

Industry Outlook Survey

For 2011

Industry Outlook Survey

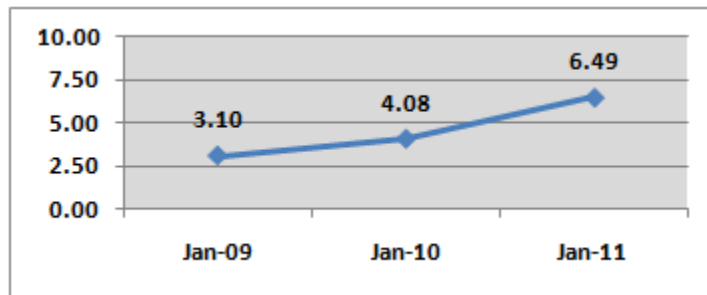
Industry Trends

J Turner Research conducted a survey of industry leaders on the industry outlook for 2011.

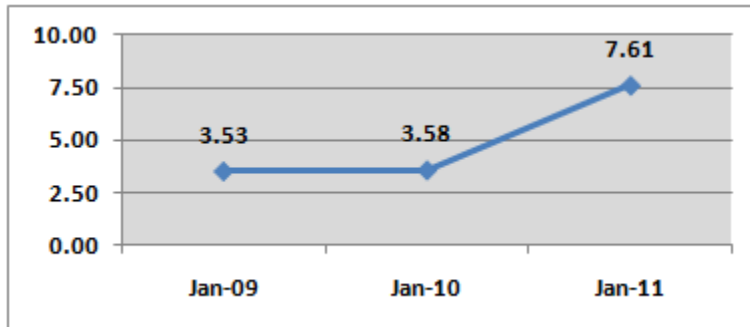
- Strongly Agree → 10
- Agree → 7.5
- Neutral → 5
- Disagree → 2.5
- Strongly Disagree → 0

ANNUAL TRENDS

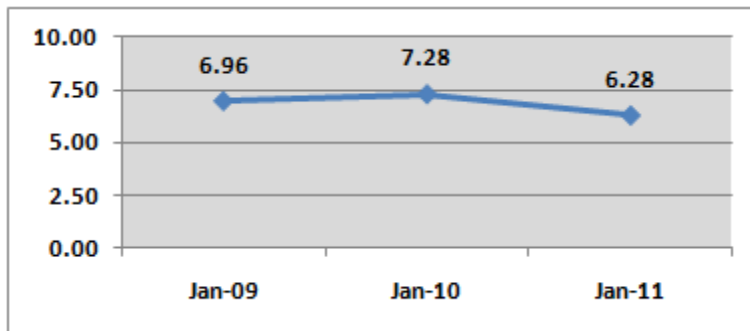
Generally speaking, I feel optimistic about the national economy in the next 12 months.



I feel optimistic about rent growth for my portfolio in the next 12 months.



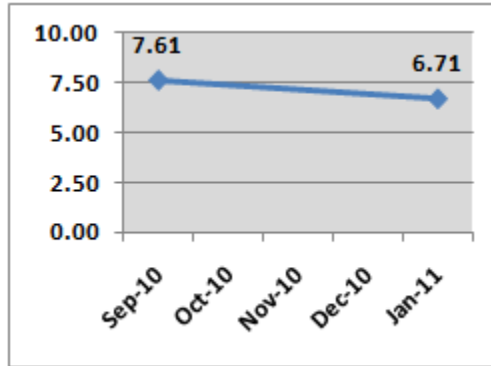
I have experienced an increase in delinquent rent payments at my properties.



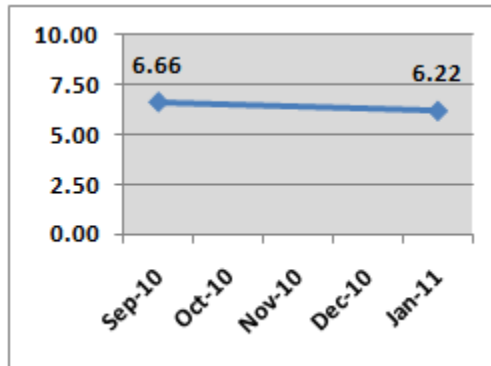
QUARTERLY TRENDS

Industry Outlook Survey

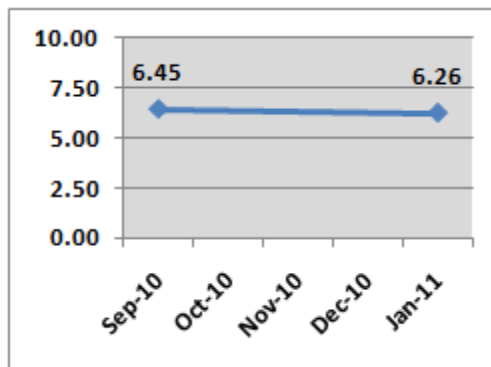
The current state of the economy has had an impact on my plans to develop new apartment assets.



