Mgm/EGI 8.72%

Region 1 Less Than 76 Units (26 developments 837 units)			AVERAGE(annual)		
PER UNIT	PER Sq. Ft.	32.19 Units	24968 Sq. Ft.	PER UNIT	
\$354	\$0.44	\$11,394	\$10,950	\$354	
423	0.60	\$13,611	\$15,076		
586	0.82	\$18,880	\$20,364	586	
709	0.93	\$22,809	\$23,152	709	
280	0.30	\$9,008	\$7,476	280	
393	0.55	\$12,650	\$13,815	393	
264	0.33	\$8,483	\$8,213		
377	0.50	\$12,124	\$12,568		
258	0.37	\$8,301	\$9,229		
\$ 3,642	\$ 4.84	\$ 117,259	\$ 120,843	\$ 2,322	
70.80%	8.17%	14 years			
	\$354 423 586 709 280 393 264 377 258 \$ 3,642	PRE UNIT PER Sq. Ft. \$354 \$0.44 423 0.60 586 0.82 709 0.93 280 0.30 393 0.55 264 0.33 377 0.50 258 0.37 \$ 3,642 \$ 4.84	PER UNIT PER Sq. Ft. 32.19 Units \$354 \$0.44 \$11,394 423 0.60 \$13,611 586 0.82 \$18,880 709 0.93 \$22,809 280 0.30 \$9,008 393 0.55 \$12,650 264 0.33 \$8,483 377 0.50 \$12,124 258 0.37 \$8,301 \$ 3,642 \$ 4.84 \$ 117,259	PER UNIT PER Sq. Ft. 32.19 Units 24968 Sq. Ft. \$354 \$0.44 \$11,394 \$10,950 423 0.60 \$13,611 \$15,076 586 0.82 \$18,880 \$20,364 709 0.93 \$22,809 \$23,152 280 0.30 \$9,008 \$7,476 393 0.55 \$12,650 \$13,815 264 0.33 \$8,483 \$8,213 377 0.50 \$12,124 \$12,568 258 0.37 \$6,301 \$9,229 \$ 3,642 \$ 4.84 \$ 117,259 \$ 120,843	

Mgm/EGI 6.13%

MgIII/LG					
Region 1 More Than 76 Units (14 developments 2,058 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	147 Units	142199 Sq. Ft.	PER UNIT
General & Administrative	\$274	\$0.29	\$40,305	\$40,940	\$274
Management	302	0.33	\$44,380	\$46,911	
Payroll & Payroll Tax	961	1.03	\$141,207	\$146,291	961
Repairs & Maintenance	474	0.51	\$69,729	\$72,273	474
Utilities	258	0.29	\$37,985	\$41,291	258
Water, Sewer & Trash	294	0.30	\$43,147	\$42,691	294
Insurance	202	0.23	\$29,689	\$32,566	
Property Tax	394	0.47	\$57,983	\$66,925	
Reserve for Replacement	332	0.30	\$48,861	\$43,097	
Total Expenses	\$ 3,492	\$ 3.75	\$ 513,287	\$ 532,985	\$ 2,261
%exp-EGI / %Vac	69.28%	20.17%	10 years		

Mgm/EGI 8.31%

Wigiti/LO	0.0170				
Region 2 Less Than 76 Units (30 developments 1,130 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	37.67 Units	30148 Sq. Ft.	PER UNIT
General & Administrative	\$406	\$0.51	\$15,311	\$15,352	\$406
Management	407	0.54	\$15,313	\$16,277	
Payroll & Payroll Tax	714	0.92	\$26,891	\$27,795	714
Repairs & Maintenance	677	0.89	\$25,492	\$26,851	677
Utilities	292	0.38	\$11,014	\$11,410	292
Water, Sewer & Trash	443	0.57	\$16,674	\$17,214	443
Insurance	251	0.33	\$9,458	\$10,041	
Property Tax	420	0.54	\$15,811	\$16,282	
Reserve for Replacement	253	0.33	\$9,518	\$10,043	
Total Expenses	\$ 3,862	\$ 5.02	\$ 145,483	\$ 151,267	\$ 2,532
%exp-EGI / %Vac	79.03%	8.53%	13 years		=

