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Center for Business and Economic Research

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#### Multifamily Real Estate Market Summary for Benton and Washington Counties

This report is the twelfth edition of the Skyline Report for Benton and Washington Counties—Multifamily Real Estate Market Analysis. Researchers at the Center for Business and Economic Research (CBER) 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 quarterly single-family residential and commercial Skyline Reports. As the population of the region grows, there is increased demand for all types of housing. Understanding the supply of multifamily housing opportunities is critical to understanding the overall residential market, particularly as low interest rates have made home ownership more appealing relative to leasing comparable residential space. The information contained in the following pages details the current condition of the multifamily market and sets the stage for future comparisons.

#### Highlights from the Second Quarter of 2007

- Vacancy rates for multifamily properties in Northwest Arkansas increased from their first quarter level of 9.4 percent to 9.9 percent in the second quarter of 2007. The second quarter 2007 vacancy rate was significantly higher than the second quarter 2006 vacancy rate of 7.5 percent.
- Siloam Springs had the lowest aggregate vacancy rate at 6.2 percent, down from 8.7 percent in the first quarter. The Fayetteville vacancy rate also fell 0.2 percent to 7.0 percent in the second quarter. The vacancy rates in Bentonville, Rogers, and Springdale were up from the first quarter to 18.0, 7.2, and 13.3 percents, respectively.
- In the past twelve months, multifamily building permits were issued with a value of \$23.0 million. In the second quarter of 2006 that number was \$101.1 million.
- The average lease price per month for a multifamily property unit in Northwest Arkansas was down about \$2 to \$512.
- On a price per square foot basis, multifamily units were least expensive on average in Siloam Springs at \$0.54 per square foot and most expensive on average in Fayetteville at \$0.64 per square foot.

#### **Report Structure**

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 were examined to identify any multifamily units that were new to the market. Then, 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 set a context for examining multifamily housing. In the section that follows the economic overview, regional comparisons are detailed. A table containing information about multifamily building permits issued in the last twelve months is shown second, followed by a short discussion about the kinds of properties that are being permitted. A table with announcements of coming multifamily projects 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 multifamily properties in Northwest Arkansas are broken down by major city. Then, the coverage of the sample of CBER survey respondents is discussed in relation to that population. Finally, vacancy rates, average unit sizes and average 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, Fayetteville, Rogers, Siloam Springs, and Springdale were examined.

In order to collect this specific information about Northwest Arkansas multifamily residential properties, CBER researchers 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

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forthcoming, the properties were physically visited by a surveyor.

As the twelfth 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.





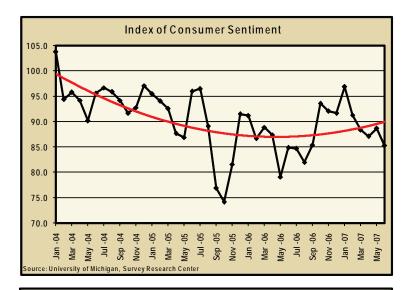
#### **Economic Overview**

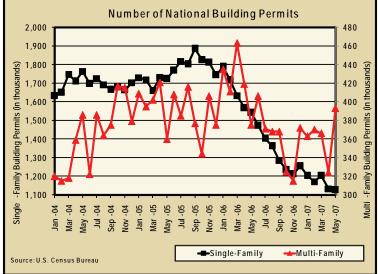
To get a sense of the Northwest Arkansas multifamily housing market, it is useful to look at some key macroeconomic statistics. The University of Michigan produces the Consumer Sentiment Index. The Index of Consumer Sentiment was 74.7 in the June 2007 survey, down from 77.6 in May 2007, and slightly up from 72.0 in June of 2006.

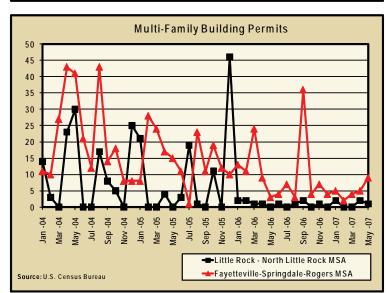
"High gas prices have squeezed household budgets, forcing consumers to cut back on other spending, to increase their debt, or to reduce their savings," according to Richard Curtin, the Director of the Reuters/University of Michigan Surveys of Consumers.

The U.S. Census Bureau estimates the issuance of building permits. The May 2007 national level of multifamily building permits reflected the continuation of a moderate recovery from the lows seen in the fourth quarter of 2006. However, the May 2007 level of single family building permits reflected a continued downward slide that began in September 2005, and is indicative of continued weakness in the market.

