

**AUSTIN, TX  
INVESTOR/ANALYST TOUR**

**September 24-25, 2008**

Camden Property Trust  
Three Greenway Plaza, Suite 1300  
Houston, TX 77046  
(713) 354-2500  
[www.camdenliving.com](http://www.camdenliving.com)  
NYSE: CPT

# **CAMDEN PROPERTY TRUST INVESTOR/ANALYST TOUR**

September 24 & 25, 2008 – Austin, TX

## **TABLE OF CONTENTS**

1. Event Agenda
2. Camden Property Trust – Company Presentation
3. Witten Advisors – U.S. Apartment Markets Outlook
4. Apartment Realty Advisors
  - Multifamily Sales Overview
  - Austin Market Update
5. Camden Property Trust – Austin, TX Portfolio Overview
6. Camden Property Trust – Property Tour Route

***Camden Property Trust  
Investor/Analyst Tour  
September 24, 2008 – Austin, TX***

---

- 2:00 p.m. Welcome & Opening Remarks
- Kim Callahan, VP – Investor Relations
- 2:15 p.m. Company Presentation
- Ric Campo, Chairman & CEO
  - Keith Oden, President
  - Dennis Steen, CFO
- 3:45 p.m. Break
- 4:00 p.m. U.S Apartment Markets Outlook
- Ron Witten – Witten Advisors
- 5:00 p.m. Presentations Conclude
- 6:00 p.m. Cocktails & Dinner  
III Forks Restaurant  
111 Lavaca Street  
Austin, TX 78701

***Camden Property Trust  
Investor/Analyst Tour  
September 25, 2008 – Austin, TX***

---

|            |  |
|------------|--|
| 7:30 a.m.  | Breakfast Buffet   |
| 8:00 a.m.  | Multifamily Sales Overview <ul style="list-style-type: none"><li>• David Oelfke – Apartment Realty Advisors</li></ul> Austin Market Update <ul style="list-style-type: none"><li>• Pat Jones – Apartment Realty Advisors</li></ul> |
| 8:45 a.m.  | Austin, TX Portfolio Overview <ul style="list-style-type: none"><li>• Keith Oden – Camden Property Trust</li></ul>   |
| 9:00 a.m.  | Breakfast Presentation Concludes   |
| 9:15 a.m.  | Depart Four Seasons Hotel for Property Tour  |
| 9:30 a.m.  | Arrive and tour Camden South Congress  |
| 10:15 a.m. | Depart Camden South Congress   |
| 10:30 a.m. | Arrive and tour Camden Gaines Ranch  |
| 11:15 a.m. | Depart Camden Gaines Ranch   |
| 11:30 a.m. | Arrive and tour Camden Stoneleigh<br><i>(box lunches provided)</i>   |
| 12:45 p.m. | Depart Camden Stoneleigh   |
| 1:00 p.m.  | Arrive and tour Camden Cedar Hills   |
| 1:45 p.m.  | Depart Camden Cedar Hills for Airport  |
| 2:30 p.m.  | Drop-off at Austin-Bergstrom Airport   |
| 3:00 p.m.  | Bus returns to Four Seasons Hotel  |

CAMDEN<sup>SM</sup>



Living Excellence

**Camden Property Trust**  
**2008 Investor / Analyst Tour**  
*Austin, TX*  
September 24-25, 2008



# Forward-Looking Statements

---

In addition to historical information, this presentation contains forward-looking statements under the federal securities law. These statements are based on current expectations, estimates and projections about the industry and markets in which Camden operates, management's beliefs, and assumptions made by management. Forward-looking statements are not guarantees of future performance and involve certain risks and uncertainties which are difficult to predict.

**Flashback to  
This Time Last Year –  
(September 2007 Presentation)**

## **“State of the Market” – September 2007**

---

- Sound real estate fundamentals overshadowed by negative investor sentiment
  - Current operating conditions are not as strong as they were in 2006, but they are still healthy compared to long-term historical metrics
  - “Moderating growth” and “deceleration” themes along with higher borrowing costs have heightened expectations for rising cap rates, reduced capital availability and lower transaction volumes going forward
  - Overall multifamily supply/demand equation remains balanced



## **“State of the Market” – September 2008**

---

- Real estate fundamentals intact in many U.S. markets; continued negative investor sentiment; heightened levels of risk and uncertainty in capital markets and economy
  - Operating conditions in several markets are “challenged” due to recent job losses and oversupply of single family homes and condos
  - Long-term multifamily supply/demand equation is still favorable
  - Expectations remain for a rising cap rate environment, reduced capital availability and lower transaction volumes

# Why Multifamily?

# Housing Supply Manageable

---

- Multifamily supply at reasonable levels, despite increased inventory of single family homes and condos available for rent or purchase
- Fewer multifamily starts in 2008/2009 due to tighter lending standards and limited capital availability for private developers
- Much of excess single-family home inventory doesn't really compete with apartment homes
  - Many vacant homes located in remote areas, far from employment corridors
  - Long commute times and high gas prices make these homes less attractive to many consumers
  - Well-located, less expensive apartment homes are more desirable for today's renters
  - Renting is a more affordable option in most of Camden's markets

# Demand for Apartments Strong

---

- Natural demand for housing will absorb excess supply in most markets by 2009/2010
  - Demand driven by “Echo Boom” and immigrant household formations with high propensity to rent
  - Estimated annual demand of 1.7M to 1.9M housing units
  - Potential shortage of multifamily units by 2010/2011
- Homeownership rate declining from peak of 69% to under 67%
  - Homeownership rate expected to return to long-term average of 64% to 65%
  - Many former homeowners are now returning as renters
  - Each 100 basis point drop in the U.S. homeownership rate creates one million new rental households
- Move-out rates from apartment residents purchasing or renting homes have declined dramatically
  - Growing negative consumer sentiment towards home ownership
  - Single-family renter evictions after investor foreclosure increasing

# Why Camden?

---

- Strong management team with proven track record
- Attractive stock price/valuation
- Well-capitalized company with strong balance sheet
- High-quality portfolio with average age of 9 years – youngest in sector
- Dividend yield over 5%

# Camden's Strategy

---

- Operate a portfolio of high-quality apartment homes located in high-growth markets across the U.S.
- Focus on geographic diversification and market balance, limiting NOI exposure in each market to reduce volatility
- Continually improve quality of portfolio through capital recycling, prudent development and re-development
- Capitalize on opportunities to expand operating platform through joint ventures and new Multifamily Value Add Fund
- Maintain strong balance sheet
- Improve operating margins through technology and platform efficiency

# **Consistent Long-Term Focus**

# Commitment to High-Growth Markets

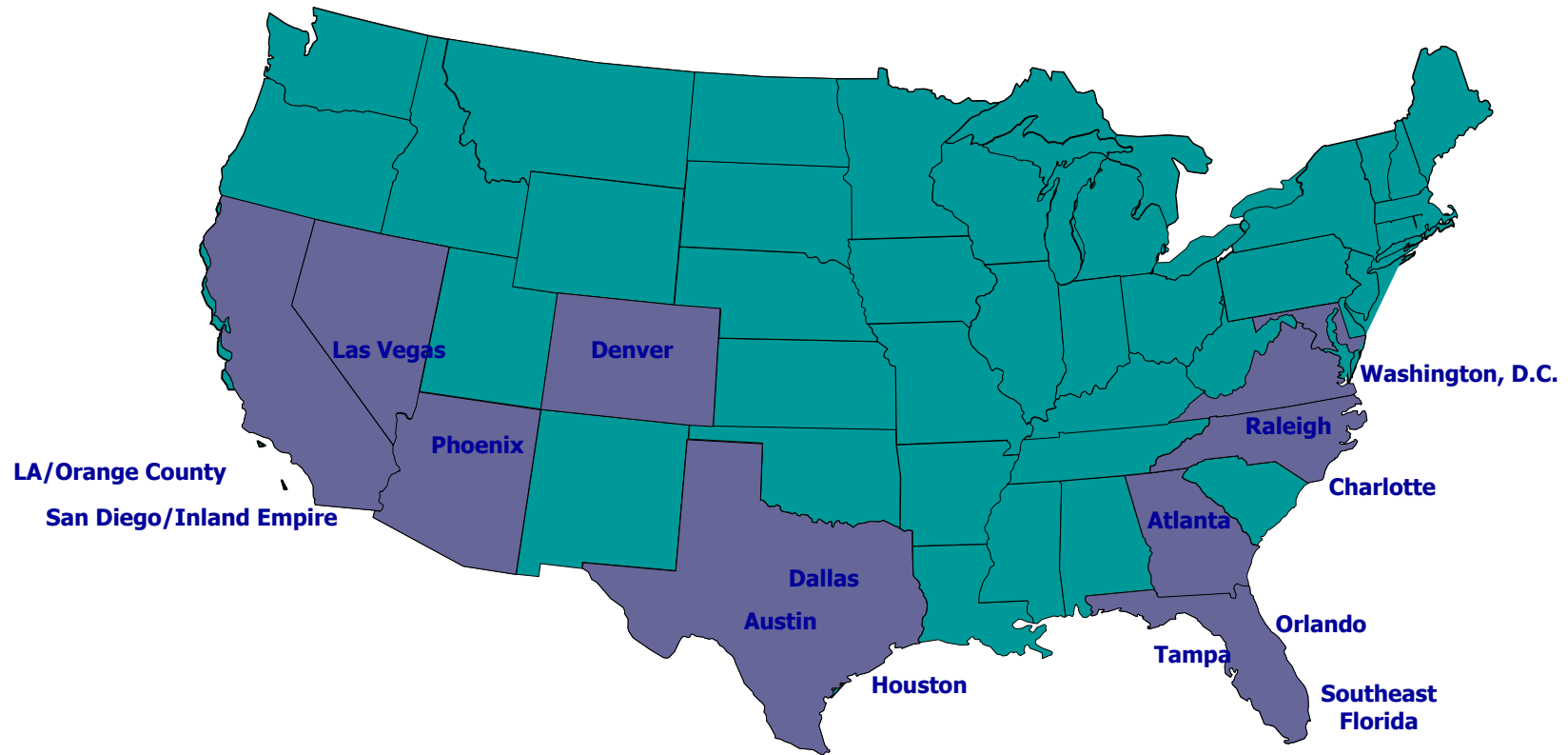
---

- Long-term success operating in these markets
- Camden consistently outperforms the competition in these markets
- When the economy begins to recover, these markets will be the first to benefit



# Geographic Diversity & Market Balance

---



**Camden's Portfolio is located in  
15 major markets across the U.S.**

# Focus on Growth Areas

*Top 25 Metro Areas For Estimated Gains: 2007 - 2012*

## Employment Growth

| Rank | Metro area*                    | Gain  |
|------|--------------------------------|-------|
| 1    | Houston-Baytown, TX            | 325.8 |
| 2    | Dallas-Plano, TX               | 249.1 |
| 3    | Atlanta-Sandy Springs, GA      | 242.4 |
| 4    | Chicago-Naperville, IL         | 152.2 |
| 5    | New York-Wayne, NY-NJ          | 152.0 |
| 6    | Washington-Arlington, DC-VA-MD | 146.4 |
| 7    | Seattle-Bellevue, WA           | 142.8 |
| 8    | Phoenix-Mesa-Scottsdale, AZ    | 129.5 |
| 9    | Minneapolis-St. Paul, MN-WI    | 122.9 |
| 10   | Fort Worth-Arlington, TX       | 111.3 |
| 11   | Austin-Round Rock, TX          | 110.5 |
| 12   | San Antonio, TX                | 106.6 |
| 13   | Denver-Aurora, CO              | 92.4  |
| 14   | Los Angeles-Long Beach, CA     | 91.1  |
| 15   | Charlotte-Gastonia, NC         | 87.0  |
| 16   | Las Vegas-Paradise, NV         | 77.1  |
| 17   | Baltimore-Towson, MD           | 73.9  |
| 18   | Indianapolis, IN               | 70.9  |
| 19   | Raleigh-Cary, NC               | 66.3  |
| 20   | Orlando, FL                    | 66.2  |
| 21   | Riverside-San Bernardino, CA   | 62.9  |
| 22   | Portland-Vancouver, OR-WA      | 56.3  |
| 23   | San Diego-Carlsbad, CA         | 54.9  |
| 24   | Birmingham-Hoover, AL          | 52.7  |
| 25   | Sacramento-Arden, CA           | 52.6  |

## Population Growth

| Rank | Metro area*                    | Gain  |
|------|--------------------------------|-------|
| 1    | Houston-Baytown, TX            | 597.3 |
| 2    | Atlanta-Sandy Springs, GA      | 571.6 |
| 3    | Phoenix-Mesa-Scottsdale, AZ    | 479.0 |
| 4    | Riverside-San Bernardino, CA   | 446.4 |
| 5    | Dallas-Plano, TX               | 434.9 |
| 6    | Los Angeles-Long Beach, CA     | 422.0 |
| 7    | Washington-Arlington, DC-VA-MD | 260.4 |
| 8    | Las Vegas-Paradise, NV         | 251.0 |
| 9    | Chicago-Naperville, IL         | 247.5 |
| 10   | Austin-Round Rock, TX          | 238.4 |
| 11   | Forth Worth-Arlington, TX      | 220.7 |
| 12   | San Antonio, TX                | 213.5 |
| 13   | Charlotte-Gastonia, NC-SC      | 206.4 |
| 14   | Raleigh-Cary, NC               | 202.5 |
| 15   | Orlando, FL                    | 191.6 |
| 16   | Denver-Aurora, CO              | 186.5 |
| 17   | Portland-Vancouver, OR         | 184.7 |
| 18   | Sacramento-Arden, CA           | 179.4 |
| 19   | Seattle-Bellevue, WA           | 169.9 |
| 20   | Minneapolis-St. Paul, MN-WI    | 168.6 |
| 21   | Santa Ana-Anaheim, CA          | 158.2 |
| 22   | San Diego-Carlsbad, CA         | 137.8 |
| 23   | New York-Wayne, NY-NJ          | 137.7 |
| 24   | Tampa-St. Petersburg, FL       | 132.8 |
| 25   | Nashville-Davidson, TN         | 129.5 |

***90% of Camden's NOI is derived from these markets***

14

## 2008 Job Losses Minimal Across Camden Markets

| Total Employment (in thousands)    | <i><u>Actual<br/>2007</u></i> | <i><u>Forecasted<br/>2008</u></i> | <i><u>Expected<br/>Job Growth</u></i> | <i><u>% Change</u></i> |
|------------------------------------|-------------------------------|-----------------------------------|---------------------------------------|------------------------|
| <b>United States</b>               | <b>138,000</b>                | <b>137,000</b>                    | <b>-1,000</b>                         | <b>-0.7%</b>           |
| <b><u>Camden's Markets</u></b>     |                               |                                   |                                       |                        |
| Austin, TX                         | 757                           | 784                               | 27                                    | 3.6%                   |
| Houston, TX                        | 2,549                         | 2,636                             | 87                                    | 3.4%                   |
| Dallas, TX                         | 2,074                         | 2,132                             | 58                                    | 2.8%                   |
| Raleigh, NC                        | 516                           | 530                               | 14                                    | 2.7%                   |
| Charlotte, NC                      | 858                           | 872                               | 14                                    | 1.6%                   |
| Denver, CO                         | 1,241                         | 1,254                             | 13                                    | 1.0%                   |
| Washington, D.C. <sup>(1)</sup>    | 3,001                         | 3,026                             | 25                                    | 0.8%                   |
| Atlanta, GA                        | 2,458                         | 2,471                             | 13                                    | 0.5%                   |
| Orlando, FL                        | 1,099                         | 1,093                             | -6                                    | -0.5%                  |
| Las Vegas, NV                      | 927                           | 917                               | -10                                   | -1.1%                  |
| Southern California <sup>(2)</sup> | 8,209                         | 8,116                             | -93                                   | -1.1%                  |
| Phoenix, AZ                        | 1,909                         | 1,874                             | -35                                   | -1.8%                  |
| Southeast FL                       | 2,435                         | 2,374                             | -61                                   | -2.5%                  |
| Tampa, FL                          | <u>1,301</u>                  | <u>1,262</u>                      | <u>-39</u>                            | <u>-3.0%</u>           |
| <b>Total</b>                       | <b>29,334</b>                 | <b>29,341</b>                     | <b>7</b>                              | <b>0.0%</b>            |

Source: Economy.com - September 2008

(1) Washington, D.C. includes the District of Columbia, Maryland and Virginia

(2) Southern California includes Los Angeles, Orange County, San Diego and the Inland Empire

# **“Challenged” vs. “Non-Challenged” Markets**

# “Challenged Markets”

---

- Which of Camden’s markets are currently “challenged”?
  - Phoenix, Las Vegas, Florida & Northern Virginia
- Why are these markets “challenged”?
  - Job losses due to unwinding of single-family construction activities
  - Excess supply of single-family homes and condos
- How and when do these markets improve?
  - Recovery in the job markets is the biggest catalyst
  - When the economic recovery begins, these markets will benefit first
  - Long-term growth rates (jobs, population, household growth) in Camden’s portfolio exceed the U.S. average growth rates

# “Non-Challenged Markets”

---

- Which of Camden’s markets have not been materially impacted?
  - Texas (Houston, Dallas, Austin)
  - North Carolina (Charlotte & Raleigh)
  - Denver
  - Atlanta
  - District of Columbia & Maryland
  - Southern California
  - Other (Corpus Christi & Philadelphia)

# Bifurcation of Markets

---

2Q08 YTD Same-Property Performance

|                          | <b><u>Revenue Growth</u></b> | <b><u>NOI Growth</u></b> | <b><u>% of Total NOI</u></b> |
|--------------------------|------------------------------|--------------------------|------------------------------|
| "Challenged" Markets     | (1.3)%                       | (2.8)%                   | 45%                          |
| "Non-Challenged" Markets | <u>3.9%</u>                  | <u>4.4%</u>              | <u>55%</u>                   |
| All Camden Markets       | 1.5%                         | 1.0%                     | 100%                         |

# Prospects for Houston Market

## *- Post Hurricane Ike*

---

- Camden's Portfolio
  - Minimal damage to Houston communities – power and water restored at all communities
  - Insurance deductible of \$1.3M for hurricane-related damage (roof repairs, landscaping replacement, etc.)
  - \$0.02 per share charge will be recognized in 3Q08
- Implications for Houston apartment market
  - Significant demand for rental housing from Houston area residents displaced by storm and out-of-town contractors arriving to assist with rebuilding efforts
  - Market occupancy rates rising quickly as most available units are leased



# **Focus on Technology For Improved Operating Margins**

## **Camden Continues to Embrace New Technology**

---

- Focus on ways to enhance revenues, improve customer service, and increase efficiency and productivity
- Revenue Initiatives
  - “Perfect Connection”
  - Valet Waste
  - Improved collections processing
- Expense Control & Operating Efficiencies
  - Technology initiatives
  - Purchasing initiatives

# New Initiatives

---

- Camden Call Center
  - Overflow leasing calls routed to central location
  - Fewer missed calls and improved communication
  - Better staffing efficiency in leasing offices
- Website Enhancements
  - State-of-the-art technology
  - Robust apartment search capabilities
  - Increased recognition by internet search vehicles
  - Improved navigation throughout site

# Ancillary Income Update

---

- *"Perfect Connection"* – Cable TV program
  - 141 communities with over 48,000 apartment homes
  - 2Q08 net income/profit ~ \$1.6M
  - \$9M to \$10M in annual net profits expected by 2009
- *"Valet Waste"* – Door to door trash pickup program
  - 95 communities with over 35,000 apartment homes
  - 2Q08 net income/profit ~ \$740K
  - \$4M to \$5M in annual net profits expected by 2009

# Culture Matters!

# Workplace Excellence - #50

---



**FORTUNE**  
**100 BEST**  
**COMPANIES**  
**TO WORK FOR** 2008

# Video Clips

# **Development & Re-Development Pipelines**



# Current Development Pipeline

---

- Wholly-Owned Projects
  - 8 communities – 2,393 apartment homes
  - Total budget – \$437M
  - Percent complete – 93%
  - Expected stabilized yields ~ 7%
  - Leasing velocity at or above expectations
  - \$20M cost savings vs. budget on 5 completed communities
  - 2008 estimated earnings dilution – \$9M to \$10M or \$0.15 to \$0.17/share
  - 2009 estimated earnings accretion – \$3M to \$4M or \$0.05 to \$0.07/share

# Current Development Pipeline

## *Wholly-Owned Communities*

*(\$ in millions)*

| <b><u>Community</u></b>             | <b><u>Location</u></b> | <b><u>Total Homes</u></b> | <b><u>Total Budget</u></b> | <b><u>Cost to Date</u></b> <sup>(1)</sup> | <b><u>Percent Leased</u></b> <sup>(2)</sup> |
|-------------------------------------|------------------------|---------------------------|----------------------------|---|---|
| Camden City Centre                  | <i>Houston, TX</i>     | 379                       | \$54                       | \$52                                      | 92%   |
| Camden Royal Oaks                   | <i>Houston, TX</i>     | 236                       | 22                         | 21  | 91%   |
| Camden Potomac Yard                 | <i>Arlington, VA</i>   | 378                       | 110                        | 104                                       | 67%   |
| Camden Summerfield                  | <i>Landover, MD</i>    | 291                       | 68                         | 62  | 67%   |
| Camden Orange Court                 | <i>Orlando, FL</i>     | 261                       | 49                         | 45  | 54%   |
| <i>Total Completed Communities</i>  |                        | <i>1,545</i>              | <i>\$303</i>               | <i>\$284</i>                              | <i>74%</i>                                  |
| Camden Dulles Station               | <i>Oak Hill, VA</i>    | 366                       | 77                         | 65  | 37%   |
| Camden Cedar Hills                  | <i>Austin, TX</i>      | 208                       | 27                         | 21  | 60%   |
| Camden Whispering Oaks              | <i>Houston, TX</i>     | 274                       | 30                         | 20  | 44%   |
| <i>Total Lease-Up Communities</i>   |                        | <i>848</i>                | <i>\$134</i>               | <i>\$106</i>                              | <i>45%</i>                                  |
| <b>Grand Total/Weighted Average</b> |                        | <b>2,393</b>              | <b>\$437</b>               | <b>\$390</b>                              | <b>64%</b>                                  |

(1) As of 06/30/08

(2) As of 09/14/08

## **Current Development Pipeline (cont.)**

---

- Joint Venture Projects
  - 6 communities – 1,858 apartment homes
  - Total budget – \$422M
  - CPT initial investment fully funded
  - Percent complete – 71%
  - Expected stabilized yields ~ 6% to 7%
  - 2008 estimated earnings dilution (pro-rata share) – \$1.4M to \$2.0M or \$0.02 to \$0.03/share
  - 2009 estimated earnings dilution (pro-rata share) – \$0.5M to \$1.0M or \$0.01 to \$0.02/share

# Current Development Pipeline

## *Joint Venture Communities*

(\$ in millions)

| <u>Community</u>                    | <u>Location</u>         | <u>Total Homes</u> | <u>Total Budget</u> | <u>Cost to Date</u> <sup>(1)</sup> | <u>Percent Leased</u> <sup>(2)</sup> | <u>Percent Owned</u> |
|-------------------------------------|-------------------------|--------------------|---------------------|------------------------------------|--------------------------------------|----------------------|
| Camden College Park                 | <i>College Park, MD</i> | 508                | \$140               | \$125                              | 62%                                  | 30%                  |
| Camden Main & Jamboree              | <i>Irvine, CA</i>       | 290                | 115                 | 110                                | 77%                                  | 30%                  |
| <i>Total Lease-up Communities</i>   |                         | <i>798</i>         | <i>\$255</i>        | <i>\$235</i>                       | <i>67%</i>                           |                      |
| Camden Amber Oaks                   | <i>Austin, TX</i>       | 348                | 40                  | 16                                 | ---                                  | 20%                  |
| Camden Travis Street <sup>(3)</sup> | <i>Houston, TX</i>      | 253                | 45                  | 4                                  | ---                                  | 25%                  |
| Braeswood Place                     | <i>Houston, TX</i>      | 340                | 49                  | 29                                 | ---                                  | 30%                  |
| Belle Meade                         | <i>Houston, TX</i>      | 119                | 33                  | 15                                 | ---                                  | 30%                  |
| <i>Total Under Construction</i>     |                         | <i>1,060</i>       | <i>\$167</i>        | <i>\$64</i>                        |                                      |                      |
| <b>Grand Total</b>                  |                         | <b>1,858</b>       | <b>\$422</b>        | <b>\$299</b>                       |                                      |                      |

(1) As of 06/30/08

(2) As of 09/14/08

(3) Fully consolidated joint venture

# Future Development Pipeline

---

- Current land holdings for future development of 17 communities with 5,602 apartment homes
- \$1.5B total estimated budget with \$0.3B funded to date\*
- Construction starts projected for 2009-2011, depending on market conditions
- Future development will be funded primarily through joint ventures and dispositions

\* As of 06/30/08

# Future Development Pipeline

(\$ in millions)

|                                 | <b><u>Project Homes</u></b> | <b><u>Estimated Budget</u></b> <sup>(1)</sup> | <b><u>Cost to Date</u></b> <sup>(1)</sup> |
|---------------------------------|-----------------------------|---|---|
| Washington, D.C. <sup>(2)</sup> | 1,176                       | \$507   | \$96                                      |
| Hollywood, CA                   | 306                         | 250   | 37  |
| Houston, TX                     | 1,077                       | 145   | 26  |
| Orlando, FL                     | 870                         | 145   | 35  |
| Denver, CO                      | 671                         | 140   | 20  |
| Tampa, FL                       | 540                         | 93  | 22  |
| Austin, TX                      | 534                         | 85  | 13  |
| Las Vegas, NV                   | 428                         | 85  | 19  |
| <b>Total</b>                    | <b>5,602</b>                | <b>\$1,450</b>                                | <b>\$268</b>                              |

(1) As of 06/30/08

(2) All projects located Inside Beltway

# Re-Development Program

---

- 11 communities – 4,028 apartment homes
- Incremental investment of \$46M (\$11K per home)
- Upgrades substantially complete
- Expected return on investment ~ 8% to 10%
- Interior and exterior improvements include upgraded kitchens, baths and common areas
- Ability to raise rents faster and strengthen competitive position of communities
- Evaluating additional communities for program in 2009

# Acquisitions/ Dispositions



# Acquisition Environment

---

- Overall transaction volumes down 55%
- Cap rates up in most markets
- Private buyers dominate the market
- 90% of financing provided by Fannie Mae & Freddie Mac
- Wide bid-ask spread
- Limited seller distress







# Camden Multifamily Value Add Fund

---

- \$375M total equity – \$300M institutional capital, \$75M Camden
- \$1.25B total investment capacity (based on 70% leverage)
- Investment vehicle for acquisitions and development
- Camden fee income includes asset management, property management, construction, development and capital improvements
- Allows Camden to increase operational efficiency
- 20% carried interest and fees enhance equity returns

# 2008 Dispositions








---

|                                     |   |          |
|-------------------------------------|---|----------|
| Total Homes Sold                    |    | 2,392    |
| Total Disposition Volume            |    | \$140M   |
| Average Price per Home              |    | \$59K    |
| Average Age of Dispositions         |    | 24 years |
| Average Market Rent per Month       |   | \$645    |
| Average Market Rent per Square Foot |  | \$0.83   |
| Average Disposition Cap Rate*       |  | 6.0%     |

\* 2008 Forecasted NOI after 3% management fee and \$650 per unit CapEx reserve

# Future Dispositions

## *(Communities Currently Planned for Sale)*

|  |   |               |
|--|---|---------------|
| Total Homes Planned for Sale           |    | 2,990         |
| Total Estimated Disposition Volume     |    | \$130M-\$140M |
| Estimated Price per Home               |    | \$45K         |
| Average Age of Homes Planned for Sale  |    | 24 years      |
| Average Market Rent per Month          |    | \$592         |
| Average Market Rent per Square Foot    |   | \$0.85        |
| Estimated Average Disposition Cap Rate |  | 7.0%          |

\* 2008 Forecasted NOI after 3% management fee and \$650 per unit CapEx reserve

# Debt & Equity Repurchases

---

- Opportunity to repurchase Camden's common shares and unsecured notes at attractive prices and significant discounts
- During the first six months of 2008, Camden repurchased \$30.0M of common shares at an average price of \$43.41, and \$27.8M of unsecured notes at a 9% discount to par value
- \$270M remaining Board authorization for additional share repurchases
- Debt and equity repurchases are leverage-neutral and funded primarily through property dispositions

# **What's going on with Fannie Mae & Freddie Mac?**

# Question #1

---

Are the GSEs still making loans to multifamily borrowers?

