

# Search Analytics

INVENTORY UNITS

**27,022** +4.0%

Prior Period 25,994

UNDER CONSTRUCTION UNITS

**1,038** -34.8%

Prior Period 1,592

12 MO ABSORPTION UNITS

**294** +181.0%

Prior Period (363)

VACANCY RATE

**11.0%** +2.4%

Prior Period 8.6%

MARKET RENT/UNIT

**\$1,254** +1.7%

Prior Period \$1,233

MARKET SALE PRICE/UNIT

**\$133K** -0.2%

Prior Period \$134K

MARKET CAP RATE

**6.3%** +0.3%

Prior Period 6.0%

## Key Metrics

Availability	
Vacant Units	2,980 ↑
Asking Rent/SF	\$1.26 ↑
Concession Rate	1.3% ↑
Studio Asking Rent	\$900 ↑
1 Bedroom Asking Rent/Unit	\$1,082 ↑
2 Bedroom Asking Rent/Unit	\$1,278 ↑
3 Bedroom Asking Rent/Unit	\$1,455 ↑

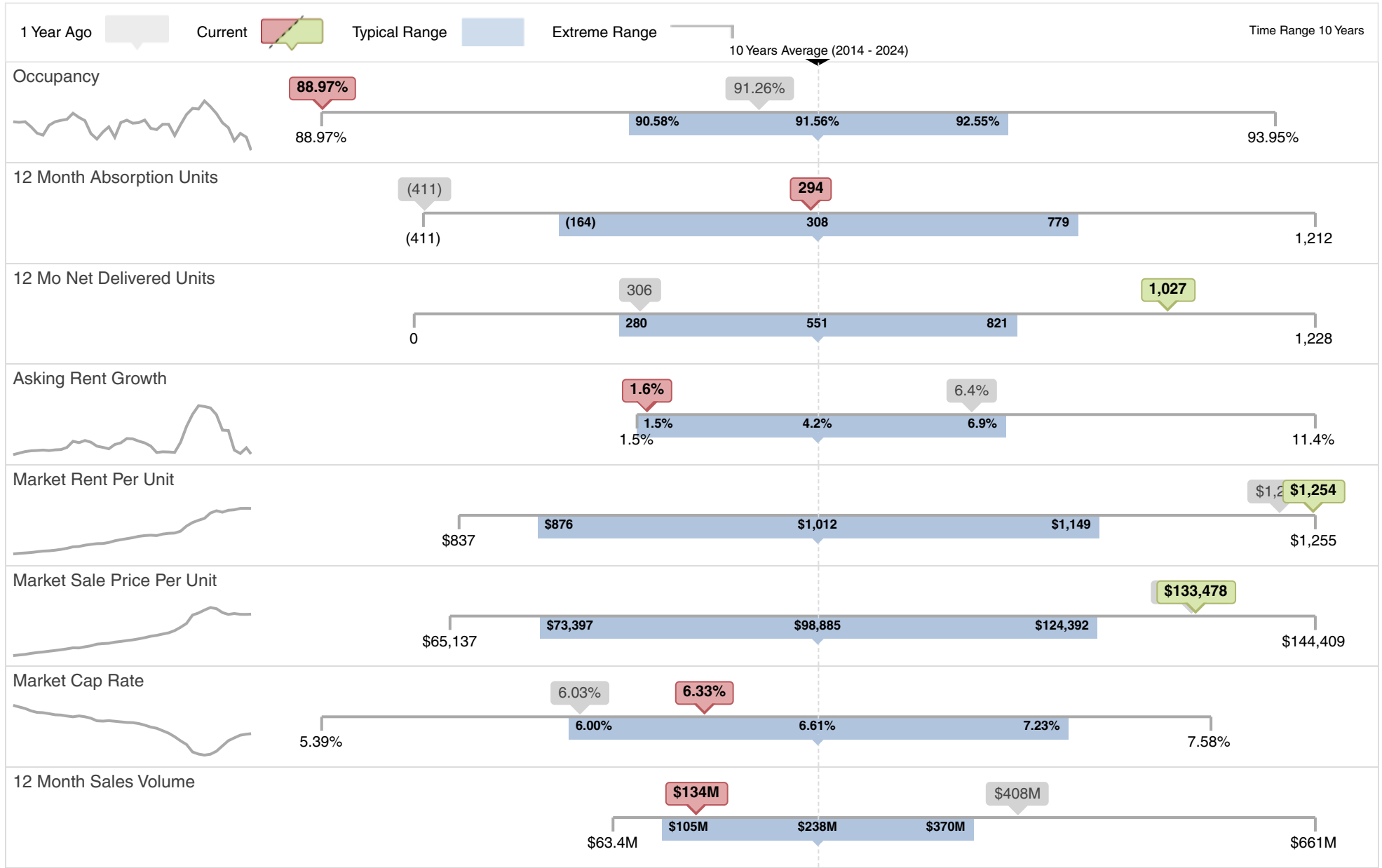
Inventory	
Existing Buildings	324 ↑
Average Units Per Bldg	83 ↑
12 Mo Demolished Units	0 ↓
12 Mo Occupancy % at Delivery	20.9% ↓
12 Mo Construction Starts Units	468 ↓
12 Mo Delivered Units	1,027 ↑
12 Mo Avg Delivered Units	183 ↑

Sales Past Year	
Asking Price Per Unit	\$88,585 ↓
Sale to Asking Price Differential	-10.4% ↓
Sales Volume	\$134M ↓
Properties Sold	19 ↓
Months to Sale	2.7 ↓
For Sale Listings	2 ↓
Total For Sale Units	264 ↓

Demand	
12 Mo Absorp % of Inventory	1.1% ↑
Median Household Income	57.5K
Population Growth 5 Yrs   20-29	-29.9%
Population Growth 5 Yrs   30-39	11.3%
Population Growth 5 Yrs   40-54	21.4%
Population Growth 5 Yrs   55+	4.8%
Population Growth 5 Yrs	0.1%

