

| | OVERALL MARKET | | | | | | |
|-------------------------------|----------------|--------|--------|-------|----------------|---------|-------|
| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | |
| | Dec-20 | Dec-21 | bps | %CHG | Dec-20 | Dec-21 | %CHG |
| AK - Anchorage | 94.3% | 97.9% | 360 | 3.8% | \$1,060 | \$1,149 | 8.4% |
| AK - Misc. AK | 88.4% | 89.7% | 130 | 1.4% | \$1,249 | \$1,327 | 6.2% |
| Alaska Average | 93.4% | 95.9% | 249 | 2.7% | \$1,118 | \$1,192 | 6.7% |
| AL - Birmingham | 91.2% | 93.8% | 259 | 2.8% | \$966 | \$1,076 | 11.4% |
| AL - Huntsville | 95.3% | 94.7% | -60 | -0.6% | \$899 | \$1,011 | 12.4% |
| AL - Misc. AL | 93.3% | 94.7% | 139 | 1.5% | \$658 | \$720 | 9.3% |
| AL - Mobile | 92.3% | 95.2% | 289 | 3.2% | \$901 | \$1,059 | 17.5% |
| AL - Montgomery | 94.0% | 94.0% | 0 | 0.0% | \$809 | \$896 | 10.7% |
| Alabama Average | 92.6% | 94.4% | 179 | 1.9% | \$904 | \$1,020 | 12.7% |
| AR - Little Rock | 92.0% | 90.7% | -130 | -1.4% | \$786 | \$869 | 10.6% |
| AR - Misc. AR | 94.2% | 96.7% | 250 | 2.7% | \$602 | \$659 | 9.4% |
| AR - Northwest Arkansas | 87.0% | 93.1% | 610 | 7.0% | \$740 | \$814 | 10.0% |
| Arkansas Average | 90.5% | 92.2% | 170 | 1.8% | \$752 | \$830 | 10.4% |
| AZ - Flagstaff | 96.1% | 97.5% | 140 | 1.4% | \$1,386 | \$1,620 | 16.9% |
| AZ - Misc. AZ | 97.9% | 97.3% | -60 | -0.6% | \$859 | \$1,003 | 16.8% |
| AZ - Phoenix | 93.2% | 93.9% | 69 | 0.8% | \$1,232 | \$1,571 | 27.4% |
| AZ - Tucson | 94.4% | 94.6% | 20 | 0.2% | \$900 | \$1,109 | 23.2% |
| Arizona Average | 93.3% | 93.8% | 49 | 0.6% | \$1,173 | \$1,487 | 26.7% |
| CA - Central Coast | 94.8% | 97.1% | 230 | 2.4% | \$2,016 | \$2,330 | 15.6% |
| CA - Los Angeles/OC | 91.4% | 94.9% | 349 | 3.9% | \$2,203 | \$2,459 | 11.6% |
| CA - Misc. CA | 96.6% | 98.6% | 200 | 2.1% | \$1,084 | \$1,148 | 5.9% |
| CA - Sacramento | 95.8% | 96.5% | 70 | 0.8% | \$1,564 | \$1,820 | 16.4% |
| CA - San Bernardino/Riverside | 96.8% | 97.3% | 50 | 0.5% | \$1,686 | \$2,005 | 18.9% |
| CA - San Diego | 94.9% | 97.1% | 220 | 2.3% | \$2,011 | \$2,363 | 17.5% |
| CA - San Francisco/Oakland | 88.5% | 92.3% | 380 | 4.3% | \$2,535 | \$2,713 | 7.0% |
| CA - San Joaquin Valley | 97.3% | 97.8% | 50 | 0.5% | \$1,224 | \$1,414 | 15.6% |
| California Average | 92.5% | 95.1% | 259 | 2.8% | \$2,081 | \$2,336 | 12.2% |
| CO - Denver/Co Springs | 91.8% | 93.5% | 170 | 1.8% | \$1,463 | \$1,701 | 16.3% |
| CO - Misc. CO | 96.6% | 97.3% | 70 | 0.7% | \$1,220 | \$1,408 | 15.4% |
| Colorado Average | 91.8% | 93.4% | 160 | 1.8% | \$1,459 | \$1,696 | 16.2% |
| FL - Fort Lauderdale | 89.5% | 94.7% | 519 | 5.8% | \$1,706 | \$2,101 | 23.2% |
