

THE SKYLINE REPORT

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Second Half of 2020 February

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Multifamily Real Estate Summary For Benton and Washington Counties

This report is the forty-third edition of the Skyline Report for Benton and Washington Counties—Multifamily Real Estate Market Analysis. Researchers at the Center for Business and Economic Research in the Sam M. Walton College of Business at the University of Arkansas produce the Skyline Report to provide timely statistical analysis of the Northwest Arkansas multifamily real estate market. This study is a companion piece to the semiannual single-family residential and commercial Skyline Reports. There is a complex dynamic between multifamily housing, residential rental housing, and residential home ownership that is being influenced by several factors including: quantity of multifamily supply, quantity of rental housing, interest rates, underwriting standards, and unemployment rates, among others. The information contained in the following pages details the current condition of the multifamily market and sets the stage for future comparisons.

Multifamily Highlights from the Second Half of 2020

The vacancy rate for all multifamily properties in Northwest Arkansas increased to 5.0 percent in the second half of 2020 from 4.8 percent in the first half of 2020. The rate was 4.9 percent in the second half of 2019.

The Fayetteville vacancy rate decreased to 4.8 percent in the second half of 2020 from 5.9 percent in the first half of 2020. More than 4,100 additional rental units (19.0 percent of current inventory) have been announced or are under construction in new multifamily projects in Fayetteville.

In Bentonville, vacancy rates increased to 7.4 percent in the second half of 2020 from 5.0 percent in the first half of 2020. There are also more than 3,400 rental units (43.8 percent of current inventory) that have been announced or are under construction in new multifamily projects in the Bentonville and Centerton area.

Vacancy rates in Rogers increased to 6.4 percent in the second half of 2020 from 3.7 percent in the first half of 2020. More than 4,200 additional rental units (67.9 percent of current inventory) have been announced or are under construction in the Rogers submarket.

Siloam Springs vacancy rates decreased to 0.6 percent in the second half of 2020 from 1.4 percent in the first half of 2020, the lowest in Northwest Arkansas. Approximately 77 additional rental units (7.0 percent of current inventory) have been announced or are under construction in the Siloam Springs submarket.

In Springdale, the vacancy rate decreased to 2.1 percent in the second half of 2020 from 2.9 percent in the first half of 2020. More than 2,200 new rental units (30.4 percent of current inventory) have been announced or are under construction in multifamily projects in the Springdale and Tontitown area.

In the second half of 2020, the average lease rate per month for a multifamily property unit in Northwest Arkansas increased to \$741.36, from \$729.82 in the first half of 2020.

\$324.1 million of multifamily building permits were issued in the second half of 2020, down from the \$481.5 million, record high for the Skyline Report, in the first half of 2020.

Multifamily Market Trends

Report Overview

The results of an in-depth data gathering process are presented and analyzed in this report. Data from three distinct sources were used to examine the characteristics of the Northwest Arkansas multifamily residential housing market. First, building permit data was examined to identify any multifamily units that were new to the market. Second, the databases from the Benton and Washington County Assessors' offices were searched to identify existing multifamily properties. Finally, a survey of the population of multifamily property managers was conducted in order to collect the characteristics of the Northwest Arkansas multifamily housing market.

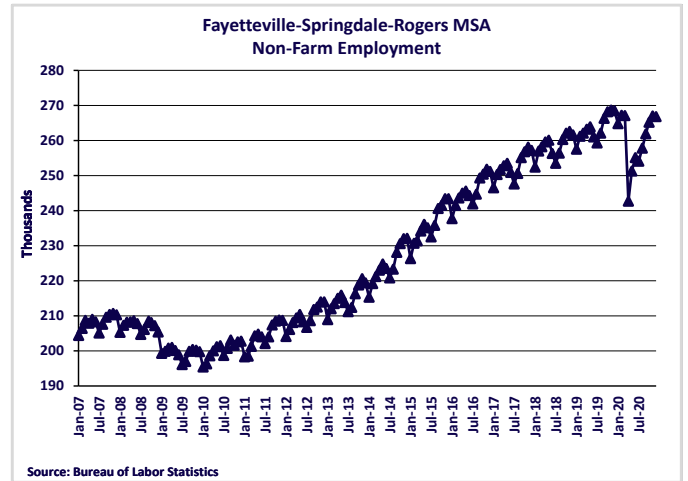
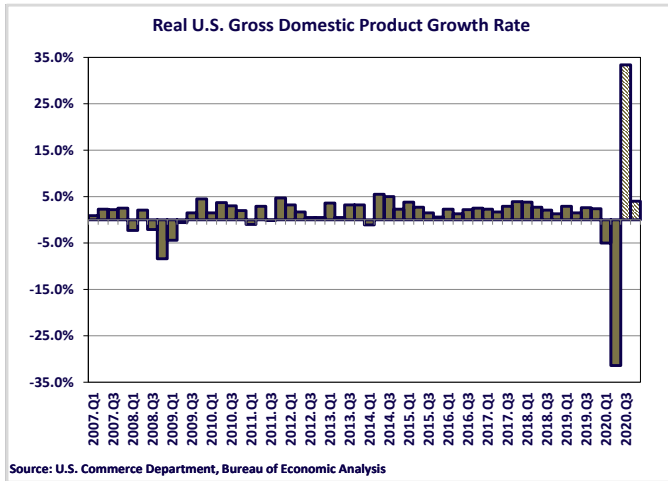
The Skyline Report is structured in the following way. In the first section, a review of relevant economic statistics is presented to establish a context for examining multifamily housing. In the section that follows the economic overview, regional comparisons are detailed. A short discussion about condominium market is shown second, followed by two tables with announcements of coming multifamily projects. A section on multifamily building permits issued in the last twelve months follows. Next, there is an analysis of the data obtained from the Benton and Washington County Assessors' offices. The total number and the square footage of the population of multifamily properties in Northwest Arkansas are broken down by major city. Then, the coverage of the sample of Skyline Report survey respondents is discussed in relation to that population. Finally, vacancy rates, average and median unit sizes as well as average and median floor plan prices, all calculated from the survey sample, are presented on a regional basis.

The report then turns to a more detailed city-by-city analysis. For this report, Bentonville (now incorporating Centerton), Fayetteville, Rogers, Siloam Springs, and Springdale were examined. In order to collect this specific information about Northwest Arkansas multifamily residential properties, Center for Business and Economic Research staff surveyed the population of multifamily property managers. To identify potential respondents, databases from the Washington and Benton County Assessors' offices were searched. Contact information was obtained where available and at least three phone contacts were attempted for each respondent. When no response was forthcoming, the properties were physically visited by a surveyor.

As the forty-third edition of the multifamily series of the Skyline Report, this study provides trend comparisons in vacancy rates, prices, unit sizes, and other multifamily property characteristics. It is helpful to look at some key macroeconomic statistics in order to get a sense of the Northwest Arkansas commercial real estate market. The rate of activity in the Northwest Arkansas commercial real estate market is dependent upon two general factors: those that are specific to the region and those that are national in nature. The following discussion highlights some of the statistics that indicate the direction of the macro economy.



Economic Overview

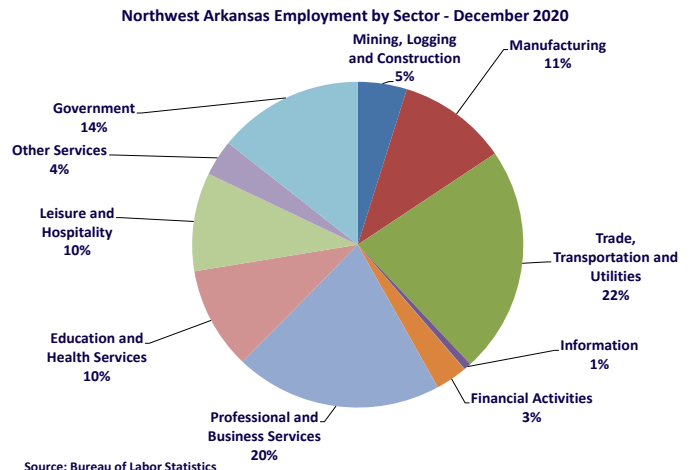


Economic Overview

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Gross Domestic Product

In the fourth quarter of 2020, real GDP increased 4.0 percent according to advance estimates released by U.S. Department of Commerce's Bureau of Economic Analysis (BEA). Real GDP increased by 33.4 percent in the third quarter of 2020. The increase in real GDP reflected increases in exports, nonresidential fixed investment, personal consumption expenditures (PCE), residential fixed investment and private inventory investment that were partly offset by decreases in state and local government spending and federal government spending. Imports, which are a subtraction in the calculation of GDP, increased. Real GDP inclined in the fourth quarter at a rate slower than the third quarter. In the third quarter, increases in consumer spending, business investment, exports, and inventory investment that were partially offset by decreases in government spending.



