| Conventional Properties | Aug | Annual Chg |
| :--- | ---: | ---: |
| Occupancy | 91.8 | $+0.2 \%$ |
| Unit Change | 104 |  |
| Units Absorbed (Annual) | 149 |  |
| Average Size (SF) | 838 | $+0.1 \%$ |
| Asking Rent | $\$ 788$ | $+3.0 \%$ |
| Asking Rent per SF | $\$ 0.94$ | $+2.8 \%$ |
| Effective Rent | $\$ 781$ | $+2.8 \%$ |
| Effective Rent per SF | $\$ 0.93$ | $+2.6 \%$ |
| \% Offering Concessions | $20 \%$ | $+18.3 \%$ |
| Ave. Concession Package | $4.1 \%$ | $-1.7 \%$ |


— Market Breakdown

| Property Type | \% of Market | \# Properties | \# Units | Occ. | Avg SF | Avg Mkt Rent | Avg Eff Rent | Avg \% Discount |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Conventional | $78 \%$ | 266 | 38,273 | $91.8 \%$ | 839 | $\$ 788$ | $\$ 781$ | $4.1 \%$ |  |
| Affordable | $18 \%$ | 80 | 8,697 | $93.9 \%$ | 878 | $\$ 652$ | $\$ 651$ | $4.8 \%$ |  |
| Senior Living | $3 \%$ | 19 | 1,534 | $93.8 \%$ | 708 | $\$ 1,284$ | $\$ 1,283$ | $0.6 \%$ |  |
| Student Housing | $1 \%$ | 3 | 698 | $91.9 \%$ | 1,107 | $\$ 1,343$ | $\$ 1,343$ |  |  |
| Totals |  | 368 | $\mathbf{4 9 , 2 0 2}$ |  |  |  |  |  |  |

— Top 5 Submarkets

| Occupancy Annual Change | Aug-18 | Change | Effective Rent Gains | Aug-18 | Change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Eddy and Lea Counties | $95.3 \%$ | $7.4 \%$ | Eastside South | $\$ 675$ | $8.8 \%$ |  |
| Northwest El Paso | $92.5 \%$ | $5.5 \%$ | Eddy and Lea Counties | $8.6 \%$ |  |  |
| Northeast El Paso | $93.6 \%$ | $2.1 \%$ | Southwest El Paso | $\mathbf{\$ 1 , 0 3 4}$ | $\$ 803$ | $6.0 \%$ |
| Eastside FarSouth | $100.0 \%$ | $2.0 \%$ | Eastside North | $\$ 817$ | $3.4 \%$ |  |
| Fort Bliss/Downtown/Central El Paso | $92.5 \%$ | $1.9 \%$ | Las Cruces, NM/Dona Ana County | $\$ 789$ | $3.1 \%$ |  |

## — New Units

Top 5 Submarkets with Most New Units in Pipeline


Leasing Starts Next 4 Quarters


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End of July, 2018

- General Overview

| Conventional Properties | Jul 2018 | Annual Chg |
| :--- | ---: | ---: |
| Occupancy | 91.8 | $+0.6 \%$ |
| Unit Change | 104 |  |
| Units Absorbed (Annual) | 314 |  |
| Average Size (SF) | 838 | $+0.2 \%$ |
| Asking Rent | $\$ 781$ | $+2.4 \%$ |
| Asking Rent per SF | $\$ 0.93$ | $+2.2 \%$ |
| Effective Rent | $\$ 774$ | $+2.4 \%$ |
| Effective Rent per SF | $\$ 0.92$ | $+2.2 \%$ |
| \% Offering Concessions | $17 \%$ | $-18.3 \%$ |
| Ave. Concession Package | $4.8 \%$ | $+3.6 \%$ |

El Paso, TX

— Market Breakdown

| Property Type | \% of Market | \# Properties | \# Units | Occ. | Avg SF | Avg Mkt Rent | Avg Eff Rent | Avg \% Discount |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Conventional | $78 \%$ | 266 | 38,272 | $91.8 \%$ | 839 | $\$ 781$ | $\$ 775$ | $4.8 \%$ |
| Affordable | $18 \%$ | 80 | 8,697 | $93.5 \%$ | 877 | $\$ 647$ | $\$ 645$ | $4.4 \%$ |
| Senior Living | $3 \%$ | 19 | 1,534 | $93.9 \%$ | 708 | $\$ 1,266$ | $\$ 1,265$ | $0.6 \%$ |
| Student Housing | $1 \%$ | 3 | 698 | $71.0 \%$ | 1,107 | $\$ 1,339$ | $\$ 1,339$ | $0.0 \%$ |
| Totals |  | 368 | 49,201 |  |  |  |  |  |

— Top 5 Submarkets

| Occupancy Annual Change | Jul-18 | Change | Effective Rent Gains | Jul-18 | Change |
| :--- | ---: | ---: | :--- | ---: | ---: |
| Eddy and Lea Counties | $94.4 \%$ | $7.5 \%$ | Eastside South | $\$ 658$ | $7.9 \%$ |
| Northwest El Paso | $93.3 \%$ | $6.4 \%$ | Eddy and Lea Counties | $\$ 1,021$ |  |
| Fort Bliss/Downtown/Central El Paso | $92.7 \%$ | $2.6 \%$ | Las Cruces, NM/Dona Ana County | $6.5 \%$ |  |
| Northeast El Paso | $93.8 \%$ | $2.2 \%$ | Southwest El Paso | $\$ 788$ |  |
| Eastside FarSouth | $100.0 \%$ | $2.0 \%$ | Northwest El Paso | $\$ .3 \%$ |  |

## — New Units

Top 5 Submarkets with Most New Units in Pipeline


Leasing Starts Next 4 Quarters


End of June, 2018

- General Overview

| Conventional Properties | Jun <br> 2018 | Annual Chg |
| :--- | ---: | ---: |
| Occupancy | 91.5 | $+0.5 \%$ |
| Unit Change | 104 |  |
| Units Absorbed (Annual) | 270 |  |
| Average Size (SF) | 838 | $+0.2 \%$ |
| Asking Rent | $\$ 779$ | $+2.0 \%$ |
| Asking Rent per SF | $\$ 0.93$ | $+1.8 \%$ |
| Effective Rent | $\$ 771$ | $+2.0 \%$ |
| Effective Rent per SF | $\$ 0.92$ | $+1.7 \%$ |
| \% Offering Concessions | $16 \%$ | $-20.2 \%$ |
| Ave. Concession Package | $5.6 \%$ | $+8.1 \%$ |

El Paso, TX

— Market Breakdown

| Property Type | \% of Market | \# Properties | \# Units | Occ. | Avg SF | Avg Mkt Rent | Avg Eff Rent | Avg \% Discount |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Conventional | $78 \%$ | 266 | 38,268 | $91.5 \%$ | 839 | $\$ 779$ | $\$ 771$ | $5.6 \%$ |
| Affordable | $18 \%$ | 80 | 8,697 | $94.2 \%$ | 877 | $\$ 642$ | $\$ 641$ | $4.2 \%$ |
| Senior Living | $3 \%$ | 19 | 1,534 | $88.2 \%$ | 708 | $\$ 1,277$ | $\$ 1,276$ | $0.6 \%$ |
| Student Housing | $1 \%$ | 3 | 698 | $71.4 \%$ | 1,107 | $\$ 1,315$ | $\$ 1,315$ | $0.0 \%$ |
| Totals |  | 368 | 49,197 |  |  |  |  |  |