Mgm/EGI 6.49%

Region 2 More Than 76 Units (11 developments 1,452 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	132 Units	117444 Sq. Ft.	PER UNIT
General & Administrative	\$271	\$0.31	\$35,770	\$36,184	\$271
Management	299	0.35	\$39,454	\$41,510	
Payroll & Payroll Tax	885	1.03	\$116,829	\$121,202	885
Repairs & Maintenance	453	0.53	\$59,738	\$62,100	453
Utilities	202	0.24	\$26,680	\$27,614	202
Water, Sewer & Trash	308	0.36	\$40,698	\$41,741	308
Insurance	237	0.28	\$31,319	\$33,193	
Property Tax	361	0.41	\$47,674	\$48,378	
Reserve for Replacement	234	0.27	\$30,886	\$31,491	
Total Expenses	\$ 3,250	\$ 3.78	\$ 429,048	\$ 443,412	\$ 2,119
%exp-EGI / %Vac	71.81%	10.54%	11 years		

Mgm/EGI 7.19%

Mg/II/EOI					
DFW Region 3 Less Than 16 Units (13 developments 128 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	9.85 Units	7979 Sq. Ft.	PER UNIT
General & Administrative	\$261	\$0.30	\$2,574	\$2,423	\$261
Management	388	0.45	\$3,822	\$3,623	
Payroll & Payroll Tax	864	1.04	\$8,506	\$8,305	864
Repairs & Maintenance	732	1.97	\$7,211	\$15,710	732
Utilities	61	0.07	\$601	\$549	61
Water, Sewer & Trash	522	0.64	\$5,135	\$5,132	522
Insurance	375	0.58	\$3,695	\$4,646	
Property Tax	835	0.87	\$8,225	\$6,932	
Reserve for Replacement	562	0.67	\$5,538	\$5,346	
Total Expenses	\$ 4,601	\$ 6.60	\$ 45,307	\$ 52,665	\$ 2,440
%exp-EGI / %Vac	71.91%	4.03%	11 years		

Mgm/EGI 7.22%

DFW Region 3 16 to 75 Units (70 developments 2,825 units)			AVERAG	CONTROLLABLE	
OPERATING EXPENSE	PER UNIT	PER Sq. Ft.	40.36 Units	33105 Sq. Ft.	PER UNIT
General & Administrative	\$319	\$0.42	\$12,888	\$13,952	\$319
Management	393	0.54	\$15,846	\$17,804	
Payroll & Payroll Tax	791	1.09	\$31,906	\$36,197	791
Repairs & Maintenance	667	0.90	\$26,934	\$29,648	667
Utilities	358	0.57	\$14,432	\$18,714	358
Water, Sewer & Trash	497	0.65	\$20,052	\$21,502	497
Insurance	259	0.35	\$10,435	\$11,708	
Property Tax	448	0.59	\$18,077	\$19,641	
Reserve for Replacement	397	0.51	\$16,018	\$16,829	
Total Expenses	\$ 4,128	\$ 5.62	\$ 166,588	\$ 185,996	\$ 2,632
%exp-EGI / %Vac	70.68%	7.64%	14 years		

Mgm/EGI 4.87%

DFW Region 3 76 to 280 Units (223 developments 41,603 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	186.56 Units	174126 Sq. Ft.	PER UNIT
General & Administrative	\$356	\$0.39	\$66,350	\$68,501	\$356
Management	331	0.37	\$61,829	\$63,673	
Payroll & Payroll Tax	1,042	1.17	\$194,422	\$203,750	1,042
Repairs & Maintenance	587	0.66	\$109,498	\$114,177	587
Utilities	353	0.40	\$65,887	\$70,358	353
Water, Sewer & Trash	534	0.60	\$99,700	\$103,797	534
Insurance	210	0.24	\$39,224	\$40,960	
Property Tax	694	0.77	\$129,429	\$133,451	
Reserve for Replacement	280	0.30	\$52,208	\$52,588	
Total Expenses	\$ 4,388	\$ 4.89	\$ 818,546	\$ 851,255	\$ 2,872
%exp-EGI / %Vac	62.26%	13.52%	12 years		