Turning to the two major metropolitan areas in Arkansas, the Fayetteville-Springdale-Rogers (FSR) MSA and the Little Rock-North Little Rock (LR) MSA, different patterns on a smaller scale are apparent. The accompanying graphs show the number of multifamily building permits and total number of residential building permits issued in the two metro areas. Interestingly, despite its much smaller population, the FSR metro area had a greater number of multifamily building permits than the LR metro area during the past twelve months, and very similar totals for residential building permits. Despite a great deal of seasonal variation, the trends of the multifamily building permits and total building permits in the both metropolitan areas have declined since the highs seen in 2004 and 2005. No significant changes in the pace of growth in the number of residential or







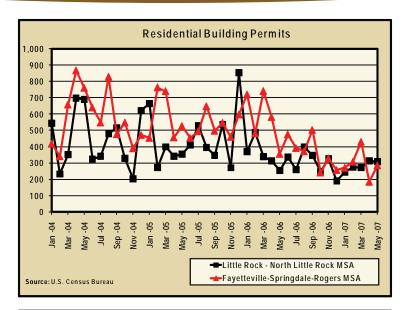


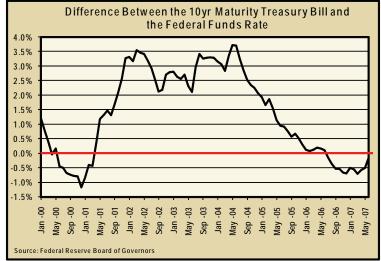
#### **Economic Overview**

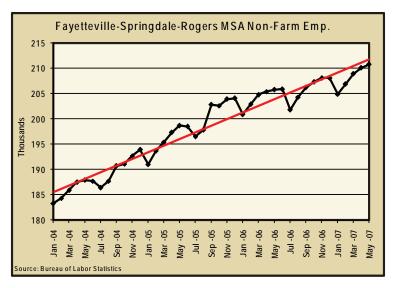
multifamily building permits are expected in the short term.

The Federal Reserve has held interest rates steady since completing its incremental raising of short-term interest rates. The Fed Funds target continues to stand at 5.25 percent, up 425 basis points from its historic low in 2003. Economic growth appears to have been moderate during the first half of this year, despite the ongoing adjustment in the housing sector. The economy seems likely to continue to expand at a moderate pace over coming quarters. Readings on core inflation have improved modestly in recent months. However, a sustained moderation in inflation pressures has yet to be convincingly demonstrated. Moreover, the high level of resource utilization has the potential to sustain those pressures. In these circumstances, the Committee's predominant policy concern remains the risk that inflation will fail to moderate as expected. Given this significant level of uncertainty, many observers are expecting the Federal Reserve to maintain the current "neutral" monetary policy until clear evidence mounts about the overall direction of the economy.

Even as short-term rates climbed from 2004 through early 2006, increases in longer term rates did not kept pace. The ten year constant maturity Treasury bill had an interest rate of 4.15 percent in January 2004 and an interest rate of 5.10 percent in June 2007, while the federal funds rate increased by 425 basis points during the same period. The upward pressure on short-term rates combined with declining long-term interest rates implied a decrease in the spread between the two. The accompanying figure shows the spread between the Fed Funds Rate and the ten year Treasury bill since January 2000. From May 2004 to June 2007, there was a 387 basis point decline in the spread. In June 2007, the spread was a negative 0.15 percent. This is important as a negative spread has typically been a







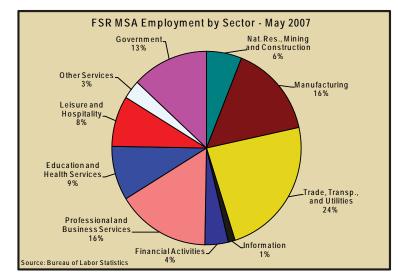
#### **Economic Overview**

sign of weakness in the economy and a harbinger of recession, however the June value is up from the low of negative 0.7 percent in March of 2007.

Finally, a graph showing employment trends in the Fayetteville-Springdale-Rogers metro area is included. Between May 2006 and May 2007 the Northwest Arkansas economy added on average 417 jobs per month which is below the five year average of 550 jobs per month. However, looking at the individual data points for the first five months of 2007 reveals slightly stronger employment growth in 2007 than was experienced in early 2006. Specifically, 1,200 jobs were added in April of 2007 and 700 jobs in May as compared to 600 and 400 jobs in April and May of 2006. The coming months will be telling as to whether 2007 will look more like the strong employment growth of 2005 or the moderated employment growth of 2006. The employment numbers bear careful watching in the next few months because the demand for much of the new and expected multi-family development relies on the assumption that job growth remains strong.

