

Market Line - CHARLOTTE

CHARLOTTE OVERVIEW

Occupancy: 91.9%
 Price: 1,123 \$/mo
 Rental Rate: 1.18 \$/sf/mo
 Size: 954 sf

Past 12 Months:
 5.6% Rental Rate growth
 7,652 units absorbed

Operating Supply:
 610 communities
 139,048 units

Recently Opened (12 mo):
 17 communities
 4,662 units

Under Construction:
 33 communities
 9,028 units

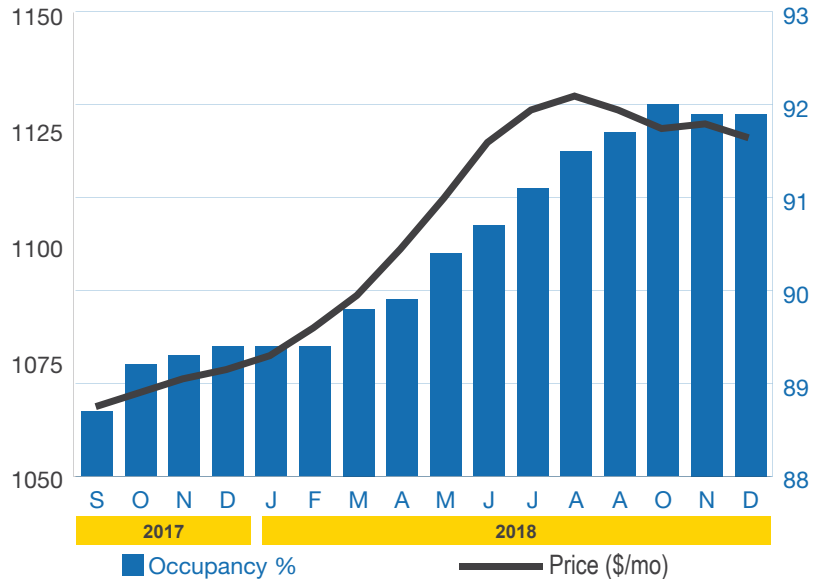
Proposed Construction:
 65 communities
 13,962 units

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 21 submarkets in the Charlotte 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
Greystar	13,752	49
Southwood Realty	6,742	35
M A A	5,647	19
Westdale Asset Mgmt	4,767	26
First Communities	3,597	14

CONCESSIONS

Class	Total Units w/ Concessions	% of Total Units	Citywide Effect	Average Special
ALL	32,568	23%	-1.8%	-6.8%
A	15,681	45%	-3.6%	-8.2%
B	8,645	18%	-0.9%	-5.0%
C	8,242	18%	-0.9%	-4.4%
D	0	0%	0.0%	0.0%

HOTTEST SUBMARKETS

Over The Past 3 Months

Rank	Submarket	Rental Rate (c/sf/mo)	Annualized Growth	% of Mkt Absorbed
1	Concord/ Kannapolis	106.5	1.4%	3.3%
2	South End/ Dilworth	173.4	4.6%	1.8%
3	Mooresville/ Statesville	98.8	1.9%	1.2%
4	Belmont/ Mt Holly/ Gastonia/ Shelby	90.7	9.6%	0.5%
5	Uptown/ Bryant Park	176.6	-1.6%	2.7%
6	Windsor Park/ Oak Forest/ Harris Blvd	96.5	-0.2%	0.6%
7	Druid Hills/ NoDa/ Hidden Valley	109.5	-3.7%	2.2%
8	Pineville/ Ballantyne/ Providence	129.2	0.2%	0.3%
9	Hickory/ Lenoir/ Morganton	95.4	-0.3%	0.5%
10	Northlake/ Harris Blvd/ Mallard Creek	114.8	-0.9%	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 3.5 million apartment units in AZ, FL, GA, NC, TN, and TX.



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