**AUSTIN OVERVIEW**

- **Occupancy:** 91.9%
- **Price:** 1,516 $/mo
- **Rental Rate:** 1.73 $/sf/mo
- **Size:** 876 sf
- **Past 12 Months:**
  - 20.9% Rental Rate growth
  - 18,587 units absorbed
- **Operating Supply:**
  - 1,100 communities
  - 260,623 units
- **Recently Opened (12 mo):**
  - 58 communities
  - 15,714 units
- **Under Construction:**
  - 52 communities
  - 14,922 units
- **Proposed Construction:**
  - 120 communities
  - 35,275 units

**HOTTEST SUBMARKETS Over The Past 3 Months**

- **1.** West/ Sunset Valley/ Barton Creek: 54.3% Annualized Growth, 2.7% % of Mkt Absorbed
- **2.** I-35 South: 40.7% Annualized Growth, 4.0% % of Mkt Absorbed
- **3.** Pflugerville/ Tech Ridge/ Wells Branch: 50.5% Annualized Growth, 2.9% % of Mkt Absorbed
- **4.** Cedar Park/ Leander/ Four Points: 52.0% Annualized Growth, 2.4% % of Mkt Absorbed
- **5.** UT/ Mueller: 30.5% Annualized Growth, 4.5% % of Mkt Absorbed

**CONCESSIONS**

<table>
<thead>
<tr>
<th>Class</th>
<th>Total Units w/ Concessions</th>
<th>% of Total Units</th>
<th>Citywide Effect</th>
<th>Average Special</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALL</td>
<td>29,044</td>
<td>11%</td>
<td>-0.7%</td>
<td>-5.5%</td>
</tr>
<tr>
<td>A</td>
<td>13,202</td>
<td>17%</td>
<td>-1.0%</td>
<td>-6.1%</td>
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<tr>
<td>B</td>
<td>7,551</td>
<td>9%</td>
<td>-0.5%</td>
<td>-5.1%</td>
</tr>
<tr>
<td>C</td>
<td>3,255</td>
<td>7%</td>
<td>-0.4%</td>
<td>-6.1%</td>
</tr>
<tr>
<td>D</td>
<td>5,036</td>
<td>11%</td>
<td>-0.4%</td>
<td>-3.8%</td>
</tr>
</tbody>
</table>

**Other Texas Markets**

- **HOUSTON**
- **Occupancy:** 91.7%
- **Price:** 1,155 $/mo
- **Rental Rate:** 1.30 $/sf/mo
- **Size:** 887 sf
- **Past 12 Months:**
  - 10.6% Rental Rate growth
  - 33,451 units absorbed
- **Operating Supply:**
  - 2,954 communities
  - 696,883 units

- **SAN ANTONIO**
- **Occupancy:** 92.7%
- **Price:** 1,103 $/mo
- **Rental Rate:** 1.29 $/sf/mo
- **Size:** 856 sf
- **Past 12 Months:**
  - 11.2% Rental Rate growth
  - 10,526 units absorbed
- **Operating Supply:**
  - 967 communities
  - 207,709 units

- **DALLAS/FT.WORTH**
- **Occupancy:** 92.7%
- **Price:** 1,332 $/mo
- **Rental Rate:** 1.52 $/sf/mo
- **Size:** 878 sf
- **Past 12 Months:**
  - 14.2% Rental Rate growth
  - 37,594 units absorbed
- **Operating Supply:**
  - 3,317 communities
  - 793,825 units

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