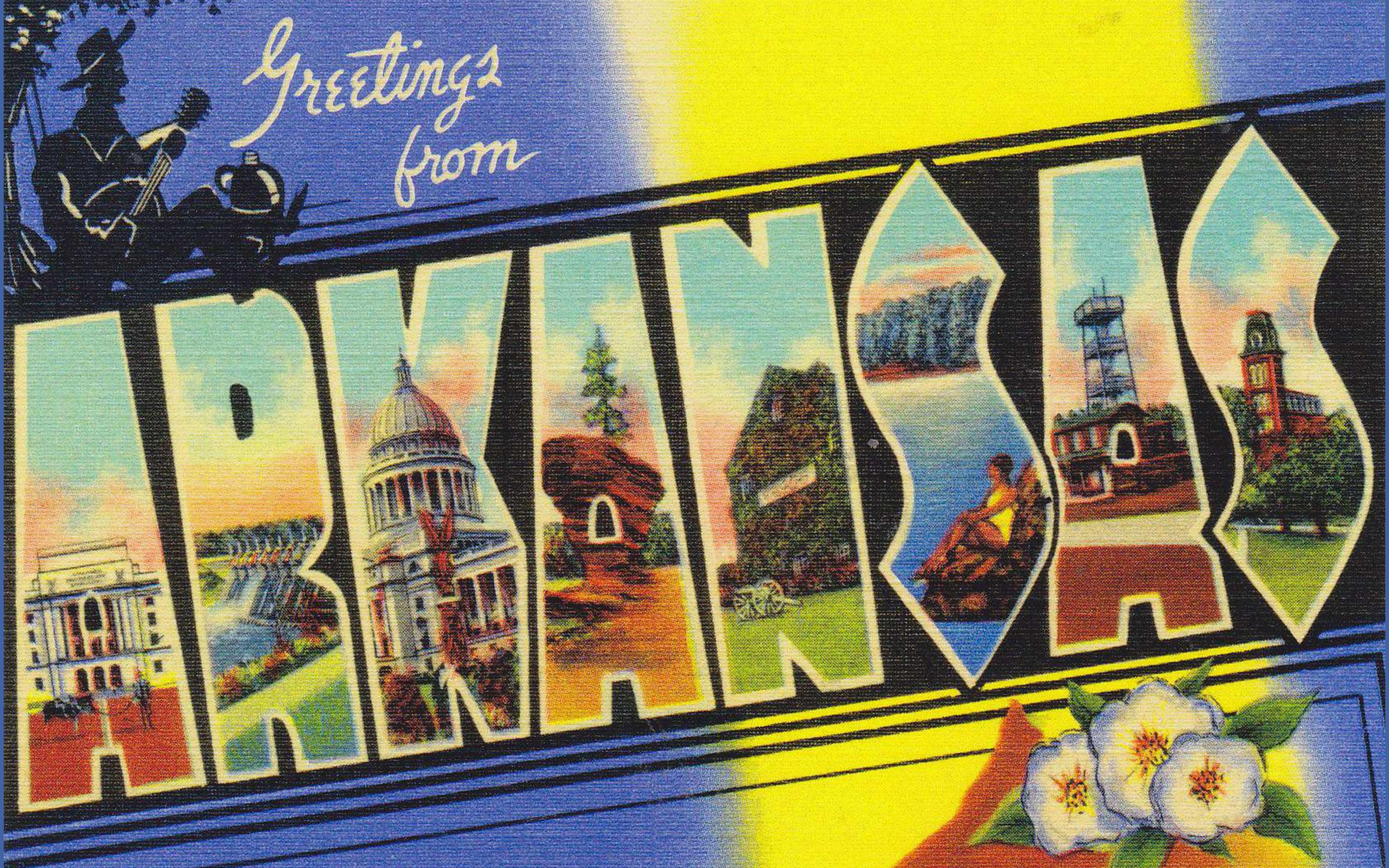


Greetings from



URBAN³

Economics of Community Design

Northwest Arkansas

Value per acre map of Auckland,
New Zealand







URBAN3



URBAN3

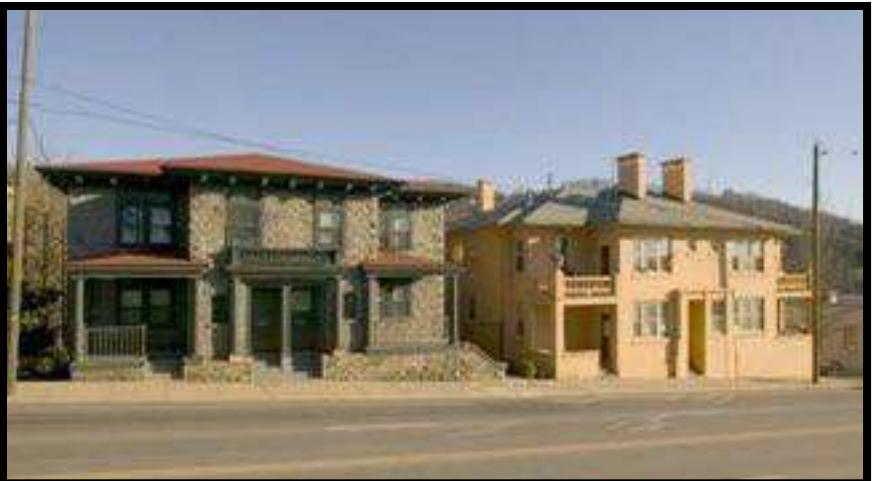


Asheville's de facto motto was:

“That will never work here - don’t even try.”



1941 - 11/19/2001



the Alternative Reading Room

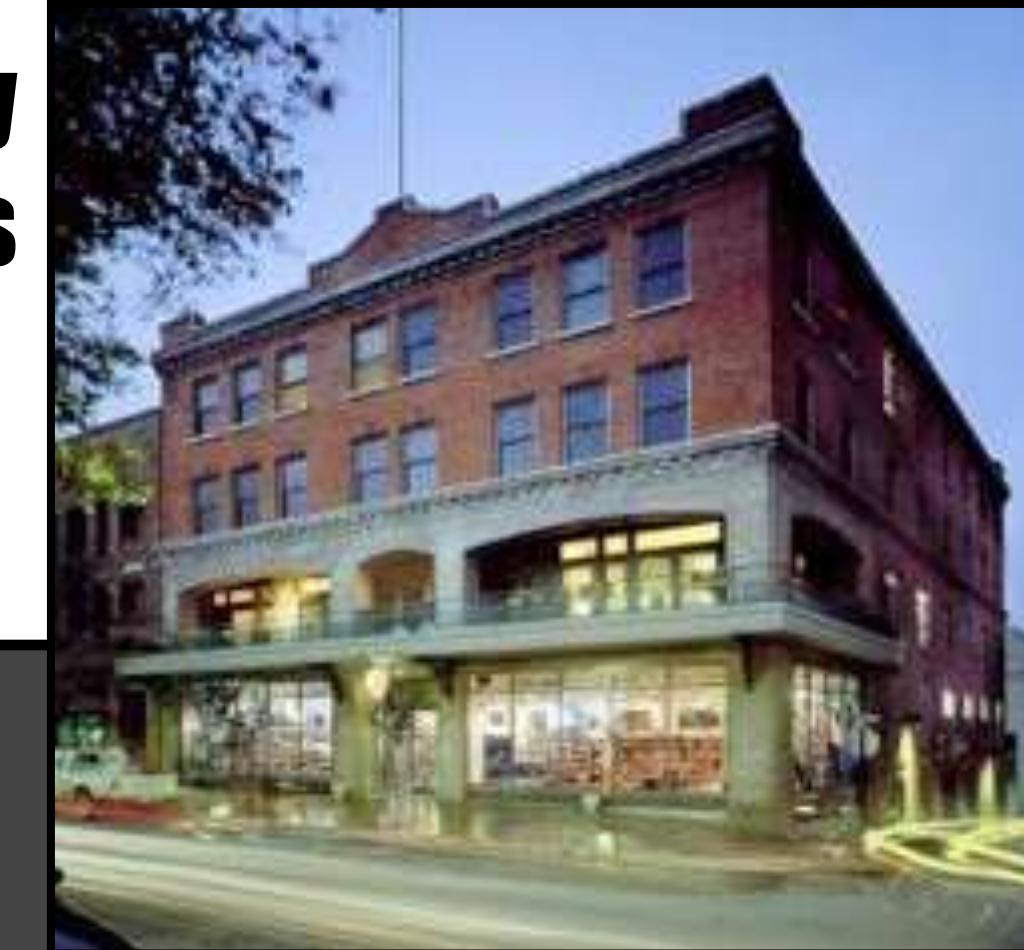
The Mountain Xpress

**Salsa's
&
Zambras**

Public Interest Projects



the Dogwood Fund



**City
Seeds**



URBAN3



51 Biltmore



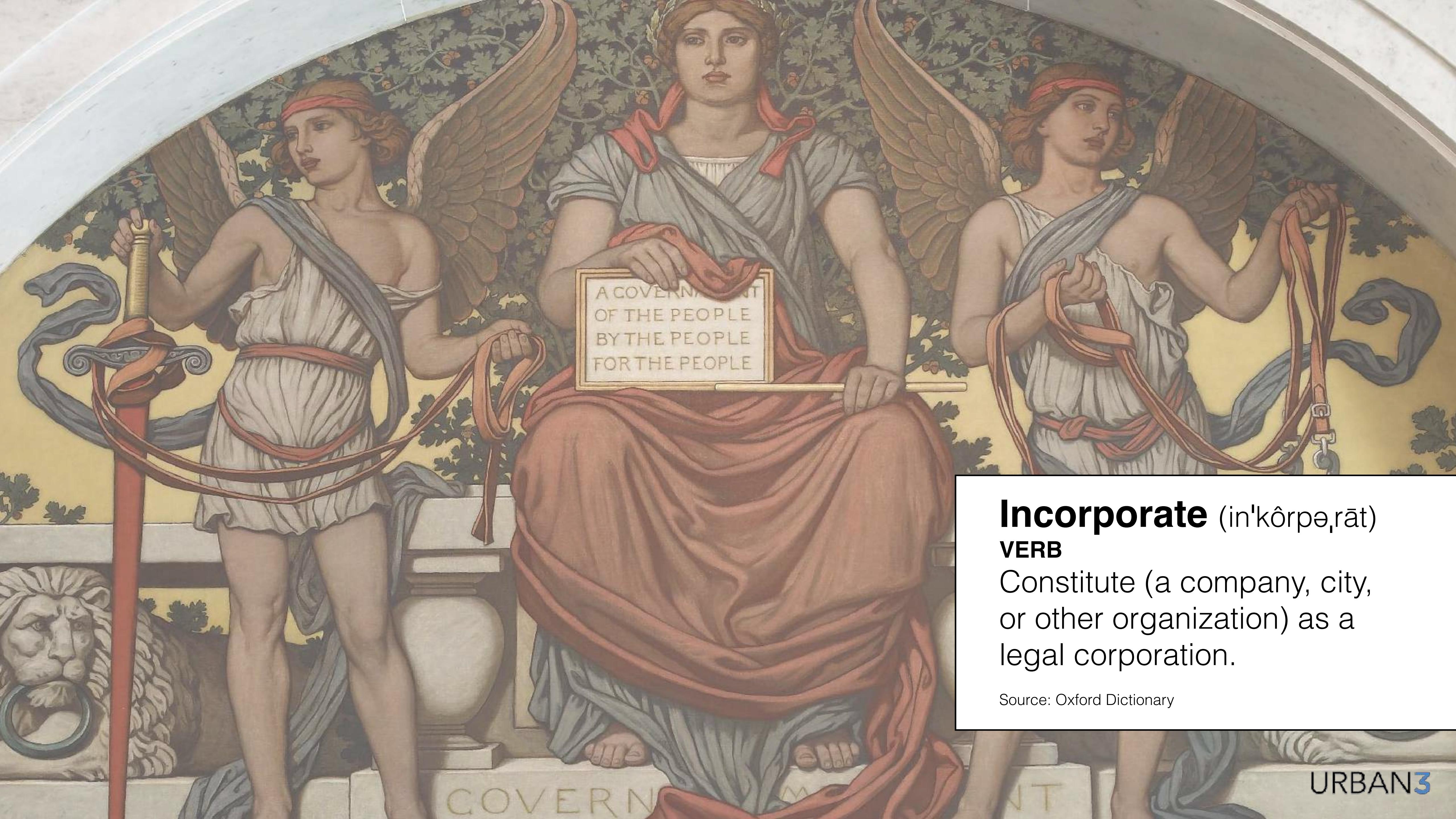
Downtown benches



YWCA

The Public Service Building

The Laughing Seed



Incorporate (in'kôrpə,rāt)

VERB

Constitute (a company, city, or other organization) as a legal corporation.

Source: Oxford Dictionary



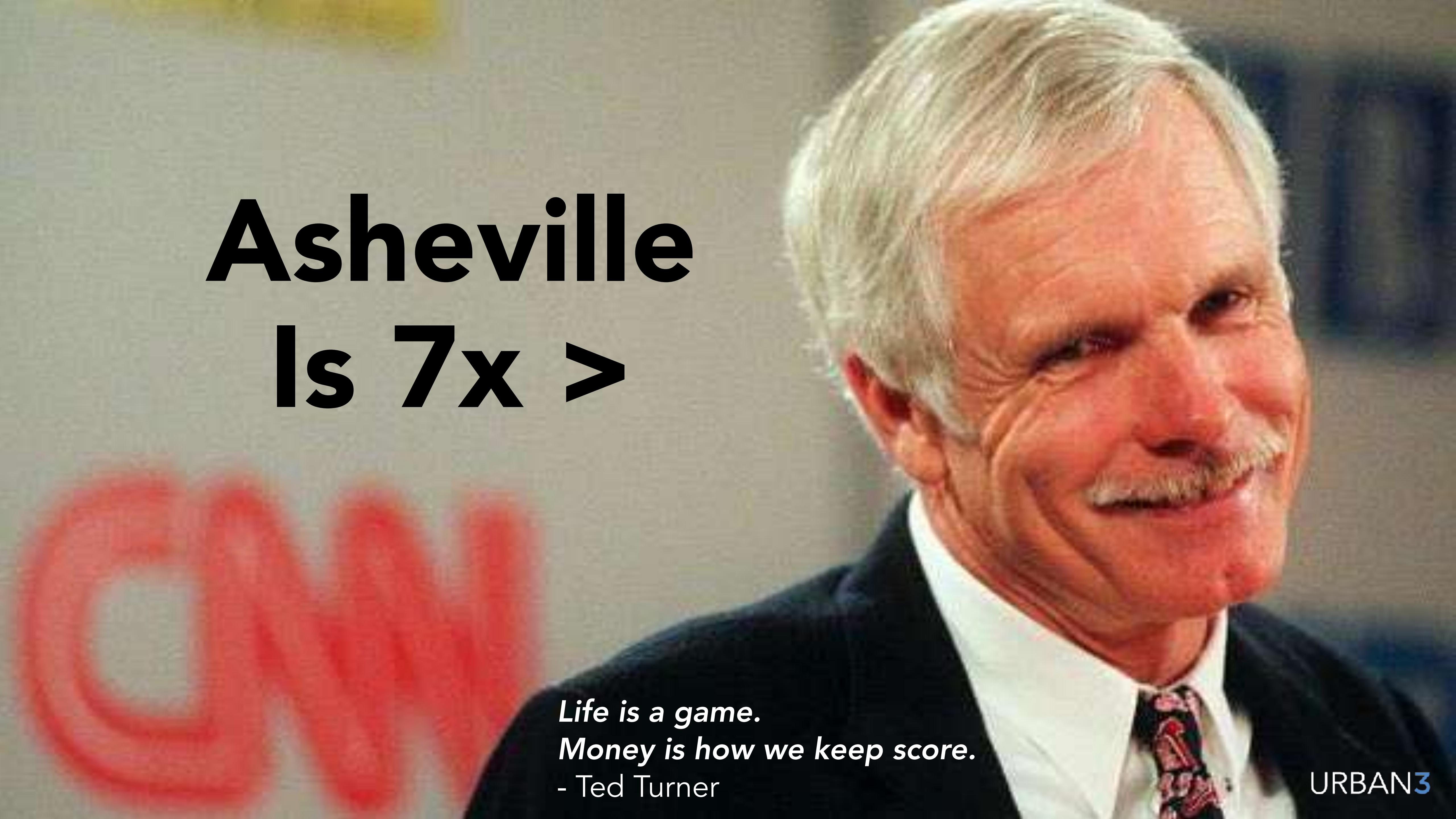
“The United States is the largest **corporation** in the world.”

Joe Biden

United States Vice President

Late Show: 12/6/2016

URBAN3



Asheville Is $7x >$

*Life is a game.
Money is how we keep score.*
- Ted Turner

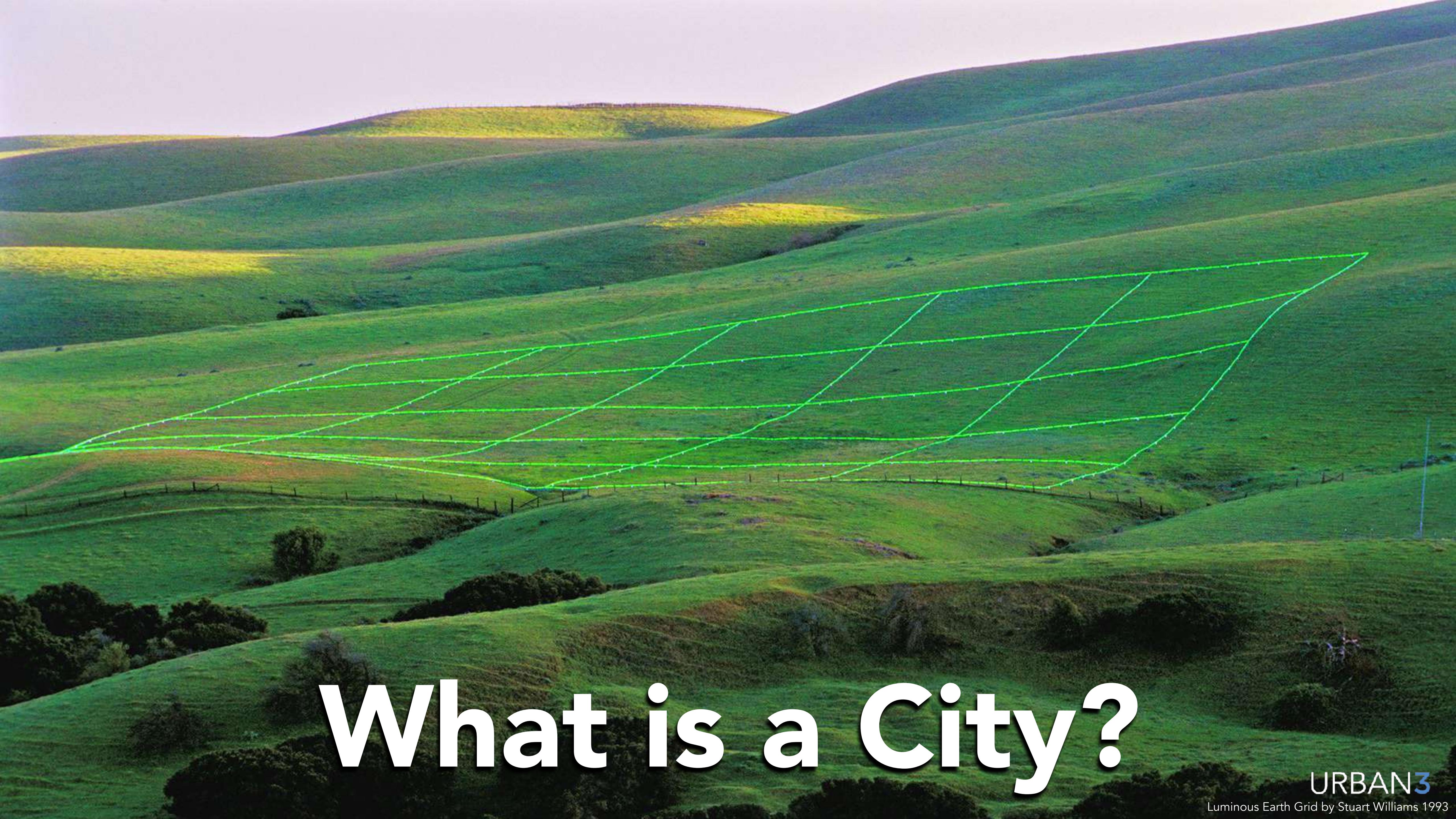
URBAN3



What is a City?

URBAN³

Photo Source: James Harrison



What is a City?

URBAN³

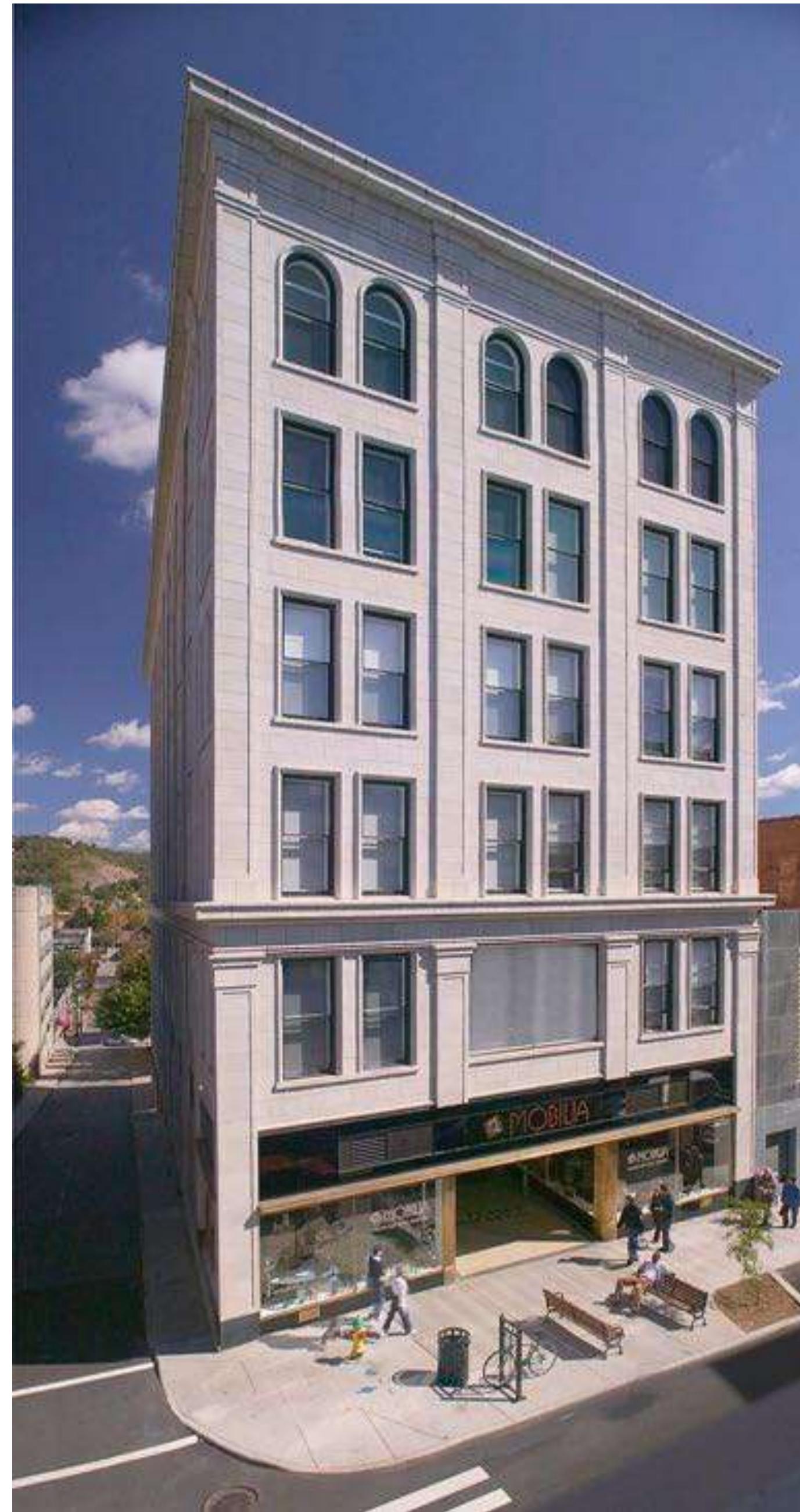
Luminous Earth Grid by Stuart Williams 1993

Land Production





For 40 years this building remained vacant..... its tax value in 1991 was just over **\$300,000**



Today the building is valued at over **\$11,000,000**

An increase **> 3500%**
in **15 years**

The lot is less than **1/5 acre**

Asheville Walmart

Total Tax Value:

\$20M



Downtown Building

Total Tax Value:

\$11M

34

Land Consumed (Acres)

0.2

Total Property Taxes Per Acre

\$7K

\$634K

City Sales Taxes Per Acre

\$48K

\$84K

Residents Per Acre

0

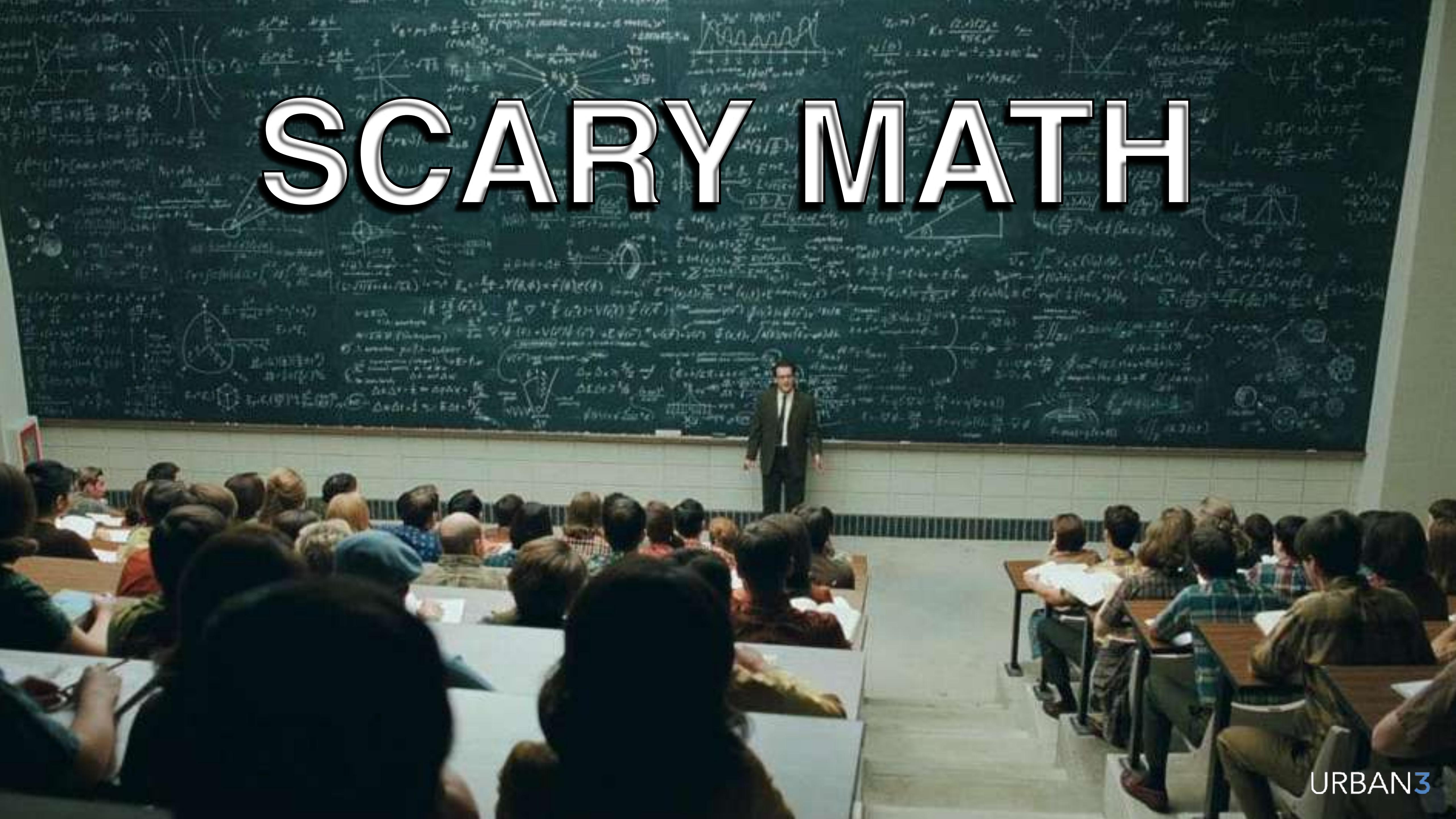
90

Jobs Per Acre

6

74

SCARY MATH



How do we compare cars?

Miles per tank



1955 BMW Isetta

Rolls-Royce Phantom
Drophead

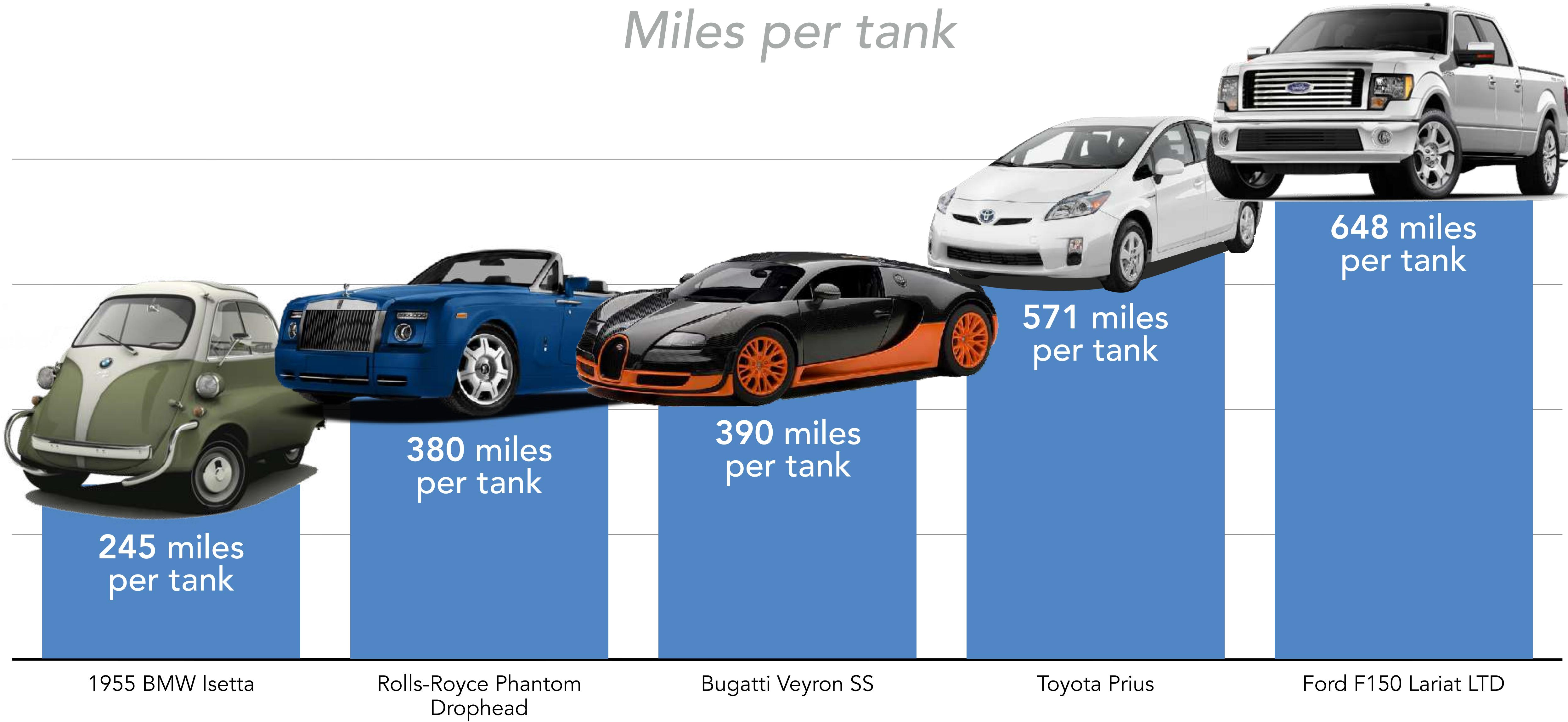
Bugatti Veyron SS

Toyota Prius

Ford F150 Lariat LTD

How do we compare cars?

Miles per tank



How do we compare cars?

Miles per gallon



50/70 mpg



11/18 mpg



8/14 mpg



51/48 mpg



13/18 mpg

1955 BMW Isetta

Rolls-Royce Phantom
Drophead

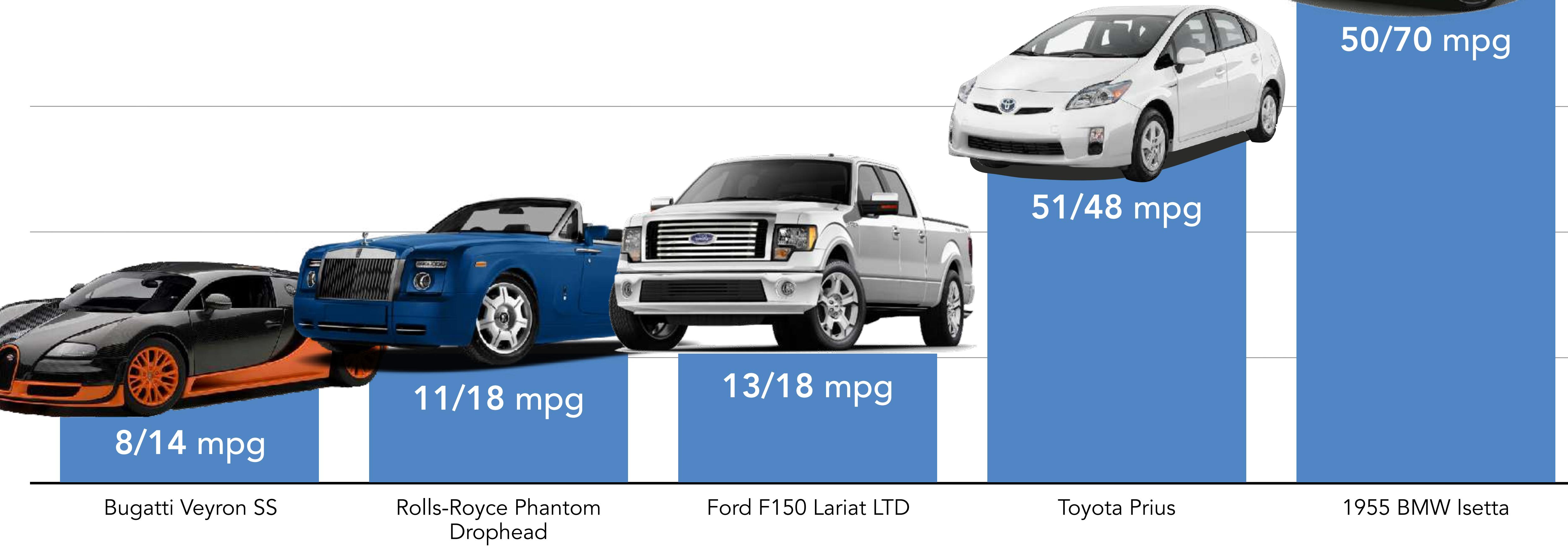
Bugatti Veyron SS

Toyota Prius

Ford F150 Lariat LTD

How do we compare cars?

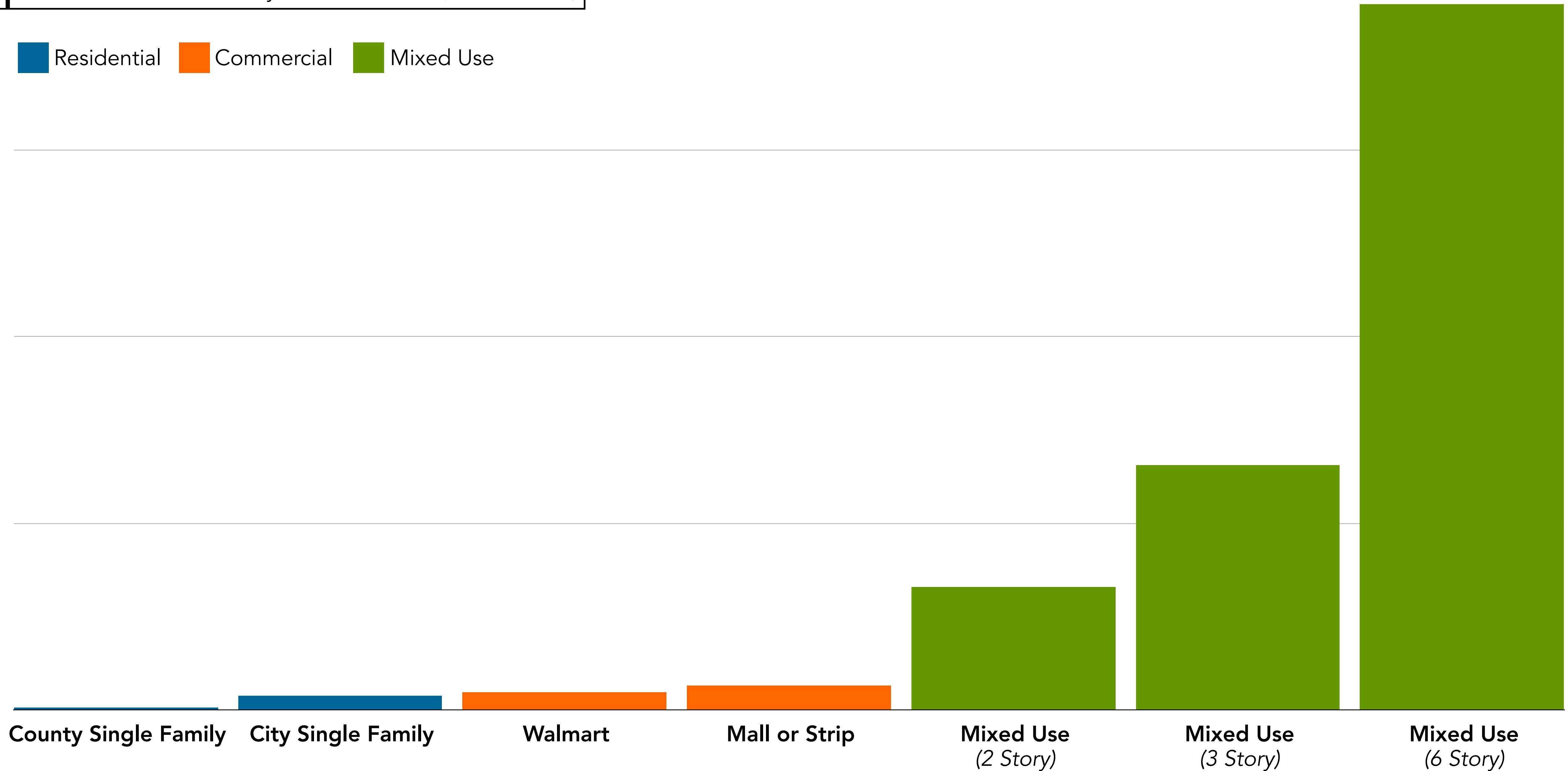
Miles per gallon



County Property Taxes Per Acre

Ratio Difference of 60 City Set in 21 States (+ 1 Province)

Residential Commercial Mixed Use



County Single Family

City Single Family

Walmart

Mall or Strip

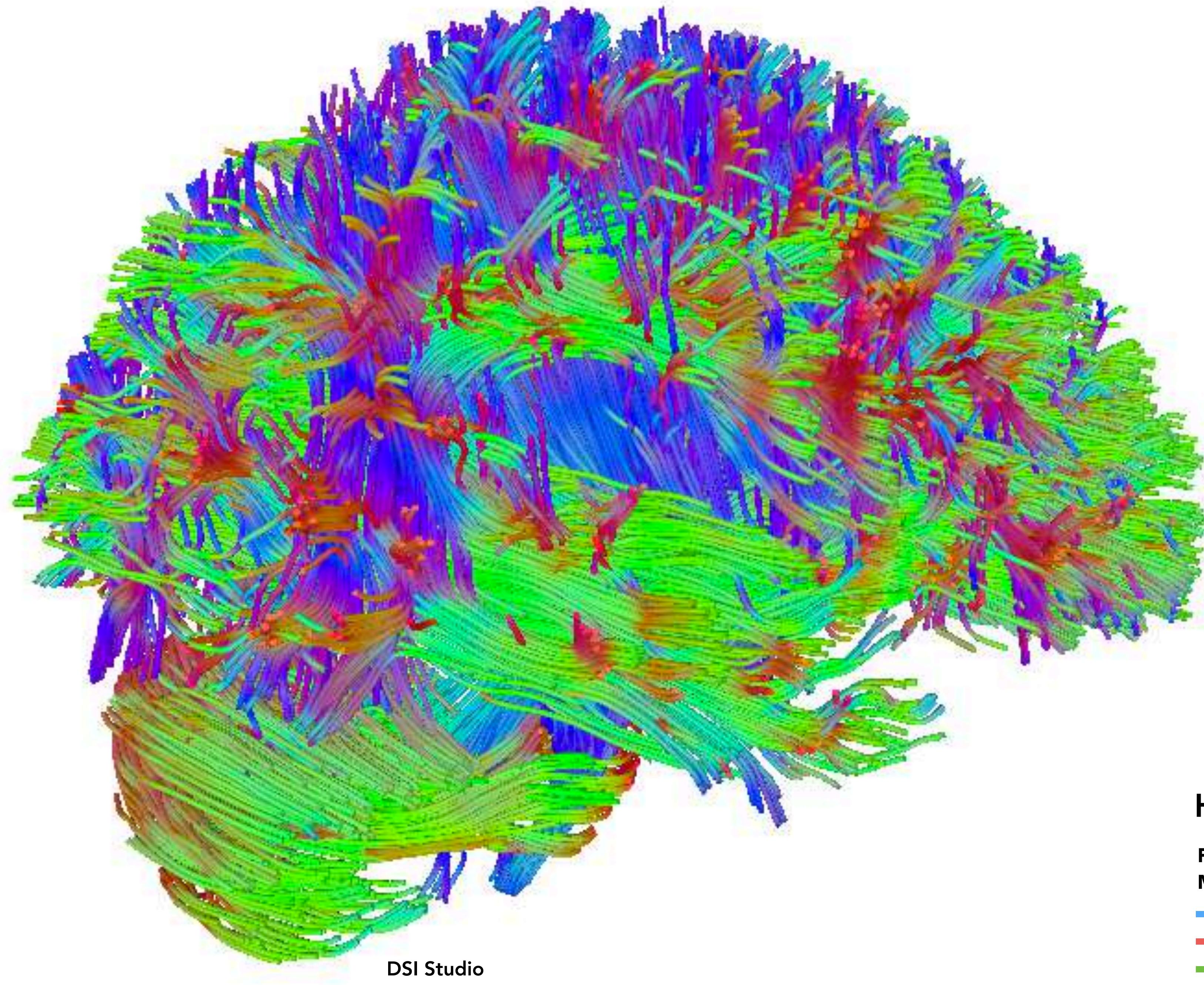
Mixed Use
(2 Story)

Mixed Use
(3 Story)

Mixed Use
(6 Story)

Question:

**But why don't people
see that?**



Human Connectome Project

Fiber architecture of the brain.

Measured from diffusion spectral imaging (DSI).

up-down

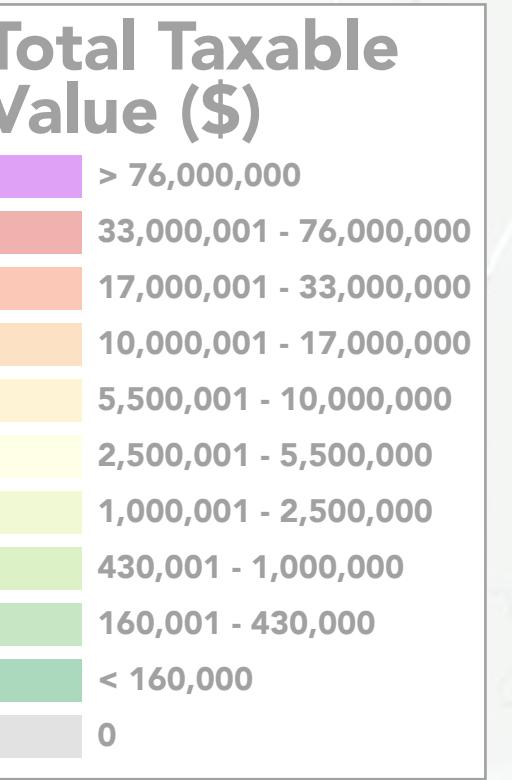
left-right

anterior-posterior

URBAN3

Total Taxable Value

Buncombe County, NC



Waynesville

Biltmore Estate

Pisgah
Forest

Madison County

Mt.
Mitchell

26

Haywood County

40

McDowell County

Rutherford County

Henderson County

Marion



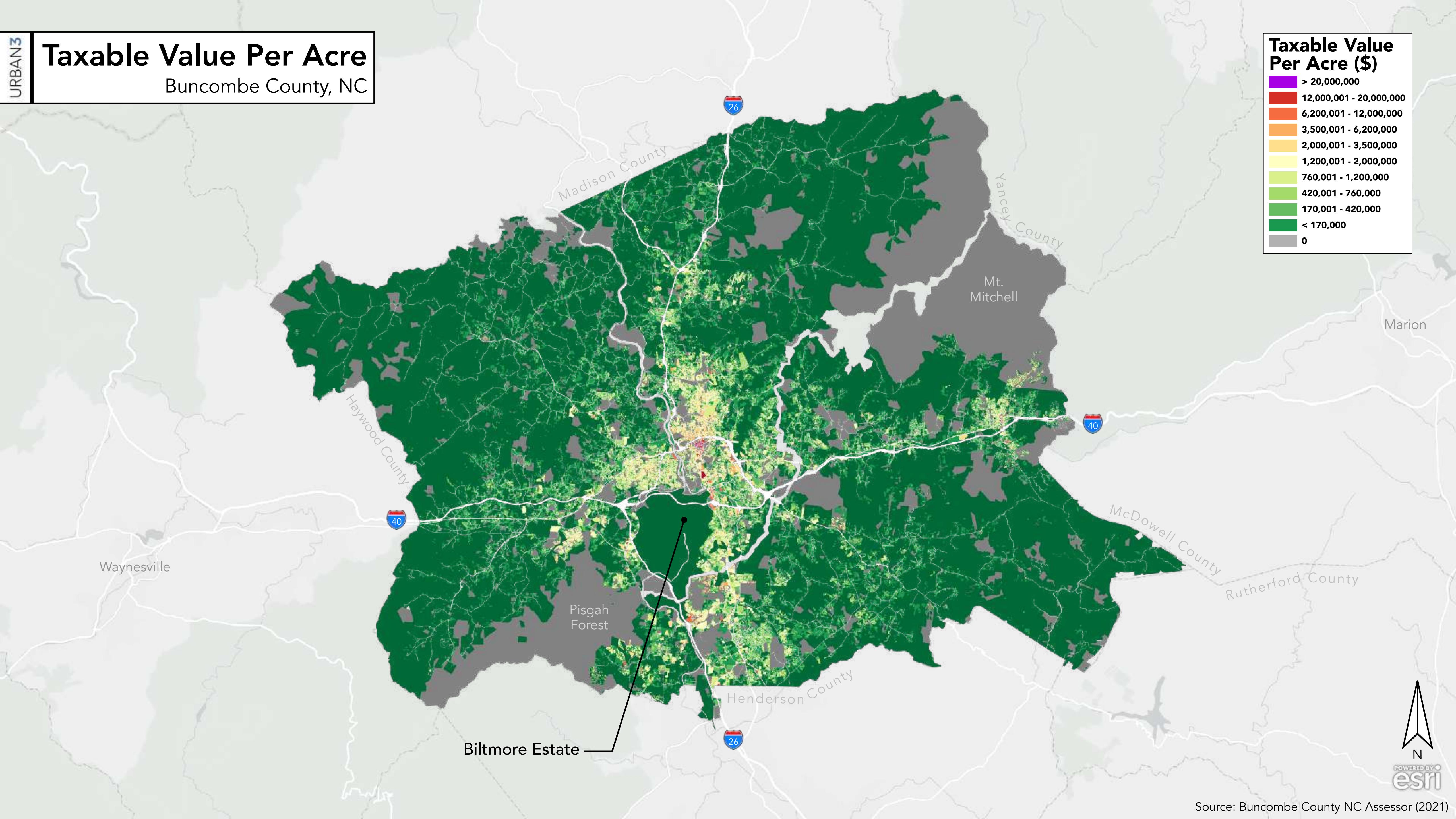
POWERED BY
esri

Source: Buncombe County NC Assessor (2021)

Taxable Value Per Acre

Buncombe County, NC

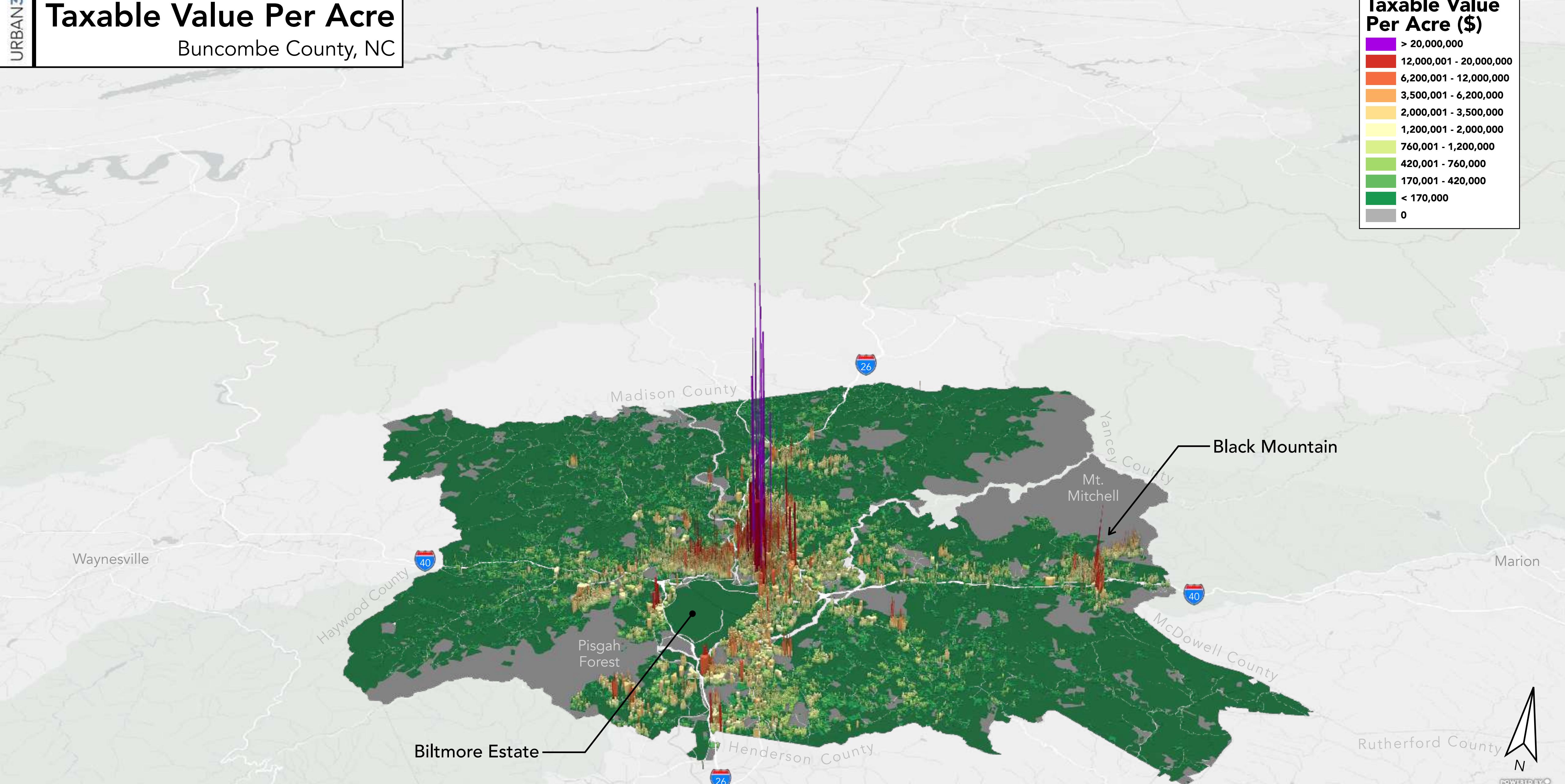
Taxable Value Per Acre (\$)
> 20,000,000
12,000,001 - 20,000,000
6,200,001 - 12,000,000
3,500,001 - 6,200,000
2,000,001 - 3,500,000
1,200,001 - 2,000,000
760,001 - 1,200,000
420,001 - 760,000
170,001 - 420,000
< 170,000
0



Taxable Value Per Acre

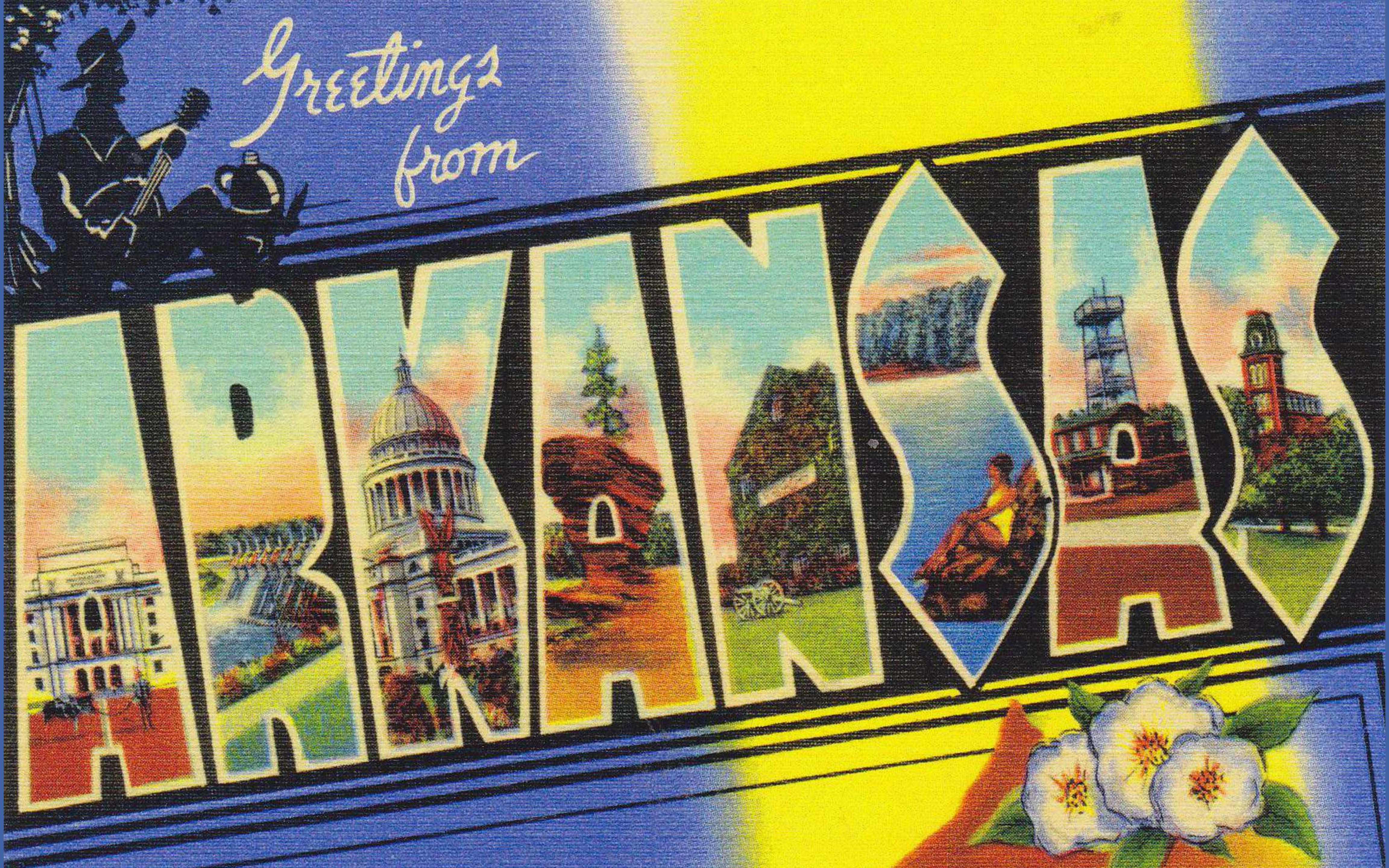
Buncombe County, NC

Taxable Value Per Acre (\$)
> 20,000,000
12,000,001 - 20,000,000
6,200,001 - 12,000,000
3,500,001 - 6,200,000
2,000,001 - 3,500,000
1,200,001 - 2,000,000
760,001 - 1,200,000
420,001 - 760,000
170,001 - 420,000
< 170,000
0





Greetings from





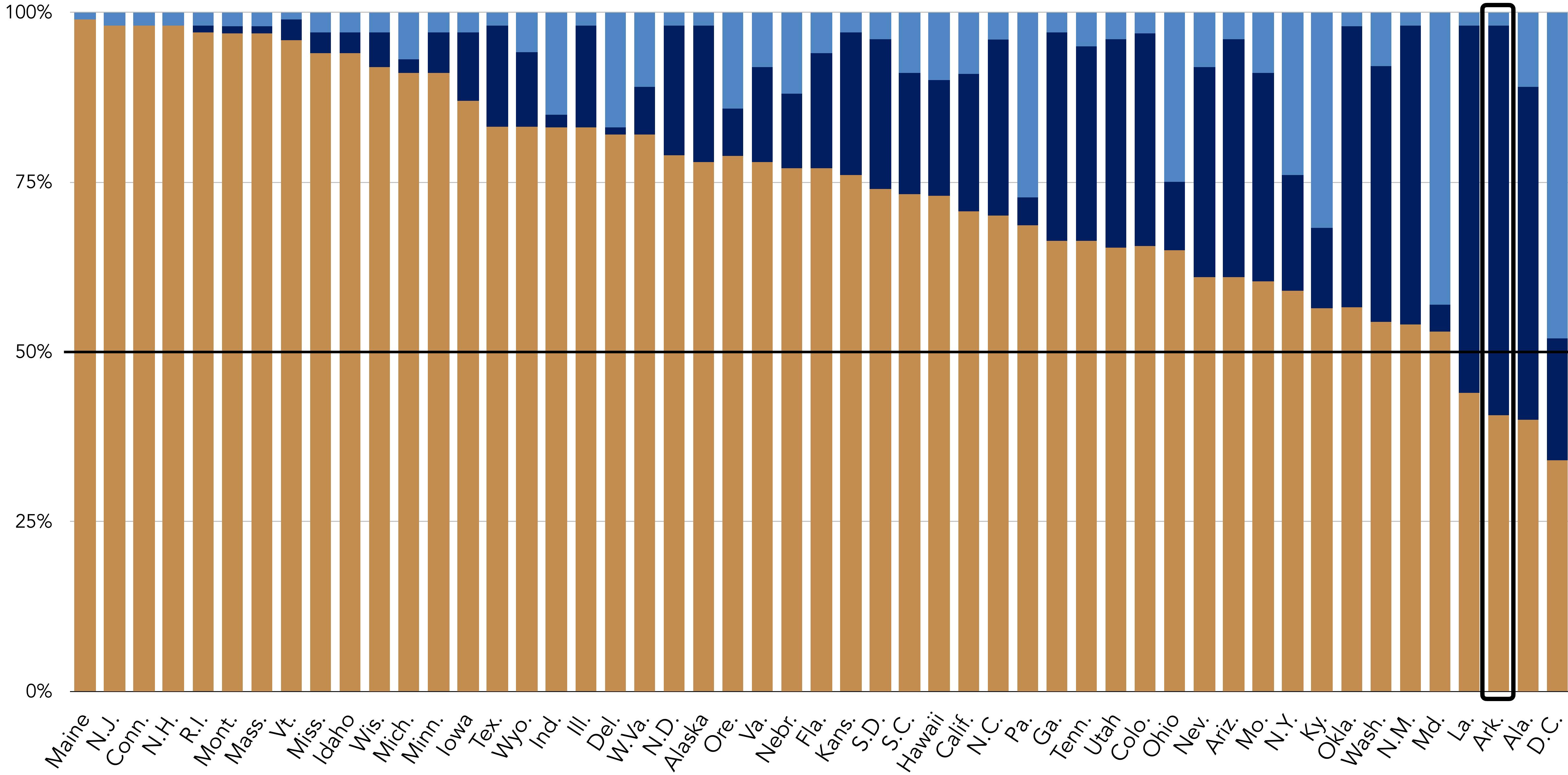
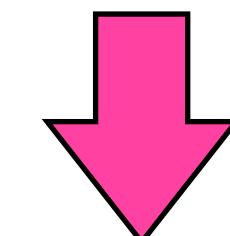
Tax Systems

How Your Services are Funded

Local Tax Revenue Sources

United States

Property Sales Income & Other



wikiHow Your Taxes Work

Arkansas





$$\text{Market Value} - \text{Exemptions} = \text{Taxable Value} \times \text{Mill Rate} = \text{Tax Bill}$$

This is how
North Carolina's
system works!





$$\text{Market Value} \times \underline{\text{Assessment Rate}} = \text{Assessed Value} \times \underline{\text{Mill Rate}} = \text{Tax Bill}$$

This is how
Arkansas's system
works!





$$\text{Market Value} \times \frac{\text{Assessment Rate}}{100} = \text{Assessed Value} \times \frac{\text{Mill Rate}}{1,000} = \text{Tax Bill}$$

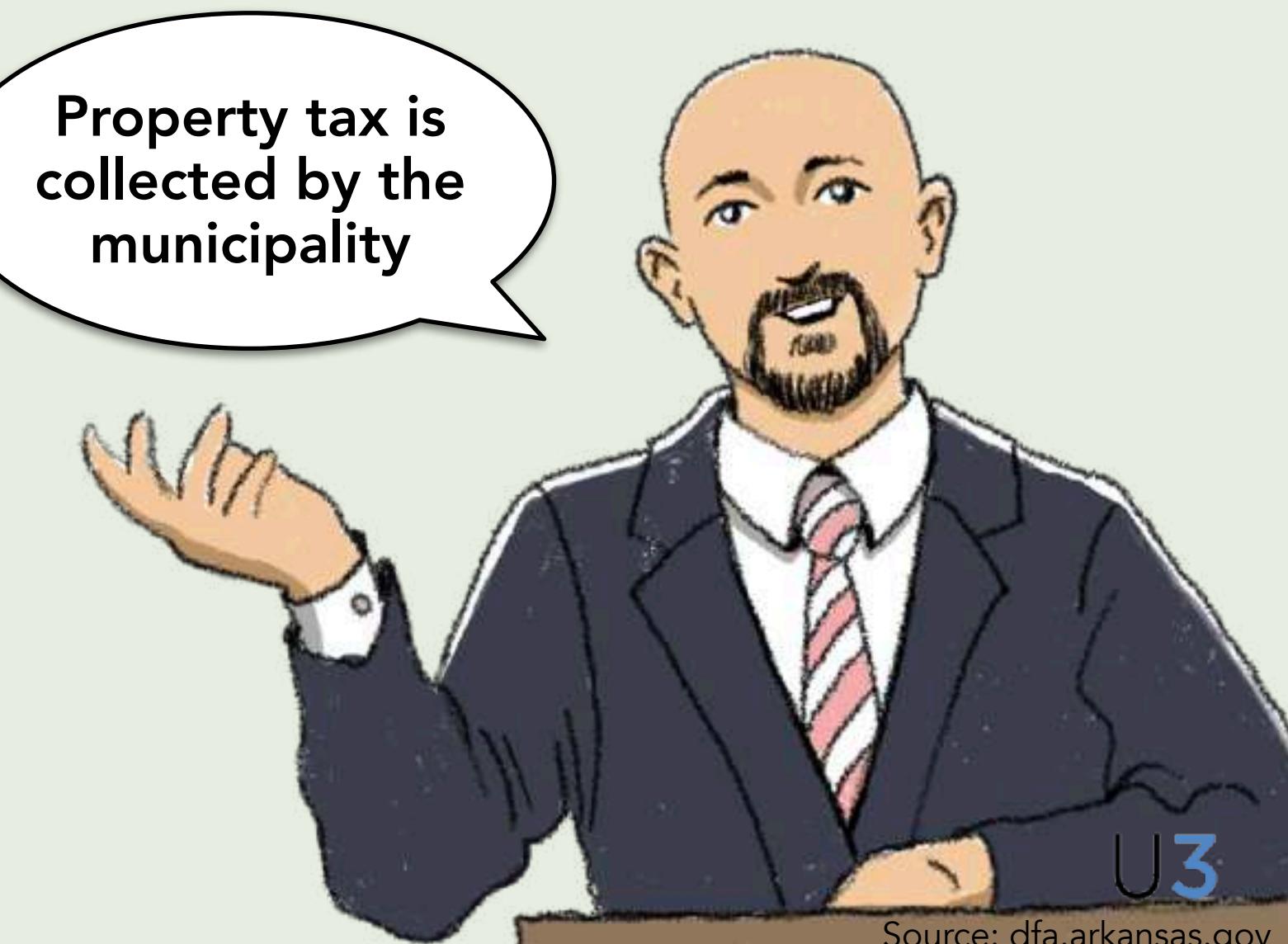


Commercial \$100,000 \times 20% = \$20,000 \times 61.82 = \$1,236



Residential \$100,000 \times 20% = \$20,000 \times 61.82 = \$1,236

This is an example in Bentonville

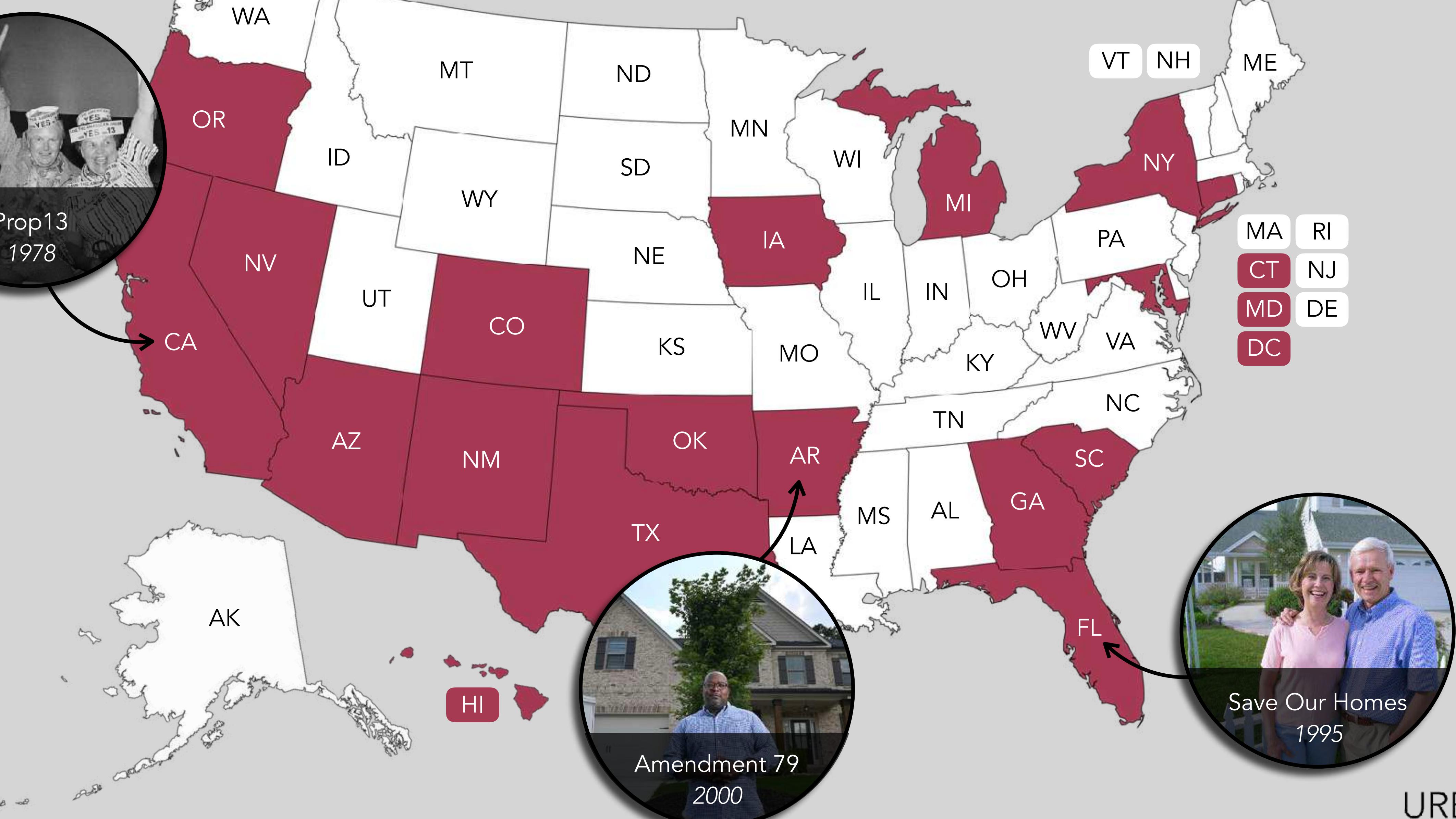


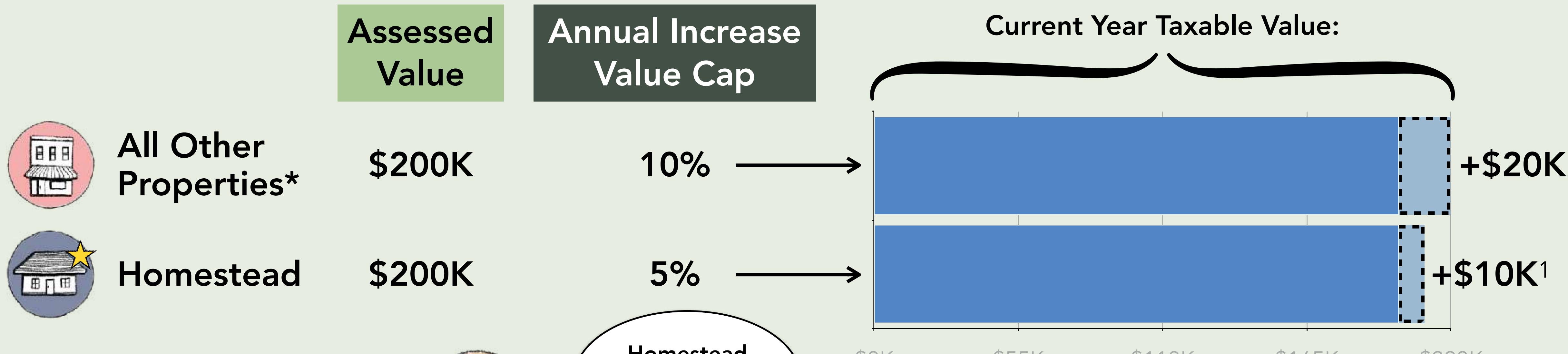
States with Assessment Caps

21 states



Prop 13
1978





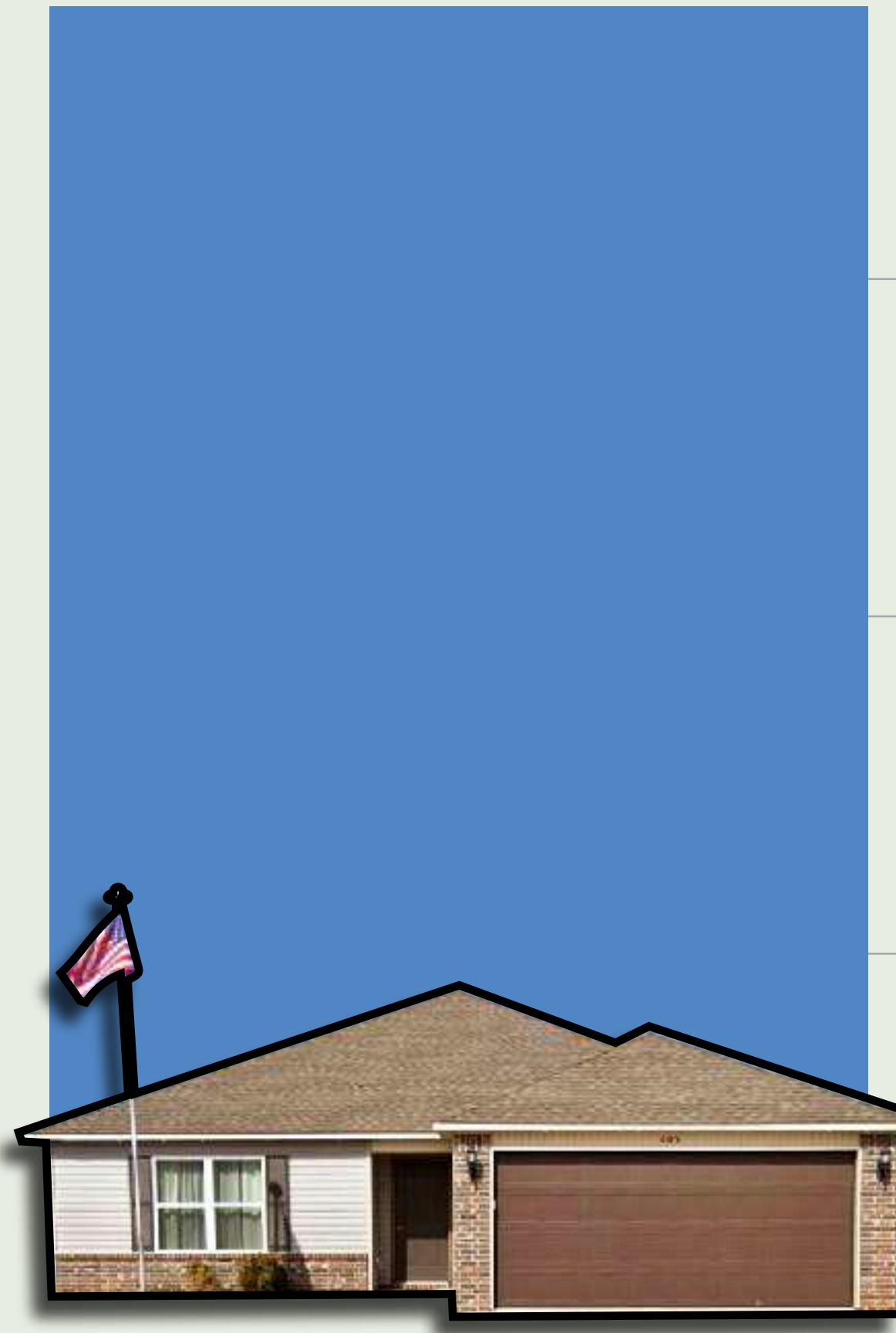
*Includes non-primary residential and apartments

¹Plus a \$425 tax credit

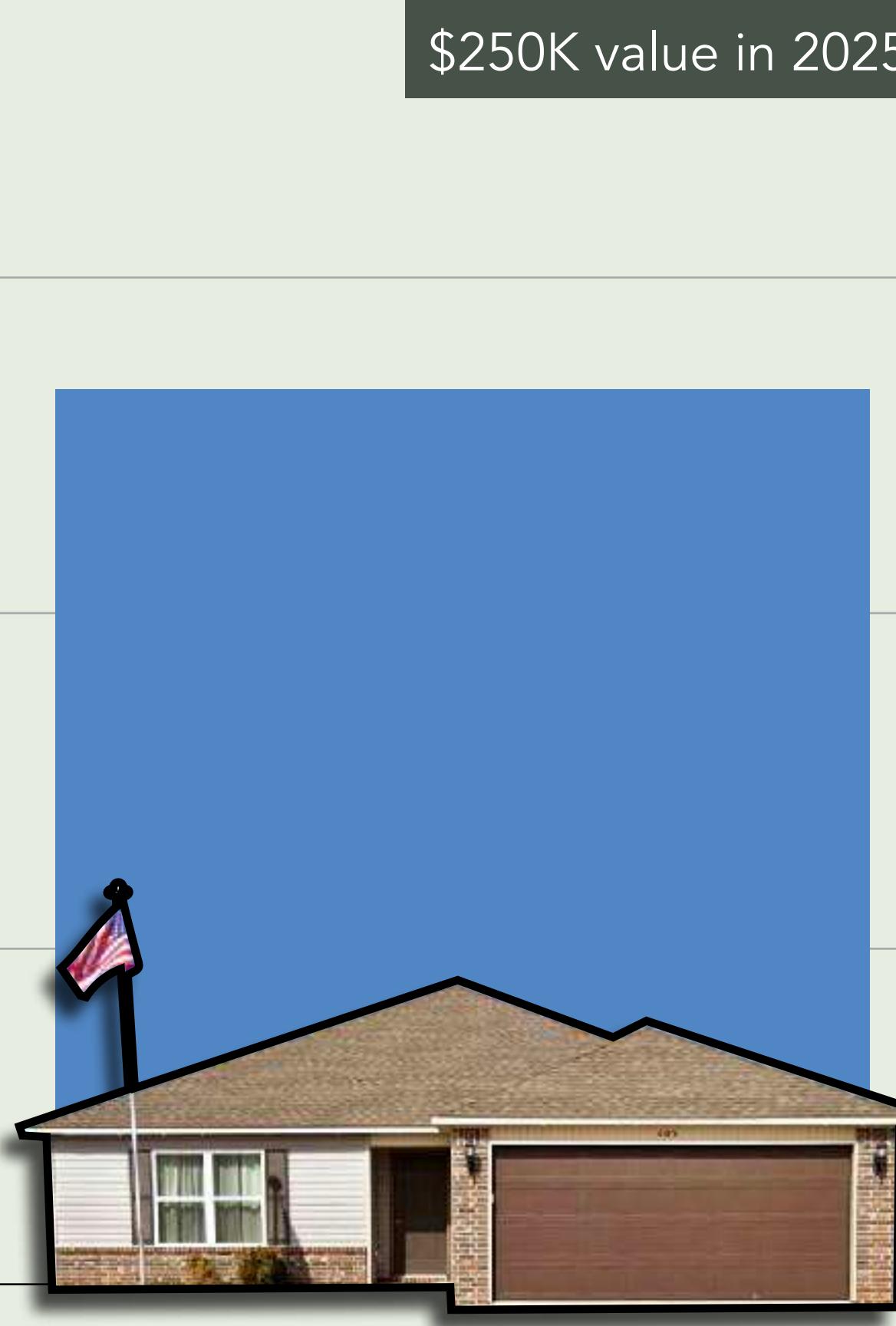


2025 Total Assessed Value

\$250K value in 2025 (up from \$200K in 2024)

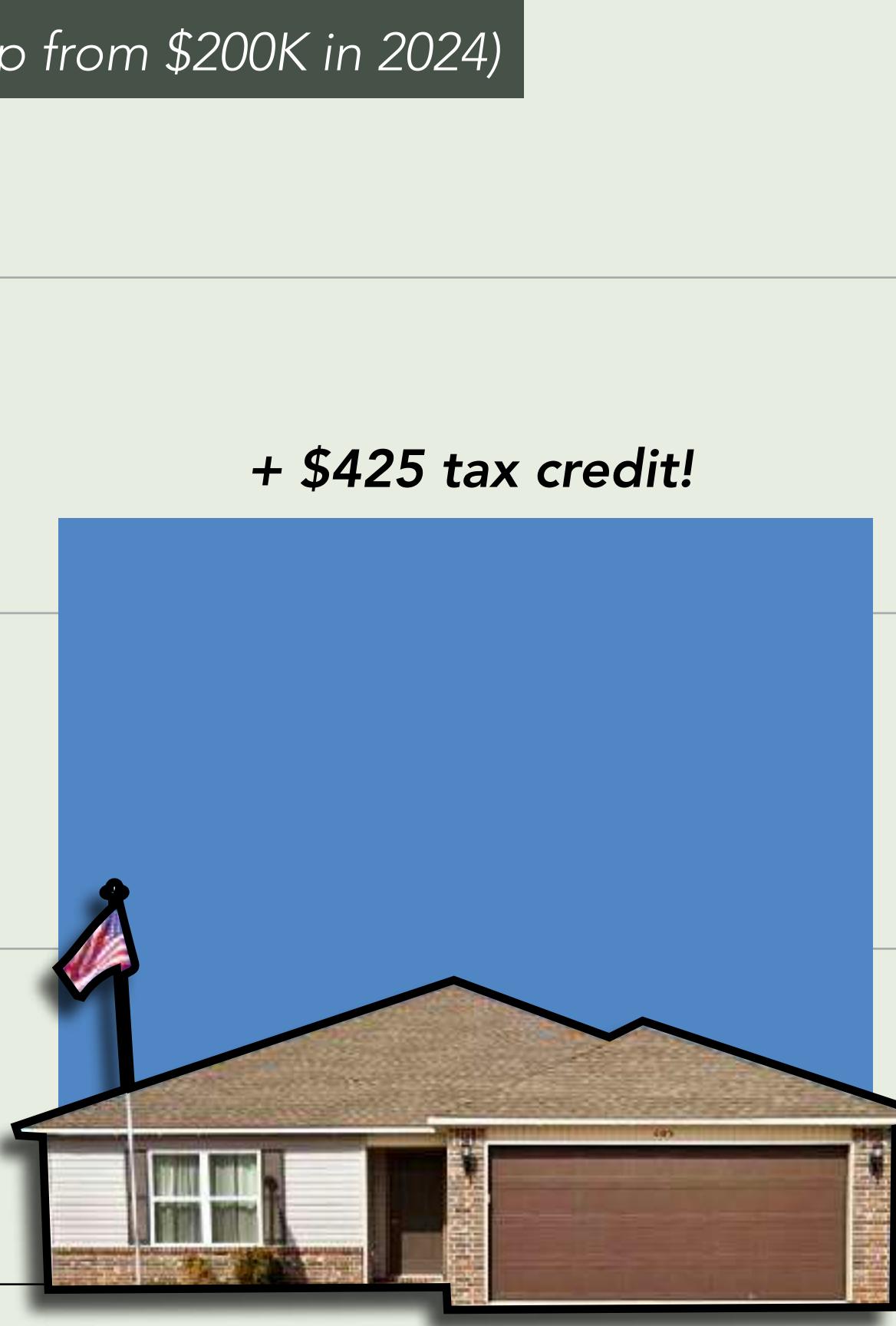


No Cap



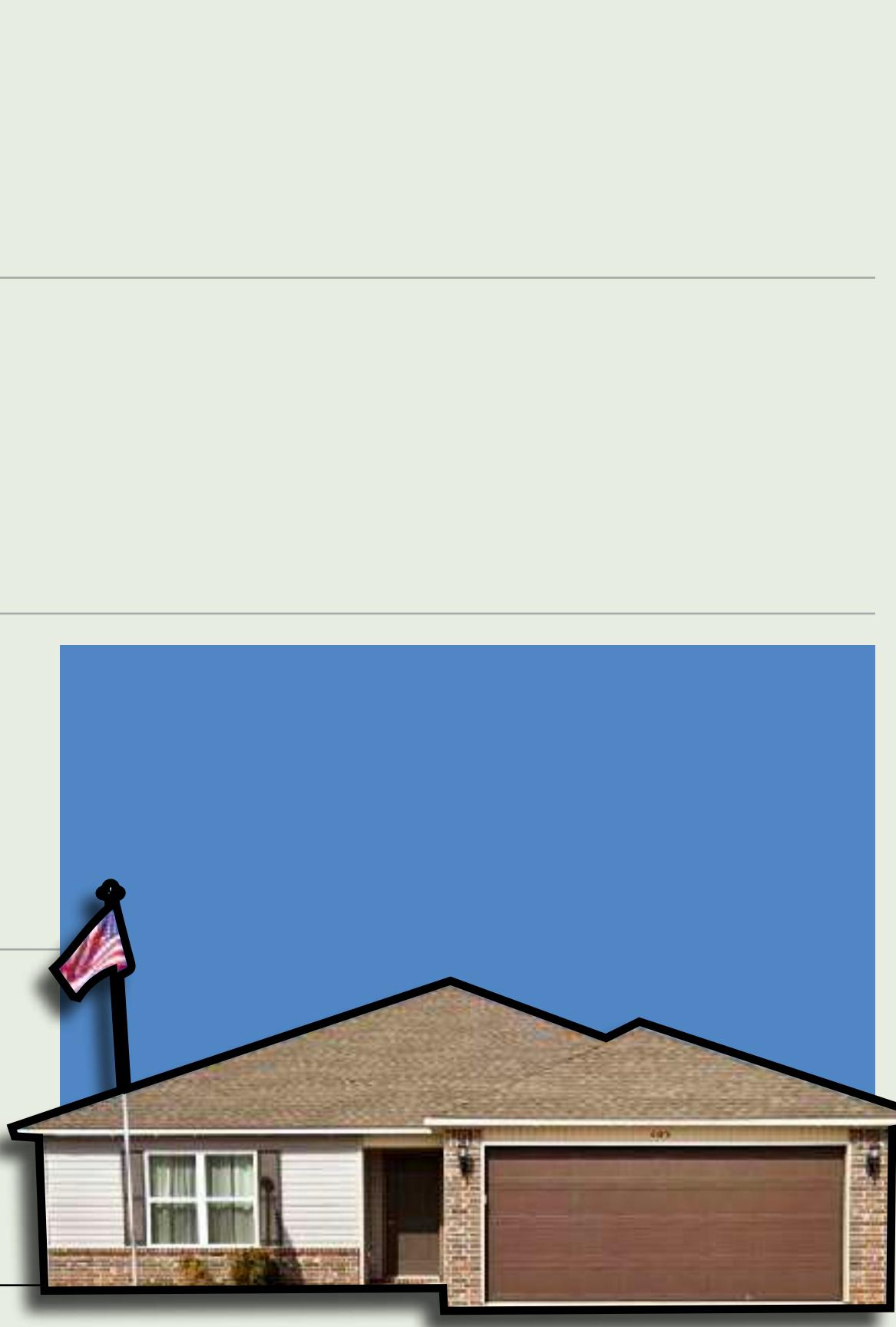
Non-Homestead Cap

Homeowner has
10% growth cap



Homestead Cap

Homeowner has
5% growth cap



Freeze

Homeowner is a person
with a disability or 65+

+ \$425 tax credit!

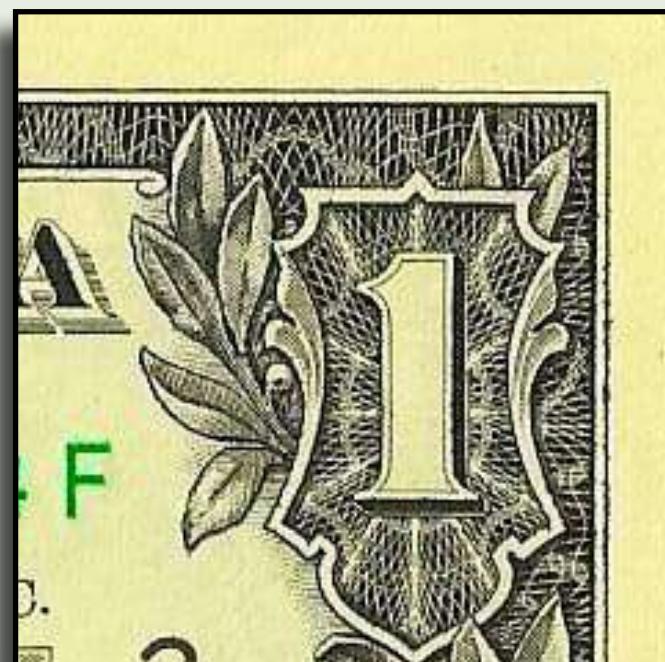


Bentonville Resident's Tax Dollar



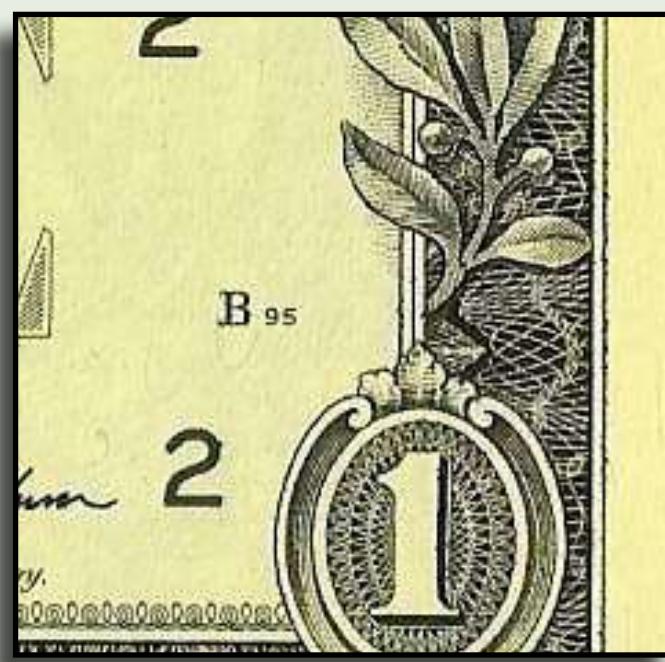
80¢

Schools



9¢

City Government



9¢

County Government



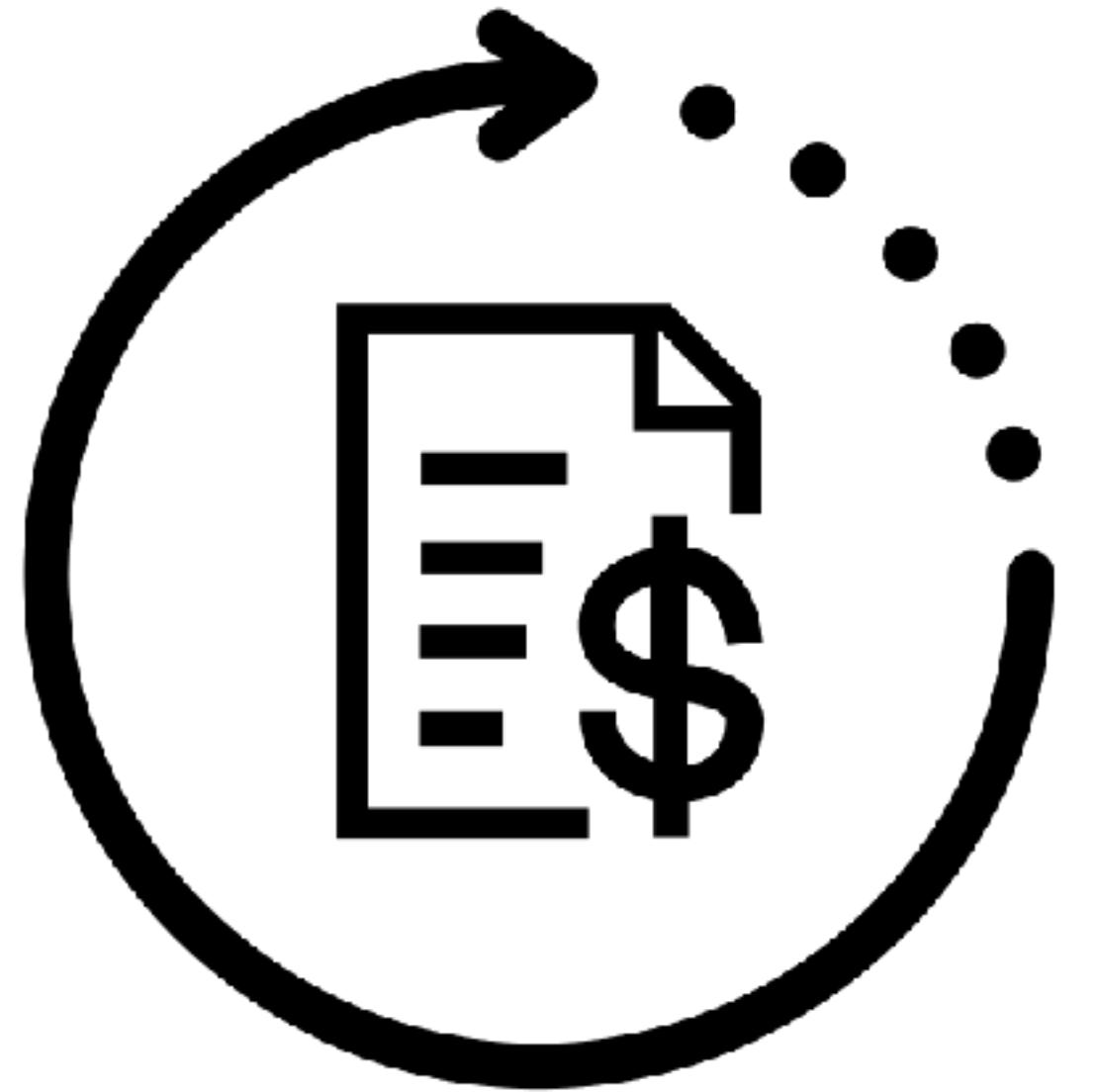
1¢

County Roads



<1¢

Fire & EMS



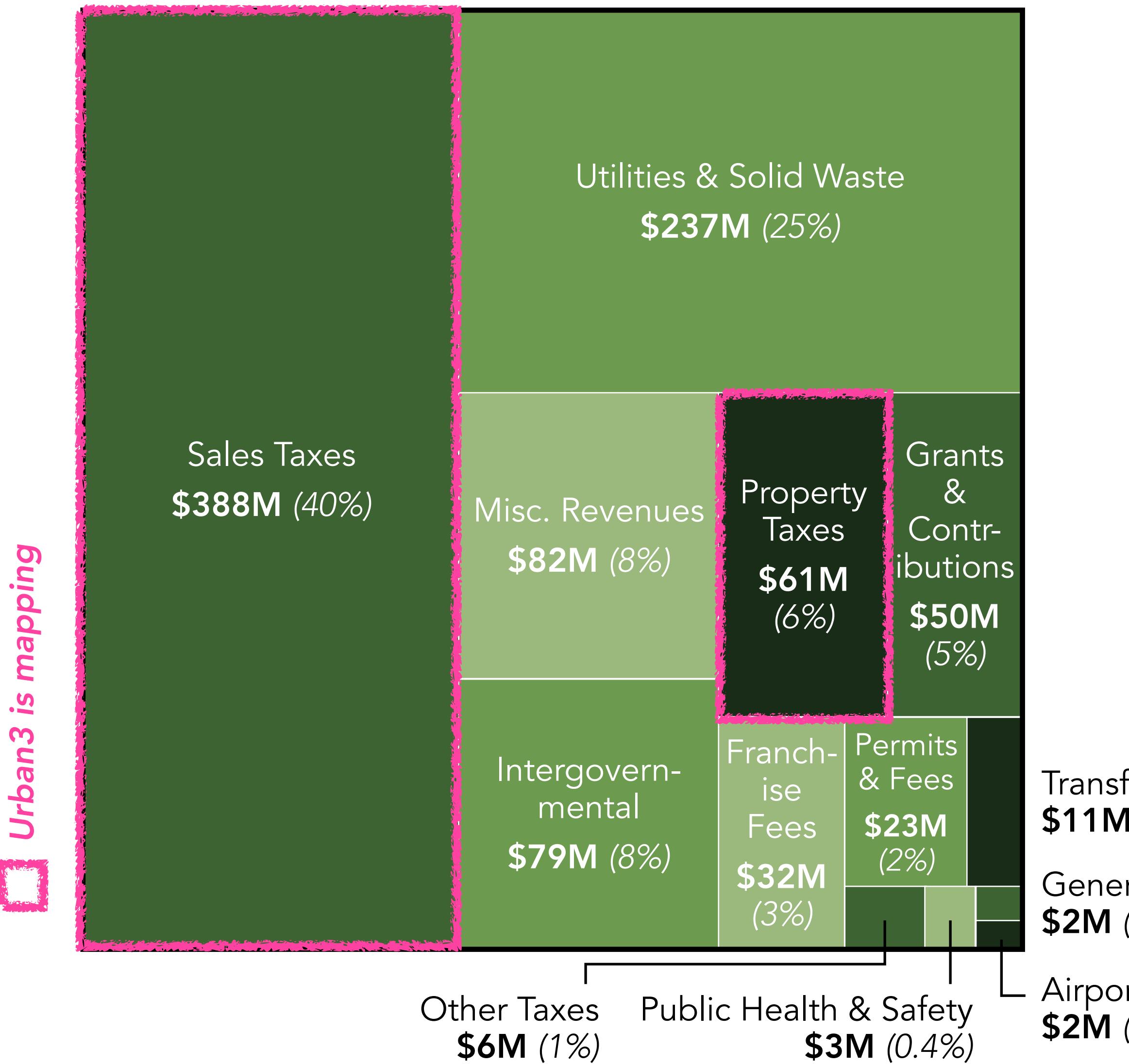
Budget

Your City by the Numbers

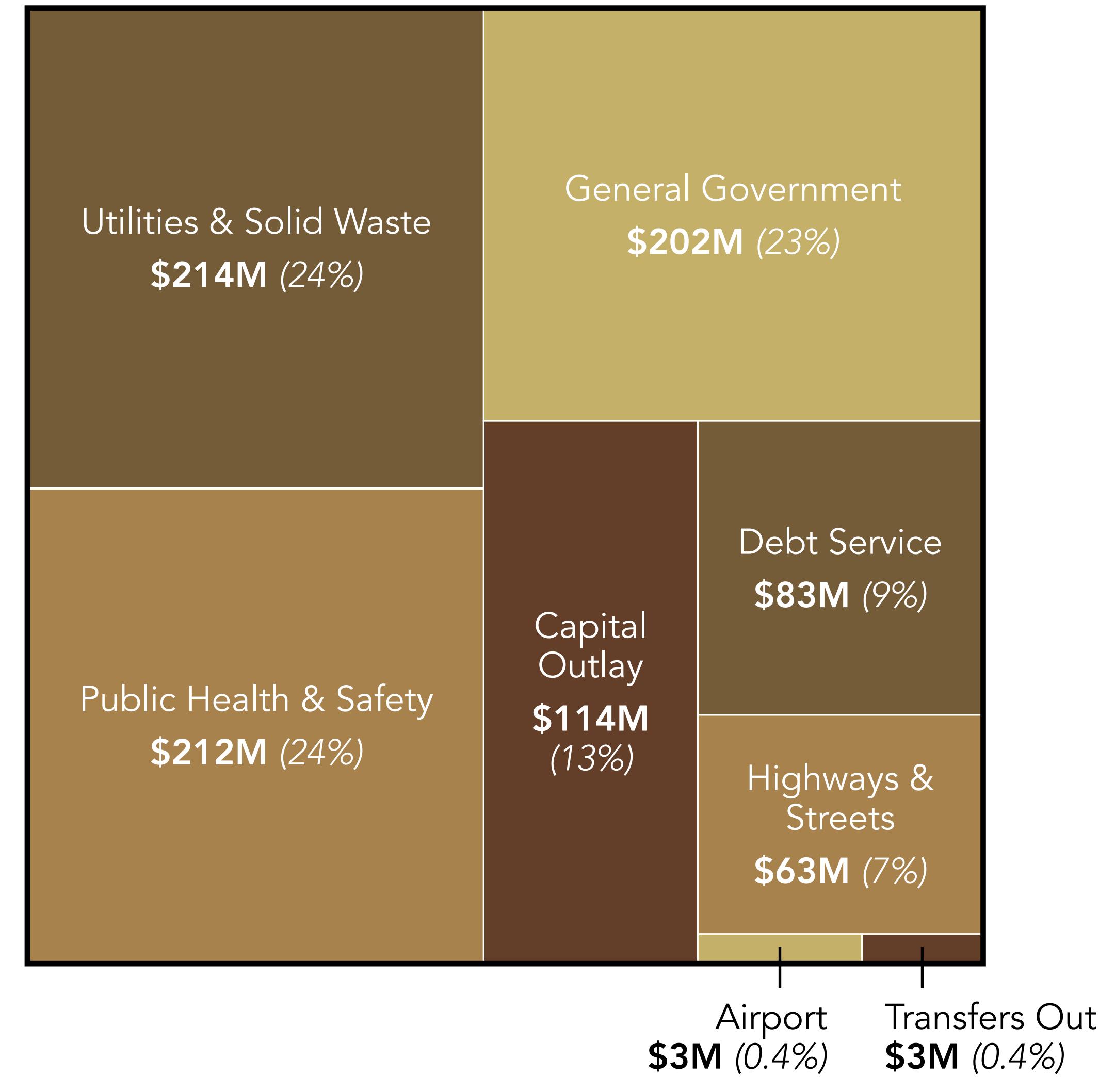
Regional Revenues & Expenditures (2023)

