



APARTMENT | Tallahassee

based on properties & portfolios ~\$5mil or greater

\$ USD

Printed on: 31 October 2011

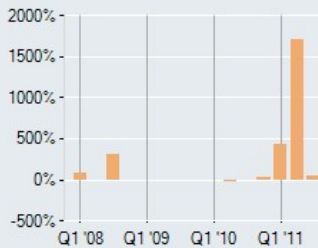
Historical Market Trends

Sales By Total \$ (mil)

rolling 12-mo. total
quarterly vol.



Change in Sales (Year Over Year)



Avg Price \$ (thous) per unit

Tallahassee
United States



Avg Cap Rate (Yield)

Tallahassee
United States

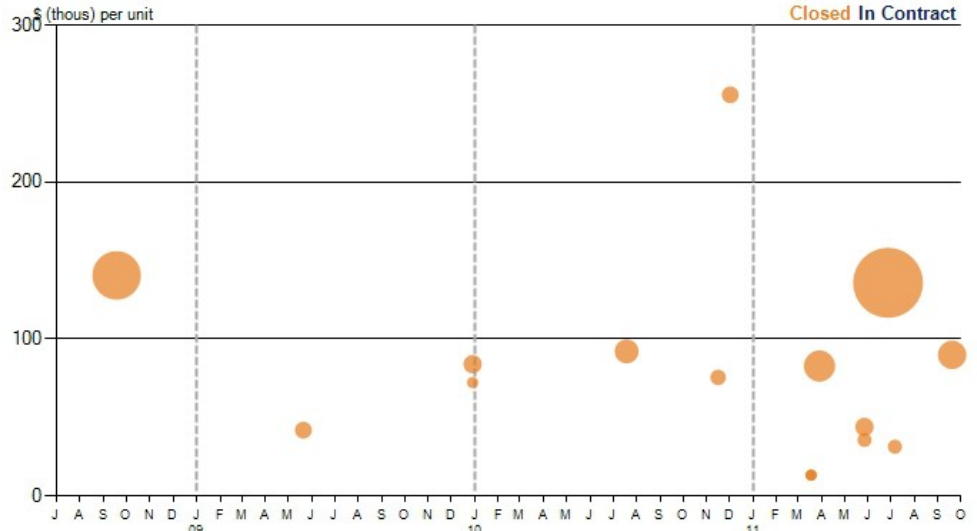


Market Transactions

SHOW OUTLIERS

Includes only well-qualified deals
Bubble size relative to deal size

APARTMENT | Tallahassee Sales



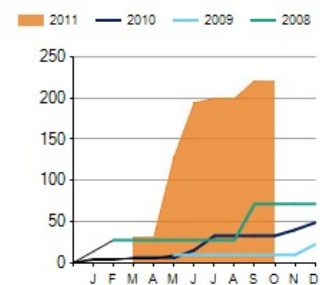
Market Snapshot

Current Market Statistics

	Q4 '11 to Date	Under Contract	Combined Total	Last Quarter
Volume (mil)	\$0.0	\$0.0	\$0.0	\$27.0
No. of props	0	0	0	2
Total units	0	0	0	410
Avg Price/unit*	\$0	\$0	\$0	\$65,915
Avg Cap Rate*	—%	—%	—%	—%

*Pricing and Cap-Rate figures are calculated based on well-qualified deals that also include area statistics

Cumulative Monthly Volume \$ (mil)



Year-to-date volume: \$221.4
Year-over-year chg: 581%

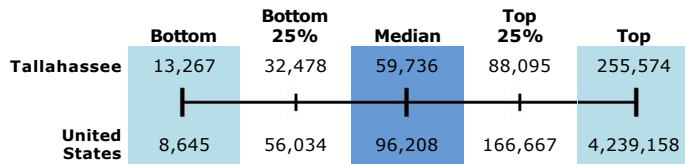
Historical Market Performance

		Tallahassee		United States	
		Actual	Chg vs Prior	Actual	Chg vs Prior
Volume (mil)	Prior 12 mos (thru Q3 '11)	\$237.4	426%	\$46,438.2	82%
	Q3 '11	\$27.0	-83%	\$12,449.5	-4%
No. of props	Prior 12 mos (thru Q3 '11)	18	260%	2,326	77%
	Q3 '11	2	-82%	584	-10%
Total units	Prior 12 mos (thru Q3 '11)	3,555	208%	455,784	73%
	Q3 '11	410	-81%	116,318	-12%
Avg Price/unit	Prior 12 mos (thru Q3 '11)	\$70,044	—%	\$110,028	6%
	Q3 '11	\$65,915	-28%	\$121,465	18%
Avg Cap Rate (Yield)	Prior 12 mos (thru Q3 '11)	—%	N/A	6.5%	-37 bps
	Q3 '11	—%	N/A	6.3%	-9 bps