| FL - Fort Myers/Naples | 85.0% | 94.3% | 929 | 11.0% | \$1,332 | \$1,798 | 34.9% |
| FL - Gainesville | 91.9% | 96.8% | 489 | 5.3% | \$1,255 | \$1,455 | 16.0% |
| FL - Jacksonville | 92.0% | 94.9% | 289 | 3.2% | \$1,139 | \$1,431 | 25.6% |
| FL - Melbourne | 89.9% | 93.4% | 350 | 3.9% | \$1,209 | \$1,505 | 24.5% |
| FL - Miami | 85.9% | 92.7% | 680 | 8.0% | \$1,769 | \$2,143 | 21.1% |
| FL - Orlando | 90.6% | 94.6% | 399 | 4.5% | \$1,289 | \$1,627 | 26.2% |
| FL - Palm Beach | 91.3% | 95.8% | 449 | 5.0% | \$1,721 | \$2,234 | 29.8% |
| FL - Pensacola | 93.9% | 92.7% | -119 | -1.3% | \$1,190 | \$1,450 | 21.9% |
| FL - Tallahassee | 93.3% | 94.5% | 119 | 1.3% | \$1,036 | \$1,181 | 13.9% |
| FL - Tampa | 92.4% | 94.9% | 249 | 2.7% | \$1,287 | \$1,661 | 29.0% |
| Florida Average | 90.8% | 94.6% | 379 | 4.2% | \$1,380 | \$1,738 | 25.9% |

| | OVERALL MARKET | | | | | | |
|--------------------------------|----------------|---------|--------|-------|----------------|---------|-------|
| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | |
| | Y/Y | Last Mo | bps | %CHG | Y/Y | Last Mo | %CHG |
| GA - Albany | 93.6% | 92.1% | -150 | -1.5% | \$754 | \$834 | 10.6% |
| GA - Atlanta | 92.2% | 94.9% | 269 | 2.8% | \$1,295 | \$1,570 | 21.3% |
| GA - Augusta | 94.6% | 94.9% | 30 | 0.2% | \$931 | \$1,058 | 13.7% |
| GA - Columbus | 96.2% | 95.5% | -70 | -0.7% | \$898 | \$1,014 | 12.9% |
| GA - Macon | 95.4% | 96.0% | 60 | 0.6% | \$882 | \$1,031 | 16.9% |
| GA - Savannah | 90.4% | 95.2% | 479 | 5.3% | \$1,119 | \$1,346 | 20.2% |
| Georgia Average | 92.5% | 94.9% | 239 | 2.6% | \$1,230 | \$1,482 | 20.5% |
| HI - Honolulu | 95.0% | 87.7% | -729 | -7.7% | \$1,897 | \$2,093 | 10.3% |
| Hawaii Average | 95.0% | 87.7% | -729 | -7.7% | \$1,894 | \$2,093 | 10.5% |
| IA - Des Moines | 91.0% | 90.9% | -10 | -0.1% | \$924 | \$978 | 5.8% |
| IA - Misc. IA | 94.3% | 92.7% | -159 | -1.6% | \$832 | \$928 | 11.6% |
| Iowa Average | 91.2% | 90.5% | -70 | -0.8% | \$917 | \$973 | 6.2% |
| ID - Boise | 94.2% | 92.9% | -129 | -1.4% | \$1,205 | \$1,463 | 21.5% |
| ID - Misc. ID | 95.0% | 97.8% | 280 | 2.9% | \$756 | \$848 | 12.2% |
| Idaho Average | 94.2% | 93.1% | -109 | -1.2% | \$1,181 | \$1,434 | 21.4% |
| IL - Chicago | 89.5% | 93.6% | 410 | 4.6% | \$1,534 | \$1,725 | 12.4% |
| IL - Misc. IL | 88.4% | 85.0% | -340 | -3.9% | \$632 | \$651 | 3.0% |
| IL - Moline | 92.4% | 96.3% | 389 | 4.2% | \$808 | \$842 | 4.2% |
| IL - Springfield | 93.4% | 96.1% | 269 | 2.8% | \$771 | \$853 | 10.6% |
| Illinois Average | 89.9% | 93.7% | 380 | 4.3% | \$1,440 | \$1,617 | 12.3% |
| IN - Evansville | 94.3% | 96.0% | 170 | 1.7% | \$772 | \$836 | 8.2% |
| IN - Fort Wayne | 94.0% | 96.3% | 230 | 2.4% | \$796 | \$920 | 15.5% |
