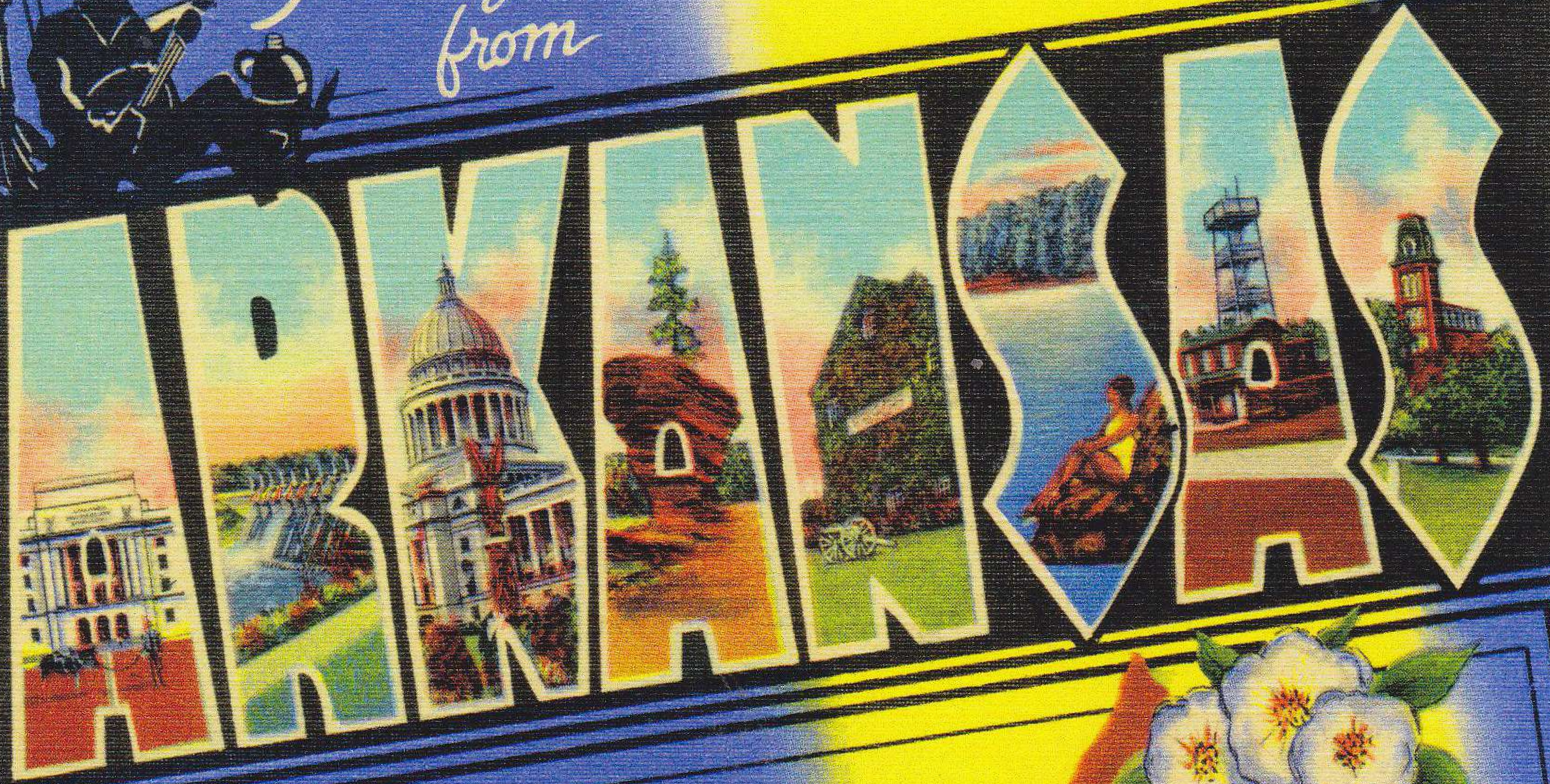


Greetings
from





URBAN³

Economics of Community Design

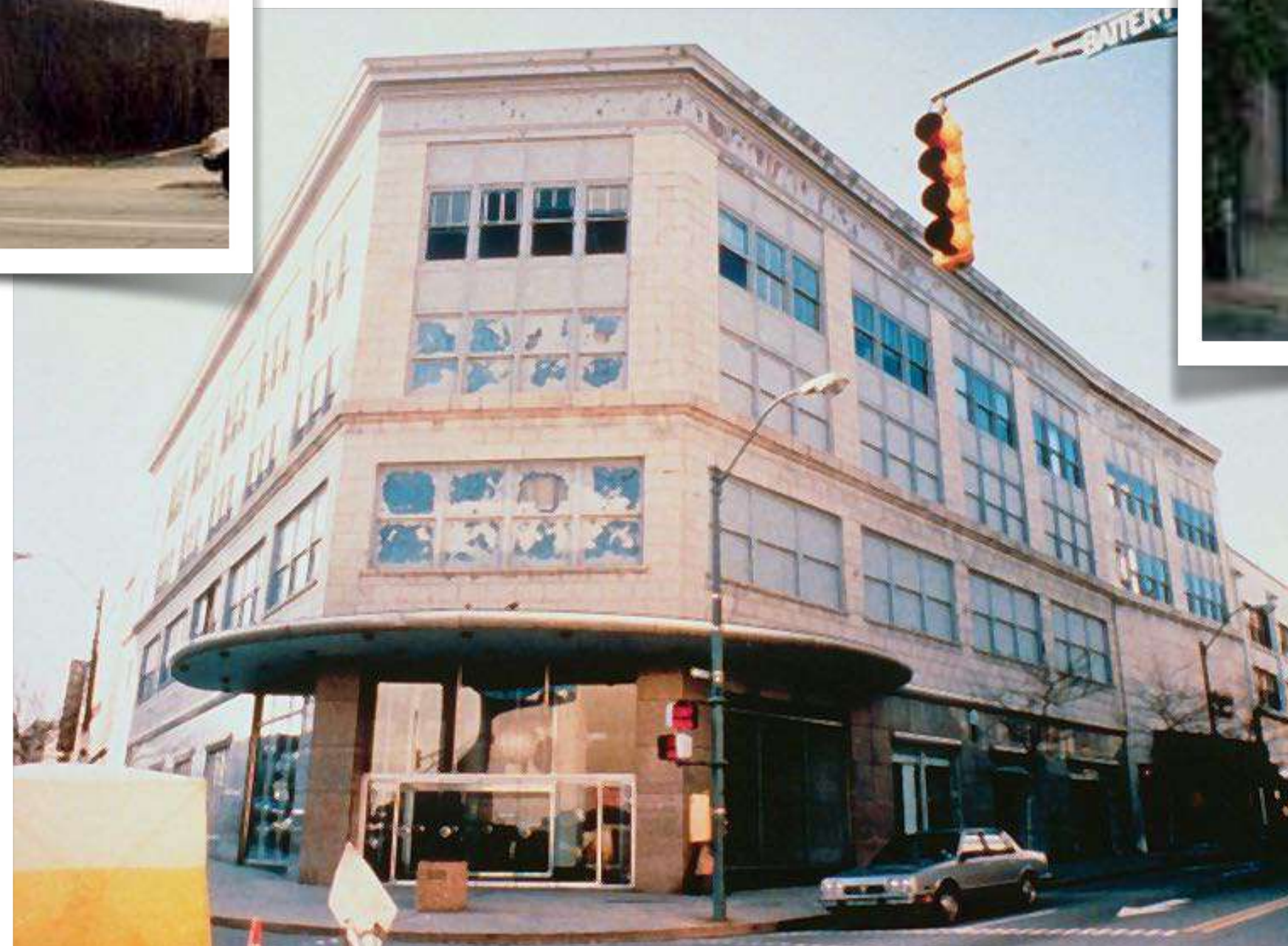
Northwest Arkansas

Value per acre map of Auckland,
New Zealand









Asheville's de facto motto was:

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

URBAN3



Julian Price

1941 - 11/19/2001



the Alternative Reading Room

The Mountain Xpress

Salsa's & Zambras

City Seeds

Public Interest Projects



the Dogwood Fund



URBAN3



51 Biltmore



Downtown benches



The Orange Peel

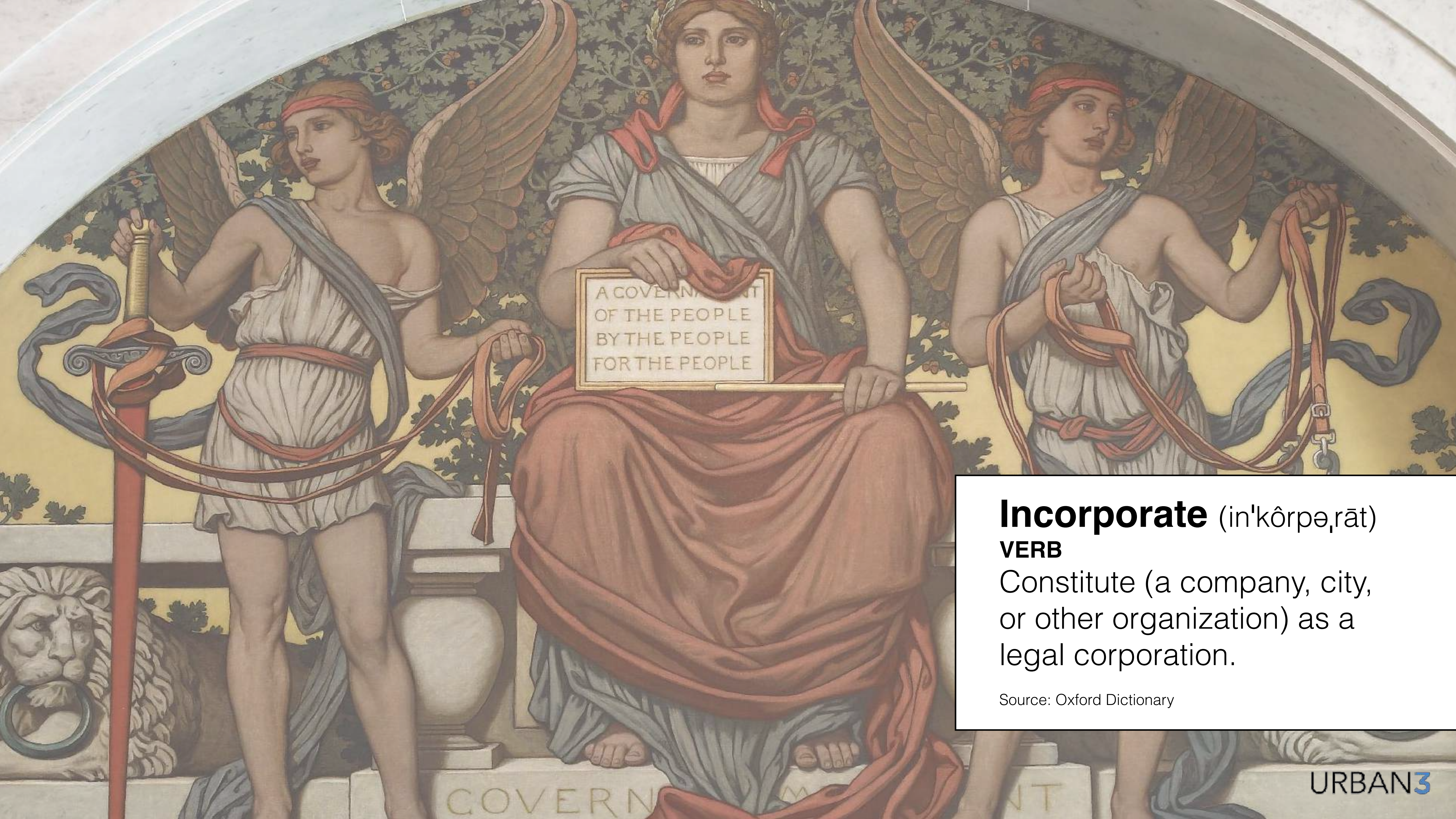
YWCA

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

A photograph of Joe Biden and Stephen Colbert on the set of the Late Show. Joe Biden is seated on the left, wearing a dark suit and a blue and white striped tie. Stephen Colbert is seated on the right, wearing a dark suit and glasses, with his hands clasped. They are both looking at each other. The background is a cityscape at night. A blue mug with the 'Late Show' logo is on the table between them.

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

Joe Biden

United States Vice President

Late Show: 12/6/2016

URBAN3

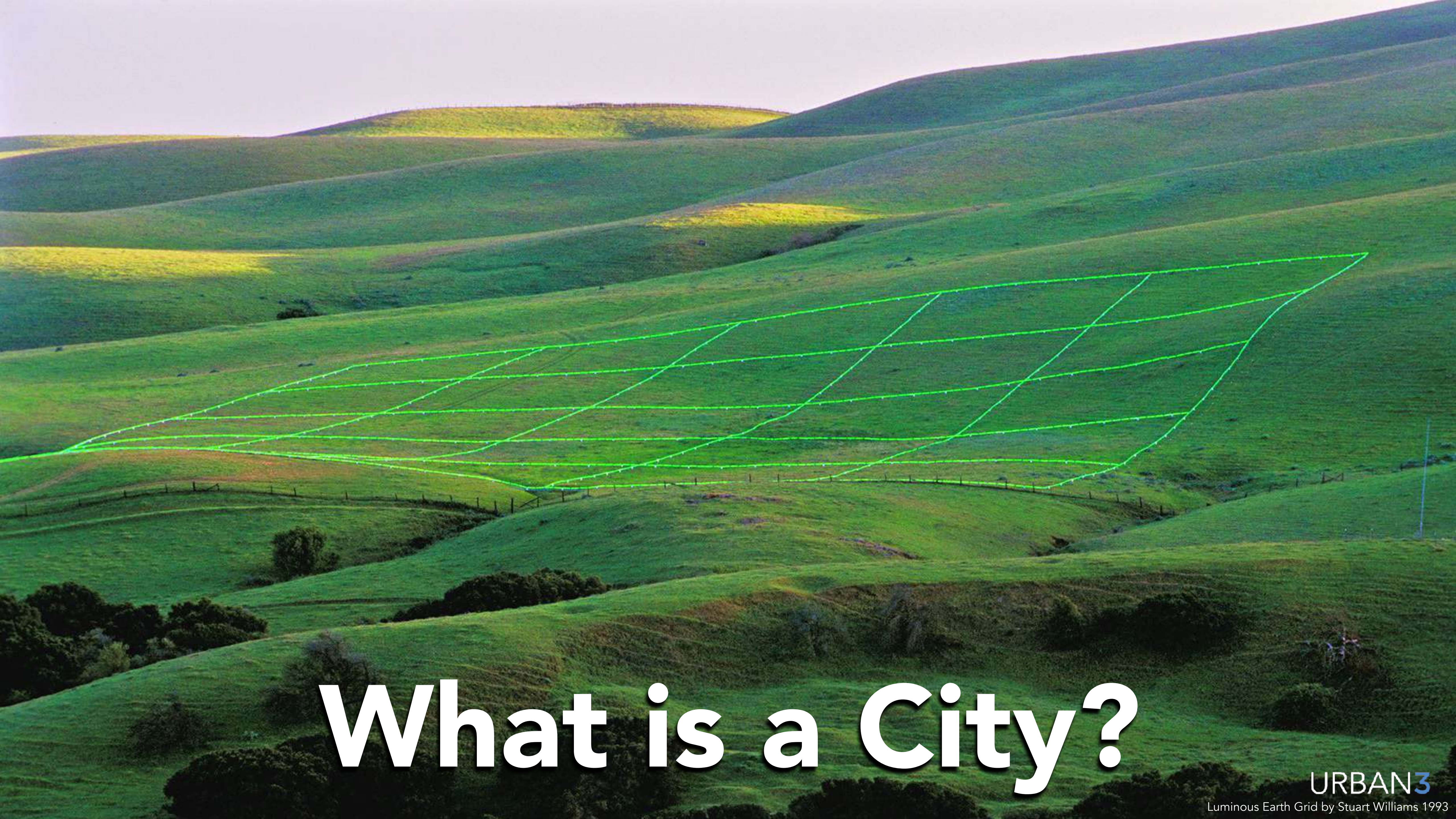
Source: U.S. Code Title 28: Part VI, Chapter 176, Subchapter A: §302(15)A

Asheville Is 7x >

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



What is a City?



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

Land Consumed (Acres)



Total Property Taxes Per Acre



City Sales Taxes Per Acre



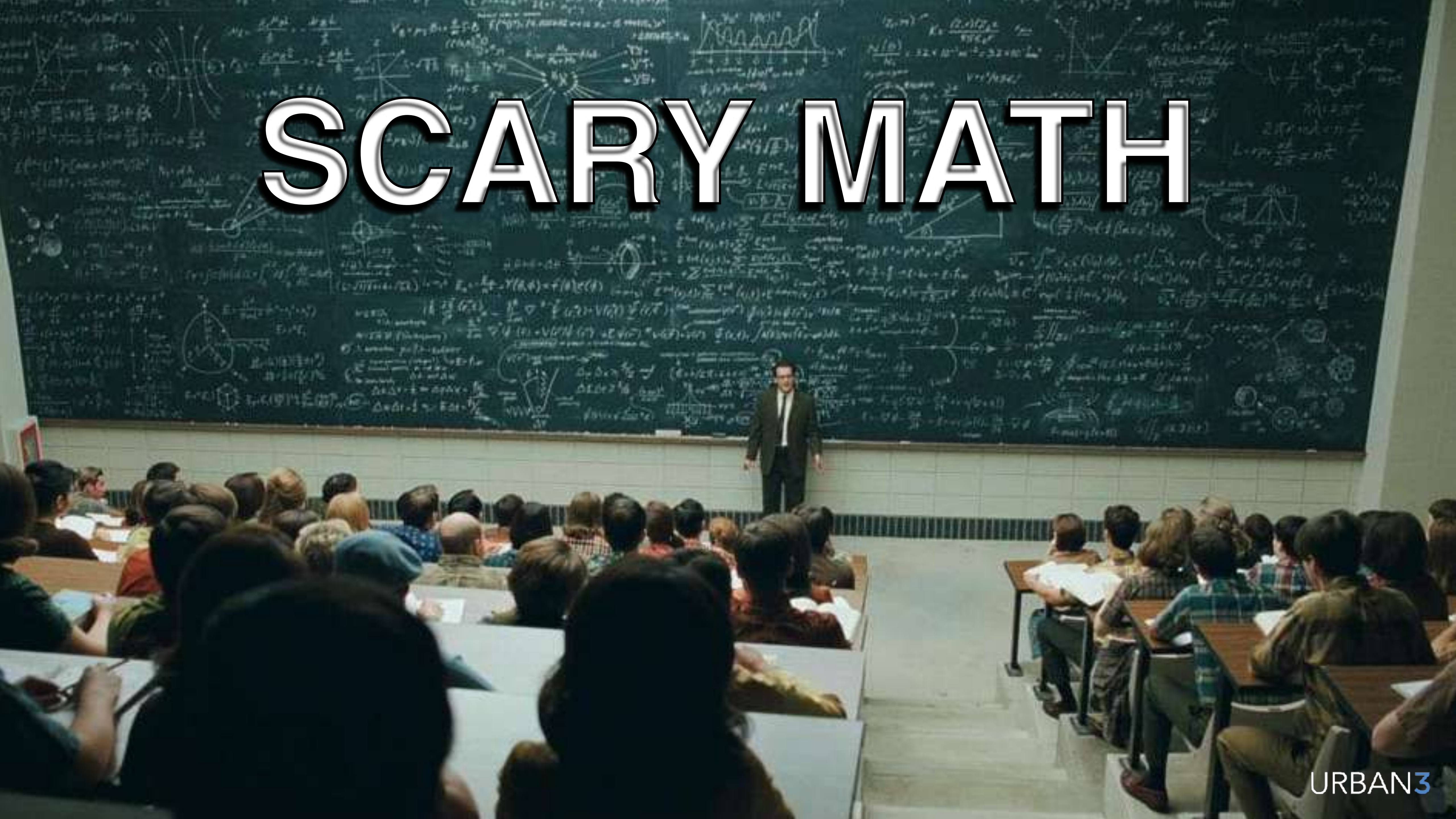
Residents Per Acre



Jobs Per Acre



SCARY MATH



How do we compare cars?

Miles per tank



1955 BMW Isetta

Rolls-Royce Phantom
Drophead

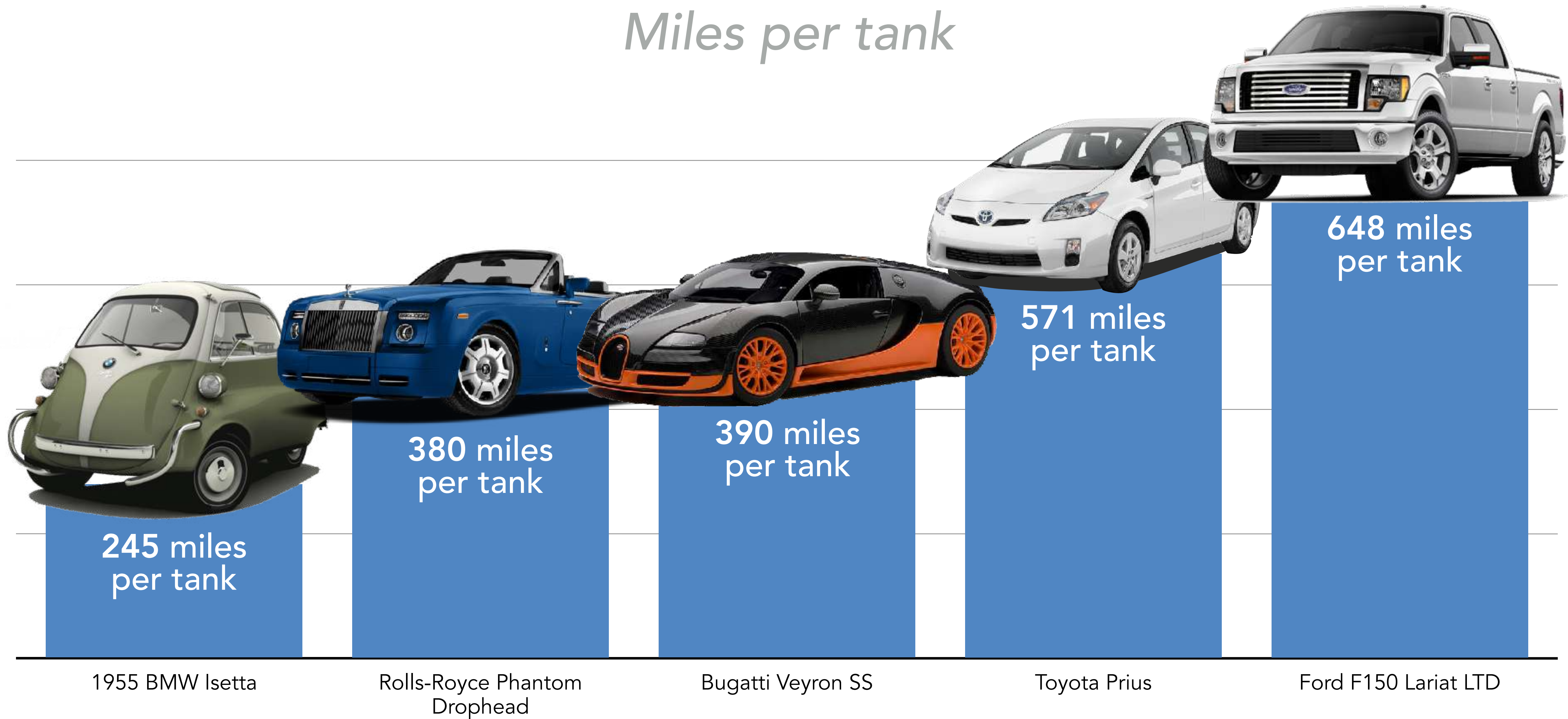
Bugatti Veyron SS

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

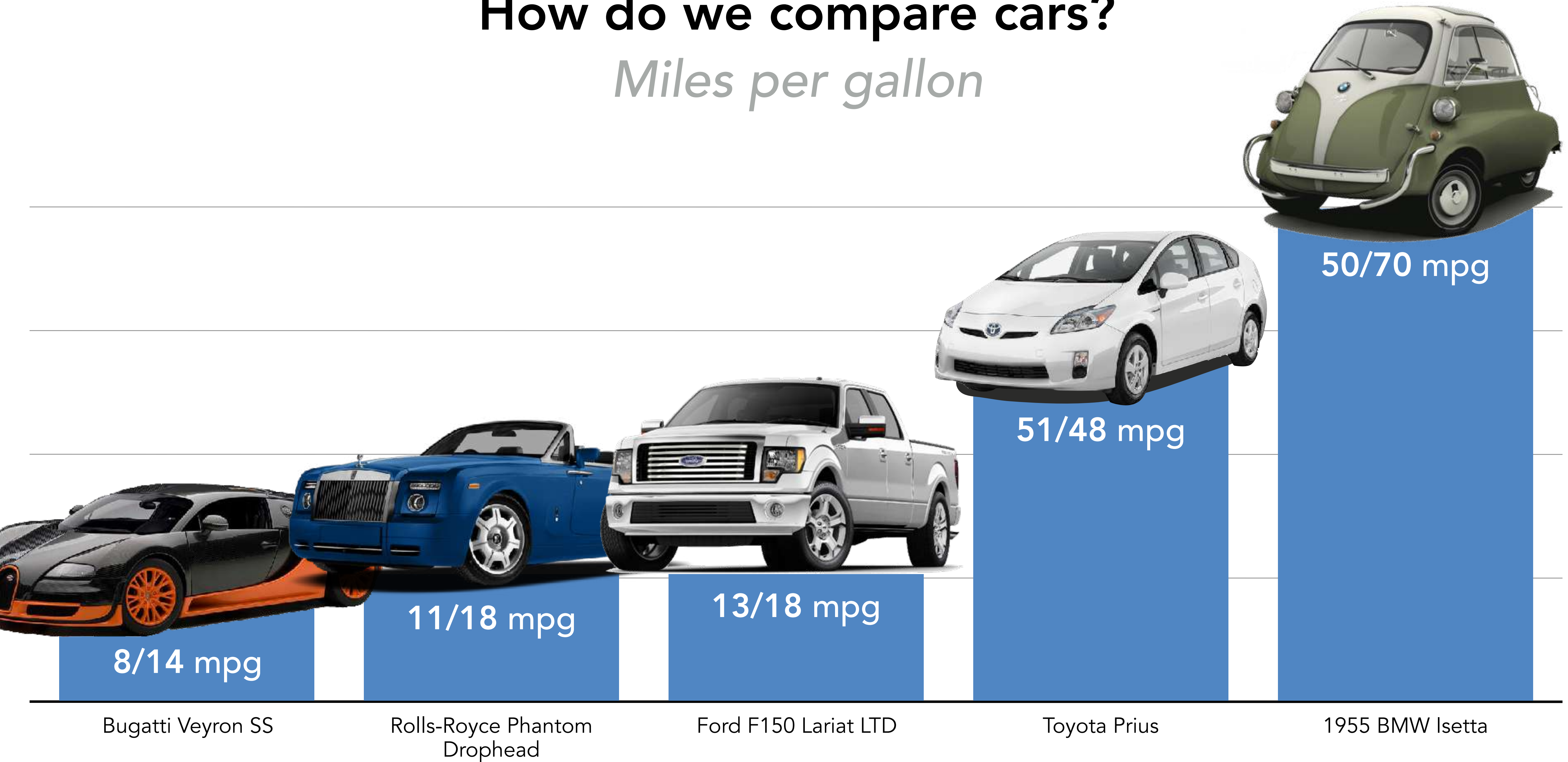
Bugatti Veyron SS

Toyota Prius

Ford F150 Lariat LTD

How do we compare cars?

Miles per gallon



URBAN3

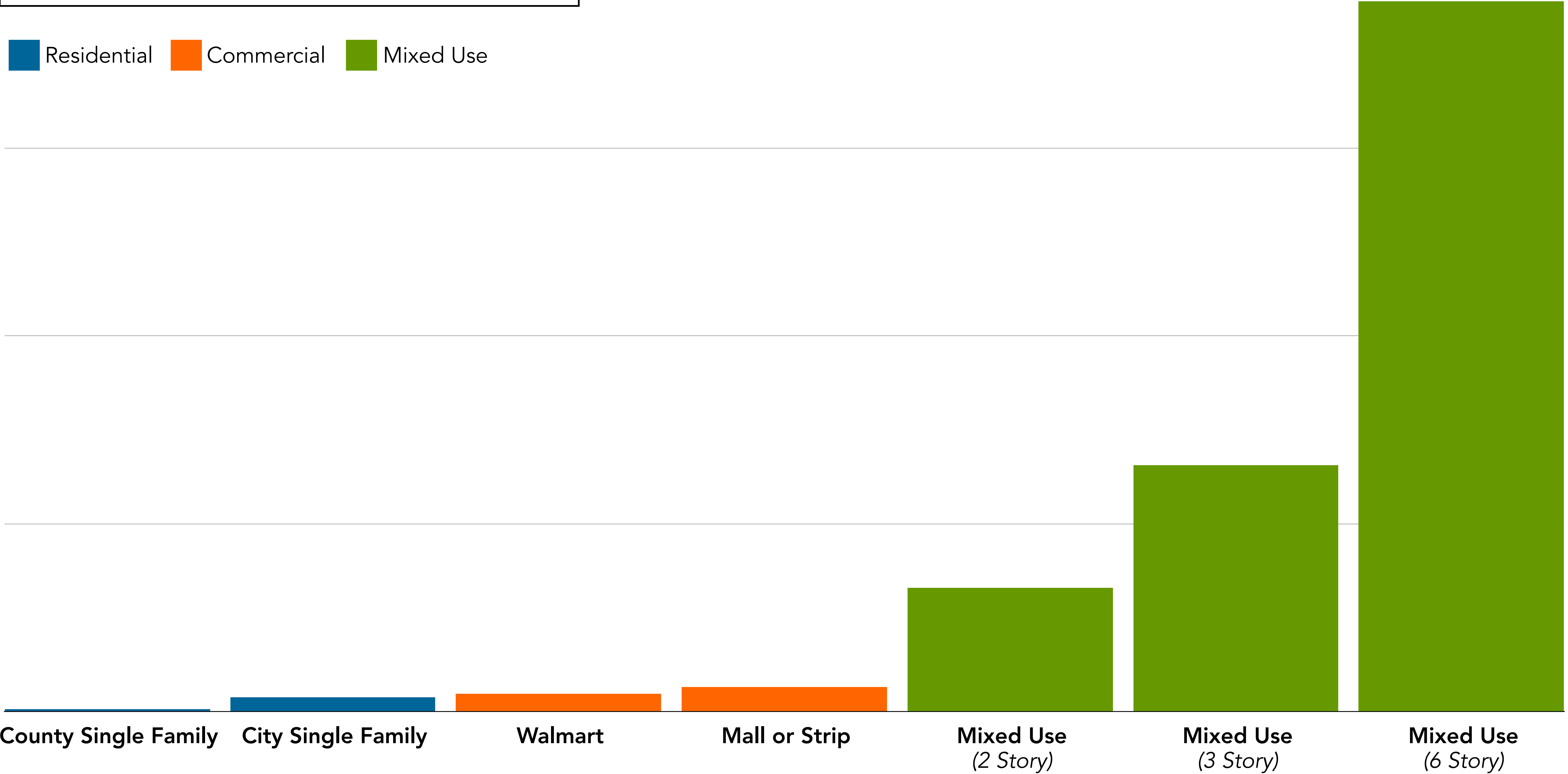
County Property Taxes Per Acre

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

Residential

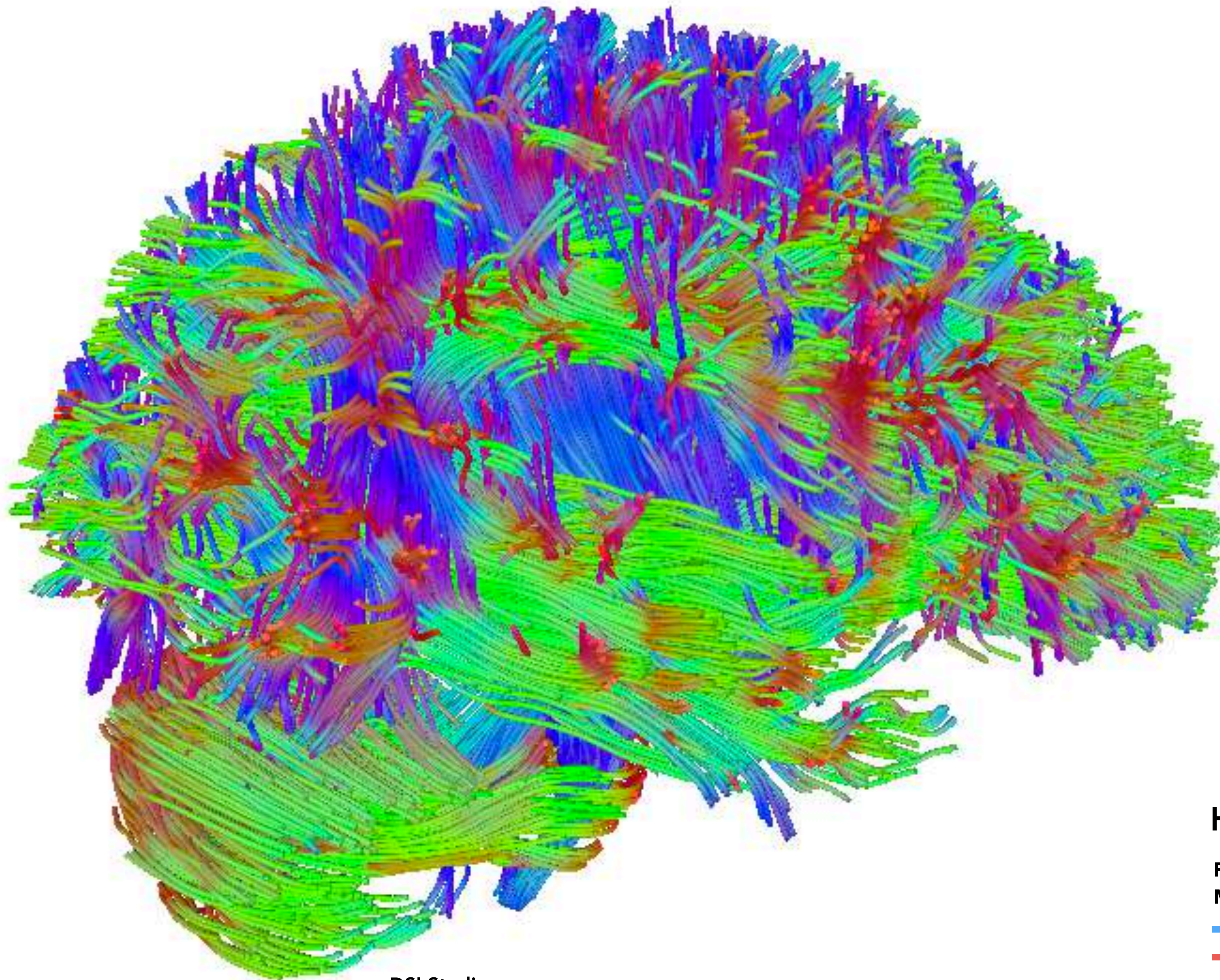
Commercial

Mixed Use



Question:

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

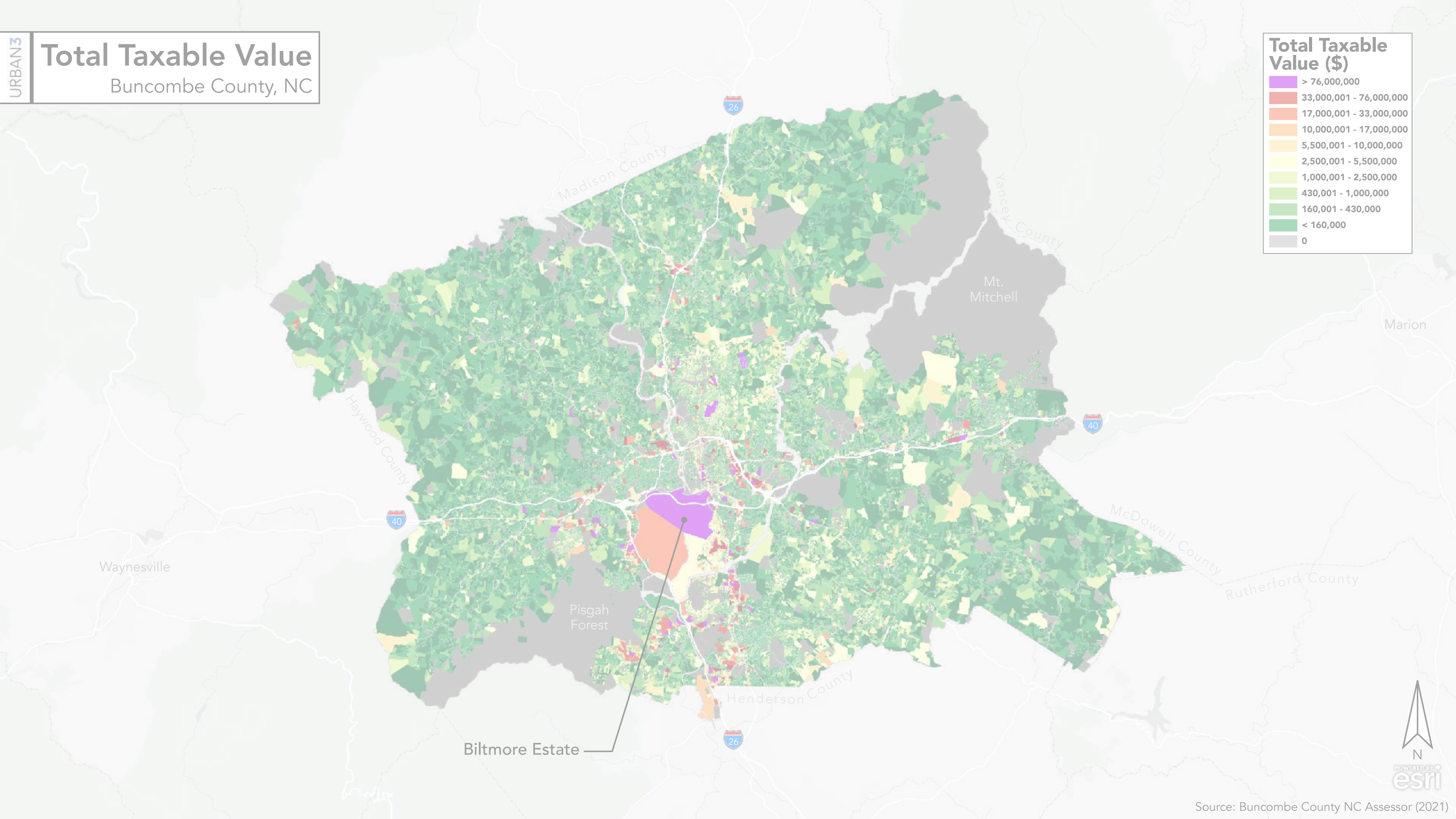
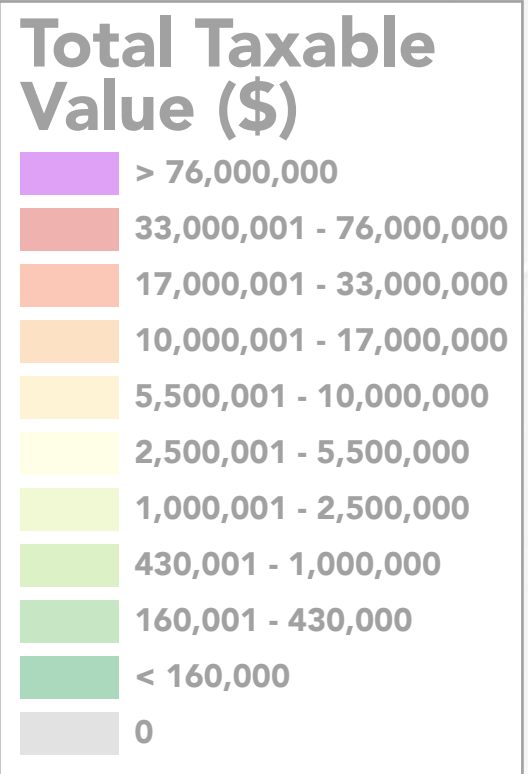


DSI Studio

Human Connectome Project

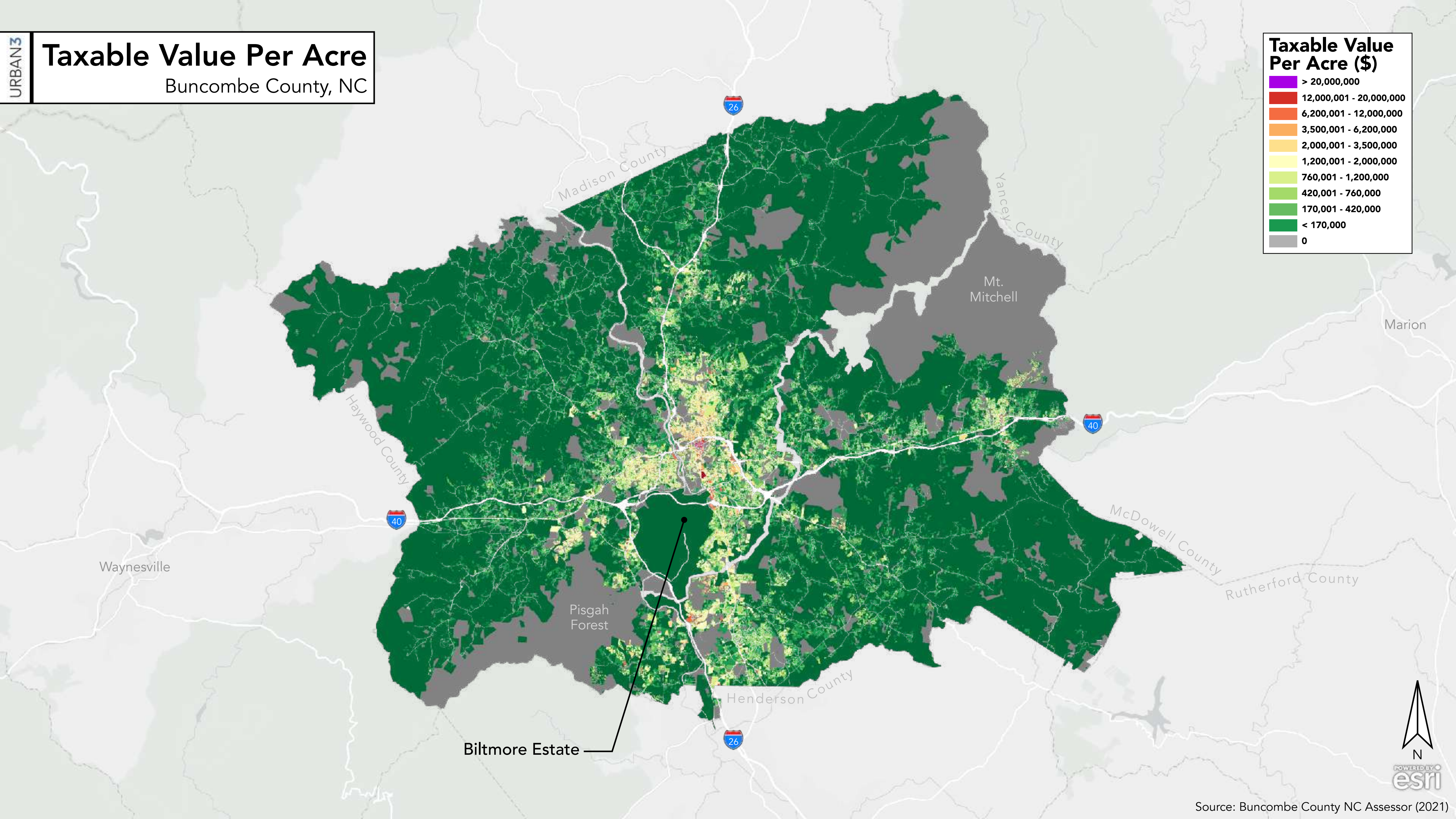
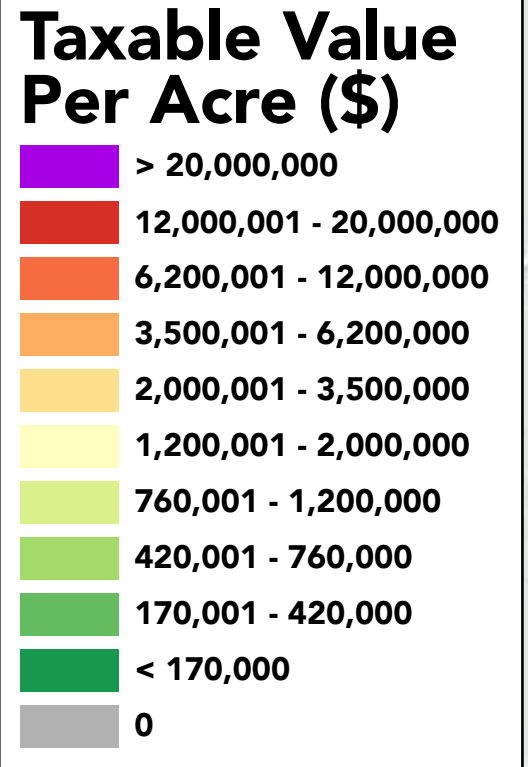
Fiber architecture of the brain.
Measured from diffusion spectral imaging (DSI).