Mgm/EGI 4.31%

Mg/11/201 4.31/0					
DFW Region 3 More Than 280 Units (9 developments 3,107 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	345.22 Units	284185 Sq. Ft.	PER UNIT
General & Administrative	\$284	\$0.35	\$98,093	\$100,379	\$284
Management	267	0.33	\$92,139	\$93,124	
Payroll & Payroll Tax	1,059	1.32	\$365,425	\$373,820	1,059
Repairs & Maintenance	716	0.87	\$247,168	\$247,387	716
Utilities	674	0.79	\$232,802	\$223,630	674
Water, Sewer & Trash	475	0.57	\$163,982	\$163,129	475
Insurance	182	0.22	\$62,966	\$63,696	
Property Tax	594	0.75	\$205,003	\$212,217	
Reserve for Replacement	328	0.44	\$113,212	\$123,748	
Total Expenses	\$ 4,579	\$ 5.63	\$ 1,580,789	\$ 1,601,131	\$ 3,208
%exp-EGI / %Vac	76.75%	12.82%	15 years		

Mgm/EGI 10.20%

Region 4 Less Than 76 Units (59 developments 1,829 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	31 Units	23102 Sq. Ft.	PER UNIT
General & Administrative	\$285	\$0.39	\$8,840	\$9,036	\$285
Management	446	0.63	\$13,813	\$14,609	
Payroll & Payroll Tax	550	0.76	\$17,058	\$17,467	550
Repairs & Maintenance	719	1.03	\$22,304	\$23,693	719
Utilities	121	0.17	\$3,742	\$3,816	121
Water, Sewer & Trash	358	0.51	\$11,095	\$11,793	358
Insurance	218	0.30	\$6,773	\$6,939	
Property Tax	349	0.49	\$10,813	\$11,235	
Reserve for Replacement	330	0.45	\$10,225	\$10,464	
Total Expenses	\$ 3,376	\$ 4.72	\$ 104,664	\$ 109,052	\$ 2,034
%exp-EGI / %Vac	78.57%	8.21%	16 years		

Mgm/EGI 5.55%

Region 4 More Than 76 Units (27 developments 2,778 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	102.89 Units	102010 Sq. Ft.	PER UNIT
General & Administrative	\$351	\$0.37	\$36,070	\$37,389	\$351
Management	314	0.33	\$32,318	\$33,335	
Payroll & Payroll Tax	913	0.93	\$93,903	\$94,403	913
Repairs & Maintenance	588	0.59	\$60,519	\$60,329	588
Utilities	225	0.23	\$23,188	\$23,935	225
Water, Sewer & Trash	425	0.44	\$43,752	\$44,426	425
Insurance	225	0.23	\$23,182	\$23,419	
Property Tax	351	0.35	\$36,081	\$36,194	
Reserve for Replacement	220	0.22	\$22,629	\$22,796	
Total Expenses	\$ 3,612	\$ 3.69	\$ 371,641	\$ 376,226	\$ 2,502
%exp-EGI / %Vac	65.18%	10.55%	10 years		

