

JOB GROWTH <sub>1</sub>	Area New Jobs	1 Mo	6 Mo	12 Mo
	Estimate	End 08/31	End 08/31	End 08/31
	Dallas/Plano/Irving	(6,300)	7,300	35,100
	Fort Worth/Arlington	0	4,800	15,100
		(6,300)	12,100	50,200
INTEREST RATES <sub>2</sub>	Rates	END 9/30		Yr. Ago
	10 Year Treasury		1.99%	2.53%
	11th District COFI		1.31%	1.71%
	1 Mo. LIBOR		0.24%	0.26%
	Spreads over the above indexes have been increasing as rates have decreased. Best all in rates for the best properties are around 4.0%-4.5%.			
SUPPLY/ DEMAND <sub>3</sub>	Units Added/ Absorbed	6 Mo End 9/30	12 Mo End 9/30	24 Mo 9/30
	<b>Dallas County</b>			
	Added	2,725	4,589	9,342
	Absorbed	5,914	10,095	17,959
	<b>Tarrant County</b>			
	Added	1,621	2,092	2,958
	Absorbed	4,085	4,854	11,104
OCCUPANCY RATES <sub>3</sub>	Dallas County	9/30/2011	6 Mo Ago	12 Mo Ago
	2000's	92.6%	91.9%	89.8%
	1990's	95.4%	94.4%	94.1%
	1980's	90.8%	90.2%	88.9%
	1970's or Older	89.3%	87.2%	87.0%
	<b>Tarrant County</b>			
	2000's	94.0%	92.6%	92.3%
	1990's	95.3%	94.3%	94.6%
	1980's	92.1%	90.6%	90.7%
	1970's or Older	87.2%	84.7%	84.2%
RENTAL RATES <sub>3</sub>	Dallas County	9/30/2011	6 Mo Ago	12 Mo Ago
	2000's	\$1,192	\$1,154	\$1,124
	1990's	\$1,057	\$1,007	\$994
	1980's	\$650	\$636	\$630
	1970's or Older	\$646	\$630	\$634
	<b>Tarrant County</b>			
	2000's	\$974	\$935	\$925
	1990's	\$927	\$889	\$874
	1980's	\$612	\$599	\$593
	1970's or Older	\$579	\$568	\$561
HISTORICAL JOB GROWTH	Average year change of the combined DFW MSA's	1 Texas Workforce Commission 2 Banxquote.com 3 ALNsys.com - Rental rates are after concessions. Approx. 25% of 70's or older are all bills paid.		
	2006	91,600		
	2007	82,200		
	2008	2,500		
	2009	(94,900)		
	2010	50,800		

## Cantrell Partners 3rd Quarter Sales

In the 3<sup>rd</sup> quarter of 2011 The Cantrell Company and Partners had 7 successful closings. These properties ranged from 12 to 168 units and one 75K SF warehouse/flex space property. All properties were located in the DFW area. All but one of the properties was lender owned and each of the properties brought numerous offers with immediate hard earnest money.

### Transactions include:

- Crestview Apartments, White Settlement
- Edgewood Oaks, Fort Worth
- Wilshire Manor, Arlington
- Savannah Square, Grand Prairie
- Reed Manor, Dallas
- North Fitzhugh, Dallas
- Parkway Business Center, Grand Prairie

Though the Dallas-Fort Worth area escaped the receivership and foreclosure issues plaguing other parts of the nation, it doesn't mean there are absolutely no distressed or foreclosed multifamily assets in the area from which to choose. The higher quality (A & B class) stock of distressed assets is on the decline. However, when it comes to Class C apartment complexes there tends to be more opportunities for a reposition strategy. Many Class C assets are significantly overleveraged. There tends to be quite a bit of competition for such assets as they are offered at a significant discount.

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