— up-down
— left-right
— anterior-posterior



Taxable Value Per Acre

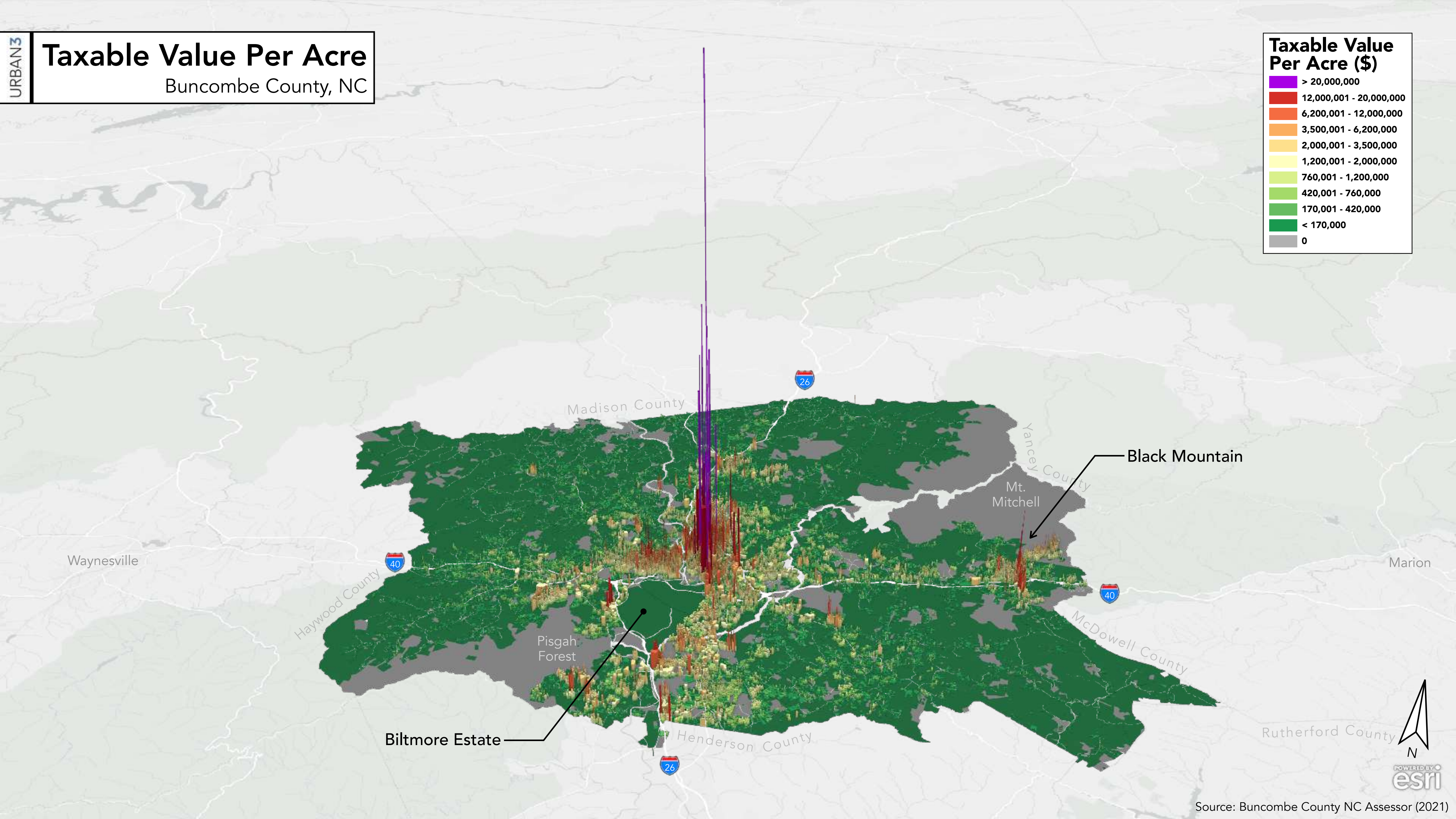
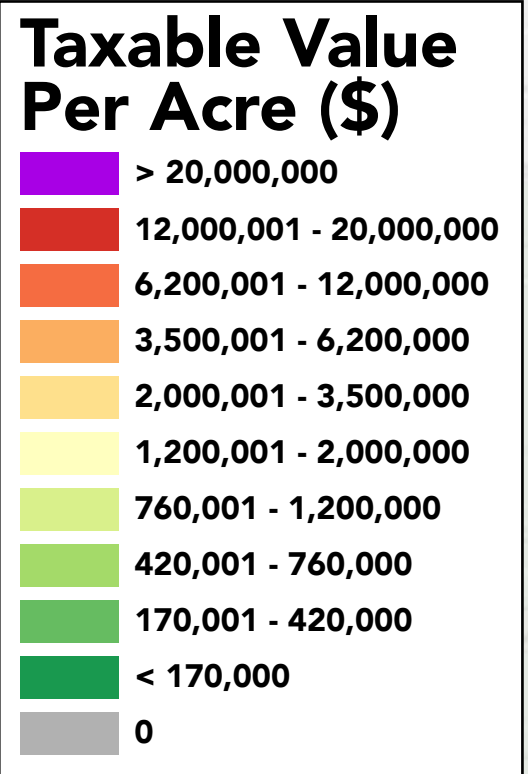
Buncombe County, NC



Biltmore Estate

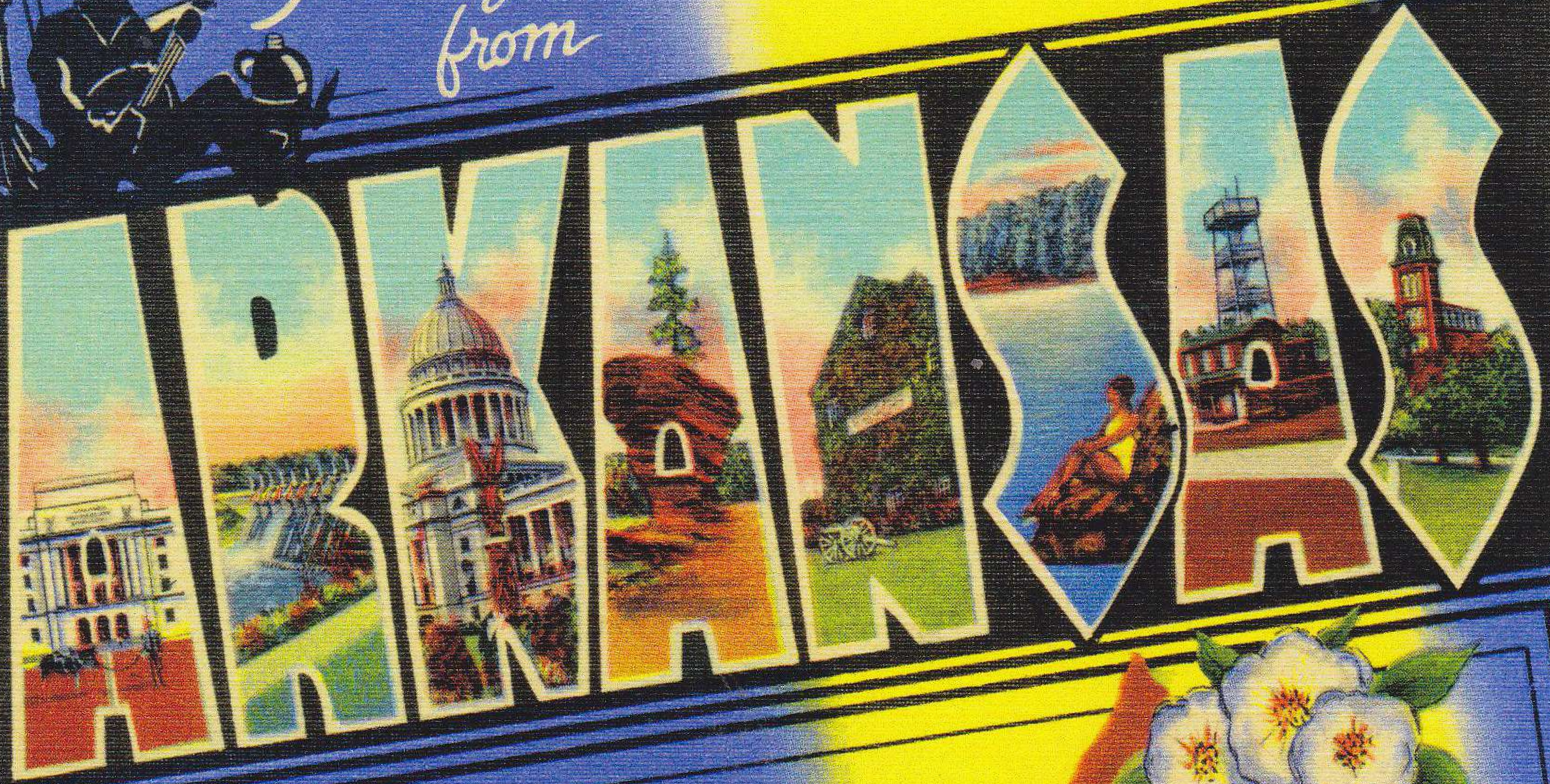
Taxable Value Per Acre

Buncombe County, NC





Greetings
from





Tax Systems

How Your Services are Funded

URBAN3

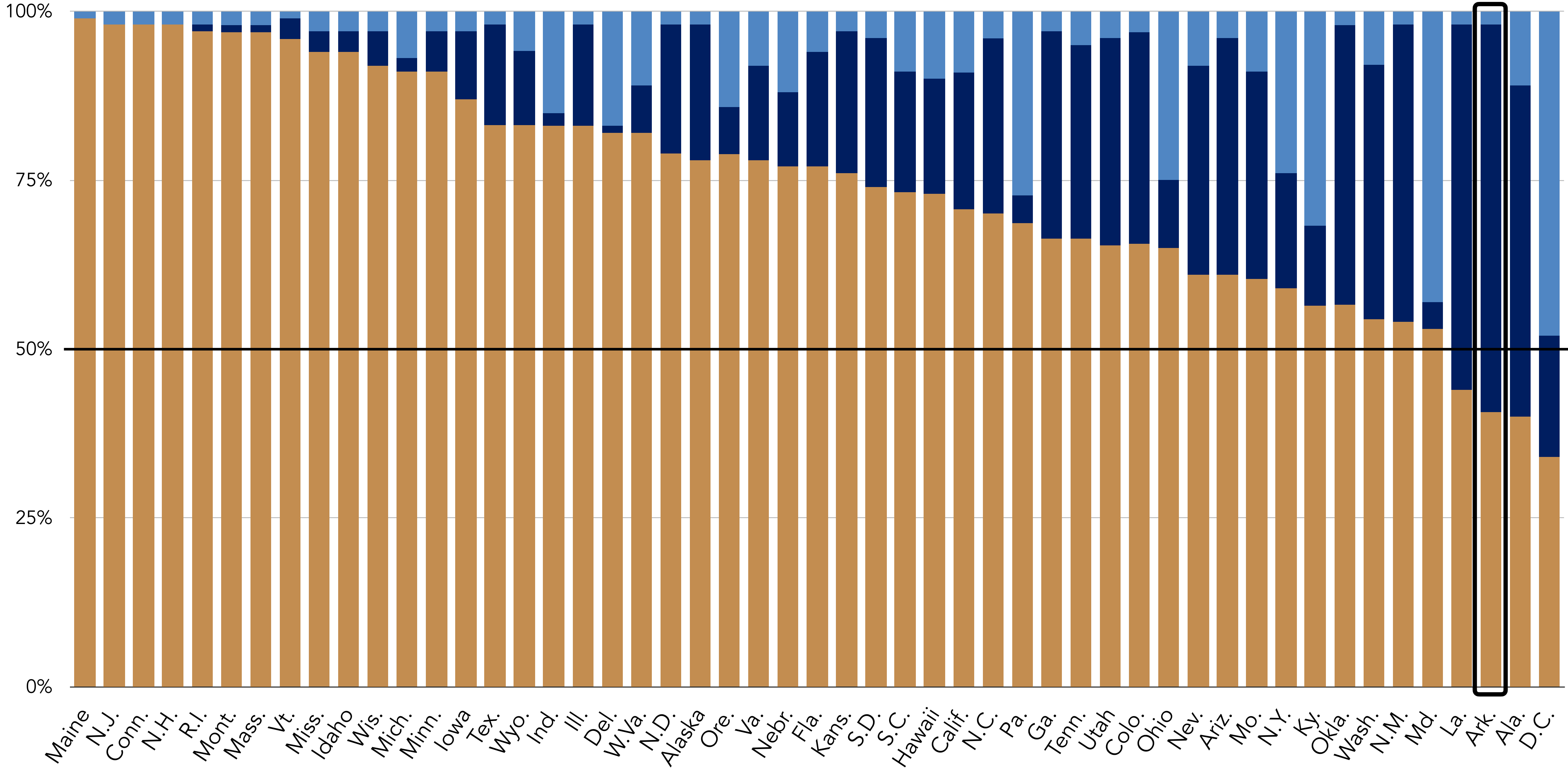
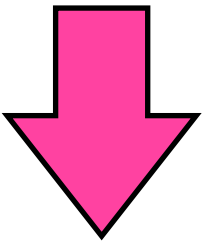
Local Tax Revenue Sources

United States

Property

Sales

Income & Other



wikiHow Your Taxes Work

Arkansas





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





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

This is how
Arkansas's system
works!





	Market Value	X	Assessment Rate	=	Assessed Value	X	Mill Rate	=	Tax Bill
--	--------------	---	-----------------	---	----------------	---	-----------	---	----------



Commercial

\$100,000

X

20%

=

\$20,000

X

61.82

=

\$1,236



Residential

\$100,000

X

20%

=

\$20,000

X

61.82

=

\$1,236

This is an example in Bentonville

Property tax is collected by the municipality

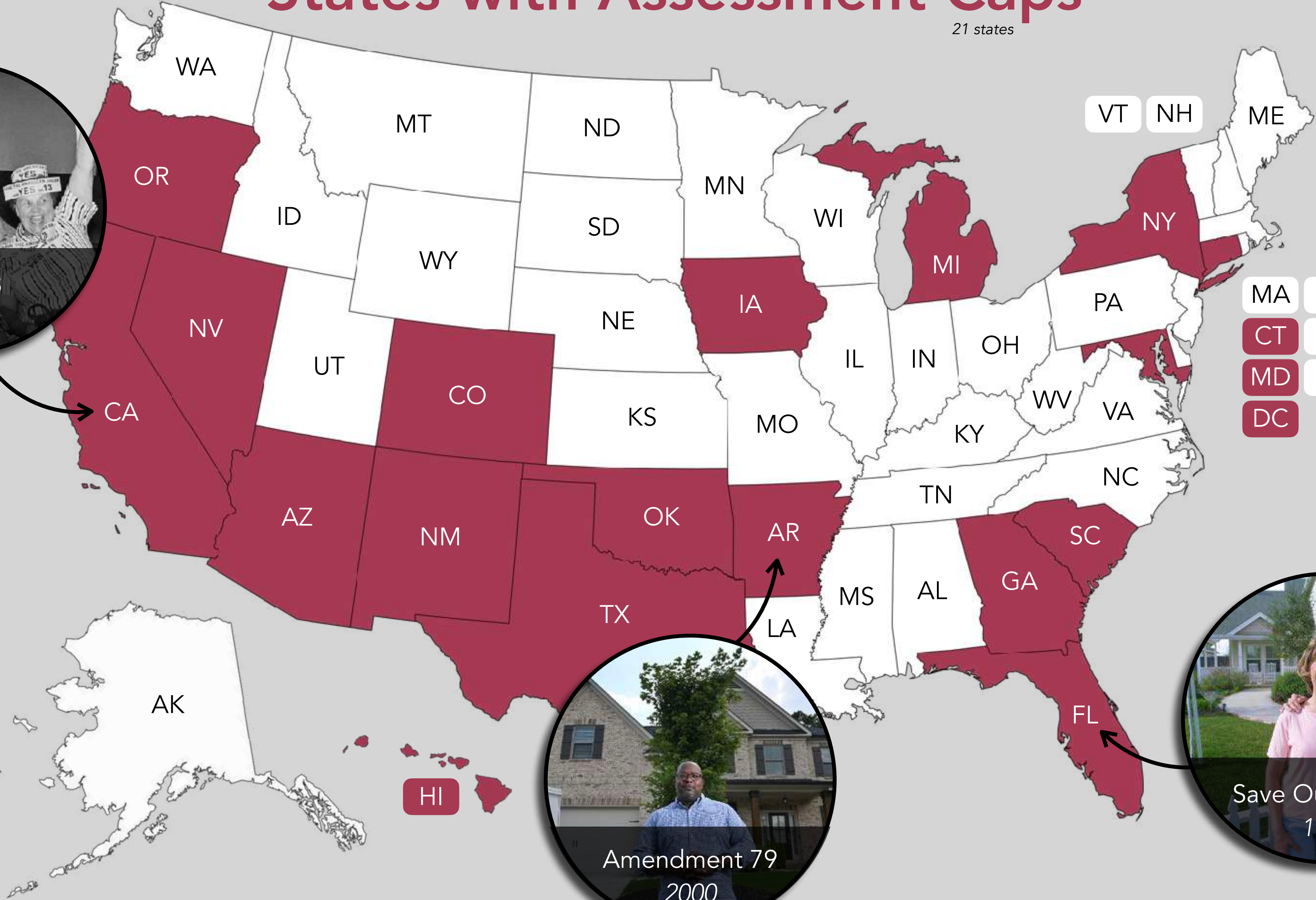


States with Assessment Caps

21 states



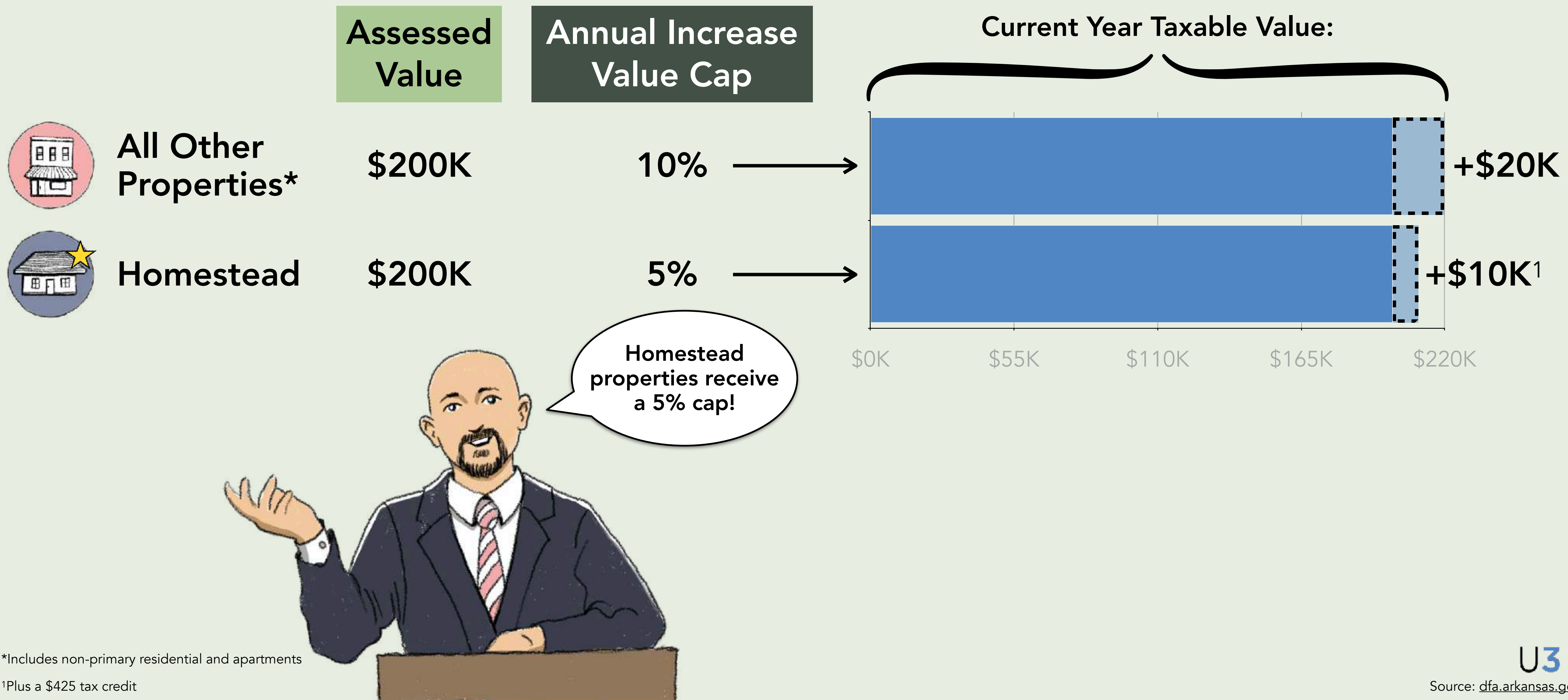
Prop13
1978



Amendment 79
2000

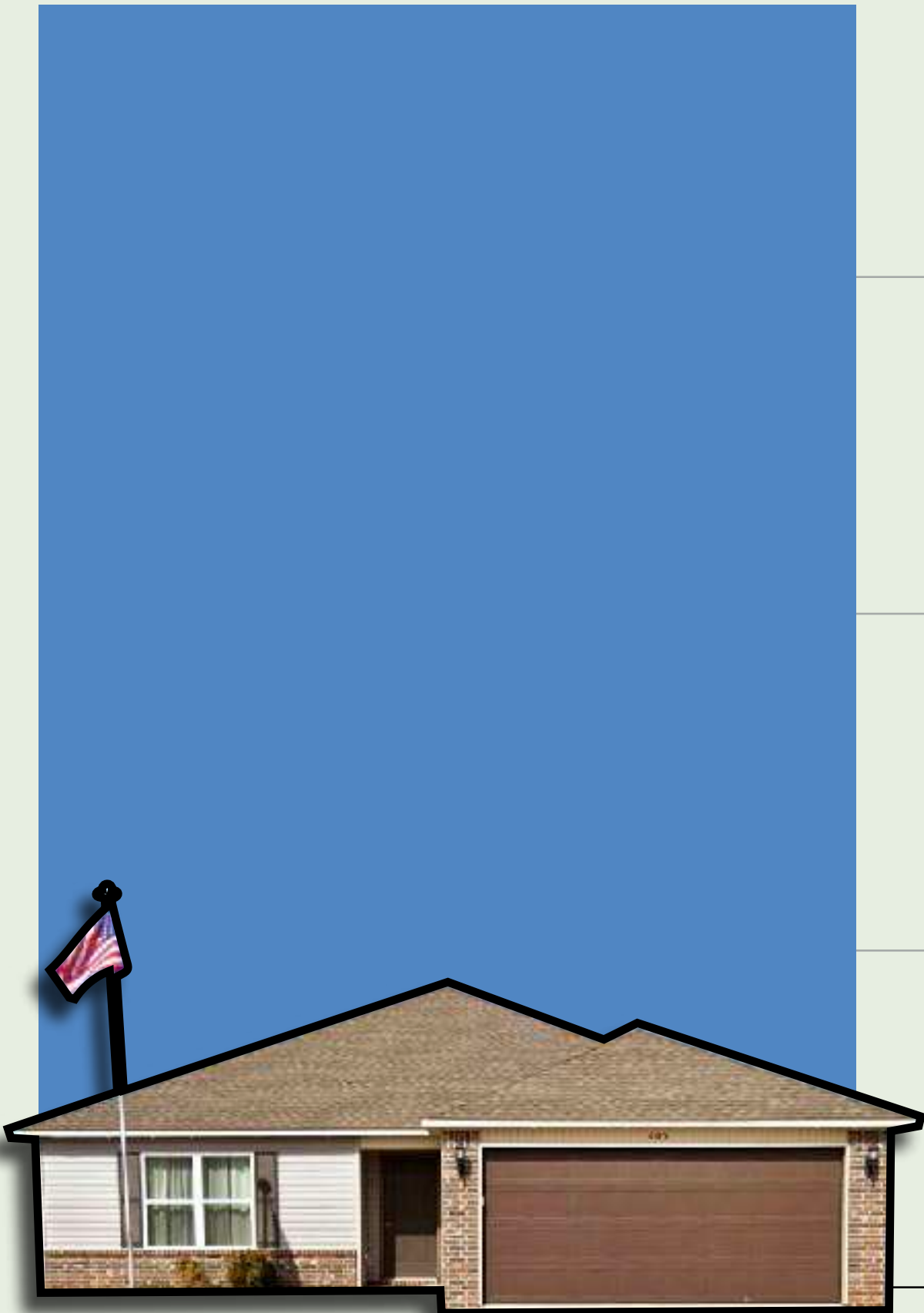


Save Our Homes
1995

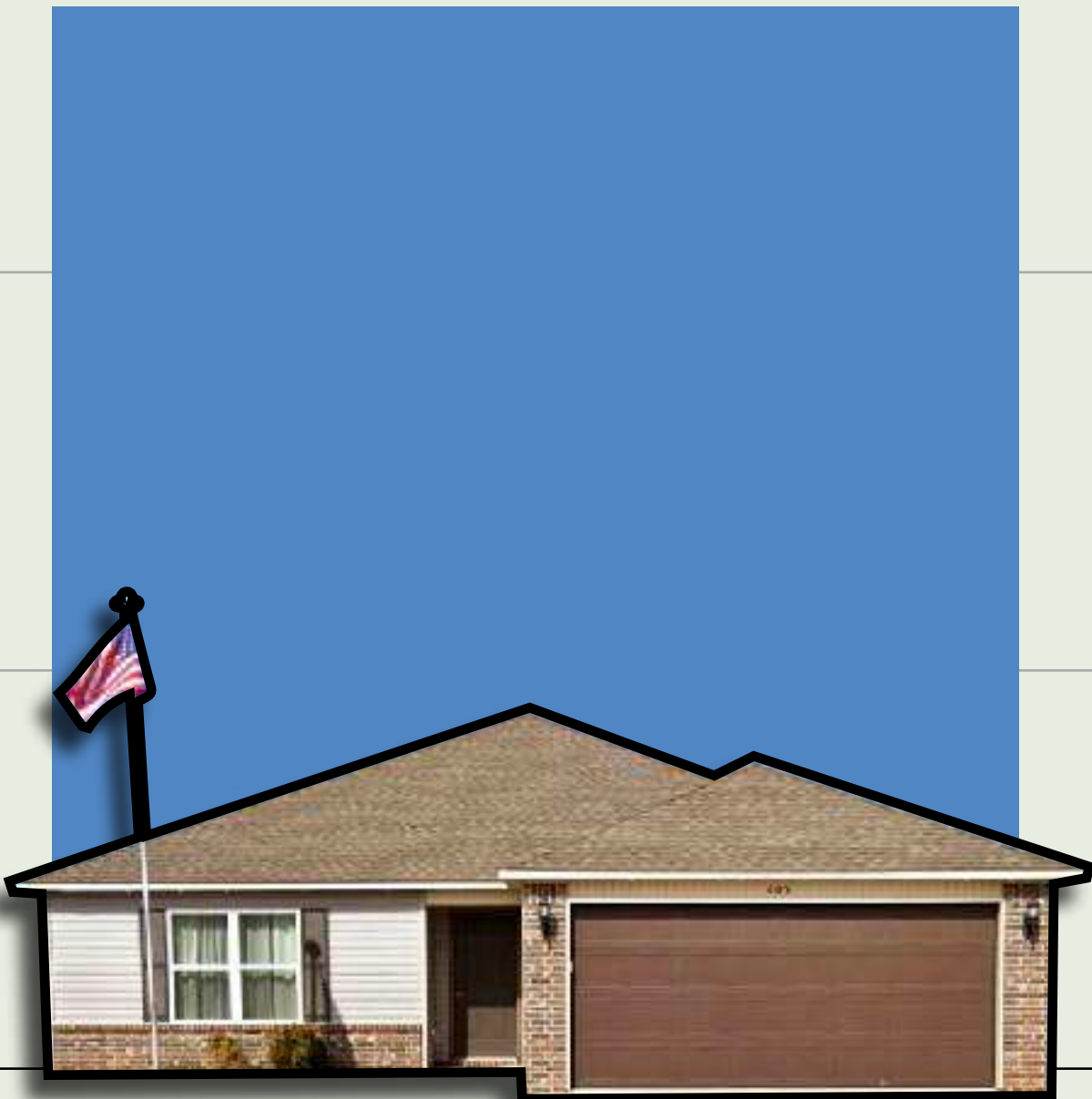




2025 Total Assessed Value
\$250K value in 2025 (up from \$200K in 2024)



No Cap



Non-Homestead Cap
Homeowner has 10% growth cap



Homestead Cap
Homeowner has 5% growth cap



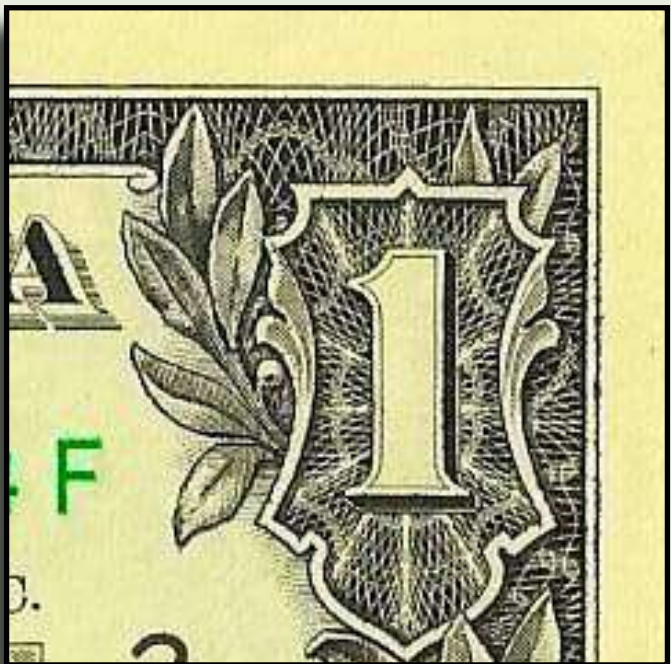
Freeze
Homeowner is a person with a disability or 65+



