

	OVERALL MARKET									STABILIZED PROPERTIES					
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT			
	Dec-17	Dec-18	bps	%CHG	Dec-17	Dec-18	%CHG	Dec-17	Dec-18	bps	%CHG	Dec-17	Dec-18	%CHG	
AK - Anchorage	91.9%	89.5%	-240	-2.7%	\$1,016	\$1,008	-0.7%	91.9%	89.5%	-240	-2.7%	\$1,016	\$1,008	-0.7%	
AK - Misc. AK	89.0%	84.1%	-490	-5.6%	\$1,216	\$1,236	1.7%	89.0%	84.1%	-490	-5.6%	\$1,216	\$1,236	1.7%	
Alaska Average	92.5%	88.3%	-420	-4.6%	\$1,139	\$1,065	-6.6%	92.5%	88.3%	-420	-4.6%	\$1,139	\$1,065	-6.6%	
AL - Birmingham	91.1%	92.8%	170	1.9%	\$861	\$890	3.3%	91.7%	93.2%	150	1.7%	\$852	\$880	3.3%	
AL - Huntsville	93.8%	94.5%	70	0.8%	\$712	\$756	6.1%	94.5%	94.4%	-10	-0.1%	\$708	\$752	6.1%	
AL - Misc. AL	93.9%	93.5%	-39	-0.4%	\$631	\$645	2.1%	93.9%	93.5%	-39	-0.4%	\$631	\$645	2.1%	
AL - Mobile	90.2%	89.0%	-120	-1.3%	\$783	\$804	2.7%	91.6%	89.9%	-170	-1.8%	\$778	\$794	2.1%	
AL - Montgomery	89.5%	89.7%	20	0.2%	\$745	\$753	1.0%	89.5%	89.7%	20	0.2%	\$745	\$753	1.0%	
Alabama Average	91.5%	92.0%	50	0.5%	\$785	\$813	3.5%	92.2%	92.5%	30	0.4%	\$780	\$806	3.4%	
AR - Little Rock	90.1%	90.1%	0	0.0%	\$725	\$743	2.5%	90.7%	91.0%	30	0.3%	\$720	\$733	1.7%	
AR - Misc. AR	93.2%	93.8%	59	0.6%	\$556	\$574	3.3%	93.2%	93.8%	59	0.6%	\$556	\$574	3.3%	
AR - Northwest Arkansas	89.3%	90.5%	120	1.4%	\$648	\$683	5.3%	95.2%	95.1%	-10	-0.2%	\$619	\$641	3.4%	
Arkansas Average	90.1%	90.6%	50	0.5%	\$680	\$704	3.6%	92.1%	92.5%	40	0.4%	\$667	\$684	2.4%	
AZ - Flagstaff	94.8%	95.1%	30	0.3%	\$1,284	\$1,328	3.4%	94.8%	95.1%	30	0.3%	\$1,284	\$1,328	3.4%	
AZ - Misc. AZ	93.2%	95.5%	229	2.5%	\$740	\$768	3.7%	93.2%	95.5%	229	2.5%	\$740	\$768	3.7%	
AZ - Phoenix	92.3%	92.8%	50	0.5%	\$994	\$1,079	8.6%	94.0%	94.5%	50	0.6%	\$984	\$1,058	7.5%	
AZ - Tucson	92.9%	94.1%	119	1.2%	\$733	\$779	6.3%	92.9%	94.1%	119	1.2%	\$733	\$779	6.3%	
Arizona Average	92.3%	93.1%	80	0.8%	\$949	\$1,027	8.3%	93.8%	94.5%	70	0.7%	\$940	\$1,008	7.2%	
CA - Central Coast	95.9%	96.2%	30	0.3%	\$1,823	\$1,912	4.9%	96.2%	96.5%	30	0.4%	\$1,821	\$1,903	4.5%	
CA - Los Angeles/OC	93.8%	93.4%	-39	-0.4%	\$2,072	\$2,177	5.1%	95.6%	95.8%	20	0.3%	\$2,052	\$2,136	4.1%	
CA - Misc. CA	96.2%	97.9%	170	1.7%	\$951	\$976	2.6%	96.2%	98.8%	260	2.6%	\$951	\$979	2.9%	
CA - Sacramento	95.8%	95.2%	-60	-0.6%	\$1,331	\$1,401	5.3%	96.1%	96.1%	0	0.0%	\$1,327	\$1,391	4.8%	
CA - San Bernardino/Riverside	95.6%	94.4%	-120	-1.3%	\$1,428	\$1,510	5.7%	95.7%	95.5%	-20	-0.2%	\$1,427	\$1,503	5.3%	
CA - San Diego	94.4%	94.0%	-40	-0.5%	\$1,802	\$1,919	6.5%	95.8%	96.0%	20	0.1%	\$1,791	\$1,882	5.1%	
CA - San Francisco/Oakland	93.2%	93.8%	59	0.7%	\$2,581	\$2,703	4.7%	94.8%	95.4%	60	0.6%	\$2,569	\$2,677	4.2%	
CA - San Joaquin Valley	96.2%	97.1%	90	1.0%	\$1,011	\$1,068	5.6%	96.4%	97.2%	80	0.8%	\$1,010	\$1,062	5.2%	
California Average	94.3%	94.2%	-10	-0.1%	\$1,946	\$2,050	5.3%	95.6%	95.9%	30	0.3%	\$1,931	\$2,017	4.5%	