The current state of the economy has had an impact on my plans to purchase new apartment assets.

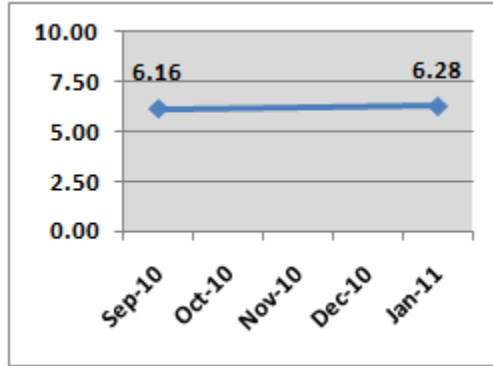


To date, I have been able to adjust the screening criteria for my property appropriately to protect our community during the credit crisis.

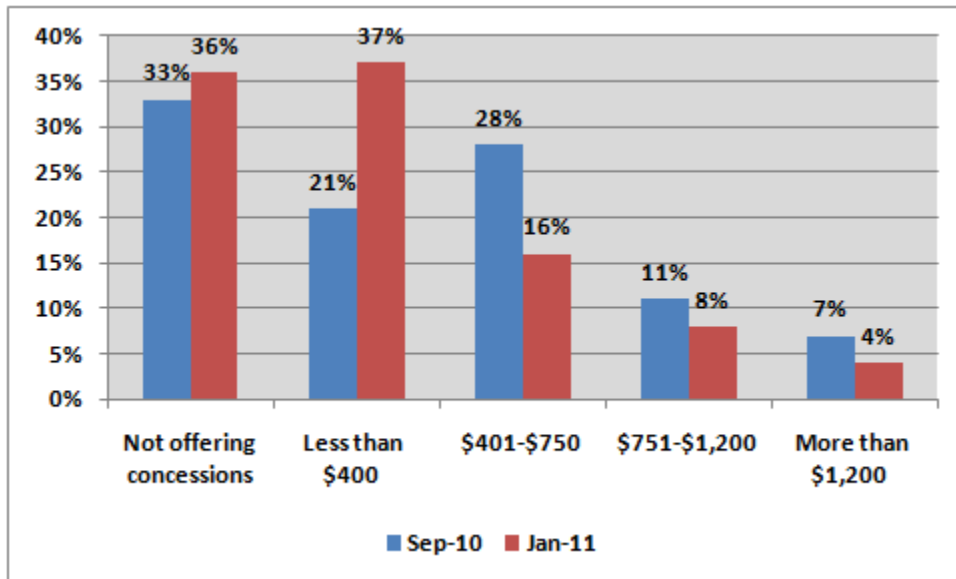


In today's economic times, there is a greater demand for affordable workforce housing.

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What is the average value of concessions the communities in your portfolio are offering ?

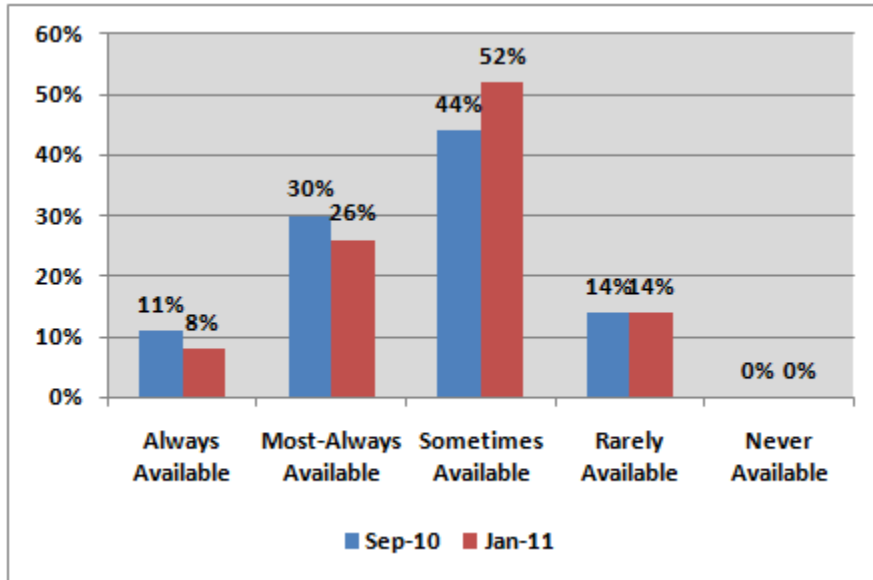


What are the top three most challenging issues facing you today?