— Top 5 Submarkets

| Occupancy Annual Change | Jun-18 | Change | Effective Rent Gains | Jun-18 | Change |
| :--- | ---: | ---: | :--- | :---: | :---: |
| Eddy and Lea Counties | $93.1 \%$ | $14.6 \%$ | Eastside South | $\$ 657$ | $8.9 \%$ |
| Northwest El Paso | $92.9 \%$ | $2.3 \%$ | Northwest El Paso | $\$ 790$ | $3.4 \%$ |
| Northeast EI Paso | $93.0 \%$ | $1.8 \%$ | Las Cruces, NM/Dona Ana County | $\$ 787$ | $3.1 \%$ |
| Fort Bliss/Downtown/Central EI Paso | $92.5 \%$ | $1.7 \%$ | Eastside North | $\$ 804$ | $2.8 \%$ |
| Eastside North | $94.1 \%$ | $0.3 \%$ | Southwest El Paso | $\$ 786$ | $1.5 \%$ |

## — New Units

Top 5 Submarkets with Most New Units in Pipeline


Leasing Starts Next 4 Quarters


| Conventional Properties | Mar | Annual Chg |
| :--- | ---: | ---: |
| Occupancy | 91.5 | $+0.7 \%$ |
| Unit Change | 180 |  |
| Units Absorbed (Annual) | 405 |  |
| Average Size (SF) | 831 | $-0.5 \%$ |
| Asking Rent | $\$ 768$ | $+2.0 \%$ |
| Asking Rent per SF | $\$ 0.92$ | $+1.8 \%$ |
| Effective Rent | $\$ 762$ | $+2.9 \%$ |
| Effective Rent per SF | $\$ 0.91$ | $+2.6 \%$ |
| \% Offering Concessions | $18 \%$ | $-30.9 \%$ |
| Ave. Concession Package | $4.5 \%$ | $-18.4 \%$ |


— Market Breakdown

| Property Type | \% of Market | \# Properties | \# Units | Occ. | Avg SF | Avg Mkt Rent | Avg Eff Rent | Avg \% Discount |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Conventional | $78 \%$ | 267 | 38,284 | $91.5 \%$ | 831 | $\$ 768$ | $\$ 762$ | $4.5 \%$ |
| Affordable | $17 \%$ | 79 | 8,419 | $89.1 \%$ | 917 | $\$ 642$ | $\$ 641$ | $4.8 \%$ |
| Senior Living | $3 \%$ | 19 | 1,533 | $88.3 \%$ | 708 | $\$ 1,268$ | $\$ 1,267$ | $0.6 \%$ |
| Student Housing | $1 \%$ | 3 | 698 | $68.8 \%$ | 1,107 | $\$ 1,282$ | $\$ 1,282$ |  |
| Totals |  | 368 | $\mathbf{4 8 , 9 3 4}$ |  |  |  |  |  |

— Top 5 Submarkets

| Occupancy Annual Change | Mar-18 | Change | Effective Rent Gains | Mar-18 | Change |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Eddy and Lea Counties | $95.4 \%$ | $11.7 \%$ | Eastside South | $\$ 649$ | $9.5 \%$ |
| Las Cruces, NM/Dona Ana County | $95.7 \%$ | $2.0 \%$ | Northwest El Paso | $\mathbf{\$ 7 8 2}$ | $\mathbf{4 . 2 \%}$ |
| Northwest El Paso | $92.0 \%$ | $1.4 \%$ | Las Cruces, NM/Dona Ana County | $\$ 788$ | $3.5 \%$ |
| Fort Bliss/Downtown/Central El Paso | $91.9 \%$ | $1.4 \%$ | Southwest El Paso | $\$ 761$ | $2.2 \%$ |
| Northeast El Paso | $92.2 \%$ | $0.8 \%$ | Northeast El Paso | $\$ 759$ | $1.8 \%$ |

## — New Units

Top 5 Submarkets with Most New Units in Pipeline


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- General Overview

| Conventional Properties | Sep-17 | Annual Chg |
| :--- | ---: | ---: |
| Occupancy | 92.6 | $+1.2 \%$ |
| Units Added | 117 |  |
| Units Absorbed (Annual) | 764 |  |
| Average Size (SF) | 839 | $-0.1 \%$ |
| Asking Rent | $\$ 769$ | $+0.8 \%$ |
| Asking Rent per SF | $\$ 0.92$ | $+1.0 \%$ |
| Effective Rent | $\$ 763$ | $+1.2 \%$ |
| Effective Rent per SF | $\$ 0.91$ | $+1.4 \%$ |
| \% Offering Concessions | $18 \%$ | $-21.6 \%$ |
| Ave. Concession Package | $4.2 \%$ | $-16.8 \%$ |


— Market Breakdown

| Property Type | \% of Market | \# Properties | \# Units | Occ. | Avg SF | Avg Mkt Rent | Avg Eff Rent | Avg \% Discount |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Conventional | $78 \%$ | 260 | 37,635 | $92.6 \%$ | 839 | $\$ 769$ | $\$ 763$ | $4.2 \%$ |
| Affordable | $18 \%$ | 77 | 8,464 | $92.1 \%$ | 920 | $\$ 630$ | $\$ 626$ | $6.5 \%$ |
| Senior Living | $3 \%$ | 19 | 1,419 | $94.4 \%$ | 700 | $\$ 1,177$ | $\$ 1,177$ | $0.0 \%$ |
| Student Housing | $1 \%$ | 2 | 542 | $88.0 \%$ | 1,180 | $\$ 1,379$ | $\$ 1,326$ | $4.1 \%$ |
| Totals |  | $\mathbf{3 5 8}$ | $\mathbf{4 8 , 0 6 0}$ |  |  |  |  |  |

— Top 5 Submarkets

| Occupancy Annual Change | Sep-17 | Change | Effective Rent Gains | Sep-17 | Change |
| :--- | :---: | :---: | :--- | :---: | :---: |
| Eddy and Lea Counties | $89.4 \%$ | $6.9 \%$ | Las Cruces, NM/Dona Ana County | $\$ 769$ | $4.7 \%$ |
| Eastside South | $93.4 \%$ | $6.4 \%$ | Eastside FarSouth | $\$ 664$ | $4.3 \%$ |
| Fort Bliss/Downtown/Central El Paso | $91.5 \%$ | $2.9 \%$ | Fort Bliss/Downtown/Central El Paso | $\$ 716$ | $3.0 \%$ |
| Southwest El Paso | $93.3 \%$ | $2.4 \%$ | Eastside South | $\$ 618$ | $2.0 \%$ |
| Northeast El Paso | $91.6 \%$ | $1.2 \%$ | Northwest El Paso | $\$ 776$ | $1.2 \%$ |

## — New Units

Top 5 Submarkets with Most New Units in Pipeline


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## EL PASO REVIEW

| El Paso Market <br> General Overview | May <br> 2017 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 92.1 | $0 \%$ |
| Units Added: | 117 |  |
| Units Absorbed (Annual): | 362 |  |
| Average Size (SF): | 838 | $+0 \%$ |
| Asking Rent: | $\$ 766$ | $+0.2 \%$ |
| Asking Rent per SF: | $\$ 0.91$ | $+0.3 \%$ |
| Effective Rent: | $\$ 757$ | $+0.3 \%$ |
| Effective Rent per SF: | $\$ 0.90$ | $+0.4 \%$ |
| \% Offering Concessions: | $22 \%$ | $-8.6 \%$ |
| Ave. Concession Package: | $4.9 \%$ | $+19.1 \%$ |


| EI Paso Market <br> Stabilized Properties | May <br> 2017 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 92.5 | $+0.4 \%$ |
| Unit Change: | 336 |  |
| Units Absorbed (Annual): | 317 |  |
| Average Size (SF): | 839 | $+0.1 \%$ |
| Asking Rent: | $\$ 766$ | $+0.2 \%$ |
| Asking Rent per SF: | $\$ 0.91$ | $+0.2 \%$ |
| Effective Rent: | $\$ 757$ | $+0.3 \%$ |
| Effective Rent per SF: | $\$ 0.90$ | $+0.3 \%$ |
| \% Offering Concessions: | $22 \%$ | $-10.2 \%$ |
| Ave. Concession Package: | $4.9 \%$ | $+19.5 \%$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | \% of Mkt | Ave SqFt | Ave Market Rent/Mo | Ave Eff. Rent/Mo | Ave \% Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.4\% | 405 | \$521 | \$518 | 0.6\% |
| 1 BR | 34.5\% | 658 | \$670 | \$663 | 1.0\% |
| 1 DEN | 0.4\% | 817 | \$756 | \$752 | 0.6\% |
| 2 BR | 48.8\% | 931 | \$783 | \$775 | 1.1\% |
| 2 DEN | 0.4\% | 1,179 | \$901 | \$883 | 2.0\% |
| 3 BR | 11.6\% | 1,179 | \$955 | \$943 | 1.3\% |
| >3 BR | 0.9\% | 1,290 | \$857 | \$849 | 0.9\% |



