QUARTERLY MSA REPORT

ALN Apartment Data

www.alndata.com

Binghamton, NY
Q2 2023

ALN APARTMENT DATA
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quarterly msa report

WHAT'S INSIDE

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Sources

Multifamily data sourced from ALN Apartment Data as of Q2 2023

Employment Data sourced from U.S Bureau of Labor Statistics (BLS)

Demographic data sourced from US Census Bureau as of Year End 2021

For questions regarding this report and the data herein, contact us at DataTeam@alndata.com

Methodology and Definitions

Metropolitan Statistical Area (MSA) - The formal definition of a region that consists of a city and surrounding communities that are linked by social and economic factors, as established by the U.S. Office of Management and Budget. There are 383 MSAs in the U.S.

Occupancy – The percentage of units on a property that are rented. MSA average occupancy is a unit-weighted average of property occupancies for an MSA.

Effective Rent - The monthly rate residents are charged for a 12-month lease, accounting for the available concession package. This is the amount a property collects in rent per unit each month. MSA average effective rent is a unit-weighted average of property-level averages for an MSA.

Stabilized Properties – Properties that have completed construction for 12 months or reached 85% occupancy whichever comes first. In other words, properties that are no longer in their initial lease-up phase.

Lease-up Properties – Properties during and after initial construction and leasing that have not yet stabilized.

Net Absorption/ Units Absorbed - The net change, positive or negative, in the number of rented units in a defined group and period of time.

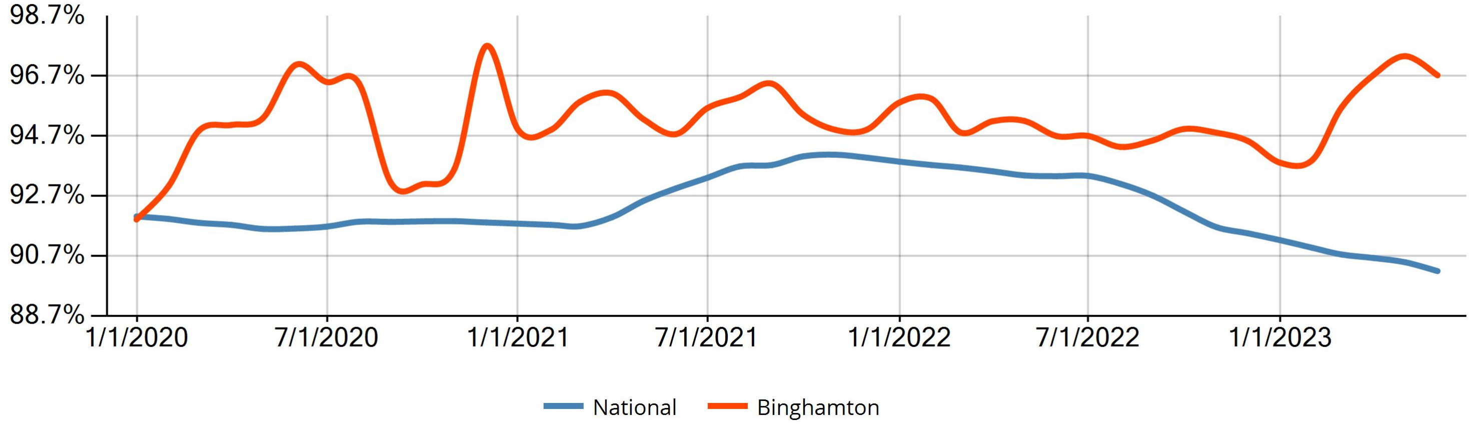
Price Class - ALN delineates its price classes using a property's percentile rank in average effective rent per square foot in the corresponding ALN Market.

- Price Class A: 88 – 100th Percentile (top 12%)
- Price Class B: 68 – 87th Percentile (next 20%)
- Price Class C: 30 – 67th Percentile (next 38%)
- Price Class D: 0 – 29th Percentile (bottom 30%)

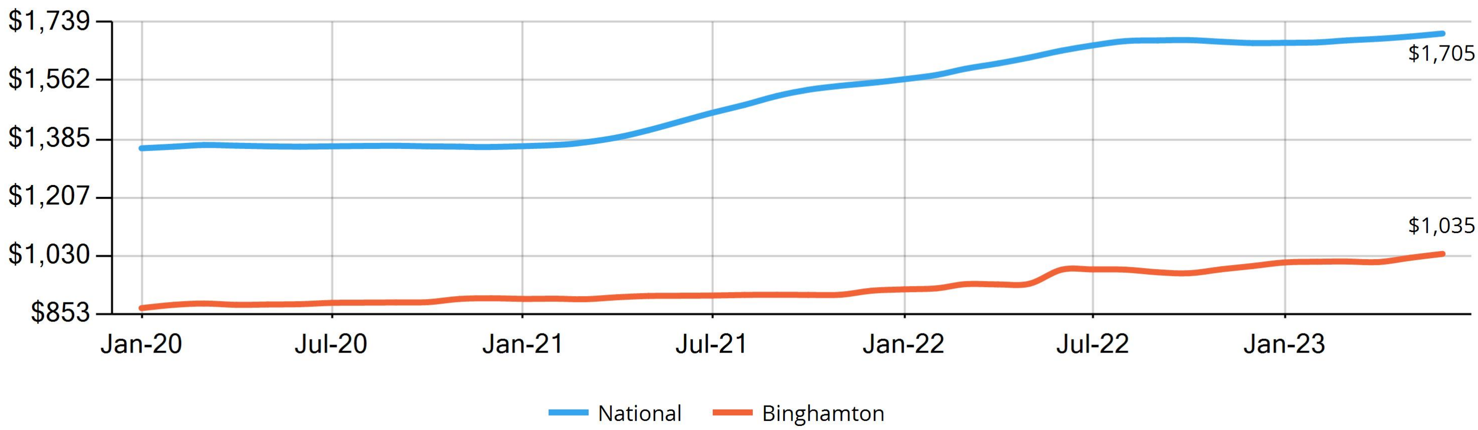
ALN Market - ALN has consolidated the 939 Metropolitan and Micropolitan Statistical Areas into 183 market divisions nationwide. All Metropolitan/Micropolitan Statistical Areas except for the Miami-Fort Lauderdale-Pompano Beach MSA are wholly contained within an ALN Market.

Note: Portions of this report are subject to the avaibility of data from the cited government sources. Not all data may be available in all areas.

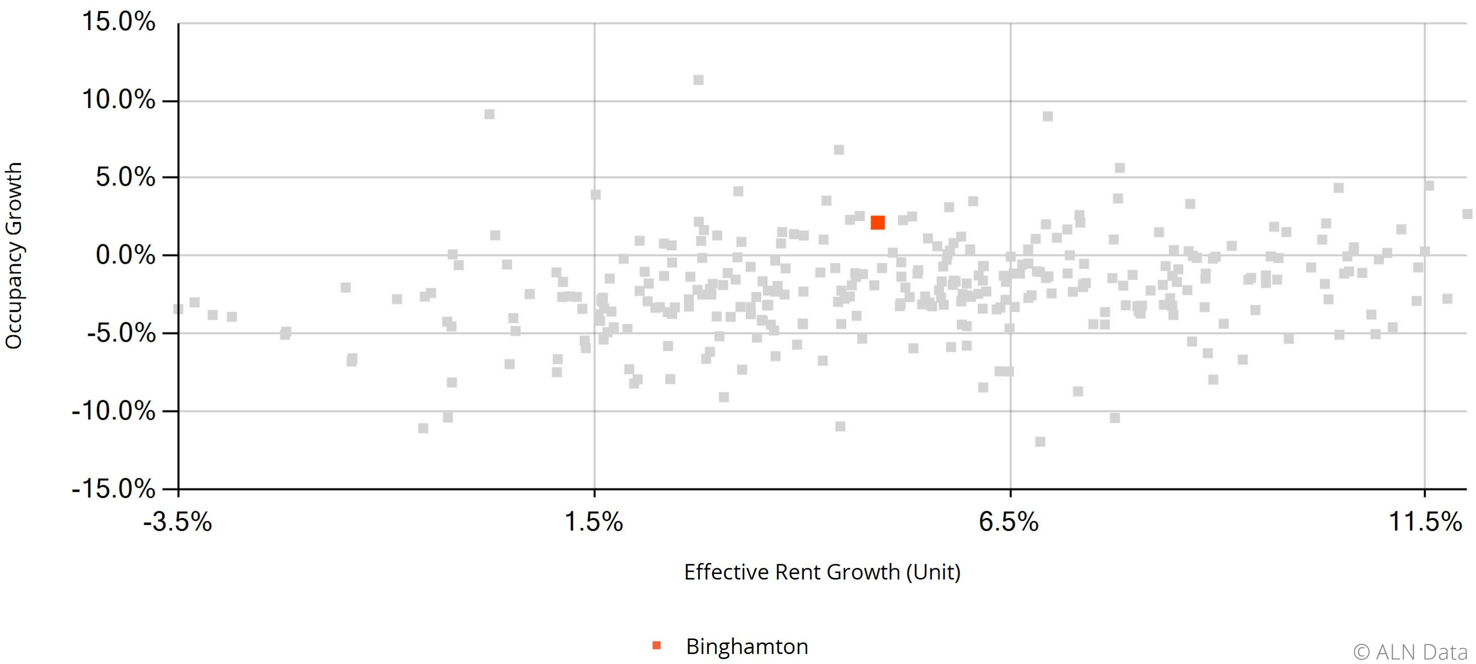
Average Occupancy Timeline -- National vs. MSA



Average Effective Rent/Unit Timeline -- National vs. MSA

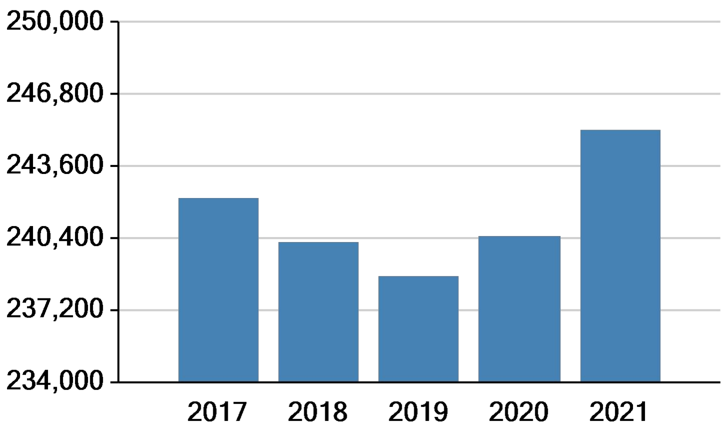


Nationwide MSAs Occupancy and Rent Growth
Annual Change

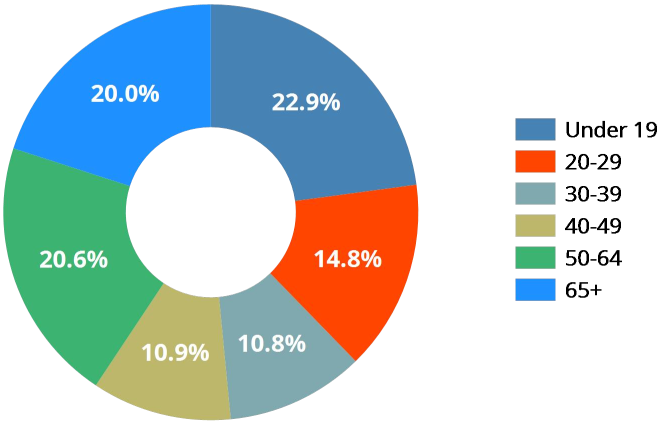


	Total Population	Median Age	Worker Median Age	Year Round Full Time Workers	Median Individual Income	Mean Individual Income	Total Commuters	Average Commute Time
Year End 2021	245,220	0.0	40.1	73,483	$32,253	$33,333	111,394	21
MSA Rank (out of 502)	193	228	141	196	212	200	191	289
Annual Change	2.0%	0.0%	1.3%	10.2%	13.1%	10.2%	7.8%	3.0%
Chg Rank (out of 502)	174	228	94	21	86	133	20	84