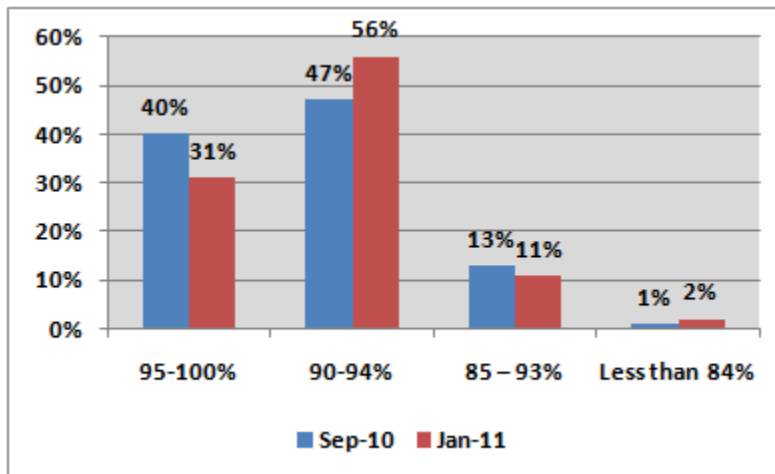
Sep-10		Jan-11	
Timely Rental Payments	62%	Timely Rental Payments	58%
Reducing Utilities	50%	Reducing Utilities	53%
Low Occupancy	39%	Screening Process	40%

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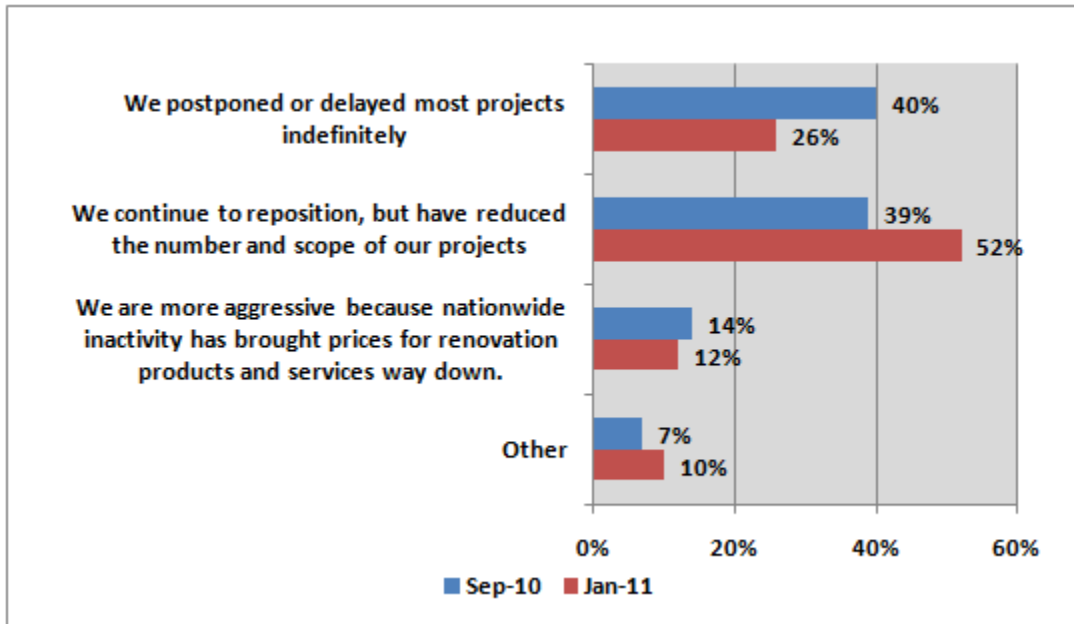
In your opinion, what is the availability of financing today?



What is your portfolio's overall occupancy rate?



How has the past year's challenges in the credit and capital markets affected your reposition and renovation strategies?



In these tough times are you implementing any different strategies to increase lease renewals?

Sep-10		Jan-11	
Decrease or sustain rents	27%	Improving customer service	32%
Improving customer service	27%	Events designed to build a greater sense of community	21%
Free rent or rent incentive	12%	Not doing anything different	16%

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