

Federal Reserve Bank of Atlanta Real Estate Conference

Sixth Federal Reserve District
(Alabama, Florida, Georgia, and Portions of Louisiana,
Mississippi, and Tennessee)

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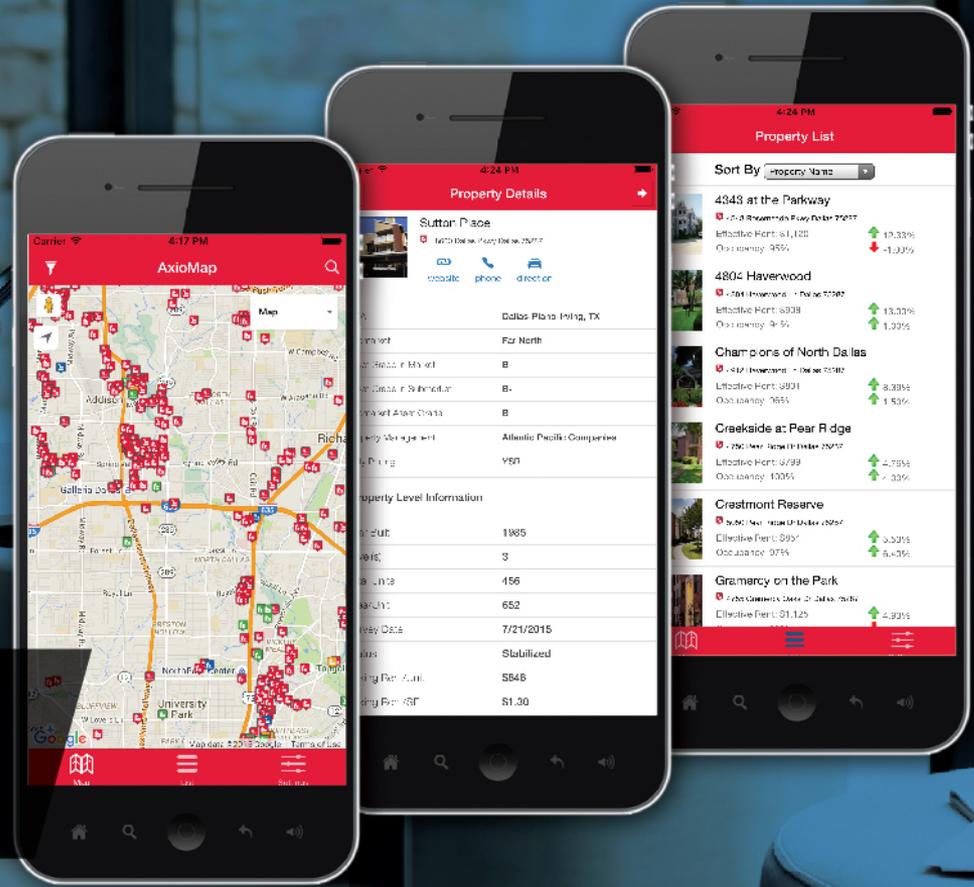
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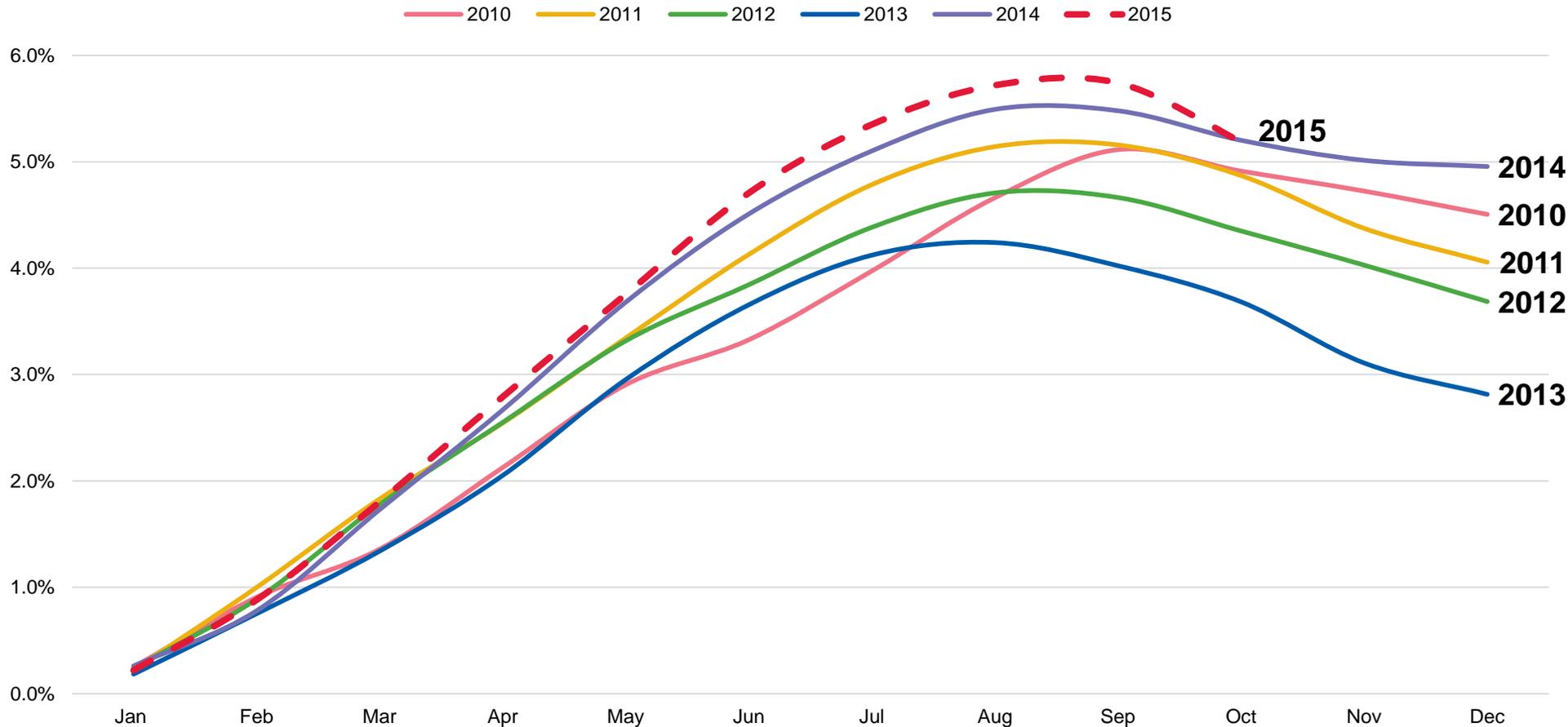
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National Year-to-Date Effective Rent Growth