- Agencies are clearly open for business with plenty of capital at attractive all-in rates
- Federal Housing Finance Agency (“FHFA”) Statement on 09/12/08 indicated “business as usual” by the GSEs
- Freddie Mac funded nearly \$700M of multifamily loans in the week following conservatorship

## Question #2

---

Will the GSEs discontinue lending to multifamily borrowers and focus solely on single-family lending?

- FHFA Statement on 09/12/08 indicated that “business as usual” applied to both single-family and multifamily business
- FHFA “recognized the importance of all aspects of the Enterprises’ multifamily businesses for a healthy secondary market and housing affordability”
- Multifamily housing is an important component of the overall U.S. housing market
- Multifamily loans provide high returns with low risk for GSEs



## Question #3

---

Will the definition of “affordable” change as it relates to underwriting for multifamily loans?

- Mission of GSEs is to provide liquidity and stability in the financing markets for housing
- No changes expected to “affordable” definition for GSEs
- “Affordable” describes households earning 80%-100% of median income

## Question #4

---

Will spreads widen, and what will happen to all-in borrowing costs for multifamily loans?

- Current quoted spreads of 240-260BP over 10-year treasuries
- At 260BP spreads, both Fannie Mae & Freddie Mac start to lose market share to life companies

# **\$380 million Fannie Mae Credit Facility**

---

- Fixed Rate Portion:

|               |                                     |
|---------------|-------------------------------------|
| Debt amount   | \$205 million                       |
| Term          | 10 years fixed plus 1 year floating |
| Interest rate | 5.625%                              |

- Variable Rate Portion:

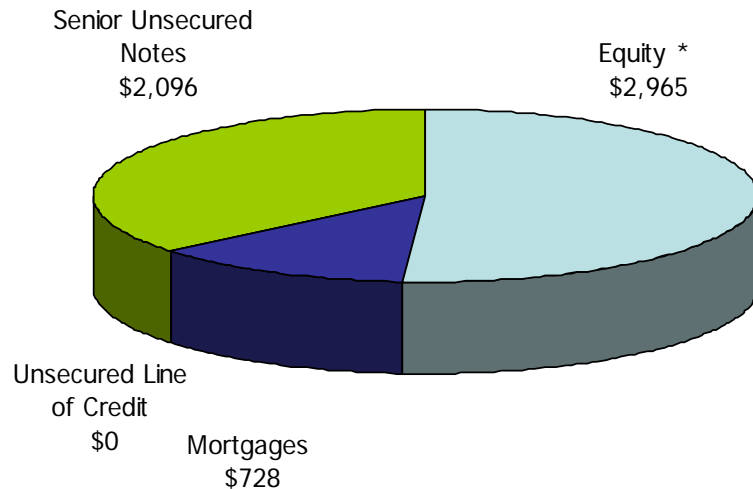
|                       |               |
|-----------------------|---------------|
| Debt amount           | \$175 million |
| Term                  | 10 years      |
| Initial interest rate | 4.2%          |

- Interest only
- Collateralized with 17 geographically diverse properties
- Allows for collateral substitutions and releases upon certain conditions

# **Capital Structure and Liquidity Needs**

# Conservative Debt Structure

**\$ Millions – Pro Forma as of 09/30/08**  
*(Post Closing of \$380 million Fannie Mae facility)*



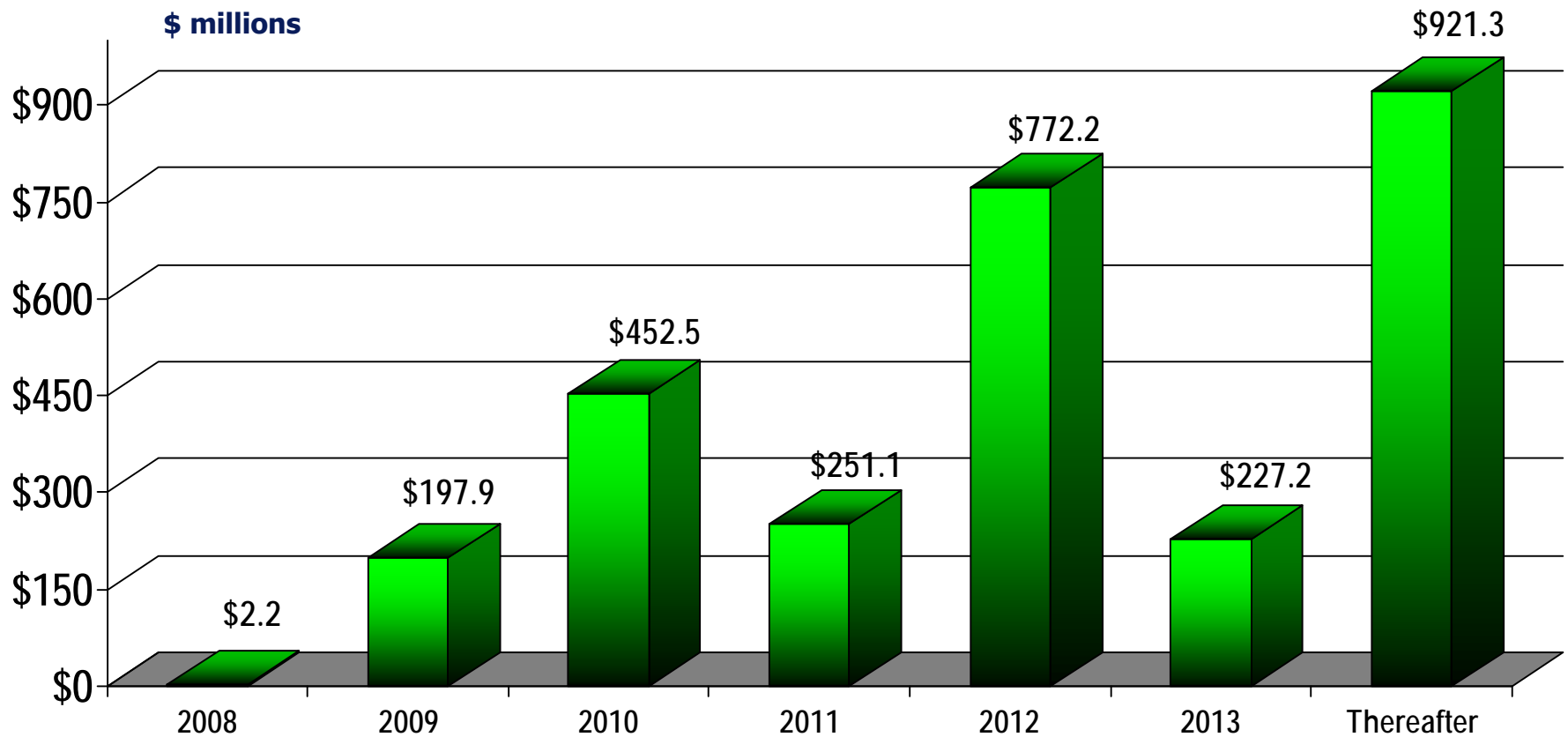
- 5.2% weighted average interest rate on all debt
- 92.1% fixed-rate debt
- 74.2% unsecured debt
- Manageable debt maturities over next several years

**Total Market Capitalization = \$5.8 Billion**

\* Based on closing share price of \$48.91 on 9/22/08

# Debt Maturity Schedule

## Future scheduled maturities \*



\* Pro Forma as of 09/30/08 – Post closing of \$380 million Fannie Mae facility

# Liquidity

---

- \$600 million revolving line of credit
  - Matures January 2010
  - Extension option to January 2011 (15 bp fee)
- \$322 million available at 06/30/08
- \$600 million projected availability at 12/31/08 based on:
  - Closing of new agency debt
  - Completion of planned dispositions
- Sufficient liquidity to meet 2009 capital needs
  - Minimal 2009 debt maturities
  - \$200 to \$300 million in development spending

# Financial Strength and Stability

---

- Strong investment grade ratings

| <u>Company</u>    | <u>Rating</u> | <u>Outlook</u> |
|-------------------|---------------|----------------|
| Standard & Poor's | BBB+          | Stable         |
| Fitch             | BBB+          | Stable         |
| Moody's           | Baa1          | Stable         |

- Solid coverage ratios\*
  - Total interest coverage ratio: 2.3 times
  - Total fixed charge coverage ratio: 2.1 times

\* As of 06/30/08



# Summary

---

**Diversified  
& Balanced  
Real Estate  
Portfolio**

**Strong  
Balance Sheet  
With  
Ample Liquidity**

**Sound  
Business  
Plan**

**Experienced  
Management  
Team**

**Proven  
History of  
Performance**

# Definitions & Disclosure

---

**FFO** – The National Association of Real Estate Investment Trusts (“NAREIT”) currently defines FFO as net income computed in accordance with generally accepted accounting principles (“GAAP”), excluding gains or losses from depreciable operating property sales, plus real estate depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures. Camden’s definition of diluted FFO also assumes conversion of all dilutive convertible securities, including minority interests, which are convertible into common equity. The Company considers FFO to be an appropriate supplemental measure of operating performance because, by excluding gains or losses on dispositions of operating properties and excluding depreciation, FFO can help one compare the operating performance of a company's real estate between periods or as compared to different companies.

**Net Operating Income (NOI)** – NOI is defined by the Company as total property income less property operating and maintenance expenses less real estate taxes. The Company considers NOI to be an appropriate supplemental measure of operating performance to net income because it reflects the operating performance of our communities without allocation of corporate level property management overhead or general and administrative costs.

CAMDEN<sup>SM</sup>



Living Excellence

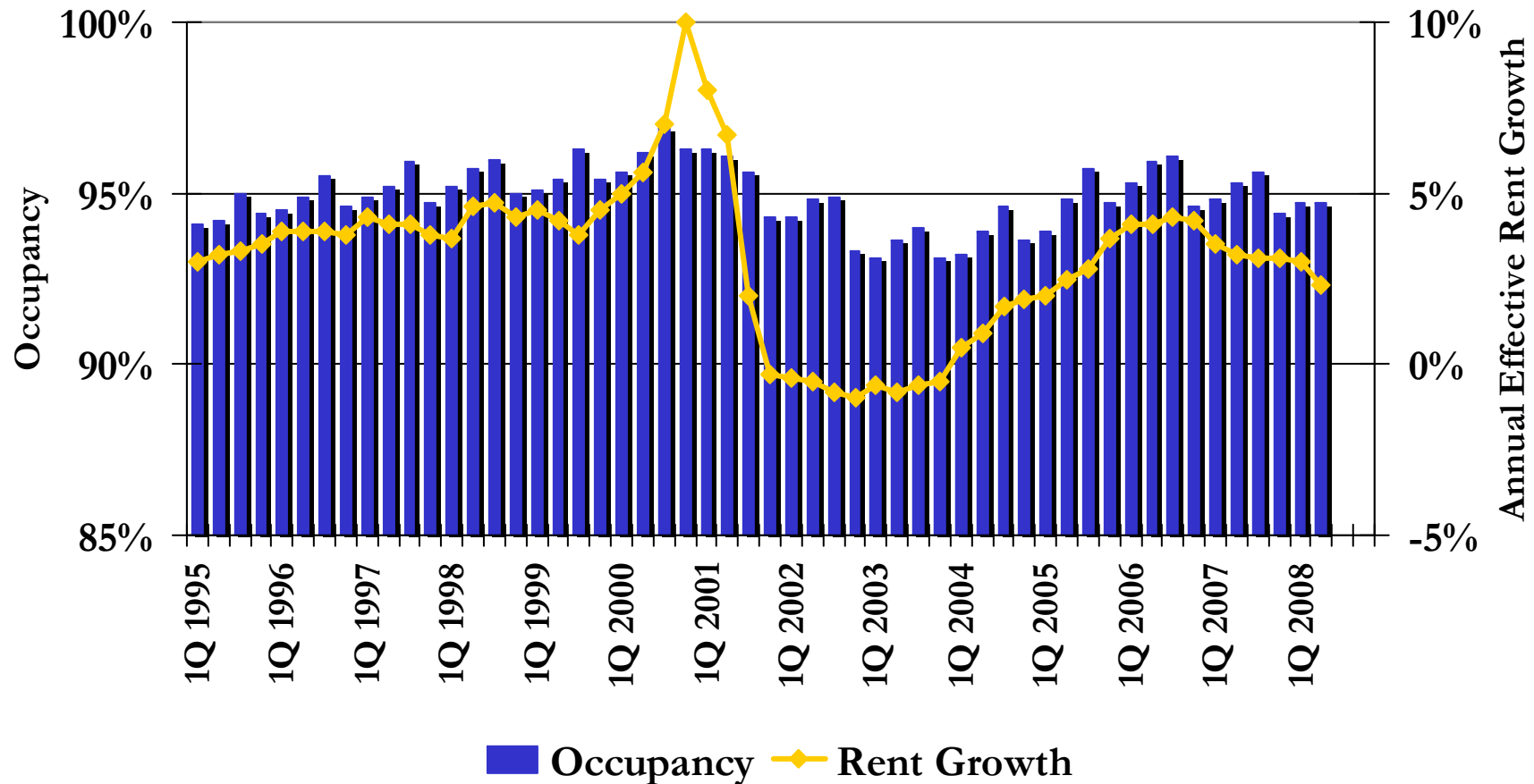


# **U.S. Apartment Markets Outlook**

## Third Quarter 2008

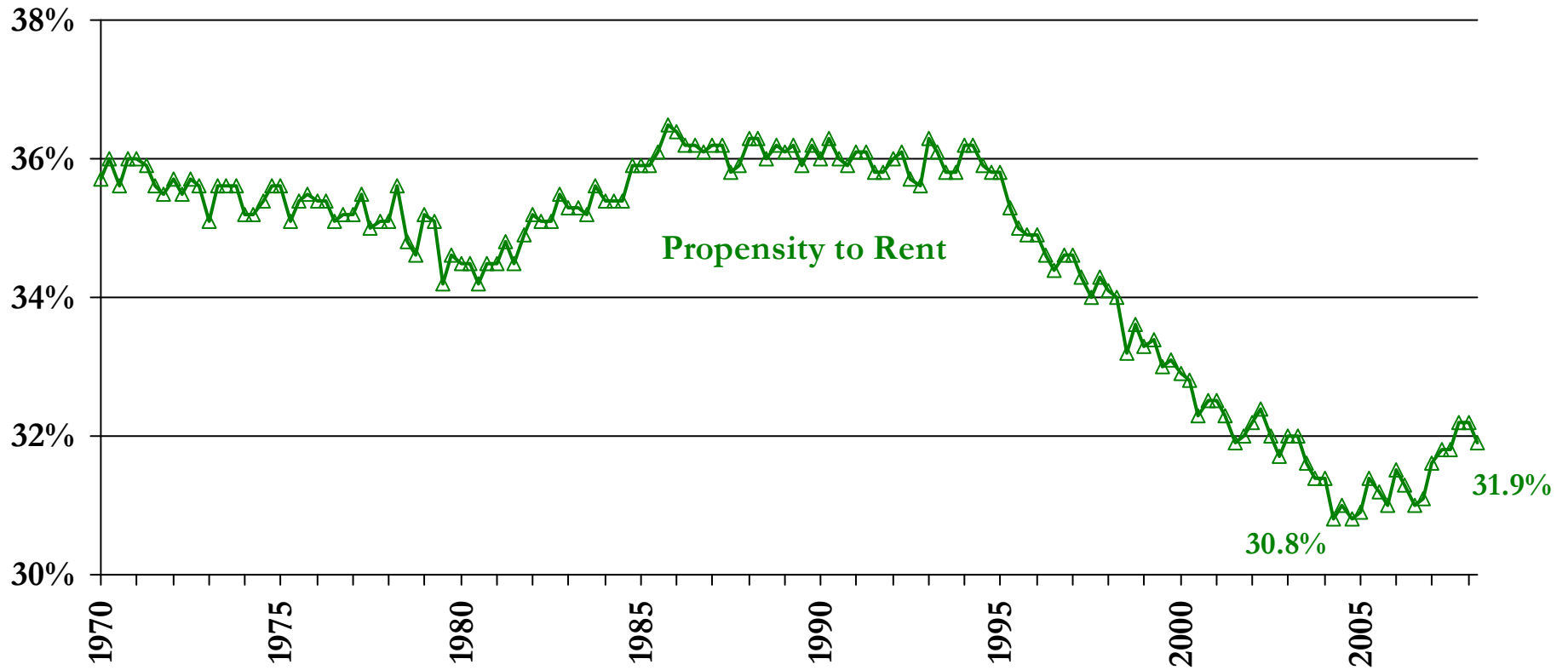
# Market Update: Fundamentals still solid

## 2Q occupancy off slightly; rent growth continues



Source: Witten Advisors

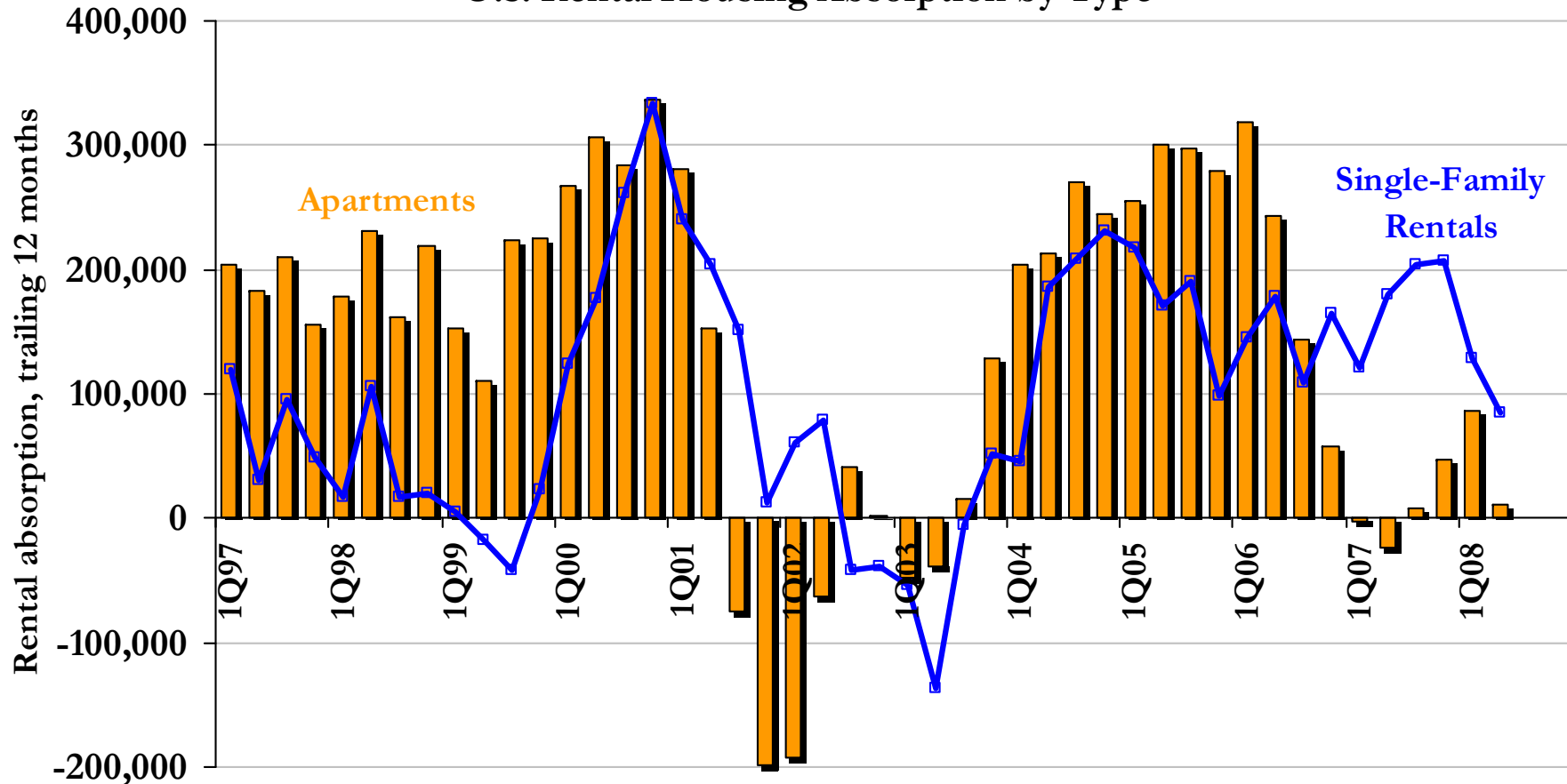
# Propensity to rent still rising (year-year) as of 2Q08