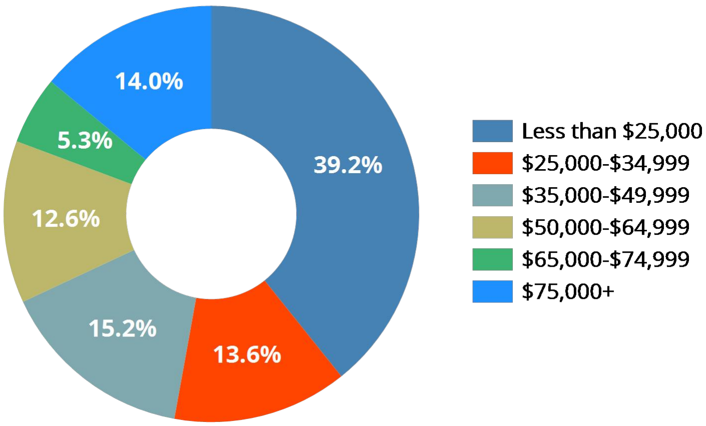
Total Population



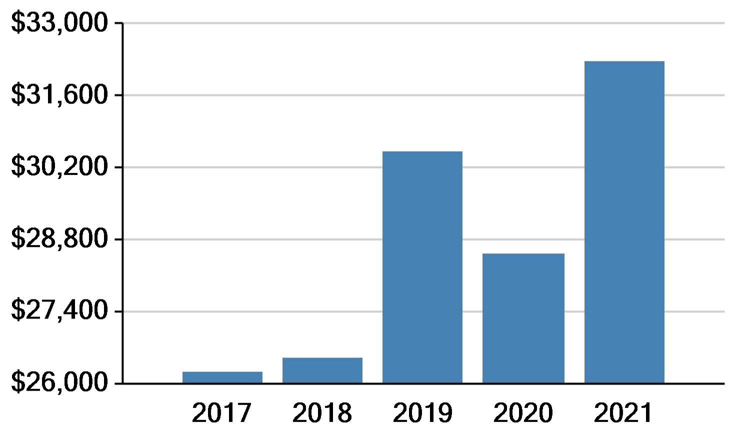
Population Age Breakdown



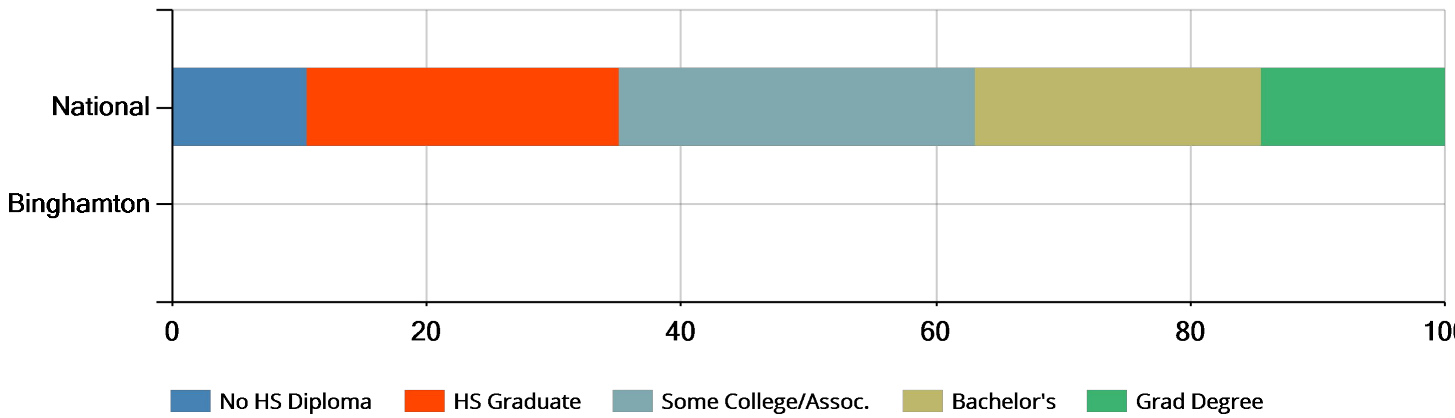
Individual Income Breakdown



Median Individual Income



Educational Attainment (Age 25 and over)



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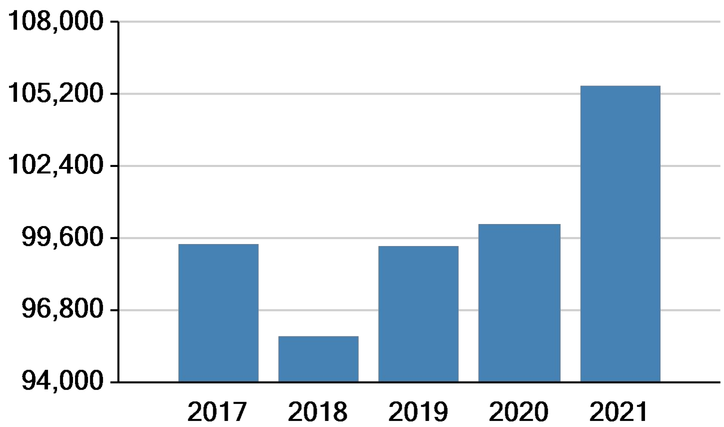
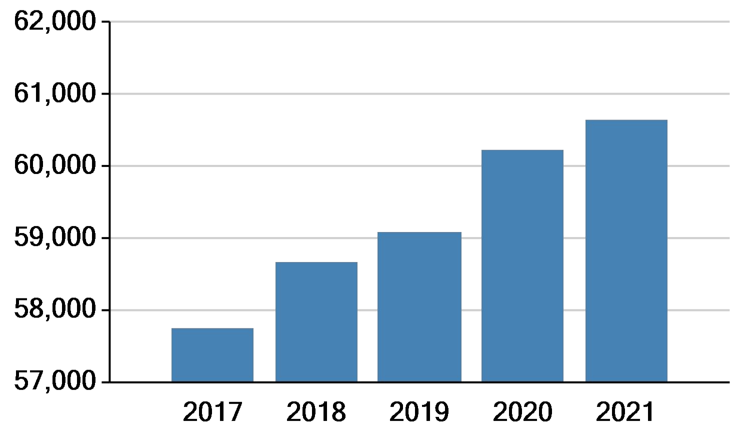
	Total Households	Average Household Size	Workers Per Household	Total Families	Average Family Size	Median Household Income	Mean Household Income	Median Housing Value*
Year End 2021	105,514	2.2	0.0	60,650	2.9	$56,968	$77,990	$140,900
MSA Rank (out of 502)	184	367	119	195	348	282	255	375
Annual Change	5.3%	-3.5%	0.0%	0.7%	-0.3%	4.2%	7.5%	9.4%
Change Rank (out of 502)	134	274	148	252	148	266	174	359

*Households with a mortgage

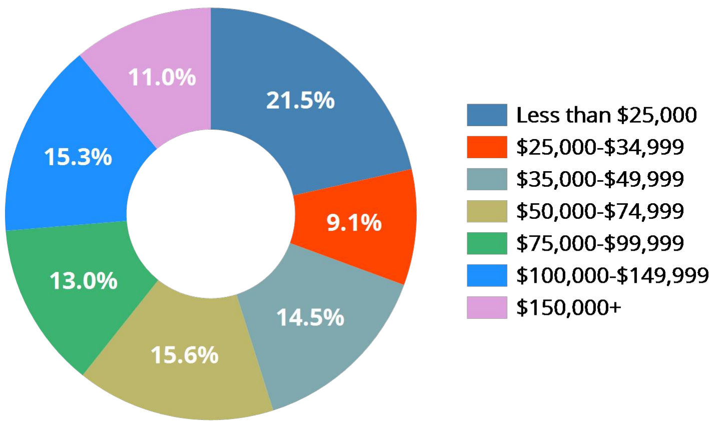
Total Households



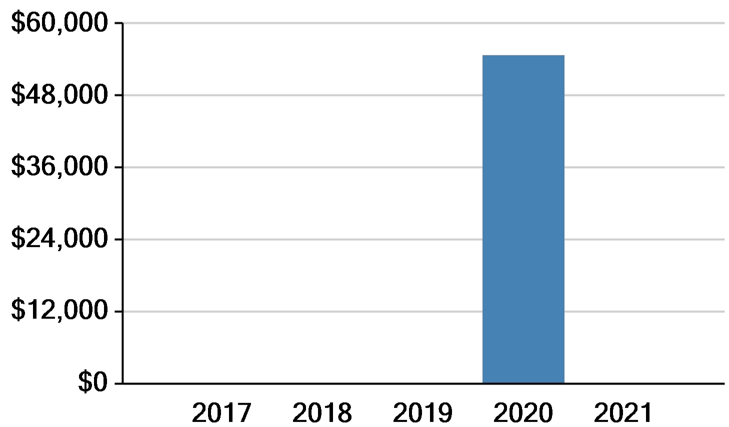
Total Families



Household Income Breakdown



Median Household Income



Households with Government Assistance

Data Currently Unavailable

Household Income in Relationship to Poverty Level

Data Currently Unavailable

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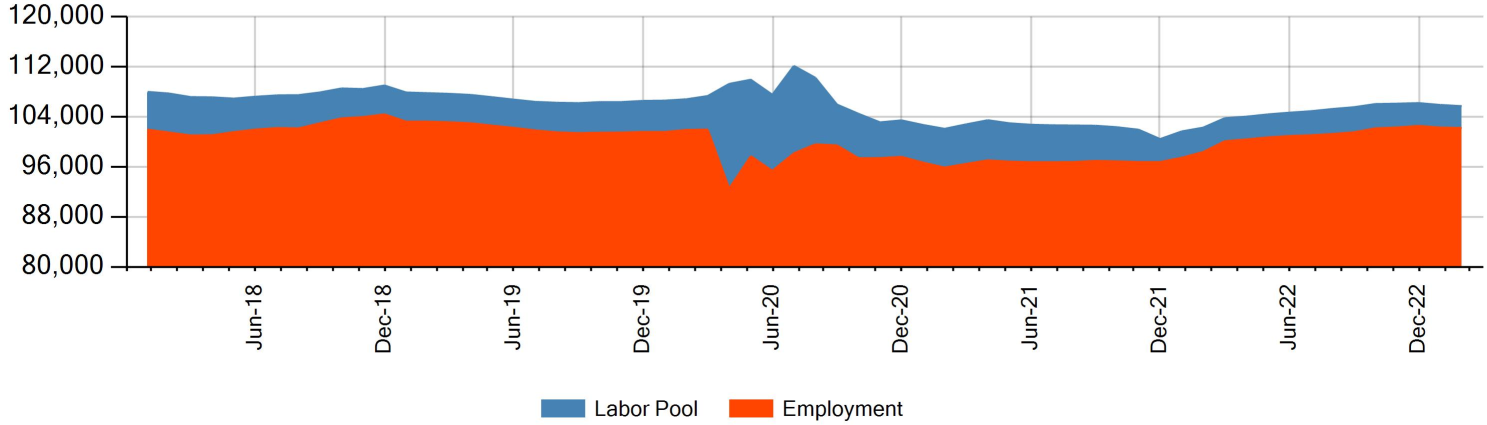
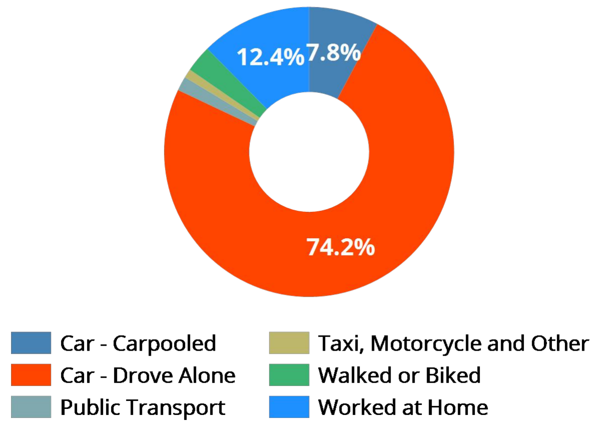
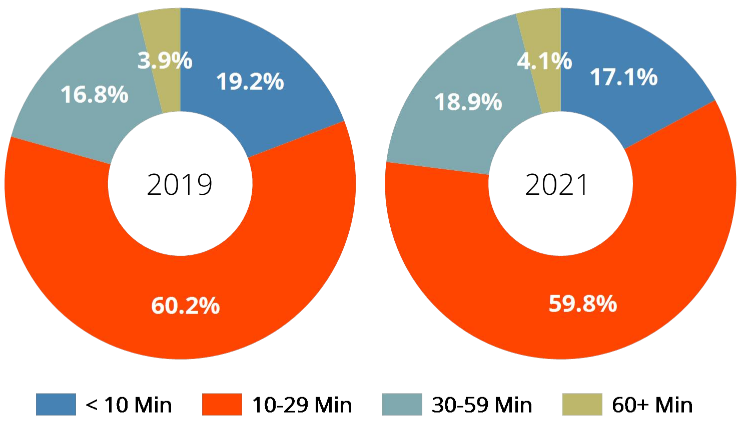
Employment Timeline