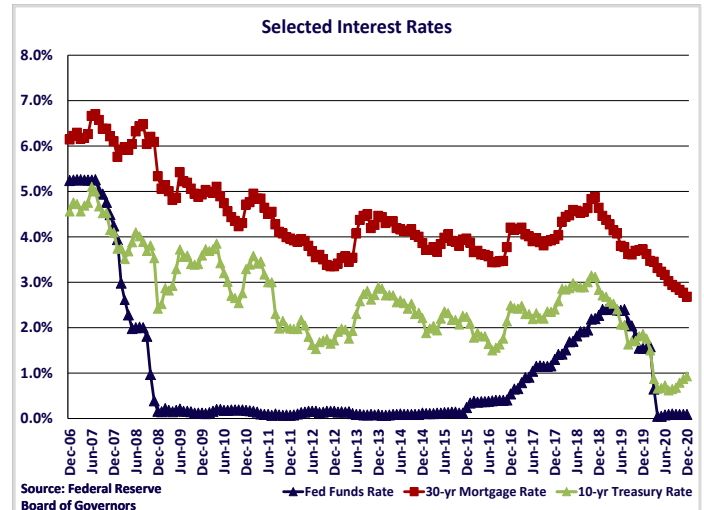
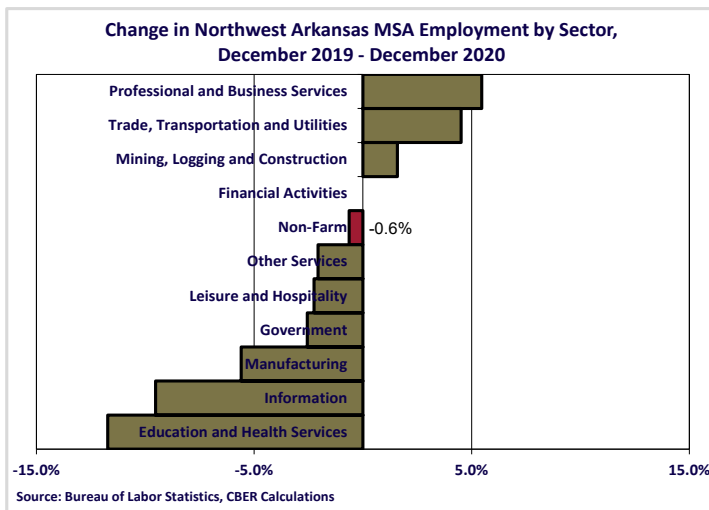
Employment

The Northwest Arkansas employment situation is extremely important to the health of the real estate market. The most recent data show that employment in the Northwest Arkansas region was at 264,826 in November 2020, down 4.4 percent from November 2019. According to the U.S. Bureau of Labor Statistics (BLS), the unemployment rate in Northwest Arkansas was at 4.3 percent in November 2020, higher than the 2.2 percent unemployment rate in November 2019. The unemployment rate has been above 4.0 percent since April 2020. The unemployment rate in Northwest Arkansas continues to be lower than both the state (5.8 percent) and national (6.4 percent) unadjusted rates.

With the purpose of exploring more closely the composition of job growth in Northwest Arkansas, two additional figures are provided. The first shows the December 2020 Fayetteville-Springdale-Rogers MSA employment

Multifamily Market Trends

Economic Overview



breakdown by sector. As the pie chart shows, trade, transportation, and utilities had the largest share of employment (22 percent) in Northwest Arkansas followed by professional and business services (20 percent), government (14 percent), manufacturing (11 percent), education and health services (10 percent), and leisure and hospitality (10 percent). The other figure shows the annual percentage change in the metro area’s employment by sector from December 2019 to December 2020. Total nonfarm employment decreased by 0.6 percent during that time. Employment in professional and business services trade, transportation and utilities, and the construction sectors experienced growth of 5.5 percent, 4.5 percent and 1.6 percent, respectively. The financial activities sector was unchanged in employment. All other sectors experienced employment declines due to COVID. The most impacted sectors were manufacturing, information, and education and health services as they experienced declines of 5.6 percent, 9.5 percent and 11.7 percent, respectively.

Interest Rates

The Federal Funds rate averaged 0.09 percent in December 2020. The ten-year constant maturity Treasury bill had an interest rate of 0.93 percent in December 2020, down from 1.86 percent in December 2019. The spread remained positive and increased between the ten-year rate and the federal funds rate from a year ago, as both rates have decreased. The Federal Reserve Open Market Committee decided to maintain the target range for the federal funds rate at 0 to 0.25 percent. The Committee expects to maintain this target range until labor market conditions have reached levels consistent with the Committee’s assessments of maximum employment and inflation has risen to 2 percent and is on track to moderately exceed 2 percent for some time. The accompanying figure shows the Federal Funds rate and the thirty-year mortgage rate since December 2008. The 30-year mortgage rate was 2.68 percent in December 2020.

Multifamily Building Permits

The U.S. Census Bureau estimates the issuance of building permits. The national level of multifamily building permits was a seasonally adjusted average rate (SAAR) of 437,000 in December 2020, a decrease of 2.0 percent from the November 2020 rate of 446,000, and a decreases of 7.8 percent from December 2019.

Multifamily Market Trends

Regional Overview

While increased demand from population growth, coupled with the overall low vacancy rate in the region, has driven the overall Northwest Arkansas multifamily market over the past decade, current building is also being driven by perceived demand for higher end apartment complexes, particularly in Benton County. Some multifamily builders feel that projects in a particular location close to campus, or with special amenities that might appeal to students, can be successful by meeting the needs of the University of Arkansas student population and taking tenants from older complexes. The newer student housing complexes are not geared to be highly competitive in terms of pricing, although project developers assert the price differential is made up by all the utilities and amenities included in the lease rates. Additionally, the developers of new apartment complexes around the University of Arkansas are heavily recruiting in Texas for students who are accepting enrollment at the Fayetteville campus.

Multifamily housing serves multiple purposes in Northwest Arkansas. In Fayetteville, home of the University of Arkansas, the state's flagship institution of higher education, much of the supply of multifamily housing is designed to serve the ever-changing student population. In addition to providing student housing, multifamily properties also act as affordable housing for those whose financial status and credit ratings are not sufficient to purchase a single-family home, or for those who are still choosing not to purchase single family residences, even if they could do so. Coupled with rate increases in affordable single family rental housing, this may cause an increase in the demand for multifamily housing.

Multifamily properties also serve as transitional housing for those who are between single family residences. Additionally, in Rogers and Bentonville, a number of upscale properties with monthly leases comparable to, and even exceeding, monthly mortgage payments are in the market. These properties are designed to provide easy accessibility to the commercial districts of the cities and to appeal to tenants looking to eliminate property maintenance responsibilities. These upscale properties pushed up average rents but have leased strongly and tend to negatively impact vacancy rates for only one report period.

In the Skyline Report sample, Fayetteville had the most multifamily properties in Northwest Arkansas with 366, totaling over 11.1 million square feet. Following Fayetteville, in descending order from most multifamily properties to fewest in the sample were Bentonville, Rogers, Springdale, and Siloam Springs. There were 423 multifamily properties, totaling over 16.6 million square feet, in cities other than Fayetteville, in the second half of 2020.

Announced Multifamily Properties

The business press was examined to formulate the attached table of announced new projects. This potential supply could add over 3,400 rental units to the Bentonville market, over 4,000 units to the Fayetteville market, over 4,200 units to the Rogers market, and over 2,200 units in the Springdale market, if all are built. In addition, the University of Arkansas has 6,232 beds, with an occupancy rate of 87.0 percent. Further, Greek Life at the University of Arkansas currently has approximately 1,543 beds with 1,365 occupied. There are no current plans for additional beds. The associated table details the building permits that have been issued for multifamily housing purposes over the past twelve months.