Source: U.S. Department of Commerce

# Single-family rental demand peaked late in 2007

U.S. Rental Housing Absorption by Type

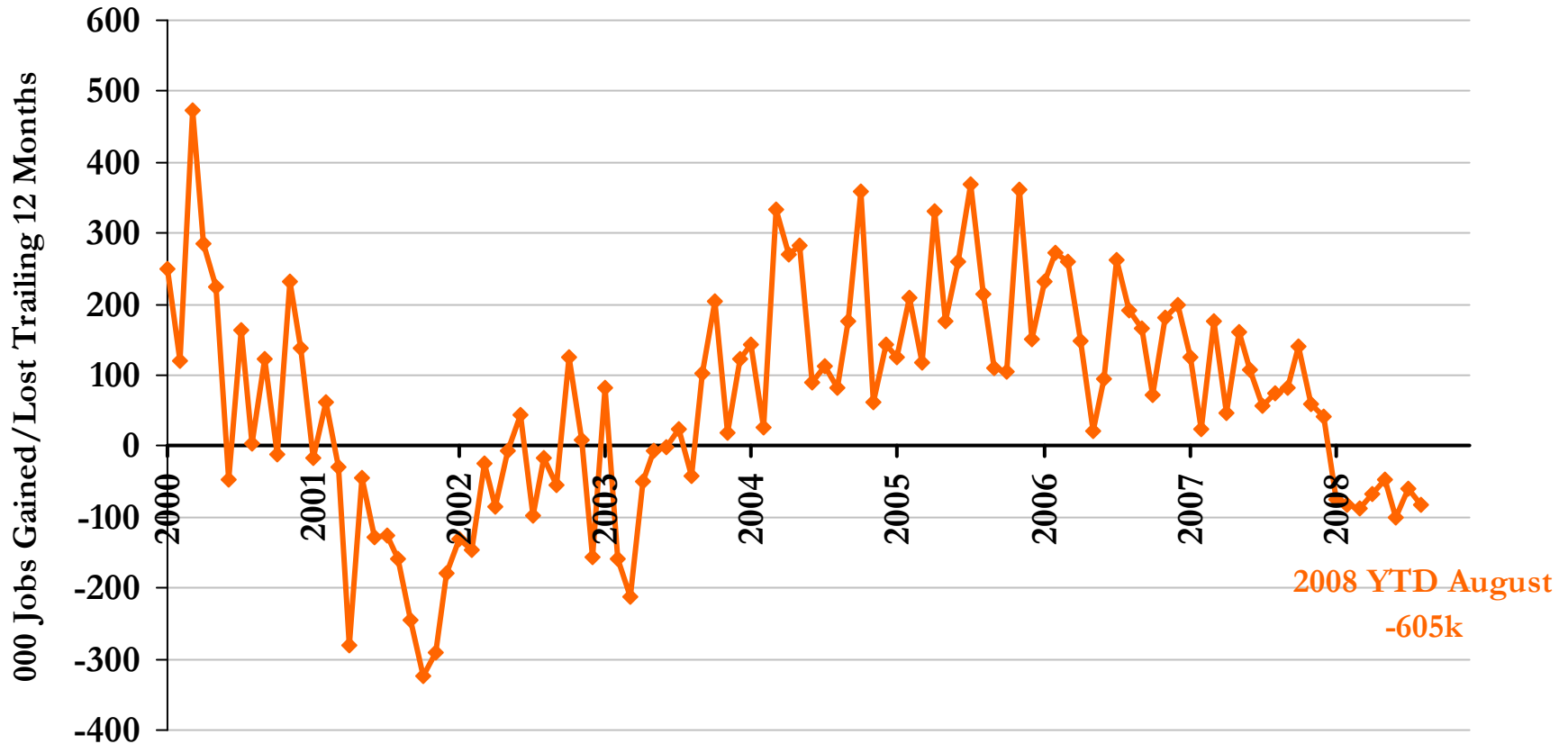


Source: Witten Advisors calculations



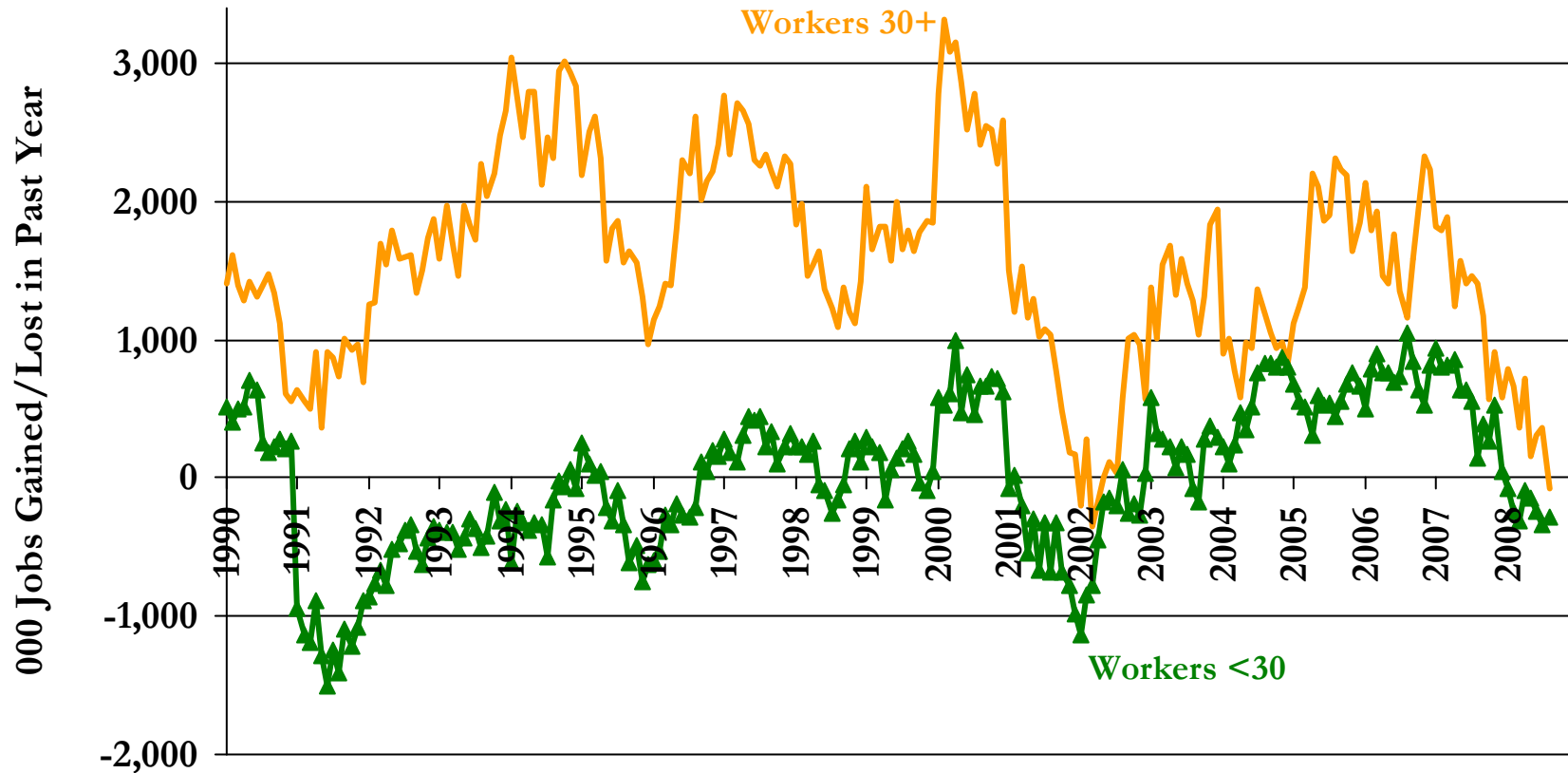
**Economy:**  
Challenging 2008-2009, strong 2010-2011

# Monthly losses continue, less severe than 2001-2002



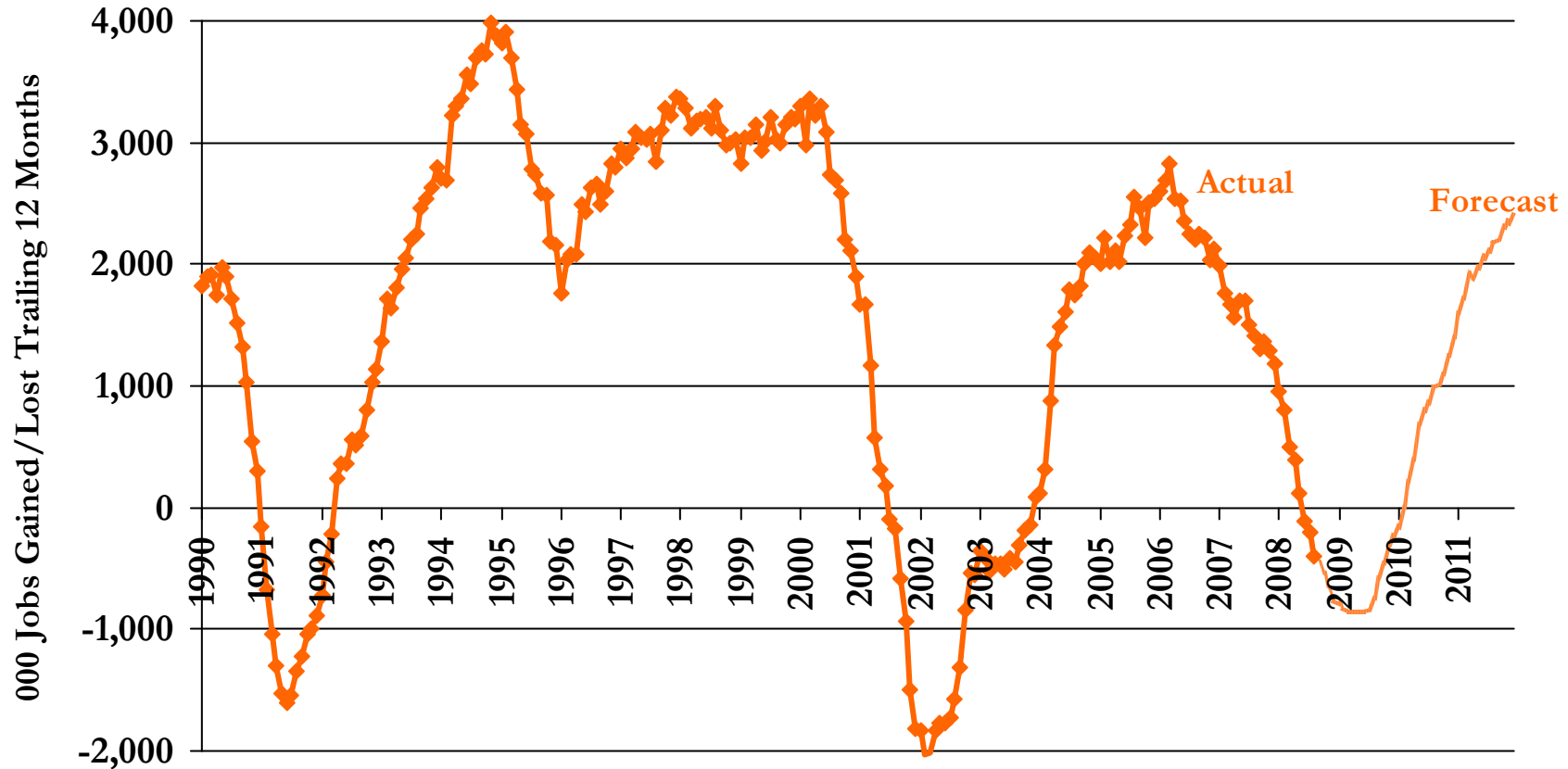
Source: U.S. Bureau of Labor Statistics

# Young adults lost jobs first; pain is spreading



Source: Household Survey; U.S. Bureau of Labor Statistics

## Losses in 2008; 2009 recovery year; 2010-2011 solid



Sources: U.S. Bureau of Labor Statistics; forecasts by Witten Advisors and consensus of Economy.com, National Association for Business Economics, Federal Reserve Bank of Philadelphia, National Association of Realtors, Standard & Poor's

## July 2008 Actuals: Job Growth Highlights

### Employment Growth

12 Months ending July 2008

|                   |        |
|-------------------|--------|
| 1. Houston        | 57.1k  |
| 2. Dallas         | 51.8k  |
| 3. Washington DC  | 35.4k  |
| 4. Seattle        | 33.1k  |
| 5. Charlotte      | 24.9k  |
| <hr/>             |        |
| 39. Riverside     | -26.0k |
| 40. Phoenix       | -28.3k |
| 41. Orange County | -29.9k |
| 42. Detroit       | -36.7k |

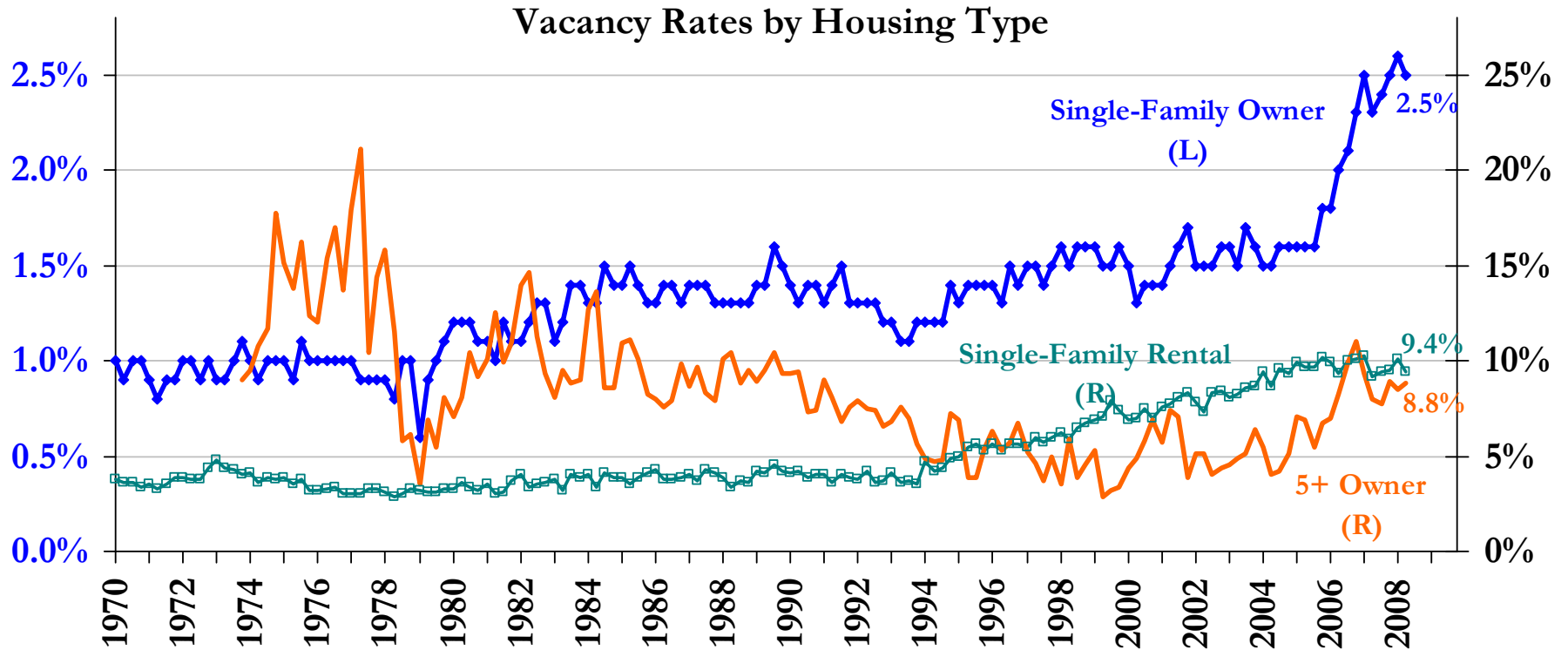
### Employment Growth Rate

12 Months ending July 2008

|                |       |
|----------------|-------|
| 1. Charlotte   | +3.0% |
| 2. Raleigh     | +2.5% |
| 3. Dallas      | +2.5% |
| 4. Seattle     | +2.3% |
| 5. Houston     | +2.2% |
| 6. San Antonio | +2.2% |
| 7. Austin      | +2.1% |
| 8. Norfolk     | +2.0% |

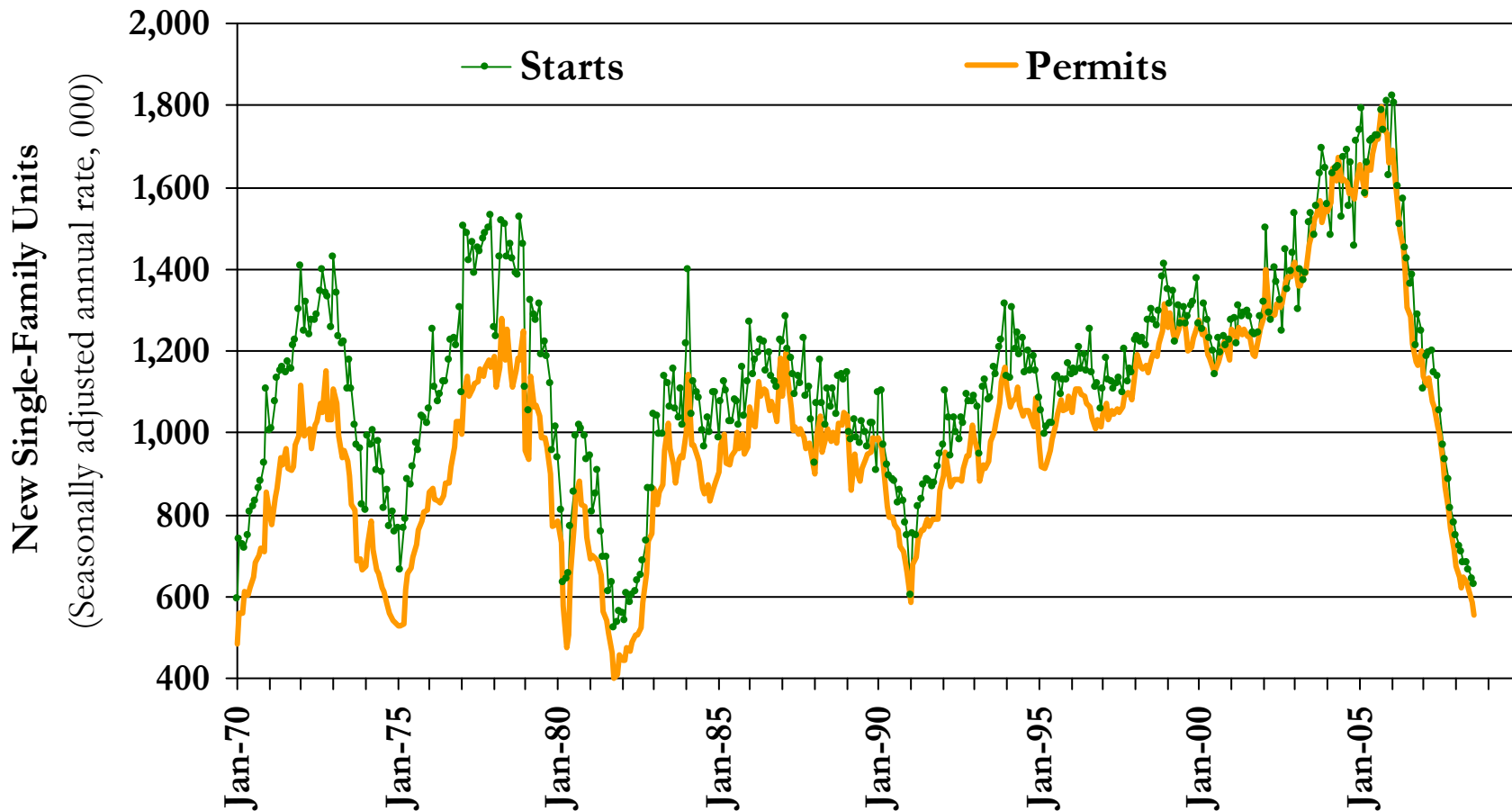
# **Housing Market:** Midway through the adjustment

## Housing oversupply remains large



Source: U.S. Department of Commerce

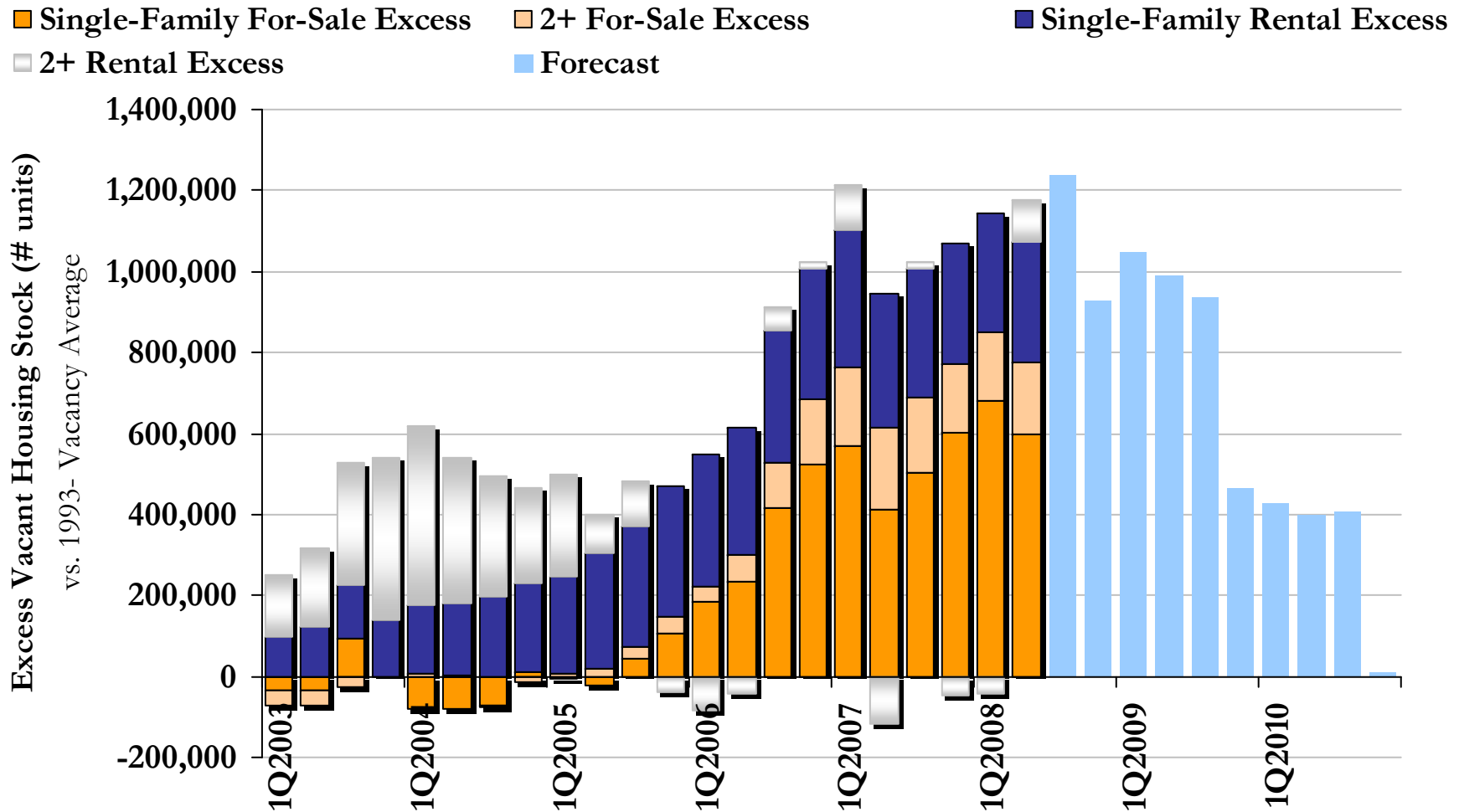
## Single-family construction in a freefall



