To ensure good sound quality, all attendees will be muted during the webinar.

To ask a question: type your question in to the Question Box on your control panel. NMHC staff will review and present your question to the speakers at the end of the presentation as time allows.

Today’s webinar is being recorded and will be made available on the NMHC website.

For further information on the topics covered within this webinar, please visit https://www.nmhc.org/covid19.
This webinar is provided for informational purposes only. This content is not investment or legal advice.

NMHC assumes no liability for the use of the information provided in this webinar. The views expressed during this webinar are those of the individual presenters and not NMHC as a whole. Please consult with your own counsel for legal advice.
Doug Bibby
President
NMHC
NMHC is the place where the leaders of the apartment industry come together to guide their future success. With the industry’s most prominent and creative leaders at the helm, NMHC provides a forum for insight, advocacy and action that enable both members and the communities they build to thrive.
Welcome and Overview
Rent Payment Tracker
  - Sarah Yaussi, Vice President, Business Strategy provide an overview of NMHC’s priorities for this data initiative.
Review Data & Methodology
Dialogue with Data Partners and Multifamily Leader
Closing Remarks
Sarah Yaussi

VP, Business Strategy

NMHC
Welcome and Overview
Rent Payment Tracker
Review Data & Methodology
  - Claire Gray, NMHC’s Research Associate gives details about the data collection process.
Dialogue with Data Partners and Multifamily Leaders
Closing Remarks
Claire Gray
Associate, Research
NMHC
• Collected each week
  • Week 1: October 1 – October 6
• Partial payments are counted only once monthly, in the first time period it occurs. Subsequent partial payments are not captured.
• Single-source date collection from PMS partners, not payment software
• Percentages based on total occupied units; historical data are same-store.
• Total unit counts will vary with each release as units are occupied or vacated.
• Student housing, military housing, and subsidized affordable units are not included.
• Only national data included.
### NMHC Rent Payment Tracker: Full Month Results

#### Data Collected
Data collected from between 11.1 - 11.5 million apartment units.

#### Rent Payment Results by Week Ending

<table>
<thead>
<tr>
<th>Week Ending</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>6th*</td>
<td>97.7%</td>
<td>94.6%</td>
</tr>
<tr>
<td>13th</td>
<td>96.6%</td>
<td>95.1%</td>
</tr>
<tr>
<td>20th</td>
<td>96.6%</td>
<td>95.9%</td>
</tr>
<tr>
<td>27th</td>
<td>95.5%</td>
<td>95.7%</td>
</tr>
<tr>
<td>End of Month</td>
<td></td>
<td>94.5%</td>
</tr>
</tbody>
</table>

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*Week Ending: 
- 6th*: Last 5 days
- 13th: Last 2 weeks
- 20th: Last 3 weeks
- 27th: Last 4 weeks
- End of Month: Last full month
# NMHC Rent Payment Tracker: Weekly Results

<table>
<thead>
<tr>
<th></th>
<th>Apr</th>
<th>May</th>
<th>Jun</th>
<th>Jul</th>
<th>Aug</th>
<th>Sept</th>
<th>Oct</th>
<th>Apr</th>
<th>May</th>
<th>Jun</th>
<th>Jul</th>
<th>Aug</th>
<th>Sept</th>
<th>Oct</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>82.9%</td>
<td>81.7%</td>
<td>81.6%</td>
<td>79.7%</td>
<td>81.2%</td>
<td>81.2%</td>
<td>79.4%</td>
<td>78.0%</td>
<td>80.2%</td>
<td>80.8%</td>
<td>77.4%</td>
<td>79.3%</td>
<td>76.4%</td>
<td>79.4%</td>
</tr>
<tr>
<td>2020</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
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<td></td>
</tr>
</tbody>
</table>

Data collected from between 11.1 - 11.5 million apartment units.

Week Ending: 6th*
Welcome and Overview
Rent Payment Tracker
Review Data & Methodology
Dialogue with Data Partners and Multifamily Leaders
  Caitlin and Sarah moderate a discussion with tracker data partners and multifamily providers, offering insights about the metrics and factors to consider.
Closing Remarks
SPEAKERS

Jeff Adler
Vice President, Matrix
Yardi Systems, Inc.

Marcie Williams
President
RKW Residential

Elizabeth Francisco
President
ResMan

Greg Willett
Chief Economist
RealPage, Inc.

Chase Harrington
President & Chief Operating Officer
Entrata

Brian Zrimsek
Industry Principal
MRI Software
PRESENTATION OUTLINE

• Welcome and Overview
• Rent Payment Tracker
• Review Data & Methodology
• Dialogue with Data Partners and Multifamily Leaders
• Closing Remarks
  • Alison Johnson, Director of Programming, NMHC shares final thoughts and information about NMHC’s COVID-19 industry resources.
NMHC Call to Action

Remind Congress: When Rent Payments Stop, Communities Suffer.

Take Action

https://www.nmhc.org/covid-take-action
NMHC Rent Payment Tracker

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