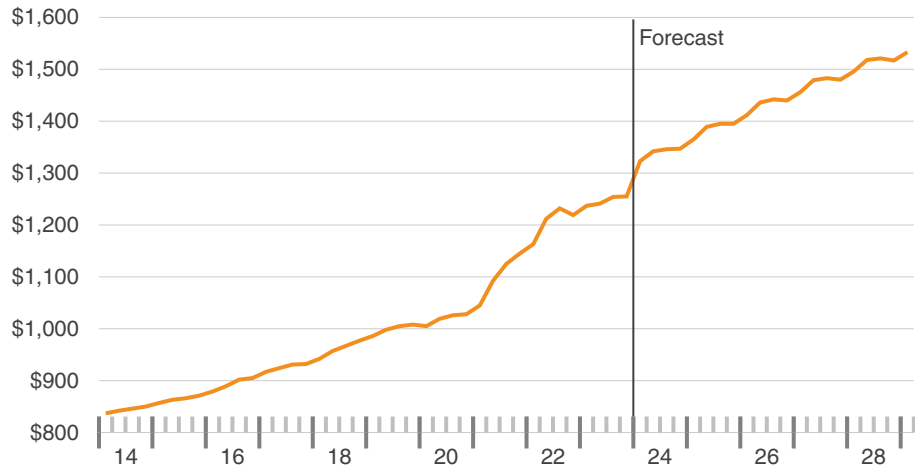
# Search Analytics

## Key Performance Indicators

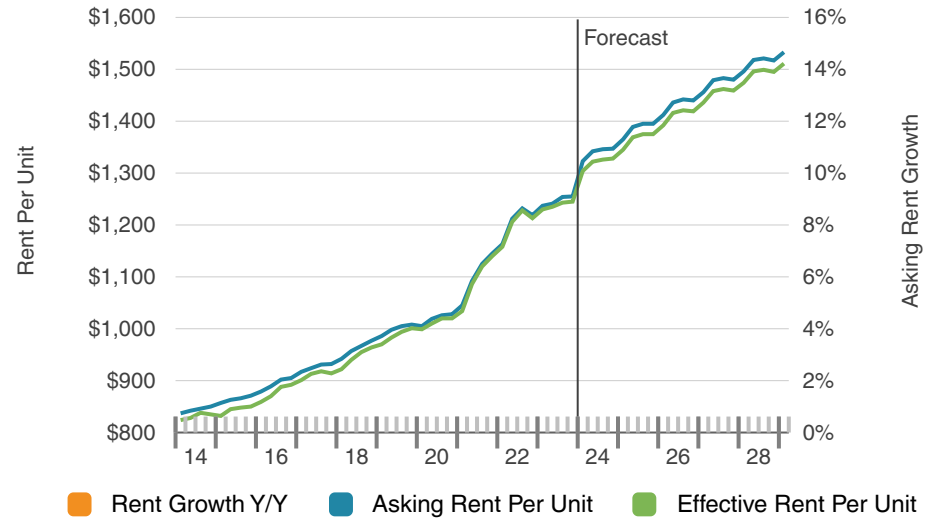


# Search Analytics

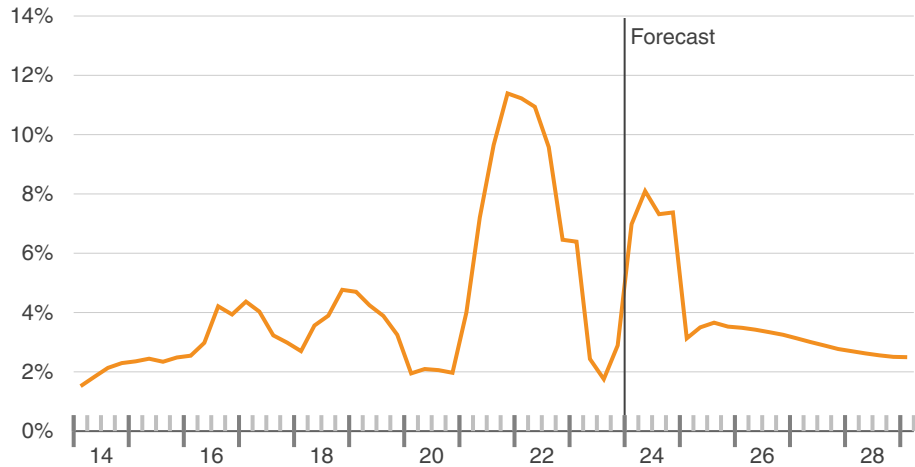
## Market Asking Rent Per Unit



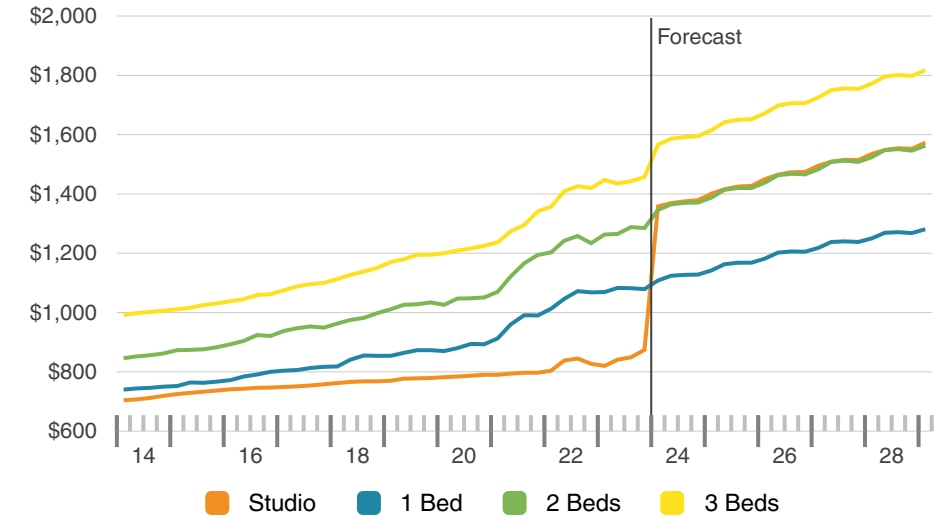
## Market Rent Per Unit & Rent Growth



## Market Rent Growth (YOY)

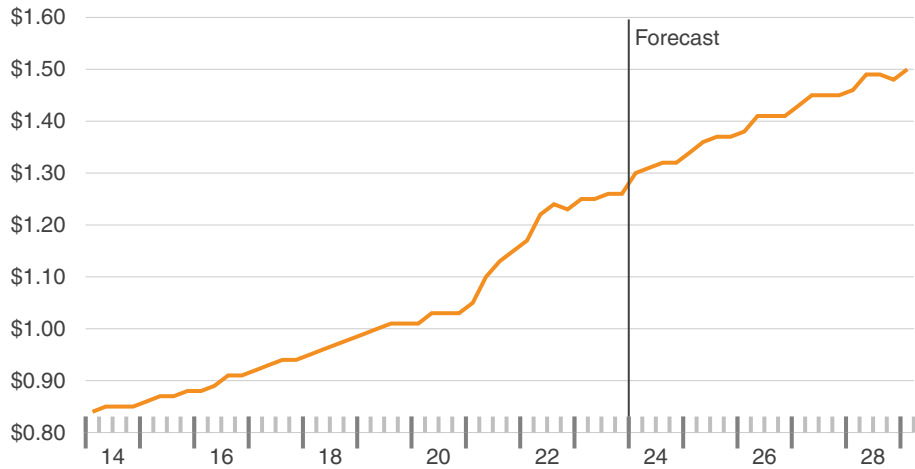


## Market Asking Rent Per Unit By Bedroom

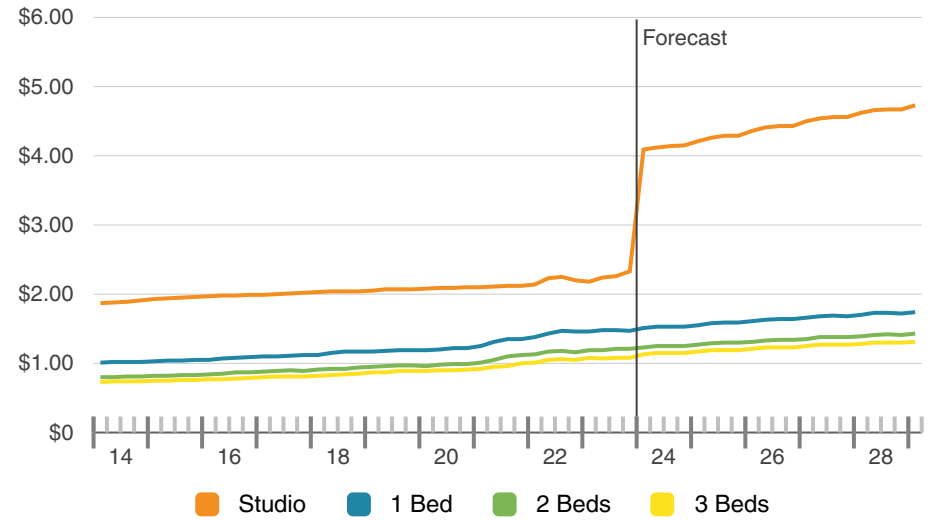


# Search Analytics

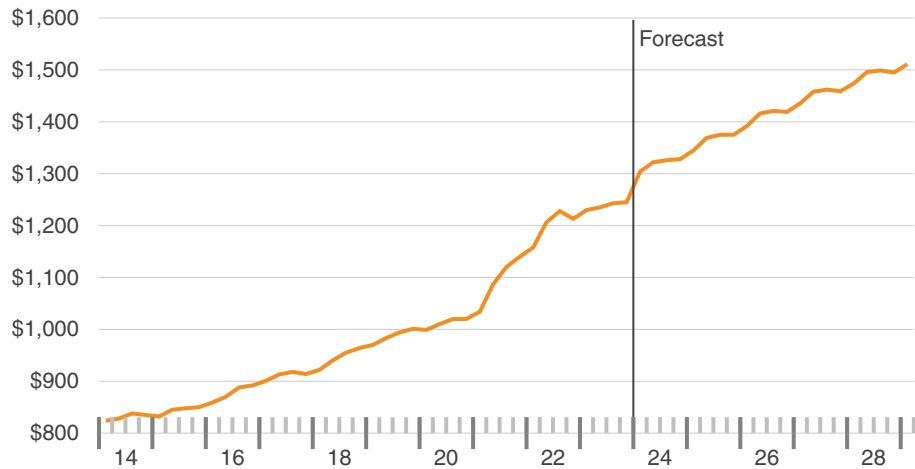
## Market Asking Rent Per SF



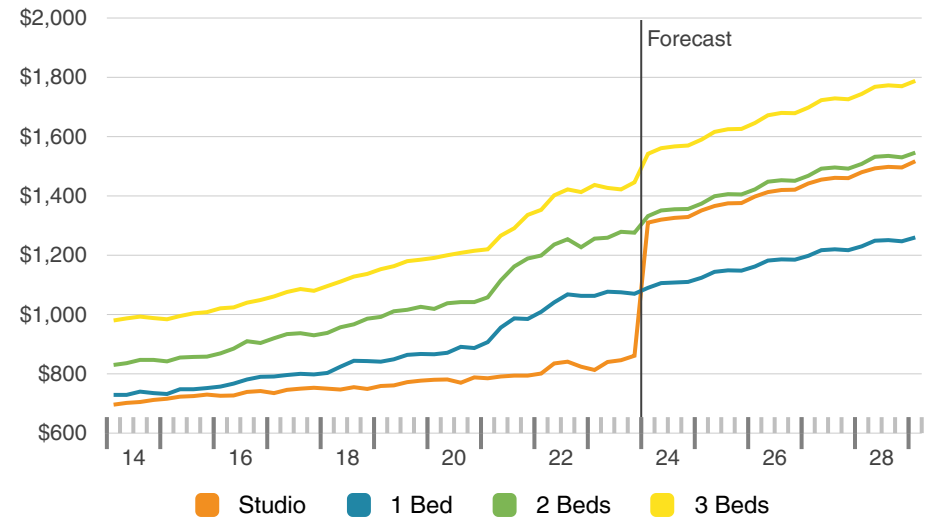
## Market Asking Rent Per SF By Bedroom



## Market Effective Rent Per Unit

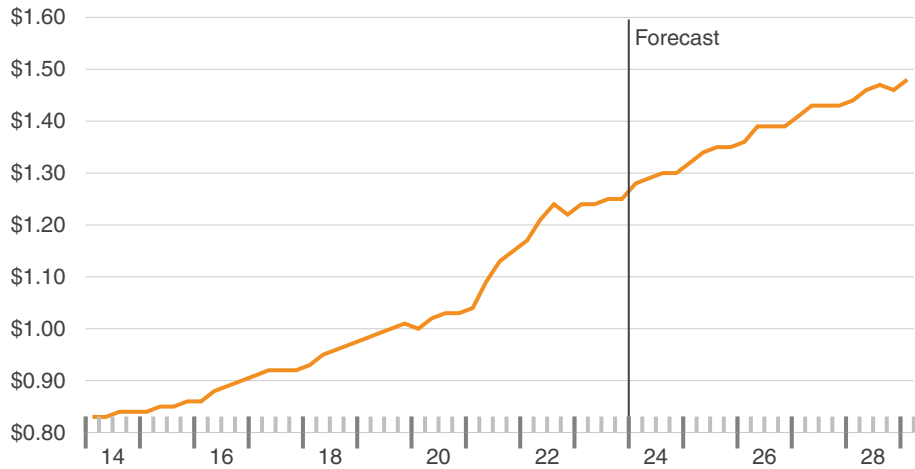


