



NATIONAL
MULTIFAMILY
HOUSING
COUNCIL

NMHC Rent Payment Tracker Update

November 10, 2020

Webinar Information

- 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>.

CORONAVIRUS (COVID-19) HUB

Explore the recent updates, resources and research NMHC has assembled relating to the COVID-19 crisis.

URGENT: Ask Congress for Further Relief for Renters & Property Owners from COVID-19 →



NMHC Rent Payment Tracker →
The NMHC Rent Payment Tracker, powered by Entrata, MRI Software, RealPage, ResMan and Yardi, provides a weekly regular accounting of rent payments.



COVID-19 News →
News, analysis, and advocacy from the NMHC team to keep you updated during the COVID-19 crisis.



COVID-19 Updates Newsletter →
Read the newsletter and sign up to receive weekly updates in your inbox on the COVID-19 crisis and its effects on the multifamily industry.



Federal Legislative / Regulatory Relief and Responses to COVID-19 →
Resources covering paid sick and family leave or medical leave, unemployment benefits, federal evictions and more.



Tools for Communicating with Residents →
Includes talking points, sample signage templates and considerations when communicating with residents regarding rent flexibility, federal assistance and rent obligations.



COVID-19 Resources →
A frequently updated list of go-to sites with relevant information organized by topics including operations, legal obligations, business guidance and more.



COVID-19 Webinars →
These on demand recorded webinars cover a variety of topics including construction impacts, policy updates, legal obligations and more.



Listserve →
Join NMHC's Emergency Preparedness Listserve to discuss the actions your firm is taking during the COVID-19 pandemic.



Advocacy & Policy →
As the COVID-19 virus spreads across the country, NMHC stands ready to support the apartment industry and its residents.



Cybersecurity Resources →
The COVID-19 pandemic has forced many apartment firms to transition some of their headquarter, regional office and on site staff to remote work. These NMHC member-only resources provide helpful cybersecurity guidance and best practices.



COVID-19 Preparedness →
NMHC has compiled an overview of suggested apartment owner preparations and considerations.



NMHC's Suppliers Step Up Directory →
Explore this directory to see how supplier partners are addressing the crisis and stepping up to help.

NMHC Disclaimer

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.

SPEAKERS

Doug Bibby
President
NMHC



NMHC Mission

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.

PRESENTATION OUTLINE

- 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

SPEAKERS



Sarah Yaussi

VP, Business Strategy

NMHC



entrata



ResMan®



PRESENTATION OUTLINE

- Welcome and Overview
- Rent Payment Tracker
- **Review Data & Methodology**
 - **Caitlin Walter, Vice President, Research gives details about the data collection process.**
- Dialogue with Data Partners and Multifamily Leaders
- Closing Remarks