| IN - Indianapolis | 93.3% | 95.0% | 169 | 1.8% | \$935 | \$1,053 | 12.7% |
| IN - Misc. IN | 97.3% | 97.0% | -30 | -0.3% | \$815 | \$897 | 10.1% |
| IN - South Bend | 93.3% | 94.6% | 129 | 1.4% | \$902 | \$1,042 | 15.6% |
| Indiana Average | 93.3% | 95.0% | 169 | 1.8% | \$908 | \$1,026 | 13.0% |
| KS - Misc. KS | 93.1% | 93.6% | 50 | 0.6% | \$620 | \$648 | 4.6% |
| KS - Topeka/Manhattan/Lawrence | 91.2% | 92.2% | 100 | 1.1% | \$782 | \$813 | 3.9% |
| KS - Wichita | 94.2% | 95.3% | 110 | 1.2% | \$708 | \$773 | 9.3% |
| Kansas Average | 92.9% | 93.9% | 99 | 1.1% | \$736 | \$785 | 6.8% |
| KY - Lexington | 94.8% | 95.6% | 80 | 0.8% | \$865 | \$969 | 12.0% |
| KY - Louisville | 91.0% | 93.8% | 279 | 3.1% | \$945 | \$1,021 | 8.1% |
| KY - Misc. KY | 94.5% | 95.3% | 80 | 0.8% | \$659 | \$688 | 4.4% |
| Kentucky Average | 92.0% | 94.3% | 229 | 2.6% | \$915 | \$998 | 9.1% |
| LA - Baton Rouge | 90.8% | 93.2% | 240 | 2.7% | \$953 | \$1,048 | 10.0% |
| LA - Lake Charles | 82.6% | 87.9% | 530 | 6.4% | \$942 | \$1,075 | 14.1% |
| LA - Misc. LA | 93.7% | 94.3% | 59 | 0.6% | \$812 | \$825 | 1.6% |
| LA - Monroe | 95.0% | 95.3% | 30 | 0.4% | \$800 | \$853 | 6.7% |
| LA - New Orleans | 90.8% | 91.7% | 90 | 0.9% | \$1,048 | \$1,132 | 8.0% |
| LA - Shreveport | 92.4% | 92.4% | 0 | 0.1% | \$821 | \$905 | 10.2% |
| Louisiana Average | 91.0% | 92.5% | 150 | 1.7% | \$960 | \$1,047 | 9.0% |
| MA - Boston | 89.3% | 93.6% | 430 | 4.8% | \$2,183 | \$2,445 | 12.0% |

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|--|----------------|---------|--------|-------|----------------|---------|-------|
| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | |
| | Y/Y | Last Mo | bps | %CHG | Y/Y | Last Mo | %CHG |
| MA - Springfield | 97.4% | 97.9% | 50 | 0.5% | \$1,286 | \$1,368 | 6.3% |
| Massachusetts Average | 89.7% | 93.8% | 409 | 4.5% | \$2,143 | \$2,398 | 11.9% |
| MD - Baltimore | 94.9% | 95.8% | 90 | 1.0% | \$1,392 | \$1,556 | 11.8% |
| MD - Misc. MD | 98.9% | 99.1% | 20 | 0.2% | \$1,109 | \$1,270 | 14.5% |
| Maryland Average | 94.8% | 95.9% | 110 | 1.1% | \$1,385 | \$1,550 | 11.9% |
| ME - Augusta/Portland | 97.7% | 93.4% | -429 | -4.4% | \$1,503 | \$1,654 | 10.1% |
| Maine Average | 97.7% | 93.4% | -429 | -4.4% | \$1,503 | \$1,654 | 10.1% |
| MI - Detroit | 94.8% | 96.1% | 130 | 1.3% | \$1,052 | \$1,173 | 11.5% |
| MI - Grand Rapids/Kalamazoo/Battle Creek | 95.6% | 96.7% | 110 | 1.2% | \$974 | \$1,108 | 13.7% |
| MI - Misc. MI | 91.8% | 95.3% | 349 | 3.8% | \$907 | \$985 | 8.7% |
| Michigan Average | 94.7% | 96.2% | 150 | 1.6% | \$1,031 | \$1,153 | 11.8% |
| MN - Minneapolis - St. Paul | 92.0% | 93.1% | 110 | 1.2% | \$1,315 | \$1,381 | 5.0% |