CO - Denver/Co Springs	91.0%	91.1%	10	0.1%	\$1,358	\$1,428	5.1%	94.1%	94.3%	20	0.3%	\$1,339	\$1,391	3.9%	
CO - Misc. CO	97.5%	93.3%	-419	-4.4%	\$1,012	\$1,024	1.2%	97.5%	96.6%	-90	-0.9%	\$1,012	\$1,000	-1.2%	
Colorado Average	91.0%	91.0%	0	0.0%	\$1,355	\$1,422	5.0%	94.1%	94.3%	20	0.3%	\$1,335	\$1,385	3.8%	
FL - Fort Lauderdale	89.9%	92.4%	250	2.7%	\$1,577	\$1,639	3.9%	94.0%	94.7%	70	0.7%	\$1,554	\$1,605	3.3%	
FL - Fort Myers/Naples	94.0%	90.2%	-379	-4.0%	\$1,257	\$1,294	2.9%	94.7%	93.7%	-99	-1.0%	\$1,256	\$1,289	2.6%	
FL - Gainesville	95.9%	95.3%	-60	-0.6%	\$1,120	\$1,172	4.6%	96.7%	96.8%	10	0.1%	\$1,113	\$1,158	4.1%	
FL - Jacksonville	92.8%	91.3%	-150	-1.7%	\$999	\$1,062	6.3%	94.4%	94.2%	-20	-0.2%	\$993	\$1,039	4.7%	
FL - Melbourne	95.1%	93.8%	-130	-1.4%	\$1,052	\$1,121	6.5%	95.7%	95.2%	-50	-0.6%	\$1,050	\$1,115	6.2%	
FL - Miami	86.9%	91.8%	490	5.6%	\$1,660	\$1,734	4.5%	94.2%	95.5%	130	1.3%	\$1,599	\$1,654	3.5%	
FL - Orlando	92.5%	93.1%	60	0.6%	\$1,204	\$1,284	6.7%	95.1%	95.3%	20	0.2%	\$1,196	\$1,265	5.8%	
FL - Palm Beach	89.2%	91.2%	200	2.2%	\$1,565	\$1,631	4.2%	93.0%	94.1%	109	1.2%	\$1,527	\$1,593	4.3%	
FL - Pensacola	90.1%	94.5%	439	4.9%	\$991	\$1,083	9.2%	93.7%	95.7%	199	2.0%	\$978	\$1,066	9.0%	
FL - Tallahassee	88.1%	91.1%	300	3.4%	\$905	\$963	6.5%	91.9%	92.7%	80	0.8%	\$892	\$947	6.1%	
FL - Tampa	91.7%	91.4%	-30	-0.4%	\$1,138	\$1,205	5.9%	94.4%	94.7%	30	0.3%	\$1,118	\$1,168	4.5%	
Florida Average	91.5%	92.1%	60	0.7%	\$1,250	\$1,318	5.4%	94.5%	94.8%	30	0.4%	\$1,226	\$1,282	4.5%	
GA - Albany	91.2%	89.8%	-140	-1.5%	\$664	\$689	3.7%	91.2%	89.8%	-140	-1.5%	\$664	\$689	3.7%	
GA - Atlanta	91.6%	92.3%	70	0.8%	\$1,142	\$1,210	6.0%	93.4%	93.8%	39	0.4%	\$1,124	\$1,181	5.1%	
GA - Augusta	92.9%	86.9%	-600	-6.5%	\$783	\$836	6.8%	93.1%	90.5%	-260	-2.9%	\$782	\$821	5.0%	
GA - Columbus	94.5%	94.1%	-40	-0.4%	\$802	\$836	4.2%	94.8%	94.0%	-80	-0.8%	\$802	\$831	3.7%	
GA - Macon	93.2%	93.7%	50	0.5%	\$778	\$813	4.6%	94.1%	93.9%	-20	-0.2%	\$772	\$807	4.5%	
GA - Savannah	90.4%	91.4%	100	1.2%	\$987	\$1,055	6.9%	93.6%	93.9%	29	0.3%	\$968	\$1,029	6.4%	
Georgia Average	91.6%	92.1%	50	0.6%	\$1,084	\$1,148	5.9%	93.5%	93.6%	10	0.2%	\$1,067	\$1,121	5.0%	
IA - Des Moines	90.4%	89.8%	-60	-0.6%	\$870	\$897	3.1%	92.3%	93.2%	90	1.0%	\$853	\$870	2.0%	
IA - Misc. IA	93.5%	97.6%	409	4.4%	\$732	\$785	7.3%	96.4%	97.1%	70	0.8%	\$700	\$735	5.0%	
Iowa Average	90.5%	89.9%	-60	-0.7%	\$861	\$890	3.4%	92.5%	93.4%	90	1.0%	\$844	\$862	2.2%	
ID - Boise	92.4%	93.4%	100	1.1%	\$961	\$1,026	6.8%	95.2%	96.3%	110	1.1%	\$945	\$999	5.8%	
ID - Misc. ID	78.8%	97.4%	1859	23.6%	\$747	\$730	-2.2%	97.3%	97.4%	10	0.1%	\$723	\$730	1.0%	
Idaho Average	91.6%	93.6%	200	2.3%	\$945	\$1,006	6.5%	95.3%	96.3%	100	1.1%	\$929	\$979	5.4%	
IL - Chicago	89.7%	90.8%	110	1.2%	\$1,473	\$1,536	4.2%	92.6%	93.4%	80	0.9%	\$1,436	\$1,474	2.7%	