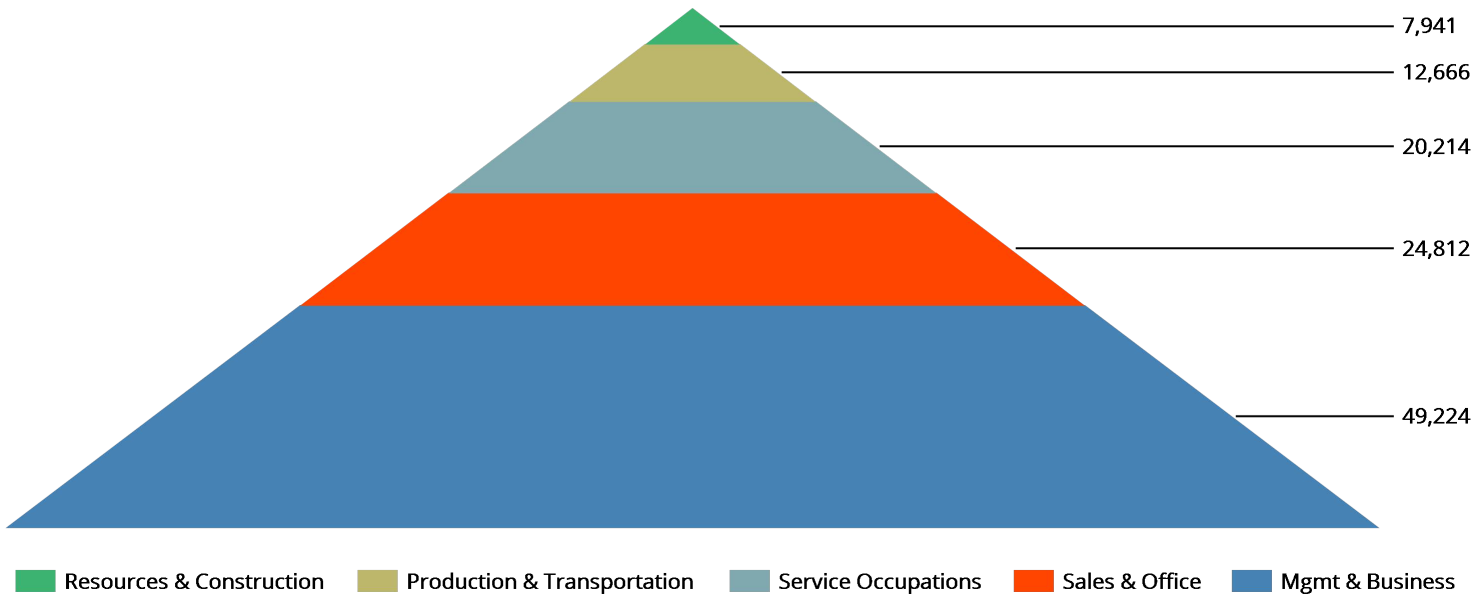
Means of Transportation to Work



Commute Time Breakdown



Industry Employment Breakdown



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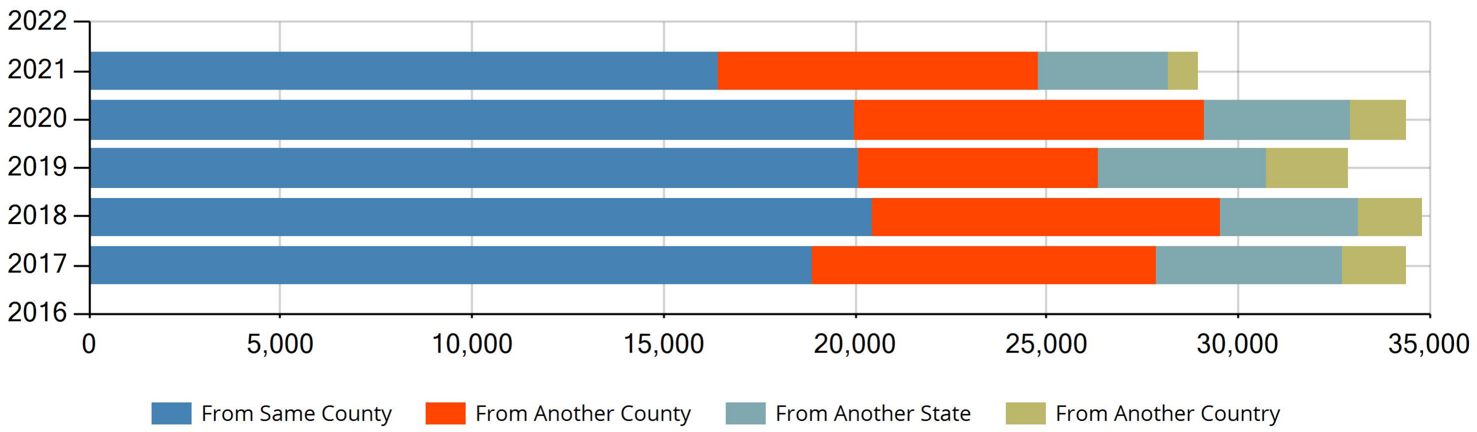
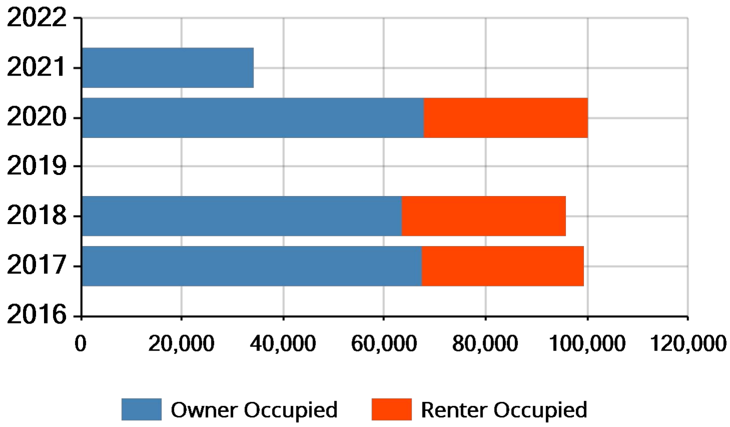
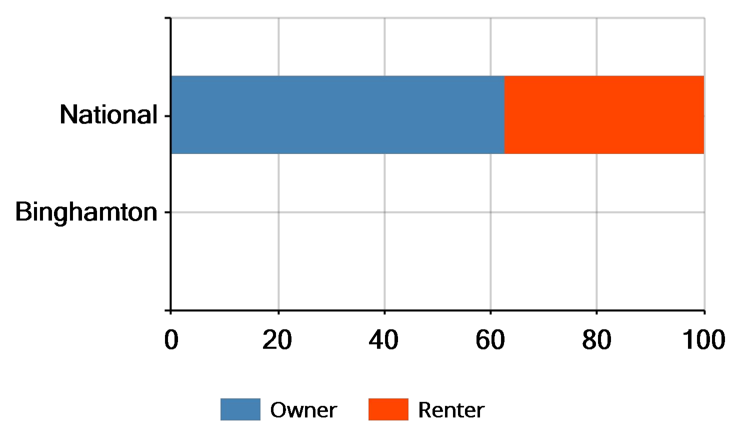
In-Migration Origin Source - Within Prior 12 Months



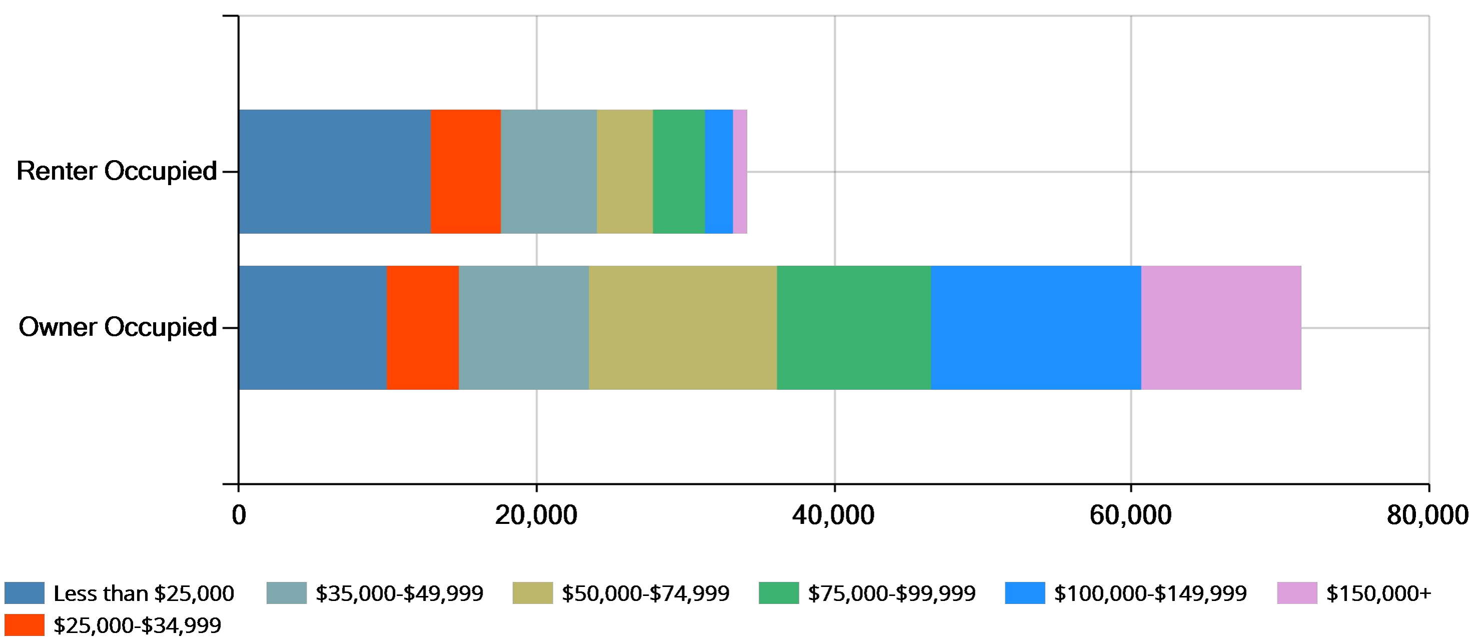
Owner Occupied vs. Rented



Owner/Renter Occupied MSA vs National



Owner/Renter Occupied Household Income Breakdown



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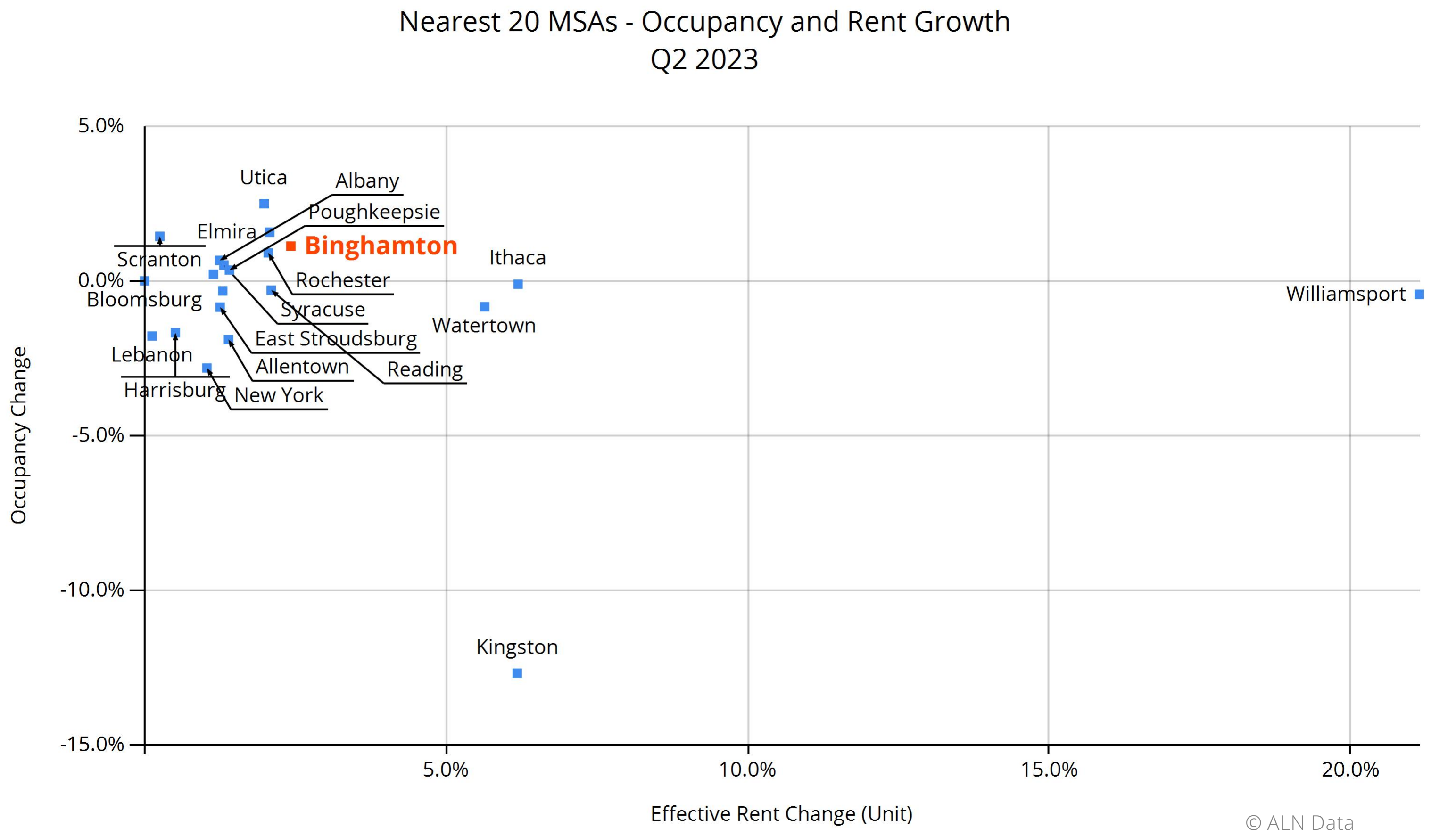