| MN - Misc. MN | 97.2% | 96.6% | -60 | -0.6% | \$1,027 | \$1,144 | 11.3% |
| Minnesota Average | 91.8% | 93.1% | 130 | 1.4% | \$1,307 | \$1,374 | 5.1% |
| MO - Columbia | 96.0% | 99.1% | 310 | 3.2% | \$762 | \$815 | 7.0% |
| MO - Kansas City | 90.9% | 93.7% | 280 | 3.1% | \$1,028 | \$1,127 | 9.5% |
| MO - Misc. MO | 91.1% | 95.5% | 439 | 4.8% | \$604 | \$628 | 3.9% |
| MO - Springfield | 95.8% | 97.9% | 210 | 2.2% | \$725 | \$789 | 8.9% |
| MO - St. Louis | 92.9% | 94.4% | 149 | 1.6% | \$1,015 | \$1,120 | 10.4% |
| Missouri Average | 91.9% | 94.3% | 239 | 2.5% | \$993 | \$1,091 | 9.9% |
| MS - Gulfport/Biloxi | 93.9% | 95.1% | 120 | 1.3% | \$814 | \$911 | 12.0% |
| MS - Jackson/Central MS | 93.4% | 93.5% | 10 | 0.1% | \$898 | \$983 | 9.4% |
| MS - Misc. MS | 94.2% | 95.7% | 150 | 1.6% | \$849 | \$909 | 7.1% |
| Mississippi Average | 93.7% | 94.4% | 69 | 0.7% | \$864 | \$946 | 9.4% |
| NC - Asheville | 93.2% | 93.5% | 30 | 0.2% | \$1,220 | \$1,502 | 23.1% |
| NC - Charlotte | 92.1% | 93.9% | 179 | 2.0% | \$1,198 | \$1,430 | 19.4% |
| NC - Fayetteville | 96.7% | 96.0% | -70 | -0.7% | \$918 | \$1,060 | 15.5% |
| NC - Greensboro/Winston-Salem | 94.5% | 95.4% | 90 | 1.0% | \$909 | \$1,066 | 17.3% |
| NC - Misc. NC | 96.9% | 99.7% | 280 | 3.0% | \$1,078 | \$1,131 | 4.9% |
| NC - Raleigh-Durham | 92.0% | 95.2% | 319 | 3.6% | \$1,163 | \$1,389 | 19.4% |
| NC - Wilmington | 88.4% | 94.9% | 649 | 7.4% | \$1,071 | \$1,261 | 17.8% |
| North Carolina Average | 92.4% | 94.7% | 229 | 2.5% | \$1,123 | \$1,338 | 19.2% |
| ND - Bismarck | 91.3% | 94.8% | 349 | 3.9% | \$928 | \$966 | 4.1% |
| ND - Fargo | 95.7% | 96.7% | 100 | 1.0% | \$801 | \$840 | 4.9% |
| ND - Misc. ND | 78.8% | 80.9% | 210 | 2.7% | \$920 | \$892 | -3.0% |
| North Dakota Average | 87.1% | 89.2% | 210 | 2.4% | \$865 | \$878 | 1.5% |
| NE - Lincoln | 94.1% | 97.1% | 300 | 3.2% | \$892 | \$973 | 9.1% |
| NE - Misc. NE | 94.6% | 96.8% | 220 | 2.4% | \$720 | \$736 | 2.3% |
| NE - Omaha | 93.2% | 94.7% | 149 | 1.7% | \$959 | \$1,031 | 7.5% |
| Nebraska Average | 93.4% | 95.3% | 189 | 2.1% | \$940 | \$1,014 | 7.8% |
| NM - Albuquerque | 94.9% | 94.1% | -80 | -0.8% | \$962 | \$1,166 | 21.2% |
| NM - Misc. NM | 84.0% | 89.4% | 540 | 6.5% | \$1,038 | \$1,088 | 4.8% |

| | OVERALL MARKET | | | | | | |
|--|----------------|---------|--------|--------|----------------|---------|-------|
| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | |
| | Y/Y | Last Mo | bps | %CHG | Y/Y | Last Mo | %CHG |
| New Mexico Average | 94.0% | 93.7% | -29 | -0.3% | \$969 | \$1,159 | 19.6% |
| NV - Las Vegas | 94.8% | 95.5% | 70 | 0.8% | \$1,150 | \$1,434 | 24.7% |
