

**4Q2008**

San Joaquin is 1 of 1 counties in Stockton CA MSA (with at least 5 communities)

Rent ranking  
for counties in Stockton CA MSA

<b>County</b>	<b>Avg Rent</b>
1. San Joaquin	\$876

Occupancy ranking  
for counties in Stockton CA MSA

<b>County</b>	<b>Avg Occ.</b>
1. San Joaquin	94.6%

Rent growth % Rankings Yr. over Yr.  
for counties in Stockton CA MSA

<b>County</b>	<b>Avg Rent</b>
1. San Joaquin	-0.3%

Occupancy growth Rankings Yr. over Yr.  
for counties in Stockton CA MSA

<b>County</b>	<b>Avg Occ.</b>
1. San Joaquin	-0.4%

Stockton CA MSA is 1 of 25 MSAs in California

Rent ranking  
for MSAs in California

<b>MSA</b>	<b>Avg Rent</b>
1. San Jose-Sunnyvale-Santa Clara CA MSA	\$1,674
2. Santa Cruz-Watsonville CA MSA	\$1,637
3. Los Angeles-Long Beach-Santa Ana CA MSA	\$1,636
4. San Francisco-Oakland-Fremont CA MSA	\$1,624
5. Oxnard-Thousand Oaks-Ventura CA MSA	\$1,515
6. San Diego-Carlsbad-San Marcos CA MSA	\$1,394
7. Napa CA MSA	\$1,328
8. Santa Barbara-Santa Maria CA MSA	\$1,223
9. Salinas CA MSA	\$1,220
10. San Luis Obispo-Paso Robles CA MSA	\$1,207
11. Santa Rosa-Petaluma CA MSA	\$1,201
12. Vallejo-Fairfield CA MSA	\$1,166
13. Riverside-San Bernardino-Ontario CA MSA	\$1,129
14. Sacramento-Arden-Arcade-Roseville CA MSA	\$966
15. Stockton CA MSA	\$876
16. Bakersfield CA MSA	\$859
17. Modesto CA MSA	\$819
18. Redding CA MSA	\$809
19. Chico CA MSA	\$803
20. Fresno CA MSA	\$800
21. Visalia-Porterville CA MSA	\$787
22. Yuba City CA MSA	\$773
23. El Centro CA MSA	\$758
24. Merced CA MSA	\$735
25. Hanford-Corcoran CA MSA	\$708