IL - Misc. IL	82.5%	82.2%	-30	-0.3%	\$666	\$649	-2.5%	82.5%	82.2%	-30	-0.3%	\$666	\$649	-2.5%	
IL - Moline	95.1%	95.1%	0	0.0%	\$729	\$752	3.1%	95.1%	95.1%	0	0.0%	\$729	\$752	3.1%	
IL - Springfield	92.6%	91.7%	-90	-1.0%	\$715	\$741	3.7%	92.6%	91.7%	-90	-1.0%	\$715	\$741	3.7%	
Illinois Average	90.0%	90.8%	80	1.0%	\$1,380	\$1,438	4.2%	92.6%	93.3%	70	0.8%	\$1,345	\$1,379	2.5%	
IN - Evansville	92.9%	92.9%	0	0.1%	\$699	\$729	4.2%	93.6%	94.1%	49	0.6%	\$698	\$716	2.5%	
IN - Fort Wayne	91.8%	92.6%	80	0.9%	\$718	\$737	2.7%	92.2%	92.7%	50	0.6%	\$715	\$733	2.6%	
IN - Indianapolis	91.7%	91.9%	20	0.1%	\$838	\$874	4.3%	92.9%	93.2%	30	0.3%	\$830	\$859	3.5%	
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	92.4%	92.4%	0	0.1%	\$792	\$839	5.9%	92.4%	95.4%	299	3.3%	\$792	\$823	3.9%	
Indiana Average	91.9%	92.0%	10	0.2%	\$813	\$848	4.3%	92.8%	93.4%	60	0.6%	\$806	\$833	3.4%	

	OVERALL MARKET									STABILIZED PROPERTIES					
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT			
	Dec-17	Dec-18	bps	%CHG	Dec-17	Dec-18	%CHG	Dec-17	Dec-18	bps	%CHG	Dec-17	Dec-18	%CHG	
KS - Misc. KS	96.8%	90.5%	-629	-6.5%	\$511	\$587	14.9%	96.8%	90.5%	-629	-6.5%	\$511	\$587	14.9%	
KS - Topeka/Manhattan/Lawrence	87.1%	91.4%	430	4.9%	\$730	\$749	2.5%	91.5%	91.9%	40	0.4%	\$727	\$744	2.4%	
KS - Wichita	91.0%	91.0%	0	0.0%	\$642	\$654	1.9%	91.3%	91.8%	50	0.6%	\$640	\$646	1.0%	
<b>Kansas Average</b>	89.6%	91.1%	150	1.8%	\$676	\$693	2.5%	91.4%	91.8%	40	0.4%	\$672	\$685	2.0%	
KY - Lexington	91.2%	92.5%	130	1.5%	\$788	\$799	1.4%	92.0%	92.5%	50	0.6%	\$777	\$788	1.3%	
KY - Louisville	91.9%	92.0%	10	0.1%	\$848	\$886	4.4%	94.0%	93.2%	-79	-0.9%	\$838	\$864	3.1%	
KY - Misc. KY	92.0%	91.9%	-10	-0.1%	\$637	\$638	0.1%	92.0%	91.9%	-10	-0.1%	\$637	\$638	0.1%	
<b>Kentucky Average</b>	91.1%	92.1%	100	1.1%	\$823	\$852	3.6%	93.0%	92.9%	-10	-0.1%	\$813	\$834	2.6%	
LA - Baton Rouge	87.1%	86.1%	-100	-1.2%	\$895	\$907	1.4%	89.2%	88.6%	-60	-0.6%	\$878	\$882	0.4%	
LA - Lake Charles	86.3%	89.2%	290	3.3%	\$995	\$997	0.2%	90.1%	90.6%	50	0.5%	\$982	\$970	-1.2%	
LA - Misc. LA	85.5%	89.2%	370	4.3%	\$739	\$749	1.3%	85.5%	89.2%	370	4.3%	\$739	\$749	1.3%	
LA - Monroe	90.6%	89.5%	-110	-1.2%	\$745	\$751	0.8%	90.6%	89.5%	-110	-1.2%	\$745	\$751	0.8%	
LA - New Orleans	92.6%	92.2%	-40	-0.4%	\$957	\$982	2.6%	93.0%	92.9%	-10	-0.1%	\$951	\$974	2.5%	
LA - Shreveport	89.3%	89.1%	-20	-0.3%	\$780	\$797	2.3%	89.3%	89.1%	-20	-0.3%	\$780	\$797	2.3%	
<b>Louisiana Average</b>	89.1%	89.0%	-10	-0.1%	\$895	\$913	2.0%	90.3%	90.3%	0	0.0%	\$885	\$899	1.6%	
MA - Boston	90.6%	93.4%	280	3.0%	\$2,063	\$2,185	5.9%	95.1%	96.2%	110	1.1%	\$2,044	\$2,136	4.5%	
MA - Springfield	96.8%	97.7%	90	1.0%	\$1,120	\$1,166	4.2%	96.8%	97.7%	90	1.0%	\$1,120	\$1,166	4.2%	
<b>Massachusetts Average</b>	90.9%	93.6%	270	3.0%	\$2,010	\$2,131	6.0%	95.2%	96.3%	110	1.1%	\$1,990	\$2,079	4.5%	