In Northwest Arkansas, 429 building permits were issued, worth over \$324.1 million, for 26 separate complexes. Eight of the projects are located in Bentonville/Centerton with permits valued at \$111,309,297. Bentonville's City U, at \$54,322,389, was the largest value for a single project in either county. Rogers seven projects were valued at \$85,823,246. In Rogers, the Fitzroy Rogers was the highest valued project at \$40,090,223. Siloam Springs had College Multiplex valued at \$533,050. Nine projects are in Fayetteville, totaling \$92,960,369. Beechwood Apartments was valued at \$32,263,868. In Springdale/Tontitown Aspen Heights was valued at \$33,534,486.

Multifamily Market Trends

Building Permits

Date of Permit	Complex or Developer	Number of Permits	Total Value of Permits	City
3/9/2020	The Pointe, Ph II	5	\$19,392,950	Bentonville
4/23/2020	Skyridge Estates, Ph II	9	\$10,649,582	Bentonville
8/11/2020	7th & B Townhomes	9	\$1,375,428	Bentonville
9/1/2020	The Howard	1	\$9,046,182	Bentonville
10/5/2020	Elm Tree Townhomes	32	\$6,645,374	Bentonville
11/25/2020	City U	25	\$54,322,389	Bentonville
11/30/2020	Harmon North Townhomes	54	\$8,946,828	Bentonville
10/13/2020	Copper Oaks Cottage Homes	12	\$930,564	Centerton
3/2/2020	Beechwood Apartments	6	\$32,263,868	Fayetteville
3/3/2020	Courtyards Act 1	10	\$1,368,685	Fayetteville
3/27/2020	Rupple Road Multifamily	64	\$9,716,174	Fayetteville
10/5/2020	The Marshall	1	\$9,560,291	Fayetteville
10/7/2020	South School Apartments	1	\$3,795,813	Fayetteville
11/11/2020	Garland Ave Apartments	1	\$1,769,655	Fayetteville
11/25/2020	Oakland 6 Plex	1	\$473,592	Fayetteville
12/2/2020	SouthYard	5	\$17,097,443	Fayetteville
12/23/2020	Mitchell Apartments	72	\$16,914,848	Fayetteville
2/3/2020	49West	1	\$2,907,272	Rogers
2/26/2020	Promenade Commons	1	\$16,916,283	Rogers
4/8/2020	Fitzroy Rogers	4	\$40,090,223	Rogers
5/19/2020	Shadowbrook, Ph III	54	\$9,341,016	Rogers
6/2/2020	Pinnacle Heights	22	\$4,172,212	Rogers
6/16/2020	Dodson Pointe	1	\$3,515,660	Rogers
8/31/2020	Dodson Pointe	2	\$7,939,879	Rogers
10/1/2020	Bost Apartments	3	\$940,701	Rogers
5/27/2020	College Multipex	1	\$533,050	Siloam Springs
1/6/2020	Aspen Heights	9	\$7,262,759	Tontitown
6/23/2020	Aspen Heights	23	\$26,271,727	Tontitown
Northwest Arkansas		26	429	\$324,160,448

Building permits give a good indication of the types and amounts of space that will become available on the market in the near future. However, to understand the existing inventory of multifamily properties, the Center for Business and Economic Research staff examined the property tax databases from the offices of the Benton and Washington County assessors. From those databases, parcels that were classified as multifamily residential were identified and then results were aggregated by complex to avoid double counting. Unfortunately, the databases do not include any measure of the number of units associated with a particular property, but rather the total square feet of any buildings on the parcels is provided. The number of properties by city and the total square feet of multifamily residential space are provided in the accompanying table.

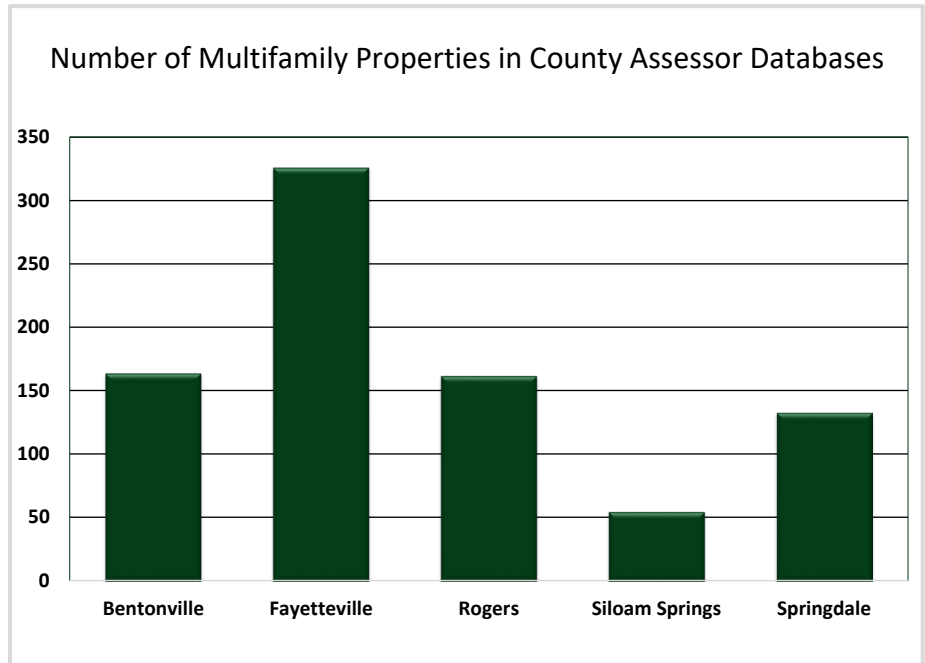
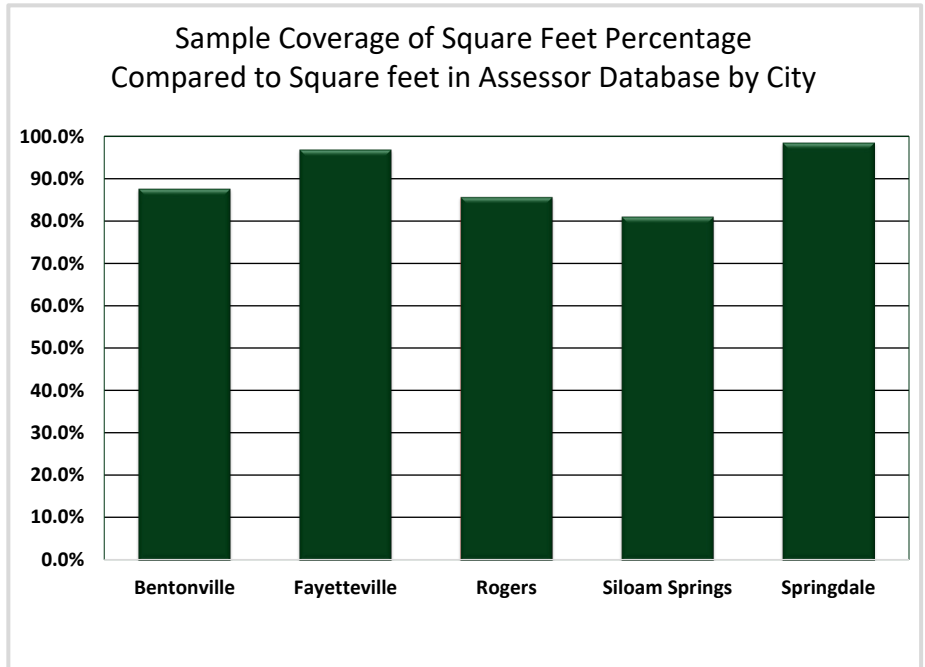
Multifamily Market Trends

Inventory

The Center for Business and Economic Research staff attempted to obtain additional information about each of the multifamily residential properties in these five cities. A survey instrument was developed to ascertain the number of units in each property, the number of units currently available for lease, the types of different floor plans, the prices of different floor plans, lease durations, and the amenities associated with each property. An online data collection tool was used to streamline the process and to make responding more convenient for apartment managers. The results from this surveying effort comprise the remainder of this report. In the second half of 2020, information was collected on 92.2 percent of the existing square footage of multifamily properties, a decrease from the 93.6 percent in the first half of 2020.