#### **Regional Overview**

The Northwest Arkansas multifamily housing market is driven by the demands of the populations in its various communities. 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 increasing and ever-changing student population. In addition to providing student housing, multifamily properties also act as low-income housing for those whose financial status and credit ratings are not sufficient to purchase a single-family home. Thus, as areas like South Fayetteville are redeveloped and previously existing affordable single family residences are demolished, the demand



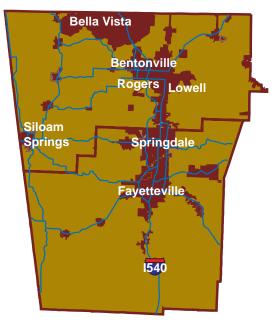
for multifamily housing should increase. Finally, multifamily properties serve as transitional housing for those who are between single family residences or for those who unlikely to remain in a particular location long enough to make the purchase of a house make economic sense. The growth in the number of executive suites in Northwest Arkansas is a testament to demand driven by transitional factors. Additionally, in Rogers and Bentonville, a number of upscale properties with monthly leases comparable to monthly mortgage payments have entered the market. These properties are designed to provide easy accessibility to the commercial districts of the cities and

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are designed to appeal to tenants looking to eliminate property maintenance responsibilities. These upscale properties are pushing up average rents in the cities and are having an impact on vacancy rates.

The Northwest Arkansas multifamily market includes the following five major cities:

- 1. Bentonville
- 2. Fayetteville
- 3. Rogers
- 4. Siloam Springs
- 5. Springdale



#### **Condo Market**

The growth in the condominium market in Northwest Arkansas deserves mention. In the past twelve months, condominium projects have been announced in each of the cities that the Skyline Report tracks. In Fayetteville, there are three kinds of condominium projects coming on the market—luxury high-rise buildings, located downtown and on Dickson Street, condominiums that are one part of mixed-use developments and more affordable condominiums in building complexes being built on the edges of town. In Rogers, there have also been some condominium projects announced in building complexes. The other market trend that is beginning to appear is the conversion of some high-end apartment complexes into condominiums. A prime example is the changeover of Bristol Gardens on the Creek into the Reserve at Steele Crossing. The low interest rate environment has made the market conditions for high-end, high-rent apartments particularly difficult, as mortgages for single family homes are available for the same monthly payments. The associated table gives some information about announced condominium projects. The information gathered shows that the condominiums are selling from between \$86 and \$325 per square foot, with average square footages varying between 500 and 3,779 square feet. In Fayetteville, these properties account for 2,233 units and in Rogers there are about 995 condominium units in these projects alone.

#### **Condominium Projects**

Complex Name	City	Number of Units	Unit Square Footage	Price per Square Foot
The Arbors at Deer Crossing	Bentonville	108	1,350-1,850	\$130
932 Garland	Fayetteville	37		
Arcadian Village	Fayetteville	12		
Aspen Ridge Townhomes	Fayetteville	220	1,500-1,770	\$120
Bellafont II	Fayetteville	99		
Champions Club Condos	Fayetteville	143	911-1,750	\$197-\$285
Chestnut Condos	Fayetteville	10		
Chevuax Court Condominiums	Fayetteville	58	1,260	
Frisco Depot Condos	Fayetteville	200		<b>Aa</b> ( <b>a</b>
Heritage Building	Fayetteville	6	2,250-3,650	\$212
Icehouse Condos	Fayetteville	9	1,200-1,500	\$180-\$250
Lafayette Loft Condominiums	Fayetteville	17	500-1,250	\$215
Legacy Building	Fayetteville	37	717-3,779	\$300
Maison Sequoyah	Fayetteville	26	700-1,150	\$210-\$225
North Corner Condominiums	Fayetteville	19	857-1,250	\$171
One East Center Condos	Fayetteville	6	1,981-3,748	\$280
Piedmont Condominiums	Fayetteville	30	1,000	\$150
Prairie and West Street Condos	Fayetteville	17		
Renaissance Towers	Fayetteville	23	1,250+	<b>A</b> 1 1 A
Reserve At Steele Crossing	Fayetteville	108	700-1,400	\$148
Ruskin Heights	Fayetteville	95		
S Block Ave Condos on the Square	Fayetteville	3		<b>*</b> • • • •
Segraves Condominiums	Fayetteville	8	1,390-2,000	\$225
Skate Place Condominiums	Fayetteville	34		<b>*</b> ~~~
Spring Street Lofts	Fayetteville	30	1,160-1,528	\$232
St Charles Plaza	Fayetteville	70		\$295-\$325
Stonebridge Meadows	Fayetteville	115		
The Dickson	Fayetteville	20		<b>*</b>
The Lofts at Underwood Plaza	Fayetteville	74	600-2,600	\$250+
The Mill at West End	Fayetteville	17	900-1,200	\$200
The Pines at Springwoods	Fayetteville	122	1,325-1,925	\$138-\$139
University Club Tower	Fayetteville	80	1,700-3,500	
Wedington Circle Condominiums	Fayetteville	296		\$150-\$200
Westside Village Condos	Fayetteville	192	4 745 4 005	¢400 ¢440
Arbors at Pinnacle Ridge Condos	Rogers	94	1,715-1,985	\$130-\$140
Avignon Court	Rogers	61	1,350	\$107
Condos at the Peaks	Rogers	260	1,514-2,880	\$132
Stone Manor	Rogers	254	662-1,657	\$120-\$181
Woodbridge Condominiums	Rogers	326	1,500-1,800	\$113-\$130
Creekview Flats	Siloam Springs		2,400	\$100-\$102
The Grove at Chester Hills	Springdale	134	1,150-1,350	\$86-\$107
The Ridge at Karrington Place	Springdale	72	1,150	\$109



## **Building Permits**

The associated table details the building permits that have been issued for multifamily housing purposes over the past twelve months. Five projects with values greater than a million dollars were permitted during the period. Four of these were located in Fayetteville and one was located in Springdale. The Fayetteville projects involve the construction of the Junction Street Apartments, the Chestnut Condos, the Beacon Flats, and the third phase of the Nantucket Apartments. The Springdale project is the Chester apartments.