Market vs. Effective Rents
El Paso


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| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 2017 | Annual Change | May 2017 | Annual Change | May 2017 | Annual Change | May 2017 | Annual Change |
| Occupancy: | 92.4 | +8.4\% | 91.1 | 0\% | 94.7 | +0.5\% | 92.3 | +1.3\% |
| Units Added: | 180 |  | 142 |  | 50 |  | 248 |  |
| Units Absorbed (Annual): | 1,747 |  | 134 |  | 272 |  | 1,261 |  |
| Average Size (SF): | 867 | -0.3\% | 831 | +0.6\% | 819 | +0\% | 743 | +0.3\% |
| Asking Rent: | \$1,062 | +9.1\% | \$743 | +2.5\% | \$825 | +3.0\% | \$720 | +5.1\% |
| Asking Rent per SF: | \$1.22 | +9.5\% | \$0.89 | +2.2\% | \$1.01 | +3.0\% | \$0.97 | +4.8\% |
| Effective Rent: | \$1,057 | +12.2\% | \$736 | +2.3\% | \$819 | +3.6\% | \$706 | +5.9\% |
| Effective Rent per SF: | \$1.22 | +12.6\% | \$0.89 | +2.0\% | \$1.00 | +3.6\% | \$0.95 | +5.6\% |
| \% Offering Concessions: | 9\% | -71.0\% | 19\% | +34.4\% | 22\% | -6.9\% | 39\% | -11.1\% |
| Ave. Concession Package: | 7.7\% | -22.3\% | 4.7\% | -25.6\% | 3.9\% | -28.2\% | 5.4\% | -14.7\% |

## EL PASO REVIEW

| El Paso Market <br> General Overview | Feb <br> 2017 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 90.8 | $-0.3 \%$ |
| Units Added: | 117 |  |
| Units Absorbed (Annual): | 107 |  |
| Average Size (SF): | 838 | $+0.4 \%$ |
| Asking Rent: | $\$ 759$ | $+0.4 \%$ |
| Asking Rent per SF: | $\$ 0.91$ | $0.0 \%$ |
| Effective Rent: | $\$ 748$ | $0.0 \%$ |
| Effective Rent per SF: | $\$ 0.89$ | $-0.4 \%$ |
| \% Offering Concessions: | $28 \%$ | $+17.9 \%$ |
| Ave. Concession Package: | $4.8 \%$ | $+13.8 \%$ |


| EI Paso Market <br> Stabilized Properties | Feb <br> 2017 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.2 | $0 \%$ |
| Unit Change: | 272 |  |
| Units Absorbed (Annual): | 132 |  |
| Average Size (SF): | 838 | $+0.5 \%$ |
| Asking Rent: | $\$ 759$ | $+0.3 \%$ |
| Asking Rent per SF: | $\$ 0.91$ | $-0.1 \%$ |
| Effective Rent: | $\$ 748$ | $0.0 \%$ |
| Effective Rent per SF: | $\$ 0.89$ | $-0.4 \%$ |
| \% Offering Concessions: | $28 \%$ | $+18.5 \%$ |
| Ave. Concession Package: | $4.8 \%$ | $+13.8 \%$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | \% of Mkt | Ave SqFt | Ave Market Rent/Mo | Ave Eff. Rent/Mo | Ave \% <br> Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.3\% | 403 | \$506 | \$501 | 1.0\% |
| 1 BR | 34.7\% | 658 | \$661 | \$652 | 1.4\% |
| 1 DEN | 0.4\% | 817 | \$744 | \$739 | 0.6\% |
| 2 BR | 48.9\% | 931 | \$779 | \$767 | 1.5\% |
| 2 DEN | 0.5\% | 1,182 | \$855 | \$842 | 1.5\% |
| 3 BR | 11.3\% | 1,175 | \$965 | \$956 | 0.9\% |
| >3 BR | 0.9\% | 1,295 | \$856 | \$848 | 0.9\% |



Market vs. Effective Rents
El Paso


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 2017 | Annual Change | Feb 2017 | Annual Change | Feb 2017 | Annual Change | Feb 2017 | Annual Change |
| Occupancy: | 89.3 | +2.8\% | 88.6 | -4.5\% | 93.9 | +0.9\% | 92.1 | +1.7\% |
| Units Added: | 180 |  | 378 |  | 50 |  | 378 |  |
| Units Absorbed (Annual): | 1,068 |  | -241 |  | 457 |  | 1,716 |  |
| Average Size (SF): | 867 | +0.2\% | 852 | +0.1\% | 817 | -0.6\% | 742 | +0.5\% |
| Asking Rent: | \$958 | -6.2\% | \$757 | +1.8\% | \$818 | +2.4\% | \$708 | +4.2\% |
| Asking Rent per SF: | \$1.10 | -6.3\% | \$0.89 | +1.8\% | \$1.00 | +3.1\% | \$0.95 | +3.8\% |
| Effective Rent: | \$943 | -5.8\% | \$750 | +1.7\% | \$810 | +2.6\% | \$691 | +4.7\% |
| Effective Rent per SF: | \$1.09 | -5.9\% | \$0.88 | +1.6\% | \$0.99 | +3.3\% | \$0.93 | +4.2\% |
| \% Offering Concessions: | 27\% | +7.0\% | 23\% | +63.5\% | 24\% | -4.3\% | 43\% | -2.4\% |
| Ave. Concession Package: | 5.5\% | -24.4\% | 3.6\% | -48.4\% | 3.9\% | -18.3\% | 5.7\% | -10.5\% |