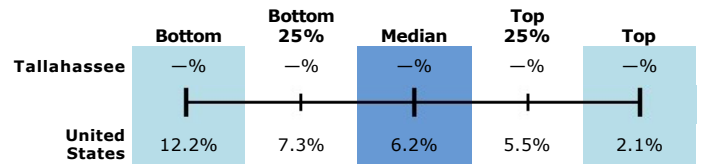
Pricing Analysis

Price \$ per unit | Quartile Distribution



Data based on prior 12 months.

Cap Rate (Yield) | Quartile Distribution

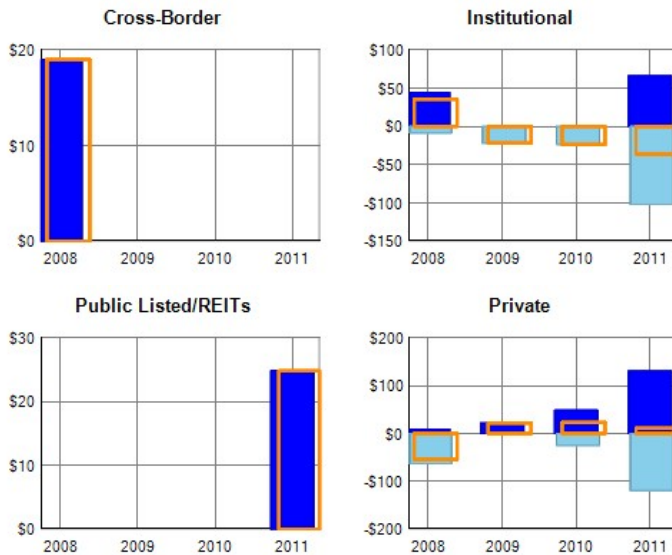


Data based on prior 12 months.

Investment Activity

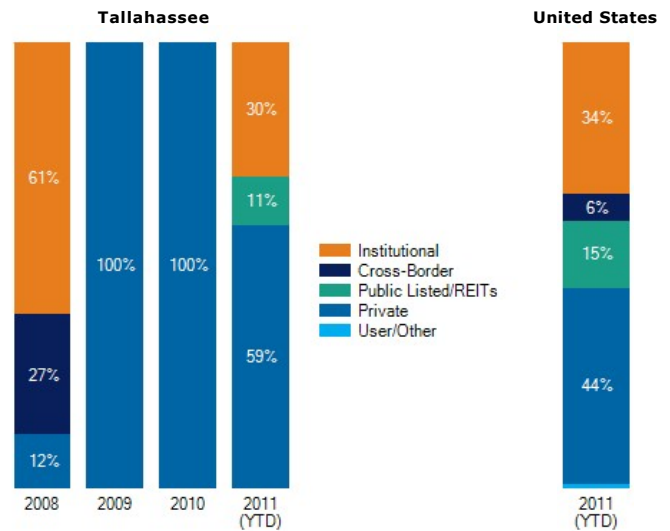
Net Investment \$ (mil)

acq (blue), disp (light blue), net inv (yellow)



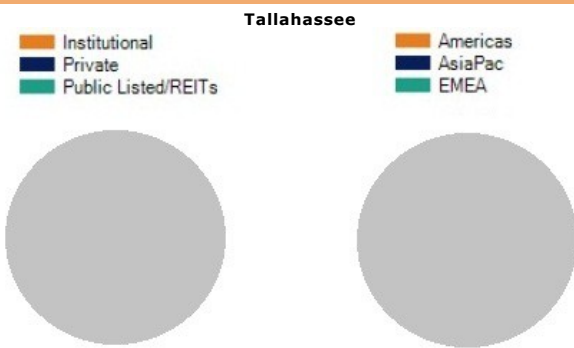
Capital Flows

Buyer Types



Rounded figures may not add up to 100%.