Occupancy ranking  
for MSAs in California

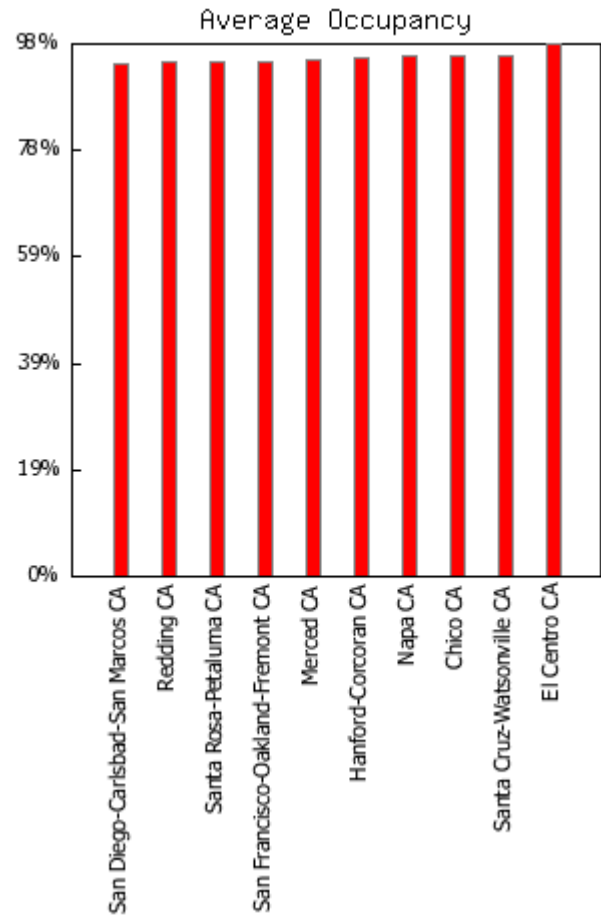
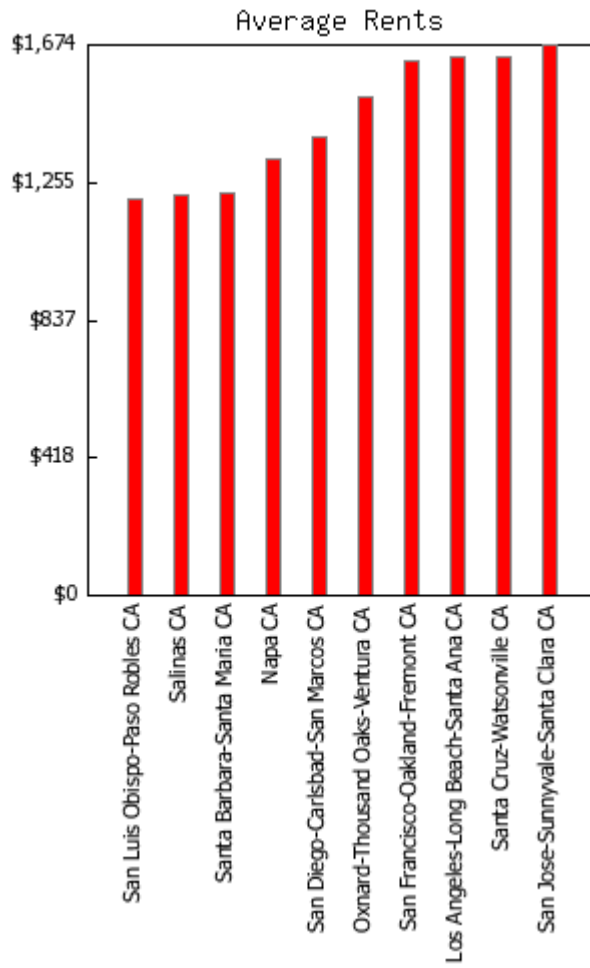
<b>MSA</b>	<b>Avg Occ.</b>
1. El Centro CA MSA	98.7%
2. Santa Cruz-Watsonville CA MSA	96.5%
3. Chico CA MSA	96.5%
4. Napa CA MSA	96.4%
5. Hanford-Corcoran CA MSA	96.0%
6. Merced CA MSA	95.7%
7. San Francisco-Oakland-Fremont CA MSA	95.4%
8. Santa Rosa-Petaluma CA MSA	95.3%
9. Redding CA MSA	95.2%
10. San Diego-Carlsbad-San Marcos CA MSA	95.1%
11. San Jose-Sunnyvale-Santa Clara CA MSA	94.8%
12. Stockton CA MSA	94.6%
13. Fresno CA MSA	94.5%
14. Salinas CA MSA	94.3%
15. Yuba City CA MSA	94.2%
16. Visalia-Porterville CA MSA	94.2%
17. Vallejo-Fairfield CA MSA	94.2%
18. Santa Barbara-Santa Maria CA MSA	94.1%
19. San Luis Obispo-Paso Robles CA MSA	93.7%
20. Los Angeles-Long Beach-Santa Ana CA MSA	93.7%
21. Oxnard-Thousand Oaks-Ventura CA MSA	93.3%
22. Bakersfield CA MSA	93.2%
23. Sacramento-Arden-Arcade-Roseville CA MSA	92.8%
24. Modesto CA MSA	92.8%
25. Riverside-San Bernardino-Ontario CA MSA	91.5%

Rent growth % Rankings Yr. over Yr.  
for MSAs in California

MSA	Avg Rent
1. Salinas CA MSA	7.9%
2. Yuba City CA MSA	5.6%
3. Merced CA MSA	4.0%
4. Napa CA MSA	3.7%
5. San Francisco-Oakland-Fremont CA MSA	3.0%
6. Santa Barbara-Santa Maria CA MSA	2.7%
7. Santa Cruz-Watsonville CA MSA	2.2%
8. Vallejo-Fairfield CA MSA	1.9%
9. San Luis Obispo-Paso Robles CA MSA	1.8%
10. San Diego-Carlsbad-San Marcos CA MSA	1.8%
11. San Jose-Sunnyvale-Santa Clara CA MSA	1.6%
12. Visalia-Porterville CA MSA	1.4%
13. Bakersfield CA MSA	0.9%
14. Fresno CA MSA	0.6%
15. Chico CA MSA	0.5%
16. Sacramento-Arden-Arcade-Roseville CA MSA	0.4%
17. Redding CA MSA	0.4%
18. Santa Rosa-Petaluma CA MSA	0.1%
19. Modesto CA MSA	0.1%
20. El Centro CA MSA	0.0%
21. Stockton CA MSA	-0.3%
22. Los Angeles-Long Beach-Santa Ana CA MSA	-0.4%
23. Oxnard-Thousand Oaks-Ventura CA MSA	-2.6%
24. Riverside-San Bernardino-Ontario CA MSA	-2.8%
25. Hanford-Corcoran CA MSA	-4.1%