MD - Baltimore	91.9%	93.0%	110	1.2%	\$1,292	\$1,320	2.2%	93.7%	94.2%	49	0.5%	\$1,275	\$1,301	2.0%	
MD - Misc. MD	91.1%	96.9%	579	6.3%	\$1,004	\$1,063	5.9%	96.4%	97.5%	110	1.2%	\$995	\$1,032	3.7%	
<b>Maryland Average</b>	91.9%	93.1%	120	1.3%	\$1,286	\$1,314	2.2%	93.7%	94.3%	59	0.6%	\$1,270	\$1,295	2.0%	
ME - Augusta/Portland	96.4%	95.9%	-50	-0.5%	\$1,240	\$1,306	5.3%	96.4%	95.7%	-70	-0.7%	\$1,240	\$1,309	5.5%	
ME - Misc. ME	93.5%	96.0%	249	2.7%	\$753	\$763	1.3%	93.5%	96.0%	249	2.7%	\$753	\$763	1.3%	
<b>Maine Average</b>	94.3%	95.9%	160	1.7%	\$1,183	\$1,253	5.9%	96.1%	95.8%	-30	-0.4%	\$1,183	\$1,253	5.9%	
MI - Detroit	95.7%	95.3%	-40	-0.4%	\$945	\$979	3.6%	95.9%	95.7%	-20	-0.2%	\$943	\$974	3.2%	
MI - Grand Rapids/Kalamazoo/Battle Creek	93.4%	94.0%	59	0.7%	\$835	\$876	4.8%	95.5%	96.1%	60	0.7%	\$829	\$866	4.5%	
MI - Misc. MI	94.5%	94.5%	0	0.0%	\$783	\$805	2.8%	94.5%	94.5%	0	0.0%	\$783	\$805	2.8%	
<b>Michigan Average</b>	95.1%	95.0%	-10	-0.1%	\$918	\$952	3.8%	95.8%	95.7%	-10	0.0%	\$915	\$946	3.4%	
MN - Minneapolis - St. Paul	95.5%	95.3%	-20	-0.2%	\$1,200	\$1,257	4.8%	96.5%	96.6%	10	0.1%	\$1,191	\$1,236	3.8%	
MN - Misc. MN	96.5%	94.6%	-190	-2.0%	\$979	\$1,011	3.3%	96.5%	97.3%	80	0.9%	\$979	\$996	1.8%	
<b>Minnesota Average</b>	95.5%	95.3%	-20	-0.2%	\$1,194	\$1,250	4.7%	96.5%	96.6%	10	0.1%	\$1,185	\$1,229	3.7%	
MO - Columbia	91.3%	94.2%	289	3.1%	\$657	\$671	2.3%	91.3%	94.2%	289	3.1%	\$657	\$671	2.3%	
MO - Kansas City	91.2%	91.5%	30	0.3%	\$940	\$978	4.1%	93.3%	94.2%	89	0.9%	\$923	\$946	2.5%	
MO - Misc. MO	90.4%	93.3%	290	3.2%	\$719	\$669	-6.9%	90.4%	93.3%	290	3.2%	\$719	\$669	-6.9%	
MO - Springfield	94.7%	96.0%	130	1.3%	\$686	\$700	2.1%	94.7%	95.9%	120	1.2%	\$686	\$699	1.9%	
MO - St. Louis	91.6%	90.3%	-130	-1.4%	\$906	\$938	3.5%	92.3%	92.2%	-10	-0.1%	\$895	\$911	1.8%	
<b>Missouri Average</b>	91.3%	91.2%	-10	-0.2%	\$901	\$933	3.6%	92.9%	93.4%	50	0.6%	\$887	\$905	2.0%	
MS - Gulfport/Biloxi	90.9%	93.8%	289	3.2%	\$721	\$754	4.5%	90.9%	93.8%	289	3.2%	\$721	\$754	4.5%	
MS - Jackson/Central MS	91.6%	92.9%	130	1.5%	\$810	\$827	2.1%	91.6%	92.9%	130	1.5%	\$810	\$827	2.1%	
MS - Misc. MS	89.6%	90.9%	130	1.5%	\$794	\$797	0.4%	92.1%	92.1%	0	0.0%	\$784	\$790	0.8%	
<b>Mississippi Average</b>	90.9%	92.6%	170	1.9%	\$783	\$800	2.3%	91.5%	93.0%	150	1.5%	\$780	\$799	2.4%	
NC - Asheville	89.6%	88.9%	-70	-0.8%	\$1,111	\$1,165	4.8%	95.0%	94.0%	-100	-1.0%	\$1,106	\$1,140	3.1%	
NC - Charlotte	91.4%	90.7%	-70	-0.8%	\$1,053	\$1,113	5.6%	94.1%	94.6%	50	0.5%	\$1,040	\$1,079	3.8%	
NC - Fayetteville	91.0%	93.8%	279	3.1%	\$779	\$818	4.9%	91.0%	93.9%	289	3.2%	\$779	\$815	4.6%	
NC - Greensboro/Winston-Salem	91.2%	92.7%	150	1.7%	\$774	\$815	5.4%	92.7%	93.8%	109	1.2%	\$768	\$805	4.9%	
NC - Misc. NC	94.7%	92.0%	-269	-2.8%	\$955	\$1,018	6.6%	94.7%	98.0%	330	3.6%	\$955	\$1,019	6.7%	