The business press was examined to formulate the attached table of announced new projects. These projects are in addition to those that have already been mentioned in the building permit section and should be considered jointly with the building permit information in order to get a firm picture about the supply that is coming onto the market.



# Multifamily Residence Building Permits June 2006 - May 2007

Date	Complex or Developer	Number of Permits	Total Value of Permits	City
6/8/2006	Junction Street Apartments	3	\$1,942,392	Fayetteville
9/27/2006	Creekfront Lofts	2	\$978,347	Fayetteville
11/13/2006	The Links at Springdale, Phase II	1	\$902,214	Springdale
11/16/2006	Chestnut Condos	2	\$1,433,676	Fayetteville
11/22/2006	Beacon Flats	2	\$1,050,000	Fayetteville
11/22/2006	Lafayette Street Apartments	1	\$594,547	Fayetteville
12/8/2006	Chester Heights	15	\$9,065,226	Springdale
2/23/2007	Nantucket Apartments, Phase III	10	\$4,722,500	Fayetteville
2/27/2007	Hidden Lake Apartments	1	\$472,569	Springdale
4/13/2007	260 W 6th Street	1	\$424,658	Fayetteville
4/17/2007	Locust Street Townhomes	1	\$763,039	Fayetteville
5/10/2007	1344 N Oakland Avenue	1	\$690,276	Fayetteville
	Total	40	\$23,039,444	



## New Projects

#### **Announcements of New Projects**

Complex	Developer	Construction Costs	Number of Units	
Grandview Heights	E & S Development and Properties	\$100,000,000	460	Beaver Lake
Elm Tree Place	Lindoou Construction Co	8-12	404	Bentonville
Lindsey Apartment Complex Main Street Townhomes	Lindsey Construction Co.		164 6	Bentonville Bentonville
Riverwalk Farm Estates, Phase I	John Deweese	\$2,800,000	60 60	Bentonville
The Arbors at Deer Crossing*	Fritz Steiger	\$2,000,000 \$22,000,000	108	Bentonville
The Chateau on Chardonnay	Rex Fox and Frank Farrer	,0,000	22	Bentonville
The Links at Rainbow Curve	Lindsey Construction Co.		408	Bentonville
932 Garland*	Steve Mansfield		37	Fayetteville
Abshier Heights	Grandview Heights			Fayetteville
Aspen Ridge Townhomes*	Town Creek Construction & Developers	\$38,500,000	220	Fayetteville
Beacon Flats	Beacon Flats LLC	\$1,500,000	9	Fayetteville
Bellafont II*	Barber Group	Not Disclosed	99	Fayetteville
Butterfield Trail Duplexes	EWI Constructors	\$838,000 \$40,000,000	4 1/1	Fayetteville
Champions Club Condos* Chestnut Condos*	Wes Bradley and Jack Matta Robert Schmitt	\$40,000,000 \$955 784	141 10	Fayetteville Fayetteville
Dickson Street Condominiums*	Robert Schmitt The Barber Group	\$955,784 \$1,000,000	10 34	Fayetteville
Frisco Depot Condos*	MansfieldHouse Ventures	$\varphi$ 1,000,000	34 200	Fayetteville
Mountain Ranch	Tom Terminella		288	Fayetteville
Nantucket Apartments Phase III	Thomas J. Embeck	\$4,040,000	42	Fayetteville
Paradise Point	Kirk Elsass and Kim Fugitt	\$2,970,000	16	Fayetteville
Pebble Creek Flats	Art Scott		66	Fayetteville
Piedmont Condominiums*	Barber Group	\$2,270,000	30	Fayetteville
Renaissance Towers*	John Nock and AMA	\$30,000,000	20	Fayetteville
Ridgehill Apartments	Barber Group	Not Disclosed	36	Fayetteville
Ruskin Heights* Skate Place Condominiums*	Ward Davis, Morgan Hooker, et. al.	Not Disclosed		Fayetteville
Skate Place Condominiums* Sligo Street Apartments	Hometown Development Jamerson Properties LLC	Not Disclosed \$585,000	34 16	Fayetteville Fayetteville
Sugo Street Apartments Southern View Apartments	Lindsey Construction Co.	\$9,400,000	10	Fayetteville
St Charles Plaza	Greg House	ψ0,700,000	70	Fayetteville
Stone Bridge Meadows*	Nock-Broyles Development LLC			Fayetteville
The Arbors at Springwoods	EPCON Communities of Northwest Arkansas	Not Disclosed	122	Fayetteville
The Links at Fayetteville	Jim Lindsey		1200	Fayetteville
The Lofts at Underwood Plaza*	AMA and John Nock	\$18-20,000,000	74	Fayetteville
The Mill at West End*	Burt, Jerry, and Marianna Box, et. al.	\$7,000,000	17	Fayetteville
The Pines at Springwoods	Don Marley	\$27,000,000	122	Fayetteville
The Ridge at Karrington Place*	Kerri Elder	\$9,300,000 \$30,40,000,000	72	Fayetteville
University Club Tower*	David Chapman Greg House and Steve Mansfield	\$30-40,000,000 Not Disclosed	80 206	Fayetteville
Wedington Circle Condominiums* Westside Village Condos*	Greg House and Steve Mansfield Nock-Broyles Development LLC	Not Disclosed \$70,000,000	296 258	Fayetteville Fayetteville
Avignon Court*	Chris and Kerri Elder	\$70,000,000 \$8,840,000		Rogers
Dixieland Meadows	Area Agency on Aging of Northwest Arkansas	\$8,840,000 \$5,500,000		Rogers
Indian Creek Duplexes	Morton Asset Management Inc.	\$1,900,000		Rogers
Innisfree Senior Living Community	Williamsburg Management Co. Inc.	\$3,000,000		Rogers
Parc at Rogers	Apartment Development Services Ltd	\$14,216,000	250	Rogers
Ranch at Pinnacle Point	Ranch at Pinnacle LP	Not Disclosed	392	Rogers
Spring Street Apartments	Randall Carney and William Murray	•	11	Rogers
Valley West Drive Project	Kim Fugitt	\$1,350,000	15	Rogers
Woodbridge Condominiums*	Landquest			Rogers
Kenwood Development	Bar and Shield Development LLC	<u> </u>	160	Siloam Springs
Dick Smith Duplexes	Moulden Construction	\$3,500,000 \$13,000,000	30	Springdale
Remington Place Apartments	Remington Place Apartments LLC	\$13,000,000 \$10,055,000		Springdale
The Grove at Chester Hills* Wobbe Road Apartments	C&K Properties LLC Chance Contractors Inc.	\$10,055,000 \$1,500,000	134 32	Springdale Springdale
		ψ1,000,000	32	opiniguale