Mgm/EGI 6.48%

MgIII/LGI	0.4070				
Region 5 All Units (66 developments 5,154 units)			AVERAG	CONTROLLABLE	
OPERATING EXPENSE	PER UNIT	PER Sq. Ft.	78.09 Units	66372 Sq. Ft.	PER UNIT
General & Administrative	\$356	\$0.43	\$27,788	\$28,413	\$356
Management	357	0.44	\$27,907	\$29,206	
Payroll & Payroll Tax	749	0.91	\$58,498	\$60,138	749
Repairs & Maintenance	663	0.79	\$51,760	\$52,524	663
Utilities	221	0.28	\$17,257	\$18,466	221
Water, Sewer & Trash	362	0.44	\$28,239	\$29,522	362
Insurance	330	0.39	\$25,804	\$25,852	
Property Tax	381	0.44	\$29,735	\$29,497	
Reserve for Replacement	355	0.45	\$27,724	\$30,184	
Total Expenses	\$ 3,774	\$ 4.58	\$ 294,710	\$ 303,801	\$ 2,350
%exp-EGI / %Vac	66.76%	10.90%	12 years		

Mgm/EGI 6.31%

Houston Region 6 Less Than 76 Units (67 developments 3,023 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	45.12 Units	37685 Sq. Ft.	PER UNIT
General & Administrative	\$338	\$0.41	\$15,243	\$15,457	\$338
Management	382	0.48	\$17,249	\$18,214	
Payroll & Payroll Tax	844	1.05	\$38,091	\$39,653	844
Repairs & Maintenance	703	0.87	\$31,724	\$32,951	703
Utilities	242	0.30	\$10,925	\$11,332	242
Water, Sewer & Trash	399	0.50	\$18,017	\$18,864	399
Insurance	334	0.41	\$15,075	\$15,427	
Property Tax	453	0.54	\$20,438	\$20,400	
Reserve for Replacement	312	0.41	\$14,087	\$15,453	
Total Expenses	\$ 4,008	\$ 4.98	\$ 180,849	\$ 187,752	\$ 2,527
%exp-EGI / %Vac	64.13%	8.82%	14 years		-

Mgm/EGI 5.00%

Houston Region 6 76 to 280 Units (189 developments 35,894 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	189.92 Units	181273 Sq. Ft.	PER UNIT
General & Administrative	\$358	\$0.38	\$67,903	\$69,690	\$358
Management	319	0.34	\$60,542	\$61,650	
Payroll & Payroll Tax	1,022	1.10	\$194,005	\$198,803	1,022
Repairs & Maintenance	556	0.60	\$105,585	\$108,537	556
Utilities	296	0.34	\$56,210	\$62,184	296
Water, Sewer & Trash	419	0.45	\$79,536	\$81,607	419
Insurance	335	0.36	\$63,650	\$64,981	
Property Tax	595	0.63	\$112,987	\$114,152	
Reserve for Replacement	259	0.28	\$49,270	\$50,265	
Total Expenses	\$ 4,158	\$ 4.48	\$ 789,688	\$ 811,870	\$ 2,650
%exp-EGI / %Vac	64.68%	15.42%	10 years		•

Mgm/EGI 3.95%

Houston Region 6 More Than 280 Units (12 developments 3,954 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	329.5 Units	301476 Sq. Ft.	PER UNIT
General & Administrative	\$201	\$0.22	\$66,081	\$66,148	\$201
Management	246	0.27	\$80,900	\$81,822	
Payroll & Payroll Tax	838	0.95	\$276,264	\$286,171	838
Repairs & Maintenance	767	0.85	\$252,683	\$255,336	767
Utilities	482	0.53	\$158,796	\$158,964	482
Water, Sewer & Trash	497	0.54	\$163,603	\$162,745	497
Insurance	416	0.45	\$137,088	\$135,255	
Property Tax	392	0.43	\$129,250	\$129,003	
Reserve for Replacement	214	0.25	\$70,402	\$74,481	
Total Expenses	\$ 4,052	\$ 4.48	\$ 1,335,067	\$ 1,349,925	\$ 2,784
%exp-EGI / %Vac	61.15%	16.12%	15 years		