Northwest AR

Revenues: **\$975.8M**

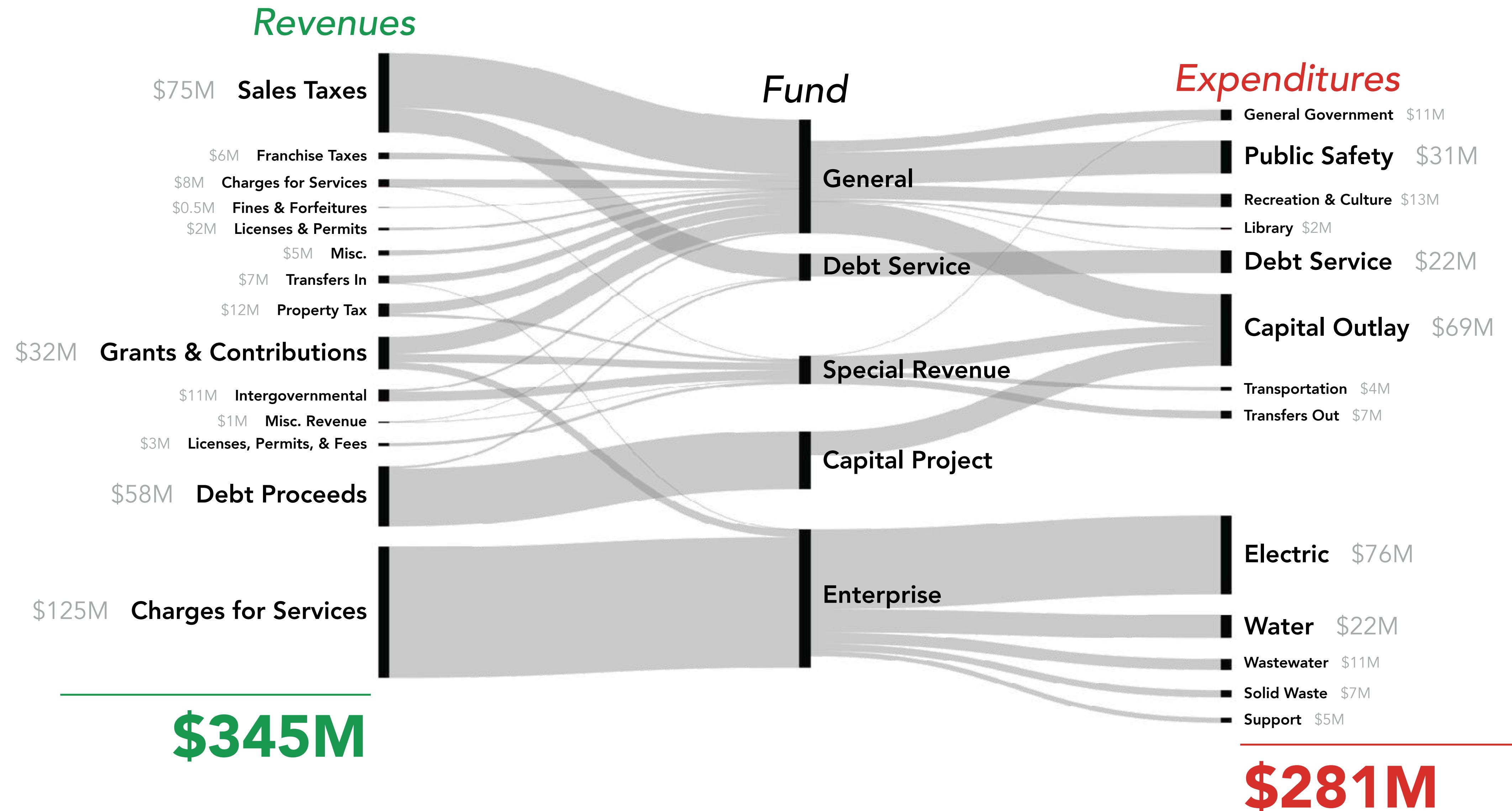


Expenditures: **\$894.5M**



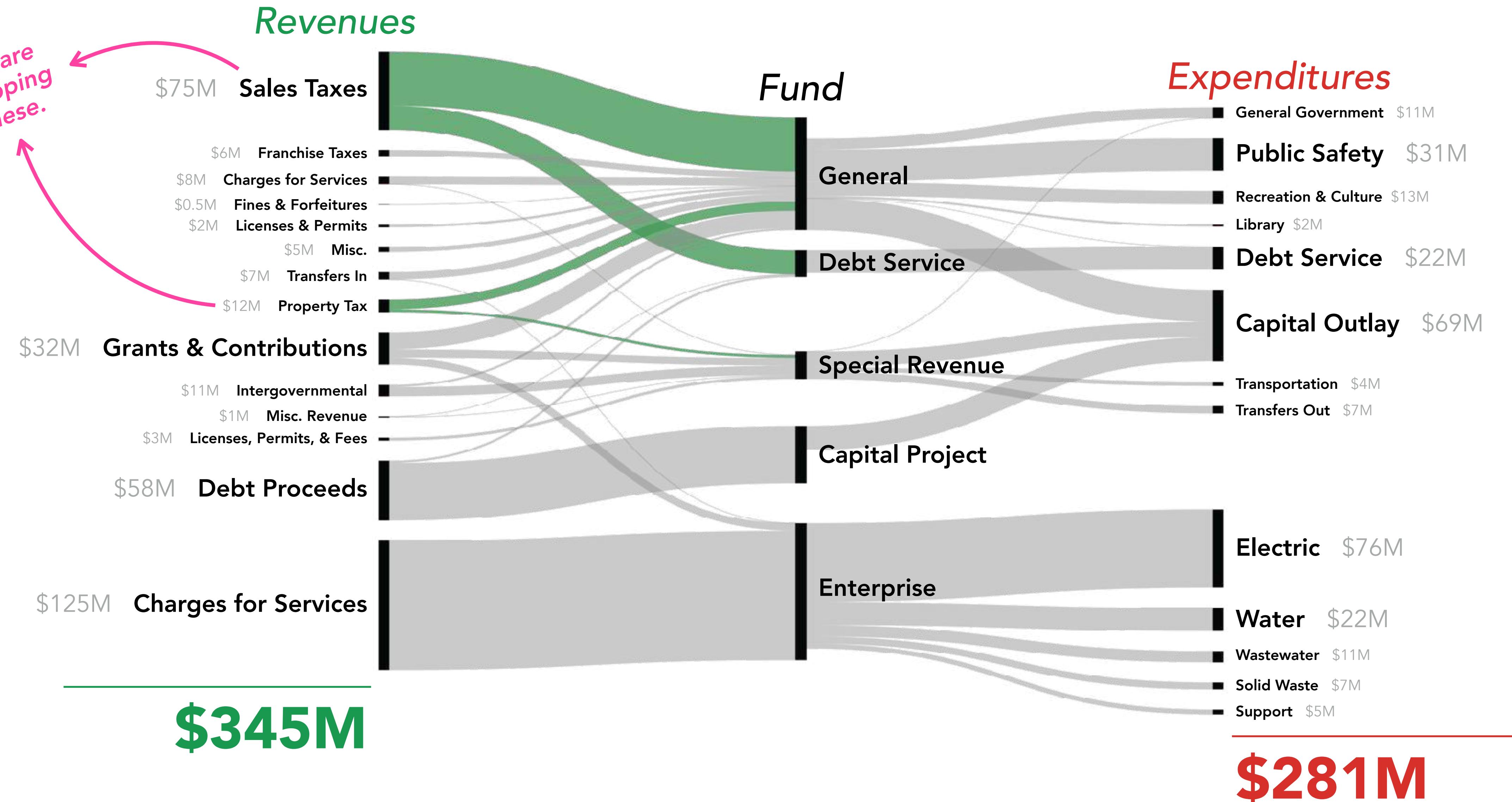
2023 Flow of Funds

Bentonville, AR



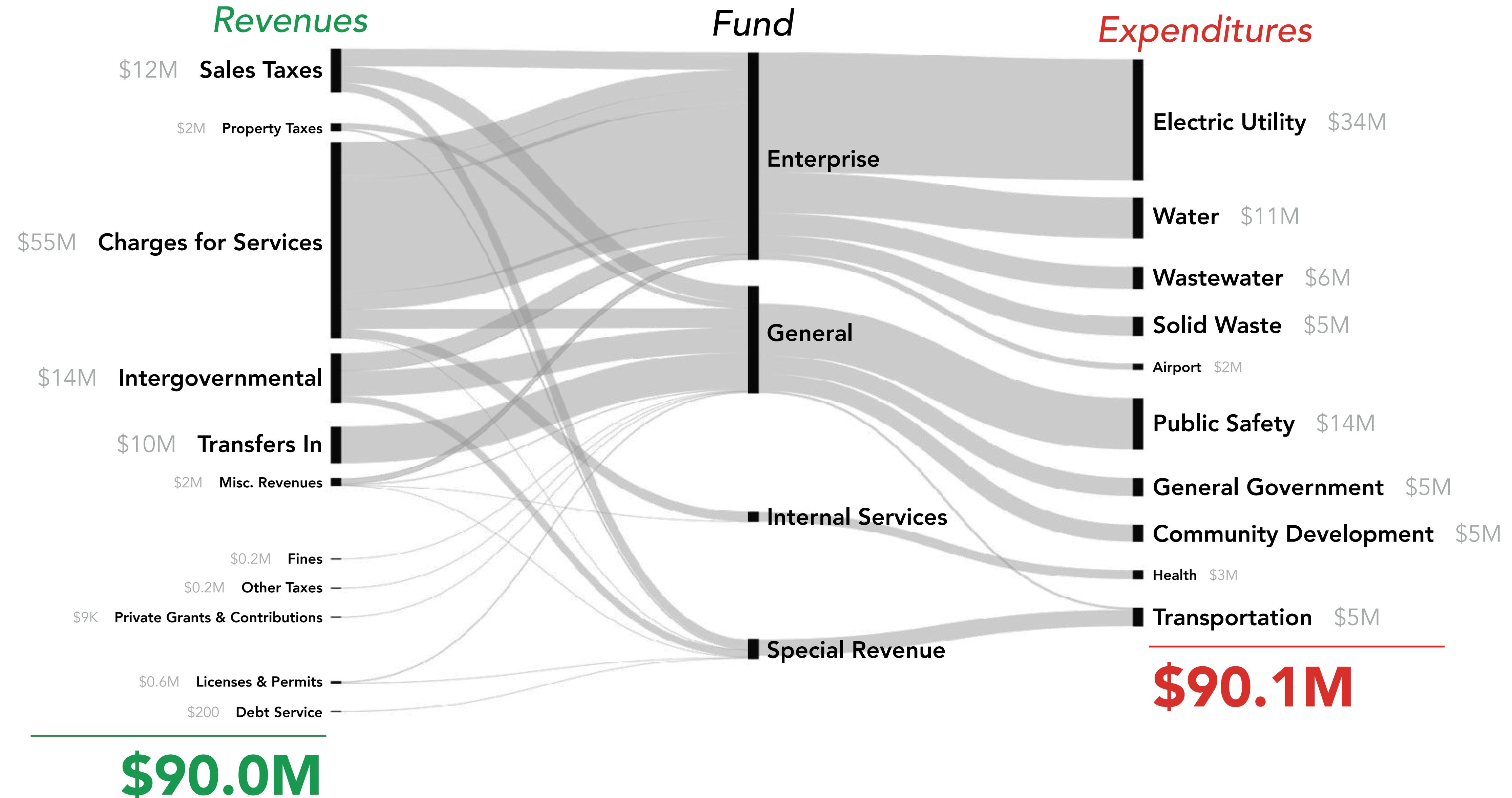
2023 Flow of Funds

Bentonville, AR



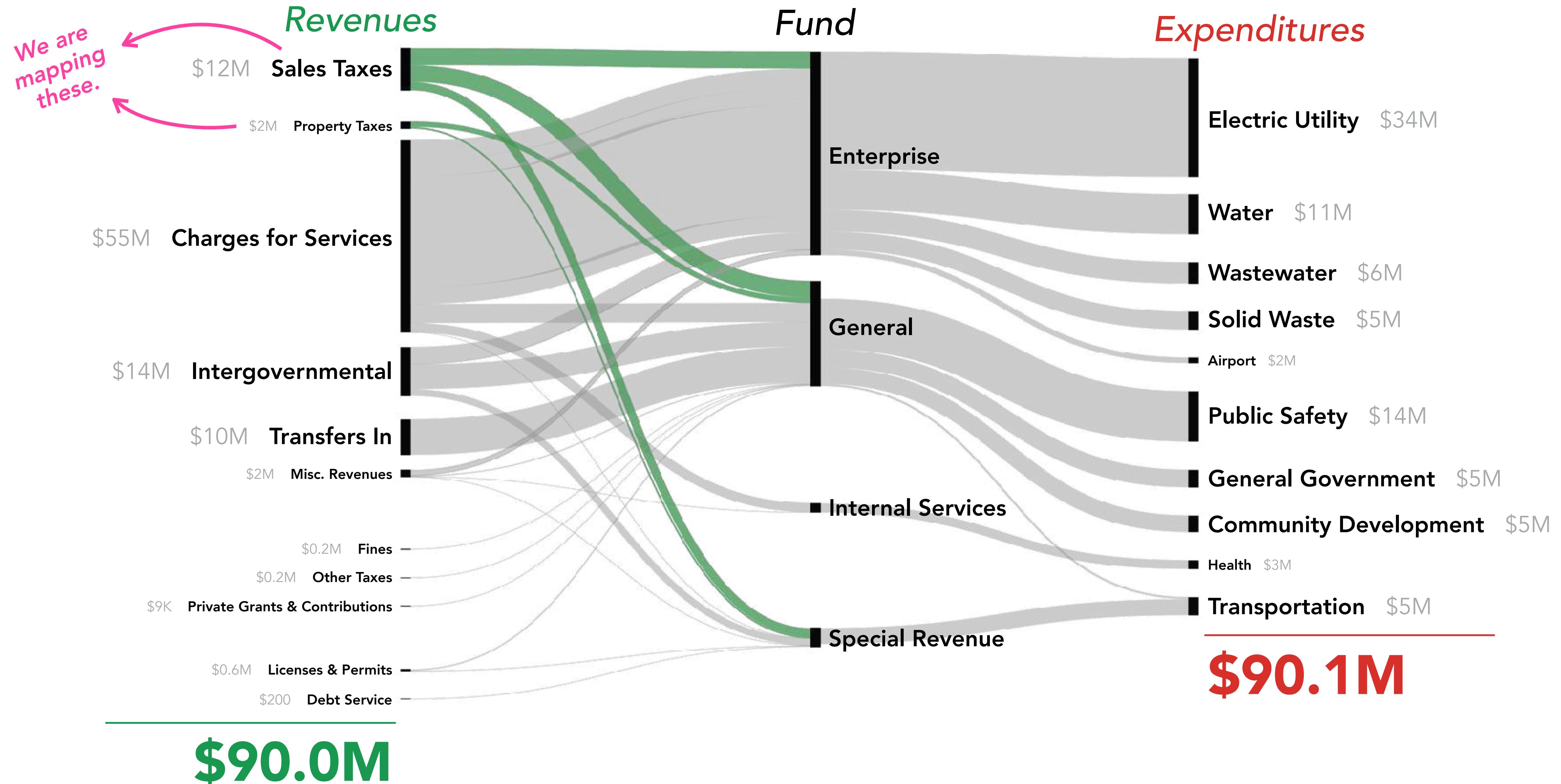
2025 Flow of Funds

Siloam Springs, Arkansas



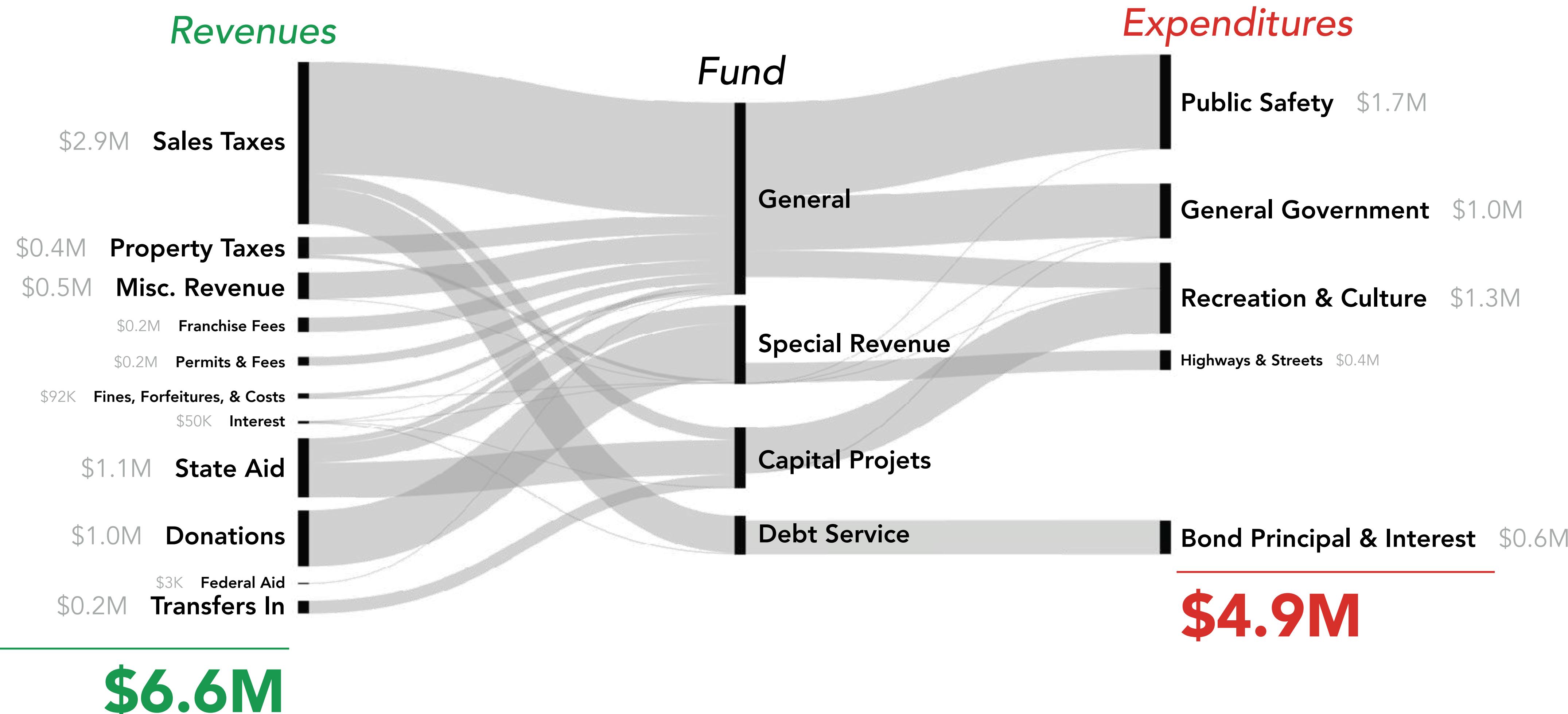
2025 Flow of Funds

Siloam Springs, Arkansas



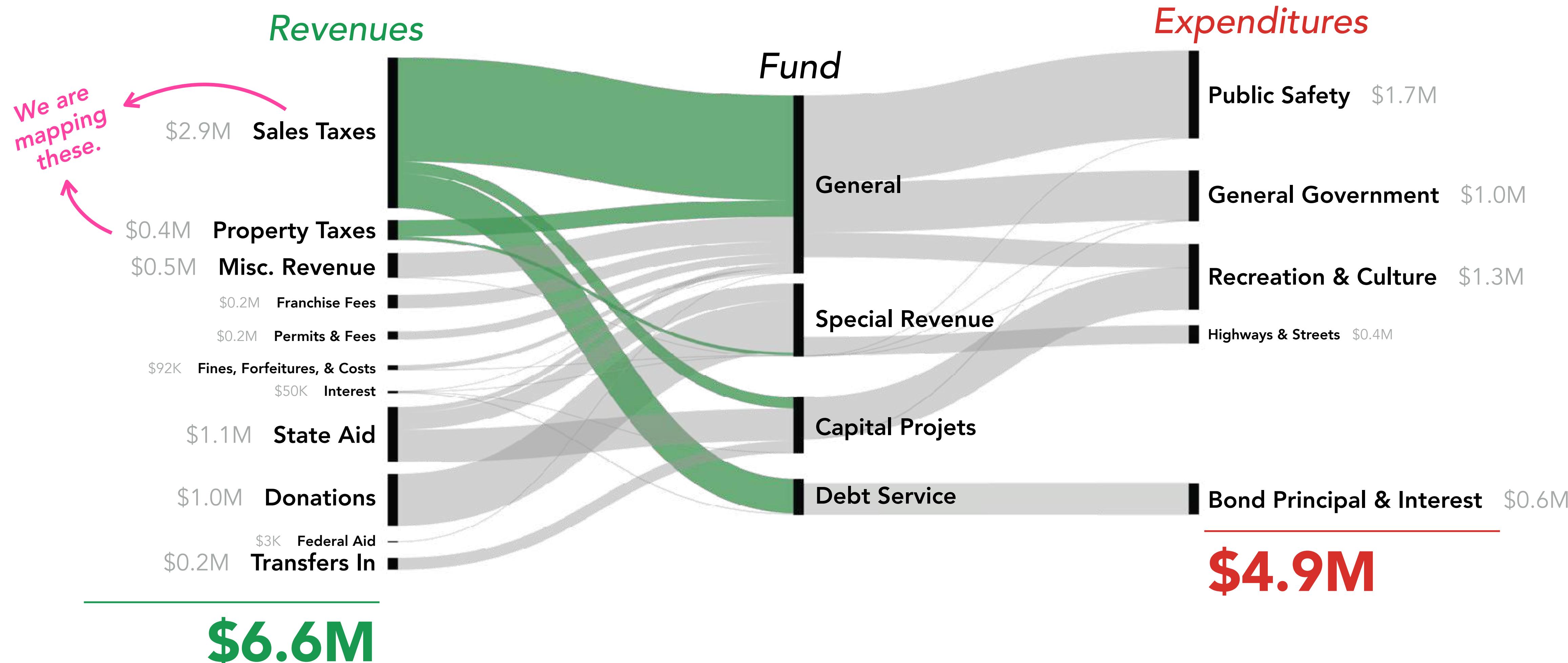
2023 Flow of Funds

Gravette, AR



2023 Flow of Funds

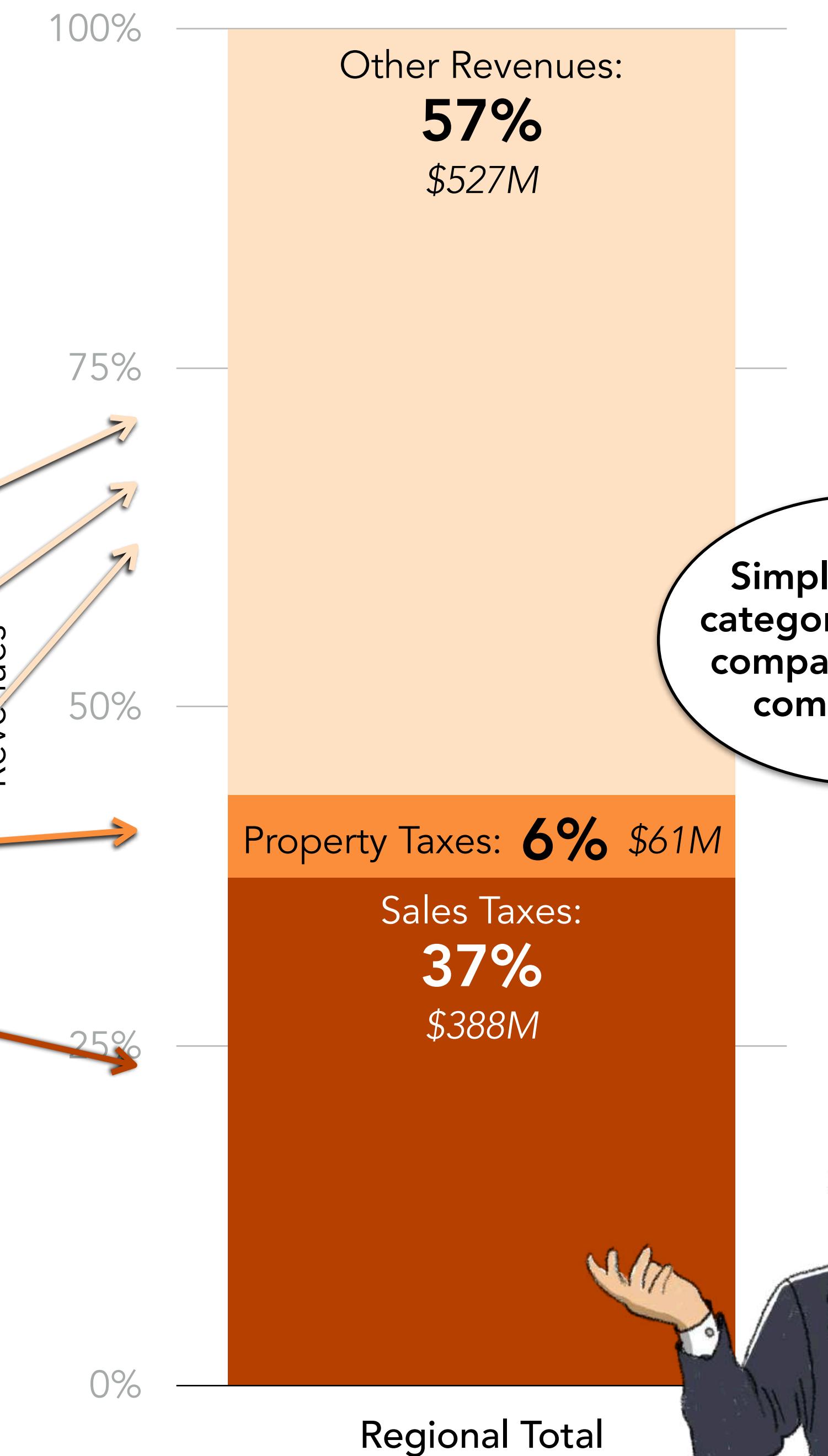
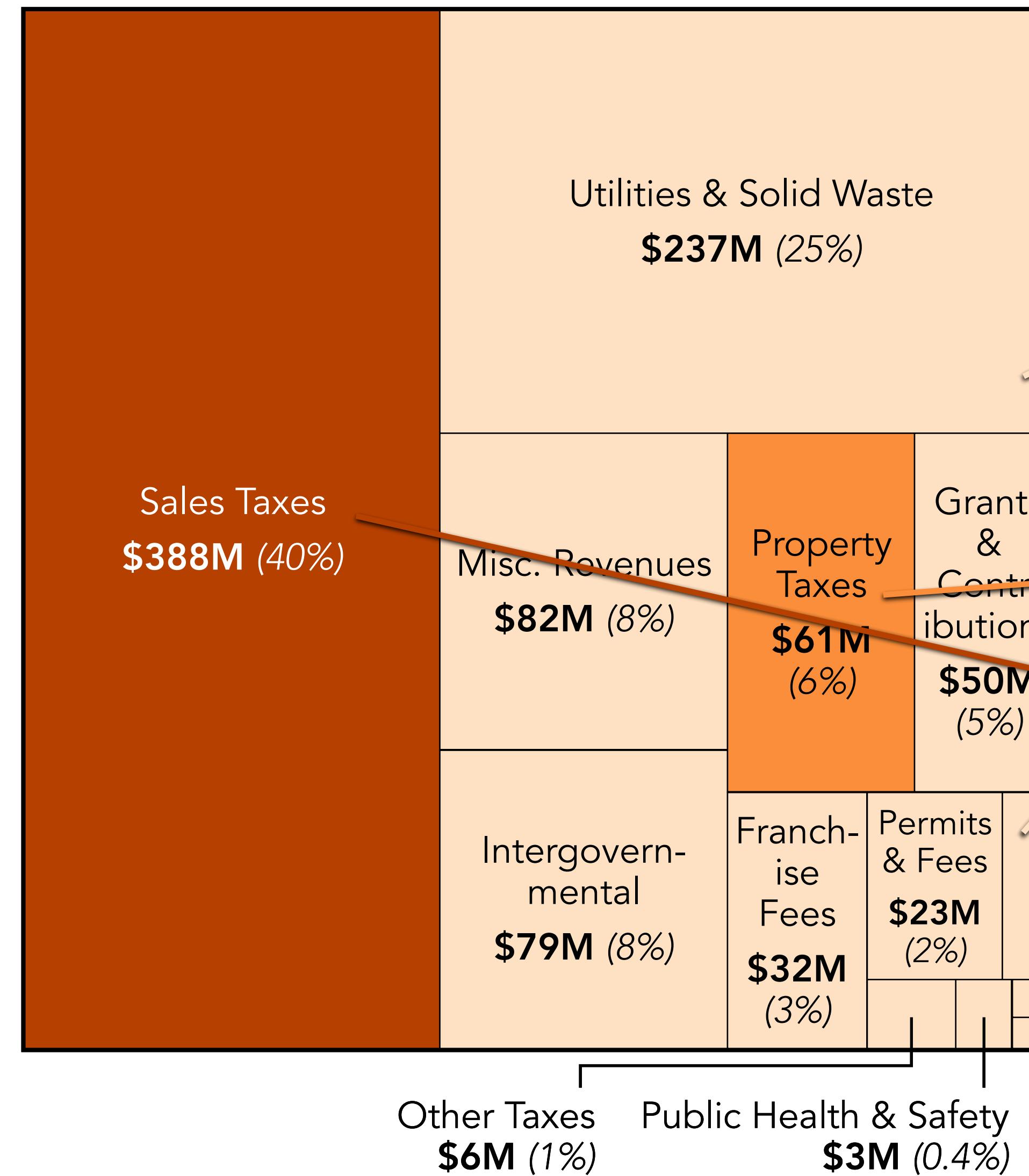
Gravette, AR



Revenues Sources by Type

Northwest AR

Revenues: **\$975.8M**



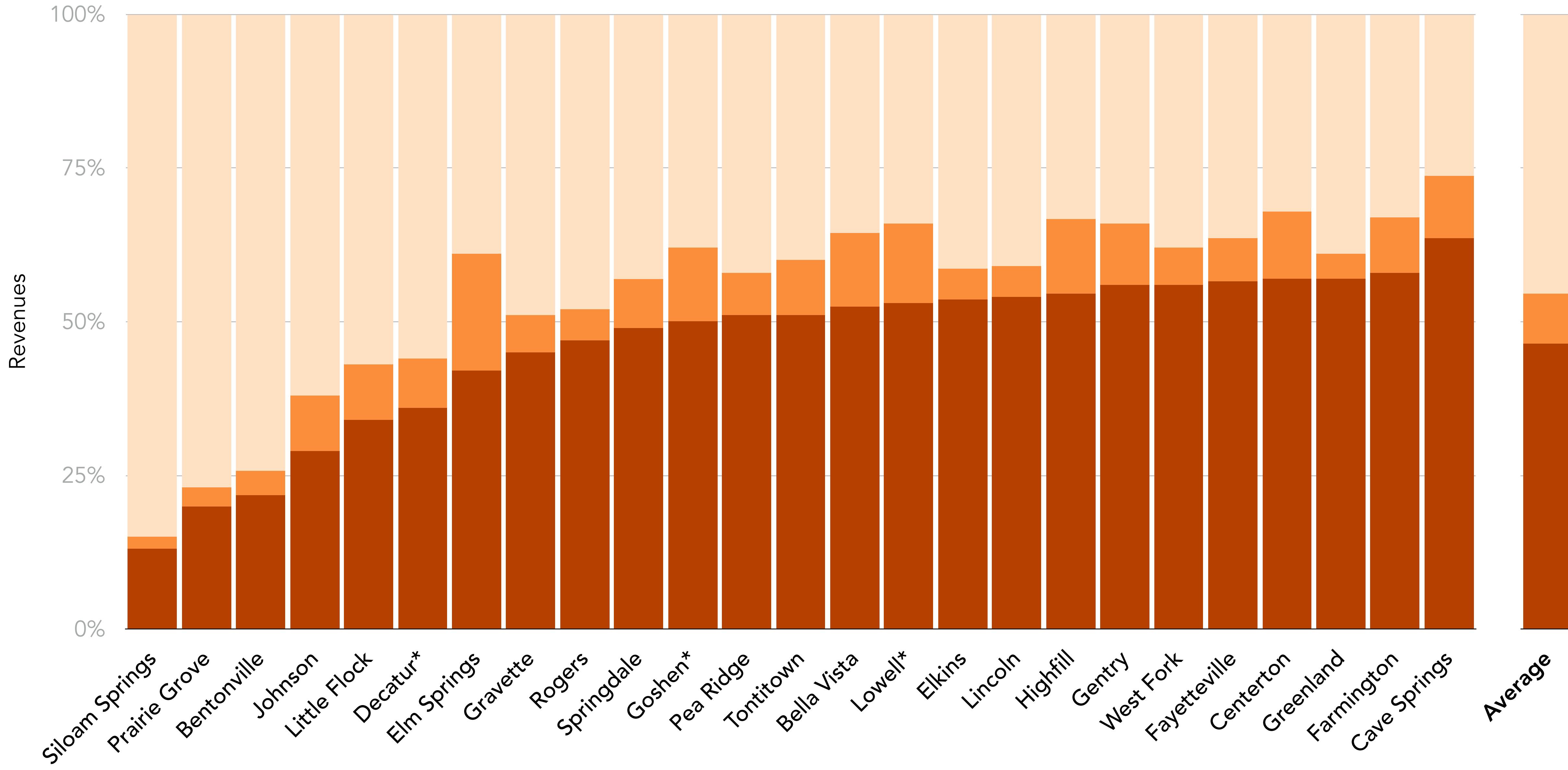
Simplifying to 3 categories helps us compare different communities!



Revenues Sources by Type

Northwest AR

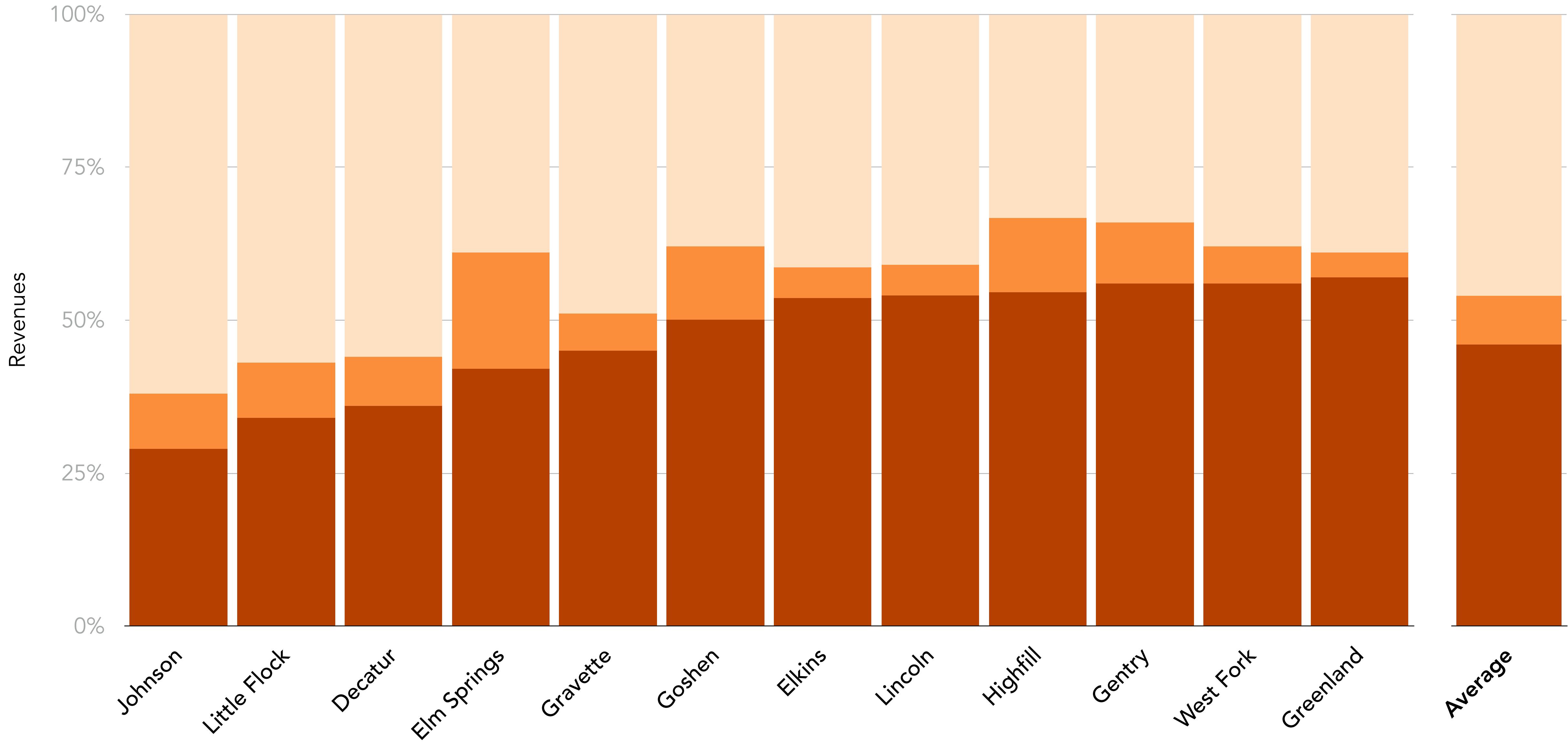
% Other Revenues
% Property Tax
% Sales Tax



Revenues Sources by Type

Small Communities in Northwest AR

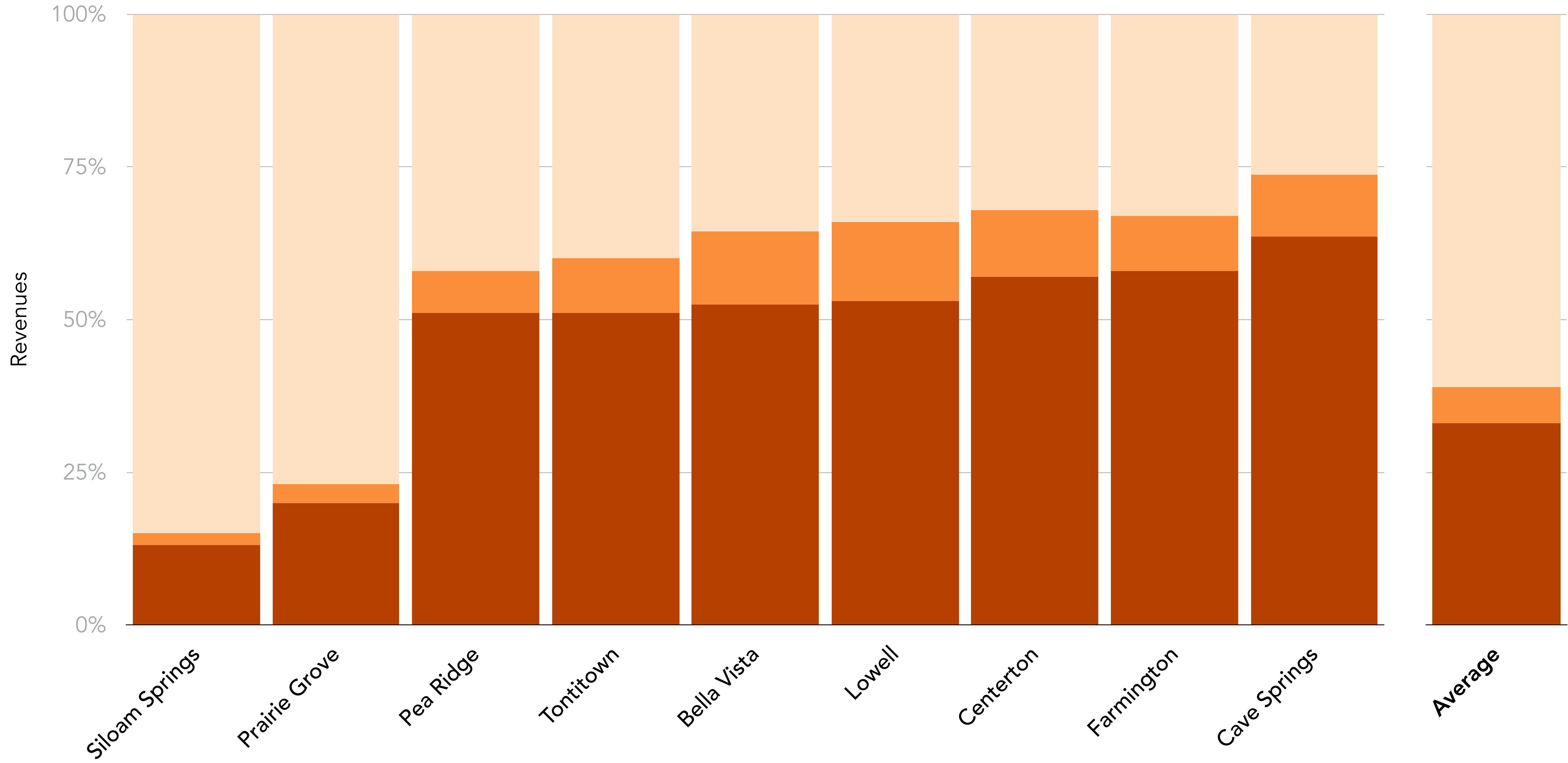
- % Other Revenues
- % Property Tax
- % Sales Tax



Revenues Sources by Type

Medium Communities in Northwest AR

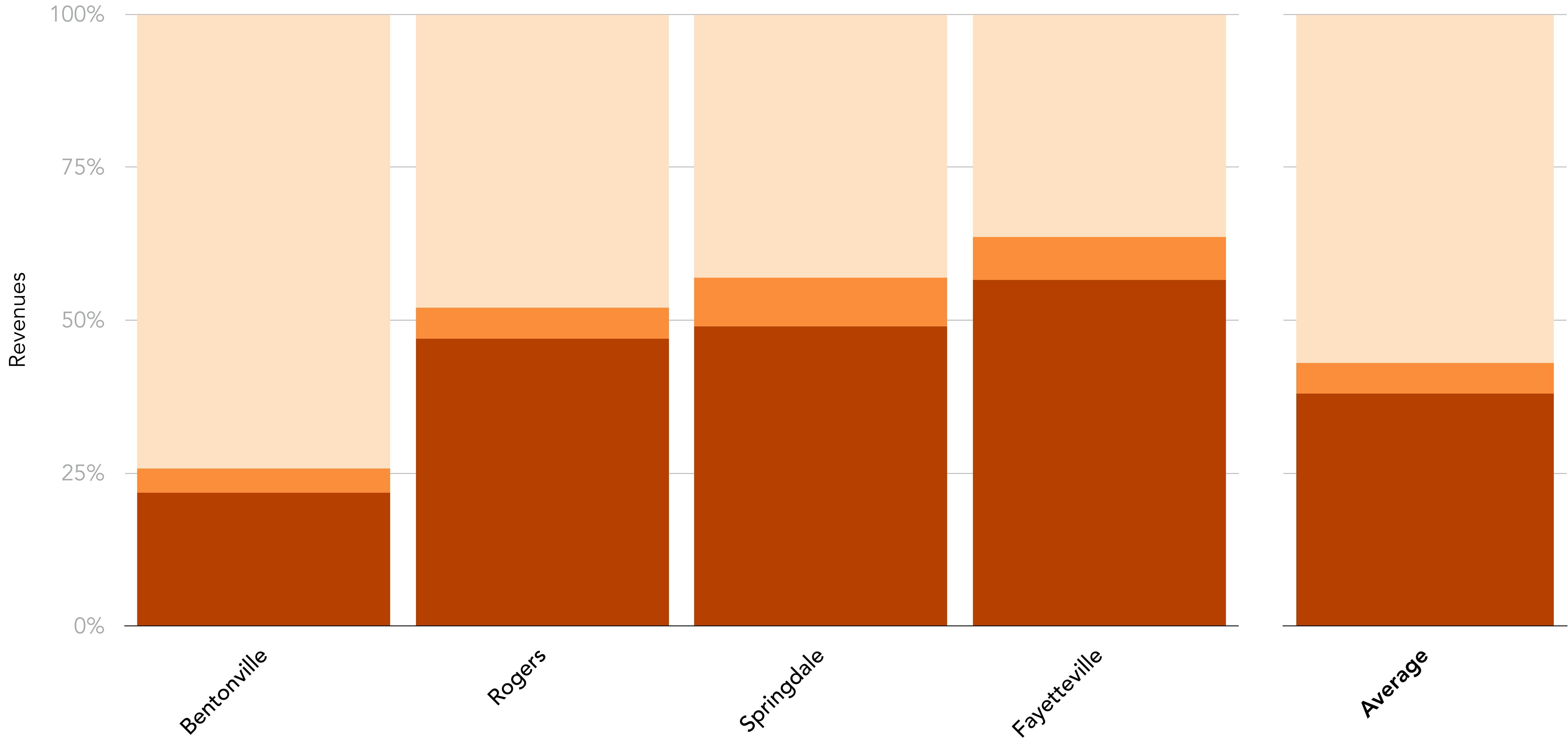
- % Other Revenues
- % Property Tax
- % Sales Tax



Revenues Sources by Type

Large Communities in Northwest AR

- % Other Revenues
- % Property Tax
- % Sales Tax



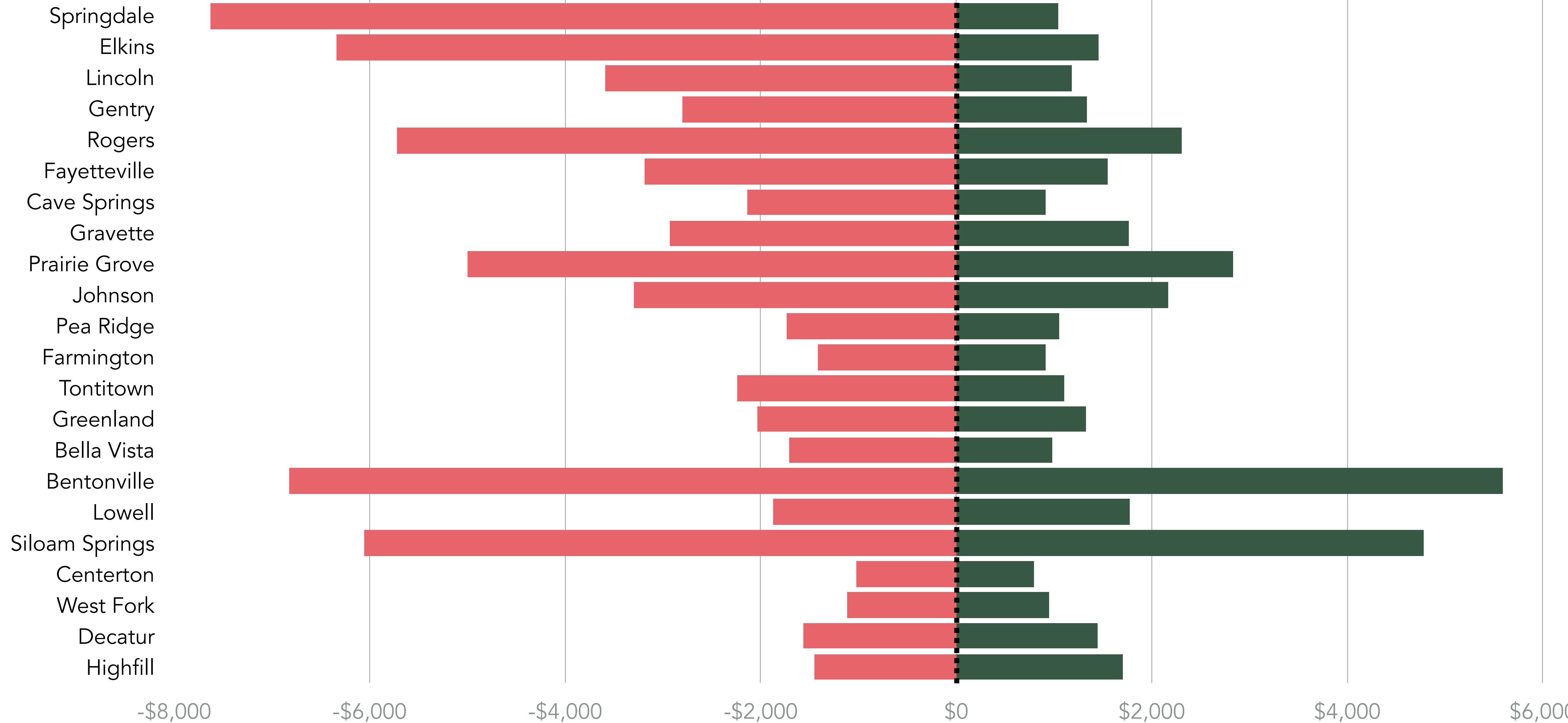
City Budgets Per Capita

Northwest AR



Total Debt Obligations

Annual Revenue

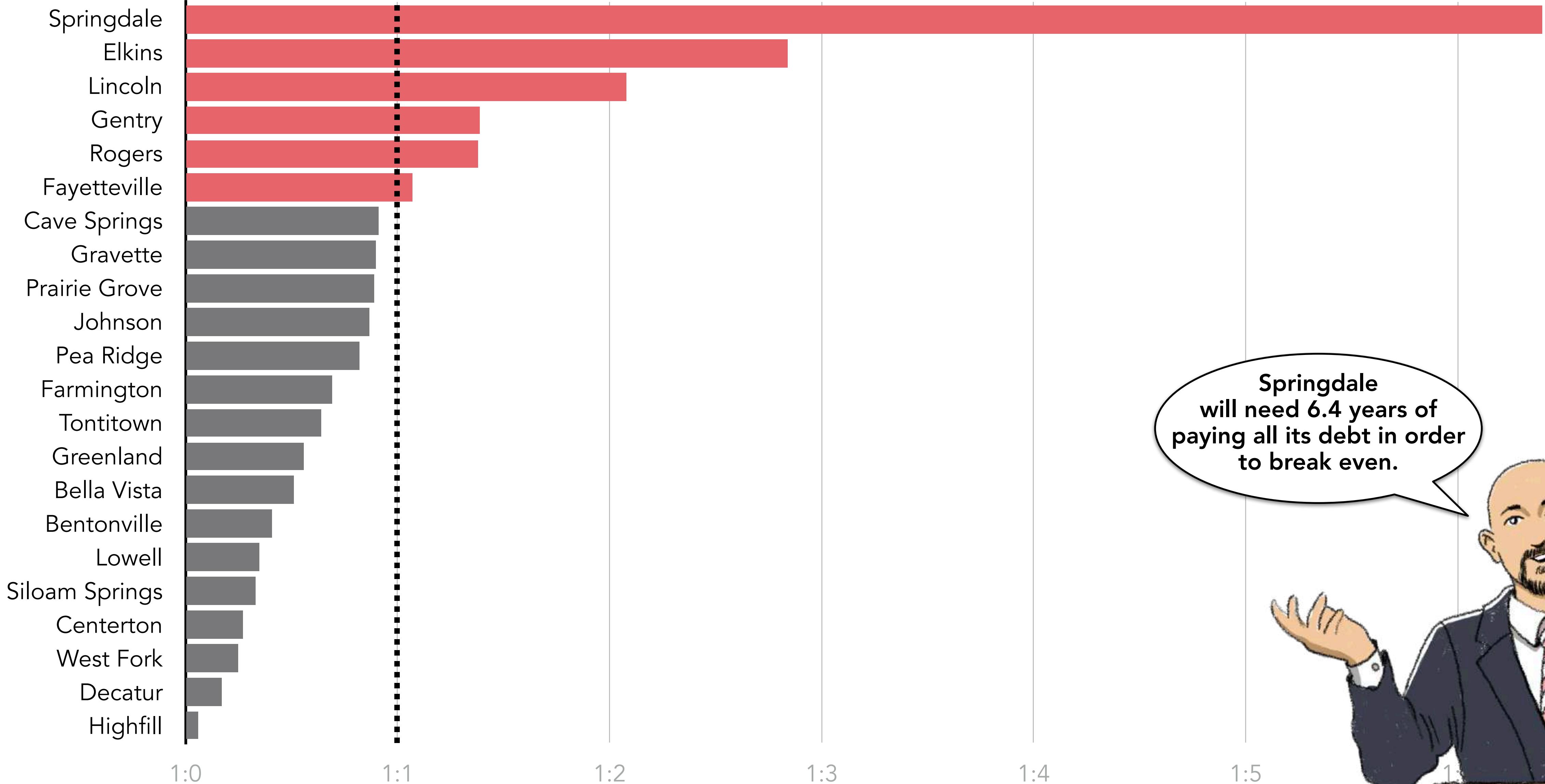


**Revenue Exceeds Debt
(Ratio < 1:1)**

**Debt Exceeds Revenue
(Ratio > 1:1)**

Debt to Revenues Ratio
Northwest AR

URBAN3



Springdale
will need 6.4 years of
paying all its debt in order
to break even.



Just because you make six figures...

...doesn't mean you can afford
a mansion & a Ferrari.



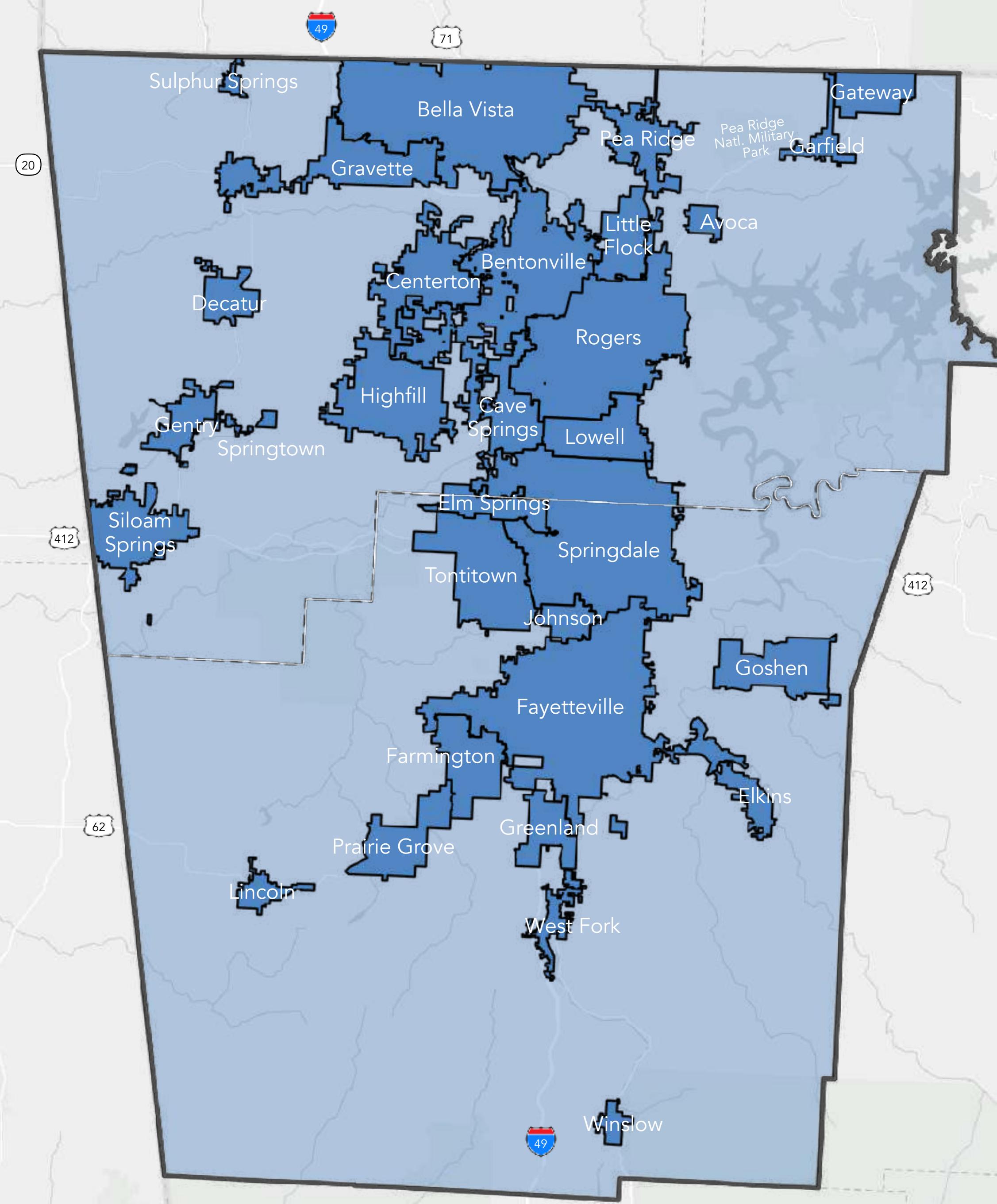


Case Study: Economic MRI®

Northwest Arkansas

Regional Geography

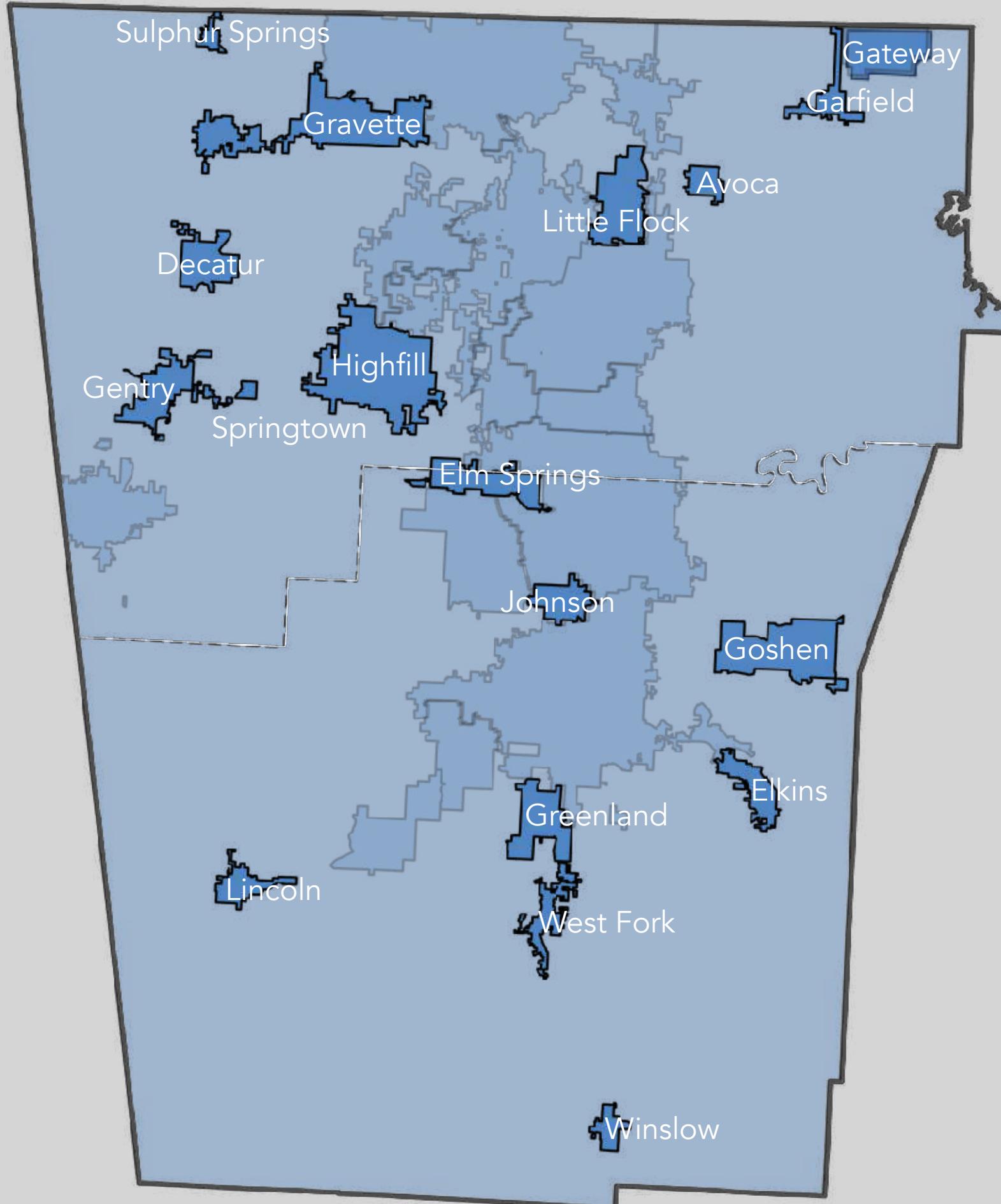
Northwest AR



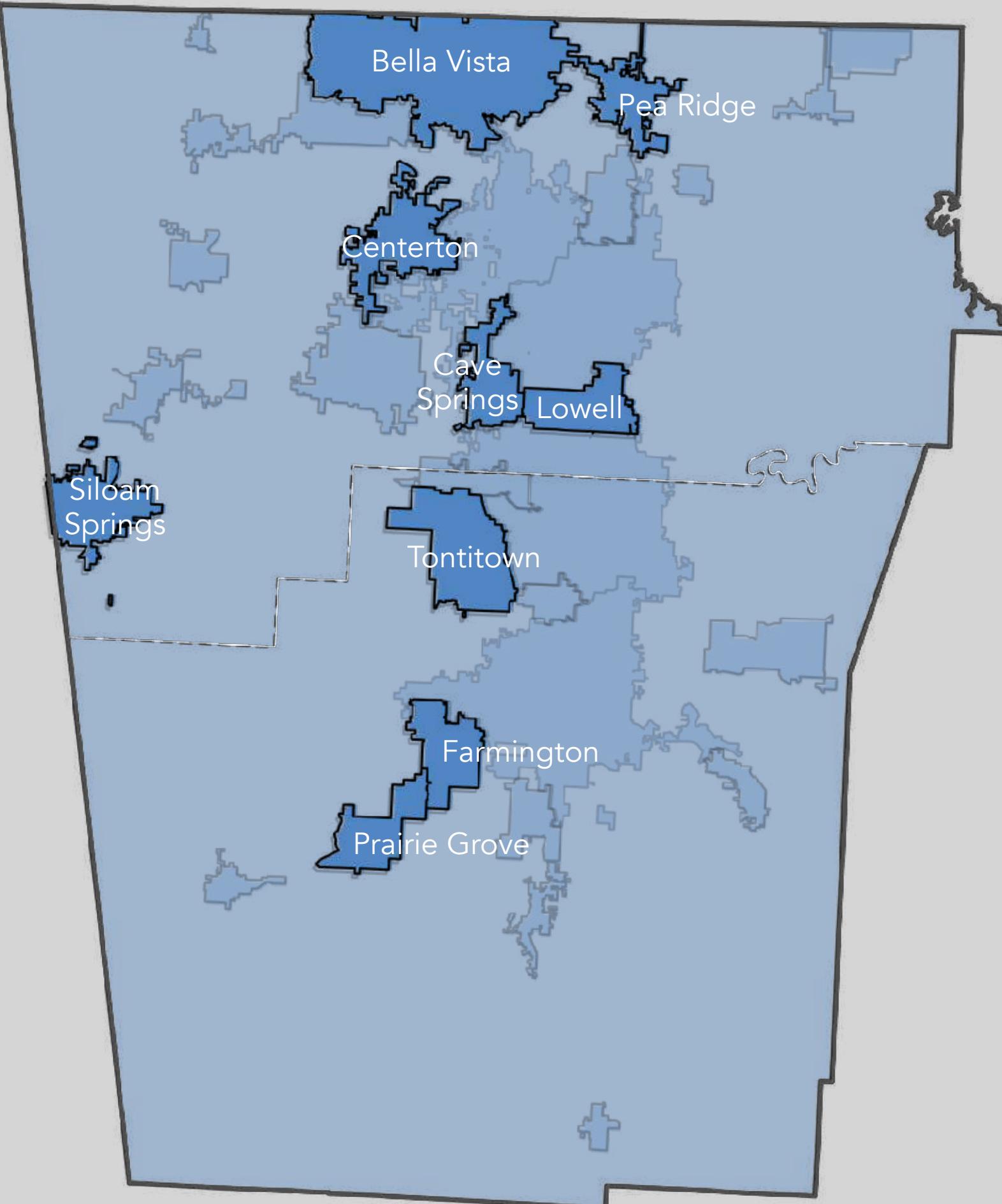
Regional Geography

Northwest AR

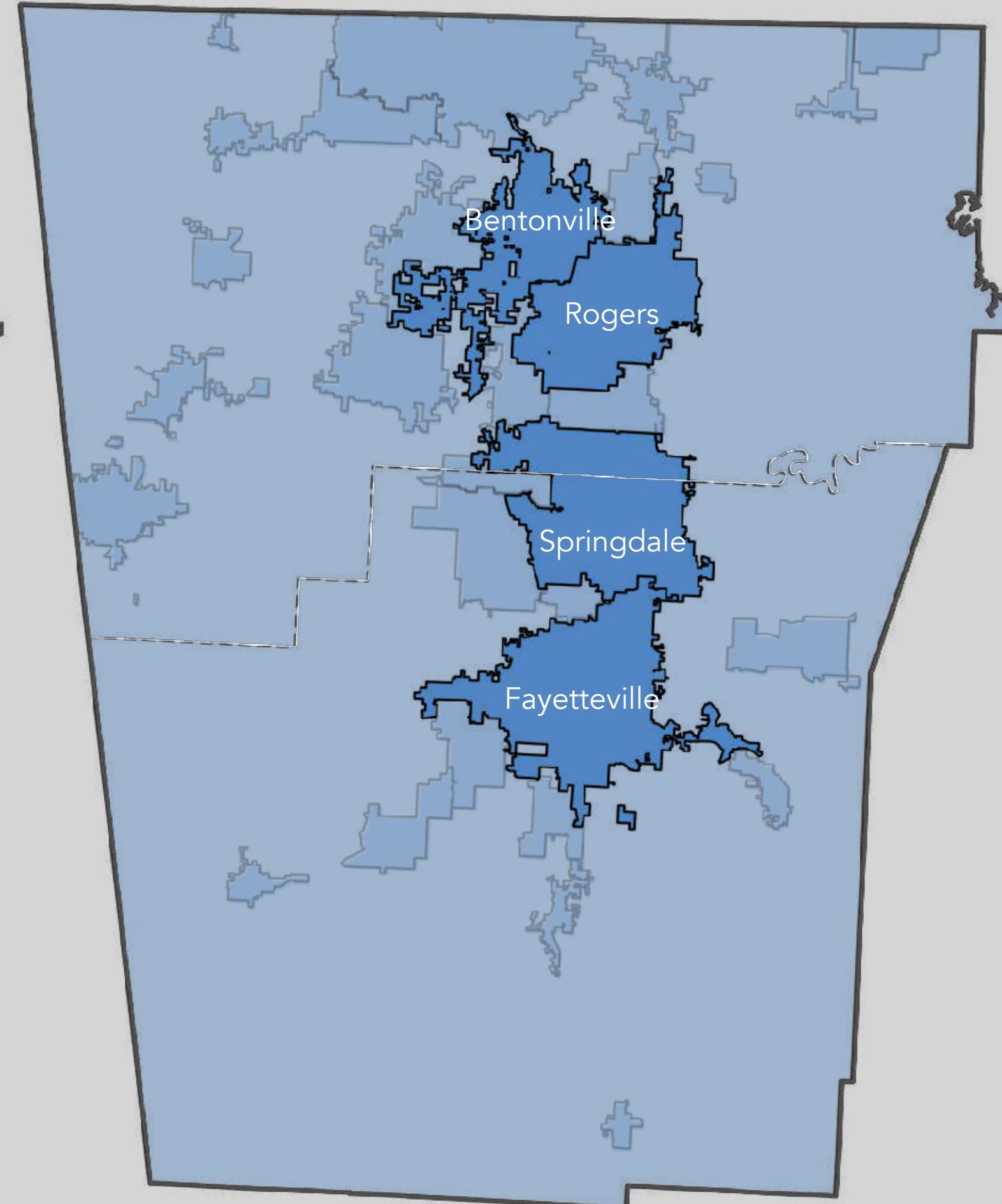
Small Communities



Medium Communities



Large Communities



Assessed Value Per Acre

Northwest AR

1,000 sq. mi

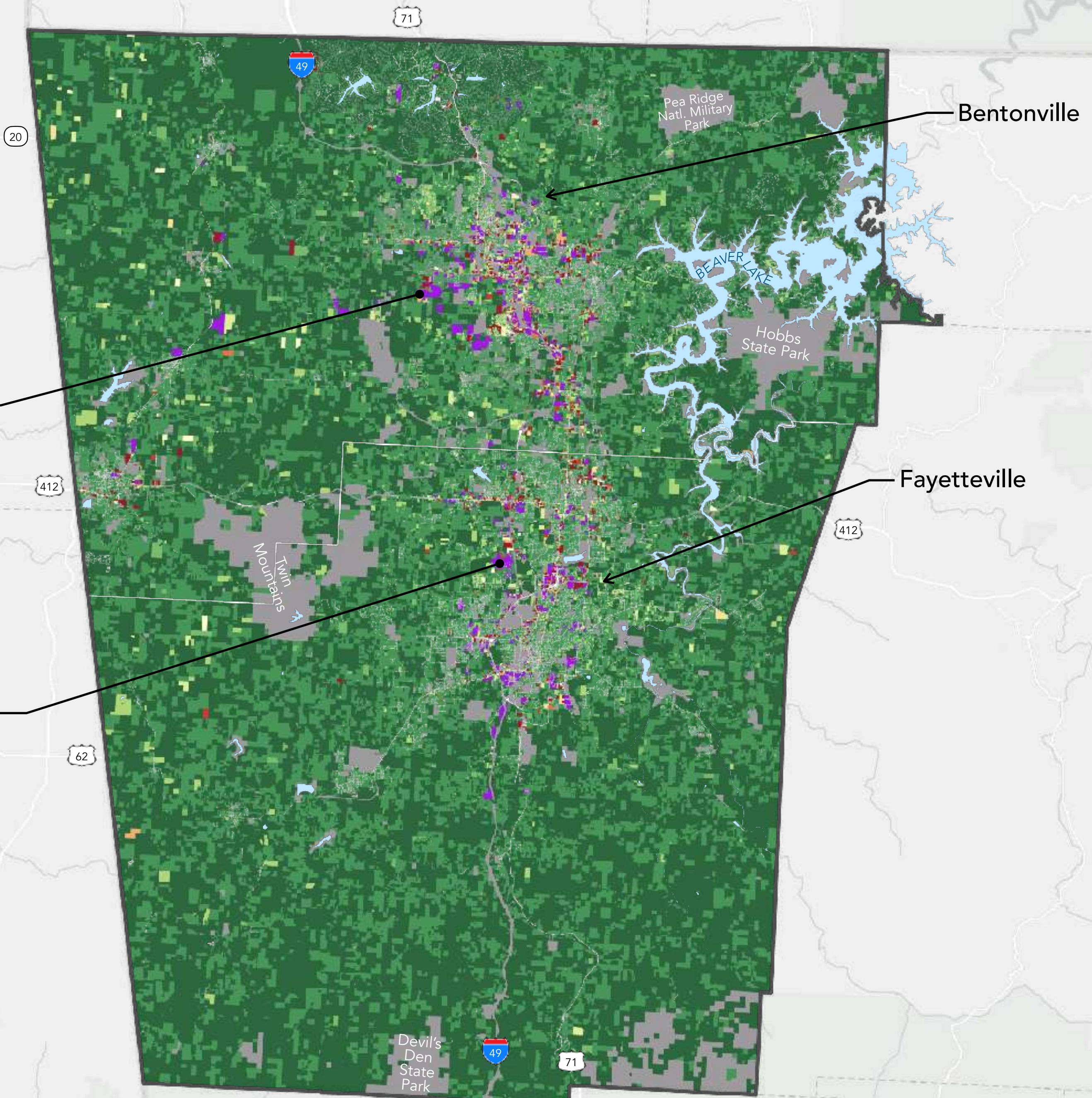
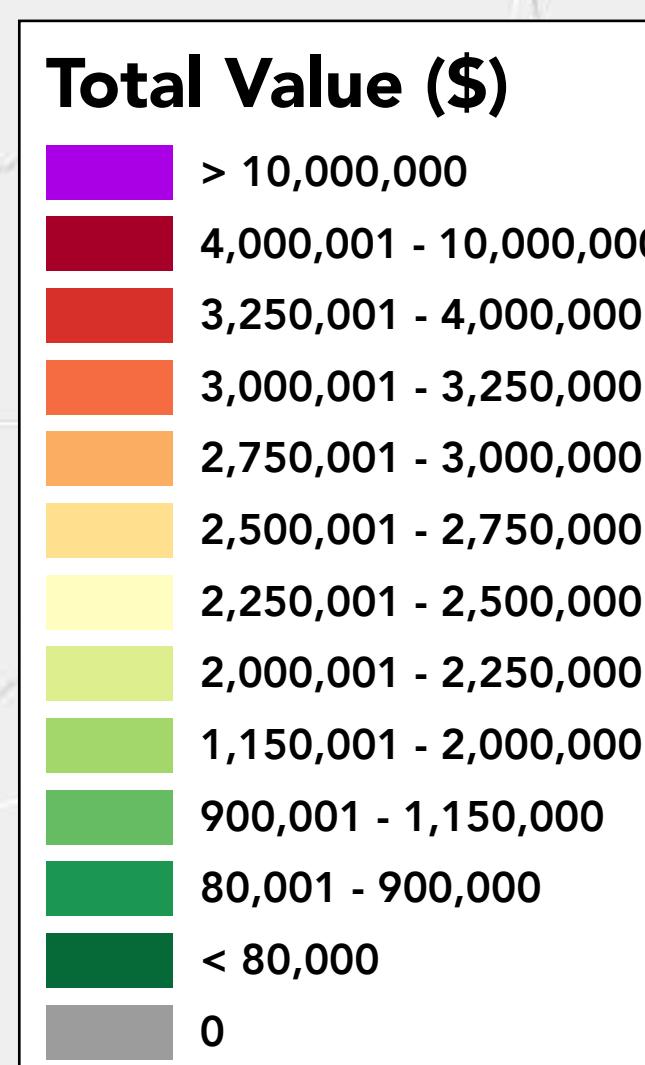
+ 800 sq. mi

= 1,800 sq. mi



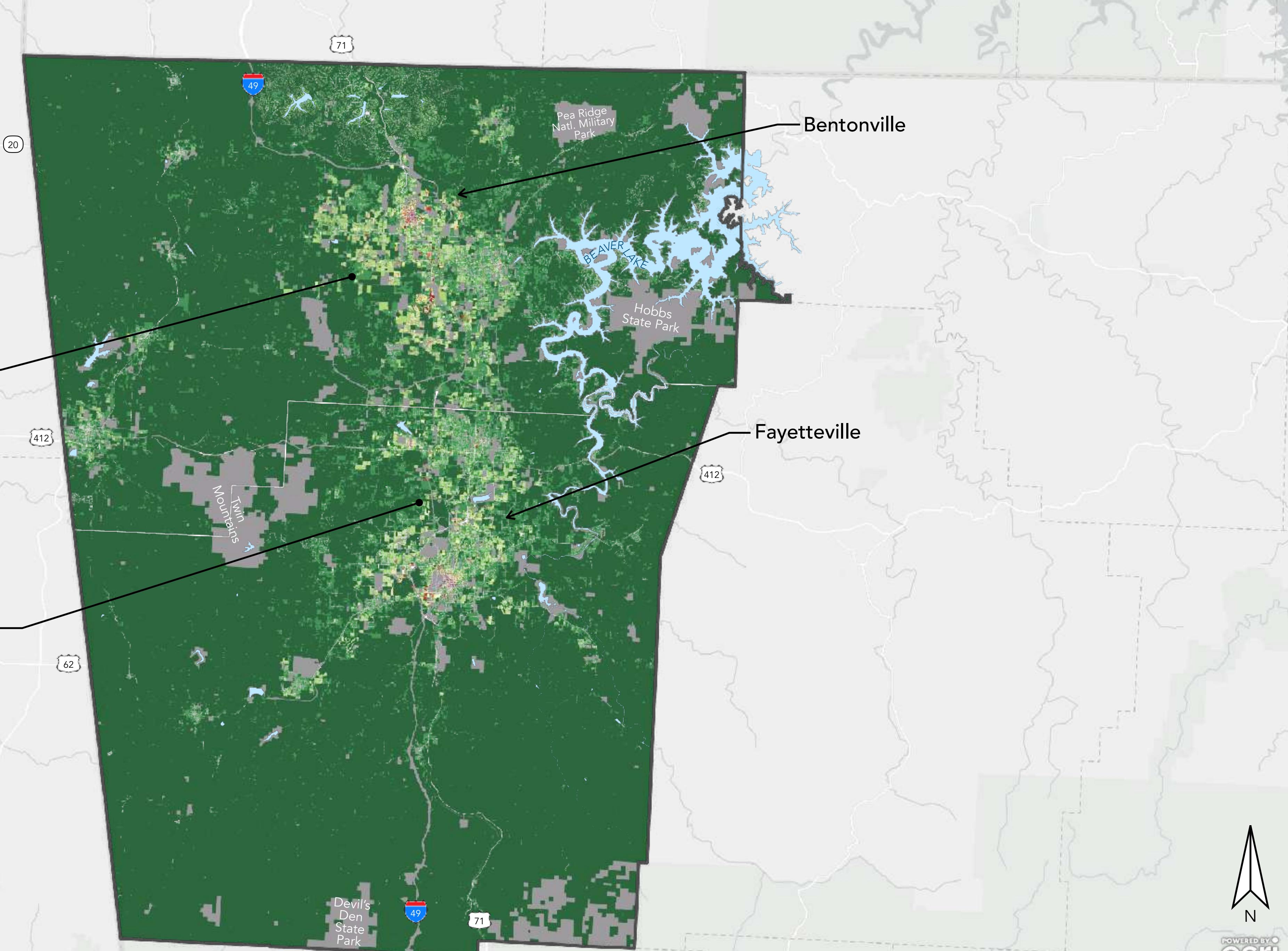
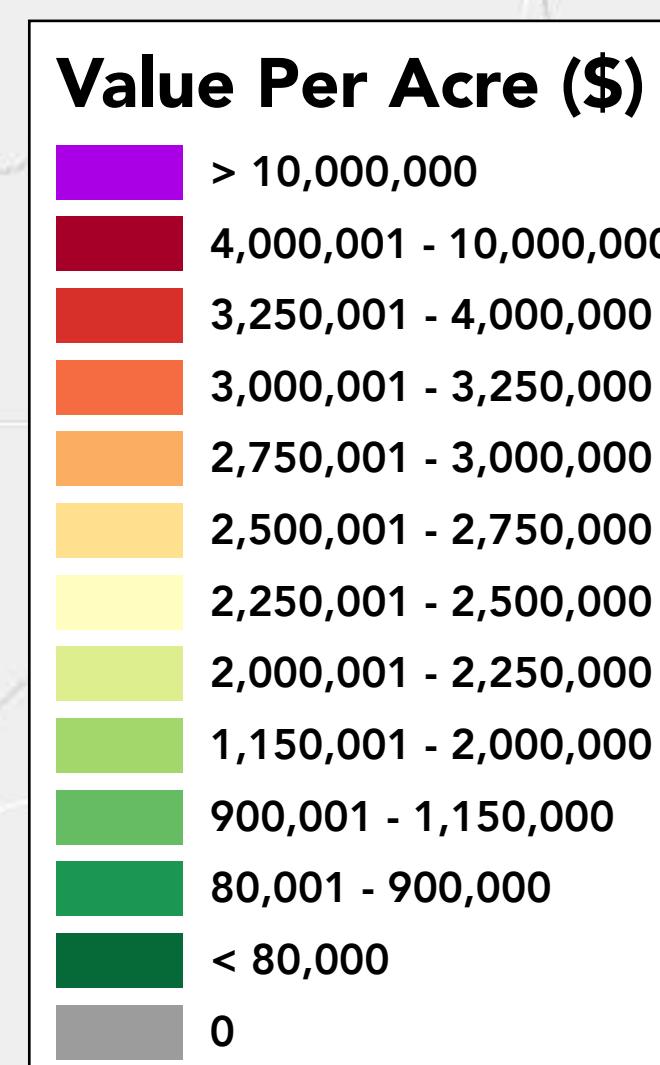
Total Assessed Value

Northwest AR



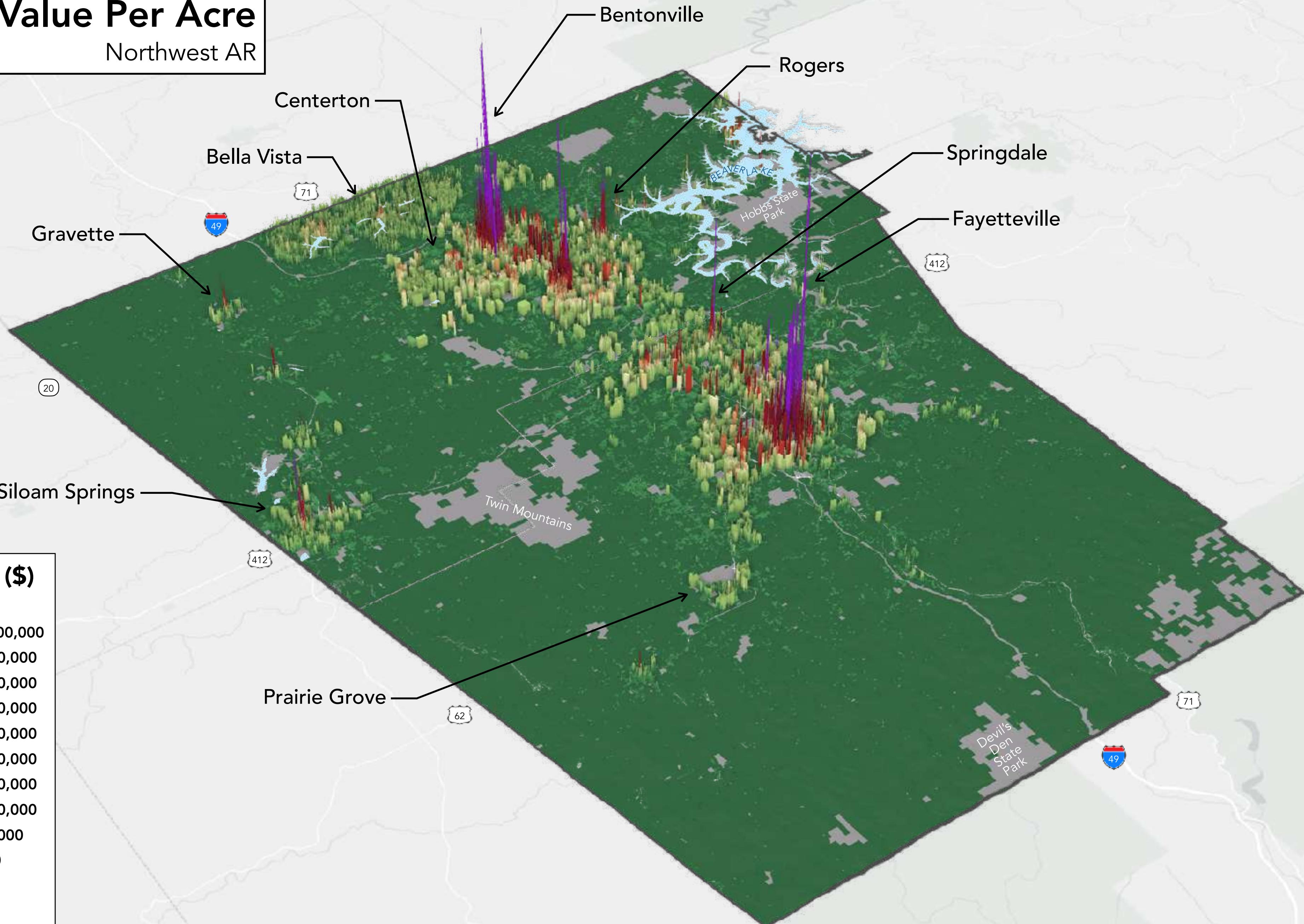
Assessed Value Per Acre

Northwest AR



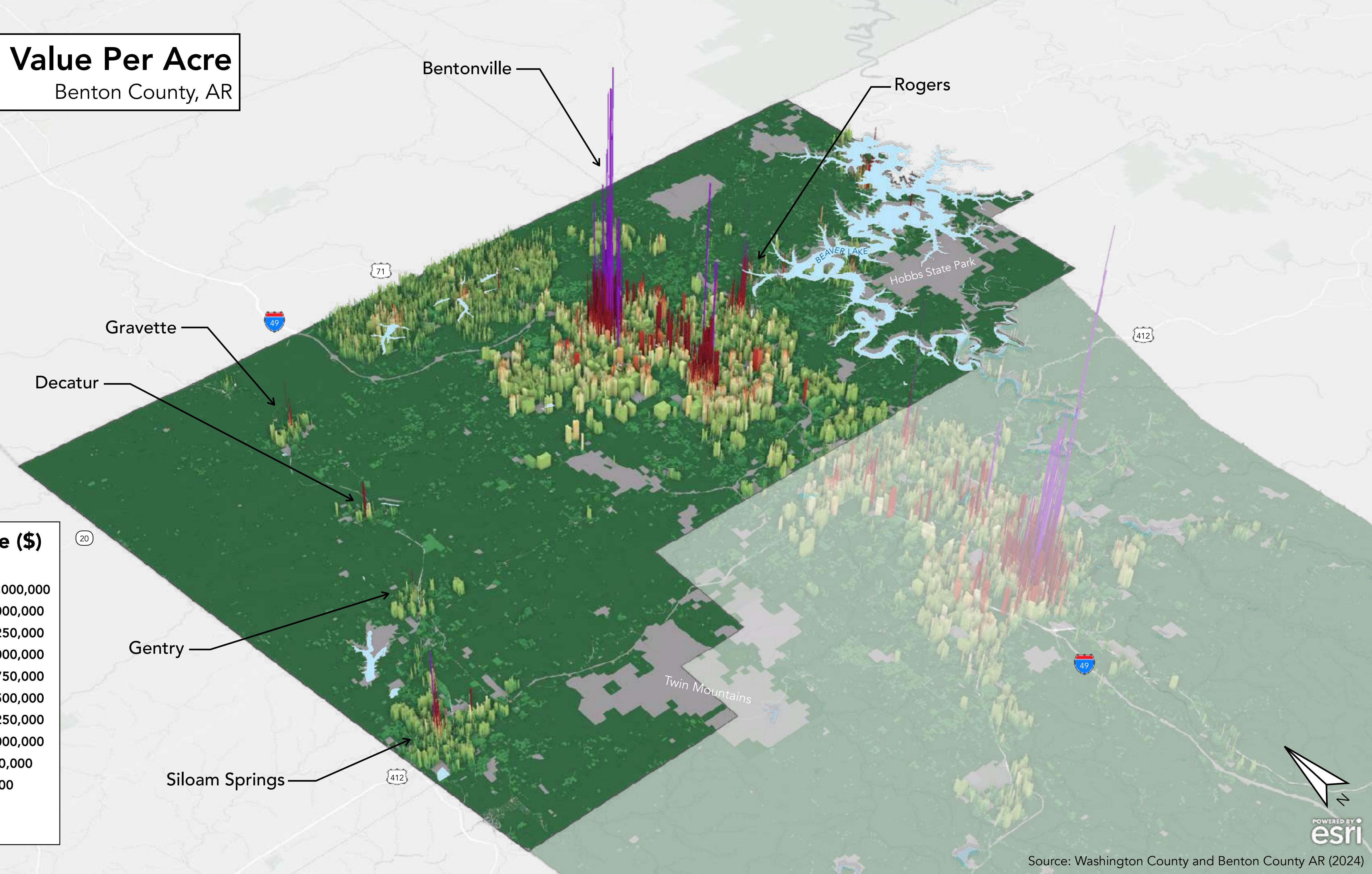
Assessed Value Per Acre

Northwest AR



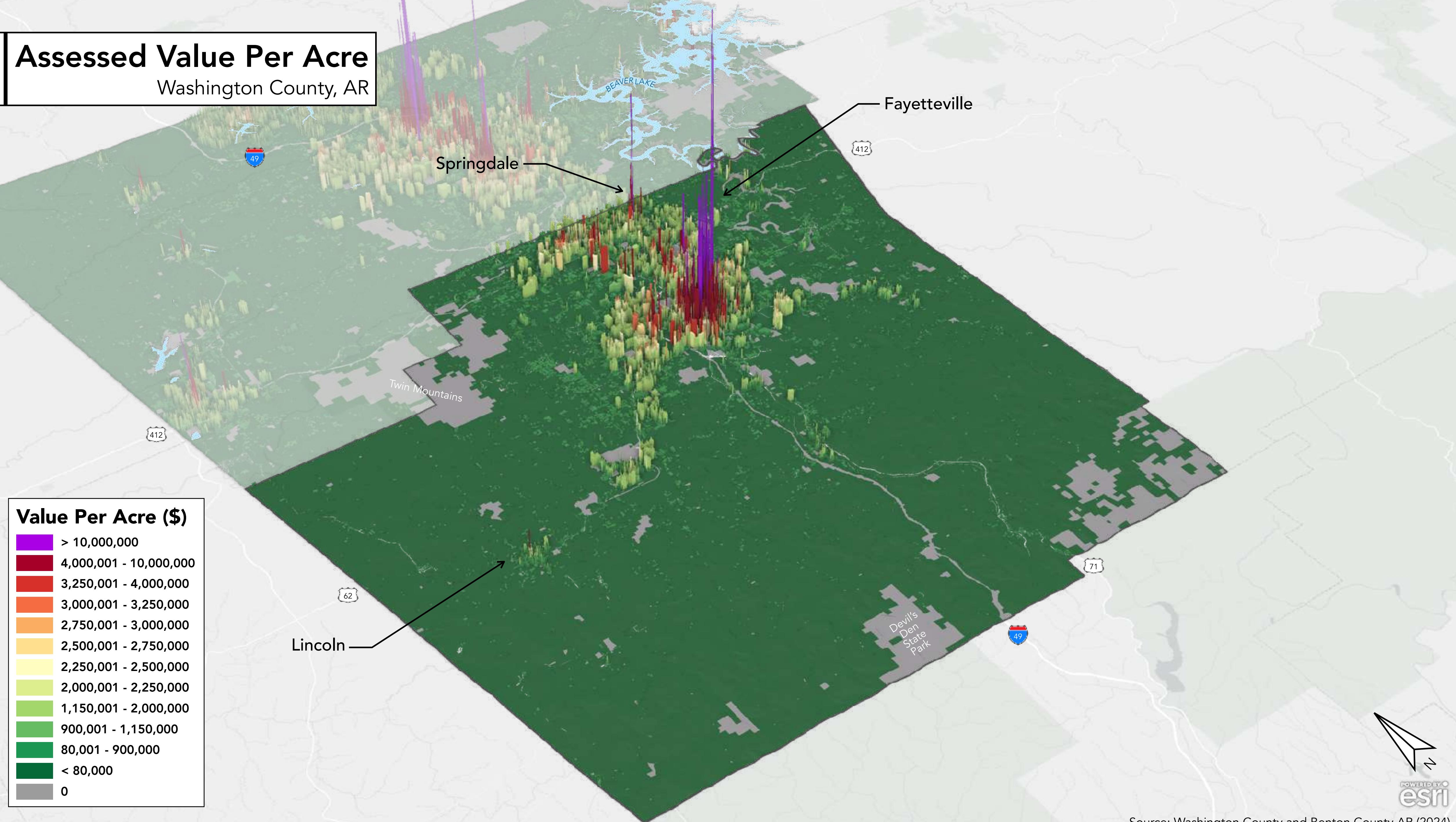
Assessed Value Per Acre

Benton County, AR



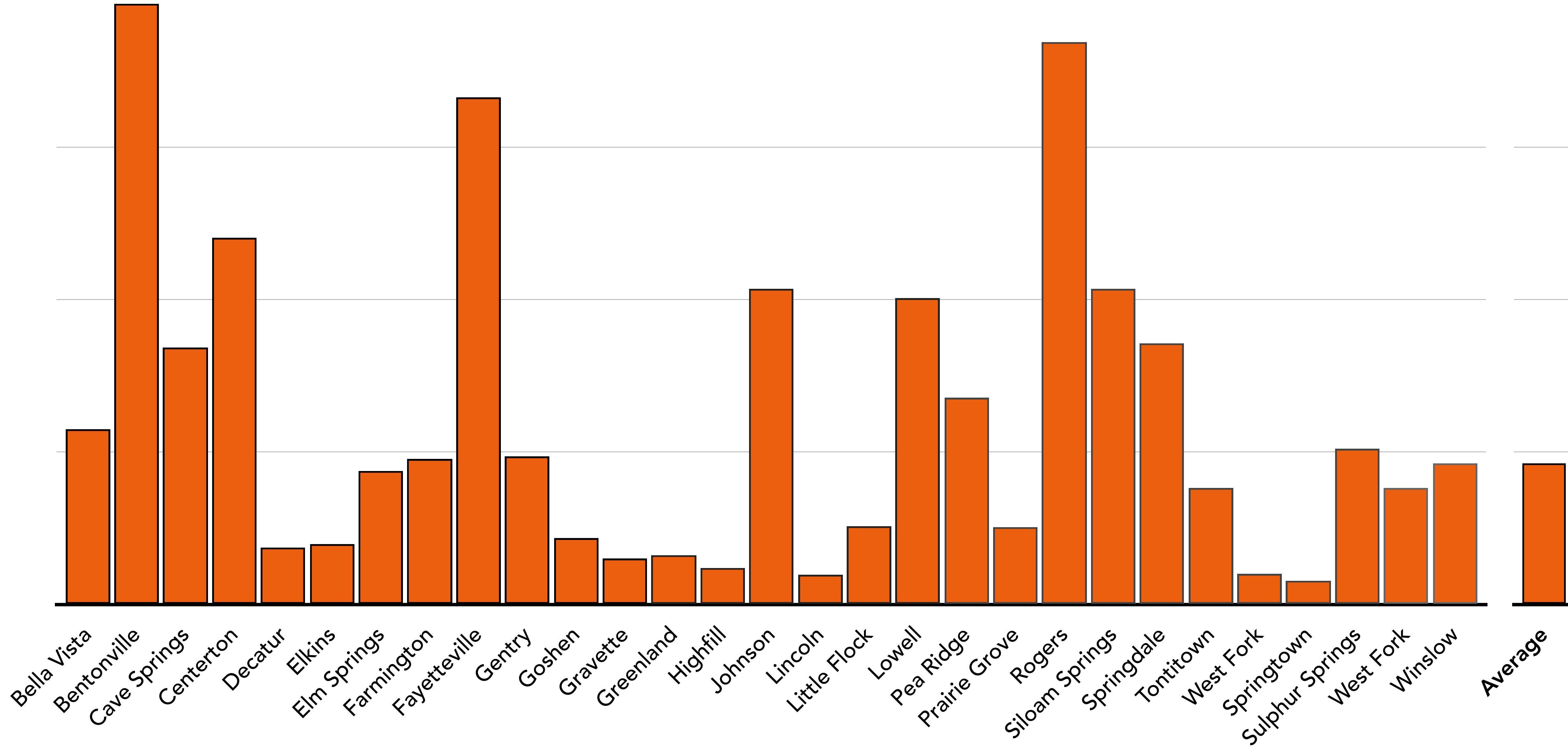
Assessed Value Per Acre

Washington County, AR



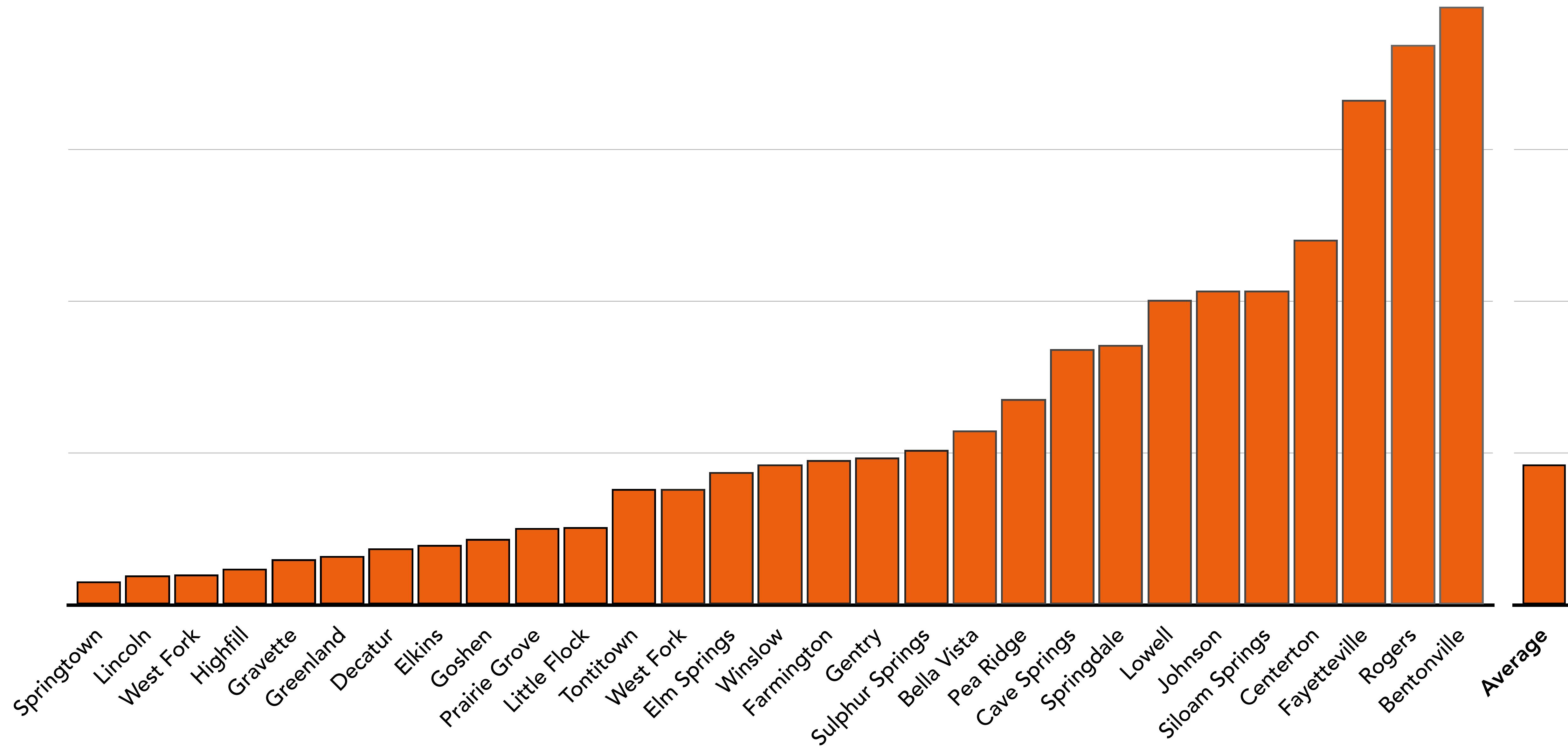
Average Value Per Acre

Northwest AR



Average Value Per Acre

Northwest AR



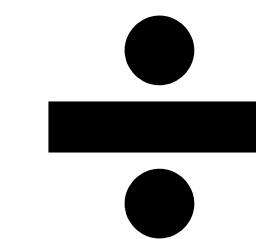
Productivity Ratio Math

Bentonville & Northwest AR

City of
Bentonville

Total
Value

\$12.1B



Northwest Arkansas
(Benton + Washington Counties)

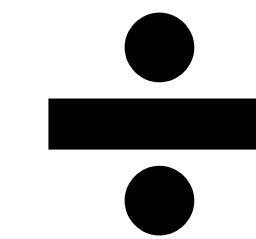
\$86.1B

= 0.140

8.2

Taxable
Acres

17,700 acres



1,029,000 acres

= 0.017

1

Productivity Ratio Math

Bentonville & Northwest AR

- Region
- Bentonville

Total
Value

Bentonville
only ate 1.7% of
the region's
pizza...

...but it paid
for 14% of the
pizza!

Taxable
Acres



= 0.140

=====

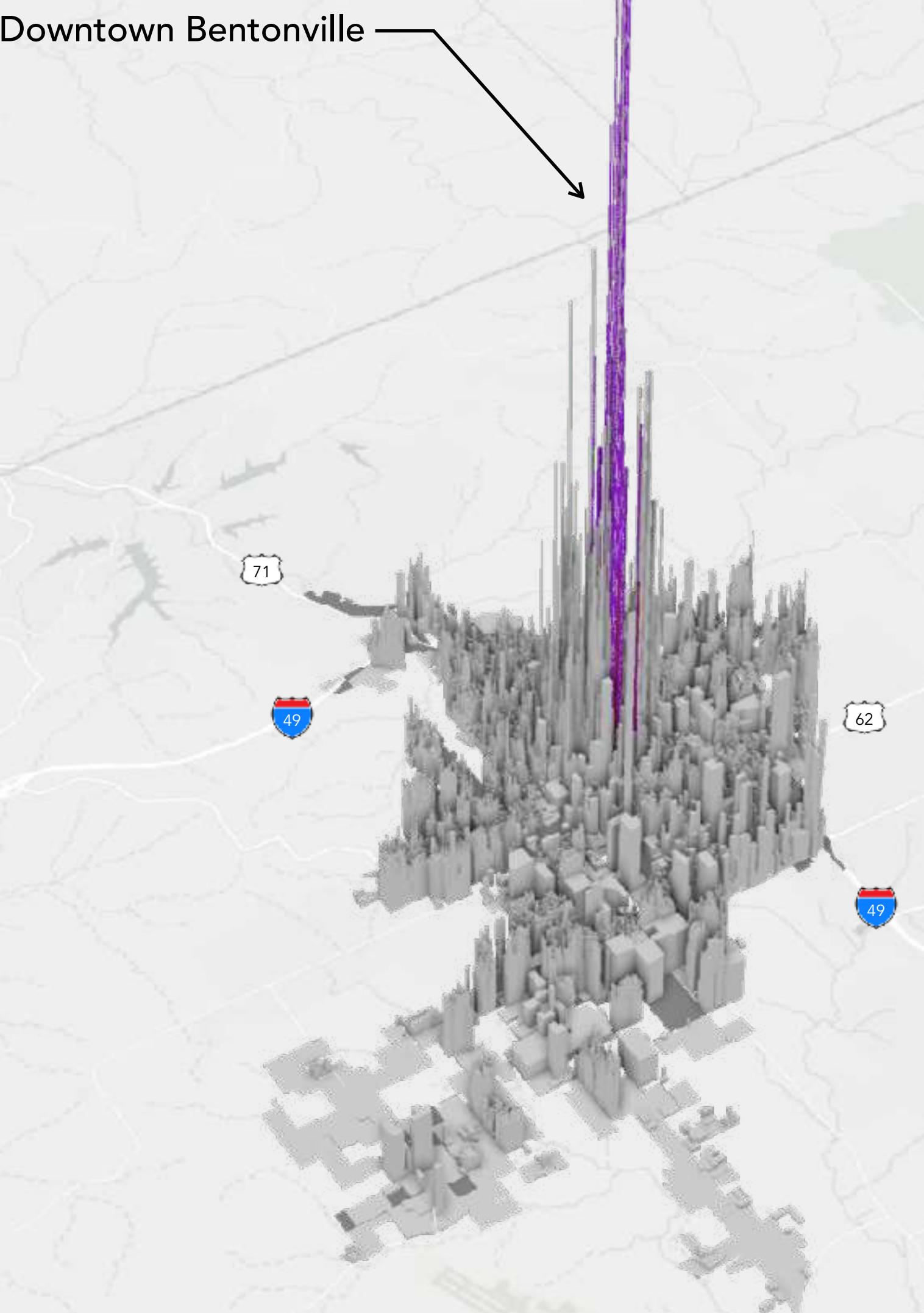
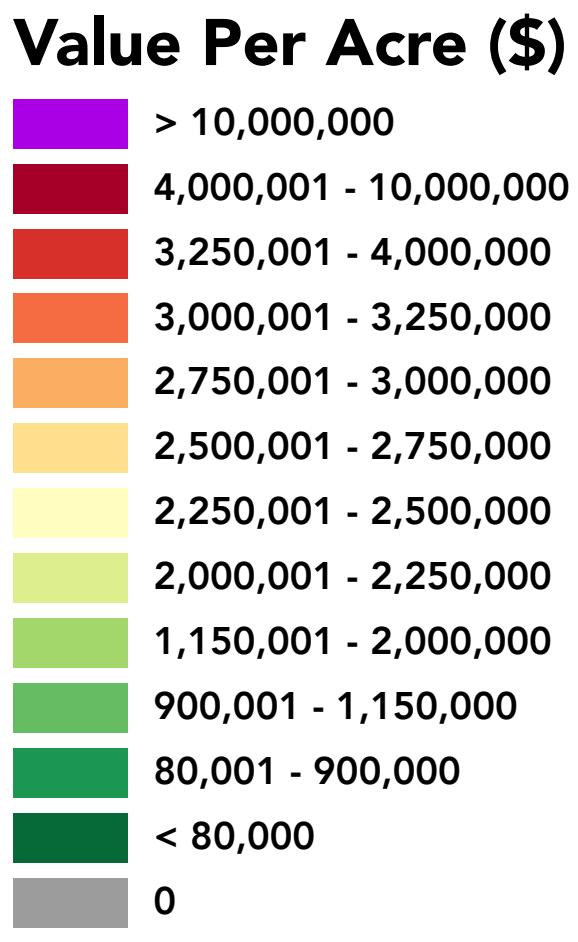
= 0.017

=====

1

Productivity

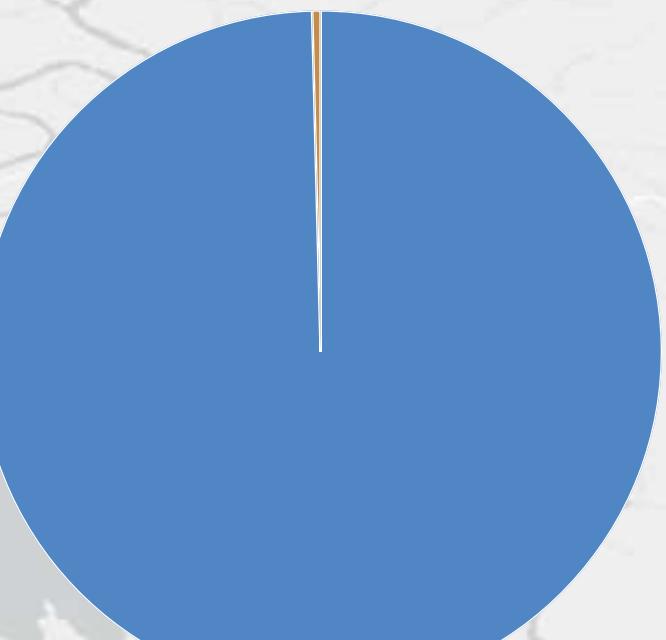
Downtown Bentonville vs. City of Bentonville, AR



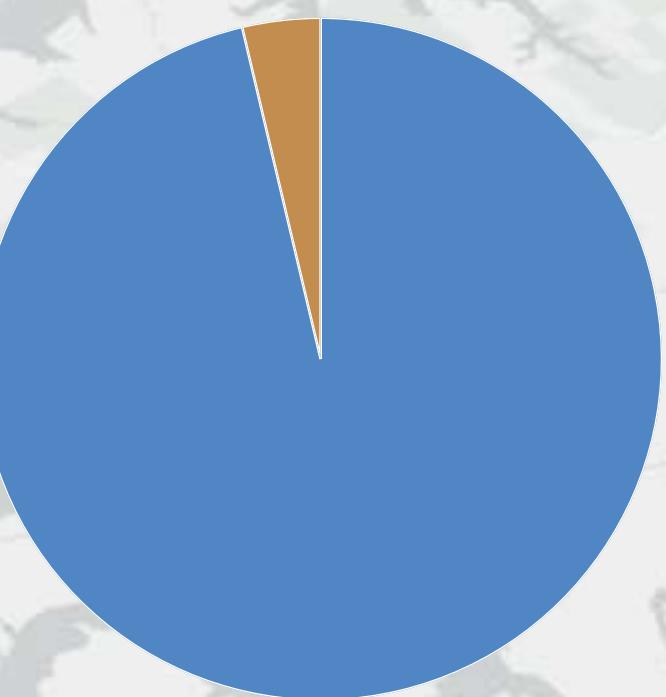
8.7X

Downtown Bentonville's taxable value is **8.7 times greater** than the amount of City area it takes up.