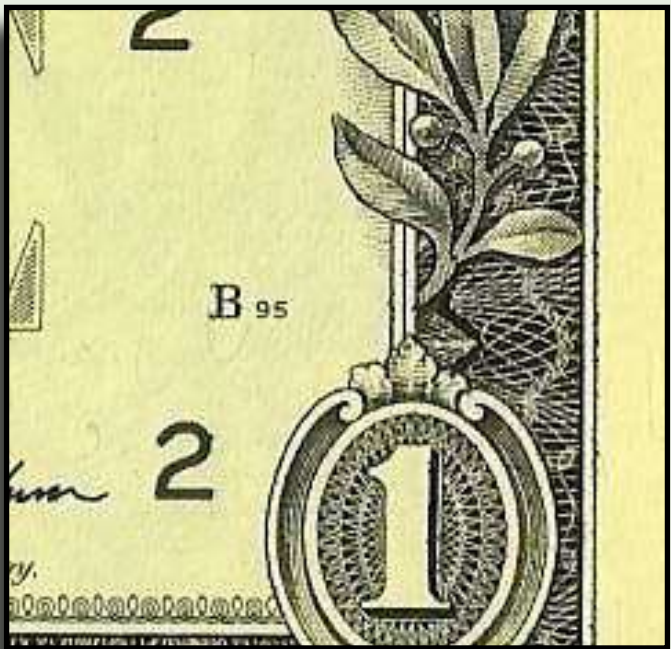
Bentonville Resident's Tax Dollar



80¢
Schools



9¢
City Government



9¢
County Government



1¢
County Roads



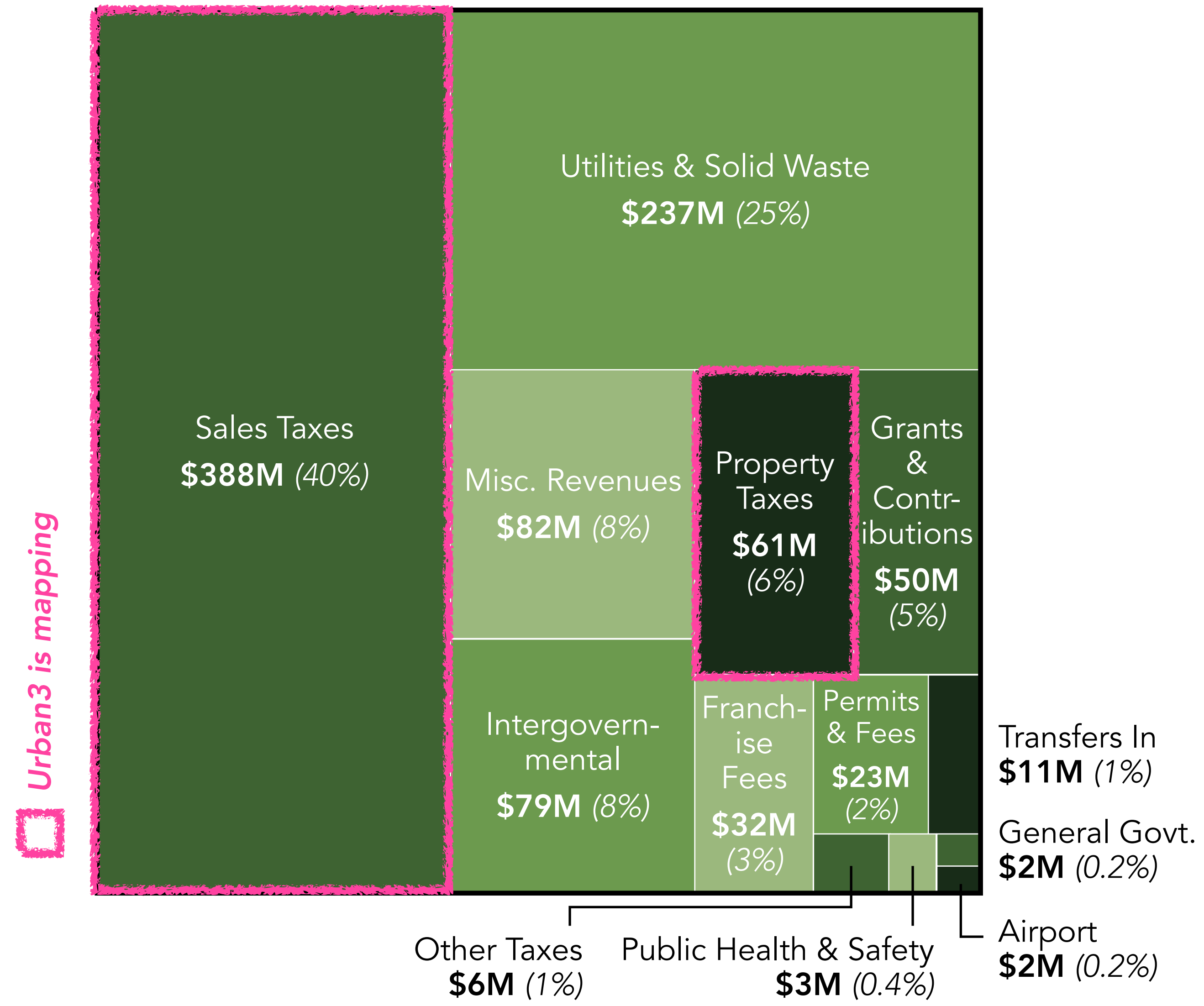
<1¢
Fire & EMS



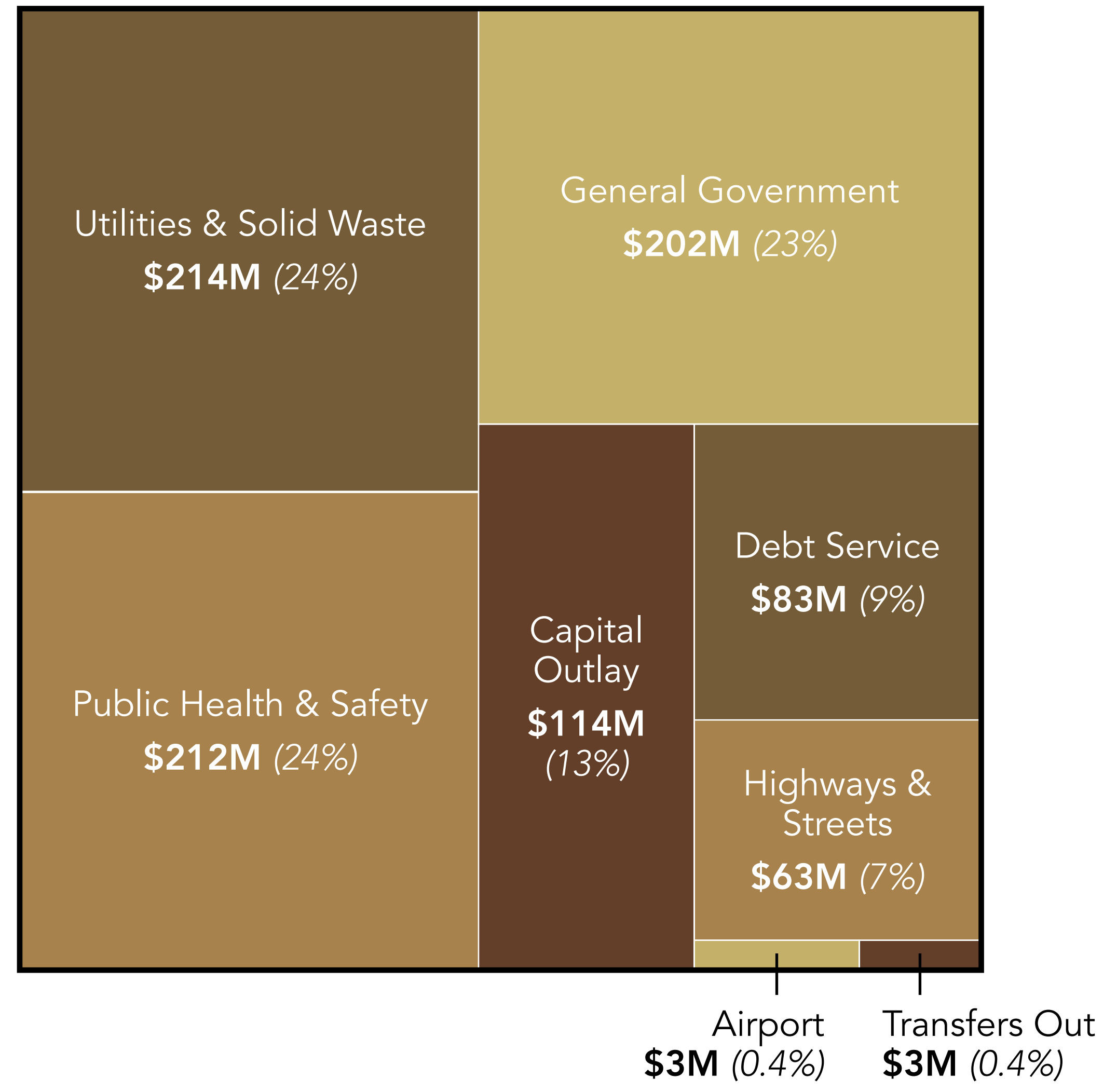
Budget

Your City by the Numbers

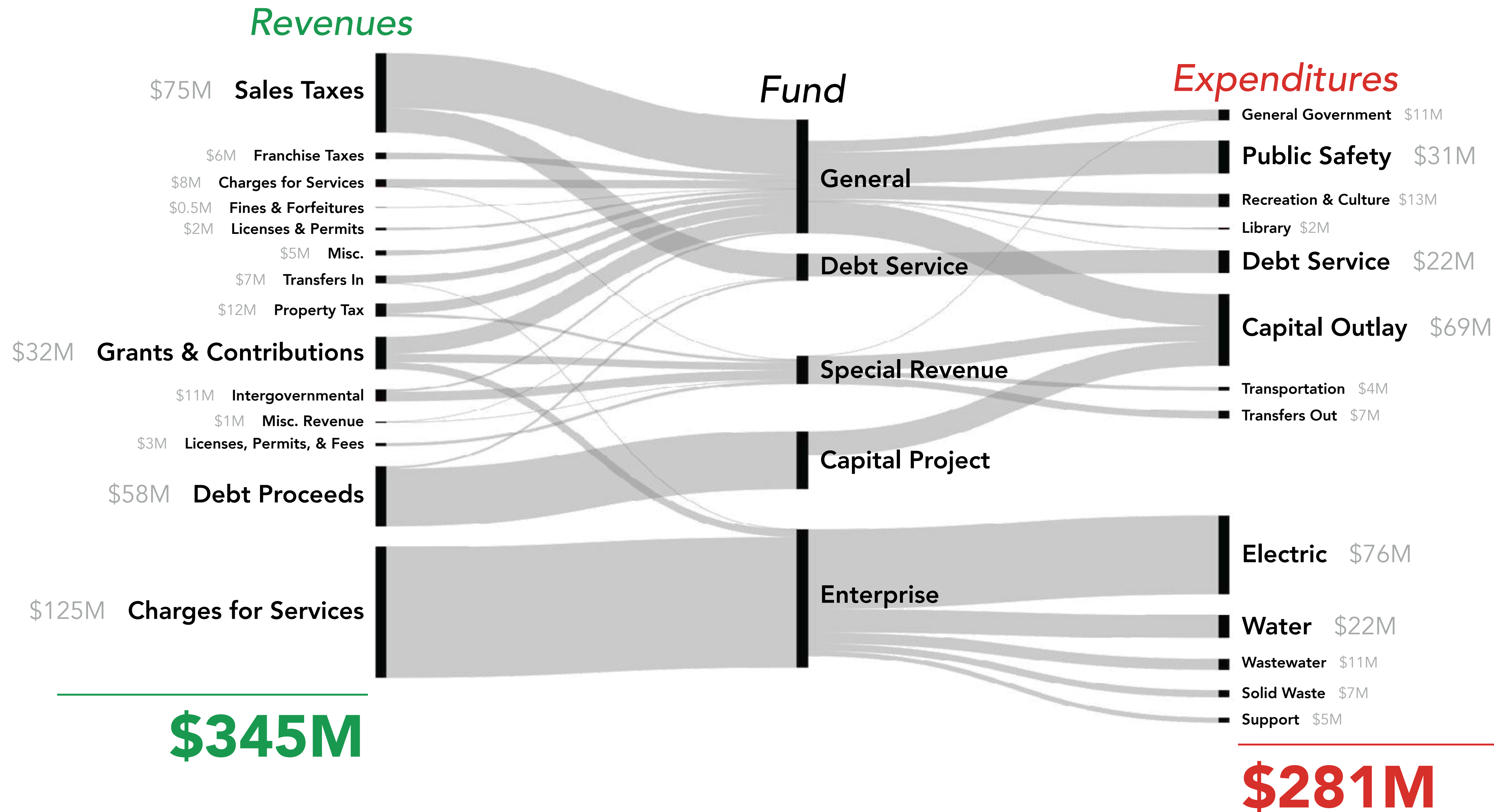
Revenues: \$975.8M

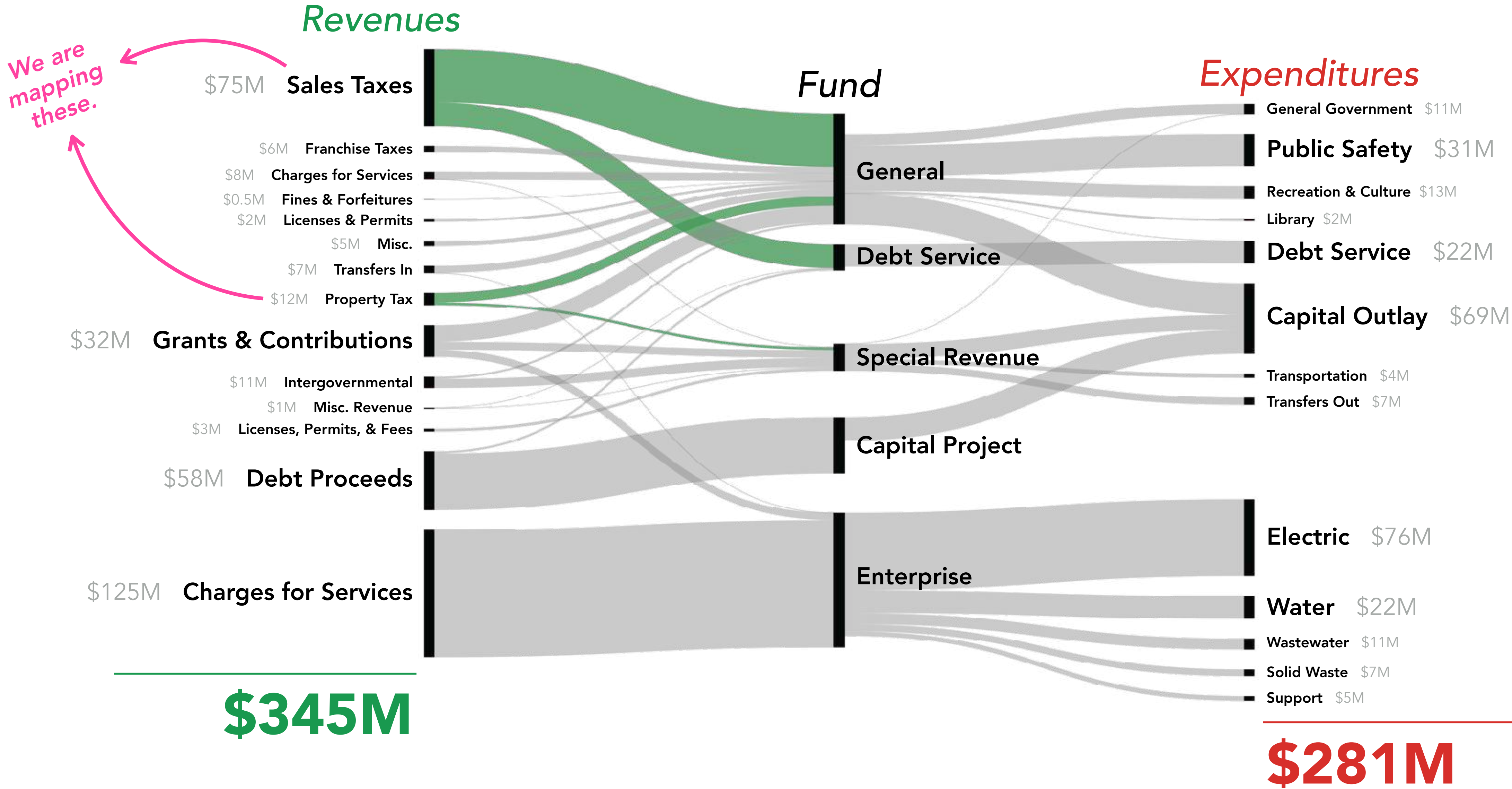


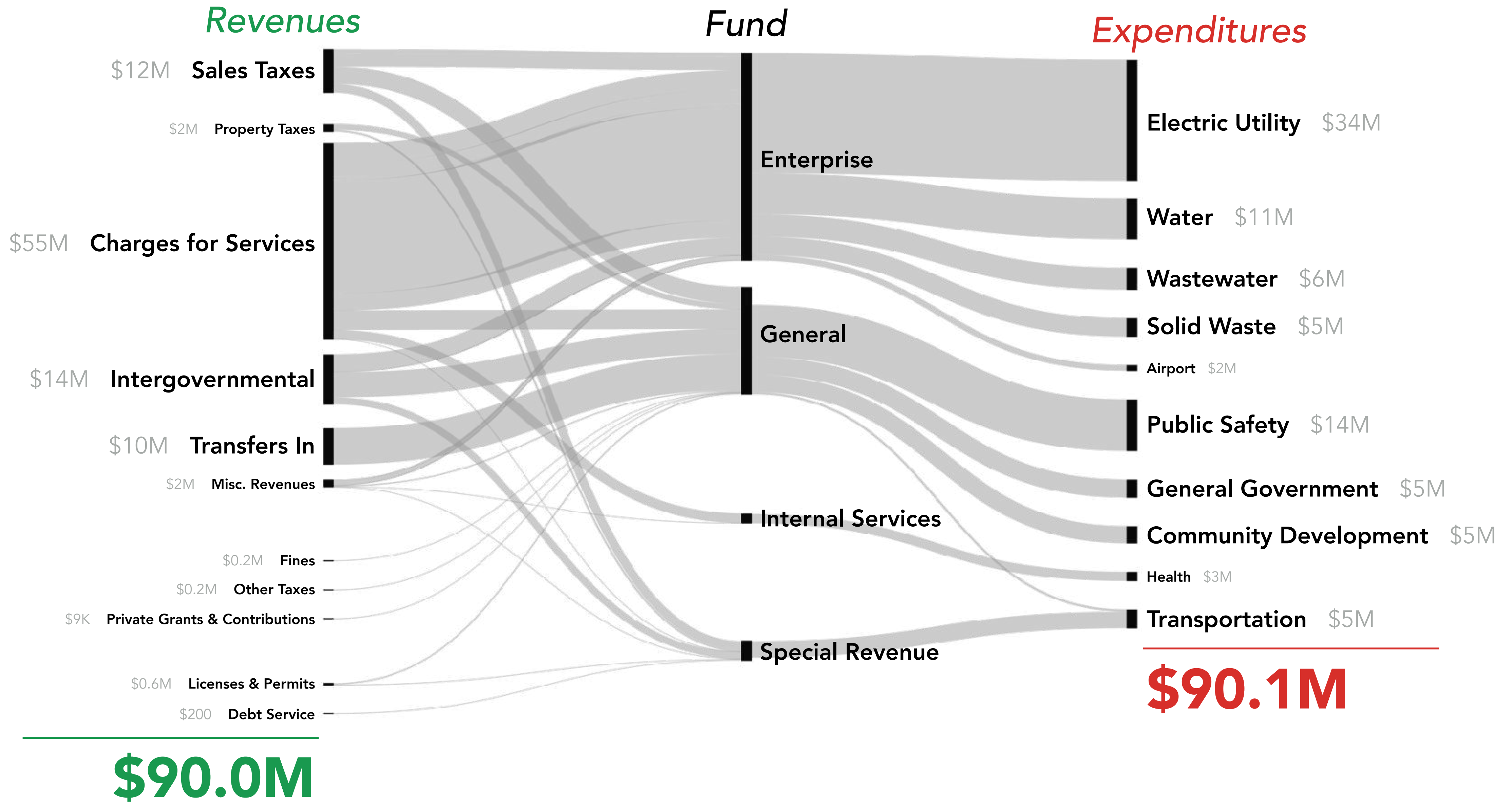
Expenditures: \$894.5M

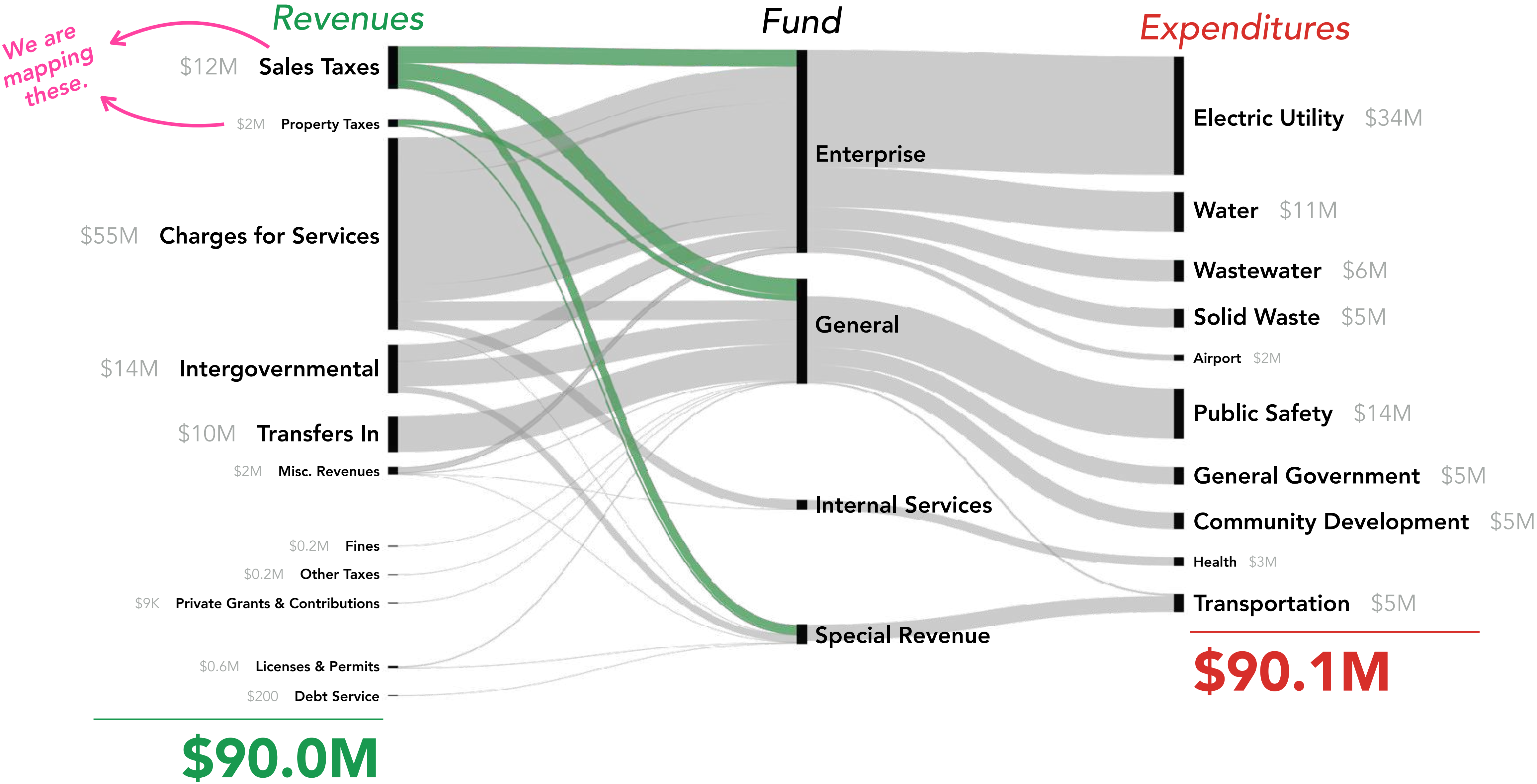


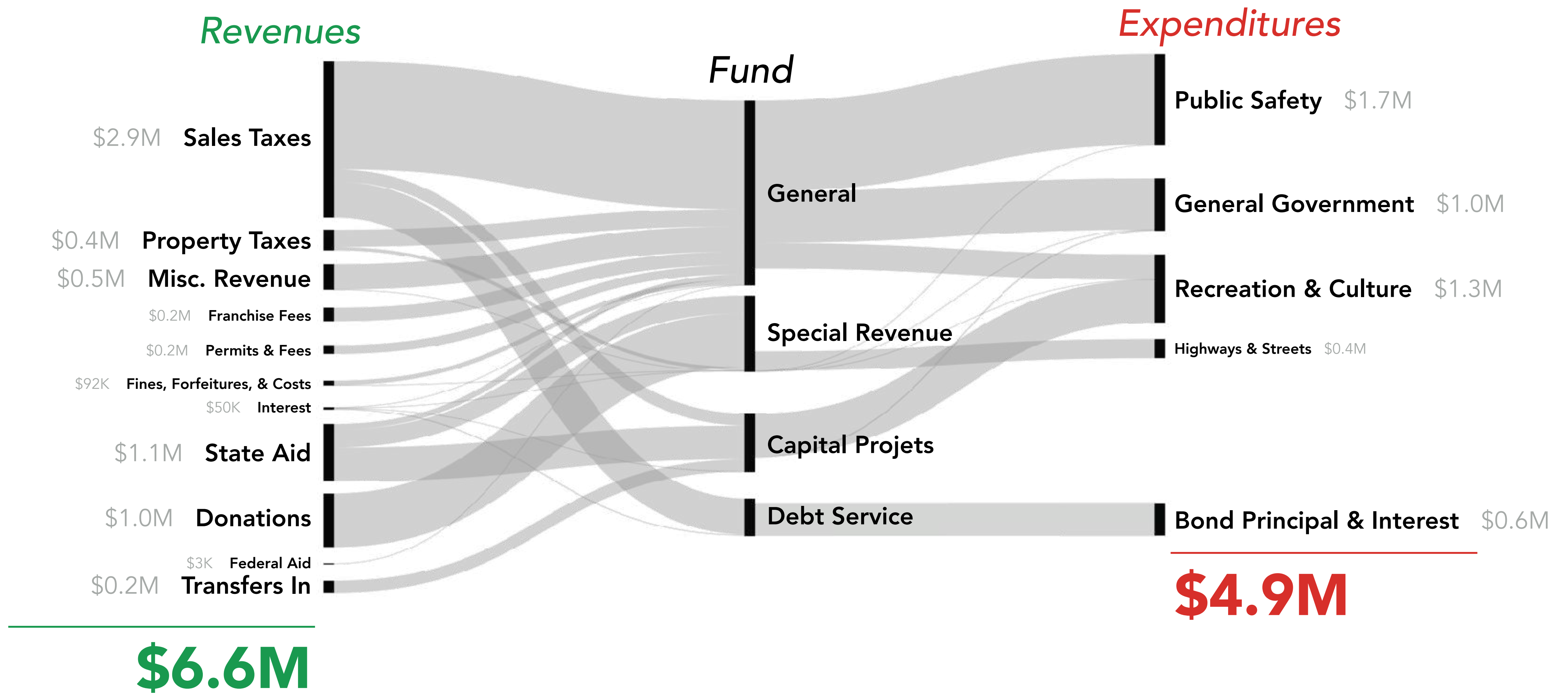
Note: Does not include cities of Avoca, Garfield, Gateway, Springtown, Sulphur Springs, or Winslow. | Cities of Lowell, Decatur, and Goshen reflect FY 2022 values. | Source: arklegaudit.gov 2022-2023 Financial Statements

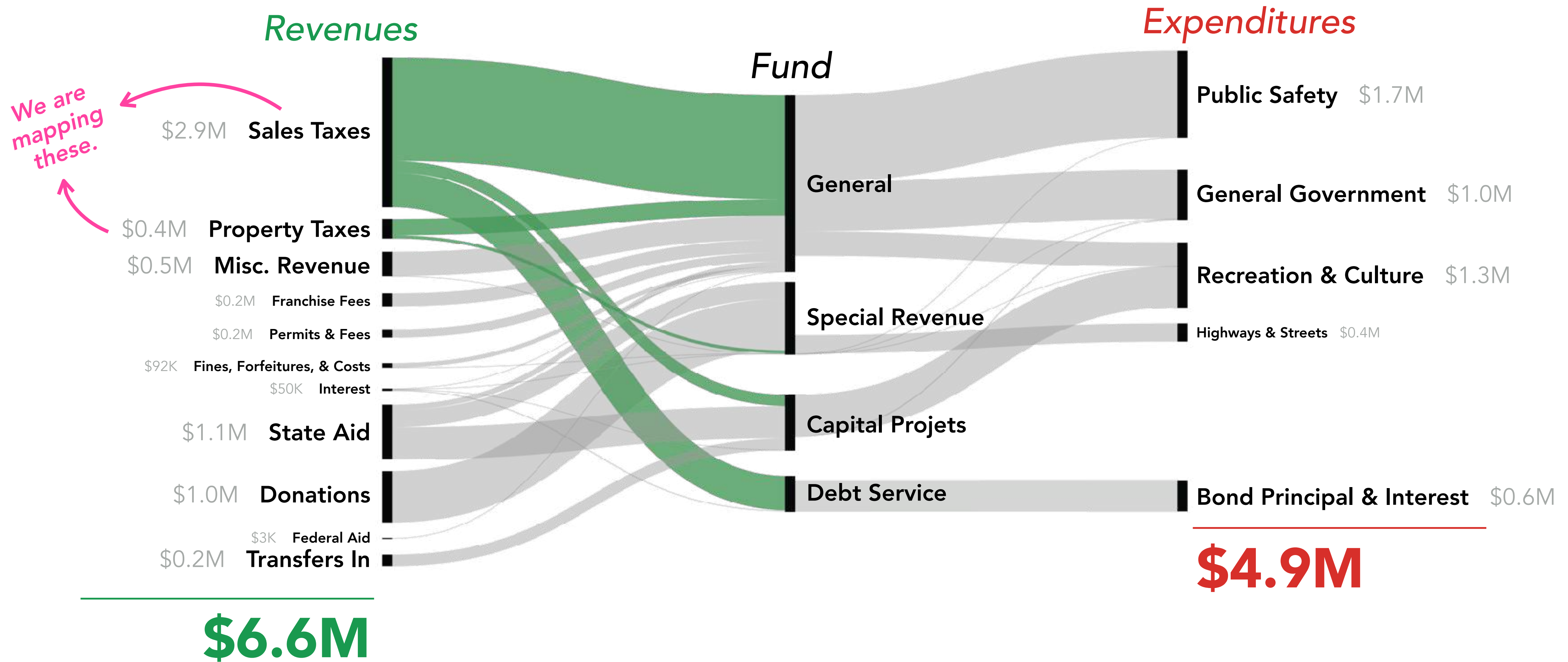








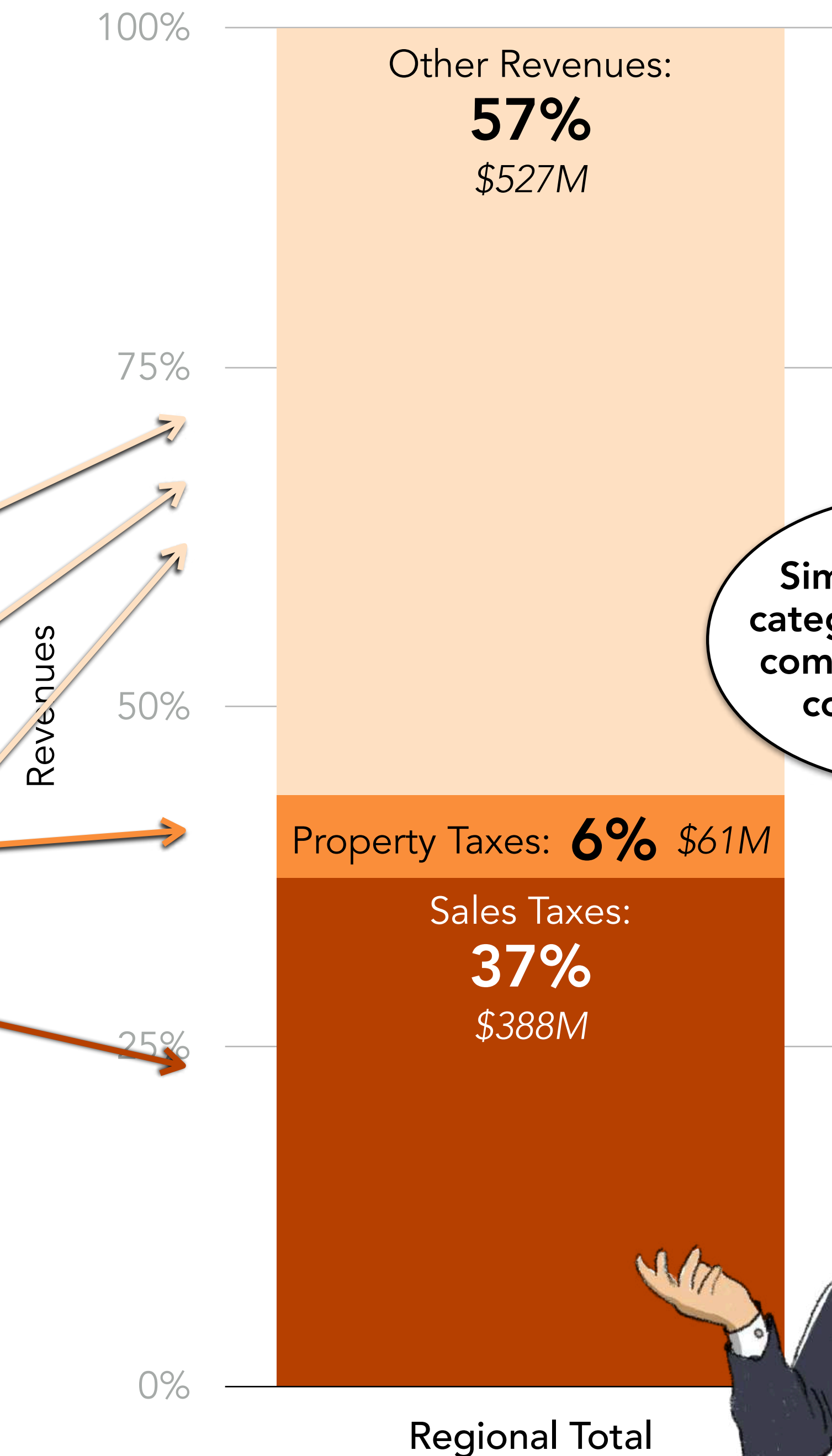
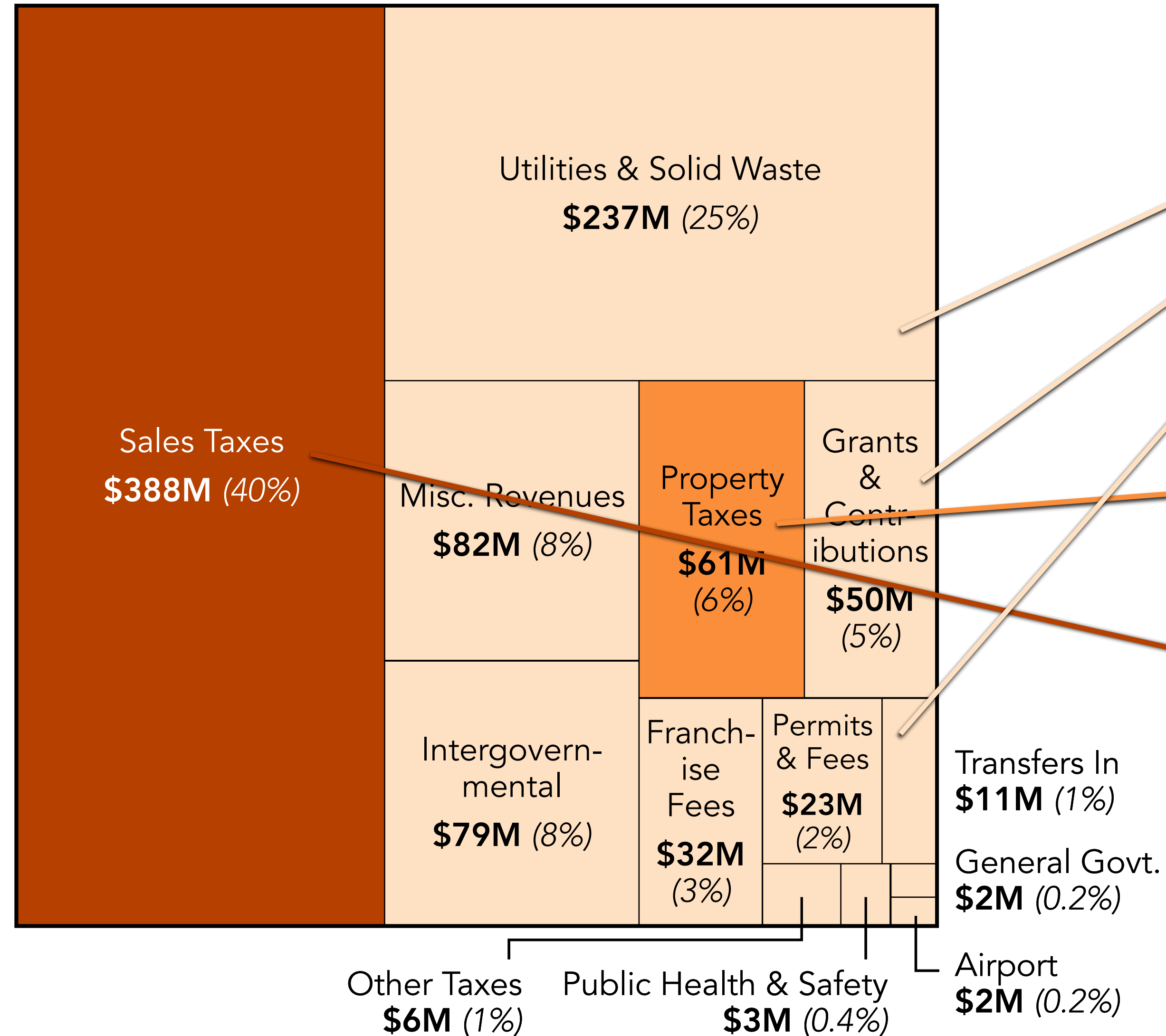




Revenues Sources by Type

Northwest AR

Revenues: **\$975.8M**



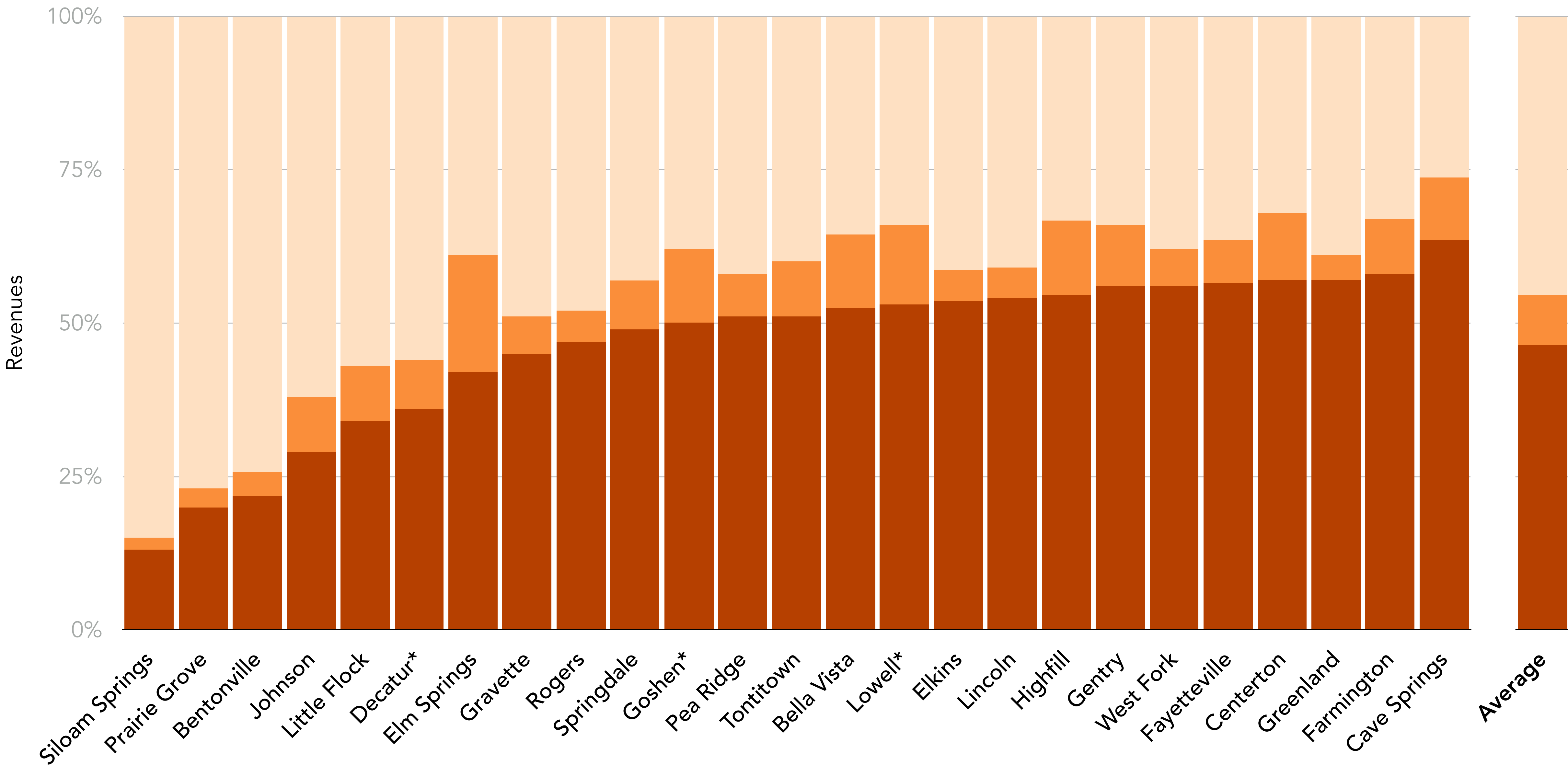
Simplifying to 3 categories helps us compare different communities!



Revenues Sources by Type

Northwest AR

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

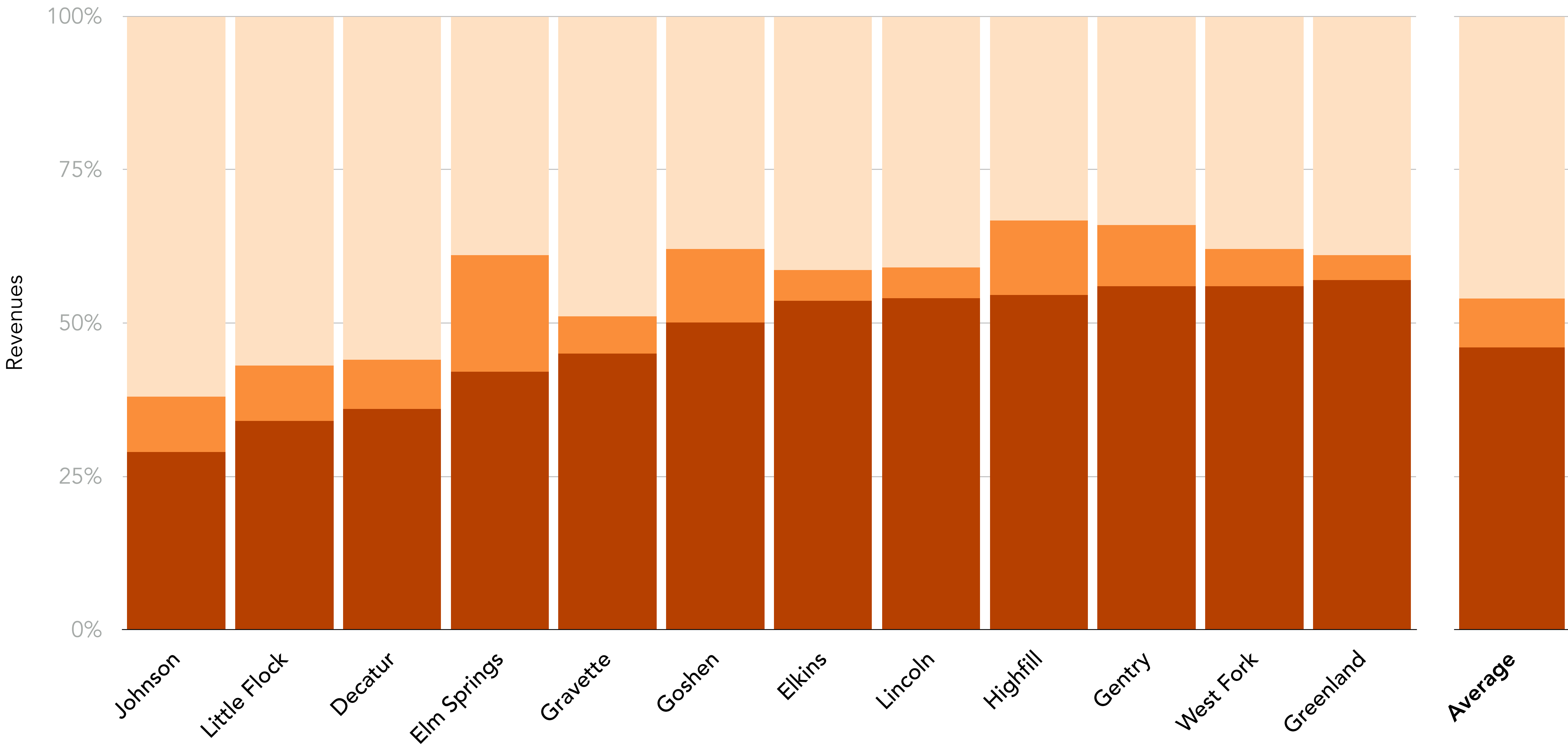


*FY2022 Reports were used when FY2023 was unavailable

Revenues Sources by Type

Small Communities in Northwest AR

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



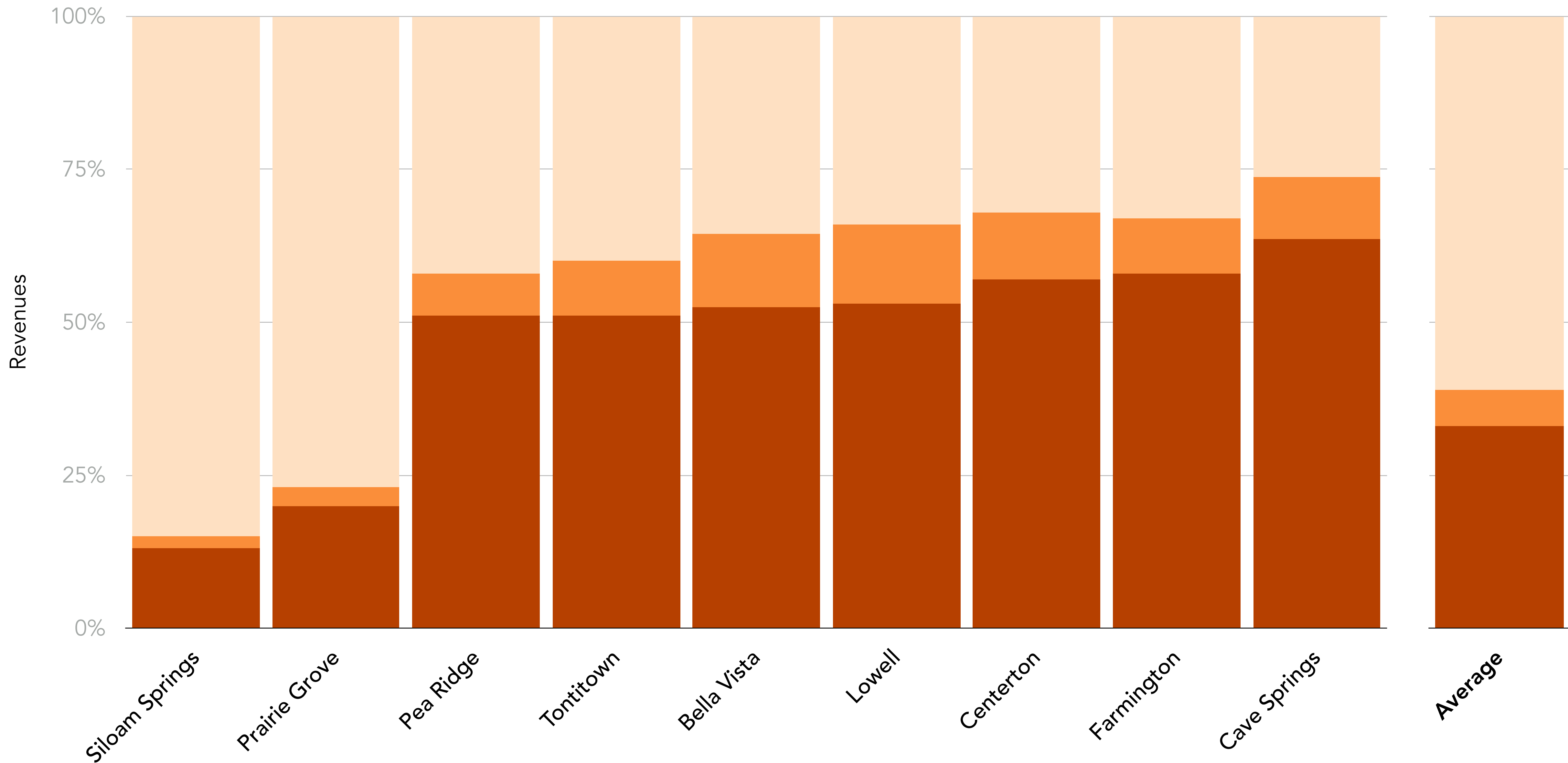
*FY2022 Reports were used when FY2023 was unavailable

Source: Arkansas Legislative Audit Reports (2022 & 2023)

Revenues Sources by Type

Medium Communities in Northwest AR

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

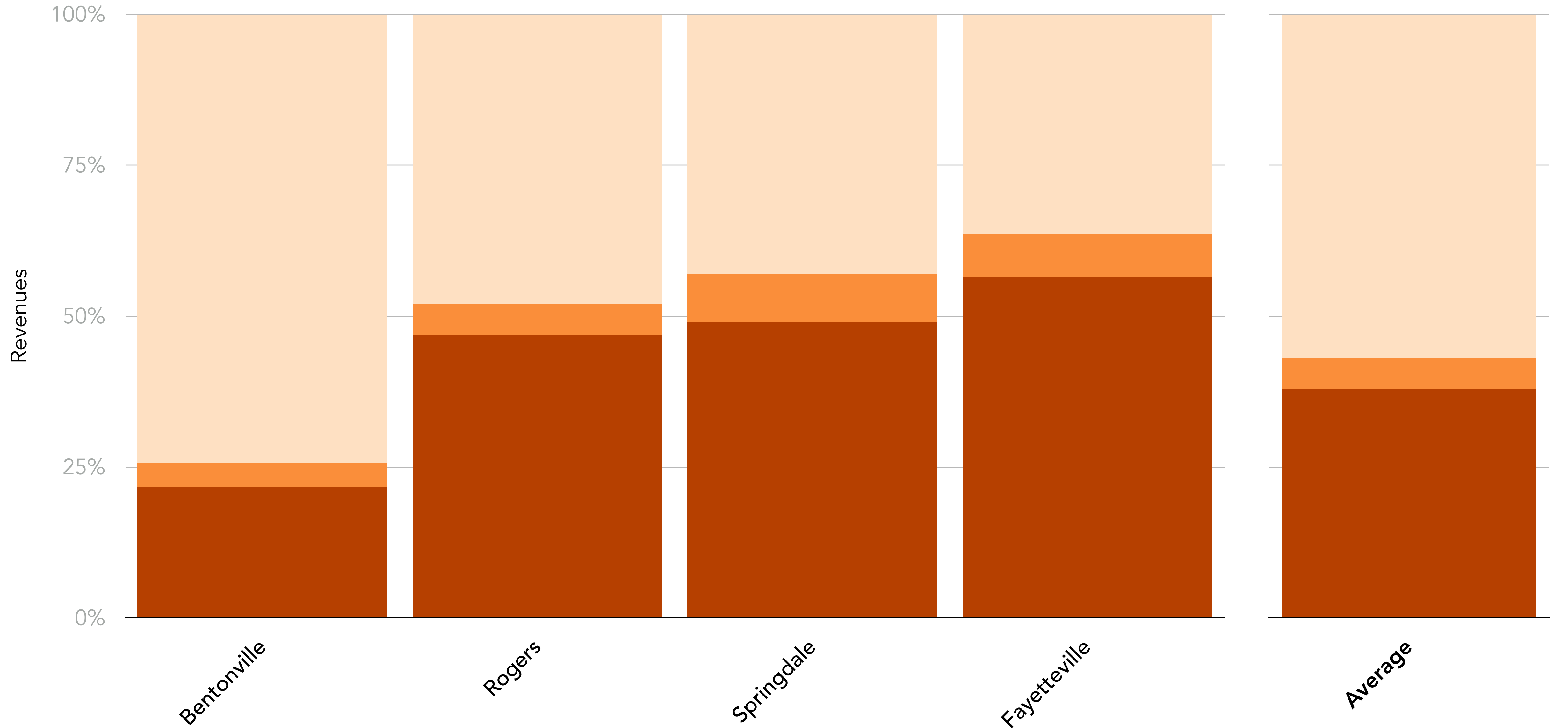


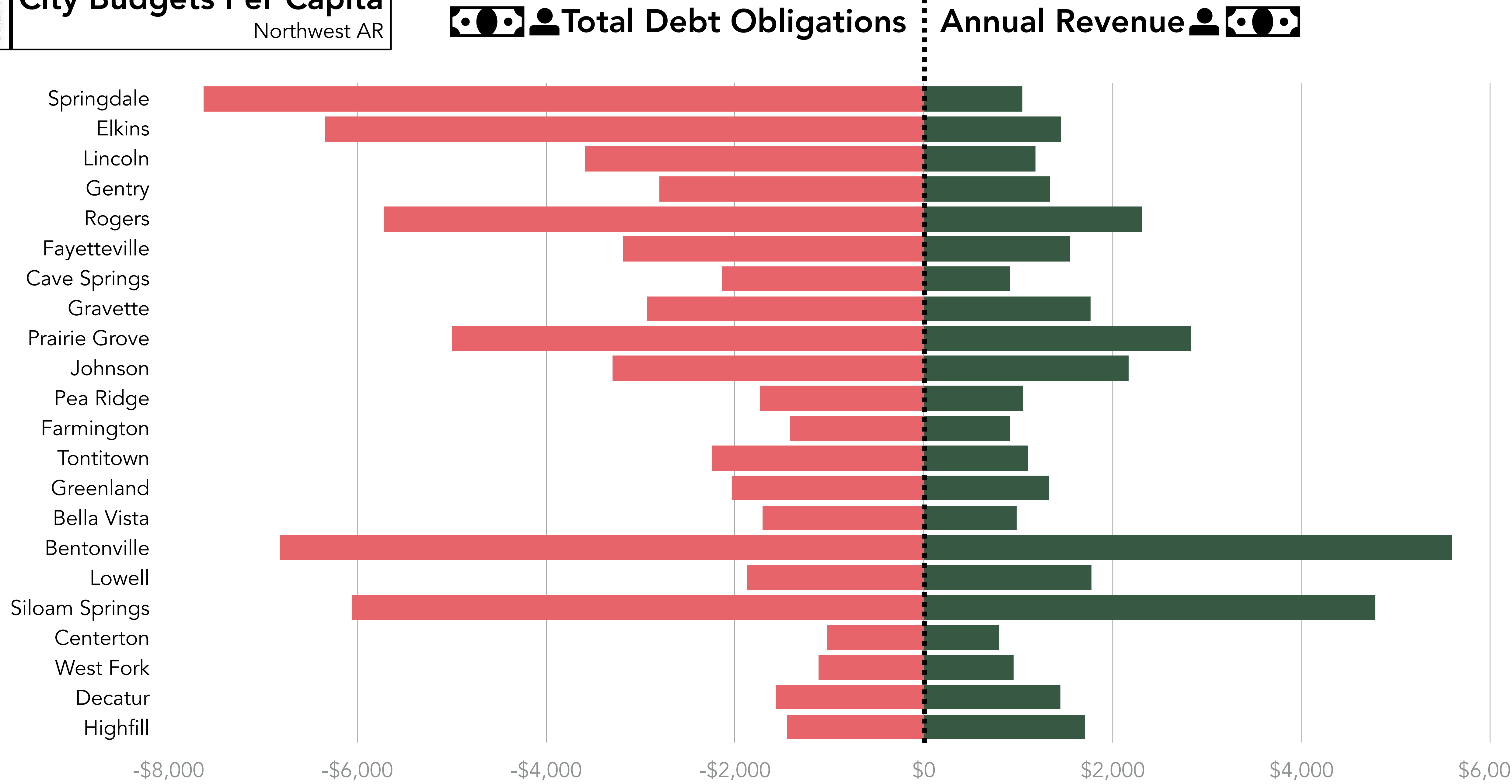
*FY2022 Reports were used when FY2023 was unavailable

Revenues Sources by Type

Large Communities in Northwest AR

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



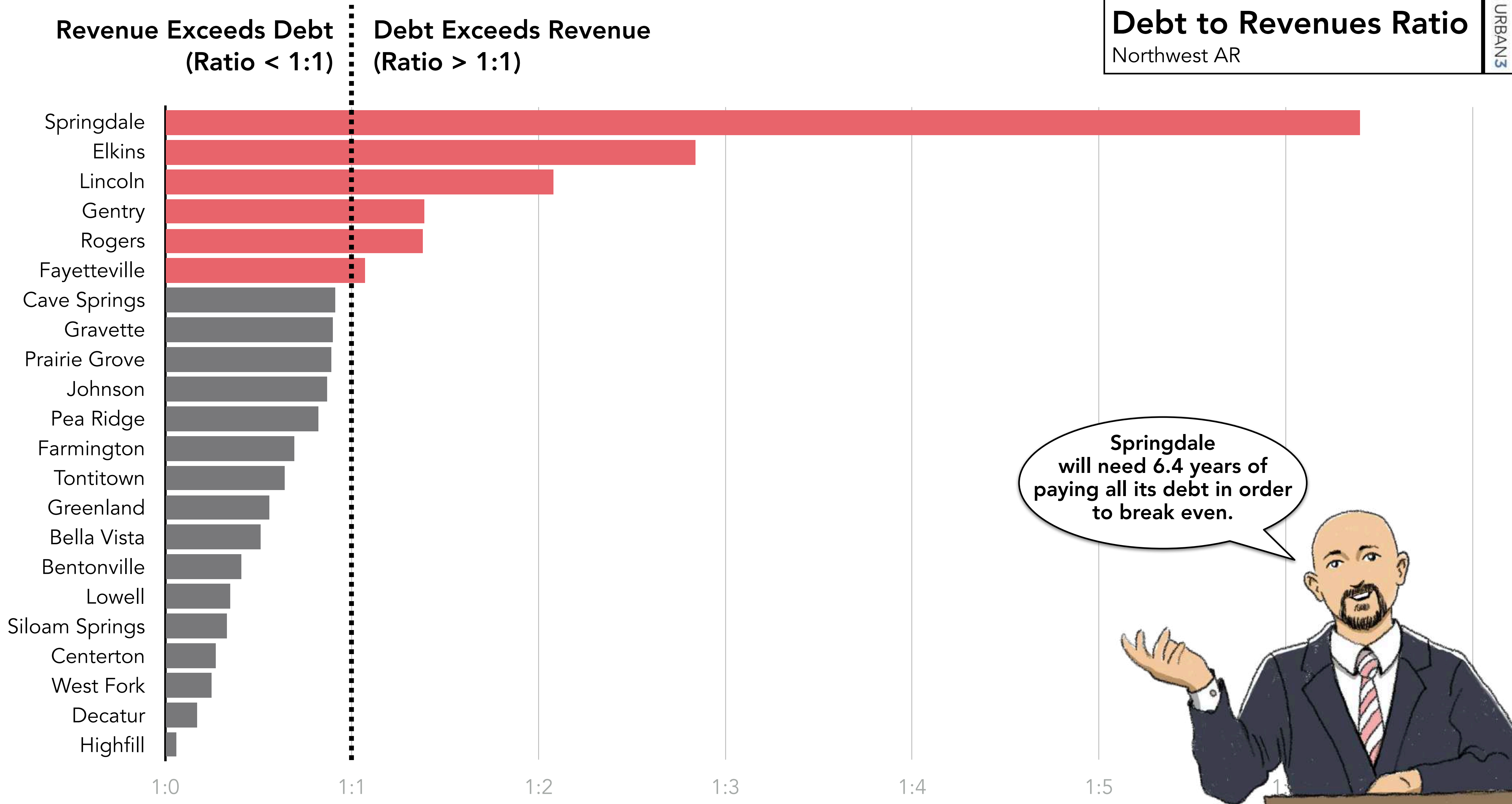


Note: Does not include cities of Avoca, Garfield, Gateway, Springtown, Sulphur Springs, or Winslow. | Cities of Lowell, Decatur, and Goshen reflect FY 2022 values. | Source: arklegaudit.gov 2022-2023 Financial Statements

Debt to Revenues Ratio

Northwest AR

URBAN3



Note: Does not include cities of Avoca, Garfield, Gateway, Springtown, Sulphur Springs, or Winslow. | Cities of Lowell, Decatur, and Goshen reflect FY 2022 values. | Source: arklegaudit.gov 2022-2023 Financial Statements

Just because you make six figures...