A seasonal slowdown was expected in October, but the drop was steeper than anticipated. Is this a sign of a slowdown, or just a blip?



Source: Axiometrics Inc.

Where Did Rent Growth Slow in October?

Many of the markets still have upper-tier growth rates even though the pace slowed

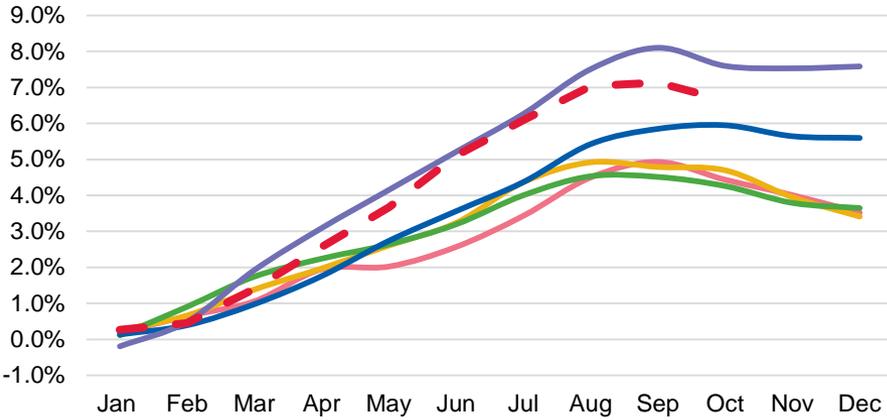
Annual Effective Rent Growth Comparison			
Market	15-Sep	15-Oct	Change in Basis Points
Birmingham, AL	1.0%	2.9%	193
Nashville, TN	6.7%	7.2%	48
Tampa, FL	6.6%	7.0%	36
Atlanta, GA	6.4%	6.6%	15
Miami, FL	4.6%	4.0%	-7
Orlando, FL	8.5%	7.9%	-53
New Orleans, LA	0.9%	0.4%	-54
Memphis, TN	1.9%	1.0%	-81
Mobile, AL	6.1%	4.8%	-130
Baton Rouge, LA	2.3%	0.8%	-153
National	5.2%	4.9%	-32

Source: Axiometrics Inc.

