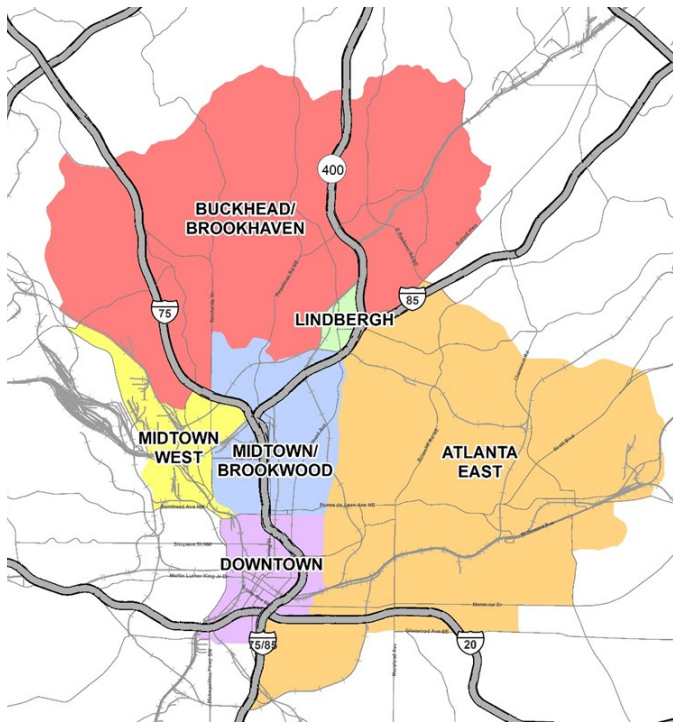


INTOWN ATLANTA APARTMENT MARKET

Third Quarter 2017 Highlights

SUBMARKETS

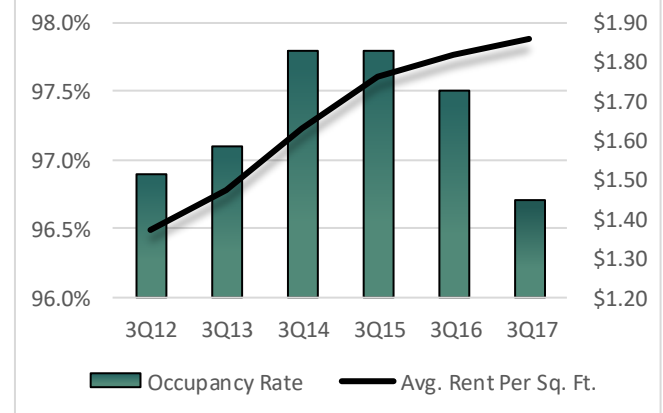


Submarket	Average Rent Per Sq. Ft.	Average Occupancy	Units Under Construction
Downtown	\$1.67	98.1%	759
Midtown/Brookwood	\$1.99	96.5%	2,980
Midtown West	\$1.67	97.3%	251
Buckhead/Brookhaven	\$1.90	96.0%	2,691
Lindbergh	\$1.71	98.1%	258
Atlanta East	\$1.84	96.6%	3,421
Total/Weighted Averages	\$1.86	96.7%	10,360

KEY TRENDS

- * The Class A inventory as of Third Quarter 2017 was 37,980 units, and approximately 59 percent of these units have been added since 2012.
- * The pace of deliveries is accelerating: 6,670 units are slated to deliver in 2017, followed by another 6,480 apartments in 2018.
- * Communities in lease-up are renting an average of 20.8 units per month, while the seven new apartment towers in the Midtown Core are leasing an average of 20.1 units per month.
- * Most developments in lease-up are offering aggressive concessions, typically one month or more of free rent.
- * Same-store rents have declined 0.6 percent since Third Quarter 2016, and 48.3 percent of intown apartment communities experienced a rent decline over the past 12 months.

Occupancy and Rent Rate Trends



Note: The average occupancy does not include 32 projects still in initial lease-up (8,921 units), of which 59.3 percent were leased as of Third Quarter 2017.