## Market Effective Rent Per Unit By Bedroom

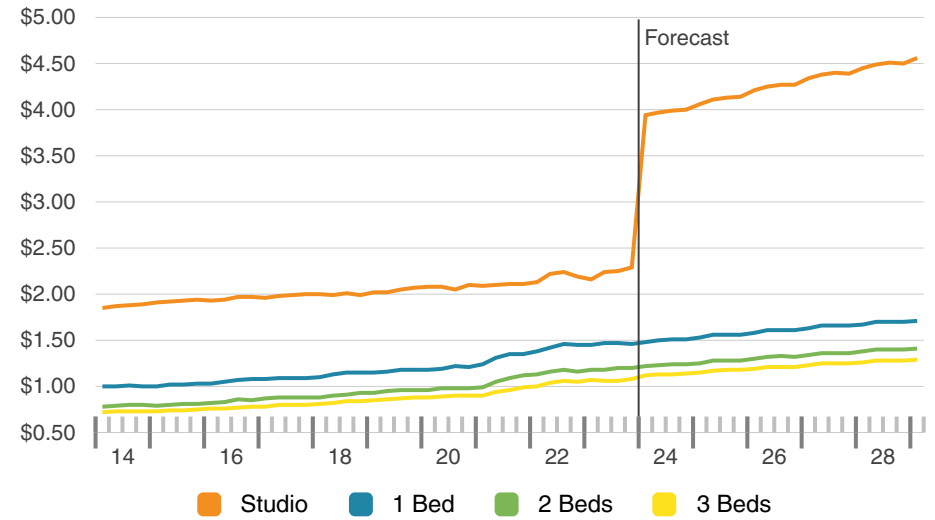


# Search Analytics

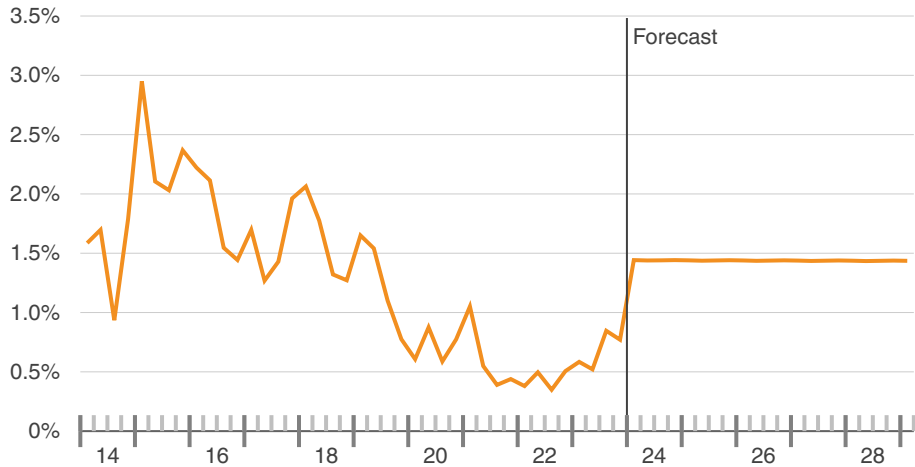
## Market Effective Rent Per SF



## Market Effective Rent Per SF By Bedroom



## Concession Rate

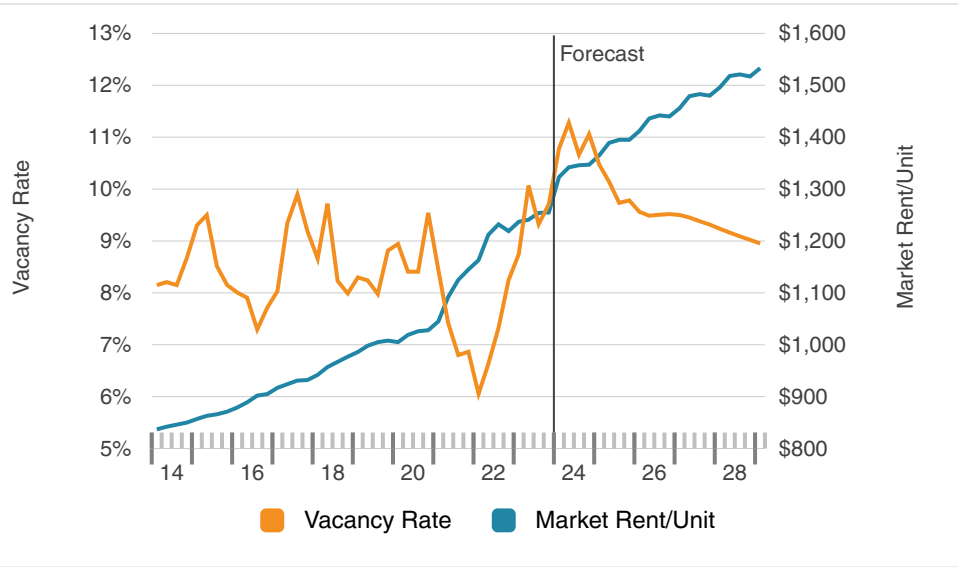


## Daily Asking Rent Per SF

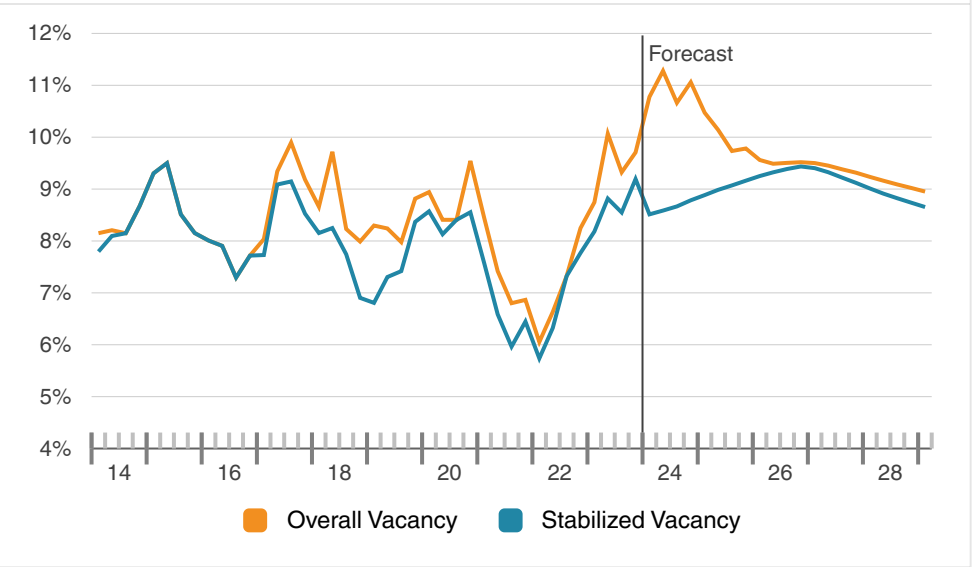


# Search Analytics

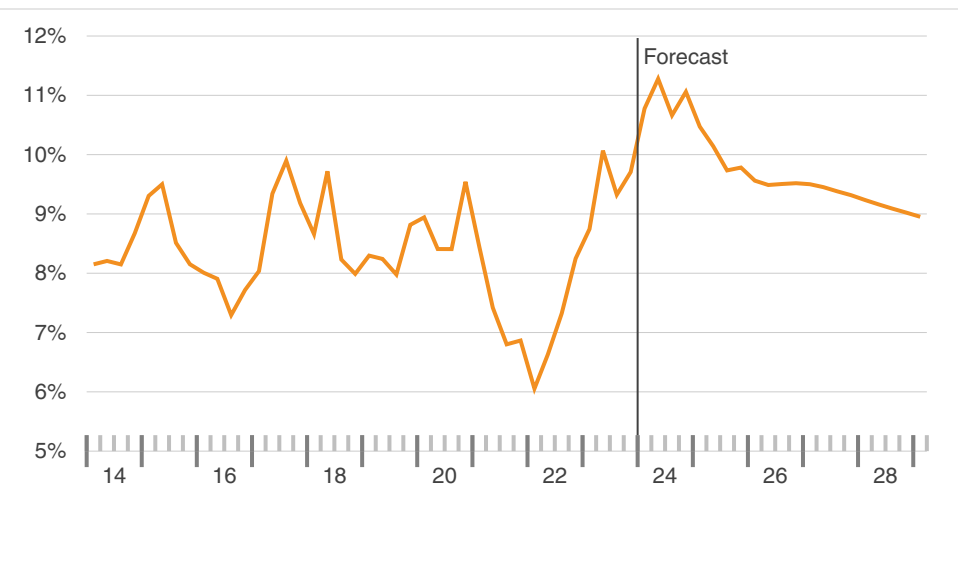
## Vacancy & Market Asking Rent Per Unit



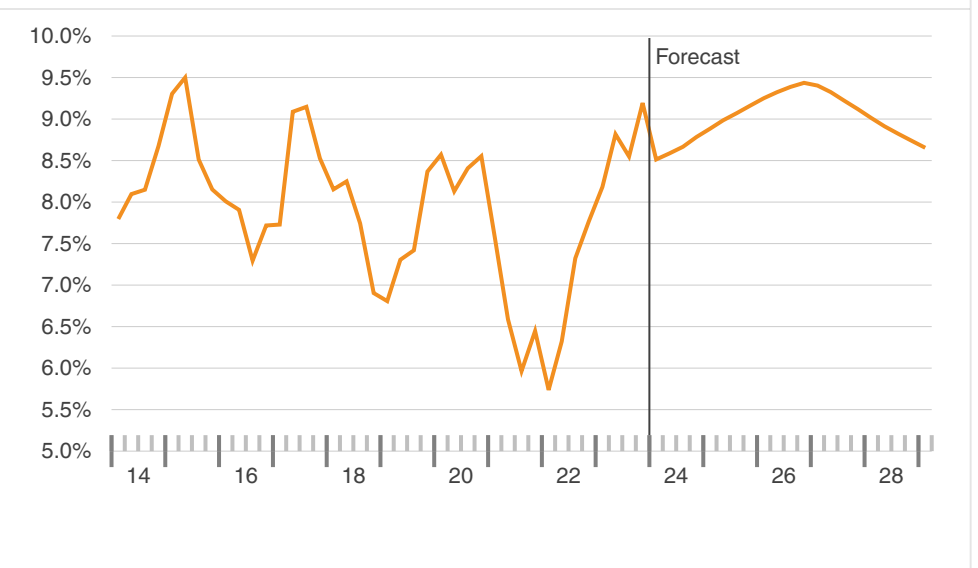
## Overall & Stabilized Vacancy



## Vacancy Rate



## Stabilized Vacancy Rate



### Daily Vacancy Rate



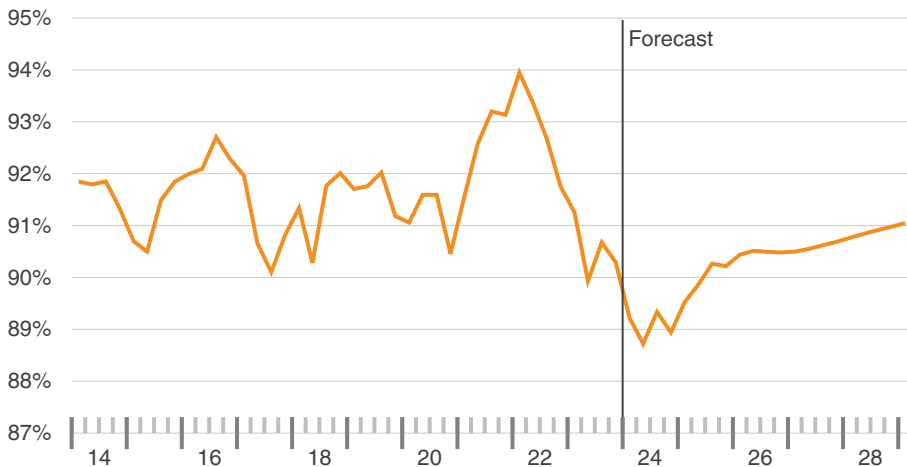
### Absorption, Net Deliveries & Vacancy