## EL PASO REVIEW

| El Paso Market <br> General Overview | Oct <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.4 | $-0.4 \%$ |
| Units Added: | 0 |  |
| Units Absorbed (Annual): | 151 |  |
| Average Size (SF): | 840 | $+1.2 \%$ |
| Asking Rent: | $\$ 765$ | $+1.2 \%$ |
| Asking Rent per SF: | $\$ 0.91$ | $+0.1 \%$ |
| Effective Rent: | $\$ 756$ | $+1.1 \%$ |
| Effective Rent per SF: | $\$ 0.90$ | $0.0 \%$ |
| \% Offering Concessions: | $24 \%$ | $+7.6 \%$ |
| Ave. Concession Package: | $5.2 \%$ | $+16.3 \%$ |


| EI Paso Market <br> Stabilized Properties | Oct <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.4 | $-0.4 \%$ |
| Unit Change: | 208 |  |
| Units Absorbed (Annual): | 46 |  |
| Average Size (SF): | 840 | $+1.2 \%$ |
| Asking Rent: | $\$ 765$ | $+1.2 \%$ |
| Asking Rent per SF: | $\$ 0.91$ | $+0.1 \%$ |
| Effective Rent: | $\$ 756$ | $+1.1 \%$ |
| Effective Rent per SF: | $\$ 0.90$ | $0.0 \%$ |
| \% Offering Concessions: | $24 \%$ | $+7.6 \%$ |
| Ave. Concession Package: | $5.2 \%$ | $+16.3 \%$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | \% of Mkt | Ave SqFt | Ave <br> Market <br> Rent/Mo | Ave Eff. Rent/Mo | Ave \% Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.2\% | 400 | \$515 | \$513 | 0.4\% |
| 1 BR | 34.8\% | 659 | \$674 | \$666 | 1.2\% |
| 1 DEN | 0.4\% | 817 | \$755 | \$751 | 0.6\% |
| 2 BR | 49.0\% | 935 | \$784 | \$775 | 1.2\% |
| 2 DEN | 0.5\% | 1,133 | \$858 | \$854 | 0.5\% |
| 3 BR | 11.3\% | 1,182 | \$946 | \$939 | 0.8\% |
| $>3 \mathrm{BR}$ | 0.9\% | 1,288 | \$840 | \$834 | 0.8\% |

## Occupancy Rate

El Paso


## Market vs. Effective Rents

El Paso


ALN Apartment Data delivers multifamily data, analysis and reports in 82 ALN OnLine core markets in 22 states, over 181 markets available nationally in Vendor Edge Plus, and nationwide with ALN's Compass program. ALN is working hard to give you the data you need to keep ahead of the curve! COPYRIGHTS: All data, information and material provided through ALN Programs are copyrighted and provided to the Subscriber for their individual use only and in no case shall be used in any manner that would be deemed competitive to ALN. All resale, redistribution or other forms of dissemination is strictly forbidden. For ALN editorial inserts, sourcing and questions, please contact sales@alndata.com.

| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct 2016 | Annual Change | Oct 2016 | Annual Change | Oct 2016 | Annual Change | Oct 2016 | Annual Change |
| Occupancy: | 85.9 | -1.5\% | 93.0 | -1.3\% | 94.6 | +2.4\% | 91.8 | +0.7\% |
| Units Added: | 336 |  | 0 |  | 0 |  | 338 |  |
| Units Absorbed (Annual): | 314 |  | -210 |  | 1,177 |  | 1,700 |  |
| Average Size (SF): | 870 | +0.5\% | 850 | +0.6\% | 817 | -0.7\% | 741 | +1\% |
| Asking Rent: | \$947 | -13.2\% | \$756 | +2.9\% | \$818 | +3.1\% | \$697 | +4.8\% |
| Asking Rent per SF: | \$1.09 | -13.6\% | \$0.89 | +2.7\% | \$1.00 | +3.9\% | \$0.94 | +3.8\% |
| Effective Rent: | \$920 | -14.0\% | \$750 | +2.4\% | \$813 | +3.8\% | \$680 | +5.2\% |
| Effective Rent per SF: | \$1.06 | -14.5\% | \$0.88 | +2.1\% | \$0.99 | +4.6\% | \$0.91 | +4.2\% |
| \% Offering Concessions: | 33\% | +26.0\% | 15\% | +58.7\% | 23\% | -8.8\% | 41\% | -12.2\% |
| Ave. Concession Package: | 8.2\% | +36.9\% | 5.5\% | +27.7\% | 3.2\% | -79.1\% | 6.0\% | +1.0\% |

EL PASO REVIEW

| El Paso Market <br> General Overview | Sep <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.5 | $+0.4 \%$ |
| Units Added: | 0 |  |
| Units Absorbed (Annual): | 410 |  |
| Average Size (SF): | 841 | $+1.2 \%$ |
| Asking Rent: | $\$ 767$ | $+1.0 \%$ |
| Asking Rent per SF: | $\$ 0.91$ | $-0.2 \%$ |
| Effective Rent: | $\$ 758$ | $+0.7 \%$ |
| Effective Rent per SF: | $\$ 0.90$ | $-0.4 \%$ |
| \% Offering Concessions: | $22 \%$ | $+22.1 \%$ |
| Ave. Concession Package: | $5.0 \%$ | $+14.8 \%$ |


| El Paso Market <br> Stabilized Properties | Sep <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.6 | $0 \%$ |
| Unit Change: | 160 |  |
| Units Absorbed (Annual): | 186 |  |
| Average Size (SF): | 841 | $+1.2 \%$ |
| Asking Rent: | $\$ 766$ | $+1.0 \%$ |
| Asking Rent per SF: | $\$ 0.91$ | $-0.2 \%$ |
| Effective Rent: | $\$ 757$ | $+0.7 \%$ |
| Effective Rent per SF: | $\$ 0.90$ | $-0.4 \%$ |
| \% Offering Concessions: | $23 \%$ | $+22.1 \%$ |
| Ave. Concession Package: | $5.0 \%$ | $+14.8 \%$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | \% of Mkt | Ave SqFt | Ave Market Rent/Mo | Ave Eff. Rent/Mo | Ave \% Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.2\% | 400 | \$517 | \$512 | 1.1\% |
| 1 BR | 34.8\% | 659 | \$676 | \$668 | 1.1\% |
| 1 DEN | 0.4\% | 817 | \$754 | \$750 | 0.6\% |
| 2 BR | 49.0\% | 936 | \$786 | \$778 | 1.0\% |
| 2 DEN | 0.5\% | 1,133 | \$854 | \$849 | 0.5\% |
| 3 BR | 11.3\% | 1,179 | \$948 | \$940 | 0.8\% |
| >3 BR | 0.9\% | 1,288 | \$841 | \$823 | 2.2\% |

## Occupancy Rate

El Paso


Market vs. Effective Rents
El Paso



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| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep 2016 | Annual Change | Sep 2016 | Annual Change | Sep 2016 | Annual Change | Sep 2016 | Annual Change |
| Occupancy: | 84.9 | -2.0\% | 93.5 | +0.2\% | 94.6 | +1.8\% | 91.9 | +1.1\% |
| Units Added: | 336 |  | 0 |  | 0 |  | 391 |  |
| Units Absorbed (Annual): | 478 |  | 26 |  | 1,038 |  | 2,123 |  |
| Average Size (SF): | 870 | +0.4\% | 850 | +0.6\% | 817 | -0.9\% | 743 | +1.1\% |
| Asking Rent: | \$940 | -16.2\% | \$759 | +4.2\% | \$818 | +2.8\% | \$699 | +5.5\% |
| Asking Rent per SF: | \$1.08 | -16.5\% | \$0.89 | +3.6\% | \$1.00 | +3.8\% | \$0.94 | +4.5\% |
| Effective Rent: | \$914 | -17.2\% | \$754 | +4.1\% | \$812 | +2.9\% | \$682 | +6.3\% |
| Effective Rent per SF: | \$1.05 | -17.4\% | \$0.89 | +3.5\% | \$0.99 | +3.9\% | \$0.92 | +5.3\% |
| \% Offering Concessions: | 34\% | +47.6\% | 14\% | -1.2\% | 22\% | +4.5\% | 42\% | -17.0\% |
| Ave. Concession Package: | 8.1\% | +39.8\% | 5.0\% | -21.7\% | 3.0\% | -31.4\% | 5.8\% | -6.1\% |