Occupancy growth Rankings Yr. over Yr.  
for MSAs in California

MSA	Avg Occ.
1. Visalia-Porterville CA MSA	3.0%
2. El Centro CA MSA	2.4%
3. Merced CA MSA	2.2%
4. Napa CA MSA	1.7%
5. Redding CA MSA	1.5%
6. Santa Rosa-Petaluma CA MSA	1.1%
7. Santa Cruz-Watsonville CA MSA	0.6%
8. Hanford-Corcoran CA MSA	0.5%
9. San Francisco-Oakland-Fremont CA MSA	0.1%
10. San Diego-Carlsbad-San Marcos CA MSA	-0.1%
11. Oxnard-Thousand Oaks-Ventura CA MSA	-0.1%
12. Vallejo-Fairfield CA MSA	-0.2%
13. Fresno CA MSA	-0.2%
14. Stockton CA MSA	-0.4%
15. Los Angeles-Long Beach-Santa Ana CA MSA	-0.5%
16. Sacramento-Arden-Arcade-Roseville CA MSA	-0.7%
17. Chico CA MSA	-0.7%
18. Salinas CA MSA	-0.8%
19. Riverside-San Bernardino-Ontario CA MSA	-0.9%
20. Yuba City CA MSA	-1.4%
21. San Jose-Sunnyvale-Santa Clara CA MSA	-1.4%
22. Modesto CA MSA	-1.6%
23. Bakersfield CA MSA	-2.2%
24. Santa Barbara-Santa Maria CA MSA	-2.5%
25. San Luis Obispo-Paso Robles CA MSA	-5.5%



**Inventory Analysis**

San Joaquin County  
4Q2008

Properties/Units	45 / 8,471	Average units per property	188
Class A	5 / 1,275	Average year built	1983
Class B	3 / 752	Size range (units)	72 - 528
Class C	37 / 6,444	Age range	1962 - 2006

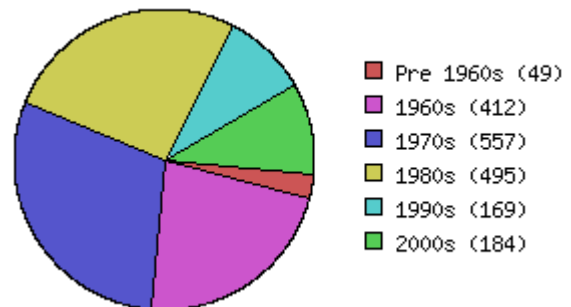
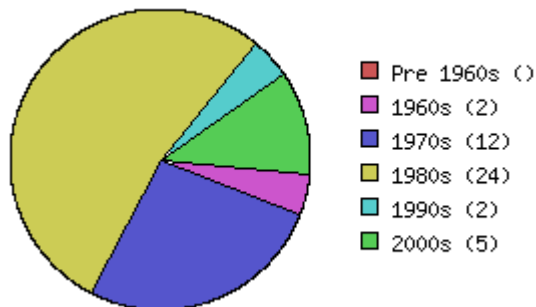
**Unit Mix** (all unit types appear in this report)