Mgm/EGI 6.58%

Austin Region 7 Less Than 76 Units (45 developments 1,603 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	35.62 Units	33097 Sq. Ft.	PER UNIT
General & Administrative	\$395	\$0.58	\$14,082	\$19,121	\$395
Management	393	0.49	\$13,982	\$16,115	
Payroll & Payroll Tax	873	1.10	\$31,104	\$36,415	873
Repairs & Maintenance	654	0.94	\$23,280	\$31,124	654
Utilities	220	0.29	\$7,843	\$9,439	220
Water, Sewer & Trash	607	0.79	\$21,637	\$26,022	607
Insurance	293	0.36	\$10,422	\$11,811	
Property Tax	524	0.62	\$18,677	\$20,574	
Reserve for Replacement	435	0.53	\$15,509	\$17,556	
Total Expenses	\$ 4,394	\$ 5.69	\$ 156,536	\$ 188,175	\$ 2,750
%exp-EGI / %Vac	61.33%	12.24%	14 years		

Mgm/EGI 4.62%

Austin Region 7 More Than 76 Units (70 developments 12,954 units)			AVERAG	CONTROLLABLE	
OPERATING EXPENSE	PER UNIT	PER Sq. Ft.	185.06 Units	171724 Sq. Ft.	PER UNIT
General & Administrative	\$348	\$0.49	\$64,478	\$84,608	\$348
Management	334	0.60	\$61,884	\$103,249	
Payroll & Payroll Tax	1,064	1.97	\$196,967	\$338,513	1,064
Repairs & Maintenance	509	1.07	\$94,276	\$183,056	509
Utilities	251	0.39	\$46,499	\$67,718	251
Water, Sewer & Trash	619	1.14	\$114,471	\$195,749	619
Insurance	185	0.36	\$34,168	\$62,338	
Property Tax	557	0.92	\$103,087	\$157,656	
Reserve for Replacement	299	0.63	\$55,378	\$108,601	
Total Expenses	\$ 4,167	\$ 7.58	\$ 771,208	\$ 1,301,489	\$ 2,792
%exp-EGI / %Vac	58.51%	15.01%	10 years		

Mgm/EGI 9.24%

Region 8 Less Than 76 Units (45 developments 1,528 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	33.96 Units	30399 Sq. Ft.	PER UNIT
General & Administrative	\$337	\$0.43	\$11,447	\$13,199	\$337
Management	502	0.67	\$17,041	\$20,428	
Payroll & Payroll Tax	699	0.94	\$23,732	\$28,619	699
Repairs & Maintenance	788	1.03	\$26,747	\$31,397	788
Utilities	237	0.32	\$8,061	\$9,585	237
Water, Sewer & Trash	478	0.63	\$16,227	\$19,292	478
Insurance	253	0.34	\$8,588	\$10,301	
Property Tax	390	0.48	\$13,234	\$14,462	
Reserve for Replacement	359	0.51	\$12,176	\$15,388	
Total Expenses	\$ 4,042	\$ 5.35	\$ 137,253	\$ 162,670	\$ 2,539
%exp-EGI / %Vac	67.74%	8.03%	14 years		

Mgm/EGI 4.93%

Region 8 More Than 76 Units (21 developments 2,780 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	132.38 Units	126149 Sq. Ft.	PER UNIT
General & Administrative	\$280	\$0.33	\$37,039	\$41,748	\$280
Management	315	0.46	\$41,707	\$57,672	
Payroll & Payroll Tax	829	0.95	\$109,726	\$119,379	829
Repairs & Maintenance	510	0.75	\$67,524	\$94,254	510
Utilities	225	0.26	\$29,730	\$33,069	225
Water, Sewer & Trash	435	0.55	\$57,594	\$68,803	435
Insurance	185	0.21	\$24,445	\$26,051	
Property Tax	571	0.58	\$75,527	\$72,934	
Reserve for Replacement	196	0.21	\$25,913	\$25,967	
Total Expenses	\$ 3,544	\$ 4.28	\$ 469,204	\$ 539,878	\$ 2,278
%exp-EGI / %Vac	57.89%	9.91%	11 years		-

