

JOB GROWTH <sup>1</sup>	Area New Jobs Estimate		Mo of 3/04	6 Mo End 3/04	12 Mo End 3/04	
		Dallas MSA		9,100	(2,800)	5,800
	FW/Arlington MSA		3,100	(4,000)	(400)	
	Total		12,200	(6,800)	5,400	
INTEREST RATES <sup>2</sup>	Rates		5/10/2004	Yr. Ago		
		10 Year Treasury		4.78%	3.62%	
		11th District COFI		1.82%	2.21%	
		1 Mo. LIBOR		1.10%	1.31%	
FNMA, Freddie Mac & CMBS lenders' rates are fixed at approx 1.8-2.0% over the 10 year treasury. Other lenders' rates are adjustable at approx 3% over COFI or LIBOR.						
SUPPLY/ DEMAND <sup>3</sup>	Units Added/ Absorbed		3 Mo End 5/04	6 Mo End 5/04	12 Mo End 5/04	
	<b>Dallas County</b>					
		Added	1,593	3,662	6,485	
		Absorbed	3,149	1,924	3,072	
	<b>Tarrant County</b>					
		Added	872	1,340	3,110	
		Absorbed	1,260	176	1,162	
OCCUPANCY RATES <sup>3</sup>	Dallas County		5/04	6 Mo Ago	1 Yr Ago	
		1990's or Newer	89%	89%	88%	
		1980's	89%	90%	90%	
		1970's or Older	86%	87%	88%	
	<b>Tarrant County</b>					
		1990's or Newer	88%	88%	86%	
		1980's	89%	90%	91%	
		1970's or Older	87%	88%	89%	
RENTAL RATES <sup>3</sup>	Dallas County		5/04	6 Mo Ago	1 Yr Ago	
		1990's or Newer	\$1,023	\$1,040	\$1,062	
		1980's	\$633	\$646	\$654	
		1970's or Older	\$629	\$635	\$634	
	<b>Tarrant County</b>					
		1990's or Newer	\$883	\$889	\$885	
		1980's	\$602	\$608	\$609	
		1970's or Older	\$565	\$564	\$561	
HOME OWNERSHIP <sup>4</sup>	Homebuilder	Mo P/I	1 Tx Workforce Commission - average calendar yr. change (combined MSA's):			
	Price/Size	Tax/Ins	'98 115,700; '99 95,300; '00 100,500; '01 8,300; '02 (62,800)			
	Choice Homes	\$650	2 Banxquote.com			
	\$79,950 2-1-1		3 ALNsys.com - Rental rates are <u>before</u> any concessions. Approx. 25% of			
	Fox & Jacobs		70's or older are all bills paid.			
	\$89,890 3-2-2	\$848	4 As advertised in 5-9-04 DMN			

Information obtained from sources deemed reliable, but not guaranteed.

## Stuck in the Red? Try a Plunger

By: Shawn Handrahan, The Home Depot Supply

Simply placing a plunger in each apartment home can lead to great profits - just do the math.

During a visit last year with a maintenance engineer at a 600-apartment home community, we discussed the biggest challenges he faced in running the community. As expected, he said he was overworked and understaffed, and because of this, he was having trouble getting to his work orders in a timely manner, and resident satisfaction was being comprised.

Of about 20 tickets, or work orders per day, the most common call was for plumbing repair (i.e. unclogging toilets). About 60 percent of the 20 calls were to unclog toilets. That equates to 12 calls per day. He explained that it took about 15 minutes for a member of his staff to leave the shop, or whatever else he or she was doing, go to the apartment, unclog the toilet and return to the original task. So, 15 minutes times 12 calls per day equals three man hours per day, 21 man hours per week or 81 man hours per month. He paid his staff around \$12 per hour. Let's do the math: 81 man hours per month times \$12 per hour equals \$972 per month or \$11,664 per year that he was paying staff to unclog toilets. A solution to this problem would have a huge impact on his ability to run his property - from a time and money standpoint - but there was still more positive effect to be had.

The conversation then switched to "turns." He had approximately six turns per week, allotting 4 days per turn because he was understaffed. If he had the 81 man hours per month as discussed previously, he felt he could turn those units in 2 days as opposed to four. The rent on his property was \$1,100 per month on average. That is \$37 per day, and if he could turn a unit in 2 days as opposed to 4 his property could collect an additional \$74 in rental revenue per apartment that they were not collecting currently. Well, let's do more math: \$74 times six turns per week is \$444 per week in additional rental revenue for the property or \$1,776 per month or \$21,312 per year.

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