

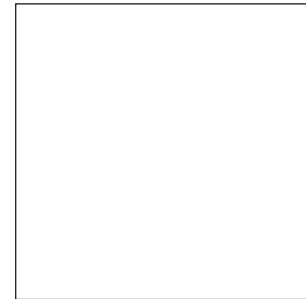


INSTITUTE OF REAL ESTATE MANAGEMENT

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INSTITUTE OF REAL ESTATE MANAGEMENT

Income/Expense Analysis® Reports

“Everybody is stressed and feels they have to do more in less time. What’s important about benchmarking is vettable data that’s been scrubbed, relied upon, and contributed by property managers who want to contribute good data to make good decisions.

That’s the biggest mistake people make—they don’t benchmark. It’s a big mistake, and it crosses all sectors of the industry.”

~CRAIG CARDWELL, CPM® | MEMPHIS, TN
PRINCIPAL, ISLAND INVESTMENT INTERESTS

FEATURING PROPERTY DATA FOR:

- CONVENTIONAL APARTMENTS
- OFFICE BUILDINGS
- FEDERALLY ASSISTED APARTMENTS
- SHOPPING CENTERS
- CONDOMINIUMS, CO-OPS, & PUDs



Incredibly **accurate data** to benchmark and budget for your properties



REAL DATA SUBMITTED BY REAL ESTATE MANAGERS

In a fact-based world, you need clean, accurate, pinpoint data to support your decisions and investment choices. Income/Expense Analysis® Reports are comprehensive, detailed studies featuring income and expense data from thousands of properties in major metropolitan properties and regions across the U.S.

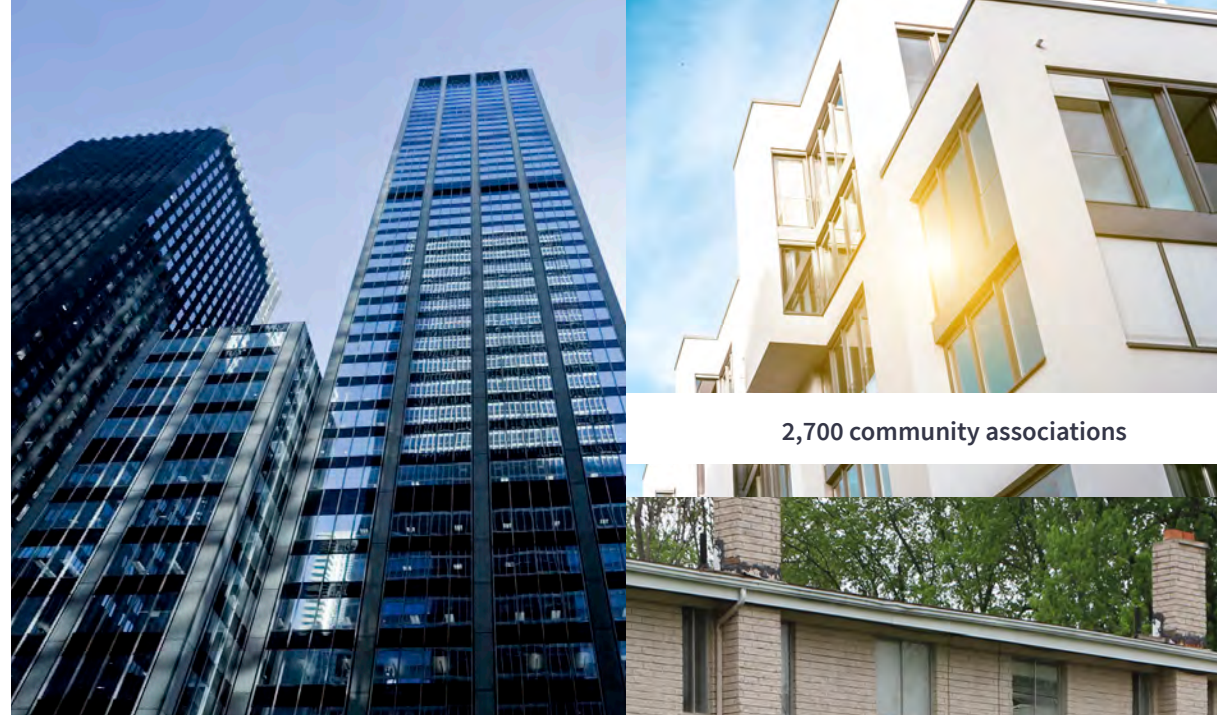
THESE REPORTS ARE ESSENTIAL FOR:

- Benchmarking your property against similar properties locally, regionally, or nationally
- Understanding current market conditions
- Forecasting your property's performance for the coming years
- Using detailed local comps for accurate appraisals
- Comparing accurate data for 2019 budgeting
- Understanding real estate trends for commercial or residential properties
- Justifying key management decisions to employers or clients
- Projecting potential revenue for planned developments

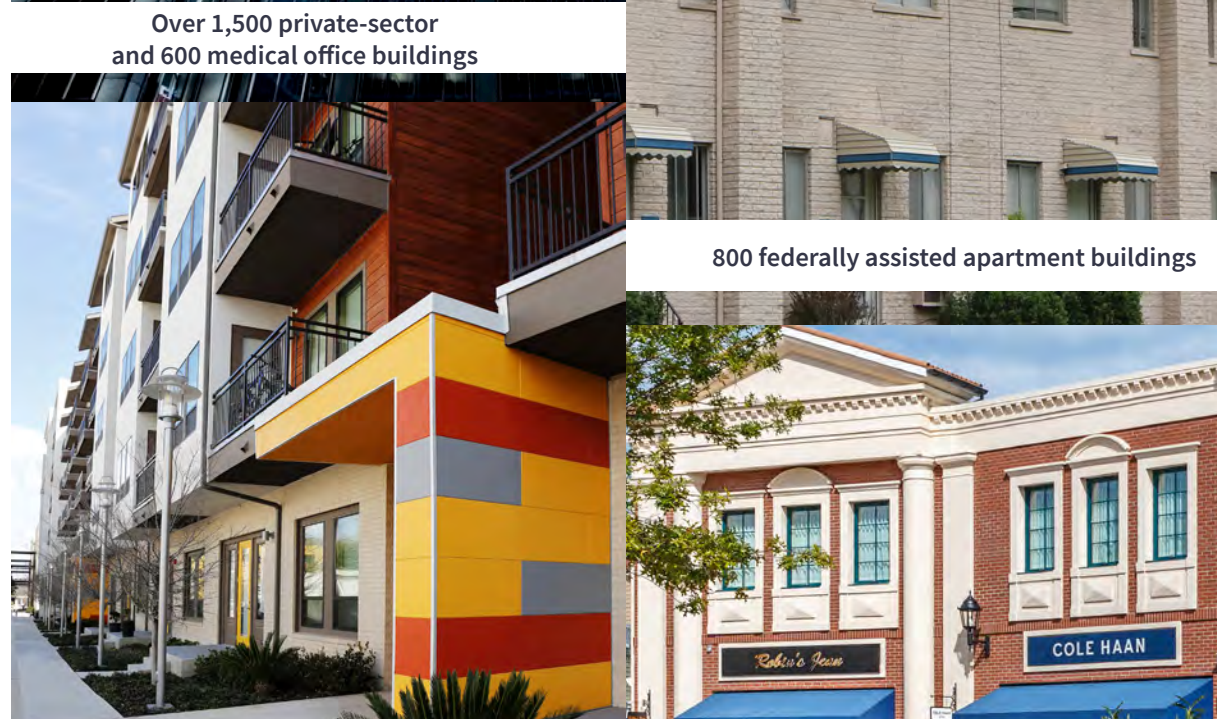
YOU'LL HAVE ACCESS TO INFORMATION LIKE...

- Revenue, expense and vacancy trends
- Leasing fees
- Insurance costs
- Energy consumption analysis
- Turnover trends
- Operating breakdowns and ratios
- Tax and payroll expenses
- Utility and maintenance costs

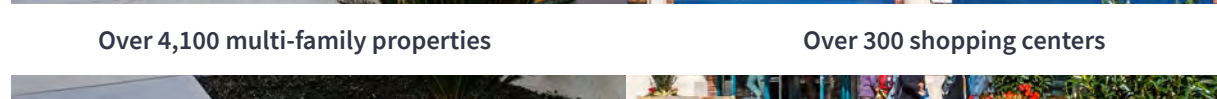
...and dozens more categories



2,700 community associations



Over 1,500 private-sector and 600 medical office buildings



800 federally assisted apartment buildings

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