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



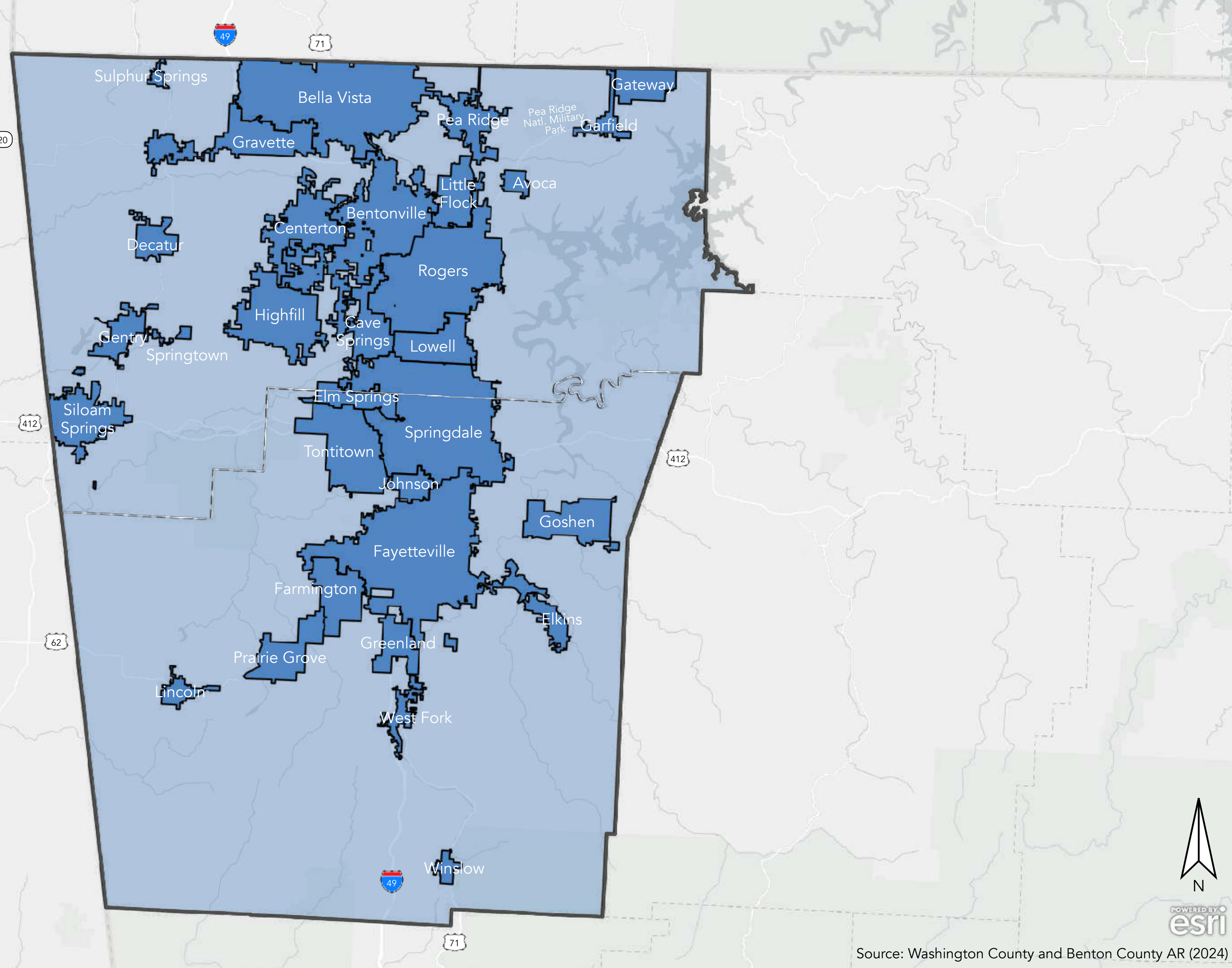


Case Study: Economic MRI®

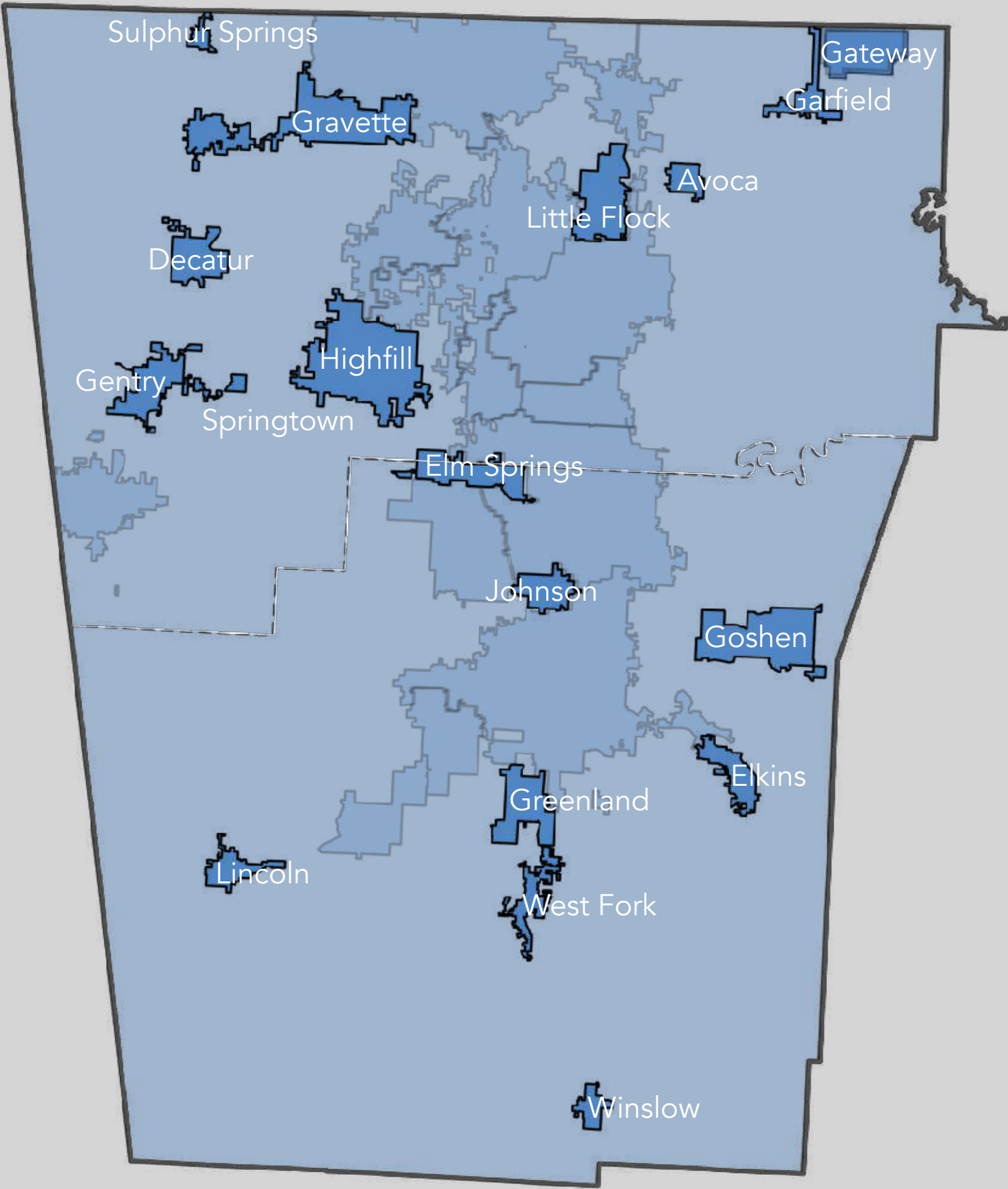
Northwest Arkansas

Regional Geography

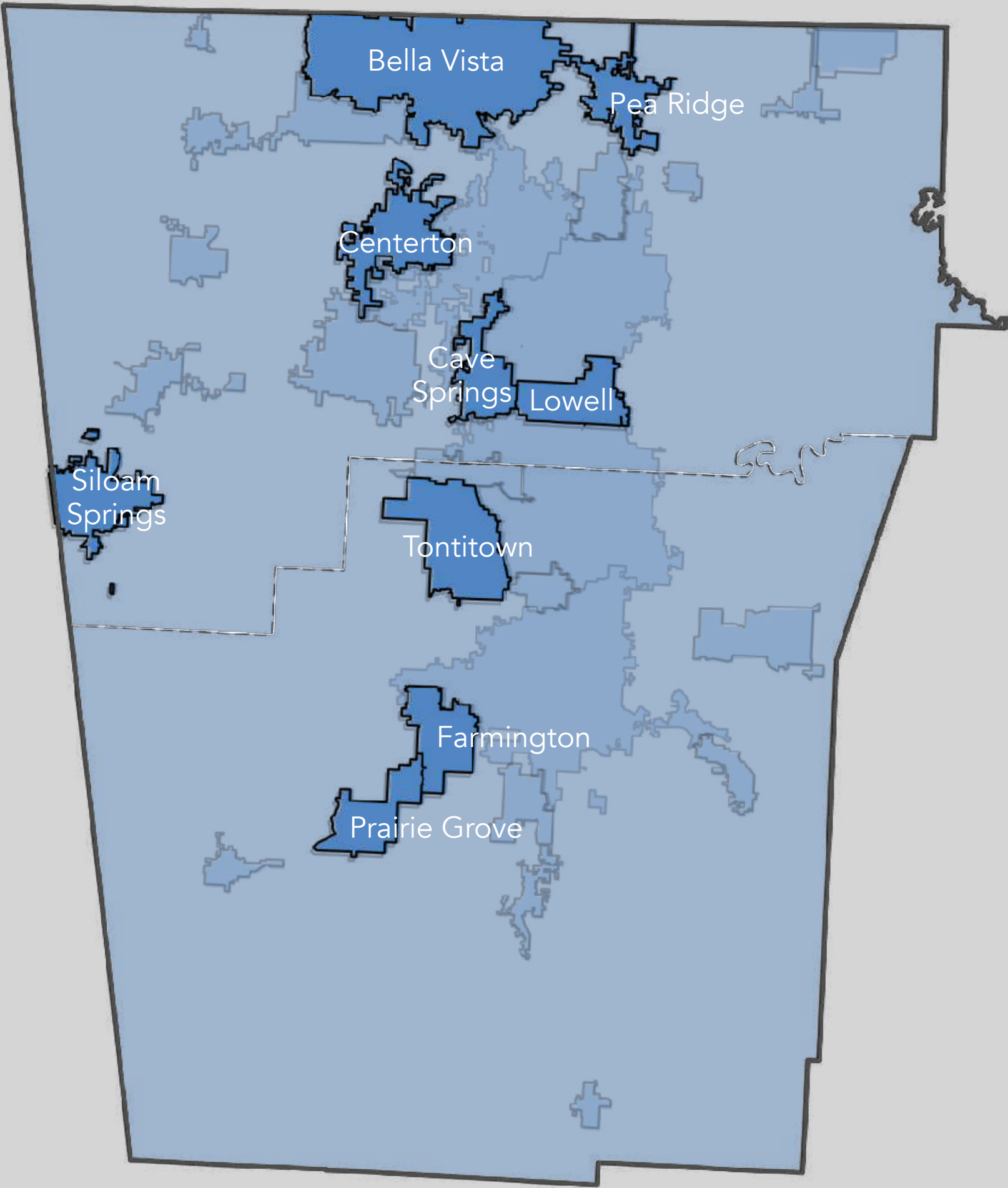
Northwest AR



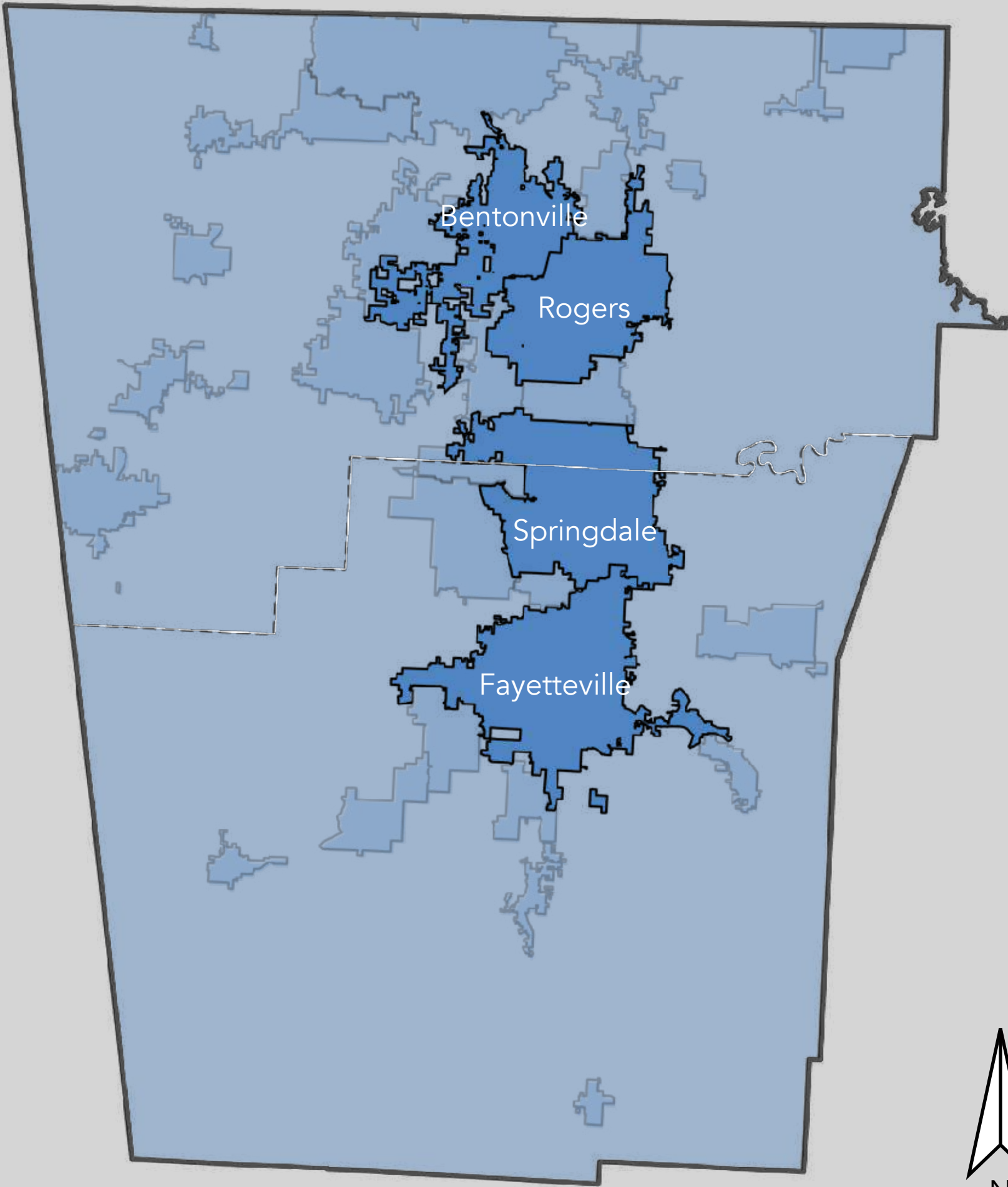
Small Communities



Medium Communities



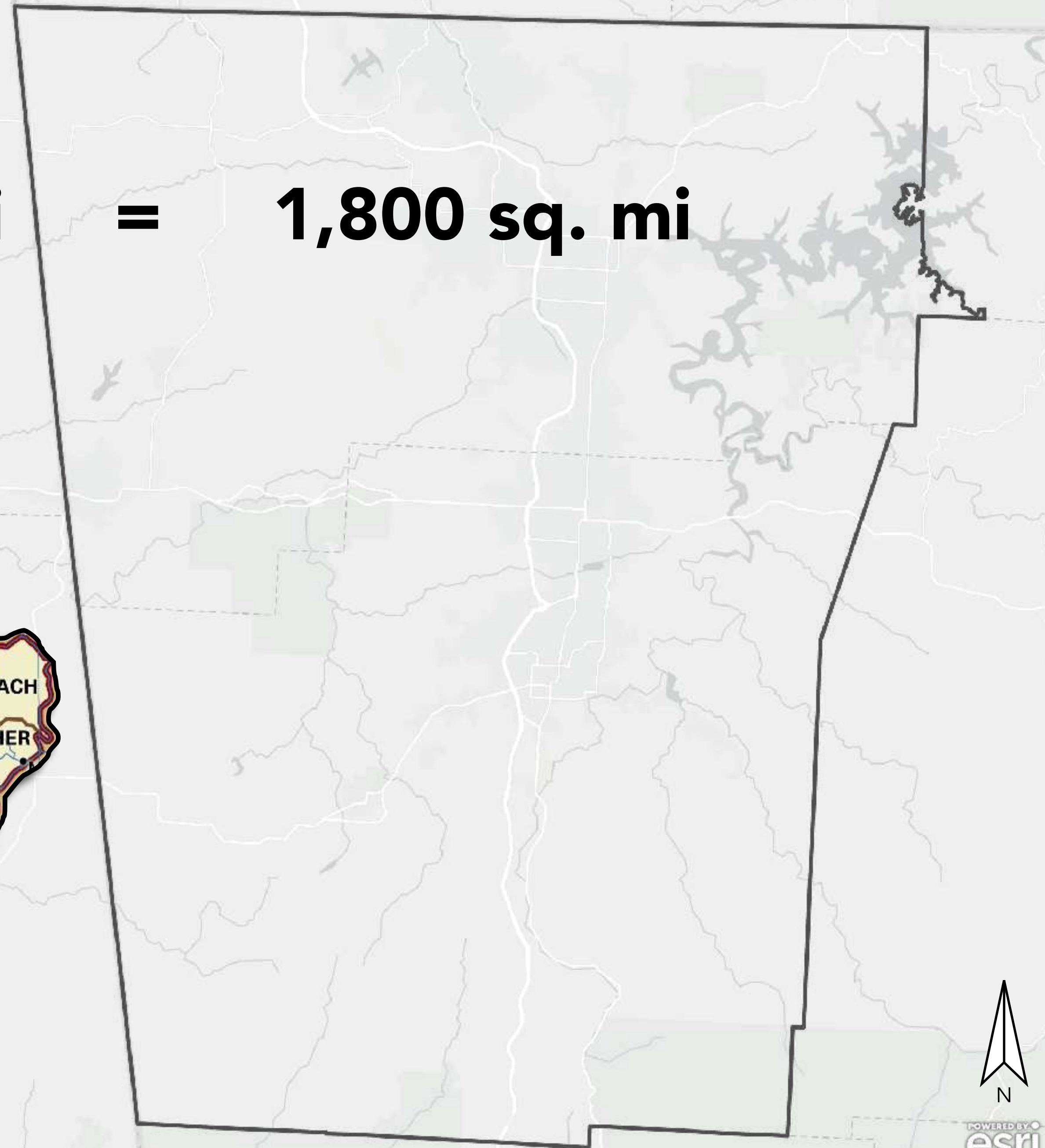
Large Communities



Assessed Value Per Acre

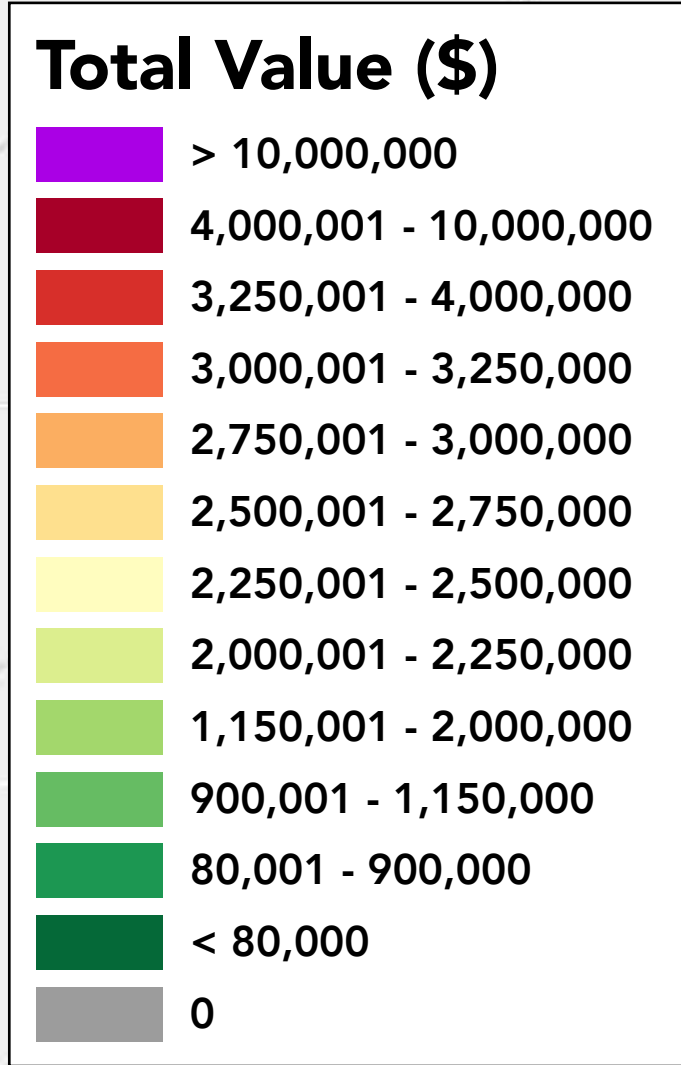
Northwest AR

$$1,000 \text{ sq. mi} + 800 \text{ sq. mi} = 1,800 \text{ sq. mi}$$



Total Assessed Value

Northwest AR



Walmart Redistribution Center

Blessings
Golf Club

Bentonville

Fayetteville

Pea Ridge
Natl. Military
Park

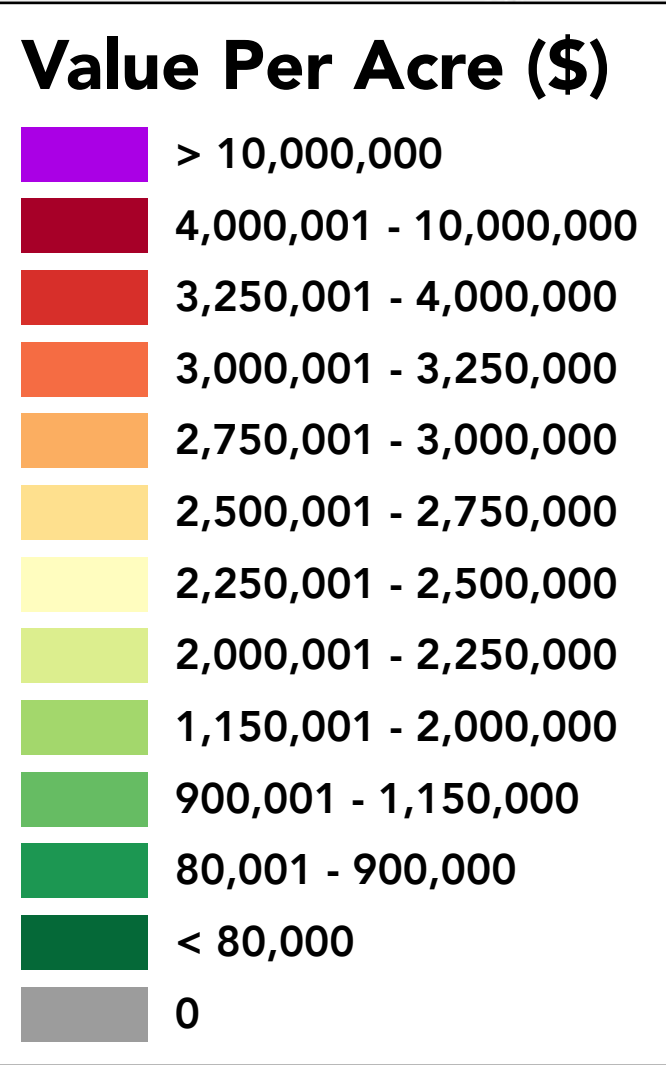
Hobbs
State Park

Twin
Mountains

Devil's
Den
State Park

Assessed Value Per Acre

Northwest AR

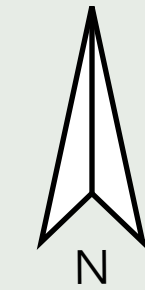
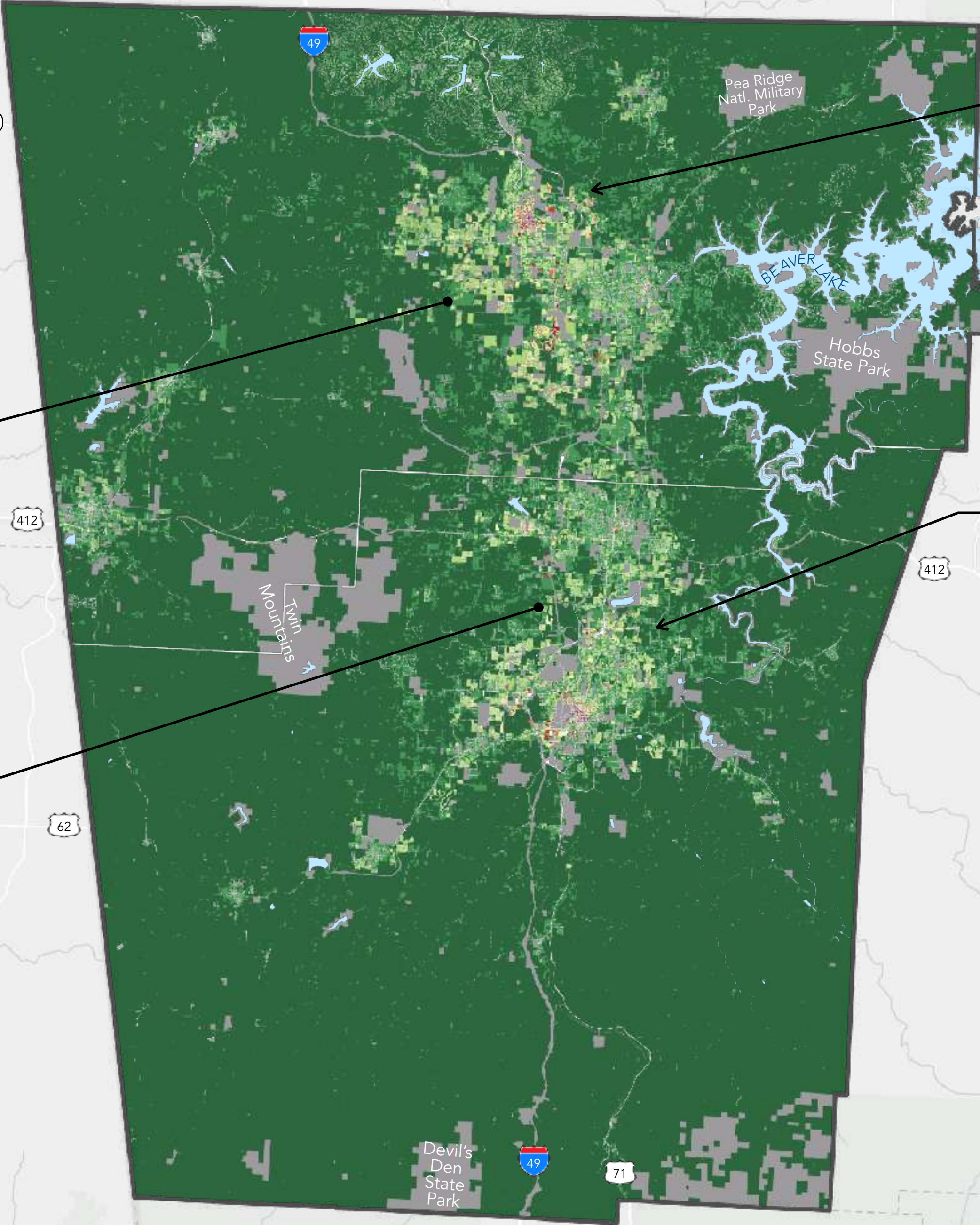


Walmart Redistribution Center

Blessings
Golf Club

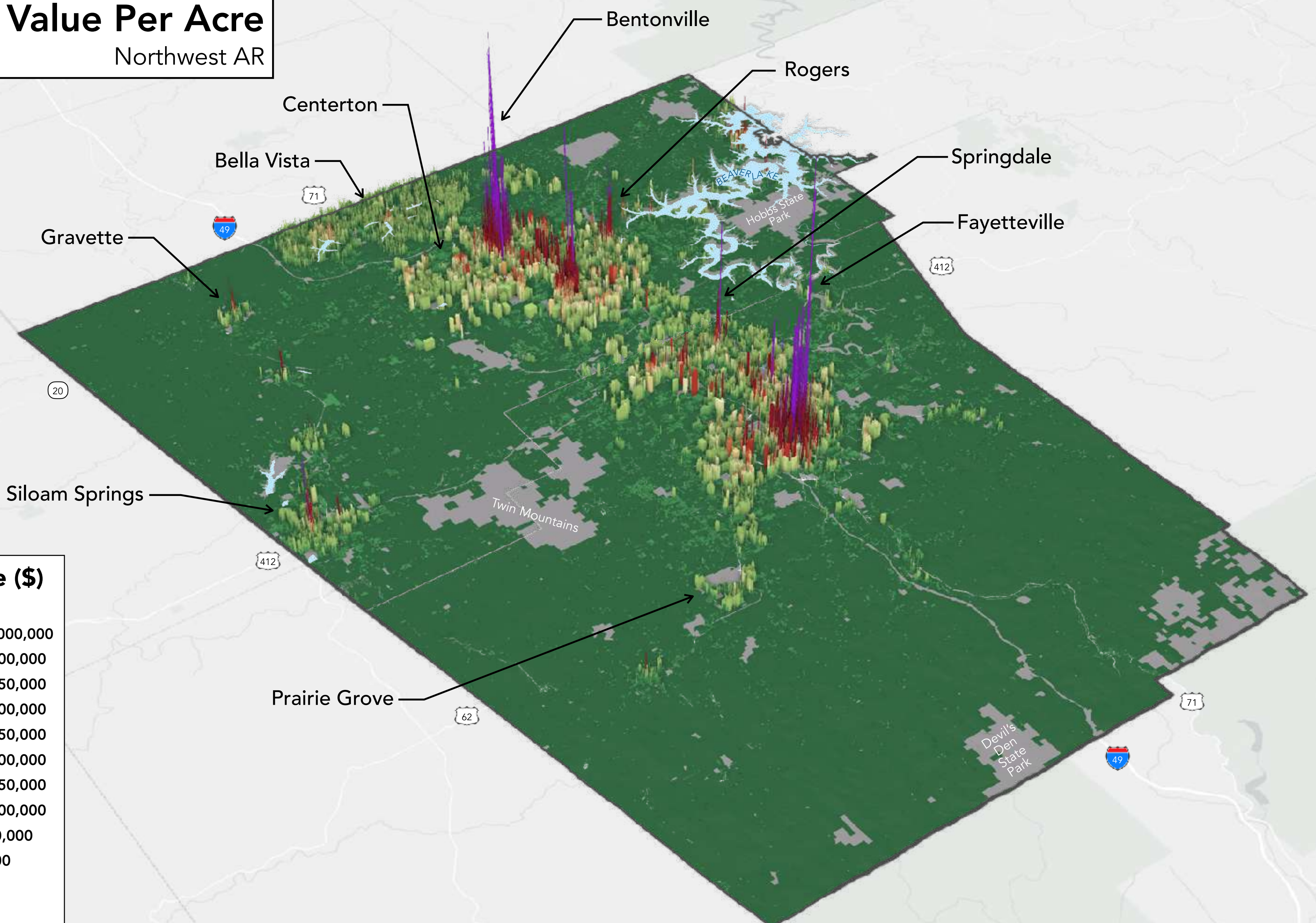
Bentonville

Fayetteville



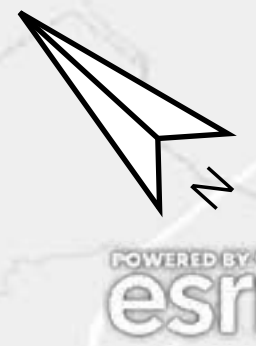
Assessed Value Per Acre

Northwest AR



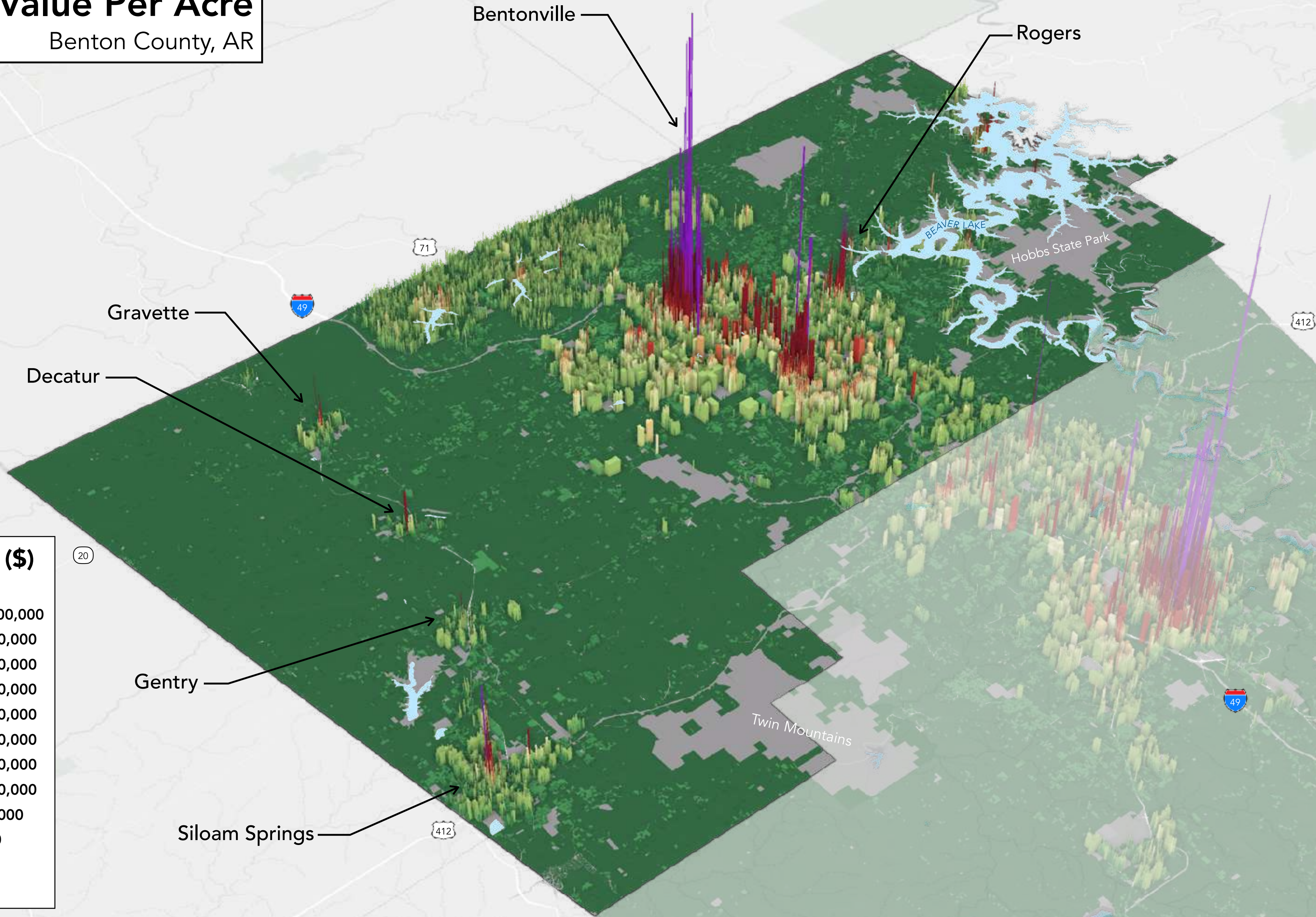
Value Per Acre (\$)

	> 10,000,000
	4,000,001 - 10,000,000
	3,250,001 - 4,000,000
	3,000,001 - 3,250,000
	2,750,001 - 3,000,000
	2,500,001 - 2,750,000
	2,250,001 - 2,500,000
	2,000,001 - 2,250,000
	1,150,001 - 2,000,000
	900,001 - 1,150,000
	80,001 - 900,000
	< 80,000
	0



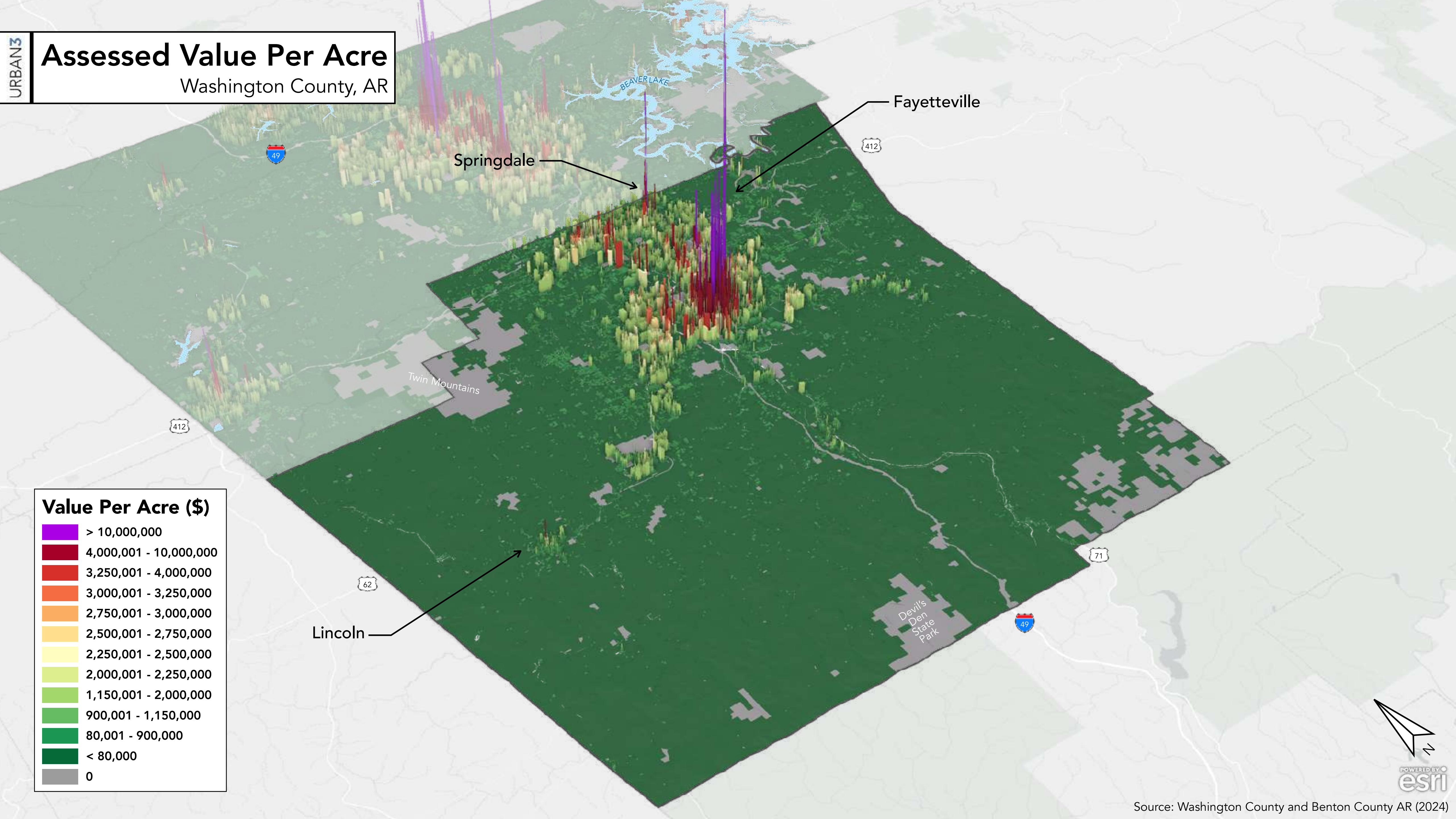
Assessed Value Per Acre

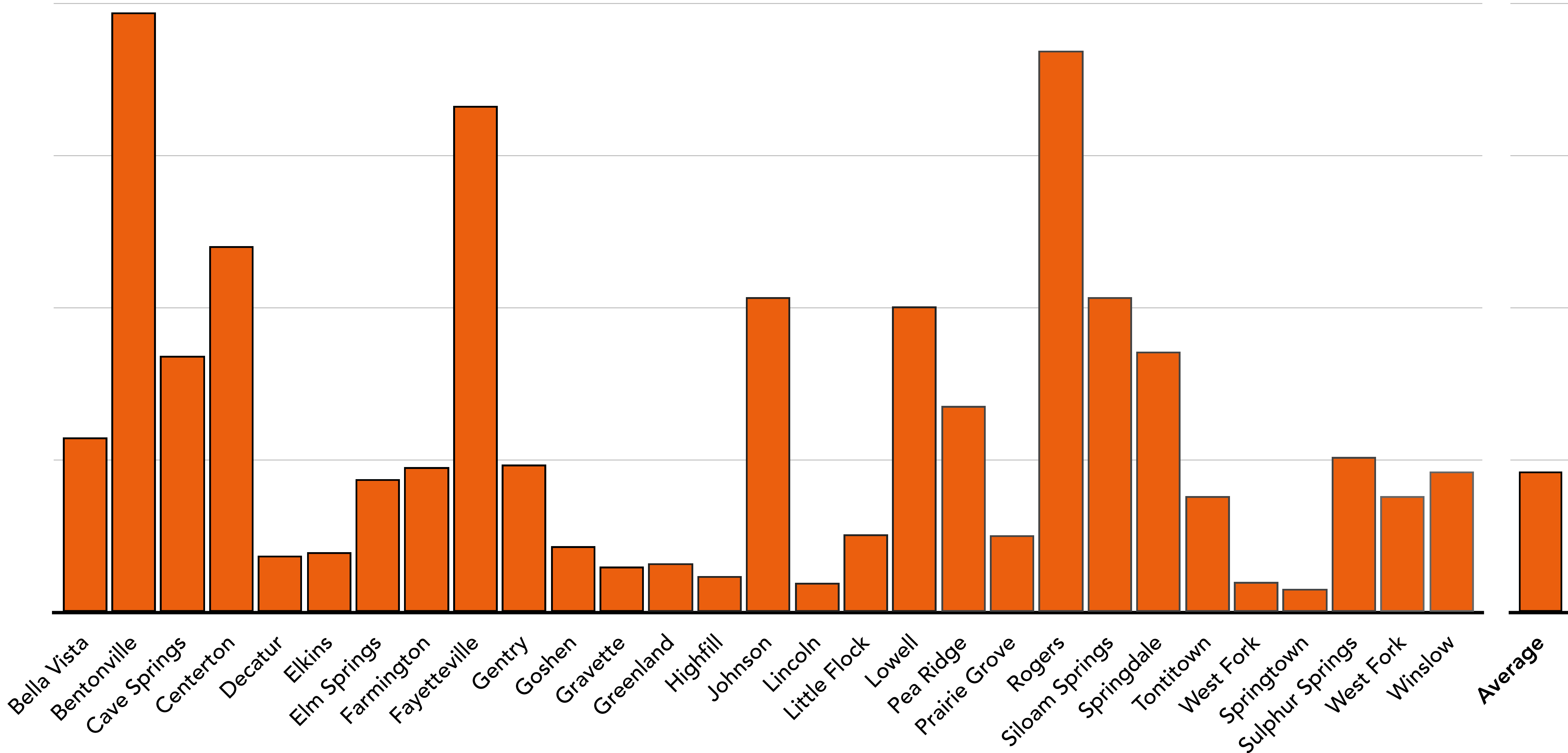
Benton County, AR

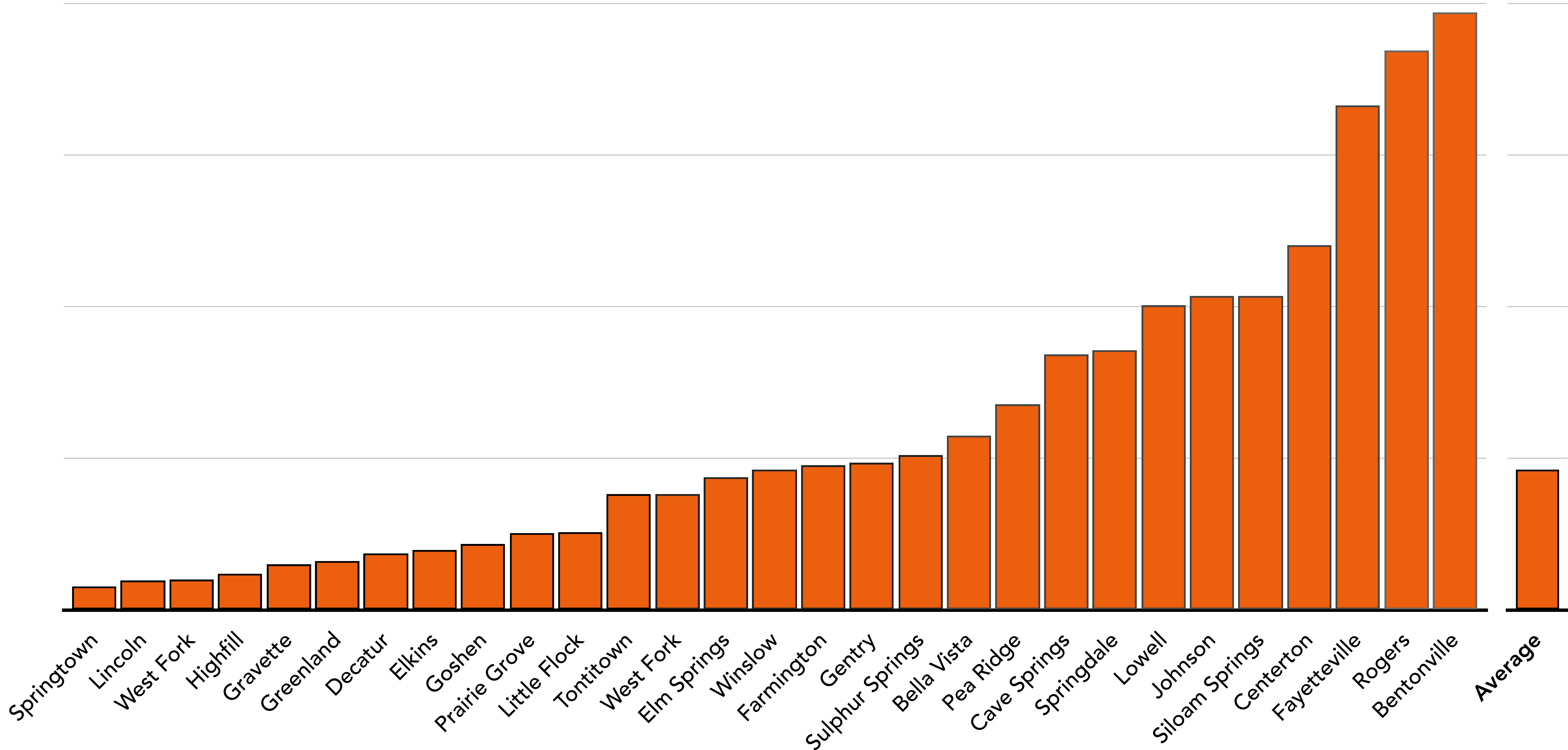


Value Per Acre (\$)

	> 10,000,000
	4,000,001 - 10,000,000
	3,250,001 - 4,000,000
	3,000,001 - 3,250,000
	2,750,001 - 3,000,000
	2,500,001 - 2,750,000
	2,250,001 - 2,500,000
	2,000,001 - 2,250,000
	1,150,001 - 2,000,000
	900,001 - 1,150,000
	80,001 - 900,000
	< 80,000
	0







City of
Bentonville

Northwest Arkansas
(Benton + Washington Counties)

Total
Value



÷



= 0.140

8.2

Taxable
Acres



÷



= 0.017

1

Productivity Ratio Math

Bentonville & Northwest AR

- Region
- Bentonville

Total
Value



= 0.140

8.2

Taxable
Acres



= 0.017

1

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

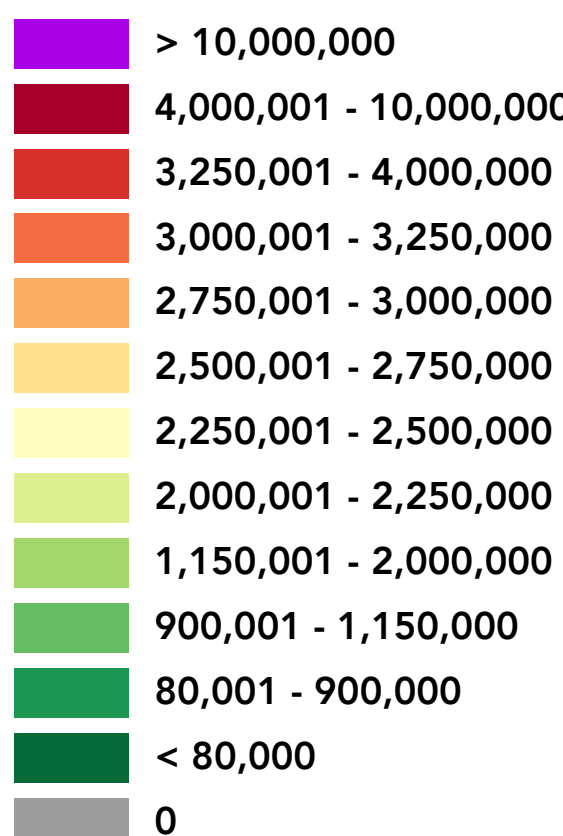
...but it paid for 14% of the pizza!