NC - Raleigh-Durham	90.9%	91.8%	90	0.9%	\$1,045	\$1,087	4.0%	93.5%	94.1%	59	0.7%	\$1,035	\$1,069	3.3%	
NC - Wilmington	92.6%	94.1%	149	1.6%	\$894	\$952	6.5%	93.9%	94.5%	60	0.6%	\$884	\$931	5.3%	
<b>North Carolina Average</b>	91.1%	91.7%	60	0.6%	\$985	\$1,036	5.2%	93.5%	94.3%	79	0.8%	\$974	\$1,011	3.8%	
ND - Bismarck	92.3%	95.2%	289	3.2%	\$839	\$953	13.6%	92.3%	95.2%	289	3.2%	\$839	\$953	13.6%	
ND - Fargo	89.6%	92.6%	300	3.4%	\$768	\$778	1.2%	90.2%	92.7%	250	2.8%	\$763	\$771	1.1%	
ND - Misc. ND	87.1%	94.1%	699	8.0%	\$910	\$987	8.4%	87.1%	94.1%	699	8.0%	\$910	\$987	8.4%	
<b>North Dakota Average</b>	88.8%	93.6%	480	5.5%	\$831	\$878	5.7%	89.0%	93.7%	470	5.3%	\$829	\$876	5.7%	
NE - Lincoln	96.9%	95.8%	-110	-1.1%	\$828	\$834	0.7%	96.9%	95.8%	-110	-1.1%	\$828	\$834	0.7%	
NE - Misc. NE	96.6%	90.0%	-659	-6.8%	\$696	\$687	-1.3%	96.6%	90.0%	-659	-6.8%	\$696	\$687	-1.3%	
NE - Omaha	93.1%	91.4%	-170	-1.8%	\$893	\$916	2.6%	95.1%	95.0%	-10	0.0%	\$885	\$904	2.1%	
<b>Nebraska Average</b>	93.2%	92.3%	-90	-0.9%	\$874	\$893	2.1%	95.5%	95.2%	-30	-0.3%	\$868	\$882	1.7%	
NM - Albuquerque	94.1%	93.7%	-39	-0.4%	\$825	\$855	3.6%	94.1%	93.8%	-30	-0.3%	\$825	\$851	3.2%	
NM - Misc. NM	94.5%	87.5%	-699	-7.4%	\$911	\$1,000	9.8%	94.5%	94.1%	-40	-0.4%	\$911	\$959	5.3%	
<b>New Mexico Average</b>	94.1%	93.2%	-89	-0.9%	\$832	\$869	4.4%	94.1%	93.8%	-30	-0.3%	\$832	\$861	3.4%	
NV - Las Vegas	92.5%	93.8%	129	1.4%	\$964	\$1,041	8.0%	93.5%	94.5%	99	1.1%	\$959	\$1,032	7.6%	
NV - Misc. NV	91.0%	93.7%	270	2.9%	\$1,037	\$960	-7.5%	91.0%	93.7%	270	2.9%	\$1,037	\$960	-7.5%	
NV - Reno	94.3%	93.4%	-89	-1.0%	\$1,142	\$1,264	10.7%	94.3%	96.1%	180	1.9%	\$1,142	\$1,240	8.6%	
<b>Nevada Average</b>	92.7%	93.7%	100	1.1%	\$991	\$1,075	8.5%	93.6%	94.7%	109	1.2%	\$988	\$1,063	7.6%	

(Continued on next page)





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	OVERALL MARKET							STABILIZED PROPERTIES						
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT		
	Dec-17	Dec-18	bps	%CHG	Dec-17	Dec-18	%CHG	Dec-17	Dec-18	bps	%CHG	Dec-17	Dec-18	%CHG
NY - Albany	90.7%	93.1%	240	2.6%	\$1,157	\$1,186	2.5%	93.9%	94.7%	80	0.8%	\$1,135	\$1,163	2.5%
NY - Buffalo/Rochester/Syracuse	94.9%	95.0%	10	0.1%	\$938	\$974	3.8%	94.9%	95.3%	40	0.4%	\$938	\$967	3.1%
NY - Misc. NY	93.9%	90.1%	-379	-4.1%	\$987	\$972	-1.5%	93.9%	90.1%	-379	-4.1%	\$987	\$972	-1.5%
NY - New York City	90.6%	92.5%	190	2.2%	\$2,470	\$2,588	4.8%	95.1%	95.8%	70	0.7%	\$2,438	\$2,541	4.3%
New York Average	90.4%	91.9%	150	1.7%	\$2,167	\$2,278	5.1%	94.8%	95.6%	80	0.8%	\$2,133	\$2,226	4.4%
OH - Cincinnati/Dayton	92.2%	93.7%	150	1.7%	\$862	\$896	4.0%	93.4%	94.8%	139	1.6%	\$852	\$877	2.8%
OH - Cleveland/Akron	94.1%	92.8%	-129	-1.4%	\$822	\$860	4.7%	94.3%	93.9%	-40	-0.4%	\$821	\$845	3.0%
OH - Columbus	93.5%	92.3%	-120	-1.2%	\$900	\$950	5.5%	94.8%	94.6%	-20	-0.2%	\$894	\$931	4.2%
