Mgm/EGI: 7.84%

Less than 16 units (57 developments 474 units)			AVERAGE (annual)		CONTROLLABLE	
OPERATING EXPENSE	PER UNIT	PER Sq. Ft.	8.32 Units	7461 Sq. Ft.	PER UNIT	PER Sq. Ft.
General & Administrative	\$337	\$0.47	\$2,806	\$3,517	\$337	\$0.47
Management	456	0.57	\$3,791	\$4,251		
Payroll & Payroll Tax	854	0.99	\$7,100	\$7,367	854	0.99
Repairs & Maintenance	884	1.11	\$7,352	\$8,257	884	1.11
Utilities	315	0.44	\$2,620	\$3,302	315	0.44
Water, Sewer & Trash	476	0.71	\$3,961	\$5,318	476	0.71
Insurance	409	0.50	\$3,402	\$3,717		
Property Tax	675	0.78	\$5,615	\$5,812		
Reserve for Replacement	534	0.62	\$4,442	\$4,605		
Total Expenses	\$ 4,941	\$ 6.19	\$ 41,089	\$ 46,147	\$ 2,867	\$ 3.72
%exp-EGI / %Vac	58.37%	10.91%			-	

Mgm/EGI: 7.50%

wight/Eon.	1.0070					
16 UNITS to 75 UNITS (535 developments 20,877 units)			AVERAGE (annual)		CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	39.02 Units	32934 Sq. Ft.	PER UNIT	PER Sq. Ft.
General & Administrative	\$337	\$0.44	\$13,149	\$14,567	\$337	\$0.44
Management	412	0.54	\$16,095	\$17,886		
Payroll & Payroll Tax	761	0.98	\$29,709	\$32,223	761	0.98
Repairs & Maintenance	641	0.86	\$25,024	\$28,227	641	0.86
Utilities	232	0.31	\$9,035	\$10,330	232	0.31
Water, Sewer & Trash	418	0.54	\$16,330	\$17,767	418	0.54
Insurance	265	0.34	\$10,351	\$11,258		
Property Tax	410	0.52	\$16,005	\$17,152		
Reserve for Replacement	362	0.48	\$14,118	\$15,681		
Total Expenses	\$ 3,839	\$ 5.01	\$ 149,816	\$ 165,091	\$ 2,390	\$ 3.13
%exp-EGI / %Vac	66.61%	7.85%				

Mgm/EGI: 5.08%

Mgm/LOI.	0.0070					
76 UNITS to 150 UNITS (340 developments 36,425 units)			AVERAGE (annual)		CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	107.13 Units	99993 Sq. Ft.	PER UNIT	PER Sq. Ft.
General & Administrative	\$384	\$0.44	\$41,096	\$44,182	\$384	\$0.44
Management	316	0.40	\$33,829	\$39,607		
Payroll & Payroll Tax	968	1.23	\$103,720	\$122,675	968	1.23
Repairs & Maintenance	539	0.69	\$57,726	\$68,806	539	0.69
Utilities	302	0.36	\$32,315	\$36,195	302	0.36
Water, Sewer & Trash	453	0.59	\$48,501	\$59,111	453	0.59
Insurance	265	0.32	\$28,441	\$32,377		
Property Tax	531	0.64	\$56,905	\$64,417		
Reserve for Replacement	261	0.37	\$27,974	\$36,760		
Total Expenses	\$ 4,018	\$ 5.04	\$ 430,506	\$ 504,129	\$ 2,645	\$ 3.31
%exp-EGI / %Vac	62.43%	11.95%				

Mgm/EGI: 4.81%

151 UNITS to 280 UNITS (477 developments 102,078 units)			AVERAGE (annual)		CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	214 Units	200159 Sq. Ft.	PER UNIT	PER Sq. Ft.
General & Administrative	\$337	\$0.38	\$72,025	\$75,154	\$337	\$0.38
Management	313	0.35	\$67,039	\$70,045		
Payroll & Payroll Tax	982	1.09	\$210,075	\$219,068	982	1.09
Repairs & Maintenance	522	0.59	\$111,607	\$118,141	522	0.59
Utilities	309	0.36	\$66,049	\$72,611	309	0.36
Water, Sewer & Trash	472	0.53	\$101,031	\$105,335	472	0.53
Insurance	249	0.28	\$53,321	\$55,522		
Property Tax	611	0.67	\$130,829	\$133,643		
Reserve for Replacement	265	0.28	\$56,609	\$56,970		
Total Expenses	\$ 4,059	\$ 4.53	\$ 868,586	\$ 906,488	\$ 2,621	\$ 2.95
%exp-EGI / %Vac	61.47%	14.42%		·		-

Mgm/EGI: 4.14%

GREATER THAN 280 UNITS (32 developments 10,799 units)			AVERAGE (annual)		CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	337.47 Units	294414 Sq. Ft.	PER UNIT	PER Sq. Ft.
General & Administrative	\$218	\$0.25	\$73,694	\$74,523	\$218	\$0.25
Management	240	0.27	\$80,932	\$80,834		
Payroll & Payroll Tax	896	1.05	\$302,309	\$309,372	896	1.05
Repairs & Maintenance	637	0.73	\$215,075	\$215,603	637	0.73
Utilities	555	0.63	\$187,279	\$184,491	555	0.63
Water, Sewer & Trash	473	0.54	\$159,701	\$157,515	473	0.54
Insurance	286	0.32	\$96,420	\$94,299		
Property Tax	472	0.55	\$159,269	\$160,835		
Reserve for Replacement	282	0.33	\$95,276	\$98,549		
Total Expenses	\$ 4,060	\$ 4.67	\$ 1,369,956	\$ 1,376,021	\$ 2,780	\$ 3.20
%exp-EGI / %Vac	70.86%	16.82%		_	-	

Mgm/EGI: 5.62%

mgm, Eon	0.0270					
TOTAL UNITS (1438 developments 170,584 units)			AVERAGE (annual)		CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	118.63 Units	109098 Sq. Ft.	PER UNIT	PER Sq. Ft.
General & Administrative	\$345	\$0.42	\$40,890	\$45,477	\$345	\$0.42
Management	353	0.44	\$41,860	\$47,668		
Payroll & Payroll Tax	892	1.08	\$105,787	\$117,799	892	1.08
Repairs & Maintenance	585	0.73	\$69,362	\$80,110	585	0.73
Utilities	282	0.35	\$33,511	\$38,374	282	0.35
Water, Sewer & Trash	447	0.55	\$53,073	\$60,084	447	0.55
Insurance	265	0.32	\$31,469	\$35,075		
Property Tax	511	0.60	\$60,565	\$65,788		
Reserve for Replacement	312	0.39	\$37,044	\$42,889		
Total Expenses	\$ 3,992	\$ 4.89	\$ 473,562	\$ 533,264	\$ 2,551	\$ 3.13
%exp-EGI / %Vac	60.97%	13.38%				