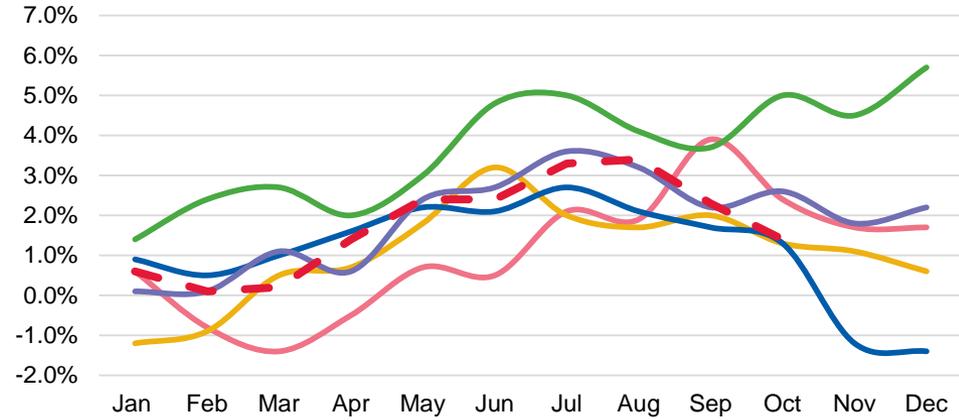
Year-to-Date Effective Rent Growth

— 2010 — 2011 — 2012 — 2013 — 2014 - - 2015

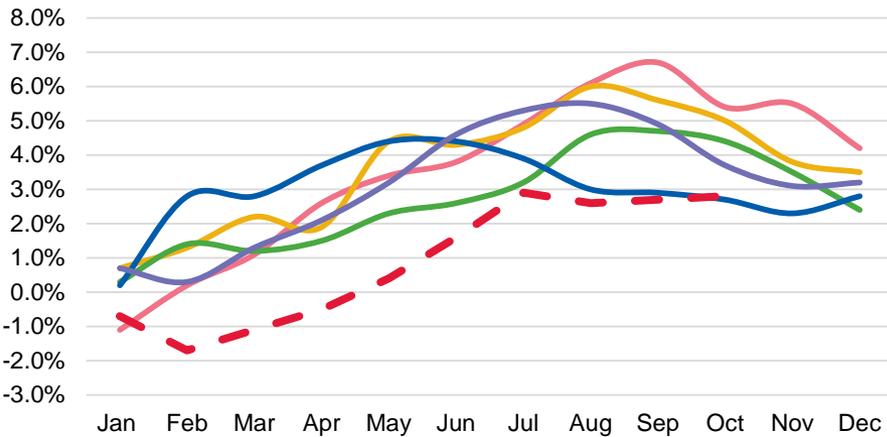
Atlanta



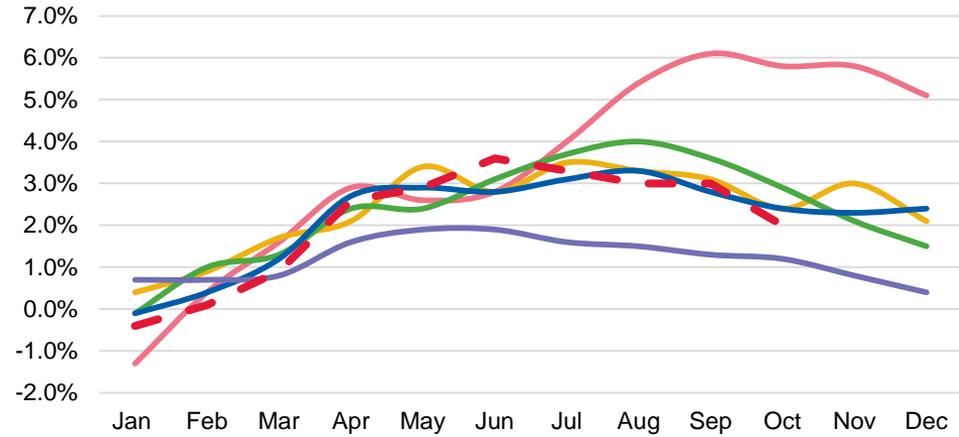
Baton Rouge



Birmingham



Memphis

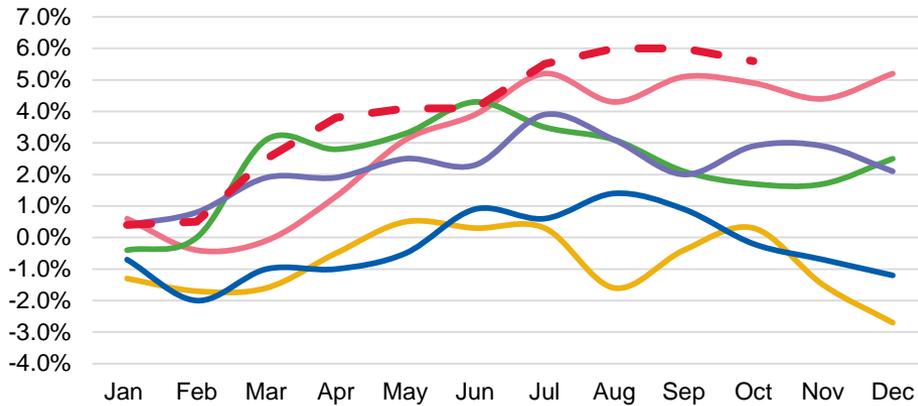


Source: Axiometrics Inc.

