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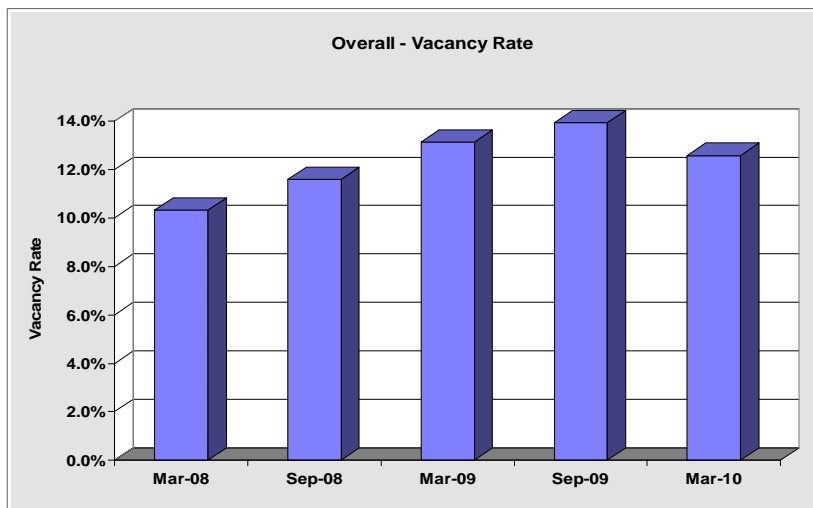
Apartment Market Research

GREENSBORO/WINSTON-SALEM/HIGH POINT APARTMENT MARKET UPDATE APR. 2010

Demand for apartments in the Triad has picked up. The area gained more than 1,000 renters in the last six months, which is the strongest demand reported in over two years. Also for the first time in more than two years, demand was able to surpass new supply with just 300 new units coming online over the past six months. Consequently, the average vacancy rate for apartments in the Triad has improved to 12.6%, down from a high of almost 14% last September.

High vacancy rates have pressed apartment communities to offer discounts and other concessions in order to attract renters. In 2009, same-store rents fell more than 4% or almost \$28. However, over the past six months rents fell less than one percent, indicating that rental rates are beginning to stabilize.

Construction of new apartments is at an all-time low with just over 400 units currently being built, which is significantly less than the 1,500 units that were under construction at this time last year. The number of new apartments planned throughout the region has also dropped to a little over 1,000 units, down from a high of 4,000 units planned in 2007.



Real Data publishes Apartment Reports for numerous markets in the Carolinas, Virginia, and Florida. These comprehensive reports solicit information from every conventional apartment community with at least 50 units. In the current Greensboro/Winston-Salem/High Point Apartment Report there were 55,603 units surveyed within Forsyth, Guilford and Alamance counties.

For more information about the apartment reports or other market studies provided by Real Data, please call Engle Addington at (704) 369-2345 x101.

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Real Data - Apartment Market Statistics



SourceCD - Electronic PDF document (500+ pages) includes the Apartment Index Report's overall and submarket analysis in hard copy and electronic form. In addition, the Apartment SourceCD includes detailed community information with pictures, maps, historical rents and vacancies, floor plans, ownership, management, and sales info for each apartment community.



DataWizard - includes copies of the Apartment Index Report and SourceCD plus an interactive GIS mapping application and an excel file containing ownership, management, and five years of historical rents, vacancies, absorption, square footage and development information for each apartment community. Create customized graphs or export information into other software applications.

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