EL PASO REVIEW

| El Paso Market <br> General Overview | Jul <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 90.9 | $-0.1 \%$ |
| Units Added: | 0 |  |
| Units Absorbed (Annual): | 526 |  |
| Average Size (SF): | 839 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 758$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 749$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $25 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $4.6 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| El Paso Market <br> Stabilized Properties | Jul <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.0 | $0 \%$ |
| Unit Change: | 78 |  |
| Units Absorbed (Annual): | 262 |  |
| Average Size (SF): | 838 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 756$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 748$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $25 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $4.6 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | \% of Mkt | Ave SqFt | Ave <br> Market Rent/Mo | Ave Eff. Rent/Mo | Ave \% Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.3\% | 400 | \$508 | \$500 | 1.6\% |
| 1 BR | 34.6\% | 658 | \$666 | \$658 | 1.2\% |
| 1 DEN | 0.4\% | 817 | \$754 | \$745 | 1.2\% |
| 2 BR | 49.1\% | 933 | \$779 | \$770 | 1.1\% |
| 2 DEN | 0.5\% | 1,133 | \$866 | \$845 | 2.4\% |
| 3 BR | 11.1\% | 1,181 | \$944 | \$937 | 0.7\% |
| >3 BR | 1.0\% | 1,288 | \$840 | \$834 | 0.8\% |



## Market vs. Effective Rents

El Paso



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| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jul 2016 | Annual Change | Jul 2016 | Annual Change | Jul 2016 | Annual Change | Jul 2016 | Annual Change |
| Occupancy: | 85.1 | -0.9\% | 91.7 | +0.7\% | 94.5 | +1.7\% | 91.9 | +2.0\% |
| Units Added: | 156 |  | 0 |  | 180 |  | 183 |  |
| Units Absorbed (Annual): | 696 |  | 9 |  | 1,313 |  | 2,549 |  |
| Average Size (SF): | 870 | +0.8\% | 850 | +0.6\% | 820 | N/A | 742 | +1.1\% |
| Asking Rent: | \$944 | -17.5\% | \$756 | +4.2\% | \$813 | N/A | \$692 | +4.7\% |
| Asking Rent per SF: | \$1.08 | -18.1\% | \$0.89 | +3.5\% | \$0.99 | N/A | \$0.93 | +3.7\% |
| Effective Rent: | \$915 | -19.0\% | \$750 | +3.7\% | \$805 | N/A | \$675 | +5.8\% |
| Effective Rent per SF: | \$1.05 | -19.6\% | \$0.88 | +2.9\% | \$0.98 | N/A | \$0.91 | +4.8\% |
| \% Offering Concessions: | 36\% | +95.8\% | 16\% | +15.3\% | 23\% | N/A | 42\% | -24.3\% |
| Ave. Concession Package: | 8.1\% | +41.8\% | 5.4\% | +37.4\% | 3.6\% | N/A | 6.0\% | -6.2\% |

## EL PASO REVIEW

| El Paso Market <br> General Overview | Jun <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 92.2 | $+0.9 \%$ |
| Units Added: | 0 |  |
| Units Absorbed (Annual): | 832 |  |
| Average Size (SF): | 839 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 759$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.91$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 750$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $26 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.9 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| El Paso Market <br> Stabilized Properties | Jun <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 92.3 | $+1.1 \%$ |
| Unit Change: | 78 |  |
| Units Absorbed (Annual): | 579 |  |
| Average Size (SF): | 838 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 758$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 748$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $26 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.9 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | \% of Mkt | Ave SqFt | Ave <br> Market <br> Rent/Mo | Ave Eff. Rent/Mo | Ave \% Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.3\% | 400 | \$510 | \$506 | 0.8\% |
| 1 BR | 34.6\% | 658 | \$668 | \$659 | 1.3\% |
| 1 DEN | 0.4\% | 817 | \$771 | \$761 | 1.3\% |
| 2 BR | 49.2\% | 933 | \$780 | \$771 | 1.2\% |
| 2 DEN | 0.5\% | 1,133 | \$871 | \$850 | 2.4\% |
| 3 BR | 11.1\% | 1,181 | \$944 | \$935 | 1.0\% |
| >3 BR | 1.0\% | 1,288 | \$845 | \$836 | 1.0\% |



Market vs. Effective Rents
El Paso

(il)

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| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 2016 | Annual Change | Jun 2016 | Annual Change | Jun 2016 | Annual Change | Jun 2016 | Annual Change |
| Occupancy: | 85.4 | +0.6\% | 92.0 | -0.2\% | 94.7 | +1.9\% | 91.3 | +1.7\% |
| Units Added: | 156 |  | 0 |  | 180 |  | 551 |  |
| Units Absorbed (Annual): | 945 |  | -134 |  | 1,054 |  | 2,407 |  |
| Average Size (SF): | 871 | +0.8\% | 850 | +0.6\% | 819 | N/A | 742 | +0.9\% |
| Asking Rent: | \$954 | -19.4\% | \$748 | +3.7\% | \$807 | N/A | \$691 | +4.7\% |
| Asking Rent per SF: | \$1.10 | -19.9\% | \$0.88 | +3.0\% | \$0.99 | N/A | \$0.93 | +3.8\% |
| Effective Rent: | \$927 | -21.1\% | \$739 | +2.9\% | \$796 | N/A | \$672 | +5.4\% |
| Effective Rent per SF: | \$1.06 | -21.6\% | \$0.87 | +2.2\% | \$0.97 | N/A | \$0.90 | +4.5\% |
| \% Offering Concessions: | 30\% | +110.6\% | 17\% | 0.0\% | 27\% | N/A | 43\% | -22.4\% |
| Ave. Concession Package: | 9.8\% | +50.0\% | 6.7\% | +49.7\% | 4.3\% | N/A | 6.3\% | -1.6\% |

## EL PASO REVIEW

| El Paso Market <br> General Overview | May <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 92.4 | $+1.3 \%$ |
| Units Added: | 0 |  |
| Units Absorbed (Annual): | 921 |  |
| Average Size (SF): | 838 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 761$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.91$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 751$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $25 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.9 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| El Paso Market <br> Stabilized Properties | May <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 92.8 | $+1.6 \%$ |
| Units Added: | 270 |  |
| Units Absorbed (Annual): | 669 |  |
| Average Size (SF): | 838 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 759$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.91$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 750$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $24 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.9 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | \% of Mkt | Ave SqFt | Ave <br> Market <br> Rent/Mo | Ave Eff. Rent/Mo | Ave \% Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.3\% | 400 | \$513 | \$510 | 0.7\% |
| 1 BR | 34.7\% | 658 | \$668 | \$661 | 1.1\% |
| 1 DEN | 0.4\% | 817 | \$761 | \$756 | 0.6\% |
| 2 BR | 49.2\% | 934 | \$782 | \$773 | 1.2\% |
| 2 DEN | 0.5\% | 1,133 | \$859 | \$839 | 2.3\% |
| 3 BR | 11.0\% | 1,181 | \$944 | \$935 | 1.0\% |
| $>3 \mathrm{BR}$ | 0.9\% | 1,276 | \$855 | \$845 | 1.2\% |



Market vs. Effective Rents
El Paso


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| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 2016 | Annual Change | May 2016 | Annual Change | May 2016 | Annual Change | May 2016 | Annual Change |
| Occupancy: | 85.0 | -2.4\% | 93.4 | +1.0\% | 93.9 | +2.0\% | 91.2 | +1.3\% |
| Units Added: | 370 |  | 0 |  | 180 |  | 551 |  |
| Units Absorbed (Annual): | 624 |  | 41 |  | 1,081 |  | 2,231 |  |
| Average Size (SF): | 871 | +1.2\% | 850 | +0.5\% | 821 | N/A | 741 | +0.9\% |
| Asking Rent: | \$974 | -19.9\% | \$744 | +3.1\% | \$805 | N/A | \$688 | +4.4\% |
| Asking Rent per SF: | \$1.12 | -20.8\% | \$0.87 | +2.5\% | \$0.98 | N/A | \$0.93 | +3.5\% |
| Effective Rent: | \$943 | -22.1\% | \$740 | +2.8\% | \$794 | N/A | \$670 | +5.4\% |
| Effective Rent per SF: | \$1.08 | -23.0\% | \$0.87 | +2.3\% | \$0.97 | N/A | \$0.90 | +4.5\% |
| \% Offering Concessions: | 32\% | +250.0\% | 11\% | -43.8\% | 23\% | N/A | 43\% | -22.2\% |
| Ave. Concession Package: | 9.4\% | +47.1\% | 5.9\% | +49.7\% | 5.1\% | N/A | 6.2\% | -10.0\% |

