

Market Line - ATLANTA

ATLANTA OVERVIEW

Occupancy: 92.2%
 Price: 1,122 \$/mo
 Rental Rate: 110.2 c/sf/mo
 Size: 1,018 sf

Past 12 Months:
 5.9% Rental Rate growth
 7,357 units absorbed

Operating Supply:
 1,750 communities
 423,404 units

Recently Opened (12 mo):
 35 communities
 9,159 units

Under Construction:
 66 communities
 17,296 units

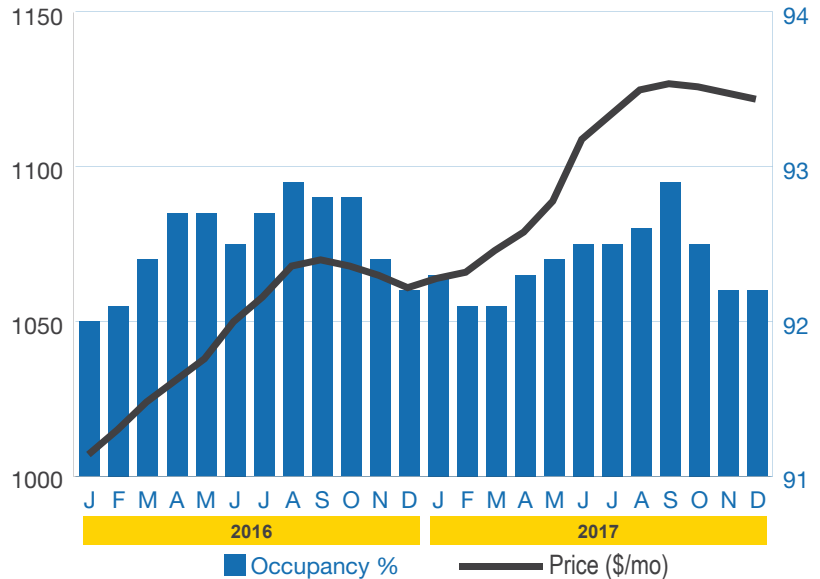
Proposed Construction:
 59 communities
 18,964 units

The box on the left displays a **snapshot** of the current market conditions.

The graph on the right displays the overall **occupancy** and effective **rental prices**. These statistics are derived from a continuous survey of all apartment communities. Effective rental prices are calculated net of concessions and utility adjustments.

The **Hottest Submarkets** are based on the best combination of rental rate growth and absorption over the past 3 months. There are a total of 37 submarkets in the Greater Atlanta area.

History of Effective Price & Occupancy



The **Concessions** table distributes and analyzes concessions or specials by classification. Concessions generally are represented by three types of specials: move-in, months free, or floorplan. ApartmentData.com captures the effect of these specials and prorates them over a lease term to arrive at a percentage reduction in market or street rents.

LARGEST MGMT COMPANIES

Management Company	Units	Apartments
First Communities	16,372	65
Strategic Mgmt Partners	14,348	67
Greystar	11,190	37
M A A	10,957	29
RAM Partners	9,268	35

CONCESSIONS

Class	Total Units w/ Concessions	% of Total Units	Citywide Effect	Average Special
ALL	102,460	24%	-1.5%	-5.5%
A	37,391	38%	-2.8%	-7.1%
B	30,045	21%	-0.8%	-3.7%
C	25,790	21%	-0.9%	-4.0%
D	9,234	17%	-0.7%	-4.0%

HOTTEST SUBMARKETS

Over The Past 3 Months

Rank	Submarket	Rental Rate (c/sf/mo)	Annualized Growth	% of Mkt Absorbed
1	Decatur South/ I-20E	80.8	8.5%	1.0%
2	Riverdale/ College Park South	80.1	2.9%	0.8%
3	Hiram/ Dallas	90.0	4.6%	0.1%
4	Forest Park/ Morrow/ Jonesboro	78.3	1.7%	0.4%
5	Decatur North/ Avondale Estates	116.2	-1.6%	0.6%
6	Norcross/ Lilburn/ Peachtree Corners	98.4	-0.9%	0.2%
7	Six Flags/ Lithia Springs/ Mableton	92.5	2.0%	-0.1%
8	East Point/ College Park North/ Cascade	85.0	3.4%	-0.1%
9	Cartersville	82.1	0.3%	0.1%
10	Clarkston/ Stone Mountain	79.2	7.4%	-0.3%

ApartmentData.com has been providing apartment data and marketing products since 1986. We provide real time access for property specific information, market surveys and historic submarket data for over 2.5 million apartment units in Georgia, Texas and Arizona.



Andrea Emmans
 Account Manager
 678.478.4683