

Market Line - ATLANTA

ATLANTA OVERVIEW

Occupancy: 92.5%
 Price: 1,188 \$/mo
 Rental Rate: 1.17 \$/sf/mo
 Size: 1,016 sf

Past 12 Months:
 6.9% Rental Rate growth
 9,364 units absorbed

Operating Supply:
 1,792 communities
 433,958 units

Recently Opened (12 mo):
 30 communities
 6,933 units

Under Construction:
 43 communities
 12,862 units

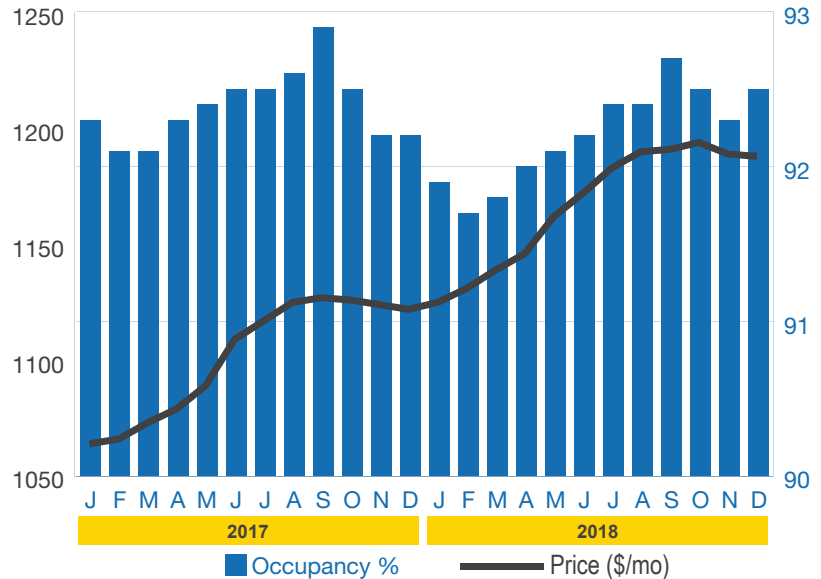
Proposed Construction:
 137 communities
 43,856 units

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	16,079	61
Strategic Mgmt Partners	12,794	65
Greystar	12,117	43
M A A	11,392	30
Lincoln Property Co	11,043	43

CONCESSIONS

Class	Total Units w/ Concessions	% of Total Units	Citywide Effect	Average Special
ALL	99,895	23%	-1.5%	-5.8%
A	39,889	39%	-3.2%	-7.6%
B	32,393	22%	-0.8%	-3.7%
C	19,341	16%	-0.6%	-3.6%
D	8,272	13%	-0.6%	-4.4%

HOTTEST SUBMARKETS

Over The Past 3 Months

Rank	Submarket	Rental Rate (c/sf/mo)	Annualized Growth	% of Mkt Absorbed
1	East Point/ College Park North/ Cascade	89.4	6.8%	1.1%
2	Decatur South/ I-20E	84.7	5.9%	0.8%
3	Athens	103.8	6.1%	0.5%
4	Buckhead/ W Paces Ferry	188.6	1.2%	1.4%
5	Carrollton	103.9	3.5%	0.6%
6	Cartersville	85.8	8.9%	0.1%
7	I-20W/ South Fulton County	93.4	11.2%	0.0%
8	Midtown/ Westside/ Piedmont Park	185.2	1.0%	0.9%
9	Norcross/ Lilburn/ Peachtree Corners	105.4	1.8%	0.2%
10	Kennesaw/ Acworth	126.8	-1.4%	0.9%

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 3.5 million apartment units in AZ, FL, GA, NC, TN, and TX.



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