OH - Misc. OH	97.8%	98.9%	110	1.1%	\$662	\$676	2.1%	97.8%	98.9%	110	1.1%	\$662	\$676	2.1%
OH - Toledo	95.3%	95.0%	-30	-0.3%	\$696	\$716	2.8%	95.3%	95.0%	-30	-0.3%	\$696	\$714	2.7%
Ohio Average	93.3%	93.0%	-30	-0.4%	\$852	\$893	4.8%	94.2%	94.5%	30	0.3%	\$847	\$875	3.4%
OK - Misc. OK	91.8%	91.3%	-50	-0.6%	\$670	\$645	-3.7%	91.8%	91.3%	-50	-0.6%	\$670	\$645	-3.7%
OK - Oklahoma City	88.4%	89.8%	140	1.6%	\$723	\$736	1.8%	89.4%	90.0%	60	0.7%	\$715	\$728	1.8%
OK - Tulsa	88.5%	91.1%	260	2.9%	\$680	\$688	1.1%	90.3%	91.6%	130	1.4%	\$671	\$679	1.1%
Oklahoma Average	88.5%	90.4%	190	2.1%	\$705	\$715	1.4%	89.8%	90.7%	90	1.0%	\$697	\$707	1.4%
OR - Misc. OR	98.4%	98.5%	10	0.1%	\$959	\$1,039	8.4%	98.4%	98.5%	10	0.1%	\$959	\$1,039	8.4%
OR - Portland	92.7%	94.0%	129	1.4%	\$1,301	\$1,347	3.6%	94.5%	95.1%	60	0.7%	\$1,293	\$1,334	3.2%
Oregon Average	92.8%	94.1%	129	1.4%	\$1,299	\$1,345	3.6%	94.5%	95.1%	60	0.7%	\$1,291	\$1,331	3.2%
PA - Harrisburg/Lancaster	95.8%	95.4%	-40	-0.4%	\$1,019	\$1,072	5.2%	96.0%	96.2%	20	0.2%	\$1,018	\$1,069	5.0%
PA - Misc. PA	95.5%	95.2%	-30	-0.4%	\$971	\$984	1.3%	95.5%	95.2%	-30	-0.4%	\$971	\$984	1.3%
PA - Philadelphia	93.1%	94.4%	129	1.4%	\$1,277	\$1,320	3.3%	94.7%	95.4%	70	0.8%	\$1,261	\$1,294	2.6%
PA - Pittsburgh	90.6%	93.0%	240	2.6%	\$1,059	\$1,108	4.6%	93.3%	95.0%	169	1.9%	\$1,040	\$1,078	3.6%
PA - State College/Altoona	98.9%	97.8%	-110	-1.1%	\$1,166	\$1,179	1.1%	98.9%	97.8%	-110	-1.1%	\$1,166	\$1,179	1.1%
Pennsylvania Average	93.1%	94.3%	119	1.3%	\$1,211	\$1,254	3.6%	94.7%	95.5%	80	0.8%	\$1,196	\$1,231	2.9%
SC - Charleston	85.5%	87.5%	200	2.3%	\$1,142	\$1,173	2.7%	92.7%	92.6%	-10	-0.2%	\$1,105	\$1,120	1.4%
SC - Columbia	91.7%	90.4%	-130	-1.4%	\$883	\$923	4.6%	92.5%	92.9%	40	0.4%	\$881	\$914	3.7%
SC - Greenville-Spartanburg	90.9%	92.4%	150	1.7%	\$886	\$940	6.2%	93.3%	93.5%	20	0.2%	\$869	\$918	5.7%
SC - Misc. SC	92.1%	95.6%	349	3.8%	\$748	\$674	-9.9%	92.1%	95.6%	349	3.8%	\$748	\$674	-9.9%
SC - Myrtle Beach	91.7%	94.1%	239	2.6%	\$950	\$1,032	8.6%	93.4%	94.7%	129	1.4%	\$938	\$1,012	7.9%
South Carolina Average	89.3%	90.3%	100	1.0%	\$968	\$1,014	4.7%	92.8%	93.1%	30	0.3%	\$946	\$980	3.6%
SD - Misc. SD	89.0%	95.8%	679	7.7%	\$905	\$903	-0.3%	89.0%	95.8%	679	7.7%	\$905	\$903	-0.3%
SD - Rapid City	94.5%	97.0%	250	2.6%	\$887	\$913	2.9%	96.0%	97.2%	120	1.3%	\$886	\$912	2.9%
SD - Sioux Falls	83.6%	88.9%	530	6.3%	\$790	\$817	3.4%	88.1%	91.7%	360	4.0%	\$777	\$792	1.9%
South Dakota Average	86.9%	91.3%	440	5.0%	\$826	\$849	2.7%	90.2%	93.4%	320	3.5%	\$819	\$835	2.0%
TN - Chattanooga	91.9%	90.8%	-110	-1.3%	\$871	\$936	7.5%	94.4%	95.0%	60	0.6%	\$862	\$912	5.7%
TN - Knoxville	94.6%	91.9%	-269	-2.9%	\$860	\$912	6.0%	95.5%	95.9%	40	0.3%	\$856	\$886	3.5%
TN - Memphis	92.3%	91.0%	-130	-1.3%	\$798	\$840	5.3%	92.3%	91.3%	-100	-1.0%	\$798	\$838	5.1%
TN - Misc. TN	94.1%	94.4%	30	0.3%	\$726	\$744	2.6%	94.9%	94.6%	-30	-0.3%	\$721	\$738	2.4%