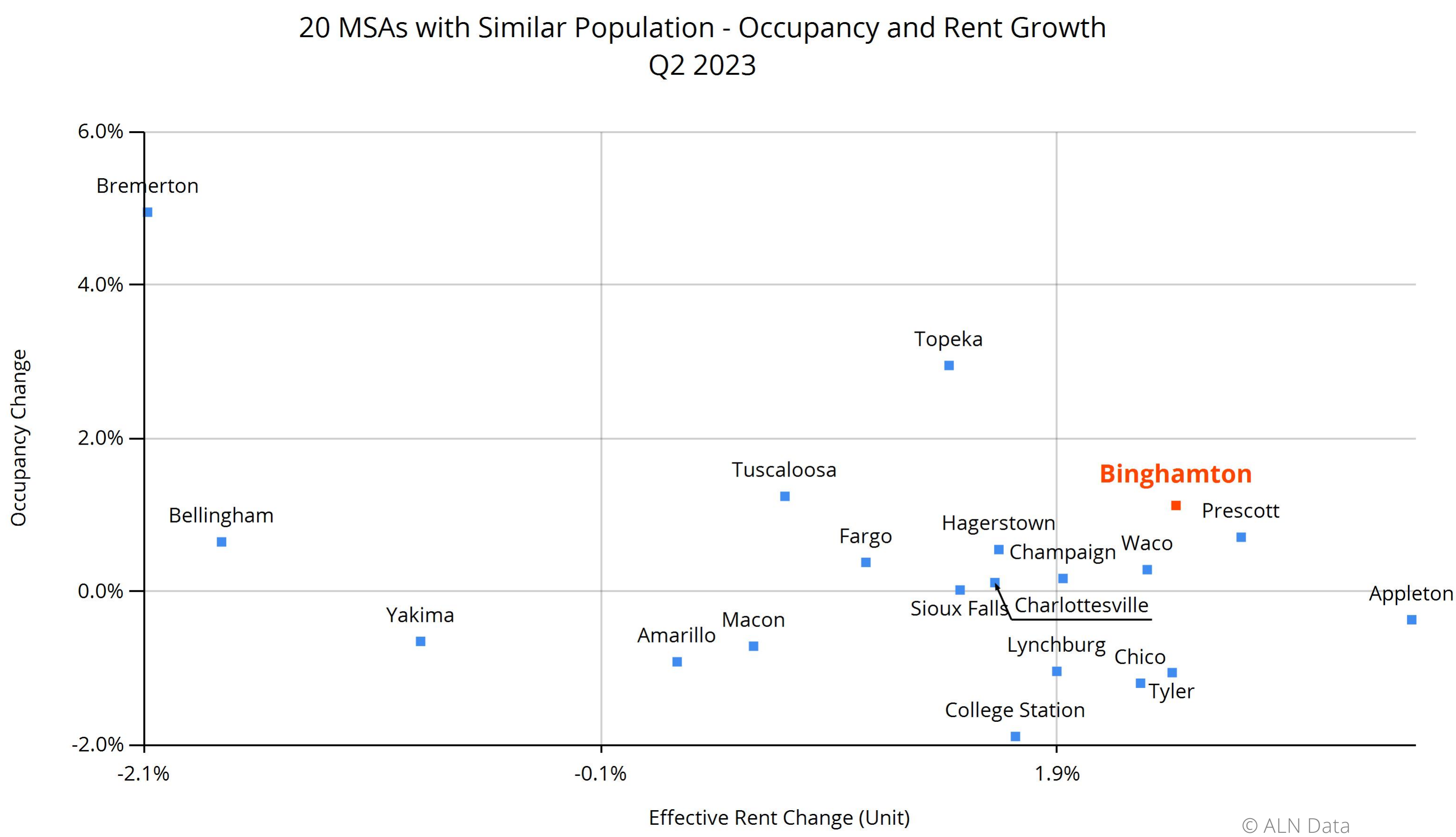

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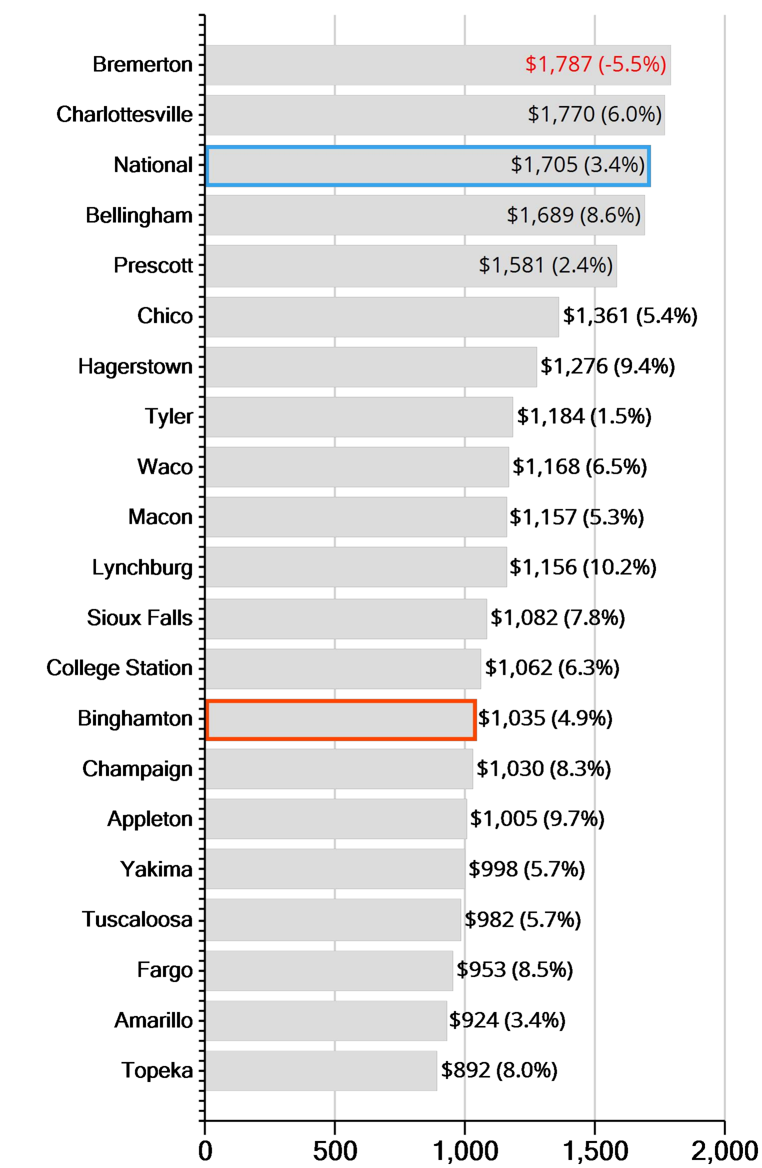
Stabilized and Lease-up Properties

Conventional Properties	Q2 2023	MSA Rank
Total Units	3,030	277
New Units	0	225
Units Absorbed (Annual)	128	104
Avg. Occupancy	96.7%	57
Avg. Occupancy Growth	2.2%	32
Effective Rent	$1,035	276
Effective Rent Growth	4.9%	215
% Offering Concessions	0.0%	262
Avg. Concession Package	0.0%	262

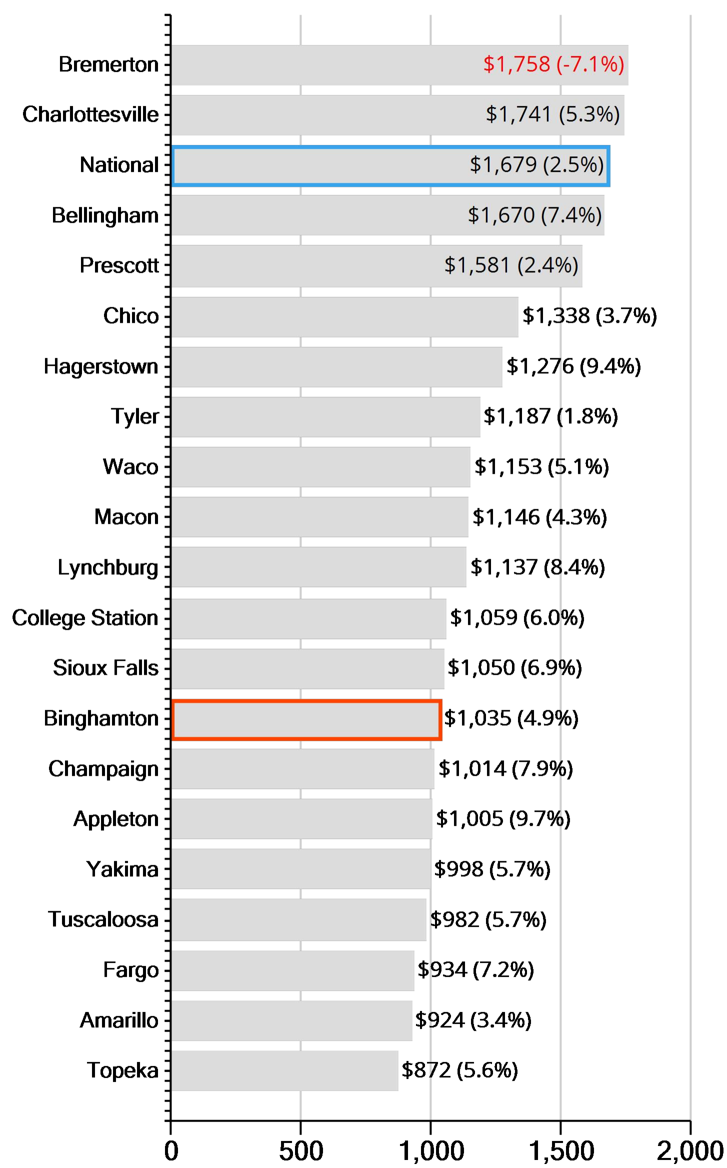
Stabilized Only Properties

Conventional Properties	Q2 2023	MSA Rank
Total Units	2,863	274
New Units	--	--
Units Absorbed (Annual)	58	32
Avg. Occupancy	96.7%	83
Avg. Occupancy Growth	2.2%	21
Effective Rent	$1,035	271
Effective Rent Growth	4.9%	199
% Offering Concessions	0.0%	257
Avg. Concession Package	0.0%	257

Effective Rent (Annual Chg)