Productivity

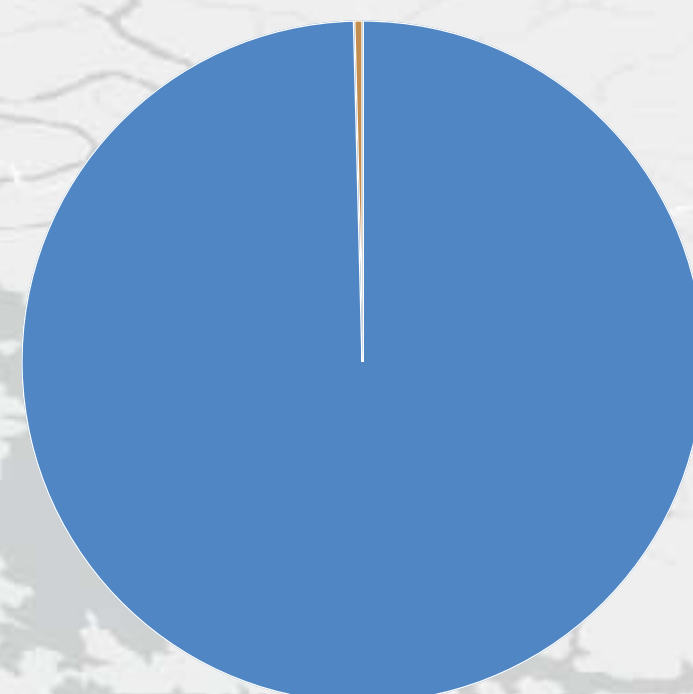
Downtown Bentonville vs. City of Bentonville, AR

Value Per Acre (\$)

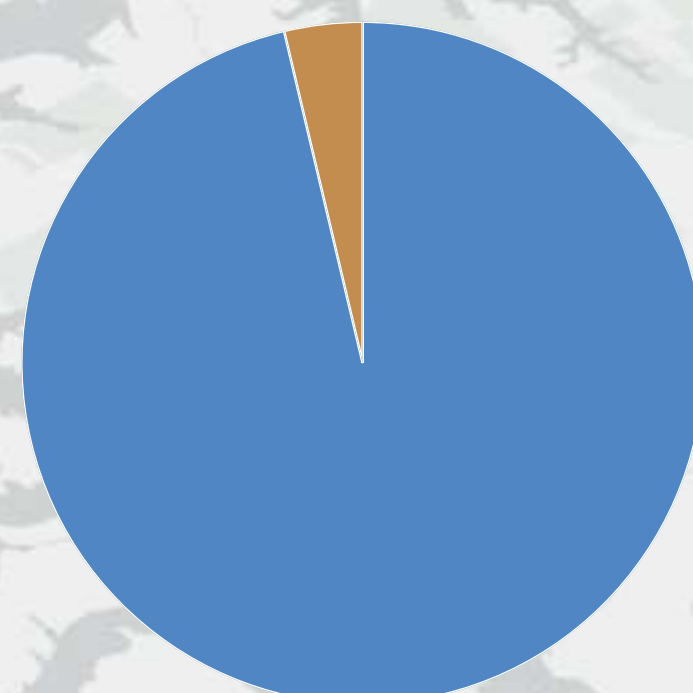


Downtown Bentonville

Taxable Acres



Total Value



City Downtown

8.7x

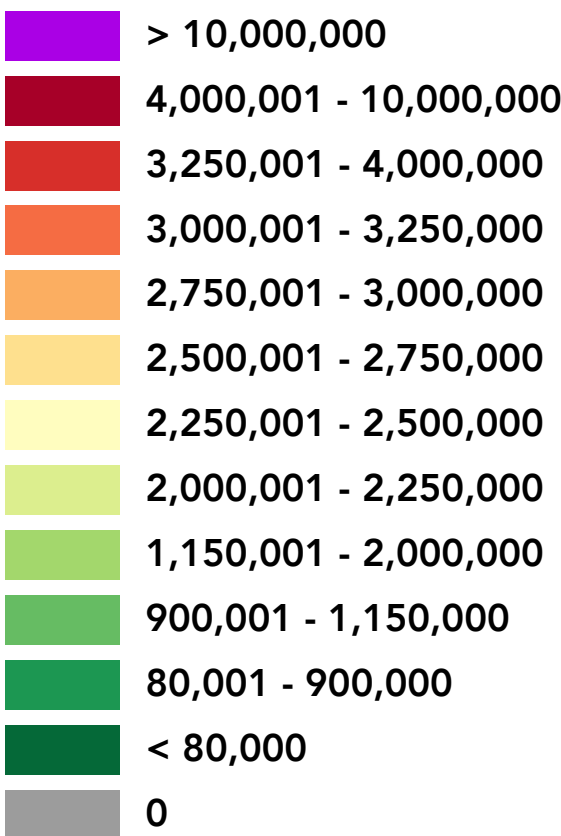
Downtown Bentonville's taxable value is **8.7 times greater** than the amount of City area it takes up.



Productivity

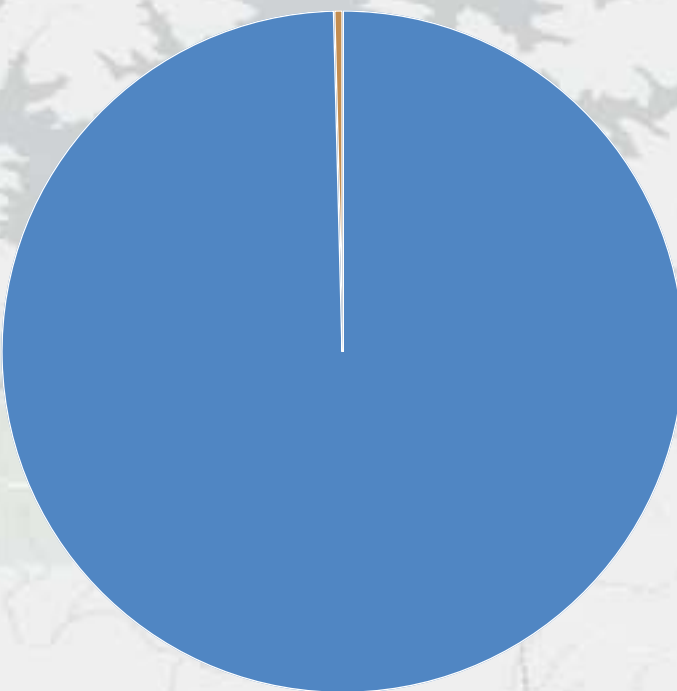
Downtown Fayetteville vs. City of Fayetteville, AR

Value Per Acre (\$)

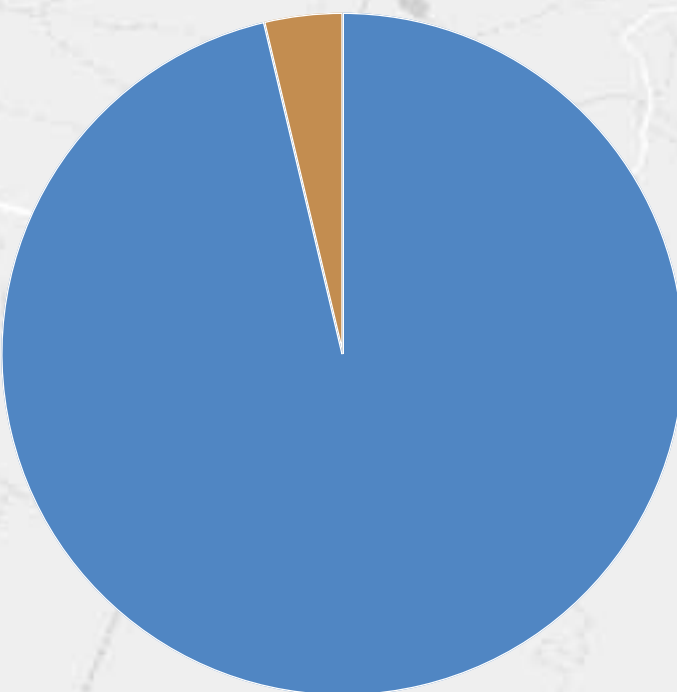


Downtown Fayetteville

Taxable Acres



Total Value



City Downtown

6.4x

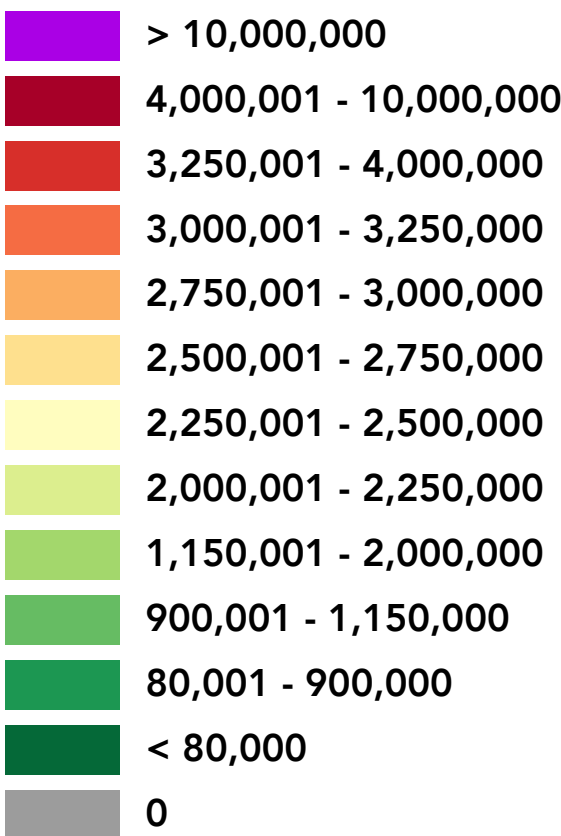
Downtown Fayetteville's taxable value is **6.4 times greater** than the amount of City area it takes up.



Productivity

Downtown Siloam Springs vs. City of Siloam Springs, AR

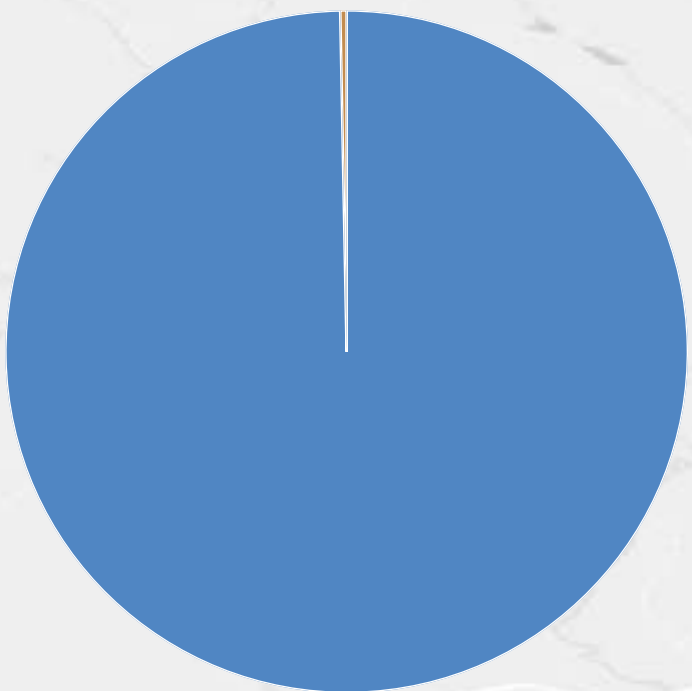
Value Per Acre (\$)



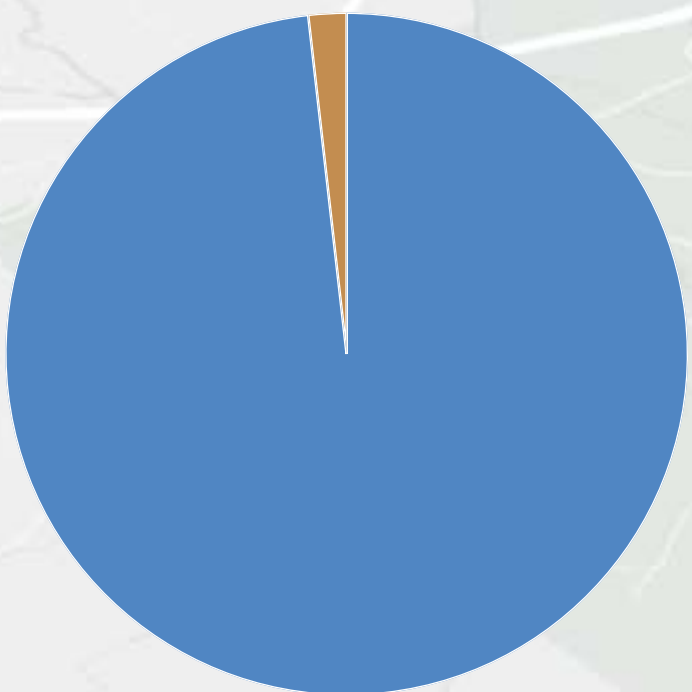
Downtown Siloam Springs

LAKE FLINT CREEK

Taxable Acres



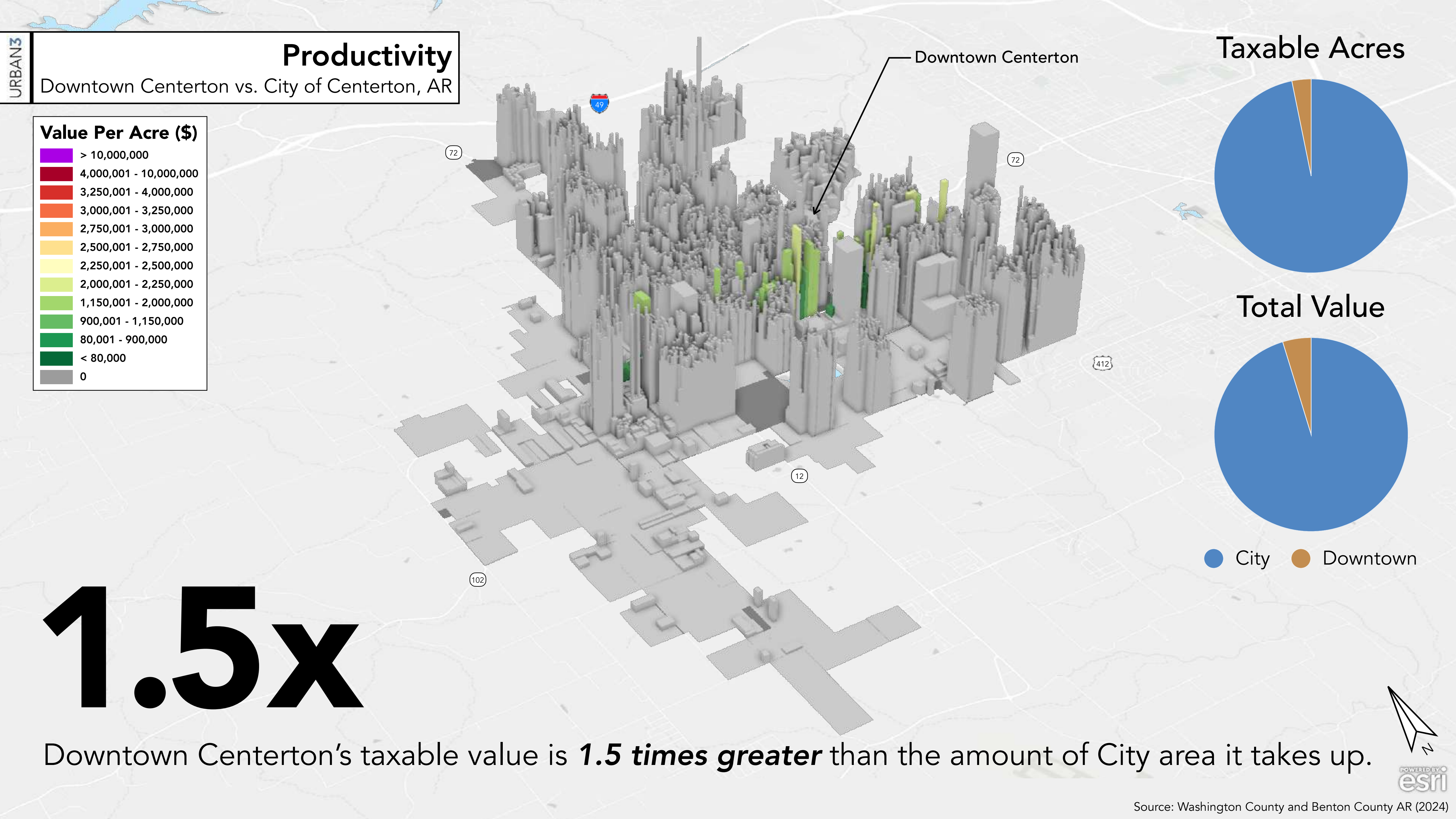
Total Value

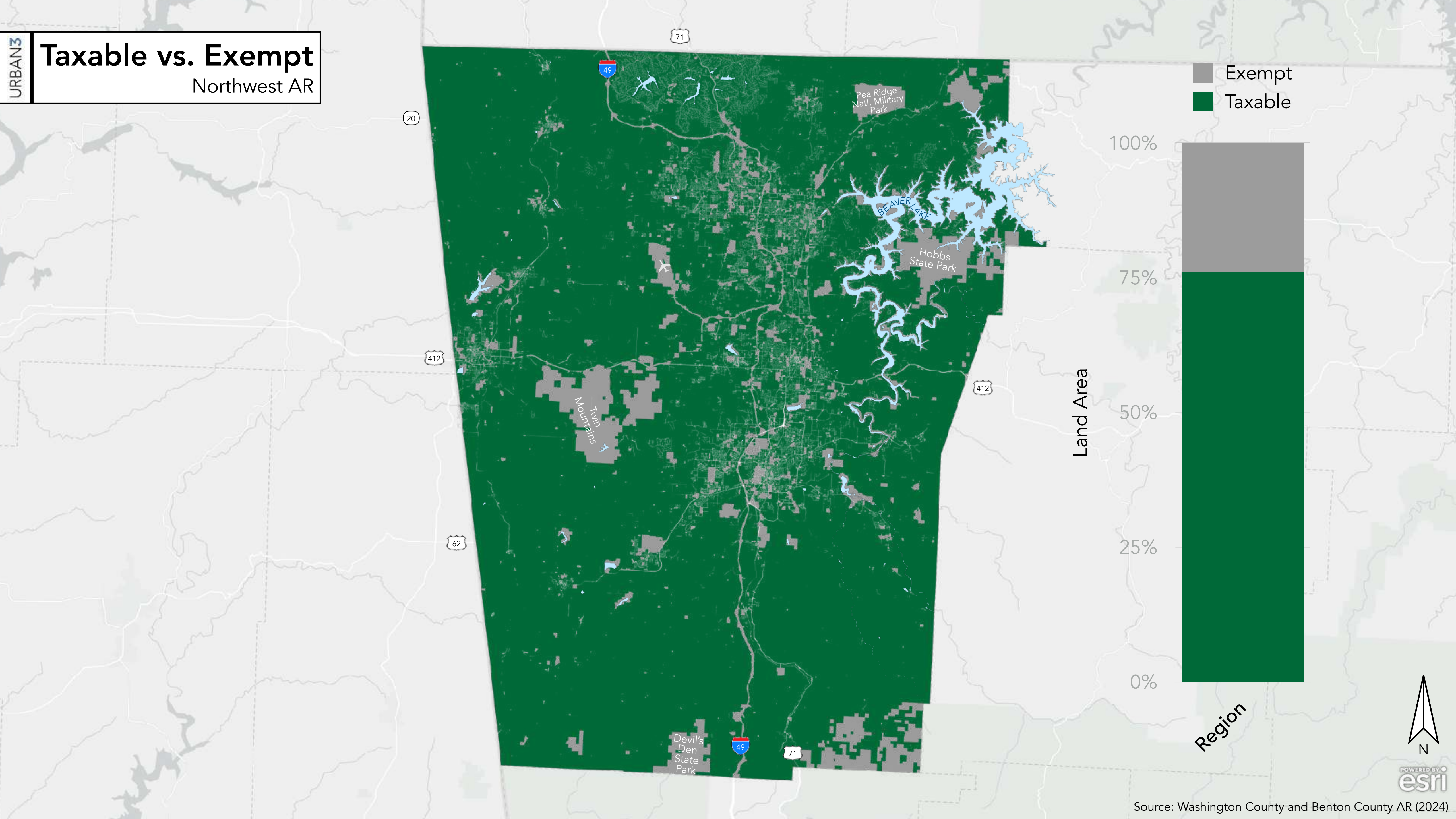


City Downtown

5.8x

Downtown Siloam Springs' taxable value is **5.8 times greater** than the amount of City area it takes up.