| NV - Misc. NV | 95.4% | 83.0% | -1240 | -13.0% | \$985 | \$1,081 | 9.8% |
| NV - Reno | 94.3% | 94.0% | -30 | -0.3% | \$1,357 | \$1,539 | 13.4% |
| Nevada Average | 94.7% | 95.2% | 50 | 0.6% | \$1,181 | \$1,448 | 22.6% |
| NY - Albany | 93.4% | 95.5% | 209 | 2.2% | \$1,223 | \$1,338 | 9.3% |
| NY - Buffalo/Rochester/Syracuse | 95.3% | 95.5% | 20 | 0.2% | \$1,053 | \$1,131 | 7.3% |
| NY - Misc. NY | 95.1% | 96.6% | 150 | 1.6% | \$1,072 | \$1,088 | 1.5% |
| NY - New York City | 91.6% | 92.8% | 120 | 1.3% | \$2,591 | \$2,761 | 6.5% |
| New York Average | 92.0% | 93.4% | 140 | 1.5% | \$2,298 | \$2,450 | 6.6% |
| OH - Cincinnati/Dayton | 93.5% | 95.7% | 219 | 2.4% | \$981 | \$1,080 | 10.1% |
| OH - Cleveland/Akron | 94.3% | 95.5% | 120 | 1.3% | \$918 | \$1,000 | 9.0% |
| OH - Columbus | 93.7% | 94.9% | 119 | 1.3% | \$1,014 | \$1,121 | 10.5% |
| OH - Misc. OH | 97.5% | 99.0% | 150 | 1.6% | \$703 | \$725 | 3.1% |
| OH - Toledo | 93.5% | 96.1% | 259 | 2.8% | \$757 | \$839 | 10.8% |
| Ohio Average | 93.6% | 95.3% | 169 | 1.8% | \$960 | \$1,056 | 10.0% |
| OK - Misc. OK | 87.1% | 86.6% | -50 | -0.6% | \$671 | \$731 | 8.8% |
| OK - Oklahoma City | 90.1% | 93.3% | 320 | 3.6% | \$783 | \$867 | 10.7% |
| OK - Tulsa | 93.6% | 95.4% | 179 | 1.9% | \$754 | \$850 | 12.7% |
| Oklahoma Average | 91.4% | 94.0% | 259 | 2.8% | \$770 | \$858 | 11.5% |
| OR - Misc. OR | 99.3% | 98.6% | -70 | -0.8% | \$1,091 | \$1,264 | 15.8% |
| OR - Portland | 93.1% | 94.5% | 139 | 1.5% | \$1,399 | \$1,593 | 13.8% |
| Oregon Average | 93.2% | 94.3% | 109 | 1.2% | \$1,395 | \$1,588 | 13.8% |
| PA - Harrisburg/Lancaster | 96.8% | 97.9% | 110 | 1.2% | \$1,140 | \$1,260 | 10.5% |
| PA - Misc. PA | 97.6% | 98.1% | 50 | 0.5% | \$1,006 | \$1,127 | 12.1% |
| PA - Philadelphia | 94.2% | 96.2% | 200 | 2.1% | \$1,406 | \$1,566 | 11.4% |
| PA - Pittsburgh | 94.4% | 95.8% | 140 | 1.5% | \$1,154 | \$1,249 | 8.3% |
| PA - State College/Altoona | 91.2% | 97.3% | 609 | 6.7% | \$1,109 | \$1,201 | 8.3% |
| Pennsylvania Average | 94.3% | 96.3% | 200 | 2.1% | \$1,331 | \$1,476 | 10.9% |
| RI - Providence | 96.4% | 97.9% | 150 | 1.5% | \$1,534 | \$1,683 | 9.7% |
| Rhode Island Average | 96.4% | 97.9% | 150 | 1.5% | \$1,534 | \$1,683 | 9.7% |
| SC - Charleston | 88.5% | 91.6% | 310 | 3.5% | \$1,280 | \$1,533 | 19.8% |
| SC - Columbia | 92.6% | 94.2% | 159 | 1.8% | \$999 | \$1,137 | 13.8% |
| SC - Greenville-Spartanburg | 93.0% | 92.7% | -30 | -0.3% | \$990 | \$1,176 | 18.8% |
| SC - Misc. SC | 95.3% | 93.8% | -150 | -1.6% | \$759 | \$949 | 25.0% |
| SC - Myrtle Beach | 94.0% | 94.7% | 70 | 0.8% | \$1,090 | \$1,347 | 23.6% |
| South Carolina Average | 91.4% | 92.8% | 140 | 1.5% | \$1,094 | \$1,297 | 18.5% |