In the analysis that follows, it is important to remember that the survey sample disproportionately measures large properties with many units, rather than small multifamily properties. In as much as the large properties drive the market for multifamily housing, extrapolating the results to the entire population is entirely reasonable. Within the second half of 2020 survey respondents, there were 44,335 total units in 789 multifamily properties. These properties had a combined vacancy rate of 5.0 percent, an increase from 4.8 percent in the first half of 2020. The highest vacancy rate was in Bentonville at 7.4 percent and the lowest vacancy rate was in Siloam Springs at 0.6 percent. Rogers had vacancy rates of 6.4 percent, Fayetteville 4.8 percent, and Springdale 2.1 percent.

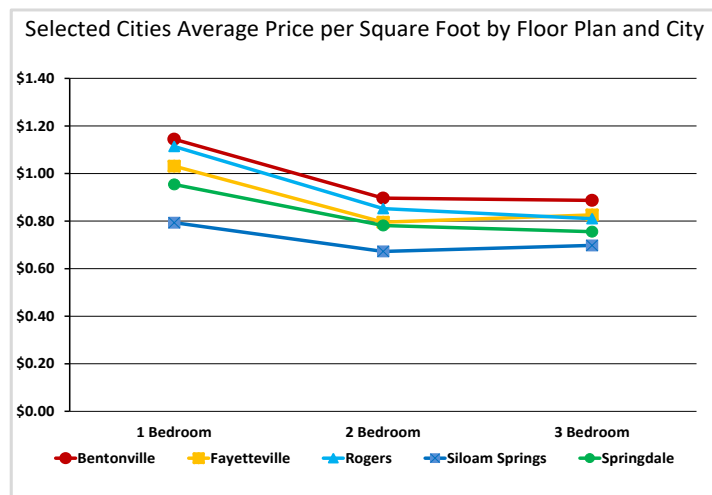
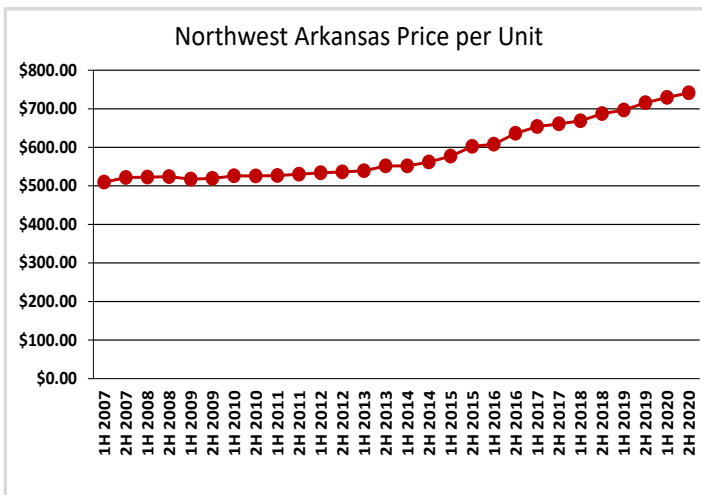
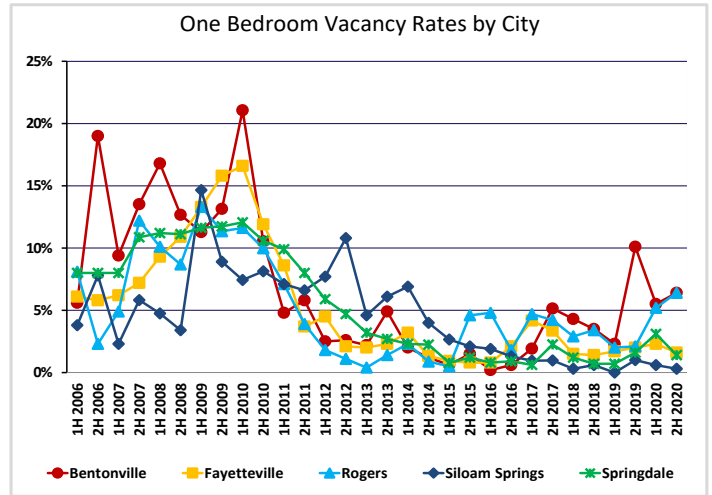
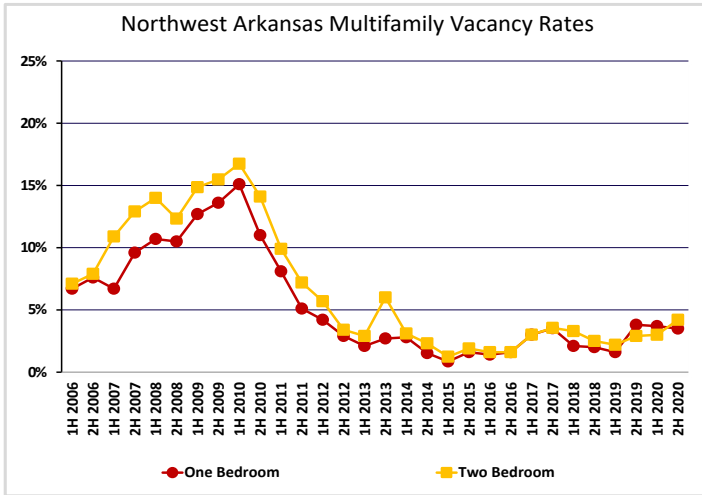
Within the sample, the average lease price per month in Northwest Arkansas was \$741.36, up from \$729.42 in the first half of 2020. Meanwhile, the average square footage decreased to 769 square feet. The median lease price increased from \$650.00 in the first half of 2020 to



\$676.00 in the second half 2020, while the median size of a unit increased to 881 square feet in the second half of 2020. The average monthly price per square foot of a multifamily property was \$0.96, increasing from \$0.95 in the first half of 2020, and the median price per square foot increased to \$0.84. Examining the price and square footage by floor plan yields other statistics: on a price per square foot basis, the least expensive floor plans, on average,

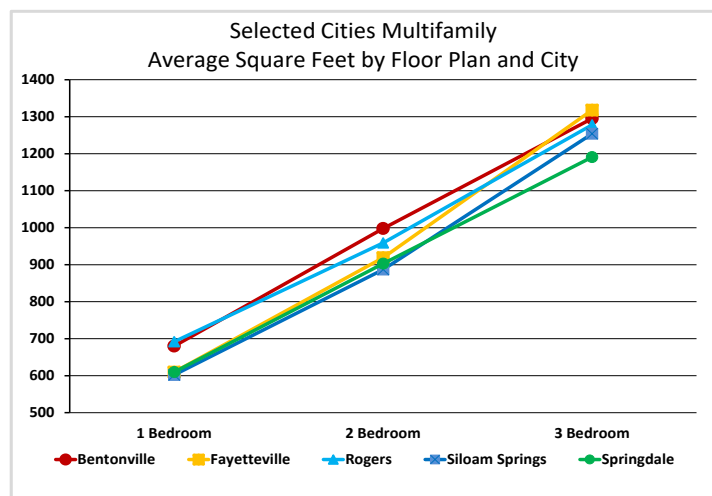
Multifamily Market Trends

Comparative Lease Analysis



were two and three bedrooms at \$0.82 and \$0.80 per month. The most expensive floor plans, on average, were “by the bed” floor plans in Fayetteville at an average price per square foot of \$1.62. Bentonville has the highest average square feet, at 891, and the highest average lease rate at \$865.64 per month.

In the Northwest Arkansas area, the average price per unit was \$741.36 with an average 769 square feet. The average price per square foot was \$0.96 in the Northwest Arkansas area.