Cross-Border Capital Analysis



Cross-Border Sources by Country

Source	2008		2009		2010		2011 (YTD)		Total
	(\$ mil) Vol	#Prop	(\$ mil) Vol	#Prop	(\$ mil) Vol	#Prop	(\$ mil) Vol	#Prop	
Australia	19	2	—	—	—	—	—	—	19
All Others	—	—	—	—	—	—	—	—	—

Cross-Border transaction activity for this market totalled 0% over the prior 12 months.



Tallahassee

Top Buyers (Prior 24 months)

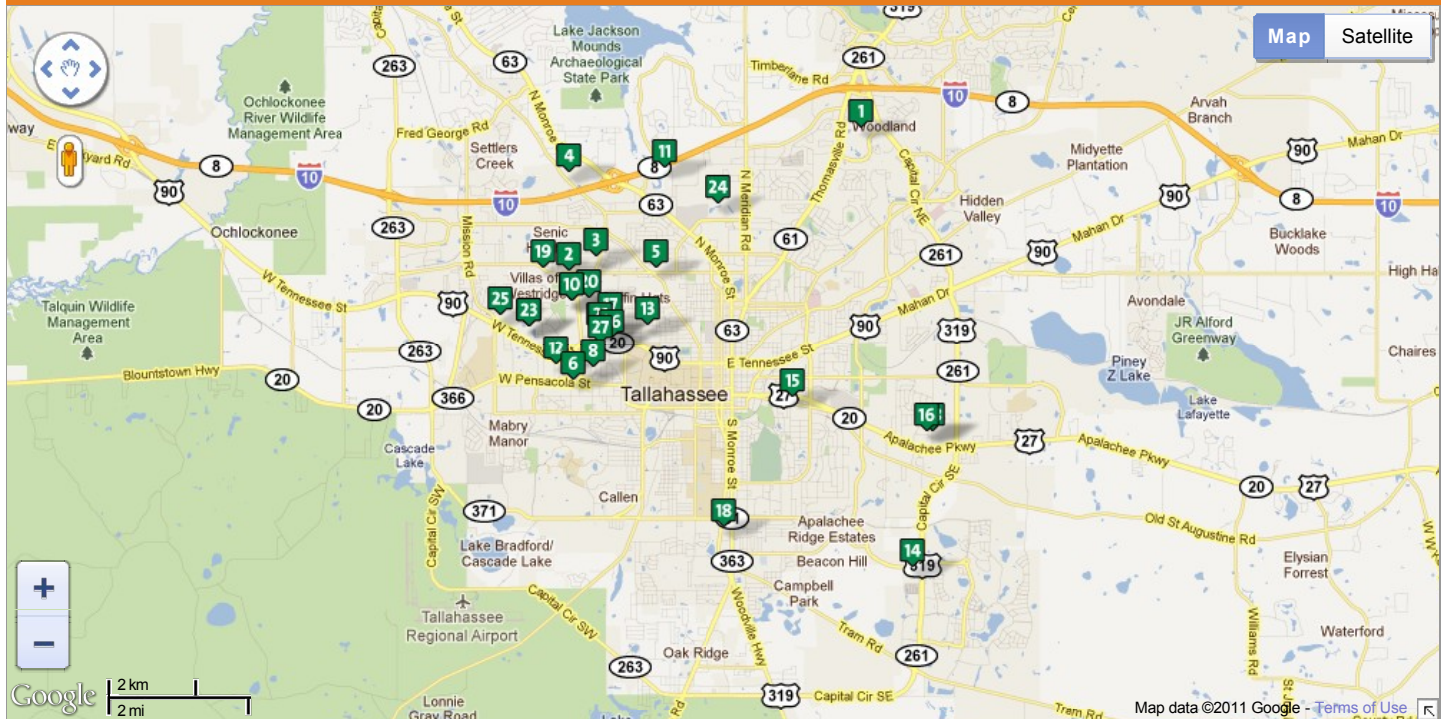
Rank	Buyer (click for Company Profile)	Location	Web Link	Acq (in mil)	# Props	Total Global Acq (in mil)	Total # Props
1	Lynd Corporate	San Antonio, TX/ US	WWW ▶	\$96.9	10	\$649.8	50
2	Madison International Realty	New York, NY/ US	WWW ▶	\$66.0	1	\$178.5	3
3	TriBridge Residential	Atlanta, GA/ US	WWW ▶	\$34.4	3	\$1,231.0	48
4	Mid-America Apartment Communities	Germantown, TN/ US	WWW ▶	\$24.8	1	\$1,842.5	74
5	TREO Partners LLC	Miami, FL/ US	WWW ▶	\$9.0	1	\$9.0	1
6	Bainbridge Companies	Wellington, FL/ US	WWW ▶	\$8.7	1	\$1,513.6	37
7	Global Asset Alternatives	Atlanta, GA/ US	WWW ▶	\$7.3	1	\$70.3	3
8	Aspen Square Management	West Springfield, MA/ US	WWW ▶	\$6.7	2	\$407.2	39
9	Realco Capital Partners LLC	New York, NY/ US	WWW ▶	\$5.3	1	\$5.3	1