| SD - Misc. SD | 96.4% | 97.8% | 140 | 1.5% | \$856 | \$884 | 3.2% |
| SD - Rapid City | 97.8% | 99.0% | 120 | 1.2% | \$953 | \$1,092 | 14.5% |
| SD - Sioux Falls | 96.1% | 93.5% | -259 | -2.7% | \$858 | \$925 | 7.8% |
| South Dakota Average | 96.6% | 91.3% | -529 | -5.5% | \$877 | \$954 | 8.8% |
| TN - Chattanooga | 92.6% | 95.6% | 299 | 3.3% | \$1,025 | \$1,208 | 17.9% |

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| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | |
| | Y/Y | Last Mo | bps | %CHG | Y/Y | Last Mo | %CHG |
| TN - Knoxville | 96.0% | 97.2% | 120 | 1.3% | \$983 | \$1,150 | 16.9% |
| TN - Memphis | 93.2% | 93.9% | 69 | 0.7% | \$924 | \$1,052 | 13.8% |
| TN - Misc. TN | 95.9% | 95.7% | -20 | -0.2% | \$810 | \$877 | 8.3% |
| TN - Nashville | 91.2% | 94.0% | 279 | 3.0% | \$1,247 | \$1,467 | 17.6% |
| Tennessee Average | 92.5% | 94.4% | 189 | 2.0% | \$1,093 | \$1,274 | 16.6% |
| TX - Dallas/Ft. Worth | 90.2% | 93.4% | 320 | 3.5% | \$1,195 | \$1,415 | 18.4% |
| TX - Greater Dallas | 90.2% | 93.5% | 330 | 3.7% | \$1,231 | \$1,466 | 19.1% |
| TX - Greater Fort Worth | 90.5% | 93.1% | 260 | 2.8% | \$1,118 | \$1,307 | 17.0% |
| TX - Abilene | 91.5% | 93.8% | 229 | 2.5% | \$786 | \$839 | 6.7% |
| TX - Amarillo | 89.3% | 92.7% | 340 | 3.9% | \$751 | \$833 | 10.9% |
| TX - Austin | 89.5% | 92.6% | 310 | 3.5% | \$1,267 | \$1,601 | 26.3% |
| TX - Beaumont | 90.7% | 90.8% | 10 | 0.2% | \$888 | \$938 | 5.6% |
| TX - College Station | 87.5% | 92.9% | 540 | 6.2% | \$1,219 | \$1,279 | 4.9% |
| TX - Corpus Christi | 90.1% | 89.2% | -90 | -1.0% | \$994 | \$1,078 | 8.4% |
| TX - El Paso | 95.6% | 96.8% | 120 | 1.3% | \$817 | \$932 | 14.0% |
| TX - Houston | 88.5% | 92.1% | 360 | 4.1% | \$1,080 | \$1,230 | 13.9% |
| TX - Laredo | 92.3% | 95.9% | 359 | 3.9% | \$894 | \$995 | 11.2% |
| TX - Longview/Tyler | 93.1% | 96.0% | 289 | 3.1% | \$891 | \$1,019 | 14.4% |
| TX - Lubbock | 91.5% | 92.4% | 90 | 1.0% | \$791 | \$837 | 5.8% |
| TX - Lufkin | 93.8% | 92.0% | -179 | -2.0% | \$774 | \$855 | 10.4% |
| TX - Midland-Odessa | 76.4% | 83.9% | 749 | 9.8% | \$958 | \$1,008 | 5.2% |
| TX - Misc. TX | 93.1% | 96.7% | 359 | 3.8% | \$735 | \$813 | 10.5% |
| TX - Rio Grande Valley | 93.3% | 97.0% | 369 | 4.0% | \$799 | \$875 | 9.5% |
| TX - San Angelo | 92.4% | 91.7% | -70 | -0.7% | \$886 | \$929 | 4.8% |
| TX - San Antonio | 91.0% | 94.1% | 309 | 3.4% | \$1,019 | \$1,184 | 16.2% |
| TX - Texarkana | 90.1% | 93.2% | 310 | 3.5% | \$741 | \$791 | 6.8% |
| TX - Victoria | 88.1% | 92.3% | 420 | 4.8% | \$886 | \$954 | 7.7% |
| TX - Waco/Temple/Killeen | 93.8% | 96.5% | 270 | 2.9% | \$863 | \$976 | 13.1% |