Source: U.S. Department of Commerce

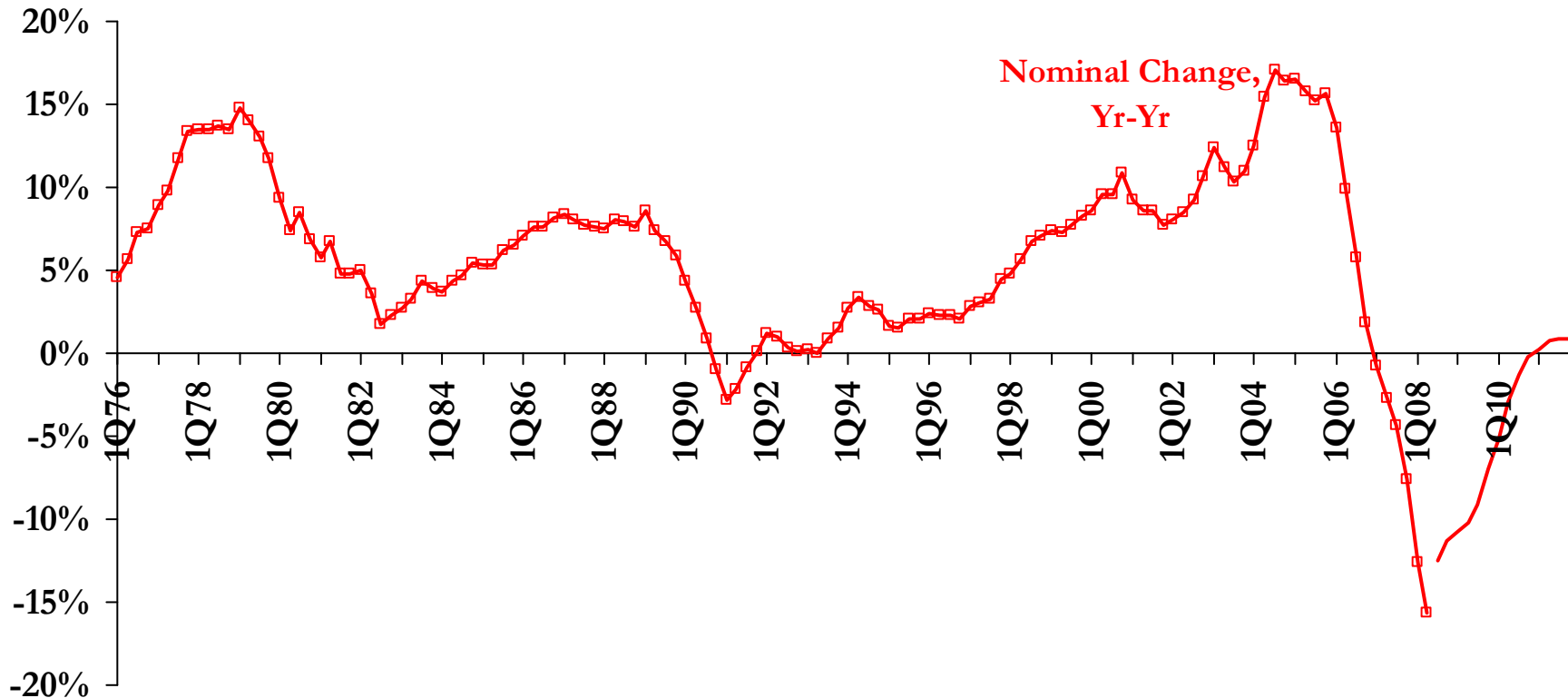


## Even so, housing market overbuilt through 2010



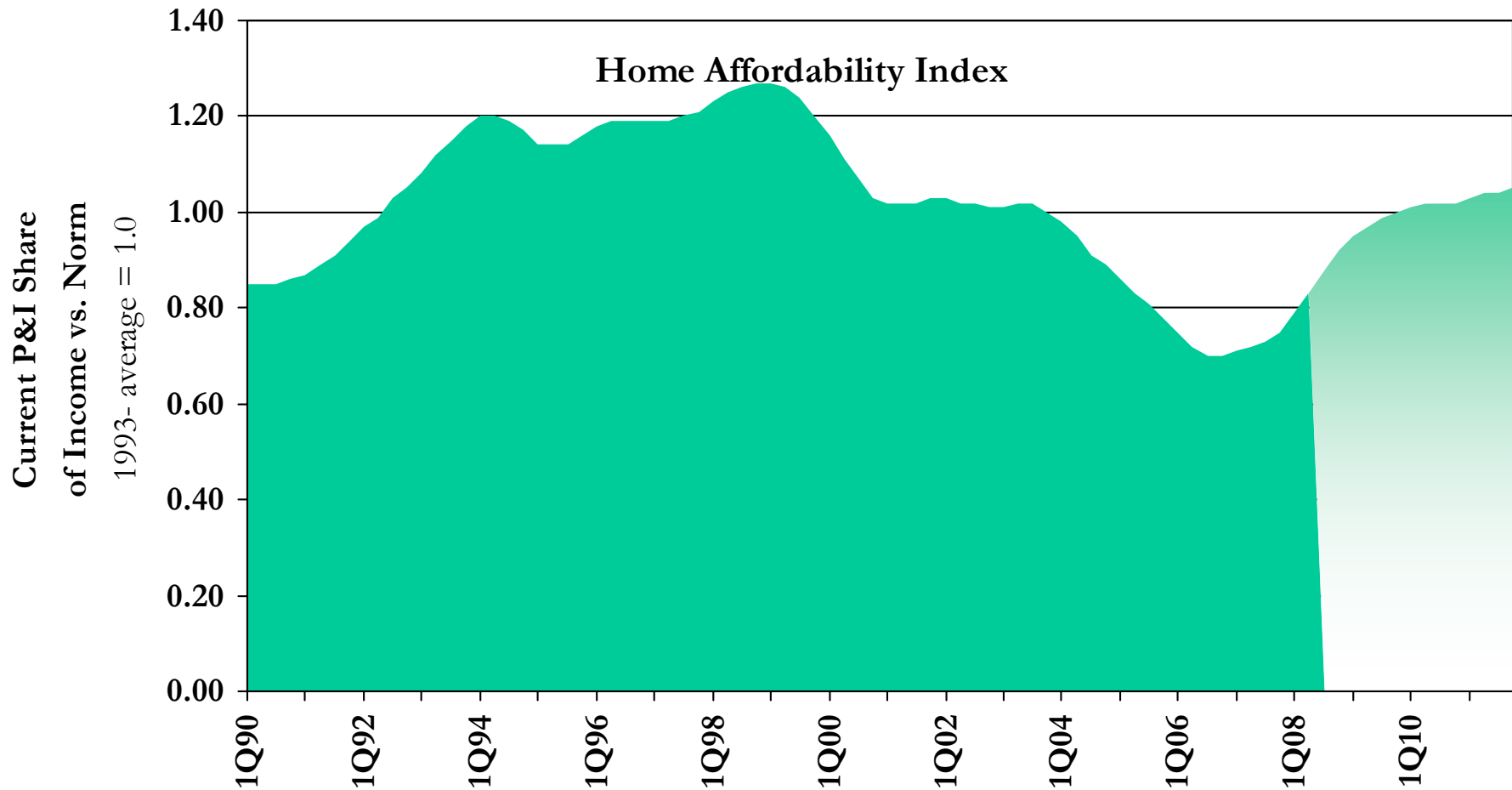
Source: Witten Advisors

## Home prices plummeting; more declines ahead



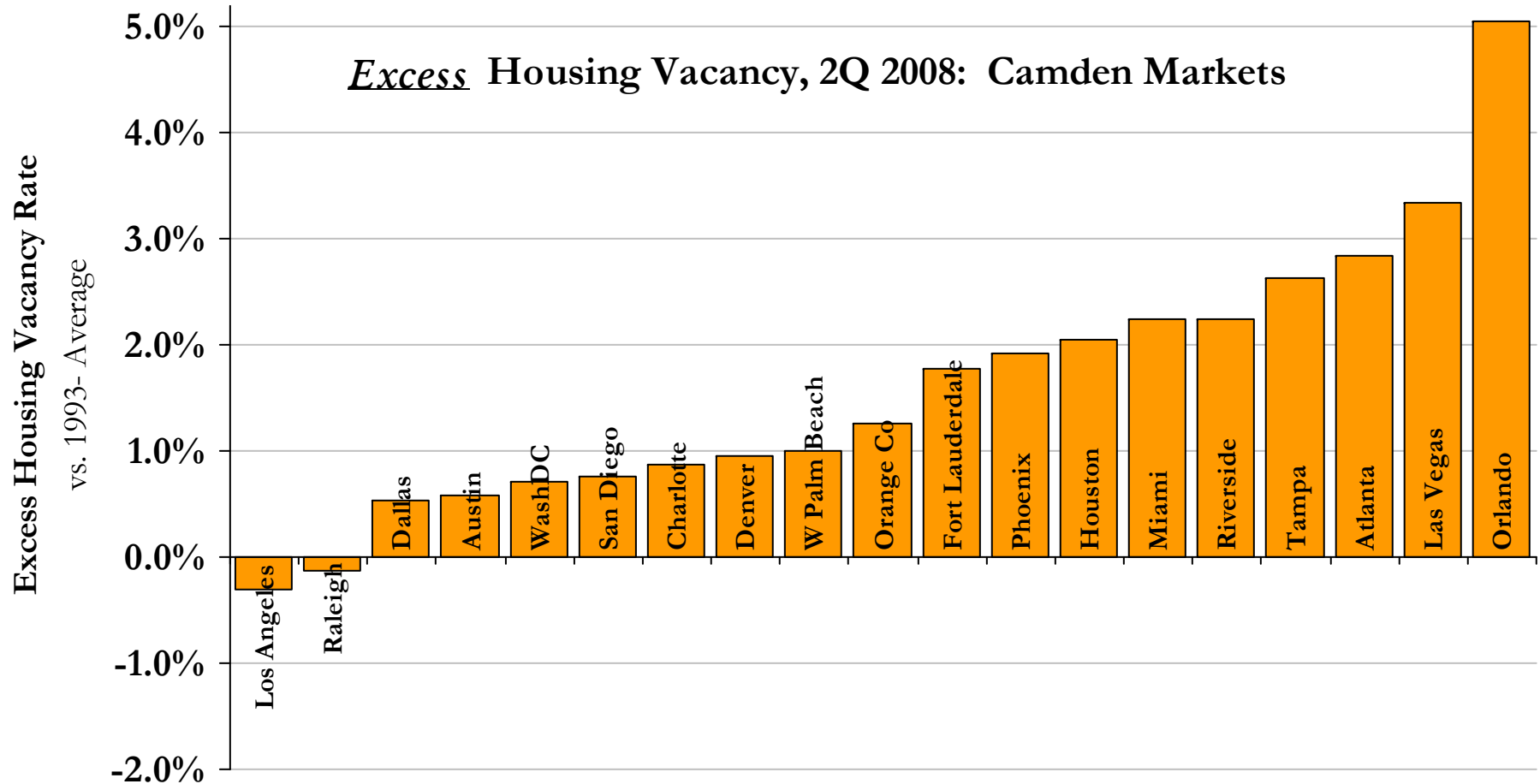
Source: Calculated from OFHEO home price series 1976-1987; Case-Schiller home price series 1988+; forecast by Witten Advisors

## Price forecast would bring affordability near par

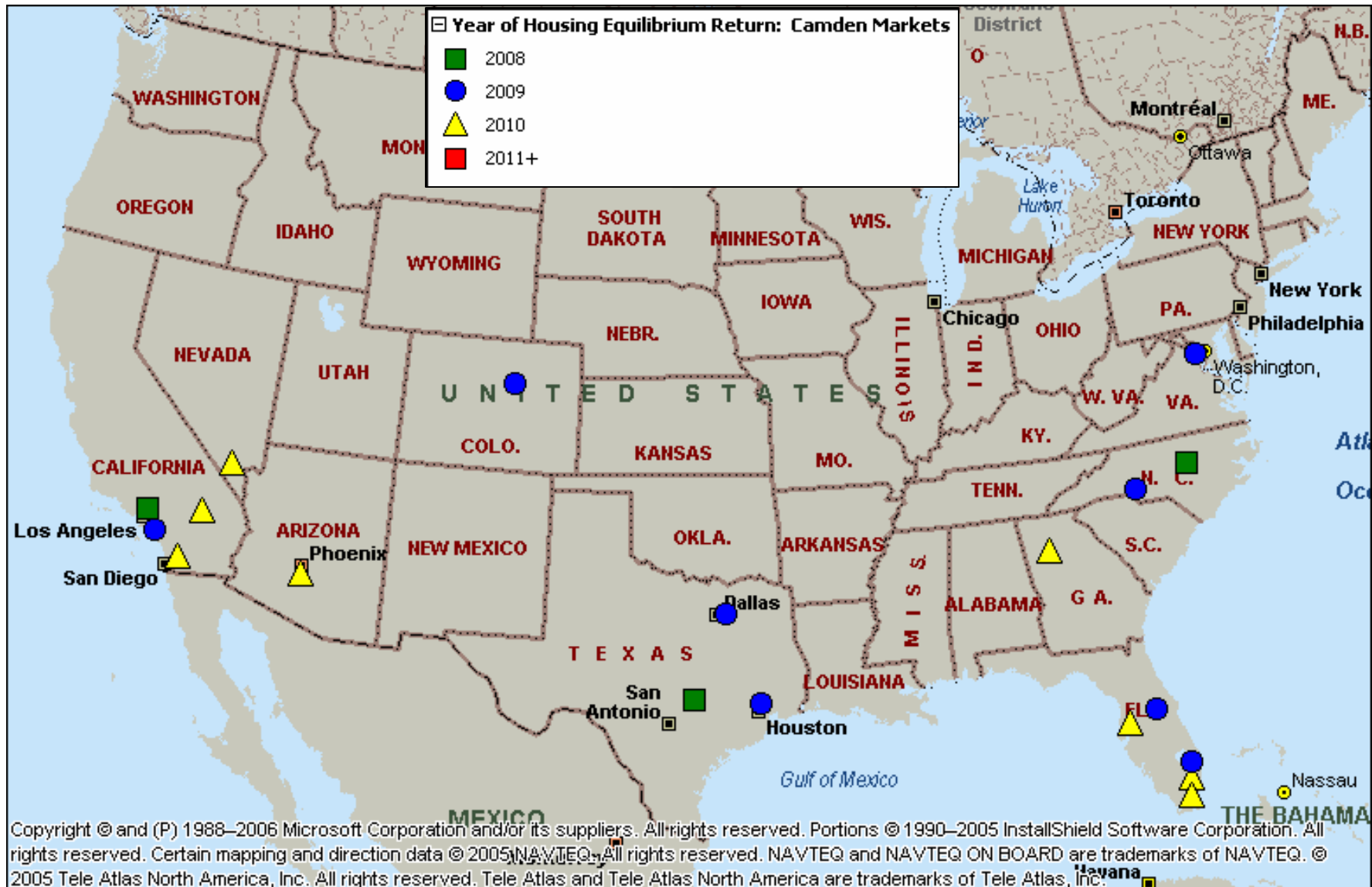


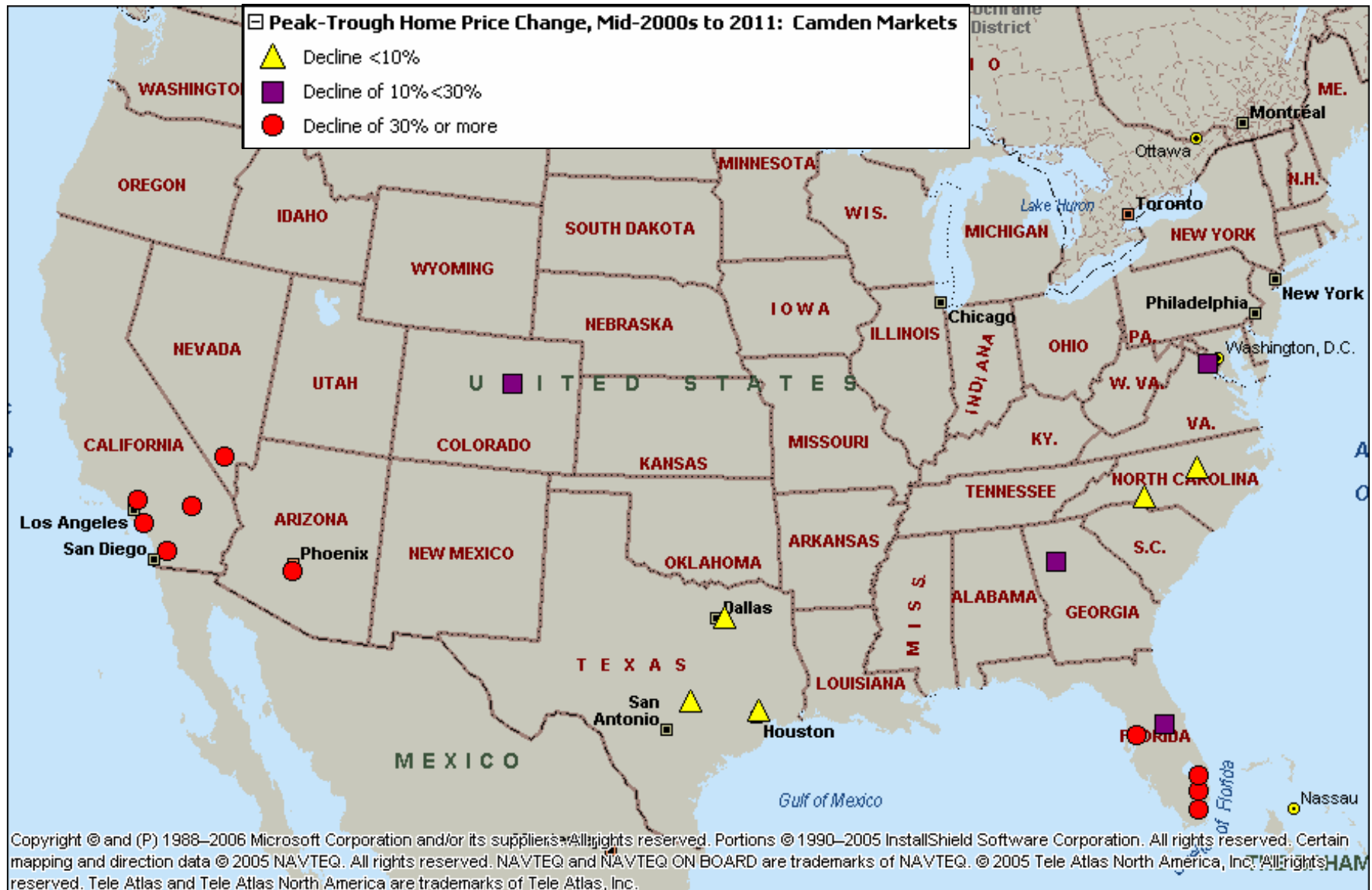
Source: Witten Advisors

## Housing oversupply widespread but uneven



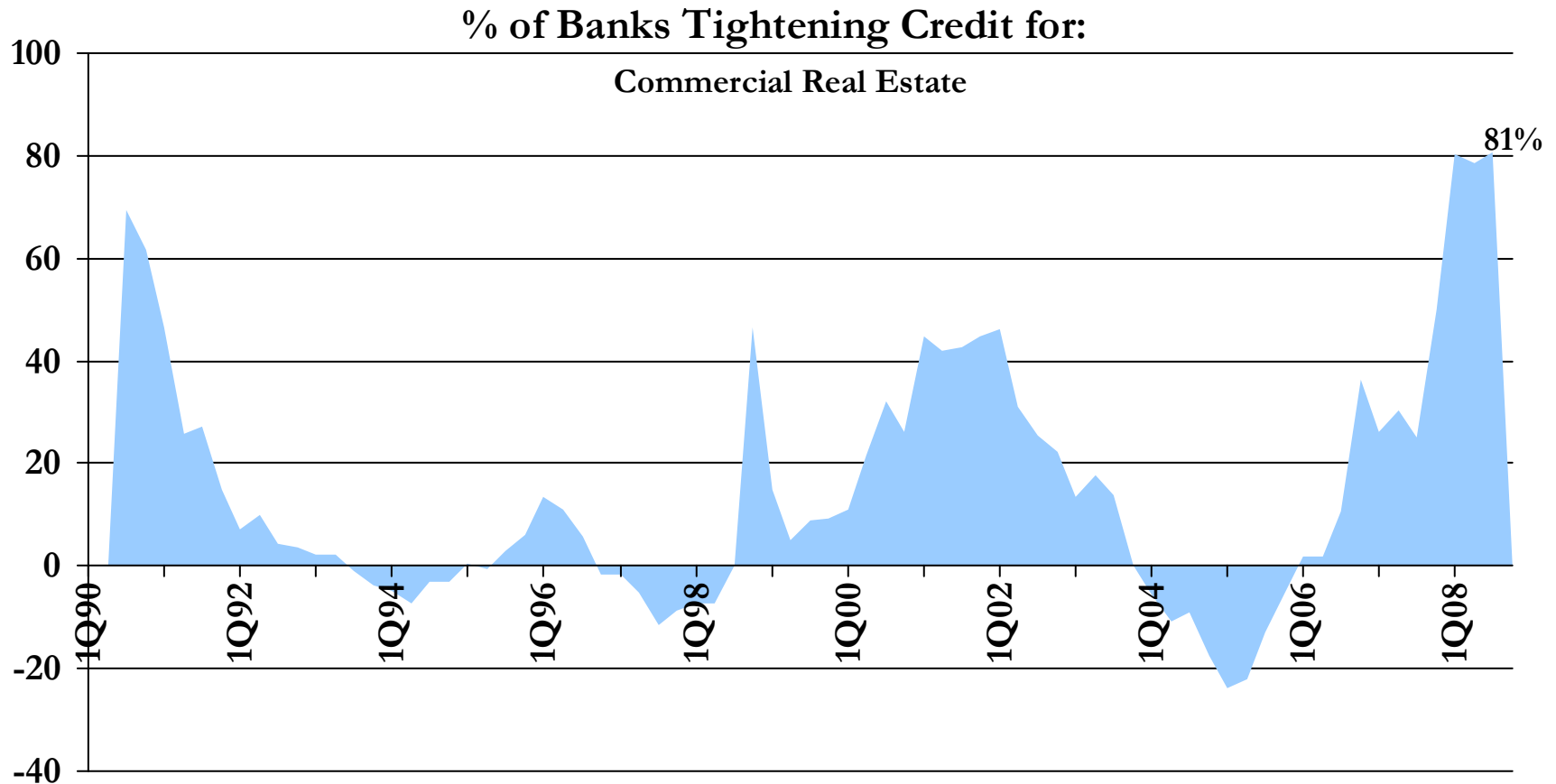
Source: Witten Advisors





# Apartment Market Outlook

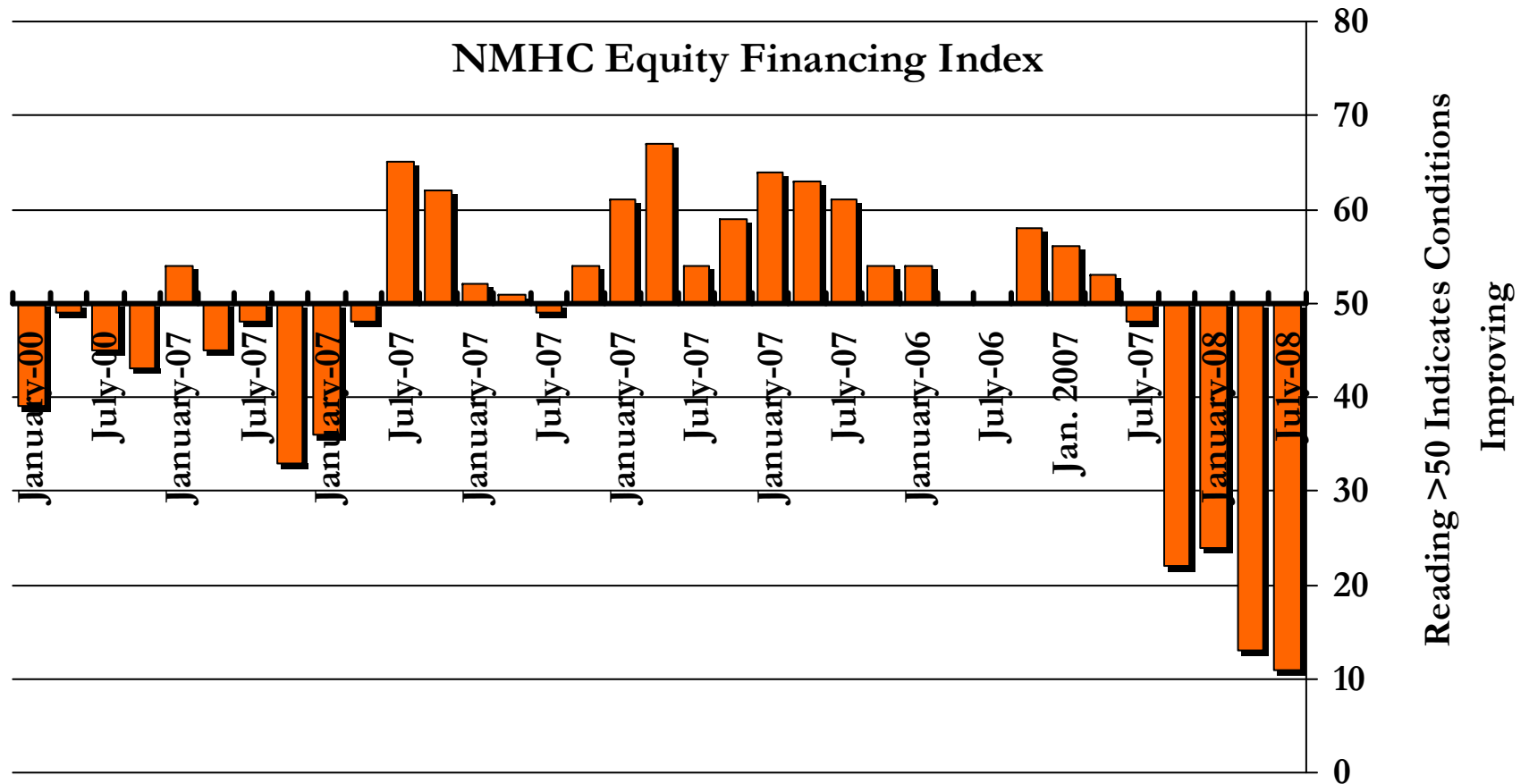
# Banks remain cautious about RE lending in general