Top Sellers (Prior 24 months)

Rank	Seller (click for Company Profile)	Location	Web Link	Disp (in mil)	# Props	Total Global Disp (in mil)	Total # Props
1	LNR Property Corporation	Miami Beach, FL/ US	WWW ▶	\$80.0	8	\$3,066.8	173
2	Collier Companies	Gainesville, FL/ US	WWW ▶	\$66.0	1	\$125.0	2
3	Flournoy Companies	Columbus, GA/ US	WWW ▶	\$24.8	1	\$299.1	17
4	Creekstone Partners	Houston, TX/ US	WWW ▶	\$21.8	1	\$361.4	12
5	Clarion Partners	New York, NY/ US	WWW ▶	\$17.5	1	\$7,827.6	271
6	Wachovia 2006-C24			\$16.9	2	\$16.9	2
7	GE 2004-C1			\$12.7	2	\$12.7	2
8	Booth Companies	Tallahassee, FL/ US	WWW ▶	\$9.0	1	\$9.0	1
9	Jackson Properties (FL)	Tallahassee, FL/ US	WWW ▶	\$8.7	1	\$8.7	1
10	Hunter & Associates	Raleigh, NC/ US	WWW ▶	\$7.3	1	\$24.1	2
11	JPM 2005-CIBC13			\$6.0	1	\$6.0	1
12	COMM 2000-C1			\$5.3	1	\$35.1	4