Taxable Acres

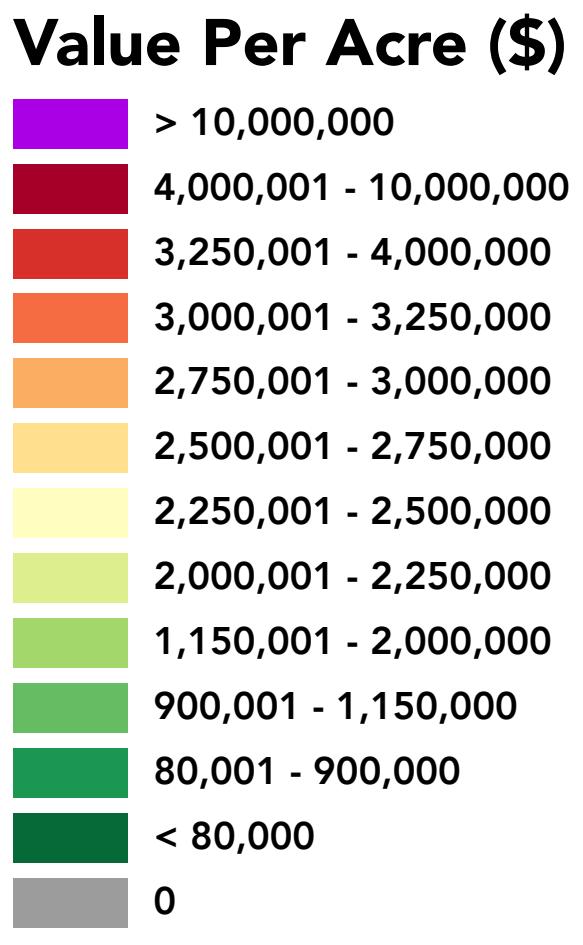


Total Value



Productivity

Downtown Fayetteville vs. City of Fayetteville, AR

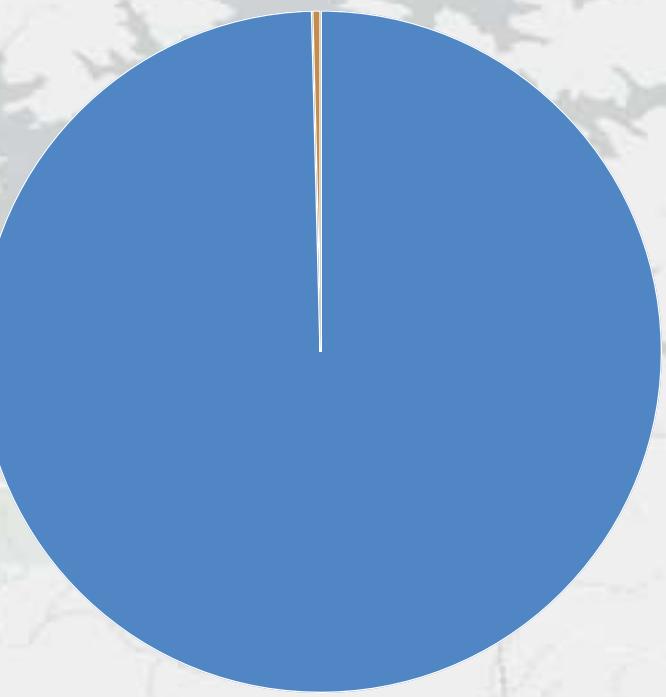


6.4X

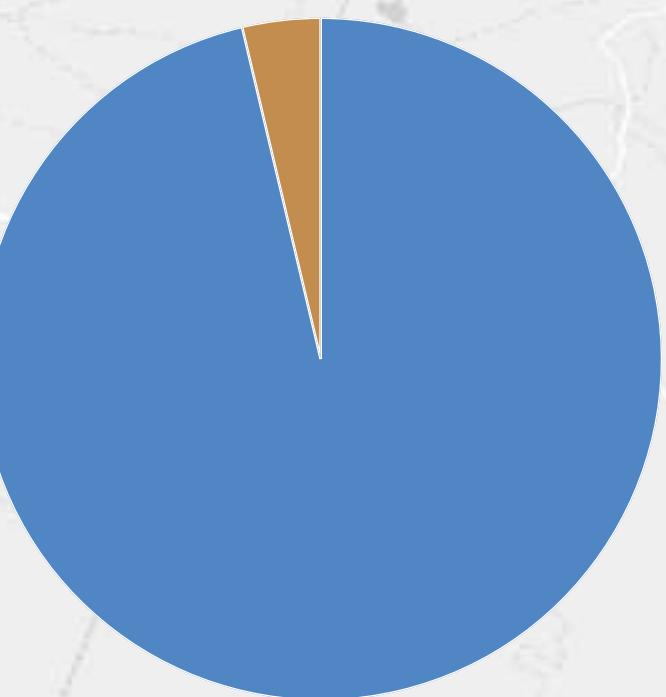
Downtown Fayetteville's taxable value is **6.4 times greater** than the amount of City area it takes up.

Downtown Fayetteville

Taxable Acres



Total Value

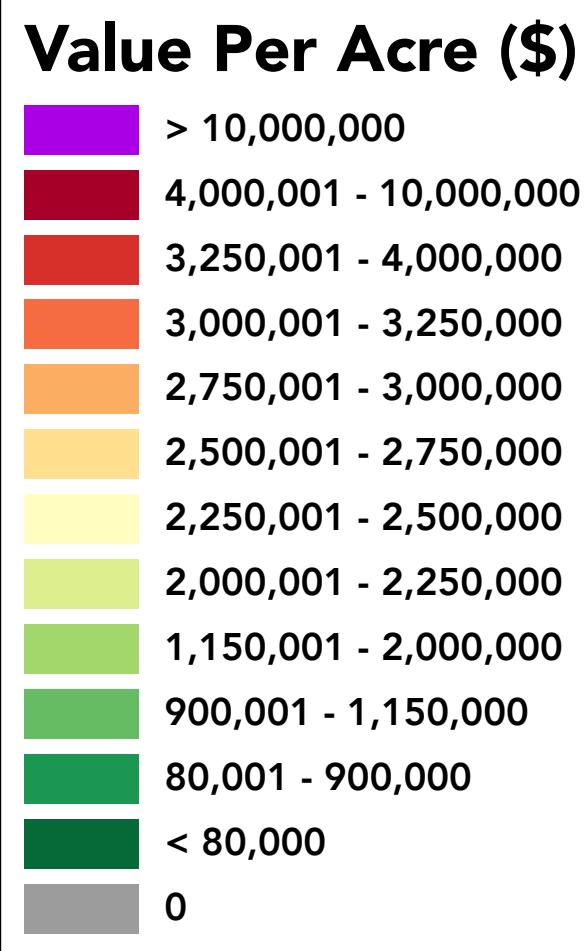


● City ● Downtown



Productivity

Downtown Siloam Springs vs. City of Siloam Springs, AR



5.8X

Downtown Siloam Springs' taxable value is **5.8⁷ times greater** than the amount of City area it takes up.

Downtown Siloam Springs

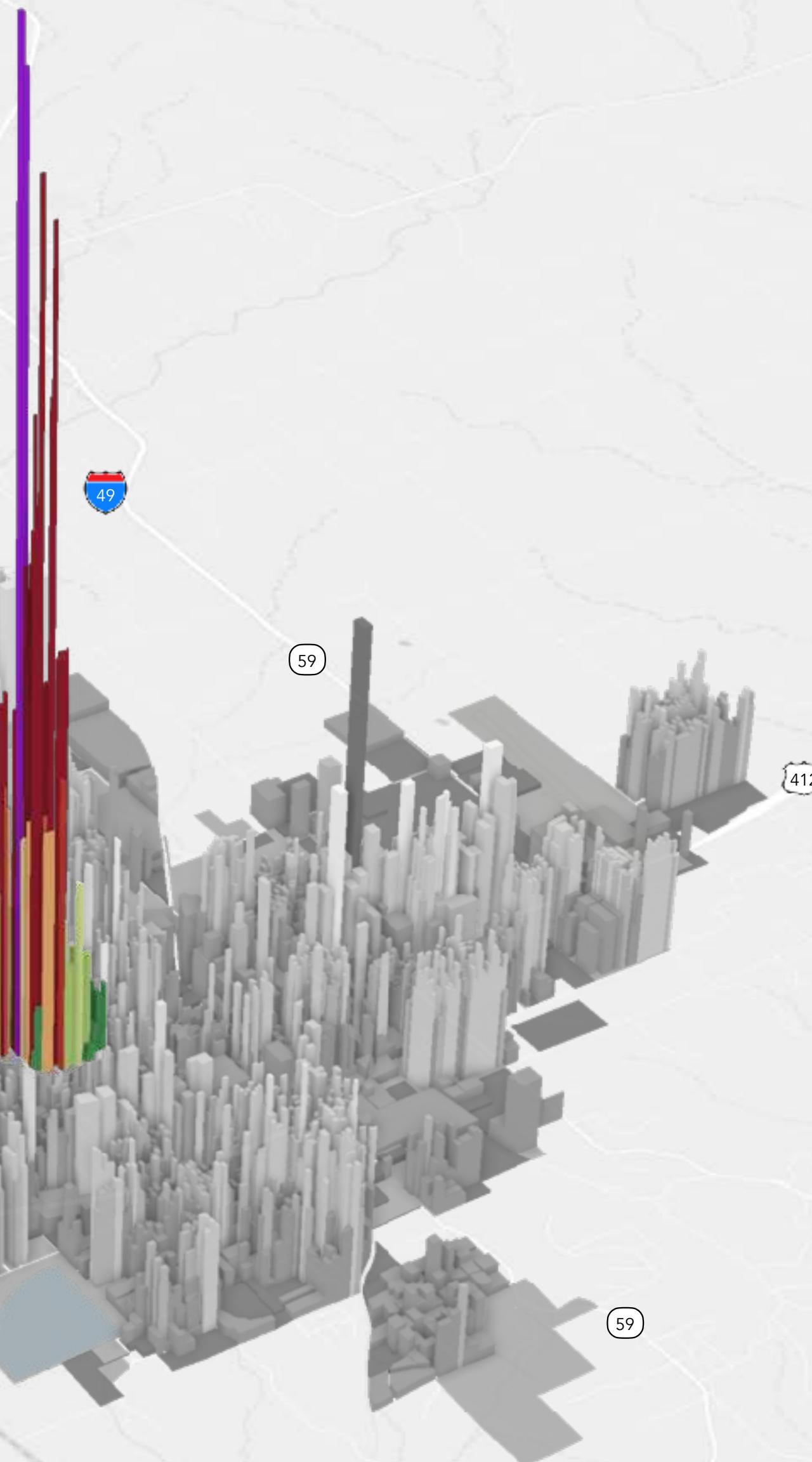
LAKE FLINT CREEK

412

59

412

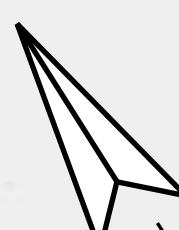
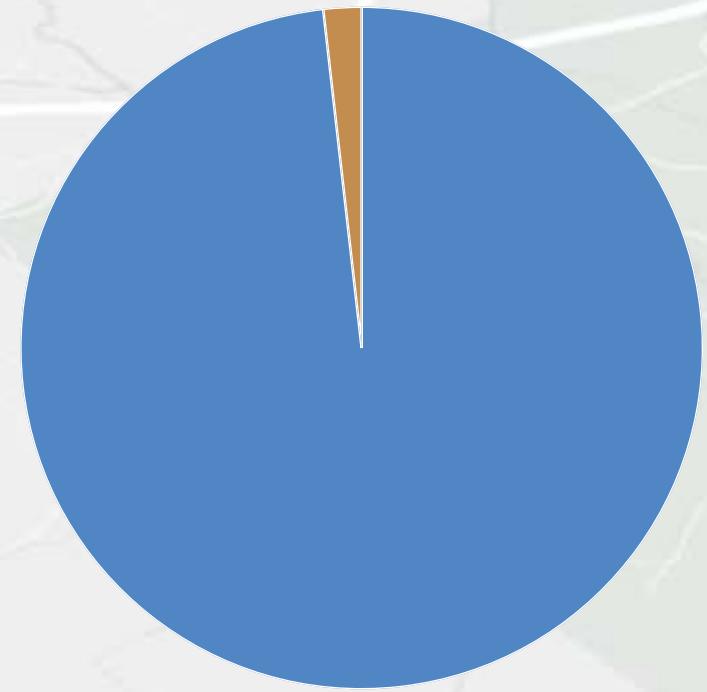
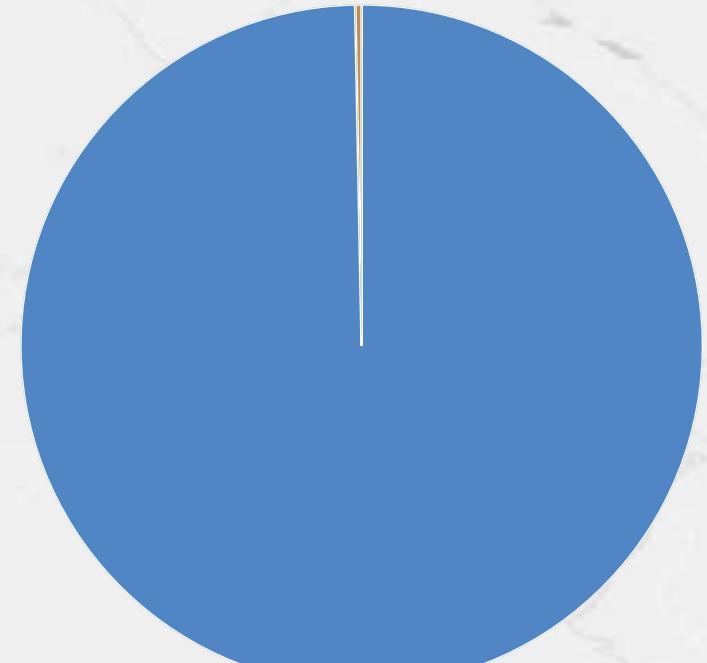
59



Taxable Acres

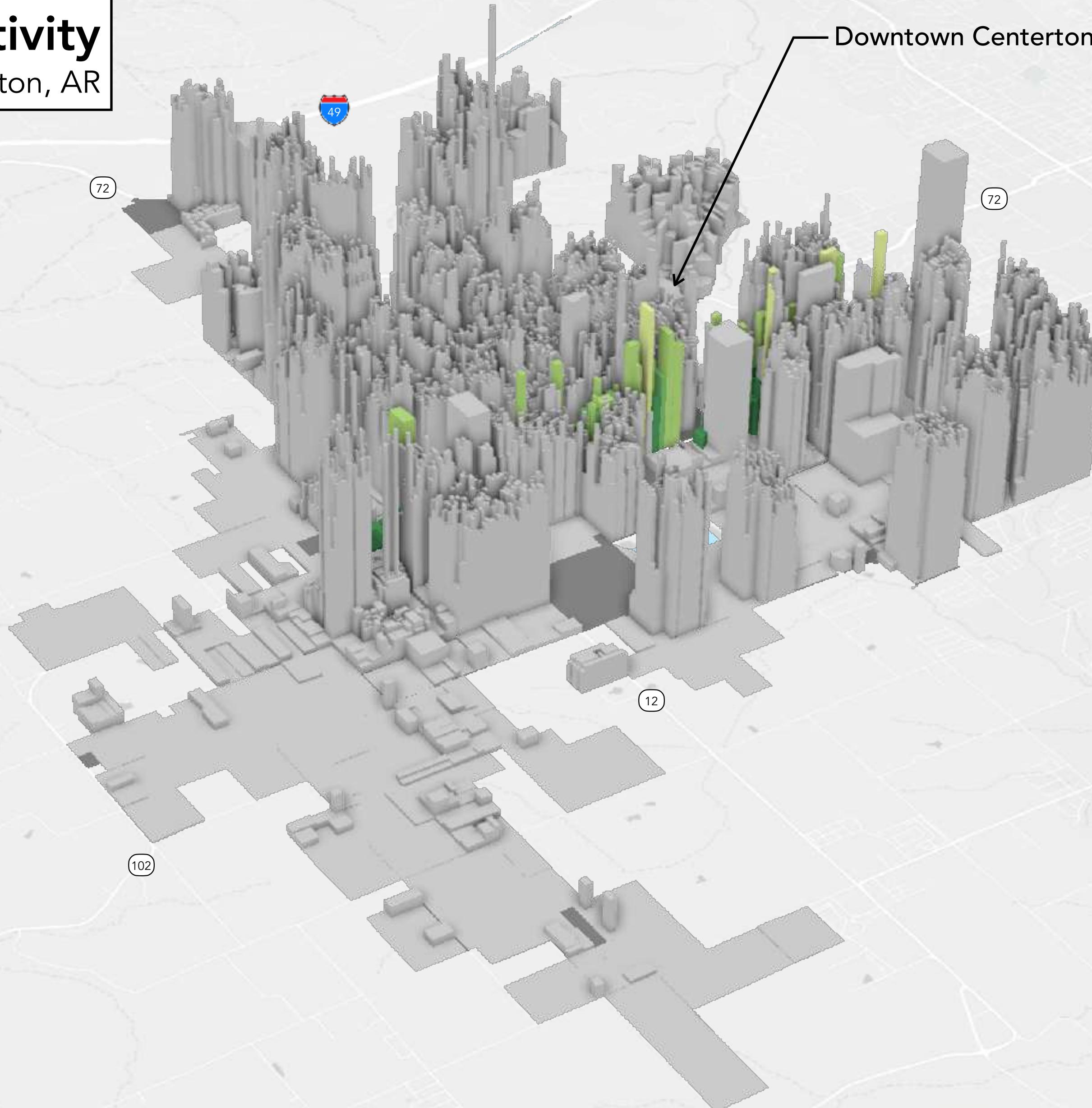
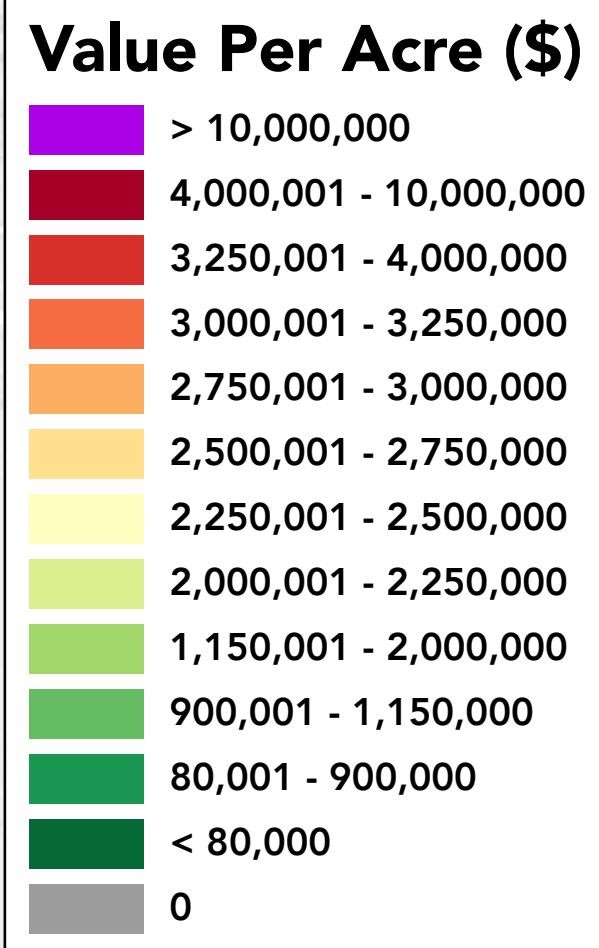
Total Value

City Downtown



Productivity

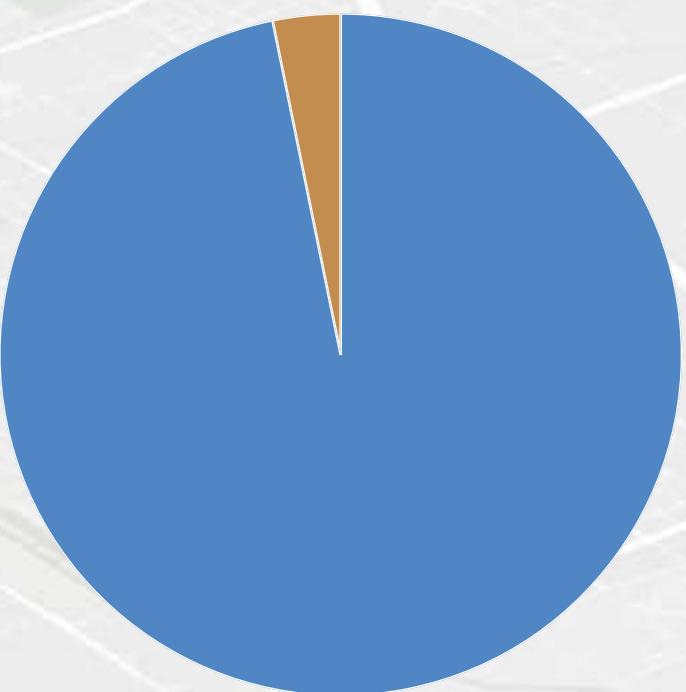
Downtown Centerton vs. City of Centerton, AR



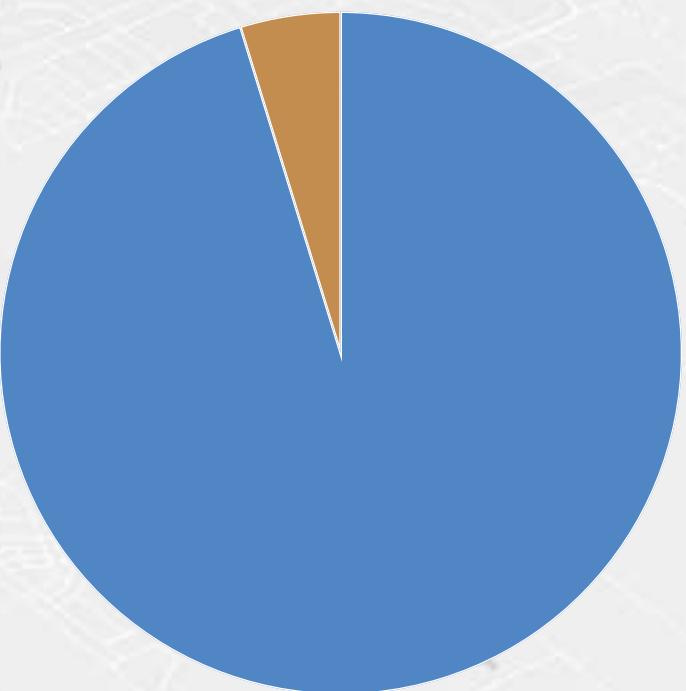
1.5X

Downtown Centerton's taxable value is **1.5 times greater** than the amount of City area it takes up.

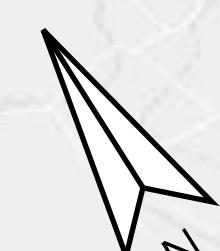
Taxable Acres



Total Value

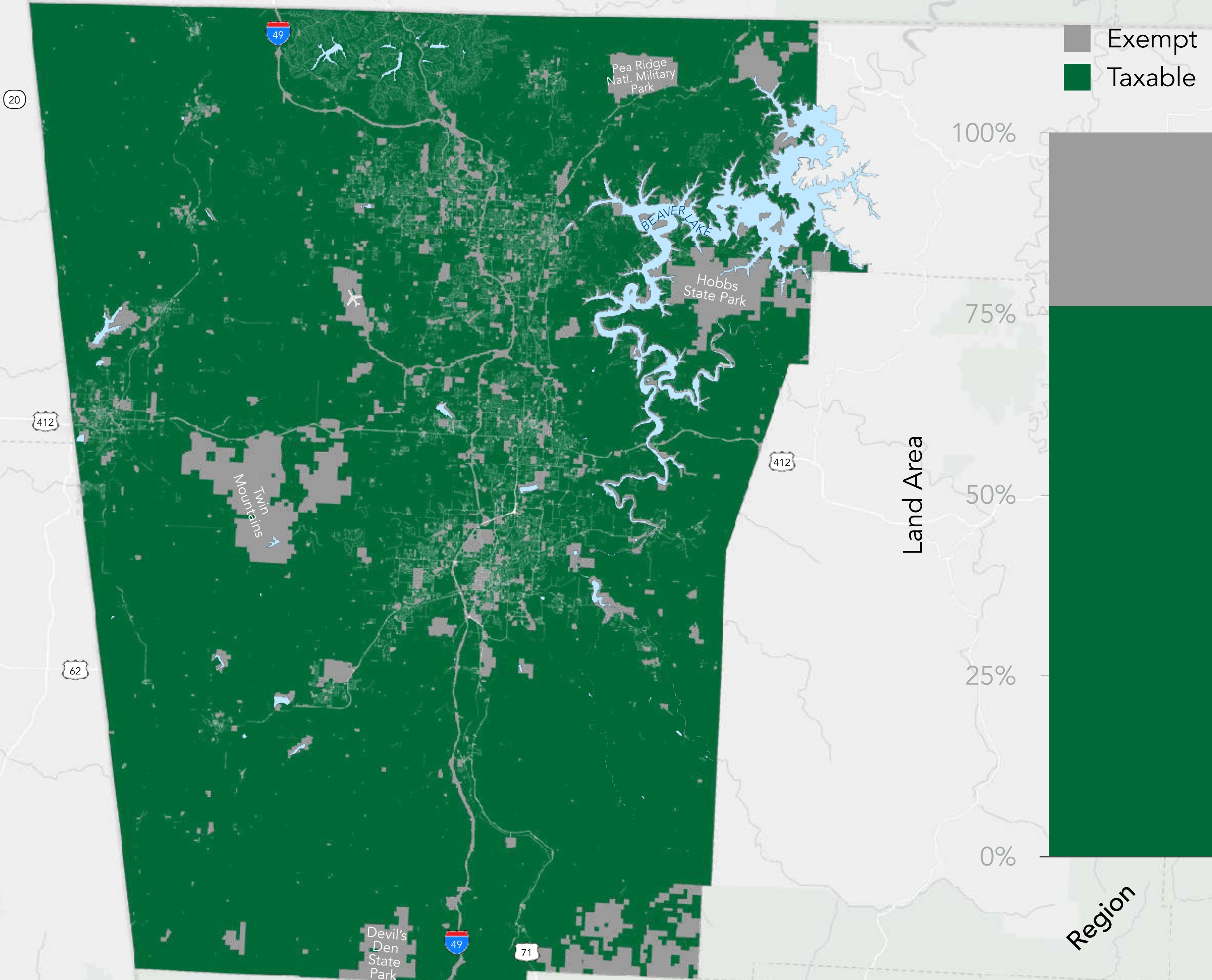


● City ● Downtown



Taxable vs. Exempt

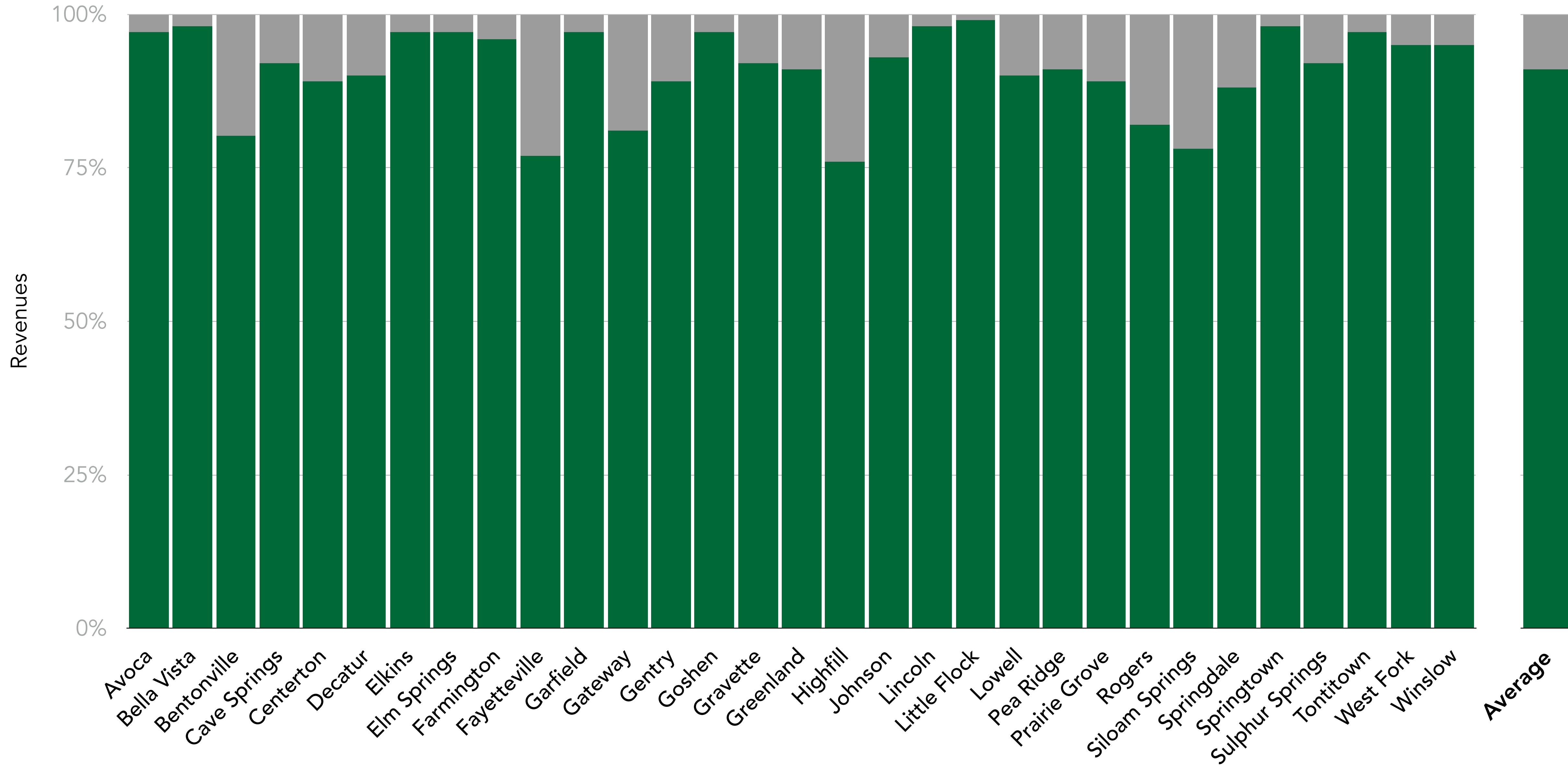
Northwest AR



Taxable vs. Exempt

Northwest AR

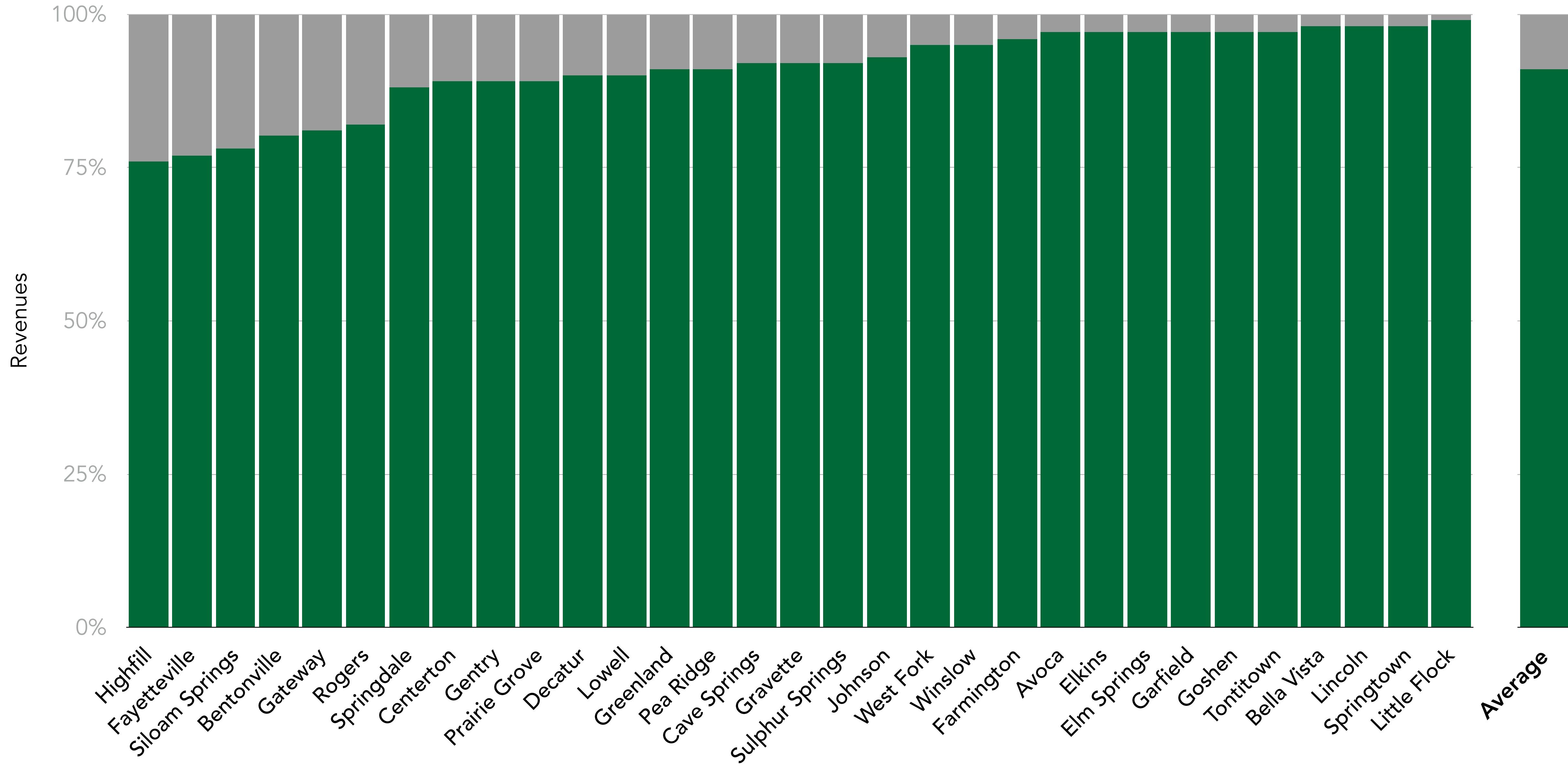
Exempt
Taxable



Taxable vs. Exempt

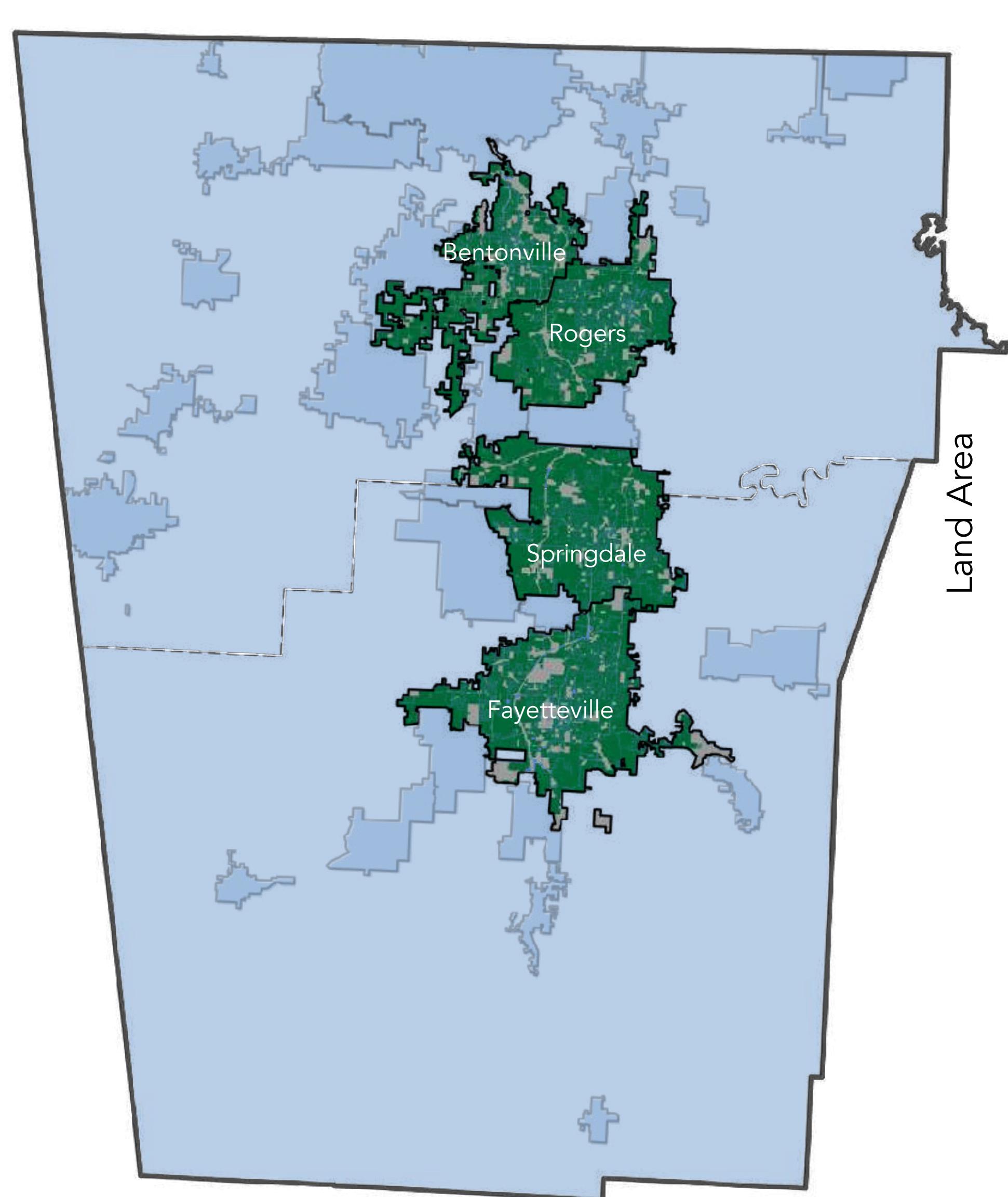
Northwest AR

Exempt
Taxable

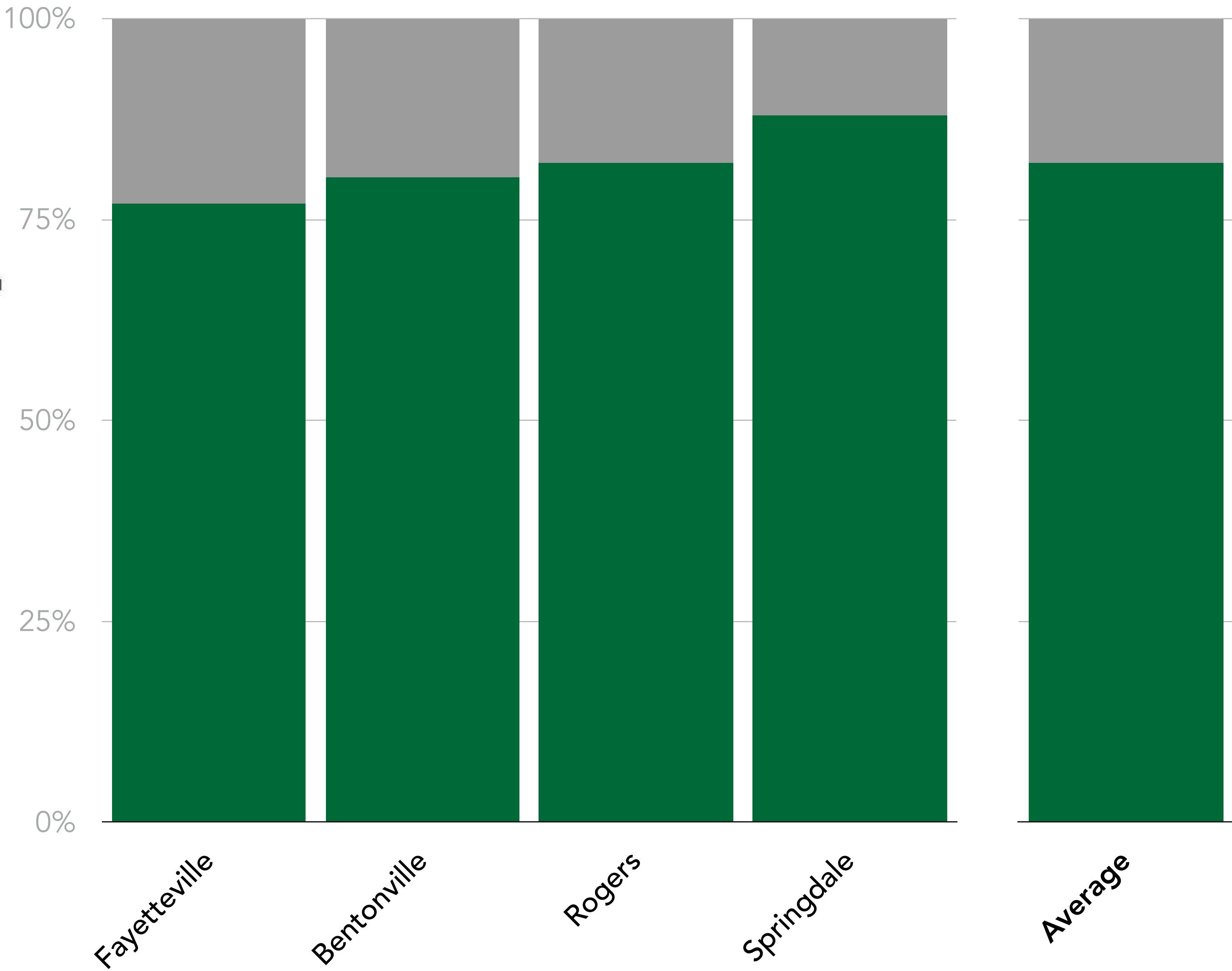


Taxable vs. Exempt: Large Communities

Cities vs. Region of Northwest AR

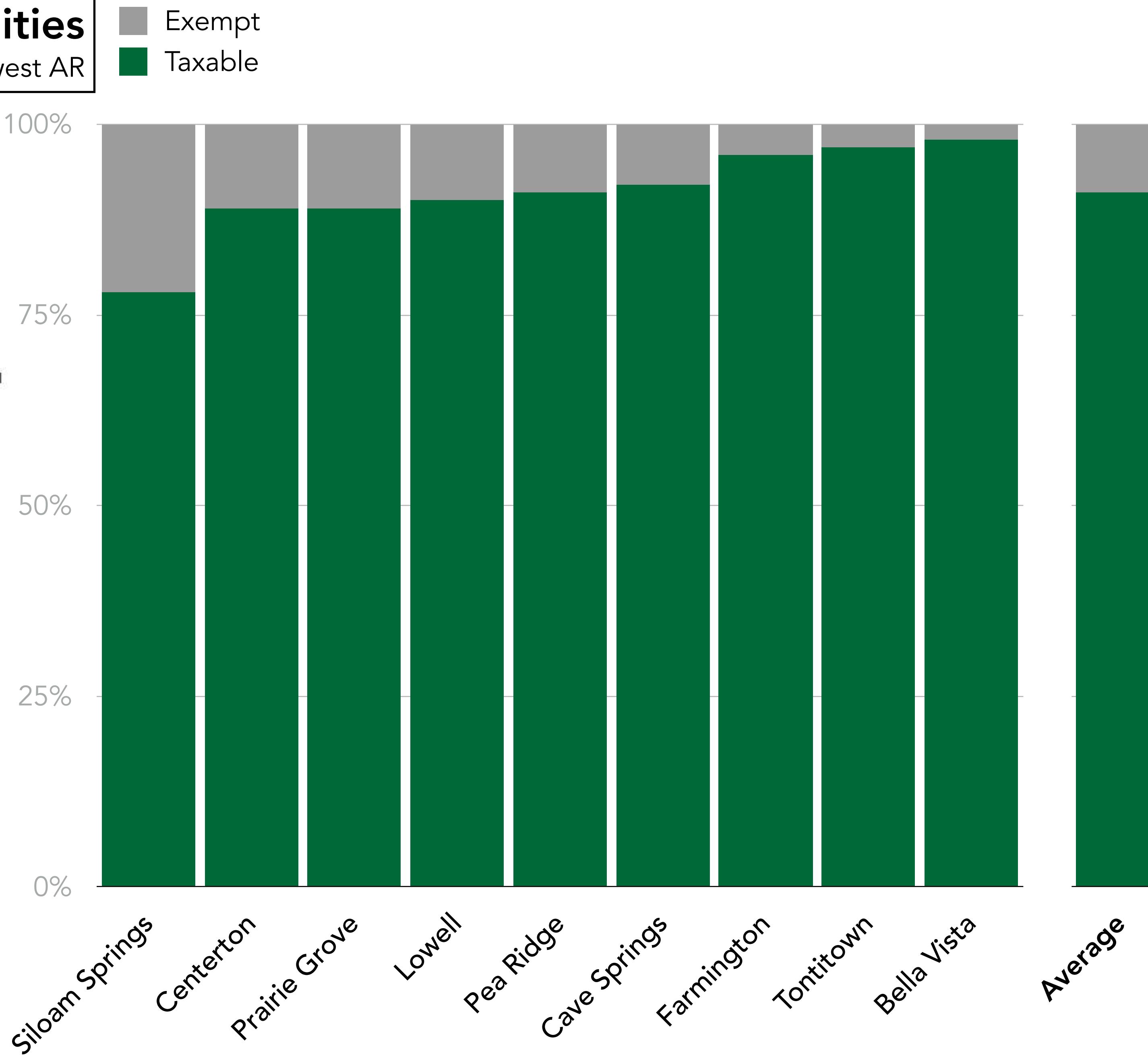
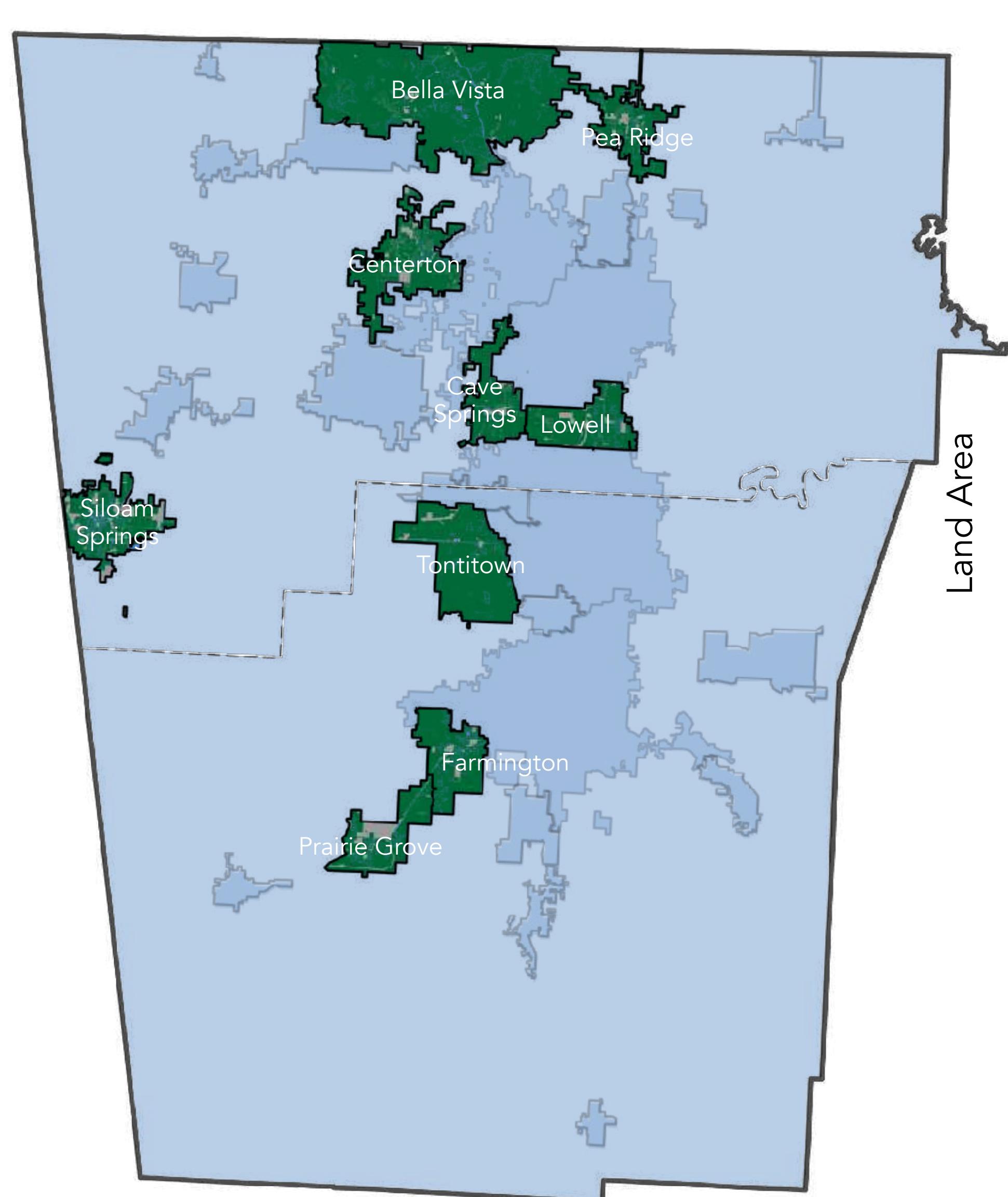


Exempt
Taxable



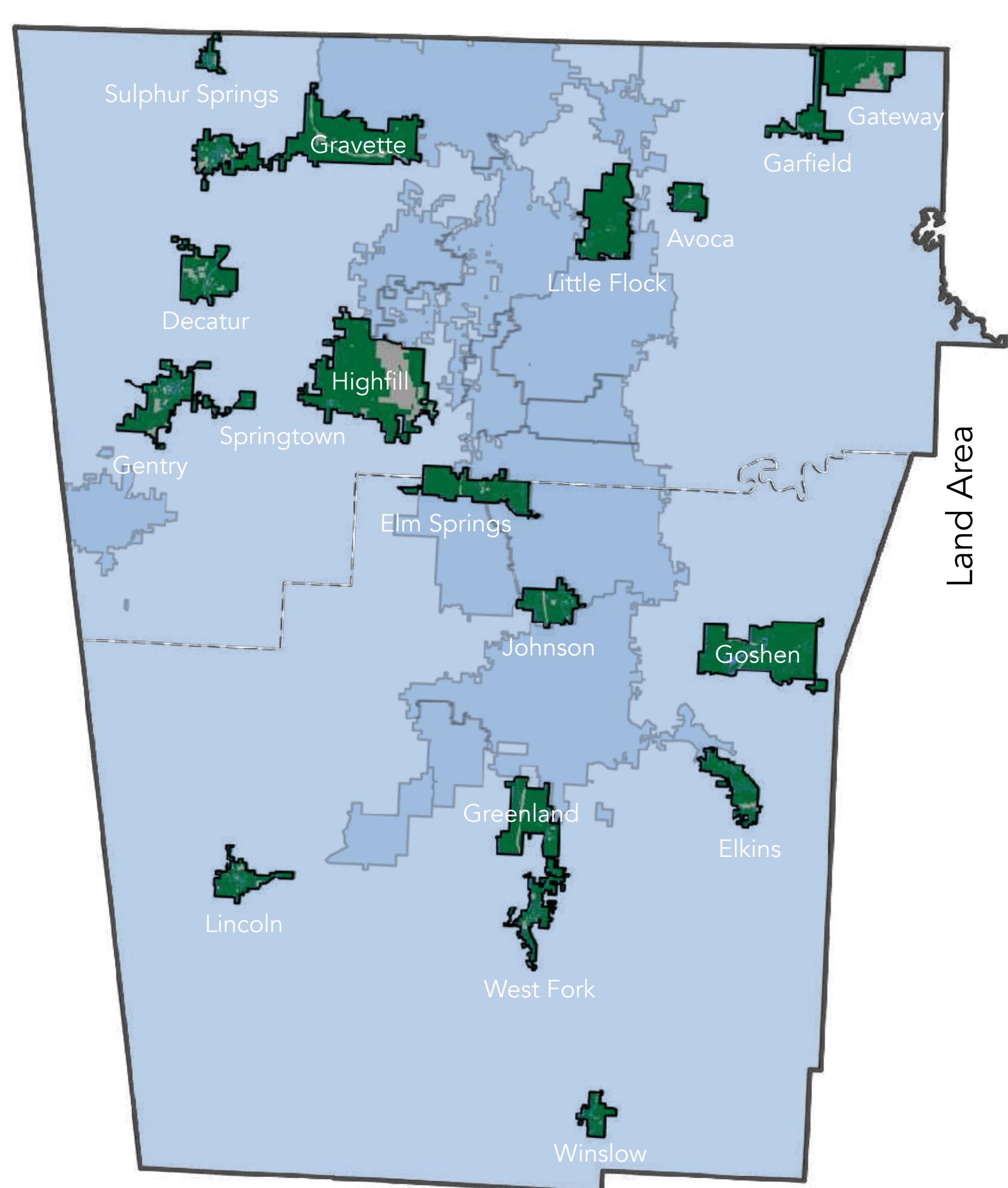
Taxable vs. Exempt: Medium Communities

Cities vs. Region of Northwest AR

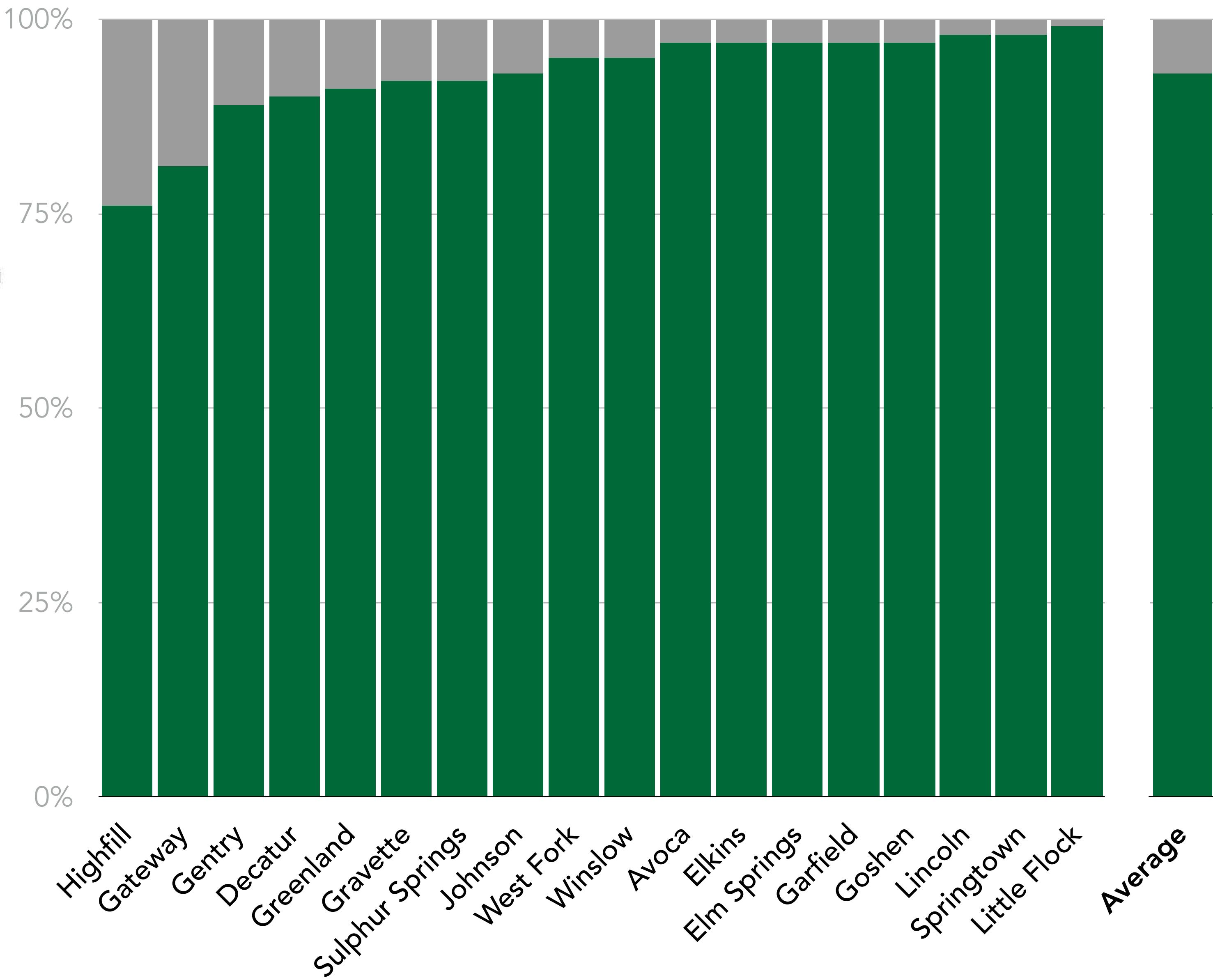


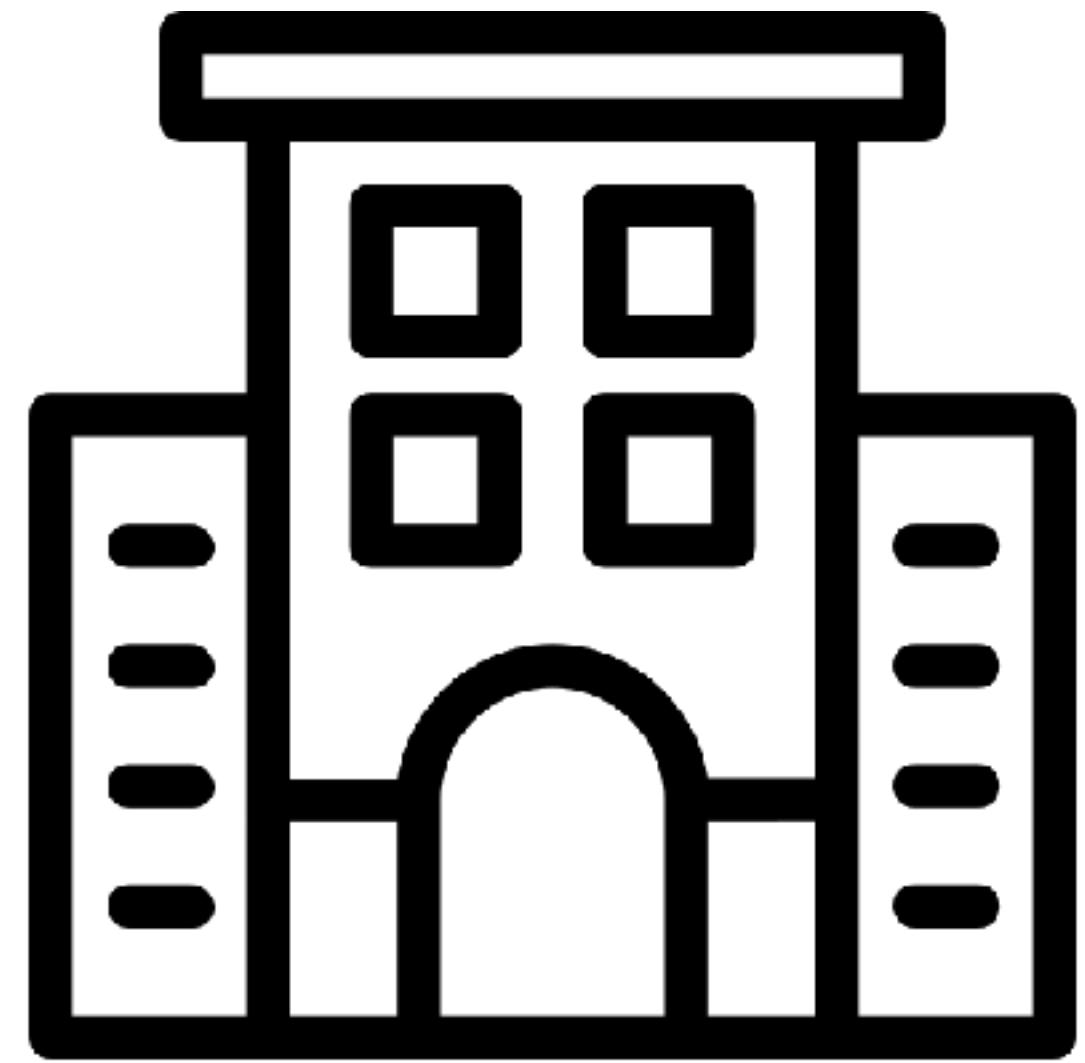
Taxable vs. Exempt: Small Communities

Cities vs. Region of Northwest AR



Exempt
Taxable

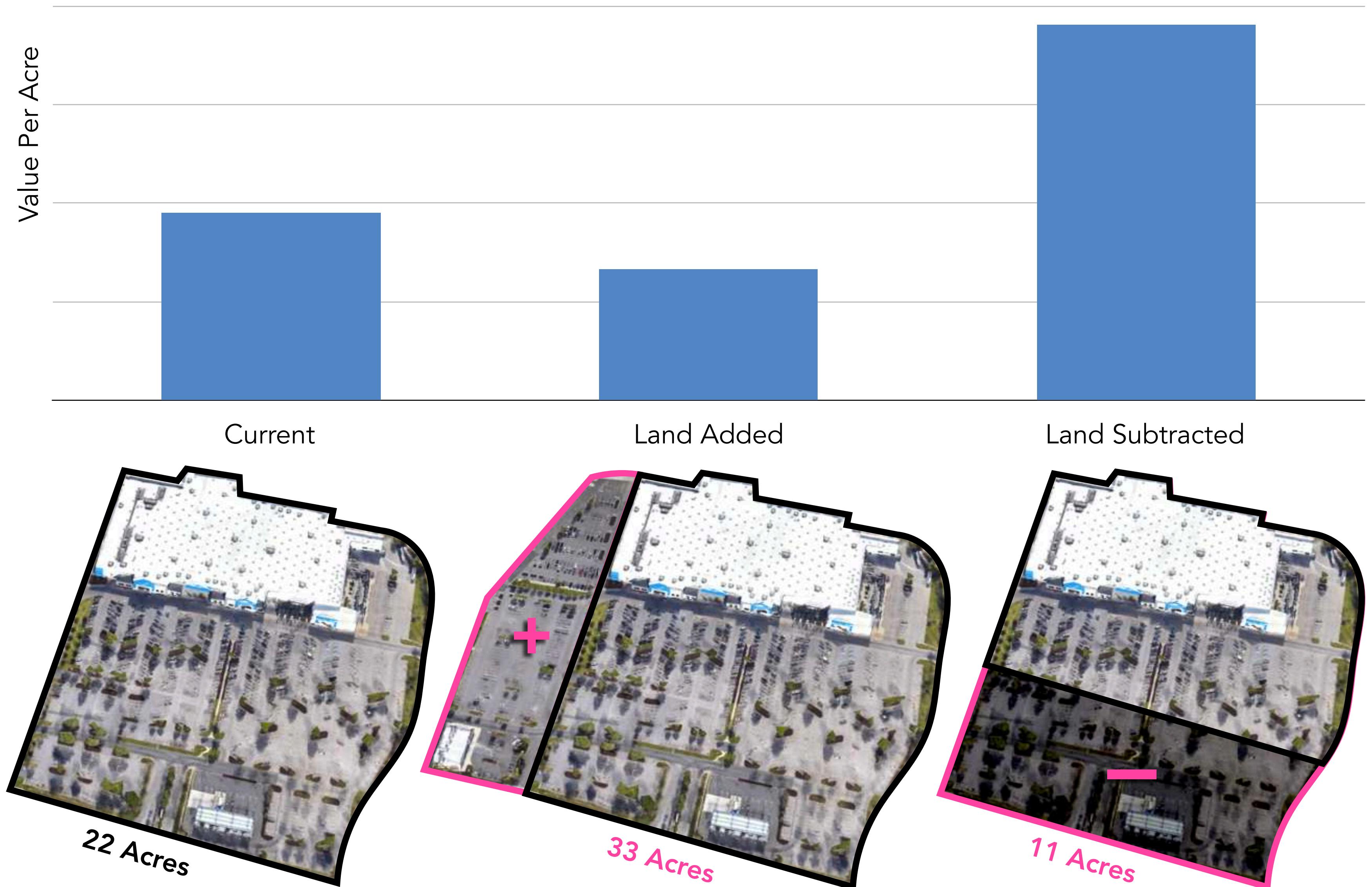




Land Use Types

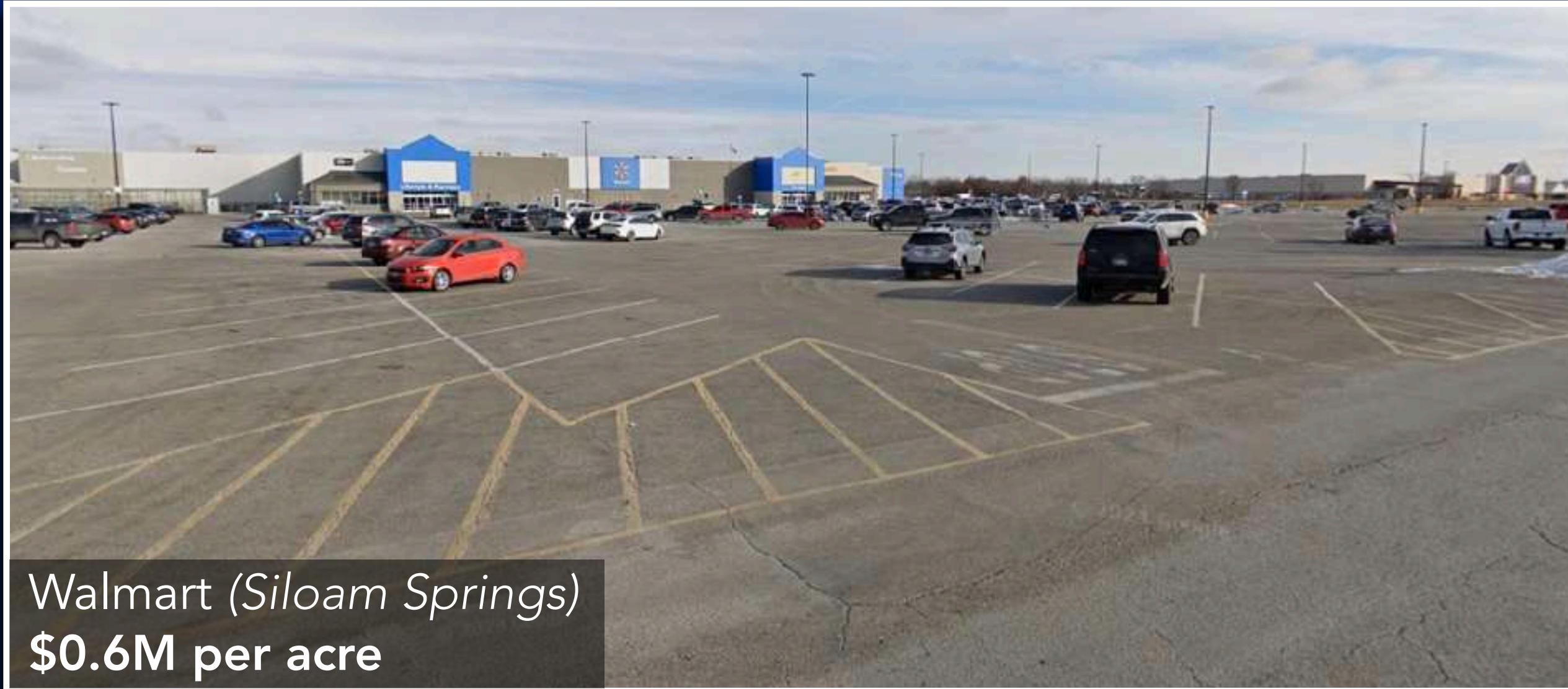
Local Samples of Buildings and Developments

Taxable Value Per Acre

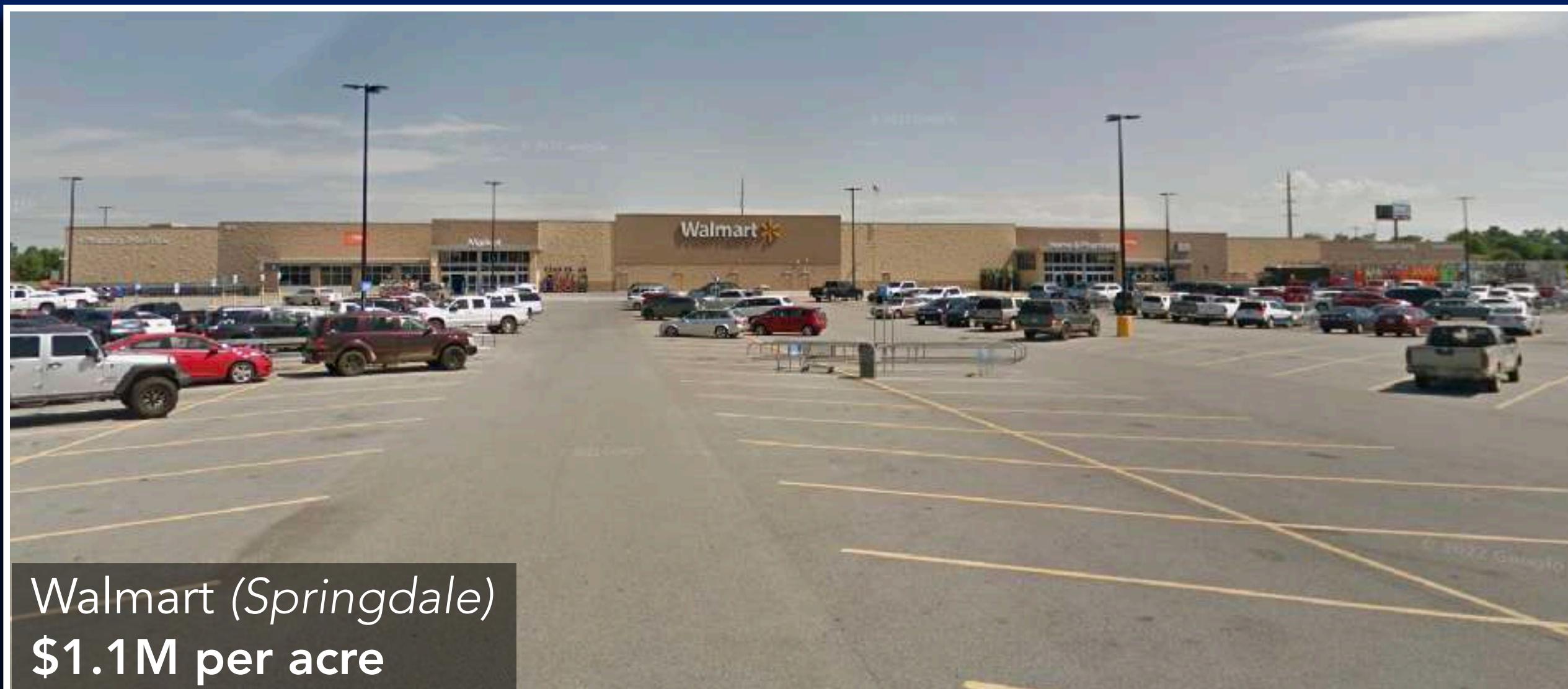


Value Per Acre: Walmarts

Northwest AR



Walmart (Siloam Springs)
\$0.6M per acre



Walmart (Springdale)
\$1.1M per acre

Walmart Average
\$0.9M per acre

AND THEN WE'RE JUST GONNA PAINT
A HAPPY LITTLE DOLLAR GENERAL ON
EVERY CORNER



Value Per Acre: Dollar Generals

Northwest AR



Dollar General (Gentry)
\$0.5M per acre



Dollar General (Bella Vista)
\$0.6M per acre



Dollar General (Goshen)
\$0.6M per acre



Dollar General (Prairie Grove)
\$0.6M per acre



Dollar General (Springdale)
\$0.6M per acre



Dollar General (Cave Springs)
\$0.7M per acre



Dollar General (Highfill)
\$0.7M per acre



Dollar General (Centerton)
\$0.8M per acre



Dollar General (Pea Ridge)
\$0.8M per acre



Dollar General (Decatur)
\$0.9M per acre



Dollar General (Farmington)
\$1.0M per acre



Dollar General (Lincoln)
\$1.1M per acre

Dollar General Average
\$0.7M per acre

Land Use Type:

Residential

Residential Typologies

Anywhere, USA



Suburban

Detached Single Family Homes

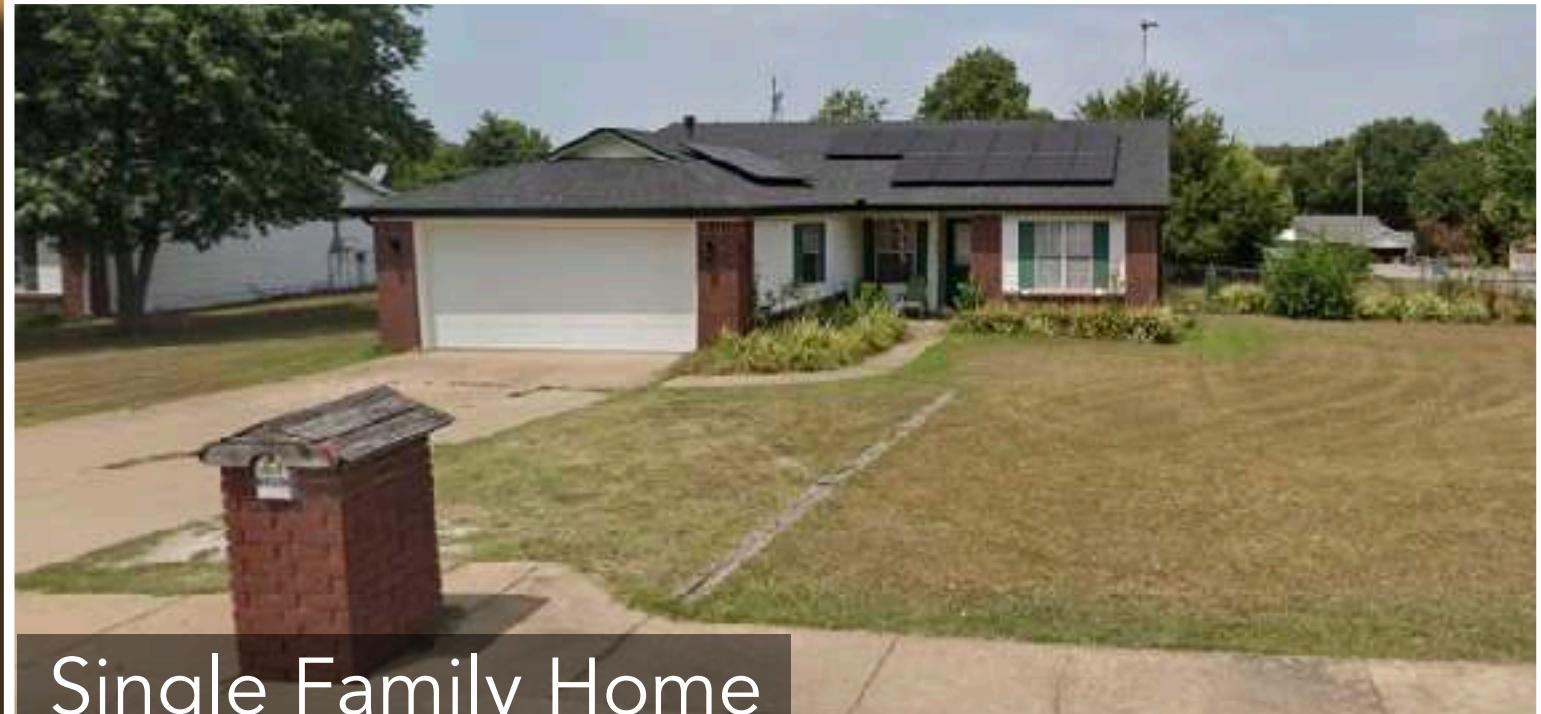
Traditional

*Duplexes, Triples, Fourplexes
Row Townhouses/Condominiums, Apartments*

Value Per Acre: Single Family Residential

Northwest AR

Suburban



Single Family Home
\$0.6M per acre



Single Family Home
\$1.0M per acre



Single Family Home
\$1.2M per acre

Traditional



Single Family Home
\$1.1M per acre



Single Family Home
\$1.4M per acre



Single Family Home
\$1.7M per acre



Single Family Home
\$3.6M per acre

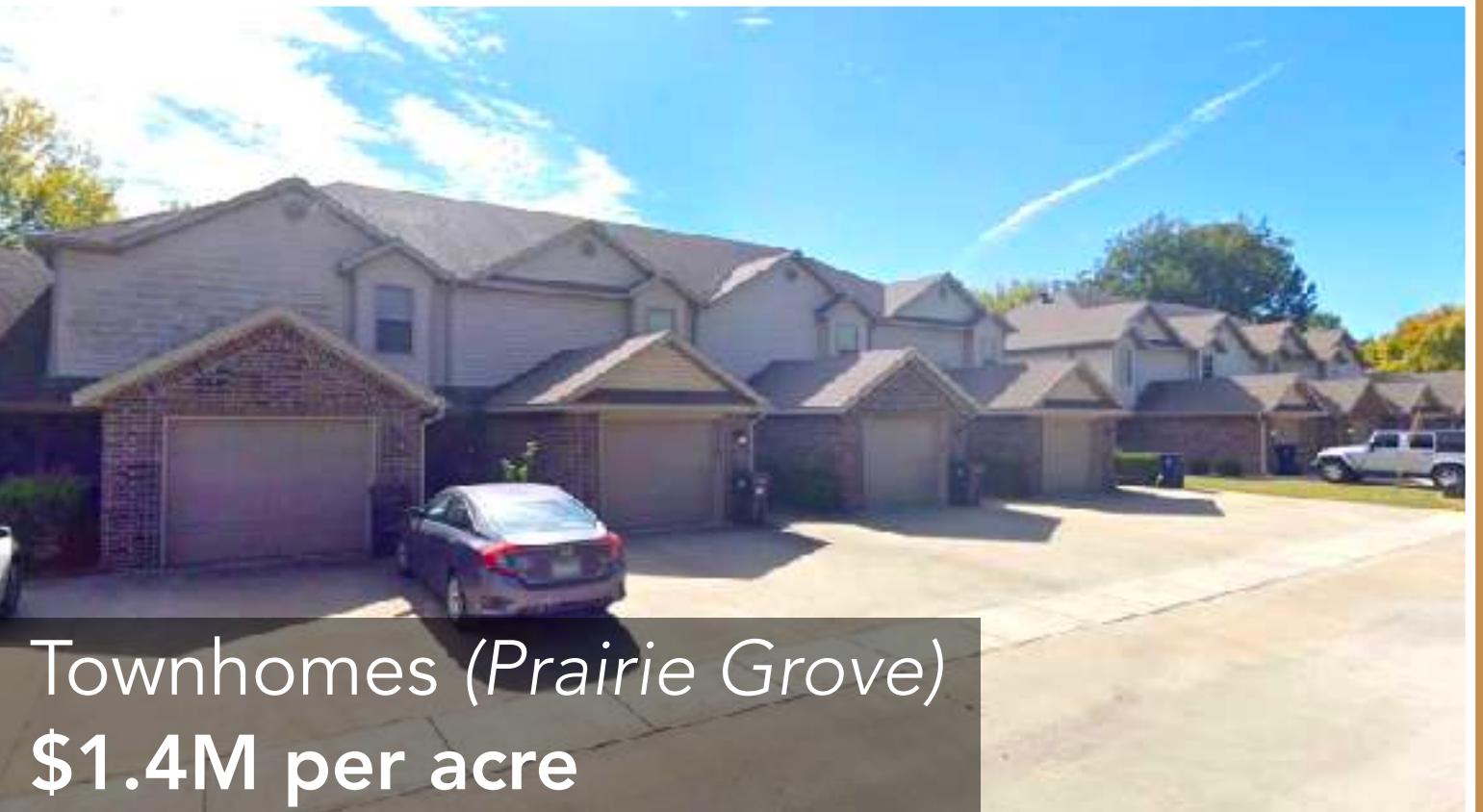
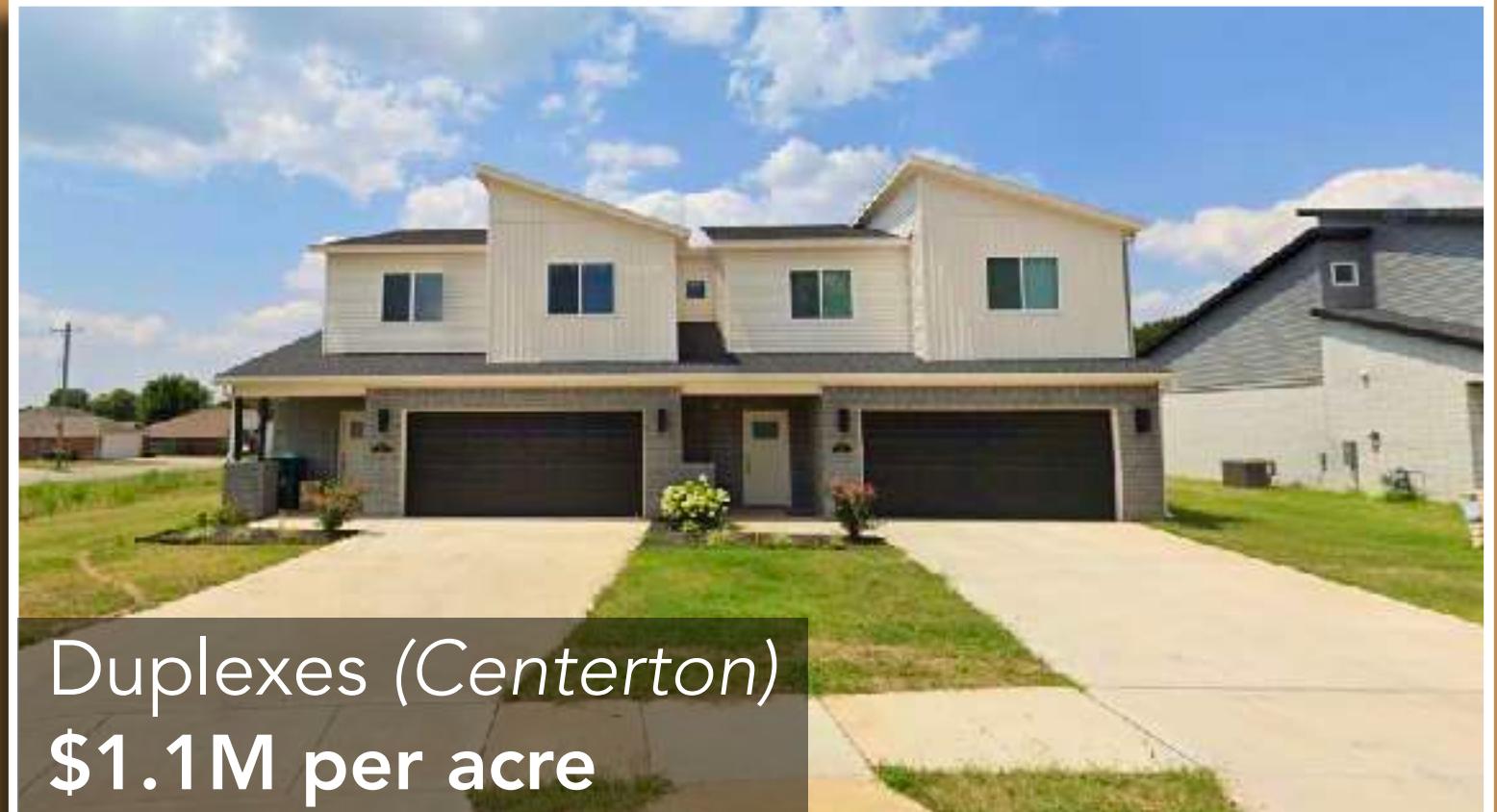
Dollar General Average
\$0.7M per acre

Source: Washington County and Benton County AR (2024), Google Maps

Value Per Acre: Missing Middle Residential

Northwest AR

Suburban



Traditional



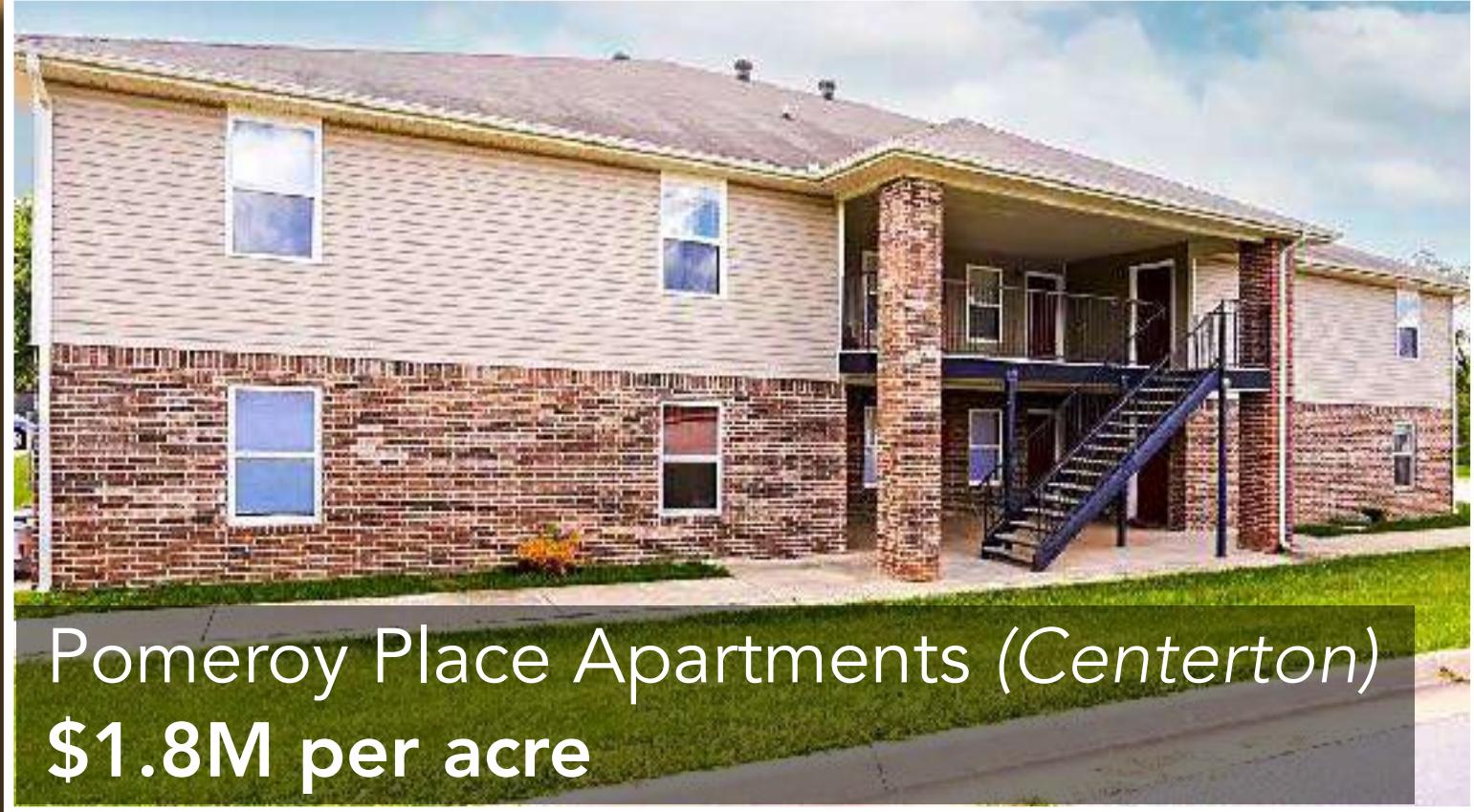
Dollar General Average
\$0.7M per acre

Source: Washington County and Benton County AR (2024), Google Maps

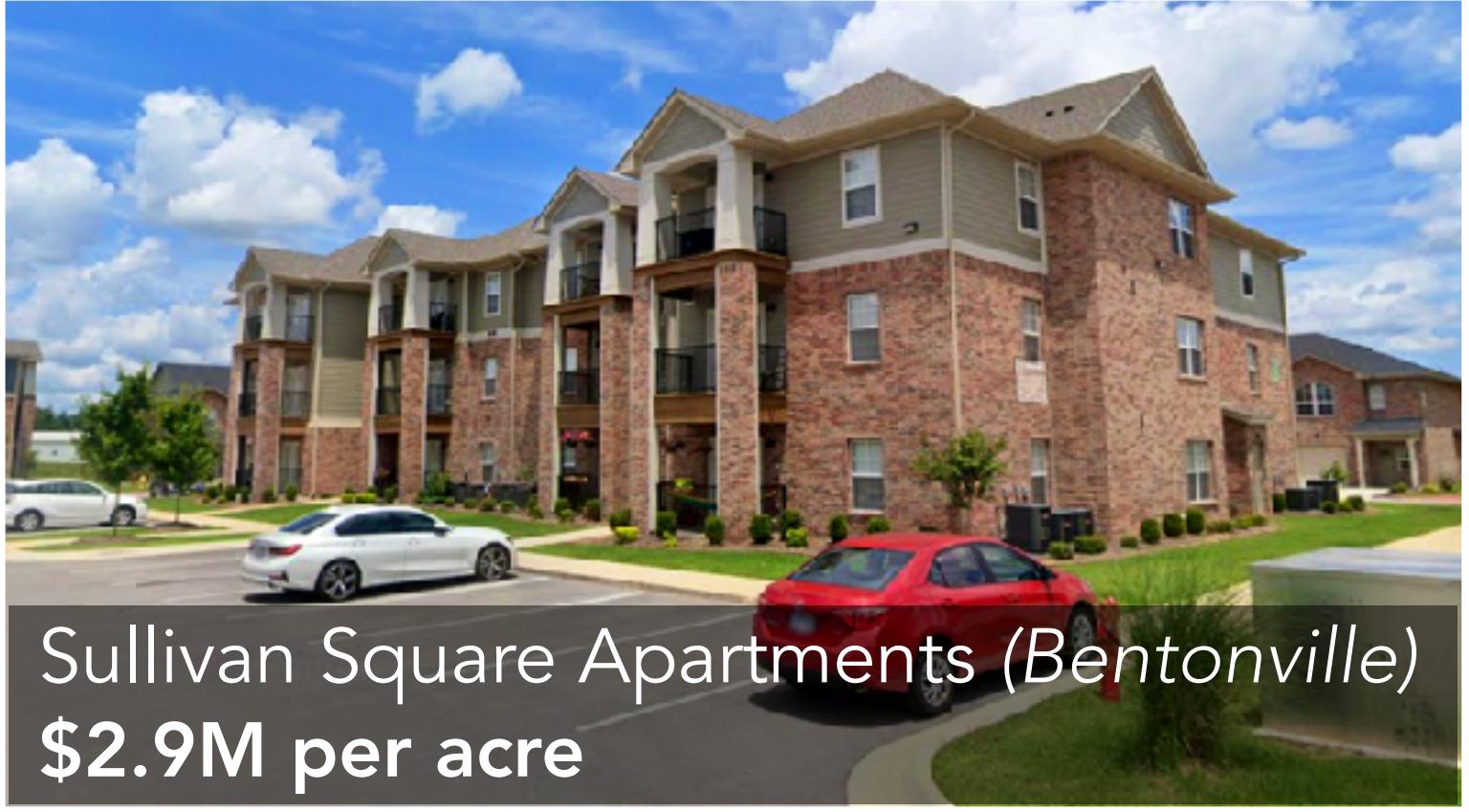
Value Per Acre: Multifamily Residential

Northwest AR

Suburban



Pomeroy Place Apartments (Centerton)
\$1.8M per acre



Sullivan Square Apartments (Bentonville)
\$2.9M per acre



Watercolors of Centerton Apartments (Centerton)
\$3.4M per acre

Traditional



The Locale Apartments (Fayetteville)
\$6.2M per acre



The Briq (Bentonville)
\$10.1M per acre



The Williams Courtyard Apartments (Siloam Springs)
\$10.8M per acre

Dollar General Average
\$0.7M per acre

Source: Washington County and Benton County AR (2024), Google Maps

Comparison of Average Value Per Acre for Residential Properties

Northwest AR

Suburban
Traditional



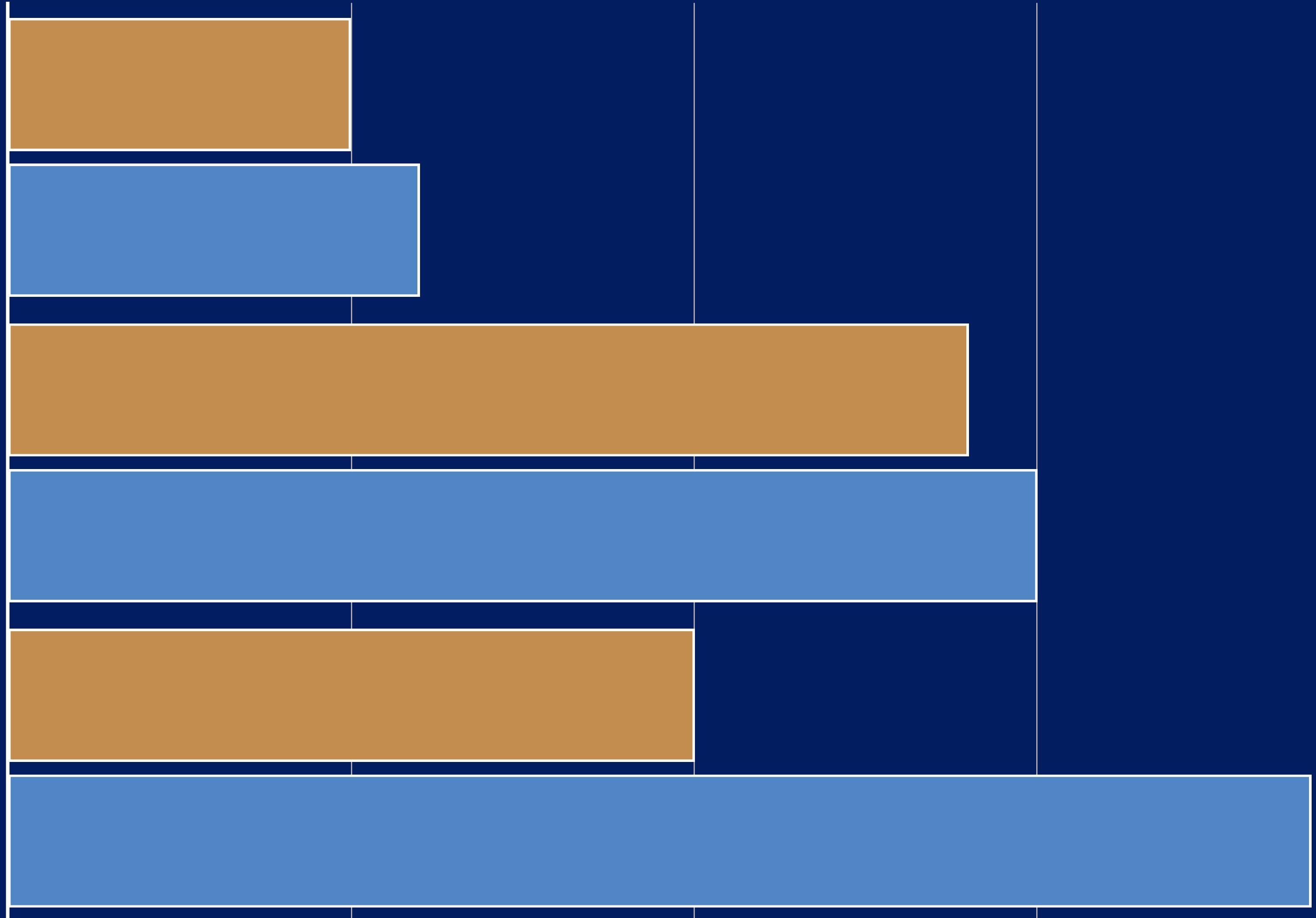
Single Family



Missing Middle



Multifamily



Dollar General Average
\$0.7M per acre

Source: Washington County and Benton County AR (2024), Google Maps

Land Use Type:

**Commercial &
Mixed Use**

Value Per Acre: Big Box Stores

Northwest AR

Suburban



Lowe's (Siloam Springs)
\$1.1M per acre



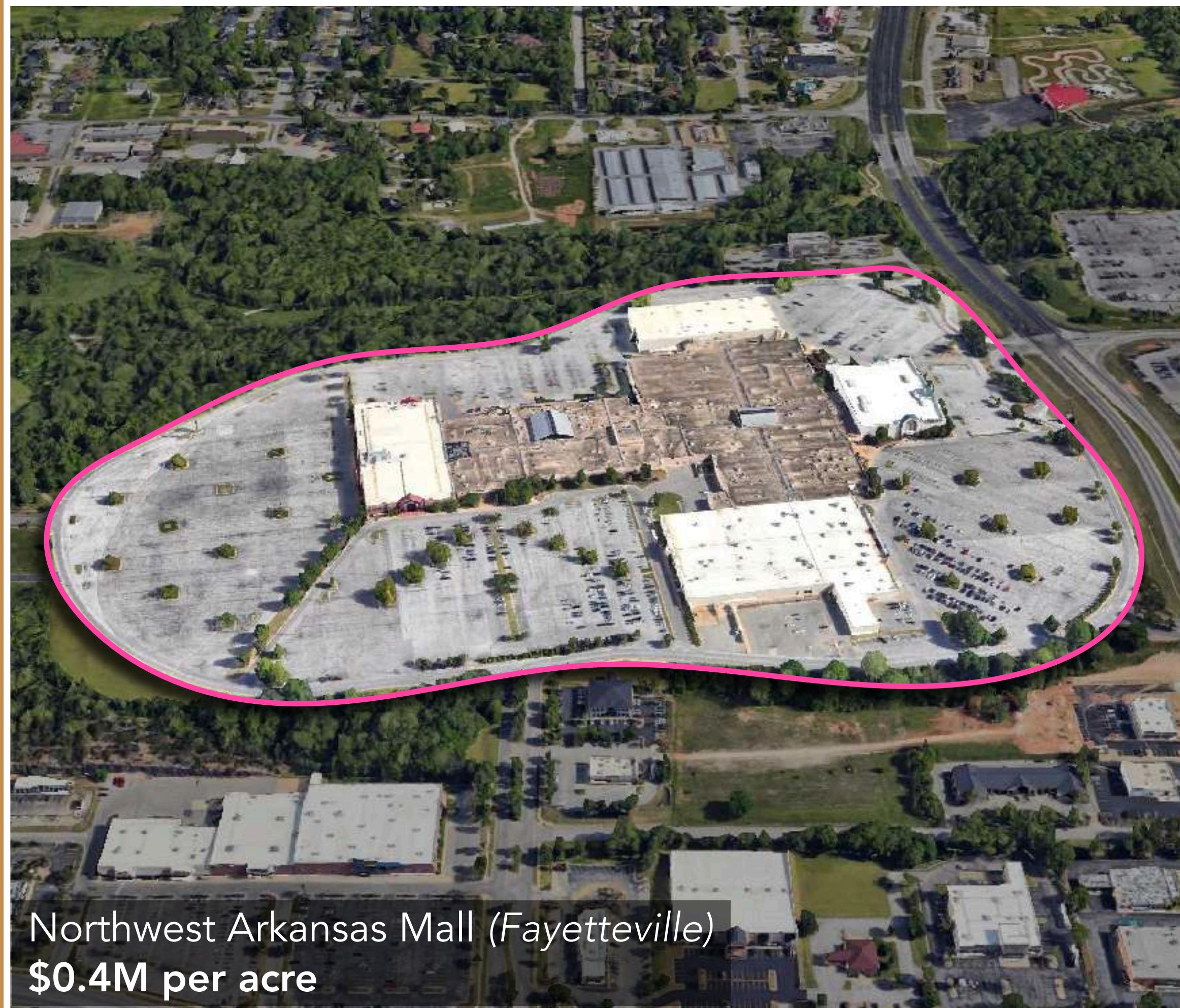
Target (Springdale)
\$1.5M per acre

Dollar General Average
\$0.7M per acre

Value Per Acre: Malls

Northwest AR

Suburban



Northwest Arkansas Mall (*Fayetteville*)
\$0.4M per acre



Pinnacle Hills Promenade (*Rogers*)
\$1.5M per acre

Dollar General Average
\$0.7M per acre

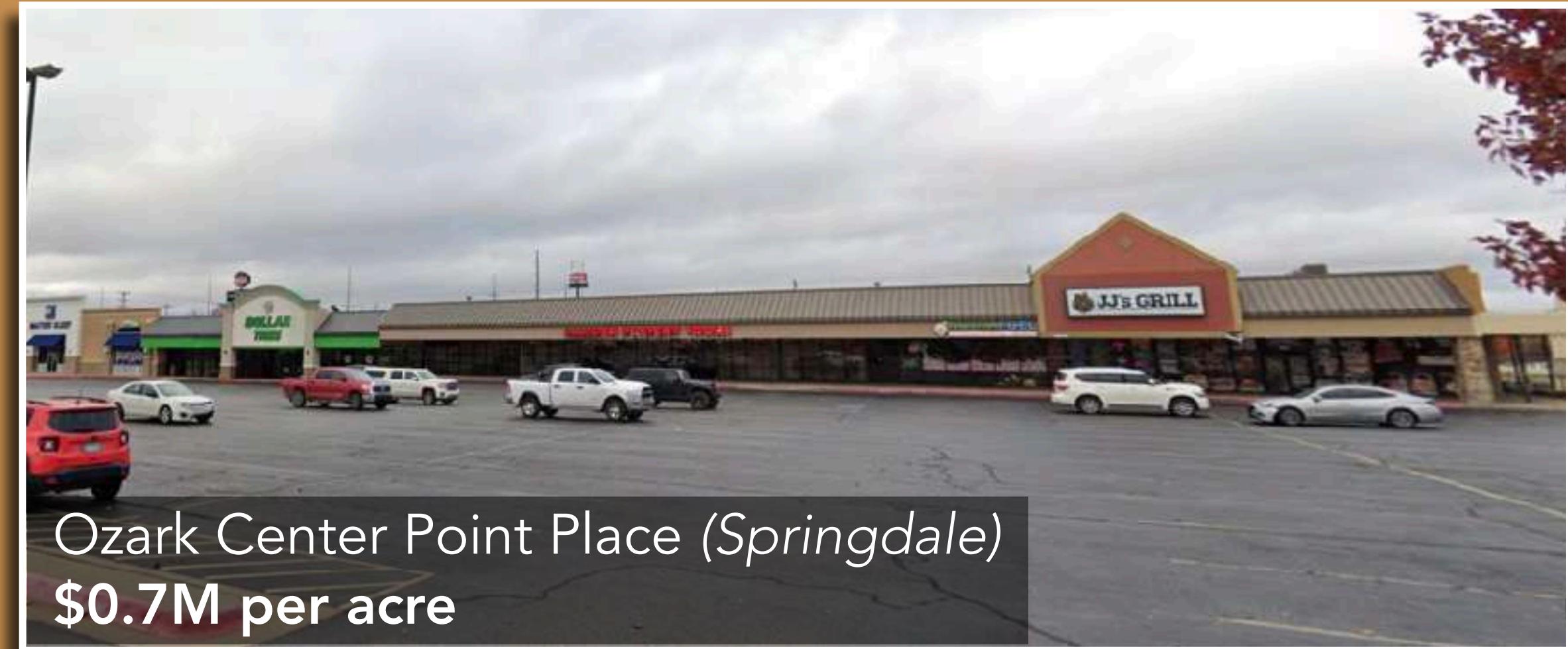
Value Per Acre: Shopping Centers

Northwest AR

Suburban



Farmington Shopping Center (Farmington)
\$0.7M per acre



Ozark Center Point Place (Springdale)
\$0.7M per acre



Pleasant Crossing Commons (Rogers)
\$1.1M per acre



Kantz Center (Fayetteville)
\$1.1M per acre

Dollar General Average
\$0.7M per acre

Value Per Acre: Main Street Commercial

Large Communities in Northwest AR

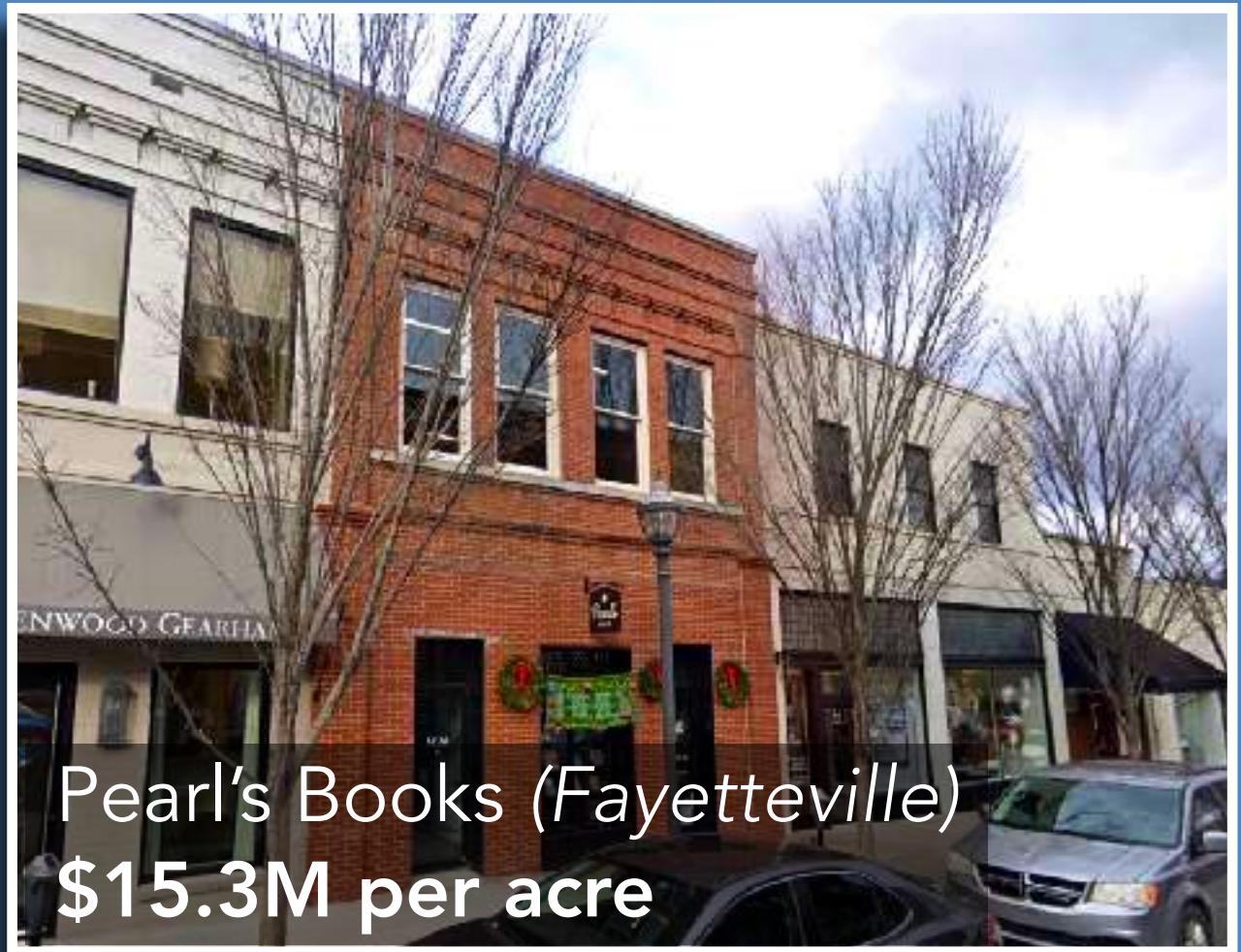
Traditional



Maple Market (Springdale)
\$7.5M per acre



Table Mesa (Bentonville)
\$10.9M per acre



Pearl's Books (Fayetteville)
\$15.3M per acre



Rogers Mercantile (Rogers)
\$15.7M per acre



Tin Roof (Fayetteville)
\$17.5M per acre



First Security Bank (Bentonville)
\$31.6M per acre

Dollar General Average
\$0.7M per acre

Source: Washington County and Benton County AR (2024), Google Maps

Value Per Acre: Main Street Commercial

Medium Communities in Northwest AR

Traditional



Sterling Drugs (*Prairie Grove*)
\$2.0M per acre



The Busy Bee Flea Market (*Pea Ridge*)
\$3.4M per acre



Cave Springs Coffee Co. (*Cave Springs*)
\$5.2M per acre



Heart of Home (*Siloam Springs*)
\$6.5M per acre



The Ardent Exchange (*Siloam Springs*)
\$9.9M per acre



Twenty-Eight Springs (*Siloam Springs*)
\$11.3M per acre

Dollar General Average
\$0.7M per acre

Source: Washington County and Benton County AR (2024), Google Maps

Value Per Acre: Main Street Commercial

Small Communities in Northwest AR

Traditional



La Villa (Lincoln)
\$1.5M per acre



Decatur Gun & Pawn (Decatur)
\$2.1M per acre



A Little Loved (Gentry)
\$2.5M per acre



AR 59 Diner (Gravette)
\$3.3M per acre



The Hair House (Gravette)
\$3.7M per acre



Simmons Bank (Lincoln)
\$4.4M per acre

Dollar General Average
\$0.7M per acre

Source: Washington County and Benton County AR (2024), Google Maps

Value Per Acre: Mixed Use Buildings

Northwest AR

Traditional

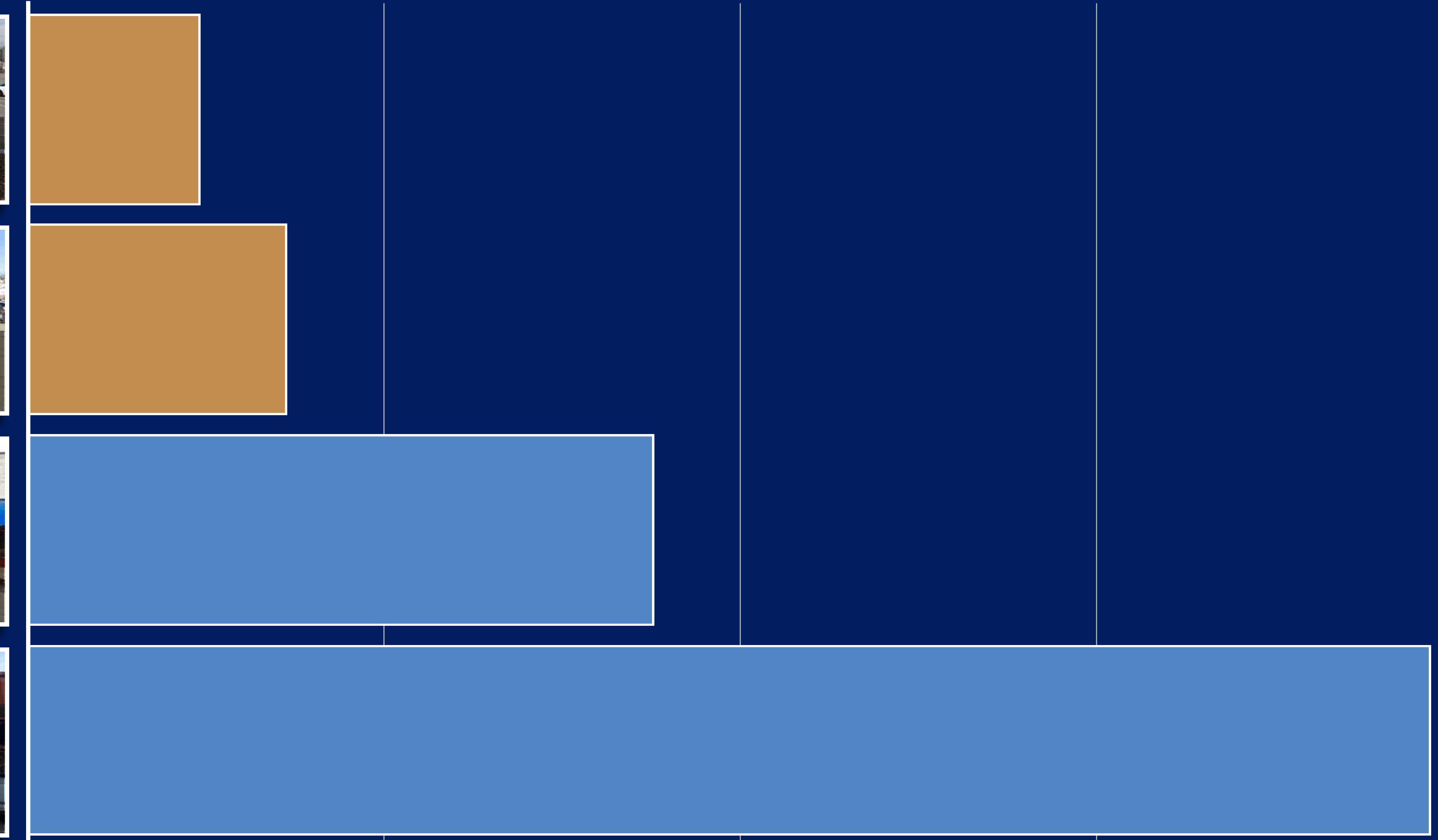


Dollar General Average
\$0.7M per acre

Comparison of Average Value Per Acre for Commercial & Mixed Use Properties

Northwest AR

Suburban
Traditional



Dollar General Average
\$0.7M per acre

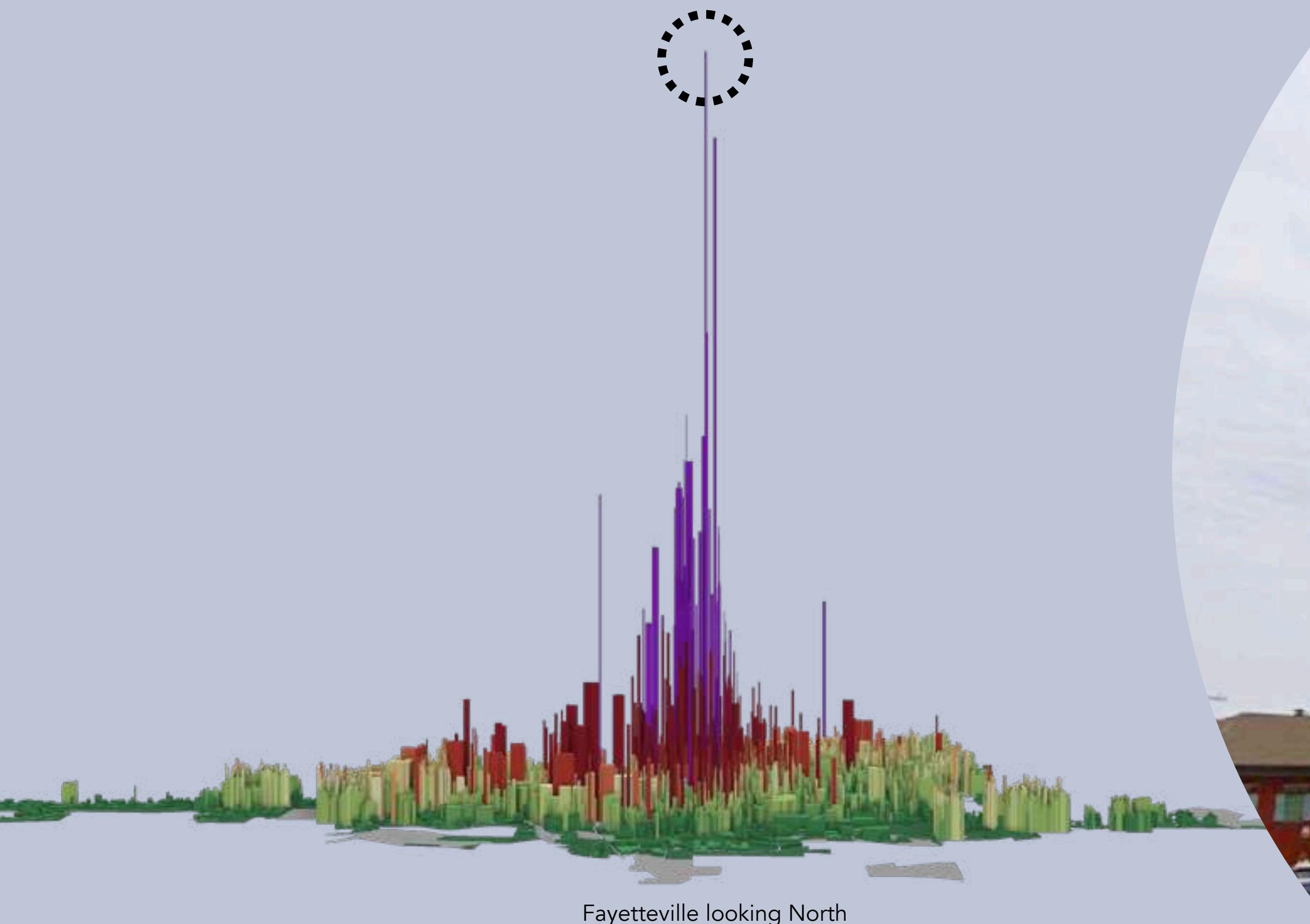
Source: Washington County and Benton County AR (2024), Google Maps