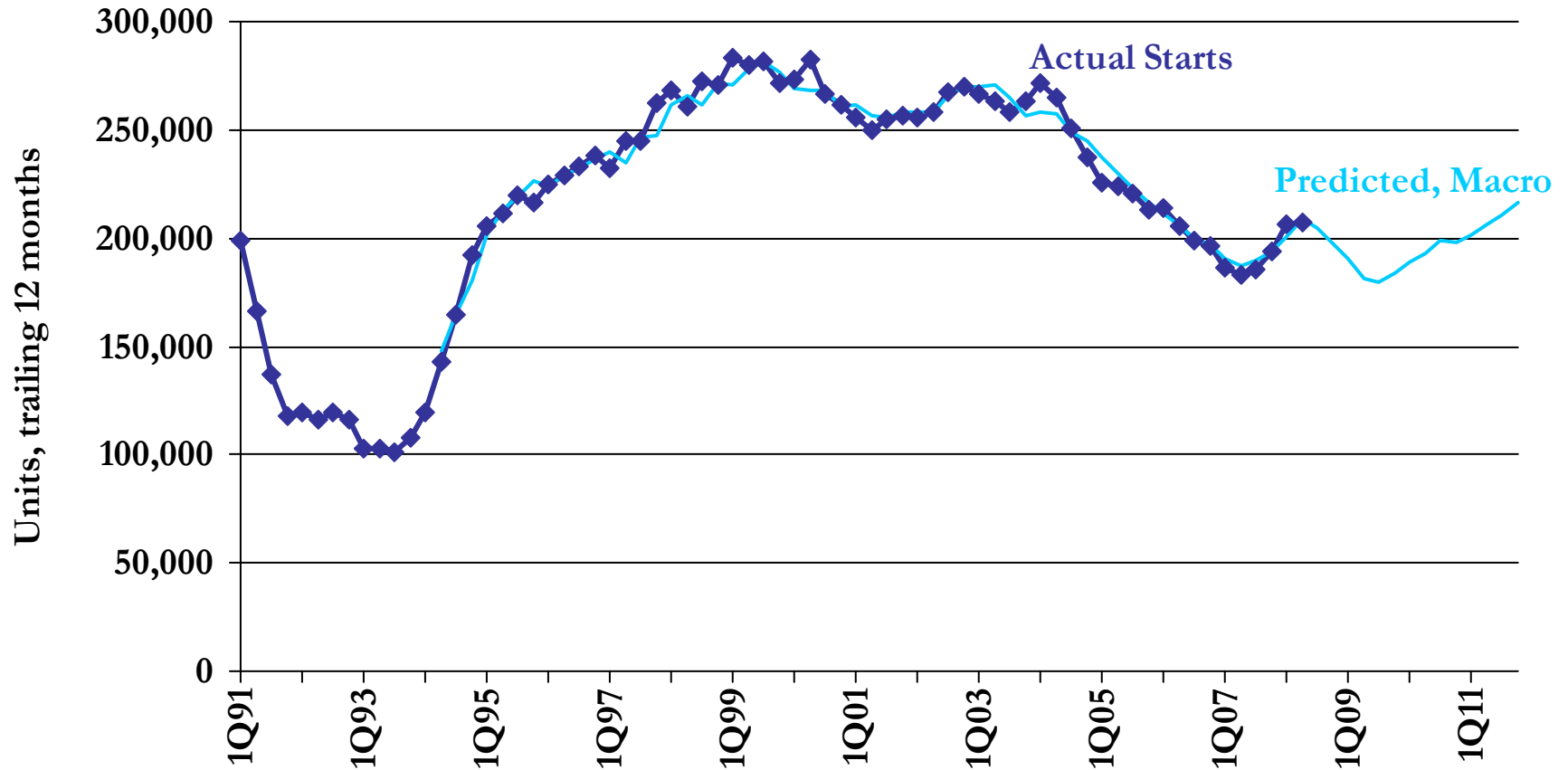
Source: Federal Reserve Board survey



# Equity financing for apartments hard to come by



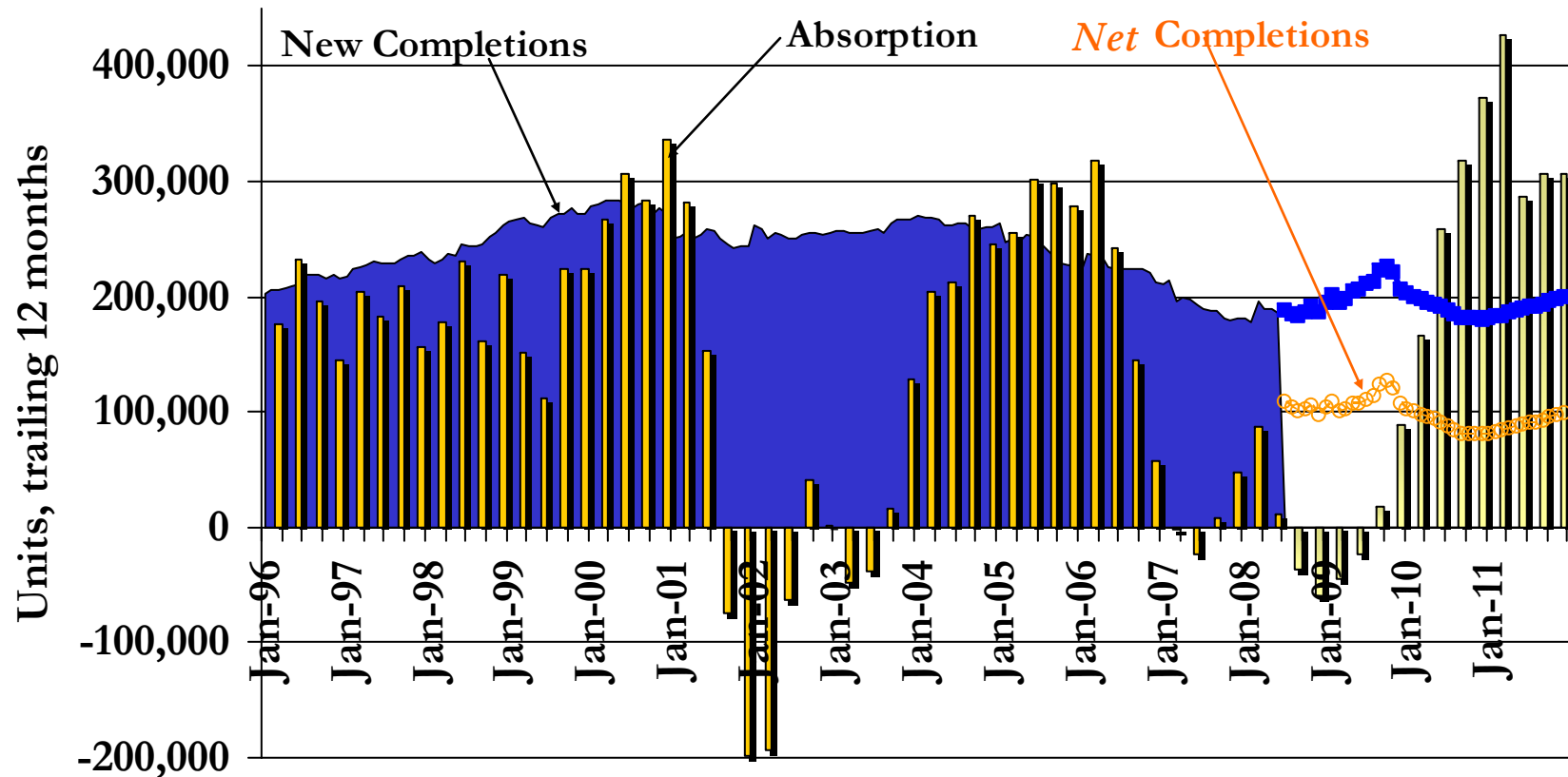
# MF rental starts expected to dip until...?



Predicted starts based on return on new development relative to U.S. Treasuries and inflation, availability of debt and equity financing

Source: Witten Advisors

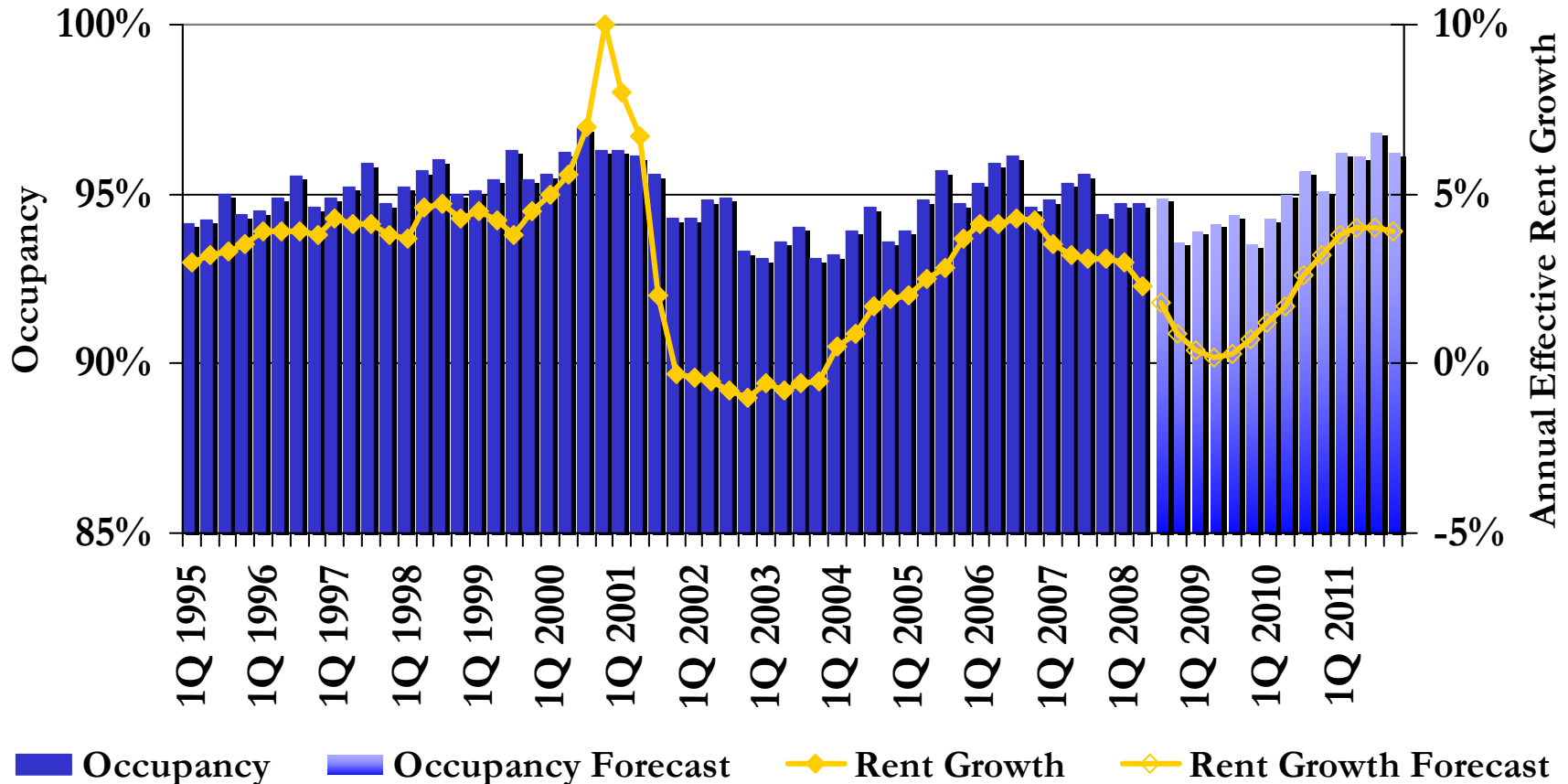
# Demand lags *net* supply thru 2009; 2010 booms



Source: Witten Advisors

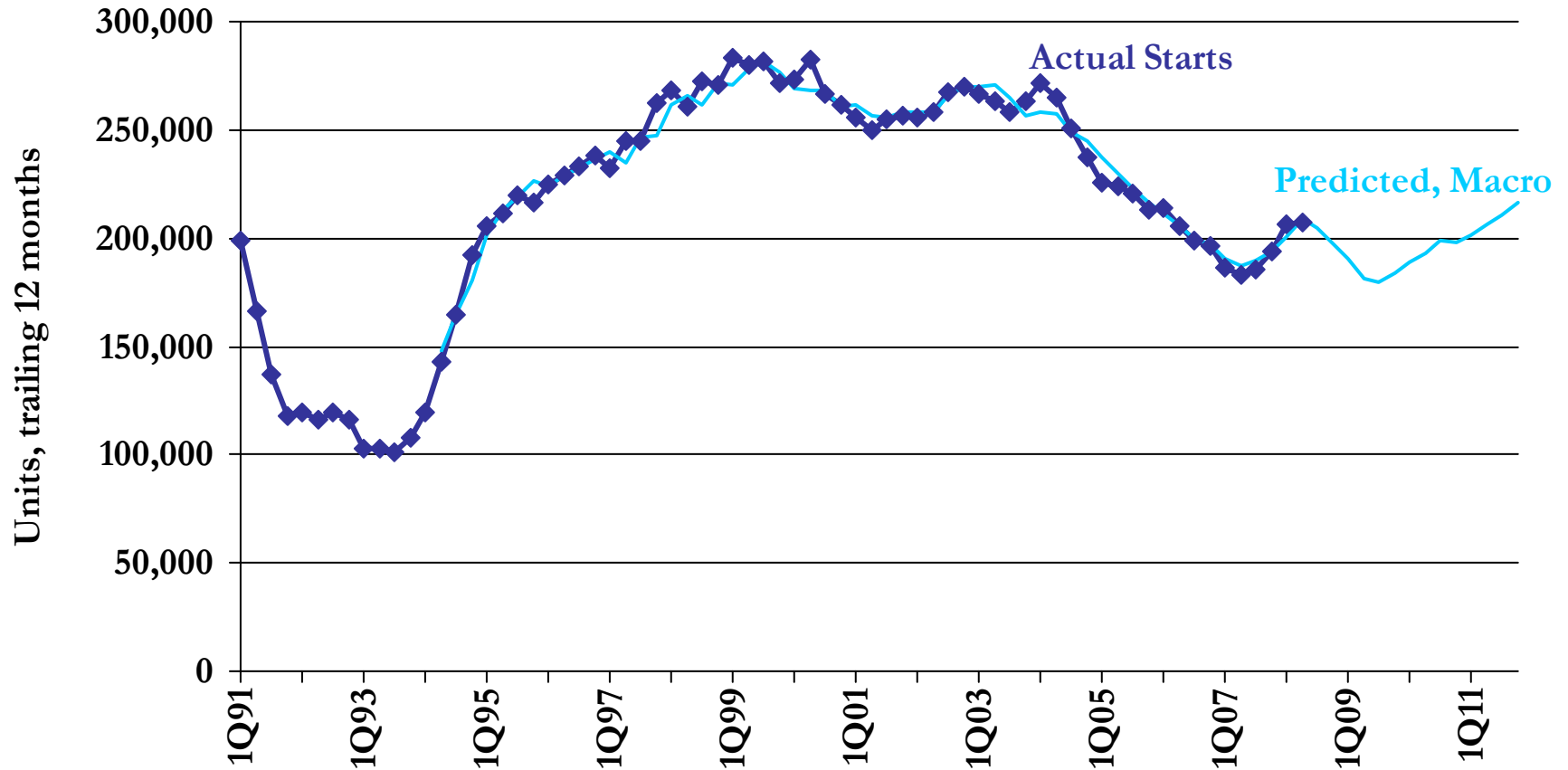
# Occupancy softer 2008-2009, then above trend

## Rents rise slowly 2008-2009, 4%+ by 2011



Source: Witten Advisors

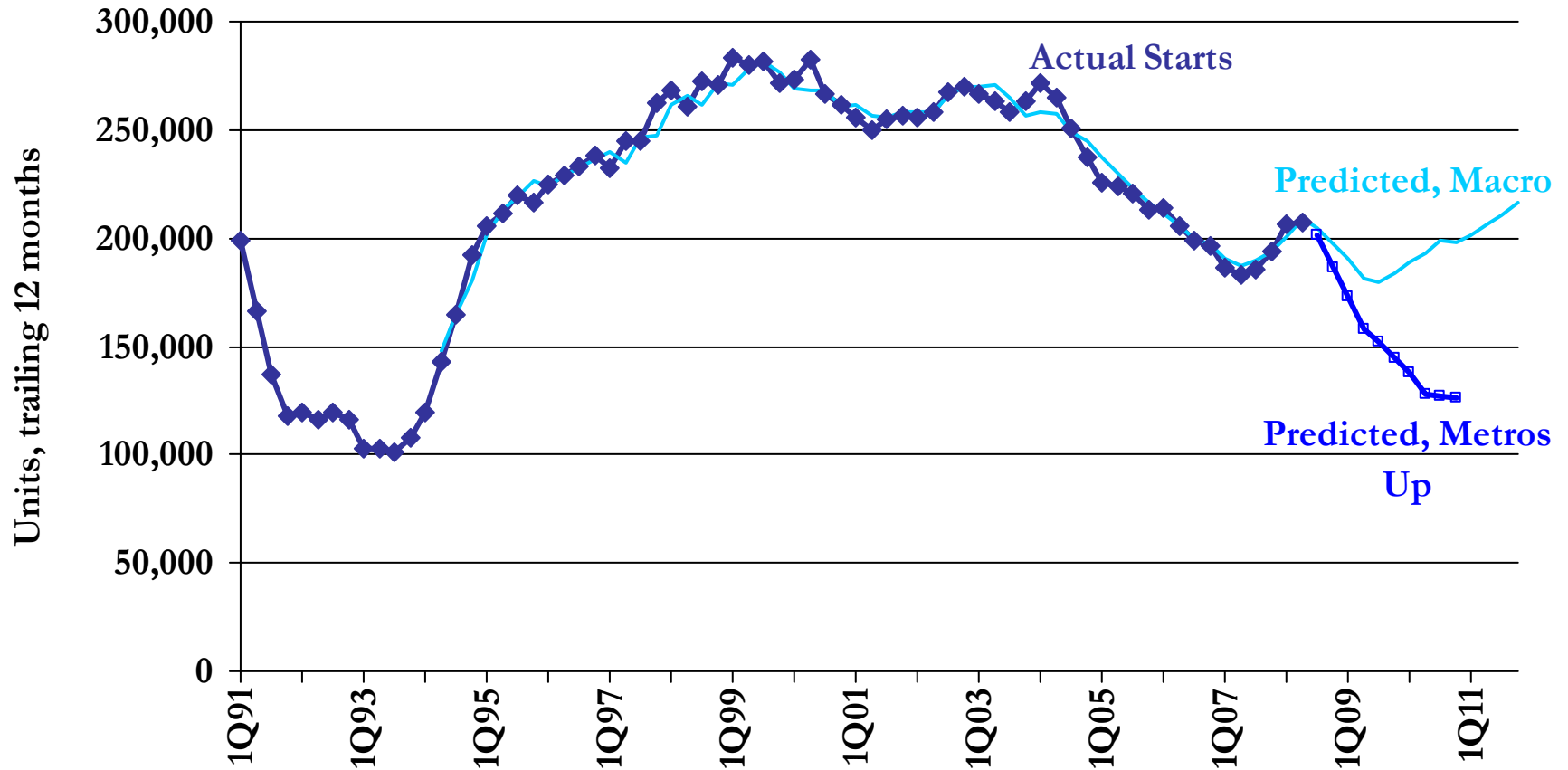
# MF rental starts expected to dip until...?



Predicted starts based on return on new development relative to U.S. Treasuries and inflation, availability of debt and equity financing

Source: Witten Advisors

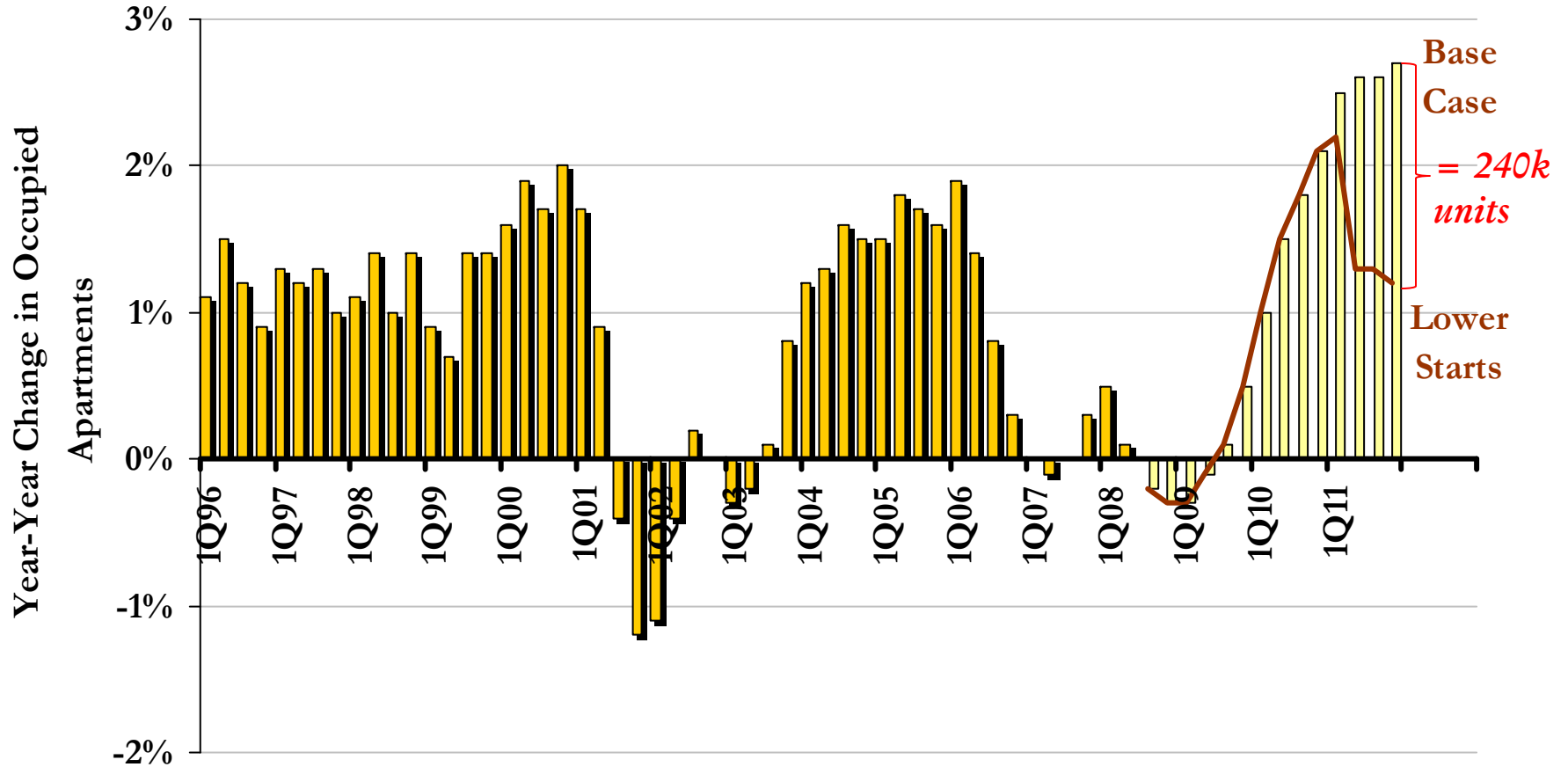
# MF rental starts expected to dip until...?



Predicted starts based on return on new development relative to U.S. Treasuries and inflation, availability of debt and equity financing