Mgm/EGI 6.14%

San Antonio Region 9 Less Than 76 Units (34 developments 1,319 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	38.79 Units	32074 Sq. Ft.	PER UNIT
General & Administrative	\$391	\$0.73	\$15,161	\$23,300	\$391
Management	413	0.56	\$16,005	\$17,912	
Payroll & Payroll Tax	961	1.32	\$37,288	\$42,282	961
Repairs & Maintenance	702	1.18	\$27,228	\$37,704	702
Utilities	334	0.61	\$12,953	\$19,518	334
Water, Sewer & Trash	412	0.58	\$15,991	\$18,527	412
Insurance	271	0.46	\$10,509	\$14,846	
Property Tax	397	0.53	\$15,408	\$17,109	
Reserve for Replacement	421	0.57	\$16,346	\$18,162	
Total Expenses	\$ 4,302	\$ 6.53	\$ 166,889	\$ 209,360	\$ 2,800
%exp-EGI / %Vac	56.90%	5.66%	15 years		

Mgm/EGI 4.93%

Wigiti/LO	4.5570				
San Antonio Region 9 More Than 76 Units (64 developments 11,604 units)			AVERAGE(annual)		CONTROLLABLE
OPERATING EXP	PER UNIT	PER Sq. Ft.	181.31 Units	168502 Sq. Ft.	PER UNIT
General & Administrative	\$329	\$0.39	\$59,574	\$65,415	\$329
Management	305	0.38	\$55,253	\$63,457	
Payroll & Payroll Tax	934	1.15	\$169,350	\$193,763	934
Repairs & Maintenance	483	0.57	\$87,638	\$95,711	483
Utilities	285	0.34	\$51,697	\$58,071	285
Water, Sewer & Trash	445	0.51	\$80,675	\$86,225	445
Insurance	211	0.26	\$38,328	\$43,203	
Property Tax	517	0.57	\$93,809	\$96,614	
Reserve for Replacement	305	0.41	\$55,372	\$69,694	
Total Expenses	\$ 3,815	\$ 4.58	\$ 691,697	\$ 772,152	\$ 2,476
%exp-EGI / %Vac	61.97%	15.73%	9 years		

Mgm/EGI 8.96%

Region 10 Less Than 76 Units (28 developments 958 units)			AVERAG	CONTROLLABLE	
OPERATING EXPENSE	PER UNIT	PER Sq. Ft.	34.21 Units	31398 Sq. Ft.	PER UNIT
General & Administrative	\$288	\$0.35	\$9,862	\$11,139	\$288
Management	441	0.53	\$15,074	\$16,556	
Payroll & Payroll Tax	782	0.93	\$26,739	\$29,221	782
Repairs & Maintenance	514	0.62	\$17,575	\$19,358	514
Utilities	248	0.31	\$8,477	\$9,773	248
Water, Sewer & Trash	404	0.49	\$13,826	\$15,451	404
Insurance	350	0.41	\$11,965	\$13,010	
Property Tax	359	0.45	\$12,299	\$14,191	
Reserve for Replacement	381	0.49	\$13,021	\$15,449	
Total Expenses	\$ 3,766	\$ 4.59	\$ 128,839	\$ 144,148	\$ 2,235
%exp-EGI / %Vac	72.59%	8.81%	14 years		

Mgm/EGI 4.49%

Region10 More Than 76 Units (22 developments 2,769 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	125.86 Units	117149 Sq. Ft.	PER UNIT
General & Administrative	\$353	\$0.39	\$44,484	\$45,553	\$353
Management	291	0.32	\$36,573	\$37,511	
Payroll & Payroll Tax	894	0.97	\$112,471	\$113,664	894
Repairs & Maintenance	454	0.50	\$57,156	\$58,071	454
Utilities	469	0.52	\$59,072	\$61,423	469
Water, Sewer & Trash	476	0.51	\$59,874	\$60,320	476
Insurance	341	0.38	\$42,889	\$44,405	
Property Tax	409	0.44	\$51,424	\$50,960	
Reserve for Replacement	301	0.34	\$37,936	\$39,464	
Total Expenses	\$ 3,987	\$ 4.37	\$ 501,878	\$ 511,371	\$ 2,646
%exp-EGI / %Vac	58.77%	8.04%	9 years		