No Data Available

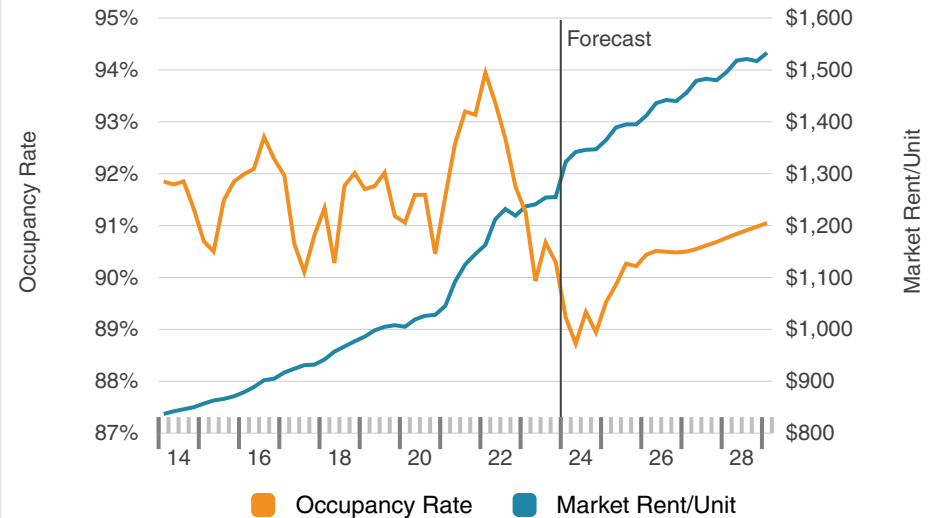


No data available for the past 10 years

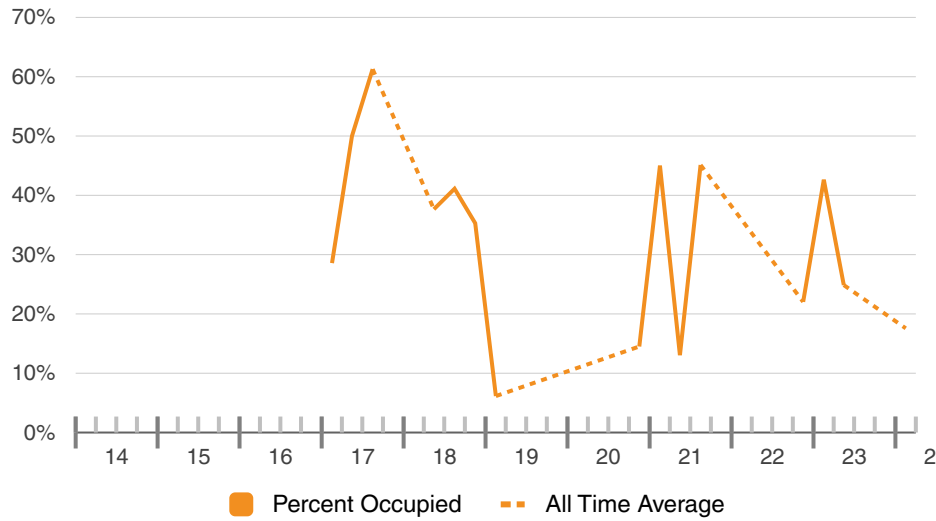
### Occupancy Rate



### Occupancy & Market Rent Per Unit



## Occupancy At Delivery



## Absorption Units

No Data Available

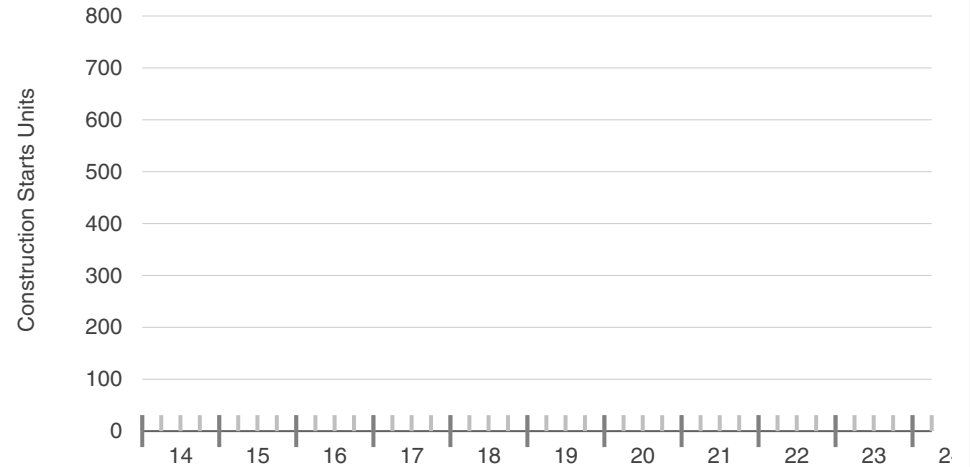


No data available for the past 10 years

## Total Units By Bedroom

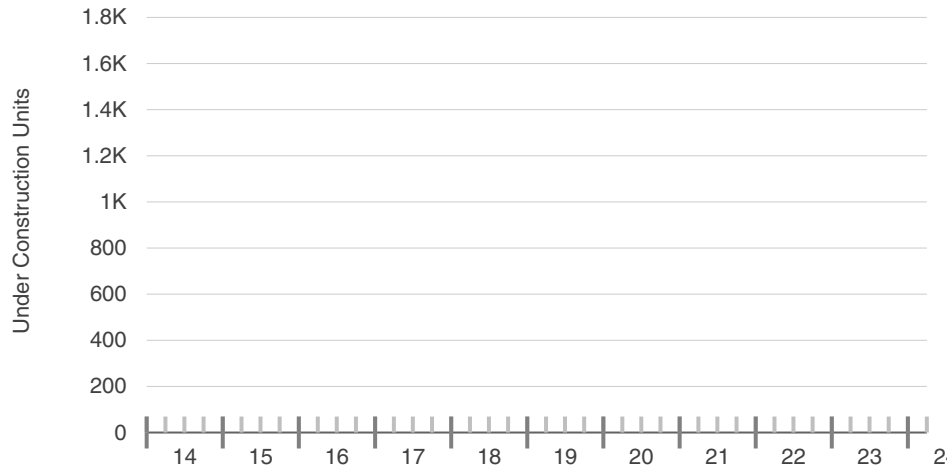


## Construction Starts





## Under Construction



## Deliveries & Demolitions

**No Data Available**



No data available for the past 10 years

## Deliveries

**No Data Available**



No data available for the past 10 years

## Demolitions

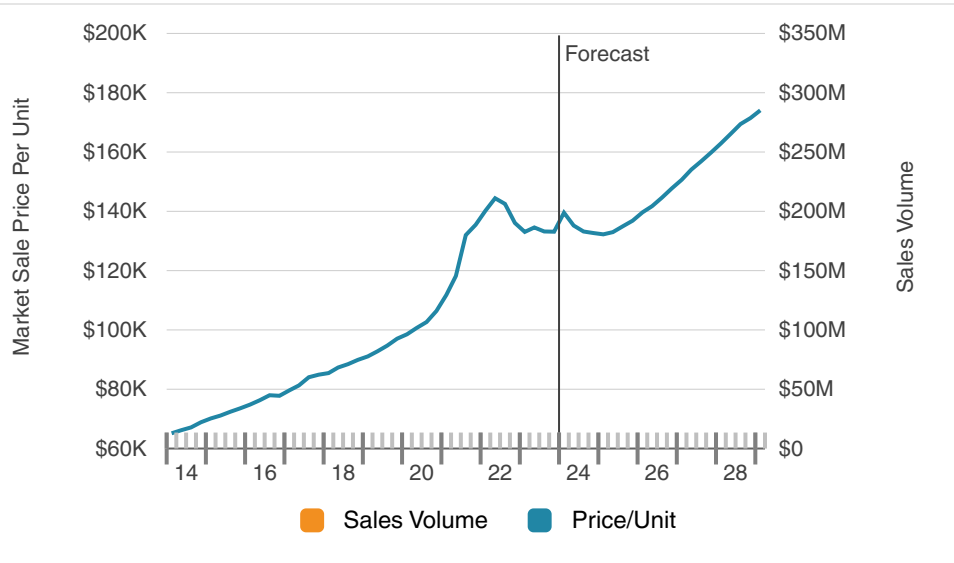
**No Data Available**



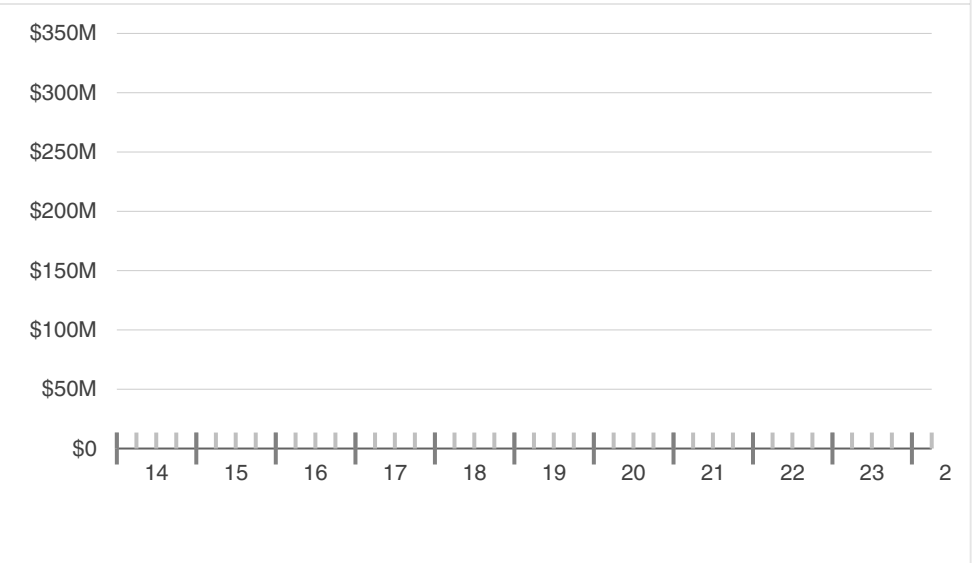
No data available for the past 10 years

# Search Analytics

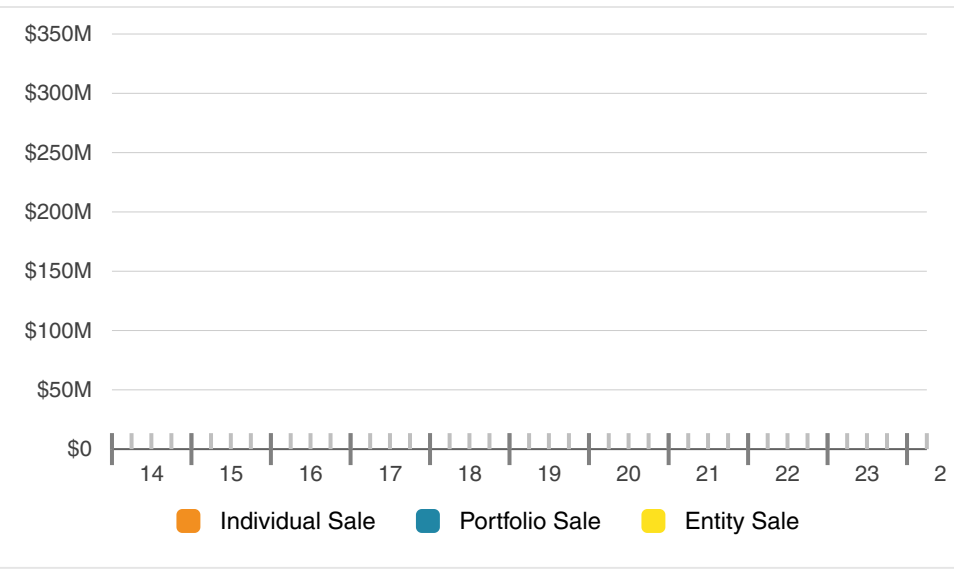
## Sales Volume & Market Sale Price Per Unit



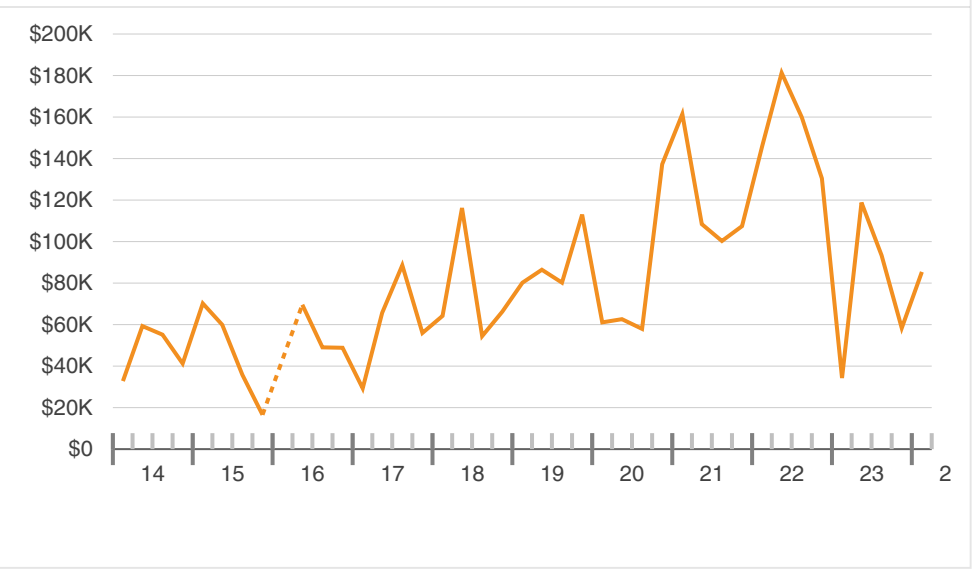
## Sales Volume



## Sales Volume By Transaction Type

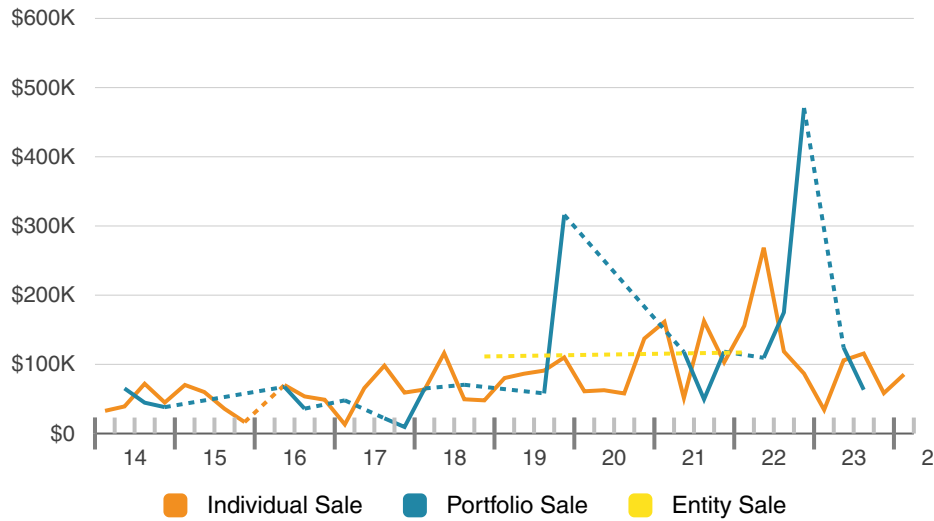


## Sale Price Per Unit

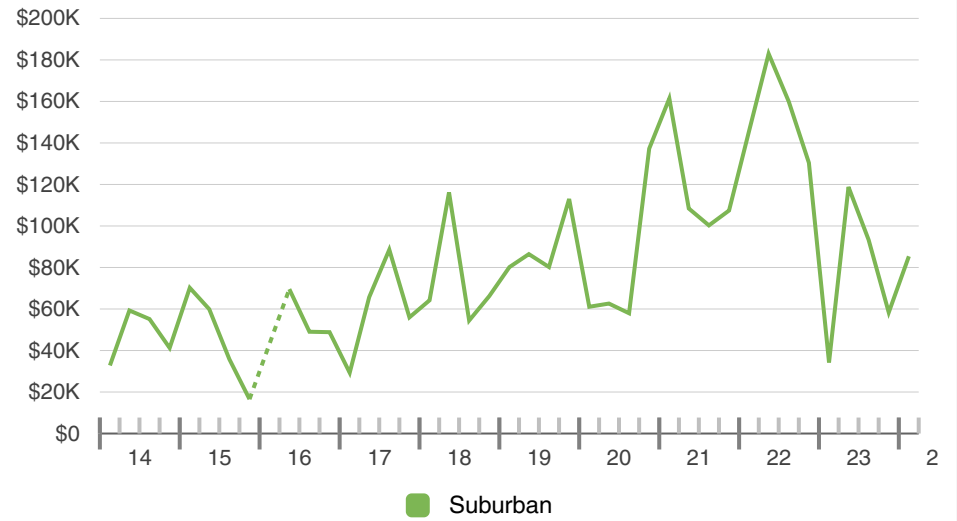


# Search Analytics

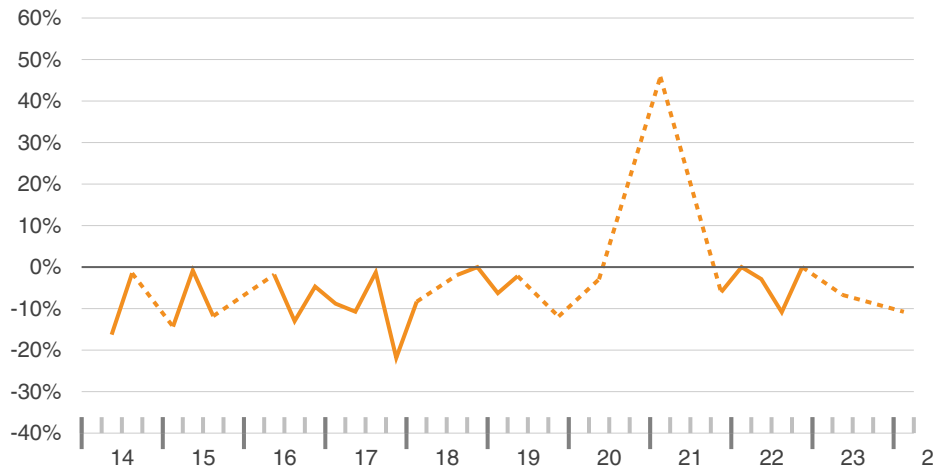
## Sale Price Per Unit By Transaction Type