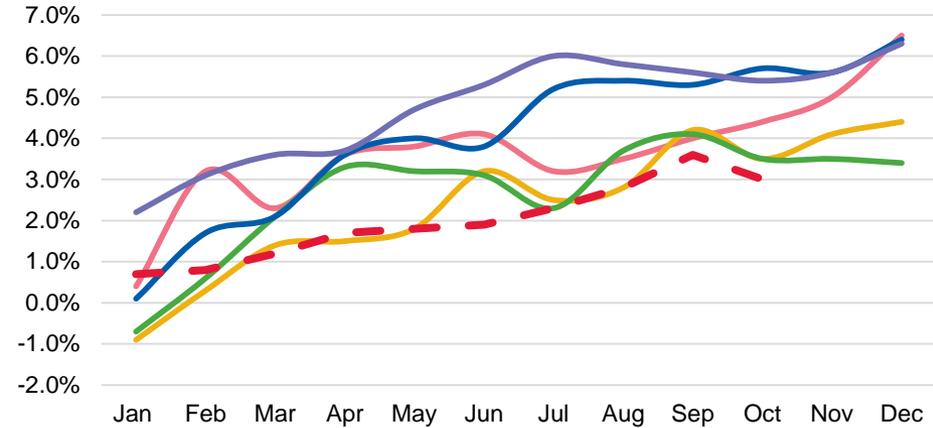
Year-to-Date Effective Rent Growth

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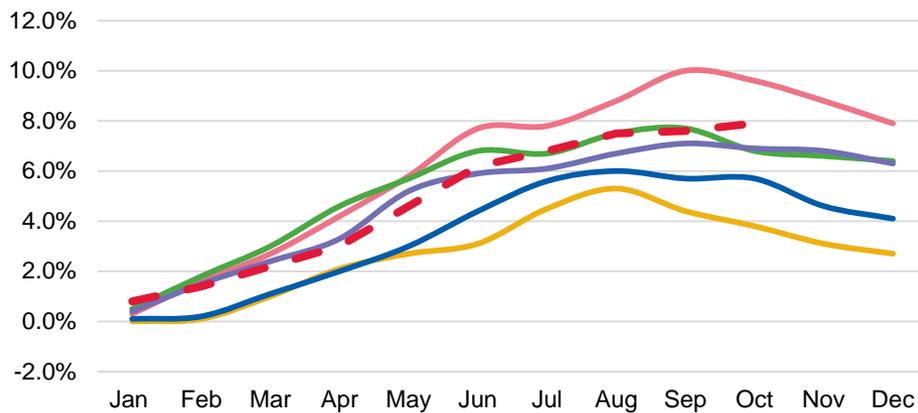
Mobile