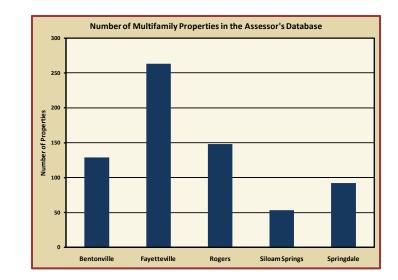
\*indicates condominiums.



### **Multifamily Properties**

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 stock of multifamily properties, CBER researchers 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. However, the total square feet of any buildings on the parcels are provided. Therefore, the number of properties by city and the total square feet of multifamily residential space are provided in the accompanying table.

The database search showed that Fayetteville had the most multifamily properties in Northwest Arkansas with 263, totaling almost 4.2 million square feet. Following Fayetteville, in descending order from most multifamily properties to fewest were Rogers, Bentonville, Springdale, and Siloam Springs. The total number of multifamily properties in these cities in the second



quarter of 2007 was 685 with a total size of almost 12.3 million square feet.

CBER 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 quarter of 2007, information was collected on 89.9 percent of the existing square footage of multifamily properties, compared to 87.4 percent in the first quarter.

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

# Total Inventory of Multifamily Properties and Sample Coverage Q2 2007

City	Number of Multifamily Properties in County Assessor Databases	Total Square Feet of Multifamily Properties 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	129	2,733,386	104	2,502,934	91.6%
Fayetteville	263	4,185,947	250	4,185,947	100.0%
Rogers	148	3,100,286	68	2,095,055	67.6%
Siloam Springs	53	692,037	37	608,339	87.9%
Springdale	92	1,588,186	76	1,661,344	104.6%
Northwest Arkansas	s 685	12,299,842	535	11,053,619	89.9%

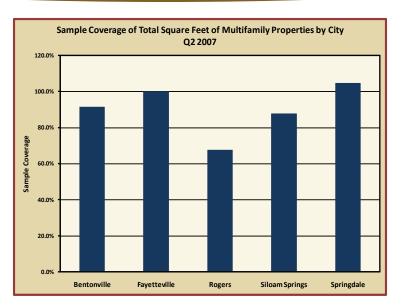
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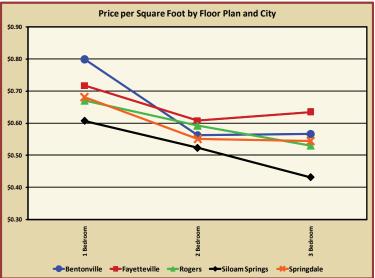