Effective Rent (Annual Chg) Stabilized Properties



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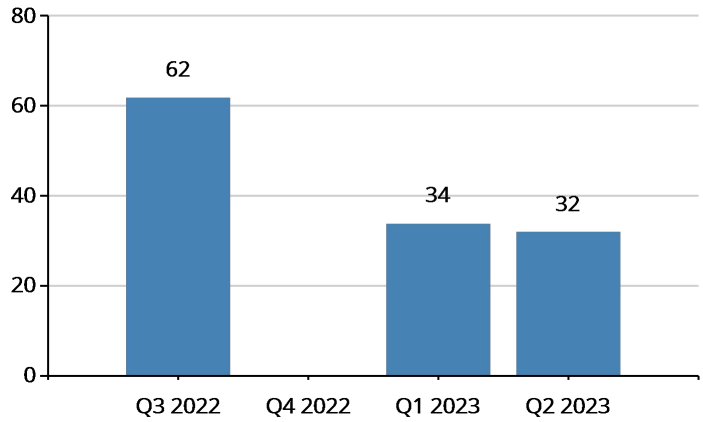
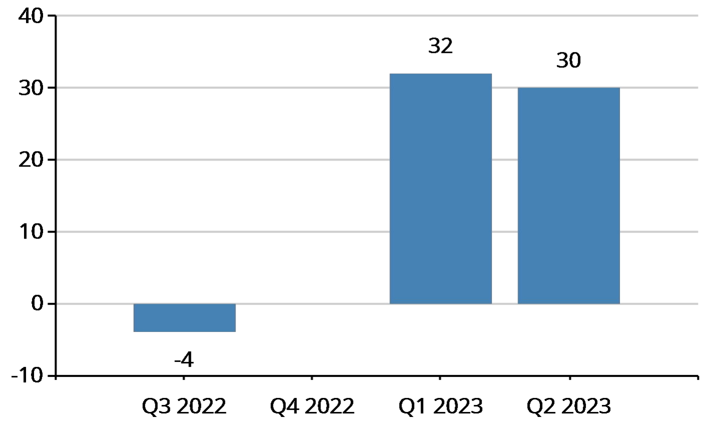
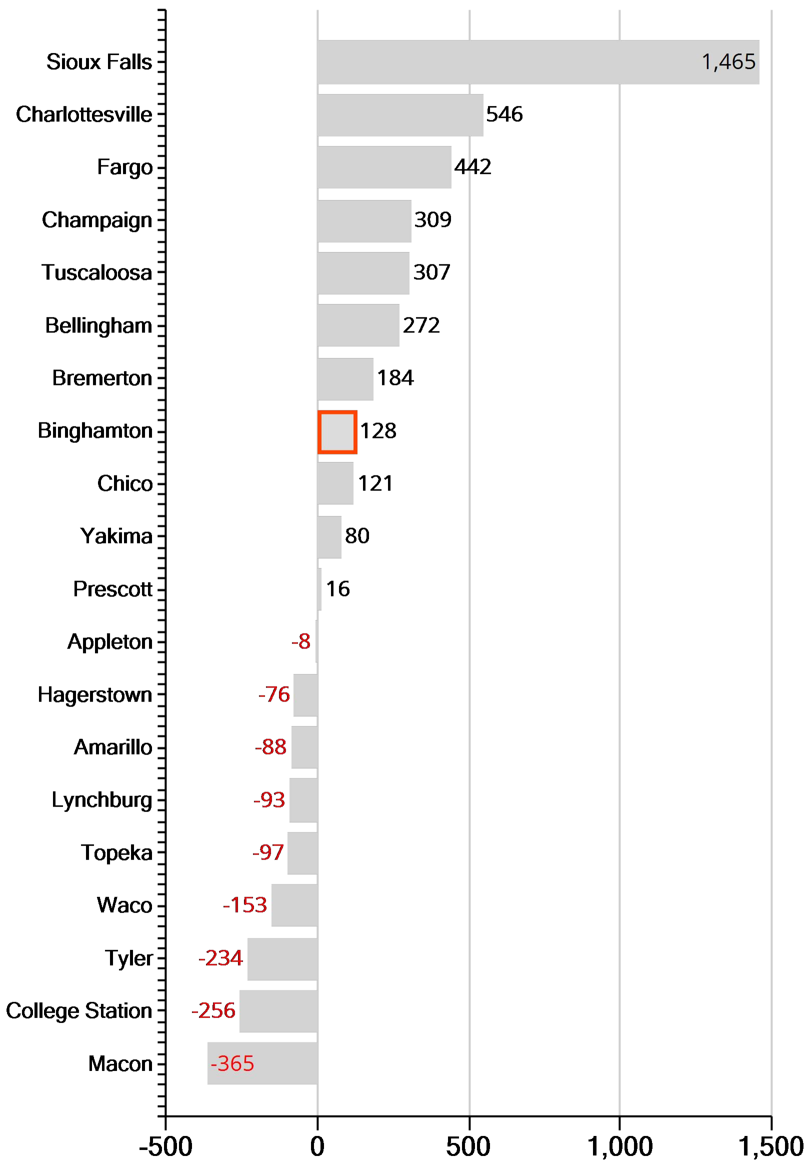
All Properties Quarterly Absorption



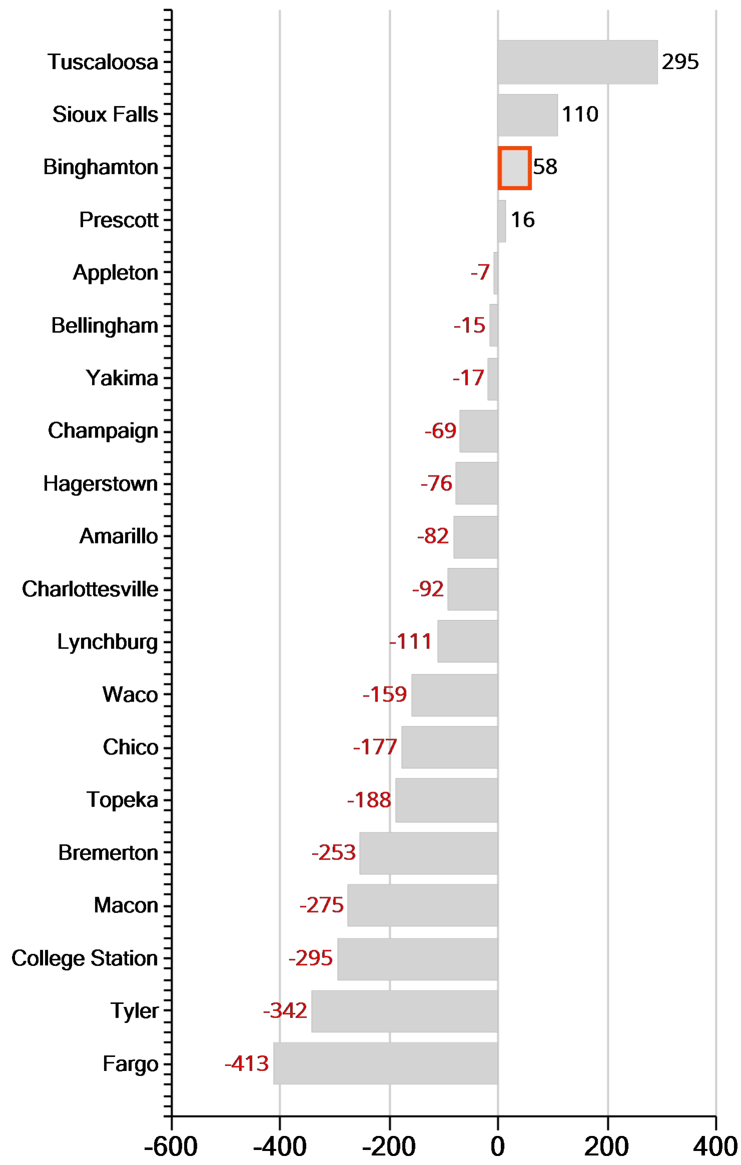
Stabilized Quarterly Absorption



Annual Absorption - 20 Similar Size MSAs



Stabilized Annual Absorption - 20 Similar MSAs



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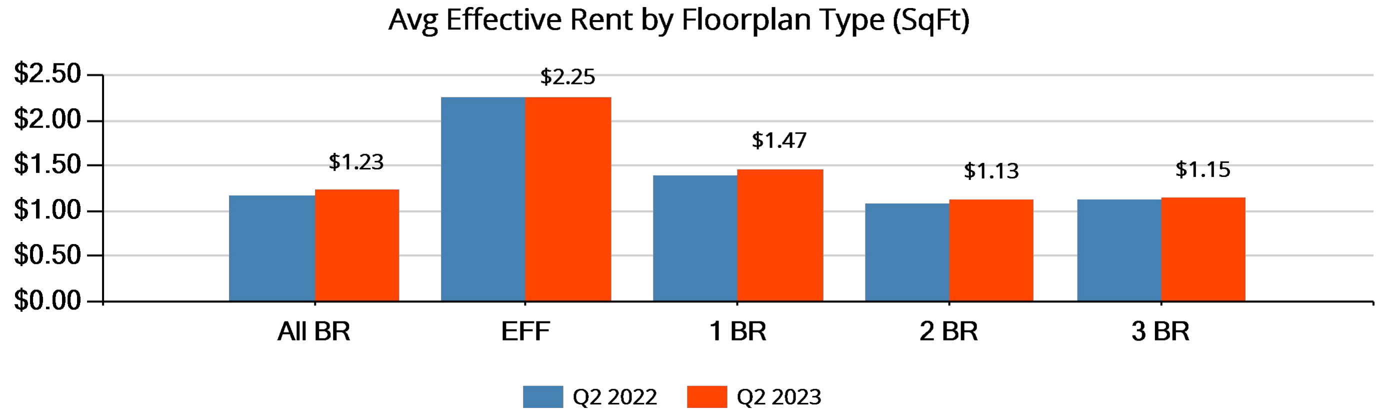
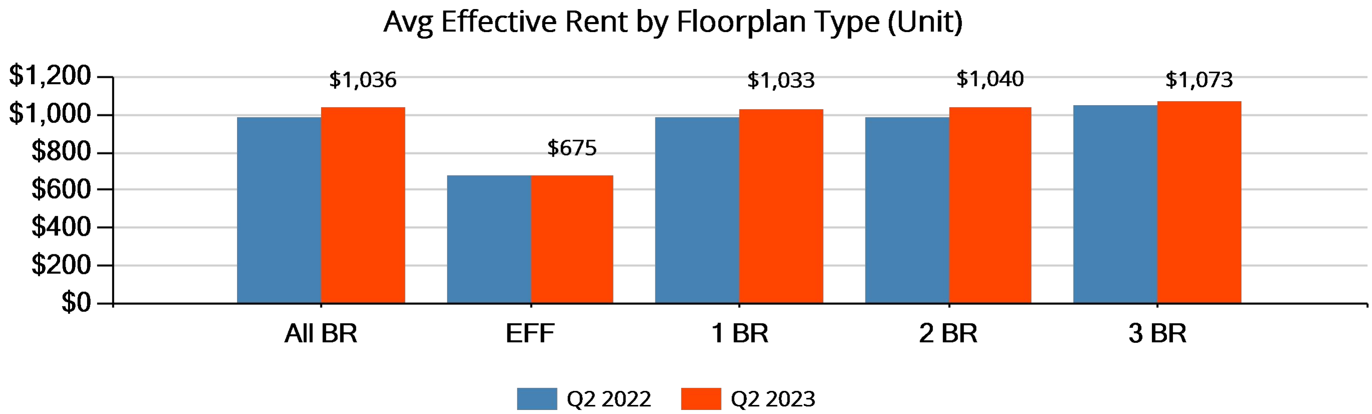
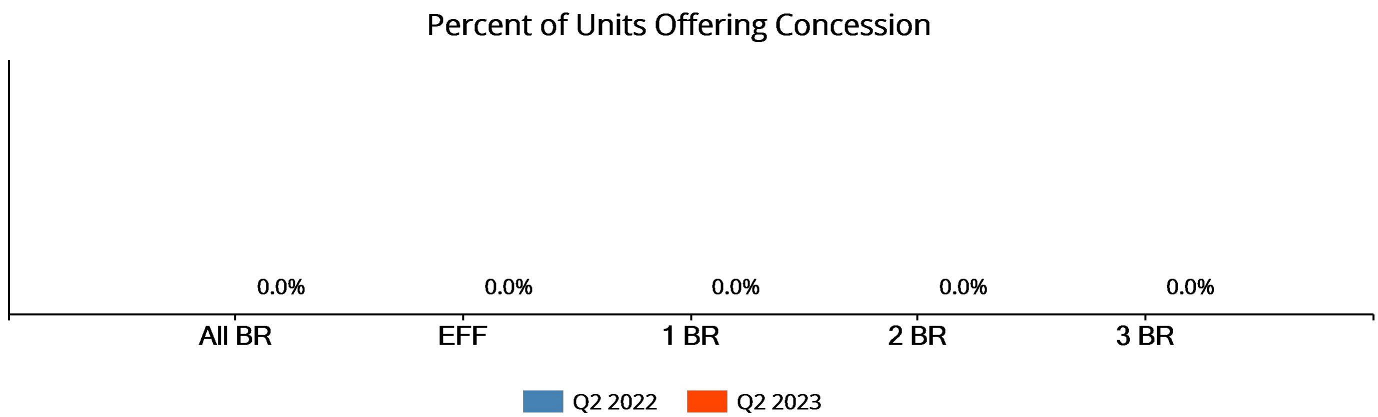
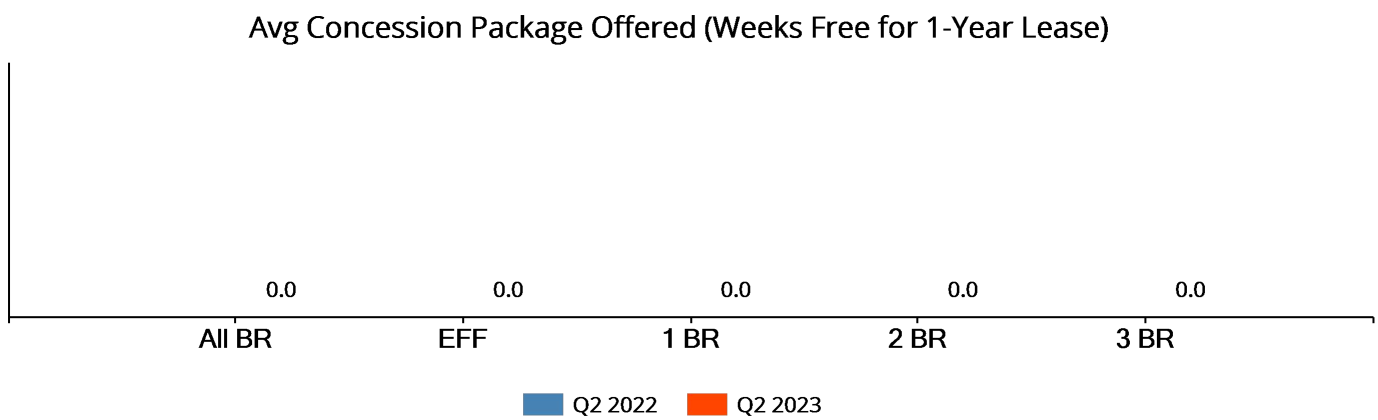
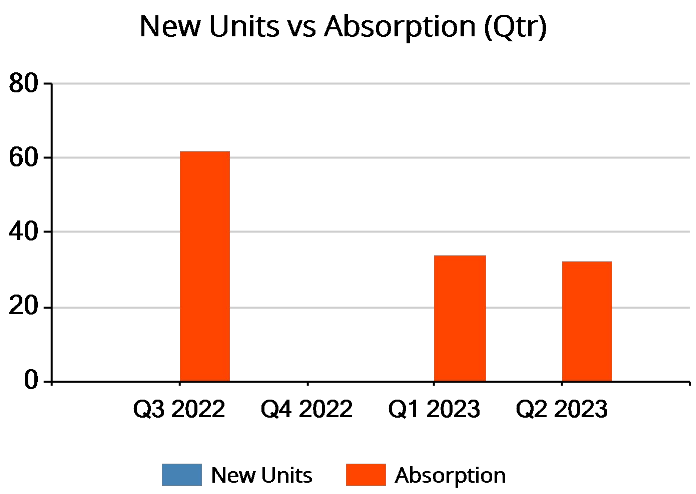