Totals	Units	% of Mix	Benchmark % of Mix	Average Sq. Ft	Benchmark Avg Sq Ft	Average Rent	Benchmark Avg. Rent	Avg. Rent Sq. Ft.	Benchmark Avg. Rent Sq. Ft.	
All	8,471	100.0%	100.0%	819	842	\$876	\$1,375	\$1.07	\$1.63	
Urban Loft										
studio	201	2.4%	5.1%	455	473	\$632	\$1,185	\$1.39	\$2.51	
jr 1bd	48	0.6%	1.8%	538	572	\$795	\$1,236	\$1.48	\$2.16	
1bd 1bth	3,086	36.4%	38.7%	635	700	\$747	\$1,237	\$1.18	\$1.77	
1bd 1.5bth	31	0.4%	0.1%	885	1,010	\$813	\$1,797	\$0.92	\$1.78	
1bd TH	61	0.7%	0.3%	600	808	\$620	\$1,600	\$1.03	\$1.98	
2bd 1bth	2,293	27.1%	17.9%	843	863	\$864	\$1,203	\$1.02	\$1.39	
2bd 1.5bth	171	2.0%	1.6%	924	933	\$851	\$1,318	\$0.92	\$1.41	
2bd 2bth	1,799	21.2%	25.6%	1,012	1,009	\$1,056	\$1,589	\$1.04	\$1.57	
2bd 2.5th										
2bd TH	408	4.8%	3.4%	1,063	1,074	\$1,066	\$1,673	\$1.00	\$1.56	
3bd 1bth	16	0.2%	0.2%	1,030	1,011	\$1,024	\$1,362	\$0.99	\$1.35	
3bd 1.5bth	40	0.5%	0.3%	1,062	1,091	\$1,005	\$1,731	\$0.95	\$1.59	
3bd 2bth	293	3.5%	3.5%	1,232	1,233	\$1,133	\$1,785	\$0.92	\$1.45	
3bd 3bth										
3bd TH	24	0.3%	0.8%	1,230	1,311	\$1,375	\$2,093	\$1.12	\$1.60	
4bd										
5bd 2bth										
5bd TH										