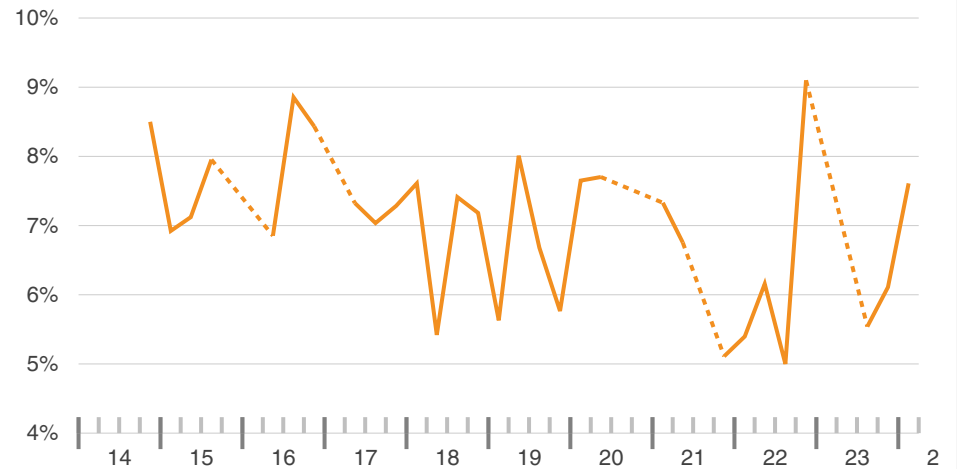
## Sale Price Per Unit By Location Type



## Sale To Asking Price Differential

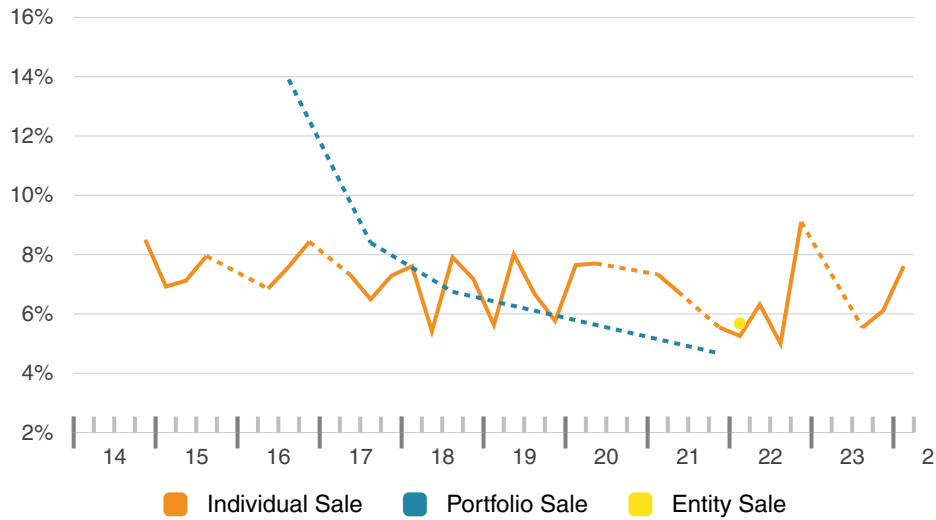


## Cap Rate

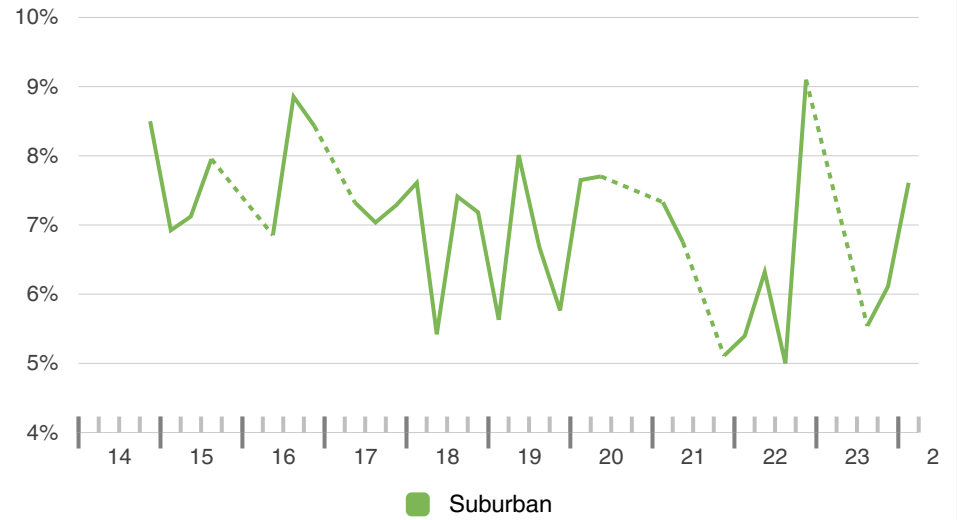


# Search Analytics

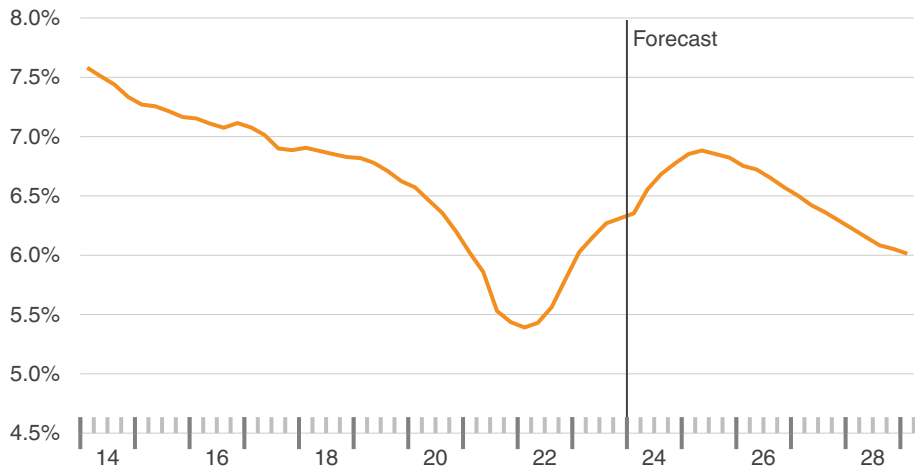
## Cap Rate By Transaction Type



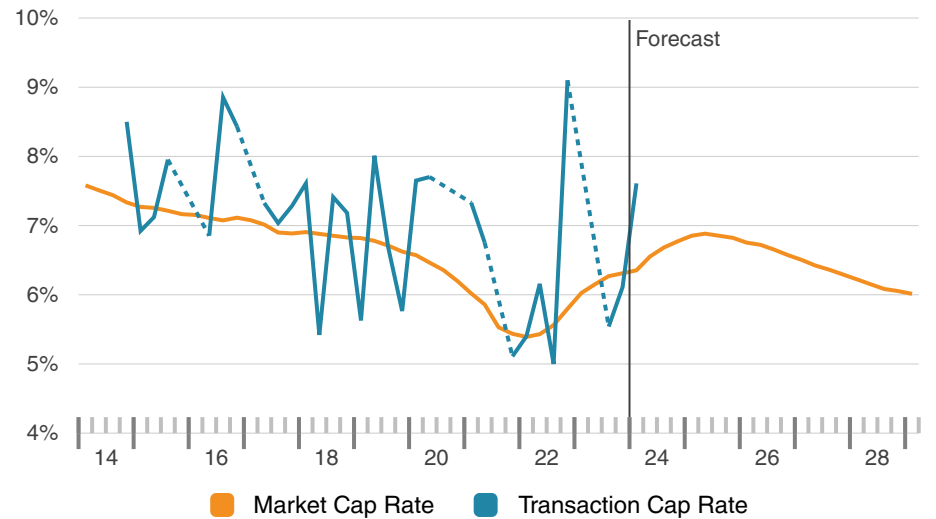
## Cap Rate By Location Type



## Market Cap Rate

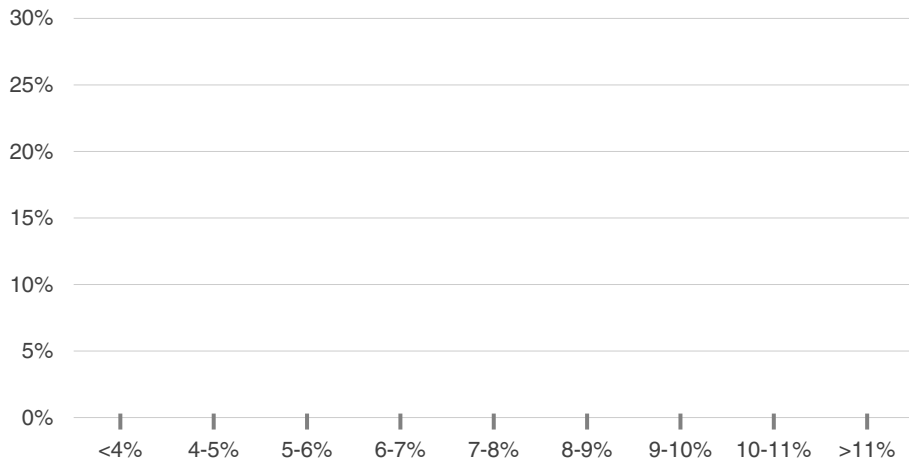


## Market Cap Rate & Transaction Cap Rate

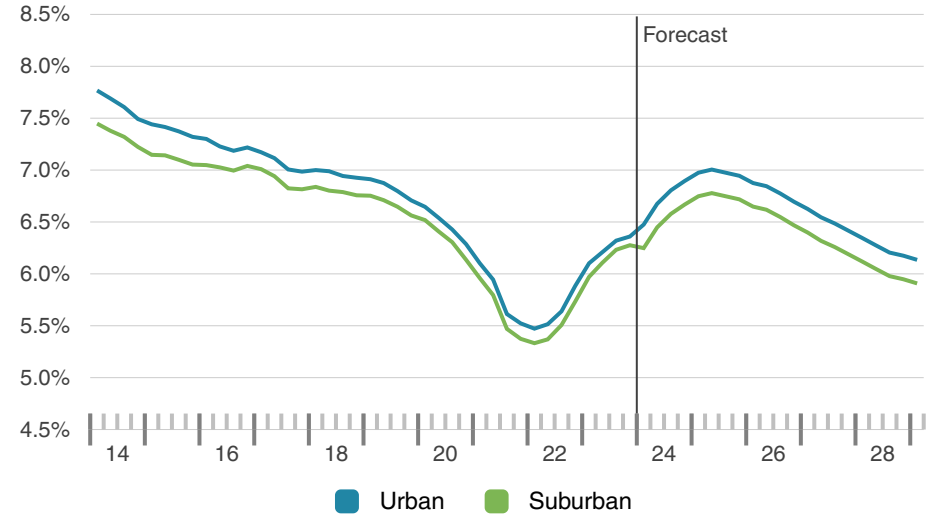