A Closer Look:

Peak Parcels

Value Per Acre: Peak Parcel

Large Communities in Northwest AR

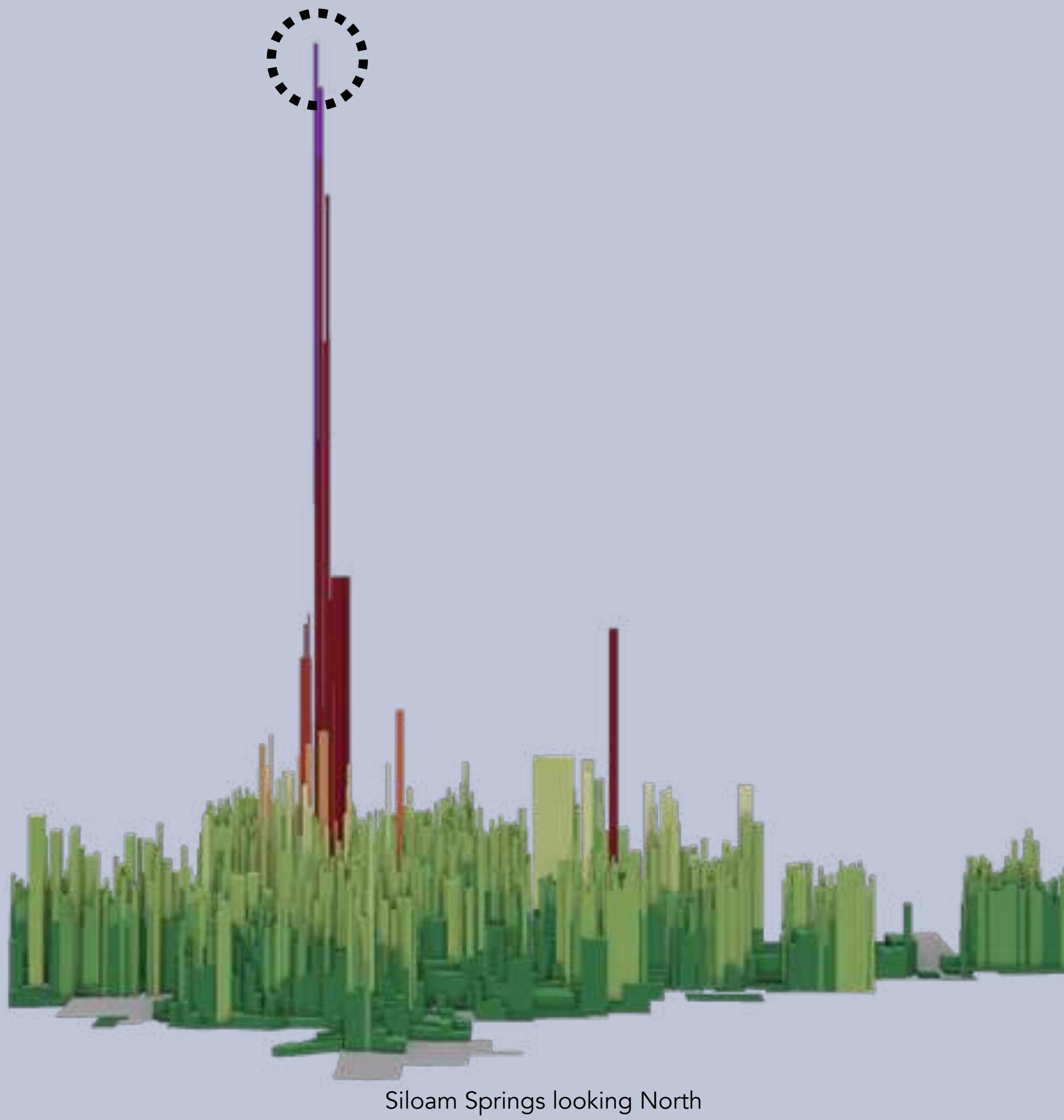


Dollar General Average
\$0.7M per acre



Value Per Acre: Peak Parcel

Medium Communities in Northwest AR



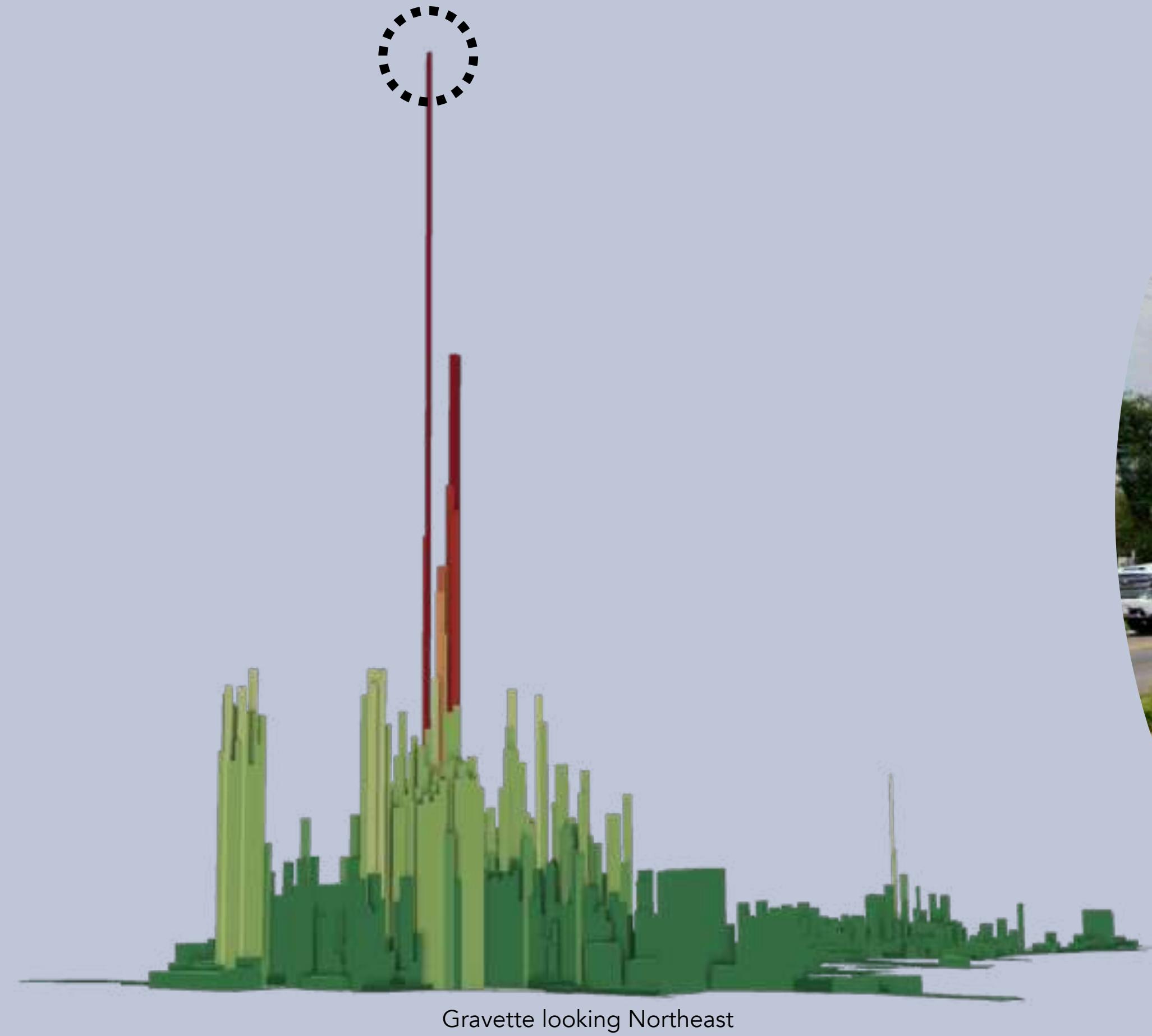
Dollar General Average
\$0.7M per acre



Twenty Eight Springs (Siloam Springs)
\$11.3M per acre

Value Per Acre: Peak Parcel

Small Communities in Northwest AR



Dollar General Average
\$0.7M per acre

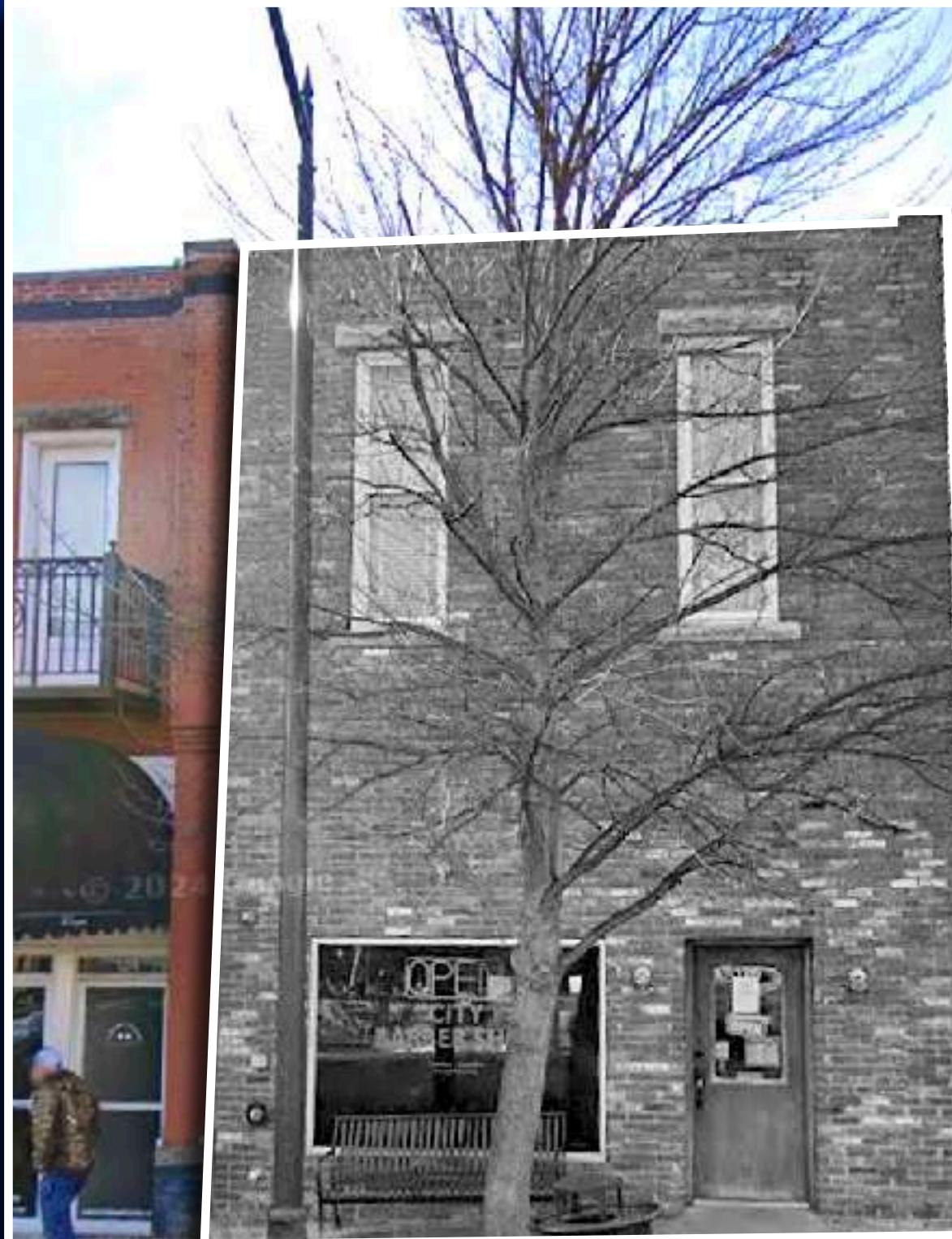


A Closer Look:

A Lasting Value

Value Per Acre: Historic Buildings

Northwest AR



Est. 1881

City Barbershop (*Siloam Springs*)
\$10.8M per acre



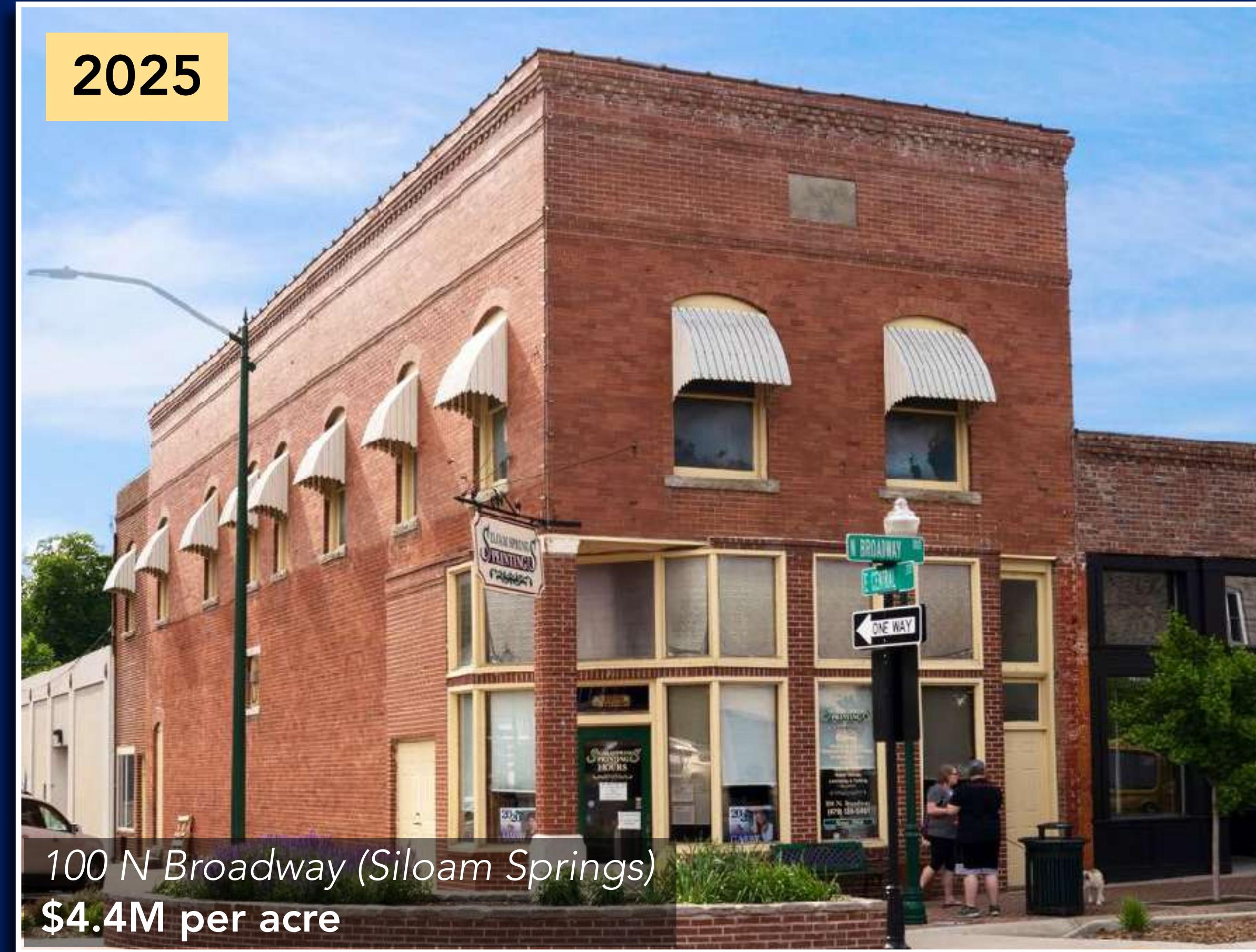
Est. 1889

Old Bank of Fayetteville
\$26.4M per acre

Dollar General Average
\$0.7M per acre

Value Per Acre: Historic Buildings

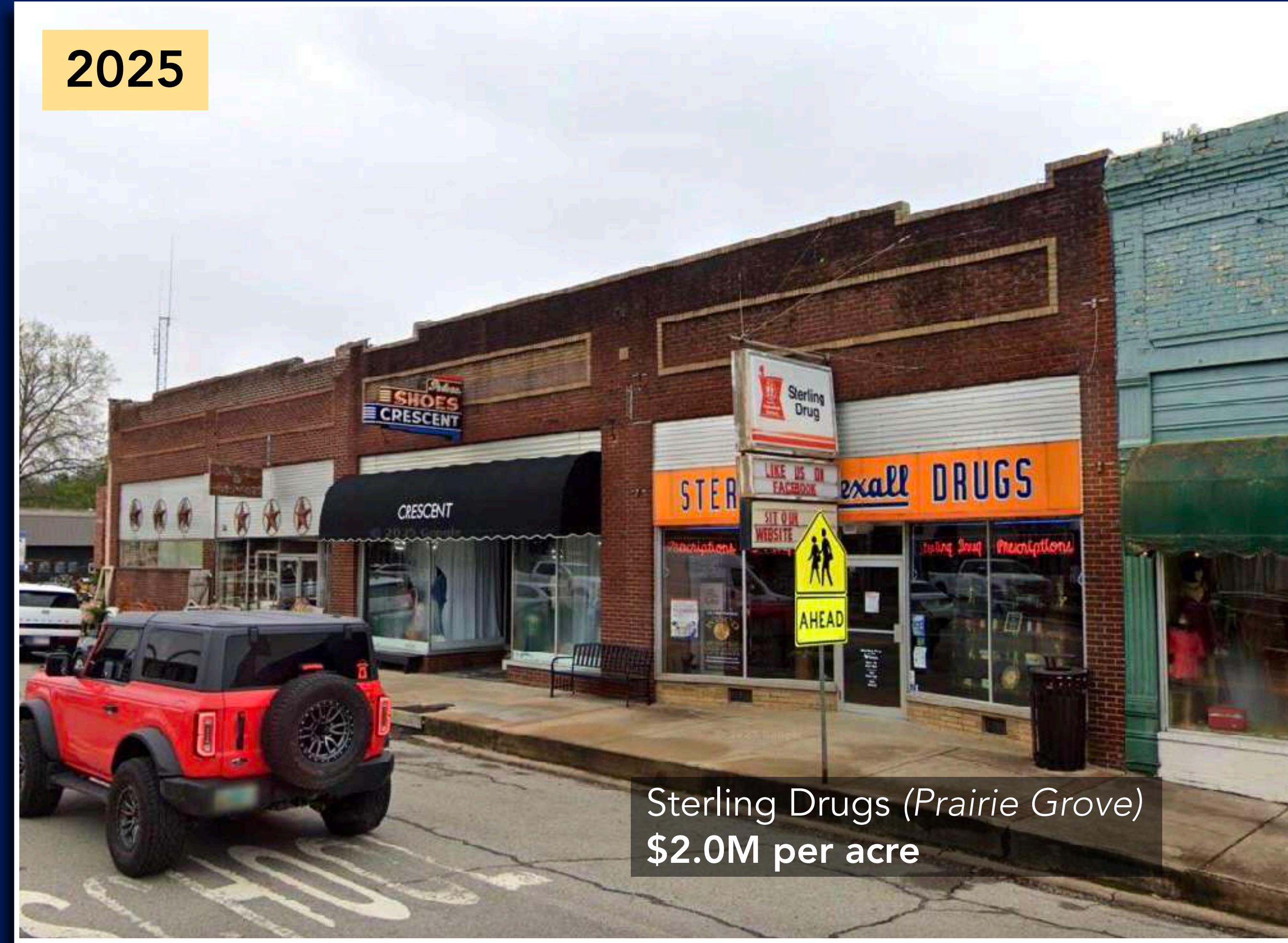
Northwest AR



Dollar General Average
\$0.7M per acre

Value Per Acre: Historic Buildings

Northwest AR



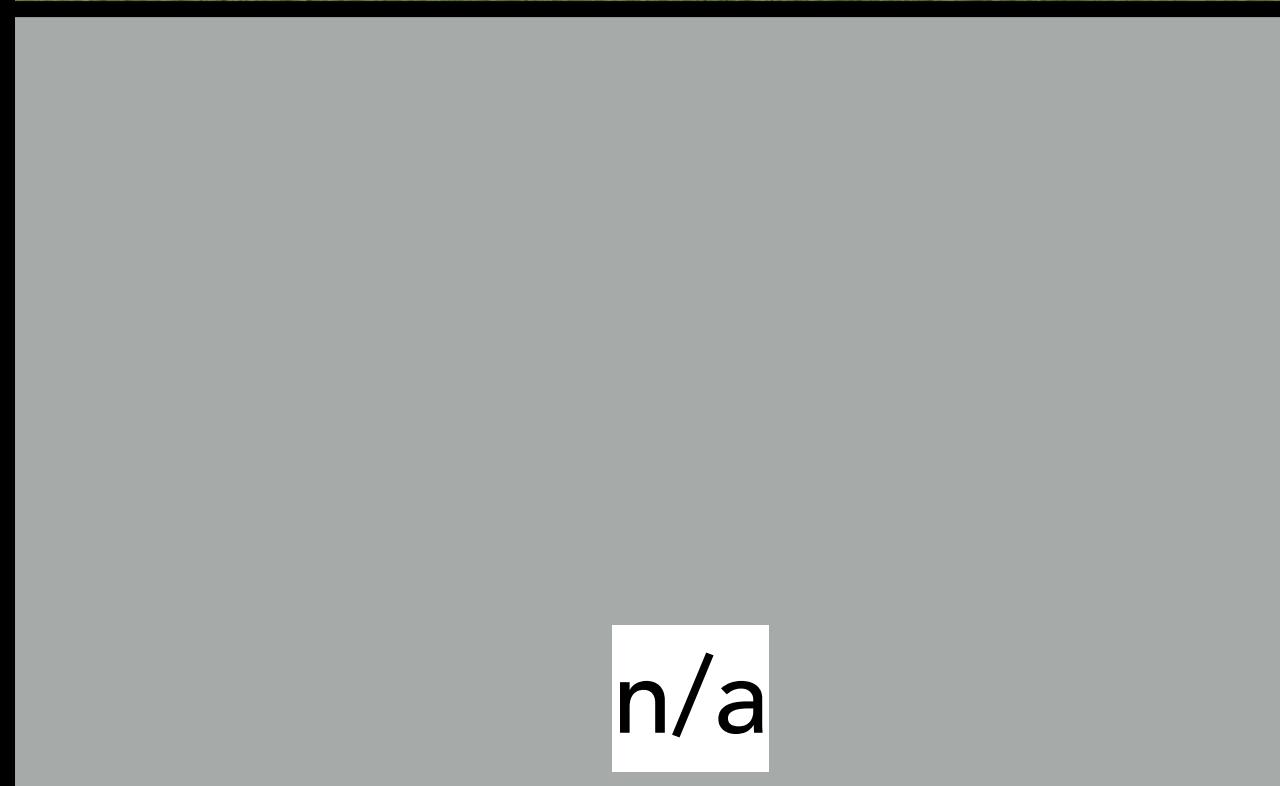
Dollar General Average
\$0.7M per acre

A Closer Look:



The Brady Bunch!

Small Communities in Northwest Arkansas: Value Per Acre Examples by Building Type

	LOWER DENSITY	MEDIUM DENSITY	HIGHER DENSITY
RESIDENTIAL			
COMMERCIAL			
MIXED USE			

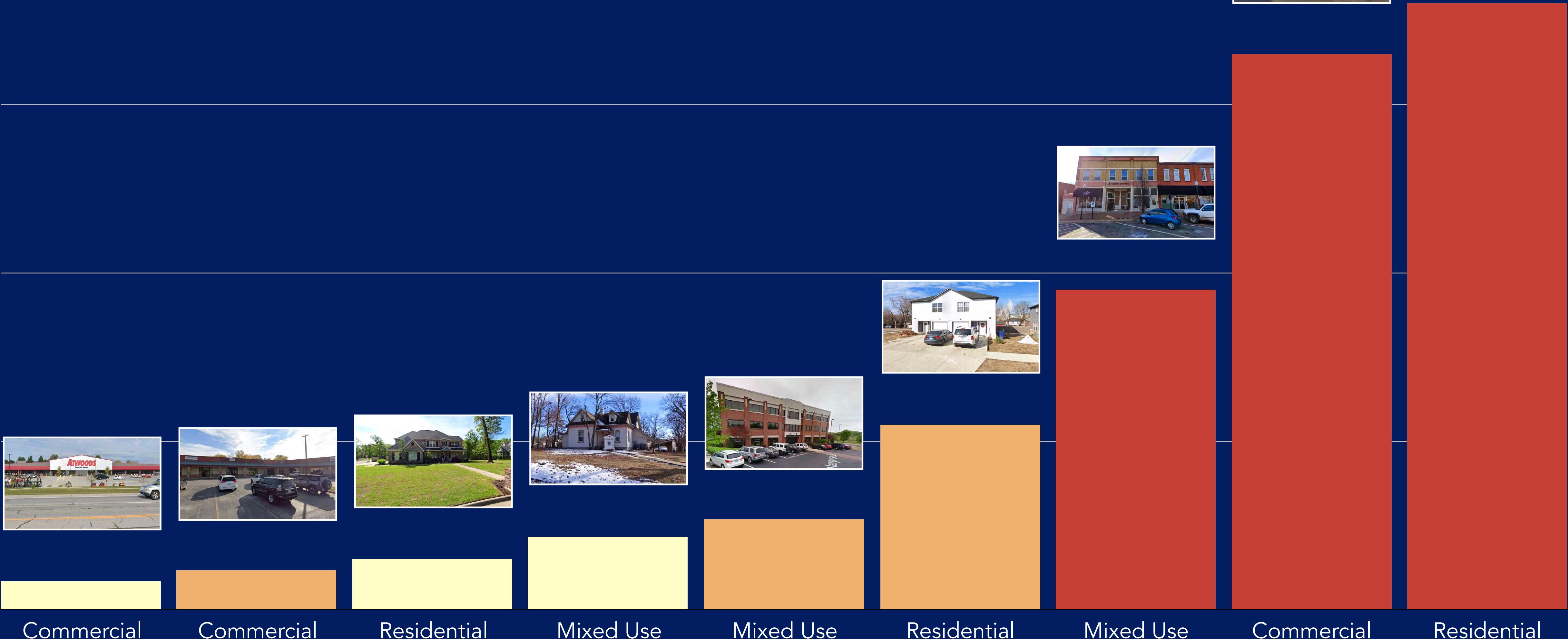
Small Communities in Northwest Arkansas: Value Per Acre Examples by Building Type



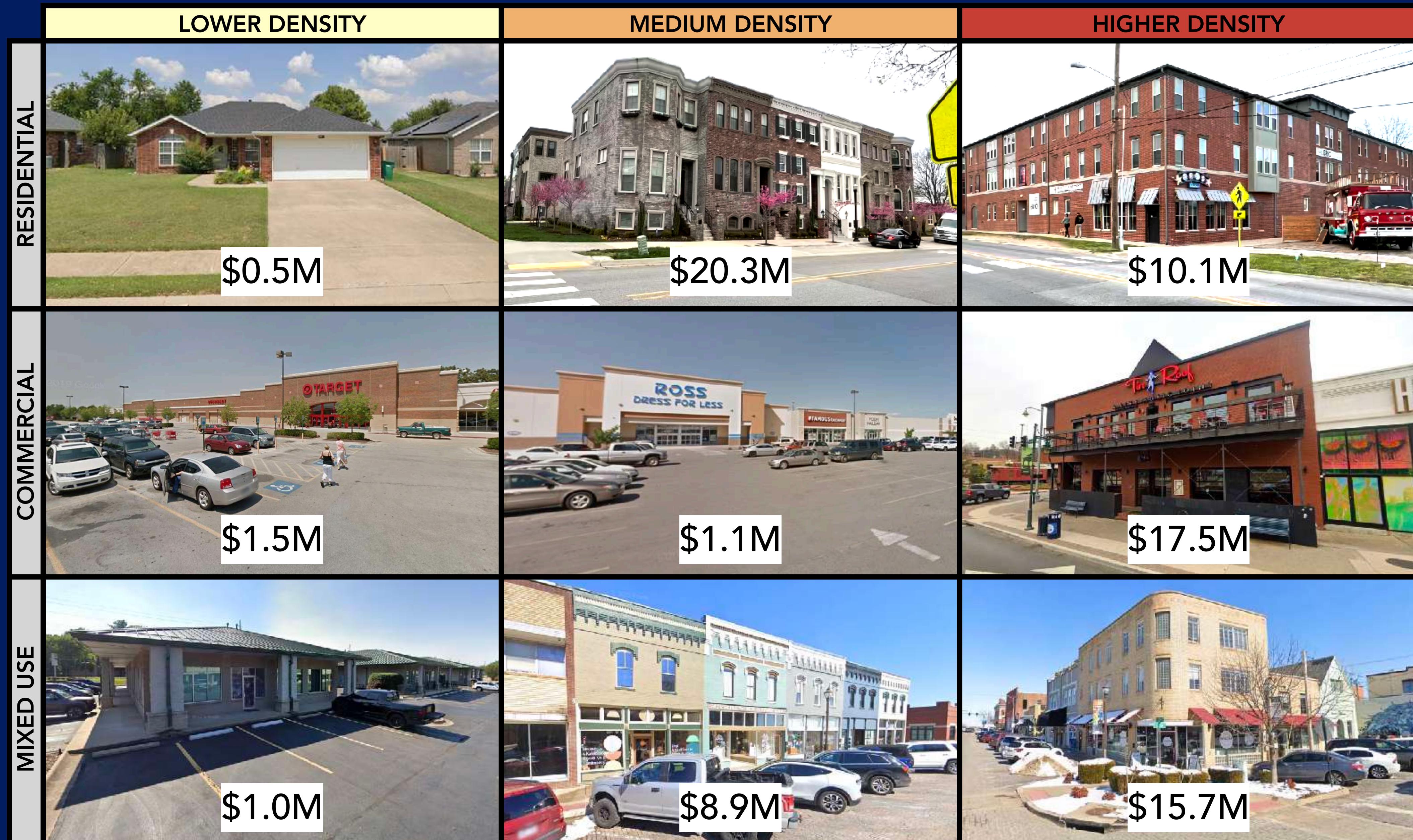
Medium Communities in Northwest Arkansas: Value Per Acre Examples by Building Type

	LOWER DENSITY	MEDIUM DENSITY	HIGHER DENSITY
RESIDENTIAL			
COMMERCIAL			
MIXED USE			

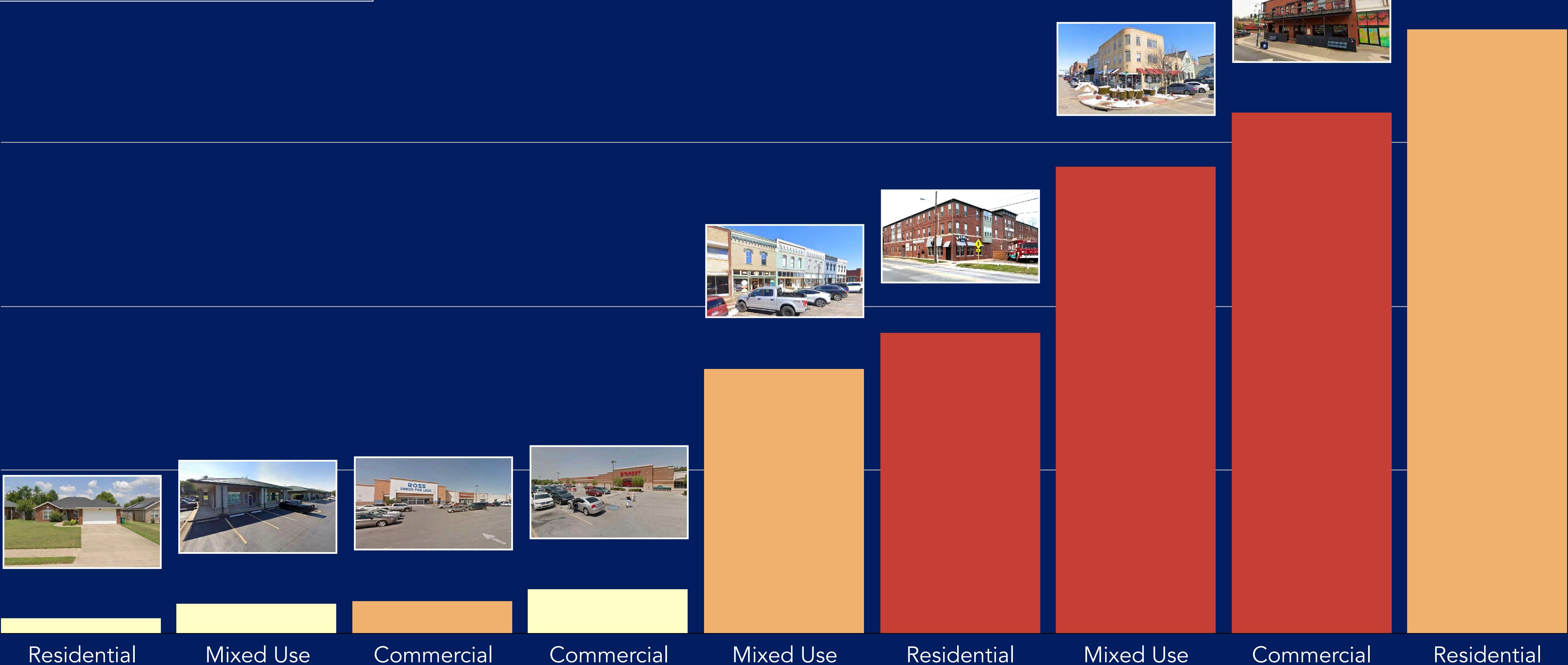
Medium Communities in Northwest Arkansas: Value Per Acre Examples by Building Type



Large Communities in Northwest Arkansas: Value Per Acre Examples by Building Type



Large Communities in Northwest Arkansas: Value Per Acre Examples by Building Type



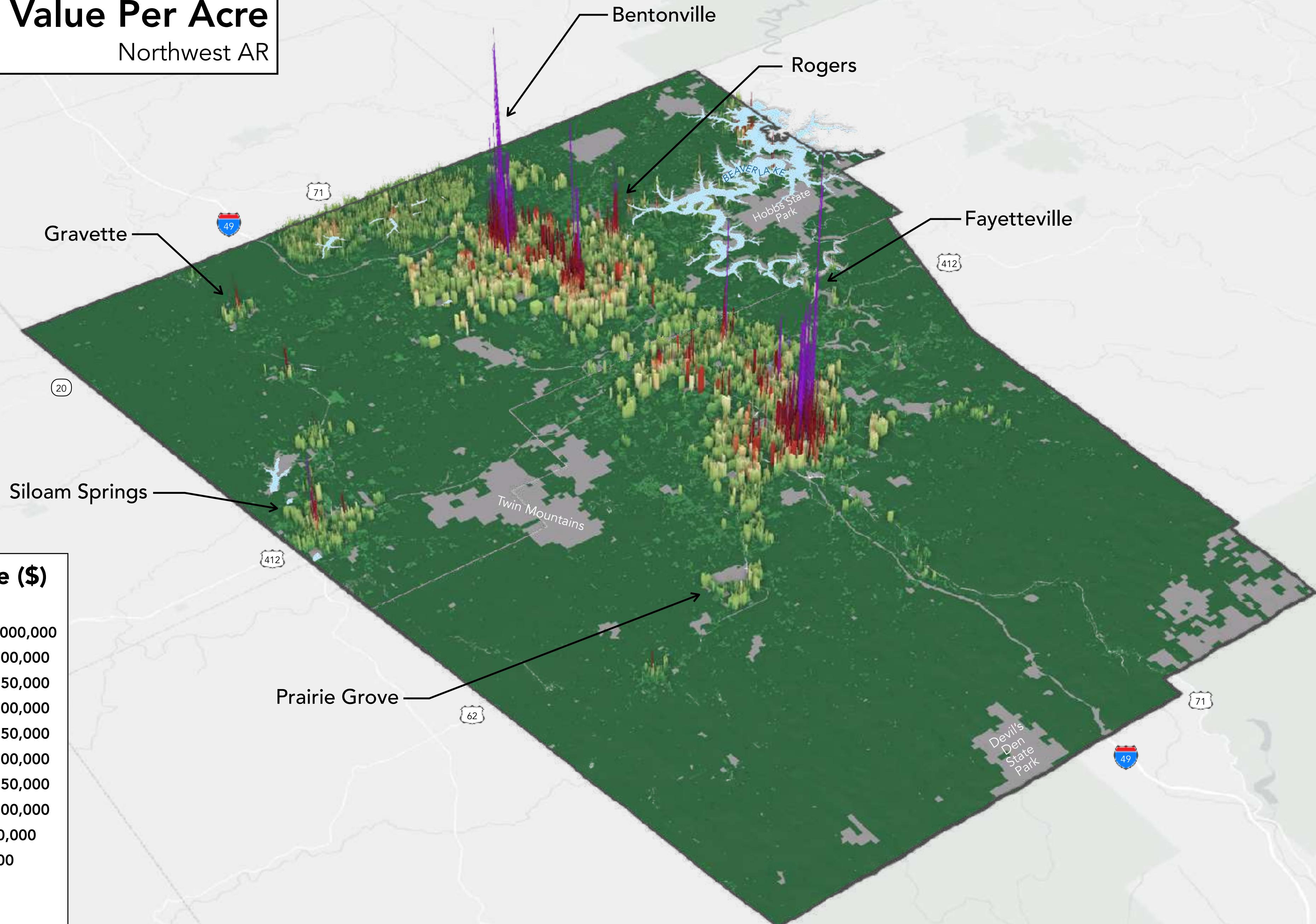


Land Uses in the Model

Reconnecting the Tax Model with On-Street Examples

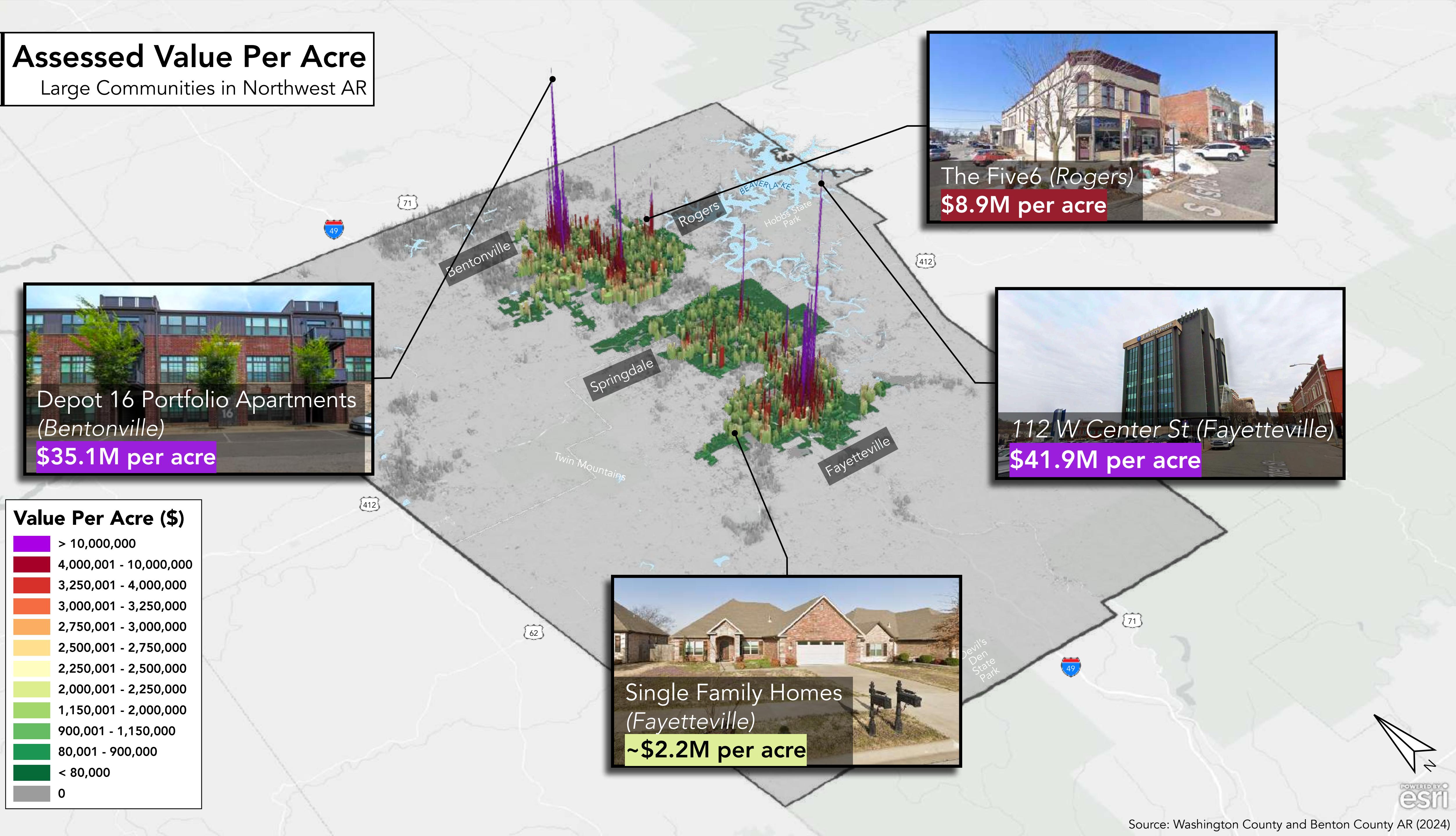
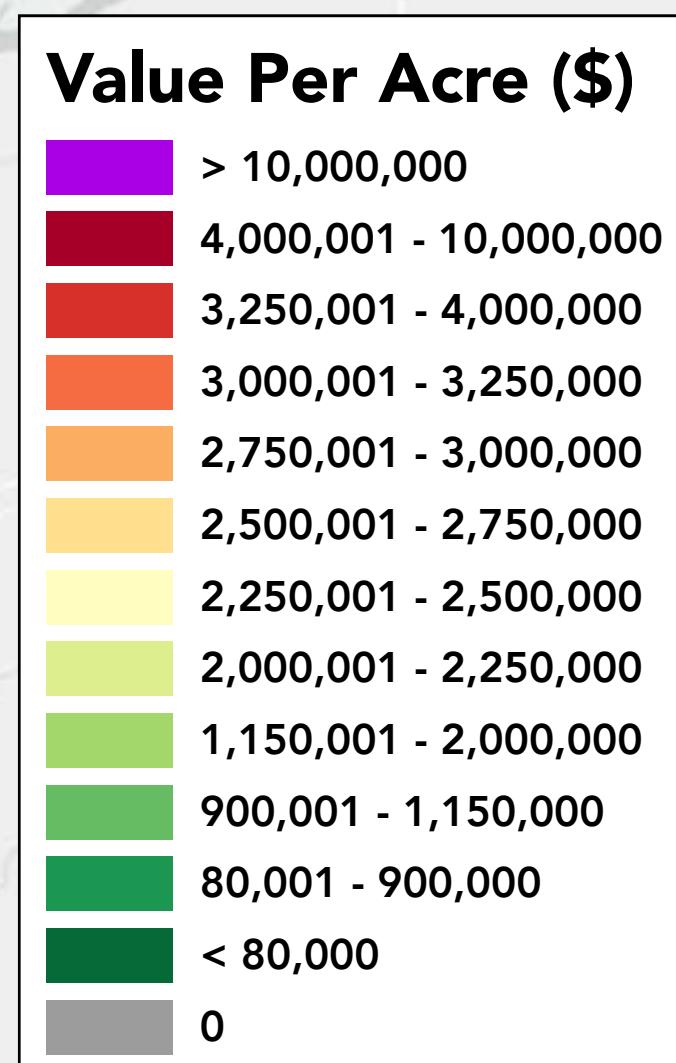
Assessed Value Per Acre

Northwest AR



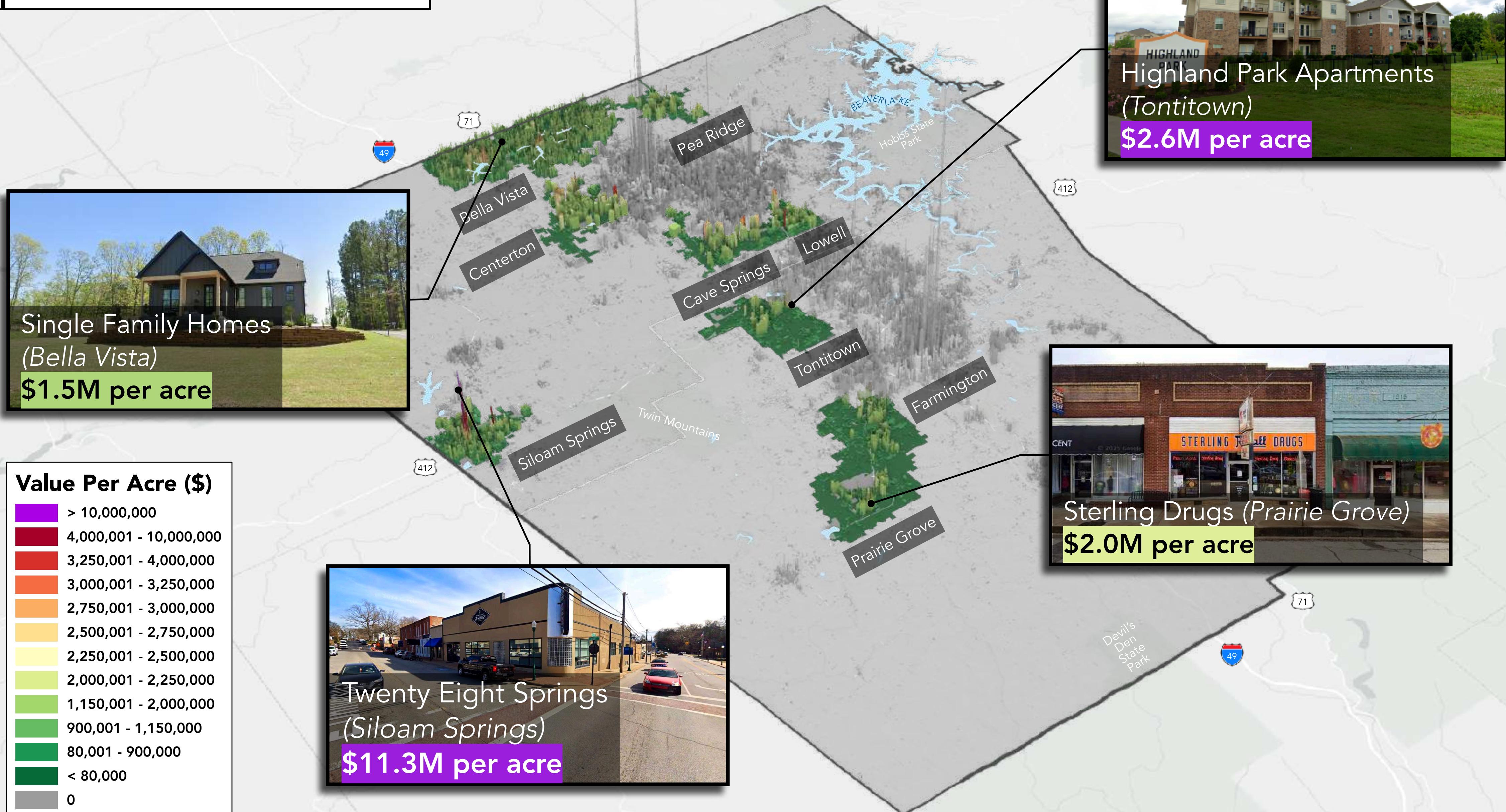
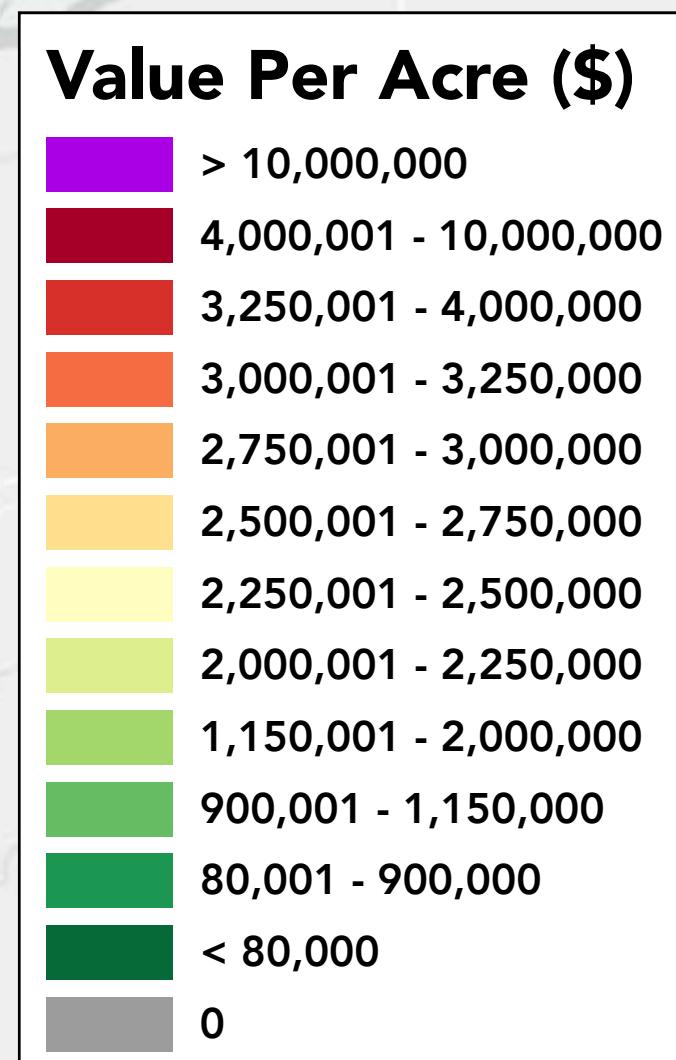
Assessed Value Per Acre

Large Communities in Northwest AR



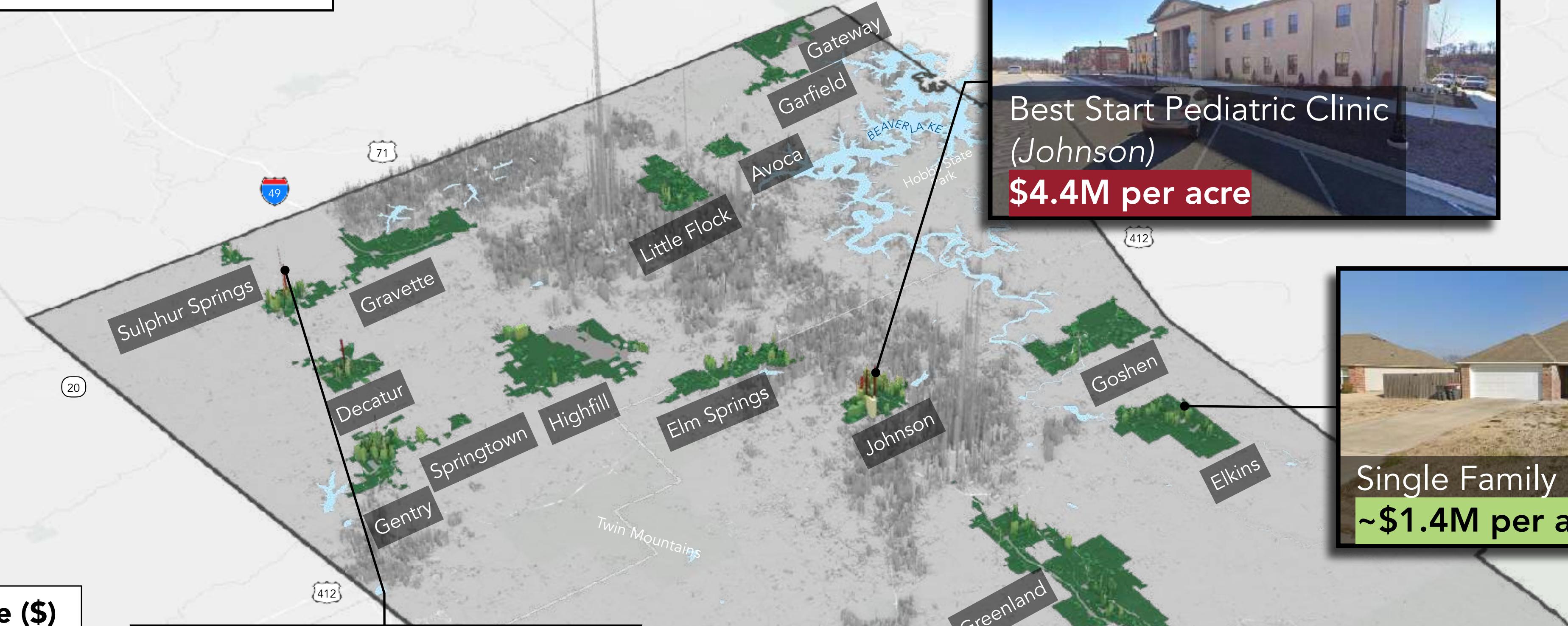
Assessed Value Per Acre

Medium Communities in Northwest AR

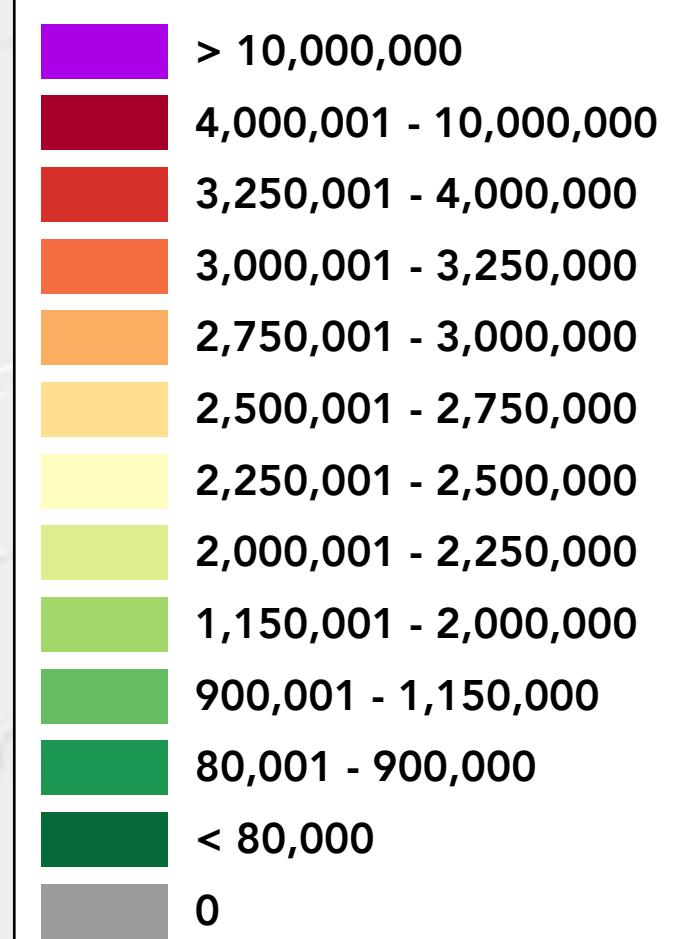


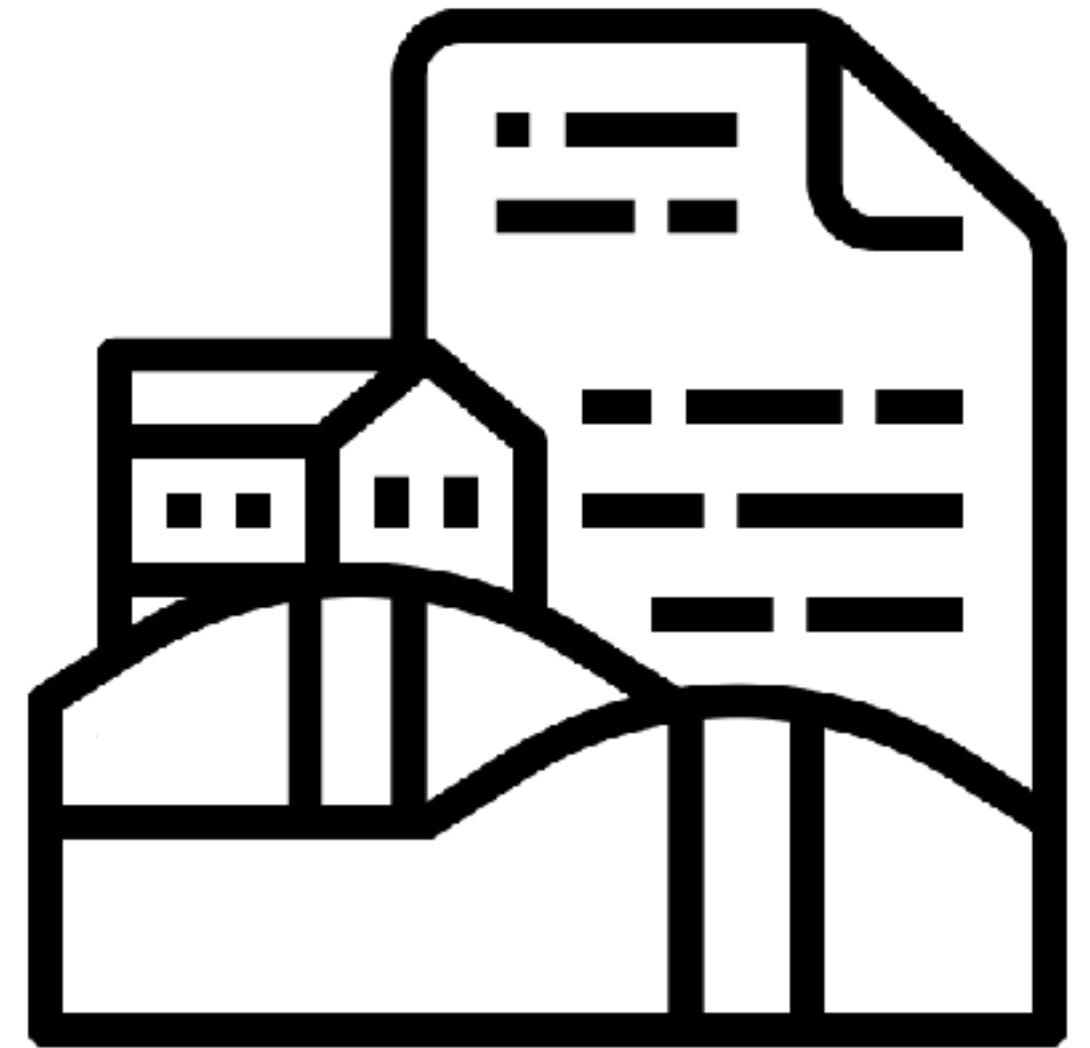
Assessed Value Per Acre

Small Communities in Northwest AR



Value Per Acre (\$)





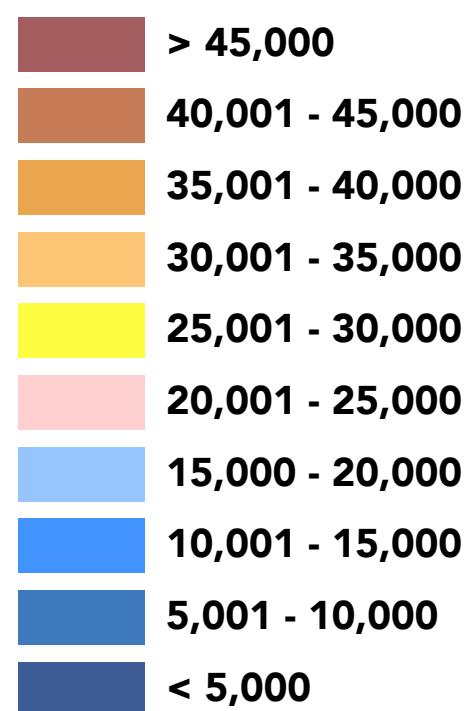
Land Value Per Acre

The Economics of Land Use

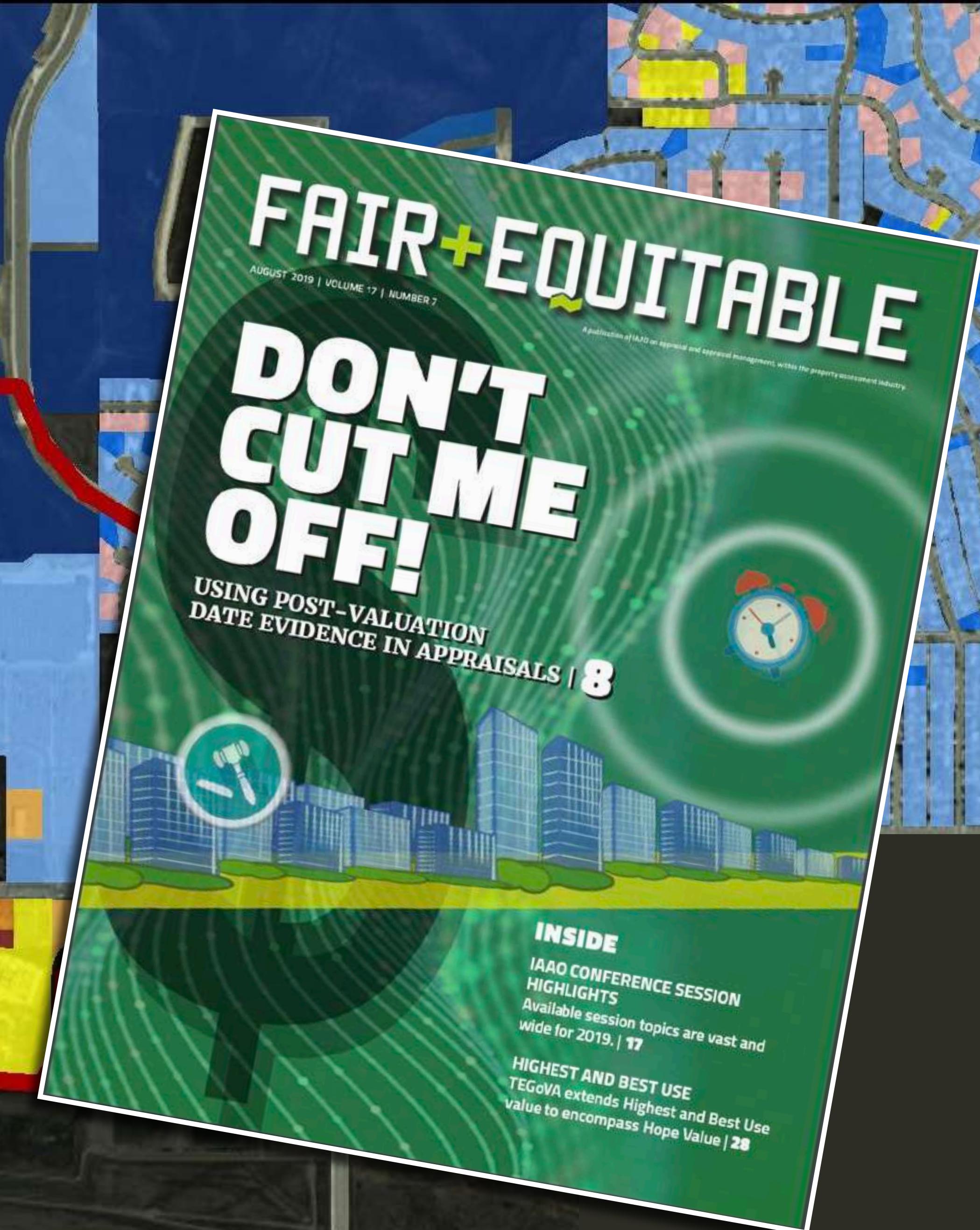
Land Value Per Acre

Cheyenne, WY

Land Value Per Acre (\$)



Dell Avenue



POWERED BY
esri

Source: Cheyenne, WY

A man with a long, grey beard and hair, wearing a dark tunic, stands behind a large, dark, circular stone tablet. He is looking upwards and to the left with a serious expression. The tablet has faint, illegible markings. The background is a dark, textured surface.

Tax Code

444L
7414L

444L
7414L



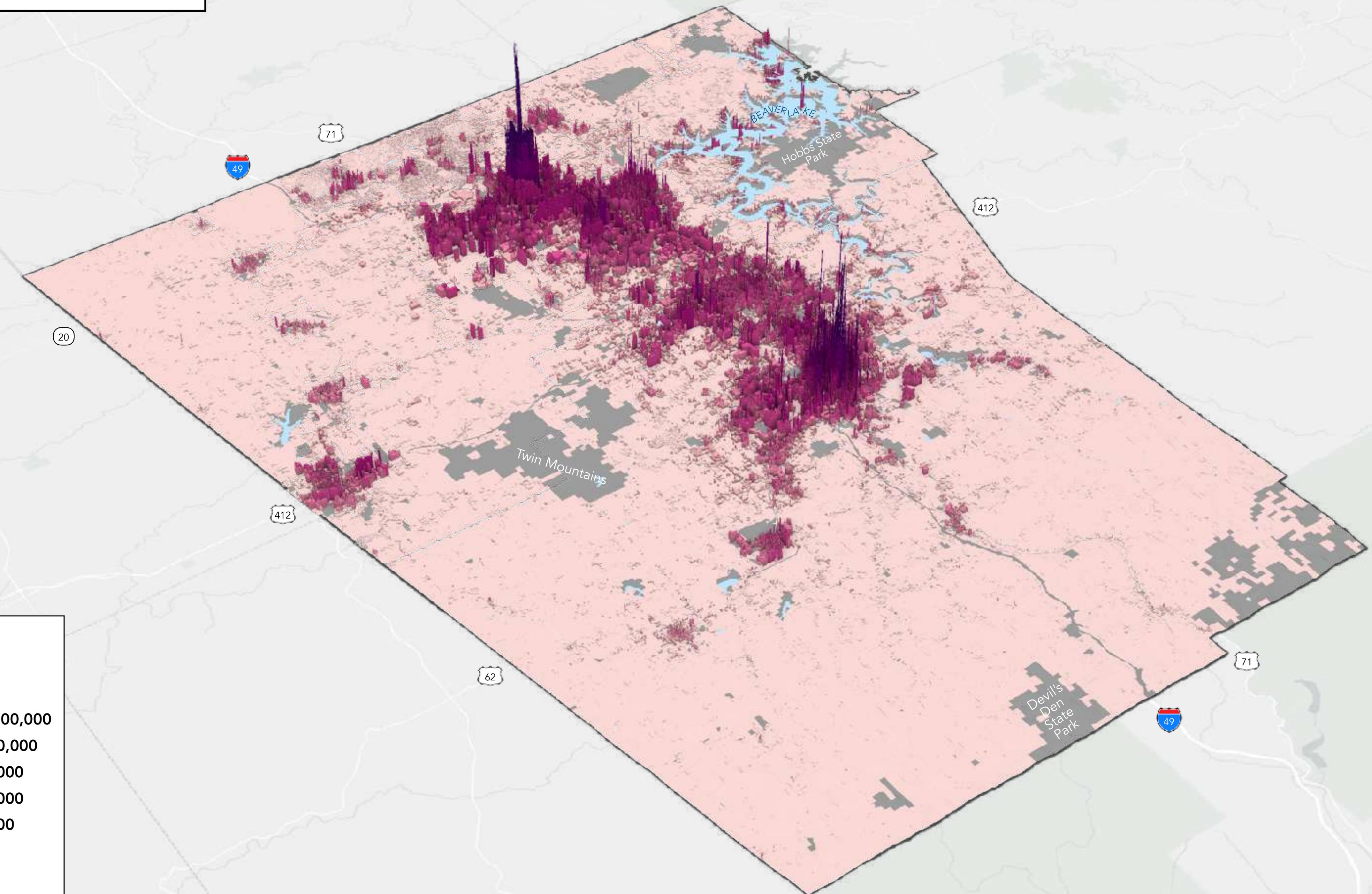
International Association of Assessing Officers

Curriculum Training



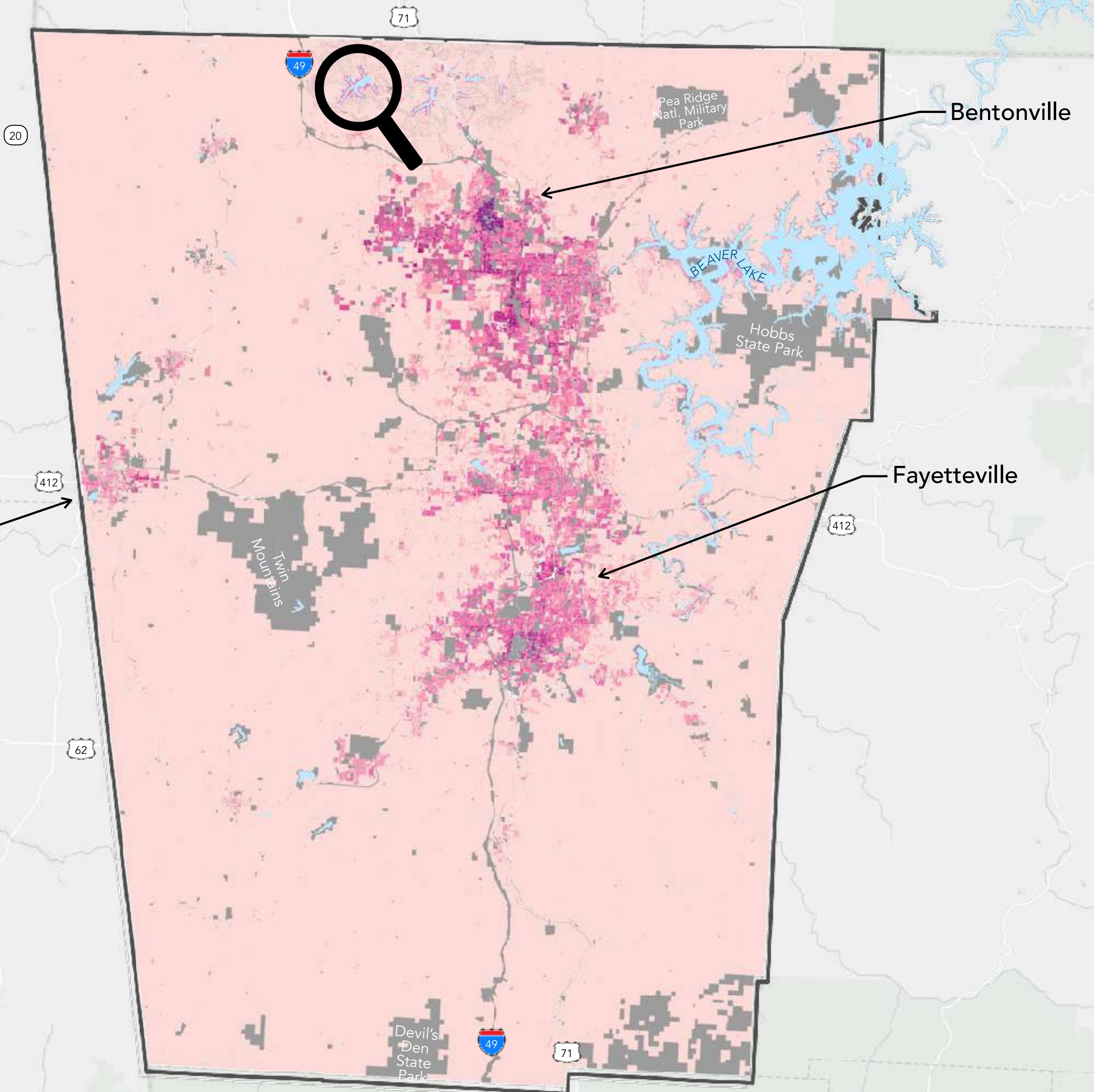
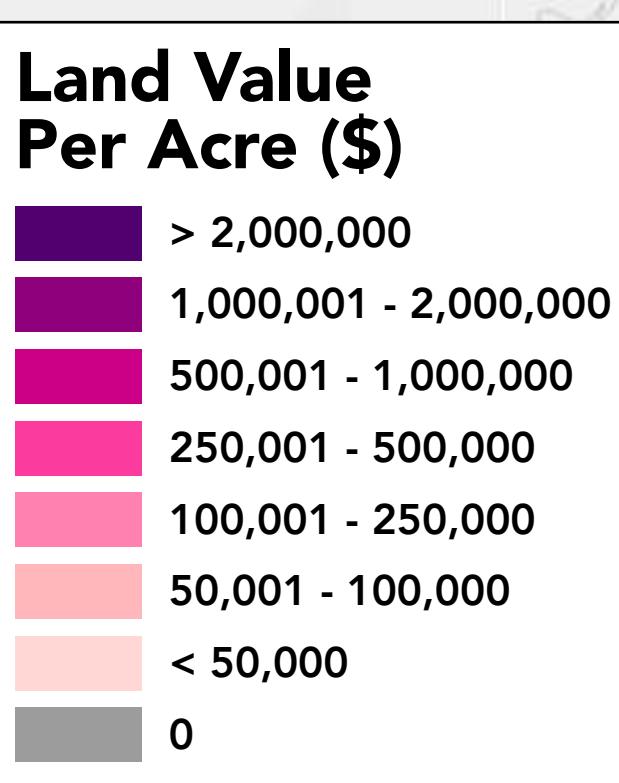
Land Value Per Acre

Northwest AR



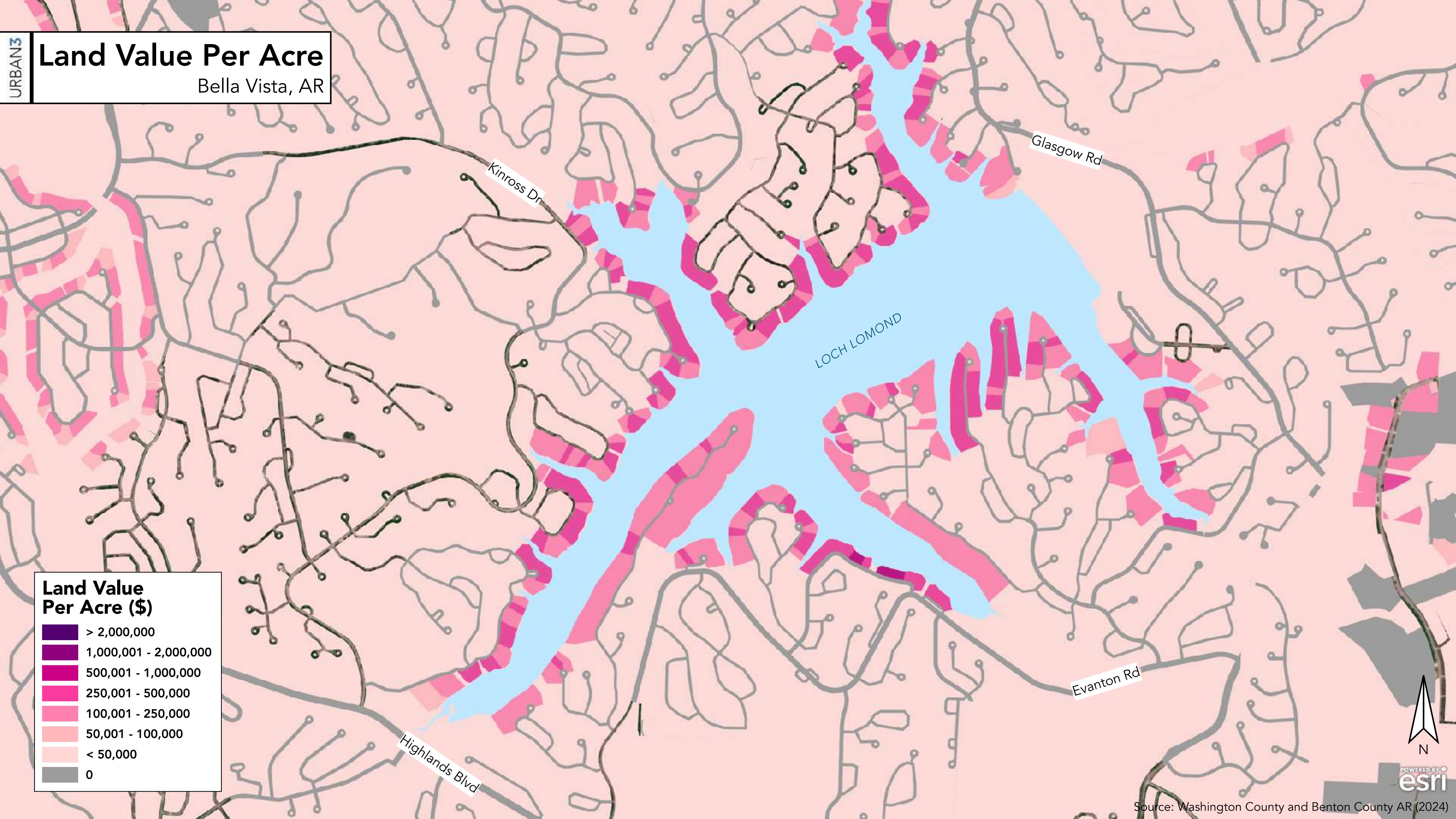
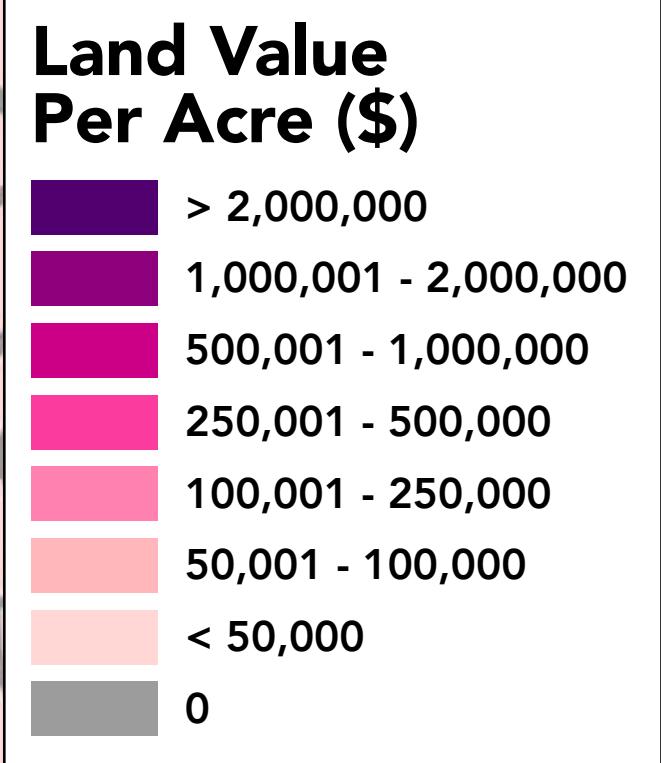
Land Value Per Acre

Northwest AR



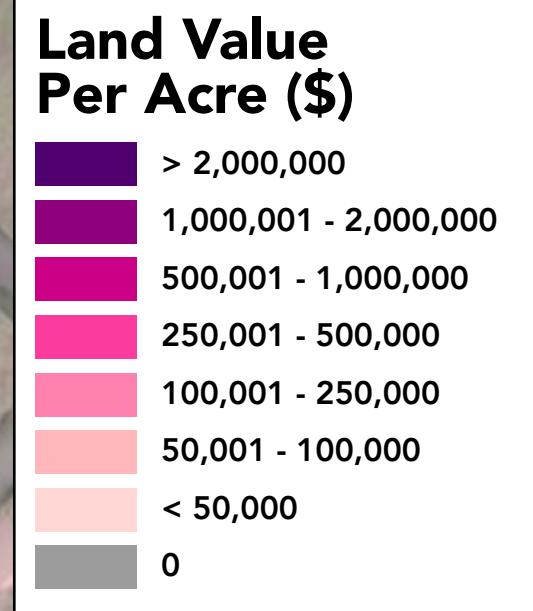
Land Value Per Acre

Bella Vista, AR



Land Value Per Acre

Downtown Bentonville, AR



Loch Lomond Lakefront

You can't make more "lake," but you can make more Downtown!