Deal-Level Information/Recent Transactions



Status Date	Property Name Address City, State/Country	Units Yr. Bldt/Renov # bldgs/flrs	Price in mil. \$/unit Cap Rate	Owner/Buyer Seller Lender	Broker	Comments
1 closed Sep'11 Apartment	Jackson Square 1767 Hermitage Blvd Tallahassee, FL/ US	242 units 1996/2004 3 flrs	\$21.8 confm'd \$89,876 /unit 6.4% quoted	TriBridg Residential by Apartment Realty Advisors from Creekstone Partners by Ellis	Freddie Mac (\$17.8 mil)	Transaction resolved a Troubled situation; 95% occ.; Garden property
2 closed Jul'11 Apartment	Casa Cordoba 1303 Ocala Rd Tallahassee, FL/ US	168 units 1973/2006 2 flrs	\$5.3 approx \$31,399 /unit	Realco Capital Partners LLC from CW Capital Asset Management OBO COMM 2000-C1		Transaction resolved a Troubled situation; All-cash deal; Garden/student hsgn property; 300 beds; prior sale: Oct-99 (\$5.5 mil)
3 closed Jun'11 Apartment	Seminole Grand 1505 W Tharpe St Tallahassee, FL/ US	486 units 1995/2008 36 bldgs/3 flrs	\$66.0 confm'd \$135,802 /unit 7.0% next yr	Madison International Realty from Collier Companies by LaSalle CMBS: Freddie Mac 2011- K702(\$44.9 mil)		98% occ.; Garden/student hsgn property; 1554 beds; partial interest (80%); buyer assumed mtg; part of 2 property portfolio; seller retained interest; Madison paid \$30 mil for 80% of the equity and assumed the existing debt.
4 closed May'11 Apartment	Campus Lodge 2677 Old Bainbridge Rd Tallahassee, FL/ US	248 units 1999 19 bldgs/3 flrs	\$10.9 approx \$43,952 /unit	Lynd Corporate from Property Corporation OBO Wachovia 2006-C24 by Fowler	LNR Holliday Fenoglio	Transaction resolved a Troubled situation; Garden property; 947 beds; part of 2 property portfolio
5 closed May'11 Apartment	Down Under 1600 Old Bainbridge Rd Tallahassee, FL/ US	168 units 2000/2006 flr	\$6.0 approx \$35,714 /unit	Lynd Corporate from Property Corporation OBO Wachovia 2006-C24 by Fowler	LNR Holliday Fenoglio	Transaction resolved a Troubled situation; 96% occ.; Garden/student hsgn property; part of 2 property portfolio
6 closed May'11 Apartment	Charter Oaks 2001 Belle Vue Way Tallahassee, FL/ US	140 units 1979/1988 flr	\$8.6 alloc'd \$61,162 /unit	Lynd Corporate from Property Corporation by Fowler	LNR Holliday Fenoglio	Transaction resolved a Troubled situation; 97% occ.; Garden property; prior sale: Nov-05 ; defaulted first mtg; part of 8 property portfolio
7 closed May'11 Apartment	Forest Hills 1817 W Call St Tallahassee, FL/ US	191 units 1974 flr	\$11.7 alloc'd \$61,162 /unit	Lynd Corporate from Property Corporation by Fowler	LNR Holliday Fenoglio	Transaction resolved a Troubled situation; 99% occ.; Garden/student hsgn property; 218 beds; prior sale: Jan-04 ; defaulted first mtg; part of 8 property portfolio
8 closed May'11 Apartment	Chapel Terrace 1828 W Pensacola St Tallahassee, FL/ US	114 units 1967 7 bldgs/ flr	\$7.0 alloc'd \$61,162 /unit	Lynd Corporate from Property Corporation by Fowler	LNR Holliday Fenoglio	Transaction resolved a Troubled situation; Garden property; 184 beds; prior sale: Dec-05 (\$7.9 mil); defaulted first mtg; part of 8 property portfolio