# Search Analytics

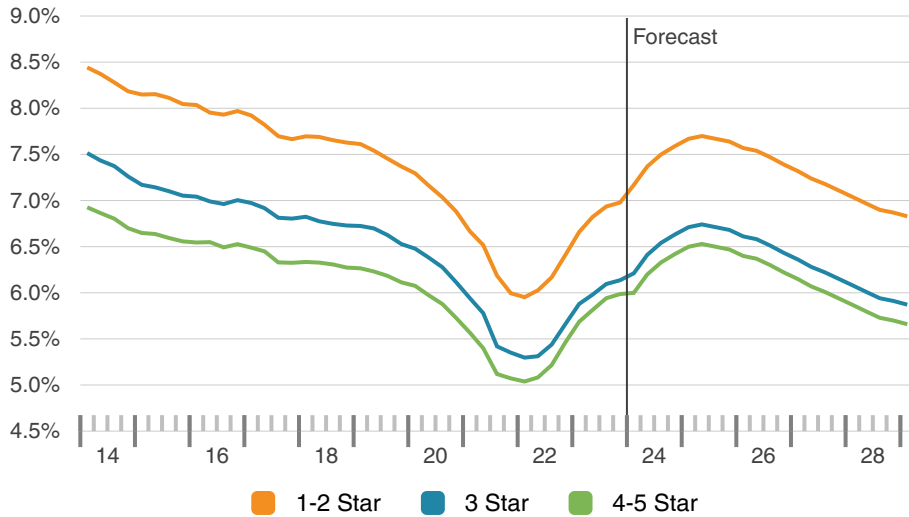
## Market Cap Rate Distribution



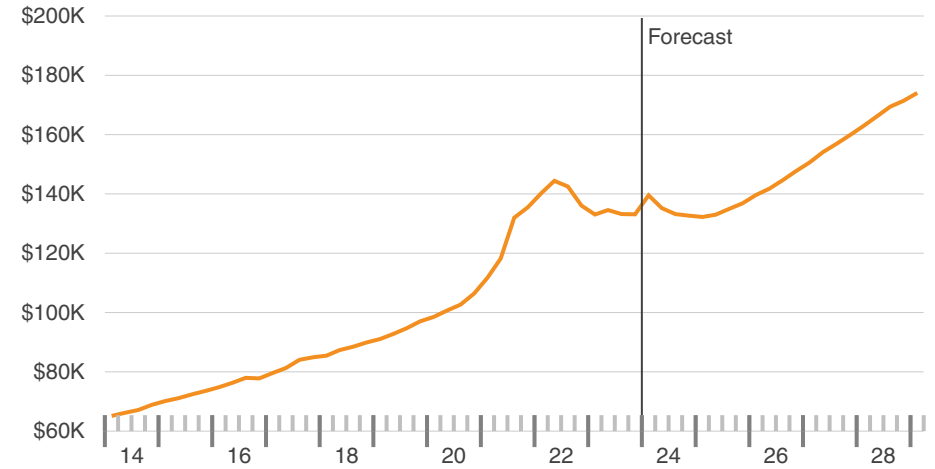
## Market Cap Rate By Location Type



## Market Cap Rate By Star Rating

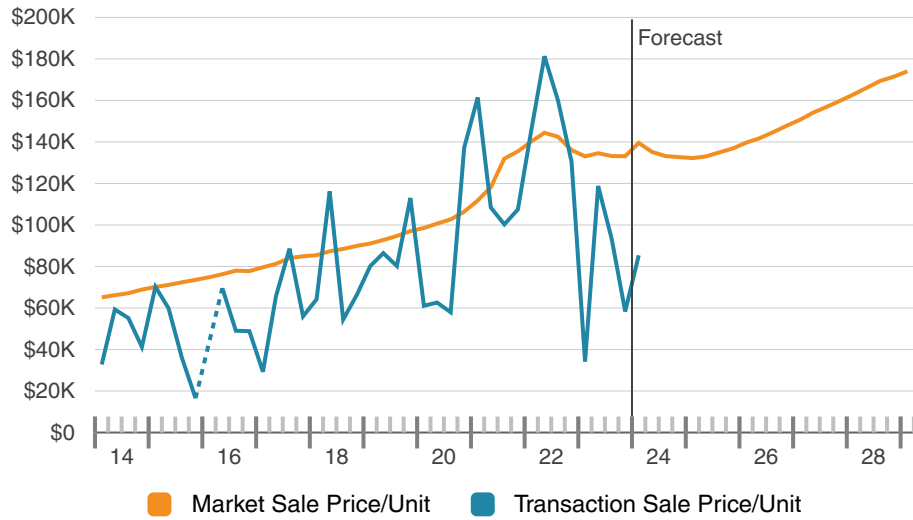


## Market Sale Price Per Unit

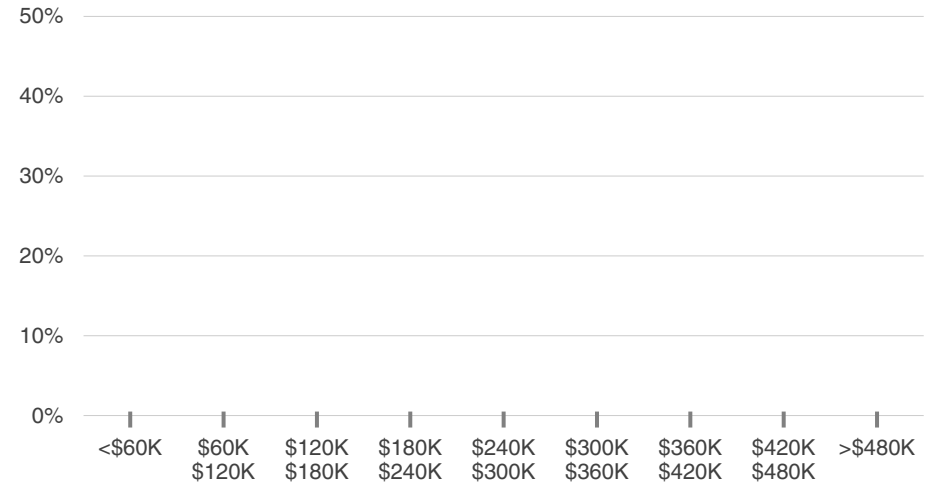


# Search Analytics

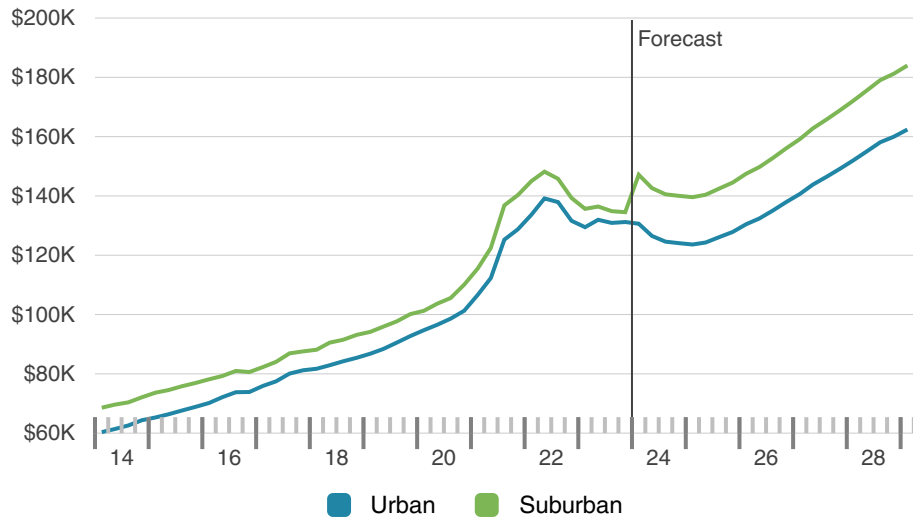
## Market Sale Price & Transaction Sale Price Per Unit



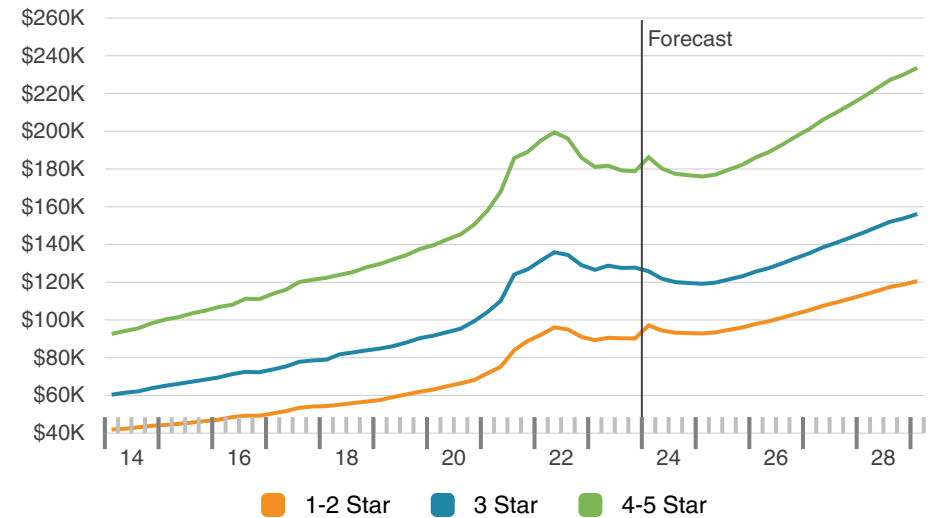
## Market Sale Price Per Unit Distribution