Mgm/EGI 8.19%

Region 11 Less Than 76 Units (47 developments 1,699 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	35.4 Units	30280 Sq. Ft.	PER UNIT
General & Administrative	\$318	\$0.41	\$11,255	\$12,286	\$318
Management	483	0.67	\$17,106	\$20,227	
Payroll & Payroll Tax	871	1.10	\$30,828	\$33,309	871
Repairs & Maintenance	566	0.73	\$20,017	\$22,159	566
Utilities	217	0.27	\$7,673	\$8,154	217
Water, Sewer & Trash	440	0.55	\$15,579	\$16,683	440
Insurance	270	0.33	\$9,572	\$10,025	
Property Tax	579	0.78	\$20,480	\$23,531	
Reserve for Replacement	488	0.64	\$17,264	\$19,238	
Total Expenses	\$ 4,231	\$ 5.47	\$ 149,774	\$ 165,612	\$ 2,411
%exp-EGI / %Vac	60.10%	4.39%	13 years		

Mgm/EGI 5.27%

Region 11 More Than 76 Units (46 developments 6,418 units)			AVERAG	CONTROLLABLE	
OPERATING EXP	PER UNIT	PER Sq. Ft.	139.52 Units	126709 Sq. Ft.	PER UNIT
General & Administrative	\$300	\$0.35	\$41,877	\$44,724	\$300
Management	277	0.32	\$38,635	\$39,991	
Payroll & Payroll Tax	782	0.91	\$109,103	\$115,452	782
Repairs & Maintenance	409	0.48	\$57,029	\$60,313	409
Utilities	308	0.41	\$42,985	\$51,965	308
Water, Sewer & Trash	381	0.44	\$53,149	\$55,569	381
Insurance	273	0.32	\$38,154	\$40,554	
Property Tax	437	0.49	\$60,906	\$61,996	
Reserve for Replacement	191	0.21	\$26,621	\$26,506	
Total Expenses	\$ 3,358	\$ 3.92	\$ 468,458	\$ 497,071	\$ 2,180
%exp-EGI / %Vac	63.20%	8.12%	10 years		-

Mgm/EGI 9.50%

Region 12 Less Than 76 Units (16 developments 568 units)			AVERAGE(annual)		CONTROLLABLE
OPERATING EXP	PER UNIT	PER Sq. Ft.	35.5 Units	28940 Sq. Ft.	PER UNIT
General & Administrative	\$357	\$0.46	\$12,683	\$13,405	\$357
Management	398	0.55	\$14,138	\$16,015	
Payroll & Payroll Tax	616	0.80	\$21,864	\$23,206	616
Repairs & Maintenance	429	0.60	\$15,221	\$17,262	429
Utilities	178	0.22	\$6,303	\$6,504	178
Water, Sewer & Trash	352	0.46	\$12,511	\$13,379	352
Insurance	220	0.30	\$7,827	\$8,624	
Property Tax	333	0.44	\$11,816	\$12,615	
Reserve for Replacement	490	0.70	\$17,381	\$20,363	
Total Expenses	\$ 3,373	\$ 4.54	\$ 119,743	\$ 131,373	\$ 1,932
%exp-EGI / %Vac	78.82%	9.05%	13 years		

Mgm/EGI 4.59%

Region 12 More Than 76 Units (12 developments 1,636 units)			AVERAGE(annual)		CONTROLLABLE
OPERATING EXPENSE	PER UNIT	PER Sq. Ft.	136.33 Units	121499 Sq. Ft.	PER UNIT
General & Administrative	\$430	\$0.48	\$58,577	\$58,666	\$430
Management	262	0.29	\$35,684	\$35,500	
Payroll & Payroll Tax	890	1.01	\$121,272	\$122,862	890
Repairs & Maintenance	456	0.51	\$62,220	\$62,503	456
Utilities	339	0.39	\$46,213	\$47,147	339
Water, Sewer & Trash	641	0.70	\$87,325	\$85,017	641
Insurance	207	0.23	\$28,163	\$28,015	
Property Tax	322	0.36	\$43,884	\$43,563	
Reserve for Replacement	222	0.25	\$30,333	\$30,606	
Total Expenses	\$ 3,768	\$ 4.23	\$ 513,671	\$ 513,879	\$ 2,755
%exp-EGI / %Vac	67.11%	11.15%	11 years		•

