$785	4.3%
TX - Amarillo	88.1%	88.3%	20	0.2%	\$716	\$737	2.9%
TX - Austin	90.9%	92.5%	160	1.7%	\$1,251	\$1,321	5.6%
TX - Beaumont	91.1%	90.7%	-40	-0.5%	\$865	\$863	-0.2%
TX - College Station	79.3%	82.8%	349	4.4%	\$1,224	\$1,199	-2.1%
TX - Corpus Christi	90.0%	90.9%	90	1.1%	\$954	\$964	1.0%
TX - El Paso	91.7%	93.1%	140	1.6%	\$768	\$784	2.2%
TX - Harlingen	89.8%	92.2%	240	2.7%	\$751	\$781	4.0%
TX - Houston	89.8%	90.4%	60	0.6%	\$1,074	\$1,089	1.4%
TX - Laredo	93.8%	95.3%	150	1.7%	\$906	\$916	1.1%
TX - Longview/Tyler	92.9%	91.9%	-100	-1.1%	\$831	\$874	5.1%
TX - Lubbock	89.8%	88.6%	-120	-1.3%	\$743	\$769	3.5%
TX - Lufkin	88.5%	92.6%	410	4.6%	\$771	\$761	-1.3%
TX - Midland-Odessa	94.3%	93.0%	-129	-1.4%	\$1,531	\$1,488	-2.9%
TX - Misc. TX	90.2%	93.4%	320	3.5%	\$661	\$698	5.7%
TX - San Angelo	94.6%	96.3%	170	1.8%	\$806	\$841	4.4%
TX - San Antonio	90.1%	91.0%	90	1.0%	\$969	\$1,022	5.5%
TX - Texarkana	95.3%	91.5%	-379	-3.9%	\$666	\$681	2.1%
TX - Victoria	92.1%	92.1%	0	0.0%	\$864	\$891	3.1%
TX - Waco/Temple/Killeen	88.7%	93.4%	470	5.3%	\$771	\$811	5.1%
TX - Wichita Falls	87.2%	90.6%	340	3.9%	\$655	\$670	2.3%
Texas Average	90.5%	91.1%	60	0.7%	\$1,080	\$1,113	3.1%
UT - Misc. UT	73.3%	92.5%	1920	26.3%	\$832	\$969	16.5%
UT - Salt Lake City	92.2%	93.9%	169	1.8%	\$1,110	\$1,164	4.9%
Utah Average	91.8%	93.6%	180	1.9%	\$1,106	\$1,160	4.9%
VA - Norfolk	93.0%	94.8%	179	1.9%	\$1,080	\$1,117	3.4%
VA - Richmond	93.5%	93.4%	-10	-0.1%	\$1,100	\$1,155	5.0%
VA - Roanoke	93.9%	95.7%	180	2.0%	\$834	\$892	7.0%
Virginia Average	93.2%	94.3%	109	1.3%	\$1,066	\$1,112	4.4%
WA - Misc. WA	92.6%	84.2%	-840	-9.1%	\$1,003	\$1,036	3.3%
WA - SE Washington	95.5%	95.5%	0	0.0%	\$997	\$1,038	4.2%
WA - Seattle	93.0%	93.9%	89	1.0%	\$1,719	\$1,799	4.6%
WA - Spokane	95.1%	95.9%	80	0.9%	\$940	\$1,001	6.5%

	OVERALL MARKET						
	OCCUPANCY		CHANGE		EFFECTIVE RENT		%CHG
	Jul-18	Jul-19	bps	%CHG	Jul-18	Jul-19	
Washington Average	93.2%	94.0%	79	0.8%	\$1,628	\$1,705	4.7%
WI - Green Bay/Appleton/Oshkosh	96.1%	95.8%	-30	-0.3%	\$728	\$760	4.4%
WI - Madison	92.6%	95.4%	279	3.0%	\$1,069	\$1,099	2.9%
WI - Milwaukee	93.2%	93.8%	59	0.6%	\$1,068	\$1,115	4.4%
WI - Misc. WI	94.2%	96.0%	180	1.9%	\$733	\$758	3.4%
Wisconsin Average	93.4%	94.6%	119	1.3%	\$996	\$1,036	3.9%
WV - Charleston	97.8%	93.8%	-400	-4.1%	\$900	\$908	0.8%
WV - Miscellaneous	95.4%	95.6%	20	0.2%	\$776	\$770	-0.8%
West Virginia Average	97.1%	94.2%	-290	-3.0%	\$874	\$878	0.5%
CT - Hartford	94.4%	93.6%	-79	-0.9%	\$1,303	\$1,354	3.9%
DC - Washington	93.5%	93.9%	39	0.4%	\$1,771	\$1,840	3.9%
DE - Miscellaneous	95.5%	94.3%	-120	-1.3%	\$1,099	\$1,132	3.0%
MT - All of Montana	95.5%	96.2%	70	0.8%	\$888	\$940	5.8%
NH - Concord	98.6%	99.8%	120	1.2%	\$1,231	\$1,289	4.7%
VT - All of Vermont	99.7%	97.7%	-200	-2.0%	\$1,519	\$1,570	3.4%
WY - All of Wyoming	92.0%	94.4%	239	2.5%	\$869	\$945	8.6%
National Average	92.1%	92.7%	60	0.6%	\$1,295	\$1,349	4.2%

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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