**Age of Existing Inventory**

Area: San Joaquin County

Benchmark: Nor Cal Region

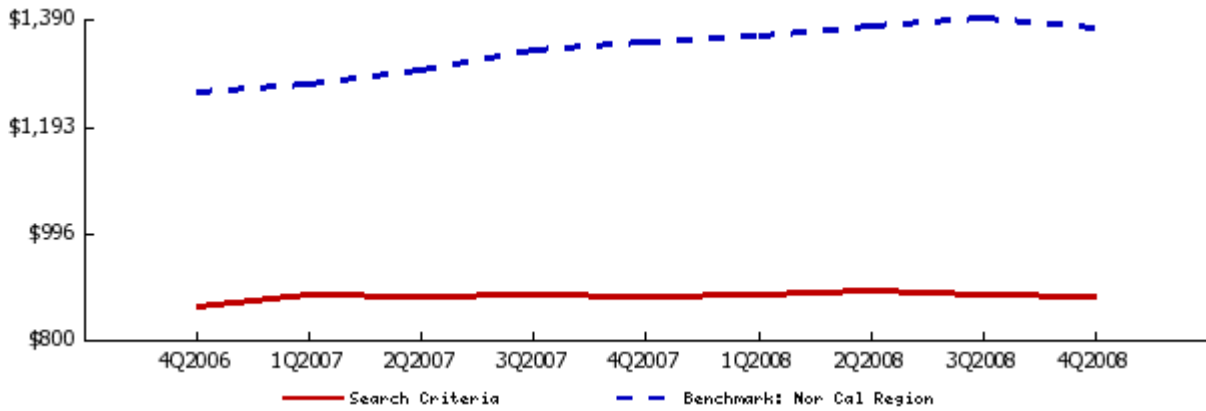


**Rental Trends for San Joaquin County**

All Classes  
Quarterly Trend

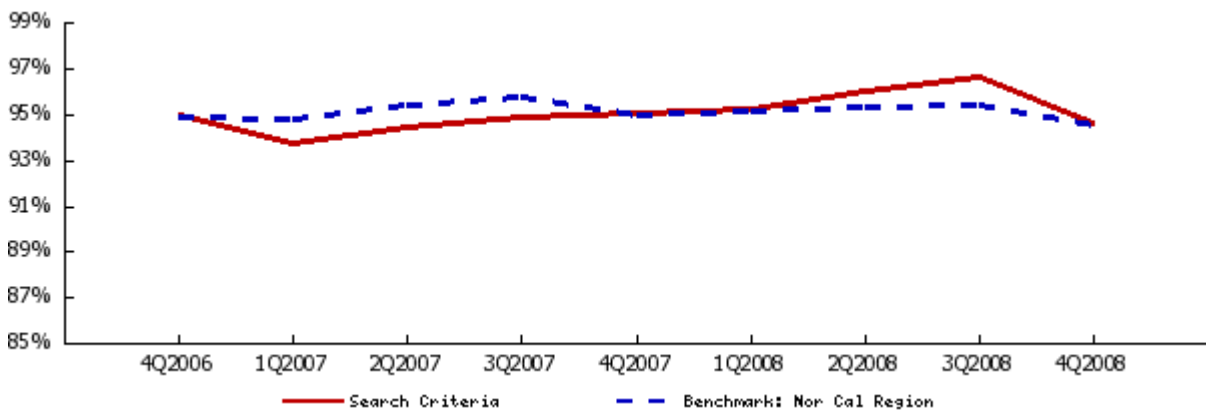
**Average Asking Rent**

	4Q2006	1Q2007	2Q2007	3Q2007	4Q2007	1Q2008	2Q2008	3Q2008	4Q2008	1 Yr. Change
<b>AVERAGE</b>	\$859	\$881	\$879	\$883	\$879	\$881	\$887	\$881	\$876	-0.4%
studio	\$631	\$627	\$628	\$630	\$630	\$631	\$633	\$633	\$632	0.3%
jr 1bd	\$765	\$765	\$765	\$765	\$765	\$765	\$785	\$795	\$795	3.9%
1bd 1bth	\$742	\$758	\$751	\$759	\$756	\$755	\$758	\$755	\$747	-1.2%
2bd 1bth	\$852	\$872	\$862	\$863	\$863	\$870	\$875	\$868	\$864	0.2%
2bd 2bth	\$1,023	\$1,061	\$1,069	\$1,076	\$1,061	\$1,072	\$1,074	\$1,061	\$1,056	-0.5%
2bd TH	\$1,036	\$1,049	\$1,077	\$1,077	\$1,047	\$1,030	\$1,065	\$1,062	\$1,066	1.8%
3bd 2bth	\$1,076	\$1,081	\$1,099	\$1,101	\$1,127	\$1,123	\$1,130	\$1,132	\$1,133	0.5%
3bd TH	\$1,361	\$1,361	\$1,361	\$1,361	\$1,361	\$1,375	\$1,375	\$1,375	\$1,375	1.0%



**Average Occupancy Rate**

	4Q2006	1Q2007	2Q2007	3Q2007	4Q2007	1Q2008	2Q2008	3Q2008	4Q2008	1 Yr. Change
<b>AVERAGE</b>	94.9%	93.7%	94.4%	94.8%	95.0%	95.2%	96.0%	96.6%	94.6%	-0.4%