9	closed May'11 Apartment	Osceola Ridge Apts 1001 Ocala Rd Tallahassee, FL/ US	120 units 1991/2004 flr	\$7.3 alloc'd \$61,162 /unit	Lynd Corporate from LNR Property Corporation by Holliday Fenoglio Fowler	Transaction resolved a Troubled situation; 88% occ.; Garden/student hsgn property; 480 beds; prior sale: Mar-05 ; defaulted first mtg; part of 8 property portfolio
10	closed May'11 Apartment	Osceola Ridge II 1001 Ocala Rd Tallahassee, FL/ US	69 units 2005 flr	\$4.2 alloc'd \$61,162 /unit	Lynd Corporate from LNR Property Corporation by Holliday Fenoglio Fowler	Transaction resolved a Troubled situation; 97% occ.; Garden/student hsgn property; 276 beds; prior sale: Oct-05 ; defaulted first mtg; part of 8 property portfolio
11	closed May'11 Apartment	Exchange at Tallahassee 2915 Sharer Rd Tallahassee, FL/ US	324 units 2001 17 bldgs/3 flrs	\$19.8 alloc'd \$61,162 /unit	Lynd Corporate from LNR Property Corporation by Holliday Fenoglio Fowler	Transaction resolved a Troubled situation; 100% occ.; Garden/student hsgn property; 876 beds; prior sale: Aug-05 (\$28.5 mil); part of 8 property portfolio
12	closed May'11 Apartment	Benchmark West 2202 W Pensacola St Tallahassee, FL/ US	61 units 1974 flr	\$3.7 alloc'd \$61,162 /unit	Lynd Corporate from LNR Property Corporation by Holliday Fenoglio Fowler	Transaction resolved a Troubled situation; 98% occ.; Garden/student hsgn property; 70 beds; prior sale: Nov-05 ; part of 8 property portfolio
13	closed May'11 Apartment	Plaza 982 W Brevard St Tallahassee, FL/ US	289 units 1971/1990 17 bldgs/2 flrs	\$17.7 alloc'd \$61,162 /unit	Lynd Corporate from LNR Property Corporation by Holliday Fenoglio Fowler	Transaction resolved a Troubled situation; 98% occ.; Garden/student hsgn property; 359 beds; Redevelopment planned; prior sale: Jan-04 ; part of 8 property portfolio
14	closed Mar'11 Apartment	Verandas at SouthWood 3700 Capital Cir SE Tallahassee, FL/ US	300 units 2003 11 bldgs/3 flrs	\$24.8 confm'd \$82,750 /unit 7.0% past yr	Mid-America Apartment Communities from S Flournoy Companies by Cushman & Wakefield CMBS: COMM 2006- C7(\$23.0 mil)	Garden property; prior land sale: Feb-06 ; buyer assumed mtg
15	closed Mar'11 Apartment	Palms of Magnolia 1112 S Magnolia Dr Tallahassee, FL/ US	228 units 1972 22 bldgs/ flr	\$3.0 approx \$13,268 /unit	Aspen Square Management from S Las Palmas Apartments LP; Worthington Apartments LP by Holliday Fenoglio Fowler	All-cash deal; 50% occ.; Garden property; part of 2 property portfolio
16	closed Mar'11 Apartment	Palms of Apalachee 2855 Apalachee Pkwy Tallahassee, FL/ US	277 units 1975 14 bldgs/ flr	\$3.7 approx \$13,267 /unit	Aspen Square Management from S Las Palmas Apartments LP; Worthington Apartments LP by Holliday Fenoglio Fowler	All-cash deal; 50% occ.; Garden property; part of 2 property portfolio
17	closed Dec'10 Apartment	Campus Circle 715-892 Campus Cir Tallahassee, FL/ US	34 units 1948 flr	\$8.7 approx \$255,574 /unit	Bainbridge Companies from S Jackson Properties (FL) S Jackson Properties (FL)(\$4.7 mil)	Garden/student hsgn property; Redevelopment planned
18	closed Nov'10 Apartment	University Courtyard 3025 S Monroe St Tallahassee, FL/ US	96 units 2000 flr	\$7.3 approx \$75,521 /unit 8.4% undwrtn	Global Asset Alternatives from S Hunter & Associates CMBS: Freddie Mac 2011 k-12(\$5.7 mil)	100% occ.; Garden property; 384 beds
19	closed Jul'10 Apartment	Preserve at San Luis 1560 San Luis Rd Tallahassee, FL/ US	190 units 2003 23 bldgs/2 flrs	\$17.5 confm'd \$92,093 /unit	Nathan Collier from S ING Clarion by Jones Lang LaSalle GE Capital Corp(\$11.2 mil)	90% occ.; Garden/student hsgn property; prior sale: Jul- 06 (\$23.2 mil); buyer assumed mtg
20	closed Jun'10 Apartment	High Park Village 1111 High Rd Tallahassee, FL/ US	160 units 1989 8 bldgs	n/a est	TREO Partners LLC from S Booth Companies by Holliday Fenoglio Fowler	Transaction resolved a Troubled situation; Garden property; prior sale: Nov-06 (\$8.6 mil)
21	closed Mar'10 Apartment	Osceola Village 500 Chapel Dr Tallahassee, FL/ US	648 units 1966/2004 13 bldgs	n/a est	Mesco, Ltd. from S LNR Property Corporation OBO JPM 2005-CIBC13 by HFF	Transaction resolved a Troubled situation; 100% occ.; Garden/student hsgn property
22	closed Dec'09 Apartment	Frog Pond 600 Dixie Dr Tallahassee, FL/ US	120 units 2002	\$10.1 approx \$83,958 /unit 7.6% alloc'd	Julian LeCraw & Co from S Capmark Financial Group OBO GE 2004-C1 by Southeast Apartment Partners CMBS: Freddie Mac 2010 K-007(\$9.5 mil)	Transaction resolved a Troubled situation; 90% occ.; Garden/student hsgn property; part of 2 property portfolio
23	closed Dec'09 Apartment	Frog Pond II 500-600 Dixie Dr Tallahassee, FL/ US	36 units 2003 3 bldgs	\$2.6 approx \$72,222 /unit 7.6% alloc'd	Julian LeCraw & Co from S Capmark Financial Group OBO GE 2004-C1 by Southeast Apartment Partners	Transaction resolved a Troubled situation; 90% occ.; Garden property; part of 2 property portfolio
24	closed May'09 Apartment	Camaron at Woodcrest 275 John Knox Rd Tallahassee, FL/ US	222 units 1969 13 bldgs	\$9.3 confm'd \$41,892 /unit 12.6% quoted	LN Development Group from S BBVA Compass by Marcus & Millichap BBVA Compass (\$7.4 mil)	Transaction resolved a Troubled situation; 60% occ.; Garden/student hsgn property
25	closed Sep'08 Apartment	West 10 2614 W Tennessee St Tallahassee, FL/ US	312 units 2006	\$43.8 approx \$140,505 /unit 7.1% quoted	Paradigm Properties Inc JV JP Morgan from S Wood Partners by Holliday Fenoglio Fowler	99% occ.; Garden/student hsgn property; 876 beds; buyer assumed mtg
26	closed Feb'08 Apartment	Colony Club 446 Conradi St Tallahassee, FL/ US	170 units 1972	\$11.5 confm'd \$67,647 /unit 7.7% past yr	Campus Living Villages from S High Point Park Inc by Marcus & Millichap Greystone & Co(\$8.3 mil)	Garden/student hsgn property; 266 beds; part of 2 property portfolio