| TX - Wichita Falls | 91.2% | 93.9% | 269 | 3.0% | \$713 | \$765 | 7.2% |
| Texas Average | 89.7% | 92.9% | 320 | 3.6% | \$1,109 | \$1,300 | 17.2% |
| UT - Misc. UT | 97.3% | 91.6% | -569 | -5.9% | \$1,097 | \$1,289 | 17.5% |
| UT - Salt Lake City | 92.0% | 94.8% | 279 | 3.0% | \$1,209 | \$1,459 | 20.7% |
| Utah Average | 92.0% | 94.6% | 259 | 2.8% | \$1,207 | \$1,455 | 20.6% |
| VA - Norfolk | 96.1% | 96.7% | 60 | 0.6% | \$1,180 | \$1,342 | 13.7% |
| VA - Richmond | 93.6% | 95.6% | 199 | 2.2% | \$1,205 | \$1,365 | 13.3% |
| VA - Roanoke | 95.4% | 96.3% | 90 | 0.9% | \$950 | \$1,031 | 8.5% |
| Virginia Average | 95.0% | 96.2% | 120 | 1.3% | \$1,170 | \$1,324 | 13.2% |
| WA - Misc. WA | 77.9% | 90.2% | 1230 | 15.8% | \$926 | \$974 | 5.2% |
| WA - SE Washington | 96.1% | 97.1% | 100 | 1.0% | \$1,090 | \$1,276 | 17.0% |
| WA - Seattle | 91.8% | 93.3% | 150 | 1.6% | \$1,746 | \$1,959 | 12.2% |
| WA - Spokane | 97.1% | 94.6% | -250 | -2.6% | \$1,072 | \$1,276 | 19.0% |
| Washington Average | 92.2% | 93.4% | 120 | 1.3% | \$1,665 | \$1,875 | 12.6% |

| | OVERALL MARKET | | | | | | |
|--|----------------|---------|--------|--------|----------------|---------|-------|
| | OCCUPANCY | | CHANGE | | EFFECTIVE RENT | | |
| | Y/Y | Last Mo | bps | %CHG | Y/Y | Last Mo | %CHG |
| WI - Green Bay/Appleton/Oshkosh | 97.9% | 95.4% | -250 | -2.6% | \$780 | \$835 | 7.1% |
| WI - Madison | 96.0% | 94.3% | -170 | -1.8% | \$1,148 | \$1,215 | 5.8% |
| WI - Milwaukee | 93.2% | 96.4% | 319 | 3.4% | \$1,147 | \$1,247 | 8.7% |
| WI - Misc. WI | 96.3% | 93.1% | -319 | -3.3% | \$806 | \$883 | 9.6% |
| Wisconsin Average | 94.8% | 95.2% | 40 | 0.5% | \$1,073 | \$1,155 | 7.6% |
| WV - Charleston | 93.6% | 96.4% | 279 | 3.0% | \$923 | \$980 | 6.2% |
| WV - Miscellaneous | 93.8% | 92.9% | -89 | -0.9% | \$845 | \$876 | 3.7% |
| West Virginia Average | 93.7% | 95.2% | 149 | 1.6% | \$905 | \$955 | 5.5% |
| CT - Hartford | 95.2% | 95.4% | 20 | 0.2% | \$1,387 | \$1,547 | 11.5% |
| DC - Washington | 91.4% | 93.5% | 210 | 2.3% | \$1,805 | \$1,954 | 8.3% |
| DE - Miscellaneous | 98.0% | 91.8% | -619 | -6.4% | \$1,199 | \$1,382 | 15.2% |
| MT - All of Montana | 92.8% | 94.5% | 169 | 1.8% | \$1,084 | \$1,293 | 19.3% |
| NH - Concord | 96.1% | 99.1% | 300 | 3.1% | \$1,412 | \$1,608 | 13.8% |
| VT - All of Vermont | 98.4% | 86.4% | -1200 | -12.2% | \$1,588 | \$1,650 | 3.8% |
| WY - All of Wyoming | 92.7% | 93.0% | 30 | 0.3% | \$908 | \$1,041 | 14.7% |
| National Average | 91.9% | 94.2% | 229 | 2.5% | \$1,359 | \$1,555 | 14.4% |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

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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