TN - Nashville	89.2%	91.2%	200	2.3%	\$1,150	\$1,185	3.1%	93.8%	94.3%	50	0.6%	\$1,095	\$1,125	2.8%
Tennessee Average	91.0%	91.3%	30	0.3%	\$975	\$1,018	4.4%	93.6%	93.6%	0	0.1%	\$943	\$978	3.7%
TX - Dallas/Ft. Worth	90.9%	90.4%	-50	-0.5%	\$1,098	\$1,144	4.2%	93.6%	93.3%	-30	-0.3%	\$1,078	\$1,112	3.1%
TX - Greater Dallas	90.4%	90.4%	0	0.0%	\$1,138	\$1,182	3.8%	93.5%	93.2%	-30	-0.3%	\$1,116	\$1,147	2.8%
TX - Greater Fort Worth	92.2%	90.6%	-160	-1.7%	\$1,008	\$1,061	5.2%	93.9%	93.4%	-49	-0.4%	\$997	\$1,038	4.1%
TX - Abilene	90.2%	92.0%	180	2.0%	\$724	\$742	2.5%	90.2%	92.0%	180	2.0%	\$724	\$742	2.5%
TX - Amarillo	86.9%	88.4%	150	1.7%	\$716	\$718	0.3%	87.5%	88.3%	80	0.9%	\$712	\$716	0.6%
TX - Austin	90.5%	91.6%	110	1.2%	\$1,192	\$1,251	5.0%	93.2%	94.2%	99	1.1%	\$1,184	\$1,243	5.0%
TX - Beaumont	88.8%	89.0%	20	0.2%	\$829	\$847	2.2%	88.8%	89.0%	20	0.2%	\$829	\$847	2.2%
TX - College Station	84.6%	84.9%	30	0.3%	\$1,232	\$1,187	-3.6%	90.6%	88.8%	-180	-1.9%	\$1,167	\$1,129	-3.3%
TX - Corpus Christi	89.0%	90.5%	150	1.7%	\$939	\$941	0.2%	90.6%	90.8%	20	0.2%	\$922	\$924	0.3%
TX - El Paso	90.8%	91.1%	30	0.3%	\$756	\$768	1.6%	91.8%	92.2%	40	0.4%	\$755	\$766	1.4%
TX - Harlingen	87.3%	90.0%	270	3.1%	\$755	\$763	1.0%	89.3%	91.9%	260	2.9%	\$740	\$750	1.3%
TX - Houston	89.6%	89.7%	10	0.0%	\$1,055	\$1,068	1.2%	91.2%	90.6%	-60	-0.7%	\$1,035	\$1,041	0.6%
TX - Laredo	93.5%	93.9%	39	0.5%	\$864	\$887	2.6%	93.5%	93.9%	39	0.5%	\$864	\$887	2.6%
TX - Longview/Tyler	92.4%	91.3%	-110	-1.2%	\$798	\$847	6.1%	92.4%	92.9%	50	0.5%	\$798	\$834	4.5%
TX - Lubbock	89.8%	87.6%	-220	-2.4%	\$731	\$748	2.3%	90.9%	89.2%	-170	-1.9%	\$730	\$739	1.3%
TX - Lufkin	90.7%	92.1%	140	1.5%	\$711	\$748	5.2%	90.7%	92.1%	140	1.5%	\$711	\$748	5.2%
TX - Midland-Odessa	93.6%	93.7%	10	0.1%	\$1,266	\$1,484	17.2%	95.3%	94.4%	-90	-1.0%	\$1,267	\$1,483	17.1%
TX - Misc. TX	93.1%	91.4%	-170	-1.8%	\$651	\$675	3.8%	93.1%	93.2%	10	0.1%	\$651	\$670	3.0%
TX - San Angelo	94.8%	95.5%	70	0.8%	\$776	\$823	6.0%	94.8%	95.5%	70	0.8%	\$776	\$823	6.0%
TX - San Antonio	89.2%	89.7%	50	0.5%	\$946	\$981	3.7%	91.4%	91.9%	50	0.6%	\$933	\$960	2.8%
TX - Texarkana	89.7%	91.9%	220	2.4%	\$650	\$672	3.4%	89.7%	91.9%	220	2.4%	\$650	\$672	3.4%
TX - Victoria	94.5%	91.8%	-269	-2.8%	\$836	\$872	4.3%	94.5%	91.8%	-269	-2.8%	\$836	\$872	4.3%
TX - Waco/Temple/Killeen	86.8%	90.4%	360	4.2%	\$759	\$776	2.3%	91.9%	91.3%	-60	-0.6%	\$742	\$759	2.3%
TX - Wichita Falls	86.9%	88.0%	110	1.2%	\$644	\$655	1.8%	86.9%	88.0%	110	1.2%	\$644	\$655	1.8%
Texas Average	90.2%	90.2%	0	0.1%	\$1,045	\$1,079	3.3%	92.3%	92.2%	-10	-0.2%	\$1,028	\$1,054	2.5%

	OVERALL MARKET							STABILIZED PROPERTIES						
	OCCUPANCY		CHANGE		EFFECTIVE RENT			OCCUPANCY		CHANGE		EFFECTIVE RENT		
	Dec-17	Dec-18	bps	%CHG	Dec-17	Dec-18	%CHG	Dec-17	Dec-18	bps	%CHG	Dec-17	Dec-18	%CHG
