

SELECTED METROPOLITAN AREAS - U.S.A.

MEDIAN INCOME AND OPERATING COSTS

BY BUILDING TYPE

SALEM, OR
LOW RISE OVER 24 UNITSSALEM, OR
GARDEN TYPE BUILDINGSSALT LAKE CITY, UT
ELEVATOR BUILDINGSSALT LAKE CITY, UT
LOW RISE OVER 24 UNITS

5 BLGs.

199 APTS.

113,338 SQ. FT.

9 BLGs.

1,306 APTS.

1,130,318 SQ. FT.

4 BLGs.

655 APTS.

649,147 SQ. FT.

7 BLGs.

1,206 APTS.

796,878 SQ. FT.

	BLDGS.	%GPI	\$/SQFT	\$/UNIT	BLDGS.	%GPI	\$/SQFT	\$/UNIT	BLDGS.	%GPI	\$/SQFT	\$/UNIT	BLDGS.	%GPI	\$/SQFT	\$/UNIT
	MED	MED	MED		MED	MED	MED		MED	MED	MED		MED	MED	MED	
INCOME																
RENTS-APARTMENTS	(5)	96.3 %	7.99	5610	(9)	94.2 %	7.88	6532	(4)	97.0 %	10.48	11536	(7)	95.3 %	7.72	6785
RENTS-GARAGE/PARKING	()				(2)	1.6	.12	105	(3)	2.1	.19	214	(4)	.3	.02	23
RENTS-STORES/OFFICES	()				()				(1)	9.4	1.15	1504	()			
GROSS POSSIBLE RENTS	(5)	96.3 %	7.99	5610	(9)	94.7 %	7.88	6637	(4)	97.3 %	11.93	11615	(7)	95.5 %	7.72	6785
VACANCIES/RENT LOSS	(5)	11.7	1.05	631	(9)	7.5	.59	471	(4)	5.2	.51	376	(7)	7.0	.71	592
TOTAL RENTS COLLECTED	(5)	83.9	7.36	4974	(9)	86.7	7.23	6218	(4)	95.0	11.14	10848	(7)	88.3	7.01	5956
OTHER INCOME	(5)	3.7	.31	183	(9)	5.4	.46	364	(4)	3.0	.29	306	(7)	4.5	.45	295
GROSS POSSIBLE INCOME	(5)	100.0 %	8.29	5696	(9)	100.0 %	8.40	6806	(4)	100.0 %	11.97	11655	(7)	100.0 %	7.98	7560
TOTAL COLLECTIONS	(5)	88.3	7.48	5233	(9)	92.5	7.75	6375	(4)	97.7	11.18	10887	(7)	93.0	7.51	6731
EXPENSES																
MANAGEMENT FEE	(5)	4.1	.35	251	(8)	3.7	.37	319	(4)	3.8	.45	436	(7)	3.2	.33	182
OTHER ADMINISTRATIVE.**	(4)	5.4	.61	267	(8)	8.5	.69	537	(4)	6.0	.67	872	(7)	8.4	.81	706
SUBTOTAL ADMINIST.	(5)	7.9 %	.74	481	(8)	12.9 %	1.08	877	(4)	10.0 %	1.13	1476	(7)	11.0 %	1.13	933
SUPPLIES	(5)	2.4	.24	162	(5)	3.8	.21	165	(4)	.6	.08	80	(7)	.2	.02	14
HEATING FUEL-CA ONLY*	(5)	.0	.00	0	(8)	.5	.04	31	(2)	1.6	.20	190	(5)	.4	.03	27
CA & APTS.*	()				()				(2)	3.5	.43	561	(2)	.6	.05	46
ELECTRICITY--CA ONLY*	(5)	1.0	.08	55	(8)	.7	.07	60	(2)	1.6	.19	182	(5)	1.0	.10	95
CA & APTS.*	()				(1)	2.4	.10	67	(2)	5.2	.64	836	(2)	1.7	.14	124
WATER/SEWER--CA ONLY*	()				(4)	5.0	.51	435	(1)	2.0	.19	143	(1)	2.5	.00	162
CA & APTS.*	(5)	4.4	.40	238	(5)	4.1	.23	187	(3)	1.5	.14	156	(6)	2.5	.23	189
GAS-----CA ONLY*	(1)	.1	.01	6	(3)	.2	.02	15	()				(3)	.1	.01	9
CA & APTS.*	()				()				()				(2)	.2	.02	15
BUILDING SERVICES	(5)	1.5	.16	95	(7)	1.7	.15	120	(3)	.7	.09	86	(5)	.9	.11	66
OTHER OPERATING	(1)	1.9	.20	103	(3)	1.3	.11	97	(3)	2.1	.25	271	(4)	.1	.01	6
SUBTOTAL OPERATING	(5)	9.3 %	1.00	580	(9)	8.3 %	.71	564	(4)	12.9 %	1.25	928	(7)	6.5 %	.47	486
SECURITY**	()				(6)	.1	.02	14	(3)	.7	.06	74	(4)	.8	.01	51
GROUND MAINTENANCE**	(5)	3.3	.35	180	(9)	1.7	.18	151	(3)	1.0	.13	166	(7)	2.0	.21	185
MAINTENANCE-REPAIRS	(5)	8.0	.97	397	(9)	5.9	.47	308	(4)	9.1	1.09	1065	(7)	2.3	.24	175
PAINTING/DECORATING**	(5)	2.2	.26	146	(7)	2.5	.23	175	(4)	.7	.06	74	(6)	4.6	.43	364
SUBTOTAL MAINTENANCE	(5)	16.6 %	1.48	942	(9)	7.9 %	.62	496	(4)	11.6 %	1.39	1352	(7)	8.3 %	.78	769
REAL ESTATE TAXES	(5)	8.1	1.12	500	(9)	8.9	.81	661	(4)	5.1	.60	626	(7)	4.0	.31	285
OTHER TAX/FEE/PERMIT	()				(4)	.2	.01	11	(4)	.1	.01	14	(5)	.1	.01	4
INSURANCE	(5)	2.1	.18	120	(9)	1.8	.16	118	(4)	.2	.02	26	(7)	2.6	.20	182
SUBTOTAL TAX-INSURANCE	(5)	9.4 %	1.48	626	(9)	10.9 %	.97	827	(4)	5.4 %	.63	654	(7)	7.0 %	.51	472
RECREATNL/AMENITIES**	()				(5)	.2	.01	10	(2)	.5	.06	62	(5)	.4	.05	37
OTHER PAYROLL	()				(3)	2.5	.23	185	(4)	4.8	.58	760	(6)	8.9	.72	667
TOTAL ALL EXPENSES	(5)	45.6 %	4.02	3044	(9)	41.0 %	3.23	2841	(4)	42.6 %	5.10	4969	(7)	39.2 %	3.66	3314
NET OPERATING INCOME	(5)	46.9 %	3.79	2590	(9)	51.9 %	4.57	3534	(4)	59.7 %	6.02	6764	(7)	53.8 %	3.68	3129
PAYROLL RECAP**	(5)	5.0	.43	267	(9)	10.6	.94	836	(3)	10.1	1.03	1191	(5)	12.3	1.25	1035

FOOTNOTE: For a description of Utility Expense (*) and Payroll Cost (**) reporting and an explanation of the report layouts and method of data analysis, refer to the sections entitled *Guidelines for the Use of this Data and Interpretation of a Page of Data*. For definitions of the income and expense categories, refer to the Appendix. Copyright © 2006, Institute of Real Estate Management.