Total Land Value (Per Unit)

\$166K

Average Plot Acreage (Per Unit)

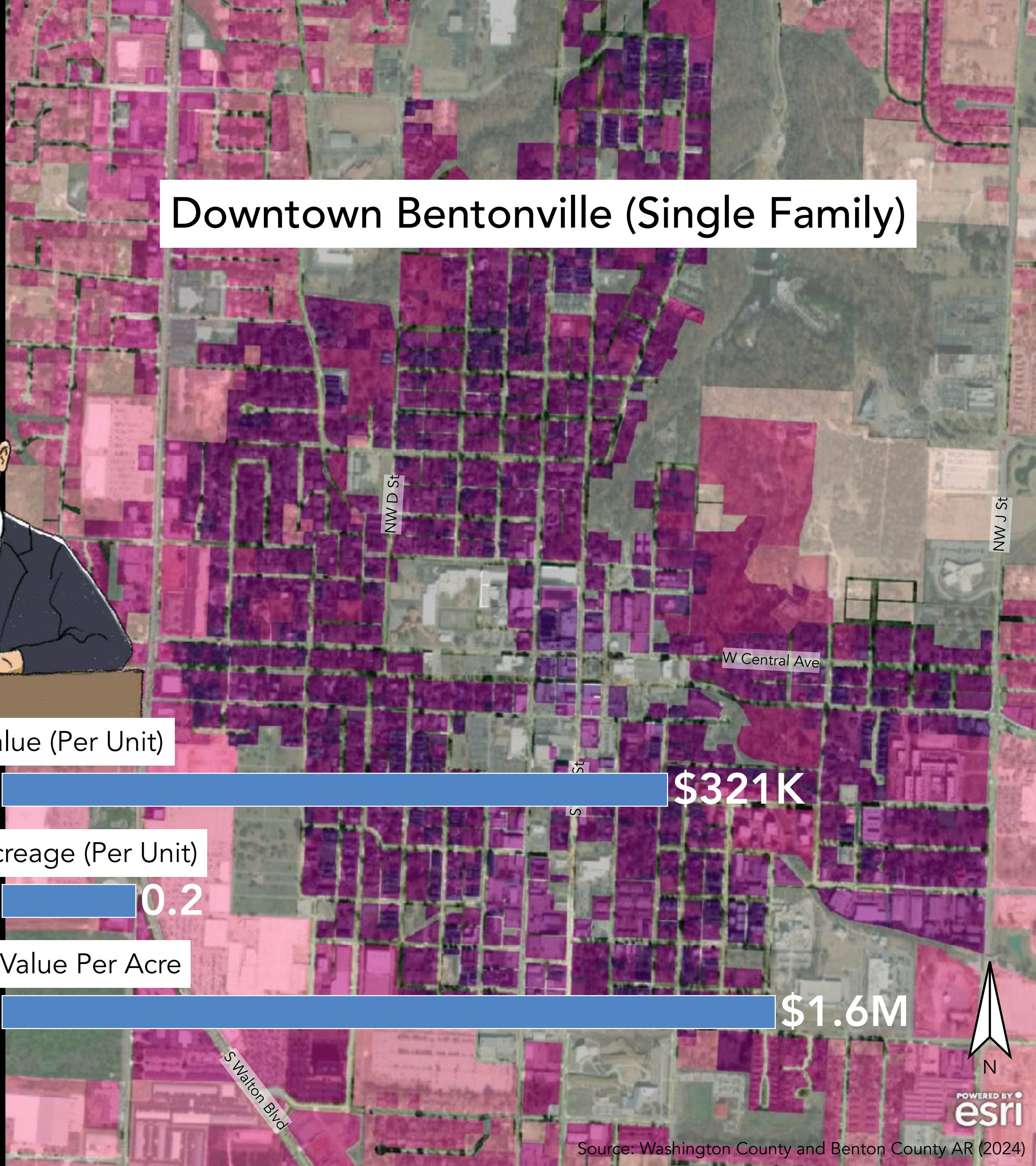
0.8

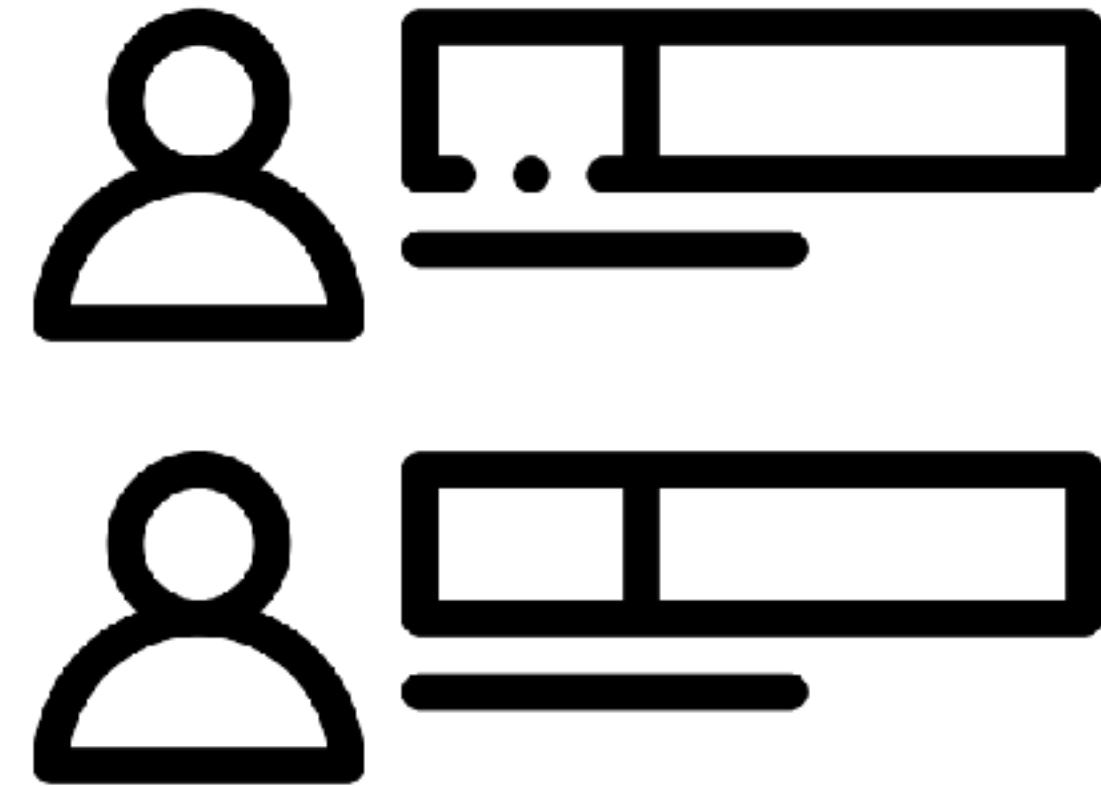
0.2

Average Land Value Per Acre

\$24K

\$1.6M





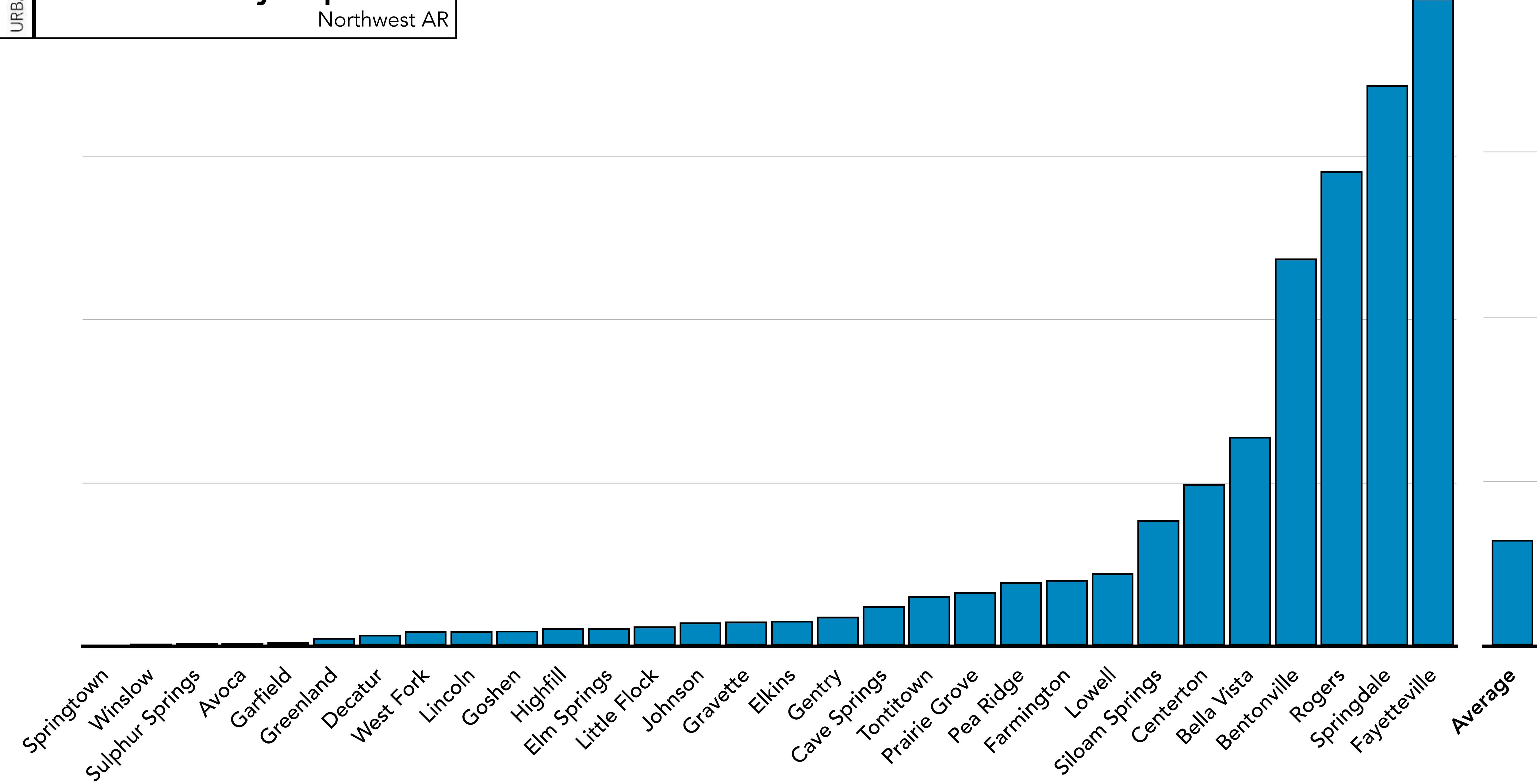
Demographic Analysis

Population Over Time

Community Population

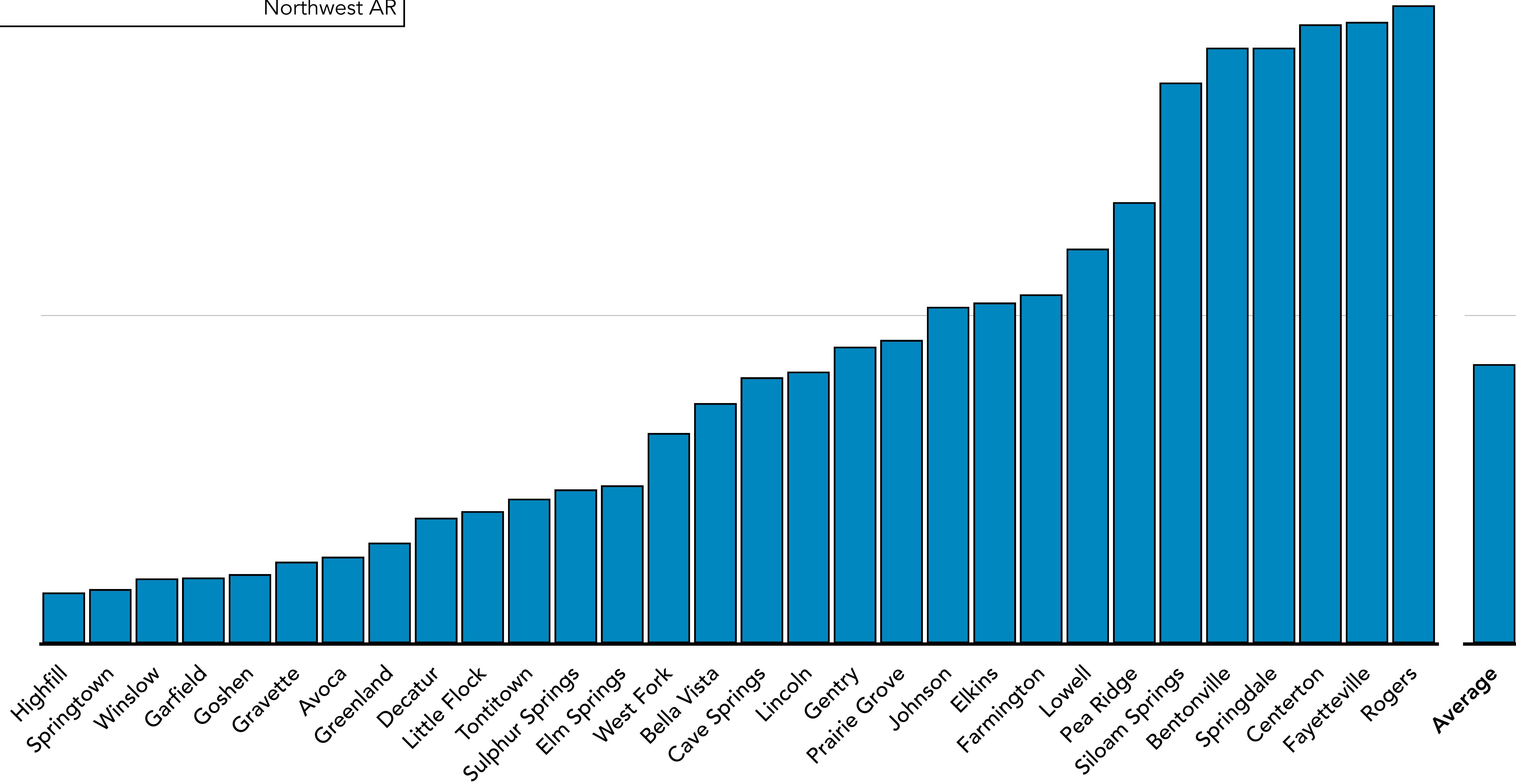
Northwest AR

Population



Community Density

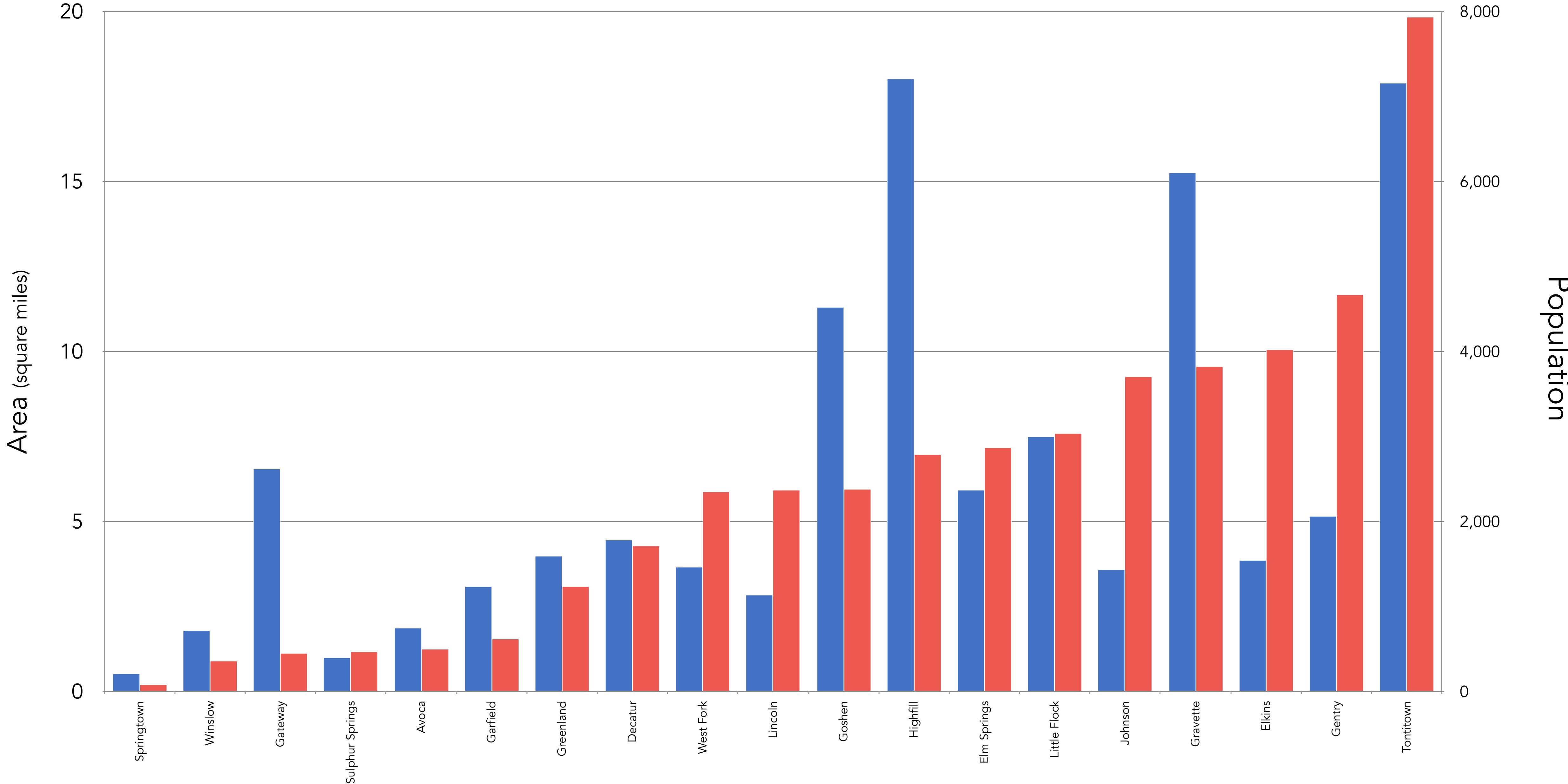
Northwest AR



Average Sales & Property Tax Revenue Per Acre

Northwest AR - Small Communities

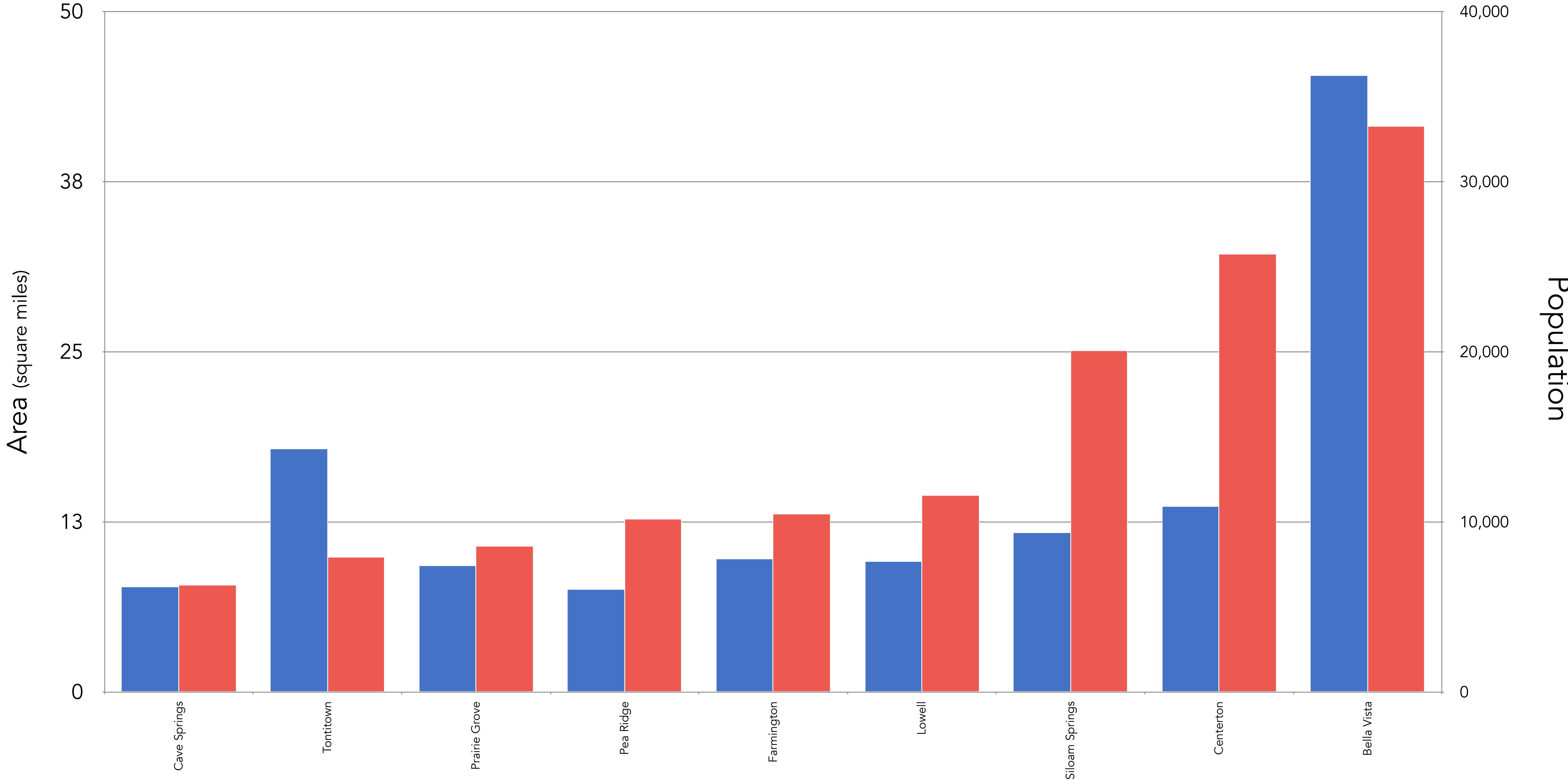
Area
Population



Average Sales & Property Tax Revenue Per Acre

Northwest AR - Medium Communities

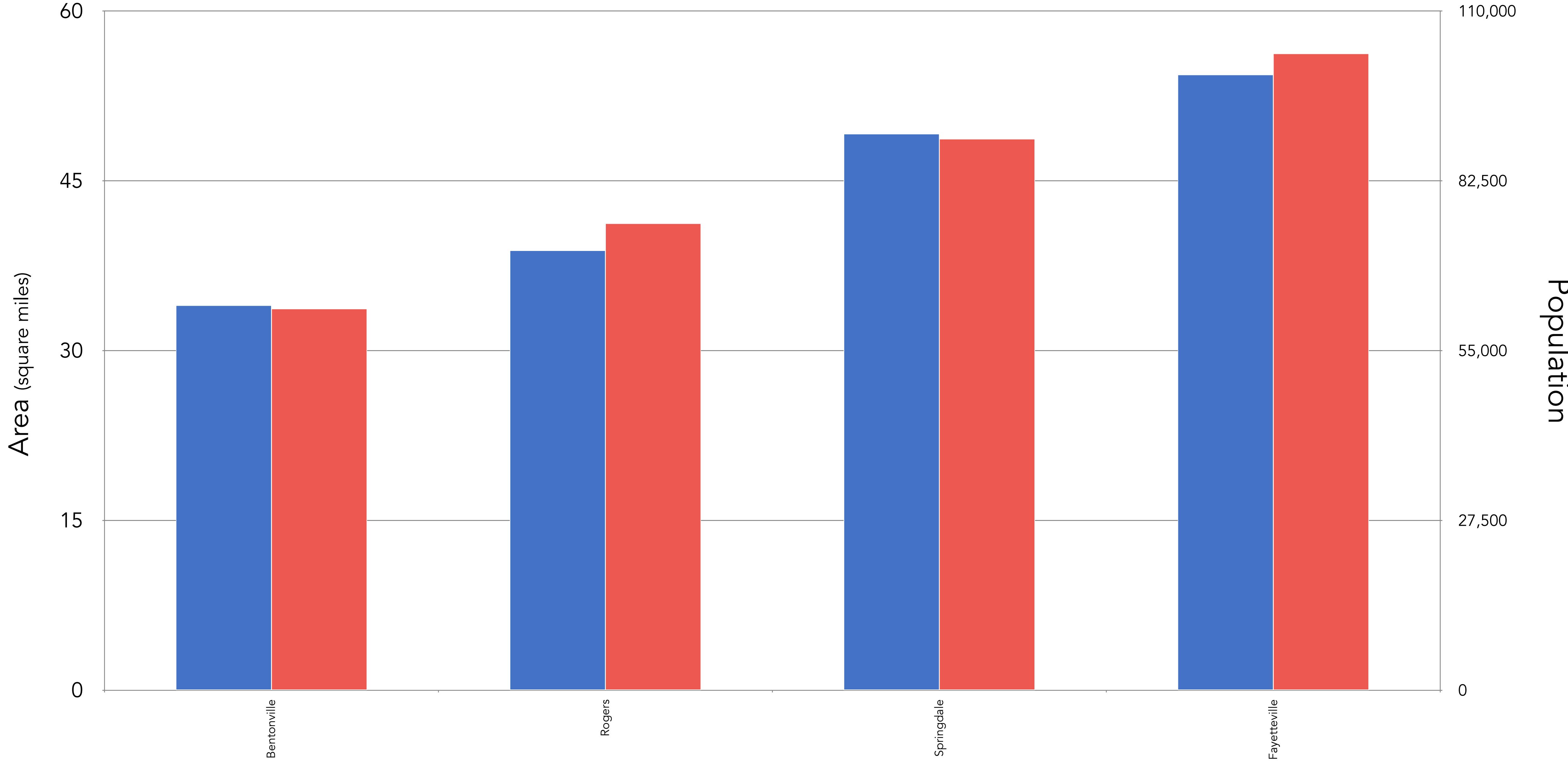
Area
Population



Average Sales & Property Tax Revenue Per Acre

Northwest AR - Large Communities

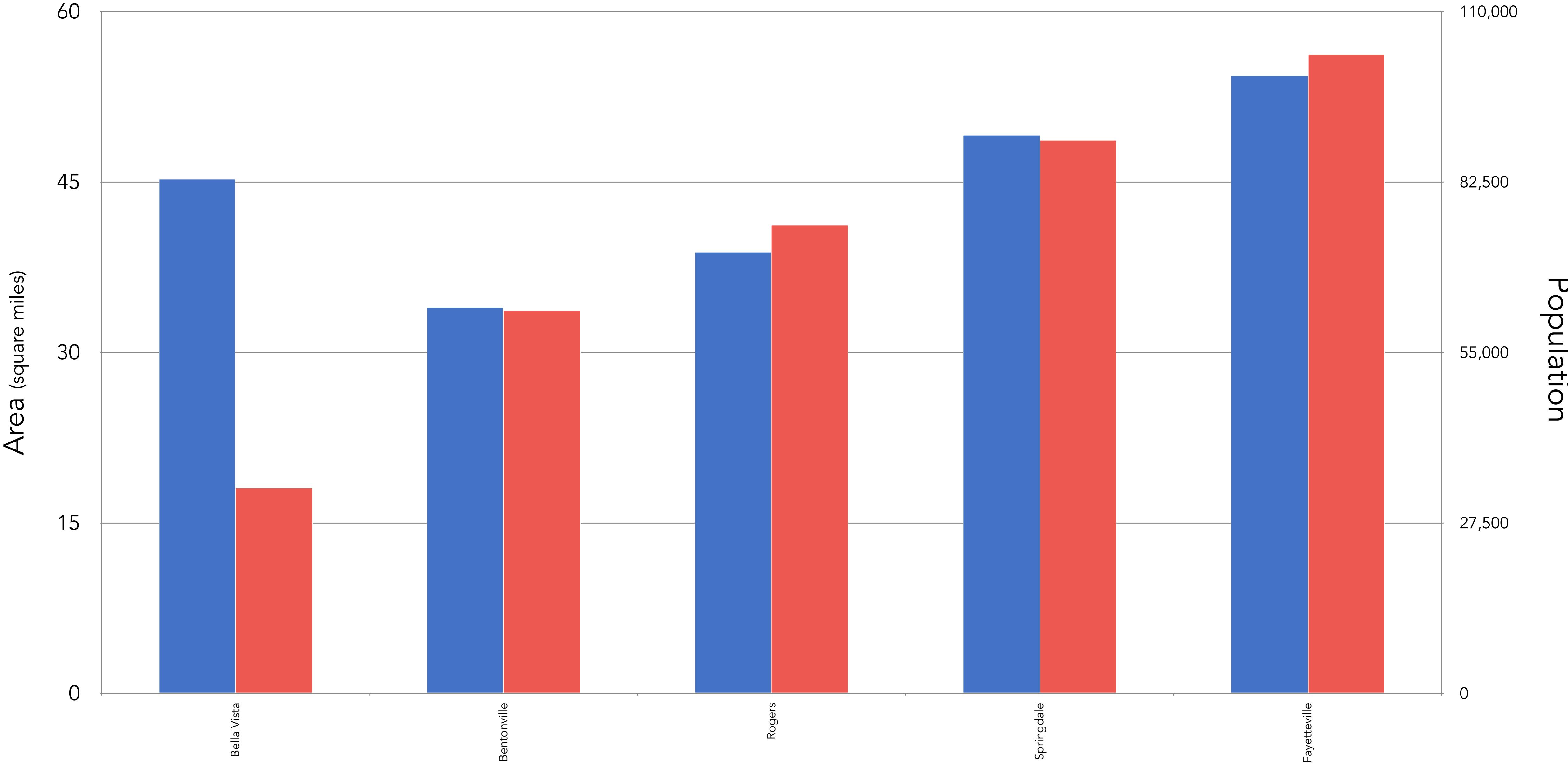
Area
Population



Average Sales & Property Tax Revenue Per Acre

Northwest AR - Large Communities (+ Bella Vista)

Area
Population

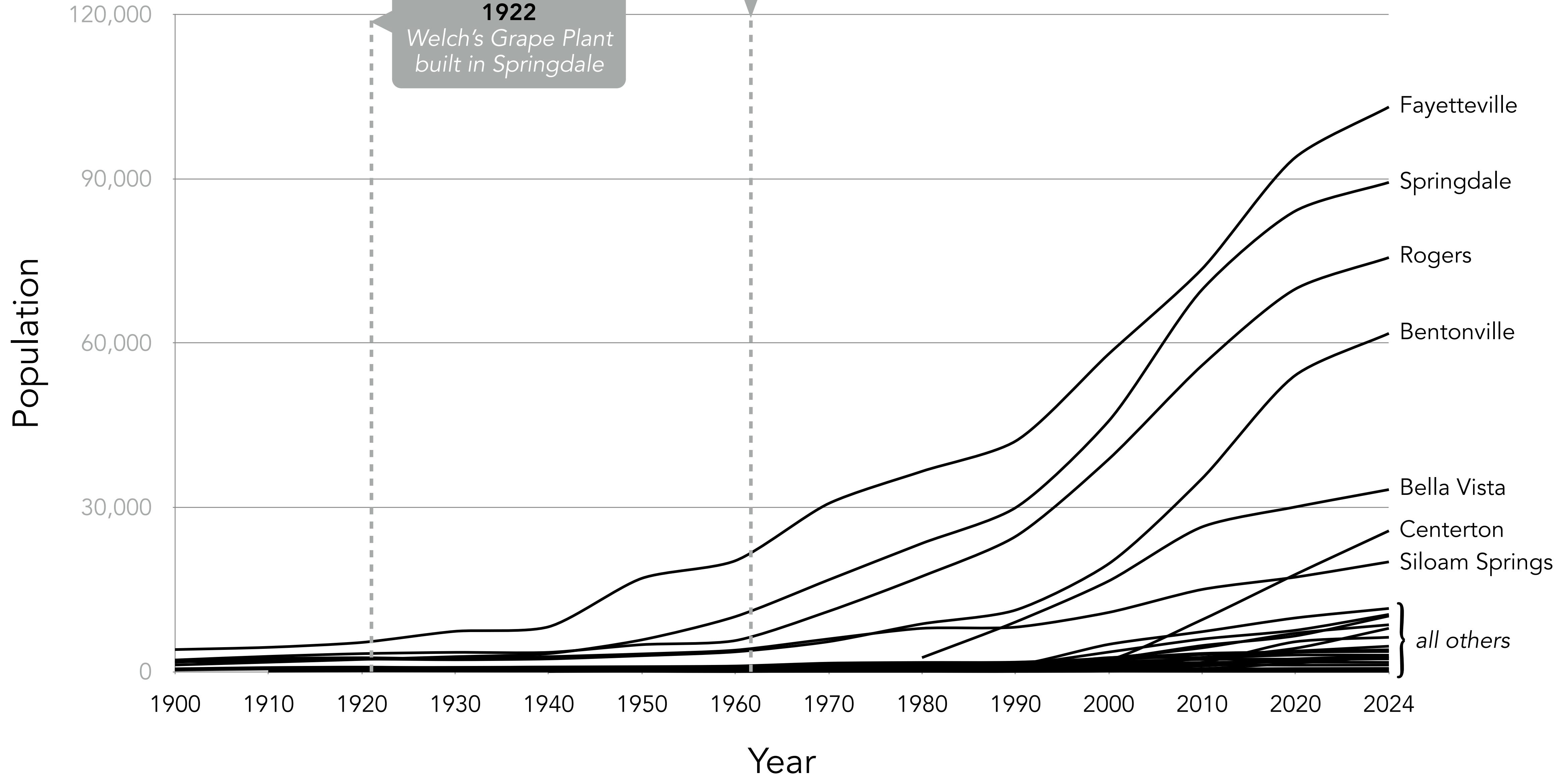


Population Change Over Time

Northwest AR

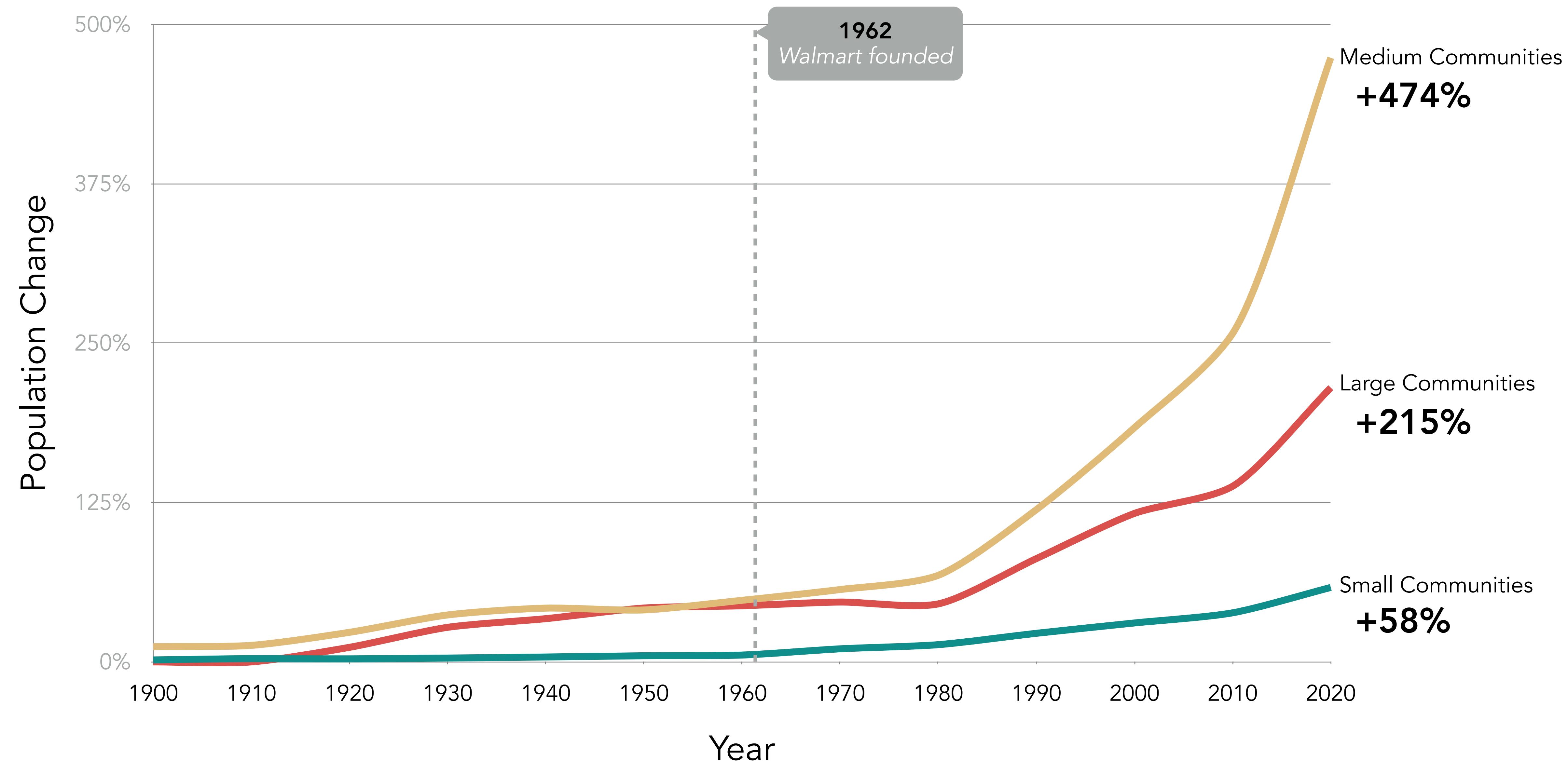
1962

Walmart founded

1922
Welch's Grape Plant
built in Springdale

Population Change Over Time, Indexed to 1900

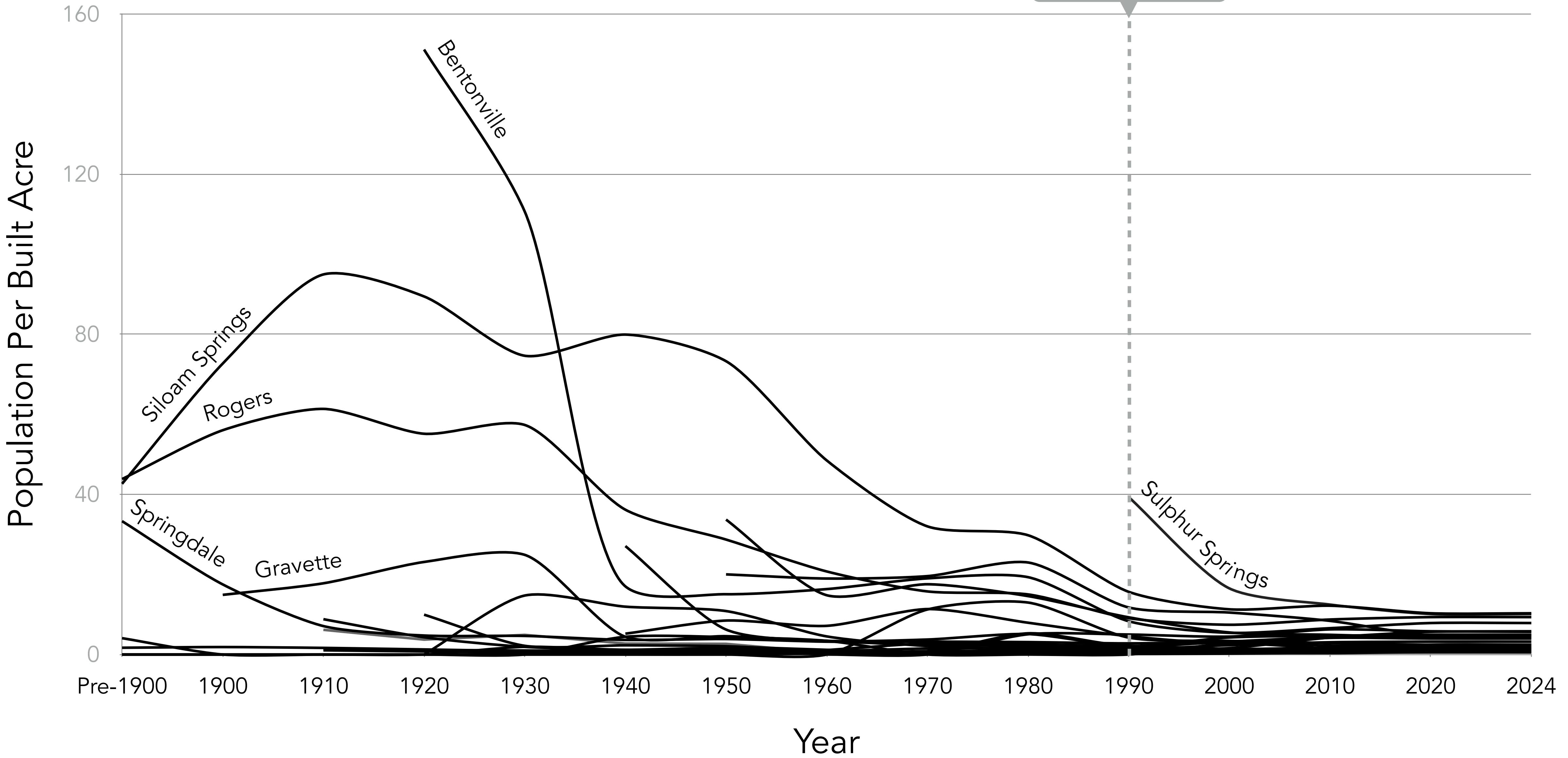
Northwest AR



Population Density Over Time

Northwest AR

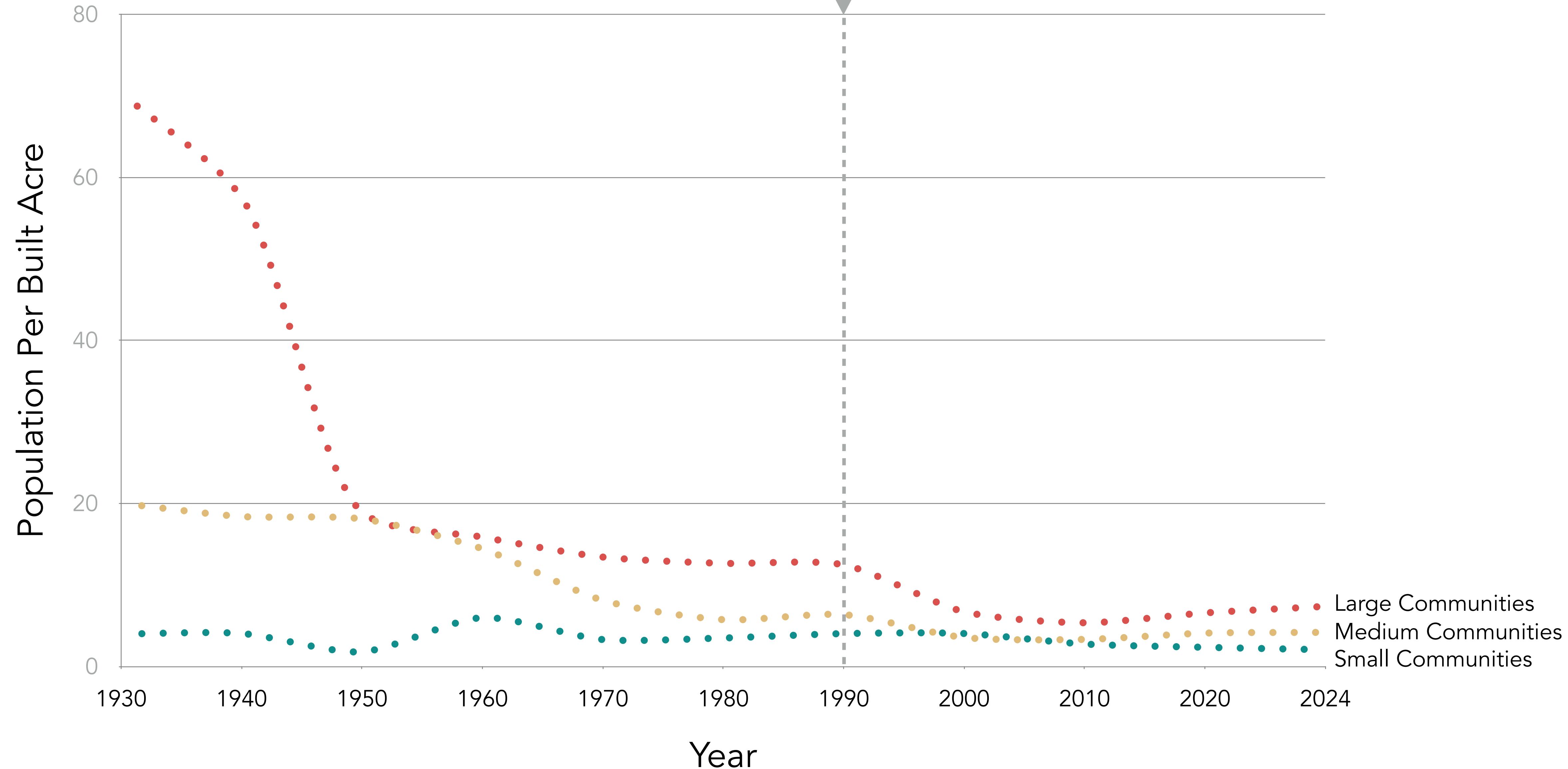
1990
National average:
2 vehicles per
household



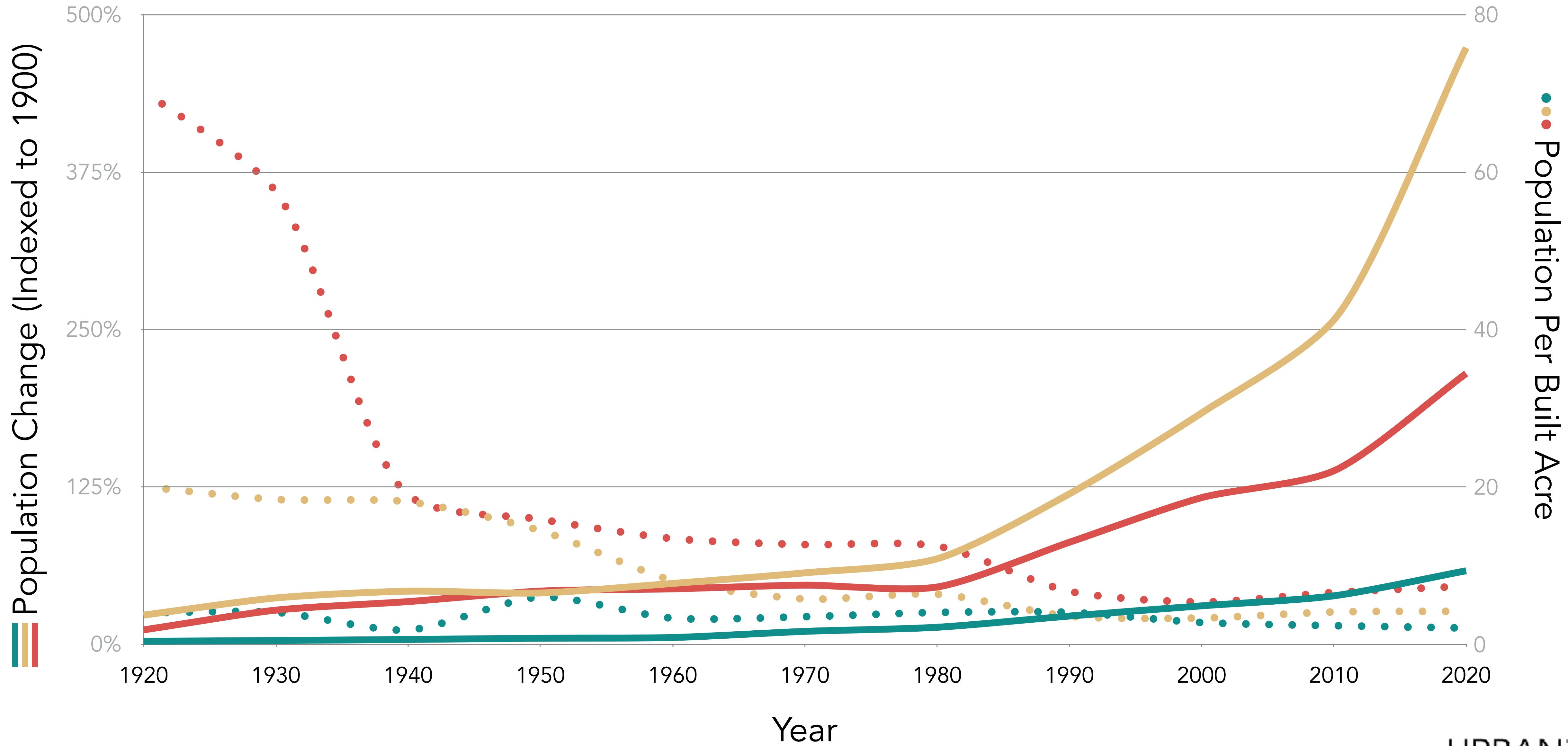
Population Density Over Time

Northwest AR

1990
National average:
2 vehicles per
household



Population Density ← { Small Communities
Medium Communities
Large Communities } → Population Change



Regional Geography by Population & Area

Northwest AR

Population (People)

82,500

55,000

27,500

0

Pea Ridge
\$158 taxes/acre

\$380 taxes/acre

Siloam
Springs

Lowe

\$479 taxes/acre

Centerton

\$280 taxes/acre

Cave
Springs

\$120 taxes/acre

Prairie
Grove

\$58 taxes/acre

Farmington

\$109 taxes/acre

Tontitown

\$74 taxes/acre

Area (square mile)

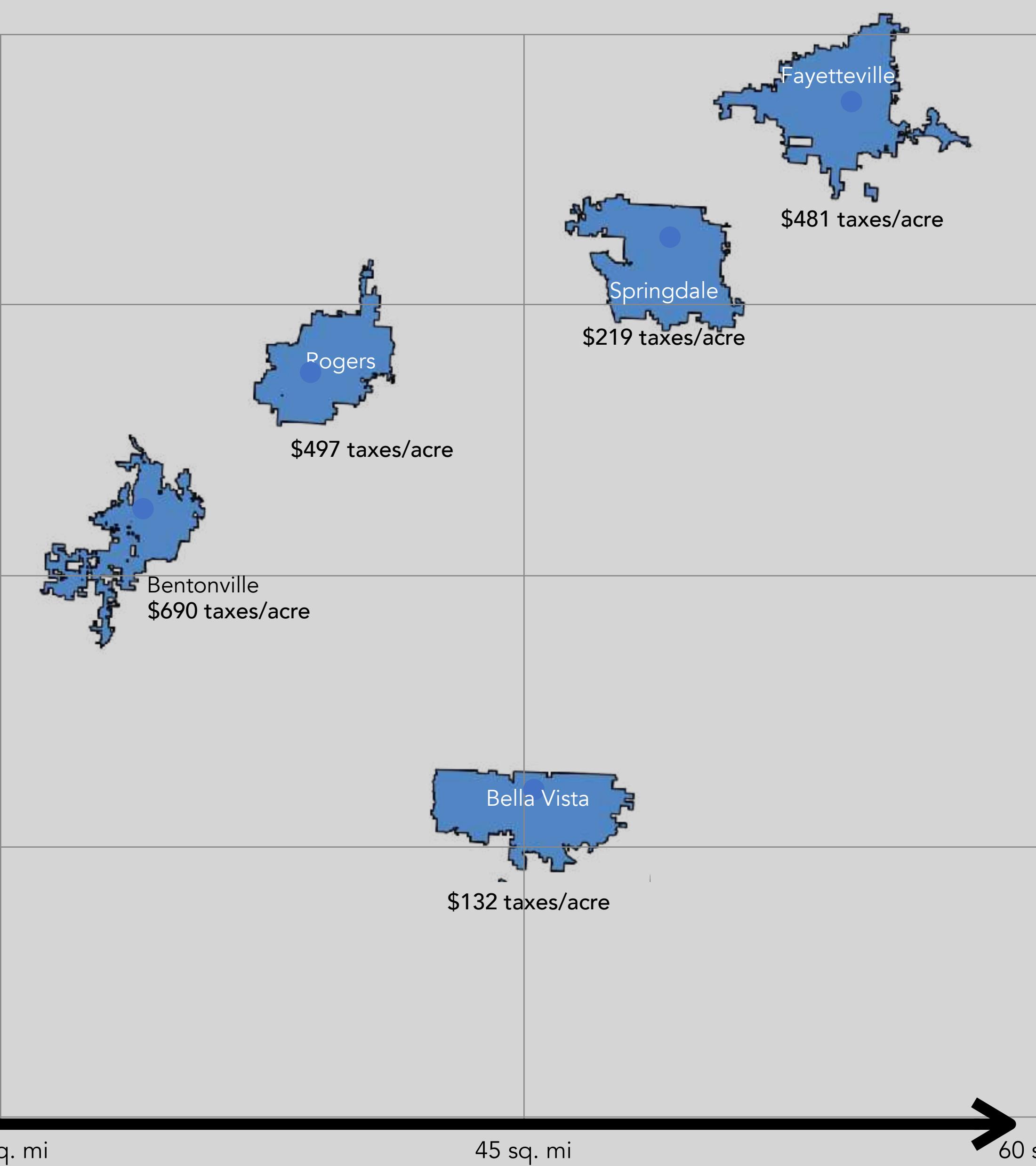
0 sq. mi

15 sq. mi

30 sq. mi

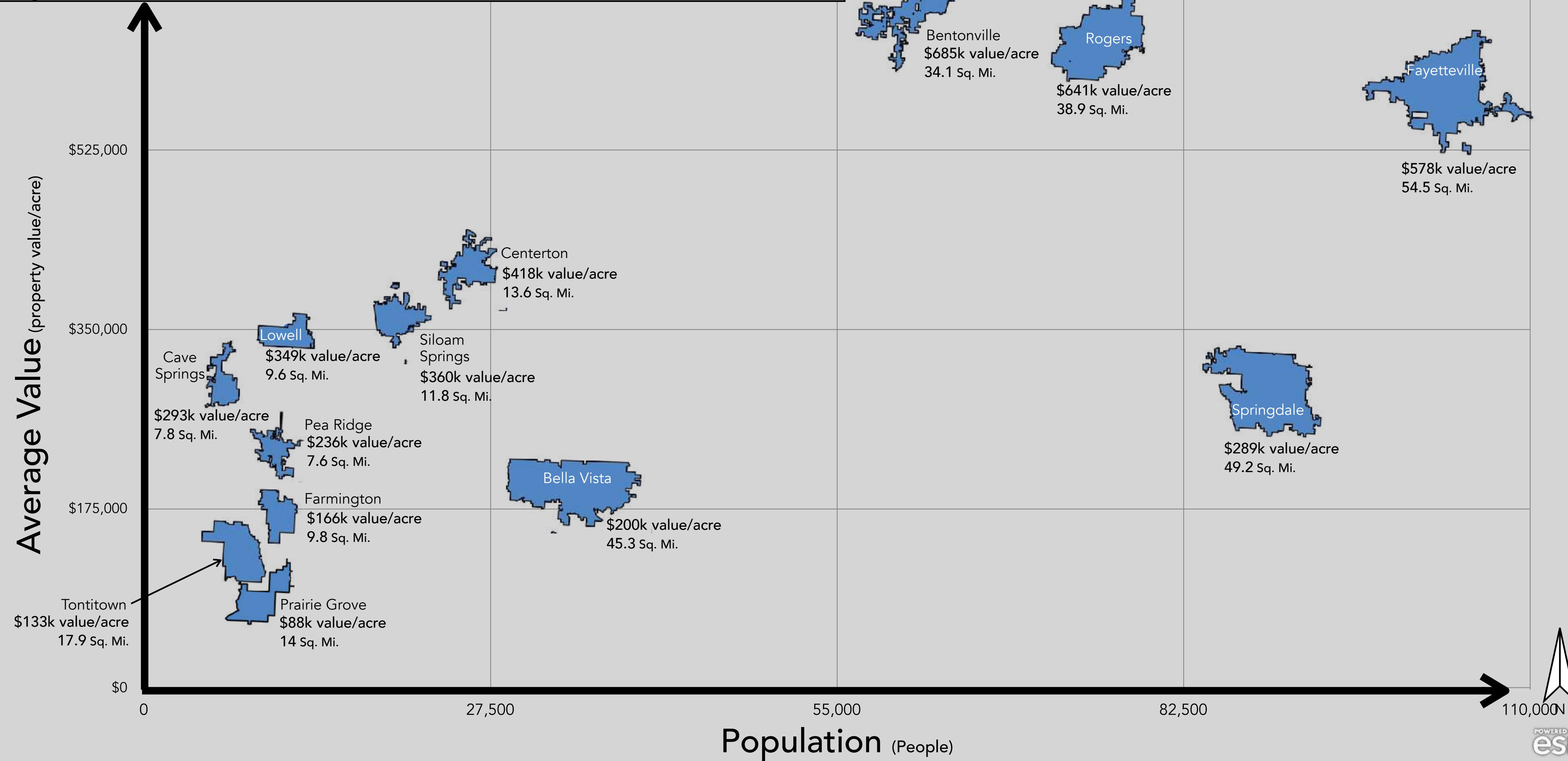
45 sq. mi

60 sq. mi



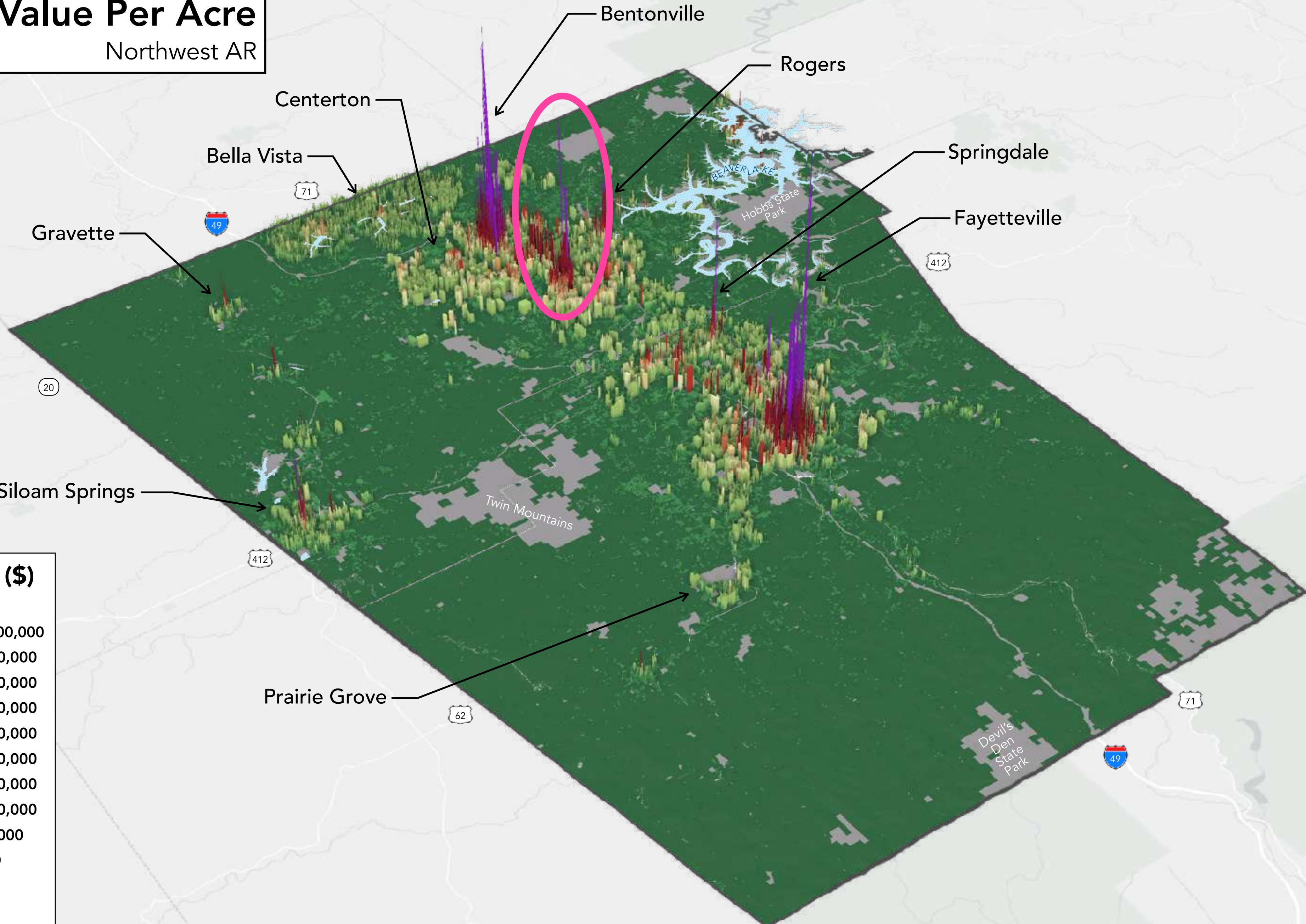
Regional Geography by Productivity & Population

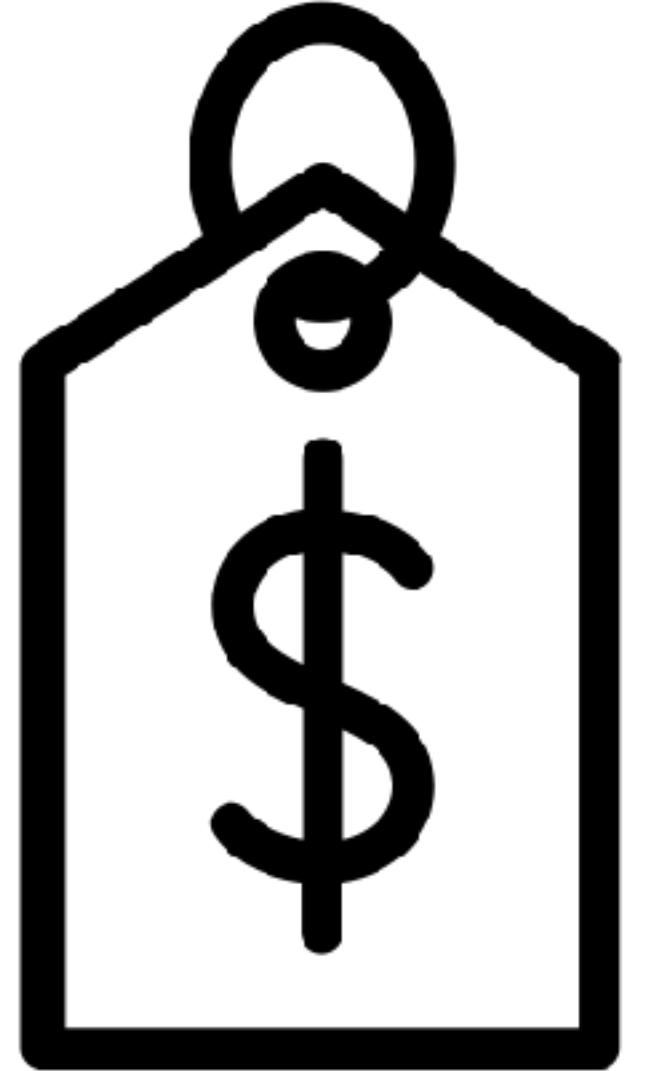
Northwest AR



Assessed Value Per Acre

Northwest AR





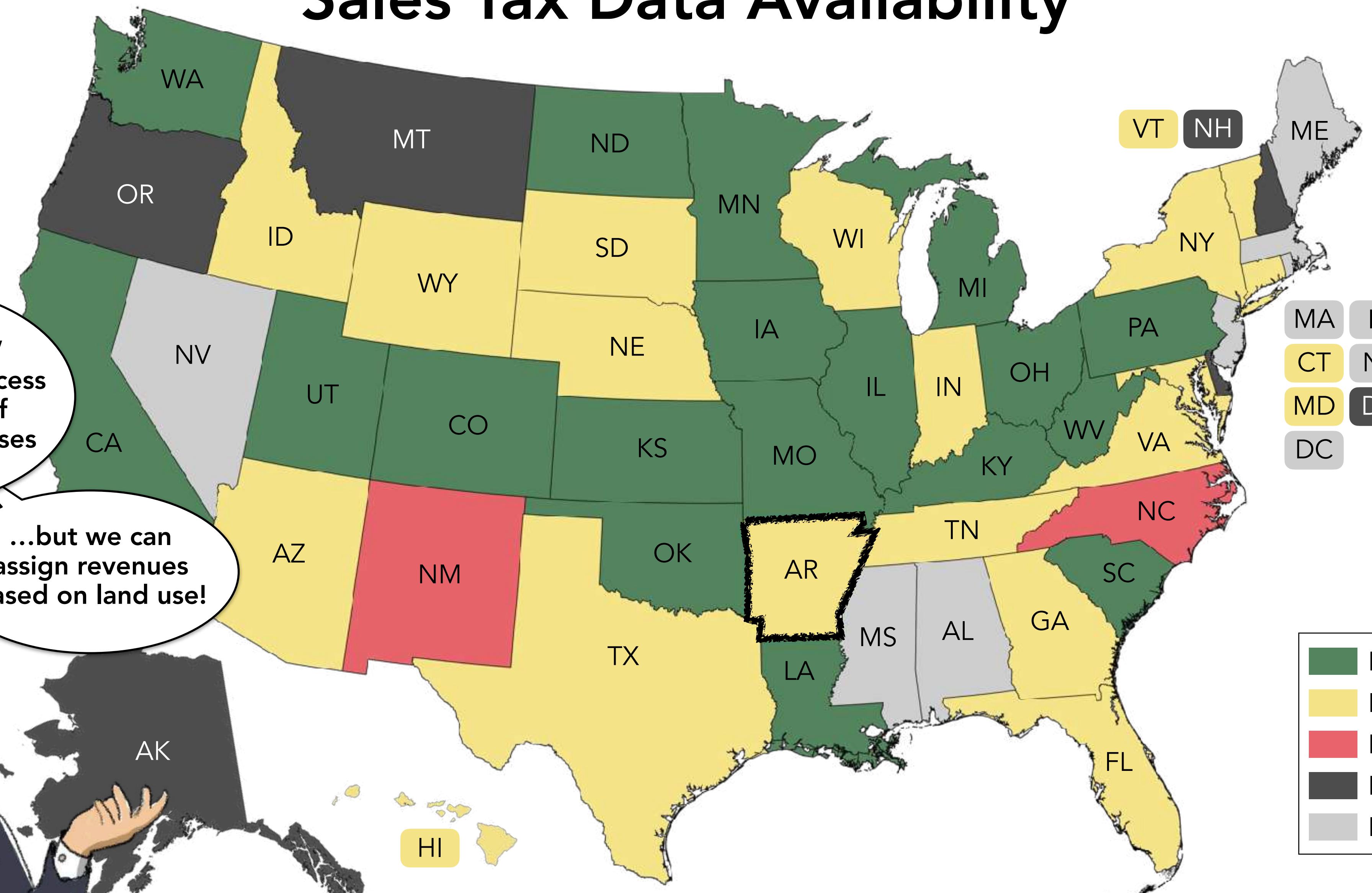
Sales Tax Analysis

Mapping Sales Tax Revenue

Sales Tax Data Availability

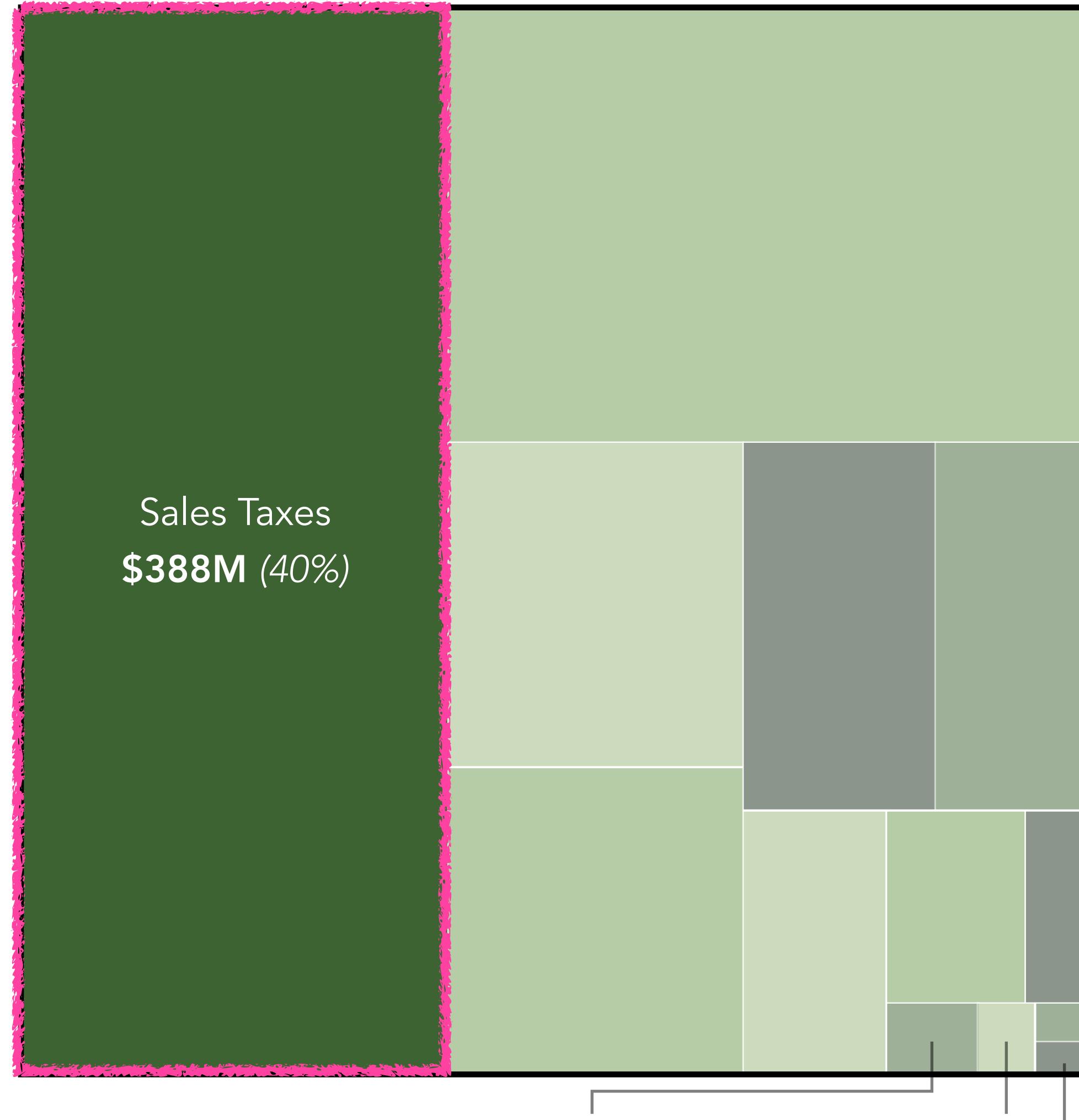
"Partial access"
means we can't access
sales revenue of
individual businesses

...but we can
assign revenues
based on land use!

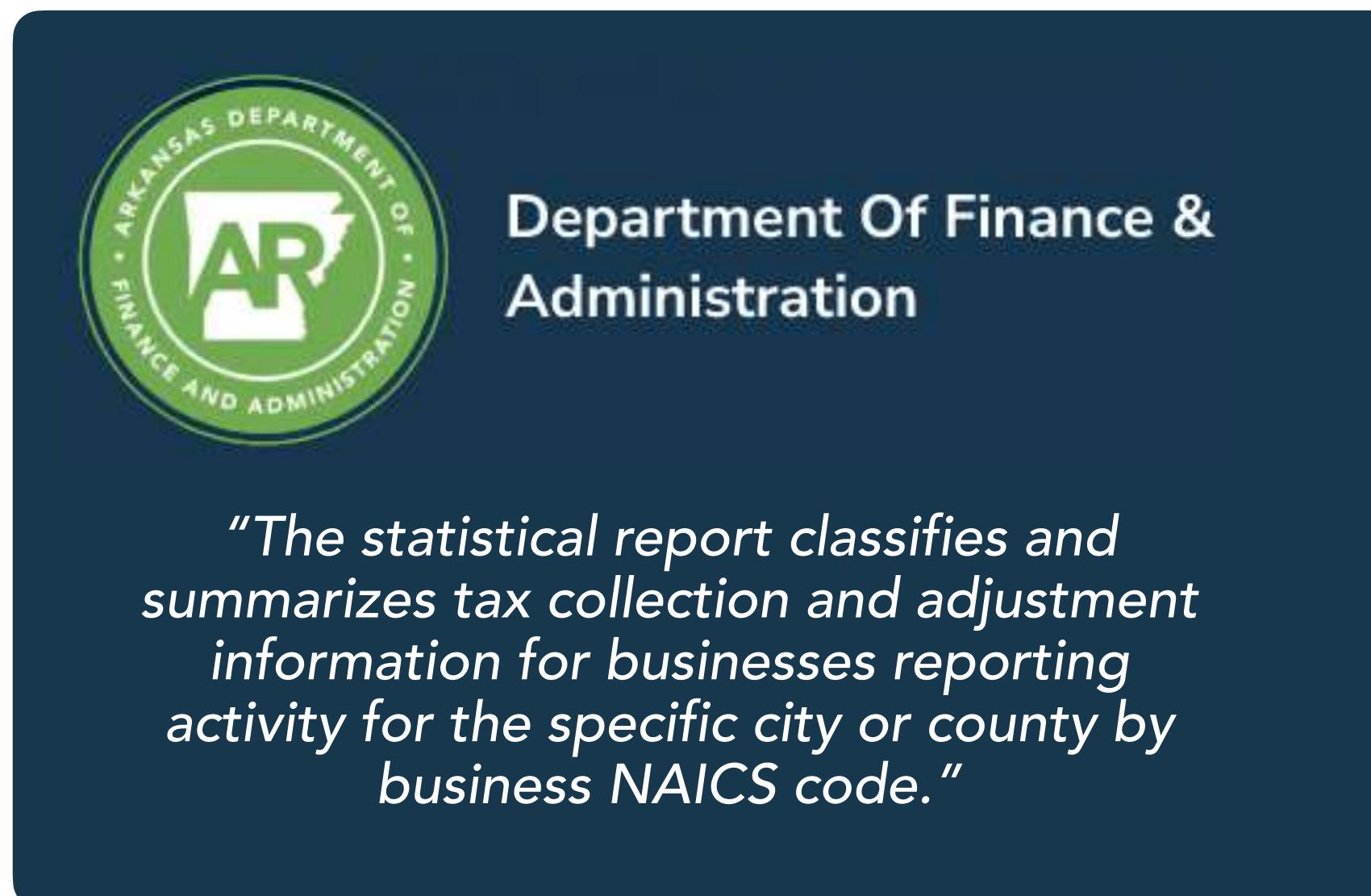


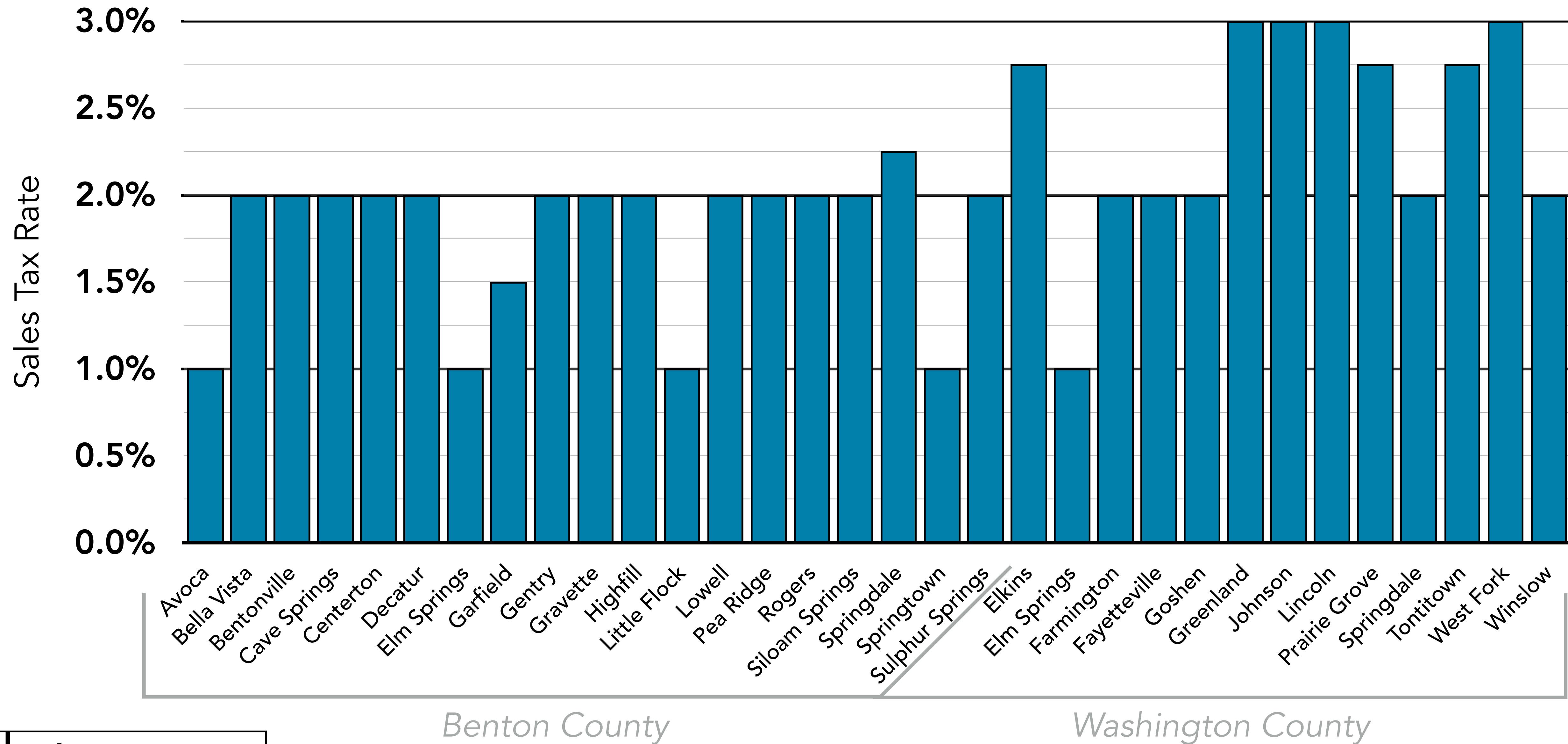
- Full Access
- Partial Access
- No Access
- No Sales Tax
- Not Studied

\$306.3M
in Sales Tax Revenue
went to cities in 2024.



Revenues: **\$975.8M**

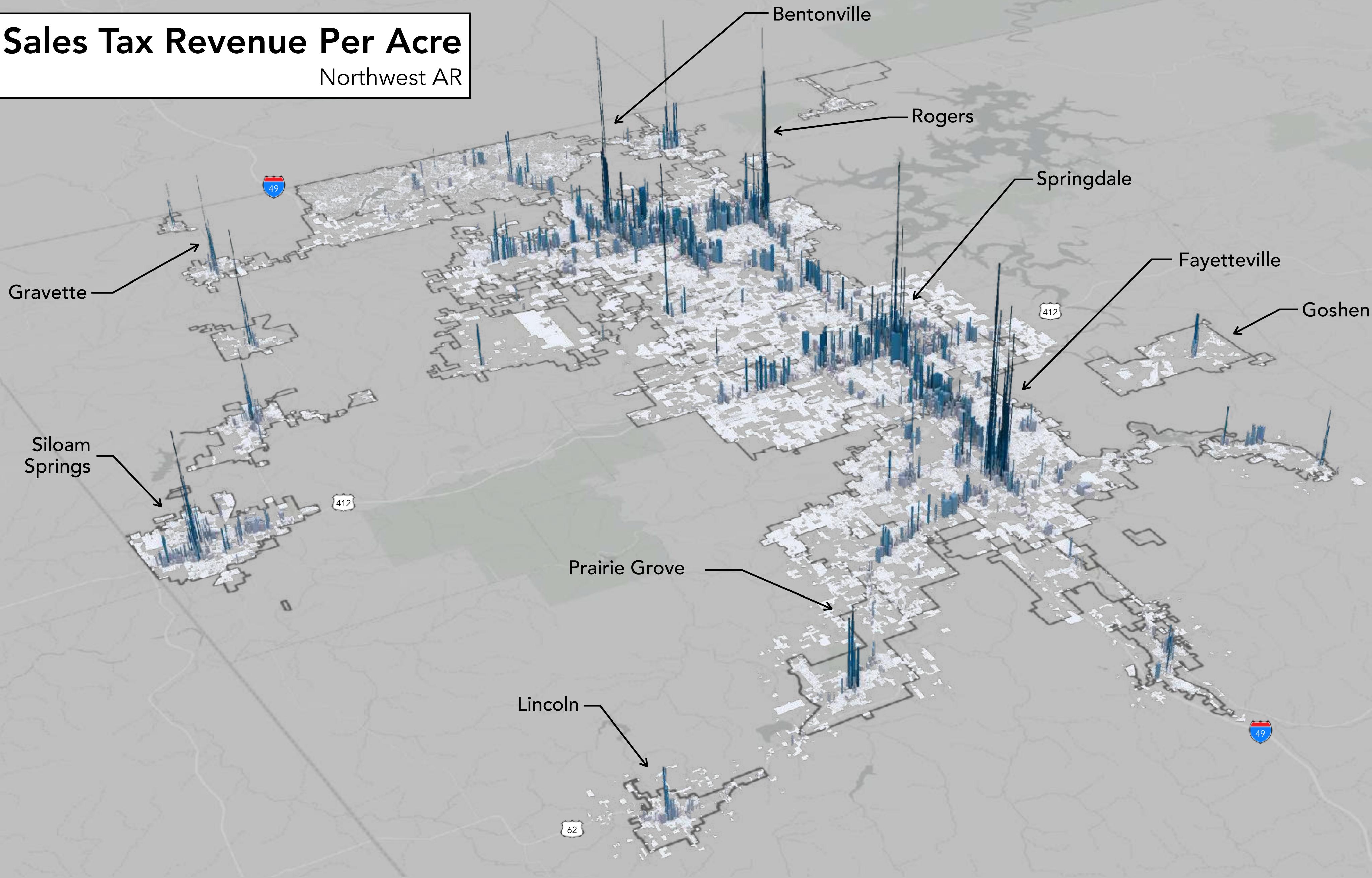
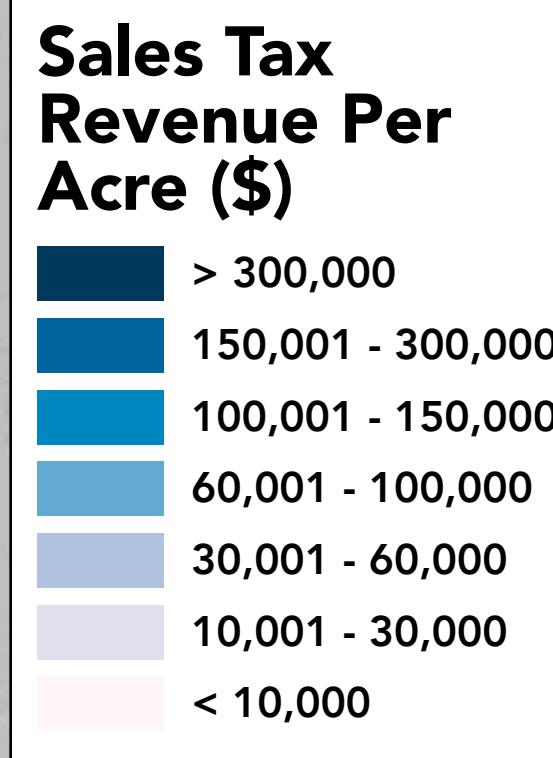




URBAN3
Sales Tax Rates
Northwest AR

Sales Tax Revenue Per Acre

Northwest AR

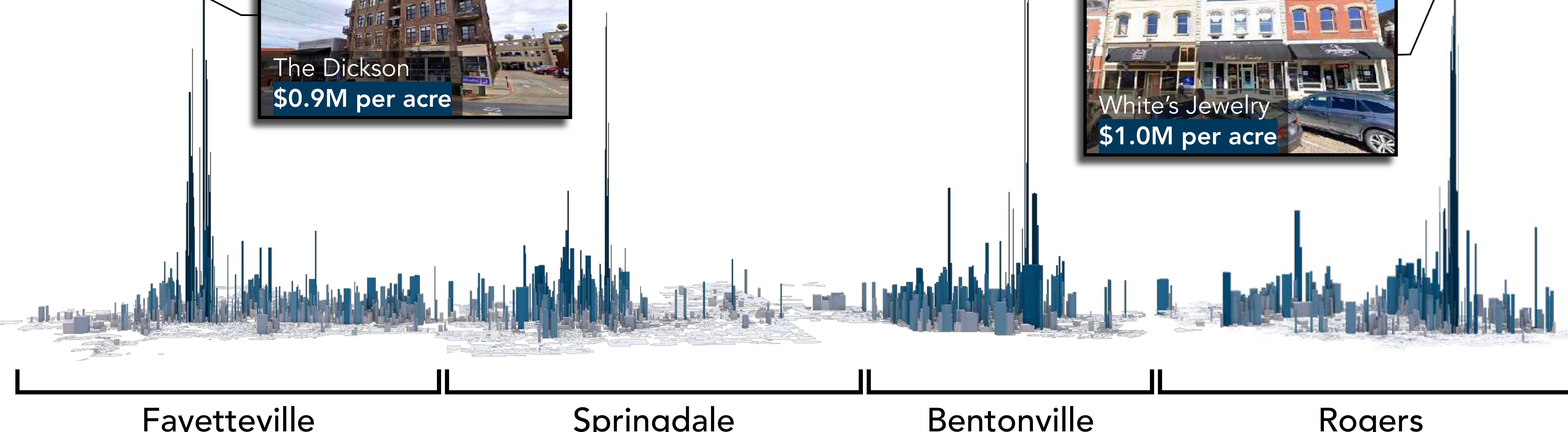


Sales Tax Revenue Per Acre

Large Communities in Northwest AR

Sales Tax Revenue Per Acre (\$)

> 300,000
150,001 - 300,000
100,001 - 150,000
60,001 - 100,000
30,001 - 60,000
10,001 - 30,000
< 10,000

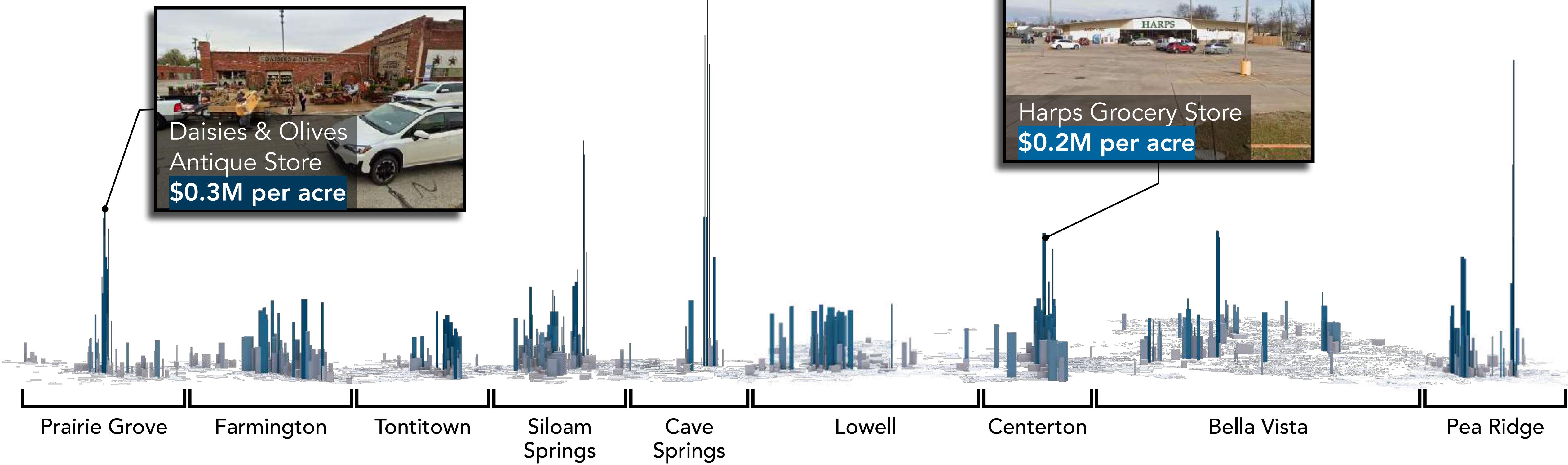


Sales Tax Revenue Per Acre

Medium Communities in Northwest AR

Sales Tax Revenue Per Acre (\$)

> 300,000
150,001 - 300,000
100,001 - 150,000
60,001 - 100,000
30,001 - 60,000
10,001 - 30,000
< 10,000

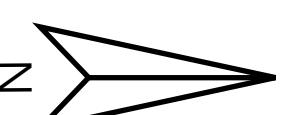
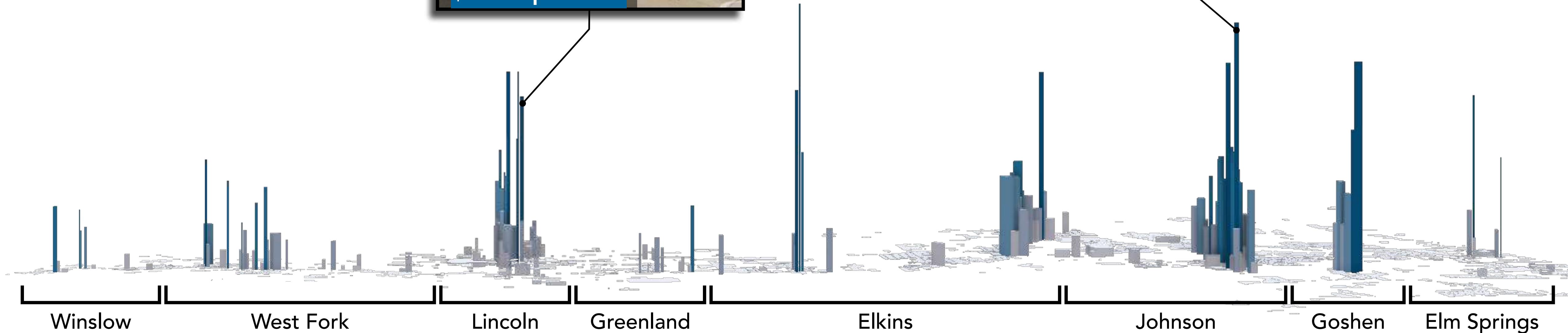


Sales Tax Revenue Per Acre

Small Communities in Washington County, AR

Sales Tax Revenue Per Acre (\$)

> 300,000
150,001 - 300,000
100,001 - 150,000
60,001 - 100,000
30,001 - 60,000
10,001 - 30,000
< 10,000

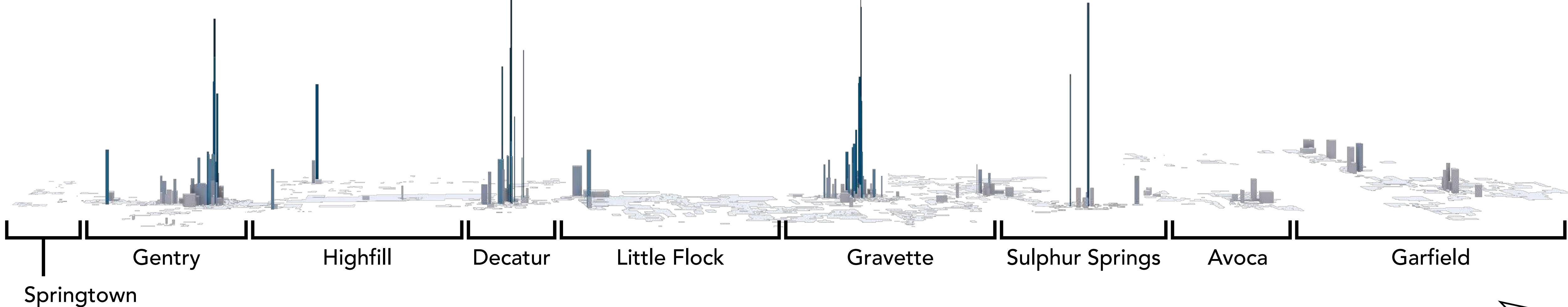


Sales Tax Revenue Per Acre

Small Communities in Benton County, AR

Sales Tax Revenue Per Acre (\$)

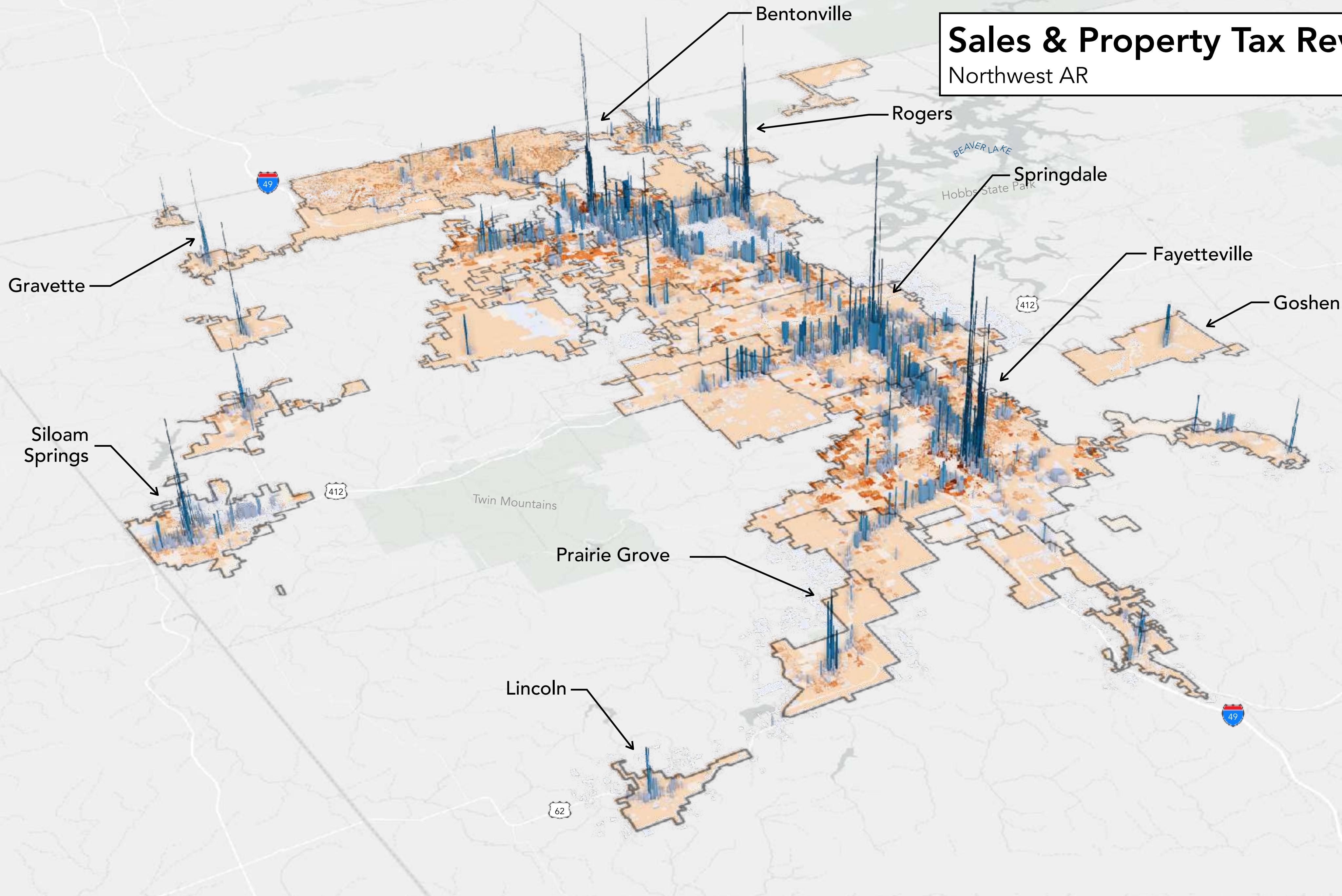
> 300,000
150,001 - 300,000
100,001 - 150,000
60,001 - 100,000
30,001 - 60,000
10,001 - 30,000
< 10,000



Sales & Property Tax Revenue Per Acre

Northwest AR

URBAN3





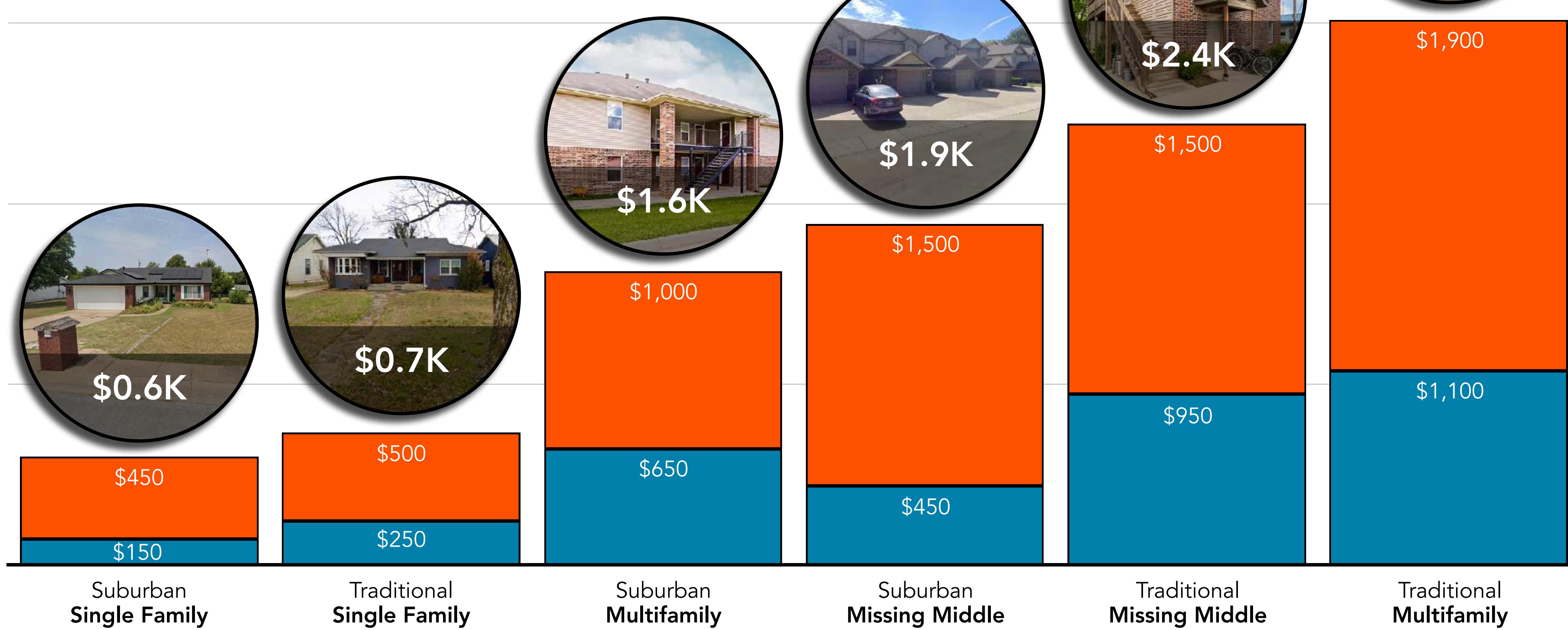
WELL

ISN'T THAT SPATIAL

Average Sales & Property Value Per Acre by Residential Development Types

Northwest AR

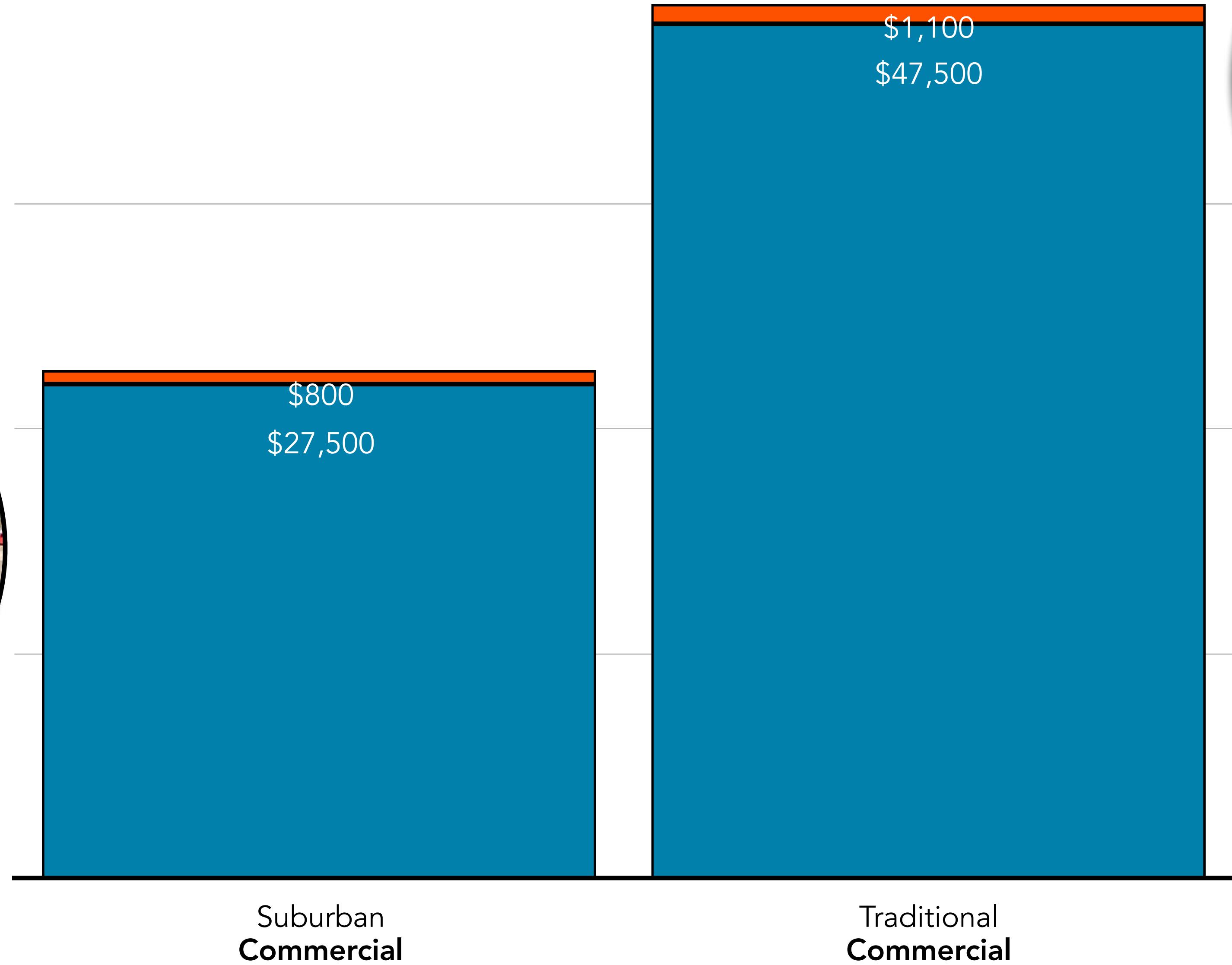
- Property Tax Revenue
- Sales Tax Revenue



Average Sales & Property Value Per Acre by Commercial Development Types

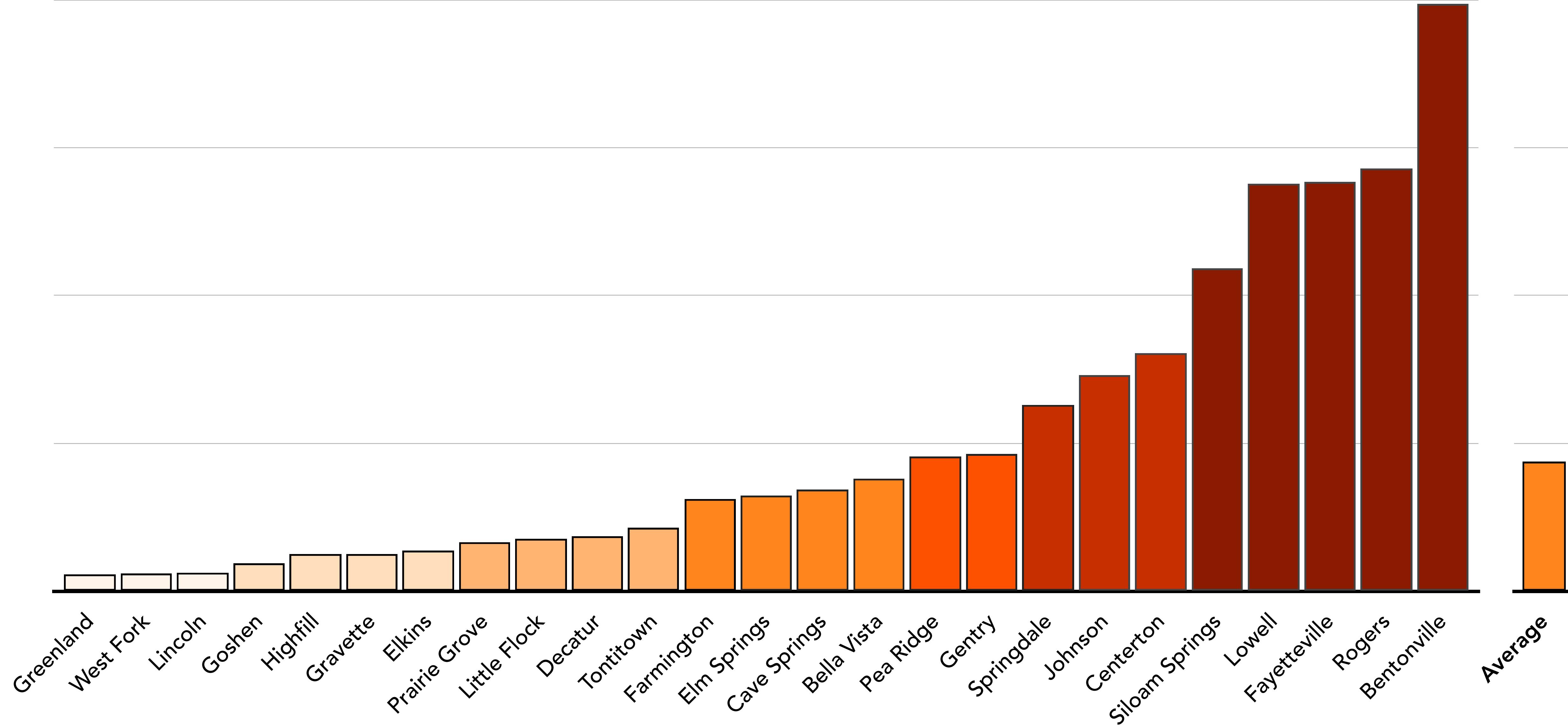
Northwest AR

- Property Tax Revenue
- Sales Tax Revenue



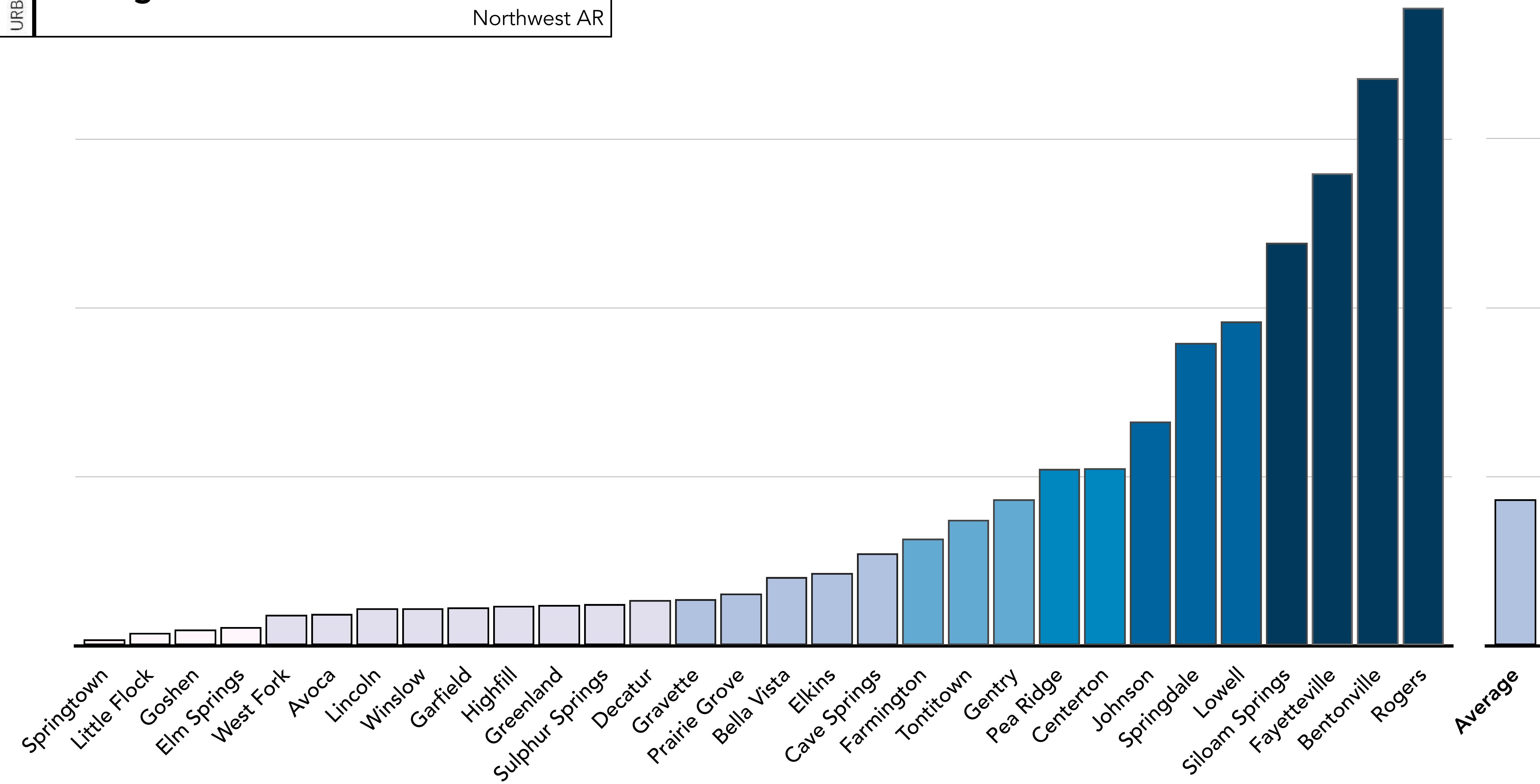
Average Property Tax Revenue Per Acre

Northwest AR



Average Sales Tax Revenue Per Acre

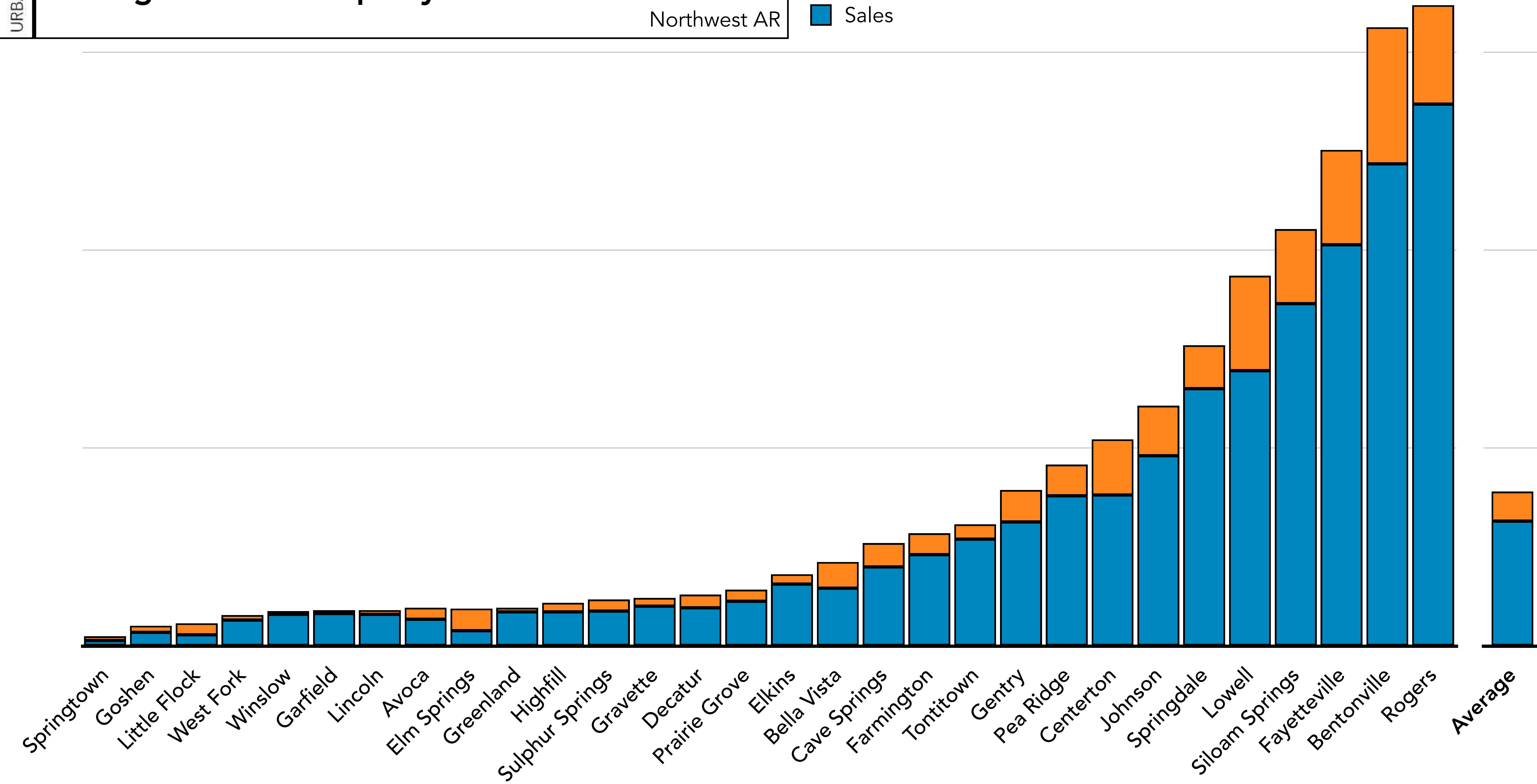
Northwest AR



Average Sales & Property Tax Revenue Per Acre

Northwest AR

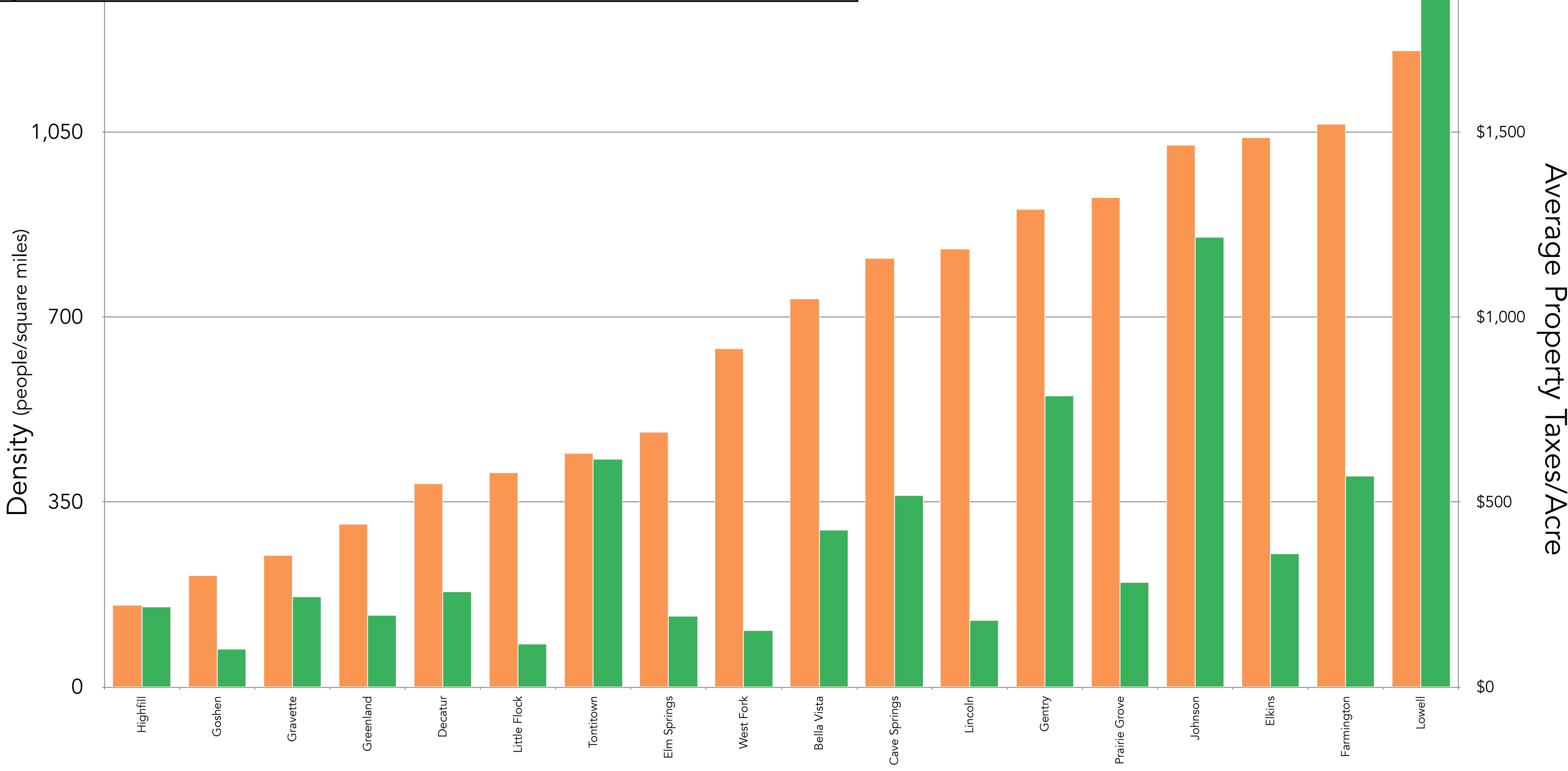
Property
Sales



Sales + Property Tax Revenue Per Acre by Density

Northwest AR - Small Communities

People/Sq.mi.
Total Taxes/Acre

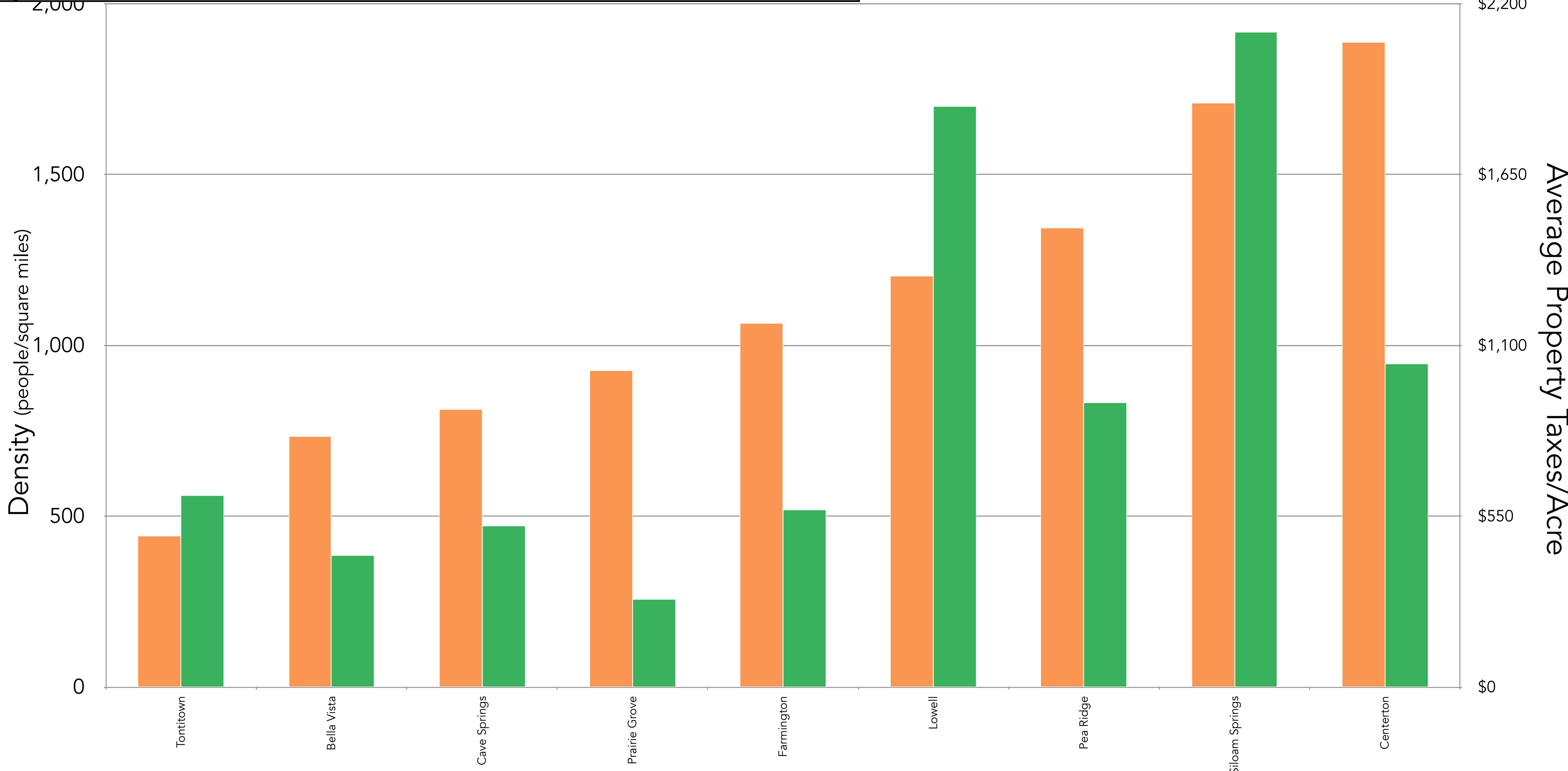


Sales + Property Tax Revenue Per Acre by Density

Northwest AR - Medium Communities

People/Sq.mi.

