

JOB GROWTH <sup>1</sup>	Area New Jobs	Mo of	6 Mo	12 Mo
	Estimate	8/05	End 8/05	End 8/05
	Dallas/Plano/Irving	7,300	14,100	16,900
	Fort Worth/Arlington	2,100	8,700	8,500
		9,400	22,800	25,400
INTEREST RATES <sup>2</sup>	Rates	10/31/05	Yr. Ago	
	10 Year Treasury	4.57%	4.06%	
	11th District COFI	2.87%	1.93%	
	1 Mo. LIBOR	4.09%	2.04%	
	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 10/05	6 Mo End 10/05	12 Mo End 10/05
	<b>Dallas County</b>			
	Added	2,646	4,428	9,032
	Absorbed	8,276	11,375	13,943
	<b>Tarrant County</b>			
	Added	898	2,113	4,346
	Absorbed	4,689	6,361	7,002
OCCUPANCY RATES <sup>3</sup>	Dallas County	10/05	6 Mo Ago	1 Yr Ago
	1990's or Newer	93%	89%	90%
	1980's	91%	89%	89%
	1970's or Older	88%	85%	86%
	<b>Tarrant County</b>			
	1990's or Newer	92%	87%	89%
	1980's	91%	90%	89%
	1970's or Older	86%	84%	85%
RENTAL RATES <sup>3</sup>	Dallas County	10/05	6 Mo Ago	1 Yr Ago
	1990's or Newer	\$1,053	\$1,022	\$1,030
	1980's	\$620	\$621	\$628
	1970's or Older	\$616	\$613	\$625
	<b>Tarrant County</b>			
	1990's or Newer	\$865	\$863	\$874
	1980's	\$587	\$586	\$595
	1970's or Older	\$555	\$558	\$561
HOME OWNERSHIP <sup>4</sup>	Homebuilder Price/Size	Mo P/I Tax/Ins		
	Choice Homes \$79,950 3-2-1	\$729		
	Fox & Jacobs \$90,990 3-2-2	\$817		

<sup>1</sup> Tx Workforce Commission - average calendar yr. change (combined MSA's): '98 115,700; '99 95,300; '00 100,500; '01 8,200; '02 (69,100); '03 (37,100)  
<sup>2</sup> Banxquote.com  
<sup>3</sup> ALNsys.com - Rental rates are before any concessions. Approx. 25% of 70's or older are all bills paid.  
<sup>4</sup> From corporate office of builder.

Information obtained from sources deemed reliable, but not guaranteed.

**Rates Are Going Up!  
Rates Are Going Down!**

By: Kirk Slemmer, Trans Lending Corporation

Trans Lending is a commercial mortgage company that supplies nationwide financing for all types of investment properties. I personally specialize in apartment financing in all of the Texas' markets.

There isn't a day goes by that I am not questioned about interest rates. The biggest misconception regarding interest rates is the widespread belief that an all-powerful Federal Reserve Board controls interest rates.

The Fed does not control any indexes, but its actions affect most directly the prime rate. In fact, it is much less powerful than it was when Greenspan took the helm in 1987. This is because the United States has become more dependent on the rest of the world, i.e., the central banks of the Asian countries, to finance our budget and trade deficits. If Asia loses the desire to hold US dollars, U.S. interest rates will rise, regardless of the Fed's wishes.

Interest rates became a hot news topic after 9/11 due to the bold, swift cuts and increases the Fed started imposing after that time. Though we have seen much attention paid to the actions of the Fed, the economic world isn't controlled by one person, one institution or even one index. Treasuries, LIBOR, MAT and COFI are all indexes that rise and fall based on market conditions. All affect an assortment of lending from credit cards, to auto loans, student loans and commercial mortgages.

The best thing an investor can do is to obtain a loan with the smallest margin tied to the index that best fits his or her investment strategy.

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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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