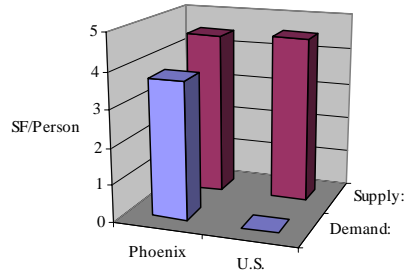


MSA Market Snapshot  
**PHOENIX, AZ**



Phoenix MSA: Supply & Demand



**DEMAND ANALYSIS**

Market Condition Equilibrium  
 Forecast to Market Equilibrium —

**DEMOGRAPHICS**

2005 Total Population	3,818,147
Renter-Occupied Housing Units	26.8%
Average Household Size (persons)	2.71
Average Household Income	\$75,714

**OCCUPANCY REPORT**

Average Occupancy – Units	83.38 %
Average Occupancy – Sq.Ft.	86.51 %
Average Occupancy – Economic	84.62 %

**SCOPE OF SURVEY**

Total Number of Facilities Responding	124
Total Rentable Area (sq.ft.)	6,923,827
Average Rentable Area (sq.ft.)	55,837
Total Number of Units	68,699
Average Number of Units	554
Average Unit Size (sq.ft.)	100.78
<hr/>	
Average Annual Gross Income (\$)	461,925
Average Expense to Income Ratio	43.77%

**UNIT RENTAL RATES (PER MONTH)**

	<i>Lowest</i>	<i>Highest</i>	<i>Average</i>
5x5 (\$)	18.00	59.95	33.61
5x10 (\$)	24.00	89.95	50.59
10x10 (\$)	62.00	135.00	83.98
10x15 (\$)	73.50	169.95	109.79
10x20 (\$)	85.00	219.95	132.40
10x30 (\$)	125.00	295.00	188.99

**EXPENSES (BY CATEGORY)**

	Western Region		Phoenix MSA			
	<i>Average</i> \$/SF	<i>Average</i> \$/SF	<i>Lowest</i> \$/SF	<i>Highest</i> \$/SF	<i>Average</i> \$/SF	<i>% of</i> <i>Expenses</i>
Real Estate Taxes (\$)	0.68	0.96	0.01	5.43	0.90	29.86%
Insurance (\$)	0.21	0.29	0.02	0.83	0.10	3.20%
Repairs and Maintenance (\$)	0.31	0.28	0.02	0.59	0.23	7.65%
Administration (\$)	0.52	0.54	0.01	1.68	0.37	12.43%
On-Site Management (\$)	0.97	0.96	0.10	2.01	0.77	25.63%
Off-Site Management (\$)	0.55	0.54	0.03	1.90	0.39	13.07%
Utilities (\$)	0.26	0.32	0.03	1.34	0.22	7.42%
Advertising (\$)	0.27	0.33	0.01	1.01	0.24	7.98%
Other (\$)	0.81	1.13	0.01	1.58	0.21	7.14%
<b>Total Expenses (\$)</b>	<b>3.47</b>	<b>4.36</b>	<b>0.23</b>	<b>12.47</b>	<b>3.00</b>	<b>100.00%</b>