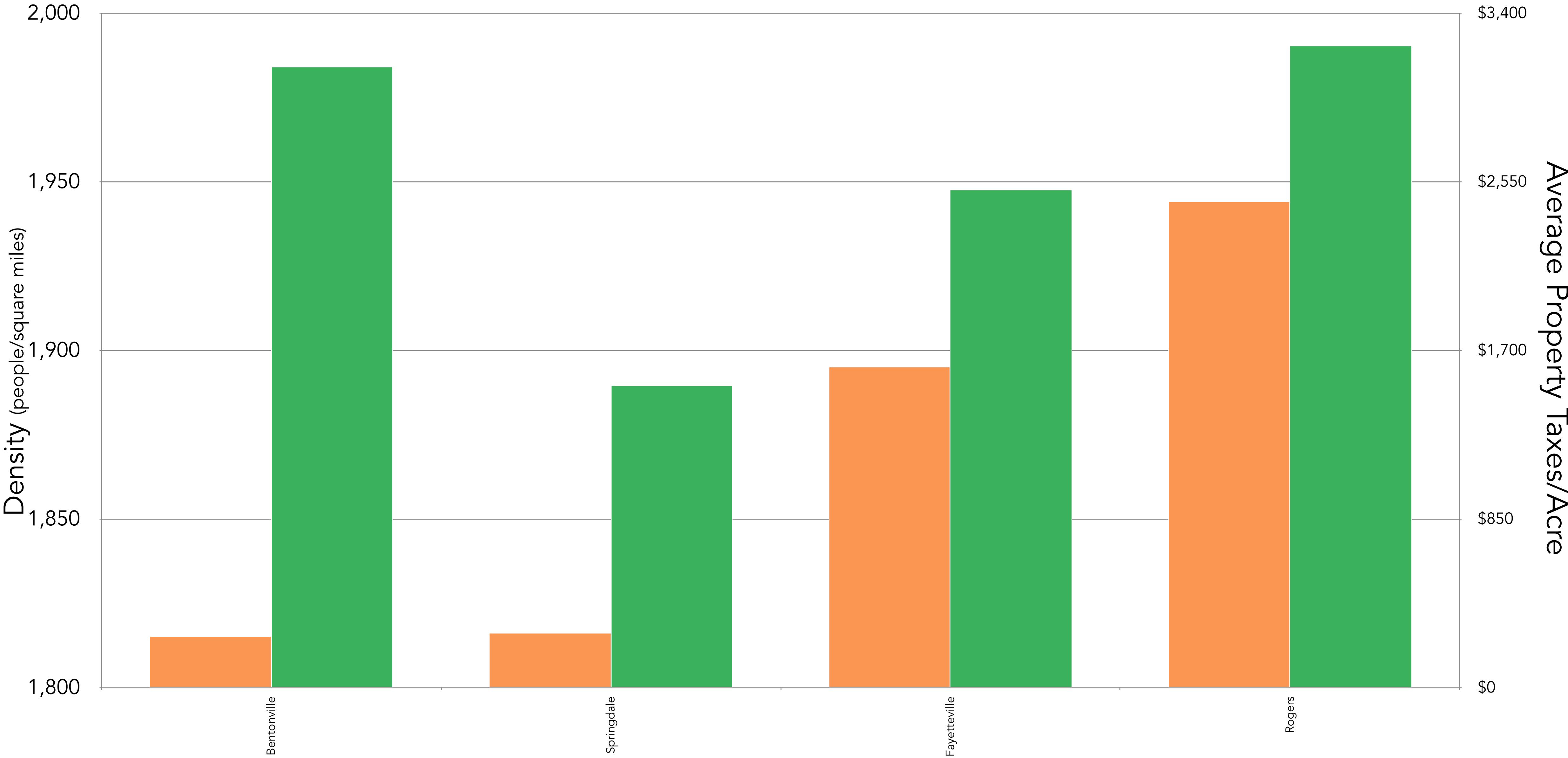
Sales + Property Taxes/Acre



Sales + Property Tax Revenue Per Acre by Density

Northwest AR - Large Communities

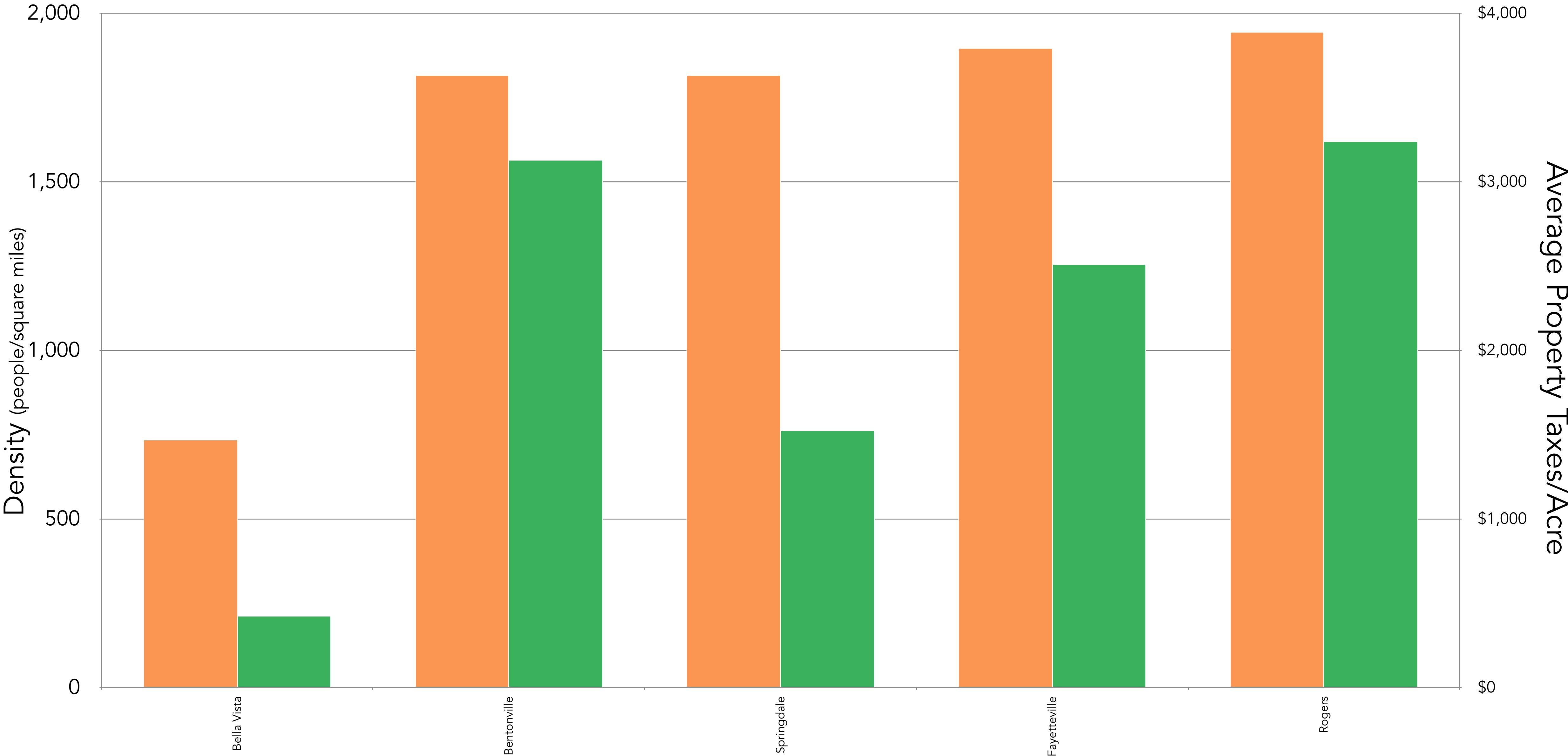
People/Sq.mi.
Sales + Property Taxes/Acre



Sales + Property Tax Revenue Per Acre by Density

Northwest AR - Large Communities (+ Bella Vista)

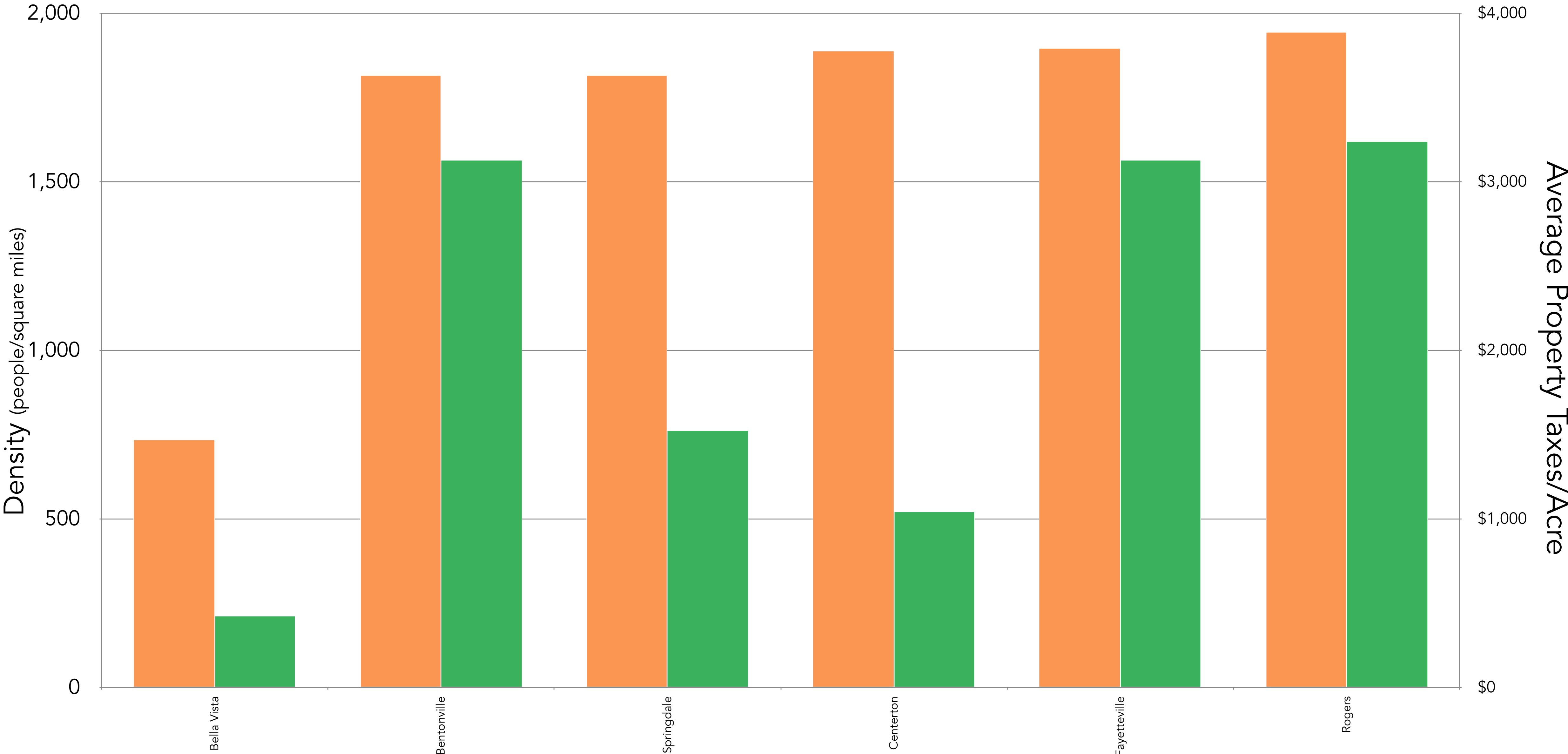
People/Sq.mi.
Sales + Property Taxes/Acre



Sales + Property Tax Revenue Per Acre by Density

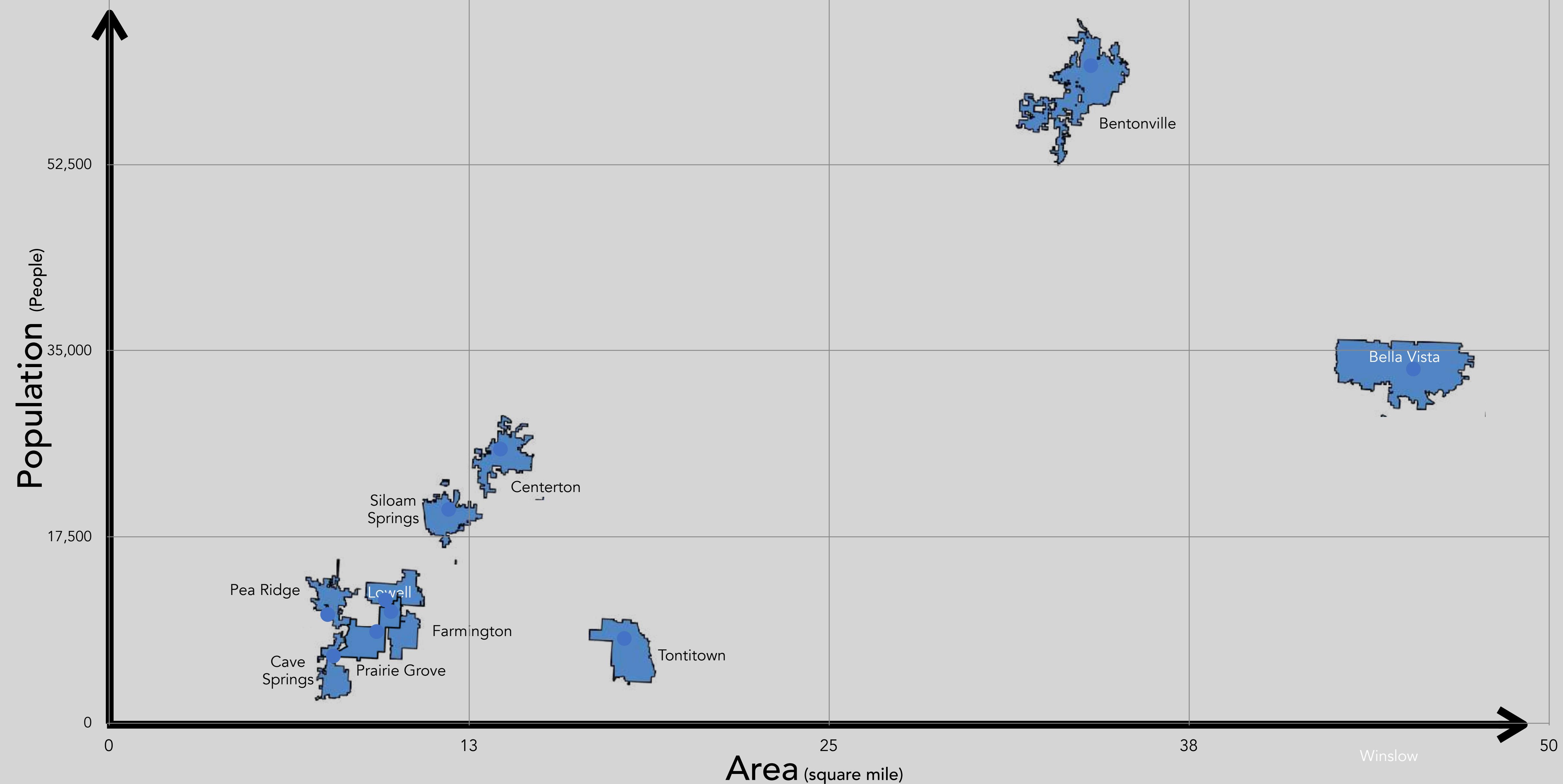
Northwest AR - Large Communities (+ Bella Vista & Centerton)

People/Sq.mi.
Average Property Taxes/Acre



Regional Geography by Population & Area

Northwest AR



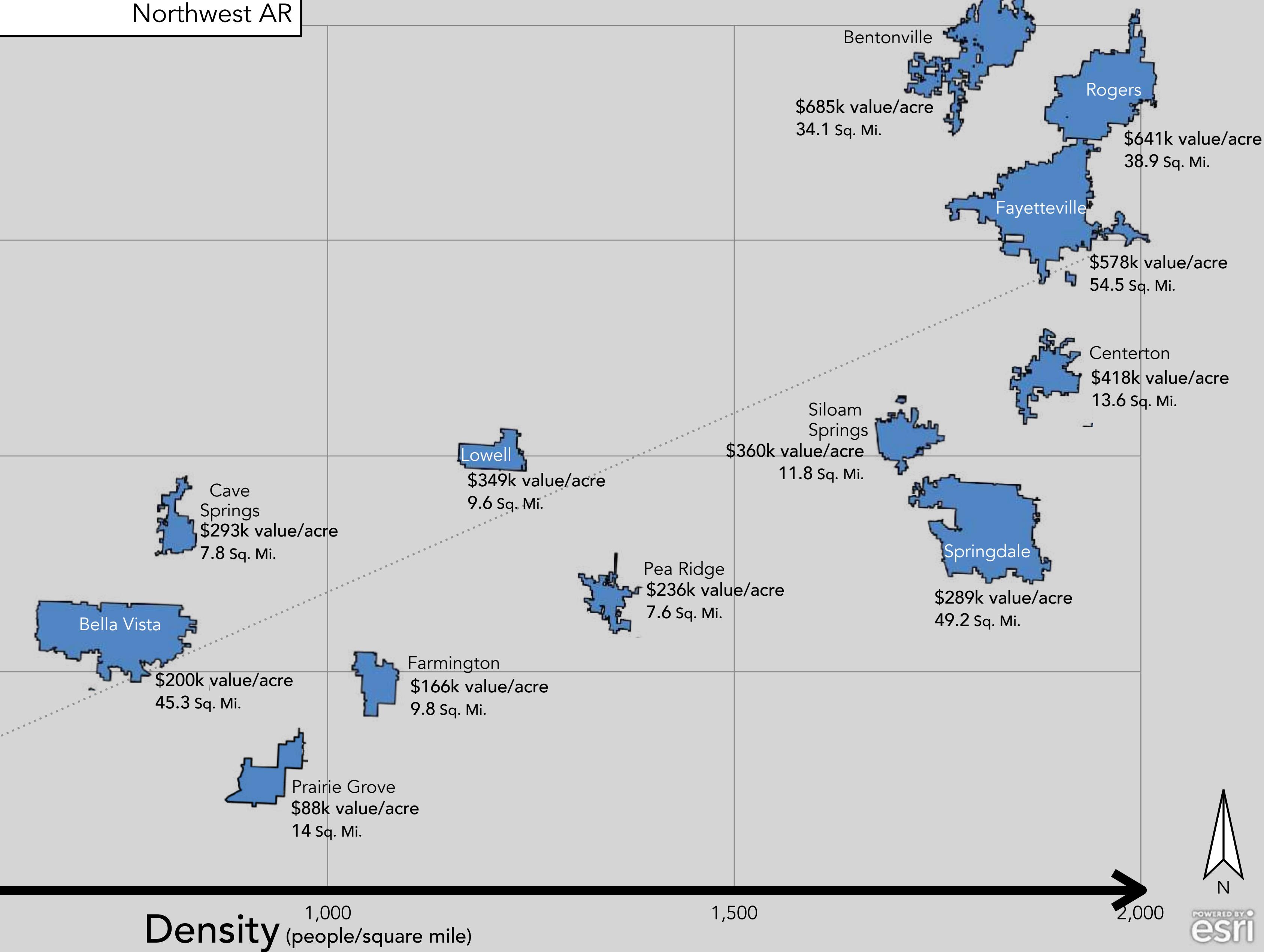
Regional Geography by Productivity : Density

Northwest AR

Average Value (property value/acre)



Tontitown
\$133k value/acre
17.9 Sq. Mi.



Sales & Property Tax Revenue Per Acre

Northwest AR

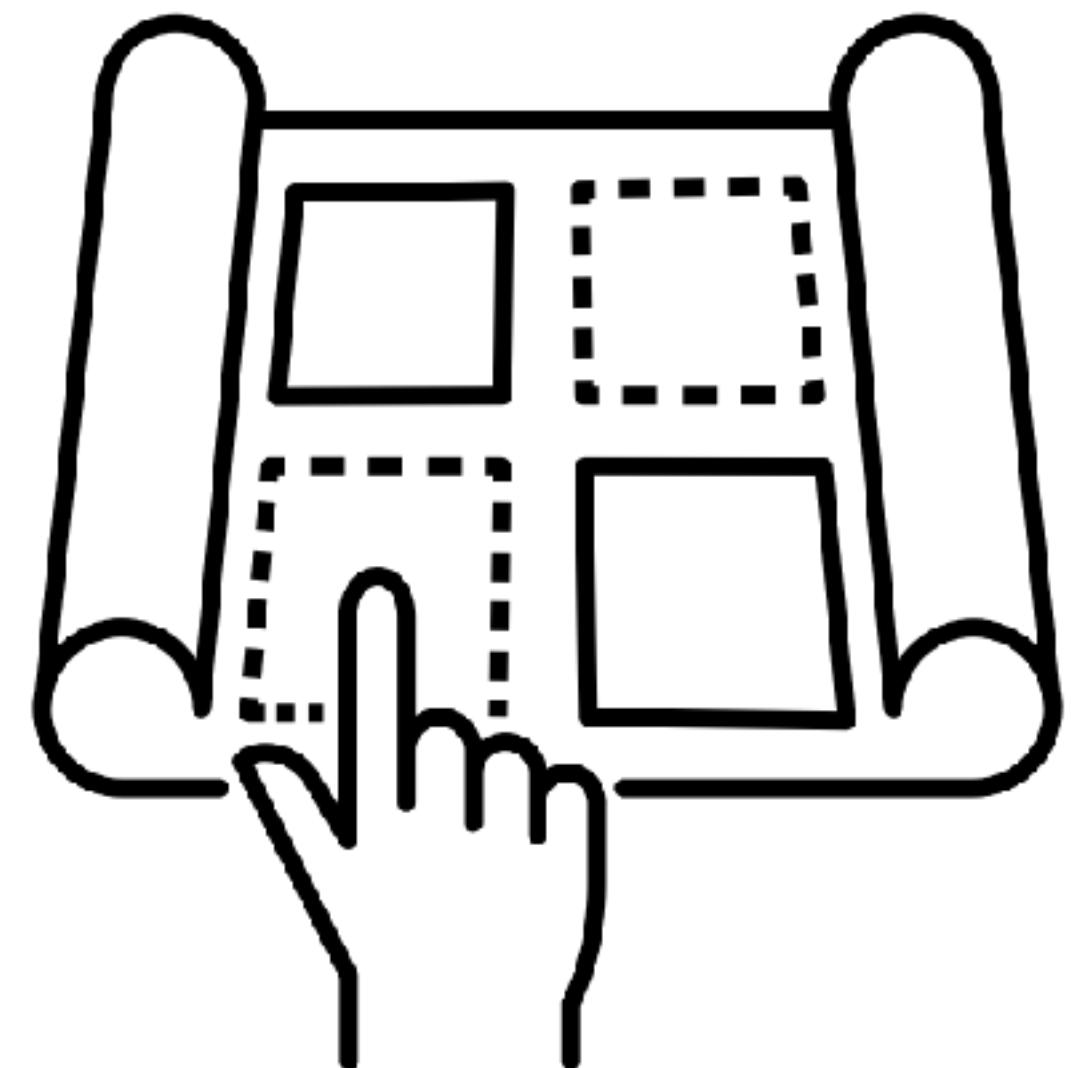


Sales Tax Revenue Per Acre (\$)

> 300,000
150,001 - 300,000
100,001 - 150,000
60,001 - 100,000
30,001 - 60,000
10,001 - 30,000
< 10,000

Property Tax Revenue Per Acre (\$)

> 10,000
5,001 - 10,000
2,500 - 5,000
1,501 - 2,500
801 - 1,500
< 800



Development Patterns

How Different Land Use Patterns Affect Fiscal Productivity

Northwest Arkansas Development Types: Core Samples

Residential



Built Pre-1950

Built 1950-1990

Built 1990-2020

Commercial



Suburban
Corridor

Warehouse

Corp. Campus
+ Logistics

Shopping
Center

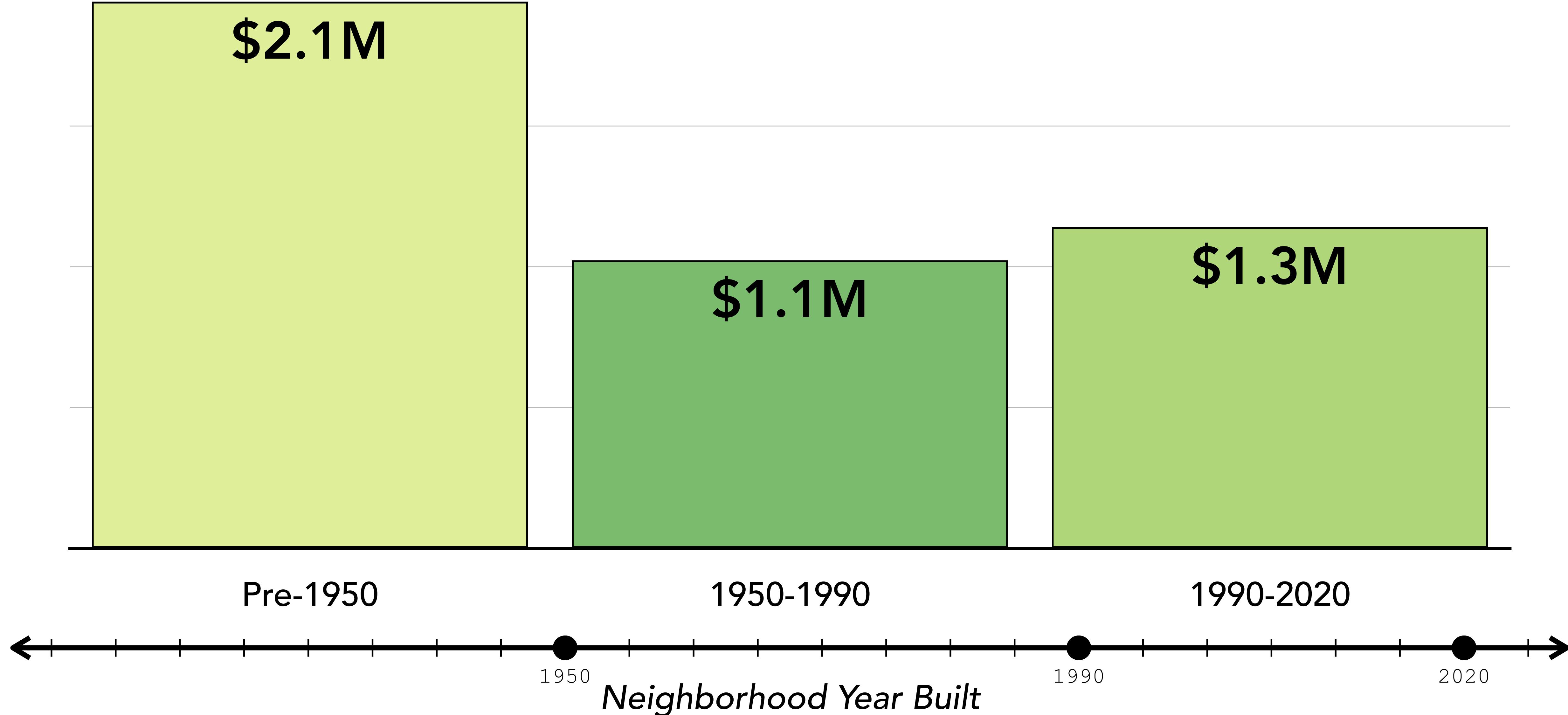
Downtown

URBAN3

Source: Washington County and Benton County AR (2024)

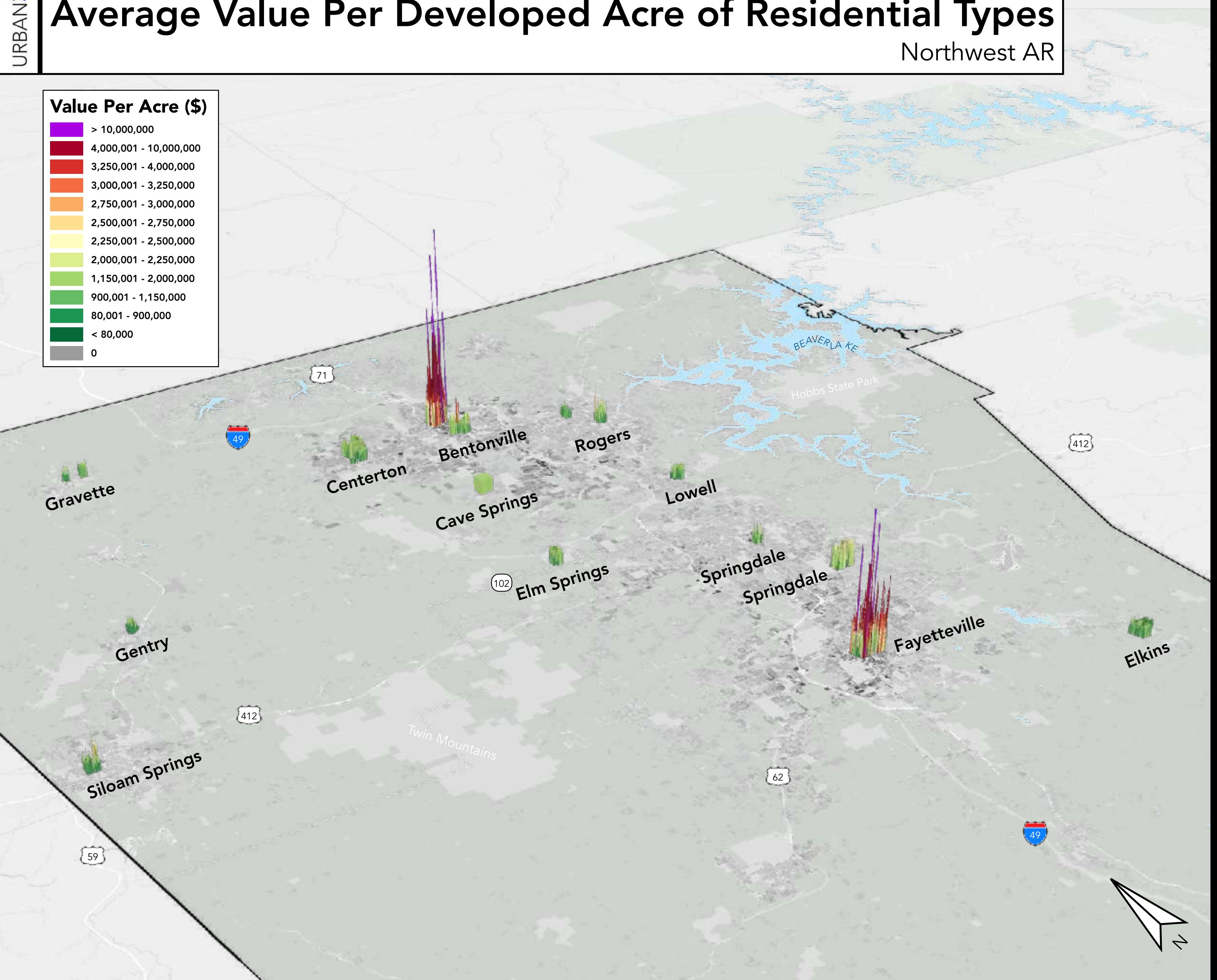
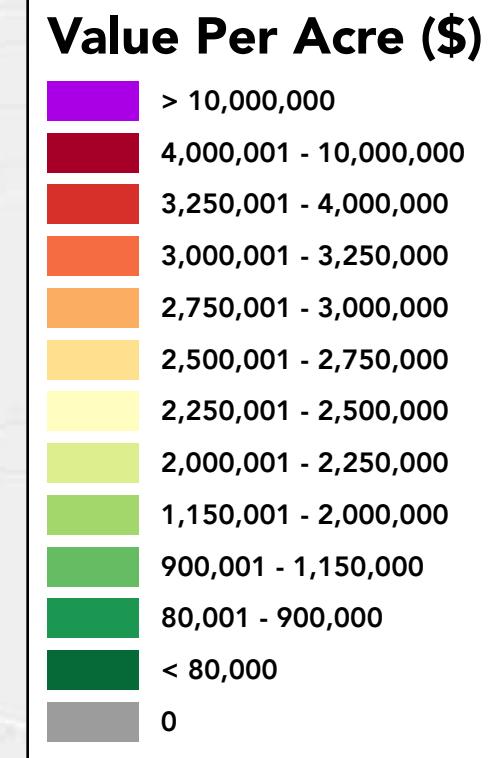
Average Value Per Developed Acre of Residential Types

Northwest AR



Average Value Per Developed Acre of Residential Types

Northwest AR



Average Value Per Acre

\$2.1M

\$1.1M

\$1.3M

Pre-1950

1950-1990

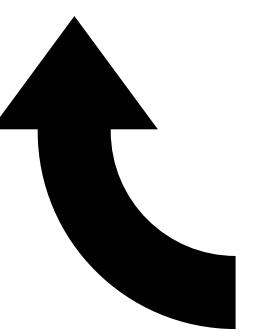
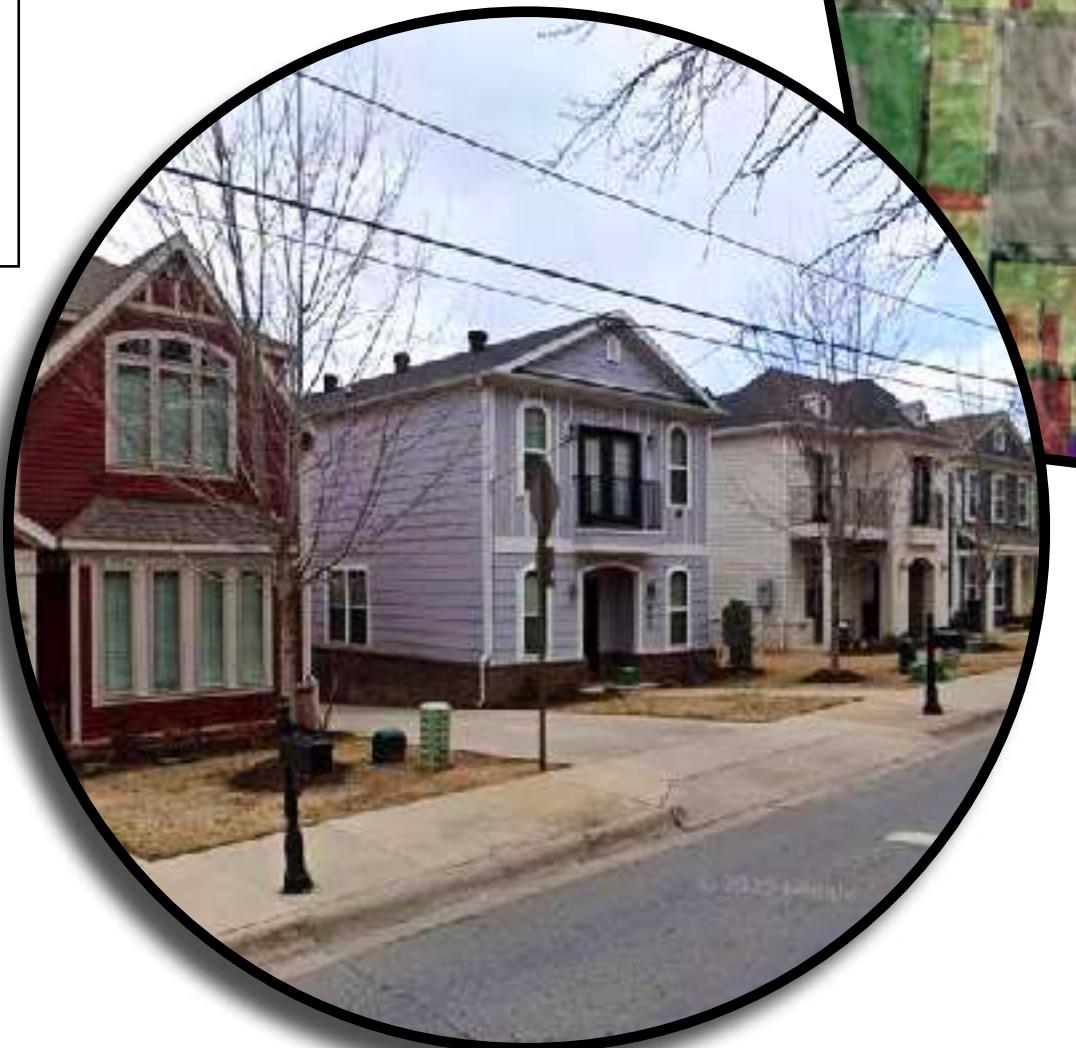
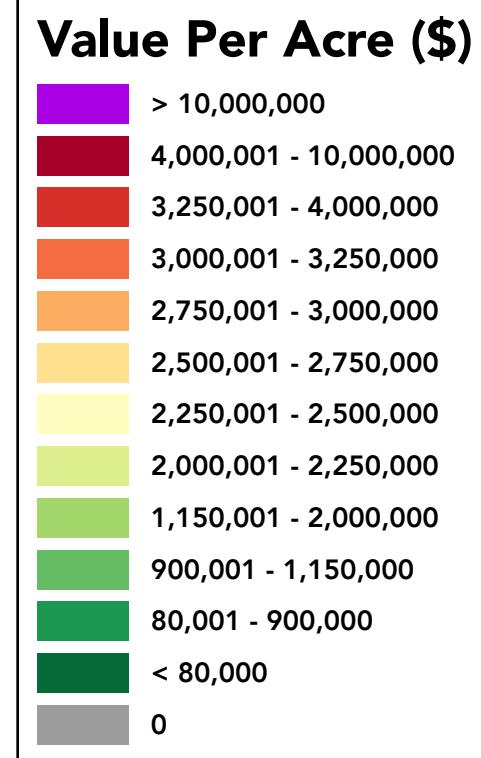
1990-2020

2020

Neighborhood Year Built

Value of Neighborhoods Built Pre-1950

Northwest AR



Gentry

Centerton

Springdale

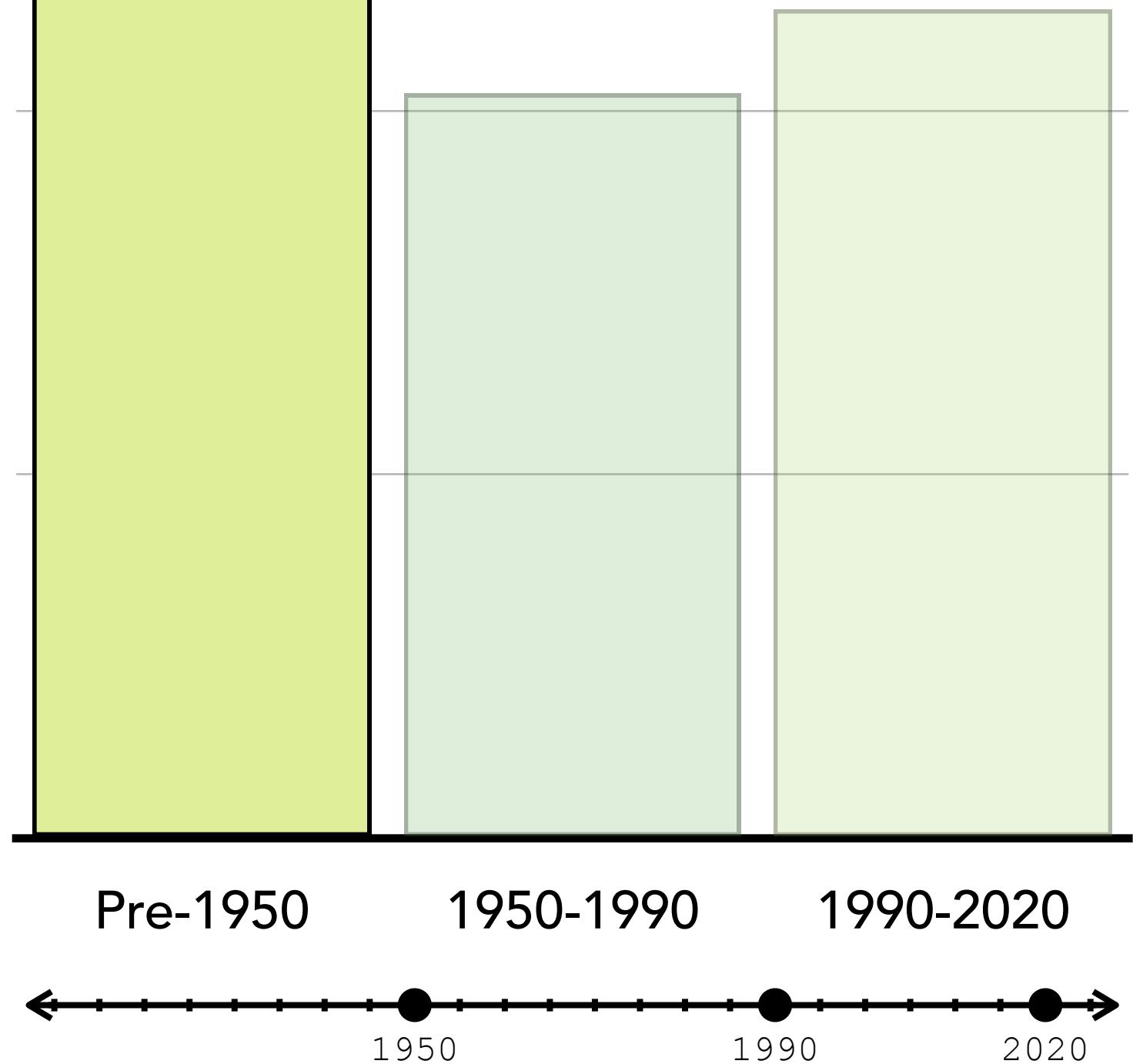
Rogers

Fayetteville

Bentonville

Average Value Per Acre*

\$2.1M

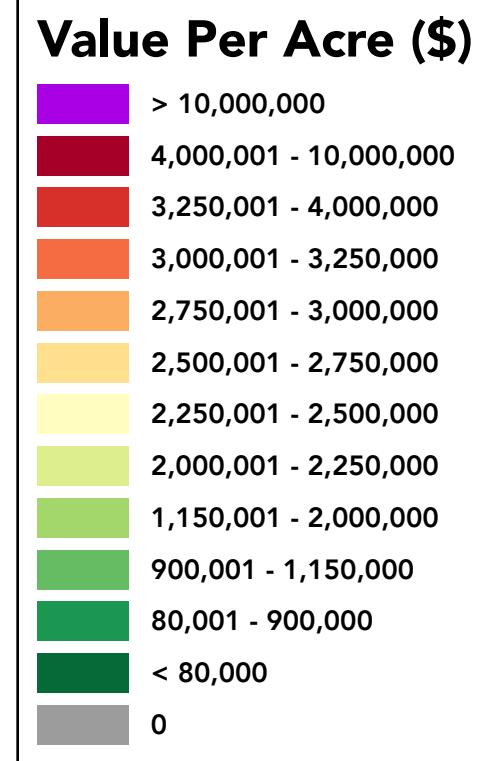


* Developed Acres

Source: Washington County and Benton County AR (2024)

Value of Neighborhoods Built 1950-1990

Northwest AR



Gravette

Rogers

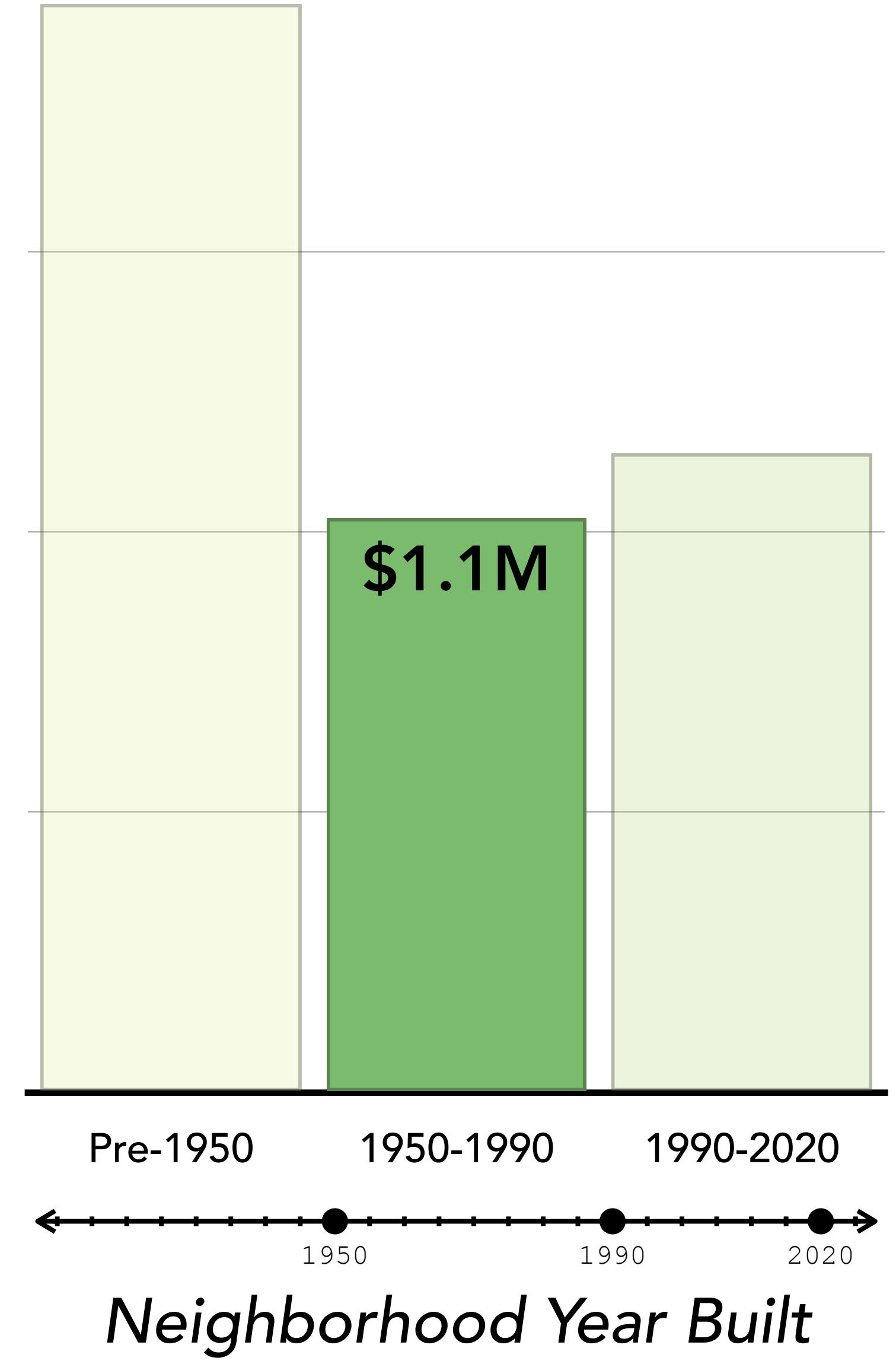
Centerton

Siloam Springs

Bentonville

Fayetteville

Average Value Per Acre*



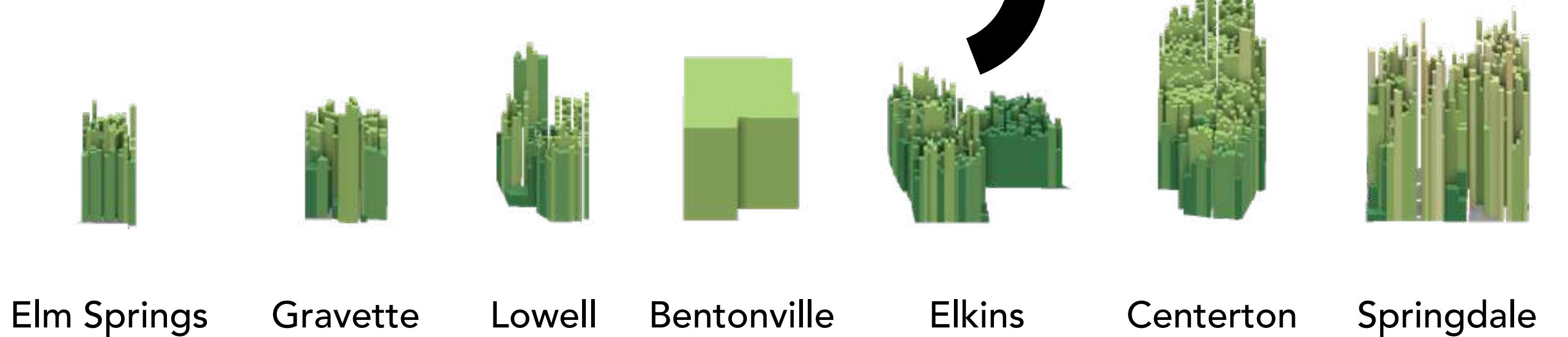
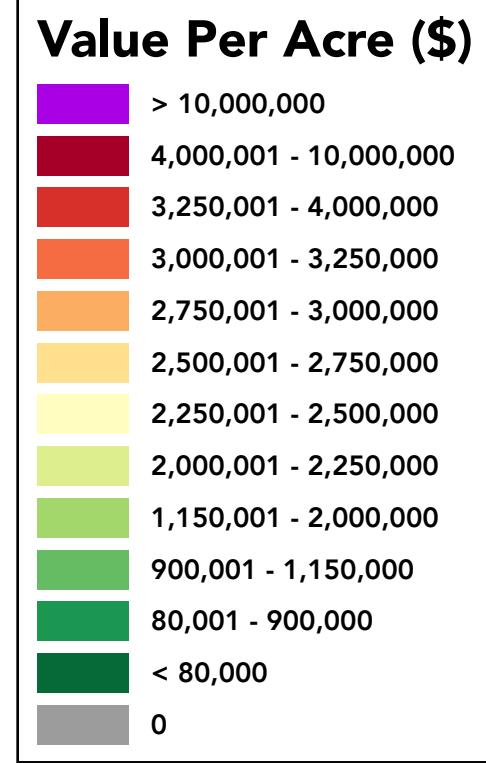
Note: 3D model cut outs are to scale with one another.

* Developed Acres

Source: Washington County and Benton County AR (2024)

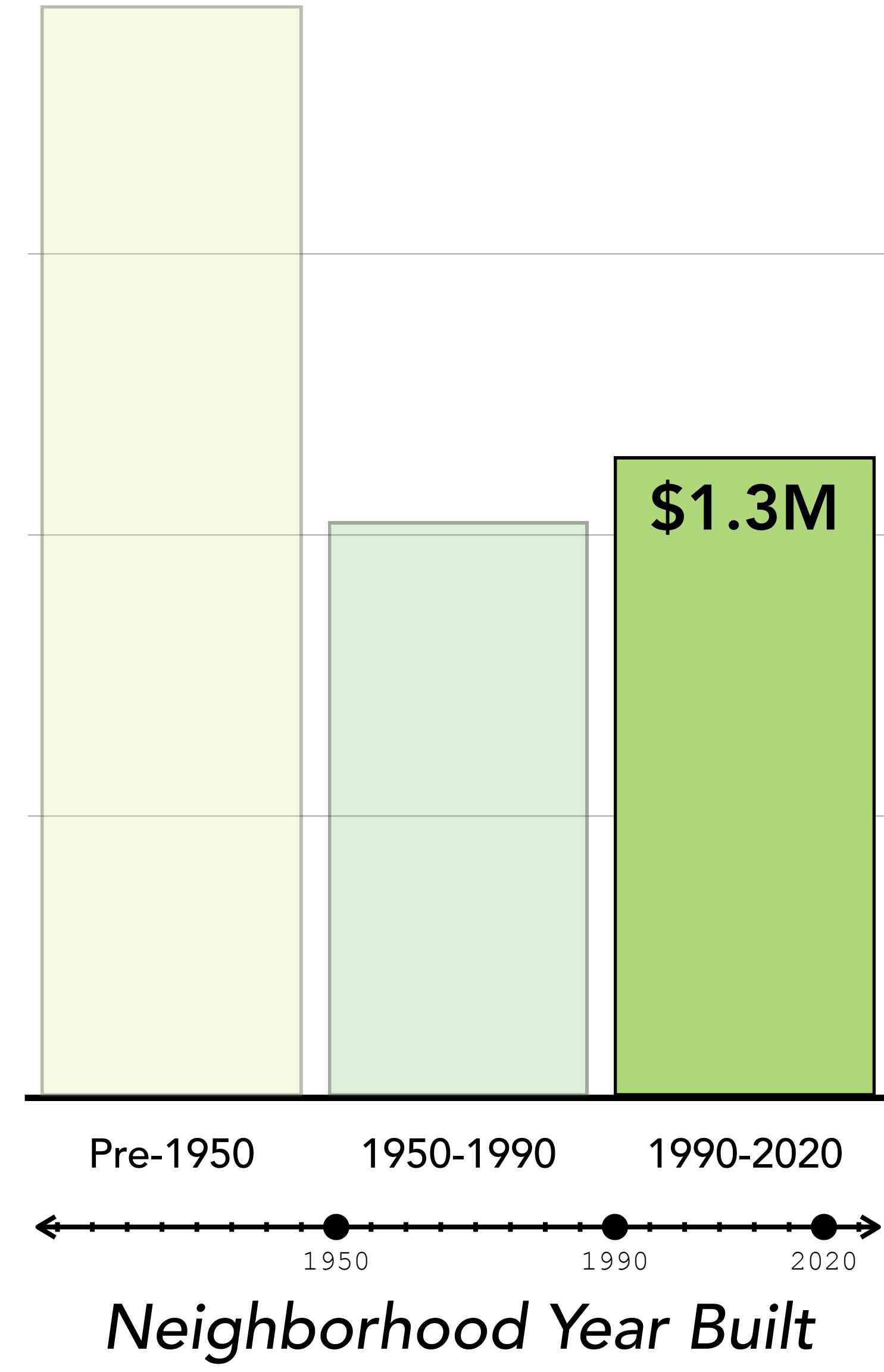
Value of Neighborhoods Built 1990-2020

Northwest AR



Note: 3D model cut outs are to scale with one another.

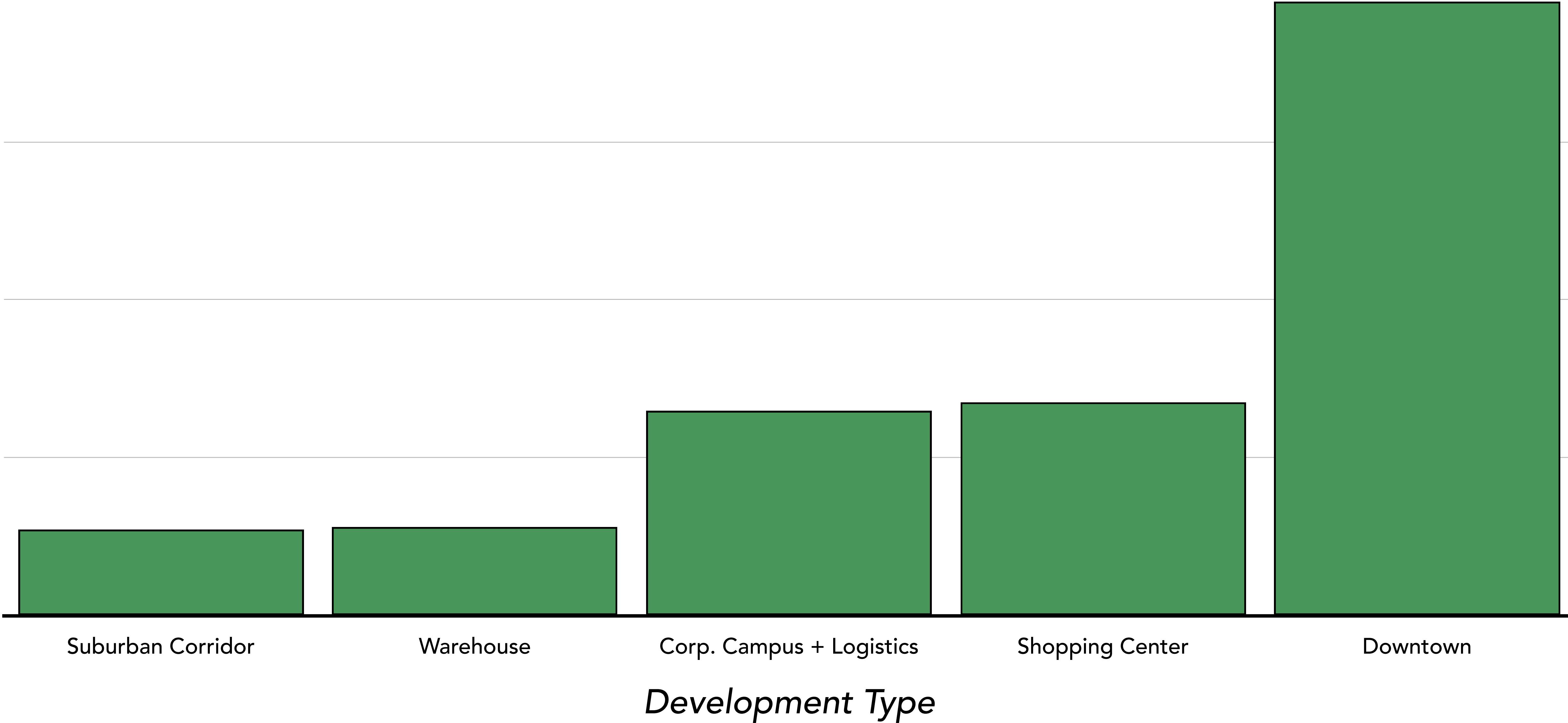
Average Value Per Acre*



Source: Washington County and Benton County AR (2024)

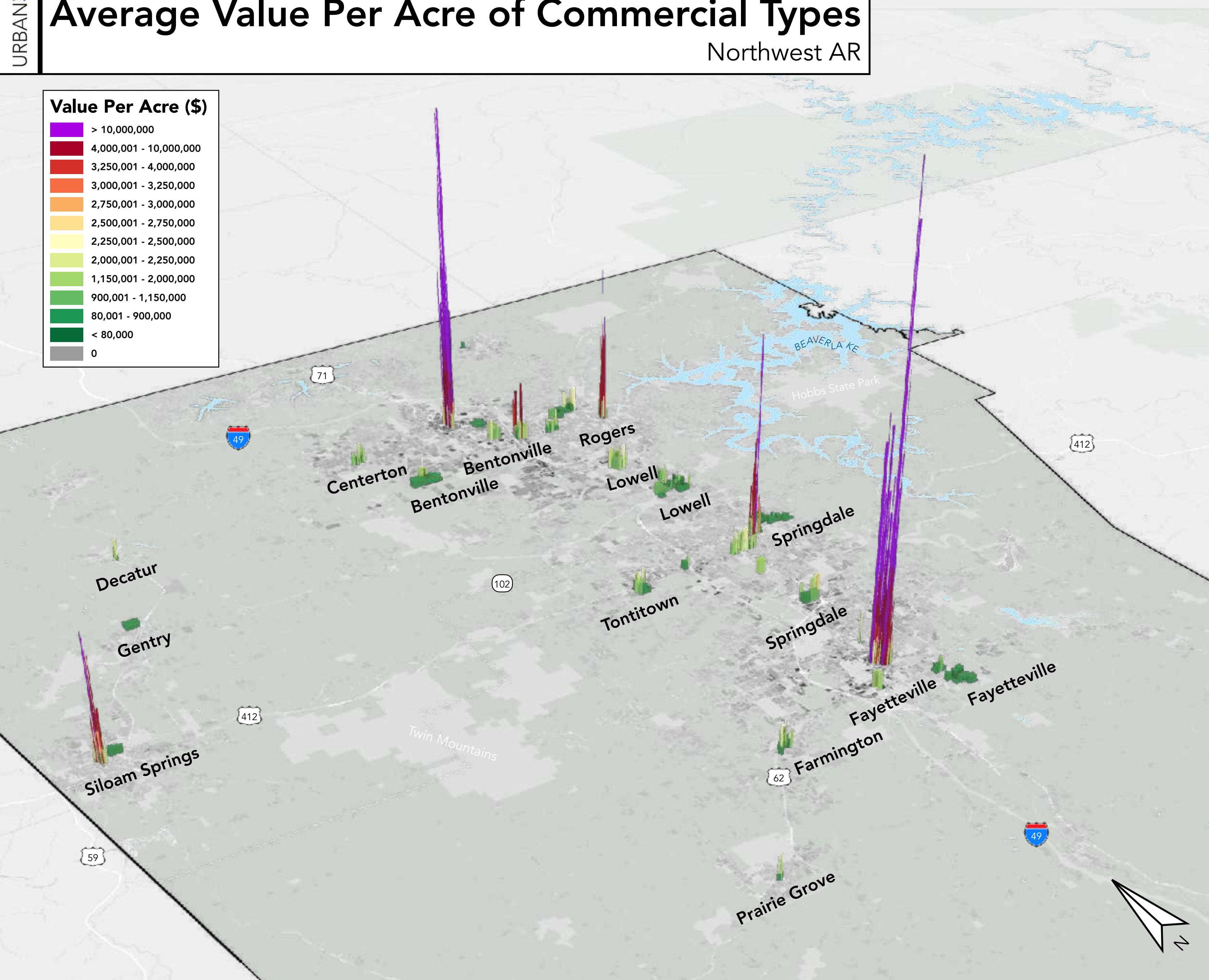
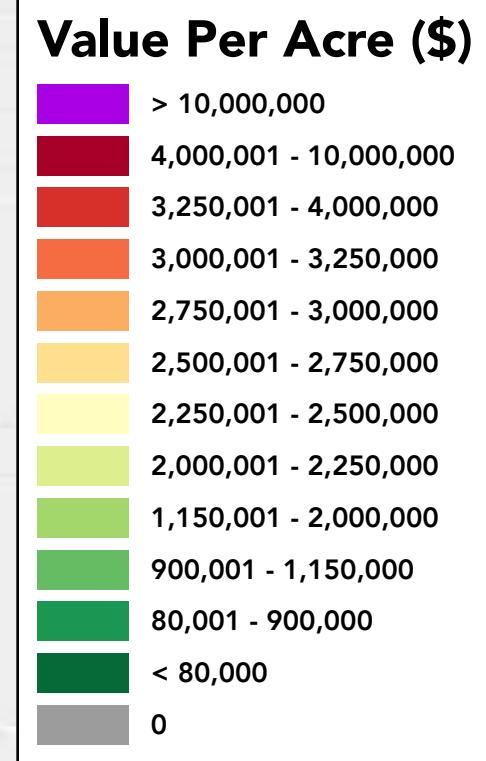
Average Value Per Developed Acre of Commercial Types

Northwest AR

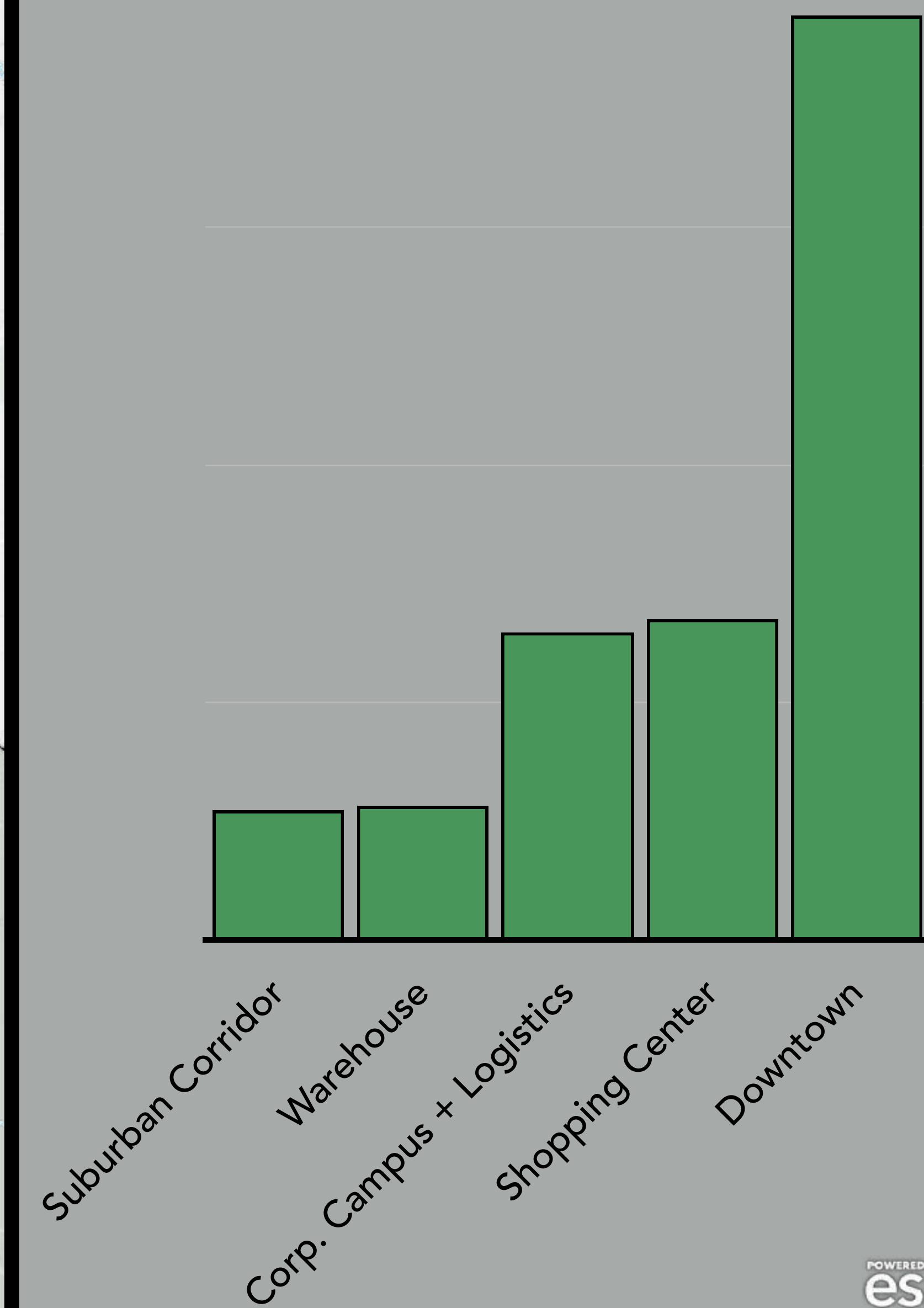


Average Value Per Acre of Commercial Types

Northwest AR

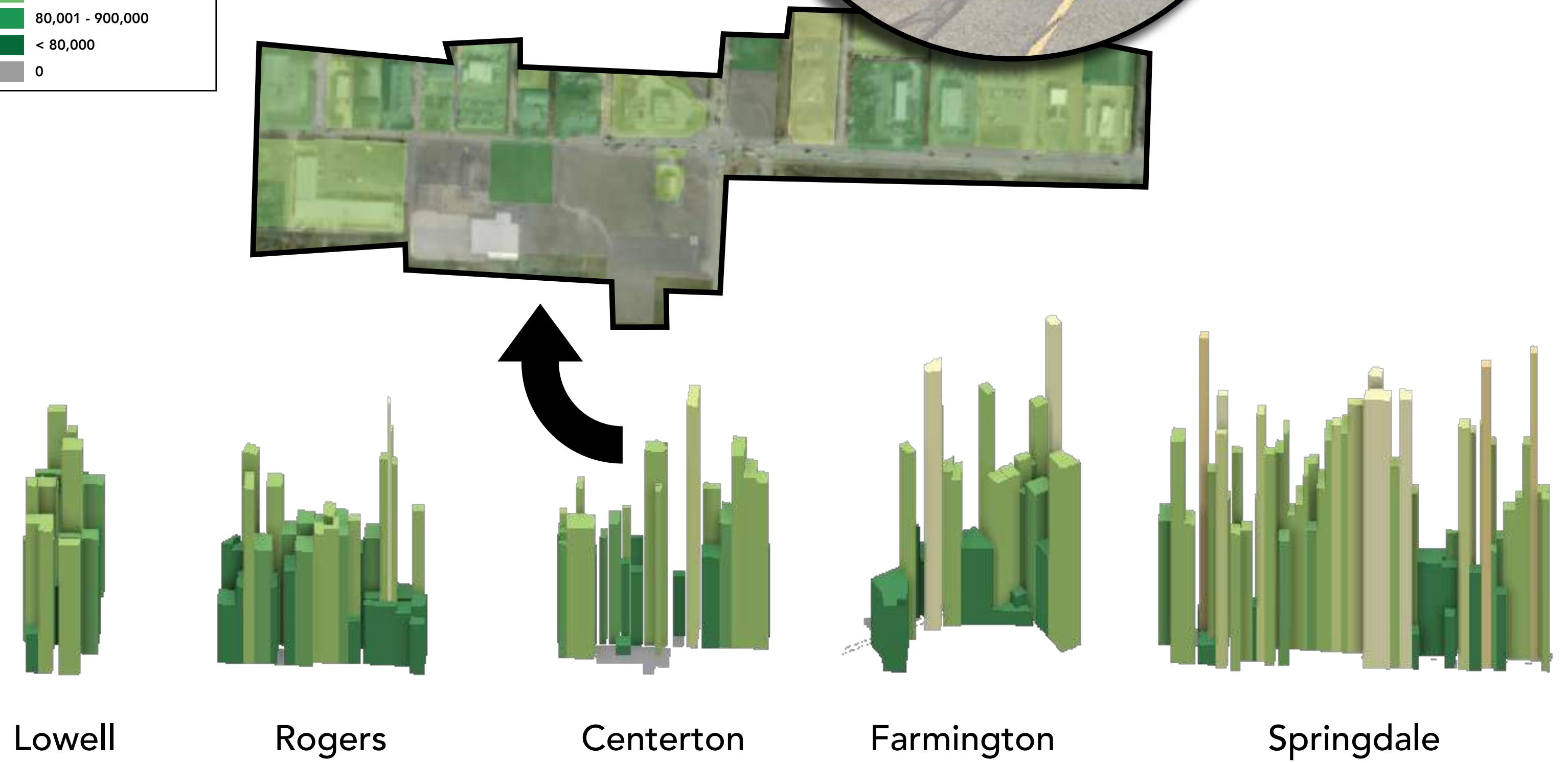
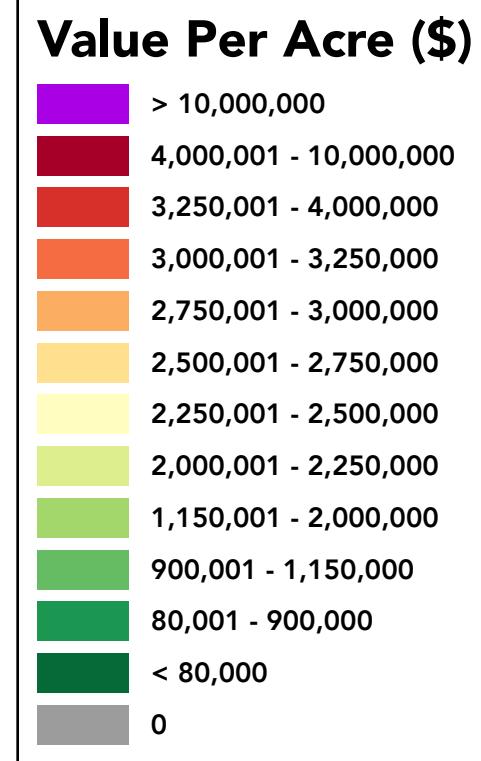


Average Value Per Acre



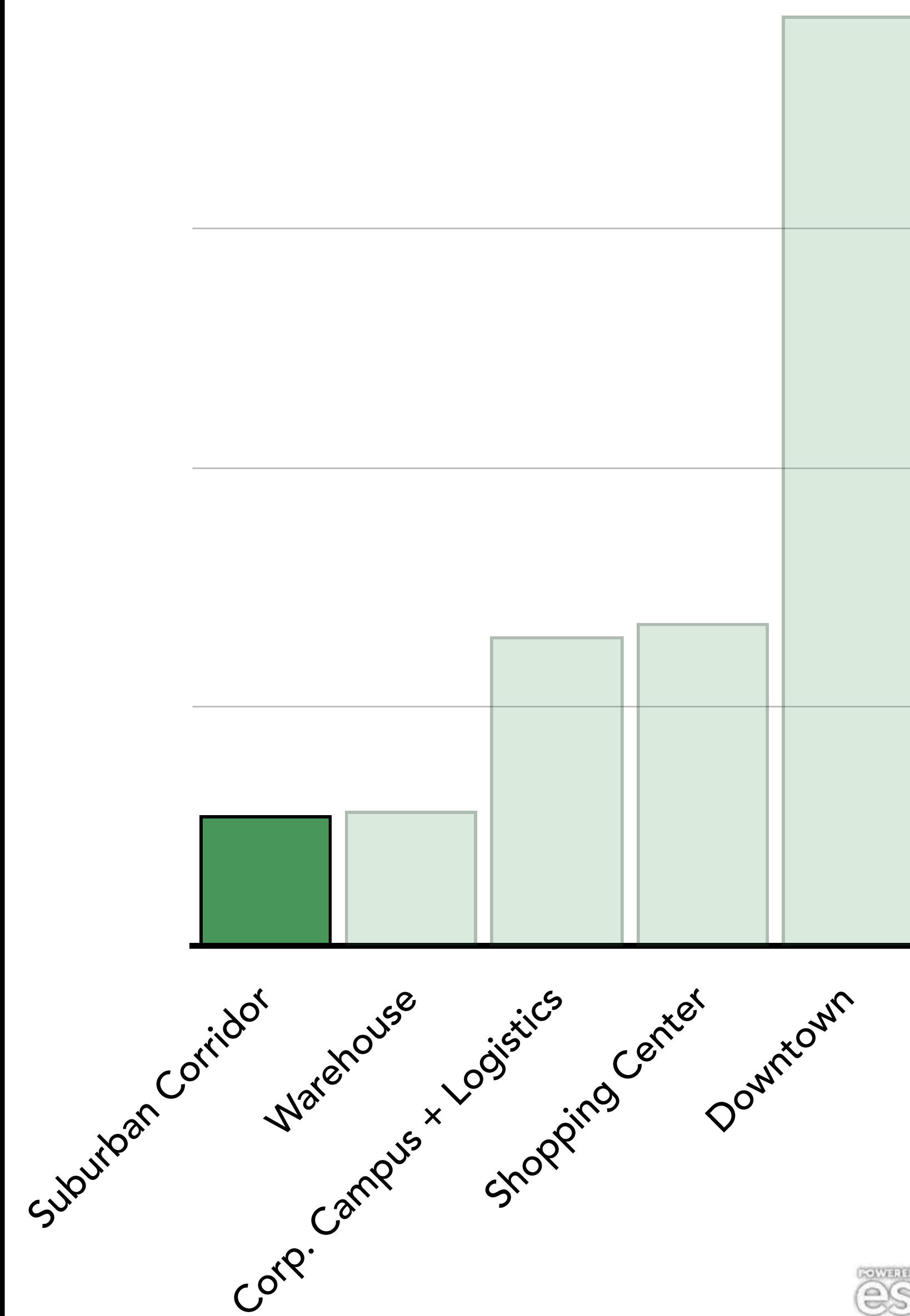
Value of Suburban Corridors

Northwest AR



Note: 3D model cut outs are to scale with one another.

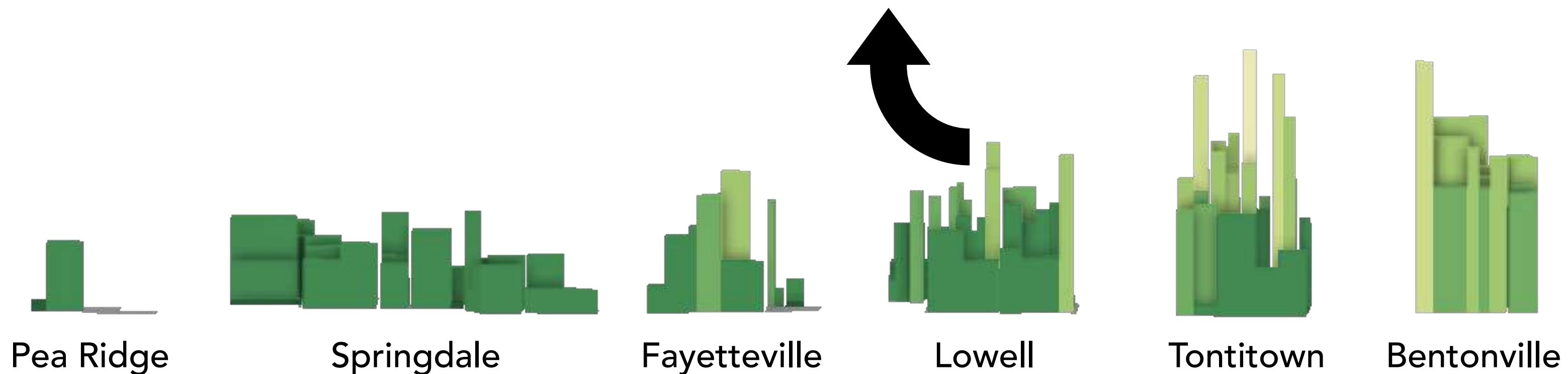
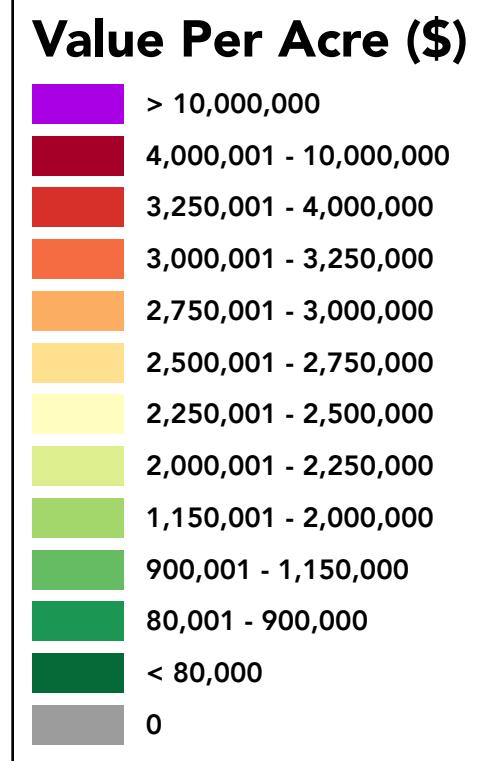
Average Value Per Acre



Source: Washington County and Benton County AR (2024)

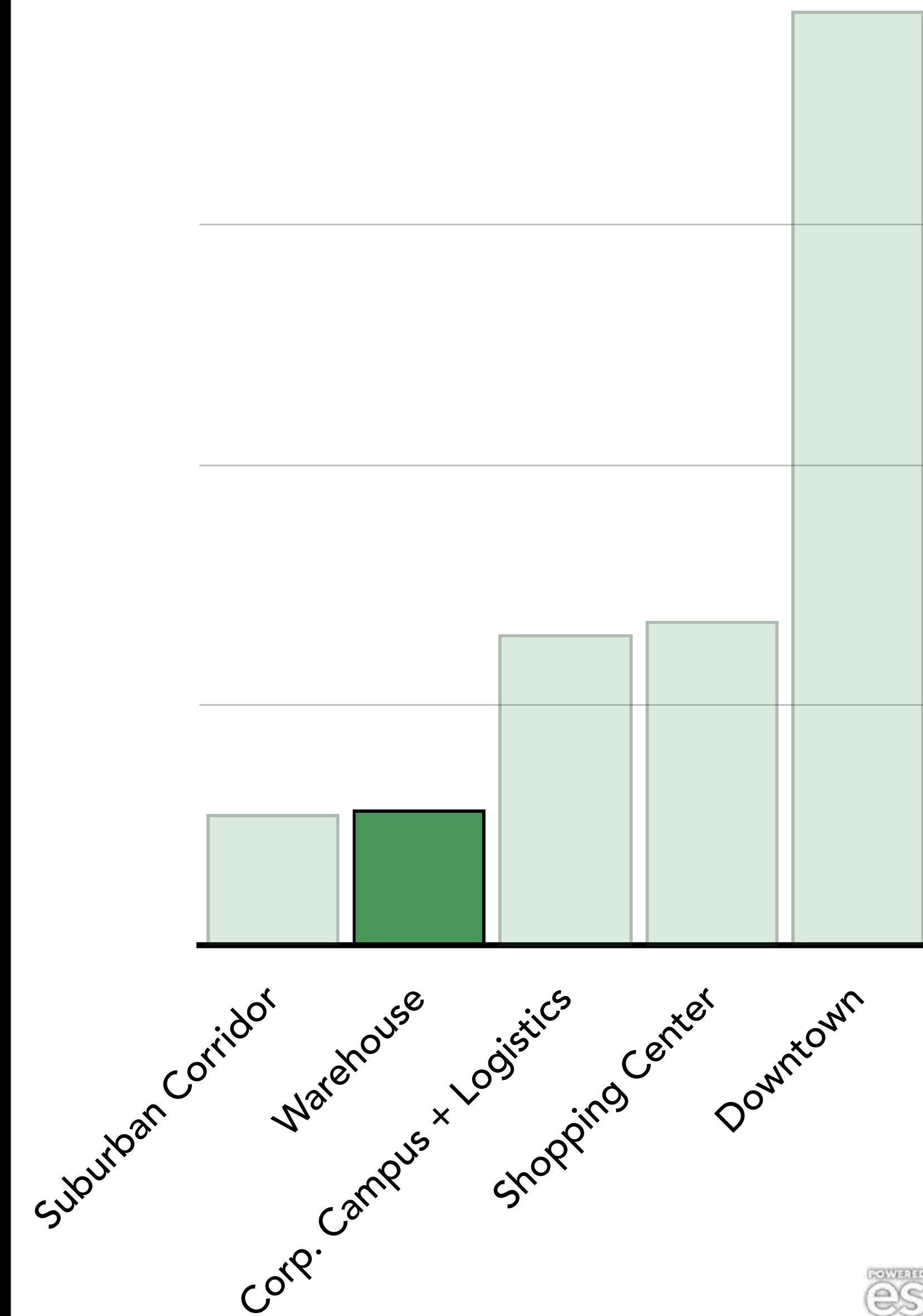
Value of Warehouses

Northwest AR



Note: 3D model cut outs are to scale with one another.

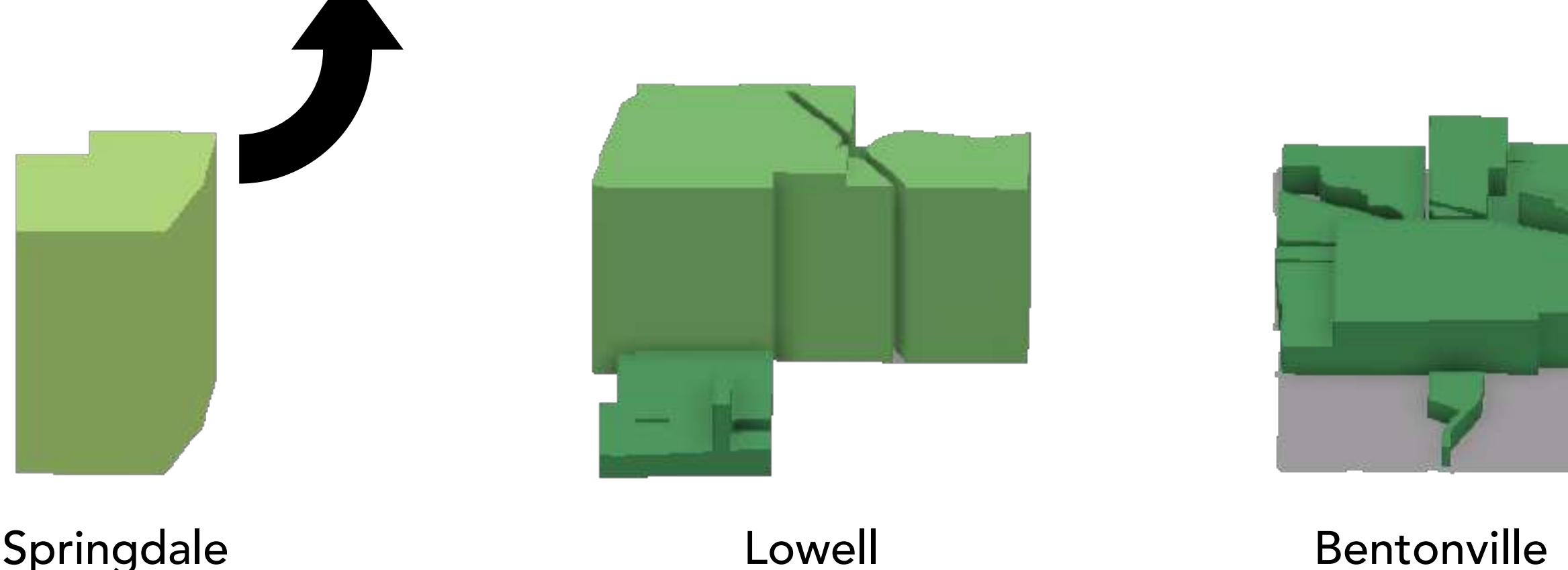
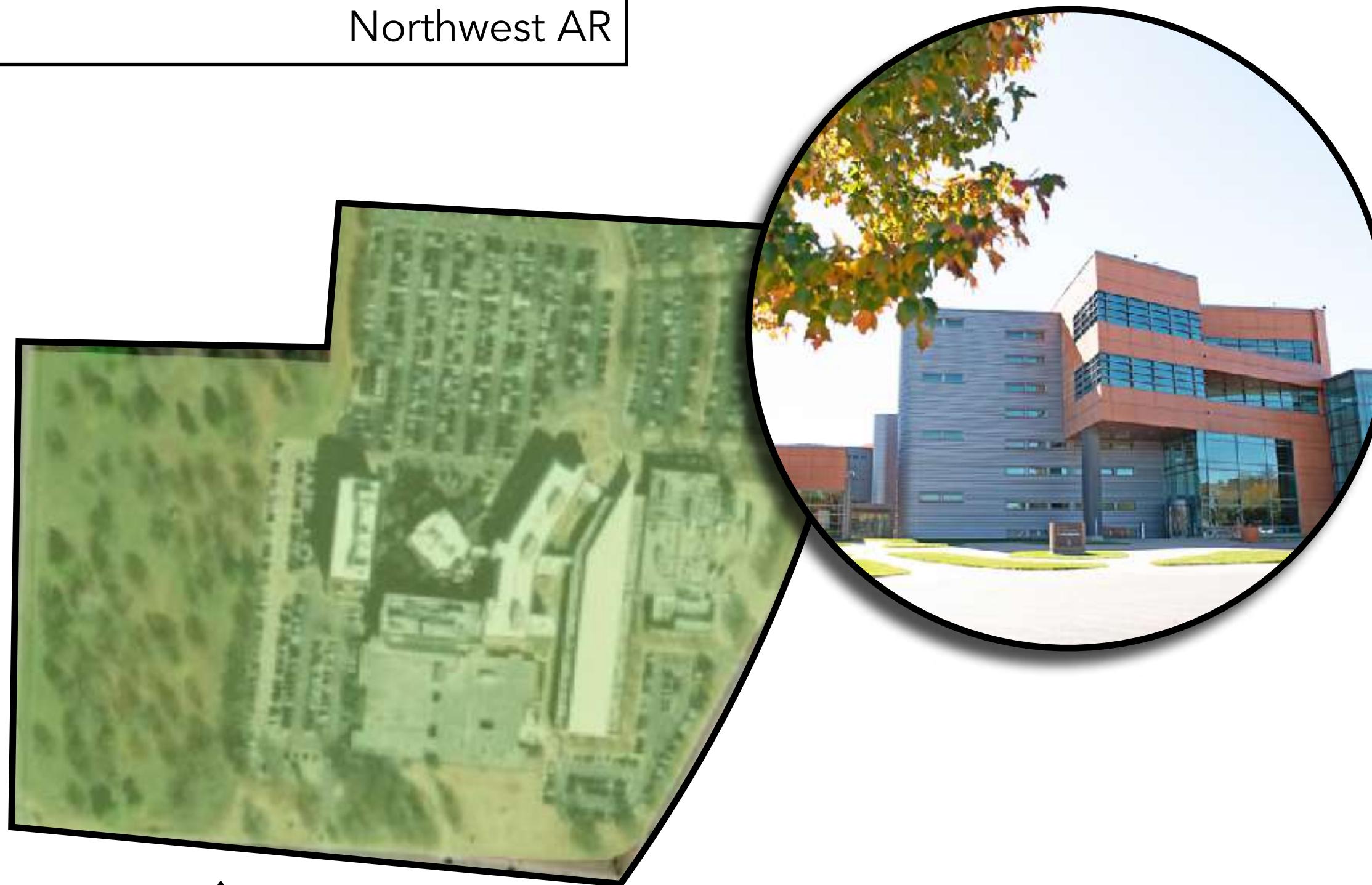
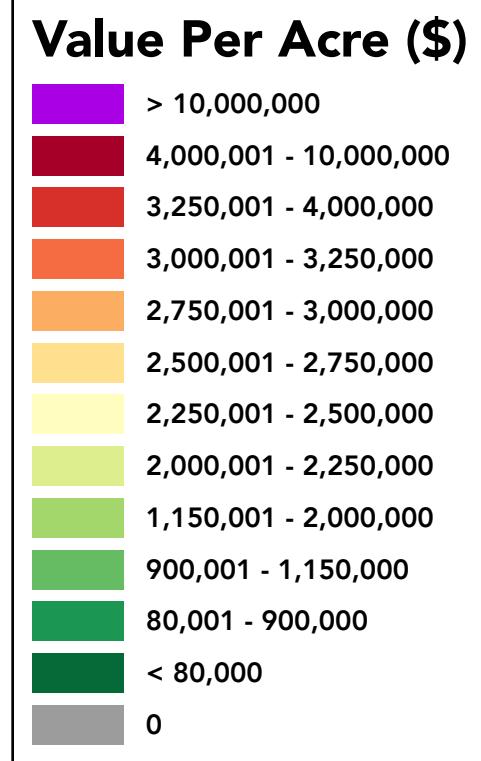
Average Value Per Acre



Source: Washington County and Benton County AR (2024)

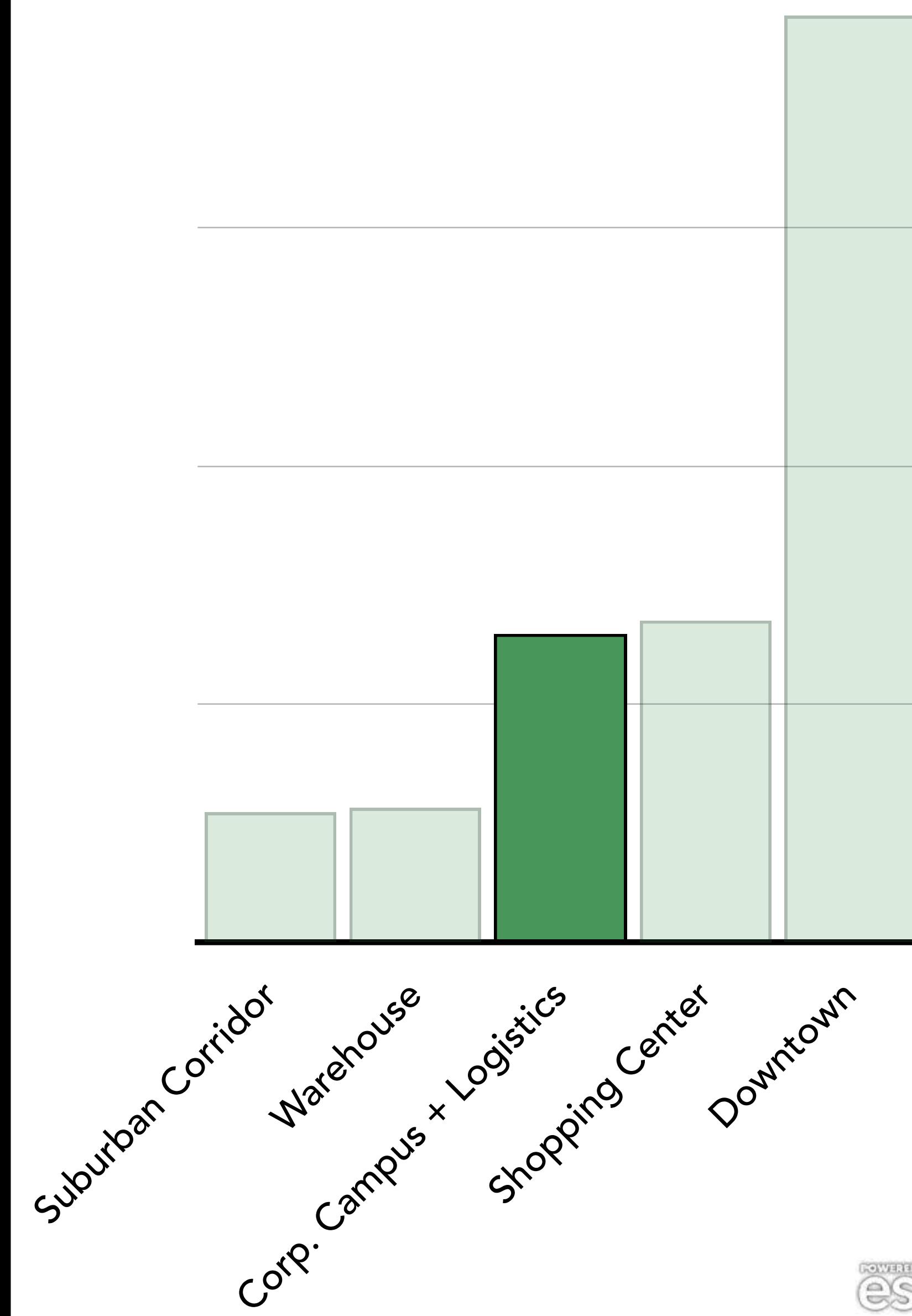
Value of Corporate Campuses

Northwest AR



Note: 3D model cut outs are to scale with one another.

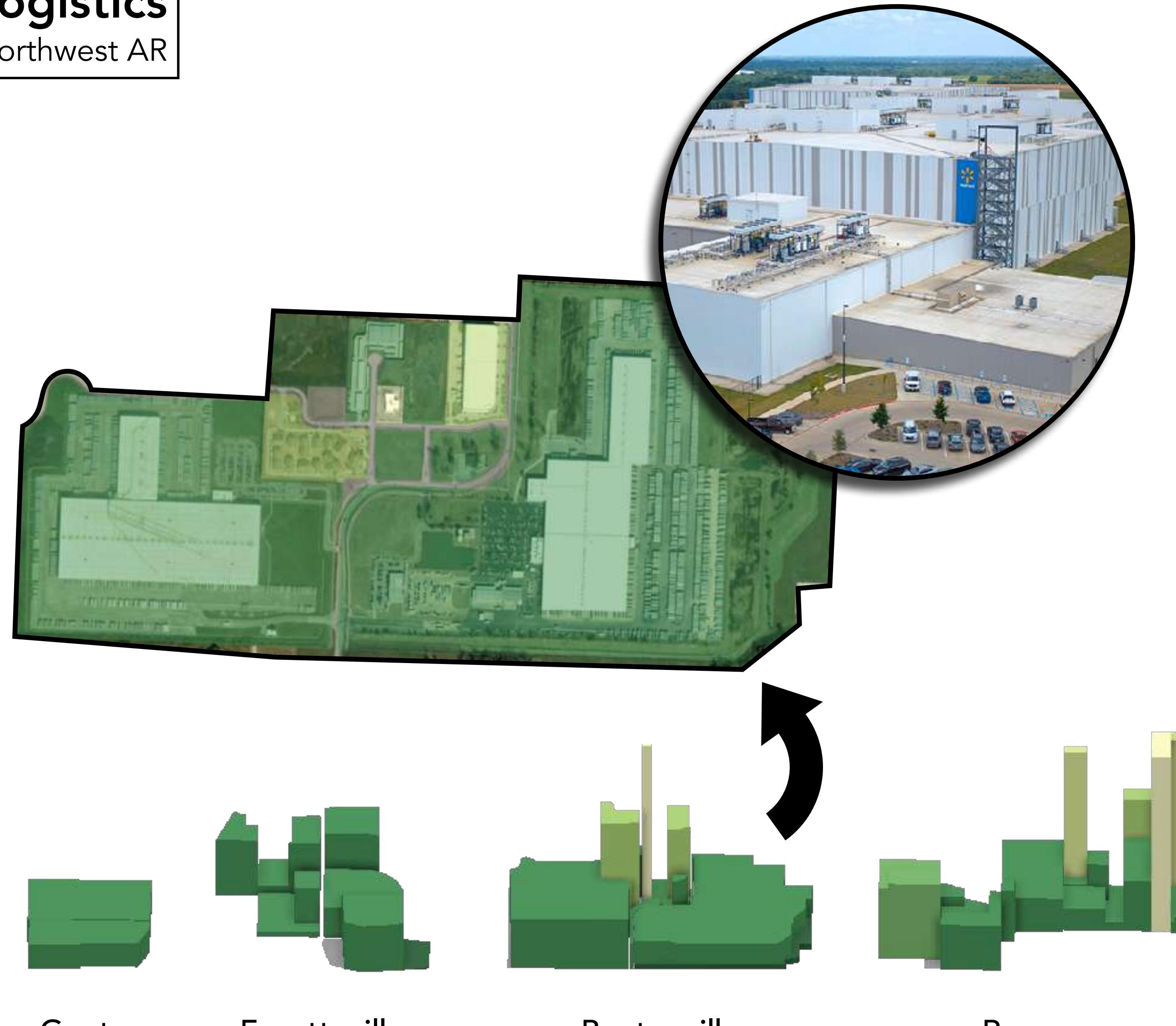
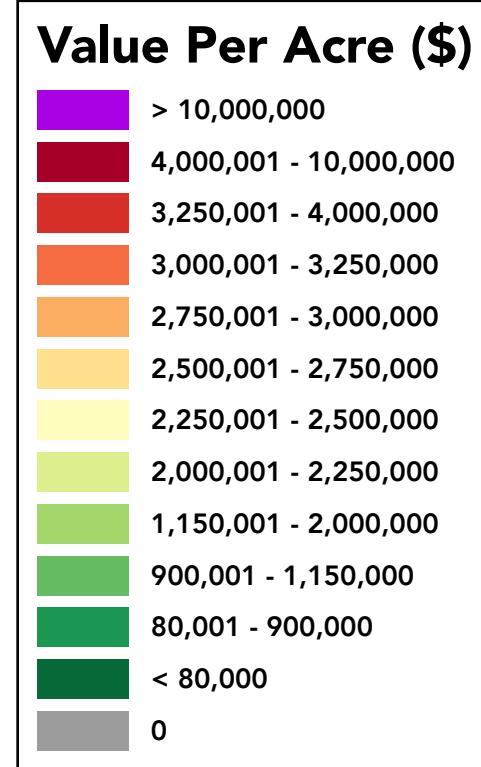
Average Value Per Acre



Source: Washington County and Benton County AR (2024)

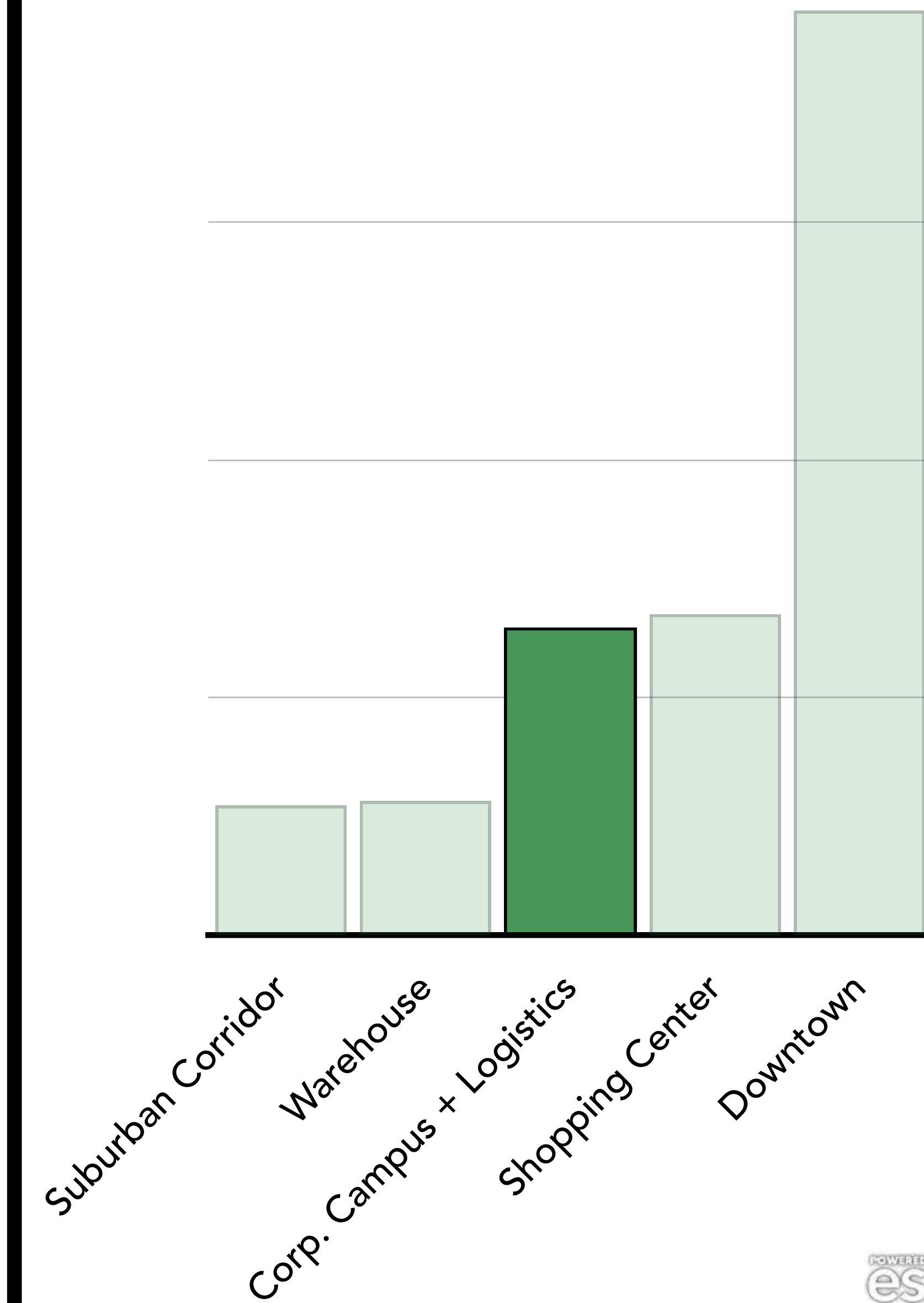
Value of Logistics

Northwest AR



Note: 3D model cut outs are to scale with one another.

