

## Market Line - HOUSTON

### HOUSTON OVERVIEW

Occupancy: **90.0%**  
 Price: **1,030 \$/mo**  
 Rental Rate: **116.8 c/sf/mo**  
 Size: **882 sf**

Past 12 Months:  
**3.0% Rental Rate growth**  
**19,050 units absorbed**

Operating Supply:  
**2,755 communities**  
**646,059 units**

Recently Opened (12 mo):  
**41 communities**  
**8,969 units**

Under Construction:  
**40 communities**  
**10,955 units**

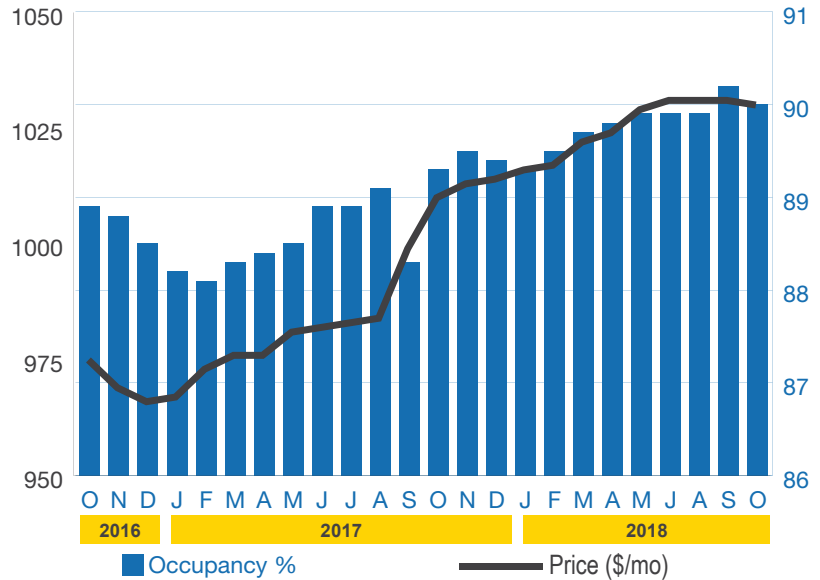
Proposed Construction:  
**85 communities**  
**25,432 units**

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** over the past 24 months. These statistics are derived from a continuous survey of all apartment communities. Effective rental prices are calculated net of concessions and utility adjustments.

The table below lists the **5 hottest submarkets** in the Greater Houston area. There are a total of 42 submarkets, and the ranking is based on the best combination of rental rate growth and absorption over the past 3 months.

History of Effective Price & Occupancy



The table below distributes and analyzes **concessions** (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.

### HOTTEST SUBMARKETS Over The Past 3 Months

Rank	Submarket	Annualized Growth %	% of Mkt Absorbed
1	Conroe North/ Montgomery	2.5%	2.4%
2	Bear Creek/ Copperfield/ Fairfield	5.2%	1.0%
3	Westpark/ Bissonnet	5.4%	0.6%
4	Katy/ Cinco Ranch/ Waterside	1.7%	1.5%
5	Montrose/ Museum/ Midtown	2.0%	1.1%

### CONCESSIONS

Class	Total Units w/ Concessions	% of Total Units	Citywide Effect	Average Special
ALL	257,371	40%	-2.9%	-6.8%
A	74,871	50%	-4.8%	-9.1%
B	93,068	37%	-1.9%	-5.0%
C	76,923	38%	-2.0%	-5.1%
D	12,509	27%	-1.7%	-5.9%

## Other Texas Markets

### DALLAS/FT WORTH

Occupancy: **91.8%**  
 Price: **1,113 \$/mo**  
 Rental Rate: **127.5 c/sf/mo**  
 Size: **873 sf**

Past 12 Months:  
**3.9% Rental Rate growth**  
**21,399 units absorbed**

Operating Supply:  
**3,047 communities**  
**711,952 units**

### SAN ANTONIO

Occupancy: **90.5%**  
 Price: **941 \$/mo**  
 Rental Rate: **110.7 c/sf/mo**  
 Size: **850 sf**

Past 12 Months:  
**3.5% Rental Rate growth**  
**6,157 units absorbed**

Operating Supply:  
**894 communities**  
**189,104 units**

### AUSTIN

Occupancy: **91.9%**  
 Price: **1,245 \$/mo**  
 Rental Rate: **142.4 c/sf/mo**  
 Size: **874 sf**

Past 12 Months:  
**5.2% Rental Rate growth**  
**10,989 units absorbed**

Operating Supply:  
**960 communities**  
**223,456 units**

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



**Bruce McClenny**  
 President  
 800.595.8730