

NAA's Income & Expenses Survey: An Essential Budgeting Tool

By Jeff Lowry, Madera Residential

2018 National Apartment Association Chairman of the Board



The NAA Income and Expenses Survey is the most comprehensive look at apartment housing operations data available. With detailed local market and national economic analysis, it gives apartment operators the financial tools they need to measure their performance against their peers. The report includes data for market-rate and

subsidized properties. The Executive Summary is available at www.naahq.org/news-publications/units/september-2018/article/survey-operating-income-expenses-rental-apartment

The full survey, as well as single market reports, are available for purchase at www.naahq.org/18ies. Please contact Paul Yoon at pyoon@naahq.org with any questions.

Explore All of NAA's Research Products

NAA Research provides in-depth analysis on rental housing industry issues that affect you. It covers a wide range of issues such as labor force trends, market trends, financing and larger economic issues.

Visit www.naahq.org/publications/research to review a variety of offerings, including the newly released "Transformation of Parking" and the "Apartment Jobs Snapshot."

Stay in the Know: Sign Up for NAA Newsletters

From operations insights to leading-edge marketing strategies NAA's suite of weekly and monthly e-newsletters are designed to leave readers with the business intelligence needed to be more efficient, effective and profitable in their rental housing operations. To start receiving your free e-newsletters, email newsletters@naahq.org and request receipt of any or all of the following:

- Industry Insider
- Apartment Technology
- Apartment Advocate
- CampusConnex
- Marketing Buzz
- Operations Insights

Legal Services for NAA Members

NAA's Legal Assistance Program helps protect the multifamily housing industry by addressing critical industry issues in courtrooms across the nation.

NAA affiliates and member companies can make use of our Amicus (friend-of-the-court) Brief Program where NAA's expert attorneys submit

legal briefs that supplement and strengthen the arguments your legal counsel makes to the court.

By ensuring the industry's collective voice is heard, amicus briefs positively influence federal and state appellate court opinions on issues important to the apartment industry. Recently, NAA has filed amicus briefs on a number of legal issues that confront our members daily including land use, fair housing, sub-metering, rent control and illegal immigration amongst others.

Because negative legal precedent can spread from court to court, across state lines, and around the nation, amicus briefs are valuable both in individual cases as well as to the entire industry. Therefore, NAA strongly encourages member companies and state and local affiliates to request appellate assistance. Amicus assistance may be requested for ongoing cases by using our legal action process.

For information on NAA's legal program, please visit <https://www.naahq.org/member-services/benefits/legal-services/legal-assistance-program> or contact Scot Haislip at shaislip@naahq.org or Lauren Shelton at lshelton@naahq.org.

The Most Widely Used Lease Product in the Apartment Industry, Exclusive to NAA Members

It can be a constant challenge to create and manage compliant, up-to-date leasing documents. NAA Click & Lease offers current and customizable forms to simplify the process and reduce risk. No wonder it's the most widely used standardized lease program in the apartment housing industry.

Join the Click & Lease network and enjoy the many benefits that membership brings by visiting www.naahq.org/member-services/naa-click-lease.

Get Your Career On Track With Professional Credentials

NAA is the leading provider of education for rental housing industry professionals seeking to advance their careers. Earning one gives you valuable insights and real-world skills you can use on the job.

Earning a credential demonstrates your commitment to your career and gives you valuable insights and real-world skills you can use on the job. Credentials also validate your knowledge and skills, enhance your credibility, boost your confidence and earn you respect among clients and peers.

Browse the suite of credentials available—from the Certified Apartment Manager (CAM) to the Certified Apartment Portfolio Supervisor (CAPS)—at www.naahq.org/education-careers/naaei-credentials to find the one you want to earn.