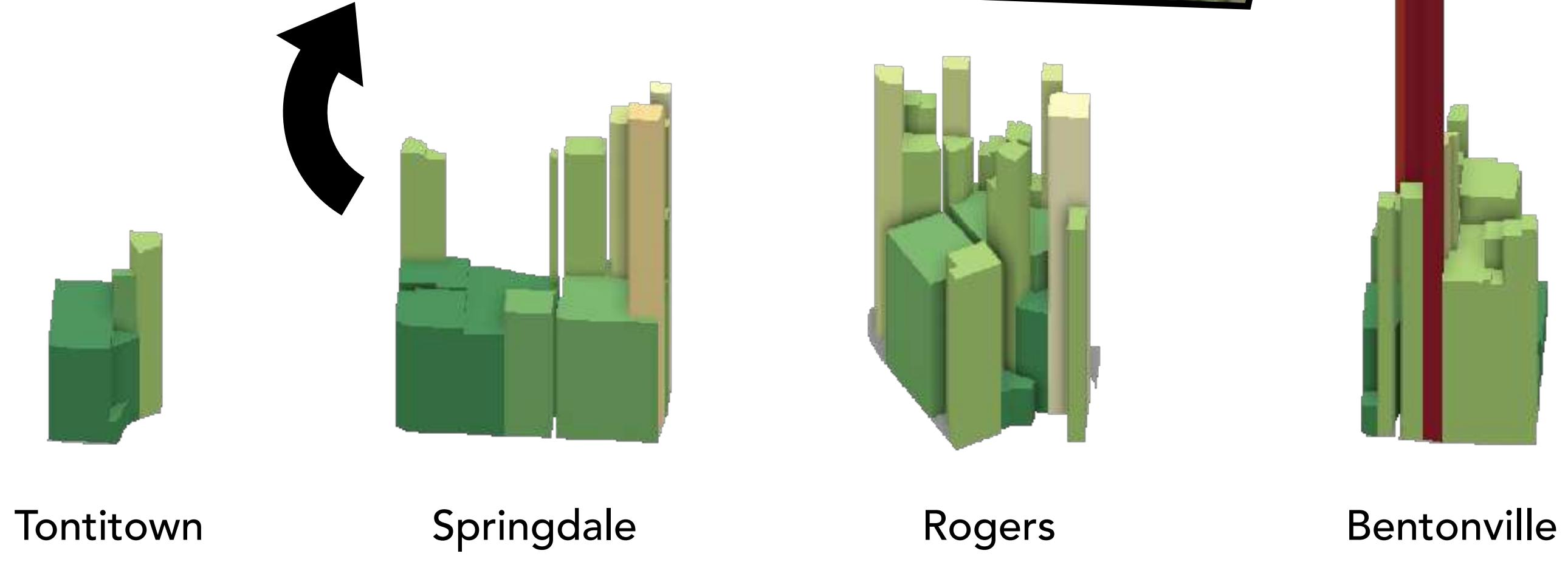
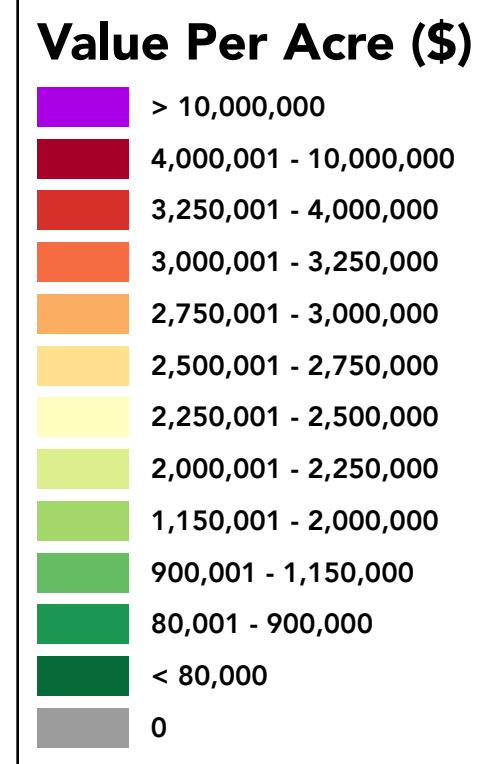
Average Value Per Acre



Source: Washington County and Benton County AR (2024)

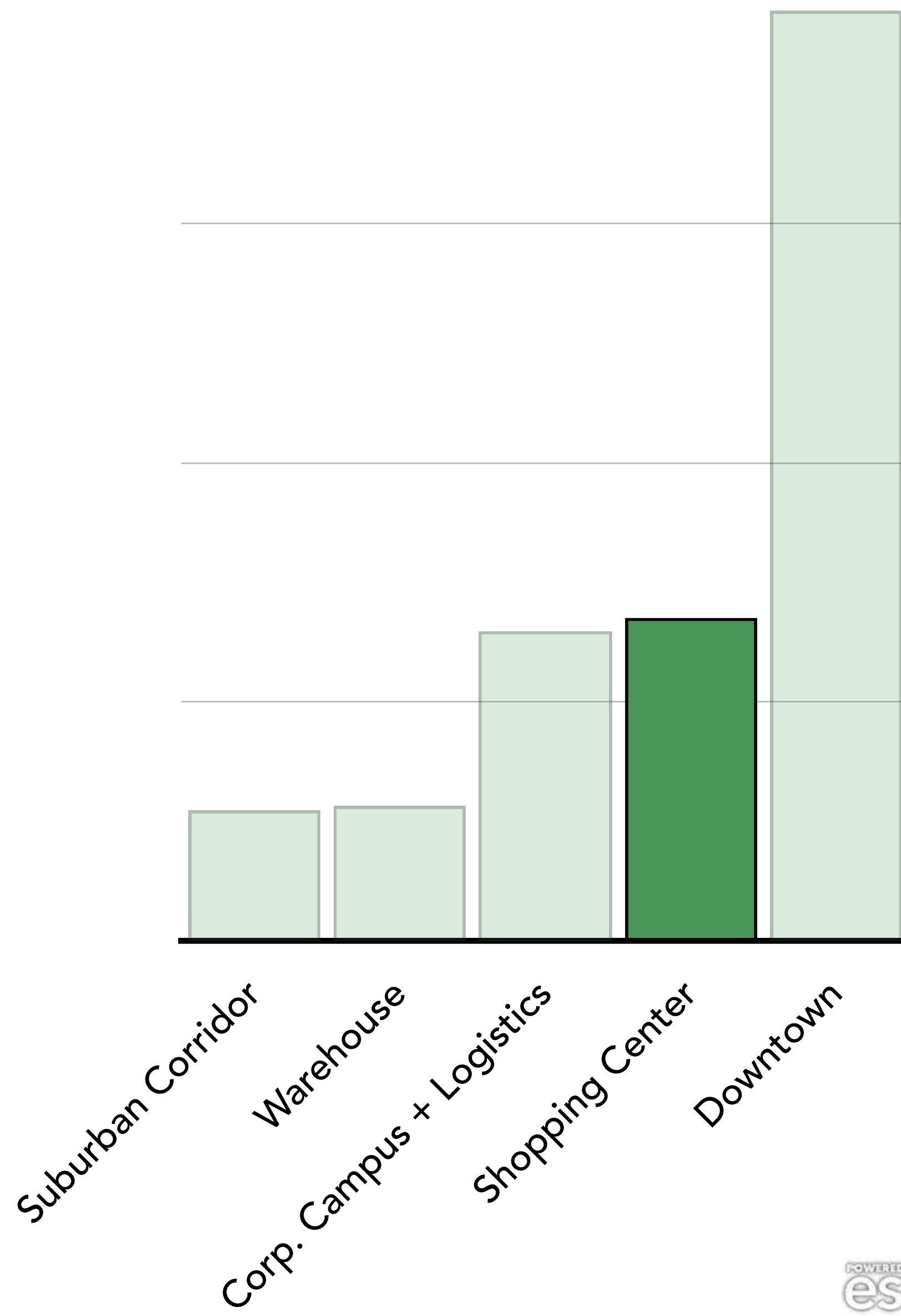
Value of Shopping Centers

Northwest AR



Note: 3D model cut outs are to scale with one another.

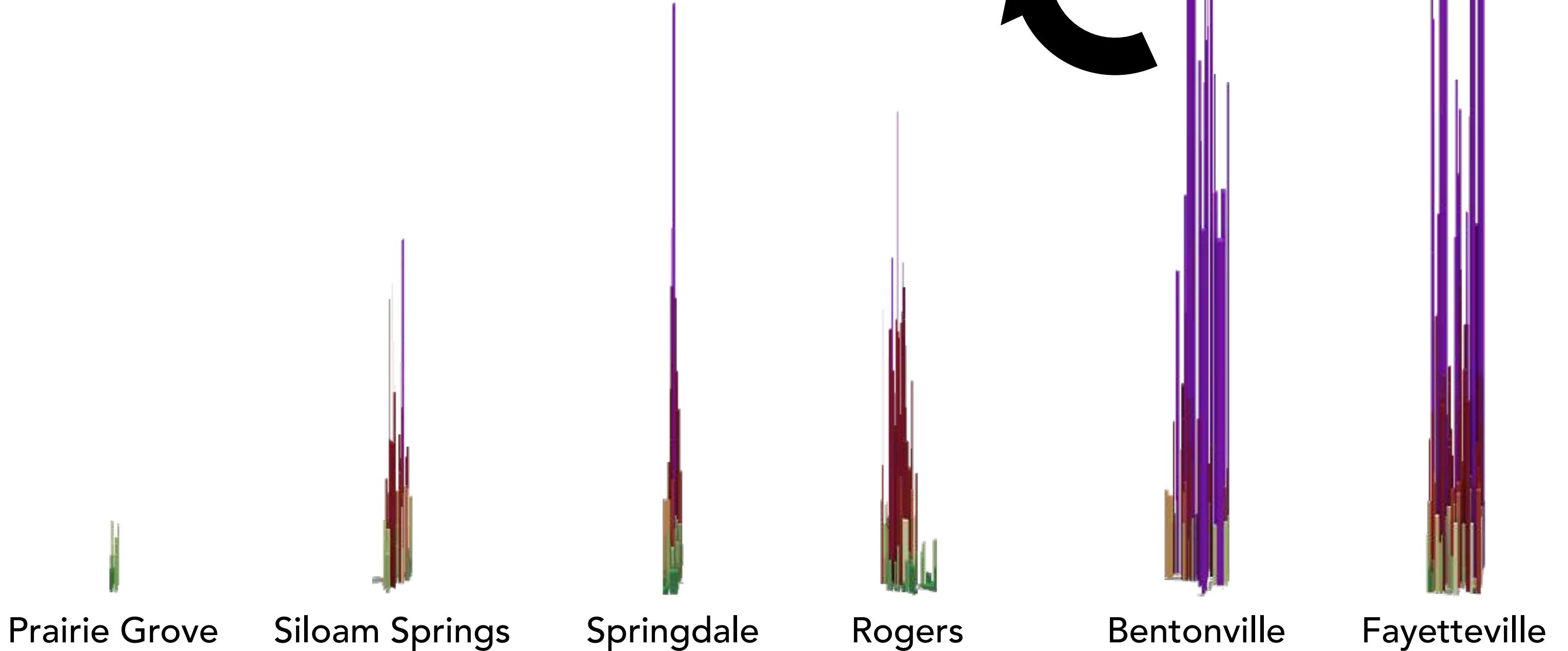
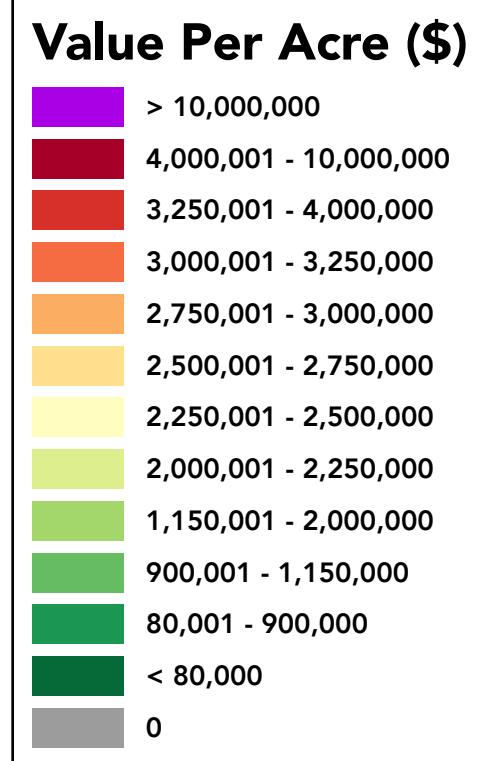
Average Value Per Acre



Source: Washington County and Benton County AR (2024)

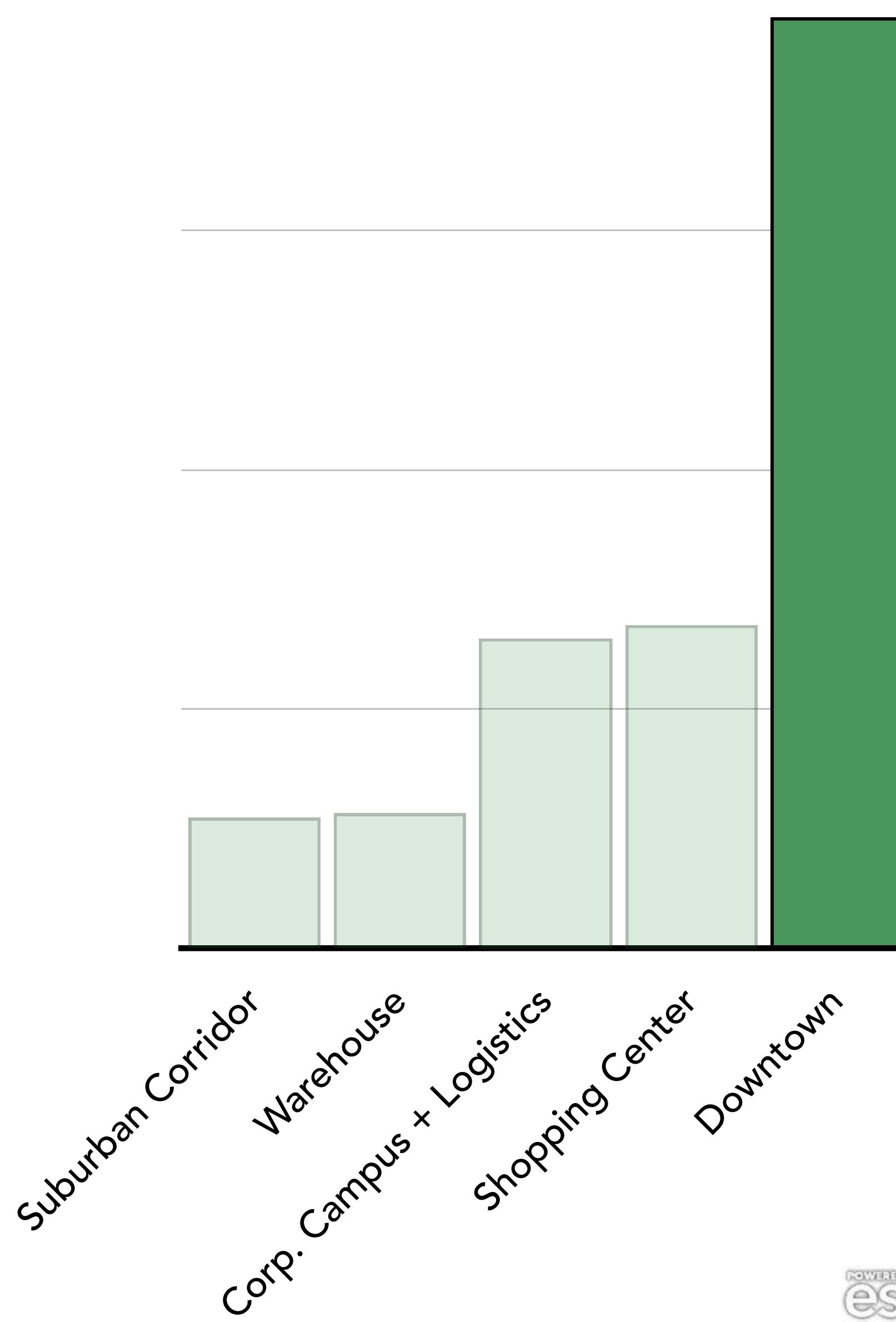
Value of Downtowns

Northwest AR



Note: 3D model cut outs are to scale with one another.

Average Value Per Acre



Source: Washington County and Benton County AR (2024)

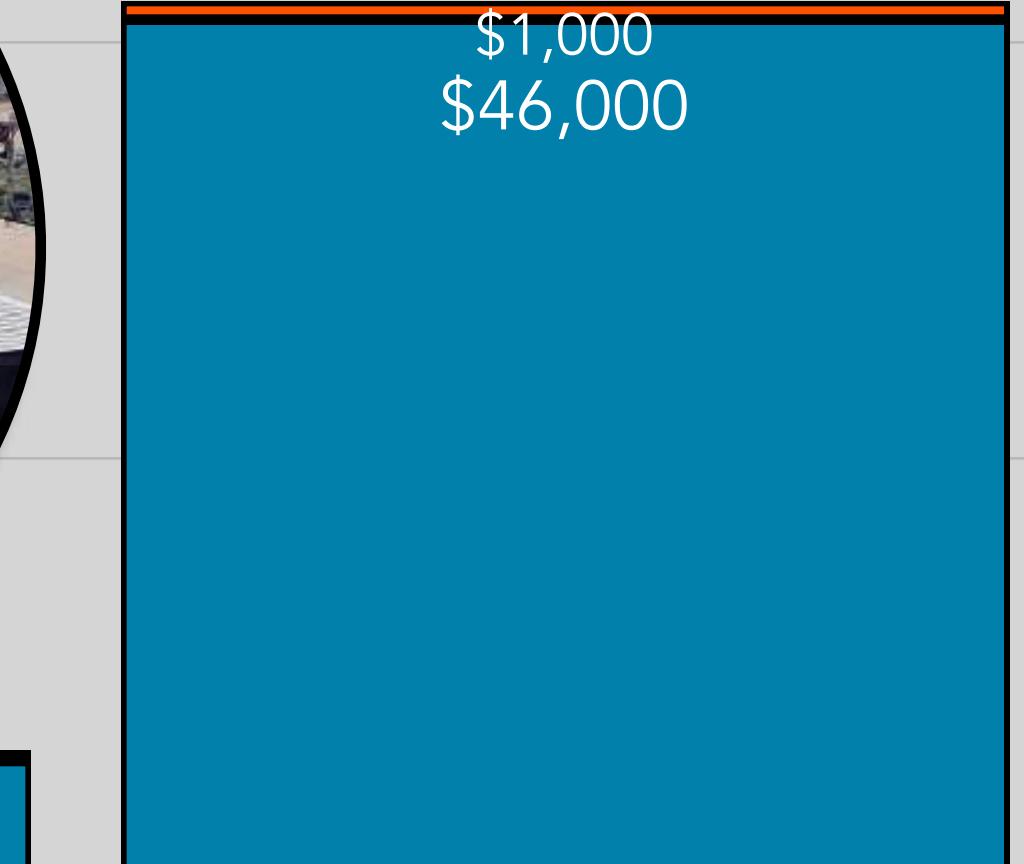
Average Sales & Property Value Per Acre by Development Types

Northwest AR

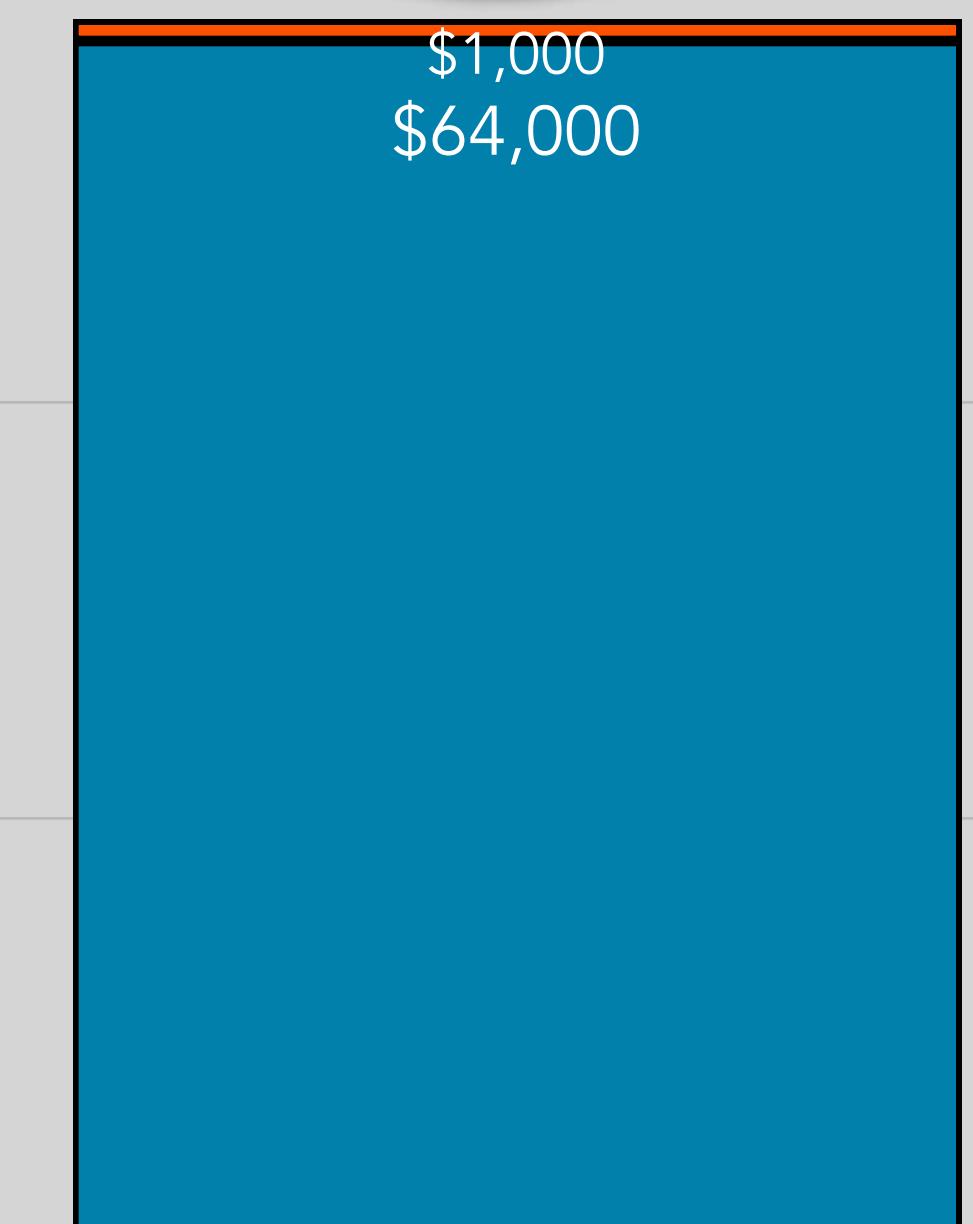
- Property Tax Revenue
- Sales Tax Revenue



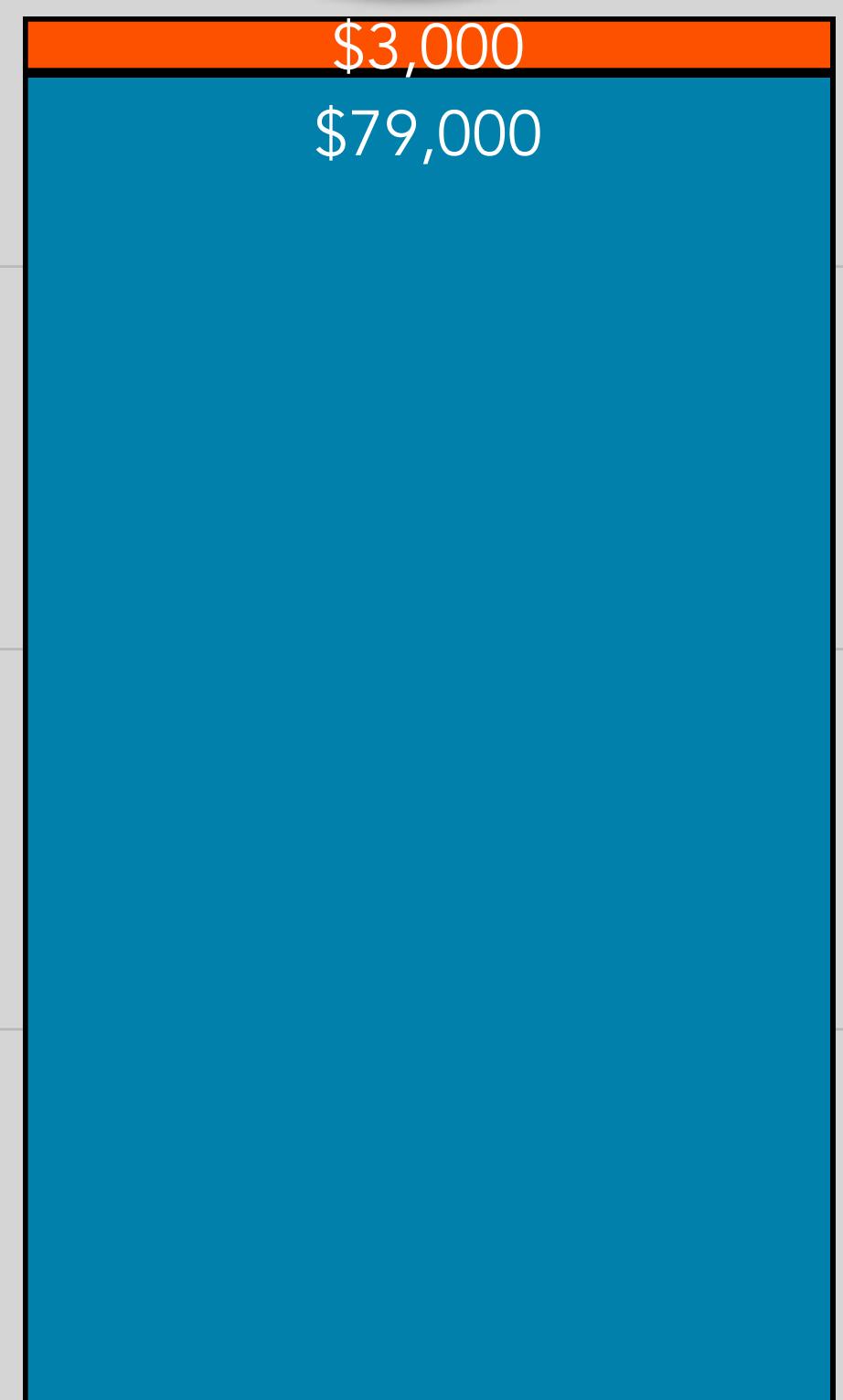
Corp. Campus + Logistics



Suburban Corridor



Shopping Center



Downtown

Average Sales & Property Tax Per Acre of Residential Types

Northwest AR

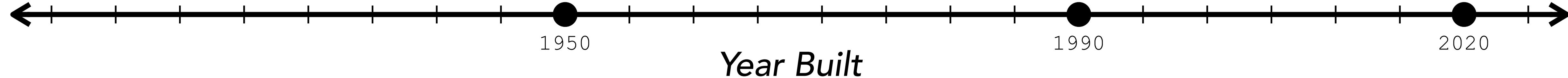
- Property Tax Revenue
- Sales Tax Revenue



Pre-1950

1950-1990

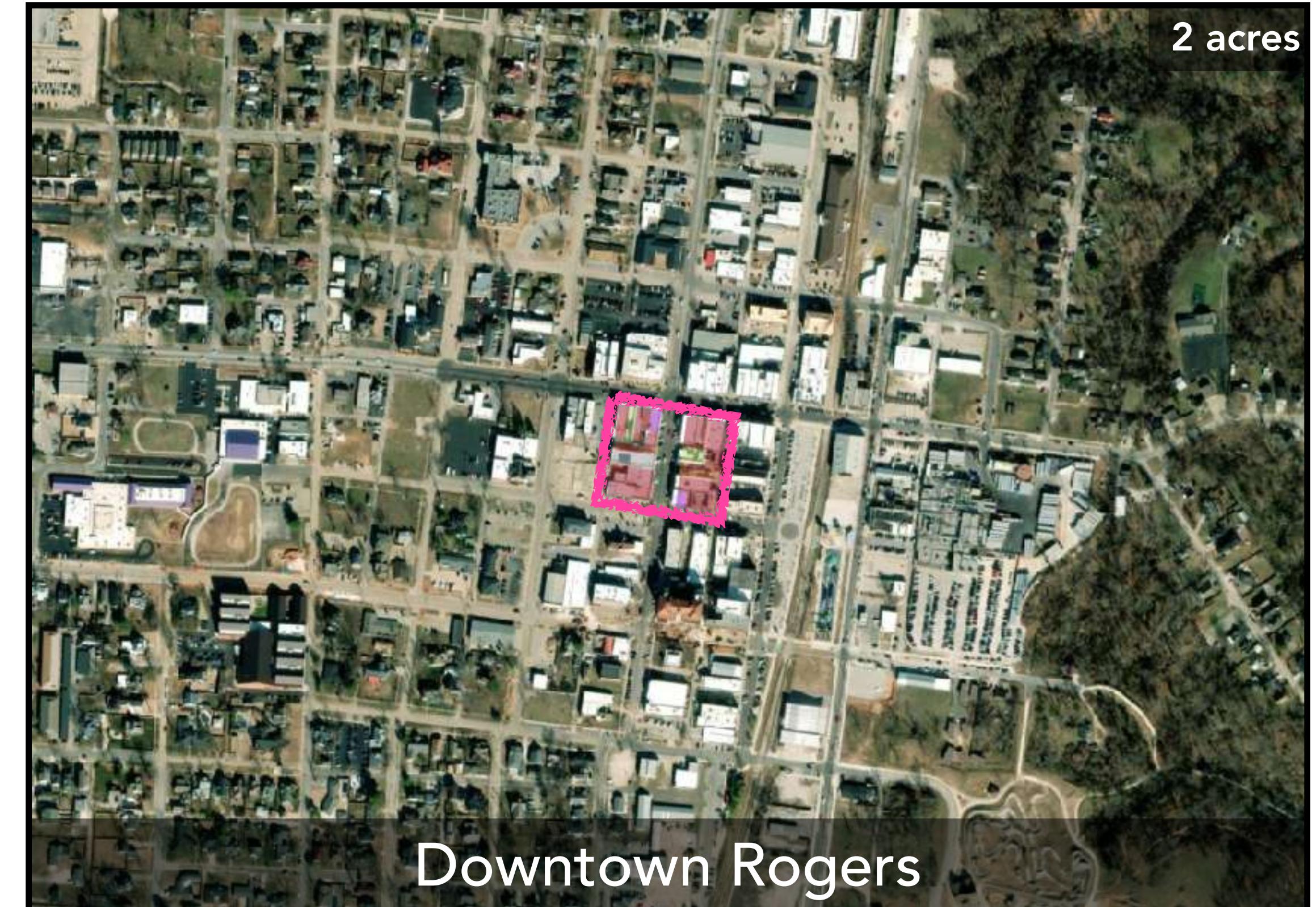
1990-2020



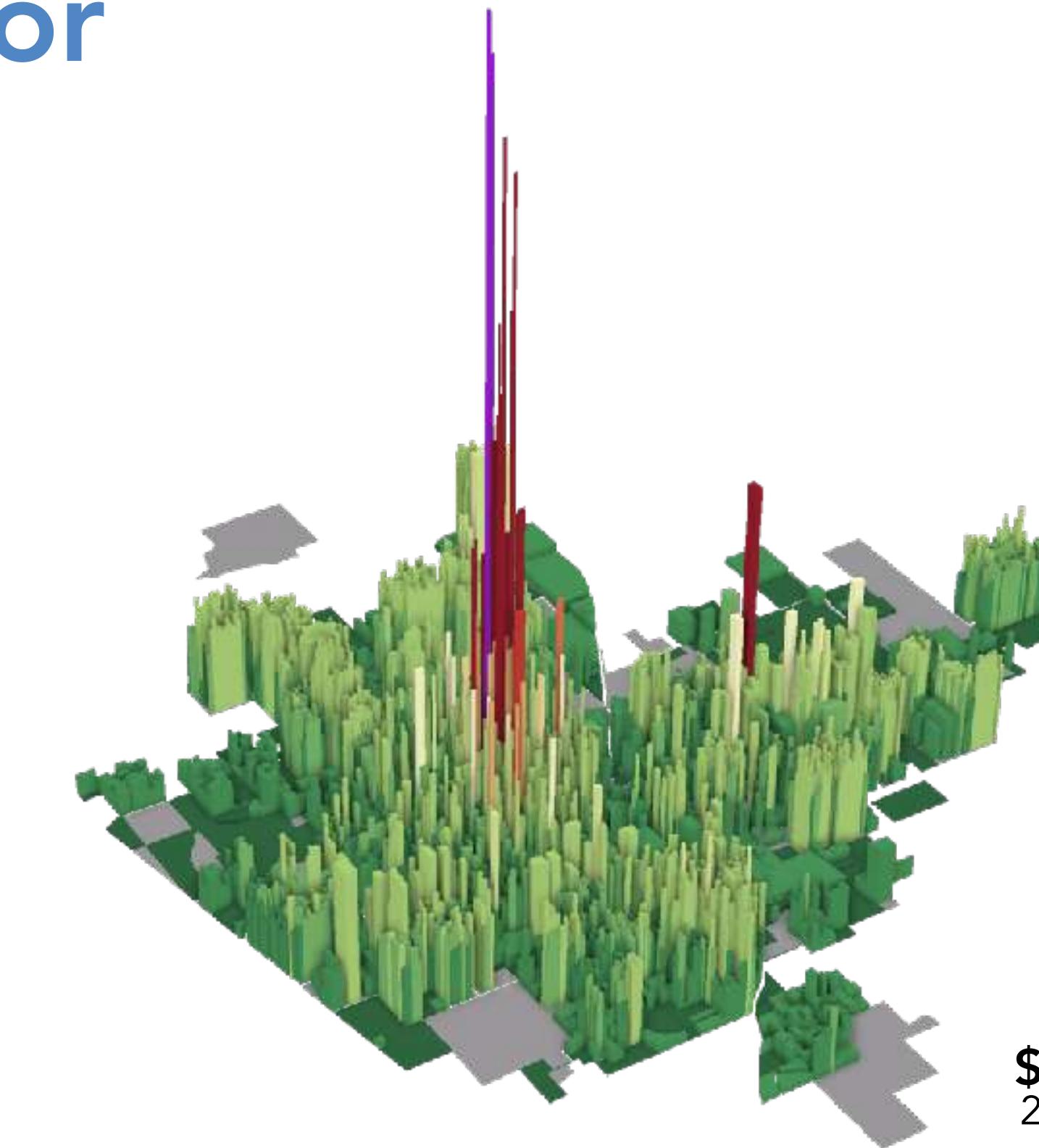
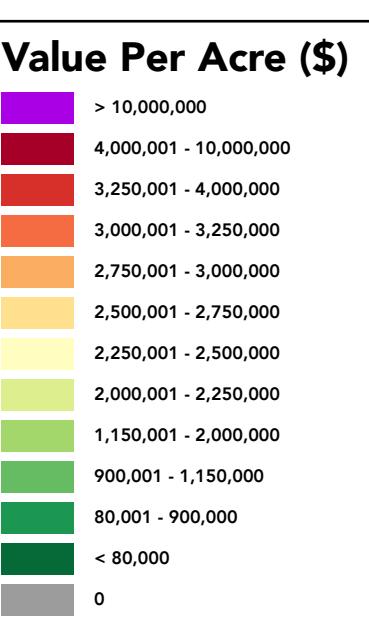
WHO IS THE FAIREST OF THEM ALL?
most fiscally productive?

UrbanMirror
URBAN³

Urban Mirror

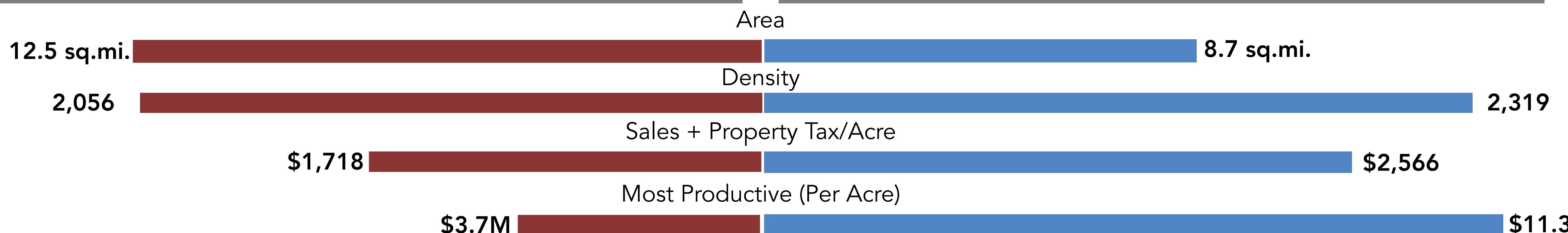


Urban Mirror



Centerton

Siloam Springs



URBAN³

Source: Washington County and Benton County AR (2024), UrbanMirror



Land Use Liability Evaluation

Infrastructure and Revenue Implications

Assets

According to the Municipal Finance Standards (CAFR)



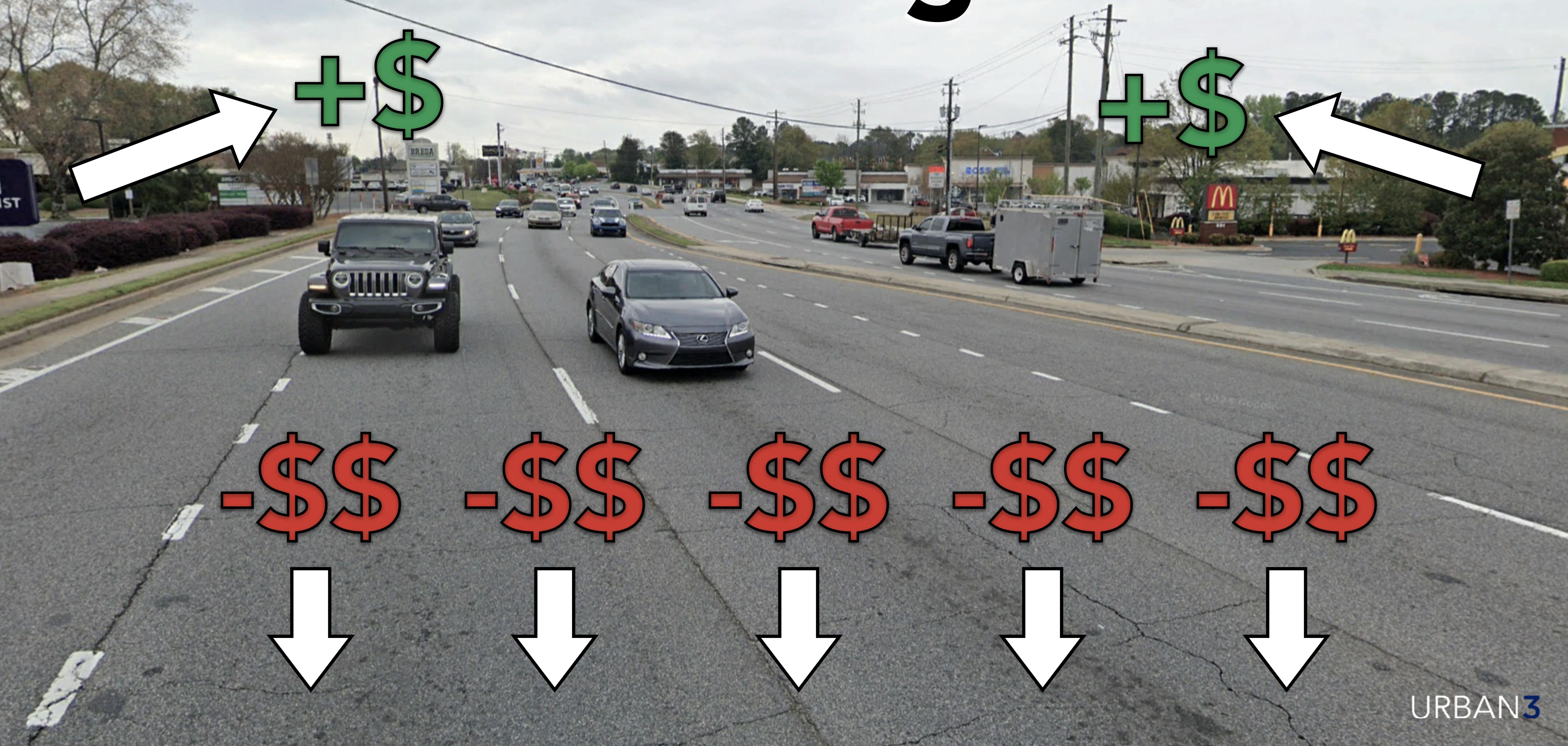
Liabilities



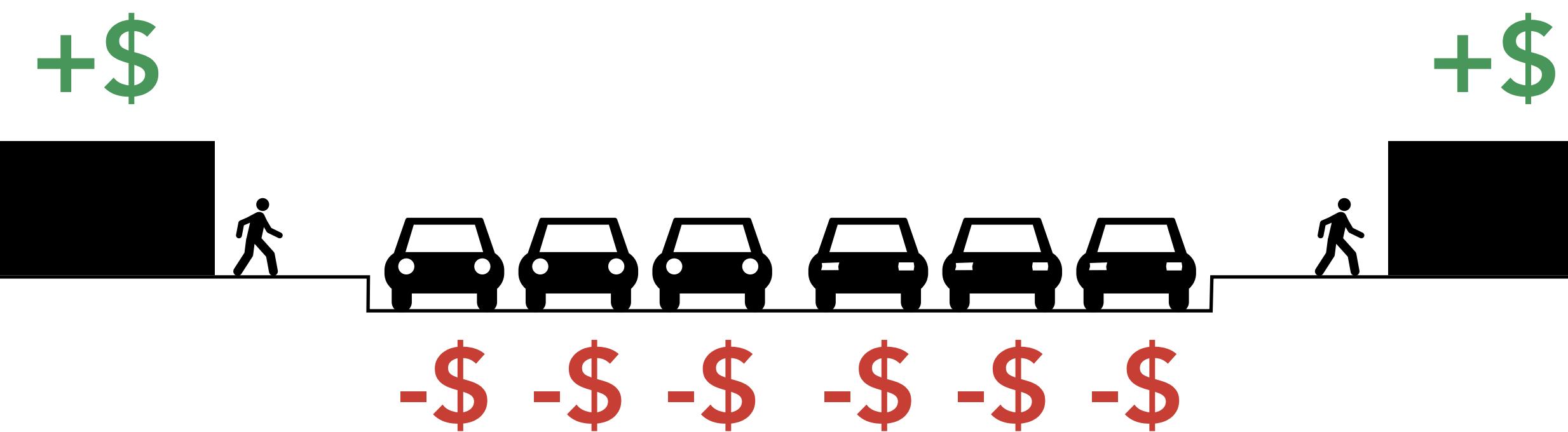
Asset Management



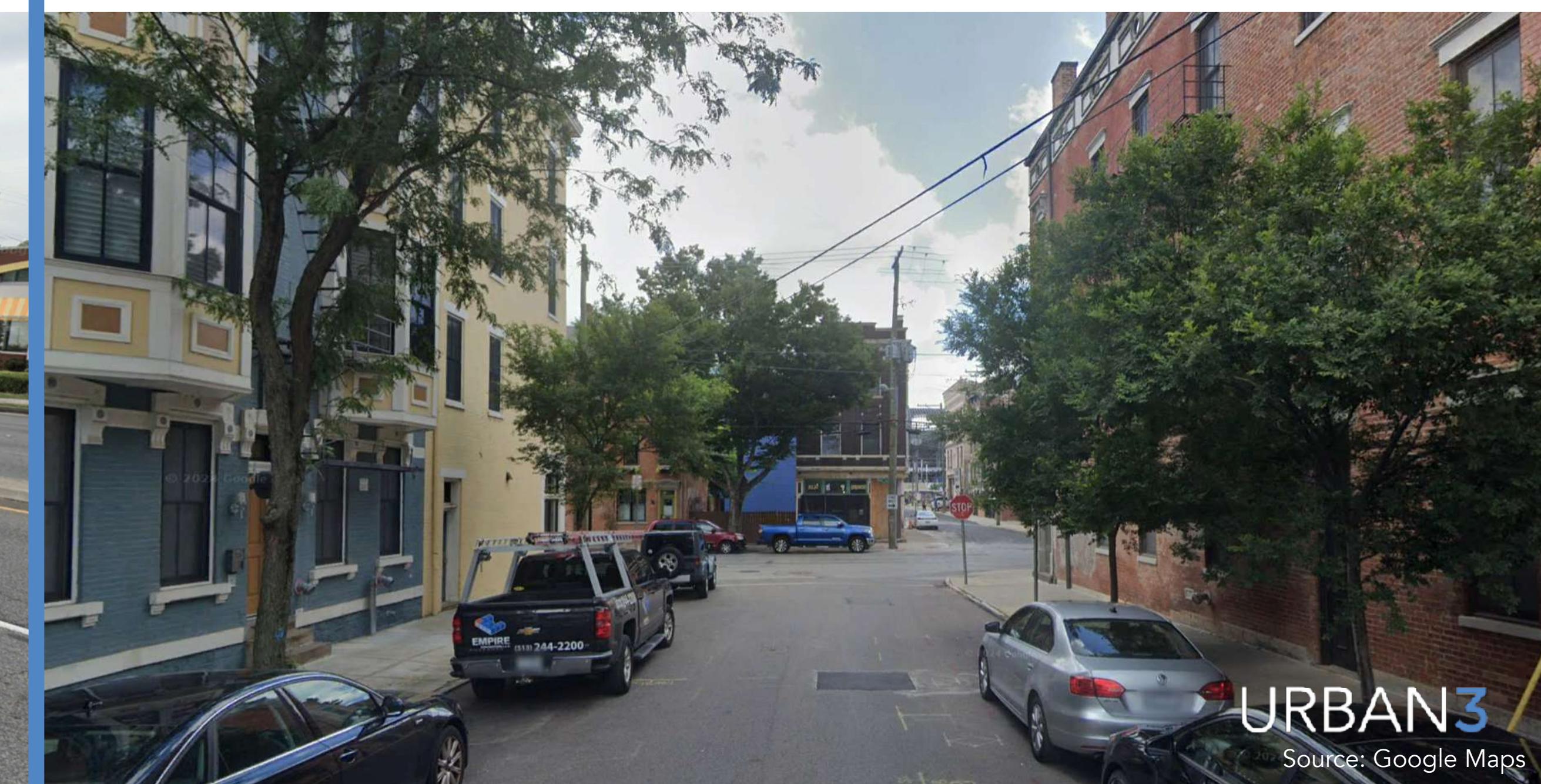
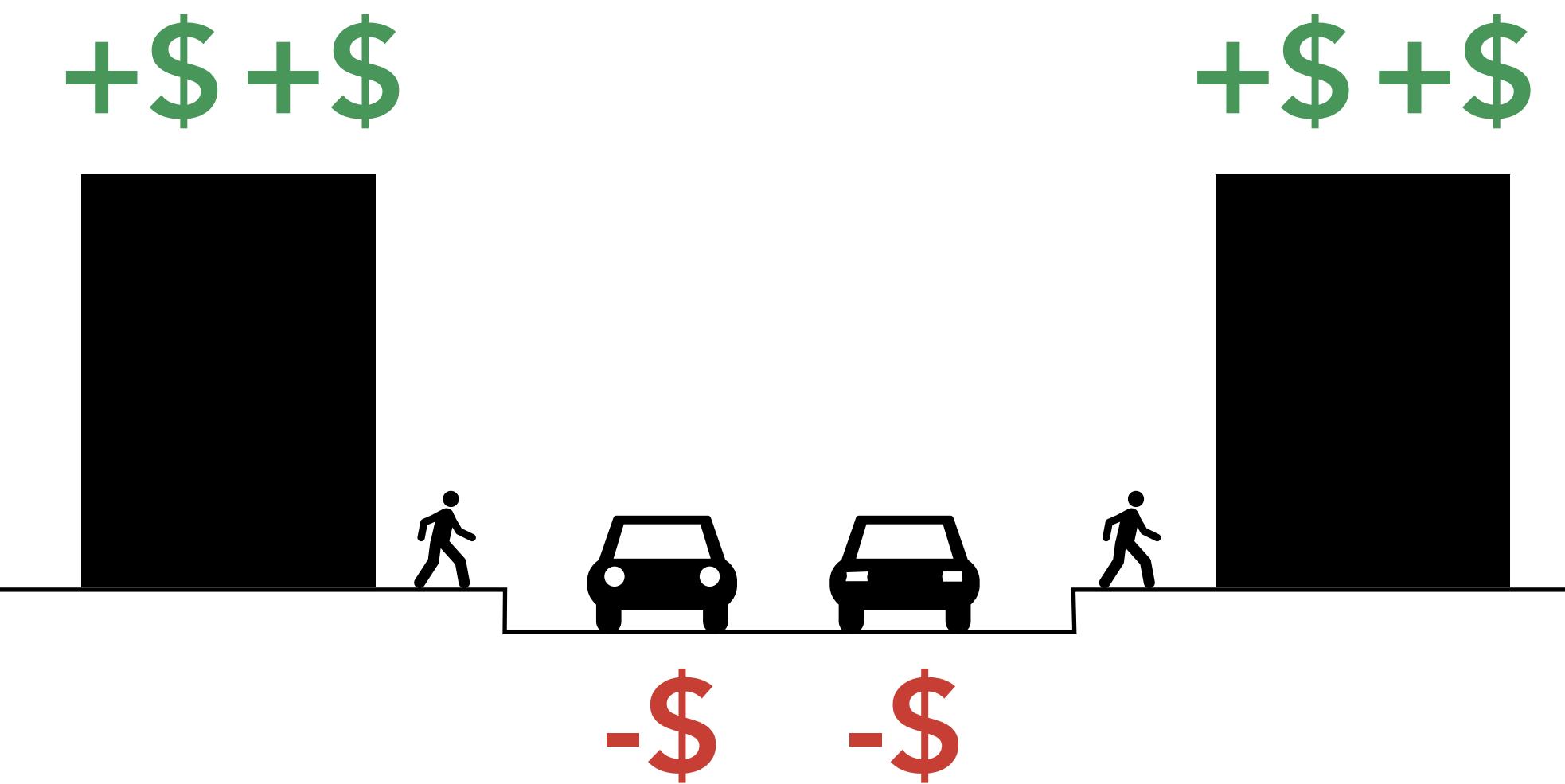
Asset Management



Stroad

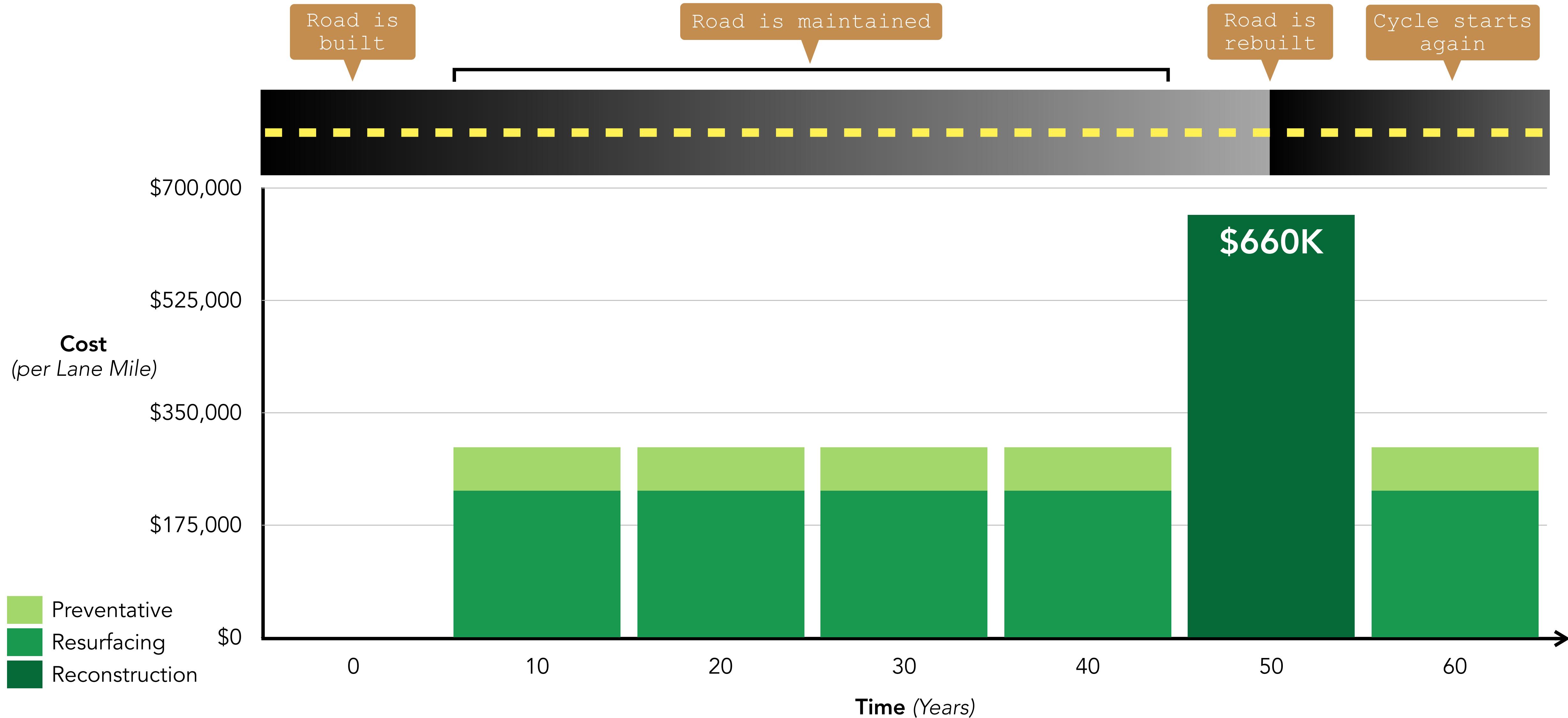


Street



What Happens to a Road Over Time?

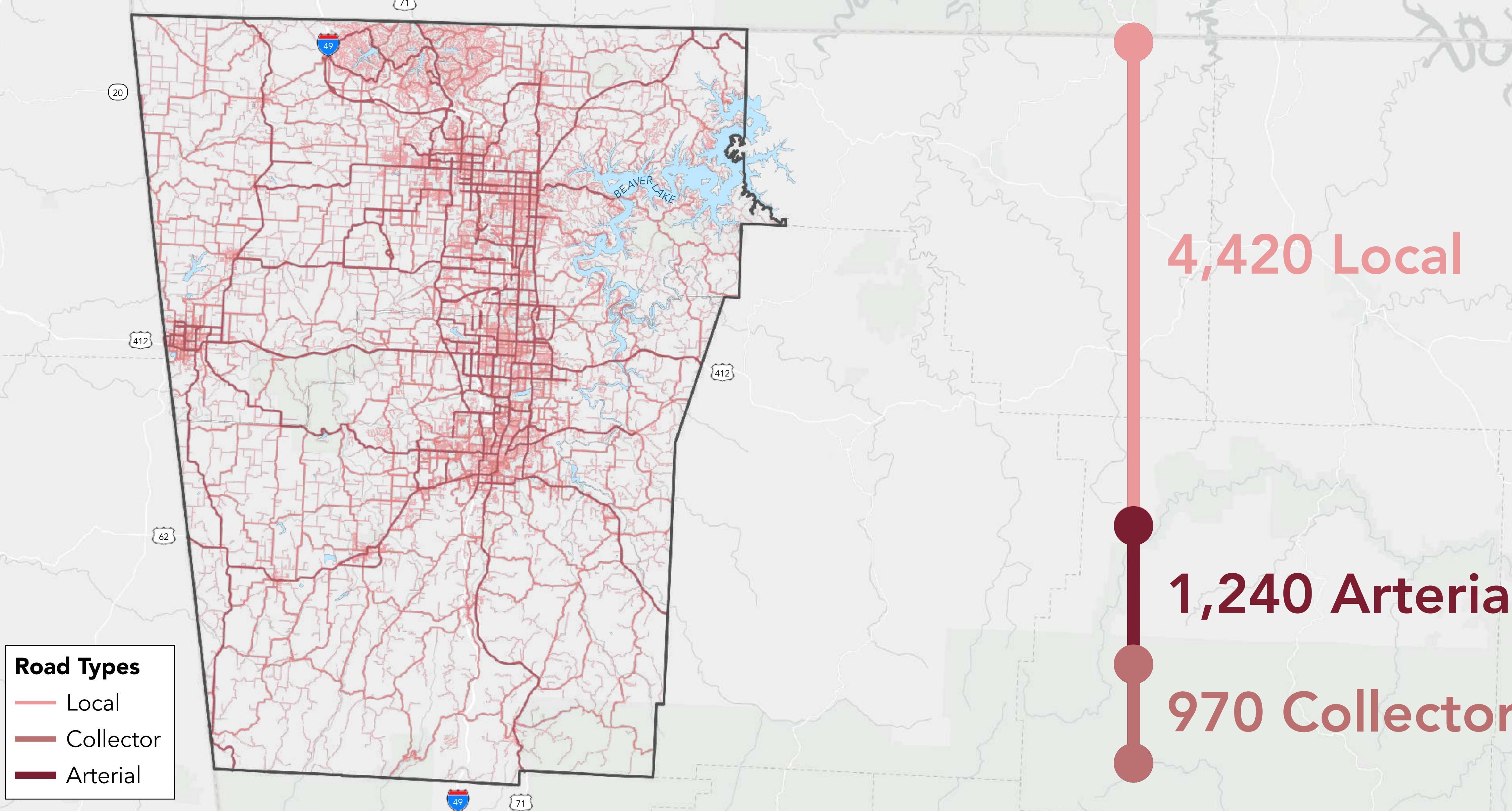
Anywhere, USA



Road Infrastructure

Northwest AR

6,638 total lane miles



Assessed Value Per Acre

Northwest AR

1,000 sq. mi

+ 800 sq. mi

= 1,800 sq. mi

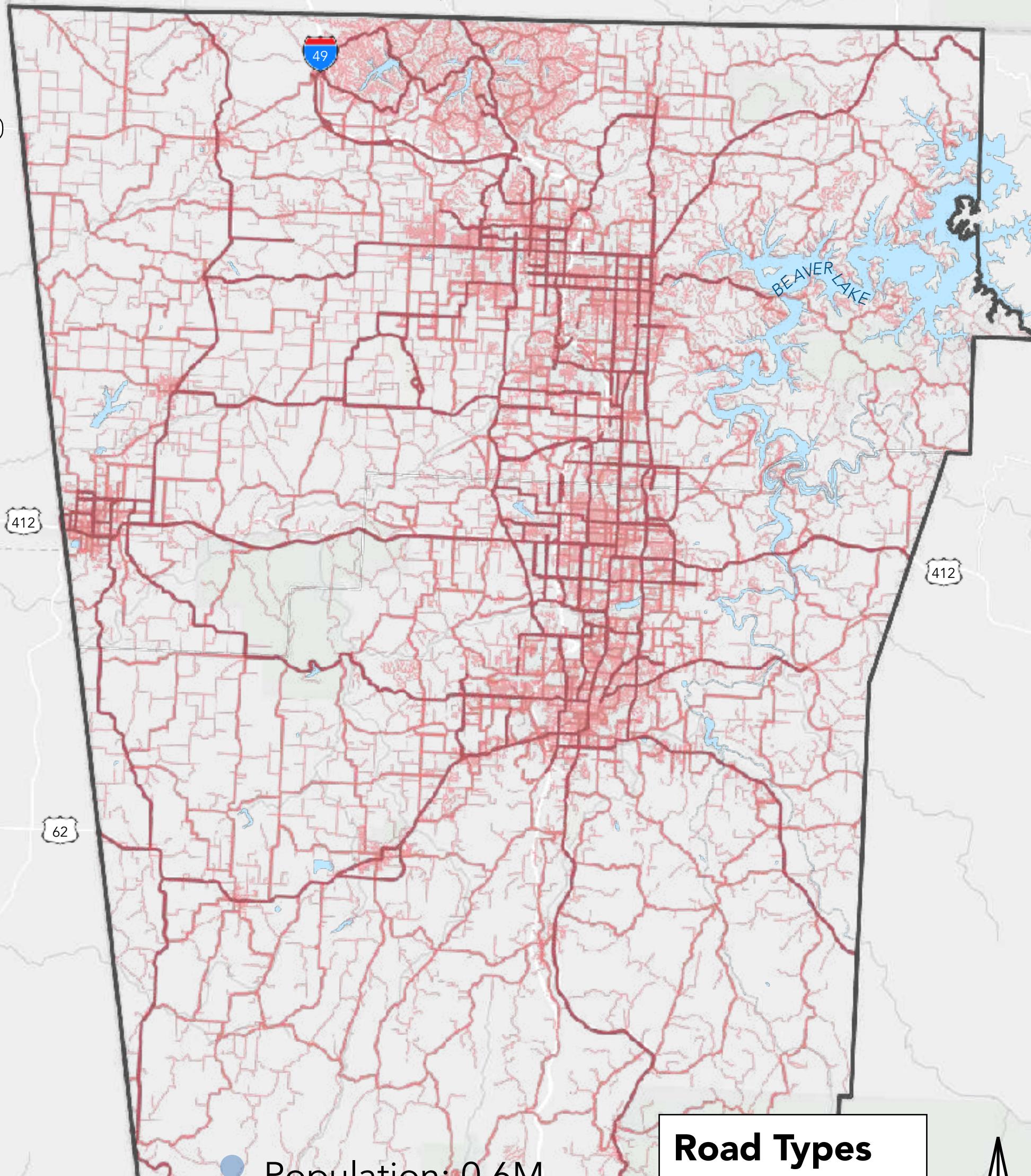
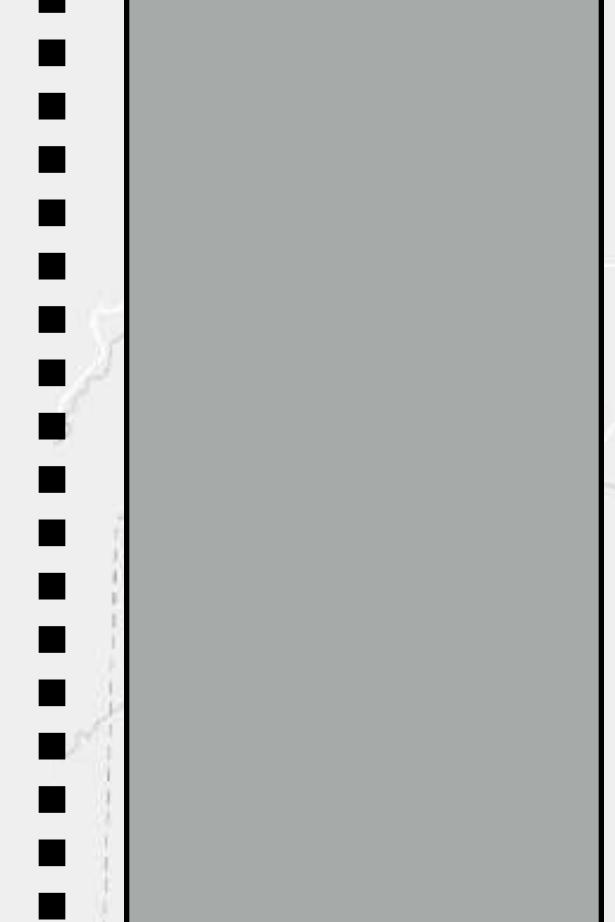


Road Infrastructure Comparison

Northwest AR



Road Feet Per Person





Road Length by Type

Northwest AR

4,420 lane miles of **local** roads to...

Prudhoe Bay, AK

1,240 lane miles of **arterial** roads to...

Sedona, AZ

Springdale, AR

970 lane miles of **collector** roads to...

Pittsburgh, PA

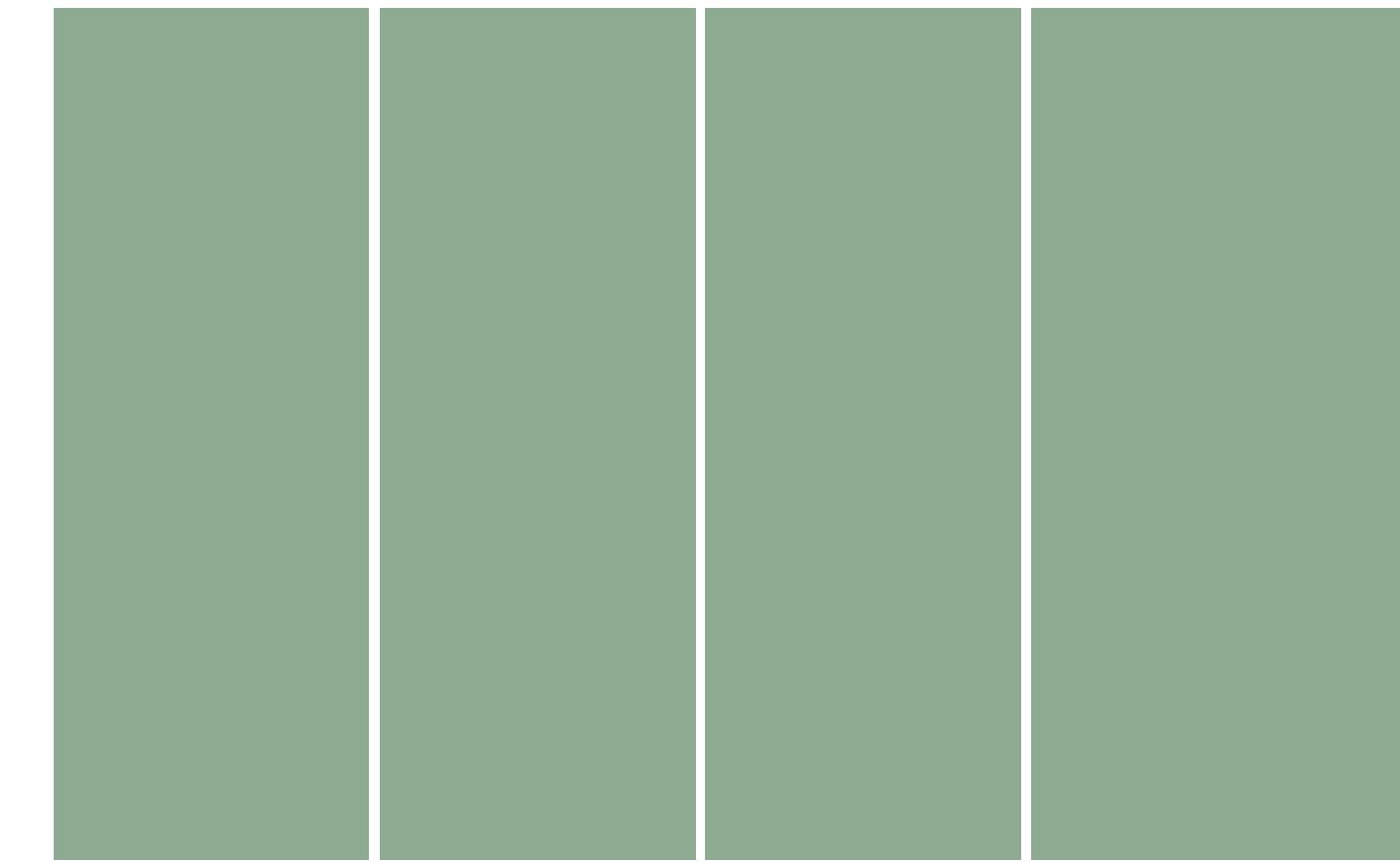
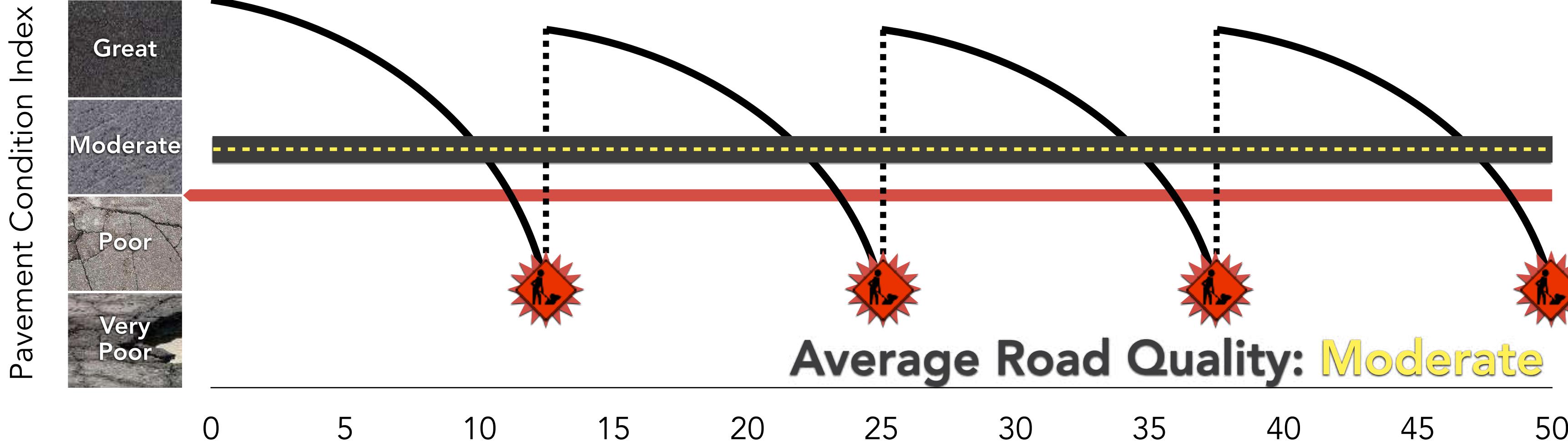


Road Maintenance Scenarios

Anywhere, USA

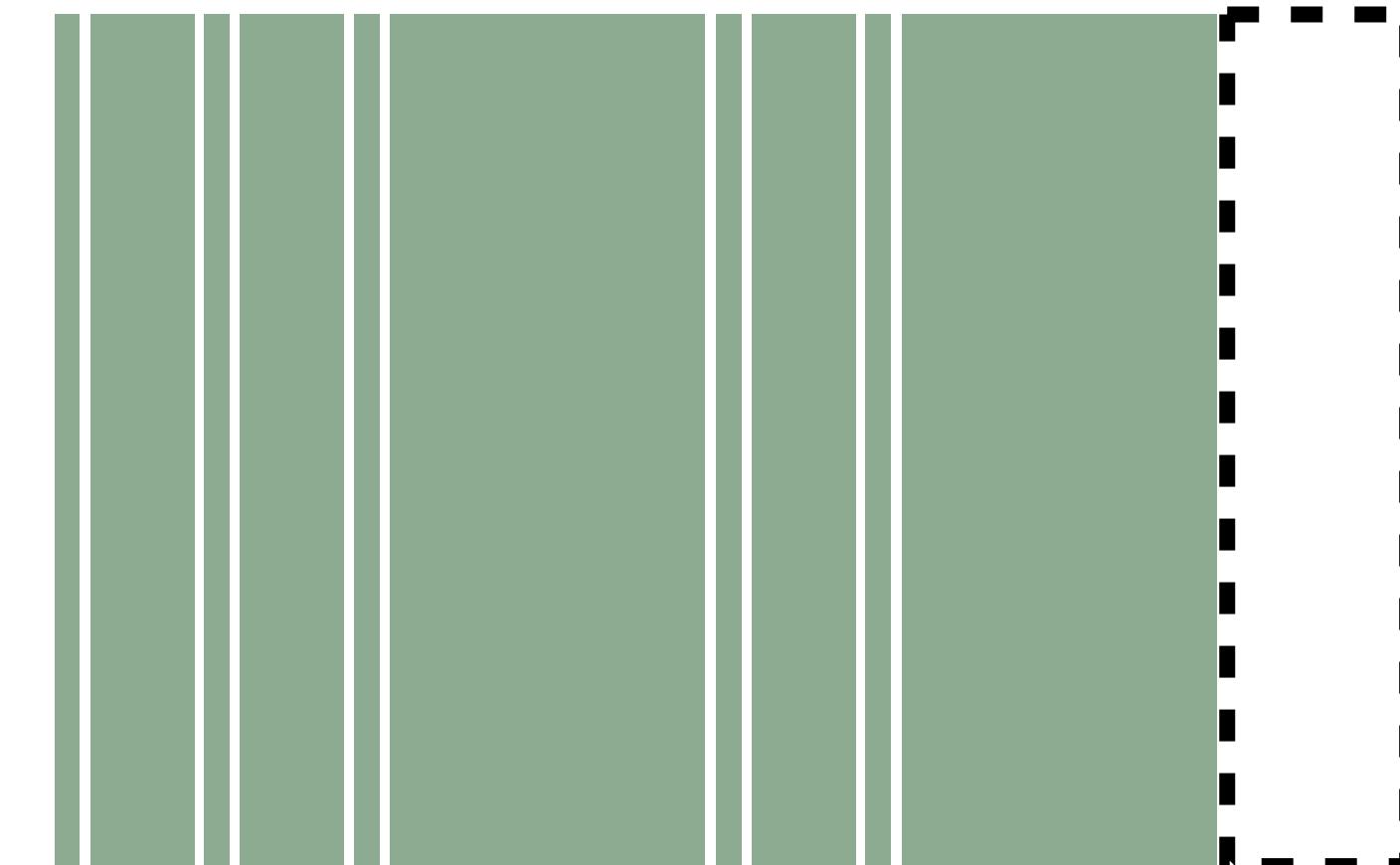
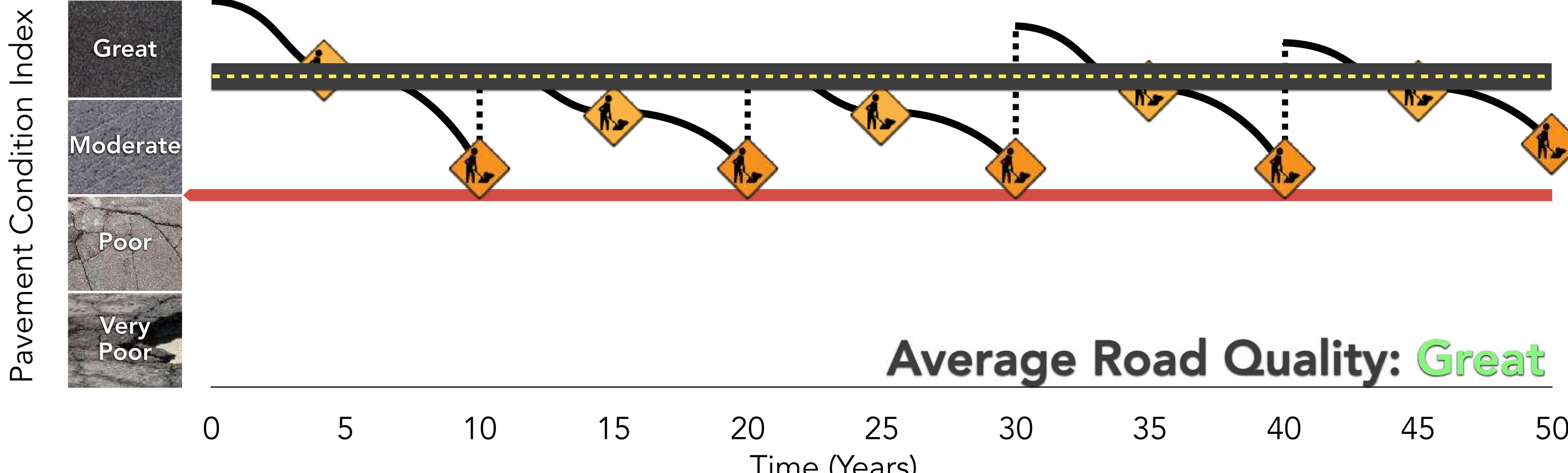
\$15M

Option 1: Rehabilitation



\$12M

Option 2: Preservation



Road Maintenance Load and Rebuild Schedule*

Anywhere, USA

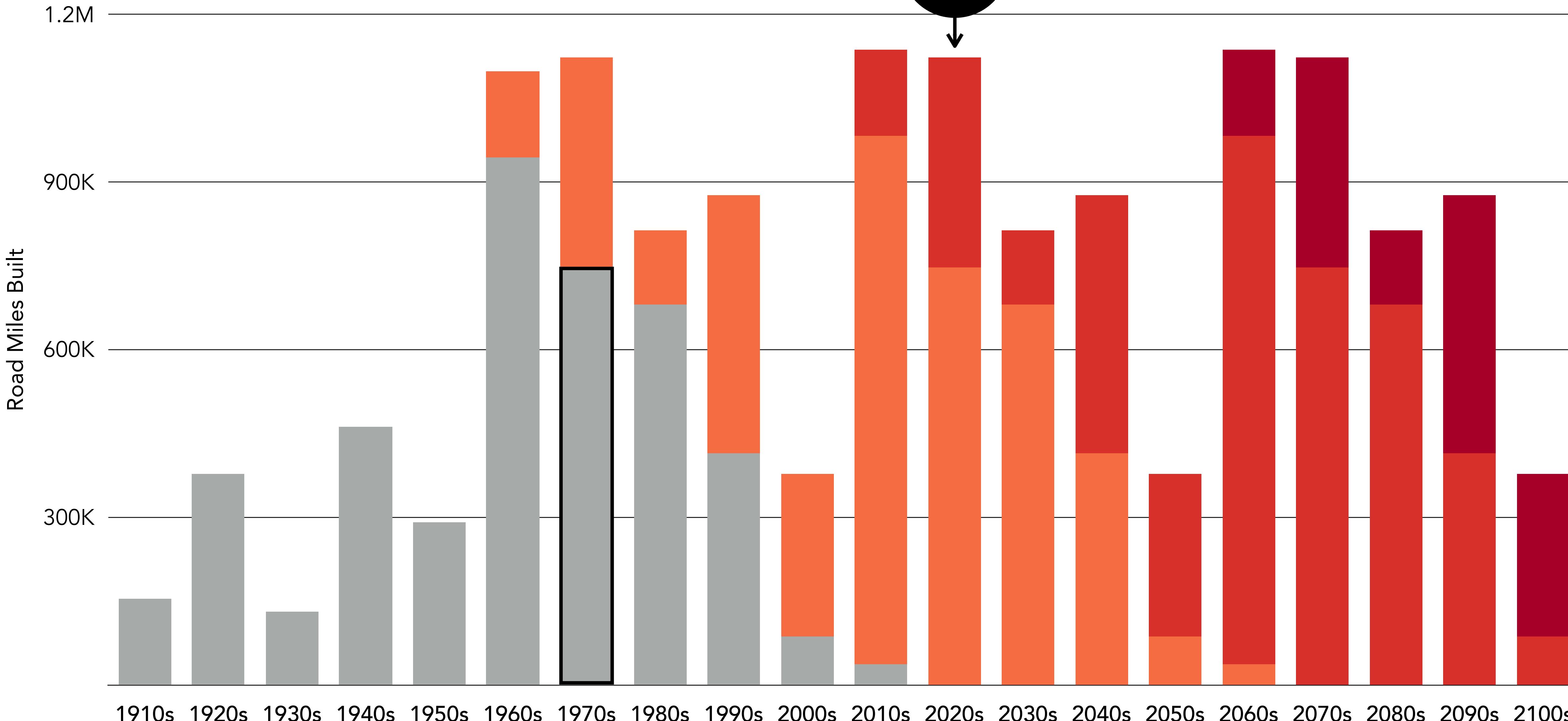


Initial Build

Rebuild 1

Rebuild 2

Rebuild 3



A ROAD IS FOREVER

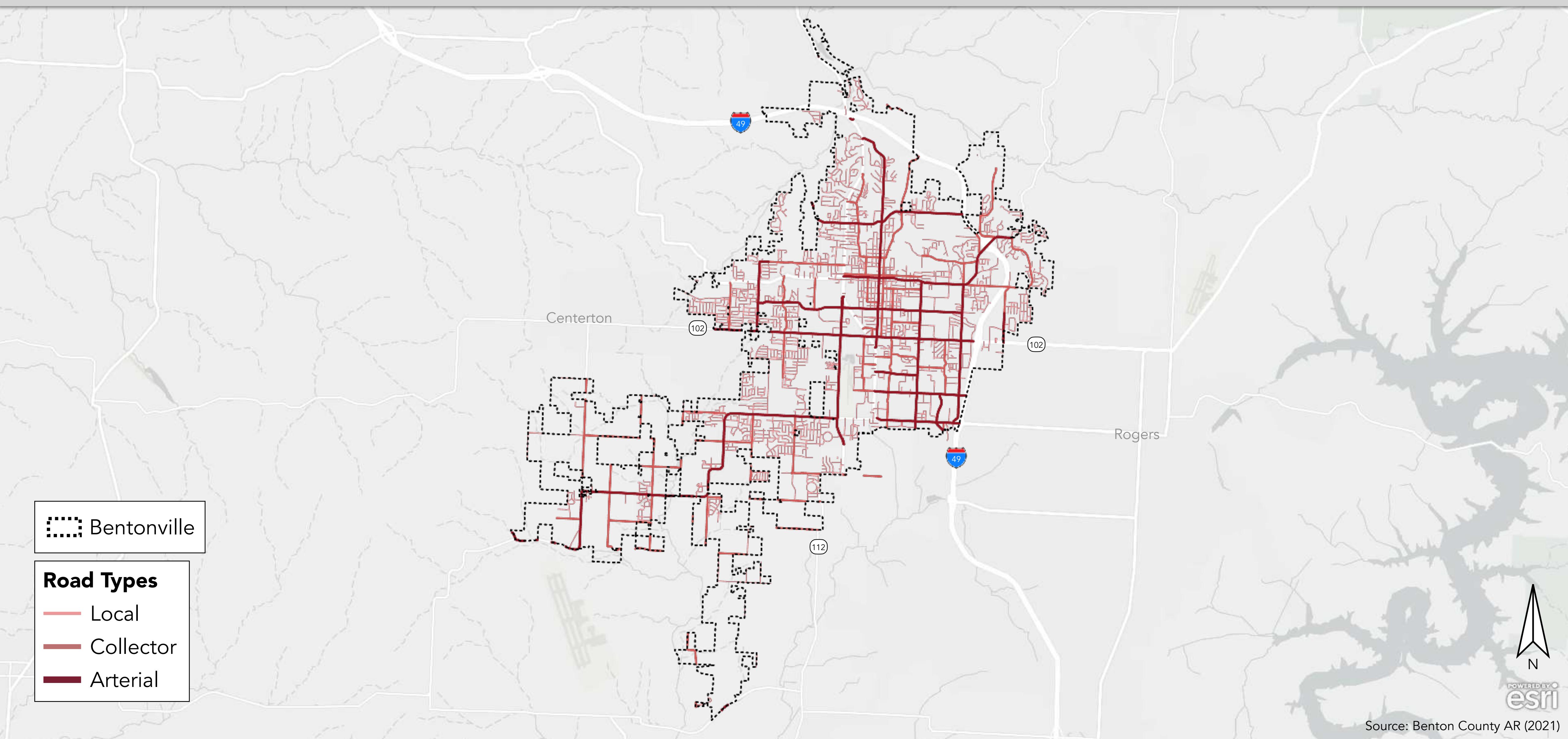


2021 Case Study: Economic MRI®

Bentonville, Arkansas

City Road Liability

Bentonville, AR



Daily Use of Roads

Bentonville, AR

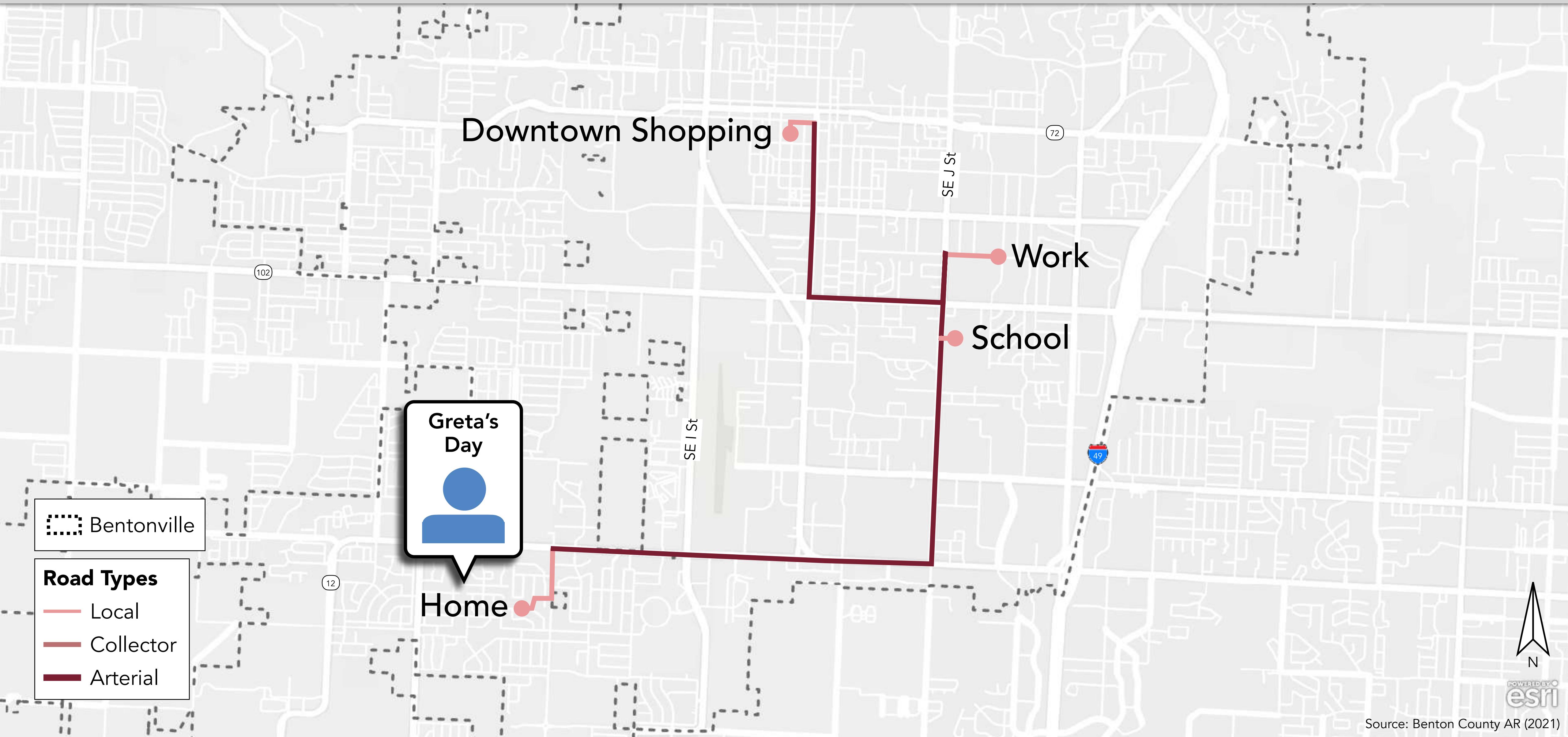
Arterial

6.2 lane miles

Local

1.6 lane miles

7.8 miles



Arterial

Local

133 lane miles

449 lane miles

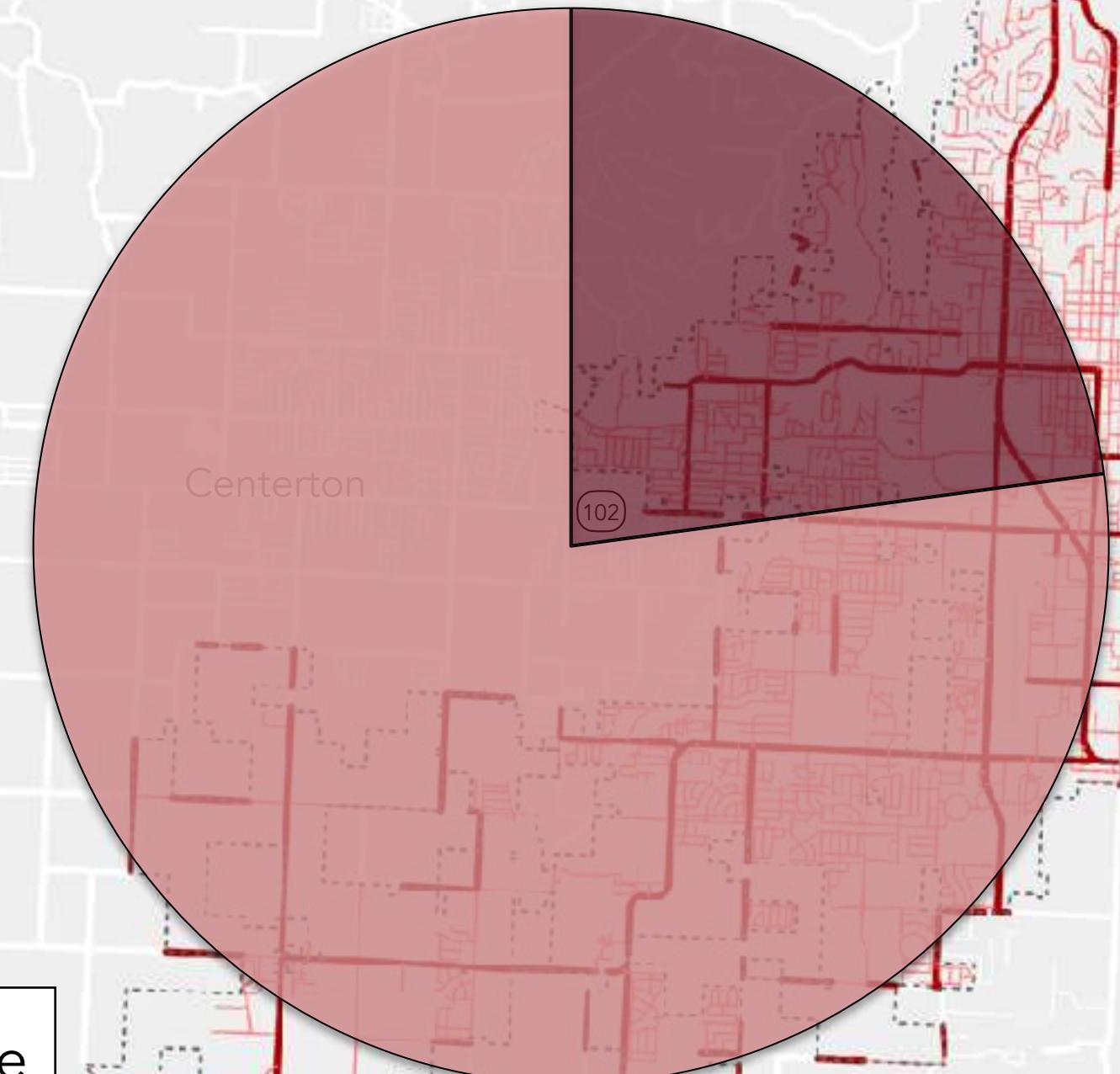
Arterial

Local

6.2 lane miles

1.6 lane miles

City Liability

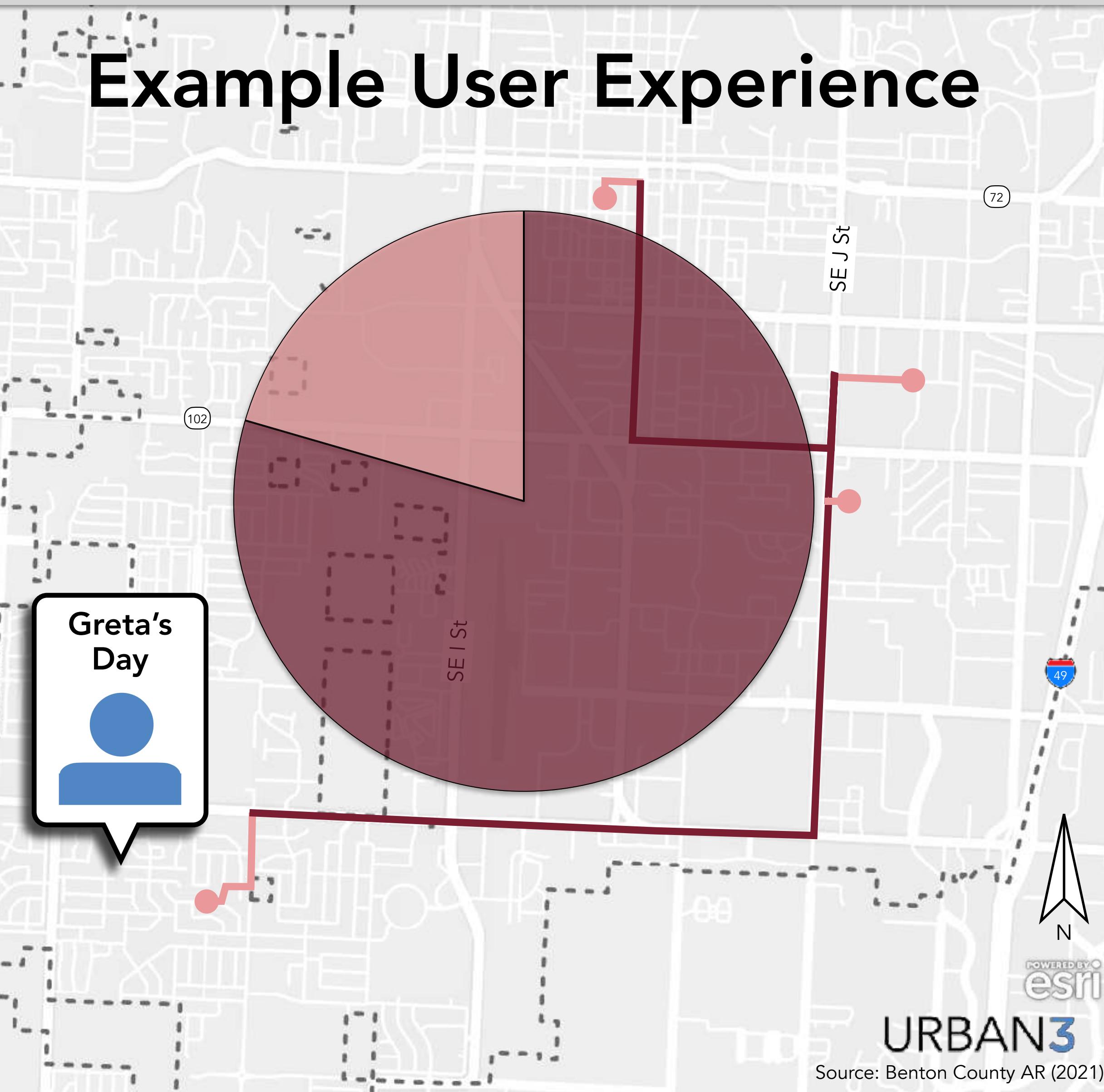


Bentonville

Road Types

- Local
- Collector
- Arterial

Example User Experience



URBAN3

Source: Benton County AR (2021)