Multifamily Market Trends

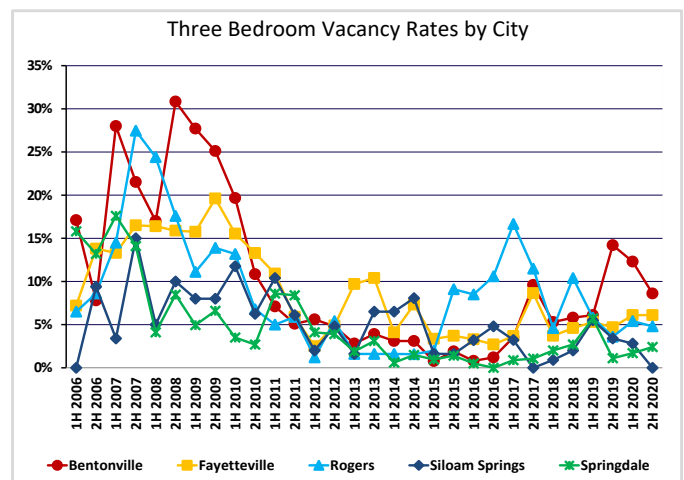
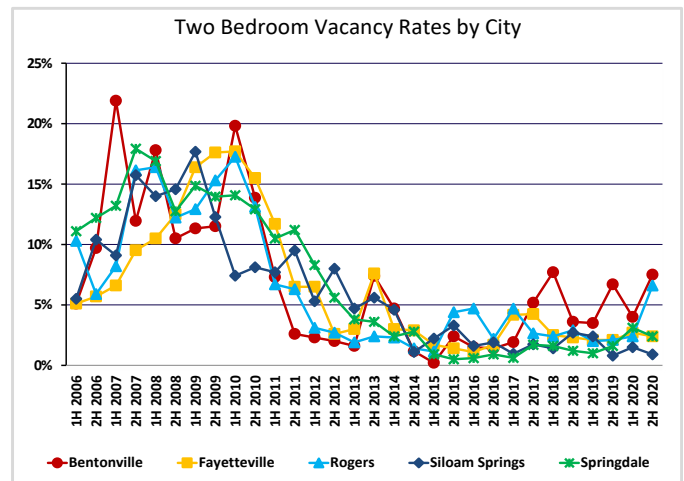
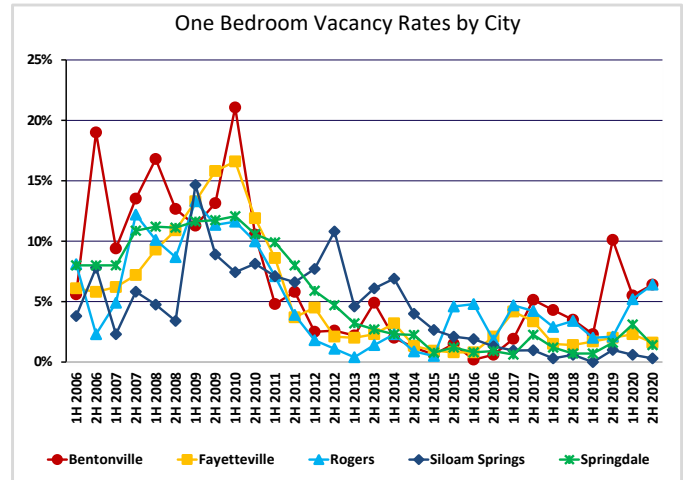
Sample Coverage

City	Number of Apartment Complexes	Number of Units	2H 2020 Vacancy Rates	1H 2020 Vacancy Rates	2H 2019 Vacancy Rates
Bentonville	146	7,933	7.4%	5.0%	8.5%
Fayetteville	366	21,845	4.8%	5.9%	5.6%
Rogers	111	6,198	6.4%	3.7%	2.3%
Siloam Springs	51	1,103	0.6%	1.4%	1.2%
Springdale	115	7,256	2.1%	2.9%	1.5%
NWA	789	44,335	5.0%	4.8%	4.9%

Average Unit Size by Price and Floor Plan	Square Feet	Price per Month	Price per Square Foot
Studio	532	\$656.96	\$1.23
By the Bed	424	\$687.65	\$1.62
1 Bedroom	641	\$676.55	\$1.06
2 Bedroom	939	\$771.42	\$0.82
3 Bedroom	1,265	\$1,010.94	\$0.80
4 Bedroom	1,521	\$1,508.42	\$0.99
NWA	769	\$741.36	\$0.96

Median Unit Size by Price and Floor Plan	Square Feet	Price per Month	Price per Square Foot
Studio	450	\$537.50	\$1.19
By the Bed	414	\$653.50	\$1.58
1 Bedroom	600	\$550.00	\$0.92
2 Bedroom	900	\$675.00	\$0.75
3 Bedroom	1327	\$899.50	\$0.68
4 Bedroom	1500	\$1,275.00	\$0.85
NWA	881	\$741.00	\$0.84

Vacancy Rates by Floor Plan	By the Bedroom	One Bedroom	Two Bedroom	Three Bedroom
Bentonville		6.4%	7.5%	8.6%
Fayetteville	9.1%	1.6%	2.4%	6.1%
Rogers		6.4%	6.6%	4.8%
Siloam Springs		0.3%	0.9%	0.0%
Springdale		1.4%	2.4%	2.4%
NWA	9.1%	3.5%	4.2%	4.8%



Multifamily Market Trends

Inventory and Announced Properties

Sample Coverage of Multifamily Properties

City	Number of Properties in County Assessor Databases	Total Square Feet in County Assessor Databases	Number of Multifamily Properties in Sample	Total Square Feet of Multifamily Properties in Sample	Percent Coverage of Total Square Feet
Bentonville	164	7,287,253	146	6,384,966	87.6%
Fayetteville	326	11,464,986	366	11,102,458	96.8%
Rogers	162	6,081,870	111	5,207,559	85.6%
Siloam Springs	55	791,163	51	640,970	81.0%
Springdale	133	4,437,635	115	4,368,824	98.4%
Northwest Arkansas	840	30,062,907	789	27,704,777	92.2%

Announced Properties

Complex Name	Developer	Number of Units	City	Status
3rd and G Apartments	Jake Newell	84	Bentonville	Conceptual
7th and B Townhomes		9	Bentonville	Underconstruction
Bentonville Brownstones	Dave Grundfest	16	Bentonville	Underconstruction
Downtown Bentonville Project	Craig Petite	150	Bentonville	Underconstruction
City U	Blue Crane	375	Bentonville	Underconstruction
Crystal Flats, Phase IB	Blue Crane	331	Bentonville	Conceptual
Crystal Flats, Phase II	Blue Crane	119	Bentonville	Conceptual
Elm Tree Townhomes		32	Bentonville	Underconstruction
Eversole Trust Project	Eversole Revocable Trust	384	Bentonville	Conceptual
Glen Road Townhomes	Dave Pinson	120	Bentonville	Conceptual
Harbin North Townhomes	Brittenum Construction	54	Bentonville	Underconstruction
Hawthorne Heights	Ben Lester, Brock Martin	54	Bentonville	Underconstruction
Howard on Central	Jake Newell	81	Bentonville	Underconstruction
J Street Apartments	Lindsey Development Co.	480	Bentonville	Conceptual
Lofts on Elm Tree, The	Sky One Property	36	Bentonville	Conceptual
Old Home Office	Walmart		Bentonville	Conceptual
Pointe at Bentonville II	Richsmith Development	168	Bentonville	Underconstruction
Pointe at Bentonville III	Richsmith Development	120	Bentonville	Underconstruction
Project Canopy		18	Bentonville	Conceptual
Roddey Residential Properties	Roddey Residential Properties	12	Bentonville	Conceptual
Skyridge Estates, Phase II	PuraVida Homes	56	Bentonville	Underconstruction
The Aviator	Live Sage	102	Bentonville	Underconstruction