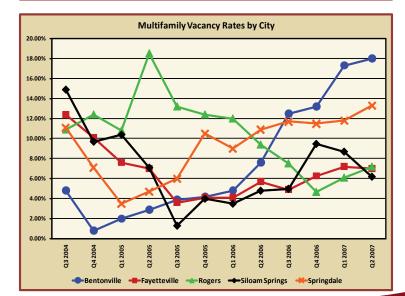
### **Multifamily Properties**

population is entirely reasonable. Within the second quarter survey sample, there were 23,713 total units in 535 multifamily residential properties. These properties had a combined vacancy rate of 9.9 percent, up from 9.4 percent in the first quarter of 2007. The highest vacancy rate was in Bentonville, at 18.0 percent and the lowest vacancy rate was in Siloam Springs at 6.2 percent. In the second quarter of 2007, Fayetteville had a vacancy rate of 7.0 percent, Rogers had a vacancy rate of 7.2 percent, and Springdale had a vacancy rate of 13.3 percent. Within the sample, the average lease price per month in Northwest Arkansas was \$512.24, down from \$513.95 in the first quarter. The average size of a unit was 829 square feet, down from 836 square feet in the previous quarter. The average monthly price per square foot of a multifamily property was \$0.62, up from \$0.61 in the first quarter of 2007. Breaking down the price and square footage by floor plan yields other interesting statistics. On a price per square foot basis, the least expensive floor plans had three or four bedrooms at \$0.58. The most expensive floor plans, on average, were studio apartments at \$0.86 per square foot per month.





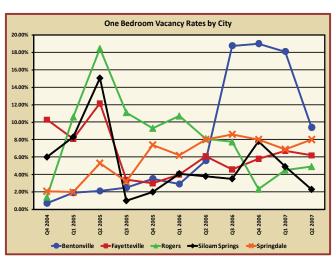






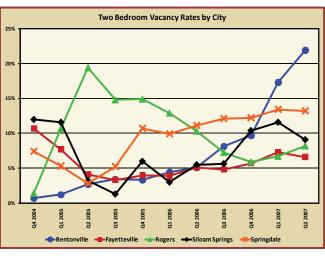
## **Multifamily Properties**

Sample Vacancy Rates						
Market Area	Number of Apartment Complexes	Number of Units	Q2 2007 Vacancy Rate		Q2 2006 Vacancy Rate	
Bentonville	104	3,169	18.0%	17.3%	7.6%	
Fayetteville Rogers	250 68	10,783 3,258	7.0% 7.2%	7.2% 6.1%	5.7% 9.4%	
Siloam Spring		1,062	6.2%	8.7%	4.8%	
Springdale	76	5,441	13.3%	11.8%	10.9%	
NWA	535	23,713	9.9%	9.4%	7.5%	



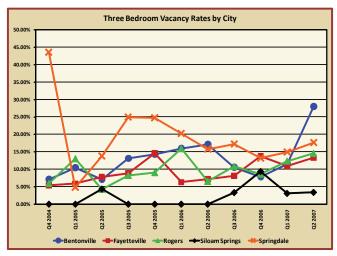
#### Average Size and Price by Floor Plan Q2 2007

Floor Plan	Average Square Feet	Average Price per Month	Average Price per Square Foot
Studio	368	\$316.25	\$0.86
1 Bedroom	611	\$432.08	\$0.71
2 Bedroom	910	\$531.09	\$0.58
3 Bedroom	1,225	\$713.88	\$0.58
4 Bedroom	1,113	\$671.22	\$0.60
NWA	829	\$512.24	\$0.62



# Vacancy Rates by Floor Plan<br/>Q2 2007Market Area1 Bedroom2 Bedroom3 BedroomBentonville9.4%21.9%28.0%

Bentonville	9.4%	21.9%	28.0%
Fayetteville	6.2%	6.6%	13.3%
Rogers	4.9%	8.2%	14.5%
Siloam Springs	2.3%	9.1%	3.4%
Springdale	8.0%	13.2%	17.6%
NWA	6.7%	10.9%	17.4%