Avg Effective Rent by Floorplan Type (SqFt)
$2.50
$2.00
$1.50
$1.00
$0.50
$0.00
$1.23
$2.25
$1.47
$1.13
$1.15
All BR
EFF
1 BR
2 BR
3 BR
Q2 2022
Q2 2023

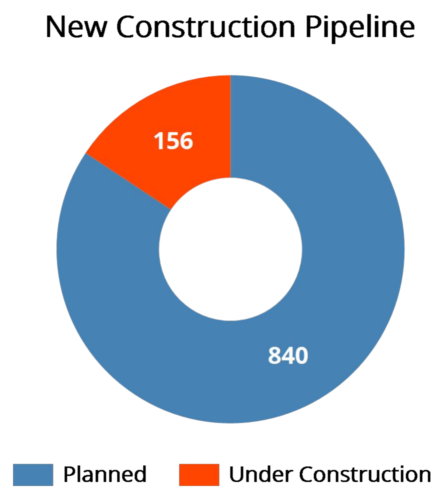

Avg Effective Rent by Floorplan Type (Unit)
$1,200
$1,000
$800
$600
$400
$200
$0
$1,036
$675
$1,033
$1,040
$1,073
All BR
EFF
1 BR
2 BR
3 BR
Q2 2022
Q2 2023


Percent of Units Offering Concession
0.0%
0.0%
0.0%
0.0%
0.0%
All BR
EFF
1 BR
2 BR
3 BR
Q2 2022
Q2 2023


Avg Concession Package Offered (Weeks Free for 1-Year Lease)
0.0
0.0
0.0
0.0
0.0
All BR
EFF
1 BR
2 BR
3 BR
Q2 2022
Q2 2023

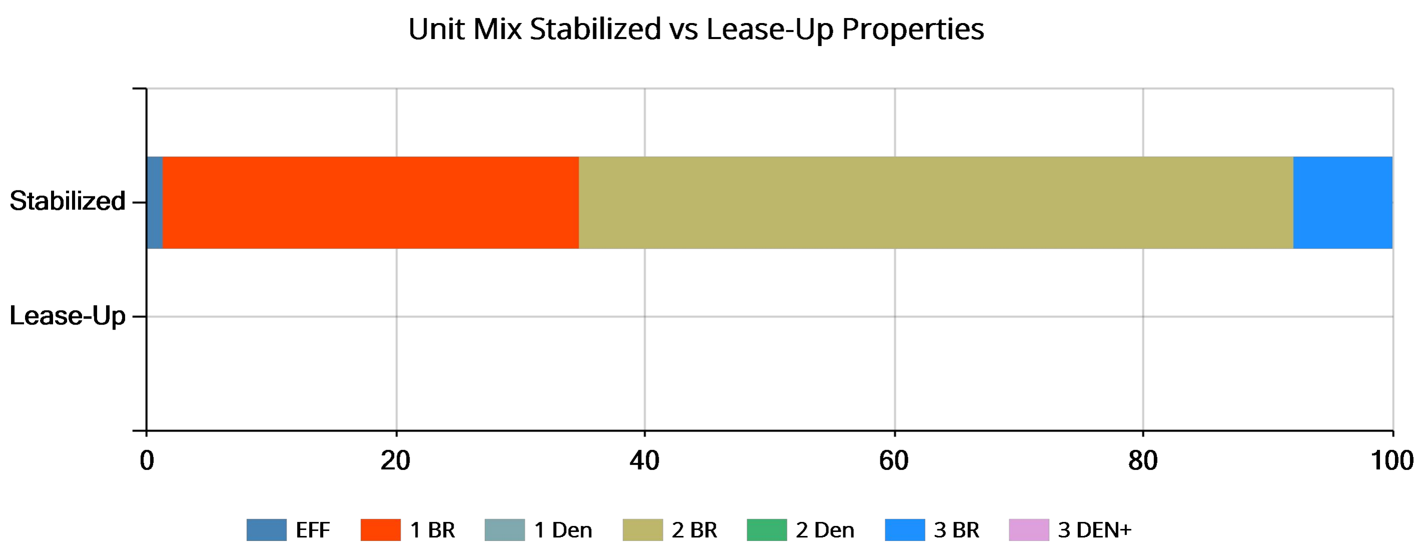
MSA Name	Pipeline Units	MSA Rank (out of 502)	Pipeline % of Market	Construction to Stable (months)	Lease-Up to Stable (months)	Lease-Ups Absorbed (units/mo)
Bend	998	215	27.3%	26.0	12.0	3
Great Falls	997	216	105.2%	18.8	4.0	46
Binghamton	996	217	27.7%	0.0	0.0	0
Canton	993	218	13.8%	22.1	15.0	4
Duluth	990	219	20.5%	0.0	0.0	0





Submarket	% of MSA Pipeline

Property Type	# Projects	# Units
Garden	7	515
Mid-Rise	4	463
High-Rise	1	18
Total	**12**	**996**



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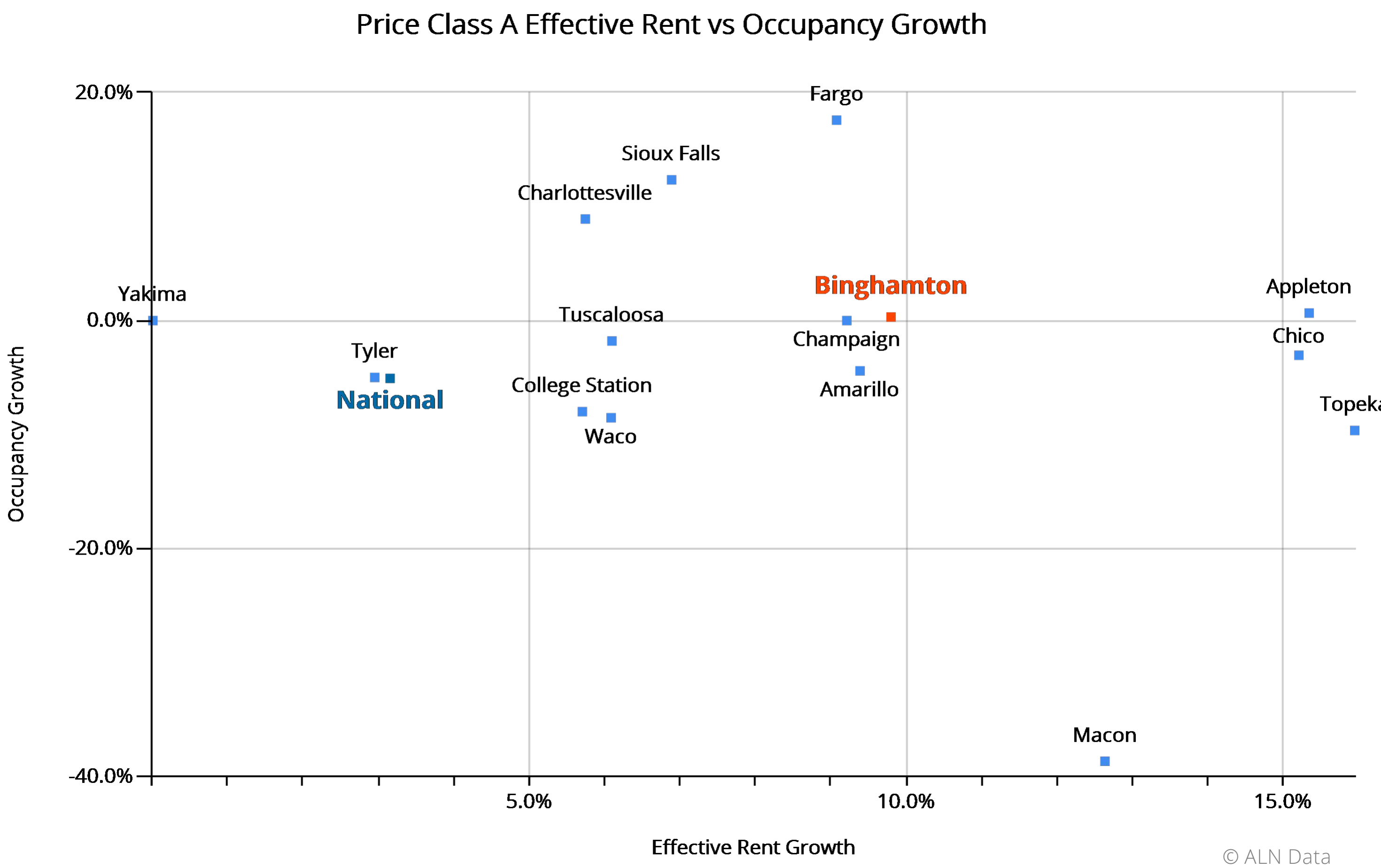
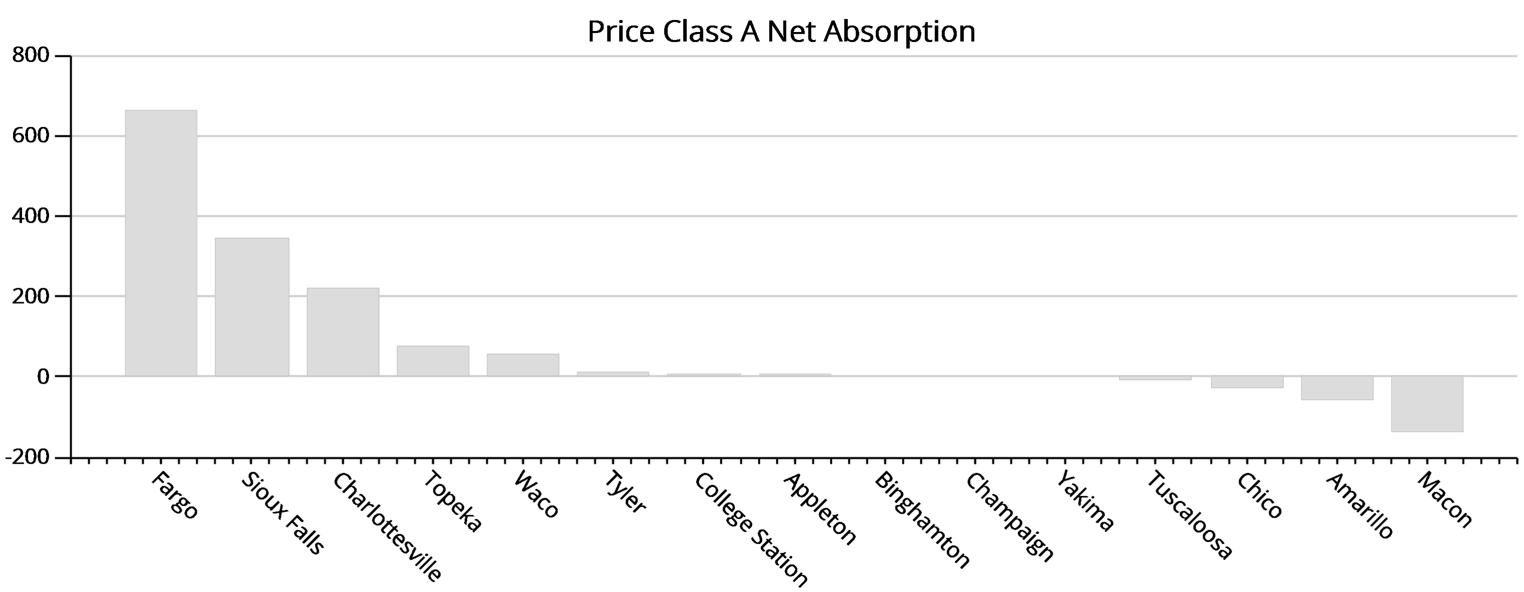
	# Props	# Units	Net Absorption	End Occupancy	Occupancy Change	End Eff. Rent	Eff. Rent Change	% Offering Concessions	Avg. Concession Package
Class A	**1**	**122**	**0**	**98.3%**	**0.3%**	**$2,337**	**9.8%**	**0.0%**	**0.0%**
Class B	1	68	4	100.0%	6.3%	$738	0.0%	0.0%	0.0%
Class C	6	829	40	98.7%	5.2%	$1,092	4.2%	0.0%	0.0%
Class D	8	1,357	-41	91.8%	-3.2%	$899	4.5%	0.0%	0.0%