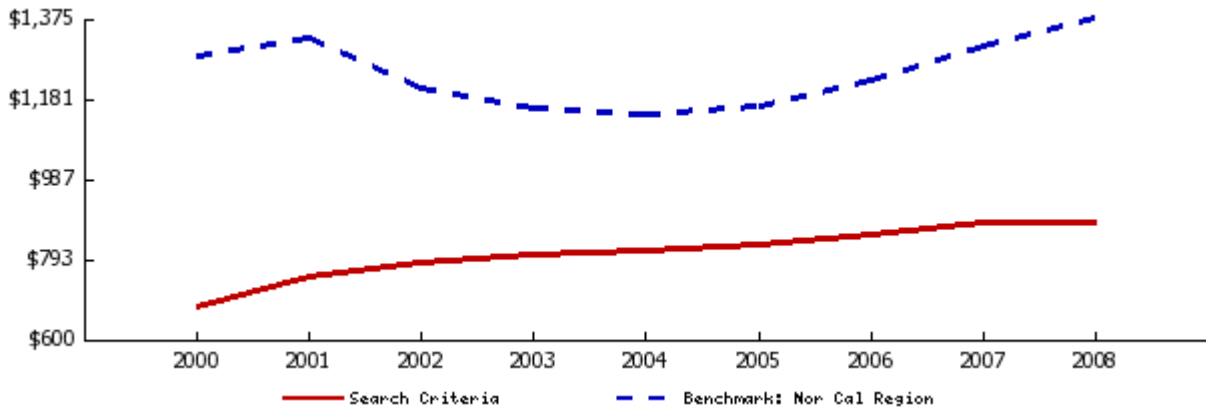


**Rental Trends for San Joaquin County**

All Classes  
Annual Trend

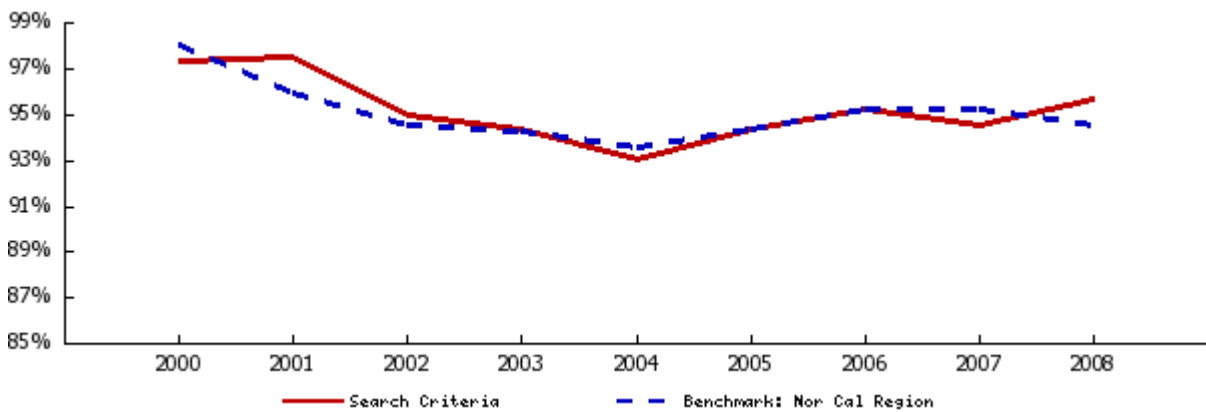
**Average Asking Rent**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	4 Yr. Change
<b>AVERAGE</b>	\$676	\$752	\$783	\$804	\$815	\$828	\$851	\$881	\$881	8.2%
studio	\$500	\$552	\$580	\$581	\$587	\$597	\$626	\$629	\$632	7.7%
jr 1bd	\$649	\$706	\$713	\$723	\$715	\$698	\$752	\$765	\$785	9.7%
1bd 1bth	\$585	\$646	\$669	\$695	\$709	\$720	\$737	\$756	\$754	6.3%
2bd 1bth	\$690	\$768	\$792	\$807	\$813	\$835	\$852	\$865	\$869	7.0%
2bd 2bth	\$764	\$859	\$913	\$923	\$945	\$963	\$1,007	\$1,067	\$1,066	12.8%
2bd TH	\$848	\$950	\$982	\$1,019	\$999	\$1,007	\$1,031	\$1,062	\$1,056	5.7%
3bd 2bth	\$782	\$900	\$971	\$996	\$1,024	\$1,023	\$1,058	\$1,101	\$1,129	10.3%
3bd TH	\$1,250			\$1,350	\$1,385	\$1,373	\$1,361	\$1,361	\$1,375	-0.7%



**Average Occupancy Rate**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	4 Yr. Change
<b>AVERAGE</b>	97.3%	97.5%	94.9%	94.3%	93.0%	94.3%	95.2%	94.5%	95.6%	2.8%



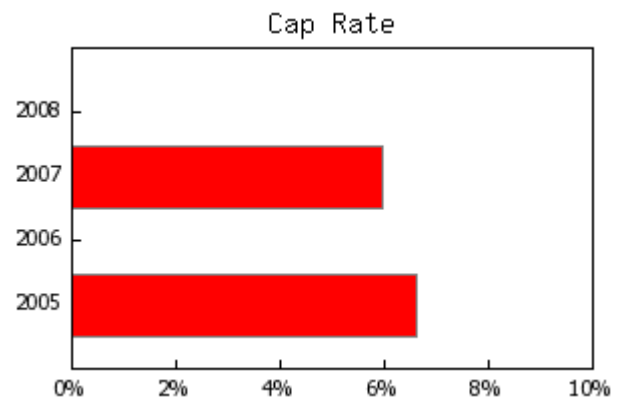
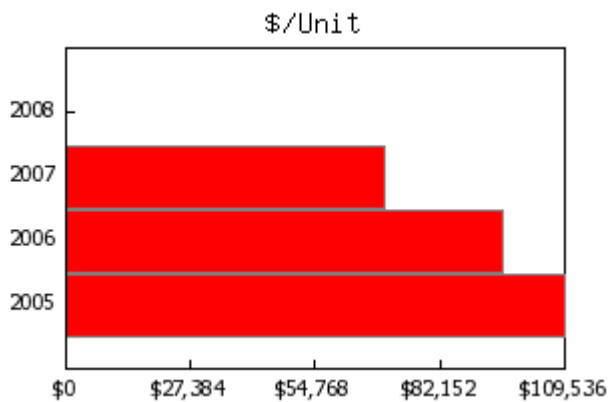
**Sales Trends for San Joaquin County**