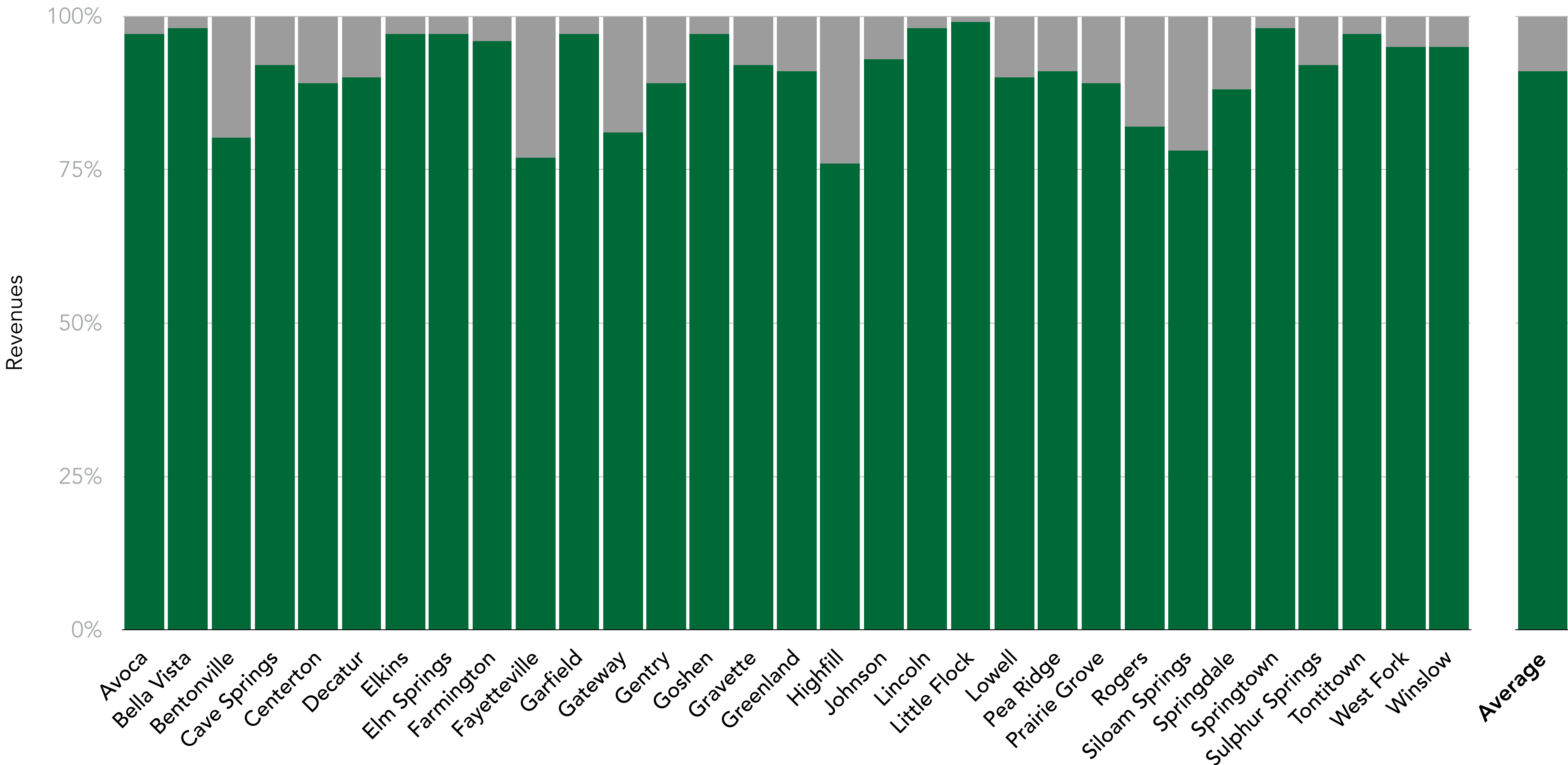
URBAN3

Taxable vs. Exempt

Northwest AR

Exempt

Taxable



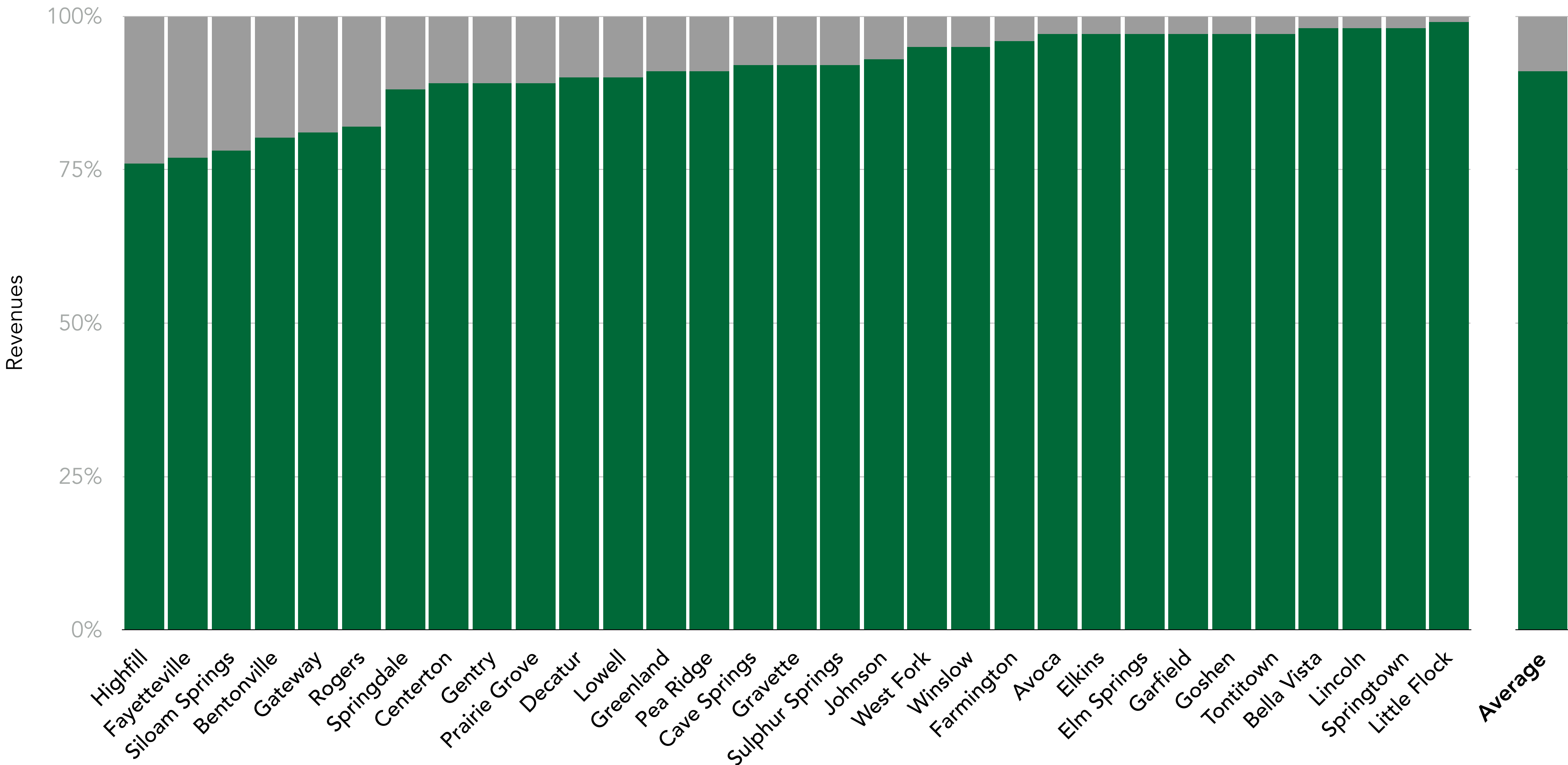
URBAN3

Taxable vs. Exempt

Northwest AR

Exempt

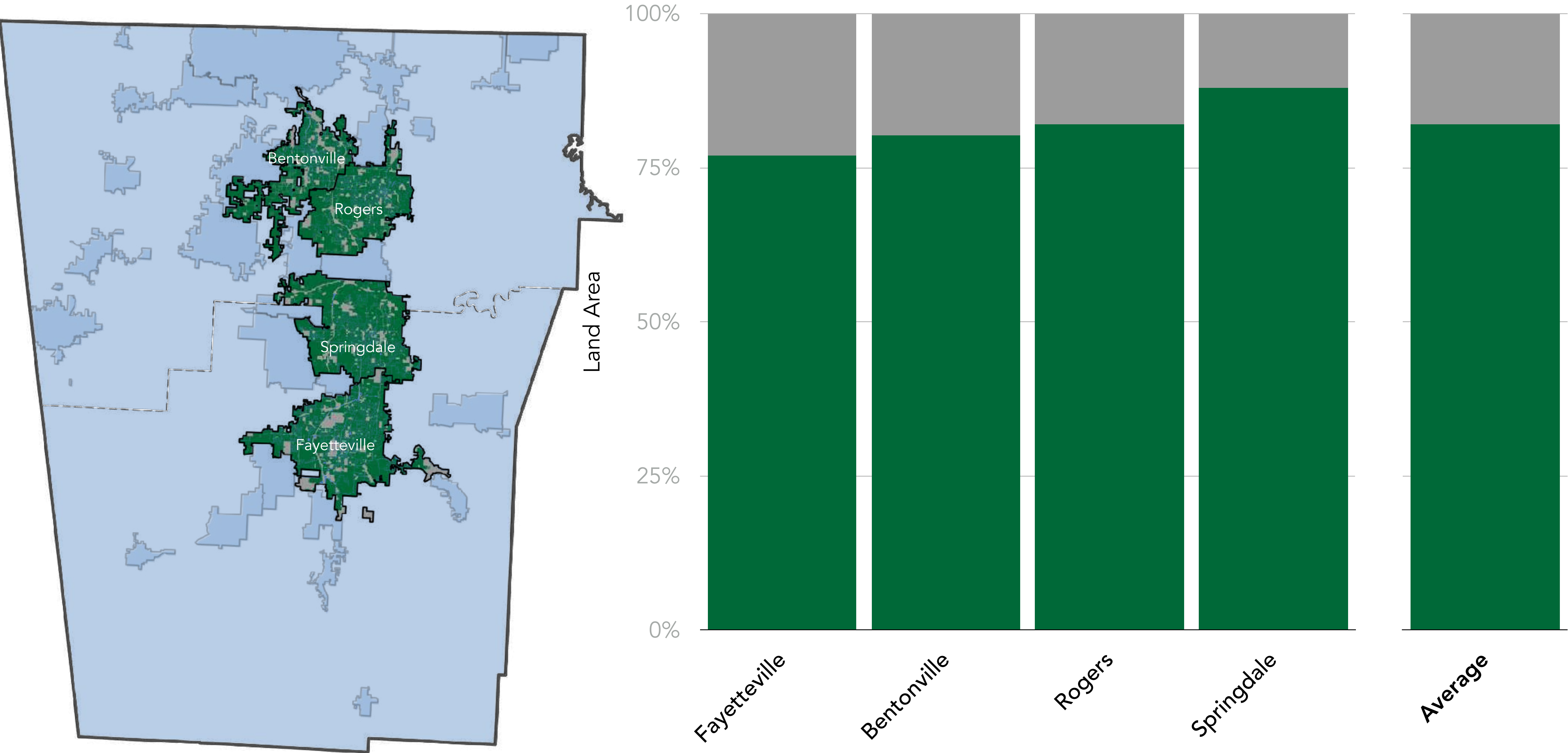
Taxable



Taxable vs. Exempt: Large Communities

Cities vs. Region of Northwest AR

Exempt
Taxable

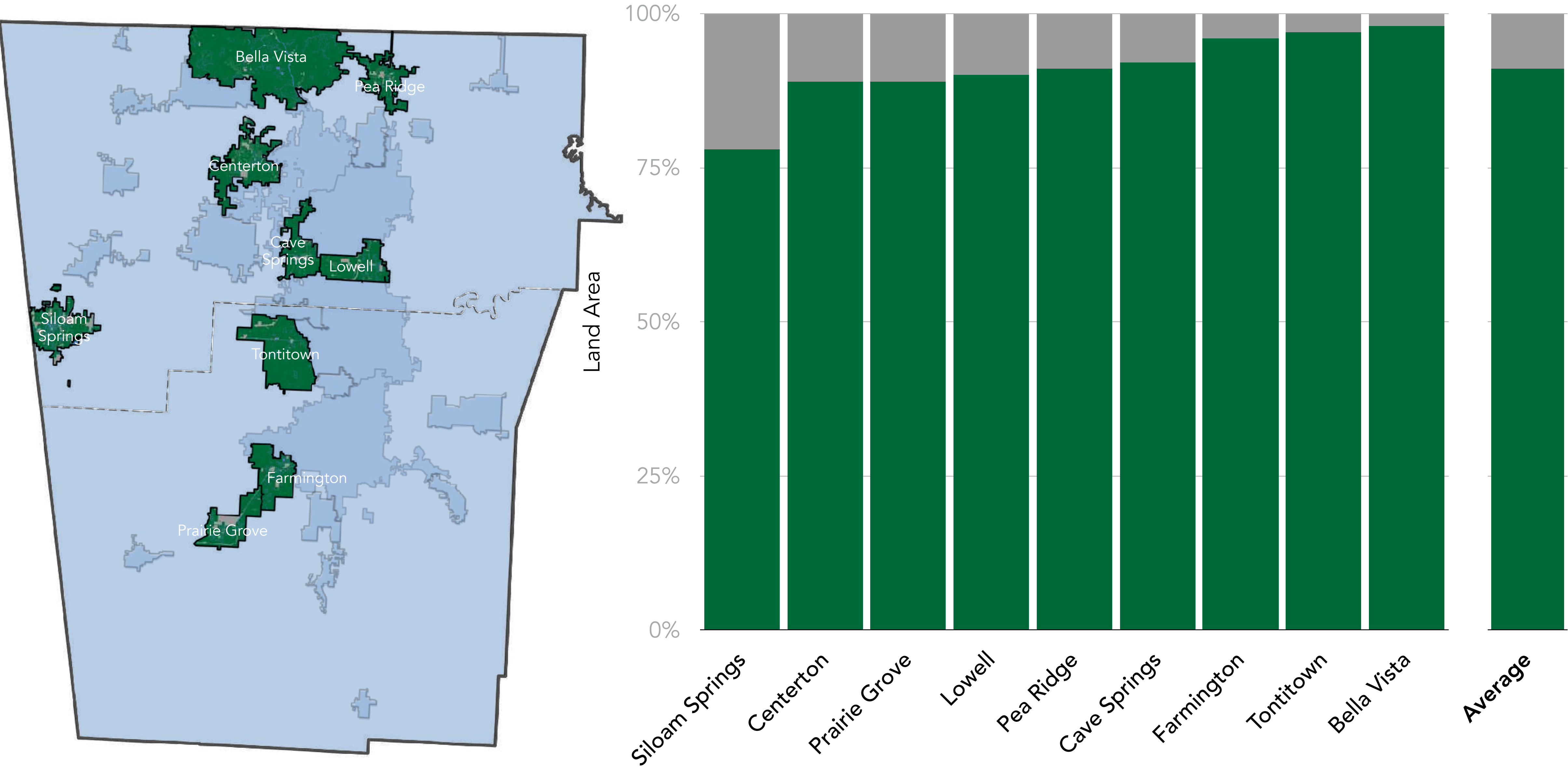


Taxable vs. Exempt: Medium Communities

Cities vs. Region of Northwest AR

Exempt

Taxable

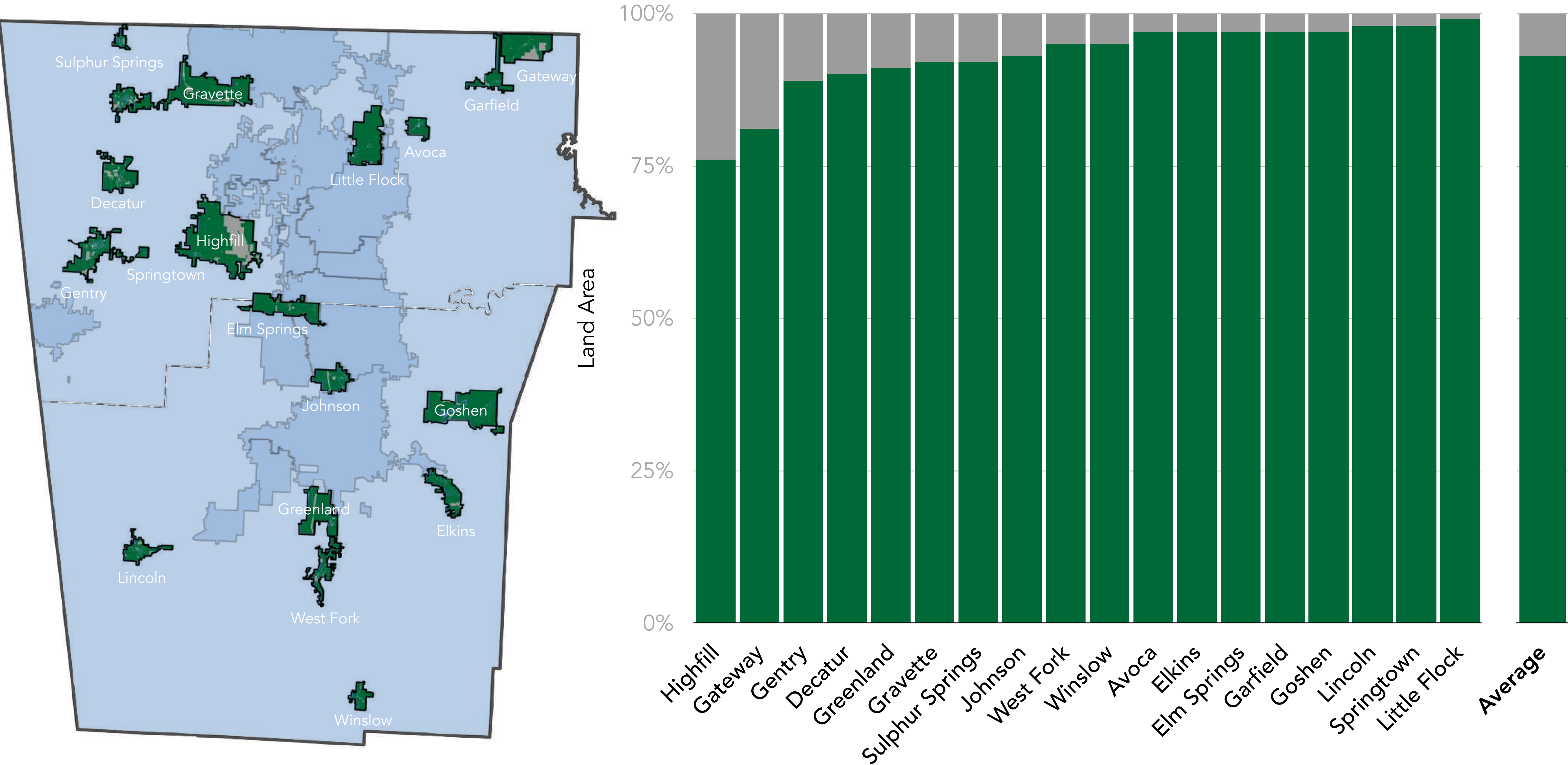


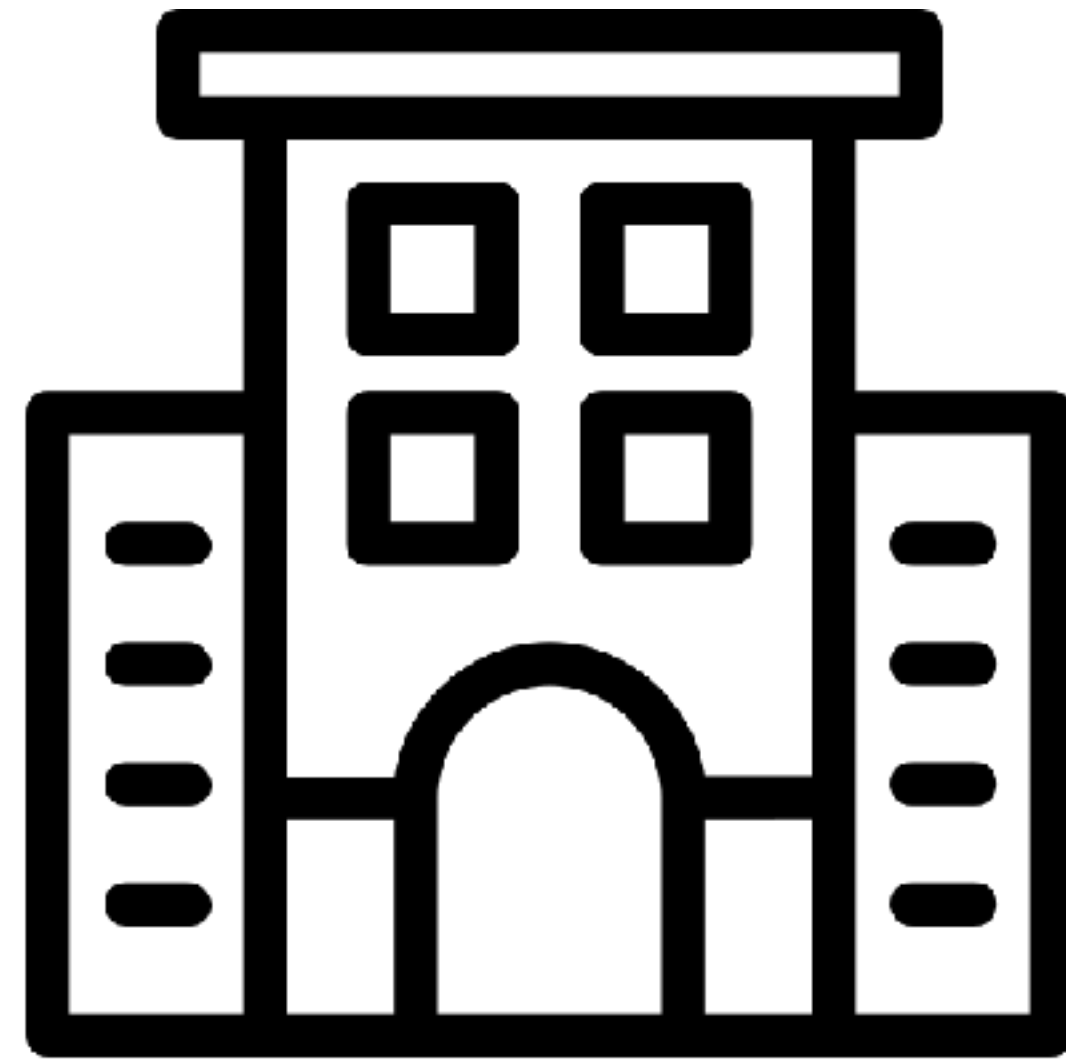
Taxable vs. Exempt: Small Communities

Cities vs. Region of Northwest AR

Exempt

Taxable

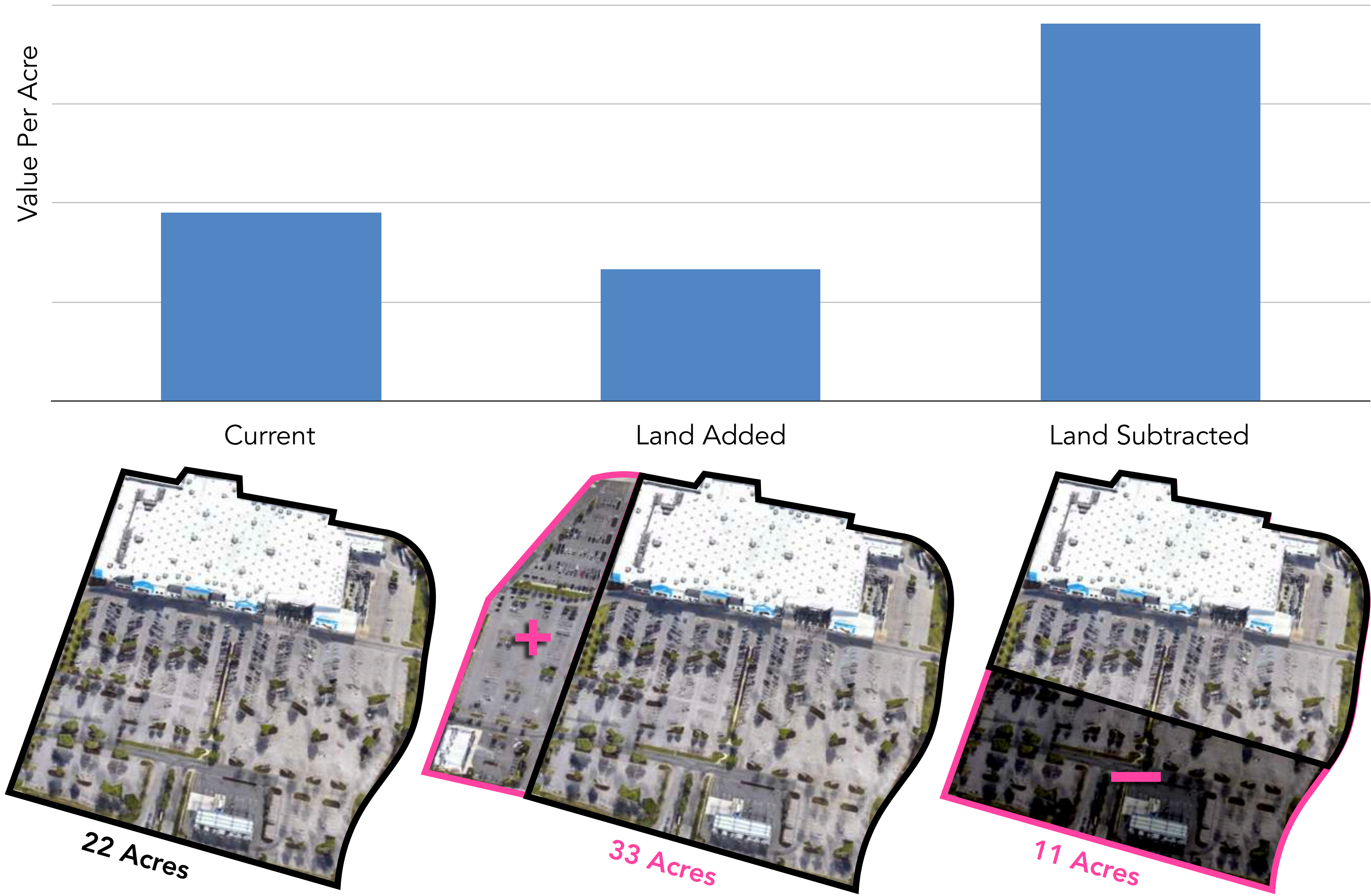




Land Use Types

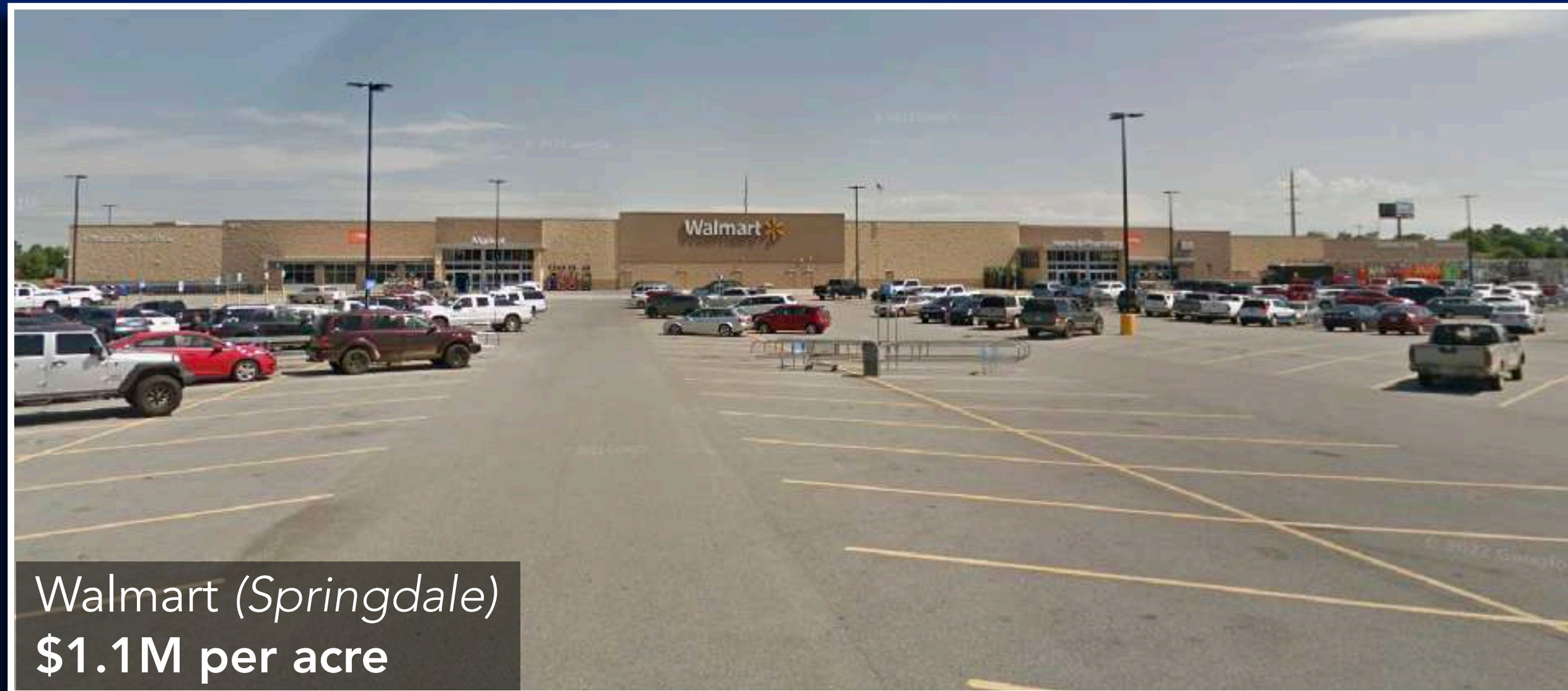
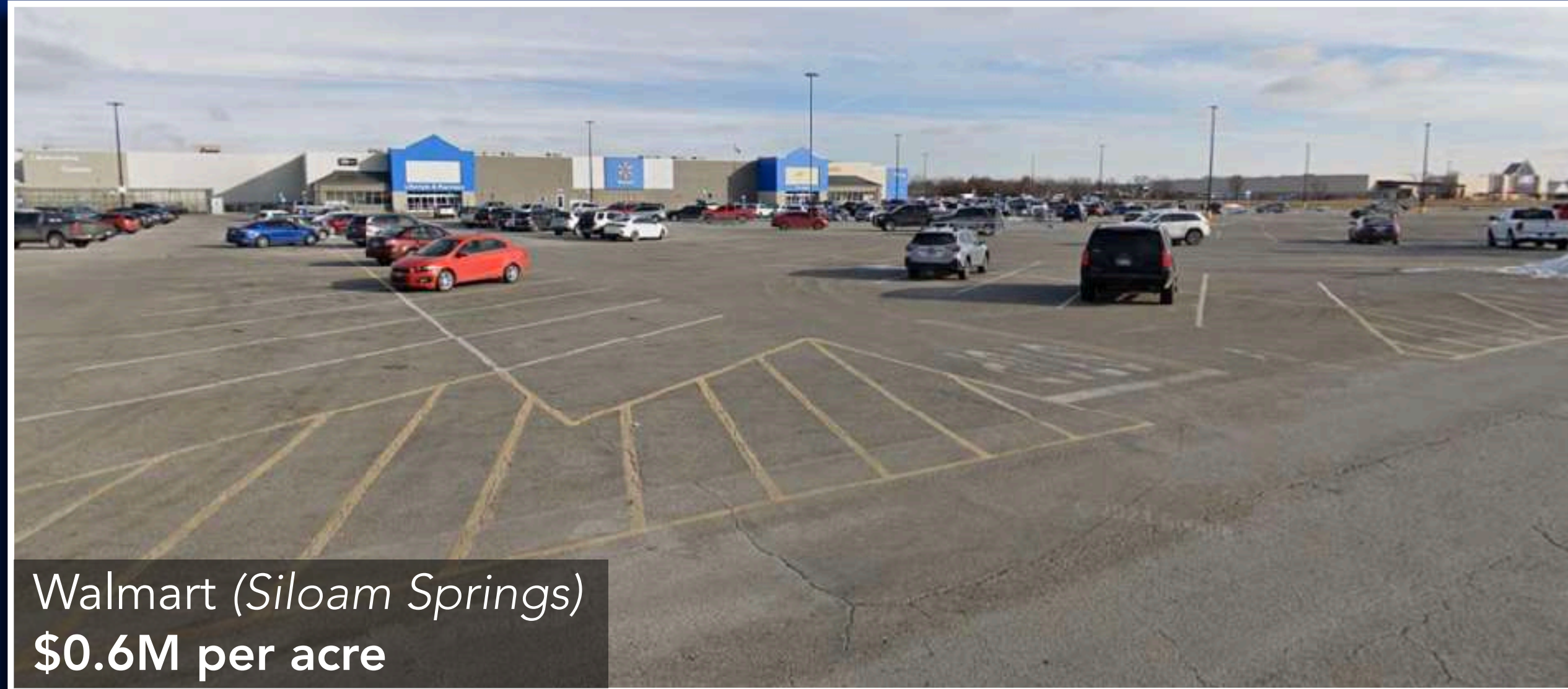
Local Samples of Buildings and Developments

Taxable Value Per Acre



Value Per Acre: Walmarts

Northwest AR



Walmart 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, Triplexes, Fourplexes
Row Townhouses/Condominiums, Apartments*

Value Per Acre: Single Family Residential

Northwest AR

Suburban



Traditional



Dollar General Average
\$0.7M per acre

Value Per Acre: Missing Middle Residential

Northwest AR

Suburban



Duplexes (Centerton)
\$1.1M per acre



Townhomes (Prairie Grove)
\$1.4M per acre



Duplexes (Siloam Springs)
\$3.3M per acre

Traditional



Missing Middle (Gravette)
\$2.2M per acre



Townhomes (Fayetteville)
\$15.5M per acre



Townhomes (Bentonville)
\$20.3M per acre

Dollar General Average
\$0.7M per acre

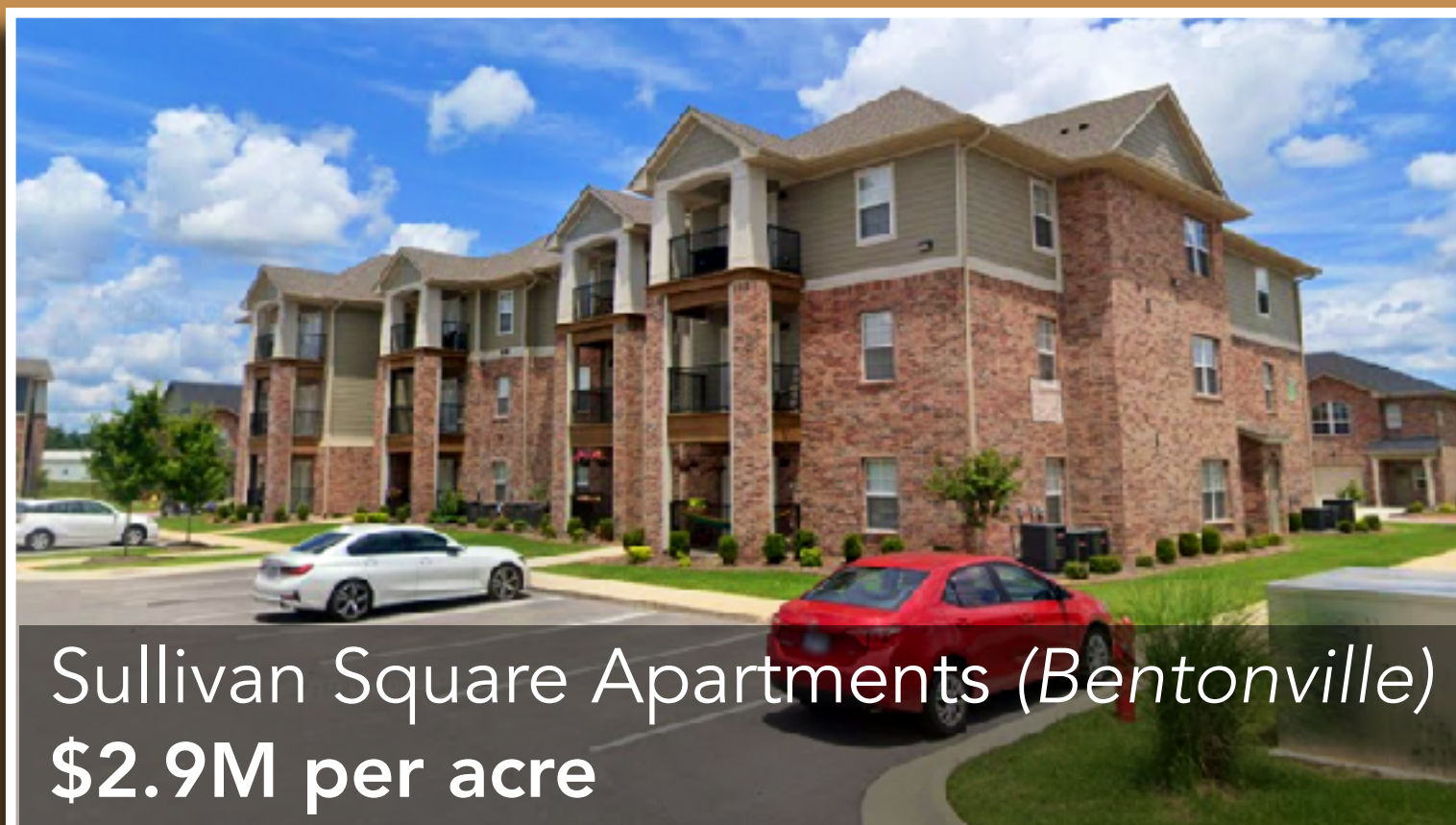
Value Per Acre: Multifamily Residential

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



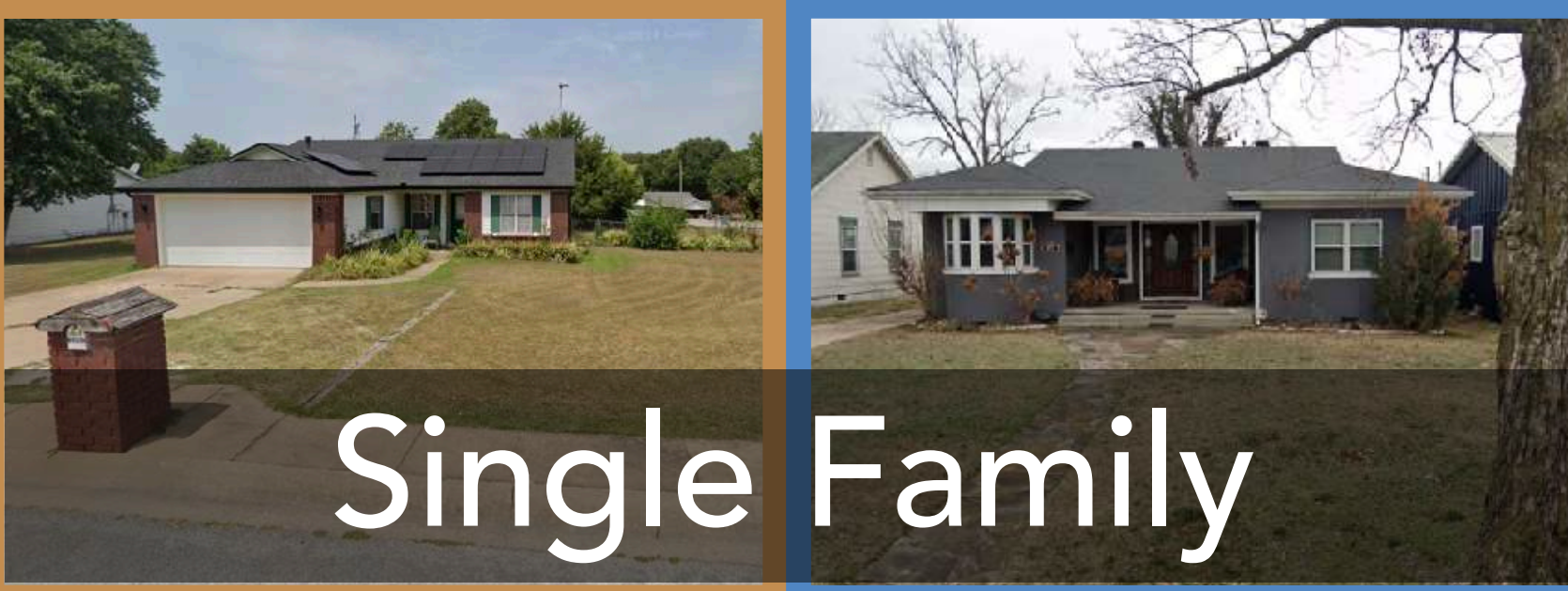
The Williams Courtyard
Apartments (Siloam Springs)
\$10.8M per acre

Dollar General Average
\$0.7M per acre

Comparison of Average Value Per Acre for Residential Properties

Northwest AR

- Suburban
- Traditional



Dollar General Average
\$0.7M per acre

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

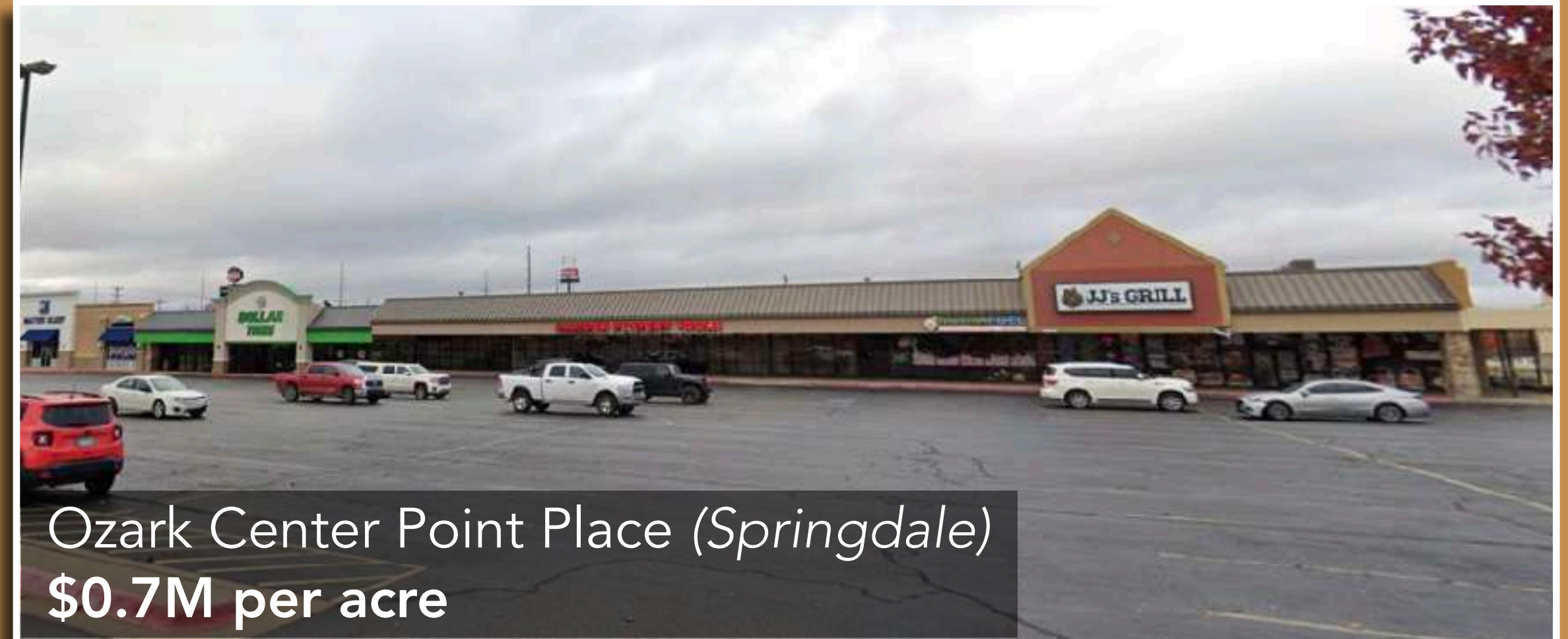
Value Per Acre: Shopping Centers

Northwest AR

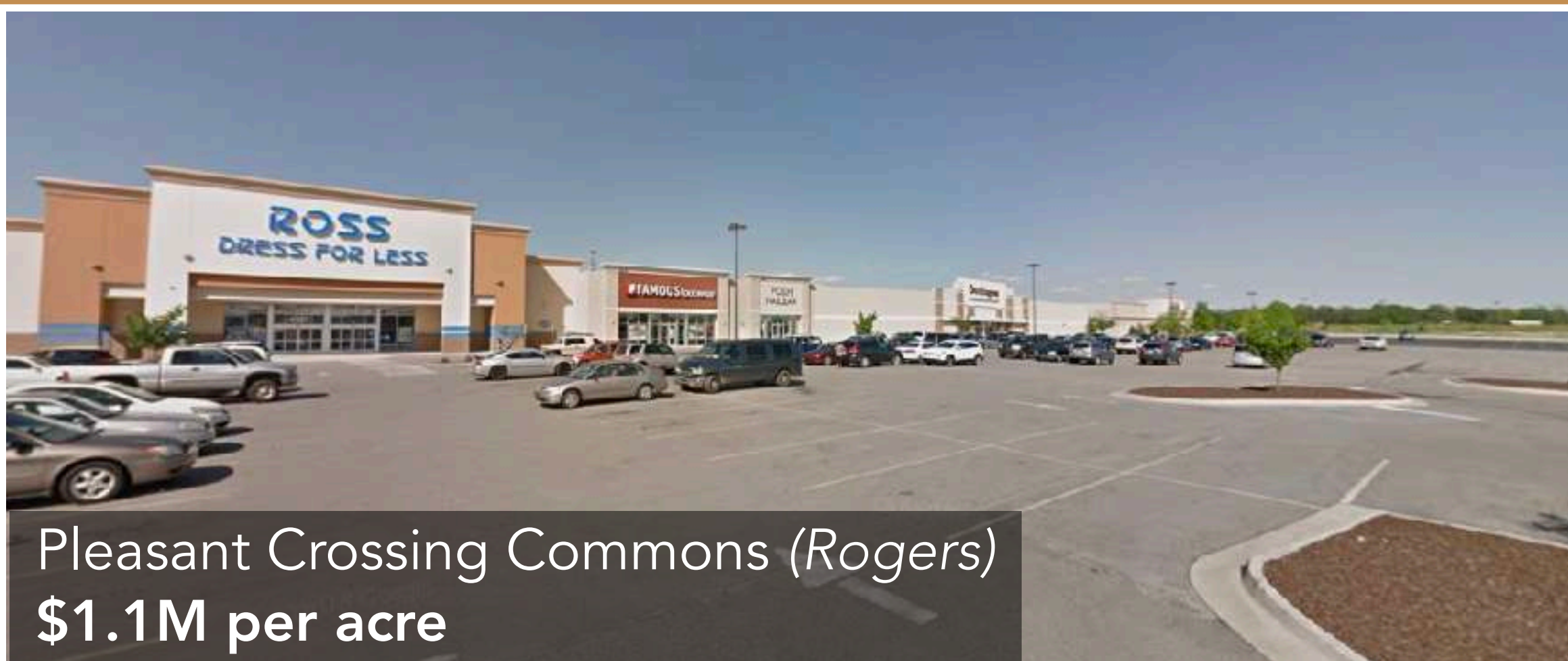
Suburban



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

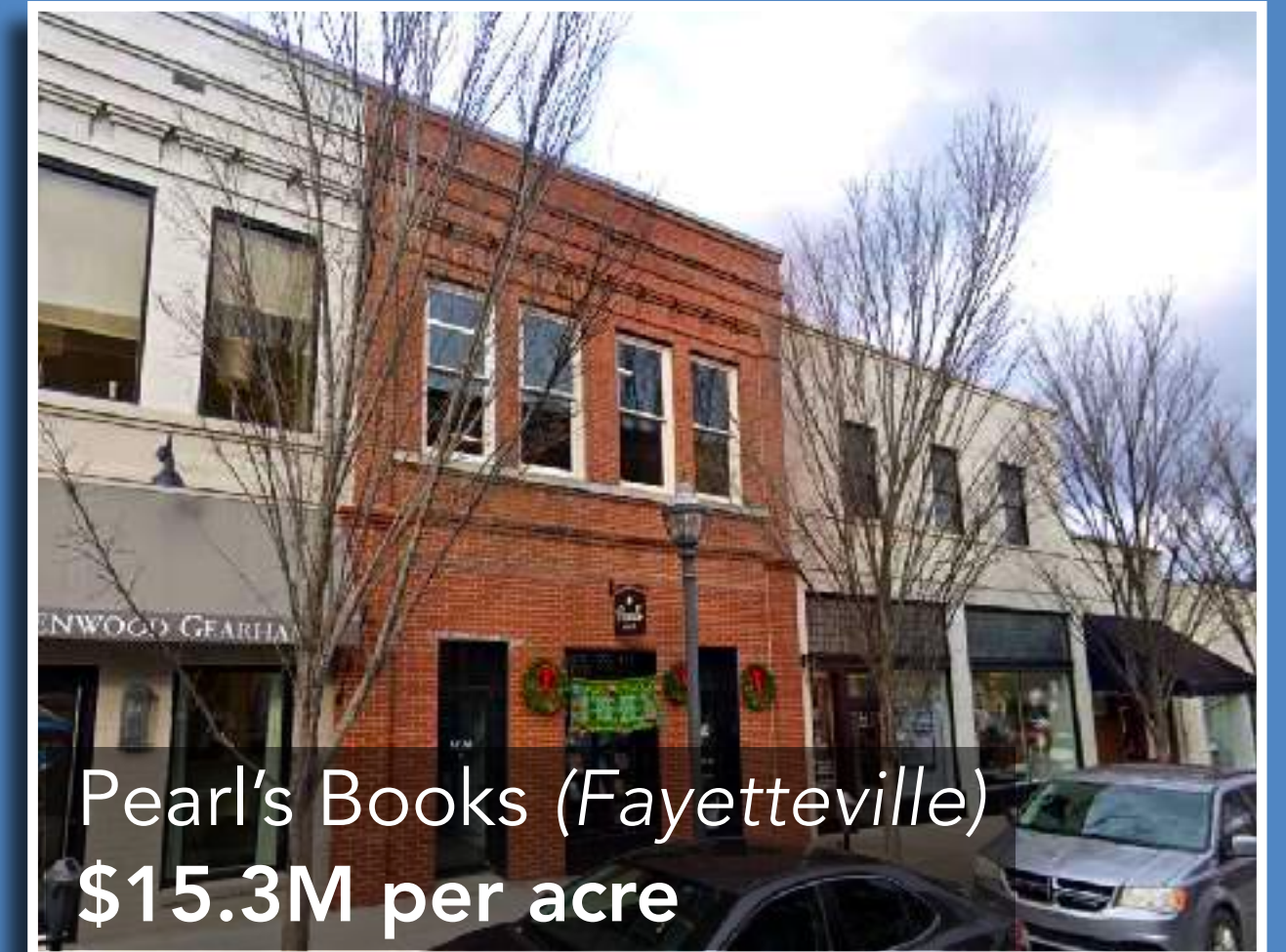
Traditional



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

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



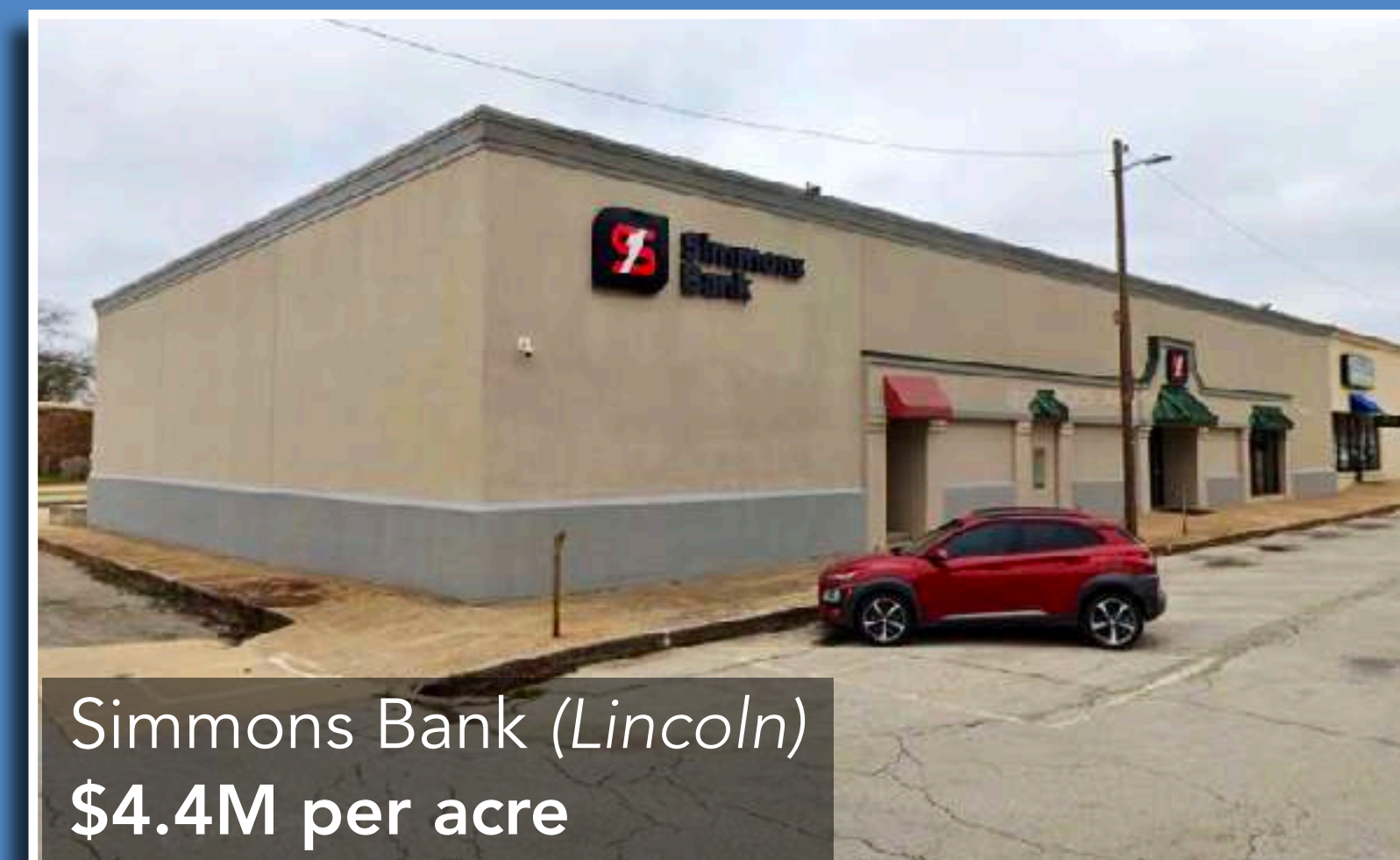
Twenty-Eight Springs (*Siloam Springs*)
\$11.3M per acre

Dollar General Average
\$0.7M per acre

Value Per Acre: Main Street Commercial

Small Communities in Northwest AR

Traditional



Dollar General Average
\$0.7M per acre

Value Per Acre: Mixed Use Buildings

Northwest AR

Traditional

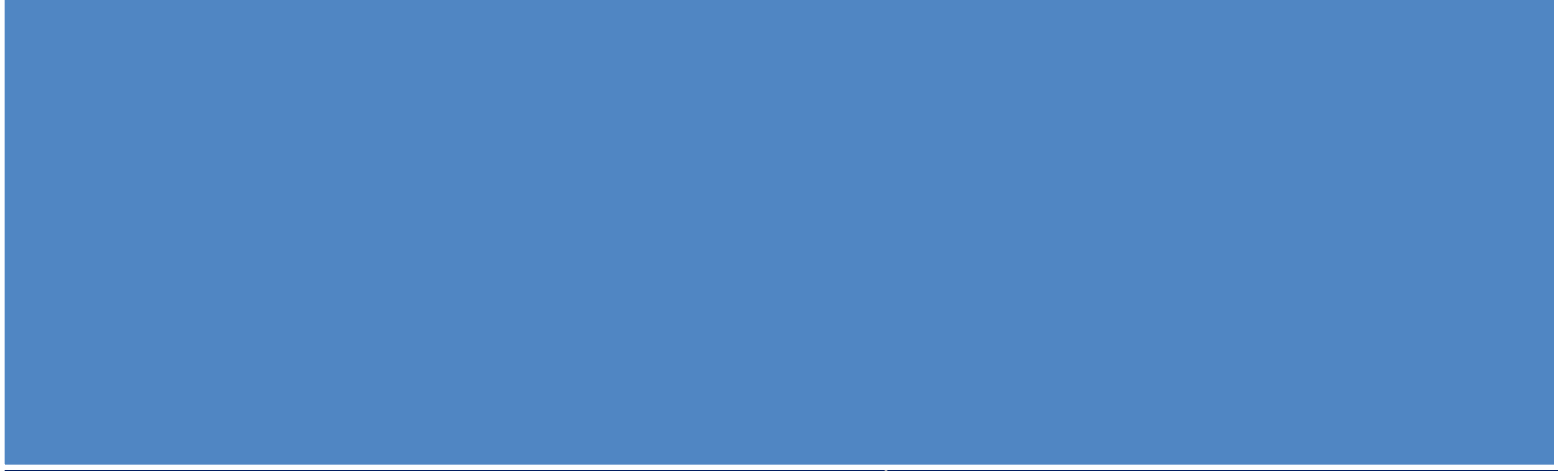
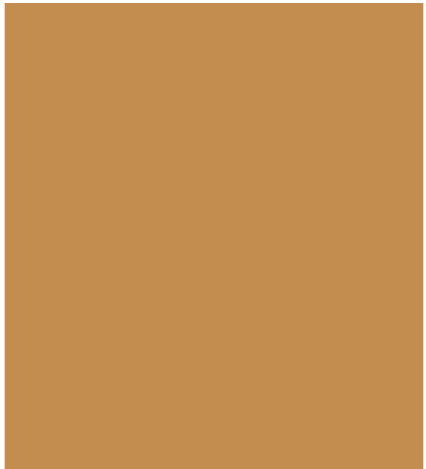


Dollar General Average
\$0.7M per acre

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

Northwest AR

- Suburban
- Traditional



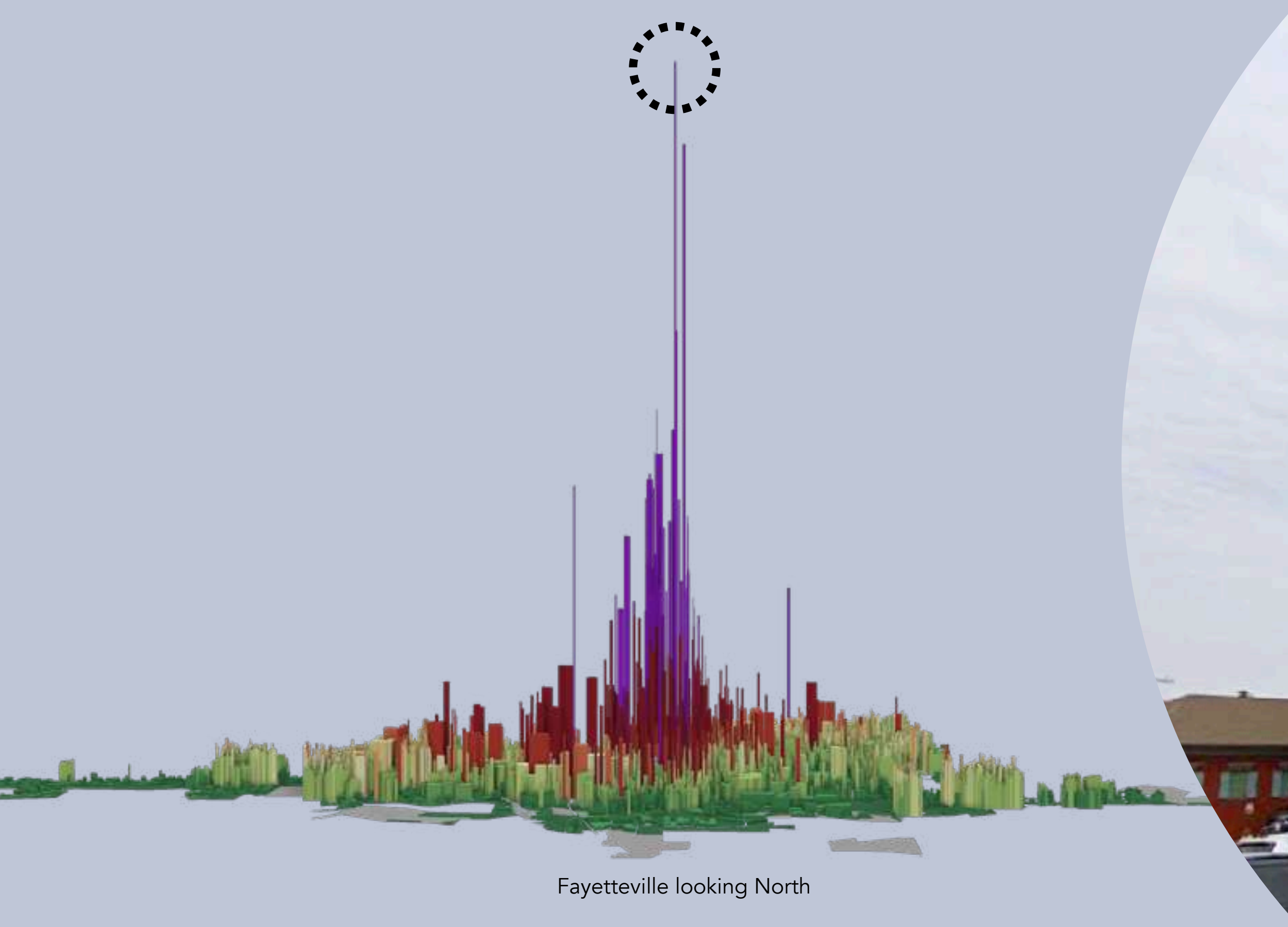
Dollar General Average
\$0.7M per acre

A Closer Look:

Peak Parcels

Value Per Acre: Peak Parcel

Large Communities in Northwest AR

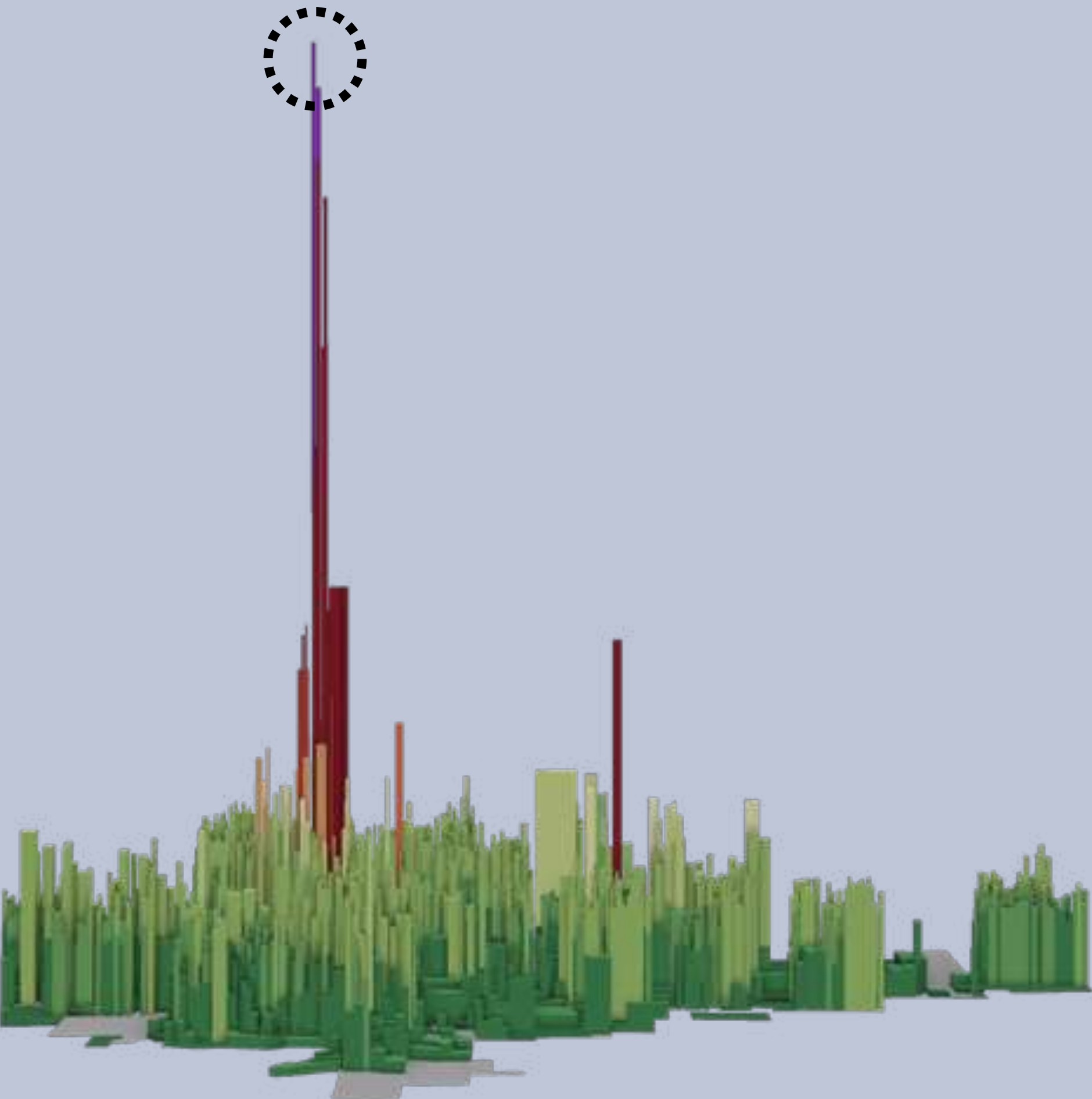


112 W Center St (Fayetteville)
\$41.9M per acre

Dollar General Average
\$0.7M per acre

Value Per Acre: Peak Parcel

Medium Communities in Northwest AR



Siloam Springs looking North

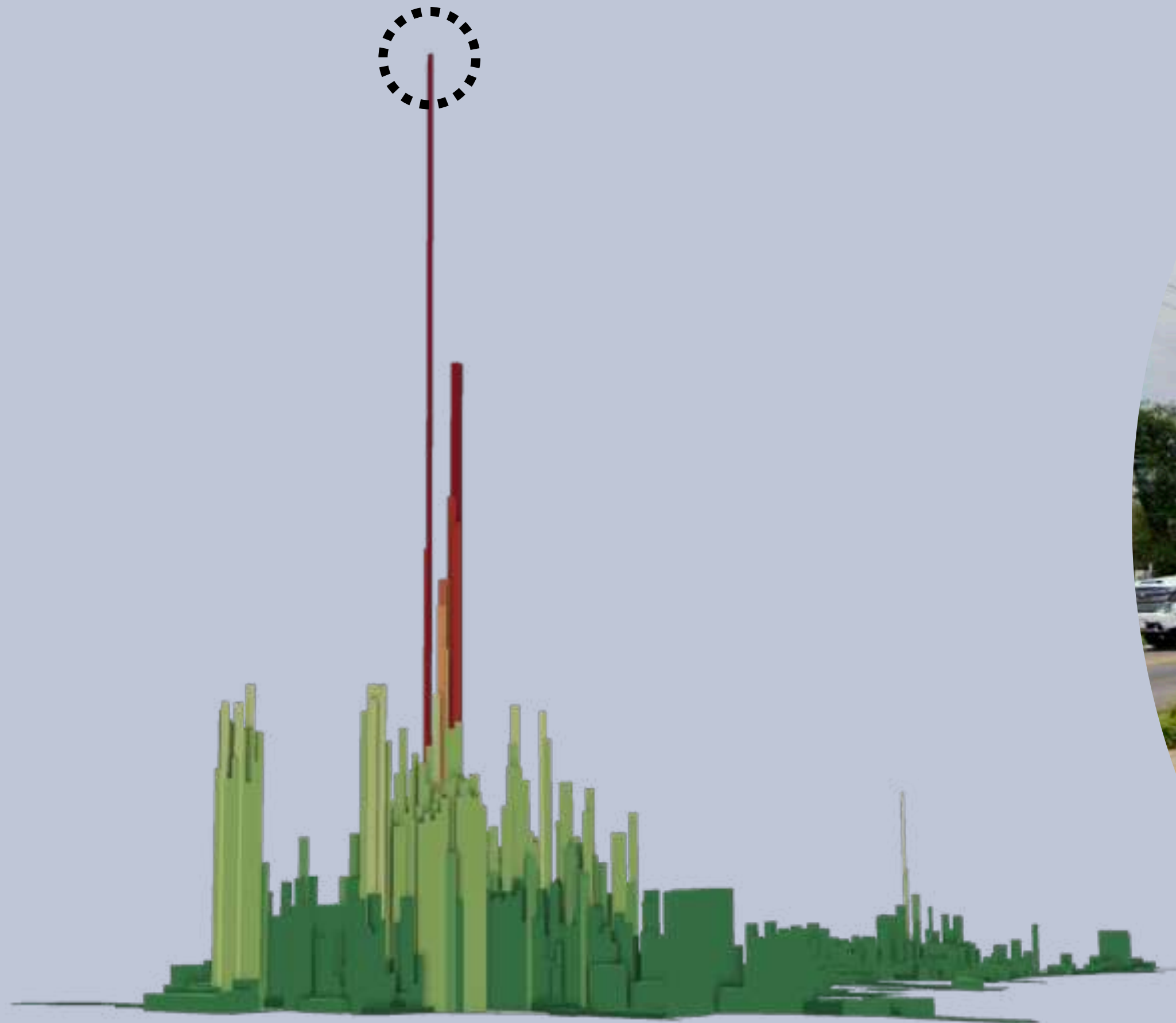


Twenty Eight Springs (*Siloam Springs*)
\$11.3M per acre

Dollar General Average
\$0.7M per acre

Value Per Acre: Peak Parcel

Small Communities in Northwest AR



Gravette looking Northeast



102 Main St (Gravette)
\$7.1M per acre

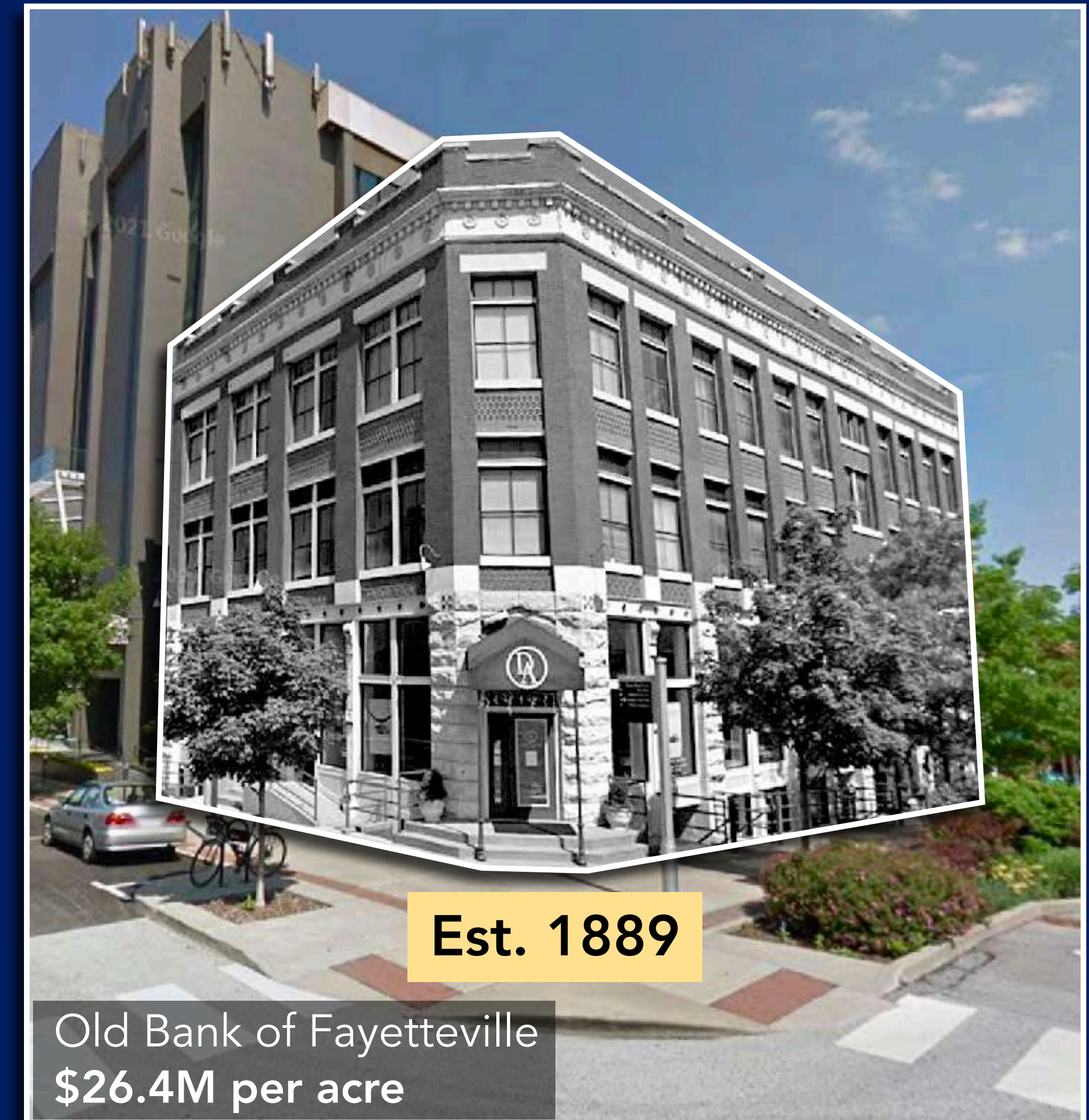
Dollar General Average
\$0.7M per acre

A Closer Look:

A Lasting Value

Value Per Acre: Historic Buildings

Northwest AR



Dollar General Average
\$0.7M per acre

Value Per Acre: Historic Buildings

Northwest AR

Est. 1905



2025



100 N Broadway (Siloam Springs)
\$4.4M per acre

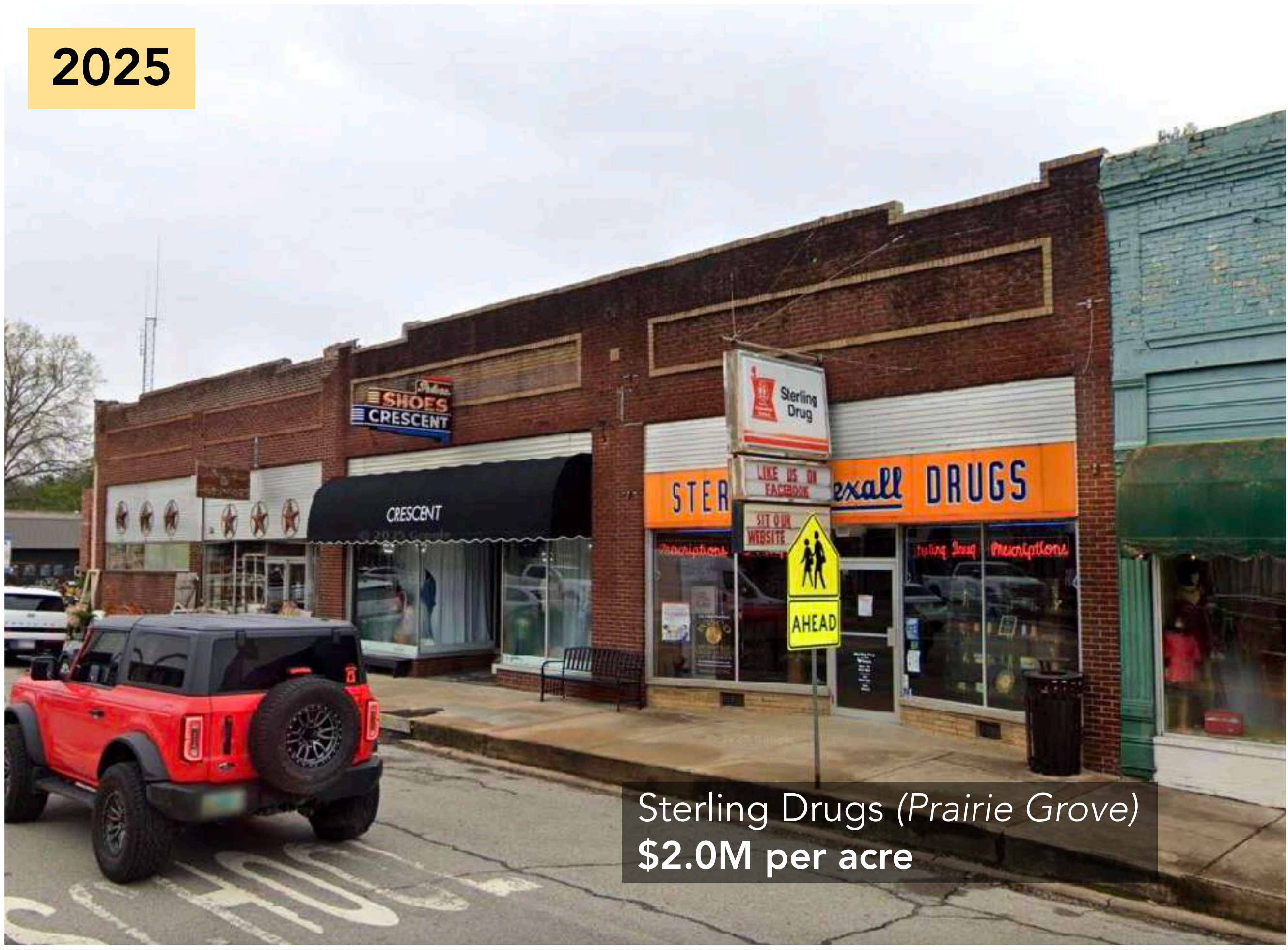
Dollar General Average
\$0.7M per acre

Value Per Acre: Historic Buildings

Northwest AR



1942



2025

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

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	 <p>\$0.6M</p>	 <p>\$1.8M</p>	 <p>\$1.7M</p>
COMMERCIAL	 <p>\$0.7M</p>	 <p>\$1.3M</p>	 <p>\$3.1M</p>
MIXED USE	 <p>n/a</p>	 <p>\$1.3M</p>	 <p>\$3.7M</p>

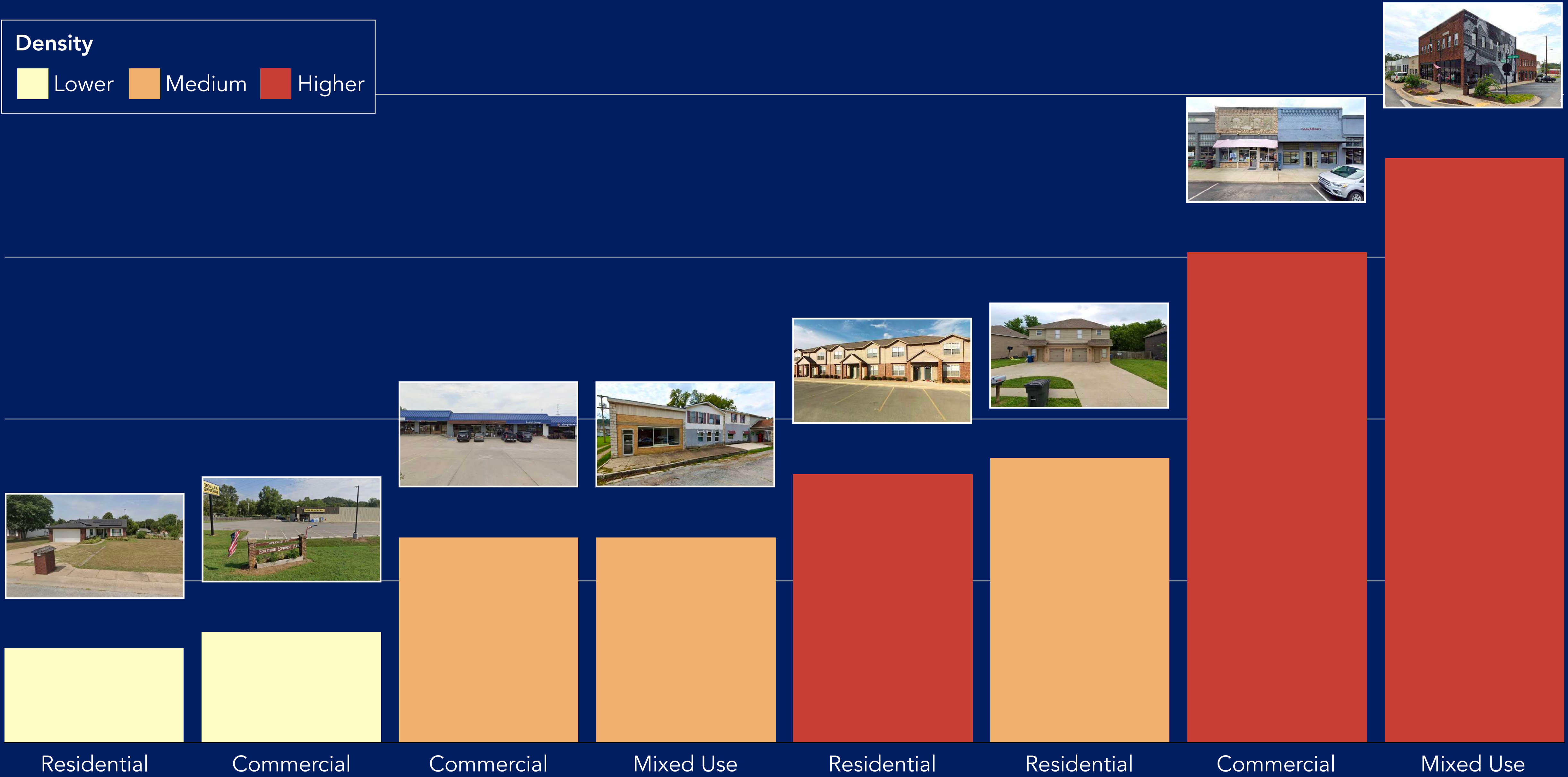
Small Communities in Northwest Arkansas: Value Per Acre Examples by Building Type

Density









Lower

Medium

Higher



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

	LOWER DENSITY	MEDIUM DENSITY	HIGHER DENSITY
RESIDENTIAL	 <p>\$0.9M</p>	 <p>\$3.3M</p>	 <p>\$10.8M</p>
COMMERCIAL	 <p>\$0.5M</p>	 <p>\$0.7M</p>	 <p>\$9.9M</p>
MIXED USE	 <p>\$1.3M</p>	 <p>\$1.6M</p>	 <p>\$5.7M</p>

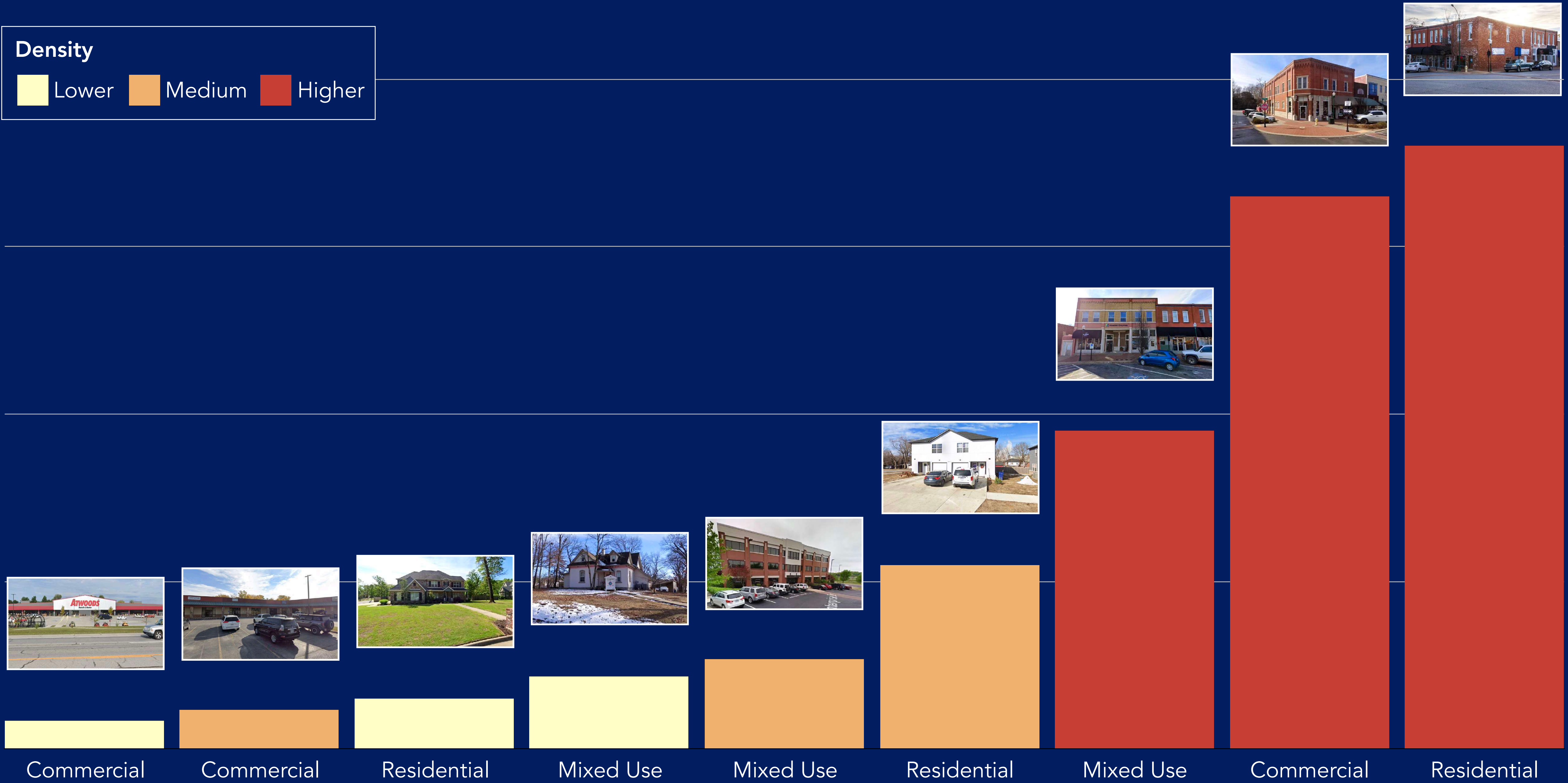
Medium Communities in Northwest Arkansas: Value Per Acre Examples by Building Type

Density




Lower

Medium

Higher



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

	LOWER DENSITY	MEDIUM DENSITY	HIGHER DENSITY
RESIDENTIAL	 <p>\$0.5M</p>	 <p>\$20.3M</p>	 <p>\$10.1M</p>
COMMERCIAL	 <p>\$1.5M</p>	 <p>\$1.1M</p>	 <p>\$17.5M</p>
MIXED USE	 <p>\$1.0M</p>	 <p>\$8.9M</p>	 <p>\$15.7M</p>

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

Density

Lower

Medium

Higher



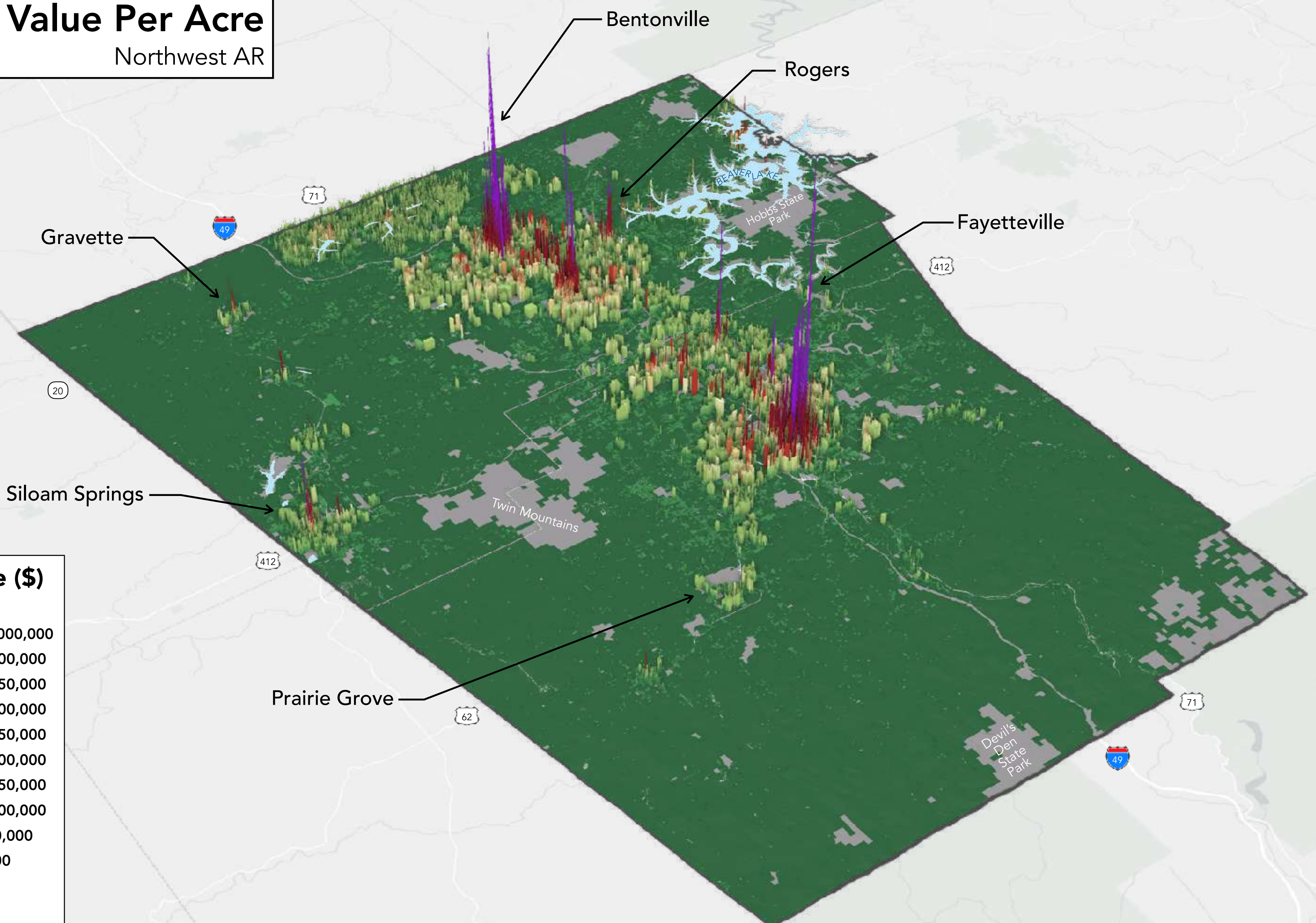


Land Uses in the Model

Reconnecting the Tax Model with On-Street Examples

Assessed Value Per Acre

Northwest AR



Value Per Acre (\$)

	> 10,000,000
	4,000,001 - 10,000,000
	3,250,001 - 4,000,000
	3,000,001 - 3,250,000
	2,750,001 - 3,000,000
	2,500,001 - 2,750,000
	2,250,001 - 2,500,000
	2,000,001 - 2,250,000
	1,150,001 - 2,000,000
	900,001 - 1,150,000
	80,001 - 900,000
	< 80,000
	0

Assessed Value Per Acre

Large Communities in Northwest AR



Depot 16 Portfolio Apartments
(Bentonville)
\$35.1M per acre



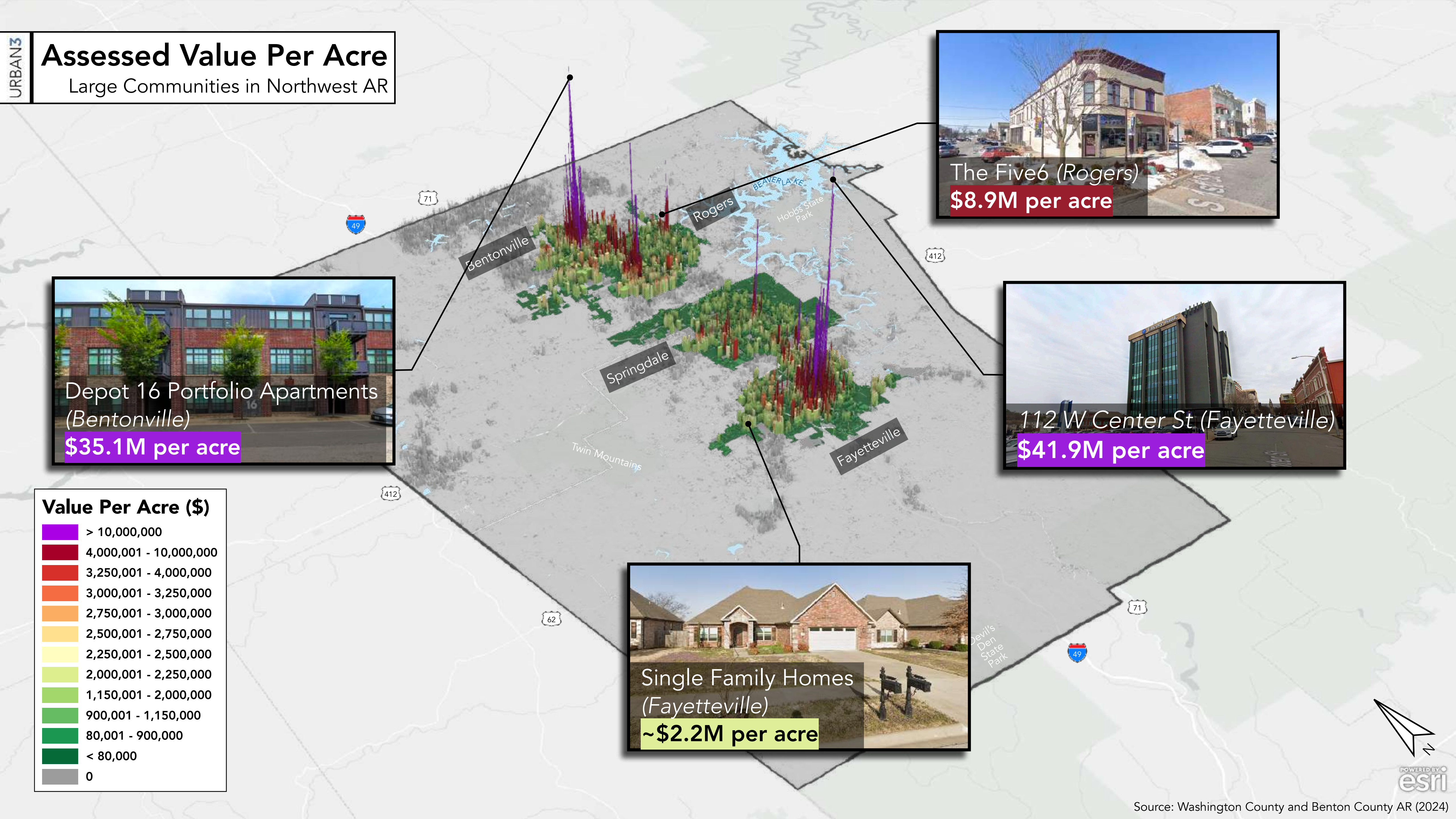
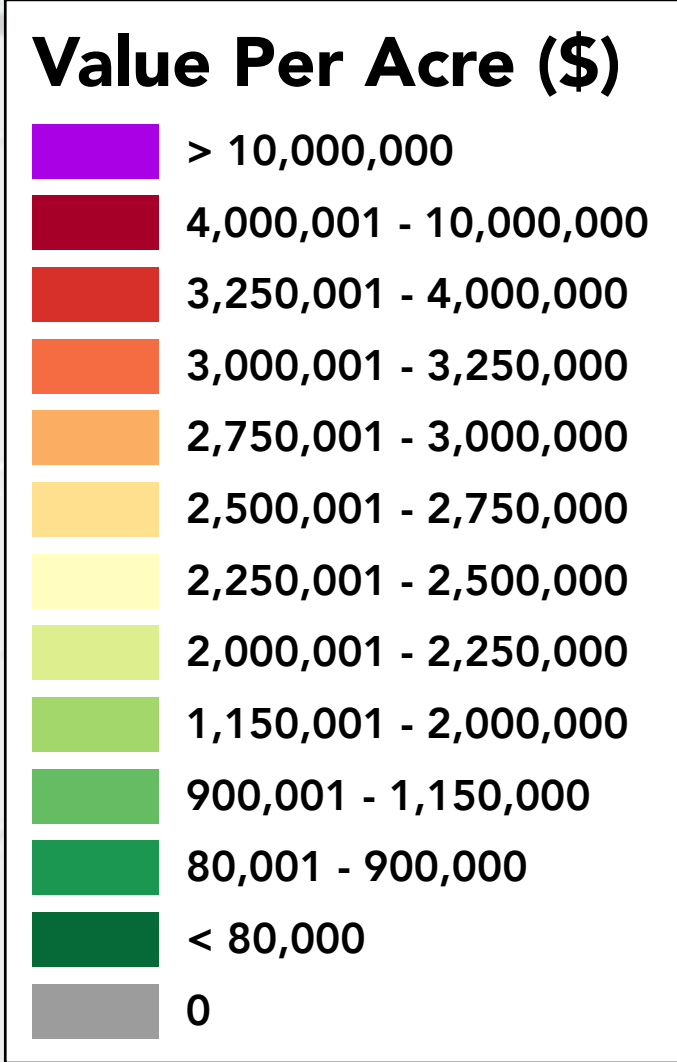
The Five6 (Rogers)
\$8.9M per acre



112 W Center St (Fayetteville)
\$41.9M per acre



Single Family Homes
(Fayetteville)
~\$2.2M per acre



Assessed Value Per Acre

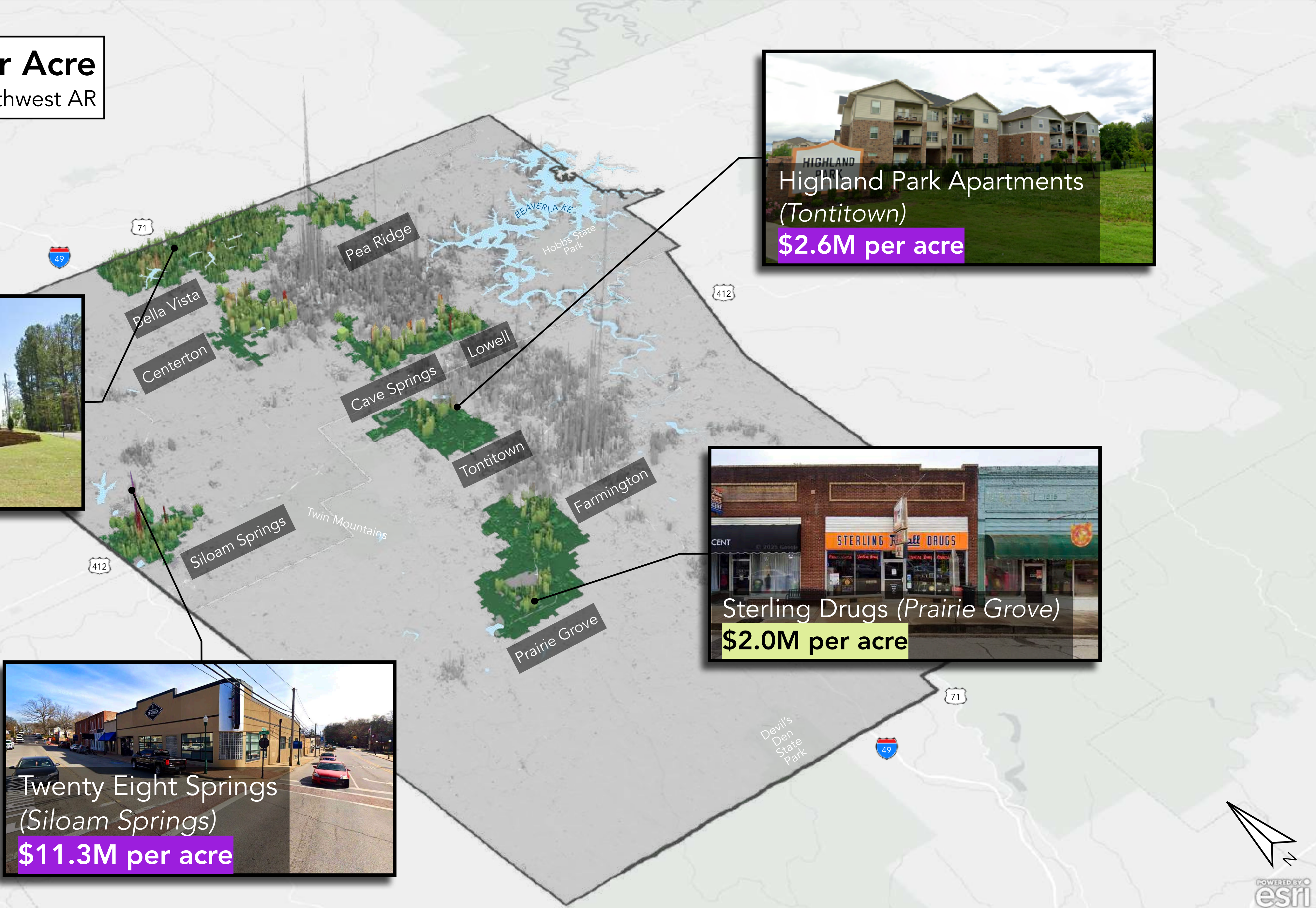
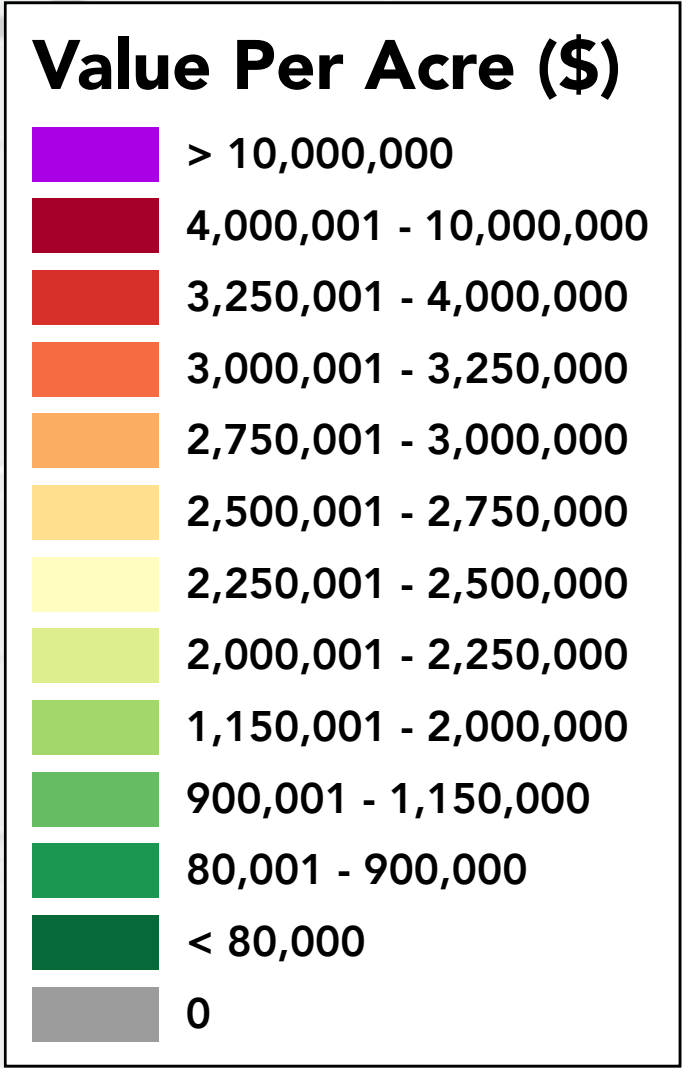
Medium Communities in Northwest AR

Single Family Homes
(Bella Vista)
\$1.5M per acre

Highland Park Apartments
(Tontitown)
\$2.6M per acre

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

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

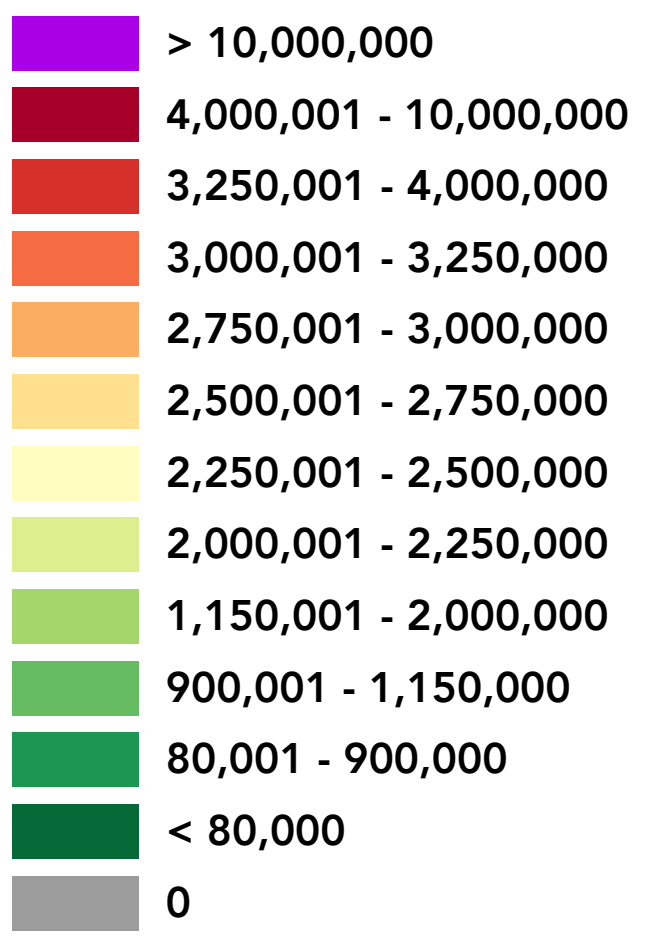


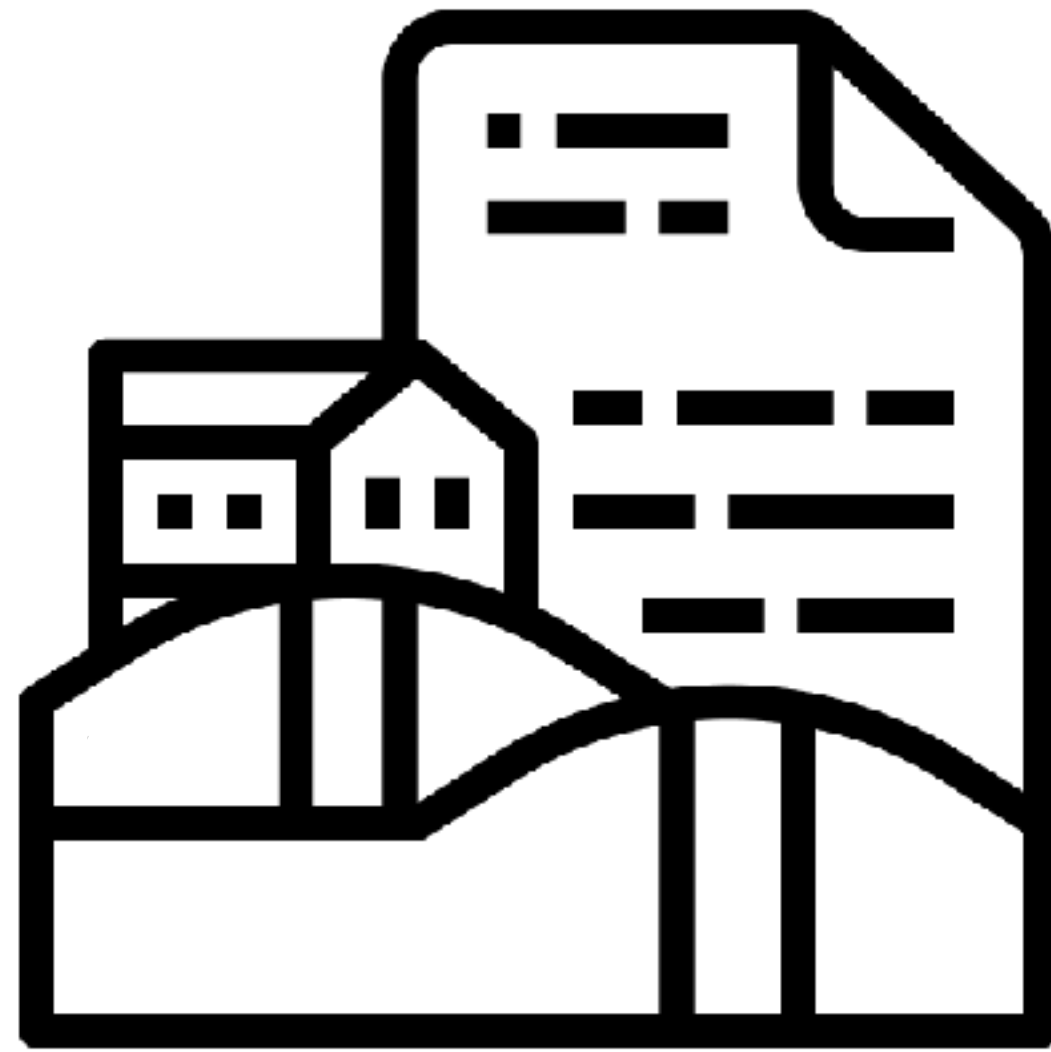
Assessed Value Per Acre

Small Communities in Northwest AR



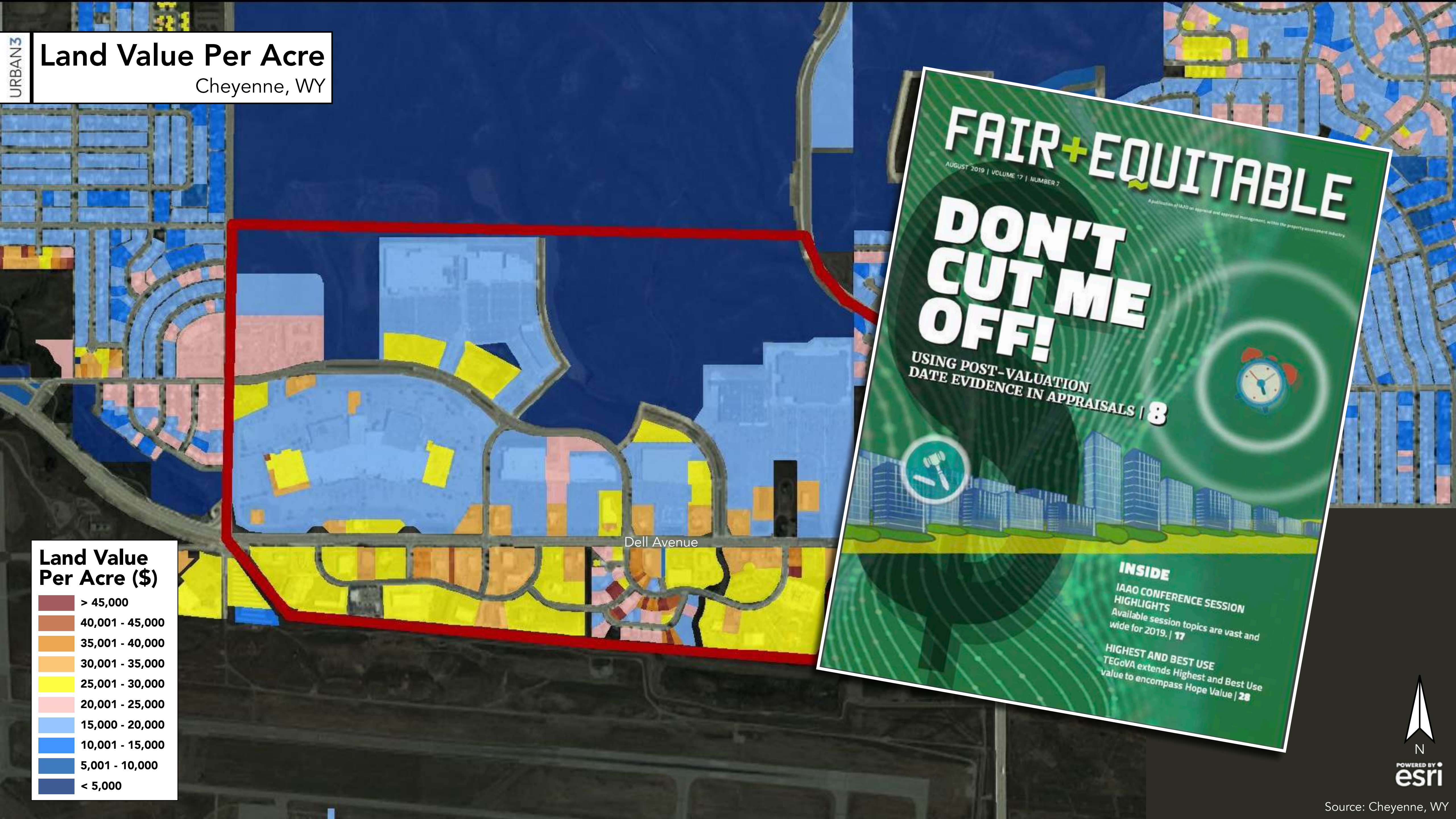
Value Per Acre (\$)





Land Value Per Acre

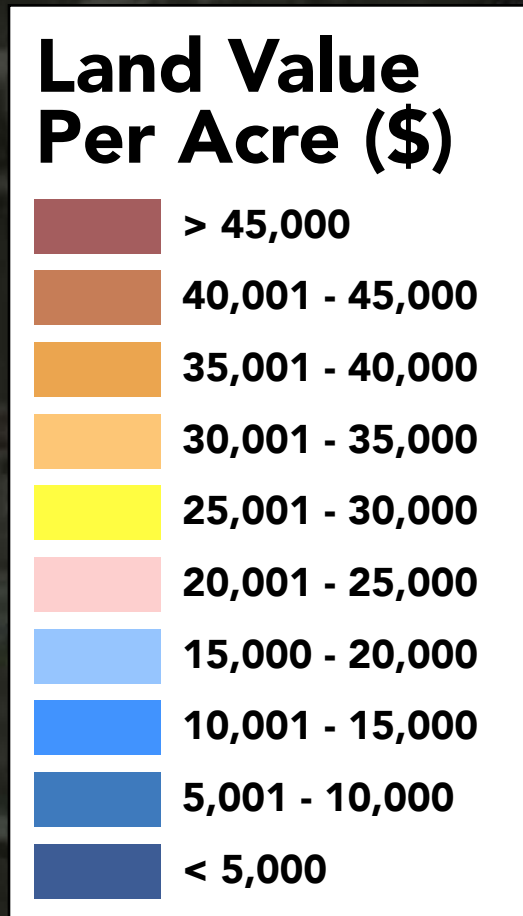
The Economics of Land Use



URBAN3

Land Value Per Acre

Cheyenne, WY



FAIR+EQUITABLE
AUGUST 2019 | VOLUME 17 | NUMBER 7
A publication of IAAO on appraisal and appraisal management, within the property assessment industry.