## Market Sale Price Per Unit By Location Type

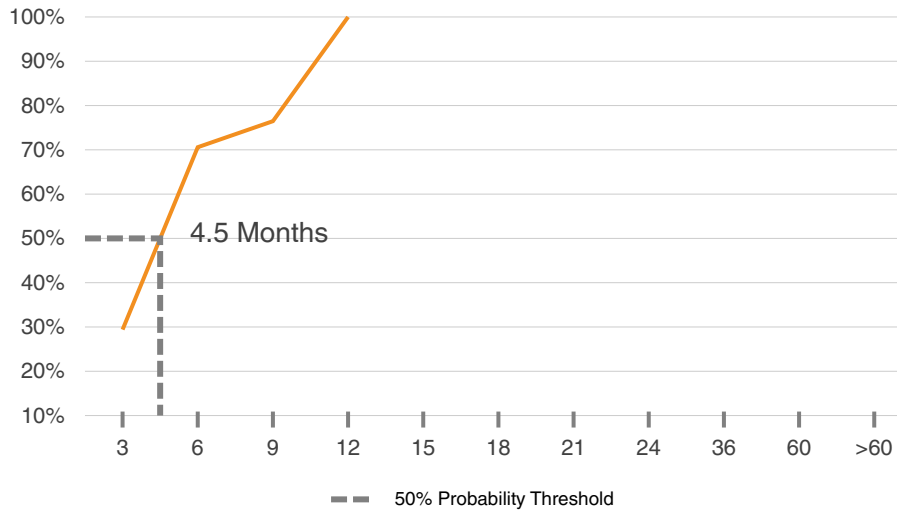


## Market Sale Price Per Unit By Star Rating

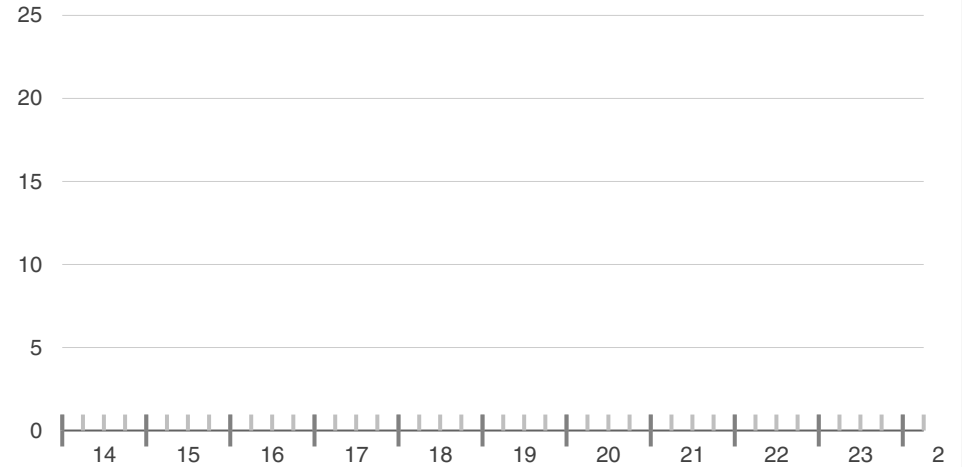


# Search Analytics

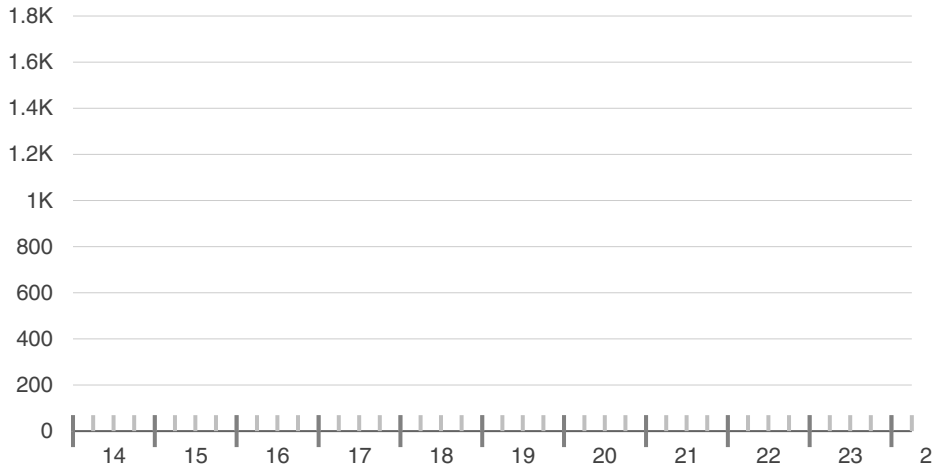
## Probability Of Selling In Months



## For Sale Total Listings



## For Sale Total Units

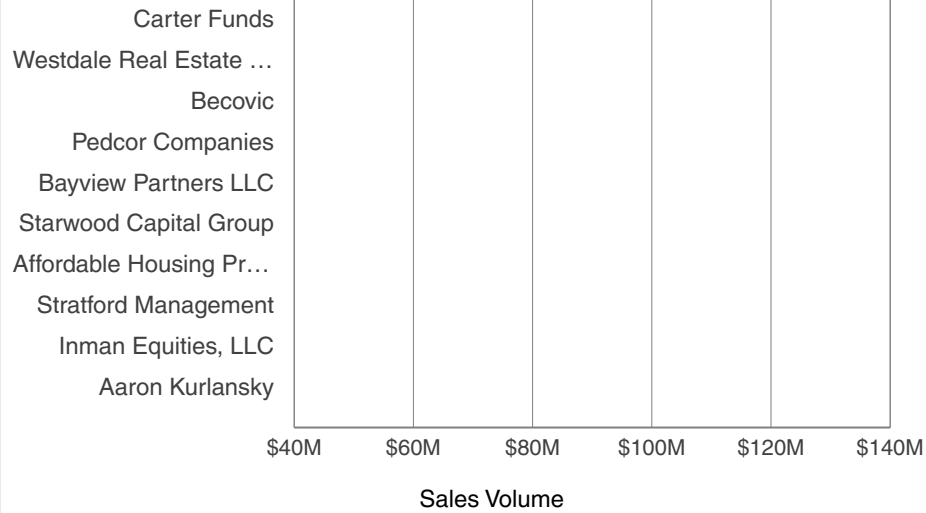


## For Sale Asking Price Per Unit



# Search Analytics

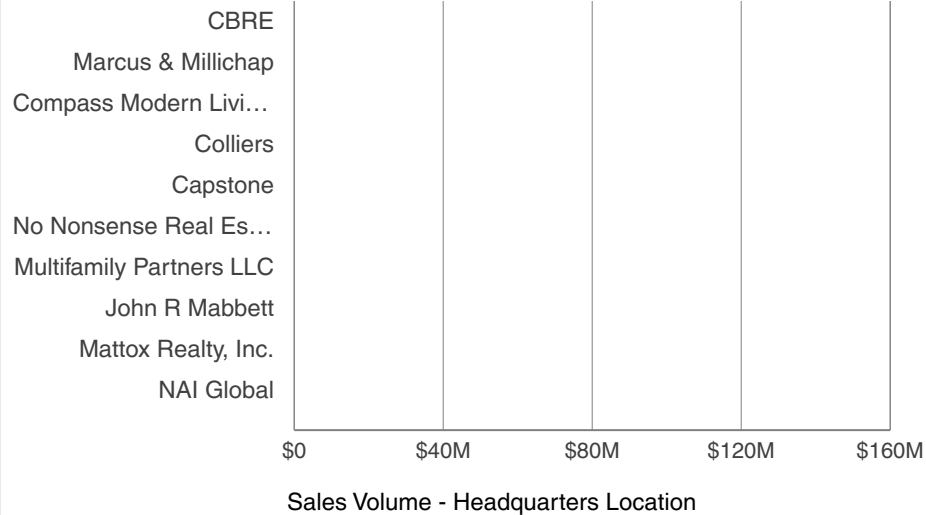
## Top Buyers



## Top Sellers



## Top Buyer Brokers



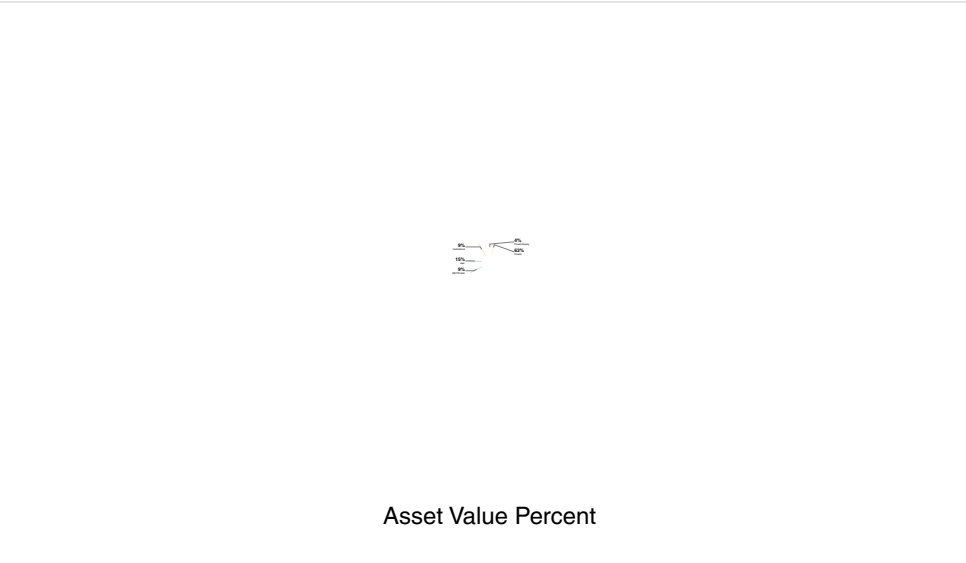
## Top Seller Brokers



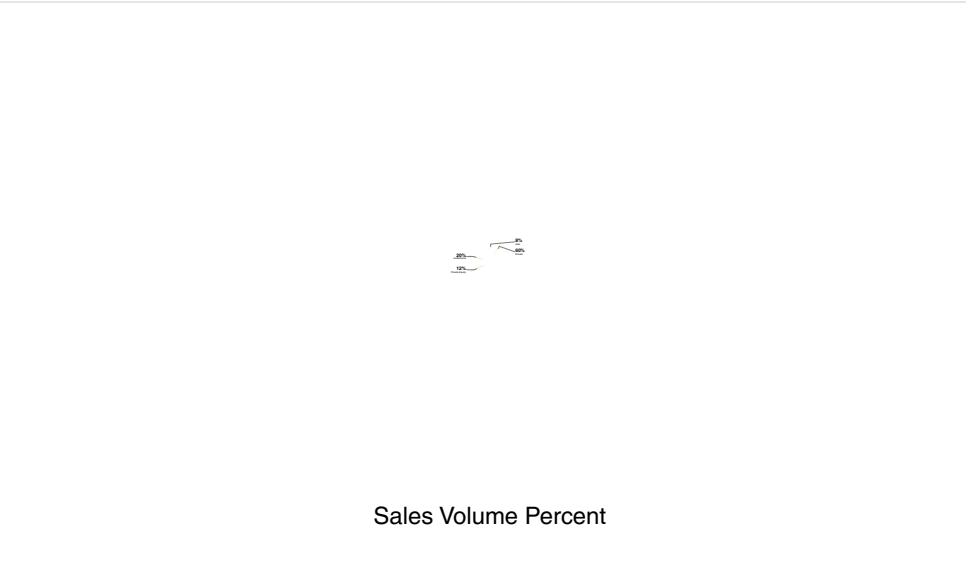


# Search Analytics

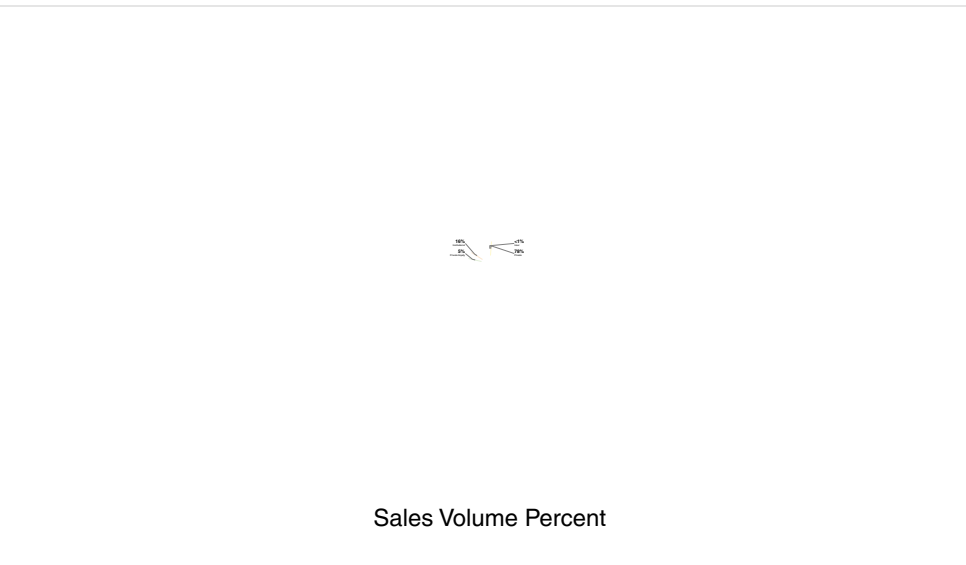
Asset Value By Owner Type



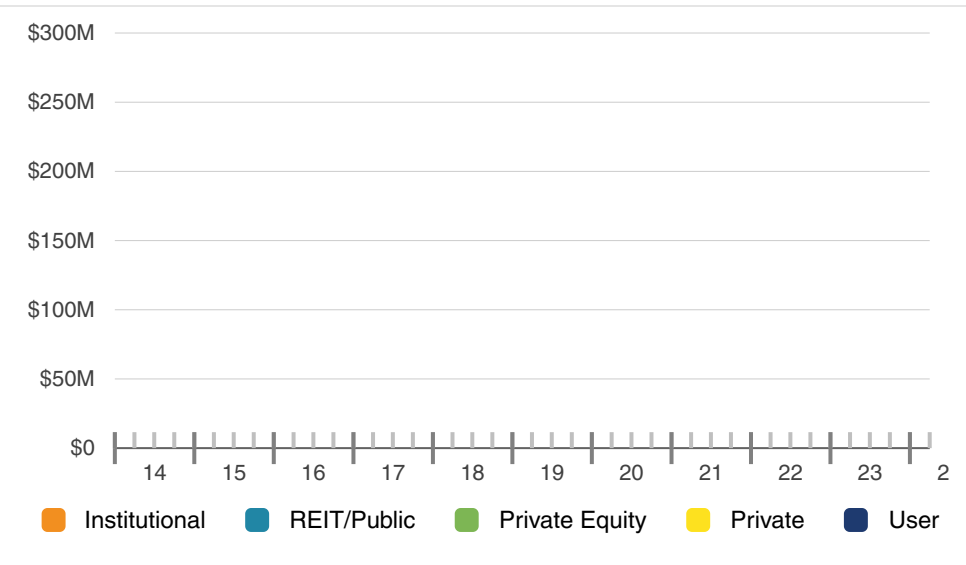
Sales By Buyer Type



Sales By Seller Type

