

FAYETTEVILLE/NORTHWEST REVIEW

Fayetteville/Northwest Market General Overview	Nov 2018	Annual Change
Occupancy:	91.5	+5.3%
Units Added:	735	
Units Absorbed (Annual):	2,191	
Average Size (SF):	817	+1.1%
Asking Rent:	\$679	+4.6%
Asking Rent per SF:	\$0.83	+3.6%
Effective Rent:	\$677	+4.8%
Effective Rent per SF:	\$0.83	+3.7%
% Offering Concessions:	6%	+19.9%
Ave. Concession Package:	6.0%	+29.7%

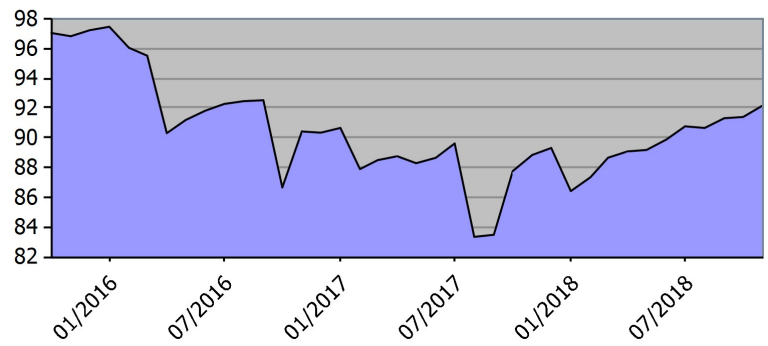
Fayetteville/Northwest Market Stabilized Properties	Jan 2016	Annual Change
Occupancy:	97.4	+2.8%
Unit Change:	-628	
Units Absorbed (Annual):	118	
Average Size (SF):	775	
Asking Rent:	\$579	
Asking Rent per SF:	\$0.75	
Effective Rent:	\$579	
Effective Rent per SF:	\$0.75	
% Offering Concessions:	2%	
Ave. Concession Package:	6.4%	

FLOOR PLAN BREAKDOWN-FAYETTEVILLE/NORTHWEST

Plan Type	% of Mkt	Ave SqFt	Ave Market Rent/Mo	Ave Eff. Rent/Mo	Ave % Disc
Eff	1.6%	512	\$578	\$578	0.0%
1 BR	42.2%	637	\$603	\$602	0.2%
1 DEN	0.4%	935	\$947	\$947	0.0%
2 BR	46.1%	940	\$761	\$759	0.2%
3 BR	7.2%	1,214	\$1,025	\$1,011	1.4%
>3 BR	2.6%	1,469	\$2,278	\$2,278	0.0%

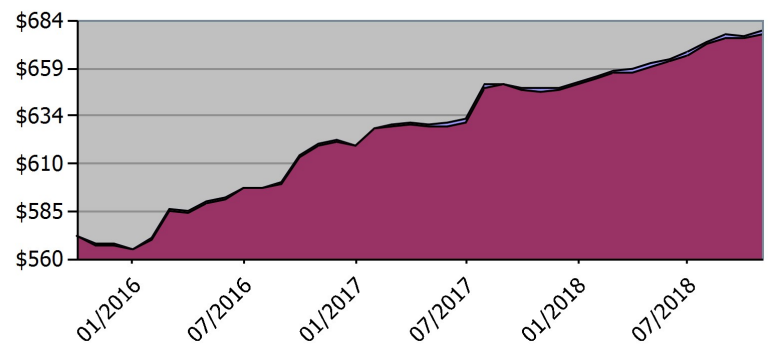
Occupancy Rate

Fayetteville/Northwest



Market vs. Effective Rents

Fayetteville/Northwest



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OTHER MARKETS	Little Rock		Tulsa		Oklahoma City		Memphis	
	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change	Nov 2018	Annual Change
Occupancy:	90.1	-0.1%	90.7	+1.8%	89.7	+2.2%	91.0	-1.5%
Units Added:	529		309		-121		285	
Units Absorbed (Annual):	451		1,227		1,636		-904	
Average Size (SF):	882	+0.5%	830	-0.1%	846	+0.1%	947	+0.7%
Asking Rent:	\$756	+3.3%	\$700	+0.7%	\$750	+2.8%	\$844	+6.0%
Asking Rent per SF:	\$0.86	+2.8%	\$0.84	+0.8%	\$0.89	+2.7%	\$0.89	+5.2%
Effective Rent:	\$744	+2.8%	\$690	+1.2%	\$739	+2.9%	\$839	+6.3%
Effective Rent per SF:	\$0.84	+2.3%	\$0.83	+1.3%	\$0.87	+2.8%	\$0.89	+5.5%
% Offering Concessions:	19%	+0.6%	25%	-21.0%	25%	-3.5%	10%	-14.5%
Ave. Concession Package:	6.8%	+21.9%	5.0%	-9.1%	5.7%	+0.6%	4.8%	-21.1%