

DFW MULTIFAMILY SUBMARKET REPORT DOWNTOWN ARLINGTON

GREYSTONE | ISG 
INVESTMENT SALES GROUP

March 2020

**DFW MULTIFAMILY
MARCH 2020**

COVID-19 UPDATE

On behalf of the entire Greystone ISG team, we hope you, your family and loved ones are healthy and safe considering the coronavirus (COVID-19) outbreak.

As we carefully monitor the developments, we are writing to share information on the impact on current business operations and the market.

VIRTUAL PROPERTY TOURS

One of the most effective mitigation techniques recommended by the Centers for Disease Control and Prevention (CDC) is social distancing. With that in mind, the Greystone ISG team will be offering virtual, in-lieu of in-person, tours. Our team will send out virtual tour dates when available, however, please feel free to reach out to the listing broker for a property of interest to inquire about other virtual tour availability.

Mark Allen

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“We’re all in this together”, a quote you hear regularly now these days. There is a certain state of uncertainty plaguing owners and operators. The Government passed a \$2T stimulus package including the CARES Act, which investors are hopeful will carry us through temporary economic hardships. In addition, lenders are requiring 6-18 months of P&I reserves which is diluting return on investment and affecting pricing in DFW. Currently, owners are stress testing their portfolios and considering PPP and EIDL loans from the Small Business Administration. Additionally, owners are collecting more rent in April than expected.

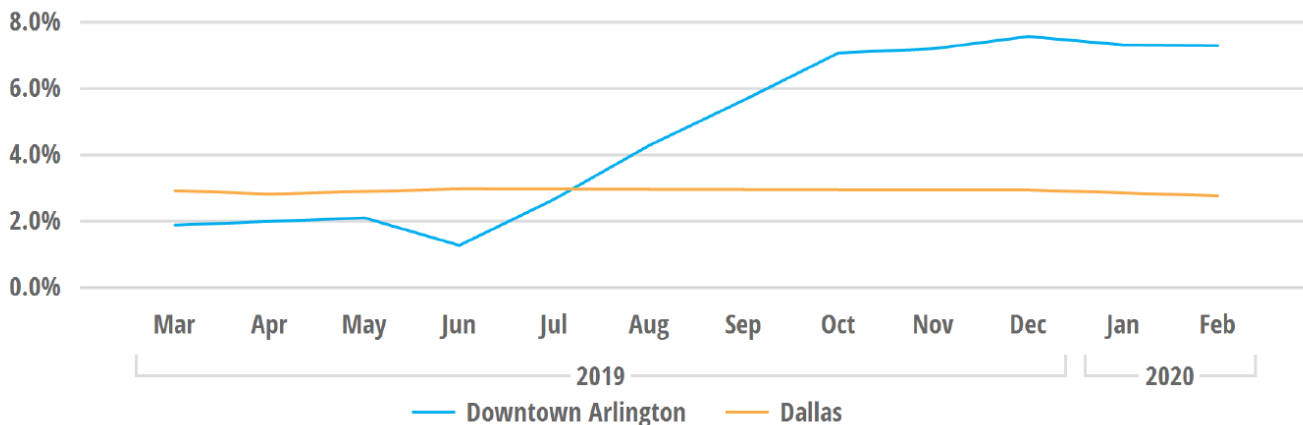
DFW OCCUPANCY & RENTAL RATES

Year of Construction	Occupancy Rate	T-12	Rental Rate	T-12
1800 - 1969	88.2%	-2.0%	\$891	3.5%
1970 - 1979	92.0%	-1.1%	\$939	2.9%
1980 - 1989	93.0%	-1.4%	\$968	3.2%
1990 - 1999	93.7%	1.8%	\$1,240	-1.1%
2000 - 2020	85.9%	1.1%	\$1,265	-0.2%

DOWNTOWN ARLINGTON SUBMARKET OVERVIEW

The Downtown Arlington submarket is located immediately north of Pioneer Parkway, between South Bowen Road and South Collins Street. With close proximity to the University of Texas at Arlington makes this a very popular location for multifamily properties. The submarket consists of 15 properties and over 1,893 units. Average rents exceeded \$926 in February 2020 ranking 6th out of 114 Submarkets. This represents a 7.3% Y-o-Y change with occupancy rates remaining above 95% over the last 12 months. Downtown Arlington has not seen any inventory growth since 2018 with no units projected for 2020. The most recent sale was in 2019, a 1980 vintage property that Greystone ISG sold for 82,000/unit. Ranked 65th out of 117 Submarket for Sales Price with an average of 1 property sold per year.