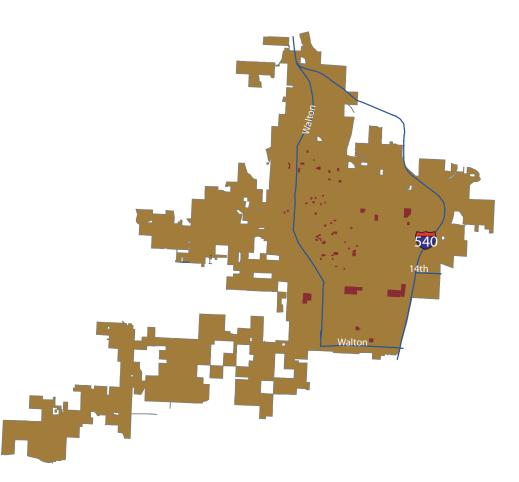


#### Bentonville

- In the database from the office of the Benton County Assessor, there were 129 multifamily properties in Bentonville in the second quarter of 2007. These properties comprised 2,733,386 square feet.
- The 104 Bentonville Skyline Report survey respondents accounted for 91.6 percent of the square footage of all of the multifamily properties in the city.
- In the 3,169 units that were reported by Skyline Report survey respondents, there was an 18.0 percent vacancy rate, up from 17.3 percent in the first quarter of 2007.
- The average lease rate of all units in Bentonville was \$532, while the average size of a unit was 875 square feet.
- The monthly leases for Bentonville multifamily properties averaged between \$0.48 per square foot for a four bedroom apartment to \$0.80 per square foot for a one bedroom apartment.
- Most Bentonville multifamily properties required either 6-month or 12-month leases, while month-tomonth options were available at a few properties.

## Average Unit Size and Price by Floor Plan Q2 2007

Floor Plan	Average Square Feet	Average Price per Month	Average Price per Square Foot
Studio			
1 Bedroom	632	\$505.09	\$0.80
2 Bedroom	913	\$513.78	\$0.56
3 Bedroom	1,211	\$685.53	\$0.57
4 Bedroom	600	\$290.00	\$0.48
Bentonville	875	\$531.60	\$0.61



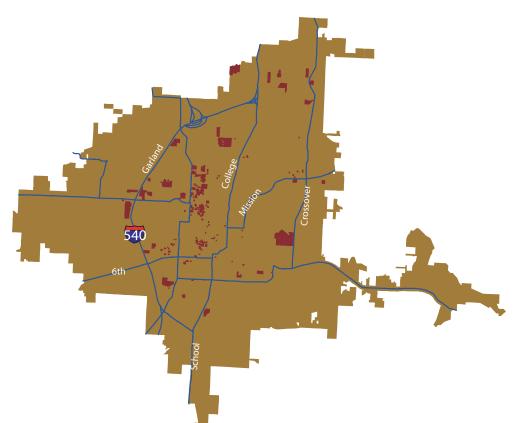


## Fayetteville

- In the database from the office of the Washington County Assessor, there were 263 multifamily properties in Fayetteville in the second quarter of 2007. These properties comprised 4,185,947 square feet.
- The 250 Fayetteville Skyline Report survey respondents accounted for about 100.0 percent of the square footage of all of the multifamily properties in the city.
- In the 10,783 units that were reported by Skyline Report survey respondents, there was a 7.0 percent vacancy rate, down from the first quarter rate of 7.0 percent.
- The average price of all units in Fayetteville was \$536, while the average size of a unit was 832 square feet.
- The monthly leases for Fayetteville multifamily properties averaged between \$0.61 per square foot for a two or four bedroom apartment to \$0.87 per square foot for a studio apartment.
- Fayetteville multifamily properties had a wide variety of lease durations from month-to-month all the way through 12-month leases.
- Fayetteville had multifamily properties with many different floor plans, from studio to four bedroom properties with many configurations of baths.

#### Average Unit Size and Price by Floor Plan Q2 2007

Floor Plan	Average Square Feet	Average Price per Month	Average Price per Square Foot
Studio	403	\$350.67	\$0.87
1 Bedroom	610	\$437.64	\$0.72
2 Bedroom	919	\$558.57	\$0.61
3 Bedroom	1,242	\$787.90	\$0.63
4 Bedroom	1,268	\$798.33	\$0.63
Fayetteville	832	\$536.23	\$0.64



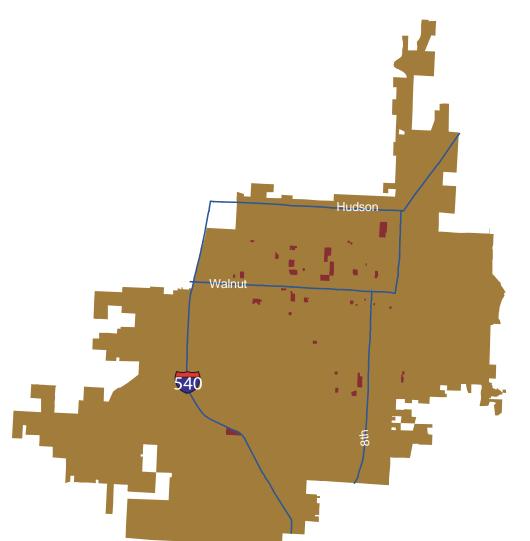


## Rogers

- In the database from the office of the Benton County Assessor, there were 148 multifamily properties in Rogers in the second quarter of 2007. These properties comprised 3,100,286 square feet.
- The 68 Rogers Skyline Report survey respondents accounted for 67.6 percent of the square footage of all of the multifamily properties in the city.
- In the 3,258 units that were reported by Skyline Report survey respondents, there was a 7.2 percent vacancy rate in the second quarter of 2007, up from 6.1 percent in the first quarter of 2007.
- The average price of all units in Rogers was \$522, while the average size of a unit was 863 square feet.
- The monthly leases for Rogers multifamily properties averaged between \$0.53 per square foot for a three bedroom apartment to \$0.67 per square foot for a one bedroom apartment.
- Most Rogers multifamily properties required either 6-month or 12-month leases, although some month-to-month leases were available.