## EL PASO REVIEW

| El Paso Market <br> General Overview | Apr <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.6 | $+0.2 \%$ |
| Units Added: | 64 |  |
| Units Absorbed (Annual): | 730 |  |
| Average Size (SF): | 835 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 754$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 745$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $28 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.6 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| EI Paso Market <br> Stabilized Properties | Apr <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 92.1 | $+0.7 \%$ |
| Units Added: | 270 |  |
| Units Absorbed (Annual): | 576 |  |
| Average Size (SF): | 834 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 752$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 743$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $28 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.5 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan <br> Type | \% of <br> Mkt | Ave SqFt | Ave <br> Market Rent/Mo | Ave Eff. Rent/Mo | Ave \% Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.5\% | 397 | \$512 | \$507 | 1.0\% |
| 1 BR | 34.7\% | 659 | \$662 | \$654 | 1.1\% |
| 1 DEN | 0.4\% | 812 | \$747 | \$742 | 0.7\% |
| 2 BR | 48.9\% | 929 | \$778 | \$769 | 1.2\% |
| 2 DEN | 0.5\% | 1,125 | \$873 | \$865 | 0.9\% |
| 3 BR | 11.1\% | 1,182 | \$953 | \$944 | 1.0\% |
| >3 BR | 0.9\% | 1,276 | \$849 | \$839 | 1.2\% |

## Occupancy Rate

El Paso


Market vs. Effective Rents
El Paso


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| OTHER MARKETS | Midland-Odessa <br> Annual <br> Apr 2016 <br> Change |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Apr 2016 | Annual Change | Apr 2016 | Annual Change | Apr 2016 | Annual Change |
| Occupancy: | 86.7 | -1.8\% | 93.7 | +2.3\% | 93.9 | +1.5\% | 91.3 | +1.7\% |
| Units Added: | 442 |  | 0 |  | 180 |  | 421 |  |
| Units Absorbed (Annual): | 804 |  | 493 |  | 774 |  | 2,380 |  |
| Average Size (SF): | 871 | N/A | 853 | +0.7\% | 821 | N/A | 740 | +0.7\% |
| Asking Rent: | \$980 | N/A | \$746 | +3.7\% | \$800 | N/A | \$686 | +4.0\% |
| Asking Rent per SF: | \$1.13 | N/A | \$0.87 | +3.1\% | \$0.97 | N/A | \$0.92 | +3.3\% |
| Effective Rent: | \$950 | N/A | \$743 | +3.7\% | \$790 | N/A | \$669 | +5.3\% |
| Effective Rent per SF: | \$1.09 | N/A | \$0.87 | +3.1\% | \$0.96 | N/A | \$0.90 | +4.5\% |
| \% Offering Concessions: | 32\% | N/A | 12\% | -16.7\% | 25\% | N/A | 43\% | -25.7\% |
| Ave. Concession Package: | 9.3\% | N/A | 4.4\% | +19.4\% | 4.4\% | N/A | 6.0\% | -12.6\% |

## EL PASO REVIEW

| El Paso Market <br> General Overview | Mar <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.4 | $+1.6 \%$ |
| Units Added: | 64 |  |
| Units Absorbed (Annual): | 1,244 |  |
| Average Size (SF): | 837 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 757$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 749$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $26 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.4 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| El Paso Market <br> Stabilized Properties | Mar <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.9 | $+2.2 \%$ |
| Units Added: | 270 |  |
| Units Absorbed (Annual): | 1,209 |  |
| Average Size (SF): | 837 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 755$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 747$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $25 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.3 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | \% of Mkt | Ave SqFt | Ave Market Rent/Mo | Ave Eff. Rent/Mo | Ave \% Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.5\% | 399 | \$510 | \$506 | 0.8\% |
| 1 BR | 34.7\% | 660 | \$664 | \$658 | 1.0\% |
| 1 DEN | 0.4\% | 808 | \$742 | \$732 | 1.4\% |
| 2 BR | 49.0\% | 932 | \$780 | \$772 | 1.1\% |
| 2 DEN | 0.5\% | 1,125 | \$873 | \$864 | 1.1\% |
| 3 BR | 11.0\% | 1,187 | \$959 | \$950 | 0.9\% |
| >3 BR | 0.9\% | 1,281 | \$846 | \$839 | 0.9\% |



Market vs. Effective Rents
El Paso


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| OTHER MARKETS | Midland-Odessa <br> Annual <br> Mar 2016 <br> Change |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Mar 2016 | Annual Change | Mar 2016 | Annual Change | Mar 2016 | Annual Change |
| Occupancy: | 86.6 | -1.5\% | 93.2 | +0.6\% | 93.9 | +1.7\% | 91.3 | +1.6\% |
| Units Added: | 670 |  | 0 |  | 180 |  | 539 |  |
| Units Absorbed (Annual): | 493 |  | 252 |  | 1,059 |  | 2,899 |  |
| Average Size (SF): | 869 | N/A | 852 | +0.6\% | 821 | N/A | 741 | +1\% |
| Asking Rent: | \$997 | N/A | \$743 | +4.0\% | \$800 | N/A | \$683 | +3.6\% |
| Asking Rent per SF: | \$1.15 | N/A | \$0.87 | +3.5\% | \$0.97 | N/A | \$0.92 | +2.7\% |
| Effective Rent: | \$975 | N/A | \$740 | +3.9\% | \$791 | N/A | \$665 | +4.7\% |
| Effective Rent per SF: | \$1.12 | N/A | \$0.87 | +3.4\% | \$0.96 | N/A | \$0.90 | +3.7\% |
| \% Offering Concessions: | 29\% | N/A | 11\% | -17.2\% | 24\% | N/A | 43\% | -24.5\% |
| Ave. Concession Package: | 6.8\% | N/A | 5.0\% | +32.5\% | 4.4\% | N/A | 6.0\% | -7.5\% |

EL PASO REVIEW

| El Paso Market <br> General Overview | Feb <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.2 | $+1.4 \%$ |
| Units Added: | 64 |  |
| Units Absorbed (Annual): | 1,202 |  |
| Average Size (SF): | 837 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 754$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 746$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $24 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $4.0 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| EI Paso Market <br> Stabilized Properties | Feb <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.7 | $+2.1 \%$ |
| Units Added: | 270 |  |
| Units Absorbed (Annual): | 1,178 |  |
| Average Size (SF): | 836 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 752$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 744$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $24 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $4.0 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | $\begin{gathered} \% \text { of } \\ \text { Mkt } \end{gathered}$ | $\begin{aligned} & \text { Ave } \\ & \text { SqFt } \end{aligned}$ | Ave Market Rent/Mo | Ave Eff. Rent/Mo | $\begin{aligned} & \text { Ave } \\ & \% \\ & \text { Disc } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.5\% | 399 | \$504 | \$501 | 0.7\% |
| 1 BR | 34.7\% | 659 | \$664 | \$657 | 1.0\% |
| 1 DEN | 0.4\% | 802 | \$751 | \$736 | 2.0\% |
| 2 BR | 49.0\% | 932 | \$779 | \$770 | 1.1\% |
| 2 DEN | 0.5\% | 1,125 | \$873 | \$854 | 2.2\% |
| 3 BR | 11.0\% | 1,187 | \$950 | \$930 | 2.1\% |
| >3 BR | 0.9\% | 1,281 | \$866 | \$860 | 0.7\% |