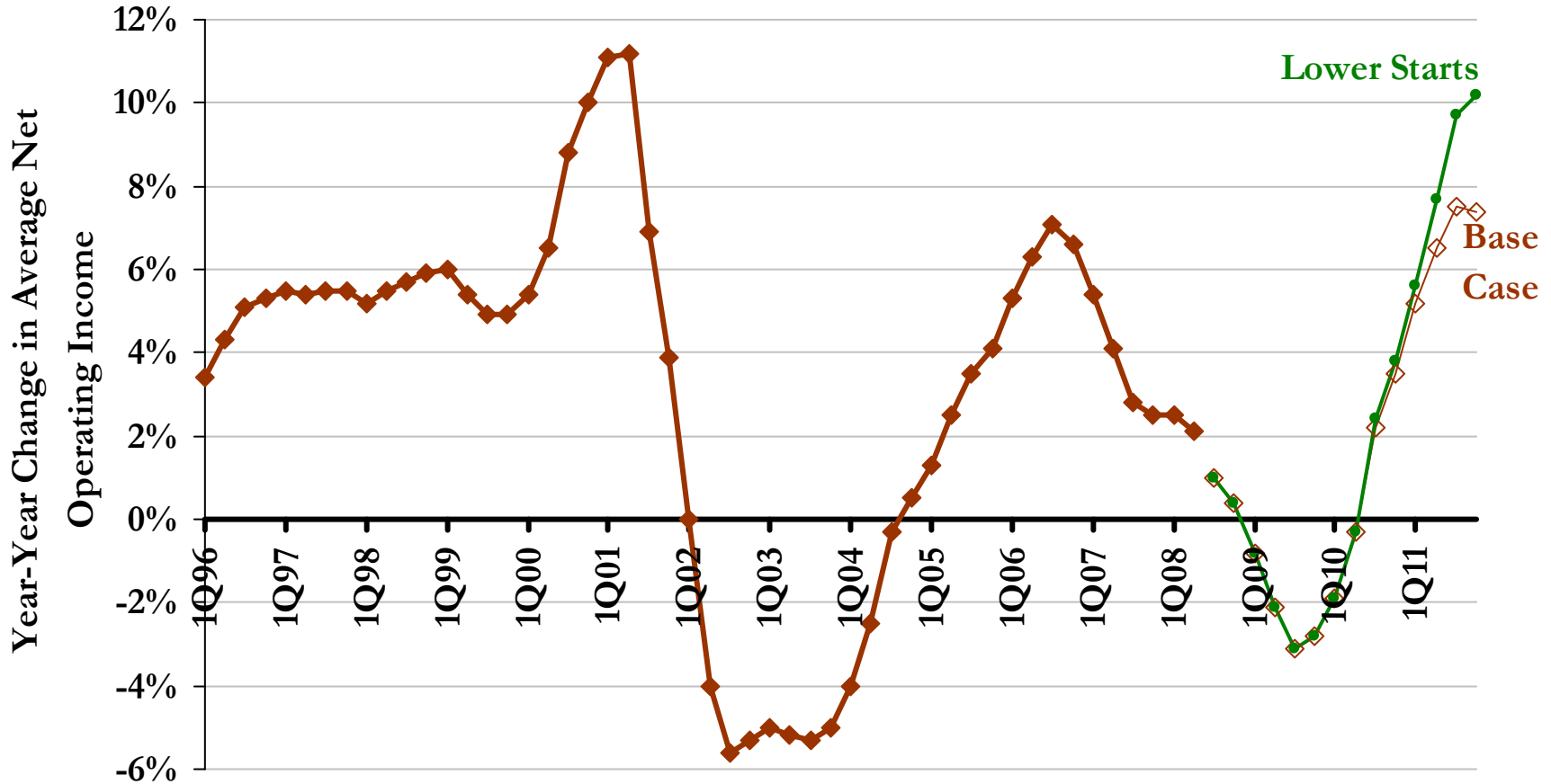
Source: Witten Advisors

## Further depressed starts would constrain demand



Source: Witten Advisors

## 2009 NOI weak; strong rebound in 2010-2011



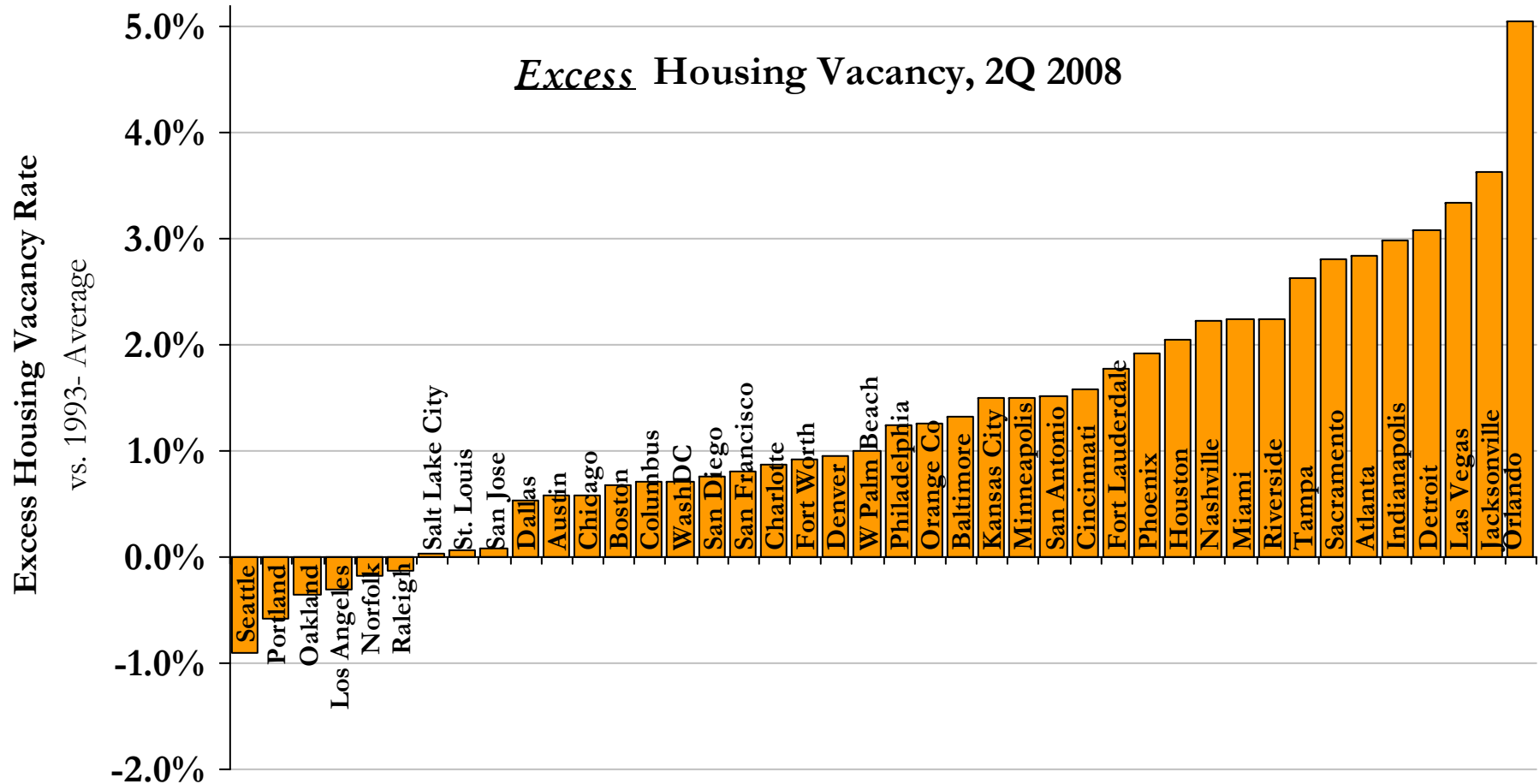
Source: Witten Advisors



### Summary

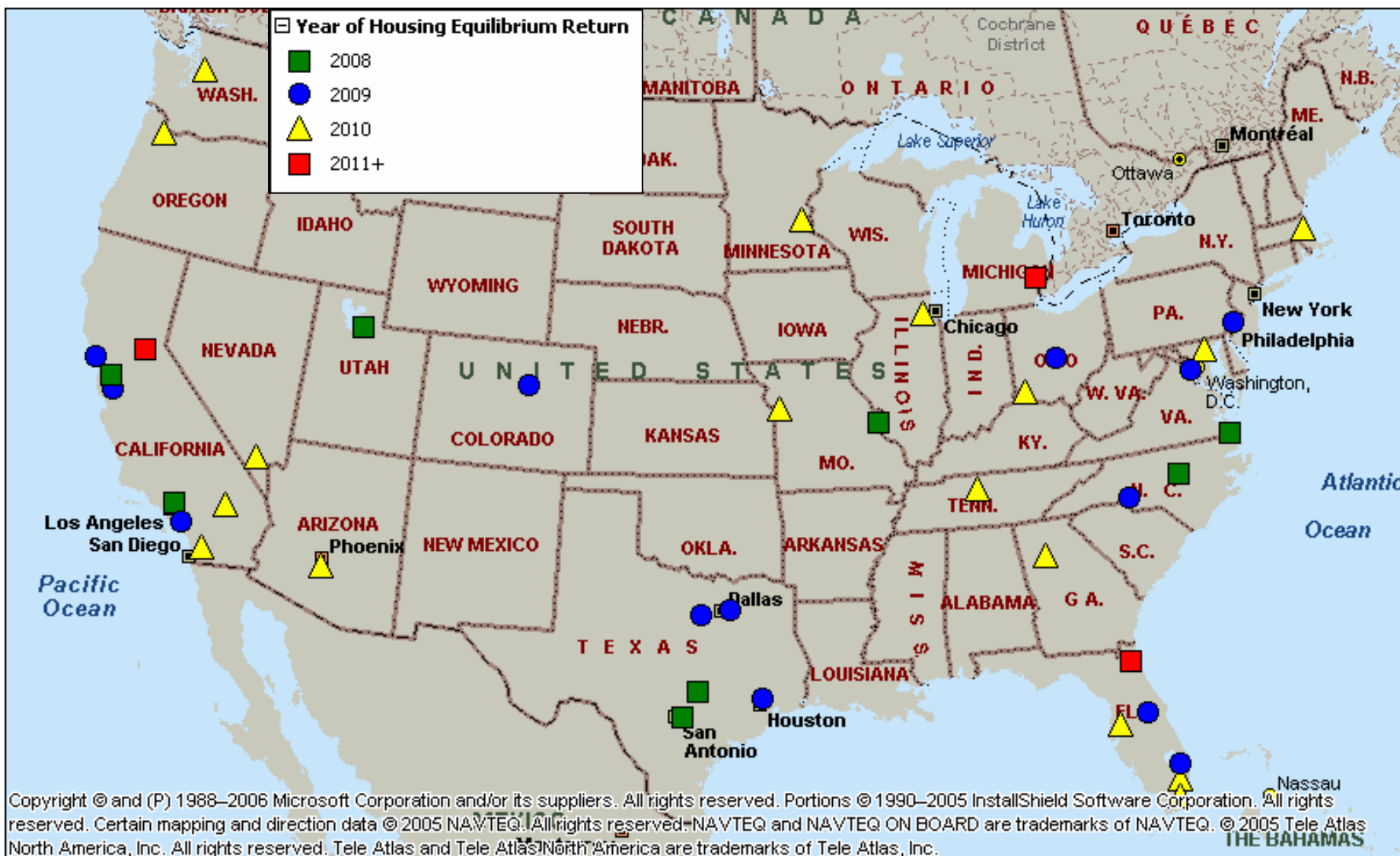
- 2008-2009: Challenging
  - Job losses spread
  - Home prices fall; house payments drop
  - Rents up 0.8%/year
- 2010-2011: Best market fundamentals since 2006's peak
  - Strong employment growth
  - Home prices, payments up marginally (<1%)
  - Fewer new completions due to current capital crunch
  - Rents up 3.6%/year

## Housing oversupply widespread but uneven

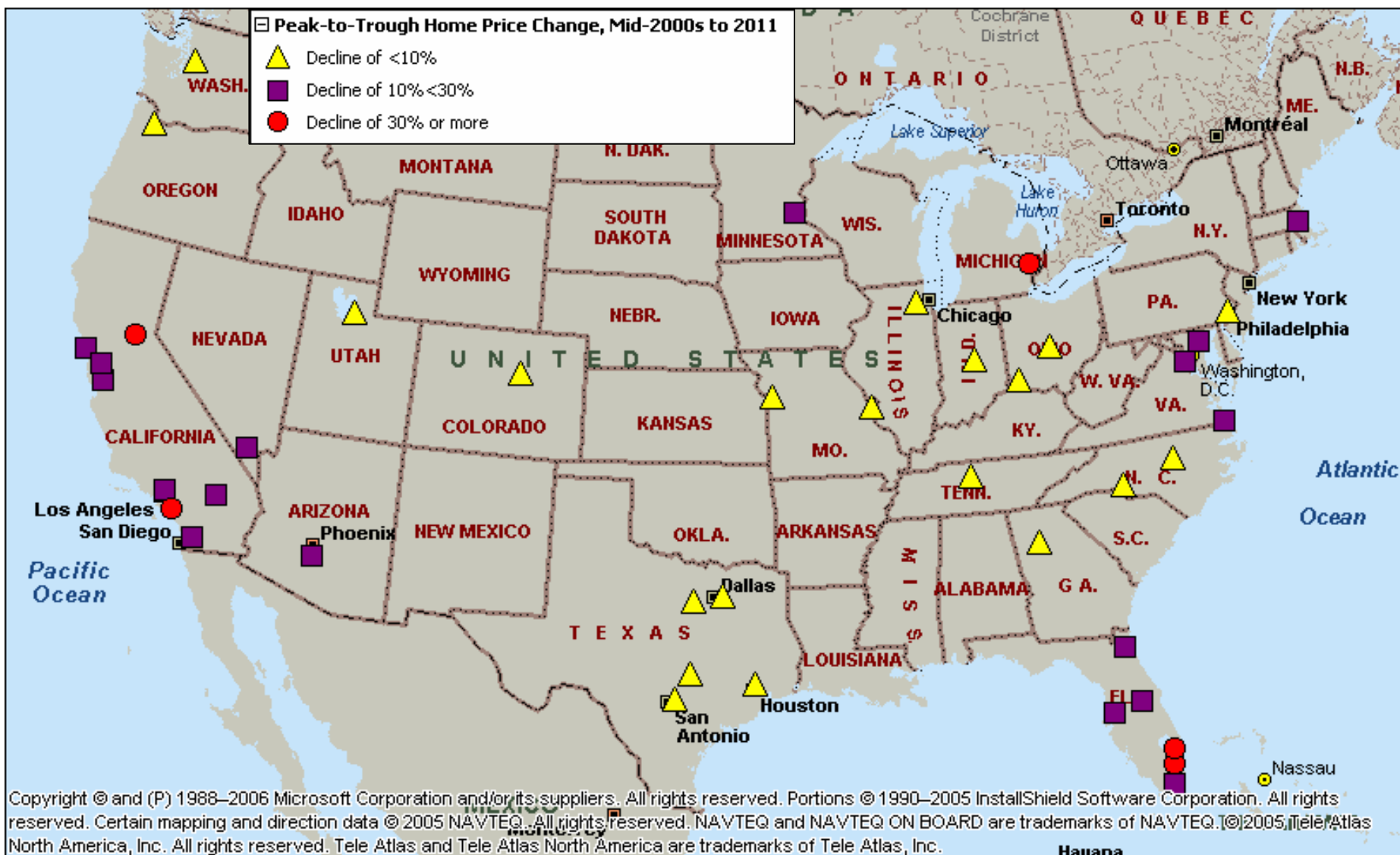


Source: Witten Advisors

# Housing Market



# Housing Market



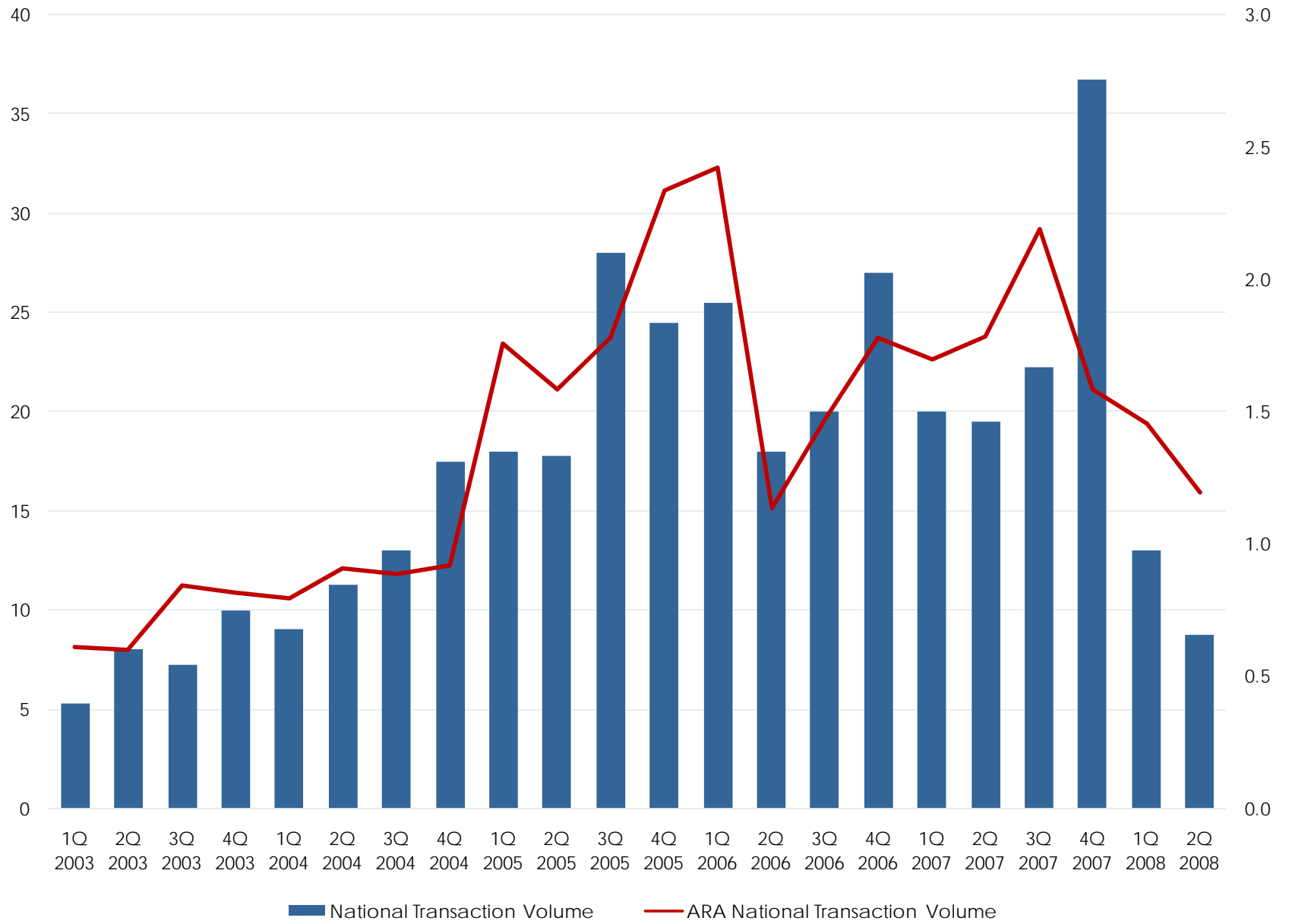
# MULTIFAMILY SALES OVERVIEW



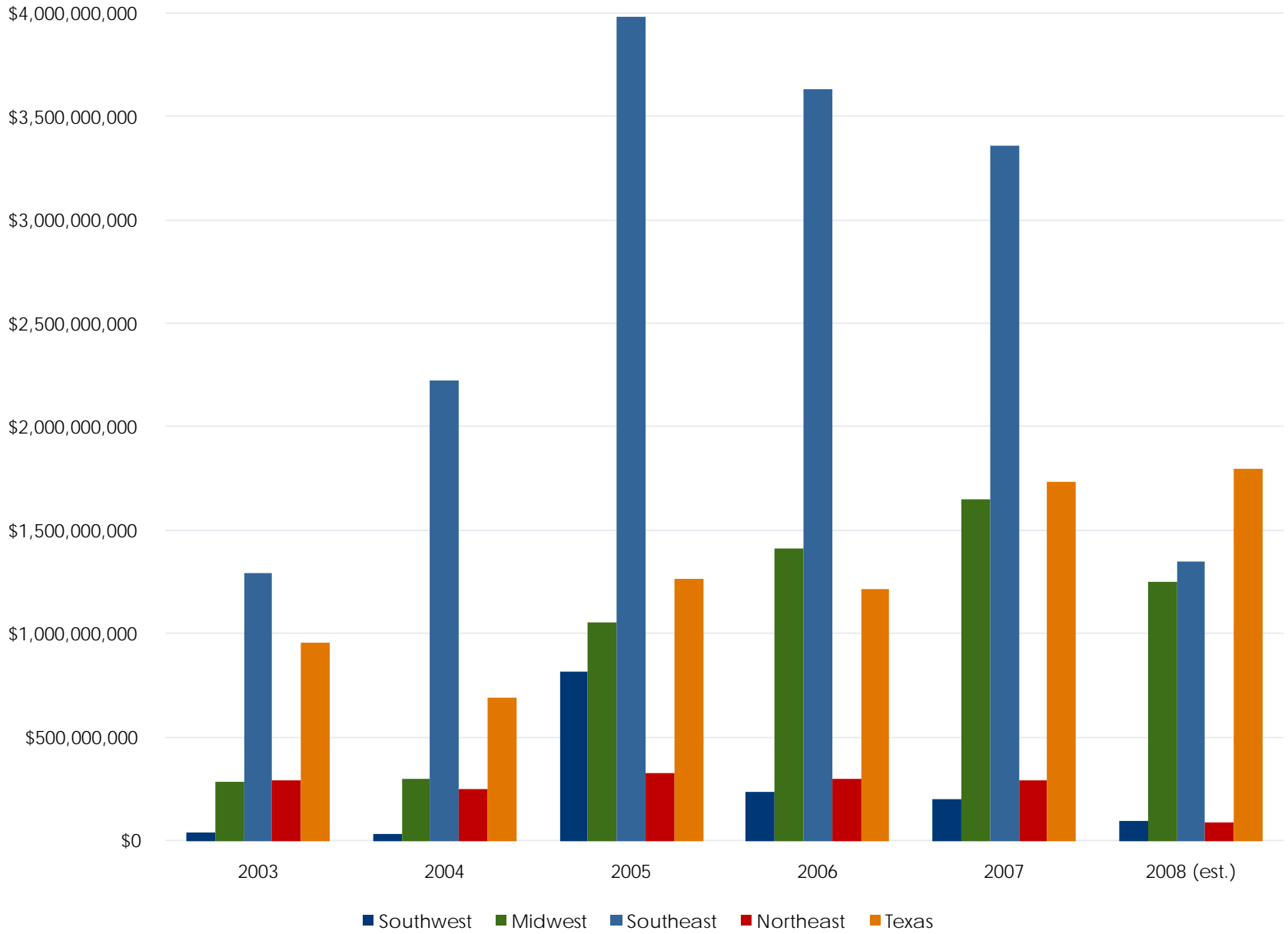
Camden Property Trust  
David Oelfke  
September 25, 2008

- Historical Transaction Volume
- Cap Rates
- Buyer & Pricing Trends
- Active Buyers/Sellers/Equity Partners
- What Buyers Want
- Where is the Opportunity?

# APARTMENT TRANSACTION VOLUME (\$ BILLIONS)



ARA ANNUAL SALES VOLUME – BY REGION





|                           | National             | Texas                |
|---------------------------|----------------------|----------------------|
| <b>Urban Class "A"</b>    | <b>5.50% - 6.00%</b> | <b>5.75% - 6.50%</b> |
| Peak Urban Class "A"      | 4.50% - 5.00%        | 4.75% - 5.50%        |
|                           | Δ 100 BPS            | Δ 100 BPS            |
| <b>Suburban Class "A"</b> | <b>5.75% - 6.25%</b> | <b>6.25% - 7.00%</b> |
| Peak Suburban Class "A"   | 5.00% - 5.50%        | 5.25% - 6.00%        |
|                           | Δ 75 BPS             | Δ 100 BPS            |
| <b>Class "B"</b>          | <b>6.50% - 7.00%</b> | <b>6.75% - 7.50%</b> |
| Peak Class "B"            | 5.00% - 5.50%        | 5.25% - 6.00%        |
|                           | Δ 150 BPS            | Δ 150 BPS            |
| <b>Class "C"</b>          | <b>7.00% - 7.50%</b> | <b>7.50% - 8.25%</b> |
| Peak Class "C"            | 5.00% - 6.00%        | 5.25% - 6.00%        |
|                           | Δ 200 BPS            | Δ 225 BPS            |

Pre-Credit Crisis:

Underwriting Proforma

15 - 20 Offers

Timing: 30/30

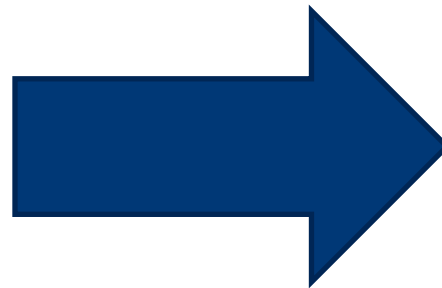
Retrades Rare

Sponsor Drives Pricing

Cap Rate Focused

Any Location

Bigger Deals

Post-Credit Crisis:

Underwriting Actuals

0 - 10 Offers

Timing: 60/60

Retrades Common

Equity Drives Pricing

IRR Focused

Location Matters

Smaller Deals



Past:

GE

Wall Street

Pension Funds

Insurance Companies

REITS

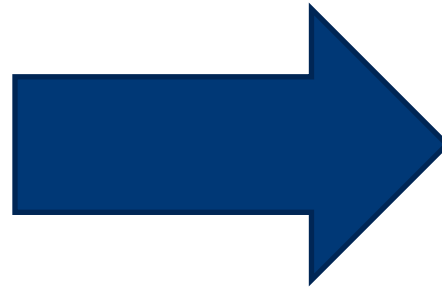
International

Private Equity

-TIC

- "Country Club"

-1031 Exchange

Present:

GE

Wall Street

Pension Funds

Insurance Companies

REITS

International

Private Equity

-TIC

- "Country Club"

-1031 Exchange

-Hedge Funds

-Opportunity Funds



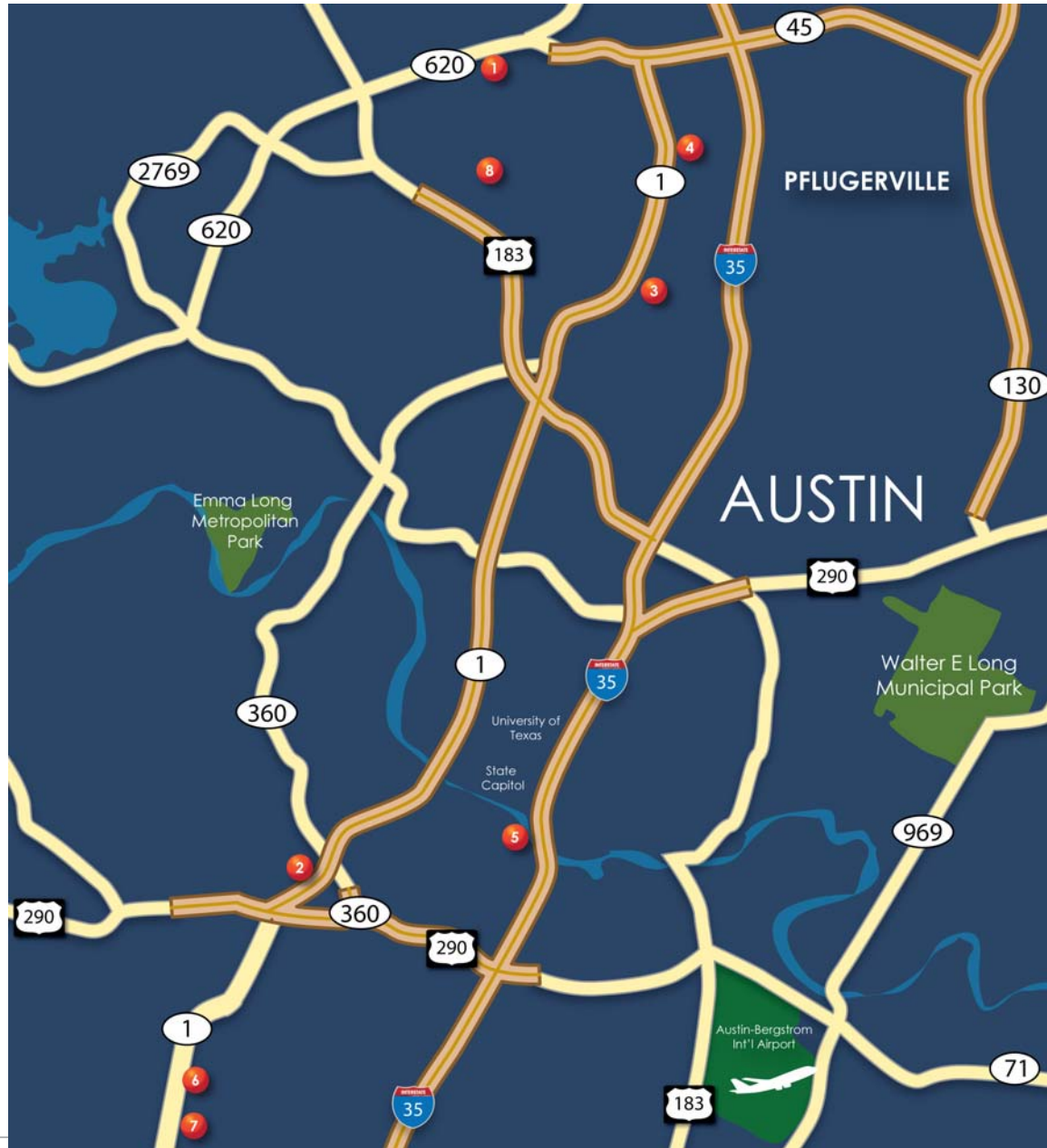
- Buyers chasing higher returns, underwriting more conservatively
- Many buyers expect rise in opportunity to purchase distressed properties
- Core product on sidelines
- Need a “story”

- Motivated Sellers
- Flexible Sellers
- Assets in Lease-up
- Core/Trophy Assets
- “Interest Only” Assets Needing Refinance
- Buy, Sell, or Hold?