Multifamily Market Trends

Announced Properties

Complex Name	Developer	Number of Units	City	Status
The District	Duley Group	12	Bentonville	Underconstruction
The Reserve on Greenhouse Road		312	Bentonville	Conceptual
Westwood Development	Paul Esterer	200	Bentonville	Conceptual
Copper Oaks Cottages		12	Centerton	Underconstruction
Water Color Phase III	Dave Pinson	136	Centerton	Early 2022
Beacon Block	Highstreet	30	Fayetteville	Conceptual
Beechwood Apartments	Aspen Heights	201 (687 beds)	Fayetteville	Underconstruction
Cobblestone Farms	Endeavor Foundation	100	Fayetteville	Conceptual
Courtyards Act 1	Bauman Crossno	10	Fayetteville	Underconstruction
Drake Farms	Highstreet	30-50	Fayetteville	Conceptual
Garland Ave Apartments	Jordan Living	16	Fayetteville	Underconstruction
Hill Avenue Apartments	Daniel Cox	75	Fayetteville	Conceptual
Hillcrest Towers Expansion	Fayetteville Housing Authority	97	Fayetteville	June 2022
Joyce and Old Missouri	Jeff Pederson		Fayetteville	Conceptual
Markham Hill	SREG	257	Fayetteville	Conceptual
Marshall, The	Aptitude Development, Jared Hutter	226 (440 beds)	Fayetteville	Underconstruction
Mitchell Yards	Pat Chisholm	81 (165 beds)	Fayetteville	Underconstruction
Morgan Manor Expansion	Fayetteville Housing Authority	58	Fayetteville	Conceptual
Mount Carmel Retirement Complex	Jimmy Elrod	25	Fayetteville	Conceptual
New Beginnings Community	Serve NWA	20	Fayetteville	Under Construction
Oakland 6 Plex		6	Fayetteville	Underconstruction
Pointe at Fayetteville, The	Keith Richardson	170	Fayetteville	Conceptual
Razorback and 15th Apartments	Myriah Johnson, John Looney	34	Fayetteville	Conceptual
Razorback Golf Course Apartments	Craig and Laura Underwood	602	Fayetteville	2023
Ripple Road Quads	Brittenum Construction	64	Fayetteville	Underconstruction
Sang Apartments	Dave Pinson	60	Fayetteville	Conceptual
Sanctuary at SoFay	Andy Davis, Garrison Roddey, Eric Greer	24	Fayetteville	Summer 2022
Sorority House on Maple	University of Arkansas	50	Fayetteville	Delayed
South Creekside Apartments, Phase II	T.J. Lefler	44	Fayetteville	Conceptual
Southyard	SREG	128	Fayetteville	Conceptual
The Fairways	Lindsey Development Co.	240	Fayetteville	Underconstruction

Multifamily Market Trends

Announced Properties

Complex Name	Developer	Number of Units	City	Status
Trails at Mud Creek	Lindsey Development Co.	321	Fayetteville	Conceptual
Trails at Paradise Valley	Lindsey Development Co.	240	Fayetteville	Conceptual
Vantage II Apartments	Lindsey Development Co.	140	Fayetteville	Conceptual
WAC Row Houses	Partners for Better Housing	12	Fayetteville	Conceptual
Johnson Square, Bld 3-4	Highstreet	75	Johnson	Conceptual
Honeysuckle and Pleasant Grove	HGJ Properties	30	Lowell	Conceptual
Tuscany Vines	Jason Appel	99	Lowell	Conceptual
Hall Apartments	Kevin Felgenhauer		Pea Ridge	Conceptual
28th Street Townhomes		12	Rogers	Conceptual
Bost Apartments, II	Bost	8	Rogers	Underconstruction
Cottonwood Multifamily	Cottonwood Mult	80	Rogers	Conceptual
District at Pinnacle, the	Whisinvest	275	Rogers	Conceptual
Dixieland Road Apartments	Carl Walker	15	Rogers	Underconstruction
Dodson Pointe Apartment Homes	Edward Rose and Sons	240	Rogers	Underconstruction
Everest Townhomes	John and Rebecca Carney	43	Rogers	Conceptual
Fitzroy Apartments	Huffman	250	Rogers	Underconstruction
Flats at 1907	Highstreet	49	Rogers	2021
Gateway Senior Apartments	Gateway Homes	160	Rogers	Conceptual
Greens at Blossom Way, Phase II	Lindsey Development Co.	270	Rogers	Conceptual
Grove, The Phase III	Silver Development Co	24	Rogers	Conceptual
Hudson Road Townhomes	Scott Marbury	34	Rogers	Underconstruction
Inglewood Townhomes	ESI	58	Rogers	Conceptual
Louisiana Properties-Dixieland	Louisiana Properties	230	Rogers	Conceptual
Magnolia Farms Apartments	Hunter Haynes	100	Rogers	Conceptual
Magnolia Farms Townhomes	Hunter Haynes	14	Rogers	Conceptual
North Valley West Townhomes	Kim Fugitt	19	Rogers	Conceptual
Park at Olive Street, The		44	Rogers	Underconstruction
Pinnacle Grove	Abby Senior Living	130	Rogers	Underconstruction
Pinnacle Heights Apartments	Hunt Ventures, Sage Partners, Urban5	295	Rogers	Underconstruction
Pinnacle Hills	Hutton Multifamily	285	Rogers	Conceptual
Pinnacle Village	Sam Alley, Alex Blass	400	Rogers	Conceptual
Pleasant Crossing Garden Apartments	Crafton Tull	88	Rogers	Conceptual
Promenade Commons	Sam Coryell, Hunter Haynes	131	Rogers	Underconstruction
Promenade Commons, Phase II	Sam Coryell, Hunter Haynes	28	Rogers	Conceptual

Multifamily Market Trends

Announced Properties

Complex Name	Developer	Number of Units	City	Status
Promenade Village	Planning Design Group	115	Rogers	Conceptual
Reserve at Osage Creek	John Schmezle	144	Rogers	Conceptual
Richardson/Beaty Apartments	Keith Richardson		Rogers	Conceptual
Rogers Apartments Expansion	Rogers Apartments	14	Rogers	Underconstruction
Shadowbrook, Phase III	Brittenum Construction	70	Rogers	Underconstruction
Shadowbrooke at the Peaks		16	Rogers	Conceptual
Steel Creek Multifamily		13	Rogers	Conceptual
Trailside		14	Rogers	Conceptual
Uptown Square	SC Bodner Co	260	Rogers	Underconstruction
Village on Maple Townhomes		24	Rogers	Conceptual
Willow Creek Apartments		168	Rogers	Conceptual
Yates Farm/Village View Townhomes	Josh Porter	86	Rogers	Conceptual
College Multiplex	Chord Properties	5	Siloam Springs	Underconstruction
Trail Point	Matthew Zaidner, Matt Timboe, Derek Dewey,	72	Siloam Springs	Conceptual
Downtown Apartments	Blue Crane	300	Springdale	Conceptual
Downtown Springdale Mixed Use	Blue Crane	55	Springdale	Summer 2021
East Butterfield Coach Project	Jacci Perry	81	Springdale	Conceptual
Fuel Supply Apartments	Tom Lundstrom	100	Springdale	Conceptual
Habberton Ridge, Phase II	Dave Pinson	48	Springdale	Underconstruction
Parkway Plaza Apartments	Phil Taldo	200	Springdale	Conceptual
Pure Springdale	Brian Moore;Rob Coleman	221	Springdale	Conceptual
Reserves at Springdale	Brian Moore, Brooks Norris	141	Springdale	Underconstruction
Riggins Duplexes	Kevin Riggins	28	Springdale	Conceptual
South West End Complex	Chris Elder	16	Springdale	Conceptual
Spring-Elmdale Apartments		250	Springdale	Conceptual
Trails at the Crossing	C.L. George and Sons, Lindsey Management	468	Springdale	Underconstruction
West Butterfield Coach Project	Tom Embach	25	Springdale	Conceptual
Wobble Lane Phase II	Dave Pinson	128	Springdale	Underconstruction
Reserves at Tontitown	Brooks Norris	132	Tontitown	Underconstruction
Ruscelli Villas	Brooks Norris	15	Tontitown	Underconstruction

Multifamily Market Trends

Bentonville

The Benton County Assessor's database contained 164 multifamily properties in Bentonville in the second half of 2020. These properties comprised 7,287,253 square feet.