RENTAL RATES YEAR-OVER-YEAR ROLLING CHANGE VS MARKET



6th
Rank out of
114 Submarkets

7.3%
Y-o-Y Change




\$926
Average Rental Rate
February 2020

DOWNTOWN ARLINGTON

SUBMARKET INVENTORY

\$92K average unit price	15 properties	1,893 units
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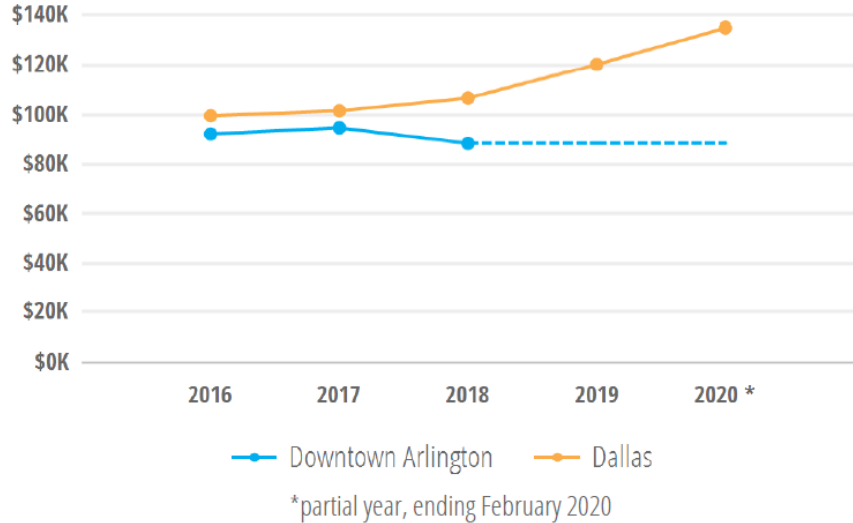
RECENT CLOSINGS

<p>Spanish Park 420 West Park Row Dr.</p> 	<p>Maverick Place 930 Benge Drive</p> 	<p>Summit Plaza 412 Summit Avenue</p> 
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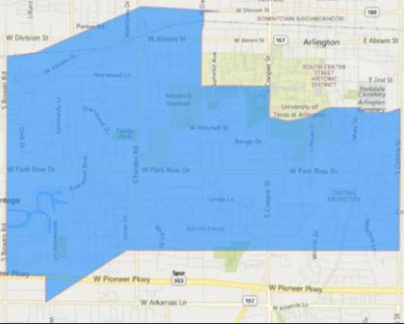
SALES HISTORY

Downtown Arlington saw 3 properties trade in the last 24 months with an average price of \$92K/unit. The properties were built between 1967 and 2009, totaling 524 units with properties ranging in size between 56 and 352 units. Price per foot ranged between \$77.26/SF to \$126.90/SF.

SALE PRICE (AVERAGE PER UNIT) - LAST 5 YEARS



DFW MULTIFAMILY MARCH 2020



MARKET UPDATES

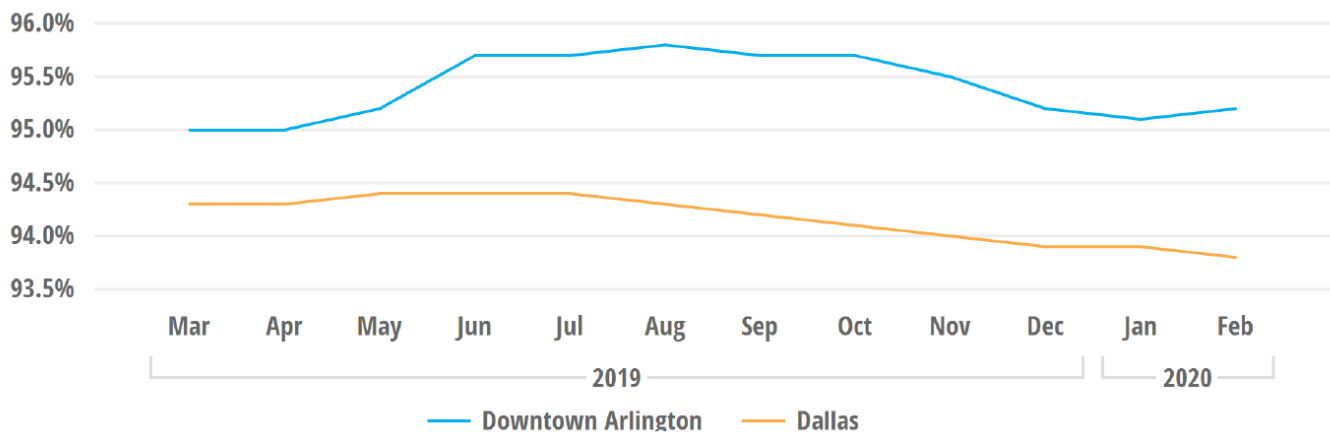
Please visit greystoneisg.com to hear about the latest developments directly from the agencies (Fannie, Freddie, HUD), operators, and third-party service providers. Please also reach out to any of our advisors for updates and to share thoughts, questions, and concerns.

CONTACT US

Get in touch for inquiries, feedback or a complementary valuation of your property.

OCCUPANCY TRENDS

OCCUPANCY RATE VS MARKET



16th
Rank out of 117 Submarkets

95.2%
Occupancy Rate
February 2020

GREYSTONE

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Our multifamily team of experts and advisory service platform distinctively blends our unparalleled brokerage knowledge and experience with Greystone's extensive capital sourcing capabilities.

This powerful combination offers clients a consistent and highly efficient execution process during acquisition, disposition and refinancing.

Why Choose Greystone for your multifamily financing needs?

With over 30 years of real estate lending as its core business, Greystone brings expertise, knowledge and creativity to the loan process.

Greystone's national team of professionals has built strong, collaborative relationships with Fannie Mae, Freddie Mac, and the US Department of Housing and Urban Development enabling them to move quickly to help clients achieve their financing needs and avoid costly delays.

Learn more about how our comprehensive services can help you meet your investment goals.

Greystone | Investment Sales Group

One team for all your multifamily investment needs.



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