 closed Feb'08 Apartment	 High Point 411 Chapel Dr Tallahassee, FL/ US	150 units 1972/2003 3 flrs	\$7.5 confm'd \$50,000 /unit 7.5% past yr	 Campus Living Villages from  High Garden property; part of 2 property portfolio Point Park Inc by  Marcus & Millichap  Greystone & Co(\$5.4 mil)
 closed Feb'08 Apartment	 Governors Square 2929 Apalachee Pkwy Tallahassee, FL/ US	169 units 1974	\$8.5 approx \$50,006 /unit	 Governors Square Holding LLC from 93% occ.; Garden property  American Realty Advisors by  Regis Realty

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Real Capital Analytics, Inc (RCA) is an independent research firm focused exclusively on the capital investment markets for commercial real estate. RCA offers the most in-depth, comprehensive and current information of activity in the industry. Formed in 2000, RCA has offices in New York City, San Jose, London. In addition to collecting transactional information for property sales and financing, RCA interprets the data including capitalization rates, market trends, pricing and sales volume. The firm publishes a series of Capital Trends reports and offers an online service that provides real-time, global transactional market information. For more information, visit www.rcanalytics.com.

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NOTES & METHODOLOGY

The information presented in this report is based on a proprietary database of commercial property transactions. With data integrity the primary concern, RCA has established a data collection and classification methodology including sourcing requirements and other procedures to ensure the information is comprehensive, timely, accurate, and completely objective.

The information contained in this report is based on sales of properties and portfolios valued at \$2.5m and greater in the US (\$7.5m in and greater outside of the US), with online options to raise or lower this price floor prior to downloading. RCA endeavors to track all property sales within the specified property types above these thresholds on a global basis.

The availability and reliability of property sales information varies greatly by country, but RCA endeavors to track transactions as comprehensively as possible via published reports, public filings, industry relationships and other proprietary means. In certain markets, RCA compliments its own research with data partners. Wherever possible, RCA attempts to conform to the standards and definitions adopted by the leading industry organizations.

Although averages provide a useful benchmark, commercial property is not a fungible commodity. Each property and deal is unique and data points are not as plentiful as in other financial markets. The underlying specifics on each deal are available online at www.rcanalytics.com to subscribers only.

Cross-Border Methodology: A transaction is defined as "cross-border" if the buyer or major capital partner is not headquartered in the same country where the property is located. The buyer's identity or country of origin is known for well over 90% of total volume. If the country of origin is not known, the buyer is assumed to be domestic. An increasing number of firms have subsidiaries accessing capital in multiple countries so a firm may have two headquarters locations for the purposes of this analysis. For example, ING Group is assumed to be based in the Netherlands for deals outside of the US while their acquisitions in the US are assumed to be made via its US headquartered subsidiary, ING Clarion. Deutsche Bank (DBRealEstate) and its RREEF unit are treated in a similar manner. For the purposes of this cross-border analysis, continental regions generally follow conventional definitions for continents except that the Middle East is treated as a separate continent and Hong Kong is treated as a separate country from China.

Property Types: This report is limited to office, industrial, retail, multi-family apartments and hotels. Readers should note there is substantial investment activity not captured in this report outside these property types.

Cap Rate: The initial annual unleveraged return on an acquisition is known as the capitalization rate (yield is also used interchangeably throughout this report).