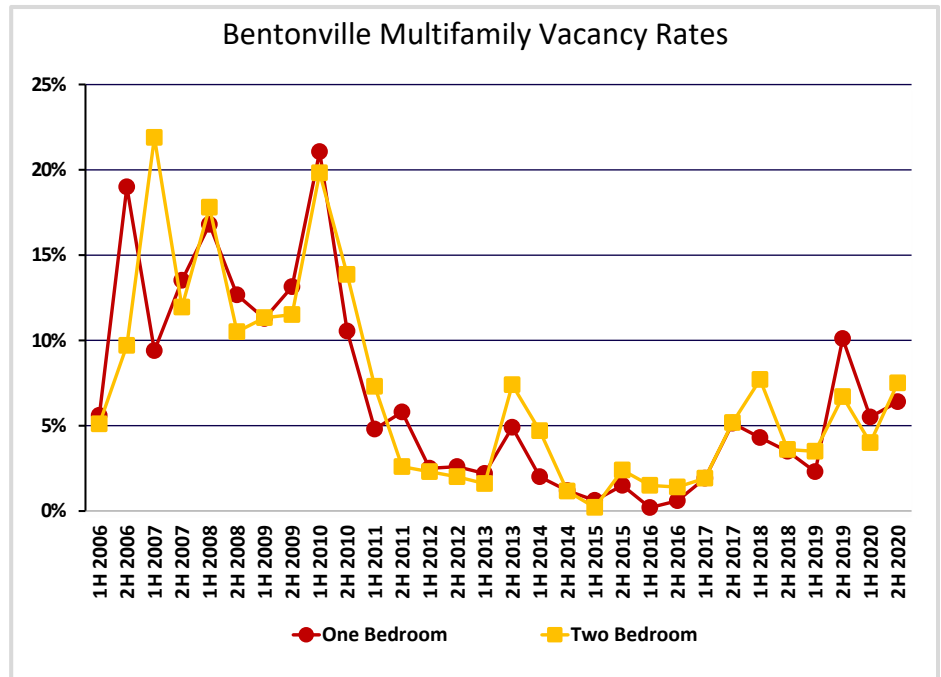
The 146 Bentonville Skyline Report survey respondents accounted for 87.6 percent of the square footage of the multifamily properties in Bentonville.

In the 7,933 units that were reported by Skyline Report survey respondents, there was a 7.4 percent vacancy rate in the second half of 2020, up from 5.0 percent in the first half of 2020 and down from 8.5 percent in the second half of 2019.

The average lease price of all units in Bentonville increased to \$865.64 in the second half of 2020 from \$846.96 in the first half of 2020, and the average size of a unit increased to 891 square feet from 880 in first half of 2020.

The monthly leases for Bentonville multifamily properties averaged \$ 0.96 per square foot. The square foot averages ranged from a studio apartment at \$1.65 to a 3 bedroom at \$ 0.89 per square foot in the second half of 2020.

Most Bentonville multifamily properties required require 6-month or 12-month leases, although some month-to-month leases were available.



Average Size and Price by Floor Plan	Square Feet	Price per Month	Price per Square Feet
Studio	533	\$880.74	\$1.65
1 Bedroom	680	\$778.15	\$1.14
2 Bedroom	998	\$894.65	\$0.90
3 Bedroom	1,295	\$1,148.40	\$0.89
Bentonville	891	\$865.64	\$0.96

Multifamily Market Trends

Fayetteville

The Washington County Assessor's database contained 326 multifamily properties in Fayetteville in the second half of 2020. These properties comprised 11,464,986 square feet.

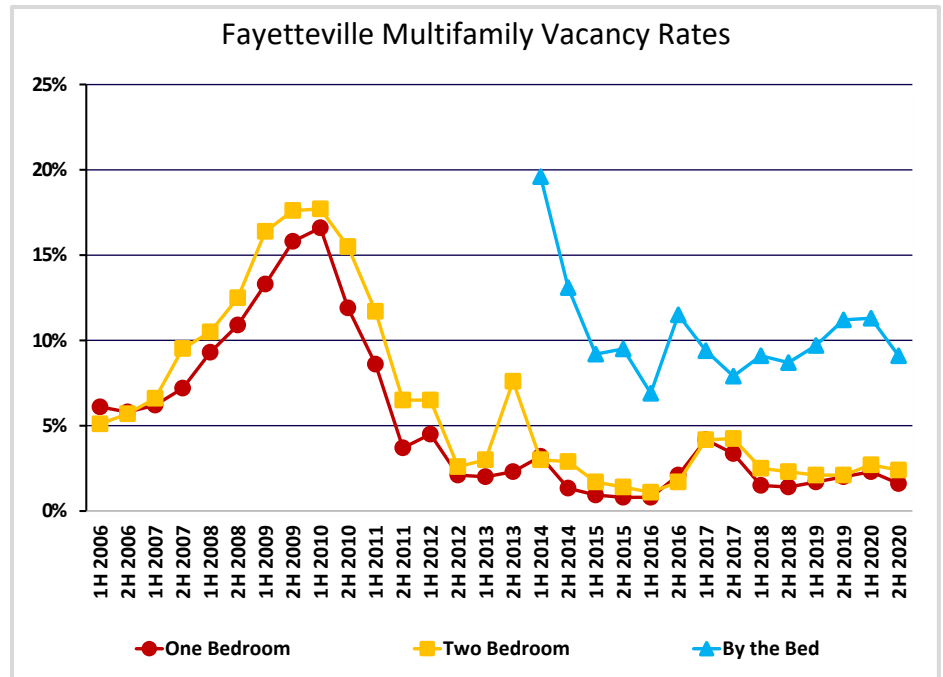
The 366 Fayetteville Skyline Report survey respondents accounted for 96.8 percent of the square footage of the multifamily properties in Fayetteville.

In the 21,845 units that were reported by Skyline Report survey respondents, there was a 4.8 percent vacancy rate in the second half of 2020, down from 5.9 percent in the first half of 2020 and down from 5.6 percent in the second half of 2019.

The average lease price of all units in Fayetteville increased to \$705.55 in the second half of 2020 from \$700.95 first half of 2020, and the average size of a unit remained the same at 672 square feet for both the first and second half of 2020.

The monthly leases for Fayetteville multifamily properties averaged \$1.05 per square foot. The square foot averages ranged from a by the bed at \$1.62 to a 3 bedroom at \$ 0.83 per square foot in the second half of 2020.

Most Fayetteville multifamily properties have many different floor plans with a wide variety of lease options, to suit the student population.



Average Size and Price by Floor Plan	Square Feet	Price per Month	Price per Square Feet
Studio	547	\$721.40	\$1.32
By the Bed	424	\$687.65	\$1.62
1 Bedroom	610	\$628.93	\$1.03
2 Bedroom	919	\$730.92	\$0.80
3 Bedroom	1,318	\$1,088.40	\$0.83
4 Bedroom	1,538	\$1,580.77	\$1.03
Fayetteville	672	\$705.55	\$1.05

Multifamily Market Trends

Rogers

The Benton County Assessor's database contained 162 multifamily properties in Rogers in the second half of 2020. These properties comprised 6,081,870 square feet.

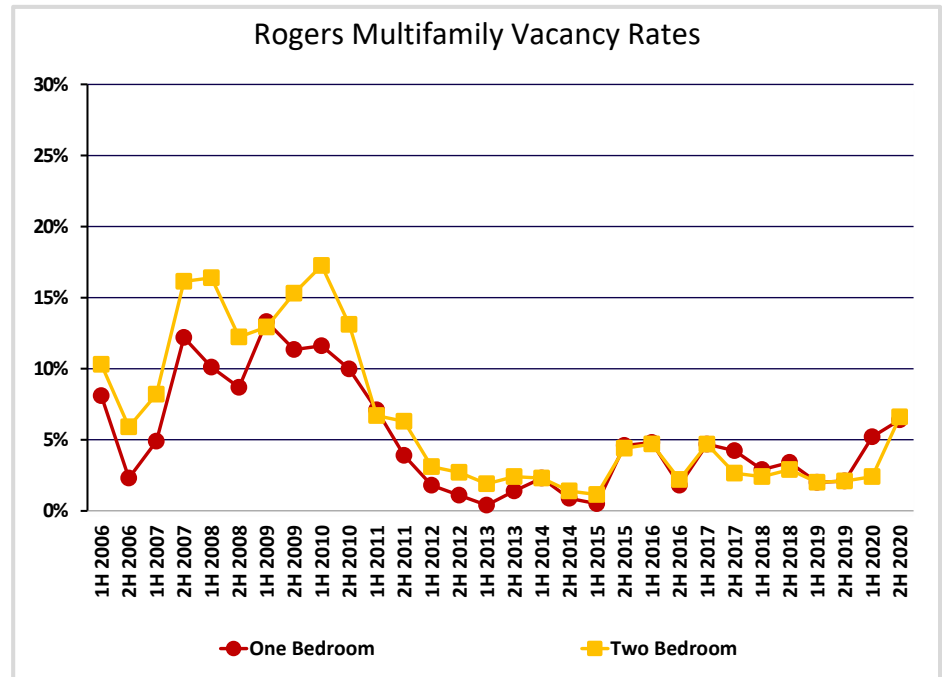
The 111 Rogers Skyline Report survey respondents accounted for 85.6 percent of the square footage of the multifamily properties in Rogers.