SPEAKER



Caitlin Walter

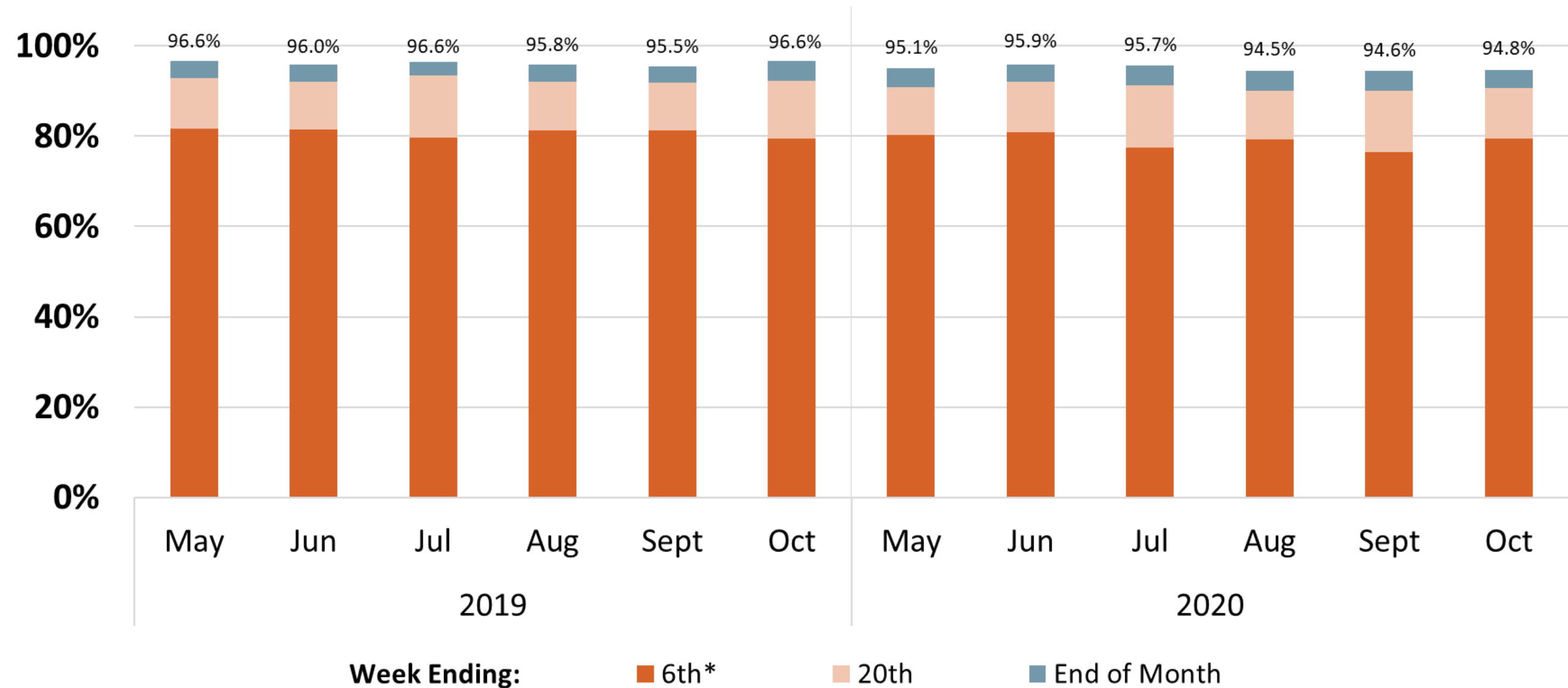
VP, Research

NMHC

NMHC Rent Payment Tracker: Data Methodology

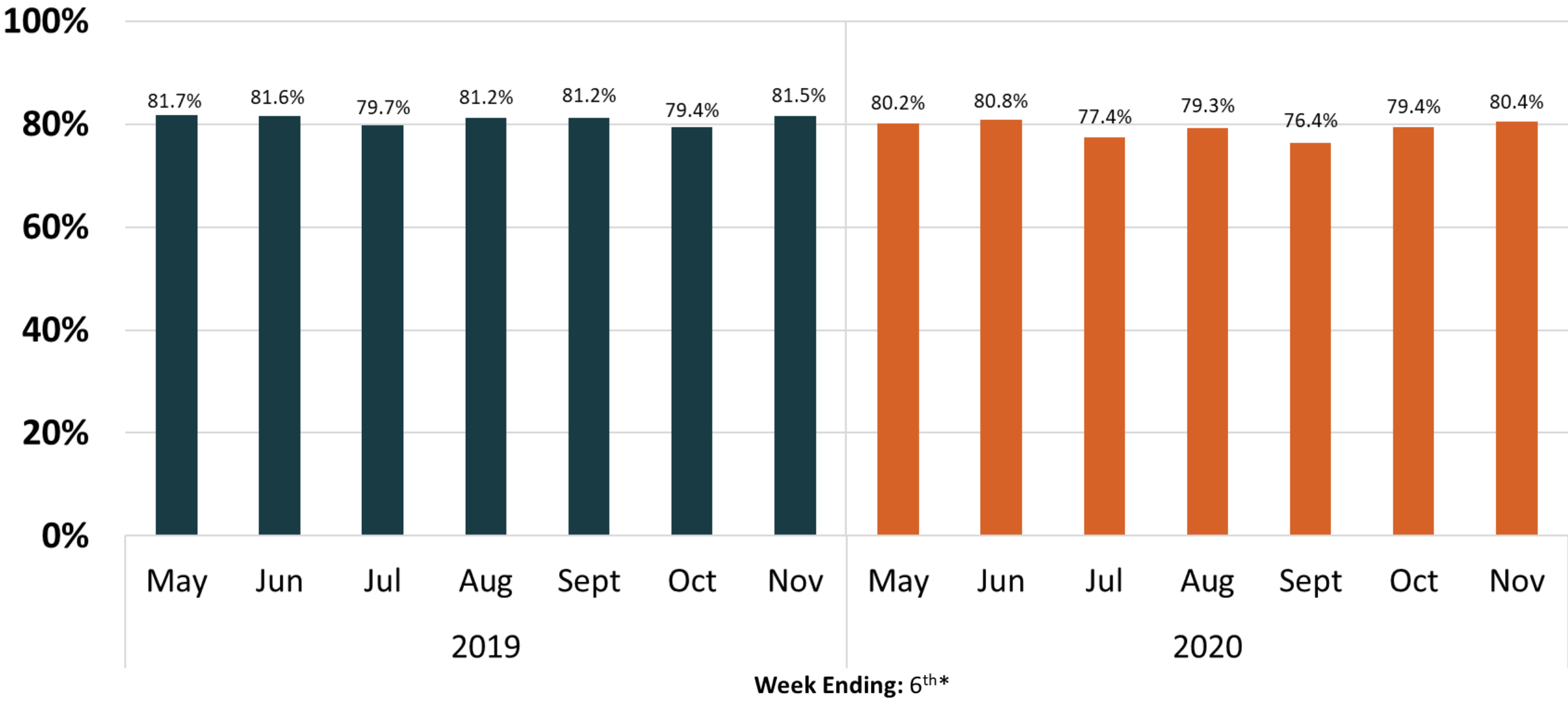
- Collected each week
 - Week 1: November 1 – November 6
- Partial payments are counted only once monthly, in the first time period it occurs. Subsequent partial payments are not captured.
- Single-source data collection from PMS partners, not payment software
- Percentages based on total occupied units; 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 from between 11.1 - 11.5 million apartment units.