Market vs. Effective Rents
El Paso



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| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 2016 | Annual Change | Feb 2016 | Annual Change | Feb 2016 | Annual Change | Feb 2016 | Annual Change |
| Occupancy: | 86.7 | -2.6\% | 92.8 | +0.3\% | 93.0 | +0.5\% | 90.6 | +1.6\% |
| Units Added: | 670 |  | 0 |  | 180 |  | 539 |  |
| Units Absorbed (Annual): | 555 |  | 201 |  | 940 |  | 2,905 |  |
| Average Size (SF): | 868 | N/A | 852 | +0.2\% | 825 | N/A | 741 | +1\% |
| Asking Rent: | \$1,024 | N/A | \$744 | +4.2\% | \$801 | N/A | \$681 | +4.0\% |
| Asking Rent per SF: | \$1.18 | N/A | \$0.87 | +4.2\% | \$0.97 | N/A | \$0.92 | +3.1\% |
| Effective Rent: | \$1,004 | N/A | \$739 | +4.4\% | \$792 | N/A | \$661 | +4.7\% |
| Effective Rent per SF: | \$1.16 | N/A | \$0.87 | +4.3\% | \$0.96 | N/A | \$0.89 | +3.7\% |
| \% Offering Concessions: | 25\% | N/A | 13\% | -15.4\% | 25\% | N/A | 44\% | -24.7\% |
| Ave. Concession Package: | 6.8\% | N/A | 5.3\% | -0.6\% | 4.6\% | N/A | 6.3\% | +3.3\% |

EL PASO REVIEW

| El Paso Market <br> General Overview | Jan <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 90.8 | $+2.3 \%$ |
| Units Added: | 184 |  |
| Units Absorbed (Annual): | 1,513 |  |
| Average Size (SF): | 836 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 752$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 744$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $21 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.6 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| El Paso Market <br> Stabilized Properties | Jan <br> 2016 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.2 | $+2.6 \%$ |
| Units Added: | 533 |  |
| Units Absorbed (Annual): | 1,381 |  |
| Average Size (SF): | 836 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 750$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 743$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $22 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $3.6 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | $\begin{gathered} \% \text { of } \\ \text { Mkt } \end{gathered}$ | $\begin{aligned} & \text { Ave } \\ & \text { SqFt } \end{aligned}$ | Ave Market Rent/Mo | $\begin{gathered} \text { Ave } \\ \text { Eff. } \\ \text { Rent/Mo } \end{gathered}$ | $\begin{gathered} \text { Ave } \\ \% \\ \text { Disc } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.5\% | 399 | \$506 | \$502 | 0.9\% |
| 1 BR | 34.8\% | 659 | \$664 | \$658 | 0.9\% |
| 1 DEN | 0.4\% | 802 | \$751 | \$736 | 2.0\% |
| 2 BR | 48.9\% | 933 | \$775 | \$768 | 0.9\% |
| 2 DEN | 0.5\% | 1,125 | \$855 | \$841 | 1.7\% |
| 3 BR | 11.0\% | 1,187 | \$948 | \$929 | 2.0\% |
| >3 BR | 0.9\% | 1,281 | \$864 | \$858 | 0.7\% |



Market vs. Effective Rents
El Paso



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| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan 2016 | Annual Change | Jan 2016 | Annual Change | Jan 2016 | Annual Change | Jan 2016 | Annual Change |
| Occupancy: | 86.7 | -5.4\% | 94.0 | +1.2\% | 92.8 | +0.4\% | 90.0 | +1.0\% |
| Units Added: | 544 |  | 0 |  | 255 |  | 767 |  |
| Units Absorbed (Annual): | 375 |  | 435 |  | 833 |  | 2,585 |  |
| Average Size (SF): | 867 | N/A | 857 | +0.4\% | 826 | N/A | 740 | +0.9\% |
| Asking Rent: | \$1,042 | N/A | \$734 | +3.1\% | \$799 | N/A | \$679 | +4.7\% |
| Asking Rent per SF: | \$1.20 | N/A | \$0.86 | +2.9\% | \$0.97 | N/A | \$0.91 | +3.8\% |
| Effective Rent: | \$1,025 | N/A | \$729 | +3.3\% | \$788 | N/A | \$660 | +5.5\% |
| Effective Rent per SF: | \$1.18 | N/A | \$0.85 | +3.1\% | \$0.95 | N/A | \$0.89 | +4.6\% |
| \% Offering Concessions: | 23\% | N/A | 12\% | -23.1\% | 26\% | N/A | 44\% | -24.4\% |
| Ave. Concession Package: | 5.5\% | N/A | 5.8\% | +14.3\% | 5.0\% | N/A | 6.1\% | -1.3\% |

EL PASO REVIEW

| El Paso Market <br> General Overview | Oct <br> 2015 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.7 | $+4.1 \%$ |
| Units Added: | 120 |  |
| Units Absorbed (Annual): | 1,802 |  |
| Average Size (SF): | 834 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 754$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 746$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $23 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $4.3 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| El Paso Market <br> Stabilized Properties | Oct <br> 2015 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 92.0 | $+4.6 \%$ |
| Units Added: | 533 |  |
| Units Absorbed (Annual): | 1,759 |  |
| Average Size (SF): | 834 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 753$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 745$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $23 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $4.3 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan <br> Type | Mkt of <br> Mkt | Ave <br> SqFt | Ave <br> Market <br> Rent/Mo | Ave <br> Eff. <br> Rent/Mo | Ave <br> $\%$ <br> Disc |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Eff | $3.5 \%$ | 390 | $\$ 496$ | $\$ 493$ | $0.6 \%$ |
| 1 BR | $34.4 \%$ | 658 | $\$ 667$ | $\$ 661$ | $0.9 \%$ |
| 1 DEN | $0.4 \%$ | 800 | $\$ 750$ | $\$ 750$ | $0.0 \%$ |
| 2 BR | $49.4 \%$ | 929 | $\$ 776$ | $\$ 767$ | $1.2 \%$ |
| 2 DEN | $0.4 \%$ | 1,128 | $\$ 844$ | $\$ 838$ | $0.8 \%$ |
| 3 BR | $11.0 \%$ | 1,187 | $\$ 975$ | $\$ 967$ | $0.9 \%$ |
| $>3$ BR | $0.9 \%$ | 1,278 | $\$ 863$ | $\$ 859$ | $0.5 \%$ |



Market vs. Effective Rents
El Paso



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| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct 2015 | Annual Change | Oct 2015 | Annual Change | Oct 2015 | Annual Change | Oct 2015 | Annual Change |
| Occupancy: | 88.8 | -0.9\% | 94.3 | +0.6\% | 92.7 | -1.3\% | 91.3 | +1.6\% |
| Units Added: | 88 |  | 108 |  | 509 |  | 116 |  |
| Units Absorbed (Annual): | 777 |  | 279 |  | 257 |  | 1,017 |  |
| Average Size (SF): | 866 | N/A | 854 | +0\% | 826 | N/A | 736 | +0.8\% |
| Asking Rent: | \$1,092 | N/A | \$735 | +4.0\% | \$798 | N/A | \$665 | +4.0\% |
| Asking Rent per SF: | \$1.26 | N/A | \$0.86 | +4.2\% | \$0.97 | N/A | \$0.90 | +3.1\% |
| Effective Rent: | \$1,071 | N/A | \$733 | +4.6\% | \$787 | N/A | \$646 | +5.1\% |
| Effective Rent per SF: | \$1.24 | N/A | \$0.86 | +4.8\% | \$0.95 | N/A | \$0.88 | +4.2\% |
| \% Offering Concessions: | 27\% | N/A | 10\% | -21.0\% | 25\% | N/A | 46\% | -23.0\% |
| Ave. Concession Package: | 5.2\% | N/A | 4.0\% | -58.2\% | 5.8\% | N/A | 6.0\% | -5.3\% |