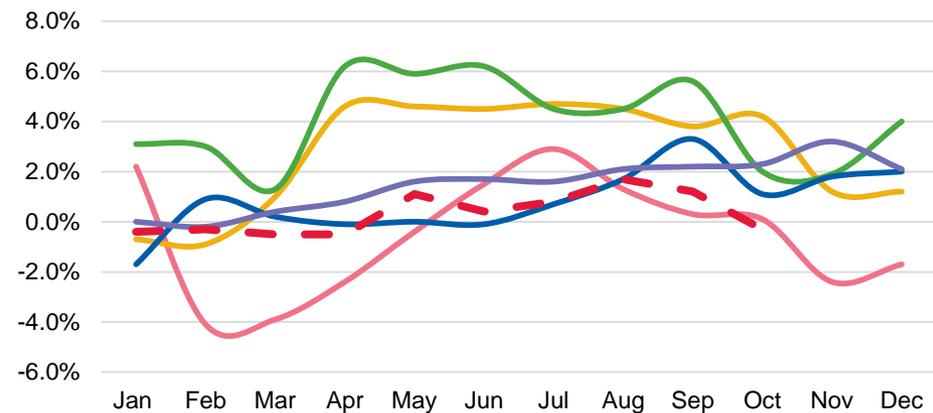
Miami



Nashville



New Orleans



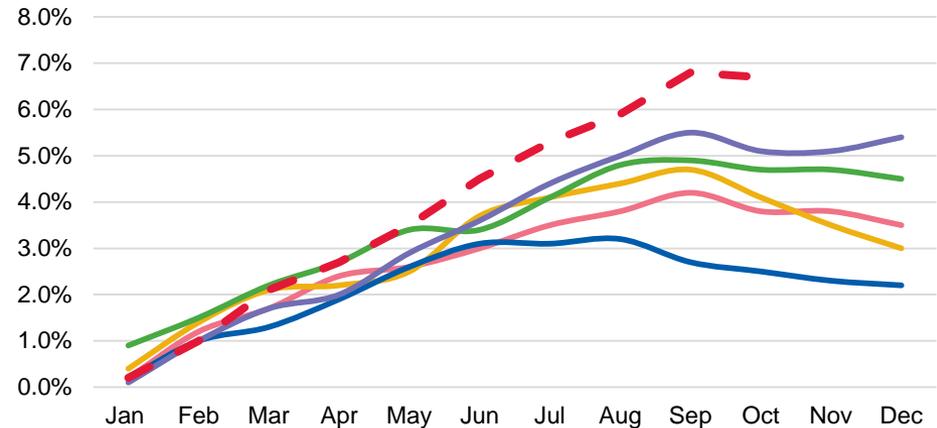
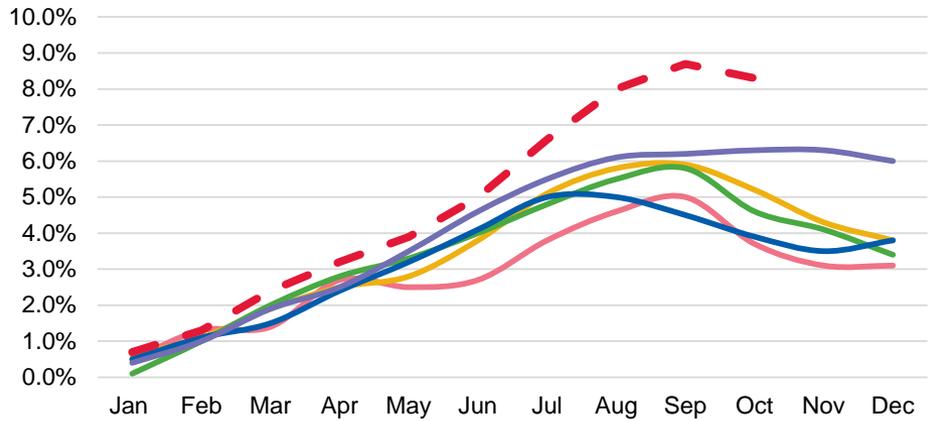
Source: Axiometrics Inc.

Year-to-Date Effective Rent Growth

— 2010 — 2011 — 2012 — 2013 — 2014 - - 2015

Orlando

Tampa



Source: Axiometrics Inc.

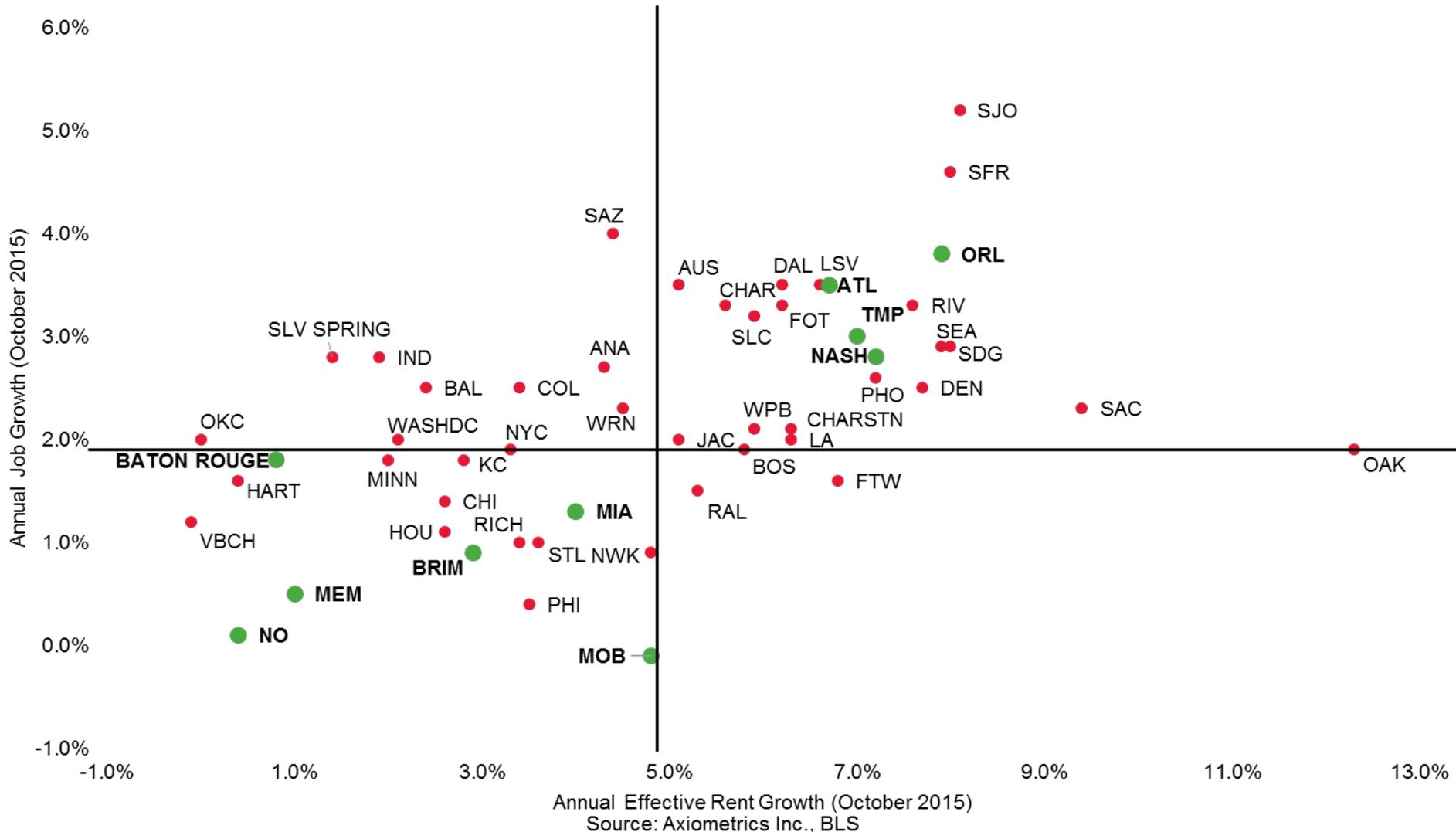
October Effective Rent Growth and Occupancy