Prices: Prices are qualified as to the reliability of each source. Well-qualified prices are confirmed, approximate, or street talk. These prices come from principals directly, trusted sources, or brokers. Private prices are also well-qualified, but will not be available on a per-transaction basis. Estimates of some prices are made using industry and market averages. Prices

of properties sold within a portfolio may be allocated pro rata (based on size and geography) if individual pricing is not available.

Analysis: Transactional analysis, such as volume statistics, uses all prices regardless of qualification. Pricing indicators, such as average price per square foot, uses only well-qualified prices. Private prices are used in aggregate pricing analyses.

Transactions: Asset sales and entity-level transactions are included. Asset sales include properties that are sold individual (one-off) or with other properties in a portfolio. Entity-level sales include merger and acquisition activity of REITs and other real estate-owning companies. Transactions include only the sale of 50% or more and prices are grossed up to reflect a full valuation of the property.

Currency Conversion: Transaction prices are tracked in whatever currency is reported and are converted to USD, EUR, GBP and JPY based on the conversion rates in effect on the first day of the month when the transaction is reported to have occurred. Due to this, all price aggregations are composed of the sum of individually converted prices on the transaction level for the time period in discussion. Currency conversions are on deal-by-deal basis at the time of transaction.

Measurement: Office, retail, and industrial are tracked in square feet, square meters, and tsubo. Hotels and apartments are measured primarily by units based on the number of "for-lease apartments" or hotel rooms in the property. Development sites are tracked in four units: hectares, acres, square feet and square meters and automatically converted to the alternate measures.

Global Land Methodology: RCA tracks the sale of plots of land that trade for more than \$10m USD and are destined for commercial development. This includes the sale of land use rights in countries where plots are not traded on a freehold basis and where these rights are the equivalent of a land purchase in markets with freehold ownership rights.

Numbers Expressed as Text:

1k = 1 Thousand = 1,000
1M = 1 Million = 1,000,000
1b = 1 Billion = 1,000,000,000
1t = 1 Trillion = 1,000,000,000,000

Abbreviations:

PPSF = Price Per Square Foot
m² = Per Square Meter
BPS = Basis Points
YOY = Year-Over-Year
YTD= Year-To-Date
Q1= First Quarter of Year
H1= First Half of Year

Data Partners

To become a data partner, please email partners@rcanalytics.com

Property Data in The United Kingdom	THOMAS DAILY in Germany
Confidencial Imobiliário in Portugal	BulwienGesa AG in Germany
RP Data in Australia	HBS-Research in France
Vastgoedmarkt in The Netherlands	Mate Plus in Korea
KTI Property Information in Finland	Nikkei Business Publications in Japan
E-Commercial in China	Gabetti Property Solutions in Italy
Economic Prop. Research Ctr. (EPRC) in HKG	Prime in Costa Rica
JLR Real Estate Data Builders in Canada	Bregman-Baraz Real Estate in Israel
Vida Imobiliaria in Brazil	Strabo in Netherlands

STANDARD CURRENCY SYMBOLS/CODES

Major Currencies			
Code	Country	Code	Country
\$/USD	United States Dollar	€/EUR	Euro
£/GBP	British Pound Sterling	¥/JPY	Japanese Yen
Other Currencies			
AUD	Australian Dollar	NOK	Norwegian Krone
BRL	Brazilian Real	PEN	Peruvian Nuevo Sole
CAD	Canadian Dollar	PLN	Polish Zlotych
CLP	Chilean Peso	QAR	Qatari Rial
CNY	Chinese Renminbi	RUB	Russian Ruble
CZK	Czech Koruny	SAR	Saudi Arabian Riyal
DKK	Danish Kroner	SGD	Singaporean Dollar
HKD	Hong Kong Dollar	ZAR	South African Rand
HUF	Hungarian Forint	KRW	South Korean Won
INR	Indian Rupee	SEK	Swedish Kronor
ILS	Israeli New Shekel	CHF	Swiss Franc
KWD	Kuwaiti Dinar	TWD	Taiwanese New Dollar
MYR	Malaysian Ringgit	TRY	Turkish New Lira
MXN	Mexican Peso	AED	Emirati Dirham
NZD	New Zealand Dollar	VED	Bolivare Fuerte