Camden's Austin Market Overview  
Presented by: Patton Jones

ARA APARTMENT  
REALTY ADVISORS



| LEGEND |                                   |
|--------|-----------------------------------|
| 1      | Camden Amber Oaks (348 Units)     |
| 2      | Camden Gaines Ranch (390 Units)   |
| 3      | Camden Huntingdon (399 Units)     |
| 4      | Camden Ridgecrest (284 Units)     |
| 5      | Camden South Congress (253 Units) |
| 6      | Camden Stoneleigh (390 Units)     |
| 7      | Camden Cedar Hills (208 Units)    |
| 8      | Camden Laurel Ridge (183 Units)   |

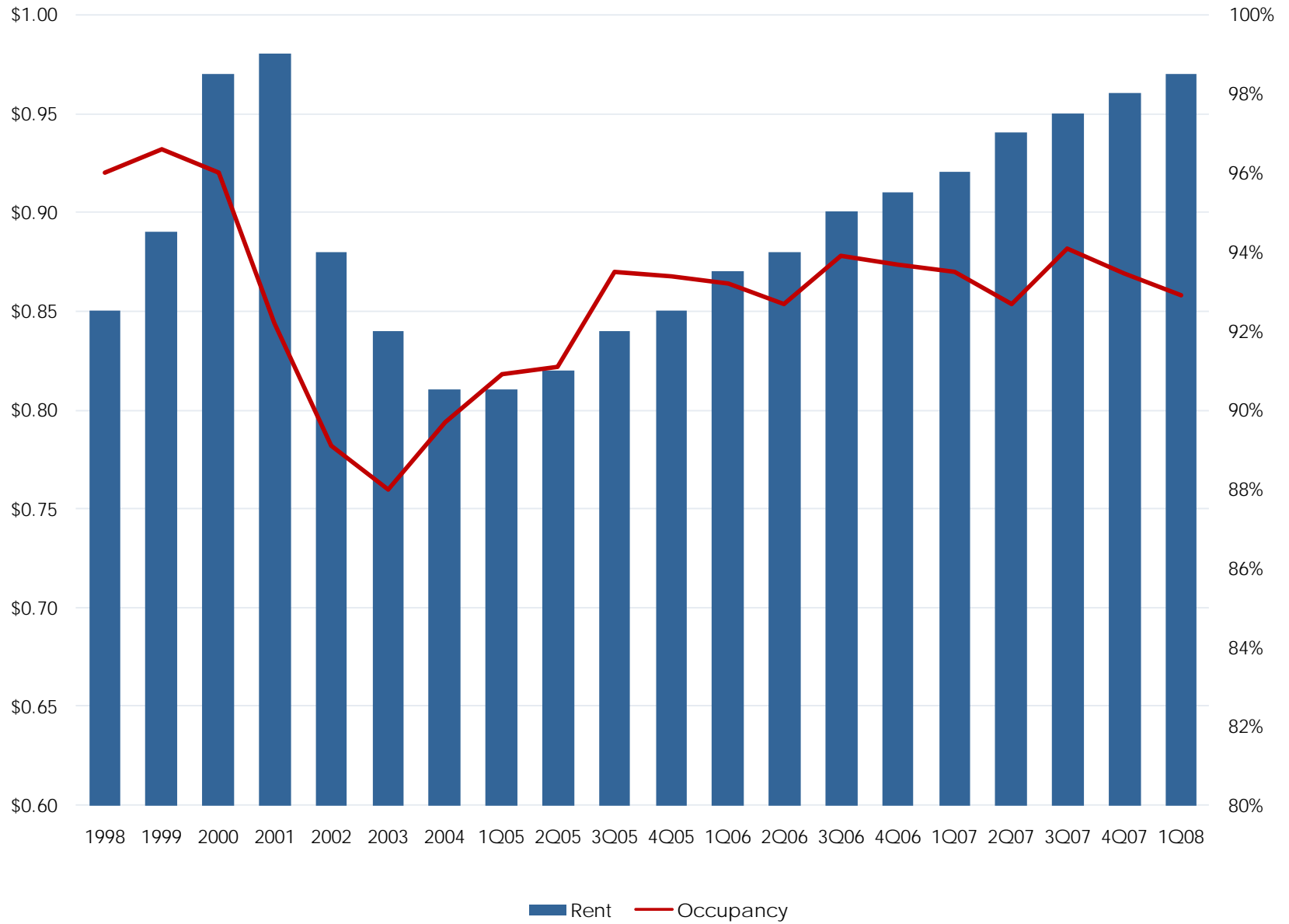


## Solid Market Fundamentals

- 18,100 jobs gained in the last 12 months
- 4.34% Annual Rent Growth
- Apartment Rental Rate is \$0.98 sf – highest since 2001
- Austin ranked #1 on *Forbes Magazine's* list of "America's Fastest Growing Metros"
- Austin's unemployment rate is 4.5% compared to the national rate of 5.7%

| Year | # of Units | New Units | Absorption | Occupancy | Rental Rate Per SF | % Rent Growth |
|------|------------|-----------|------------|-----------|--------------------|---------------|
| 1999 | 88,033     | 3,599     | 5,189      | 96.62%    | \$0.91             |               |
| 2000 | 94,368     | 6,176     | 5,963      | 96.72%    | \$0.95             | 4.40%         |
| 2001 | 103,477    | 9,469     | 261        | 91.03%    | \$0.99             | 4.21%         |
| 2002 | 110,732    | 7,022     | 6,617      | 89.06%    | \$0.88             | -11.11%       |
| 2003 | 113,841    | 2,751     | 3,230      | 88.02%    | \$0.82             | -6.82%        |
| 2004 | 115,384    | 1,528     | 3,261      | 89.67%    | \$0.80             | -2.44%        |
| 2005 | 116,405    | 1,280     | 4,310      | 92.23%    | \$0.83             | 3.75%         |
| 2006 | 118,782    | 2,970     | 2,648      | 93.39%    | \$0.89             | 7.23%         |
| 2007 | 121,986    | 3,596     | 2,700      | 93.48%    | \$0.94             | 5.62%         |
| 2008 | 124,371    | 2,390     | -99        | 92.27%    | \$0.98             | 4.00%         |

# AUSTIN HISTORICAL RENT AND OCCUPANCY



## AUSTIN APARTMENT MARKET BY SUBMARKET

| Austin Submarket       | # of Units     | Occupancy     | Rental Rate (Per SF) | Annual Rent Growth |
|------------------------|----------------|---------------|----------------------|--------------------|
| Bastrop                | 384            | 96.35%        | \$0.76               | 5.83%              |
| <b>Central</b>         | <b>6,201</b>   | <b>91.61%</b> | <b>\$1.32</b>        | <b>6.22%</b>       |
| CBD                    | 992            | 78.63%        | \$1.97               | -1.22%             |
| Cedar Park / Leander   | 3,313          | 88.47%        | \$0.91               | 7.98%              |
| <b>Far North</b>       | <b>15,811</b>  | <b>92.18%</b> | <b>\$0.96</b>        | <b>2.86%</b>       |
| Far Northwest          | 4,821          | 93.13%        | \$0.91               | 7.09%              |
| North                  | 9,948          | 91.49%        | \$0.88               | 3.50%              |
| Northeast              | 7,640          | 90.48%        | \$0.89               | 6.63%              |
| <b>Northwest</b>       | <b>14,648</b>  | <b>93.04%</b> | <b>\$0.93</b>        | <b>2.93%</b>       |
| Northwest Hills        | 12,933         | 91.53%        | \$1.06               | 3.79%              |
| Round Rock             | 7,308          | 91.04%        | \$0.90               | 2.30%              |
| South                  | 10,411         | 91.93%        | \$0.99               | 4.77%              |
| Southeast              | 13,163         | 91.40%        | \$0.88               | 2.90%              |
| <b>Southwest</b>       | <b>11,468</b>  | <b>91.45%</b> | <b>\$1.09</b>        | <b>4.37%</b>       |
| San Marcus             | 4,044          | 91.17%        | \$0.88               | 2.94%              |
| Williamson County      | 1,286          | 94.01%        | \$0.87               | 2.15%              |
| <b>Totals/Averages</b> | <b>124,371</b> | <b>91.62%</b> | <b>\$0.98</b>        | <b>4.34%</b>       |

\* *Submarkets where Camden owns*

## 2005 Average Cap Rates

|                  |               |
|------------------|---------------|
| Infill Class A   | 5.00% - 5.50% |
| Suburban Class A | 5.50% - 6.00% |
| Class B          | 6.25% - 7.00% |
| Class C          | 7.00% - 8.00% |

## 2006 Average Cap Rates

|                  |               |
|------------------|---------------|
| Infill Class A   | 4.50% - 5.25% |
| Suburban Class A | 4.75% - 5.25% |
| Class B          | 6.25% - 6.75% |
| Class C          | 7.00% - 7.75% |

## 2007 Average Cap Rates

|                  |               |
|------------------|---------------|
| Infill Class A   | 4.00% - 4.75% |
| Suburban Class A | 4.50% - 5.25% |
| Class B          | 5.50% - 6.50% |
| Class C          | 6.50% - 7.50% |

## 2008 Projected Average Cap Rates

|                  |               |
|------------------|---------------|
| Infill Class A   | 5.50% - 6.00% |
| Suburban Class A | 6.00% - 6.50% |
| Class B          | 6.50% - 7.00% |
| Class C          | 7.00% - 8.00% |

- Infill: CBD and Arboretum - zero to a half month
- Infill: "B" Location - a half month to one month
- Suburban - one to two months

| 2005 Volume     |                        |
|-----------------|------------------------|
| Class A         | \$911,835,488          |
| Per Unit        | \$84,890               |
| Class B/C       | \$373,651,199          |
| Per Unit        | \$42,010               |
| <b>Total</b>    | <b>\$1,285,486,686</b> |
| <b>Per Unit</b> | <b>\$63,450</b>        |

| 2006 Volume     |                        |
|-----------------|------------------------|
| Class A         | \$1,001,327,512        |
| Per Unit        | \$96,950               |
| Class B/C       | \$557,599,110          |
| Per Unit        | \$45,391               |
| <b>Total</b>    | <b>\$1,558,926,622</b> |
| <b>Per Unit</b> | <b>\$71,170</b>        |

| 2007 Volume     |                        |
|-----------------|------------------------|
| Class A         | \$1,527,078,474        |
| Per Unit        | \$110,571              |
| Class B/C       | \$661,418,162          |
| Per Unit        | \$61,230               |
| <b>Total</b>    | <b>\$2,188,496,636</b> |
| <b>Per Unit</b> | <b>\$85,900</b>        |

| 2008 YTD Volume |                      |
|-----------------|----------------------|
| Class A         | \$714,600,000        |
| Per Unit        | \$100,336            |
| Class B/C       | \$227,499,038        |
| Per Unit        | \$54,080             |
| <b>Total</b>    | <b>\$942,099,038</b> |
| <b>Per Unit</b> | <b>\$77,208</b>      |

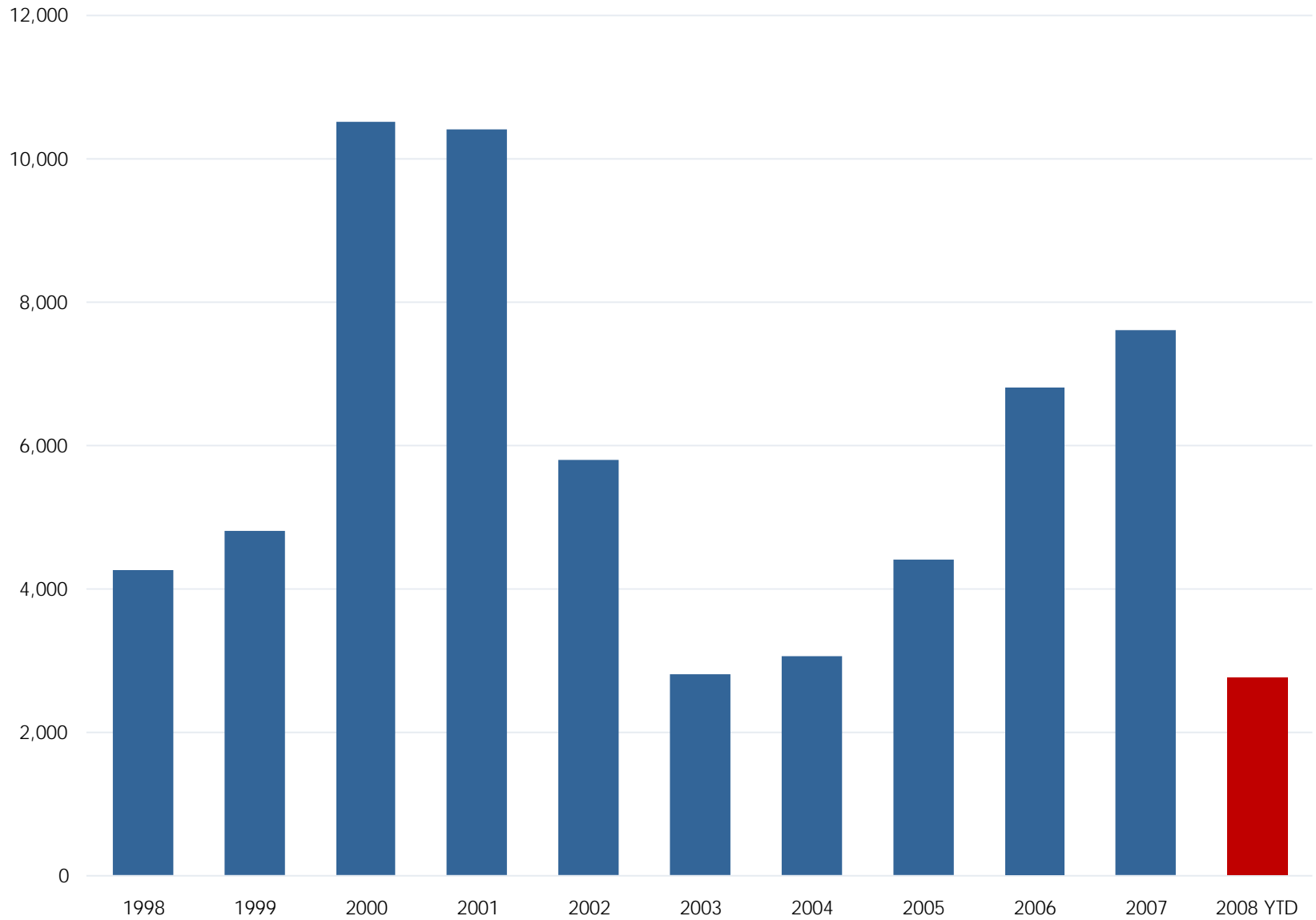
## CONSTRUCTION PIPELINE

|                           |        |
|---------------------------|--------|
| Total Under Construction  | 16,030 |
| (Less) Affordable Housing | -636   |
| (Less) Student Housing    | -1,125 |
| (Less) Senior Living      | -168   |
| Total Conventional:       | 14,101 |



| Submarket            | # of Units Under Construction | % of Total |
|----------------------|-------------------------------|------------|
| Bastrop              | 200                           | 1%         |
| Central              | 1,400                         | 10%        |
| CBD                  | 1,089                         | 8%         |
| Cedar Park / Leander | 0                             | 0%         |
| Far North            | 1,914                         | 14%        |
| Far Northwest        | 0                             | 0%         |
| North                | 316                           | 2%         |
| Northeast            | 731                           | 5%         |
| Northwest            | 1,100                         | 8%         |
| Northwest Hills      | 684                           | 5%         |
| Round Rock           | 2,397                         | 17%        |
| South                | 1,927                         | 14%        |
| Southeast            | 554                           | 4%         |
| Southwest            | 793                           | 6%         |
| San Marcus           | 240                           | 2%         |
| Williamson County    | 756                           | 5%         |

# AUSTIN MULTIFAMILY BUILDING PERMITS – BY NUMBER OF UNITS



|                         | #                       | PROJECT                | DELIVERY                    | LOCATION                   | UNITS      | SIZE (SF)   | RENT (S.F.)           |
|-------------------------|-------------------------|------------------------|-----------------------------|----------------------------|------------|-------------|-----------------------|
| APARTMENTS              | 1                       | AMLI on 2nd            | 2008                        | 421 W 3rd St (Block 22)    | 231        | 918         | \$2.25                |
|                         | 2                       | The Monarch            | 2008                        | West and 5th Street (SW)   | 305        | 1196        | \$2.35                |
|                         | 3                       | Red River Flats        | 2008                        | Red River and E. 9th (NE)  | 124        | 995         | \$1.95                |
|                         | 4                       | The Crescent           | 2008                        | 127 E Riverside Dr.        | 169        | 441-1363    |                       |
|                         | <b>TOALS / AVERAGES</b> |                        |                             |                            | <b>829</b> |             | <b>\$2.18</b>         |
|                         | 5                       | 300 South Lamar Blvd   | 2009                        | 300 South Lamar Blvd       | 137        |             |                       |
|                         | 6                       | 5th Street Commons     | 2009                        | 5th & West Lynn (SW)       | 138        |             |                       |
|                         | 7                       | Altavida               | 2009                        | 101 Colorado               | 258        |             |                       |
|                         | 8                       | Legacy at Town Lake    | 2009                        | Rainey Street and Cummings | 187        |             |                       |
|                         | 9                       | Gables at Pressler     | 2009                        | 507 Pressler               | 165        |             |                       |
| 10                      | Gables Park Plaza       | 2010                   | W. Ceaser Chavez & N. Lamar | 294                        |            |             |                       |
| <b>TOALS / AVERAGES</b> |                         |                        |                             | <b>1,179</b>               |            |             |                       |
|                         | #                       | PROJECT                | DELIVERY                    | LOCATION                   | UNITS      | SIZE (SF)   | PRICE                 |
| CONDOS                  | 1                       | The Shore              | 2008                        | 603 Davis                  | 192        | 632 - 3077  | \$145,000 - \$1.35M   |
|                         | 2                       | 360                    | 2008                        | 360 Nueces                 | 432        | 721 - 2000  | \$190,000 - \$500,000 |
|                         | 3                       | Bridges on the Park    | 2008                        | 210 Lee Barton             | 105        | 862 - 1623  | \$300,000 - \$800,000 |
|                         | 4                       | Sabine on 5th          | 2008                        | 507 Sabine St.             | 80         | 700 - 1461  | \$190,000 - \$550,000 |
|                         | <b>TOALS / AVERAGES</b> |                        |                             |                            | <b>809</b> |             |                       |
|                         | 5                       | Spring                 | 2009                        | 3rd and Bowie              | 246        | 576 - 1720  | \$291,000 - \$990K    |
|                         | 6                       | The Austonian          | 2010                        | 200 Congress               | 188        | 1352 - 4486 | \$550,000 - \$7.5M    |
|                         | 7                       | W Hotel and Residences | 2010                        | 2nd and Guadalupe          | 165        | 644 - 4254  | \$400,000 - \$4M      |
|                         | 8                       | Four Seasons           | 2010                        | Cesar Chavez & San Jacinto | 166        | 1000 -2700  | \$475,000 - \$2M      |
|                         | <b>TOALS / AVERAGES</b> |                        |                             |                            | <b>765</b> |             |                       |

- Solid economic fundamentals
- Multifamily fundamentals remain healthy
- Apartment supply is submarket sensitive
- Future apartment/condo supply has been regulated by capital markets

# CAMDEN<sup>SM</sup>



Living Excellence

**Camden Property Trust**  
*Austin Portfolio Overview*  
September 25, 2008



# Forward-Looking Statements

---

In addition to historical information, this presentation contains forward-looking statements under the federal securities law. These statements are based on current expectations, estimates and projections about the industry and markets in which Camden operates, management's beliefs, and assumptions made by management. Forward-looking statements are not guarantees of future performance and involve certain risks and uncertainties which are difficult to predict.

# Austin Portfolio – History

---

## Original Portfolio (1993 – 2004)

- Entered Austin market in early 1990s
- Acquired 4 communities – 1,063 apartment homes
- Developed 2 communities – 682 apartment homes

## Recent Activity (2005 – 2008)

- Acquired 3 communities – 1,033 apartment homes
- Disposed of 3 communities – 880 apartment homes
- Developing 2 new communities – 556 apartment homes
- Future development plans for 2 communities – 534 apartment homes
- Sale pending on 1 community – 183 apartment homes

# Austin Portfolio – Statistics

---

- 3.8% of Camden’s overall operating NOI
- Same property growth (3-year history)

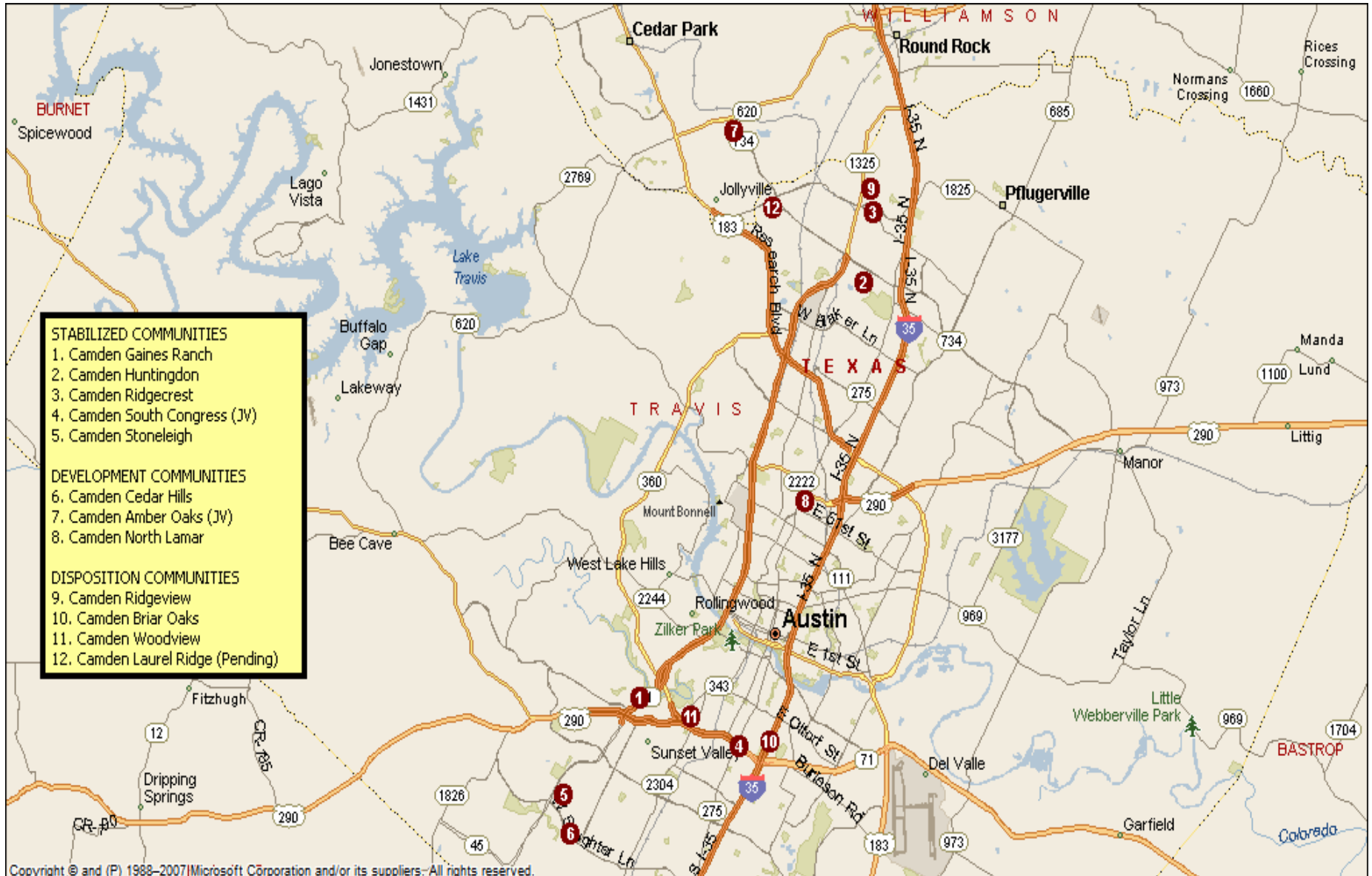
|          | <u>Revenue</u> | <u>NOI</u> |
|----------|----------------|------------|
| 2006     | 6.7%           | 9.8%       |
| 2007     | 7.8%           | 15.3%      |
| YTD 2008 | 6.7%*          | 9.9%*      |

- Monthly rental rates range from \$605 to \$2,061 and average \$1,002 per apartment home

\* As of 06/30/08



# Camden's Austin, TX Portfolio



# Austin Operating Portfolio

---

| <u>Community</u>              | <u>Total Homes</u> | <u>Year Built</u> | <u>Average Market Rent*</u> | <u>Percent Occupied*</u> |
|-------------------------------|--------------------|-------------------|-----------------------------|--------------------------|
| Camden Gaines Ranch           | 390                | 1997              | \$1,152                     | 97%                      |
| Camden Huntingdon             | 398                | 1995              | 768                         | 96%                      |
| Camden Ridgecrest             | 284                | 1995              | 740                         | 95%                      |
| Camden South Congress (JV)    | 253                | 2001              | 1,502                       | 92%                      |
| Camden Stoneleigh             | 390                | 2001              | 959                         | 97%                      |
| <b>Total/Weighted Average</b> | <b>1,715</b>       | <b>1998</b>       | <b>\$1,002</b>              | <b>96%</b>               |

\* As of 09/14/08

## Camden Gaines Ranch

4424 Gaines Ranch Loop  
Austin, Texas 78735



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 1997                                       |
| <b>Number of units</b>     | 390  |
| <b>Unit mix</b>            | 201 - 1 bedroom<br>189 - 2 bedroom         |
| <b>Average market rent</b> | \$1,152 per unit<br>\$1.20 per square foot |
| <b>Average unit size</b>   | 955 square feet                            |
| <b>% occupied</b>          | 97% (as of 09/14/08)                       |

Camden Gaines Ranch is located southwest of downtown Austin near Loop One South and the Highway 71 West interchange. Apartment features include carports, garages, gas fireplaces, oversized garden tubs, crown molding, built-in wine racks, walk-in closets, linen closets, full size washer and dryer connections, gourmet kitchens, patios and balconies with storage.