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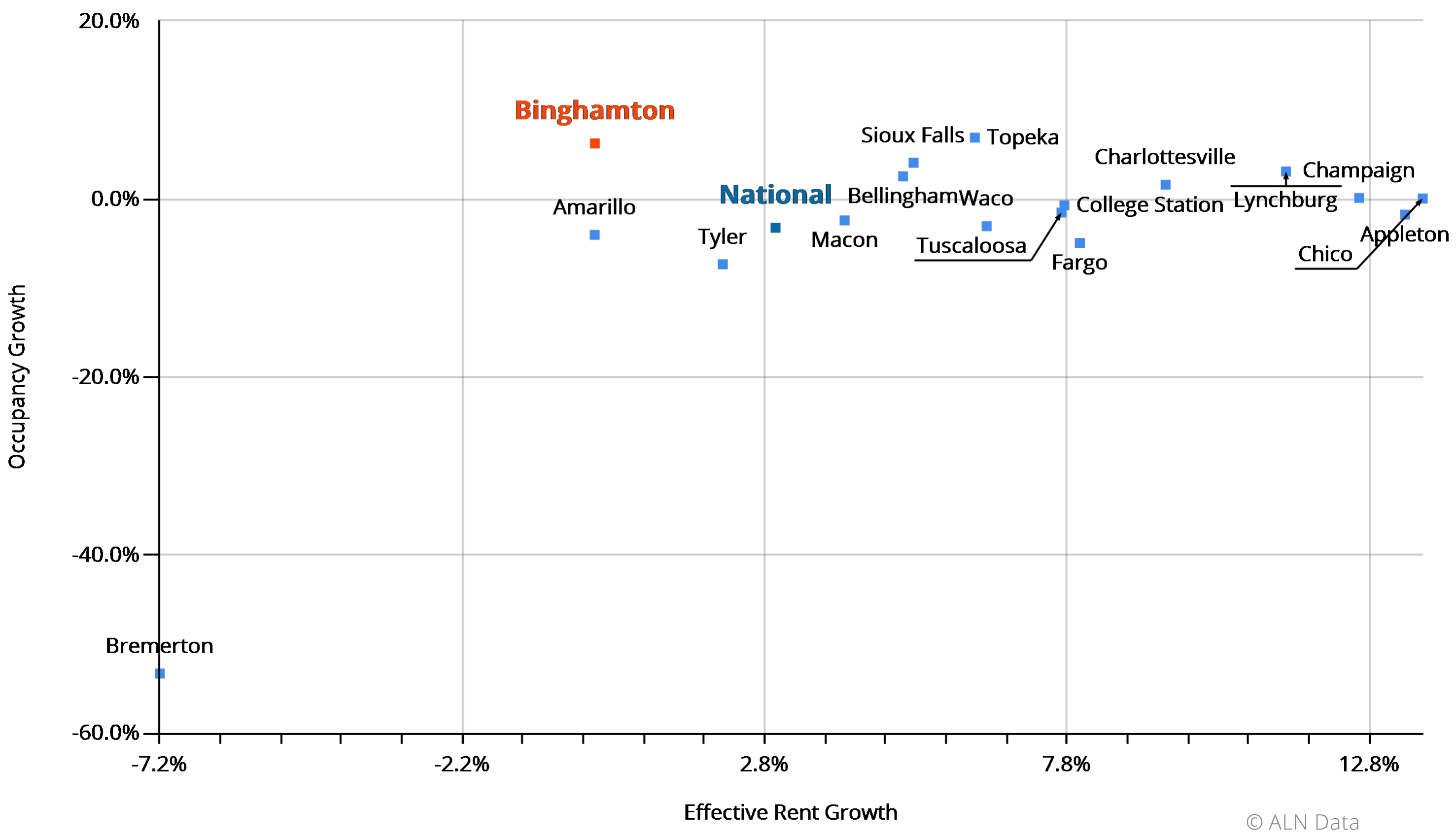
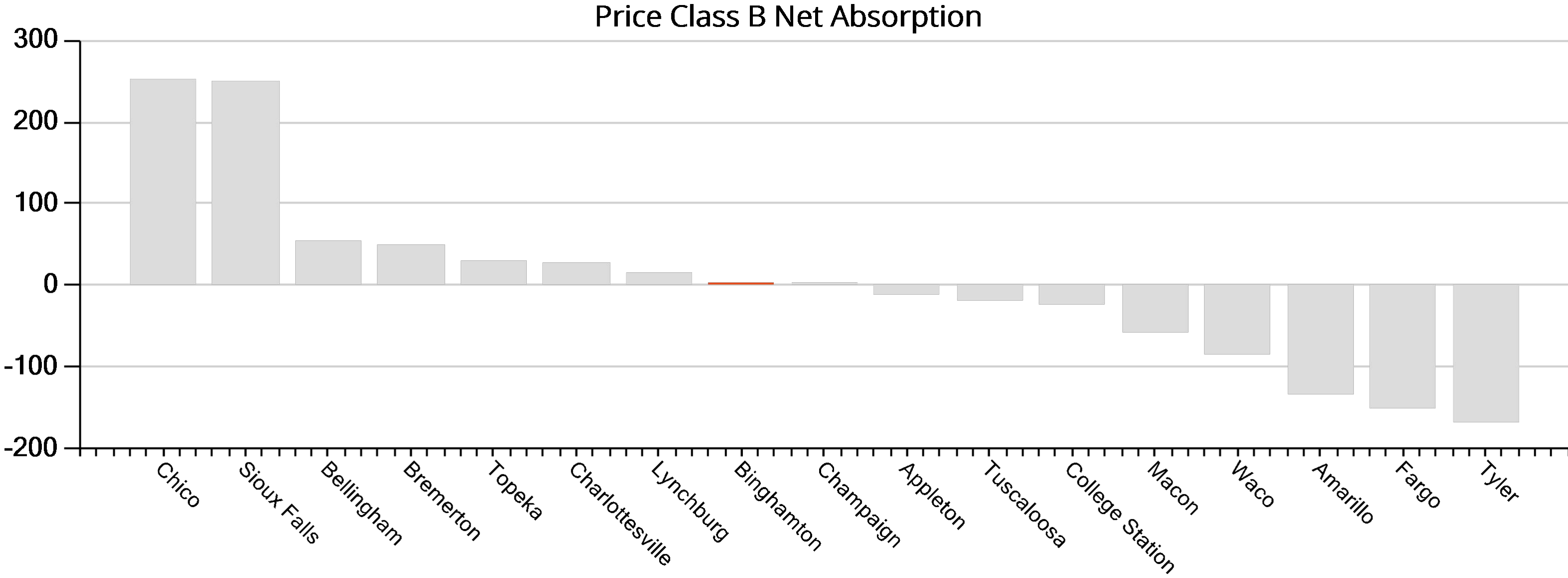
Class B	**1**	**68**	**4**	**100.0%**	**6.3%**	**$738**	**0.0%**	**0.0%**	**0.0%**
Class C	6	829	40	98.7%	5.2%	$1,092	4.2%	0.0%	0.0%
Class D	8	1,357	-41	91.8%	-3.2%	$899	4.5%	0.0%	0.0%