#### Average Unit Size and Price by Floor Plan Q2 2007

Floor Plan	Average Square Feet	Average Price per Month	Average Price per Square Foot
Studio			
1 Bedroom	641	\$429.79	\$0.67
2 Bedroom	928	\$549.73	\$0.59
3 Bedroom	1,259	\$667.50	\$0.53
4 Bedroom			
Rogers	863	\$521.65	\$0.60

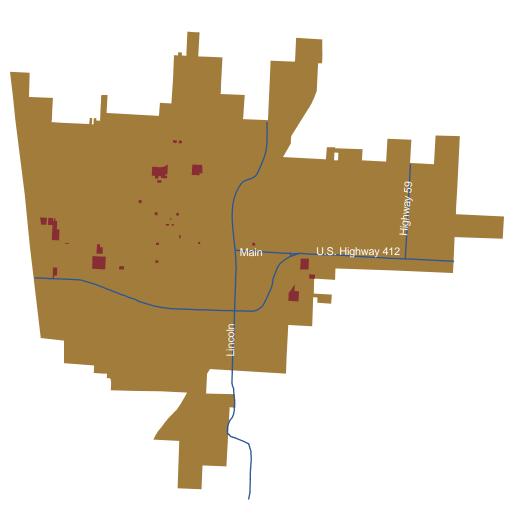


## Siloam Springs

- In the database from the office of the Benton County Assessor, there were 53 multifamily properties in Siloam Springs in the second quarter of 2007. These properties comprised 692,037 square feet.
- The 37 Siloam Springs Skyline Report survey respondents accounted for 87.9 percent of the square footage of all of the multifamily properties in the city.
- In the 1,062 units that were reported by Skyline Report survey respondents, there was a 6.2 percent vacancy rate, down from the 8.7 percent vacancy rate in the first quarter of 2007.
- The average price of all units in Siloam Springs was \$429 while the average size of a unit was 788 square feet.
- The monthly leases for Siloam Springs multifamily properties average between \$0.43 per square foot for a three bedroom apartment to \$0.89 per square foot for a studio apartment.
- Most Siloam Springs multifamily properties required 12-month leases, although some month-to-month leases were available.

#### Average Unit Size and Price by Floor Plan Q2 2007

Floor Plan	Average Square Feet	Average Price per Month	Average Price per Square Foot
Studio	387	\$344.25	\$0.89
1 Bedroom	622	\$377.89	\$0.61
2 Bedroom	853	\$446.46	\$0.52
3 Bedroom	1,192	\$514.67	\$0.43
4 Bedroom	1,210	\$671.00	\$0.55
Siloam Springs	788	\$428.75	\$0.54



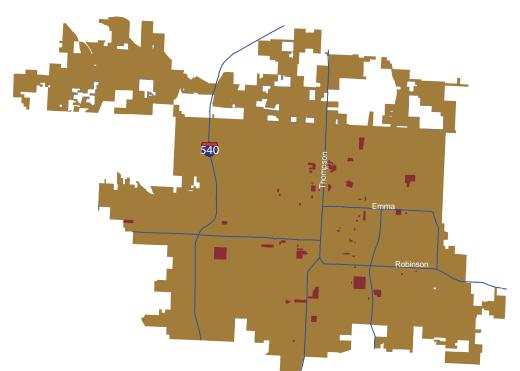


## Springdale

- In the database from the office of the Washington County Assessor, there were 92 multifamily properties in Springdale in the second quarter of 2007. These properties comprised 1,588,186 square feet.
- The 76 Springdale Skyline Report survey respondents accounted for 104.6 percent of the square footage of all of the multifamily properties in the city.
- In the 5,441 units that were reported by Skyline Report survey respondents, there was a 13.3 percent vacancy rate, up from 11.8 percent in the first quarter of 2007.
- The average price of all units in Springdale was \$455, while the average size of a unit was 766 square feet.
- The monthly leases for Springdale multifamily properties averaged between \$0.54 per square foot for a two bedroom apartment to \$0.74 per square foot for a studio apartment.
- Most Springdale multifamily properties required either 6-month or 12month leases, although some 3-month, 9-month, and month-to-month leases were available.

#### Average Unit Size and Price by Floor Plan Q2 2007

Floor Plan	Average Square Feet	Average Price per Month	Average Price per Square Foot
Studio	323	\$238.25	\$0.74
1 Bedroom	571	\$388.74	\$0.68
2 Bedroom	890	\$490.02	\$0.55
3 Bedroom	1,153	\$627.45	\$0.54
4 Bedroom			
Springdale	766	\$454.85	\$0.59





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