Ranking based on October 2015 rent growth

		Annual Effective Rent Growth		Occupancy Rate		Annual Revenue Growth	
Rank	MSA	14-Oct	15-Oct	14-Oct	15-Oct	14-Oct	15-Oct
12	Orlando, FL	6.0%	7.9%	95.5%	96.0%	6.9%	8.6%
18	Nashville, TN	5.1%	7.2%	95.6%	96.0%	4.6%	7.5%
22	Tampa, FL	4.6%	7.0%	95.1%	95.9%	5.5%	7.9%
27	Atlanta, GA	7.4%	6.6%	94.2%	94.6%	7.9%	6.9%
50	Mobile, AL	2.6%	4.8%	93.5%	92.7%	3.8%	4.6%
64	Miami, FL	5.7%	4.0%	96.7%	96.9%	5.9%	4.5%
83	Birmingham, AL	3.3%	2.9%	92.3%	92.5%	2.3%	3.0%
103	Memphis, TN	1.4%	1.0%	92.9%	92.6%	0.8%	1.0%
106	Baton Rouge, LA	0.1%	0.8%	94.9%	94.2%	3.8%	0.3%
112	New Orleans, LA	4.2%	0.4%	94.9%	95.5%	4.4%	0.3%
	National	4.3%	4.9%	95.0%	95.1%	4.7%	5.0%

