

*Of Note: # Units, Market Rent, Occupancy Rate; Leased Rate*

**Sample Market Survey, New Hanover County**

Weekly Market Survey											Week Ending:		1/30/2023											
Property	Year	Units	Avg Size	Mkt Rent	UF Conc	Eff Rent	Recurring Rent	Mkt Rent PSF	Eff Rent PSF	Recurring Rent PSF	Traffic	Gross Leases	Cancel/Declines	Net Leases	Occ %	Leased%	Specials							
17 Social	2021	270	862	\$1,940	\$0	\$1,940	\$1,940	\$2.37	\$2.37	\$2.37	8	5	0	5	91.10%	95.92%	N/A							
Hawthorne at The Pointe	2020	176	1,216	\$1,949	\$0	\$1,949	\$1,949	\$1.62	\$1.62	\$1.62	10	3	0	3	94.30%	95.45%	\$1900 in 3 vacant 2 bedrooms, \$500 off 3 bedroom							
Oasis at Riverlights	2021	250	1,064	\$1,814	\$3,628	\$1,512	\$1,814	\$1.74	\$1.45	\$1.74	5	1	0	1	89.20%	88.00%	2 months free on select units and credit back app and admin fees							
The Townhomes at Beau Rivage	2018	120	996	\$2,010	\$2,010	\$1,842	\$2,010	\$2.02	\$1.85	\$2.02	6	2	1	1	79.20%	80.00%	sign by 1/31 and get Feb rent free							
Element Barclay	2017	405	1053	\$1,779	\$0	\$1,779	\$1,779	\$1.72	\$1.72	\$1.72	14	5	0	5	93.60%	94.57%	1 month free rent- the station only							
Hawthorne at Indy West	2019	253	993	\$1,671	\$0	\$1,671	\$1,671	\$1.71	\$1.71	\$1.71	5	5	3	2	93.30%	95.28%	4 Masonboros - \$125 off/monthly 1 Emerald \$200 off/Monthly							
Meridian at Fairfield Park	2016	241	904	\$1,610	\$0	\$1,610	\$1,610	\$1.82	\$1.82	\$1.82	10	1	0	1	95.00%	96.27%	N/A							
*** Mkt Rent Avg based off lowest advertised rate										<b>Average:</b>	8	3	1	2	90.77%	91.60%								

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Hawthorne At The Station	2014	192	1047	\$1,798	\$0	\$1,798	\$1,657	\$1.72	\$1.72	2	2	0	2	98.44%	98.44%	No Specials; 1 BR starting at \$1499, 2 BR starting at \$1799
Arboretum West	2019	360	1061	\$2,259	\$0	\$2,259	\$1,880	\$2.13	\$2.13	13	2	0	2	88.89%	89.72%	1 Month Concession move in by 1/28; 1 BR starting at \$1518 2 BR starting at \$1853
Mayfaire Flats	2016	240	980	\$2,068	\$0	\$2,030	\$1,720	\$2.11	\$2.11	9	1	0	1	94.17%	96.25%	Waived App and Admin; 1 BR starting at \$1465 2 BR starting at \$1961
Headwaters at Autumn Hall	2012	286	1031	\$1,924	\$0	\$1,924	\$1,639	\$1.87	\$1.87	19	3	0	3	94.80%	96.20%	Move in by 1/31 waived admin fee; 1 BR starting at \$1428, 2 BR starting at \$2152, 3 BR starting at \$2348
The Reserve at Mayfaire	2010	264	1117	\$2,417	\$0	\$2,417	\$1,850	\$2.16	\$2.16	11	8	0	8	89.39%	94.69%	Move in by 2/14 first full month is free; 1BR starting at \$1358, 2BR starting at \$1640 and 3BR starting at \$2585
Hawthorne At Oleander	2022	223	1053	\$1,908	\$0	\$1,908	\$1,760	\$1.81	\$1.81	6	1	0	1	95.55%	96.88%	\$150 off 2 BR floor plans; 1BR starting at \$1583 2BR starting at \$1985 3BR starting at \$2206
Hudson Renaissance	2022	198	884	\$1,861	\$1,987	\$1,861	\$1,669	\$2.11	\$1.92	15	8	1	7	84.85%	87.37%	Waived App & Admin; 1 BR starting at \$1550, 2 BR starting at \$1765
*** Mkt Rent Avg based off lowest advertised rate										11	4	0	3	92.23%	94.22%	