Community amenities include a resident conference center and clubhouse, state-of-the-art fitness center, BBQ area and resort-style swimming pool.

Surrounded by the Barton Creek Wildlife Preserve, Camden Gaines Ranch offers a secluded natural setting within minutes of shopping, dining and Austin's active entertainment and music scenes.

# Camden Huntingdon

12349 Metric Boulevard  
Austin, Texas 78758



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 1995                                     |
| <b>Number of units</b>     | 398                                      |
| <b>Unit mix</b>            | 246 - 1 bedroom<br>152 - 2 bedroom       |
| <b>Average market rent</b> | \$768 per unit<br>\$0.85 per square foot |
| <b>Average unit size</b>   | 903 square feet                          |
| <b>% occupied</b>          | 96% (as of 09/14/08)                     |

Camden Huntingdon is located on Metric Boulevard, just north of downtown Austin with convenient access to I-35 North and Loop One North. Apartment features include linen closets, oversized garden tubs, pantries, refrigerators with icemakers, built-in microwaves, full size washers and dryers, ceiling fans, ceramic tile, crown molding, oversized windows, patios and balconies.

Community amenities include a resort-style swimming pool, state-of-the-art fitness center, laundry facility, BBQ areas and resident clubhouse.

Camden Huntingdon has several major corporations located in the immediate area, and the community is minutes from fine dining, shopping and entertainment.

# Camden Ridgecrest

3101 Wells Branch Parkway  
Austin, Texas 78728



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 1995                                     |
| <b>Number of units</b>     | 284                                      |
| <b>Unit mix</b>            | 188 - 1 bedroom<br>96 - 2 bedroom        |
| <b>Average market rent</b> | \$740 per unit<br>\$0.87 per square foot |
| <b>Average unit size</b>   | 855 square feet                          |
| <b>% occupied</b>          | 95% (as of 09/14/08)                     |

Camden Ridgecrest is located adjacent to Hewlett Packard's Regional Office and minutes from Dell's headquarters in Round Rock. Apartment features include built-in microwaves, refrigerators with icemakers, full size washers and dryers, 9-foot ceilings, ceiling fans, walk-in closets, mini-blinds, double vanity sinks, crown molding, covered parking, dual pane windows, oversized garden tubs, patios and balconies with storage.

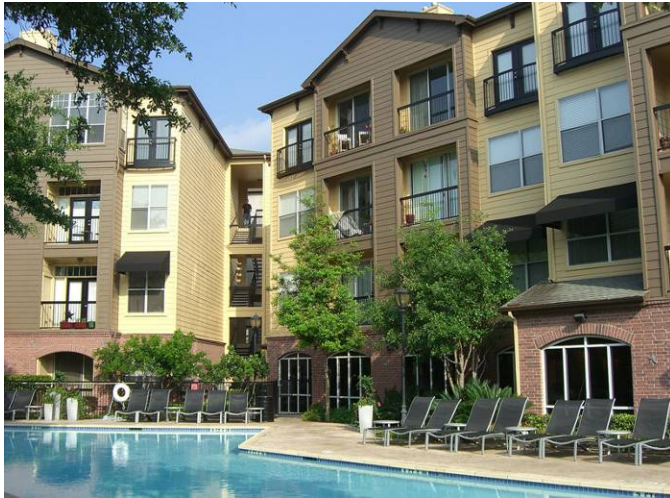
Community amenities include a resident business center, fully-equipped fitness center and resort-style swimming pool with whirlpool spa.

Camden Ridgecrest is located between MoPac and I-35, offering quick and easy commutes to all areas of Austin. This community is convenient to many restaurants, shopping centers and entertainment venues.

# Camden South Congress (Fund/JV)



1007 South Congress  
Austin, TX 78704



|                            |  |
|----------------------------|--|
| <b>CPT ownership</b>       | 20%  |
| <b>Year built</b>          | 2001   |
| <b>Number of units</b>     | 253  |
| <b>Unit mix</b>            | 115 - 1 bedroom<br>106 - 2 bedroom<br>32 - 3 bedroom |
| <b>Average market rent</b> | \$1,502 per unit<br>\$1.54 per square foot           |
| <b>Average unit size</b>   | 975 square feet                                      |
| <b>% occupied</b>          | 92% (as of 09/14/08)                                 |

Camden South Congress is located on South Congress Avenue, just one mile south of Austin's Central Business District. Apartment amenities include 9- to 10-foot ceilings, Berber carpet, wood laminate flooring, custom cabinets, track lighting, crown molding, refrigerators with icemakers, built-in microwaves, pantries, 2" mini blinds, ceiling fans, built-in bookshelves and computer desks, gas fireplaces, oversized garden tubs, full size washer and dryer connections and private patios or solariums.

Community amenities include a heated resort-style swimming pool, BBQ grills with cabana, café-style coffee bar, clubhouse with fireplace and billiards table, resident business and conference center, access gates and 24-hour fitness center.

Camden South Congress, located in the trendy South Congress District (known as SoCo), is just minutes from downtown Austin which provides convenient access to shopping, dining, entertainment establishments and Austin's famous music scene.

# Camden Stoneleigh

4825 Davis Lane  
Austin, Texas 78749



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 2001   |
| <b>Number of units</b>     | 390  |
| <b>Unit mix</b>            | 254 - 1 bedroom<br>116 - 2 bedroom<br>20 - 3 bedroom |
| <b>Average market rent</b> | \$959 per unit<br>\$1.06 per square foot             |
| <b>Average unit size</b>   | 908 square feet                                      |
| <b>% occupied</b>          | 97% (as of 09/14/08)                                 |

Camden Stoneleigh is located off of Mopac and Davis Lane and offers convenient access to Loop One South. Apartment features include 9-foot ceilings, crown molding, large walk-in pantries, built-in bookshelves and desks, white-on-white name brand appliances, gas fireplaces, walk-in closets, oversized garden tubs, coat closets, ceiling fans in living rooms and master bedrooms, large patio balconies with extra storage and attached garages.

Community amenities include BBQ areas, a resort-style swimming pool and plunge pool, 24-hour state-of-the-art fitness center, beautifully appointed resident clubroom with billiard table and shuffle board, on-site laundry facility, children's room, media room with large screen TV and an executive resident business center with high-speed Internet access.

Camden Stoneleigh has convenient access to major thoroughfares and is minutes from a wide variety of shopping, dining and entertainment areas.

# Austin Development Portfolio

---

*(\$ in millions)*

| <u>Current Pipeline</u>   | <u>Total Homes</u> | <u>Total Budget*</u> | <u>Cost to Date*</u> |
|---------------------------|--------------------|----------------------|----------------------|
| Camden Cedar Hills        | 208                | \$27                 | \$21                 |
| Camden Amber Oaks (JV)    | 348                | 40                   | 16                   |
| <b>Subtotal</b>           | <b>556</b>         | <b>\$67</b>          | <b>\$37</b>          |
| <br>                      |                    |                      |                      |
| <u>Future Pipeline</u>    | <u>Total Homes</u> | <u>Total Budget*</u> | <u>Cost to Date*</u> |
| Camden North Lamar        | 290                | \$55                 | \$9                  |
| Camden Amber Oaks II (JV) | 244                | 30                   | 4                    |
| <b>Subtotal</b>           | <b>534</b>         | <b>\$85</b>          | <b>\$13</b>          |
| <br>                      |                    |                      |                      |
| <b>Grand Total</b>        | <b>1,090</b>       | <b>\$152</b>         | <b>\$50</b>          |

\* As of 06/30/08



## Camden Cedar Hills

4100 West Slaughter Lane  
Austin, Texas 78749



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 2008                                       |
| <b>Number of units</b>     | 208  |
| <b>Unit mix</b>            | 144 - 1 bedroom<br>64 - 2 bedroom          |
| <b>Average market rent</b> | \$1,091 per unit<br>\$1.20 per square foot |
| <b>Average unit size</b>   | 910 square feet                            |
| <b>% occupied</b>          | 58% (as of 09/14/08)                       |

Camden Cedar Hills is a development community currently under construction, with stabilization scheduled for early 2009. It is located in Southwest Austin on the north side of Slaughter Lane, just west of Brodie Lane. Apartment features include 9-foot ceilings, crown molding, laminate wood flooring, refrigerators with icemakers, microwaves, walk-in closets, oversized garden tubs with separate showers, built-in bookshelves, ceiling fans and full size washers and dryers.

Community amenities include a resort-style pool, BBQ grills, Wi-Fi internet café, resident lounge area with high definition TV, gourmet kitchen area and state-of-the-art fitness center.

Camden Cedar Hills is part of the Circle C Ranch mixed-use master planned development. The community has easy access to the Loop One Expressway, Austin Central Business District, Interstate Highway 35 corridor and various shopping and entertainment venues.

# Camden Amber Oaks (Fund/JV)

9001 Amberglen Boulevard  
Austin, Texas 78729



- **CPT ownership – 20%**
- **348 garden style apartment homes**
- **Total budget – \$40M**
- **Start date – 4Q07**
- **Estimated initial occupancy – 4Q08**
- **Estimated construction completion – 2Q09**
- **Estimated stabilized operations – 3Q10**

Camden Amber Oaks is a joint venture development community located in Northwest Austin, 15 miles from Austin's Central Business District, and one-half mile from RR 620. Apartment features include 9-foot ceilings, laminate wood flooring, crown and base molding, refrigerators with icemakers, microwaves, built-in bookshelves, walk-in closets, ceiling fans, oversized garden tubs, detached garages, and full size washers and dryers.

Community amenities include a resort-style swimming pool, BBQ areas, Wi-Fi internet café, resident lounge area with high definition TV, gourmet kitchen area and state-of-the-art fitness center.

Camden Amber Oaks is part of the Amber Oaks Office Park, a campus that will include more than 2 million square feet of office, hotel and retail space. The community is in close proximity to large area businesses and employers as well as shopping, dining and entertainment.

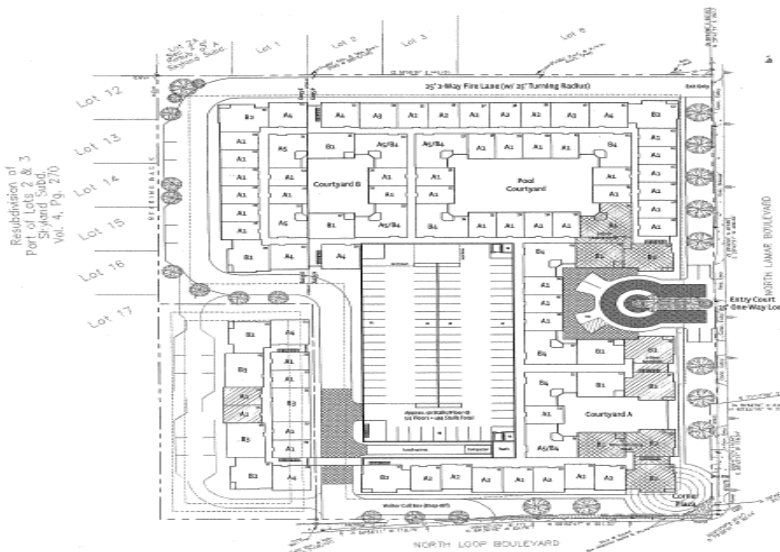
Camden also owns an adjacent land parcel for which a Phase II community is planned. Current development plans provide for 244 apartment homes at an estimated cost of \$30 million.

# Camden North Lamar

5400 Lamar  
Austin, Texas 78751



- 290 apartment homes with structured parking
- Estimated budget – \$55M
- Estimated start date – 2009
- Estimated initial occupancy – 2010
- Estimated construction completion – 2011
- Estimated stabilized operations – 2011



Camden North Lamar is a future development community located at the northwest corner of North Lamar and North Loop Boulevard. Apartment features will include 10-foot ceilings, wood flooring, crown molding, ceramic tile entries, refrigerators with icemakers, built-in microwaves, pantries, ceiling fans, walk-in closets, dual pane windows, linen closets, oversized garden tubs and full size washers and dryers.

Community amenities will include resort-style swimming pools, BBQ areas, outdoor theater and lounge area, elevators, Wi-Fi Internet café and state-of-the-art fitness center.

Camden North Lamar will have convenient access to major thoroughfares and will be minutes from a wide variety of shopping, dining and entertainment.

# Austin Dispositions

---

|                                     |   |          |
|-------------------------------------|---|----------|
| Total Homes Sold                    | ➡ | 880      |
| Total Disposition Volume            | ➡ | \$53M    |
| Average Price per Home              | ➡ | \$60K    |
| Average Age of Dispositions         | ➡ | 26 years |
| Average Market Rent per Month       | ➡ | \$634    |
| Average Market Rent per Square Foot | ➡ | \$0.88   |
| Average Disposition Cap Rate*       | ➡ | 5.7%     |

\* 2008 Forecasted NOI after 3% management fee and \$650 per unit CapEx reserve

# Camden Ridgeview (Sold Feb '08)



14300 Tandem Boulevard  
Austin, Texas 78726



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 1984                                     |
| <b>Number of units</b>     | 167                                      |
| <b>Unit mix</b>            | 119 - 1 bedroom<br>48 - 2 bedroom        |
| <b>Average market rent</b> | \$633 per unit<br>\$0.74 per square foot |
| <b>Average unit size</b>   | 859 square feet                          |

Camden Ridgeview is located adjacent to Hewlett Packard's Regional Office and minutes from Dell's headquarters in Round Rock. Apartment features include wood burning fireplaces, mini-blinds, pantries, 9-foot ceilings, vaulted ceilings and full size washer and dryer connections.

Community amenities include covered parking, laundry facility, indoor Jacuzzi, sparkling swimming pool with whirlpool spa and 24-hour emergency maintenance.

Adjacent to the Highway 45 Toll Road and Loop One North, residents have convenient and quick access to all areas in Austin, including shopping, dining and entertainment.

# Camden Briar Oaks (Sold July '08)



3209 South Interstate 35  
Austin, Texas 78741



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 1980                                     |
| <b>Number of units</b>     | 430                                      |
| <b>Unit mix</b>            | 320 - 1 bedroom<br>110 - 2 bedroom       |
| <b>Average market rent</b> | \$616 per unit<br>\$0.87 per square foot |
| <b>Average unit size</b>   | 711 square feet                          |

Camden Briar Oaks is conveniently located near Interstate 35, south of downtown and only 10 minutes from Austin Bergstrom Airport. Apartment features include oversized windows, vaulted ceilings, pantries, walk-in closets, linen closets, built-in bookshelves, wood burning fireplaces, washer and dryer connections and patios and balconies with storage.

Community amenities include a resident clubhouse and a sparkling resort-style swimming pool.

Camden Briar Oaks has easy freeway access and is 15 minutes from shopping, dining, entertainment and downtown Austin. The community is also located on the UT shuttle route and is less than 5 minutes from St. Edward's University.

## Camden Woodview (Sold July '08)

4009 Victory Drive  
Austin, Texas 78761



|                            |   |
|----------------------------|---|
| <b>Year built</b>          | 1984  |
| <b>Number of units</b>     | 283   |
| <b>Unit mix</b>            | 88 - studio/efficiency<br>75 - 1 bedroom<br>120 - 2 bedroom |
| <b>Average market rent</b> | \$663 per unit<br>\$1.03 per square foot                    |
| <b>Average unit size</b>   | 644 square feet   |

Camden Woodview is conveniently located with easy access to Highway 71 West in Austin. Apartment features include wood burning fireplaces, ceiling fans, refrigerators with icemakers and washers and dryers.

Community amenities include a resident clubhouse, fully-equipped fitness center and resort-style swimming pool.

Camden Woodview is located near major thoroughfares and is close to Brody Oaks Shopping Center, Barton Creek Mall and a wide variety of other shopping, dining and entertainment establishments.

# Camden Laurel Ridge (Sale Pending)



13005 Heinemann  
Austin, Texas 78727



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 1986                                     |
| <b>Number of units</b>     | 183                                      |
| <b>Unit mix</b>            | 111 - 1 bedroom<br>72 - 2 bedroom        |
| <b>Average market rent</b> | \$621 per unit<br>\$0.88 per square foot |
| <b>Average unit size</b>   | 702 square feet                          |
| <b>% occupied</b>          | 95% (as of 09/14/08)                     |

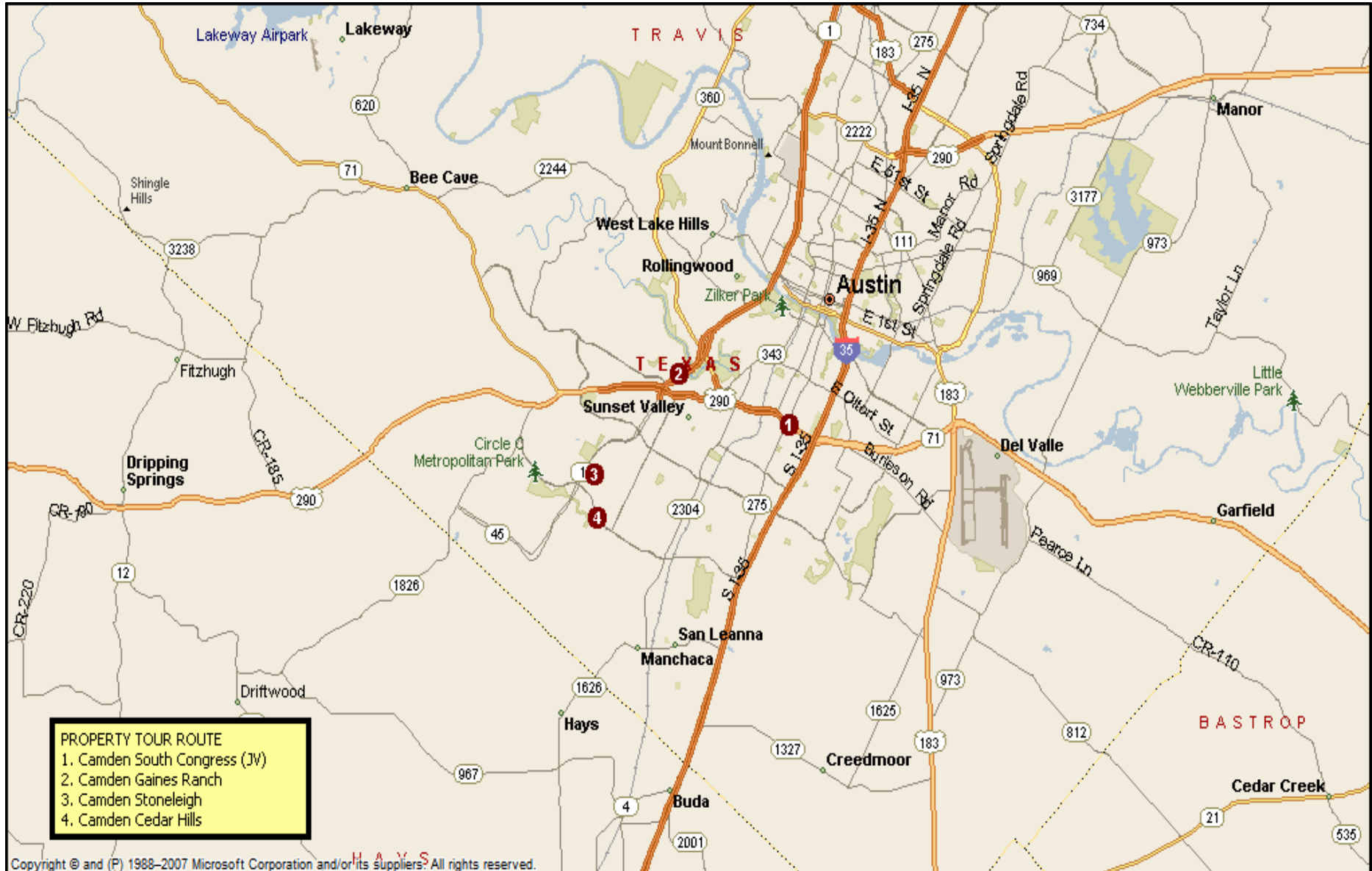
Camden Laurel Ridge is located in Northwest Austin near the Arboretum and several major corporations. Apartment features include fireplaces, built-in microwaves, refrigerators with icemakers, pantries, vaulted ceilings, ceiling fans, laminate kitchen flooring, linen closets, built-in bookshelves, full size washer and dryer connections, and patios and balconies with storage.

Community amenities include a resort-style swimming pool with whirlpool spa, laundry facility and 24-hour emergency maintenance.

Camden Laurel Ridge is conveniently located near major highways and is minutes from a wide variety of Austin's shopping, dining and entertainment destinations.



# Property Tour Route – September 25, 2008



# Camden South Congress (Fund/JV)



1007 South Congress  
Austin, TX 78704



|                            |  |
|----------------------------|--|
| <b>CPT ownership</b>       | 20%  |
| <b>Year built</b>          | 2001   |
| <b>Number of units</b>     | 253  |
| <b>Unit mix</b>            | 115 - 1 bedroom<br>106 - 2 bedroom<br>32 - 3 bedroom |
| <b>Average market rent</b> | \$1,502 per unit<br>\$1.54 per square foot           |
| <b>Average unit size</b>   | 975 square feet                                      |
| <b>% occupied</b>          | 92% (as of 09/14/08)                                 |

Camden South Congress is located on South Congress Avenue, just one mile south of Austin's Central Business District. Apartment amenities include 9- to 10-foot ceilings, Berber carpet, wood laminate flooring, custom cabinets, track lighting, crown molding, refrigerators with icemakers, built-in microwaves, pantries, 2" mini blinds, ceiling fans, built-in bookshelves and computer desks, gas fireplaces, oversized garden tubs, full size washer and dryer connections and private patios or solariums.

Community amenities include a heated resort-style swimming pool, BBQ grills with cabana, café-style coffee bar, clubhouse with fireplace and billiards table, resident business and conference center, access gates and 24-hour fitness center.

Camden South Congress, located in the trendy South Congress District (known as SoCo), is just minutes from downtown Austin which provides convenient access to shopping, dining, entertainment establishments and Austin's famous music scene.

## Camden Gaines Ranch

4424 Gaines Ranch Loop  
Austin, Texas 78735



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 1997                                       |
| <b>Number of units</b>     | 390  |
| <b>Unit mix</b>            | 201 - 1 bedroom<br>189 - 2 bedroom         |
| <b>Average market rent</b> | \$1,152 per unit<br>\$1.20 per square foot |
| <b>Average unit size</b>   | 955 square feet                            |
| <b>% occupied</b>          | 97% (as of 09/14/08)                       |

Camden Gaines Ranch is located southwest of downtown Austin near Loop One South and the Highway 71 West interchange. Apartment features include carports, garages, gas fireplaces, oversized garden tubs, crown molding, built-in wine racks, walk-in closets, linen closets, full size washer and dryer connections, gourmet kitchens, patios and balconies with storage.

Community amenities include a resident conference center and clubhouse, state-of-the-art fitness center, BBQ area and resort-style swimming pool.

Surrounded by the Barton Creek Wildlife Preserve, Camden Gaines Ranch offers a secluded natural setting within minutes of shopping, dining and Austin's active entertainment and music scenes.

# Camden Stoneleigh

4825 Davis Lane  
Austin, Texas 78749



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 2001   |
| <b>Number of units</b>     | 390  |
| <b>Unit mix</b>            | 254 - 1 bedroom<br>116 - 2 bedroom<br>20 - 3 bedroom |
| <b>Average market rent</b> | \$959 per unit<br>\$1.06 per square foot             |
| <b>Average unit size</b>   | 908 square feet                                      |
| <b>% occupied</b>          | 97% (as of 09/14/08)                                 |

Camden Stoneleigh is located off of Mopac and Davis Lane and offers convenient access to Loop One South. Apartment features include 9-foot ceilings, crown molding, large walk-in pantries, built-in bookshelves and desks, white-on-white name brand appliances, gas fireplaces, walk-in closets, oversized garden tubs, coat closets, ceiling fans in living rooms and master bedrooms, large patio balconies with extra storage and attached garages.

Community amenities include BBQ areas, a resort-style swimming pool and plunge pool, 24-hour state-of-the-art fitness center, beautifully appointed resident clubroom with billiard table and shuffle board, on-site laundry facility, children's room, media room with large screen TV and an executive resident business center with high-speed Internet access.

Camden Stoneleigh has convenient access to major thoroughfares and is minutes from a wide variety of shopping, dining and entertainment areas.

## Camden Cedar Hills

4100 West Slaughter Lane  
Austin, Texas 78749



|                            |  |
|----------------------------|--|
| <b>Year built</b>          | 2008                                       |
| <b>Number of units</b>     | 208  |
| <b>Unit mix</b>            | 144 - 1 bedroom<br>64 - 2 bedroom          |
| <b>Average market rent</b> | \$1,091 per unit<br>\$1.20 per square foot |
| <b>Average unit size</b>   | 910 square feet                            |
| <b>% occupied</b>          | 58% (as of 09/14/08)                       |

Camden Cedar Hills is a development community currently under construction, with stabilization scheduled for early 2009. It is located in Southwest Austin on the north side of Slaughter Lane, just west of Brodie Lane. Apartment features include 9-foot ceilings, crown molding, laminate wood flooring, refrigerators with icemakers, microwaves, walk-in closets, oversized garden tubs with separate showers, built-in bookshelves, ceiling fans and full size washers and dryers.

Community amenities include a resort-style pool, BBQ grills, Wi-Fi internet café, resident lounge area with high definition TV, gourmet kitchen area and state-of-the-art fitness center.

Camden Cedar Hills is part of the Circle C Ranch mixed-use master planned development. The community has easy access to the Loop One Expressway, Austin Central Business District, Interstate Highway 35 corridor and various shopping and entertainment venues.