In the 6,198 units that were reported by Skyline Report survey respondents, there was a 6.4 percent vacancy rate in the second half of 2020, up from 3.7 percent in the first half of 2020 and up from 2.3 percent in the second half of 2019.

The average lease price of all units in Rogers to \$816.58 in the second half of 2020 from \$784.97 in the first half of 2020, and the average size of a unit increased to 879 square feet from 875 in first half of 2020.

The monthly leases for Rogers multifamily properties averaged \$ 0.93 per square foot. The square foot averages ranged from a one bedroom apartment at \$1.11 to a 3 bedroom at \$ 0.81 per square foot in the second half of 2020.

Most Rogers multifamily properties required require either 6-month or 12-month leases, although some month-to-month leases were available.



Average Size and Price by Floor Plan	Square Feet	Price per Month	Price per Square Feet
Studio	510		
1 Bedroom	692	\$770.70	\$1.11
2 Bedroom	959	\$817.63	\$0.85
3 Bedroom	1,278	\$1,034.81	\$0.81
Rogers	879	\$816.58	\$0.93

Multifamily Market Trends

Siloam Springs

The Benton County Assessor's database contained 55 multifamily properties in Siloam Springs in the second half of 2020. These properties comprised 791,163 square feet.

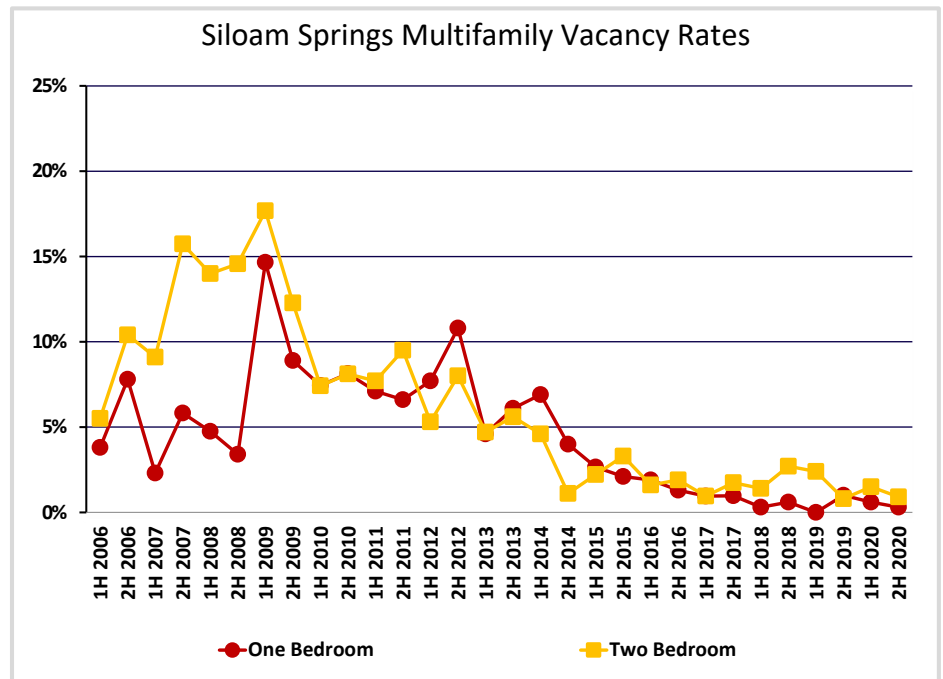
The 51 Siloam Springs Skyline Report survey respondents accounted for 81.0 percent of the square footage of the multifamily properties in Siloam Springs.

In the 1,103 units that were reported by Skyline Report survey respondents, there was a 0.6 percent vacancy rate in the second half of 2020, down from 1.4 percent in the first half of 2020 and down from 1.2 percent in the second half of 2019.

The average lease price of all units in Siloam Springs decreased to \$585.06 in the second half of 2020 from \$595.10 from second half of 2020, and the average size of a unit decreased to 827 square feet from 839 in first half of 2020. This resulted from a complex that mostly served JBU students being taken over by JBU and exiting the Skyline database.

The monthly leases for Siloam Springs multifamily properties averaged \$.71 per square foot. The square foot averages ranged from a studio apartment at \$.82 to \$.79 per square foot for a 1 bedroom at in the second half of 2020.

Most Siloam Springs multifamily properties required require 12-month leases, although some month-to-month leases were available.



Average Size and Price by Floor Plan	Square Feet	Price per Month	Price per Square Feet
Studio	436	\$355.96	\$0.82
1 Bedroom	602	\$477.64	\$0.79
2 Bedroom	887	\$596.36	\$0.67
3 Bedroom	1,254	\$875.01	\$0.70
4 Bedroom	1,210	\$839.00	\$0.69
Siloam Springs	827	\$585.06	\$0.71

Multifamily Market Trends

Springdale

The Washington County Assessor's database contained 133 multifamily properties in Springdale in the second half of 2020. These properties comprised 4,437,635 square feet.

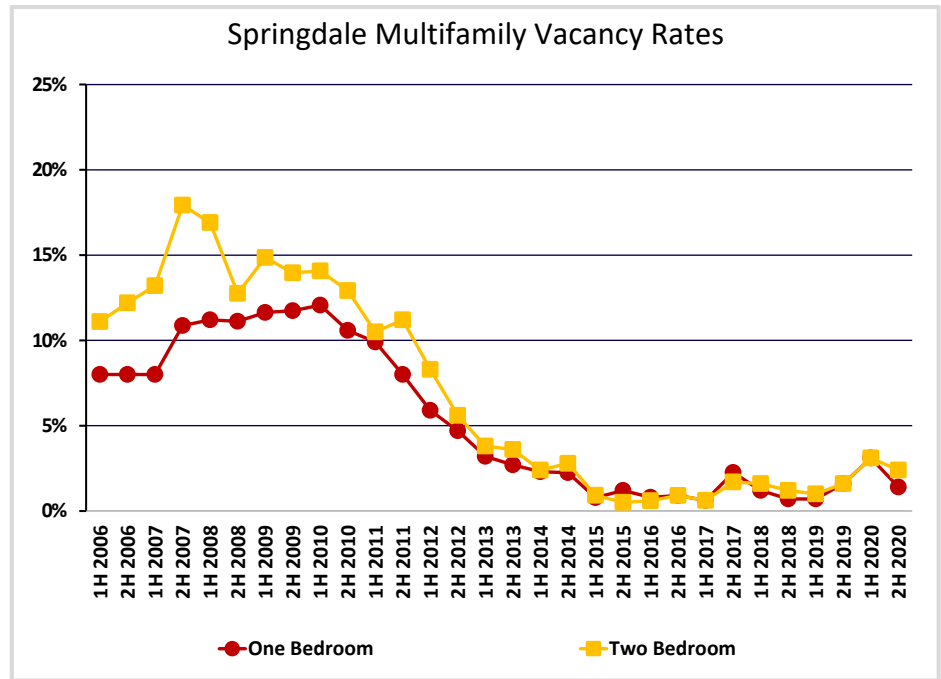
The 115 Springdale Skyline Report survey respondents accounted for 98.4 percent of the square footage in all of the multifamily properties in the city.

In the 7,256 units that were reported by Skyline Report survey respondents, there was a 2.1 percent vacancy rate in the second half of 2020, down from 2.9 percent in the first half of 2020 and up from the 1.5 percent second half of 2019.

The average lease rate of all units in Springdale increased to \$683.07 in the second half of 2020 from \$671.63 in the first half of 2020 while the average size of a unit increased to 831 square feet.

The monthly leases for Springdale multifamily properties averaged between \$0.65 per square foot for a 4-bedroom apartments and \$0.98 per square foot for a studio apartment.

Most Springdale multifamily properties required either 6-month or 12-month leases, although some 3-month, 9-month, and month-to-month leases were available.



Average Size and Price by Floor Plan	Square Feet	Price per Month	Price per Square Feet
Studio	527	\$514.81	\$0.98
1 Bedroom	610	\$582.06	\$0.95
2 Bedroom	903	\$705.78	\$0.78
3 Bedroom	1,191	\$899.53	\$0.76
4 Bedroom	1,333	\$865.00	\$0.65
Springdale	831	\$683.07	\$0.82