

<b>JOB GROWTH 1</b>	<b>Area New Jobs Estimate</b>	<b>Mo of 1/08</b>	<b>6 Mo End 1/08</b>	<b>12 Mo End 1/08</b>
	Dallas/Plano/Irving	(32,100)	(4,100)	60,000
	Fort Worth/Arlington	(14,400)	(5,100)	23,500
		(46,500)	(9,200)	83,500
<b>INTEREST RATES 2</b>	<b>Rates</b>	<b>3/13/2008</b>	<b>Yr. Ago</b>	
	10 Year Treasury		3.46%	4.53%
	11th District COFI		3.97%	4.39%
	1 Mo. LIBOR		2.86%	5.32%
FNMA, Freddie Mac & CMBS lenders' rates are fixed at approx 1.20-1.75% over the 10 year treasury. Other lenders' rates are adjustable at approx 3% over COFI or LIBOR.				
<b>SUPPLY/ DEMAND 3</b>	<b>Units Added/ Absorbed</b>	<b>6 Mo End 3/08</b>	<b>12 Mo End 3/08</b>	<b>24 Mo End 3/08</b>
	<b>Dallas County</b>			
	Added	(1,638)	760	6,252
	Absorbed	(1,552)	2,592	6,761
	<b>Tarrant County</b>			
	Added	2,284	4,697	8,581
Absorbed	1,598	4,570	6,145	
<b>OCCUPANCY RATES 3</b>	<b>Dallas County</b>	<b>3/08</b>	<b>6 Mo Ago</b>	<b>12 Mo Ago</b>
	1990's or Newer	90%	91%	90%
	1980's	91%	91%	90%
	1970's or Older	89%	90%	89%
	<b>Tarrant County</b>			
	1990's or Newer	89%	90%	90%
	1980's	91%	90%	90%
1970's or Older	85%	86%	86%	
<b>RENTAL RATES 3</b>	<b>Dallas County</b>	<b>3/08</b>	<b>6 Mo Ago</b>	<b>12 Mo Ago</b>
	1990's or Newer	\$1,102	\$1,101	\$1,084
	1980's	\$665	\$653	\$645
	1970's or Older	\$665	\$654	\$645
	<b>Tarrant County</b>			
	1990's or Newer	\$941	\$939	\$898
	1980's	\$633	\$624	\$612
1970's or Older	\$597	\$594	\$582	
<b>HISTORICAL JOB GROWTH</b>	Average year change of the combined DFW MSA's		1 Texas Workforce Commission	
	1999	95,300	2 Banxquote.com	
	2000	100,500	3 ALNsys.com - Rental rates are before any concessions.	
	2001	11,800	Approx. 25% of 70's or older are all bills paid.	
	2002	(70,000)		
	2003	(39,400)		
	2004	32,600		
2005	68,300			
2006	94,300			

Information obtained from sources deemed reliable, but not guaranteed.

**Top 10 Resident Amenities**

The most important resident amenities are derived from a national survey conducted by J. Turner Research in October 2007 that was sent to approximately 6,000 apartment executives and onsite managers with 341 respondents. Those surveyed were asked to list their top resident amenity.

1. In-Unit Laundry 81%
2. Wi-Fi Internet Access 71%
3. Custom Interiors 61%
4. Weight/Cardio Room 55%
5. Pool 50%
6. Controlled Access 50%
7. Covered Parking 47%
8. Clubhouse with Multi-Media 25%
9. Television/Internet/Phone 25%
10. In-Unit Security System 25%

**Top 10 Areas That Impact Lease Renewal**

13,000 specific responses of randomly selected residents who completed telephone surveys with SatisFacts indicate that these 10 factors have the strongest impact on renewal likelihood.

1. **Office Staff:** Promptly returns or responds to phone calls and e-mails.
2. **Service Requests:** Office staff follows up on completed service requests.
3. **Office Staff:** Responsive, dependable.
4. **Office Staff:** Courteous, professional.
5. **Apartment:** Appearance, condition.
6. **Safety and Security**
7. **Service Requests:** Quality of work performed.
8. **Service Requests:** Speed in which requests are handled.
9. **Grounds and Landscaping**
10. **Common Areas**

For more information, contact Units Magazine at [www.naahq.org](http://www.naahq.org).

The Cantrell Company specializes in the brokerage of multi-family properties. Please contact the apartment specialists below for exclusive representation for the sale of your apartment property or for your next purchase.

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