EL PASO REVIEW

| El Paso Market <br> General Overview | Jul <br> 2015 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.0 | $+0.6 \%$ |
| Units Added: | 38 |  |
| Units Absorbed (Annual): | 715 |  |
| Average Size (SF): | 834 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 751$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 745$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $17 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $4.6 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| El Paso Market <br> Stabilized Properties | Jul <br> 2015 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.0 | $+0.7 \%$ |
| Units Added: | 863 |  |
| Units Absorbed (Annual): | 729 |  |
| Average Size (SF): | 834 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 751$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 745$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $17 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $4.6 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan Type | $\begin{gathered} \% \text { of } \\ \text { Mkt } \end{gathered}$ | $\begin{aligned} & \text { Ave } \\ & \text { SqFt } \end{aligned}$ | Ave Market Rent/Mo | $\begin{gathered} \text { Ave } \\ \text { Eff. } \\ \text { Rent/Mo } \end{gathered}$ | $\begin{aligned} & \text { Ave } \\ & \% \\ & \text { \%isc. } \end{aligned}$ Disc |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Eff | 3.6\% | 394 | \$500 | \$499 | 0.1\% |
| 1 BR | 33.6\% | 654 | \$663 | \$658 | 0.7\% |
| 1 DEN | 0.5\% | 800 | \$748 | \$748 | 0.0\% |
| 2 BR | 49.7\% | 927 | \$772 | \$765 | 0.8\% |
| 2 DEN | 0.4\% | 1,128 | \$827 | \$827 | 0.0\% |
| 3 BR | 11.3\% | 1,182 | \$965 | \$957 | 0.8\% |
| $>3 \mathrm{BR}$ | 1.0\% | 1,276 | \$860 | \$857 | 0.4\% |

## Occupancy Rate

El Paso



| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jul 2015 | Annual Change | Jul 2015 | Annual Change | Jul 2015 | Annual Change | Jul 2015 | Annual Change |
| Occupancy: | 87.3 | -8.5\% | 90.9 | +1.4\% | 92.7 | -0.8\% | 90.1 | +0.6\% |
| Units Added: | 398 |  | 108 |  | 570 |  | 0 |  |
| Units Absorbed (Annual): | -158 |  | 436 |  | 531 |  | 2,721 |  |
| Average Size (SF): | 866 | N/A | 846 | +0.1\% | 826 | N/A | 739 | +1.2\% |
| Asking Rent: | \$1,159 | N/A | \$725 | +2.8\% | \$801 | N/A | \$668 | +3.7\% |
| Asking Rent per SF: | \$1.34 | N/A | \$0.86 | +2.9\% | \$0.97 | N/A | \$0.90 | +2.4\% |
| Effective Rent: | \$1,145 | N/A | \$723 | +3.3\% | \$792 | N/A | \$645 | +4.3\% |
| Effective Rent per SF: | \$1.32 | N/A | \$0.85 | +3.5\% | \$0.96 | N/A | \$0.87 | +3.0\% |
| \% Offering Concessions: | 19\% | N/A | 14\% | -25.0\% | 21\% | N/A | 55\% | -10.9\% |
| Ave. Concession Package: | 4.7\% | N/A | 3.4\% | -52.6\% | 5.2\% | N/A | 6.3\% | +0.8\% |

EL PASO REVIEW

| EI Paso Market <br> General Overview | Jun <br> 2015 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 91.4 | $+0.2 \%$ |
| Units Added: | 301 |  |
| Units Absorbed (Annual): | -985 |  |
| Average Size (SF): | 833 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 750$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 747$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.90$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $14 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $4.1 \%$ | $\mathrm{~N} / \mathrm{A}$ |


| El Paso Market <br> Stabilized Properties | Jun <br> 2015 | Annual <br> Change |
| ---: | ---: | ---: |
| Occupancy: | 0.9 | $+0.2 \%$ |
| Units Added: | -473 |  |
| Units Absorbed (Annual): | -386 |  |
| Average Size (SF): | 829 | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent: | $\$ 742$ | $\mathrm{~N} / \mathrm{A}$ |
| Asking Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent: | $\$ 739$ | $\mathrm{~N} / \mathrm{A}$ |
| Effective Rent per SF: | $\$ 0.89$ | $\mathrm{~N} / \mathrm{A}$ |
| \% Offering Concessions: | $0 \%$ | $\mathrm{~N} / \mathrm{A}$ |
| Ave. Concession Package: | $0.0 \%$ | $\mathrm{~N} / \mathrm{A}$ |

FLOOR PLAN BREAKDOWN-EL PASO

| Plan <br> Plan | \% of <br> Mkt | Ave <br> AqFt | Ave <br> Market <br> Rent/Mo | Ave <br> Eff. <br> Rent/Mo | Ave <br> $\%$ <br> Disc |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Eff | $3.6 \%$ | 394 | $\$ 498$ | $\$ 497$ | $0.2 \%$ |
| 1 BR | $33.5 \%$ | 654 | $\$ 658$ | $\$ 655$ | $0.5 \%$ |
| 1 DEN | $0.5 \%$ | 800 | $\$ 748$ | $\$ 748$ | $0.0 \%$ |
| 2 BR | $49.8 \%$ | 926 | $\$ 775$ | $\$ 770$ | $0.7 \%$ |
| 2 DEN | $0.4 \%$ | 1,128 | $\$ 823$ | $\$ 823$ | $0.0 \%$ |
| 3 BR | $11.3 \%$ | 1,182 | $\$ 987$ | $\$ 982$ | $0.5 \%$ |
| $>3$ BR | $1.0 \%$ | 1,276 | $\$ 995$ | $\$ 991$ | $0.4 \%$ |

## Occupancy Rate

El Paso
$\square$

## Market vs. Effective Rents

El Paso


| OTHER MARKETS | Midland-Odessa |  | Lubbock |  | Albuquerque |  | Tucson |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 2015 | Annual Change | Jun 2015 | Annual Change | Jun 2015 | Annual Change | Jun 2015 | Annual Change |
| Occupancy: | 86.2 | -8.9\% | 92.0 | +0.8\% | 92.7 | -0.7\% | 89.8 | -0.1\% |
| Units Added: | 398 |  | 108 |  | 495 |  | 0 |  |
| Units Absorbed (Annual): | -623 |  | 353 |  | 550 |  | 2,130 |  |
| Average Size (SF): | 867 | N/A | 847 | +0.1\% | 825 | N/A | 740 | +1.3\% |
| Asking Rent: | \$1,198 | N/A | \$718 | +2.7\% | \$801 | N/A | \$667 | +3.3\% |
| Asking Rent per SF: | \$1.38 | N/A | \$0.85 | +2.8\% | \$0.97 | N/A | \$0.90 | +1.9\% |
| Effective Rent: | \$1,189 | N/A | \$715 | +3.0\% | \$797 | N/A | \$645 | +4.0\% |
| Effective Rent per SF: | \$1.37 | N/A | \$0.84 | +3.1\% | \$0.97 | N/A | \$0.87 | +2.6\% |
| \% Offering Concessions: | 14\% | N/A | 16\% | +7.7\% | 12\% | N/A | 55\% | -12.1\% |
| Ave. Concession Package: | 4.9\% | N/A | 3.4\% | -42.1\% | 4.7\% | N/A | 6.4\% | +1.1\% |