NMHC Rent Payment Tracker: Weekly Results



Data collected from between 11.1 - 11.5 million apartment units.

PRESENTATION OUTLINE

- 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.



Elizabeth Francisco
President
ResMan



Chase Harrington
President & Chief
Operating Officer
Entrata



Alfred V. Pace
Vice Chairman & CEO
Pacific Urban Residential



Adam Couch
Market Analyst
RealPage, Inc.



Brian Zrimsek
Industry Principal
MRI Software

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Data as of 11/09/2020

	Total Units	Total A/R Due*	Total A/R Due from Residents on Deferral Plan	Total A/R Due from Residents Tracking Hardship**	Total A/R Due from Unresponsive Residents	Total A/R on Deferral Plan (%)	Total A/R Tracking Hardship (%)	Total A/R from Unresponsive Residents (%)	# of Unresponsive Residents*	# of Residents on Deferral Tracker
4P	1803	1,204,083	76,255	311,789	816,038	6.3%	25.9%	67.8%	231	38
SPIP	237	94,306	5,948	29,925	58,433	6.3%	31.7%	62.0%	19	4
CF	1421	509,622	30,401	215,520	263,701	6.0%	42.3%	51.7%	89	15
PMI	6668	2,884,901	194,714	831,665	1,858,522	6.7%	28.8%	64.4%	596	120
	10129	① 4,692,911	307,318	1,388,899	2,996,694	6.5%	29.6%	63.9%	935	177

*# of Residents w/ an unpaid balance of \$250 or more

**Includes all residents who have communicated hardship, but not on a payment plan

① 4.7m 12 A/R
 ② 8 mth COVID scheduled Rents / other income = 172m
 ③ AR / schedule + QT = 3.7%

\$
 £1100+

Collections - Week 1...

Deferral Summary

Hardships Communi...

Data - Hardship Co...

+

Pacific Urban Residential

Hardships Communicated


As % of Portfolio

By Business Unit

Declining

	4/1	5/1	6/1	7/1	8/1	9/1	10/1
MP	3.5%	5.2%	5.0%	4.6%	3.4%	2.7%	2.0%
SPF	1.3%	4.6%	5.1%	4.6%	3.8%	2.5%	1.8%
CP	0.4%	1.0%	2.0%	1.8%	1.2%	1.1%	1.0%
PAE	0.9%	2.4%	2.6%	2.6%	2.4%	2.2%	1.8%





It's just a flesh wound.

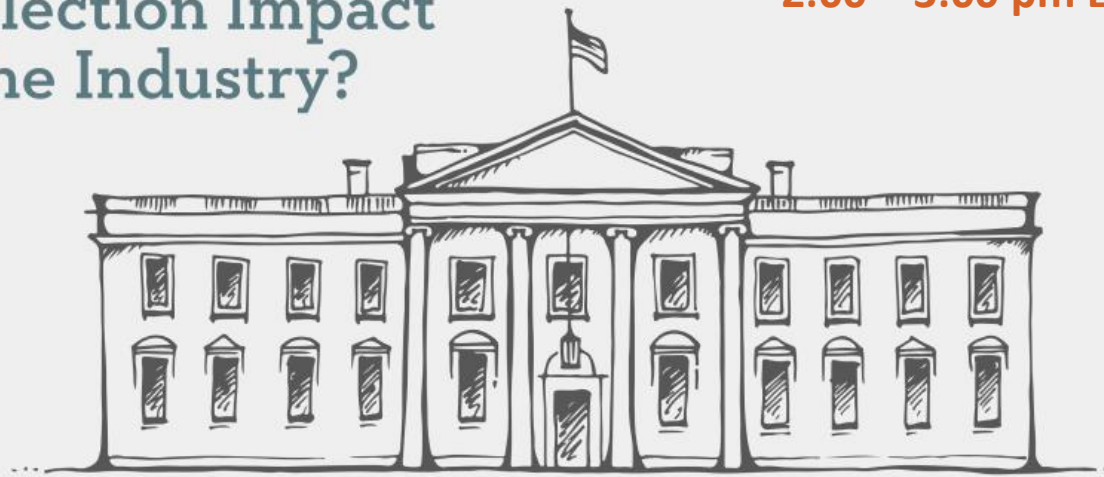
PRESENTATION OUTLINE

- 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 Advocacy Update

How Will the 2020
Election Impact
the Industry?

Thursday, November 12th
2:00 – 3:00 pm ET



Register Today:
www.NMHC.org/webinars

Speakers:



Cindy Chetti
SVP, Government Affairs
NMHC
(Moderator)



Matthew Berger
VP, Tax, Student Housing
NMHC



Dave Borsos
VP, Capital Markets
NMHC



Paula Cino
VP, Construction,
Development and Land Use
Policy
NMHC



Kevin Donnelly
VP, Government Affairs
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NMHC Rent Payment Tracker

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