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
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
Caitlin Walter
VP, Research
NMHC
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 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 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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<tr>
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<th>MP</th>
<th>SPIP</th>
<th>CF</th>
<th>PMI</th>
<th>Portfolio</th>
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<td>Total Units</td>
<td>Total A/R Due*</td>
<td>Total A/R Due from Residents on Deferral Plan</td>
<td>Total A/R Due from Residents Tracking Hardship**</td>
<td>Total A/R Due from Unresponsive Residents</td>
<td>Total A/R on Deferral Plan (%)</td>
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<td>4P</td>
<td>1,204,083</td>
<td>76,255,311,789</td>
<td>816,038</td>
<td>6.3%</td>
<td>25.9%</td>
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<td>iPIP</td>
<td>237</td>
<td>5,948</td>
<td>29,925</td>
<td>6.3%</td>
<td>31.7%</td>
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<td>JF</td>
<td>1,421</td>
<td>30,401,215,520</td>
<td>263,701</td>
<td>6.0%</td>
<td>42.3%</td>
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<td>WMI</td>
<td>6,668</td>
<td>2,884,901,194,714</td>
<td>1,856,522,831,665</td>
<td>6.7%</td>
<td>28.8%</td>
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<td><strong>10,129</strong></td>
<td><strong>4,692,911,307,318</strong></td>
<td><strong>1,388,899,1,388,899</strong></td>
<td><strong>6.5%</strong></td>
<td><strong>29.6%</strong></td>
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</table>

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

- 4.7% in NR
- 8 with COVID scheduled rents / other income = $172,000
- NR/Schedule + QI = 3.7%
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
NMHC
NMHC Rent Payment Tracker

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