Mgm/EGI 7.67%

El Paso Region 13 Less Than 76 Units (40 developments 1,323 units)			AVERAGE(annual)		CONTROLLABLE
OPERATING EXP	PER UNIT	PER Sq. Ft.	33.08 Units	28496 Sq. Ft.	PER UNIT
General & Administrative	\$368	\$0.45	\$12,187	\$12,776	\$368
Management	392	0.48	\$12,967	\$13,724	
Payroll & Payroll Tax	750	0.86	\$24,805	\$24,458	750
Repairs & Maintenance	548	0.67	\$18,136	\$19,019	548
Utilities	147	0.16	\$4,850	\$4,654	147
Water, Sewer & Trash	399	0.47	\$13,202	\$13,361	399
Insurance	207	0.25	\$6,832	\$7,074	
Property Tax	425	0.50	\$14,064	\$14,184	
Reserve for Replacement	223	0.24	\$7,381	\$6,780	
Total Expenses	\$ 3,460	\$ 4.07	\$ 114,425	\$ 116,030	\$ 2,213
%exp-EGI / %Vac	68.81%	7.66%	12 years		

Mgm/EGI 6.18%

mgm/20					
El Paso Region 13 More Than 76 Units (11 developments 1,298 units)			AVERAGE(annual)		CONTROLLABLE
OPERATING EXP	PER UNIT	PER Sq. Ft.	118 Units	106087 Sq. Ft.	PER UNIT
General & Administrative	\$329	\$0.41	\$38,803	\$43,166	\$329
Management	380	0.44	\$44,856	\$46,427	
Payroll & Payroll Tax	1,117	1.31	\$131,802	\$138,781	1,117
Repairs & Maintenance	325	0.36	\$38,344	\$38,714	325
Utilities	393	0.49	\$46,322	\$52,188	393
Water, Sewer & Trash	457	0.50	\$53,920	\$53,262	457
Insurance	163	0.18	\$19,280	\$19,574	
Property Tax	533	0.59	\$62,867	\$63,106	
Reserve for Replacement	263	0.28	\$31,036	\$29,685	
Total Expenses	\$ 3,960	\$ 4.57	\$ 467,229	\$ 484,904	\$ 2,620
%exp-EGI / %Vac	53.96%	8.20%	8 years		-

Mgm/EGI 5.70%

Wigiti/EG	0.1070				
TOTAL UNITS (1327 developments 155,108 units)			AVERAGE(annual)		CONTROLLABLE
OPERATING EXP	PER UNIT	PER Sq. Ft.	116.89 Units	107604 Sq. Ft.	PER UNIT
General & Administrative	\$342	\$0.42	\$40,014	\$44,869	\$342
Management	358	0.45	\$41,883	\$48,292	
Payroll & Payroll Tax	891	1.09	\$104,098	\$117,425	891
Repairs & Maintenance	591	0.76	\$69,044	\$81,570	591
Utilities	281	0.35	\$32,856	\$37,942	281
Water, Sewer & Trash	456	0.56	\$53,302	\$60,747	456
Insurance	262	0.32	\$30,595	\$34,600	
Property Tax	506	0.60	\$59,193	\$64,567	
Reserve for Replacement	316	0.40	\$36,937	\$43,275	
Total Expenses	\$ 4,003	\$ 4.96	\$ 467,922	\$ 533,289	\$ 2,561
%exp-EGI / %Vac	61.22%	13.37%	12 years		