2005-2008 , All Classes

	2008	2007	2006	2005
Total Transactions	0	2	1	2
Total Dollar Value		\$16,200,000	\$34,000,000	\$21,250,000
Total Square Feet		149,760	310,062	176,300
Total Units		231	354	194

Median Year Built		1962	1982	1980
Average Square Footage		74,880	310,062	88,150
Average Sale Price		\$8,100,000	\$34,000,000	\$10,625,000
Average Price Per Square Foot		\$108.17	\$109.66	\$120.53
Average CAP Rate		6.0%		6.6%
Average GRM				
Average Units		115.5	354.0	97.0
Average Price Per Unit		\$70,129	\$96,045	\$109,536

	2008	2007	2006	2005
Average Rent/sf (All)	\$1.10	\$1.10	\$1.05	\$1.02
Class A	\$1.36	\$1.38	\$1.18	\$1.17
Class B	\$1.16	\$1.17	\$1.11	\$1.04
Class C	\$1.04	\$1.02	\$1.01	\$0.99
Average Occupancy (All)	95%	92%	94%	94%
Class A	96%	82%	95%	93%
Class B	97%	95%	94%	94%
Class C	95%	94%	94%	94%



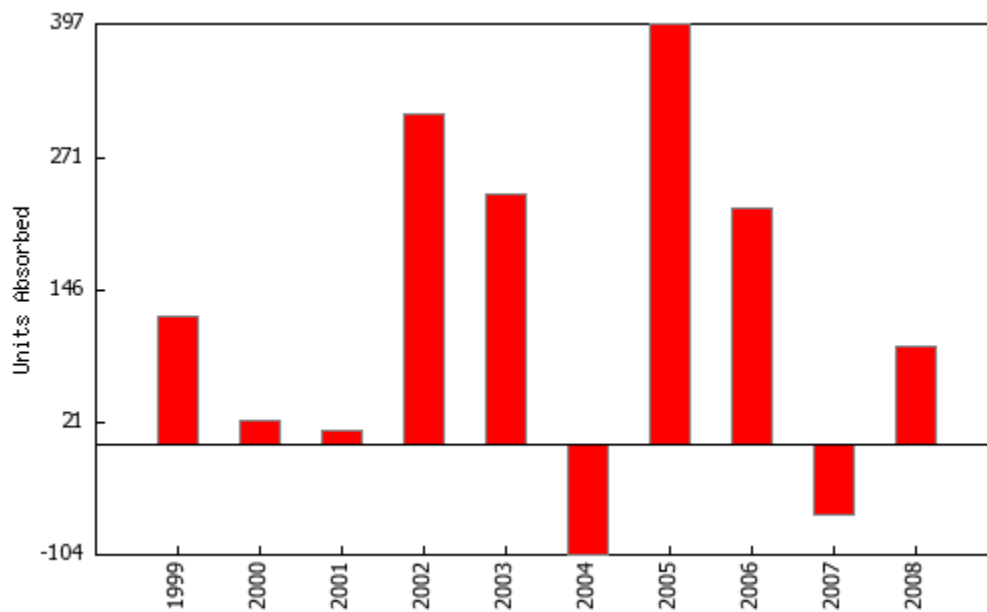
**Absorption**

San Joaquin County

4Q2008

**Units Absorbed**

	Units Built	Total Units	Occupancy Rate	Occupied Units	Units Absorbed
1998	0	7,196	95.2%	6,850	N/A
1999	0	7,196	96.9%	6,972	122
2000	0	7,196	97.2%	6,994	22
2001	0	7,196	97.4%	7,008	14
2002	518	7,714	94.9%	7,320	312
2003	308	8,022	94.2%	7,556	236
2004	0	8,022	92.9%	7,452	-104
2005	293	8,315	94.4%	7,849	397
2006	156	8,471	95.3%	8,072	223
2007	0	8,471	94.5%	8,005	-67
2008	0	8,471	95.6%	8,098	93



**Area Analysis**

San Joaquin County

4Q2008

## Cities with at least 5 communities

City	Communities	% of Total	Avg. Occupancy	Yr /Yr Change	Avg. Rent	Yr /Yr Change
Stockton	32	80.0%	94.4%	-0.6%	\$817	-1.6%
Manteca	8	20.0%	95.7%	-0.3%	\$976	2.8%