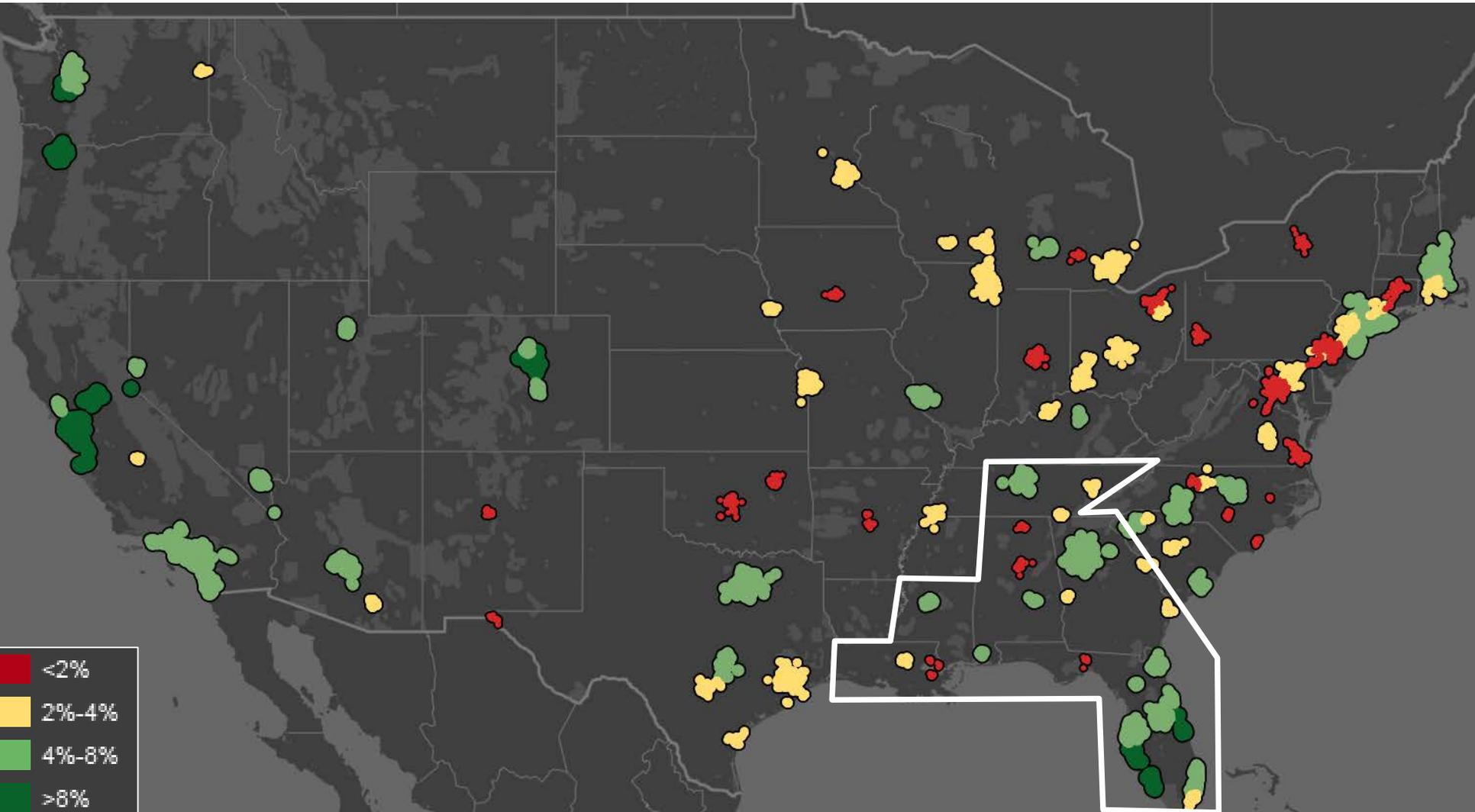
Source: Axiometrics Inc.

Current Annual Job and Effective Rent Growth



National

Annual Effective Rent Growth, 3Q15 Data



Identified Apartment Deliveries

	Units Delivered by Year				
	2013	2014	2015	2016	2017*
Atlanta-Sandy Springs-Roswell, GA	4,158	5,714	9,078	9,890	3,956
Nashville-Davidson--Murfreesboro--Franklin, TN	2,149	3,568	4,982	9,219	2,673
Orlando-Kissimmee-Sanford, FL	3,466	4,979	5,829	6,033	914
Miami-Miami Beach-Kendall, FL	2,263	2,097	2,665	4,581	3,728
Tampa-St. Petersburg-Clearwater, FL	2,041	3,887	3,449	3,961	135
Baton Rouge, LA	138	163	345	1,488	384
Birmingham-Hoover, AL	439	1,111	755	1,470	
Memphis, TN-MS-AR	1,288	657	626	798	270
New Orleans-Metairie, LA		166	556	632	69
Pensacola-Ferry Pass-Brent, FL			62	185	269
Mobile, AL		386	30		
Shreveport-Bossier City, LA	502	198			
National	169,725	222,390	264,480	301,072	105,773

*Note: Deliveries are based on Axiometrics identified supply. Sorted by 2016 deliveries. Deliveries for 2017 will rise as more properties progress from planned to under construction.

Source: Axiometrics Inc.