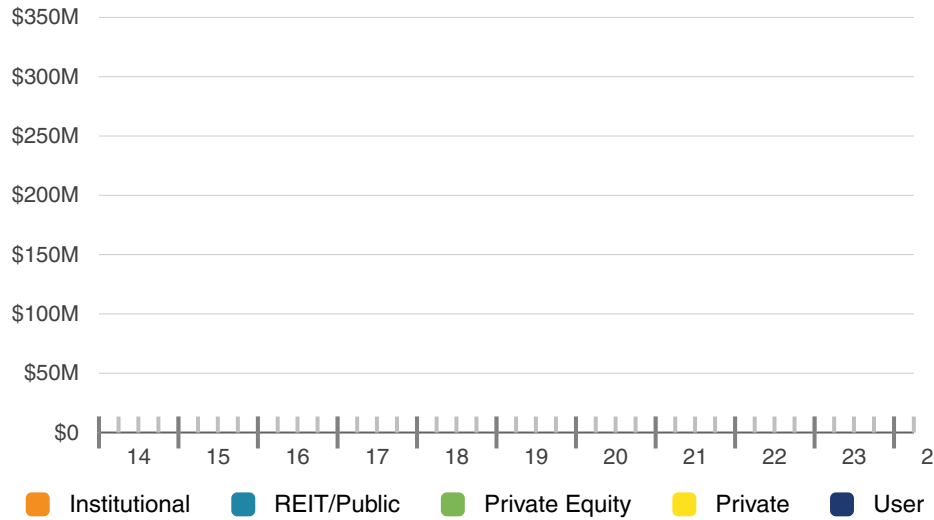


Sales Volume By Buyer Type

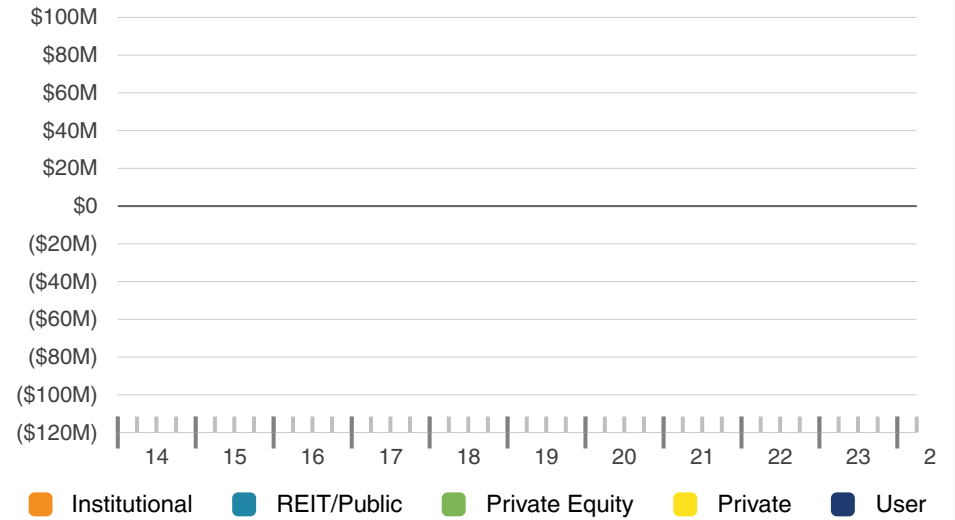


# Search Analytics

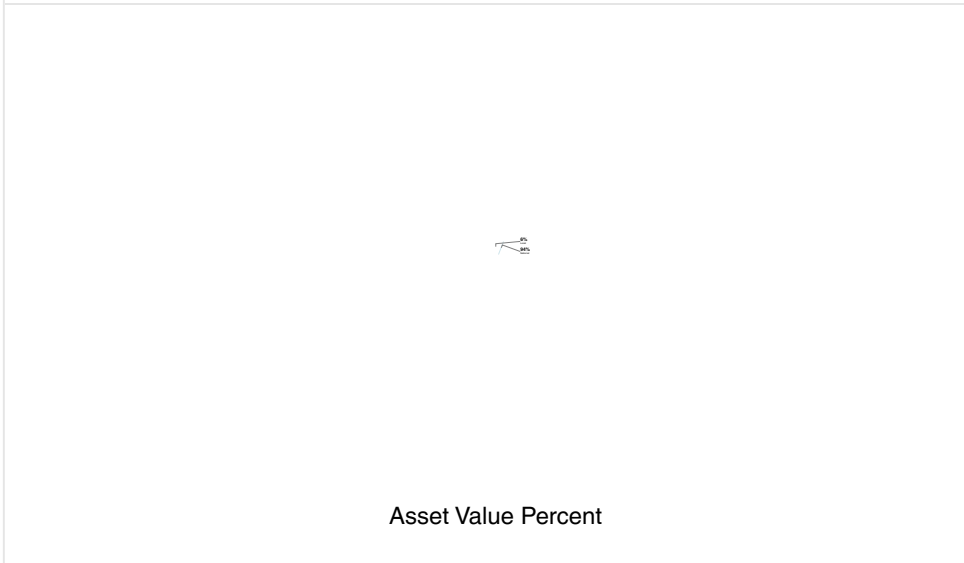
## Sales Volume By Seller Type



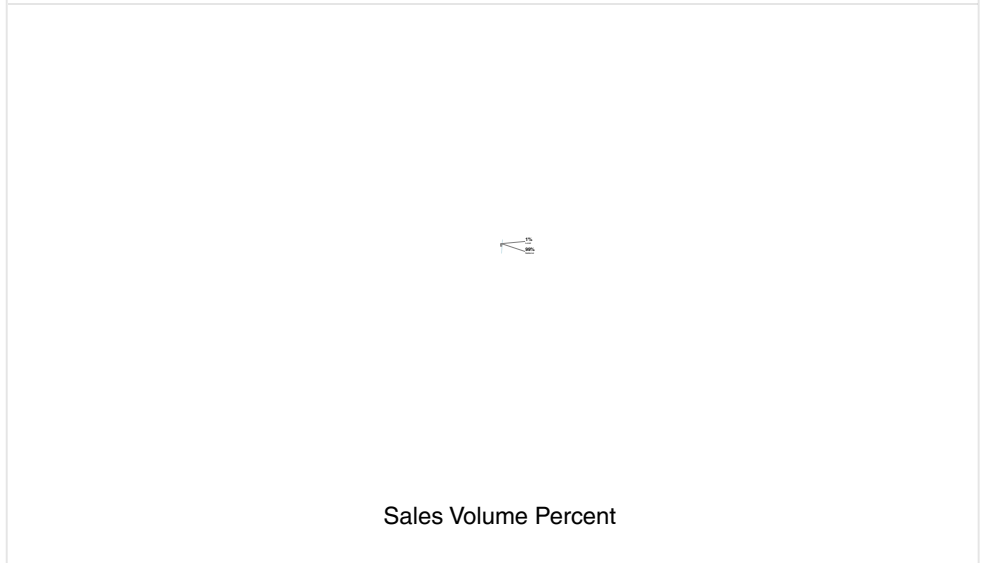
## Net Buying & Selling By Owner Type



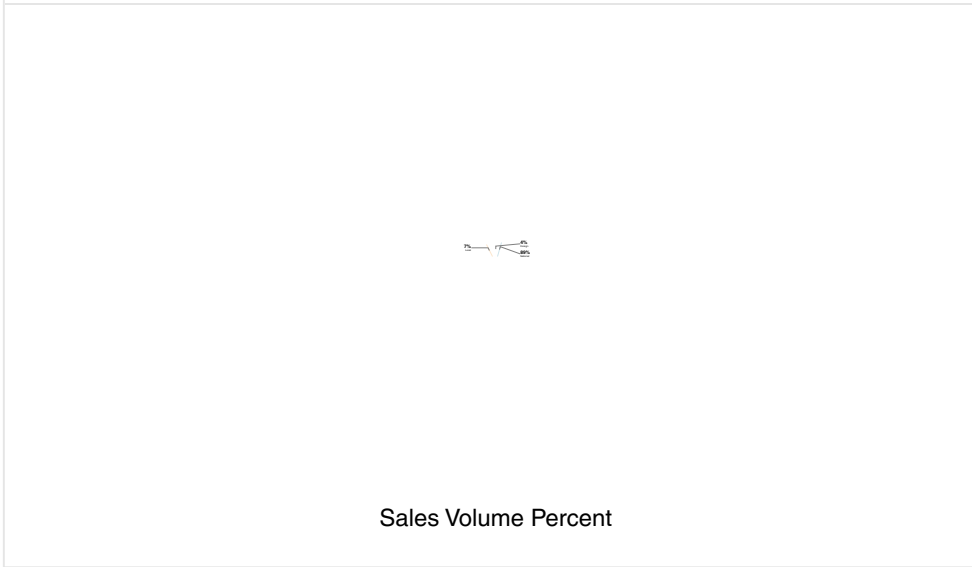
## Asset Value By Owner Origin



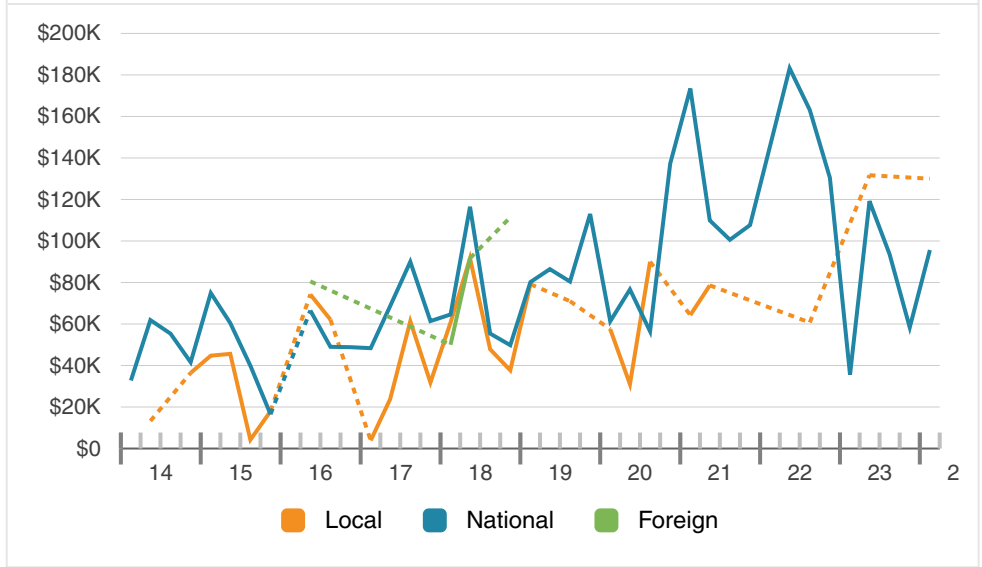
## Sales Volume By Buyer Origin



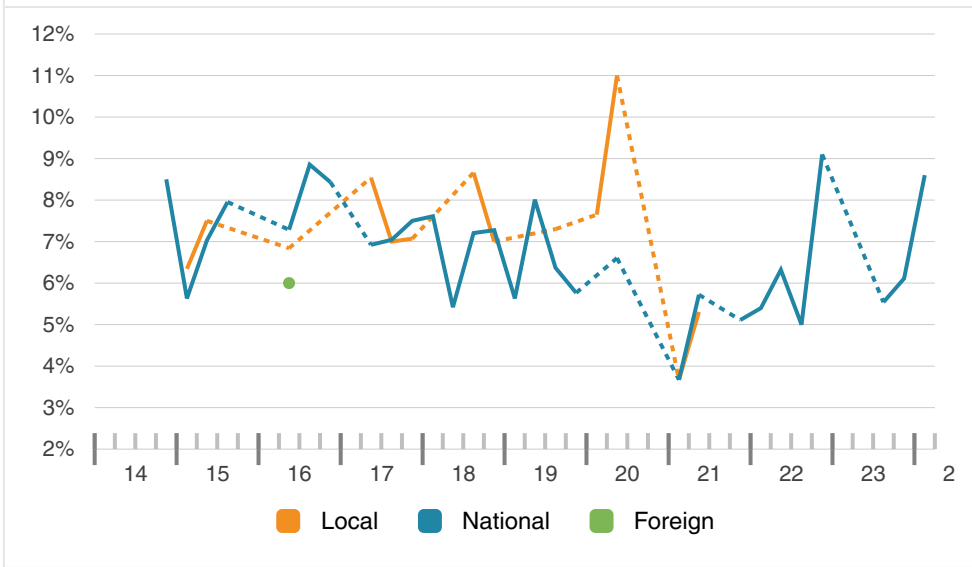
## Sales Volume By Seller Origin



## Average Price Per Unit By Buyer Origin



## Average Cap Rate By Buyer Origin



## Report Criteria

---

- 329 Properties / 1 Spaces
- Exclude: Co-Ops
- Exclude: Residential Condos
- Market: Tallahassee - FL
- # of Units: 10 +
- Construction Status: Existing +1
- Style: Townhome +4