VA - Norfolk	92.5%	93.9%	139	1.6%	\$1,054	\$1,083	2.8%	93.0%	94.4%	139	1.6%	\$1,053	\$1,077	2.4%
VA - Richmond	94.6%	93.2%	-139	-1.5%	\$1,063	\$1,114	4.9%	95.0%	95.1%	10	0.1%	\$1,061	\$1,104	4.1%
VA - Roanoke	94.3%	95.0%	70	0.8%	\$813	\$857	5.4%	94.8%	96.0%	120	1.3%	\$809	\$848	4.8%
Virginia Average	93.4%	93.7%	30	0.3%	\$1,036	\$1,076	3.9%	94.0%	94.8%	80	0.9%	\$1,034	\$1,068	3.3%
WA - Misc. WA	95.8%	85.3%	-1049	-11.0%	\$968	\$932	-3.7%	95.8%	85.3%	-1049	-11.0%	\$968	\$932	-3.7%
WA - SE Washington	96.3%	91.9%	-439	-4.5%	\$950	\$989	4.1%	96.3%	96.0%	-30	-0.3%	\$950	\$983	3.4%
WA - Seattle	92.3%	92.6%	30	0.3%	\$1,634	\$1,723	5.5%	94.2%	94.8%	60	0.7%	\$1,607	\$1,685	4.9%
WA - Spokane	95.9%	95.8%	-10	-0.1%	\$917	\$949	3.5%	95.9%	95.8%	-10	-0.1%	\$917	\$948	3.4%
Washington Average	92.7%	92.6%	-10	-0.1%	\$1,549	\$1,631	5.3%	94.4%	94.9%	50	0.6%	\$1,522	\$1,594	4.7%
WI - Green Bay/Appleton/Oshkosh	98.0%	96.6%	-140	-1.5%	\$712	\$744	4.6%	98.0%	98.5%	50	0.5%	\$712	\$732	2.8%
WI - Madison	93.8%	94.1%	30	0.3%	\$1,041	\$1,075	3.2%	97.2%	96.8%	-40	-0.4%	\$1,030	\$1,054	2.3%
WI - Milwaukee	92.7%	91.5%	-120	-1.3%	\$1,053	\$1,078	2.4%	94.7%	95.9%	120	1.3%	\$1,037	\$1,044	0.6%
WI - Misc. WI	96.5%	96.4%	-10	-0.1%	\$716	\$754	5.2%	96.5%	96.9%	40	0.5%	\$716	\$736	2.8%
Wisconsin Average	93.8%	93.2%	-59	-0.6%	\$978	\$1,008	3.0%	96.1%	96.6%	50	0.6%	\$965	\$980	1.5%
WV - Charleston	95.1%	94.1%	-100	-1.0%	\$792	\$893	12.8%	95.1%	94.1%	-100	-1.0%	\$792	\$893	12.8%
WV - Miscellaneous	97.1%	97.3%	20	0.2%	\$759	\$773	1.9%	97.1%	97.3%	20	0.2%	\$759	\$773	1.9%
West Virginia Average	95.7%	94.8%	-90	-0.9%	\$784	\$867	10.6%	95.7%	94.8%	-90	-0.9%	\$784	\$867	10.6%
CT - Hartford	94.1%	93.1%	-99	-1.1%	\$1,268	\$1,322	4.3%	94.7%	94.5%	-20	-0.2%	\$1,264	\$1,308	3.5%
DC - Washington	92.5%	93.6%	110	1.1%	\$1,725	\$1,787	3.6%	94.4%	95.0%	60	0.6%	\$1,710	\$1,764	3.2%
DE - Miscellaneous	94.6%	95.5%	90	1.0%	\$1,073	\$1,095	2.1%	96.1%	95.5%	-60	-0.6%	\$1,030	\$1,070	3.9%
HI - Honolulu	88.4%	94.1%	569	6.5%	\$1,735	\$1,798	3.6%	94.3%	95.0%	70	0.8%	\$1,732	\$1,777	2.6%
MT - All of Montana	93.1%	96.0%	289	3.1%	\$891	\$880	-1.2%	93.1%	96.0%	289	3.1%	\$891	\$880	-1.2%
NH - Concord	98.0%	98.8%	80	0.8%	\$1,183	\$1,233	4.3%	98.0%	98.8%	80	0.8%	\$1,183	\$1,233	4.3%
RI - Providence	96.3%	96.7%	40	0.5%	\$1,394	\$1,438	3.2%	96.8%	97.4%	60	0.7%	\$1,380	\$1,408	2.1%
UT - Salt Lake City	92.8%	91.8%	-100	-1.1%	\$1,074	\$1,135	5.6%	95.1%	95.1%	0	0.1%	\$1,062	\$1,103	3.9%
VT - All of Vermont	74.8%	98.7%	2390	32.0%	\$1,456	\$1,567	7.7%	86.9%	99.0%	1210	14.0%	\$1,462	\$1,475	0.9%
WY - All of Wyoming	87.1%	91.6%	450	5.2%	\$860	\$882	2.6%	87.1%	91.4%	430	5.0%	\$860	\$874	1.7%
National Average	91.8%	92.2%	40	0.5%	\$1,246	\$1,306	4.8%	93.8%	94.1%	30	0.4%	\$1,230	\$1,278	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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