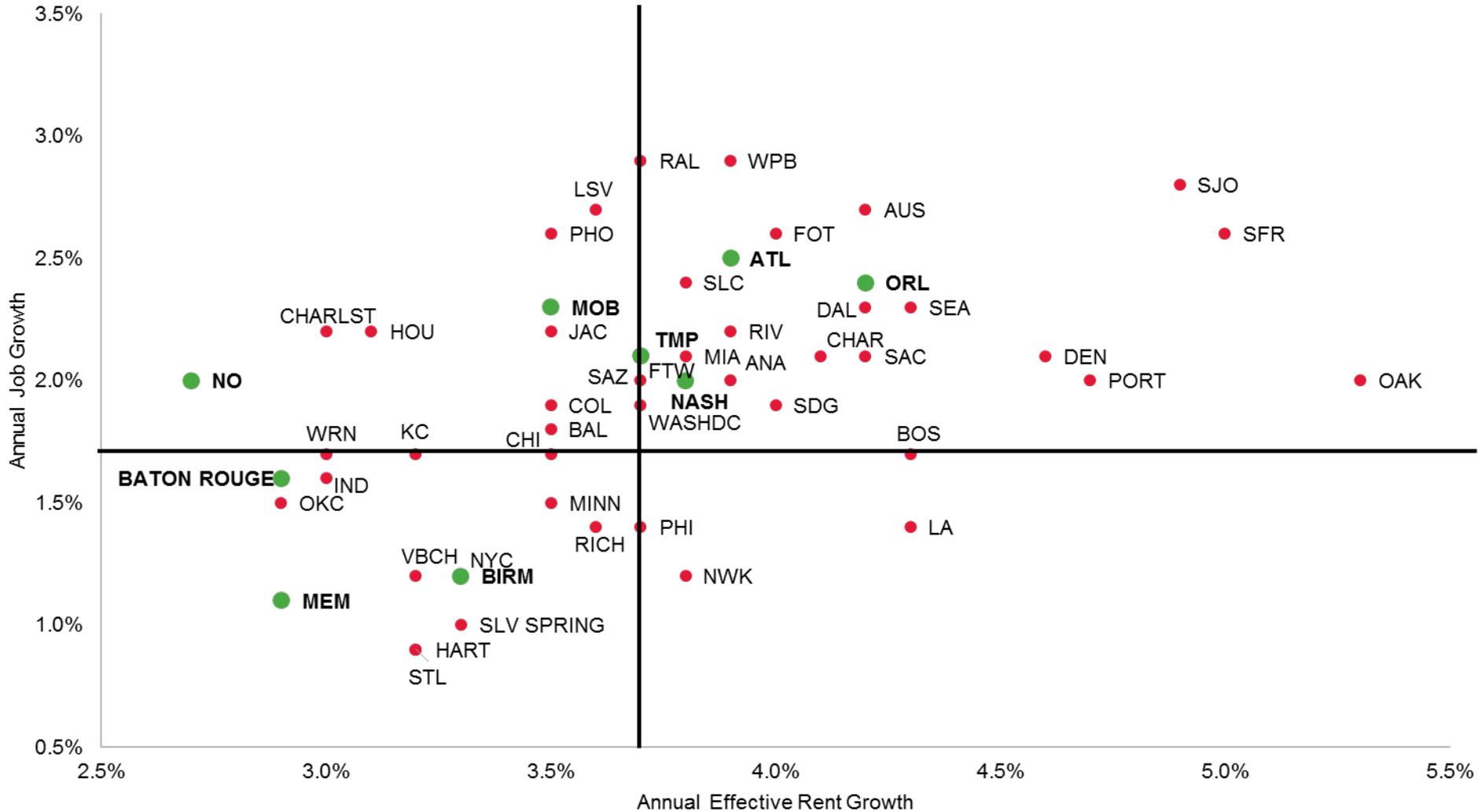
Which Markets Will Still Grow in 2016?

Markets Ranked on Change in Revenue Growth 2016 vs. 2015

Metros	2016 Minus 2015 Revenue Growth	2016 Minus 2015 Inventory Growth	2016 Minus 2015 Job Growth	Comments
BIRM	3.9%	-0.4%	0.4%	Moderate rev growth by the end of 2015 which gives room to grow in 2016 due to decrease in new supply
MEM	2.0%	-0.1%	0.6%	Rev growth showed improvement in 2015 which gives room to grow in 2016 due to decrease in new supply and increase in demand
BATON ROUGE	1.0%	0.5%	0.7%	Increase in rev growth in 2016 due to increase in job growth
MOB	0.5%	0.9%	1.5%	Rev growth showed improvement in 2015, expect slight increase in 2016 as job growth picks up.
NO	0.4%	0.6%	0.9%	Job growth is expected to pick up in 2016 increasing rev growth
MIA	-1.5%	0.0%	0.4%	Rev growth started to pick up pace in 2015, having the best year since 2005. Moderation in 2016 is expected but remain above the LTA
NASH	-3.0%	-0.7%	-0.3%	Moderation in rev growth in 2016 but will remain above the LTA
TMP	-3.4%	0.1%	0.3%	Strong fundamentals in 2015. It is expected to moderate in 2016 as supply outpaces demand.
ATL	-3.5%	0.6%	0.2%	Strong fundamentals in 2014 and 2015 as demand outpaced supply. Moderation in rev growth in 2016 is expected as supply picks back up.
ORL	-3.7%	-0.3%	-0.8%	Moderation in rev growth in 2016 due to a moderation in demand. Rev growth will remain above the LTA

Sources: Axiometrics Inc., BLS

Forecast Job and Rent Growth (2016-2018)



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