Price Class B Effective Rent vs Occupancy Growth



Price Class B Net Absorption



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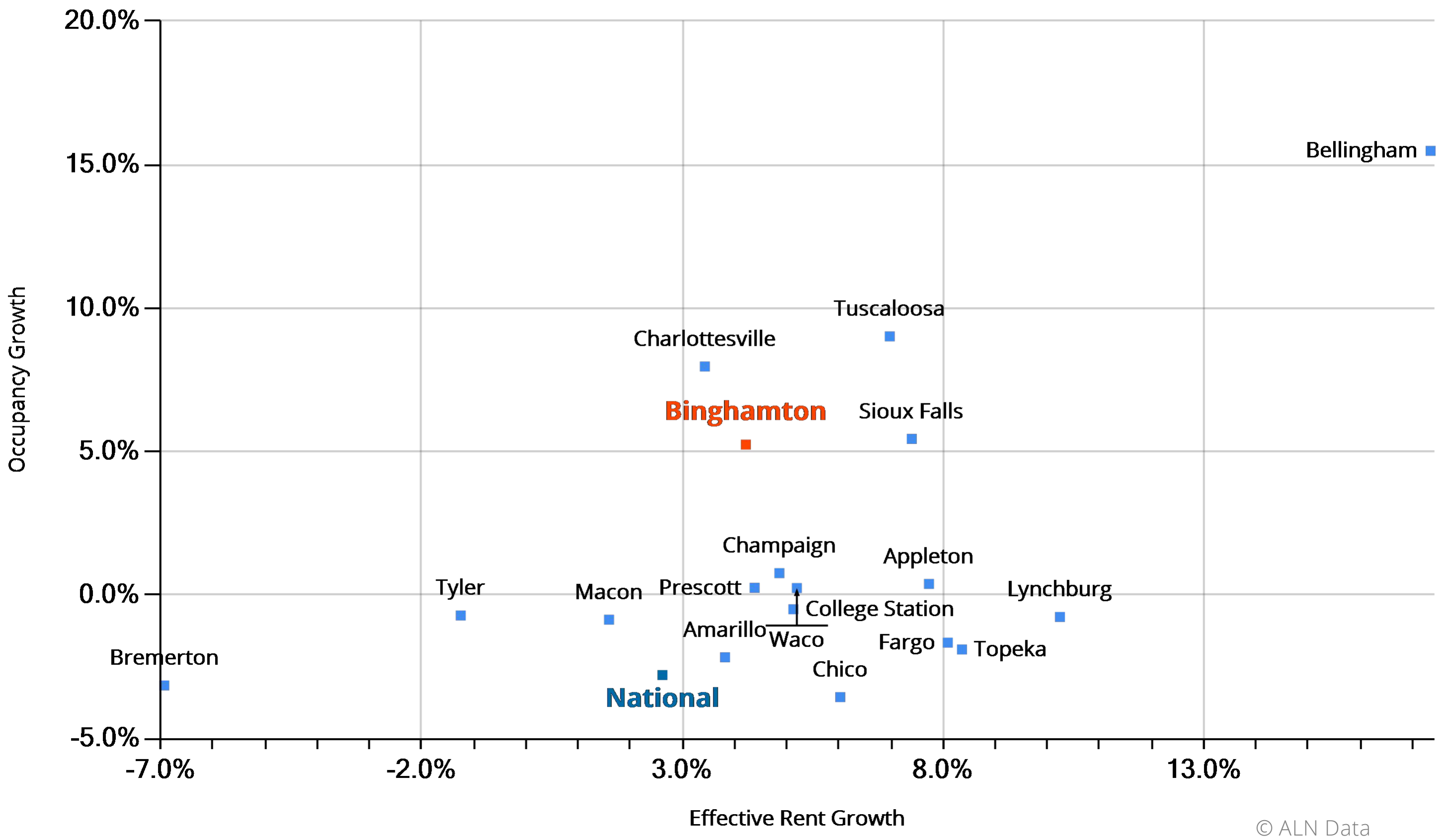
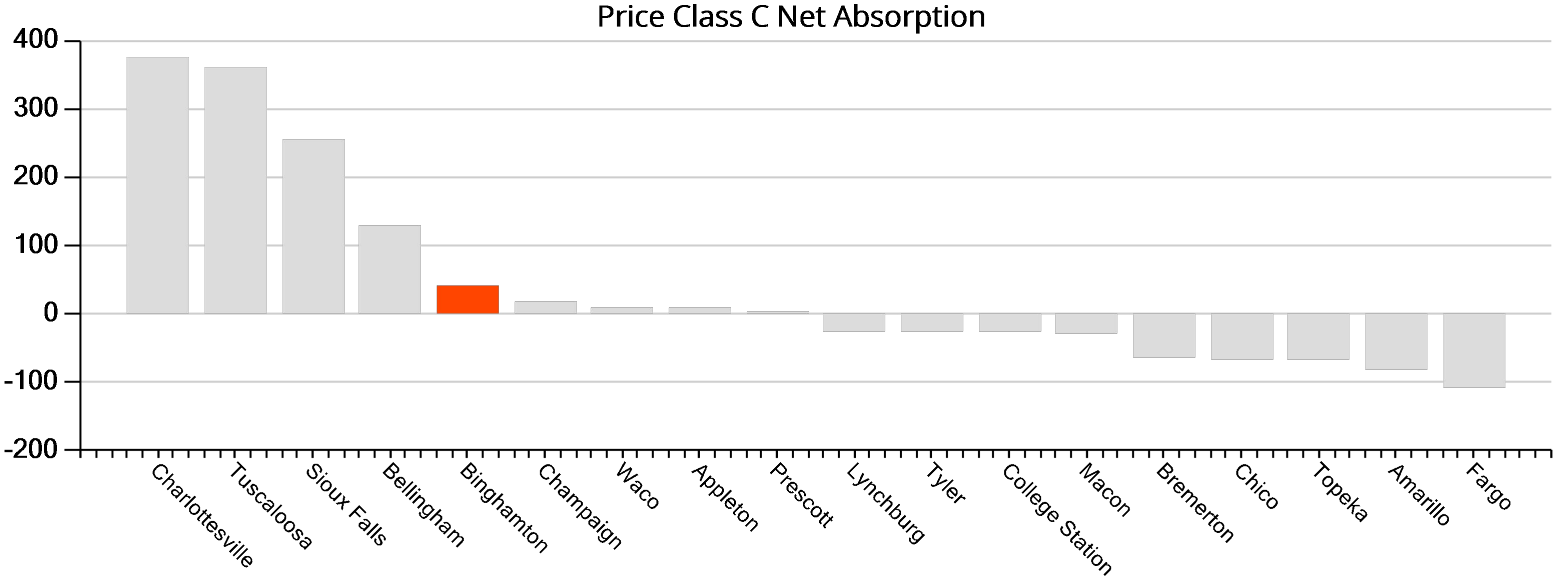
Class B	1	68	4	100.0%	6.3%	$738	0.0%	0.0%	0.0%
Class C	**6**	**829**	**40**	**98.7%**	**5.2%**	**$1,092**	**4.2%**	**0.0%**	**0.0%**
Class D	8	1,357	-41	91.8%	-3.2%	$899	4.5%	0.0%	0.0%

Price Class C Effective Rent vs Occupancy Growth



Price Class C Net Absorption



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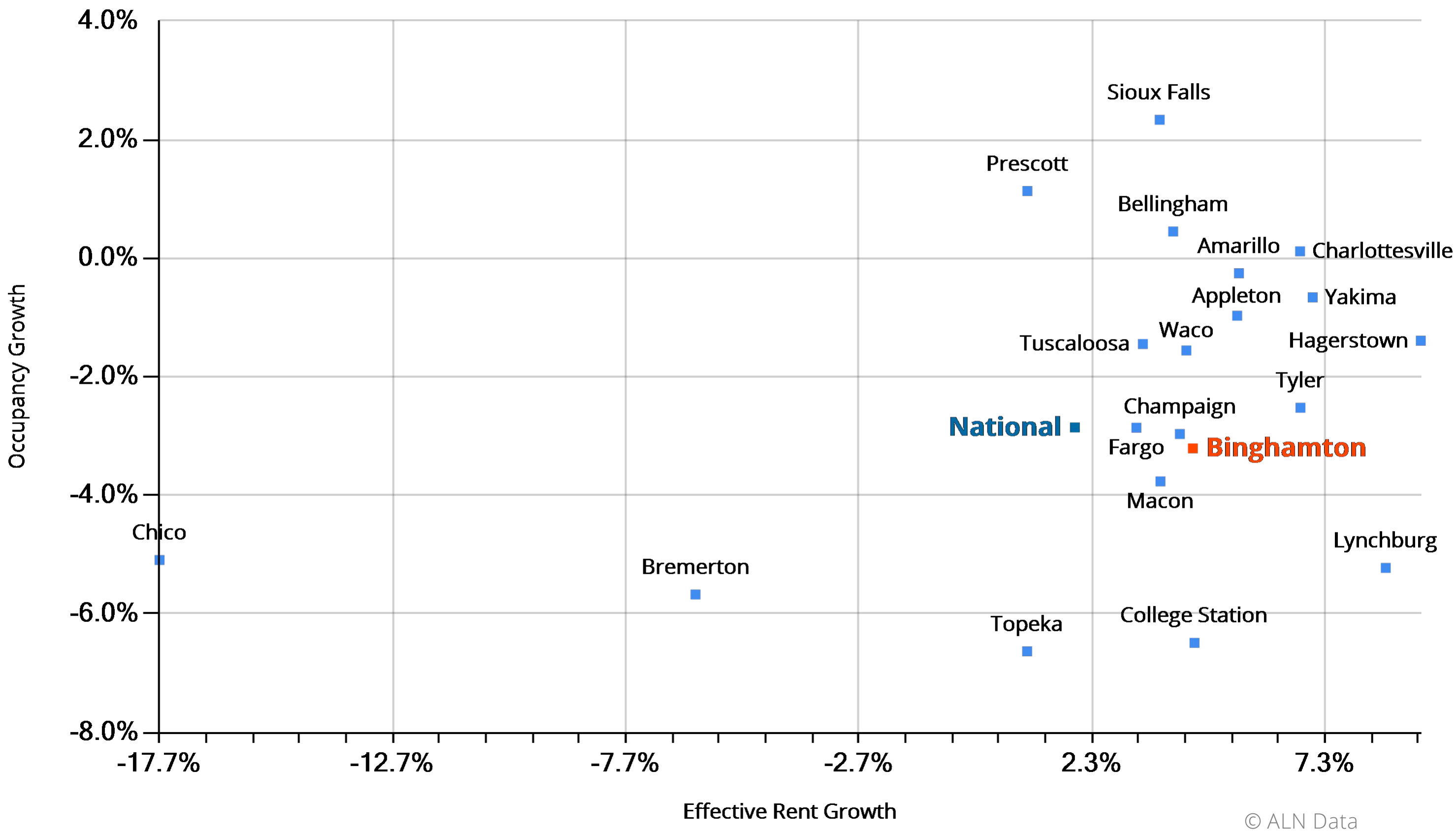
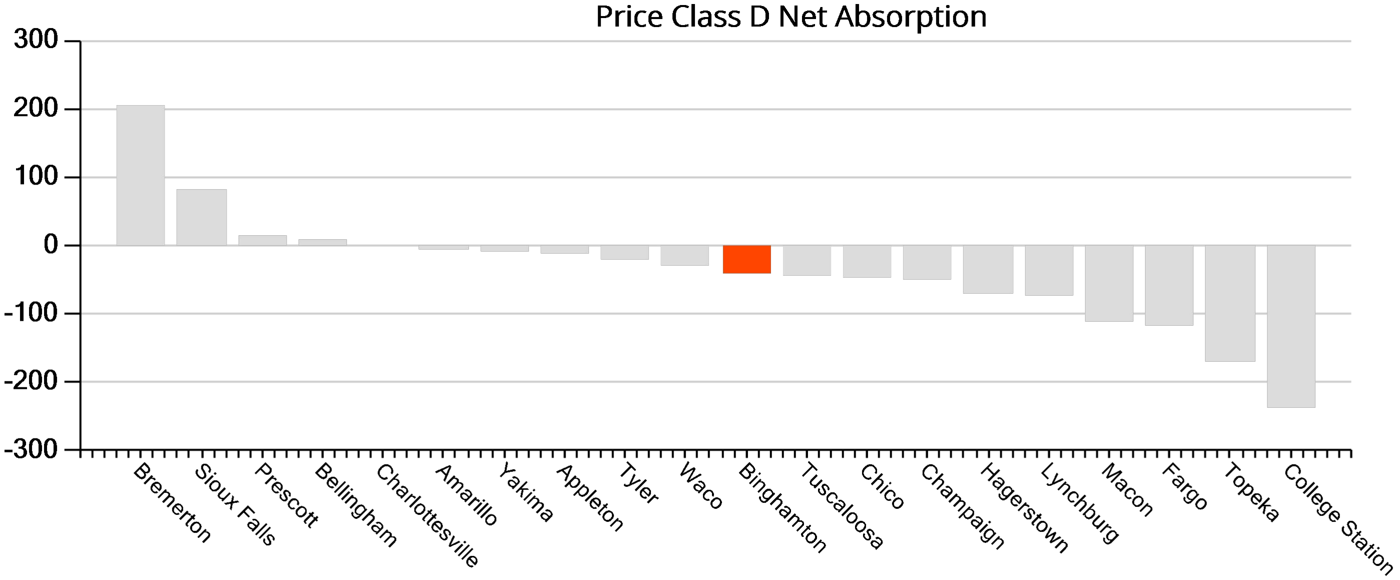
Class B	1	68	4	100.0%	6.3%	$738	0.0%	0.0%	0.0%
Class C	6	829	40	98.7%	5.2%	$1,092	4.2%	0.0%	0.0%
Class D	**8**	**1,357**	**-41**	**91.8%**	**-3.2%**	**$899**	**4.5%**	**0.0%**	**0.0%**

Price Class D Effective Rent vs Occupancy Growth



Price Class D Net Absorption



quarterly msa report

About Us

Established
1991

Headquarters
Carrollton, TX

Industry
Multifamily

Coverage
All 50 US States and DC
1000 Census MSAs (Metropolitan and Micropolitan)
Combined into 185 ALN Markets
184,667 Properties*
24,303,825 Units*
**stats change daily*

Newsletter
my.alndata.com/newslettersignup

Blog
alndata.com/blog

LinkedIn
linkedin.com/company/alnapartmentdata

Facebook
facebook.com/ALNApartmentData

Twitter
twitter.com/ALNAptData

Additional Information

With the inception of our Locator Program in 1991 and then ALN OnLine in 1993, our market coverage and platforms have grown to what ALN is known for today – market data with integrity. ALN has also developed two separate platforms specifically for Supplier Partners. Vendor Edge Plus is available in all markets across the country while Compass is a one-of-a kind nationwide Multifamily database.

All of our information is gathered by researchers, emails, faxes and data feeds from the owner/management companies. Information reflected today is available in our different database platforms.

From ALN's Research Team Call Centers in Dallas/Fort Worth and Mayfield, Kentucky to our sources within our markets that ALN diligently tracks, each completed survey has gone through a number of proprietary data checks that assure the information collected is correct. Information is obtained from sources deemed reliable; however, ALN Apartment Data provides neither warranties nor guarantees.

ALN's product set consists of conventional, affordable, senior (independent and affordable), student and military housing.

Vendor Edge Plus, ALN OnLine and Locator programs reflect 50+ unit properties. Compass reflects 1 unit or greater. ALN's database contains all property age categories.

ALN continues to provide multifamily professionals the tools they need to make data driven decisions and stay competitive in the nation's fastest growing markets. We are consistently updating and redefining our data to ensure our quality holds true for your expectations.

ALN OnLine
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