Road Infrastructure

Northwest AR

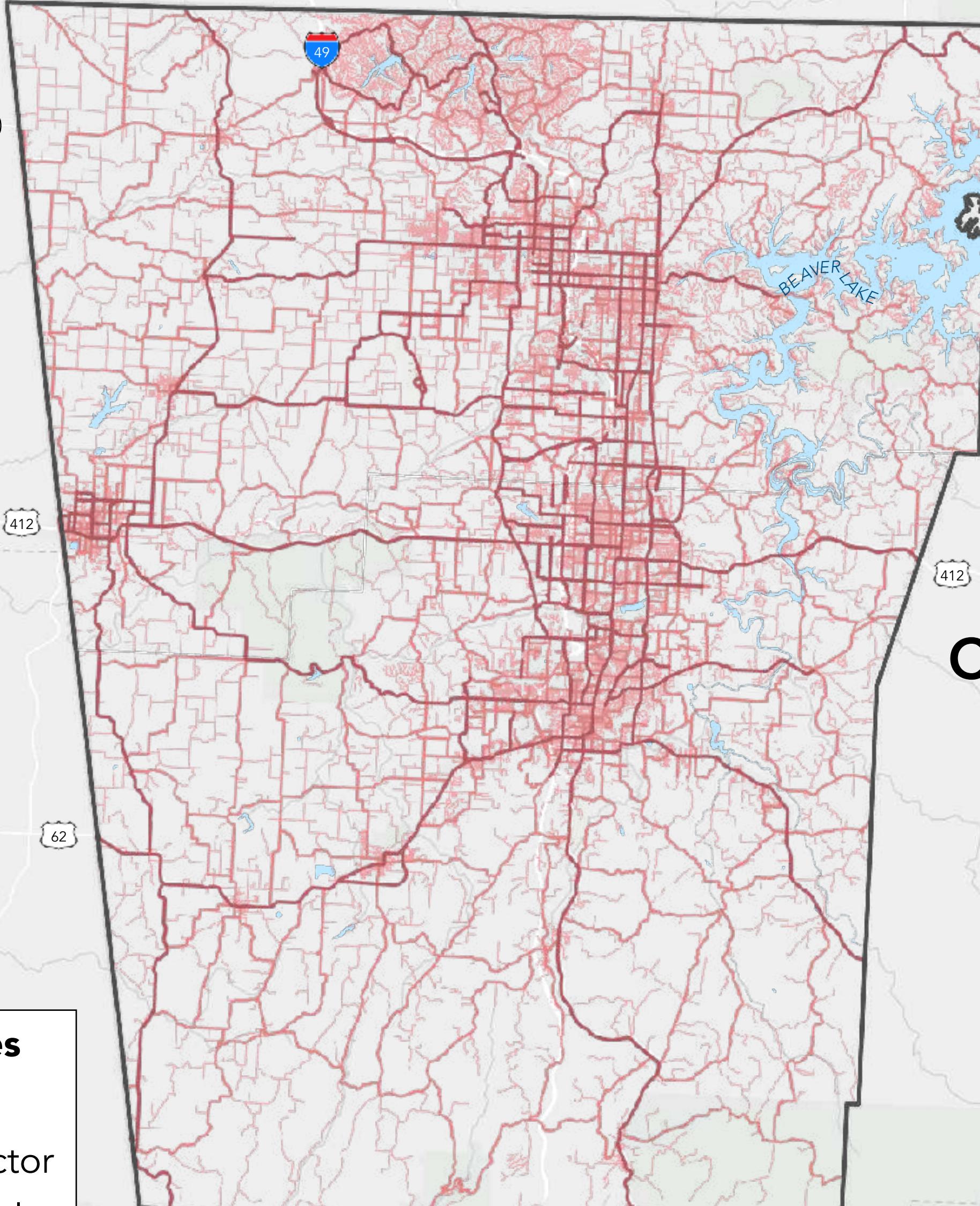
Collector Arterial

970 lane miles 1,240 lane miles

Local

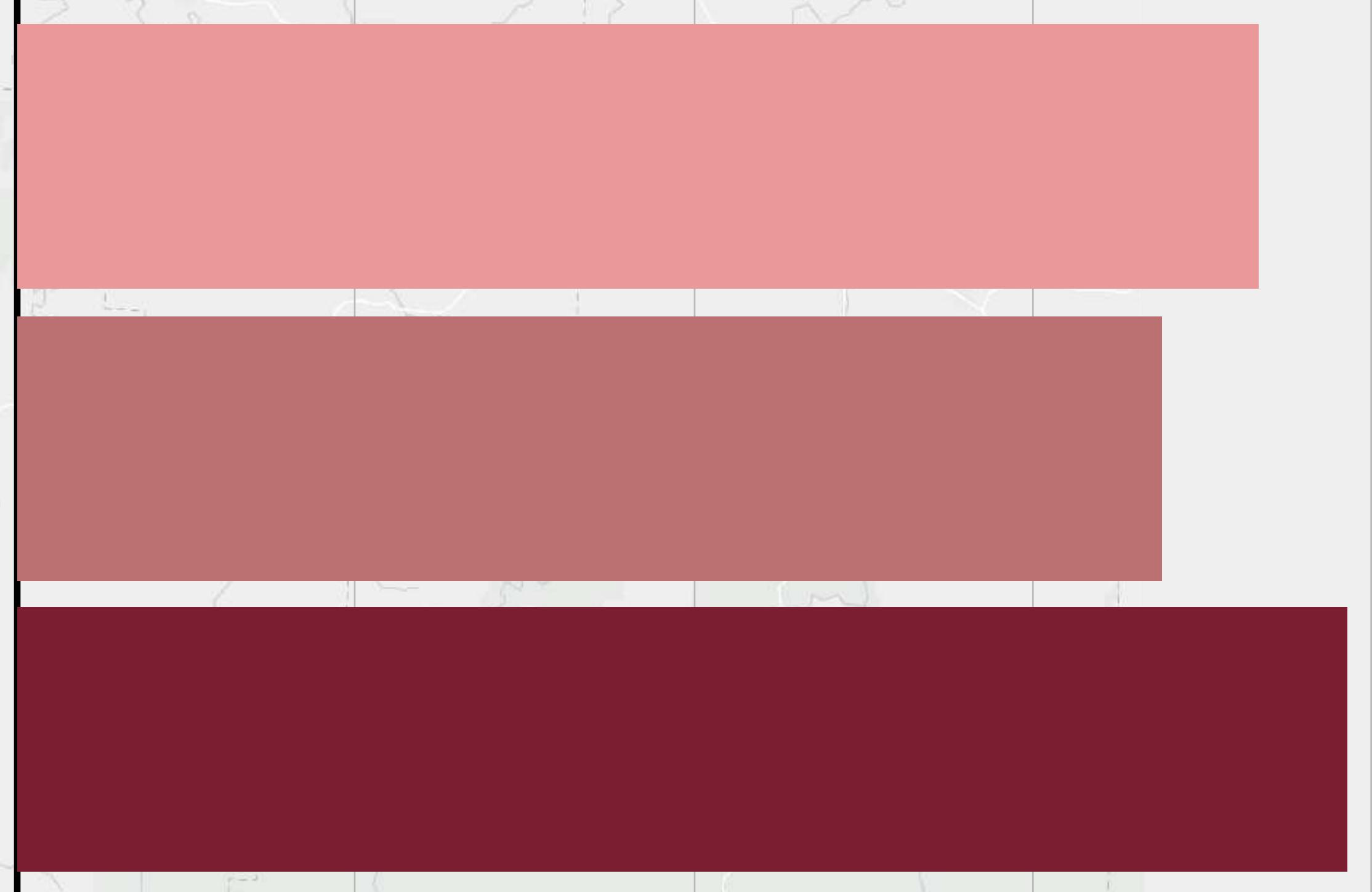
4,420 lane miles

6,638 lane miles



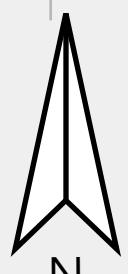
Local
Collector
Arterial

Cost Per Lane Mile



Road Types

- Local
- Collector
- Arterial



Road Infrastructure

Northwest AR

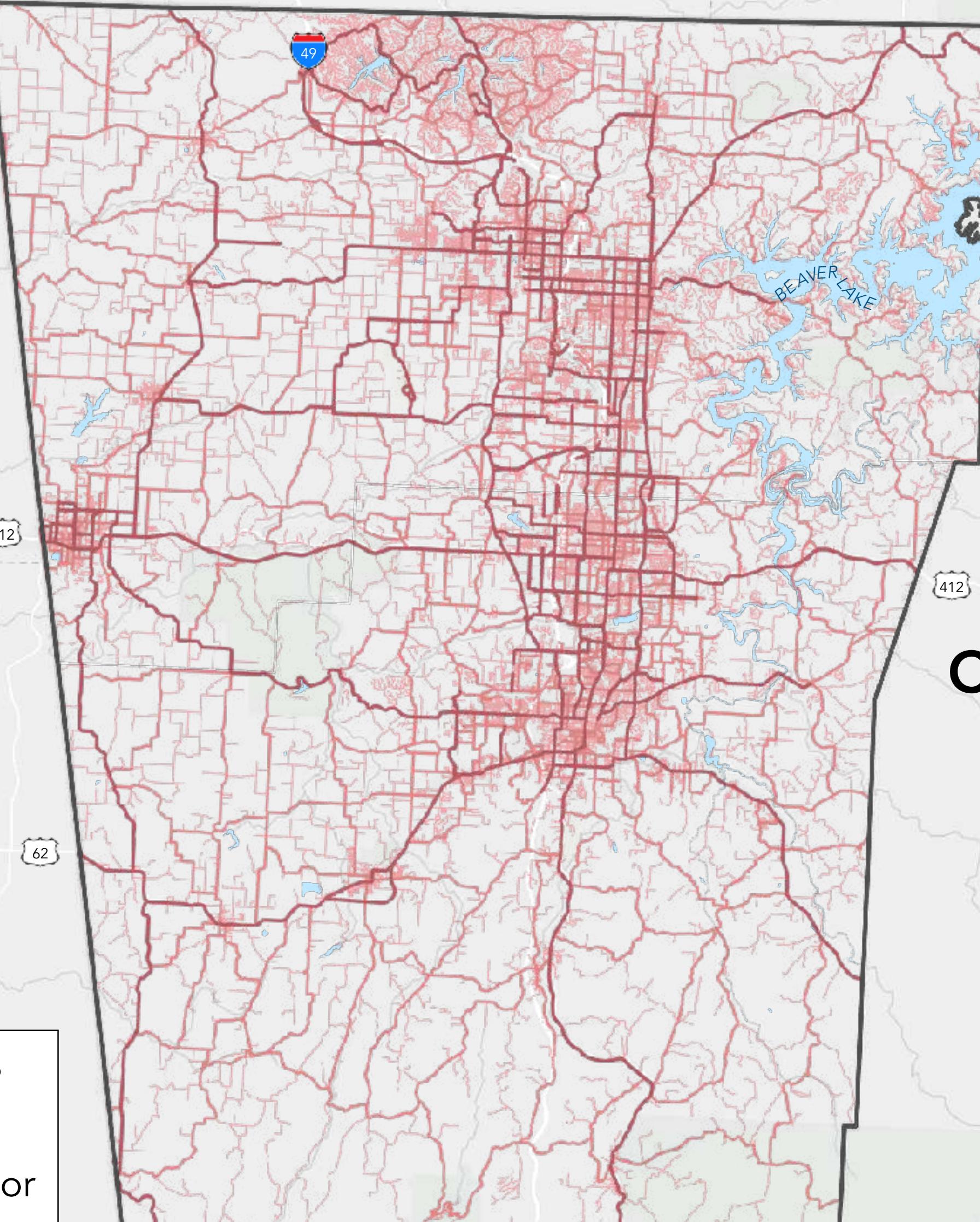
Collector Arterial

970 lane miles 1,240 lane miles

Local

4,420 lane miles

6,638
lane miles

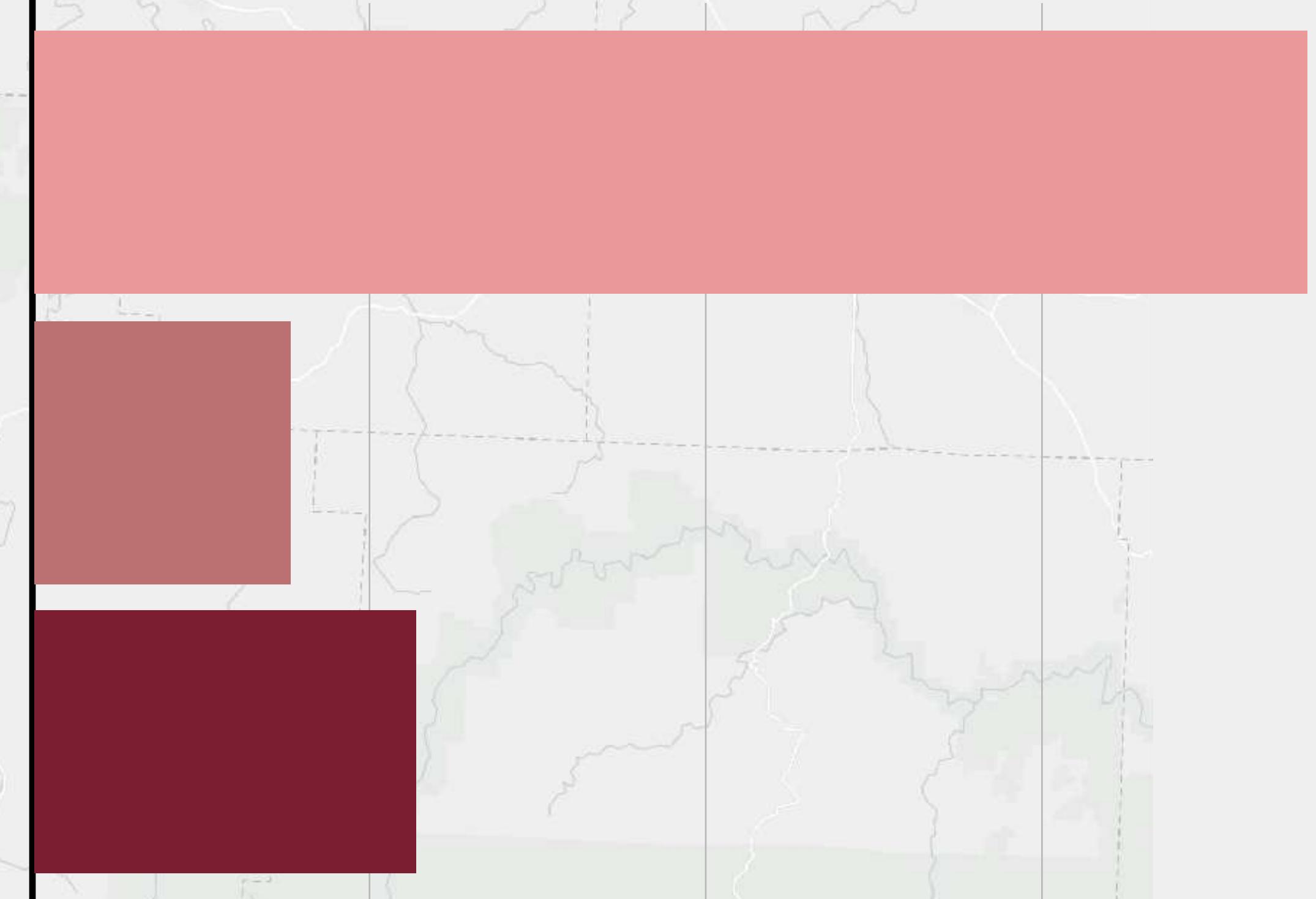


Local

Collector

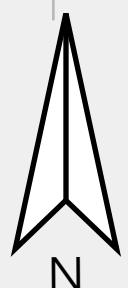
Arterial

Total Annual Cost



Road Types

- Local
- Collector
- Arterial



Road Infrastructure

Northwest AR

Collector Arterial

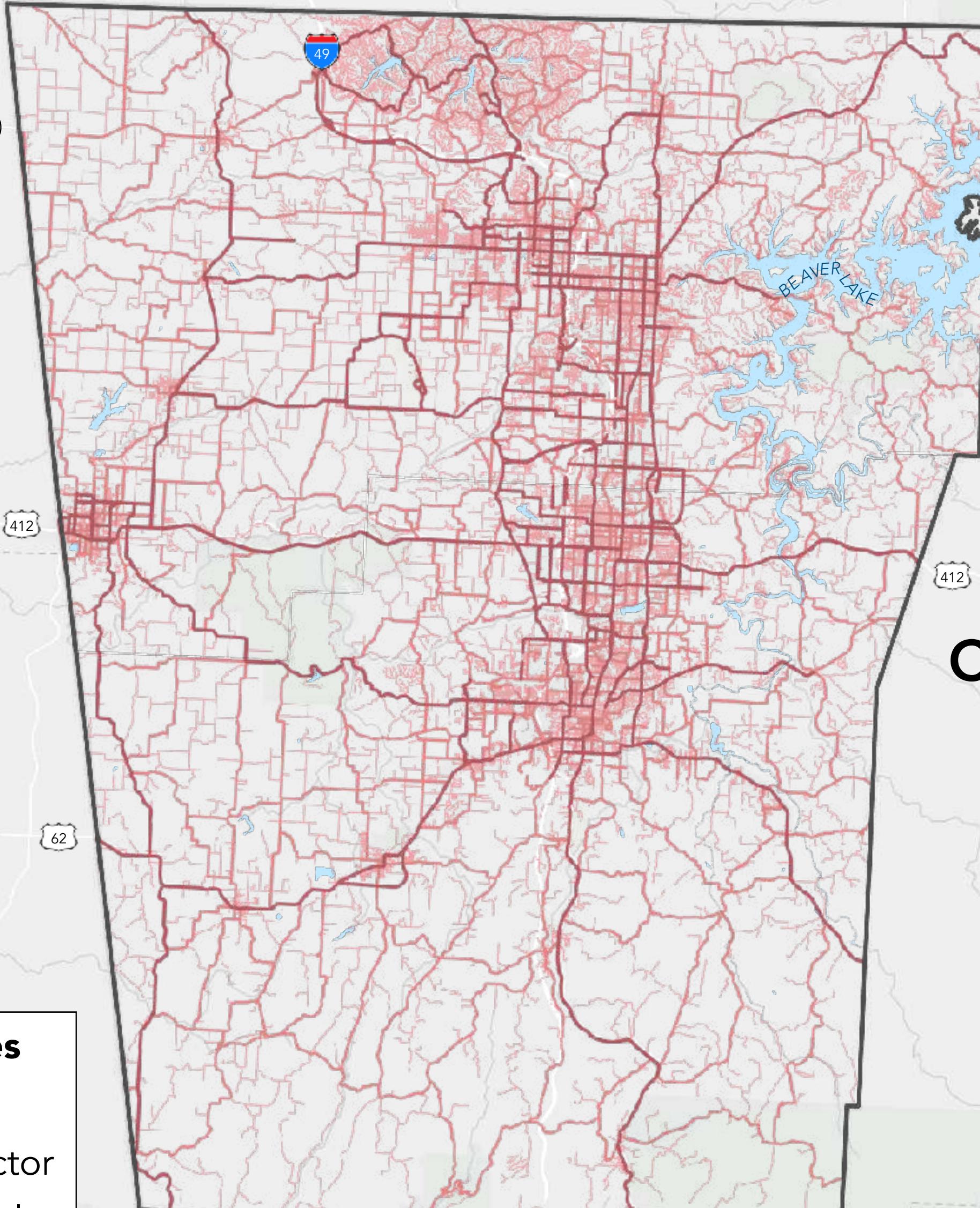
970 lane miles

1,240 lane miles

Local

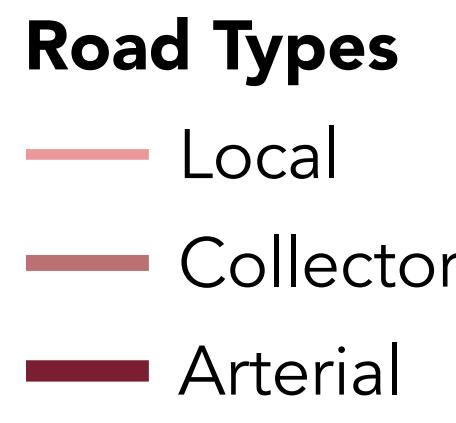
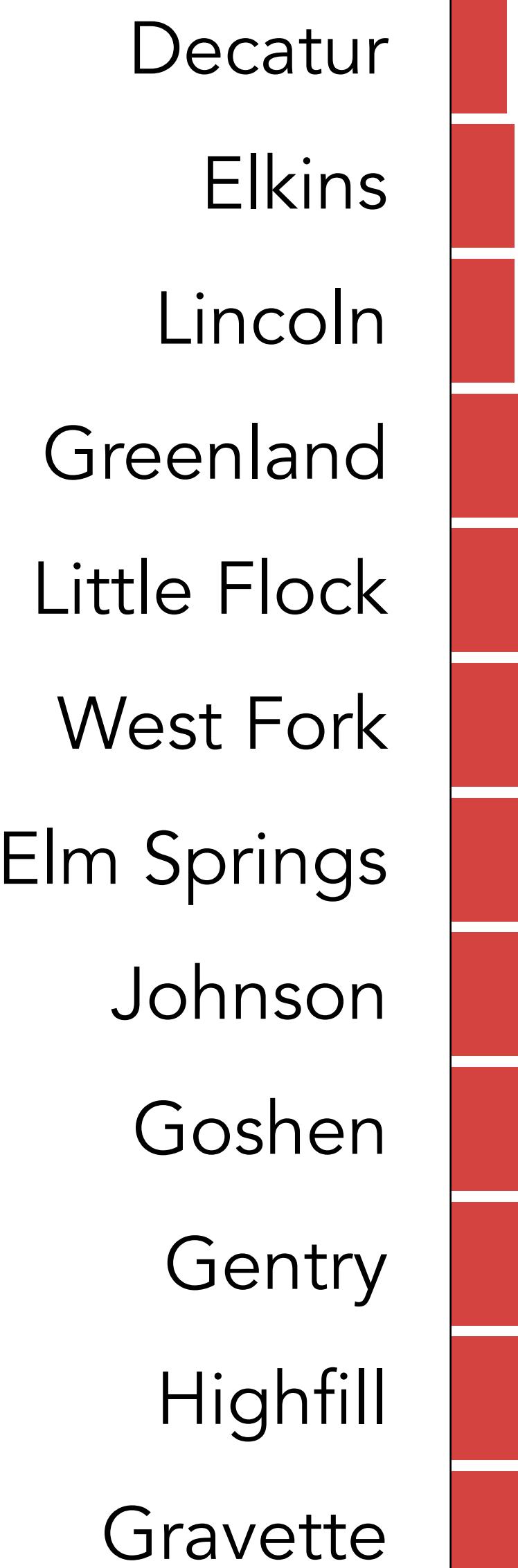
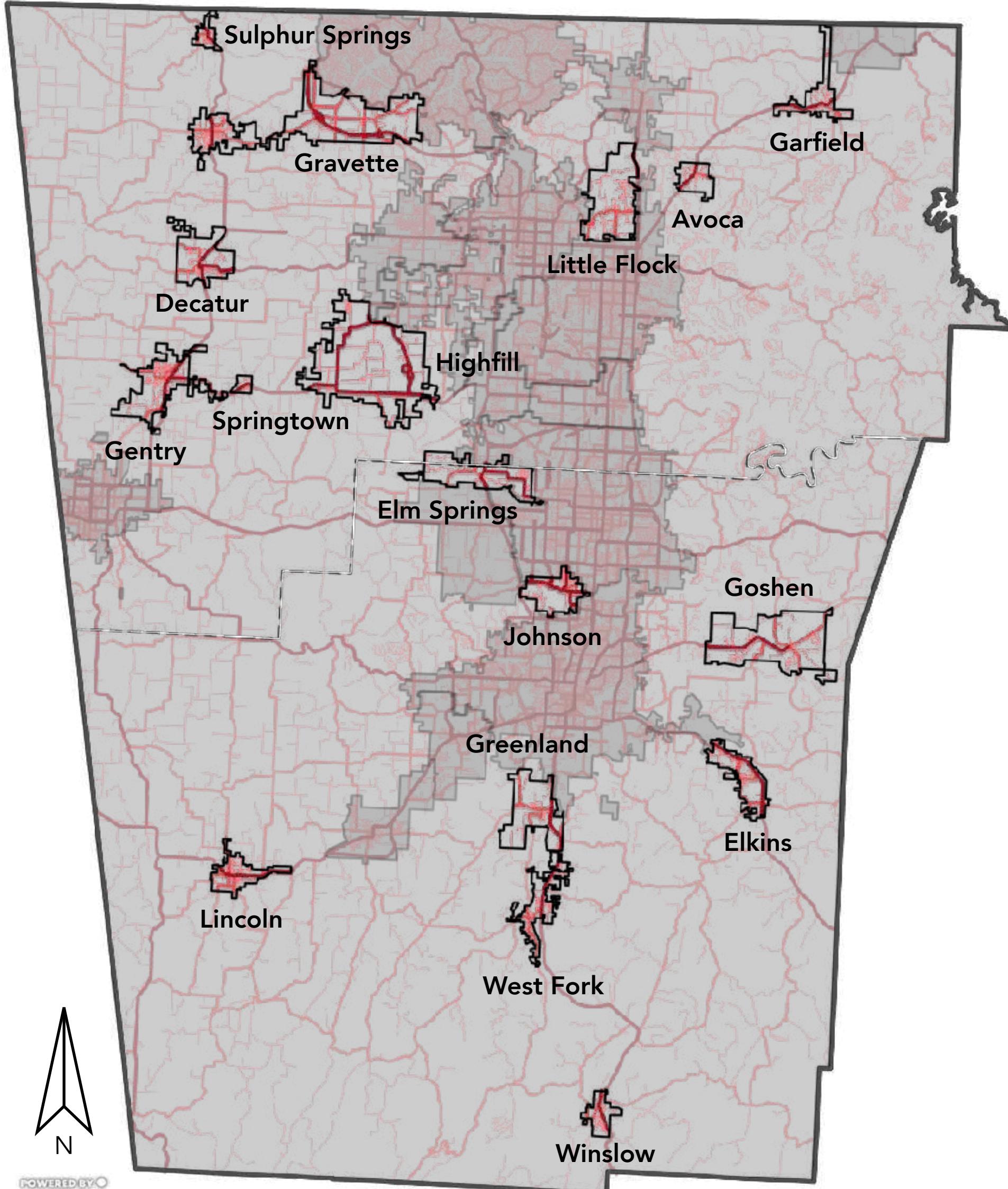
4,420 lane miles

6,638
lane miles



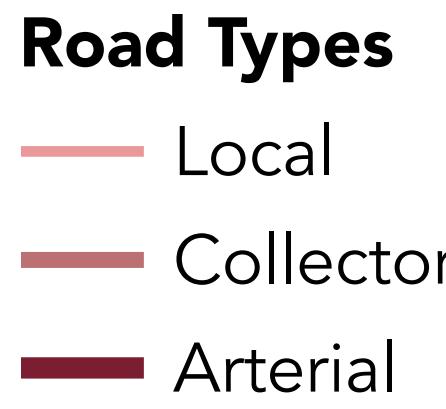
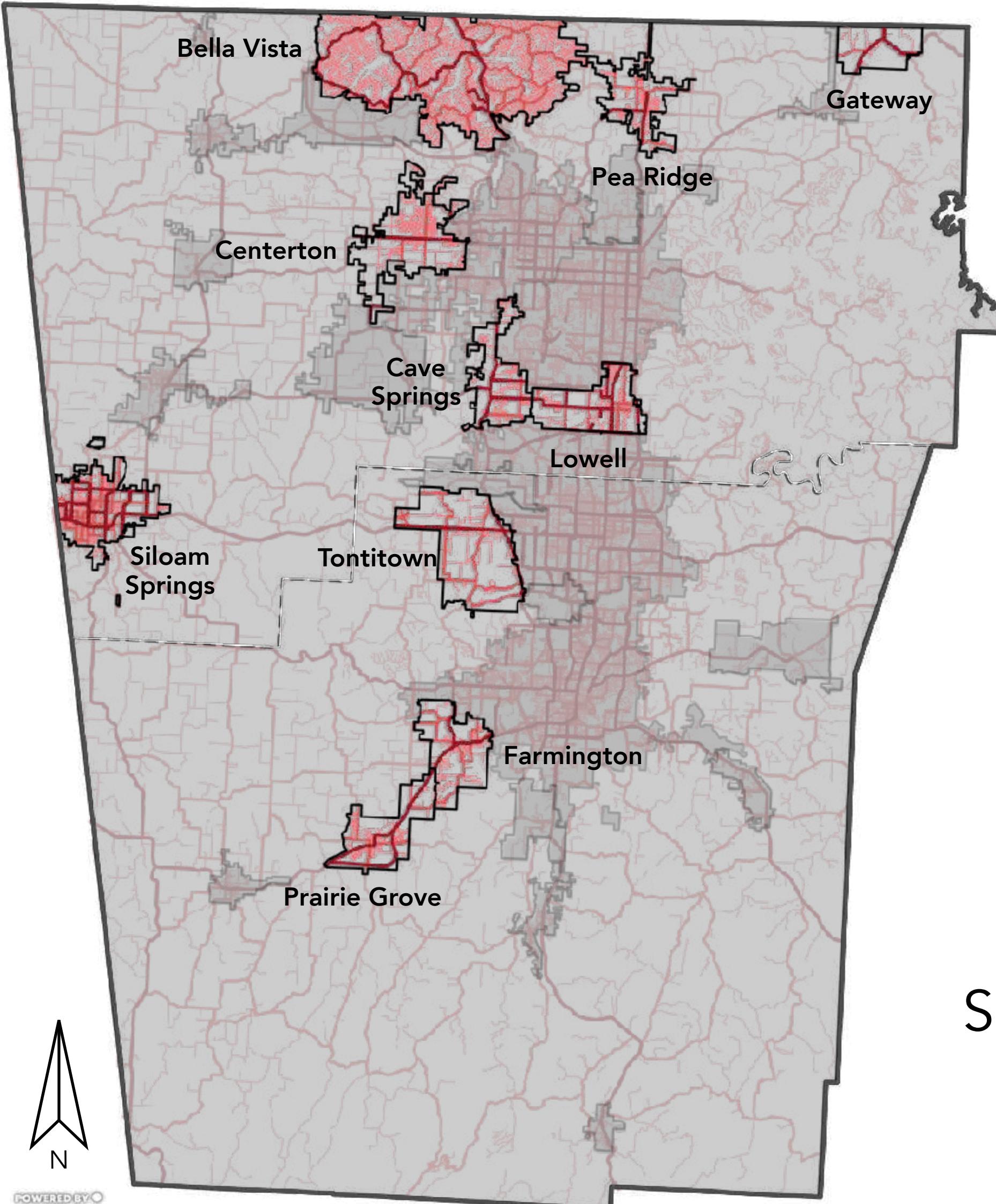
Annual Road Cost: Small Communities

Northwest AR



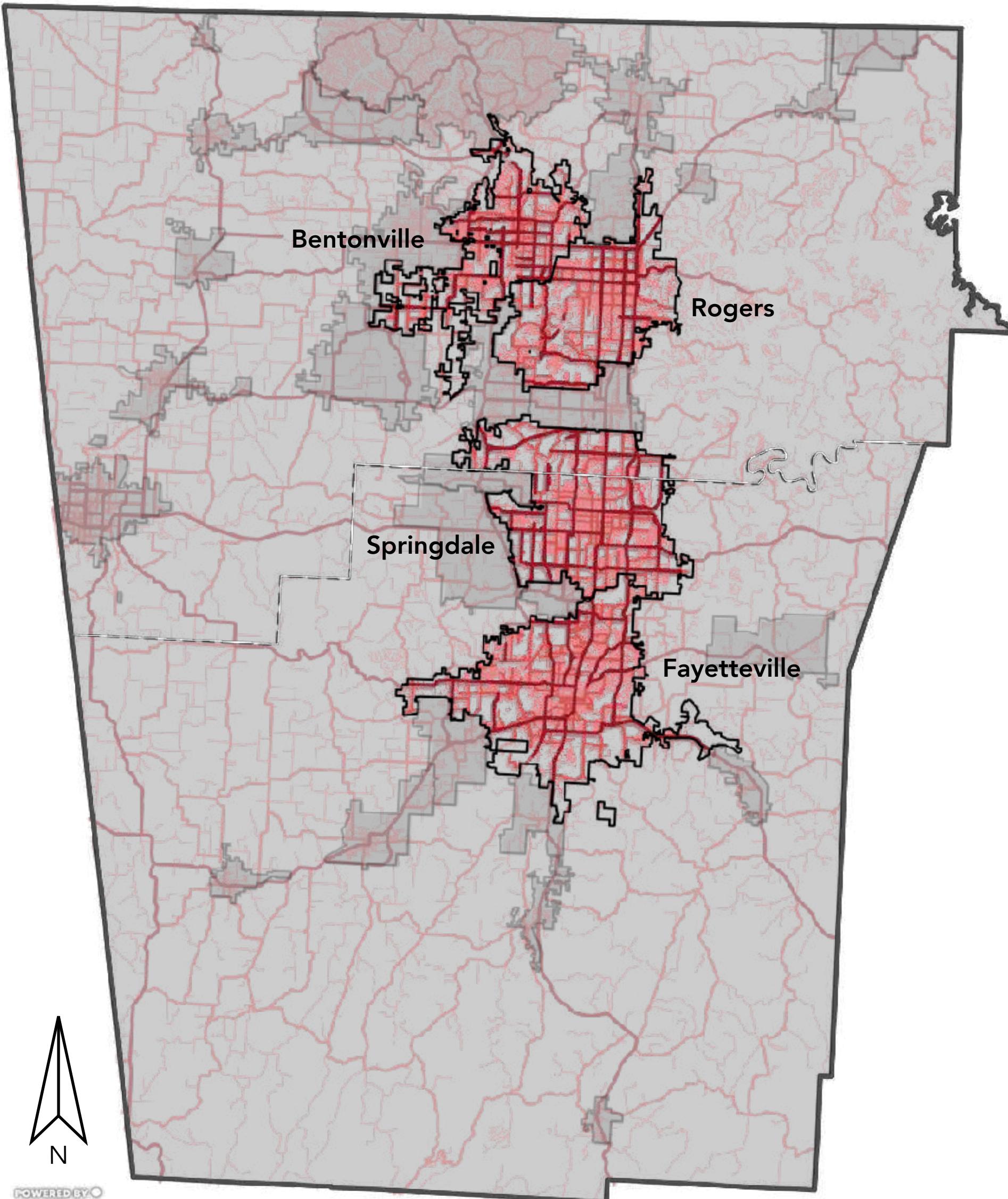
Annual Road Cost: Medium Communities

Northwest AR



Annual Road Cost: Large Communities

Northwest AR

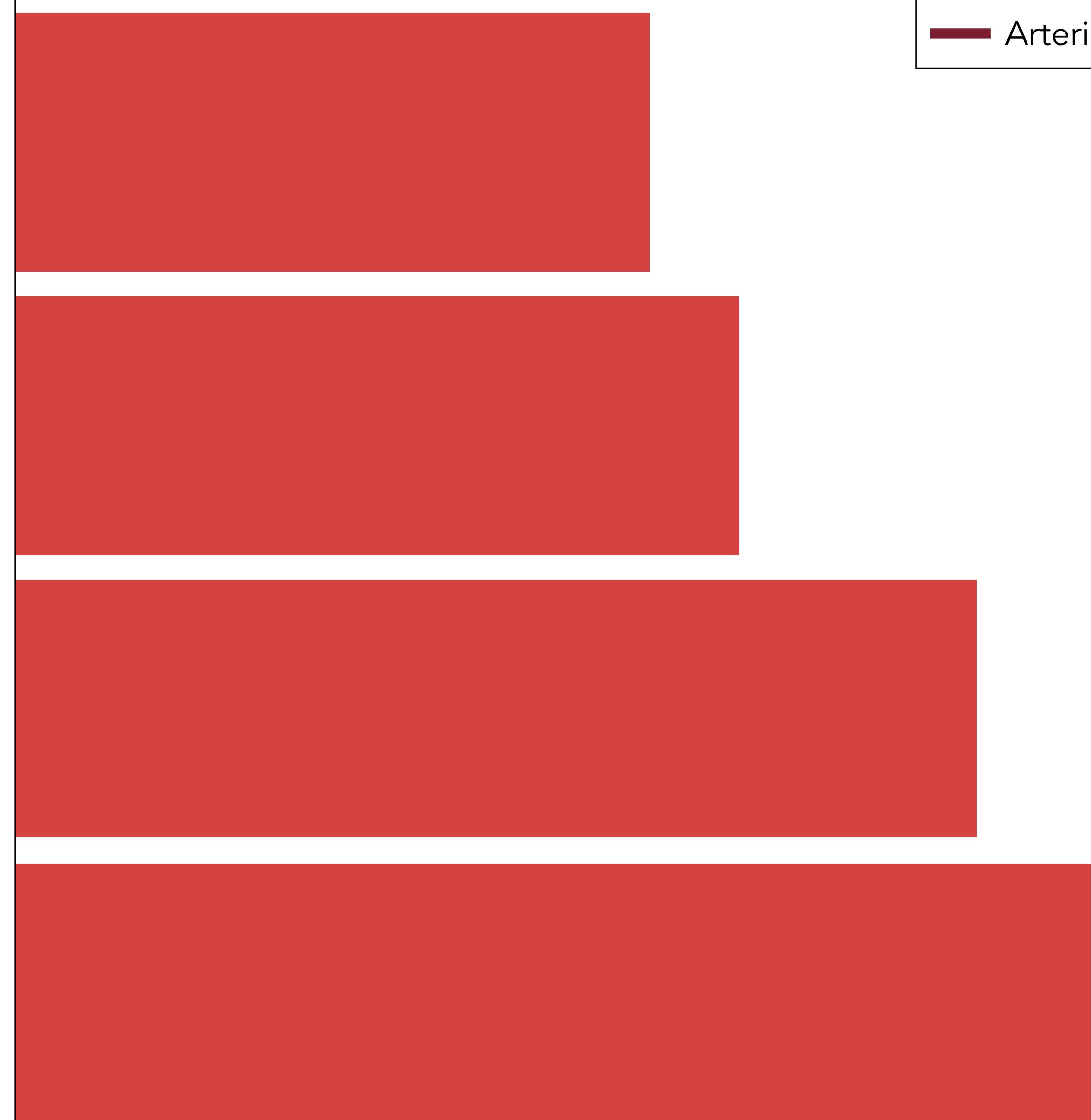
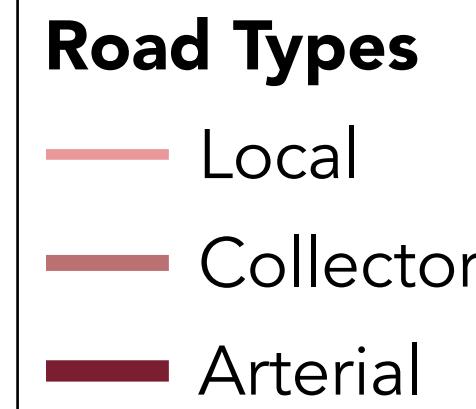


Bentonville

Rogers

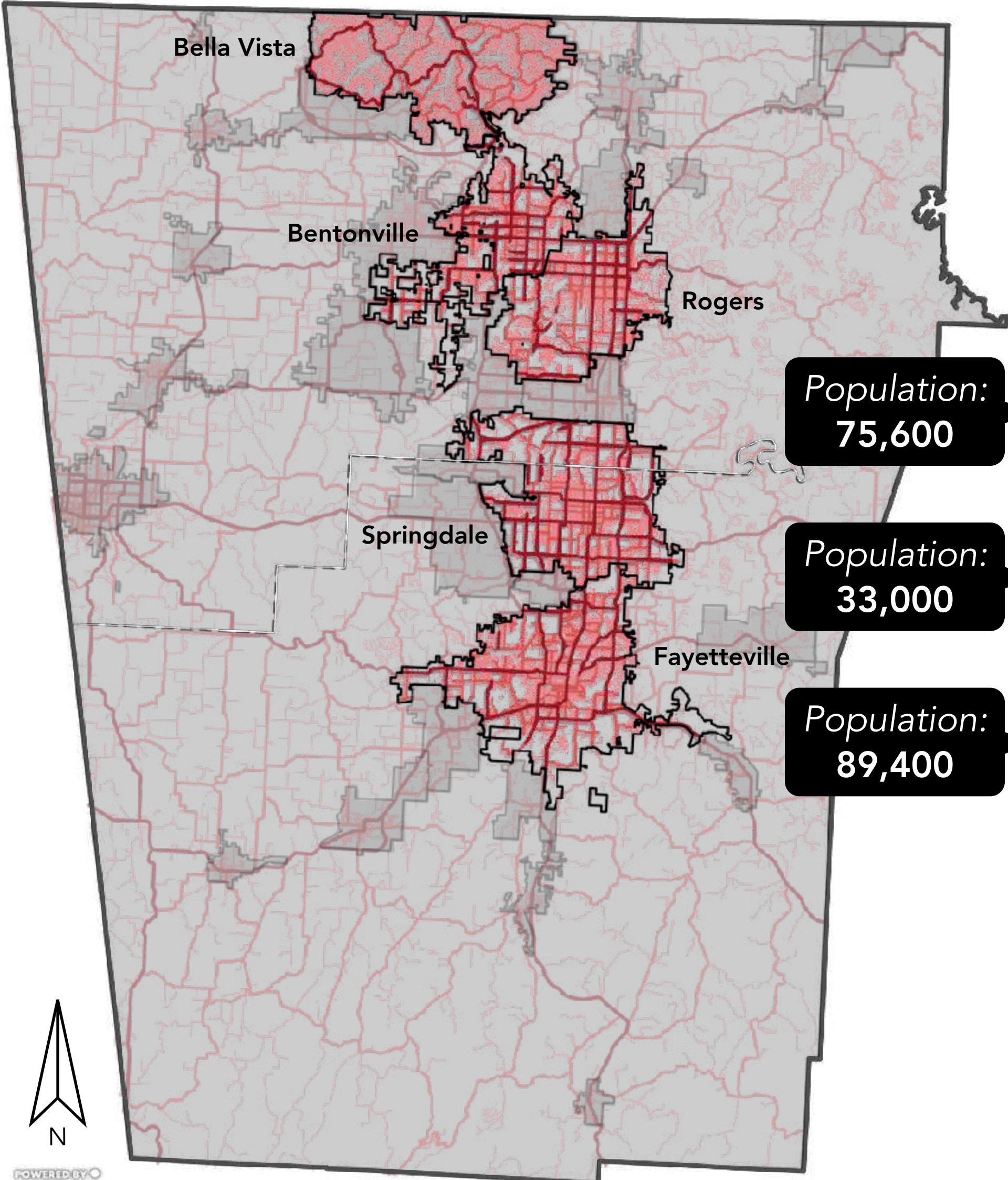
Springdale

Fayetteville



Annual Road Cost: Large Communities

Northwest AR



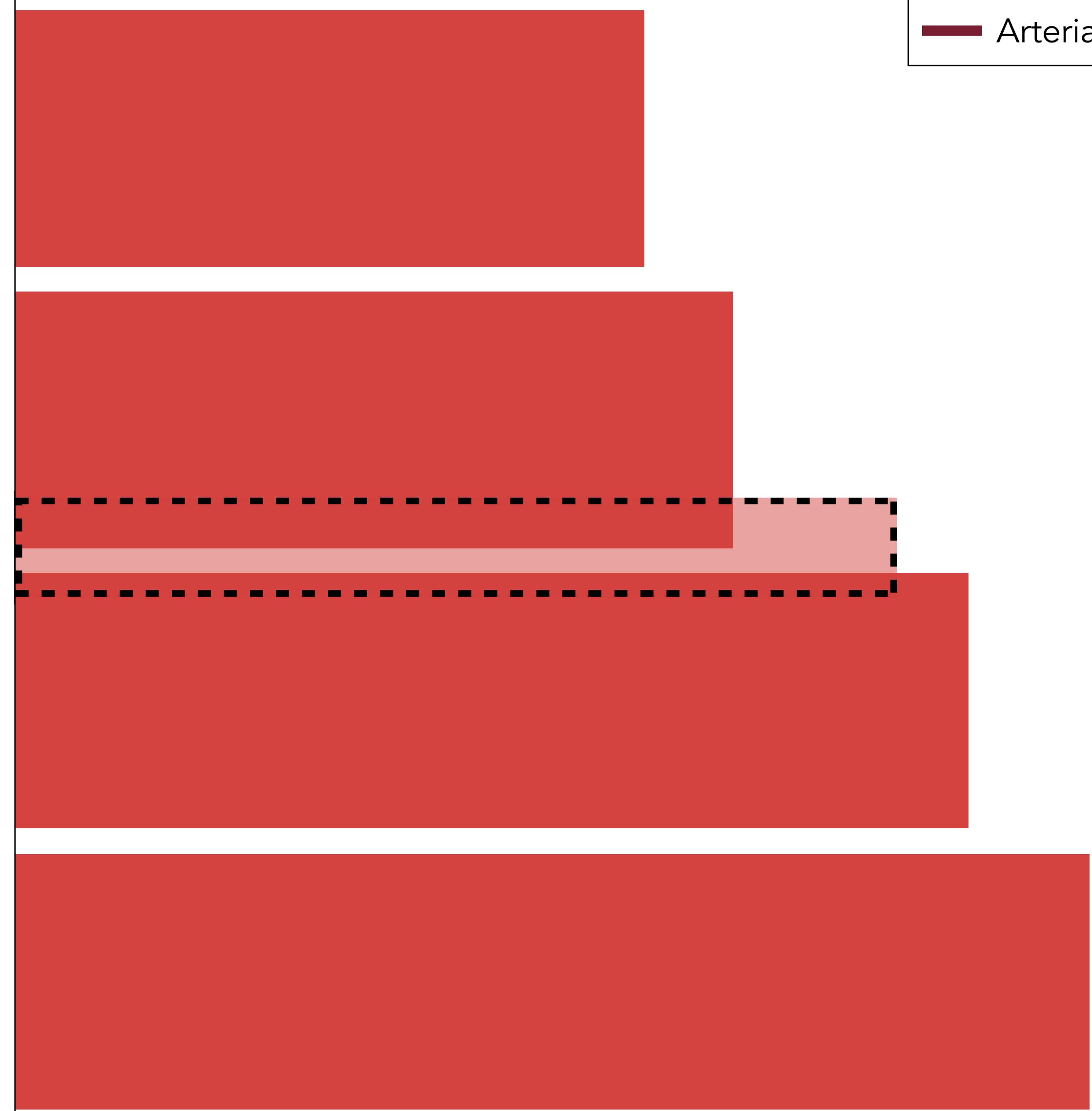
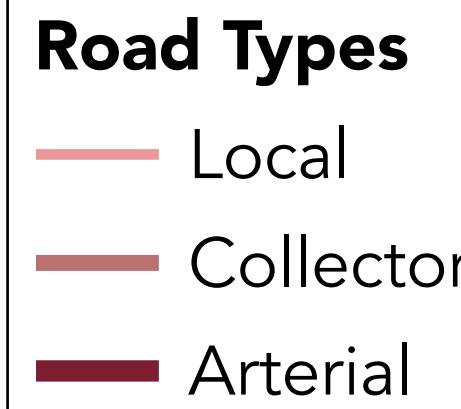
Bentonville

Rogers

Bella Vista

Springdale

Fayetteville



Return on Investment Comparison: 31 Houses

Centerton, AR

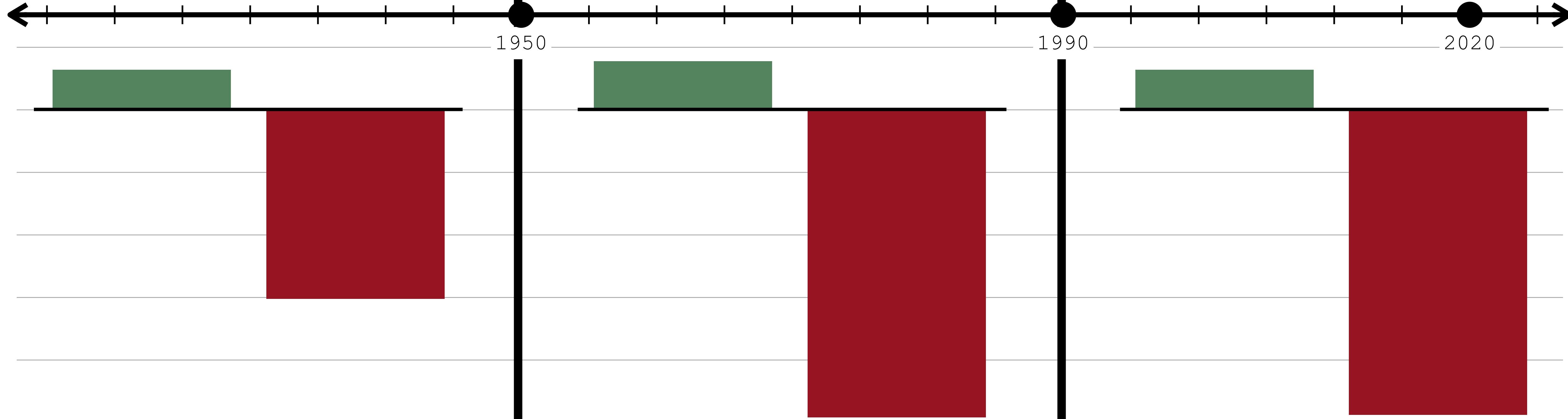
- Revenues Per Acre
- Road Liability Per Acre



Built Pre-1950

Built 1950-1990

Built 1990-2020



Return on Investment Comparison: 22 Commercial Units

Centerton, AR

- Revenues Per Acre
- Road Liability Per Acre

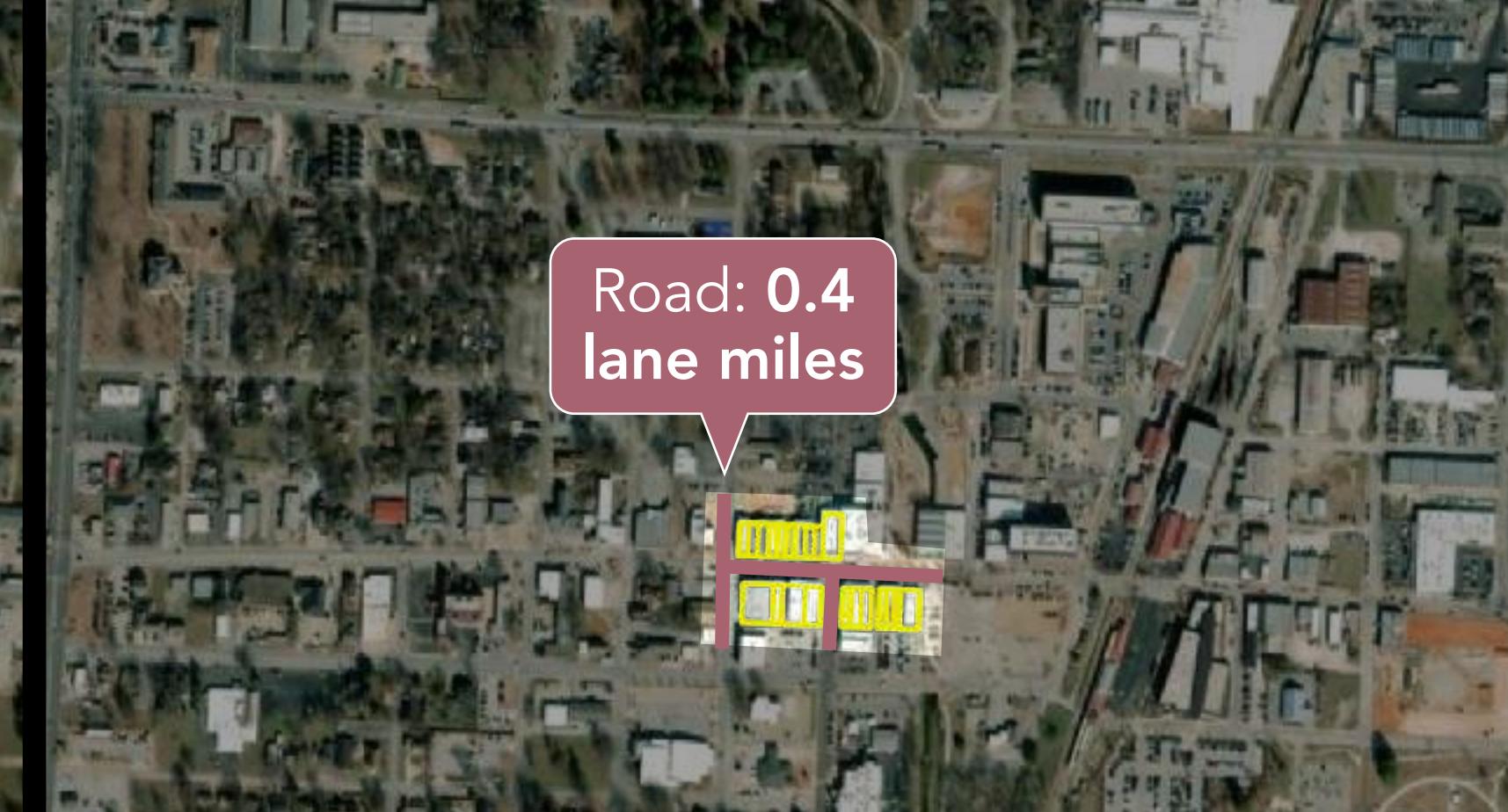
To scale!



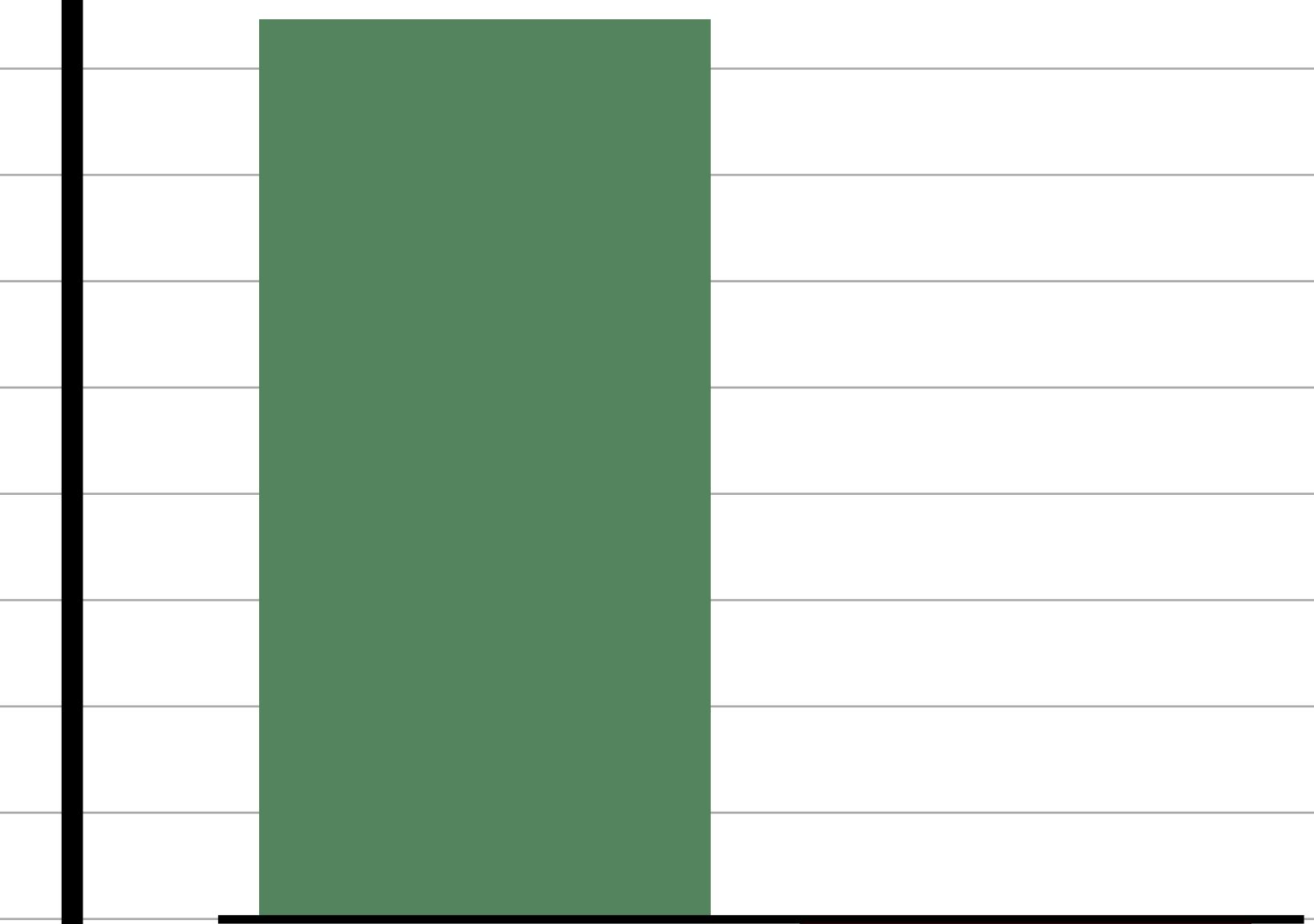
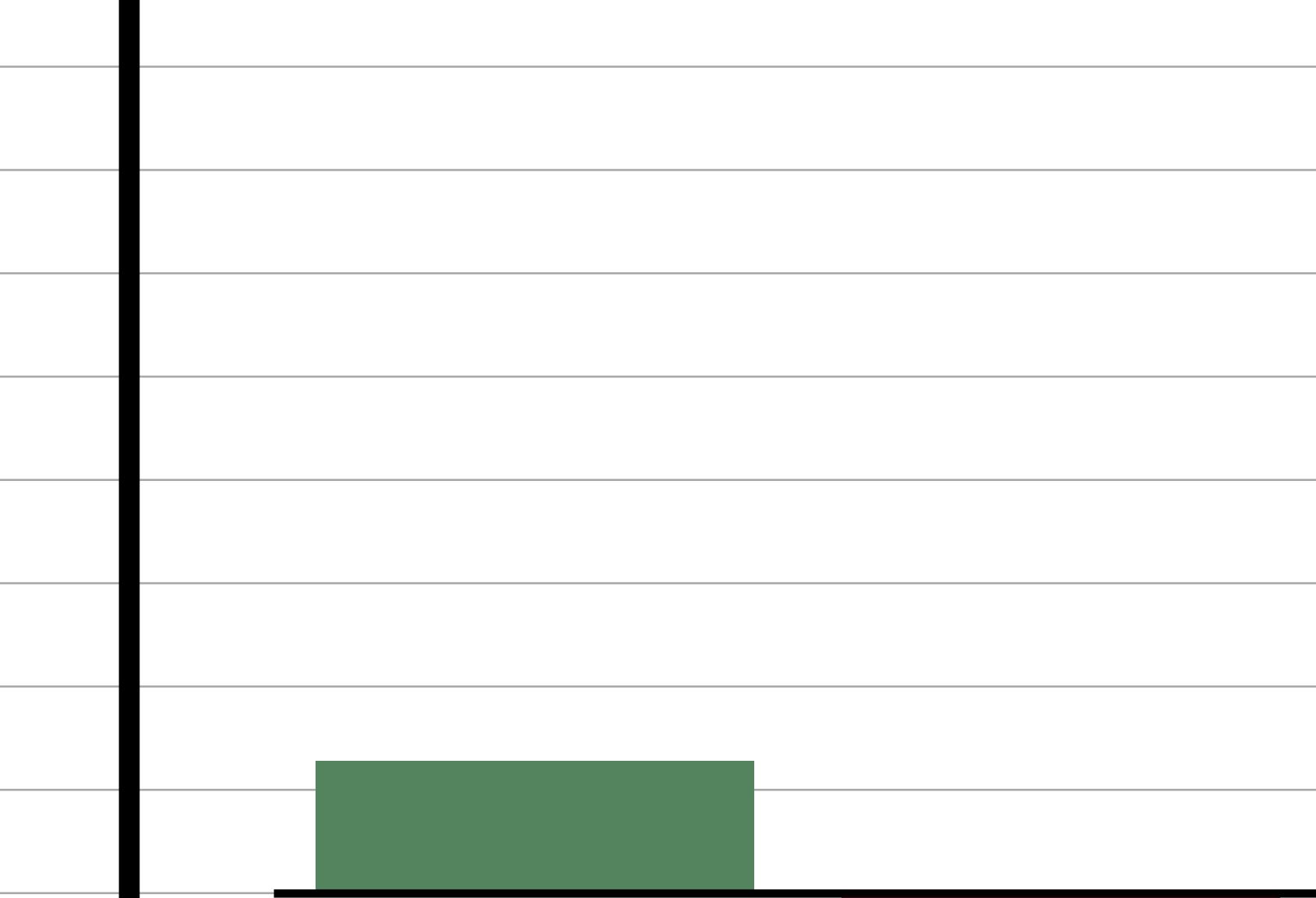
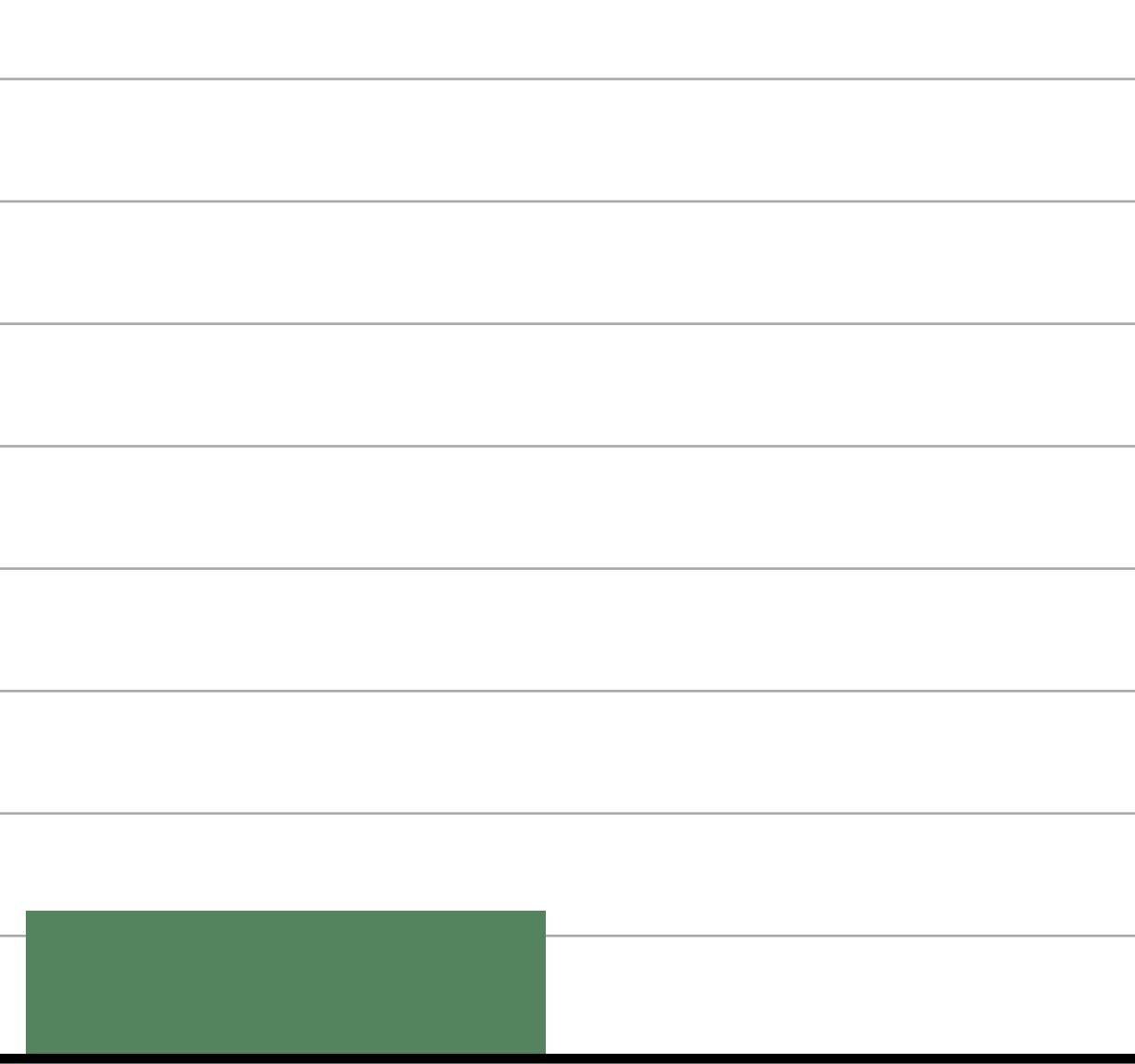
Power Center



Suburban Corridor



Downtown



PRODUCTIVITY COMES FROM ...



DENSITY!

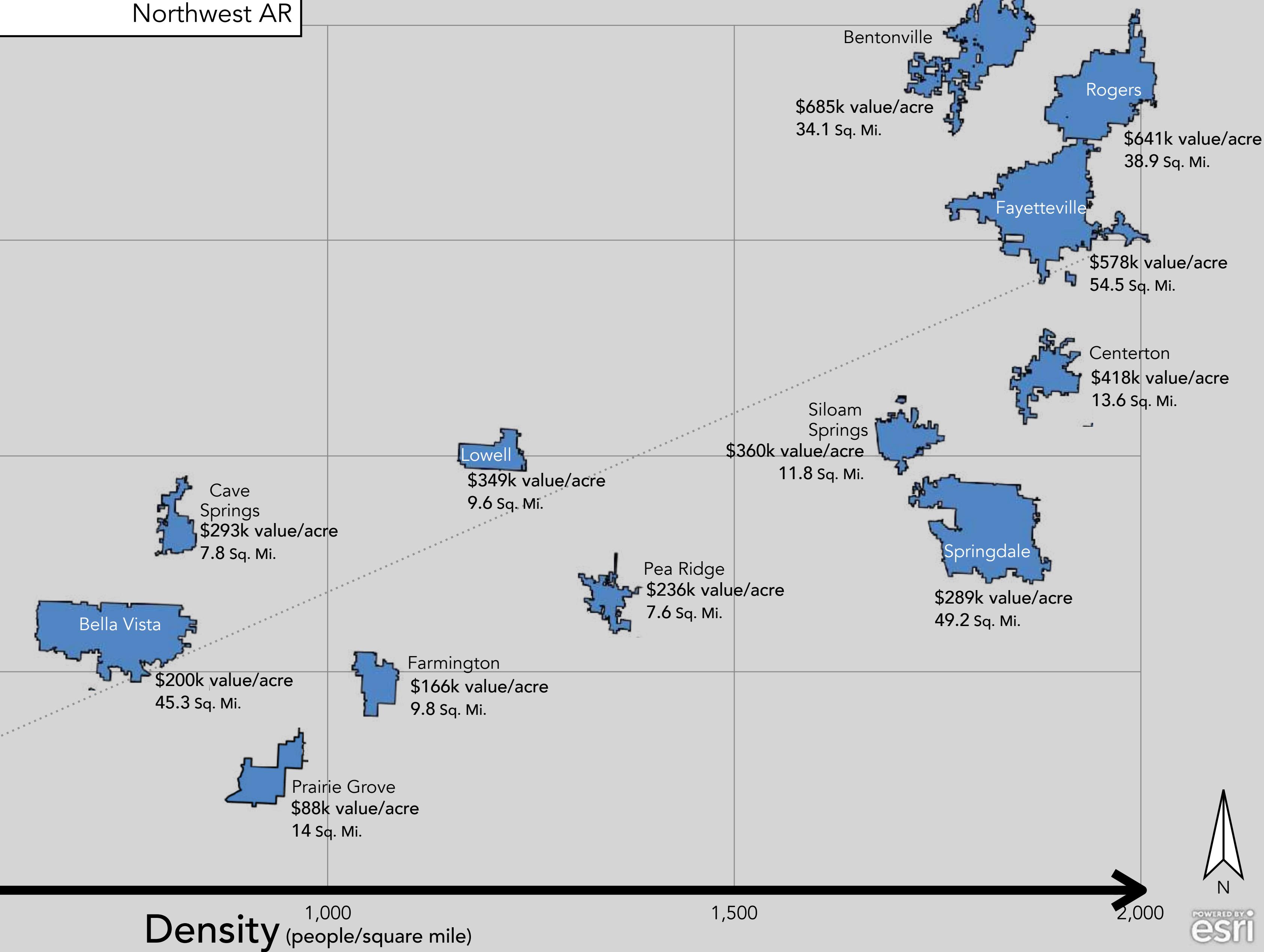
Regional Geography by Productivity : Density

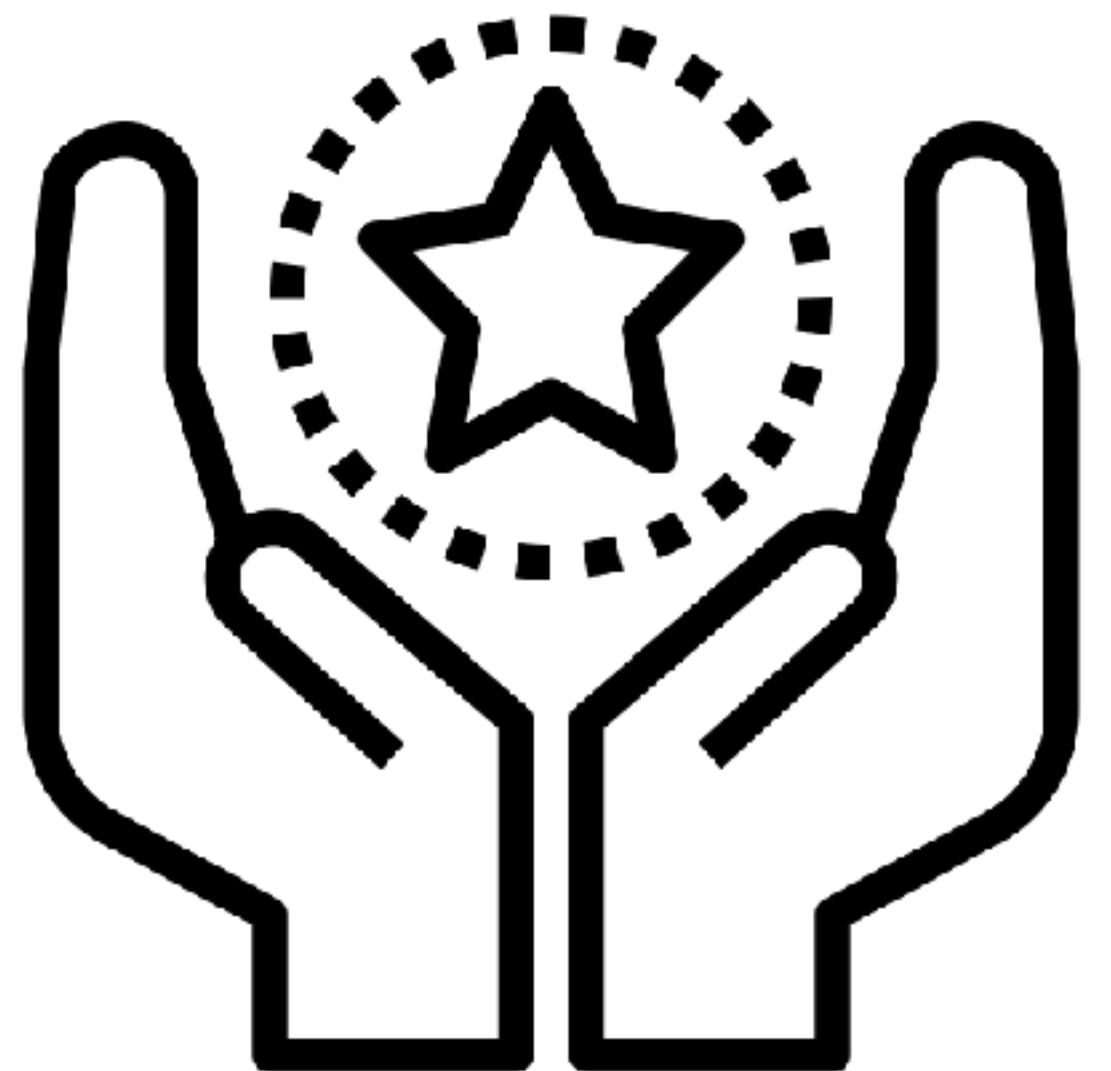
Northwest AR

Average Value (property value/acre)



Tontitown
\$133k value/acre
17.9 Sq. Mi.





Okay, so now what?

Main Takeaways

What you can do:

**Know your costs and
consequences.**



\$86.1B

\$646M

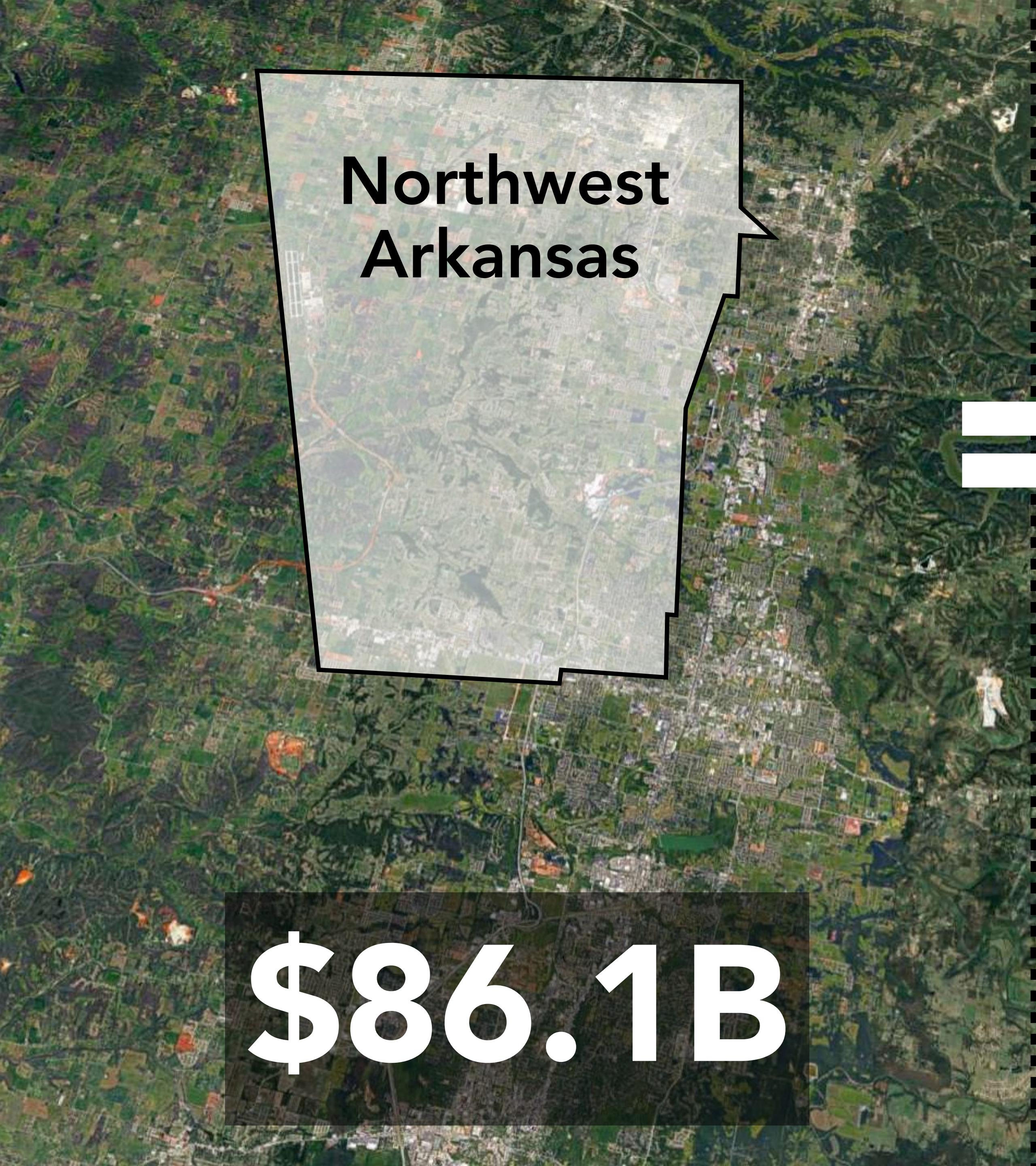


UNIVERSITY OF
ARKANSAS®



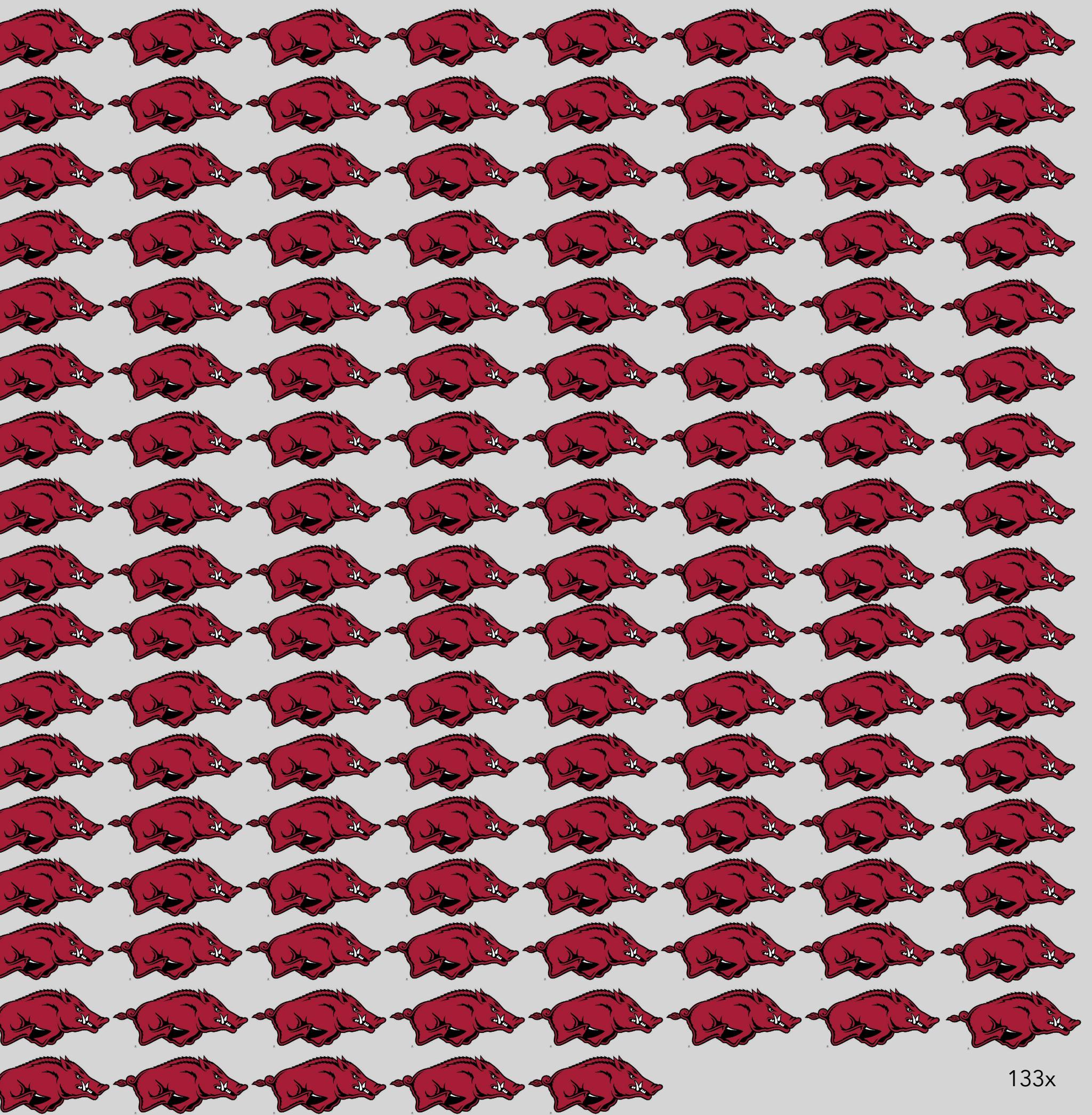
URBAN3

Source: brand.uark.edu, arkansasrazorbacks.com, Google Earth



**Northwest
Arkansas**

\$86.1B



\$646M

URBAN3

Source: brand.uark.edu, Google Earth



The University of Arkansas, Taylen Green

URBAN3

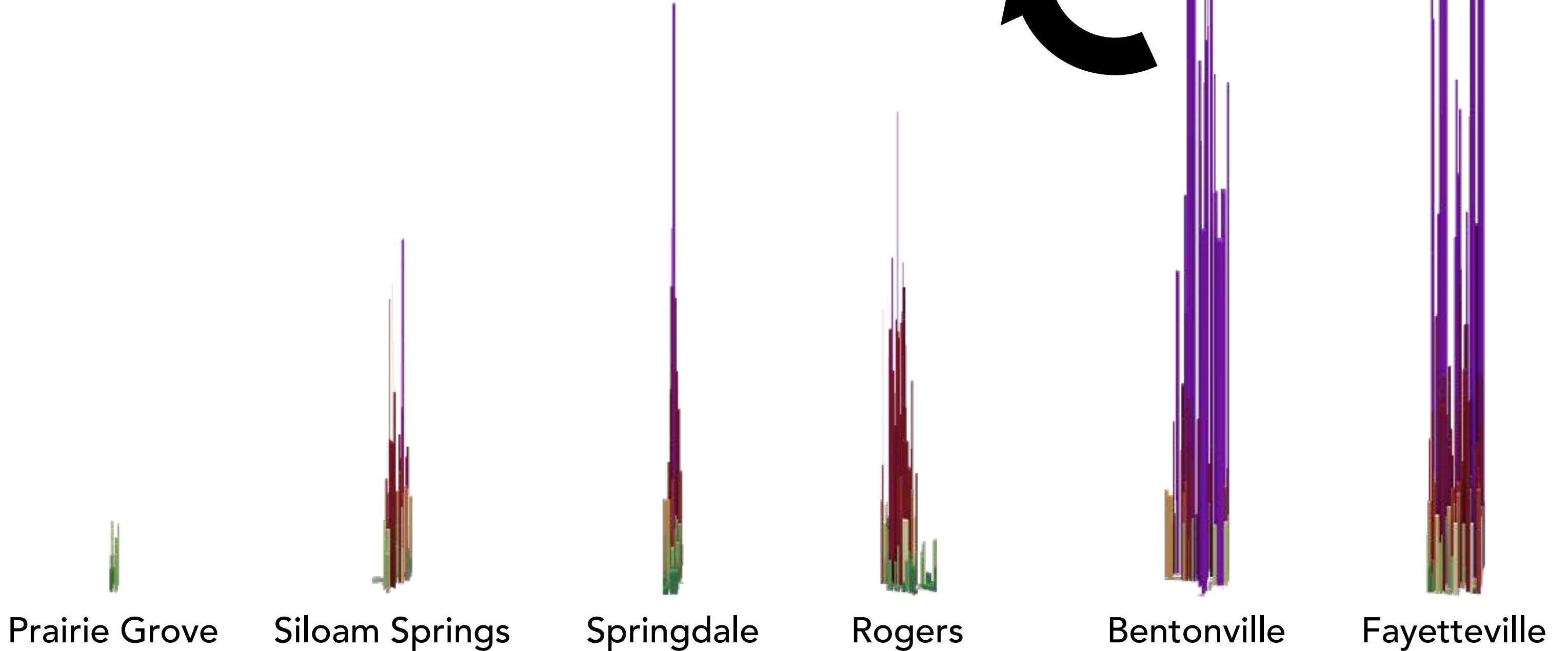
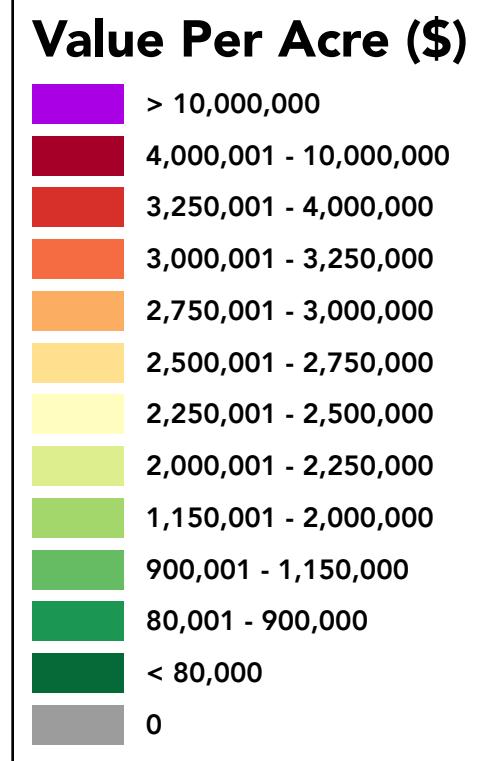
Source: nwaonline.com

What you can do:

**Build/grow your
purple mountain.**

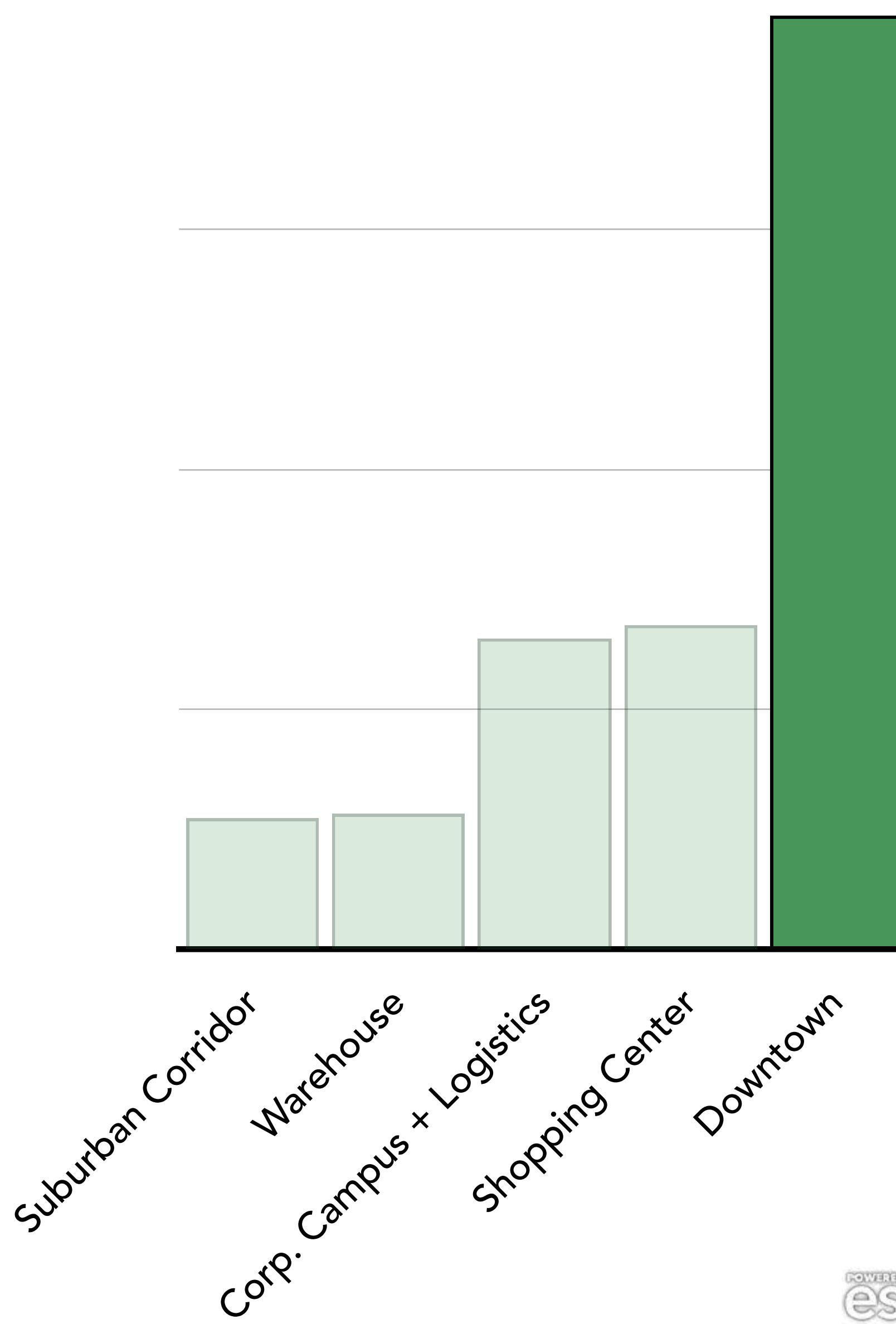
Value of Downtowns

Northwest AR



Note: 3D model cut outs are to scale with one another.

Average Value Per Acre



What you can do:

**Look for examples of
productive places and
replicate them.**

Small Communities in Northwest Arkansas: Value Per Acre Examples by Building Type



Residential

Commercial

Commercial

Mixed Use

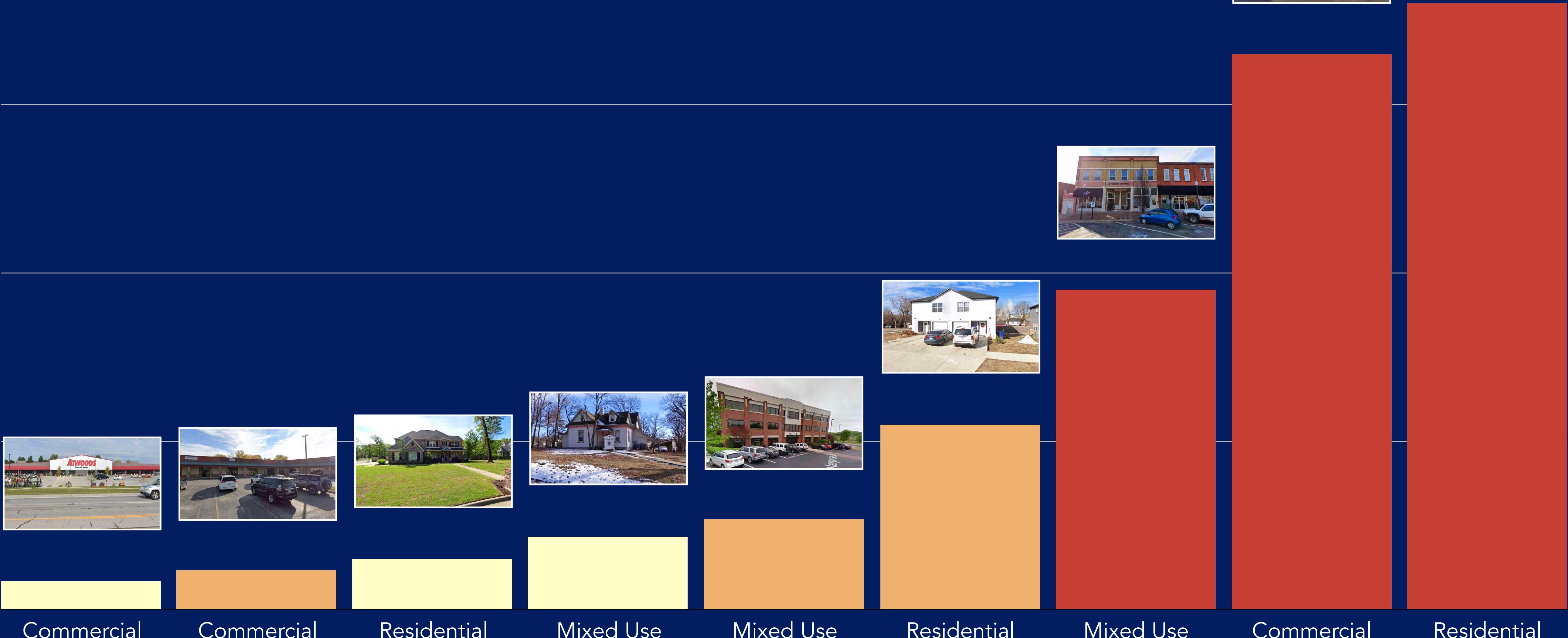
Residential

Residential

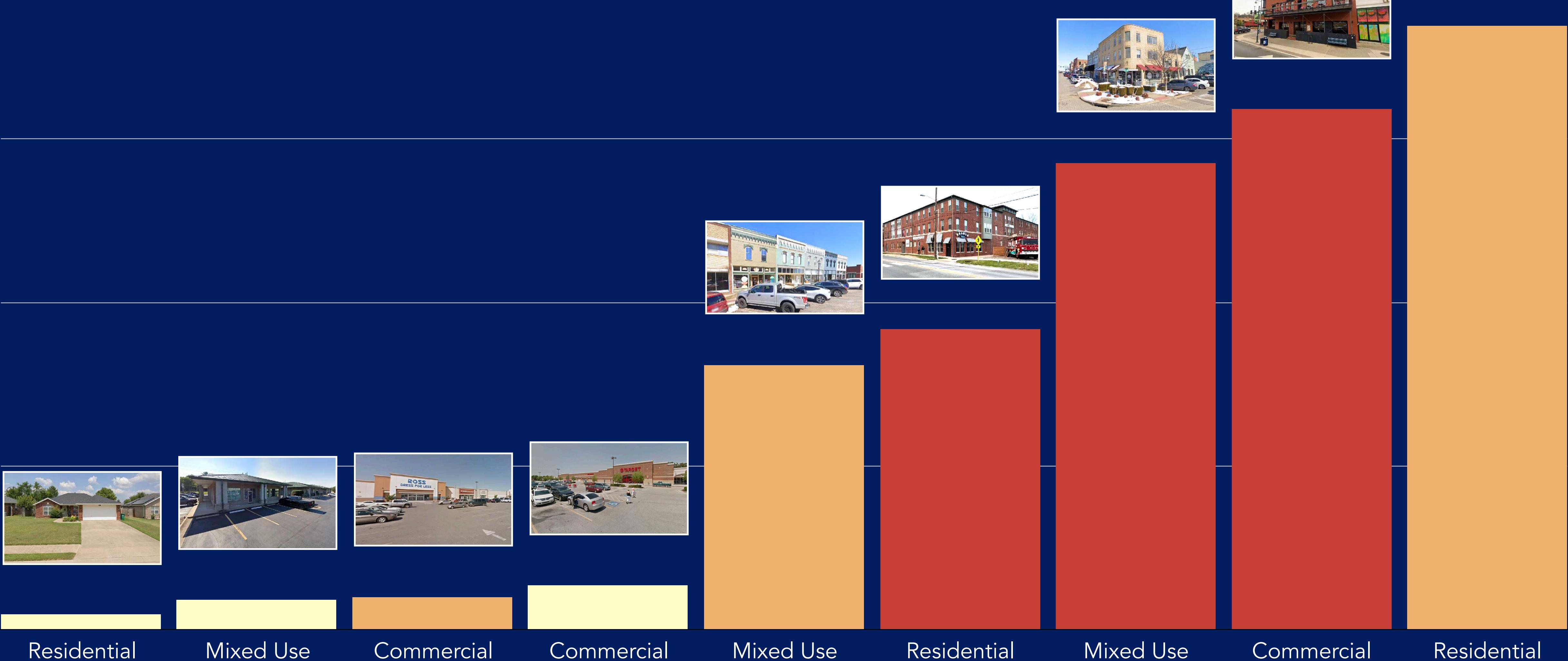
Commercial

Mixed Use

Medium Communities in Northwest Arkansas: Value Per Acre Examples by Building Type



Large Communities in Northwest Arkansas: Value Per Acre Examples by Building Type



What you can do:

**Small buildings can
generate incredible
productivity.**

Value Per Acre: Mixed Use Buildings

Northwest AR

Traditional



Dollar General Average
\$0.7M per acre

Sales & Property Tax Revenue Per Acre

Northwest AR



Azul Tequila Bistro
\$0.9M per acre



The Dickson
\$0.9M per acre



Baron Fork
\$0.2M per acre



Daisies & Olives
Antique Store
\$0.3M per acre

Sales Tax Revenue Per Acre (\$)

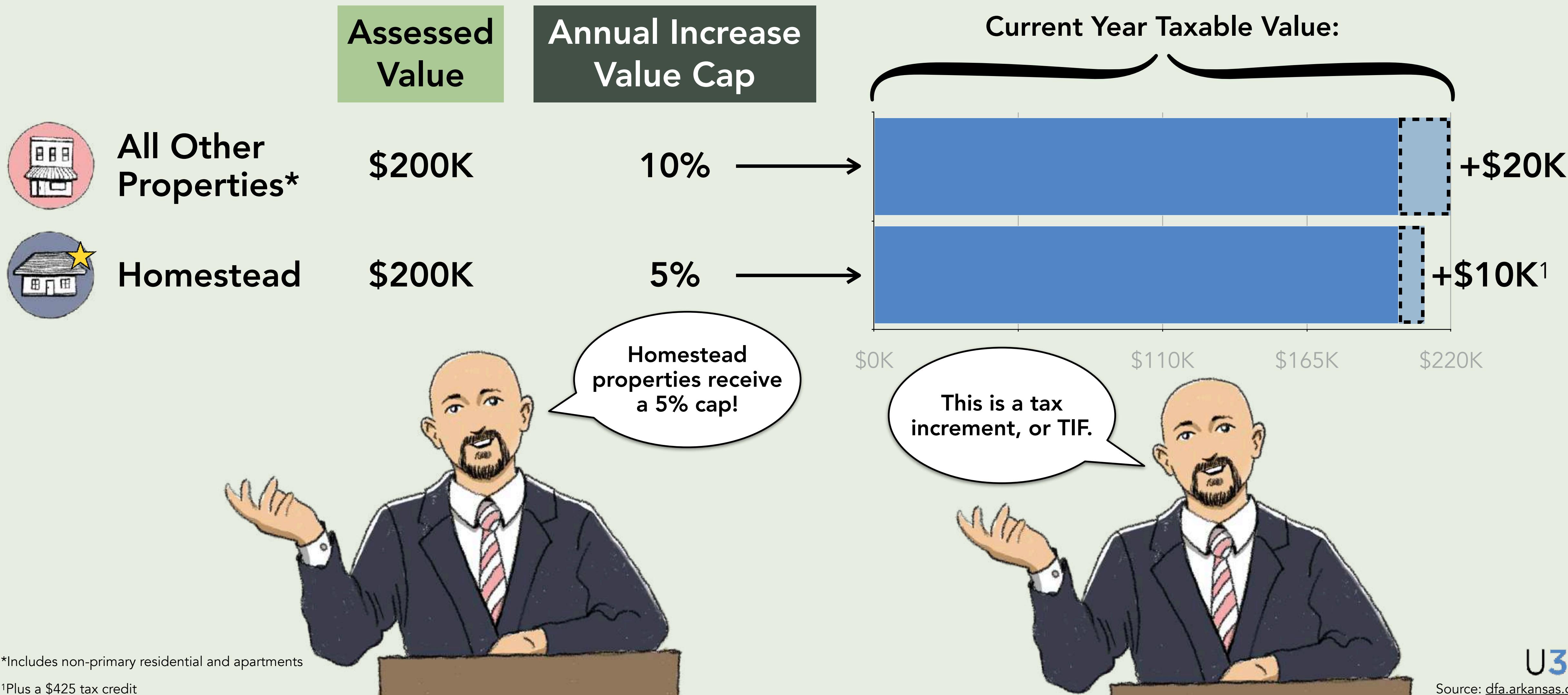
> 300,000
150,001 - 300,000
100,001 - 150,000
60,001 - 100,000
30,001 - 60,000
10,001 - 30,000
< 10,000

Property Tax Revenue Per Acre (\$)

> 10,000
5,001 - 10,000
2,500 - 5,000
1,501 - 2,500
801 - 1,500
< 800

What you can do:

**Give yourself more tools.
TIF can work for you.**

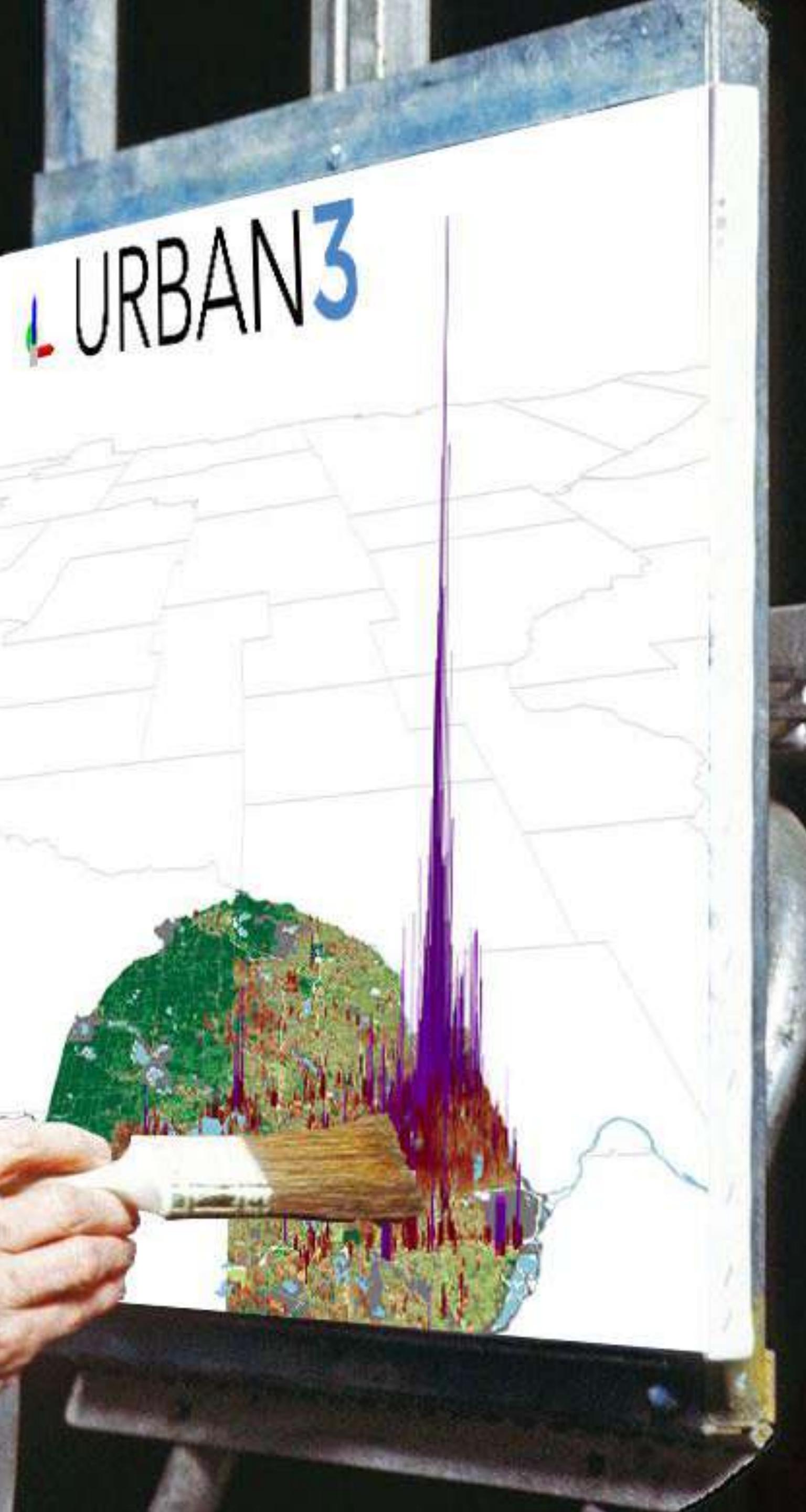
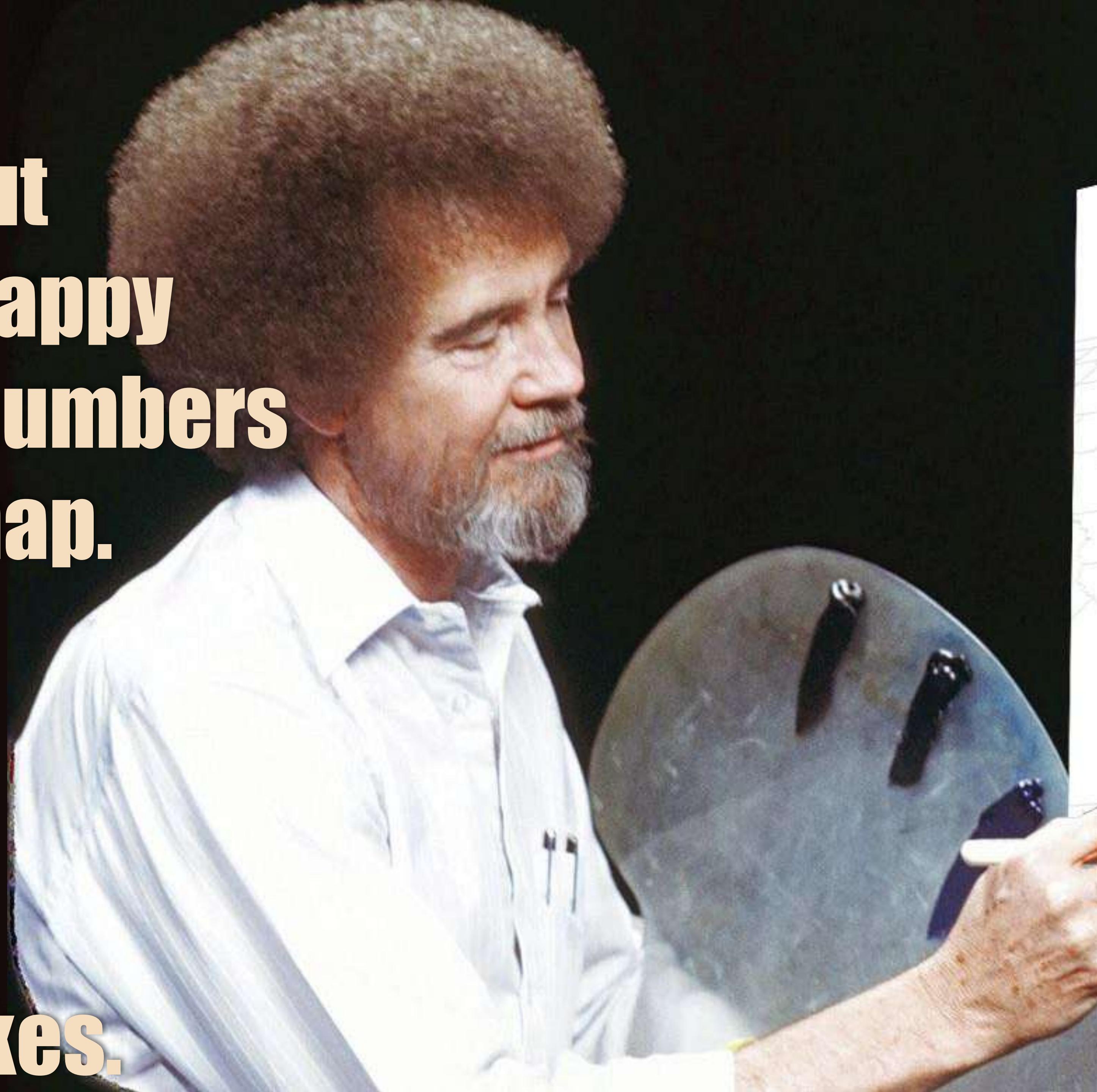


What you can do:

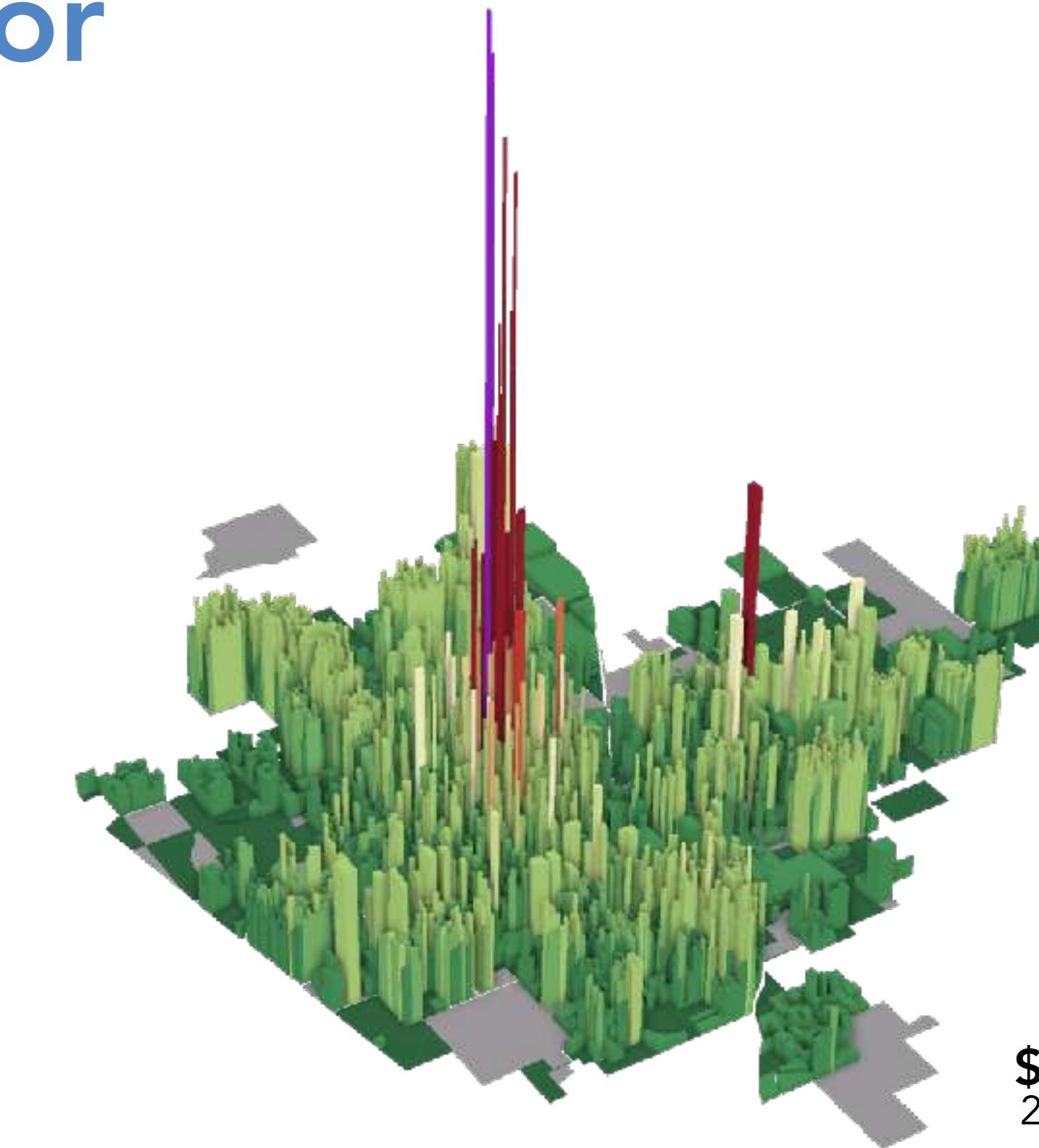
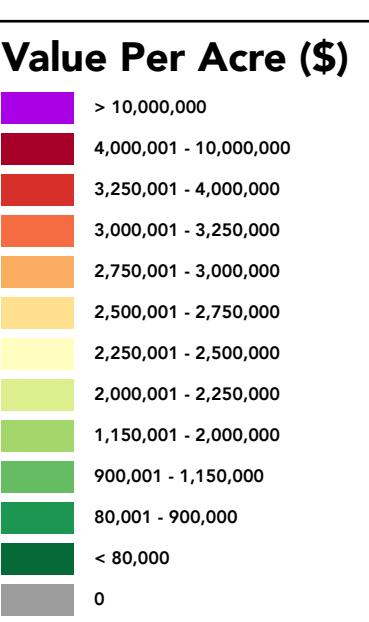
**Use data to drive
decisions.**

Just put
your happy
little numbers
on a map.

Don't
worry
about
mistakes.

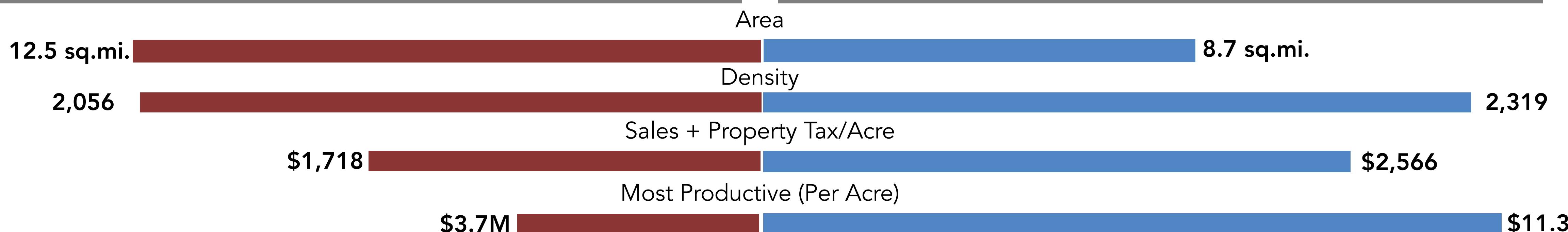


Urban Mirror



Centerton

Siloam Springs



URBAN³

Source: Washington County and Benton County AR (2024), UrbanMirror

What you can do:

**Remember that
infrastructure is forever.**

Road Length by Type

Northwest AR

4,420 lane miles of **local** roads to...

Prudhoe Bay, AK

1,240 lane miles of **arterial** roads to...

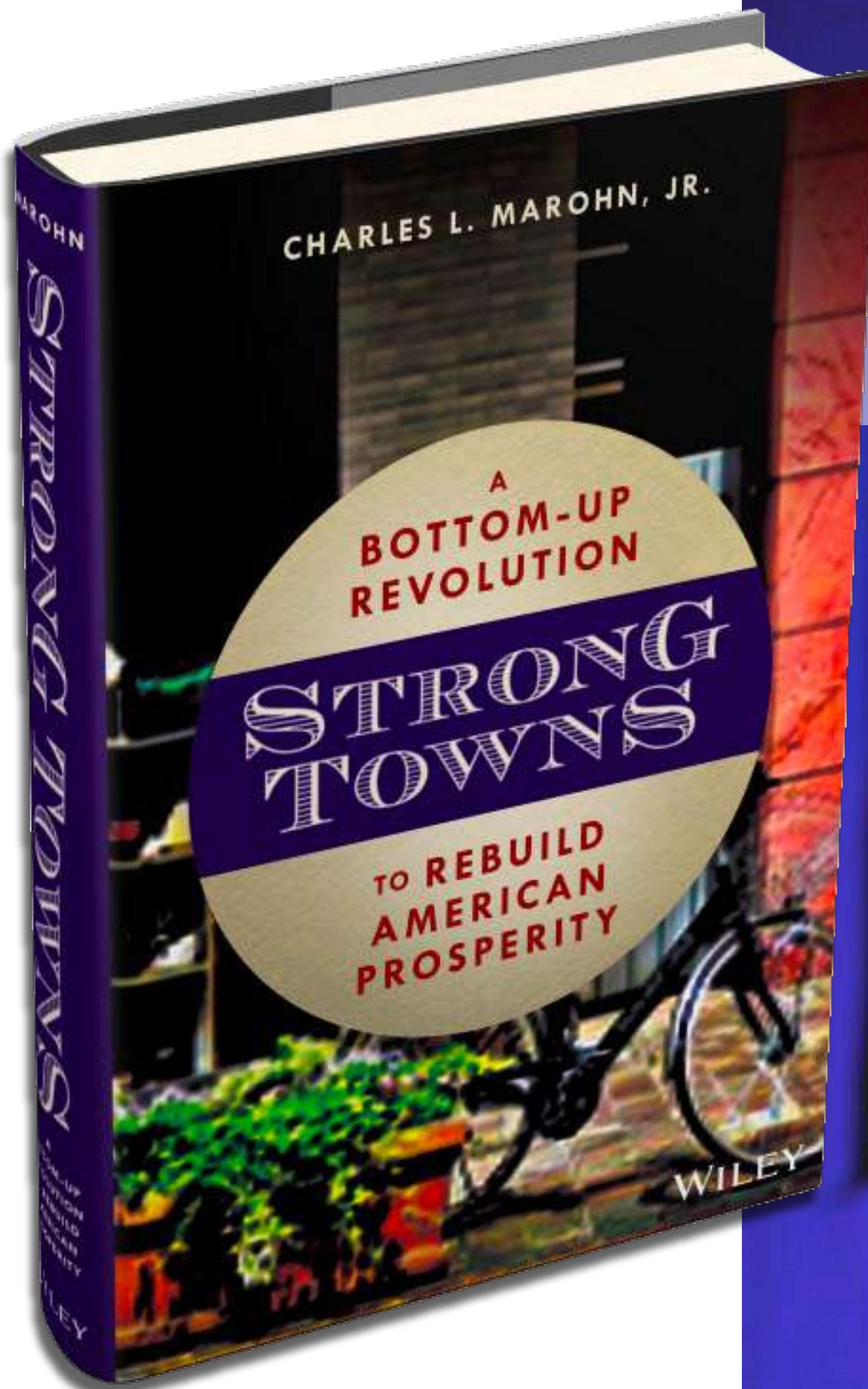
Sedona, AZ

Springdale, AR

970 lane miles of **collector** roads to...

Pittsburgh, PA





Read this book!





DO THE
MATH