DON'T CUT ME OFF!
USING POST-VALUATION DATE EVIDENCE IN APPRAISALS | 8

INSIDE
IAAO CONFERENCE SESSION HIGHLIGHTS
Available session topics are vast and wide for 2019. | 17
HIGHEST AND BEST USE
TEGoVA extends Highest and Best Use value to encompass Hope Value | 28

A dramatic, low-angle shot of Moses, played by Charlton Heston, looking upwards with a reverent expression. He has a long, grey beard and is wearing a dark, textured robe. He holds two large, dark, rounded stones representing the Ten Commandments. The background is a bright, fiery orange-red, suggesting the presence of God. The lighting is dramatic, highlighting his face and the texture of his beard and robe.

Tax Code

14 4 4 4 4
7 4 7 4 4

4 4 4 4 4
4 4 4 4 4
4 4 4 4 4



International Association of Assessing Officers

Curriculum Training

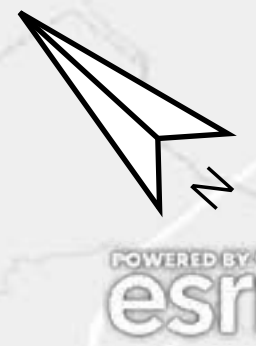
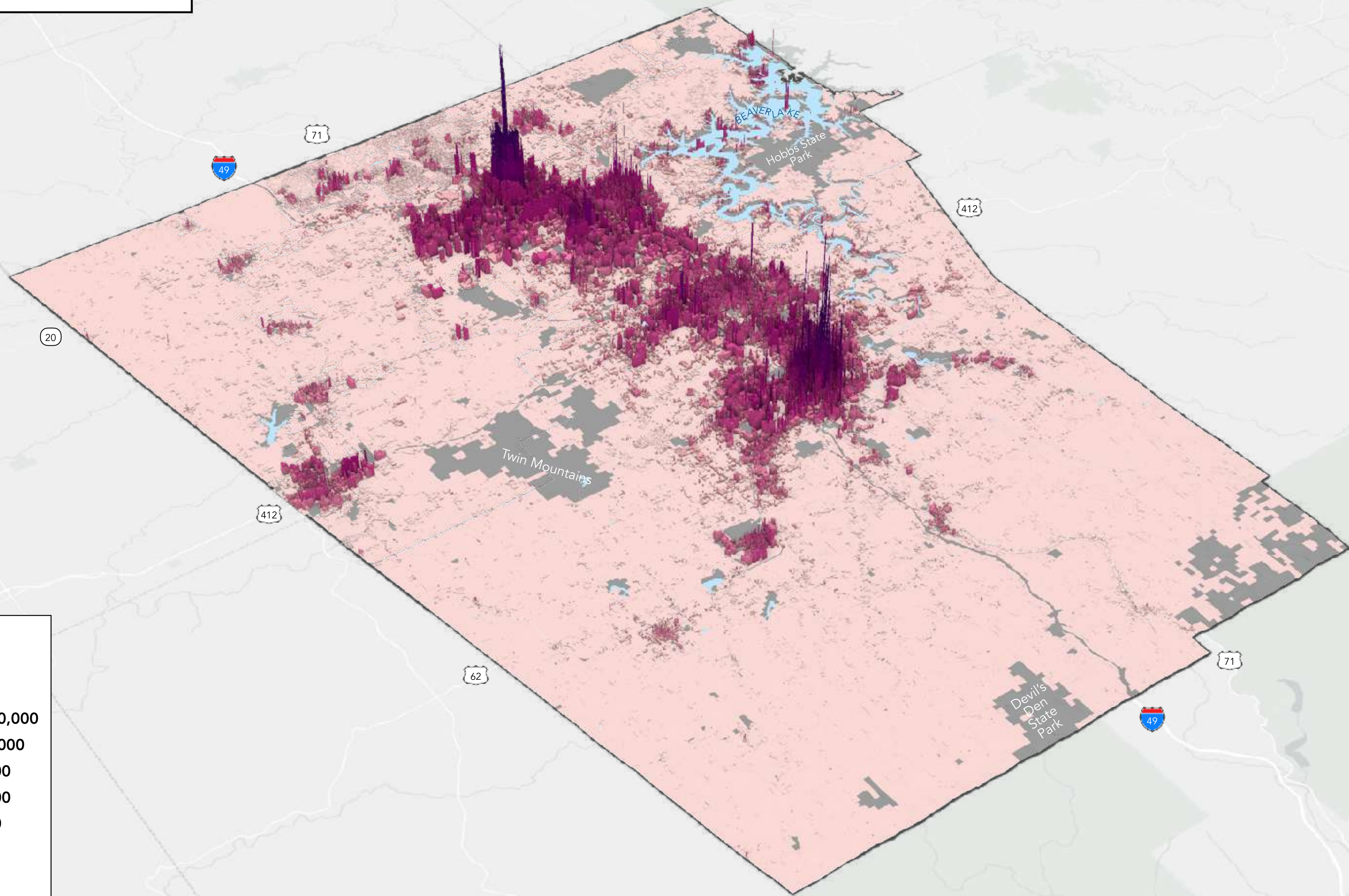
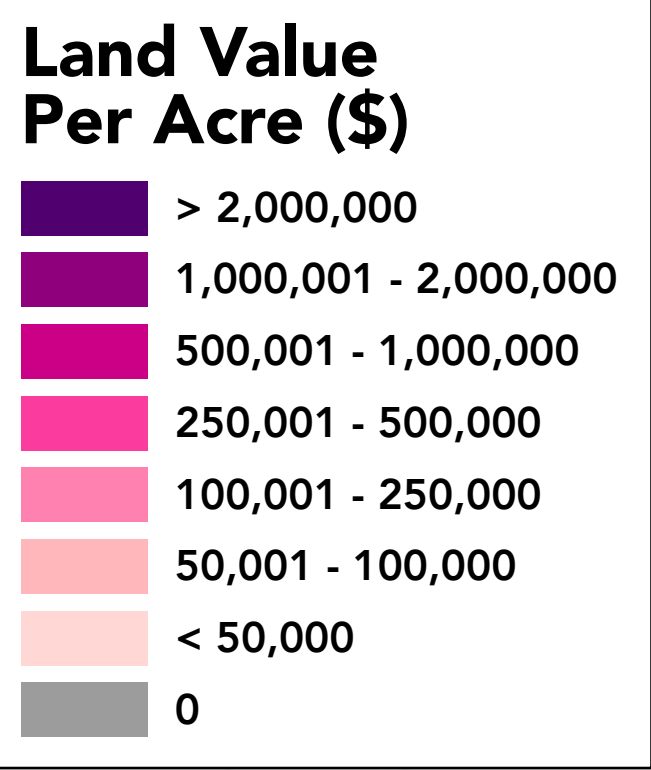


Larry Clark



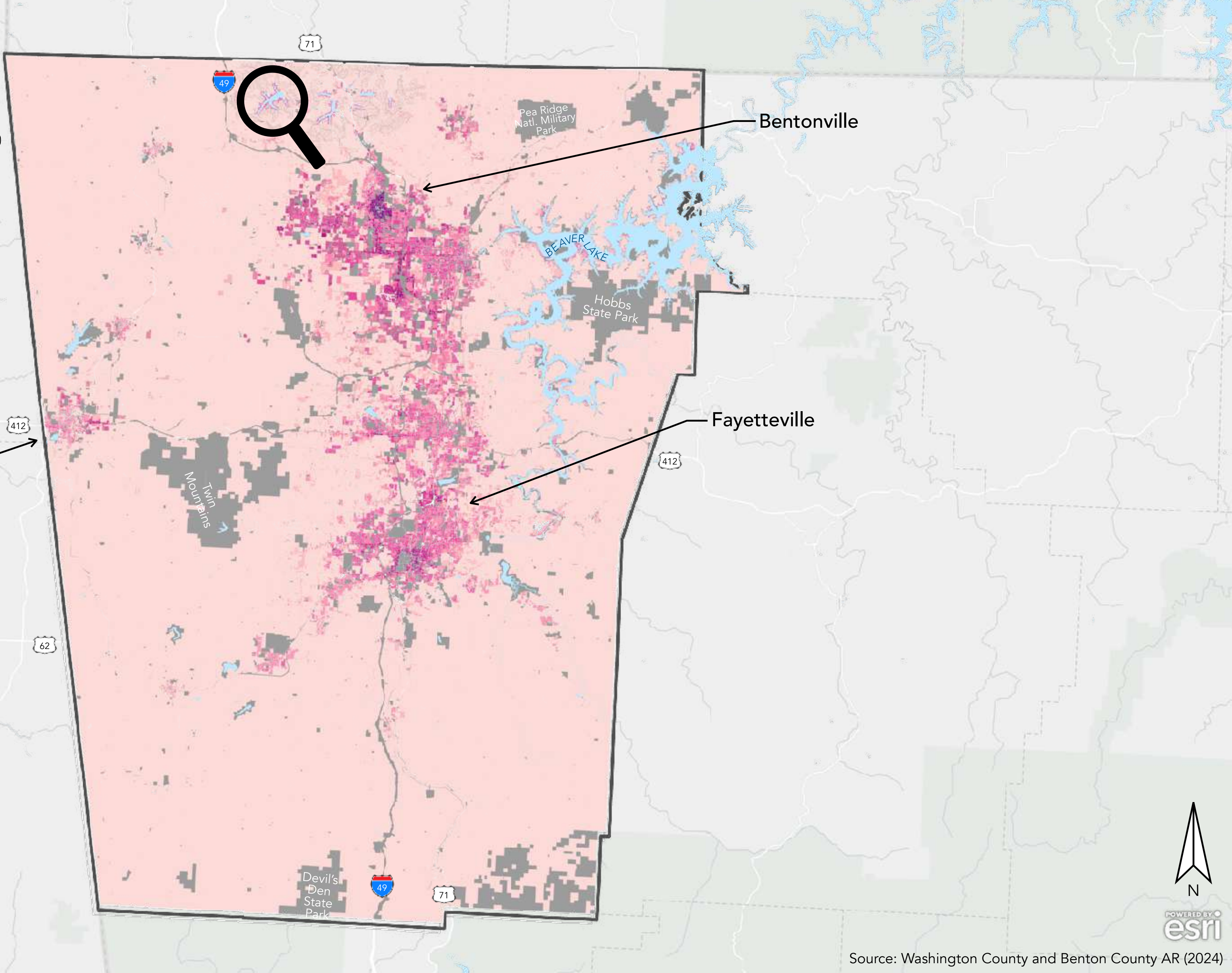
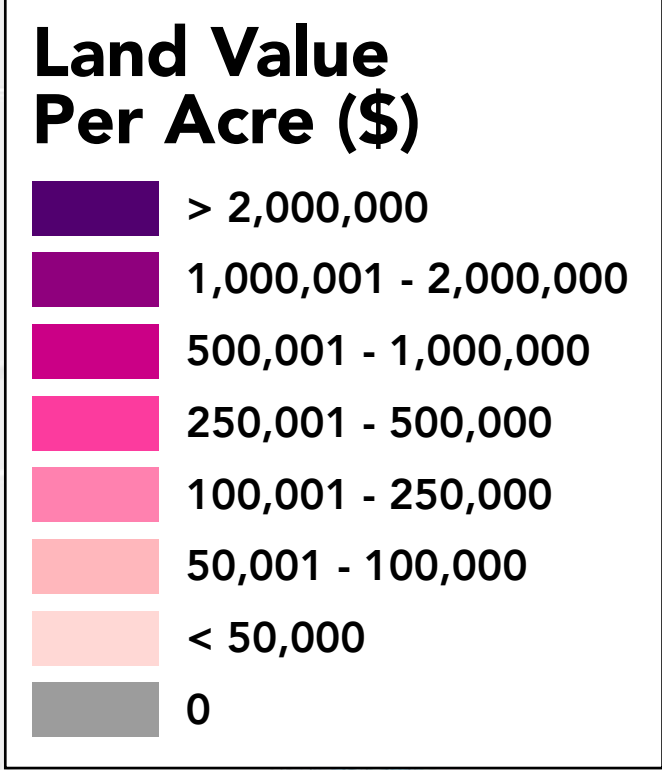
Land Value Per Acre

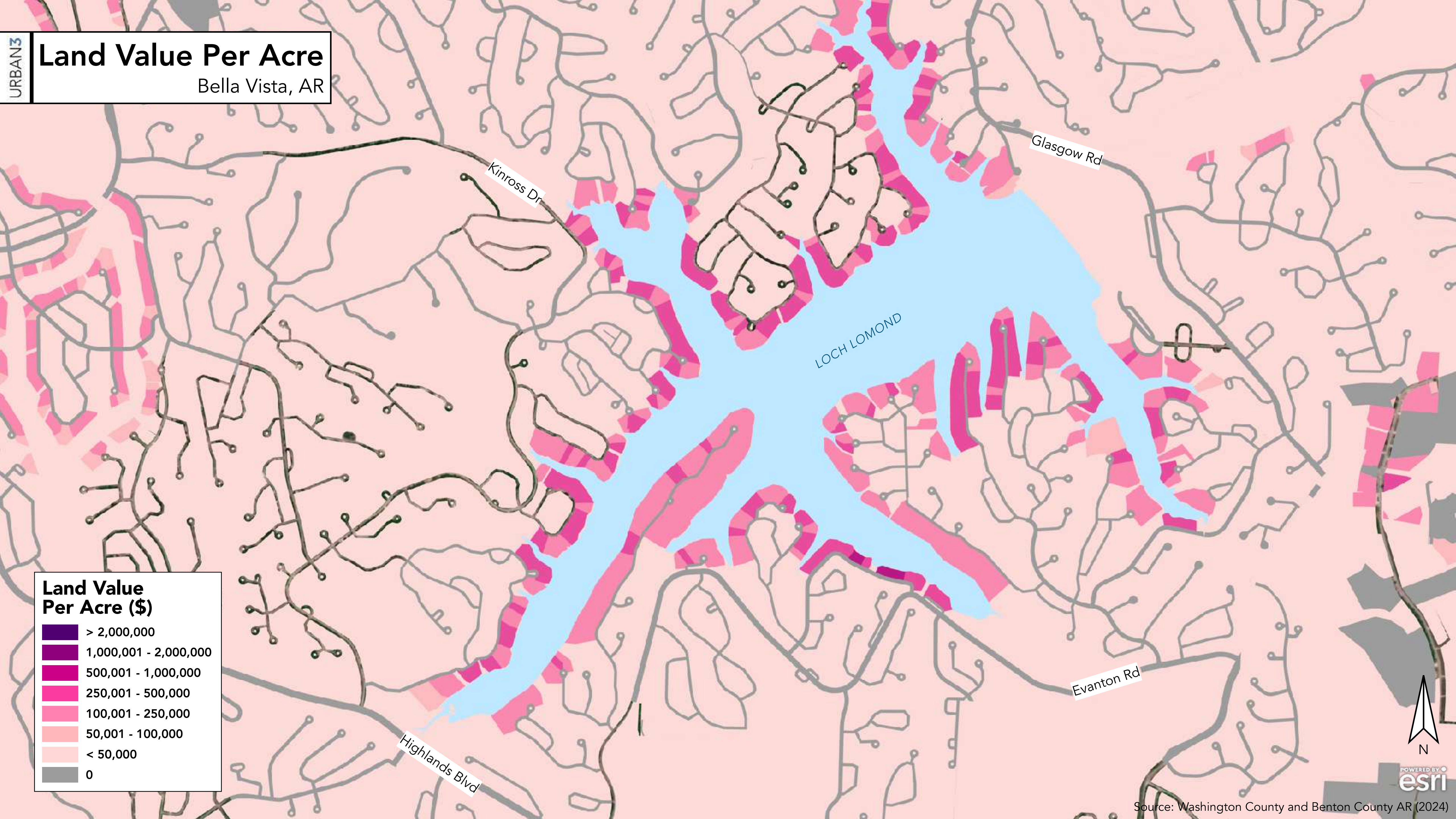
Northwest AR



Land Value Per Acre

Northwest AR





URBAN3

Land Value Per Acre

Bella Vista, AR

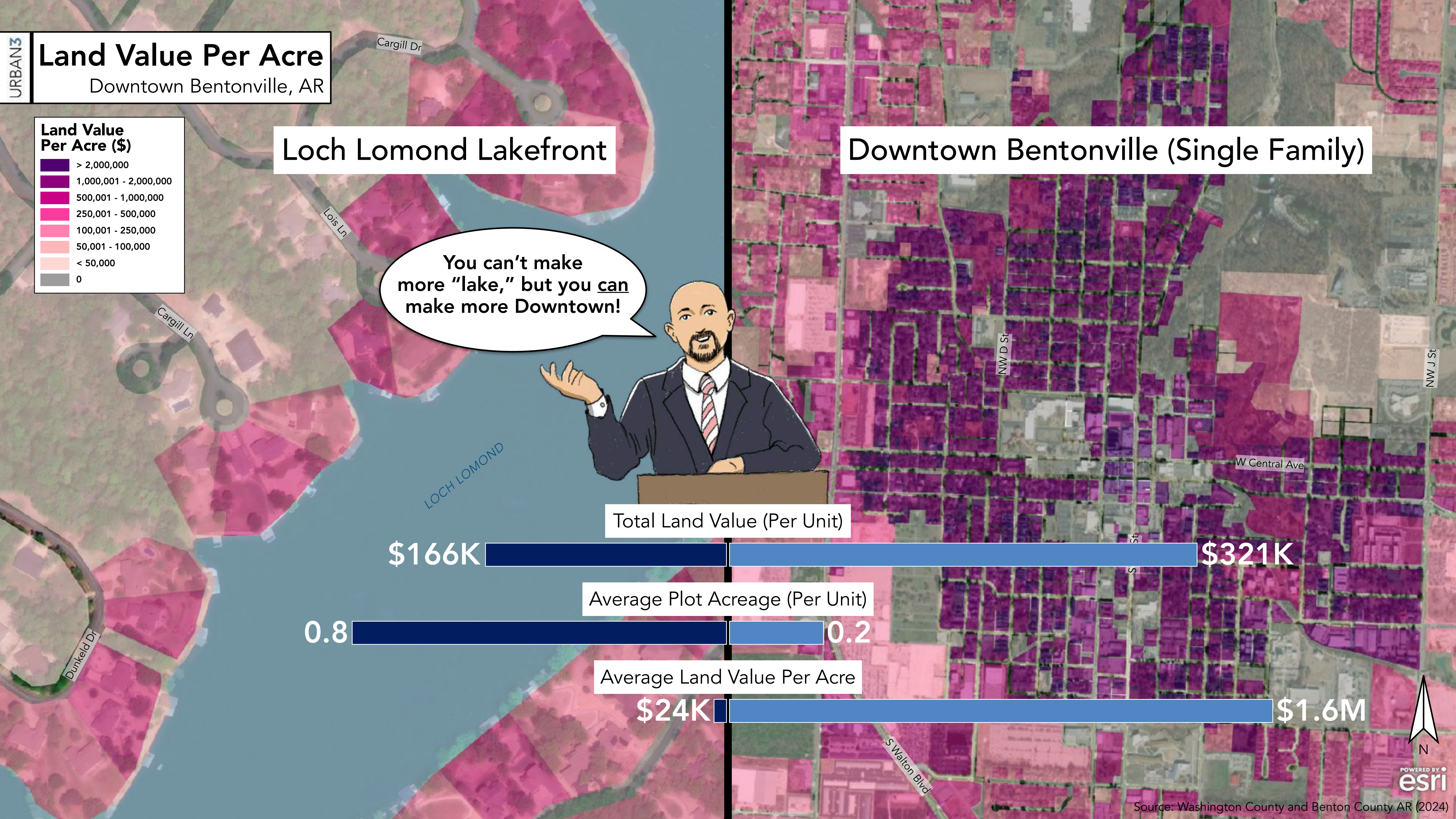
Land Value Per Acre (\$)

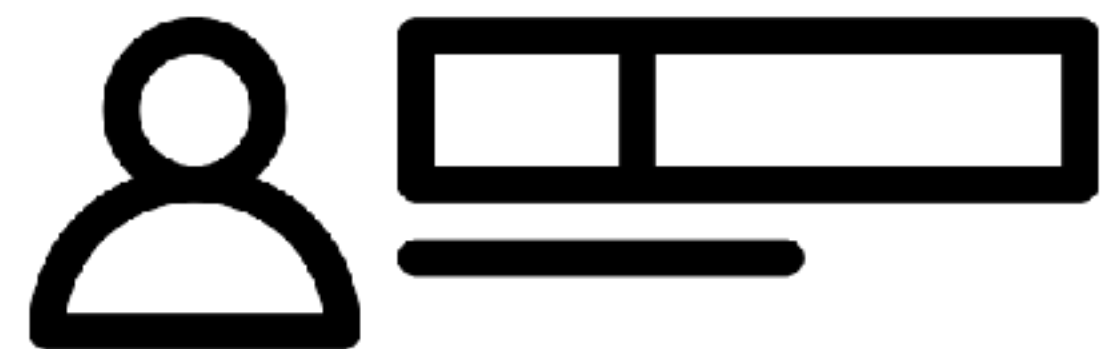
- > 2,000,000
- 1,000,001 - 2,000,000
- 500,001 - 1,000,000
- 250,001 - 500,000
- 100,001 - 250,000
- 50,001 - 100,000
- < 50,000
- 0



POWERED BY
esri

Source: Washington County and Benton County AR (2024)





Demographic Analysis

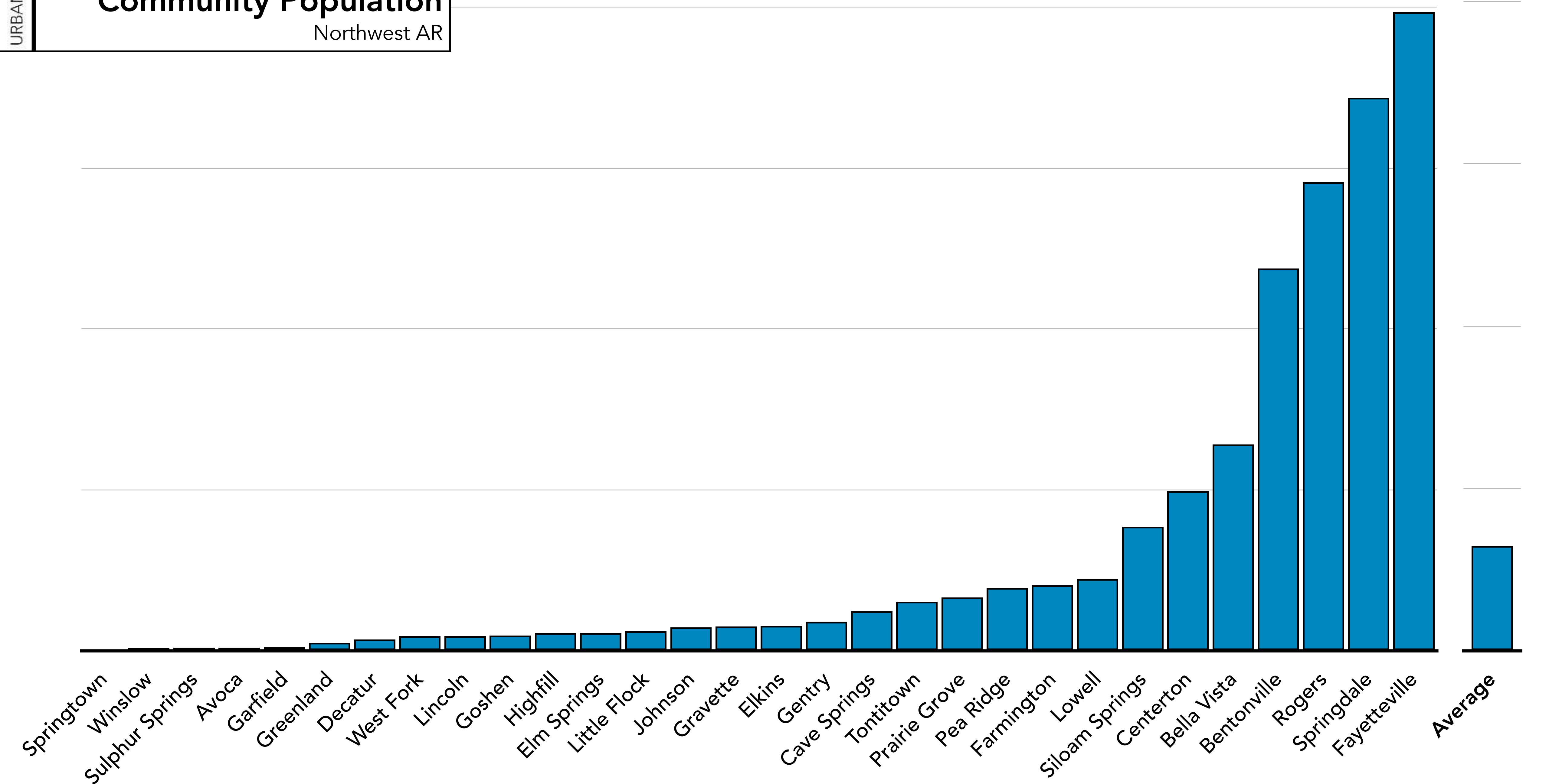
Population Over Time

URBAN3

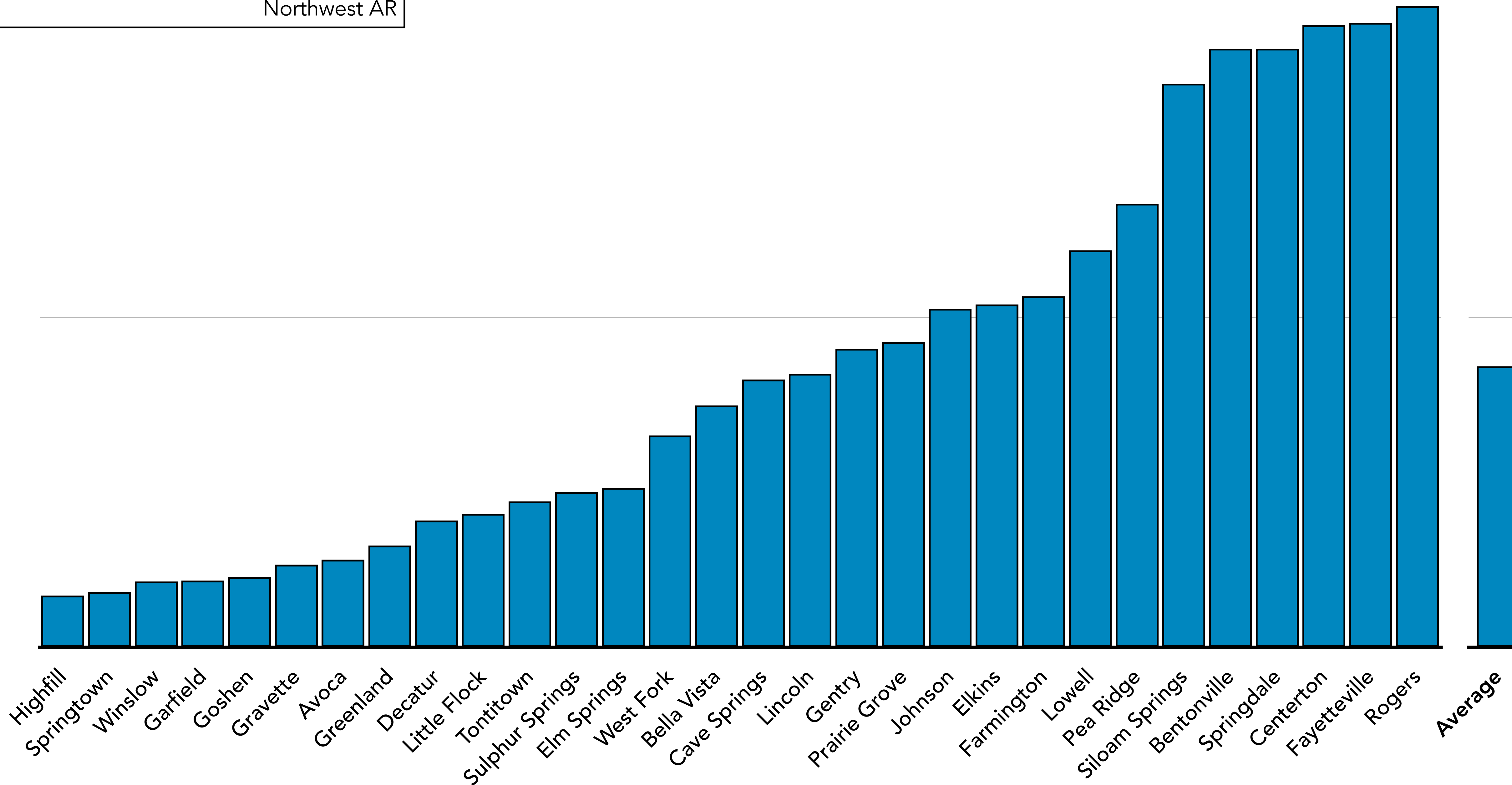
Community Population

Northwest AR

Population



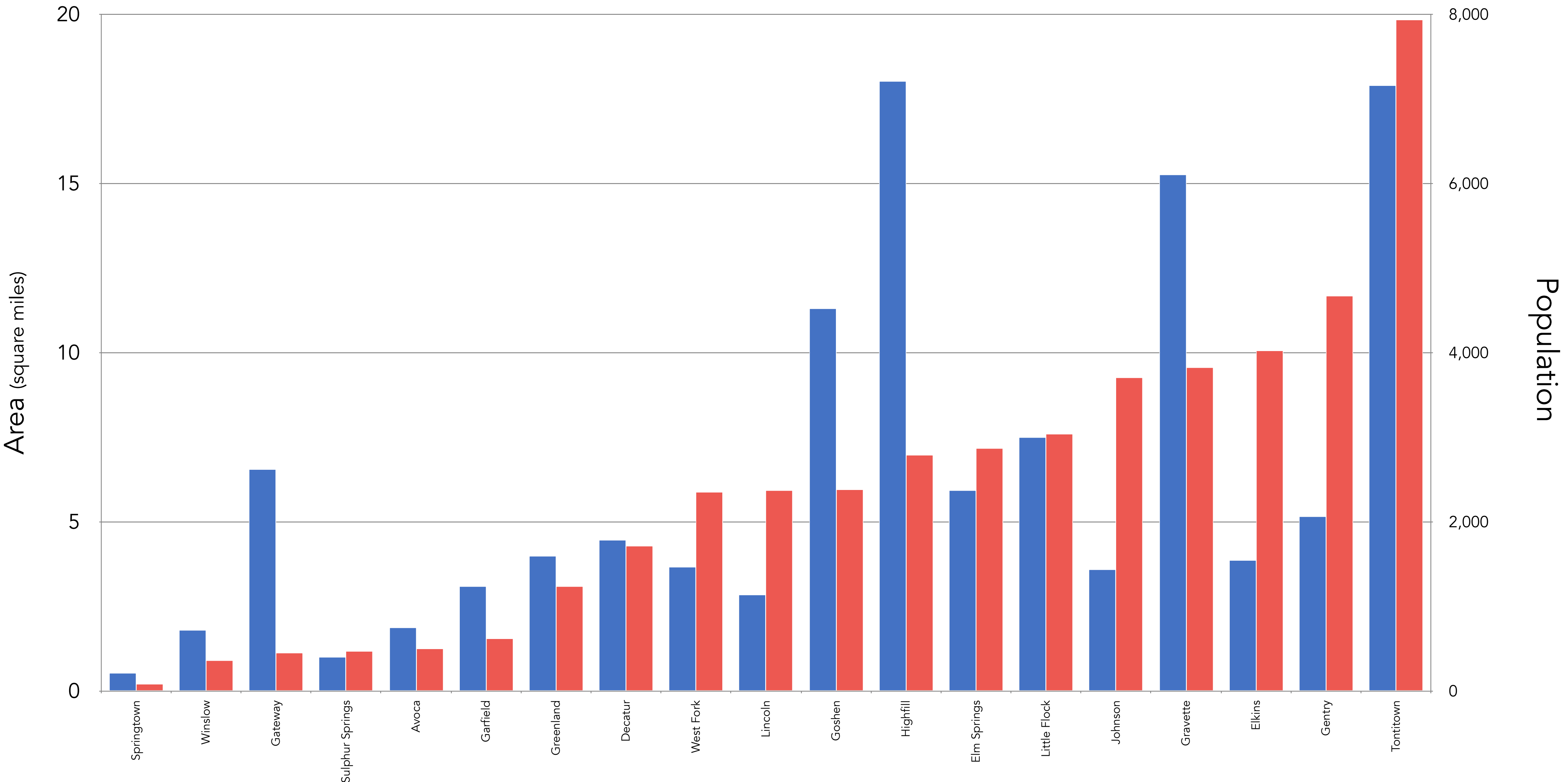
Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)



Average Sales & Property Tax Revenue Per Acre

Northwest AR - Small Communities

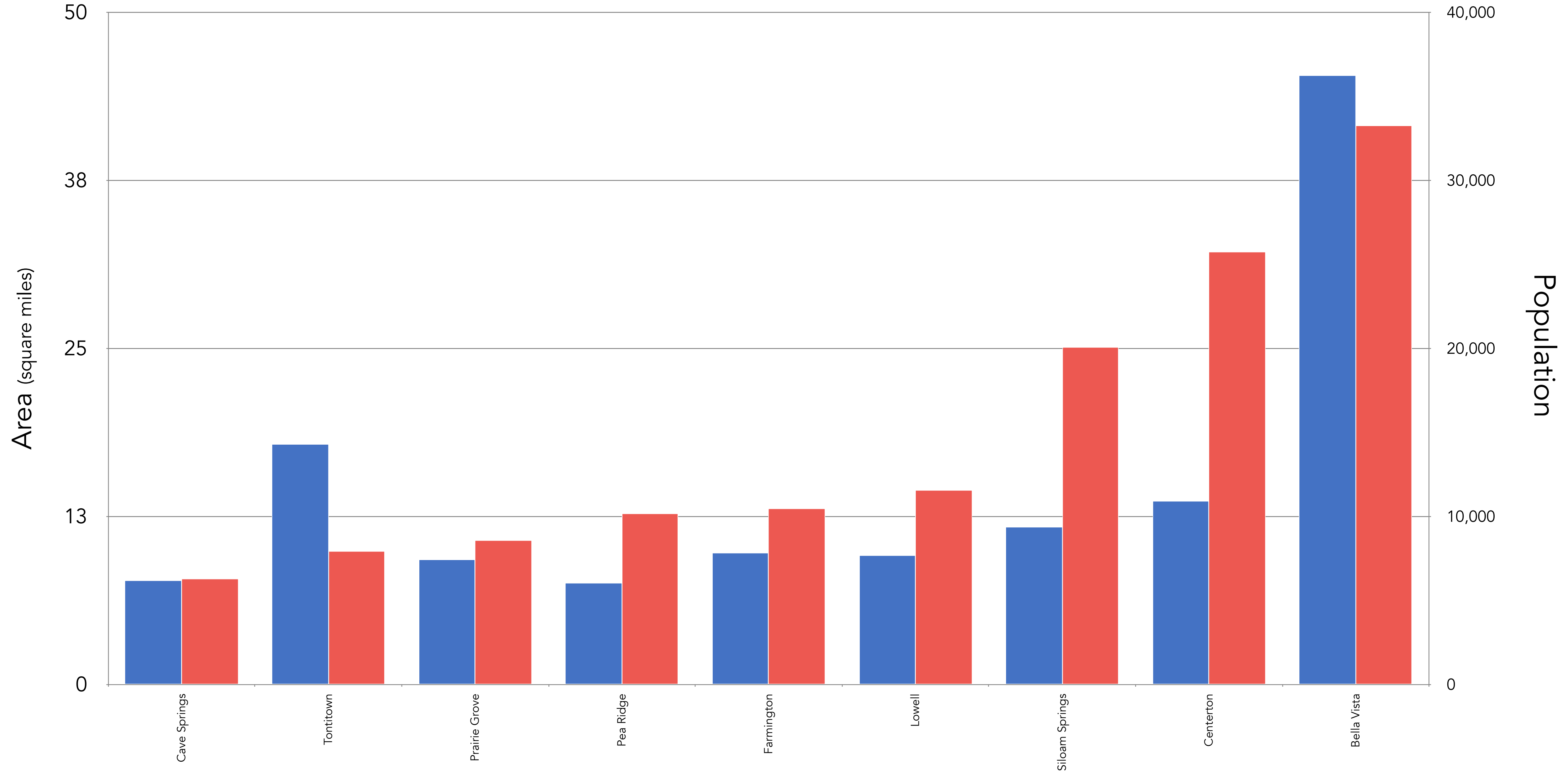
Area
Population



Average Sales & Property Tax Revenue Per Acre

Northwest AR - Medium Communities

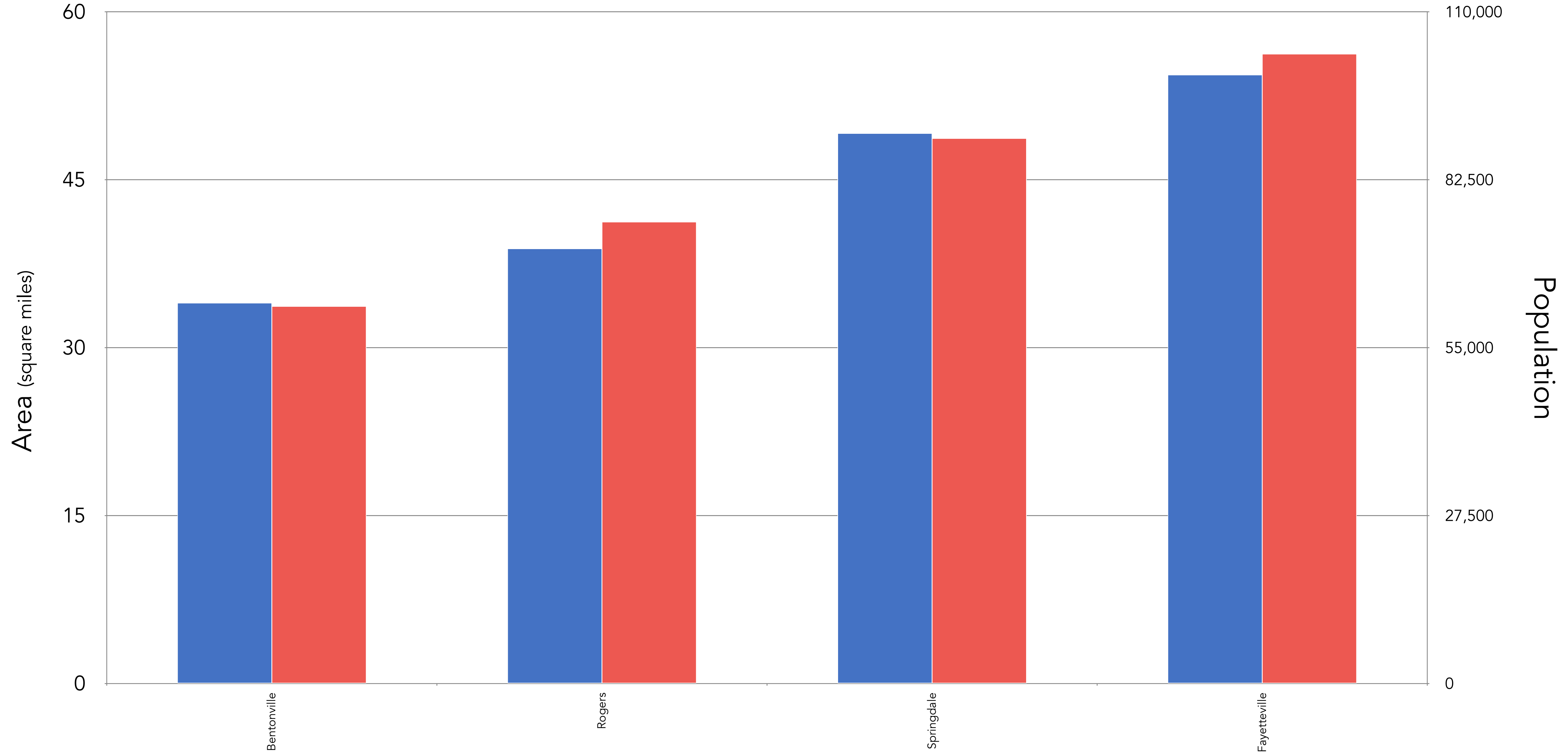
Area
Population



Average Sales & Property Tax Revenue Per Acre

Northwest AR - Large Communities

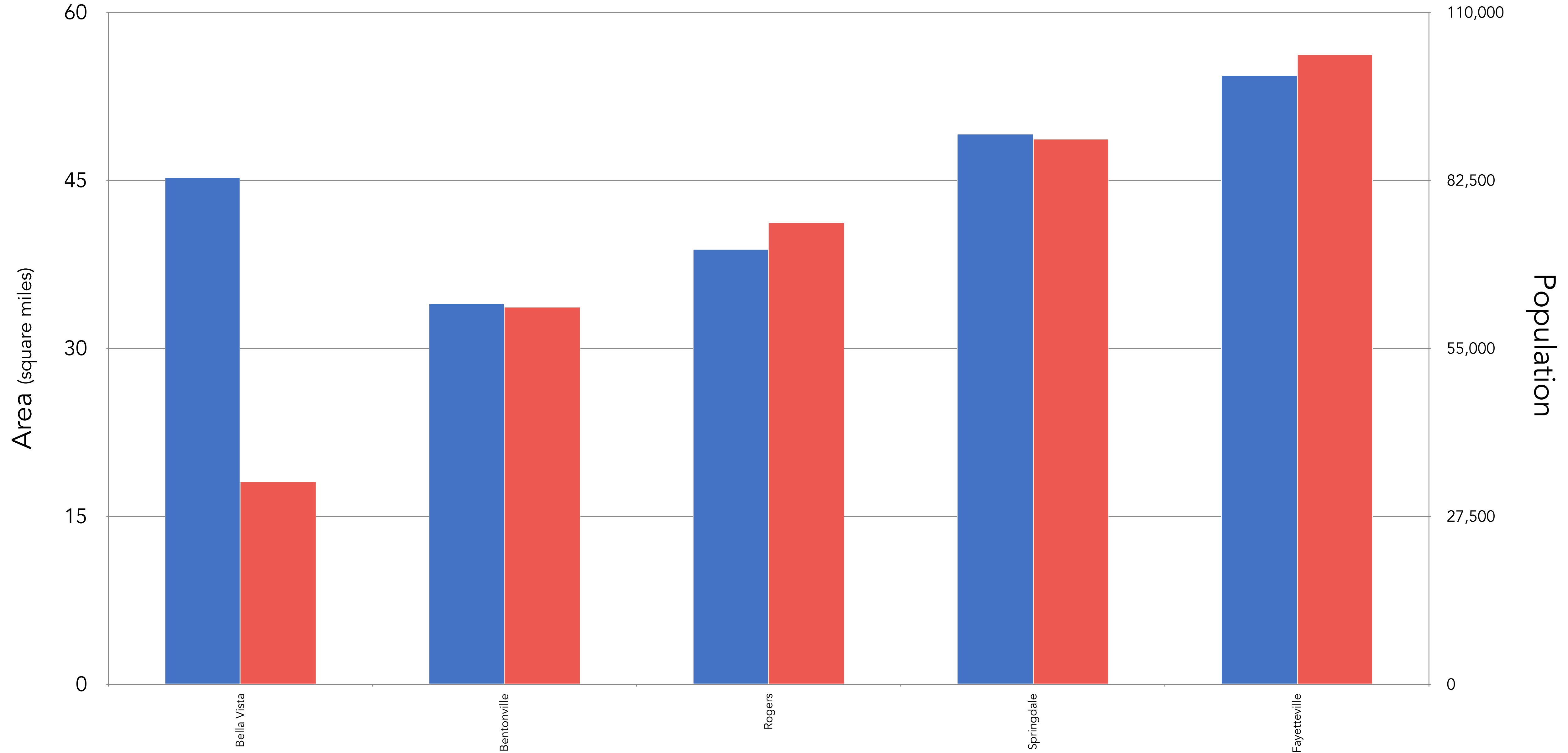
Area
Population



Average Sales & Property Tax Revenue Per Acre

Northwest AR - Large Communities (+ Bella Vista)

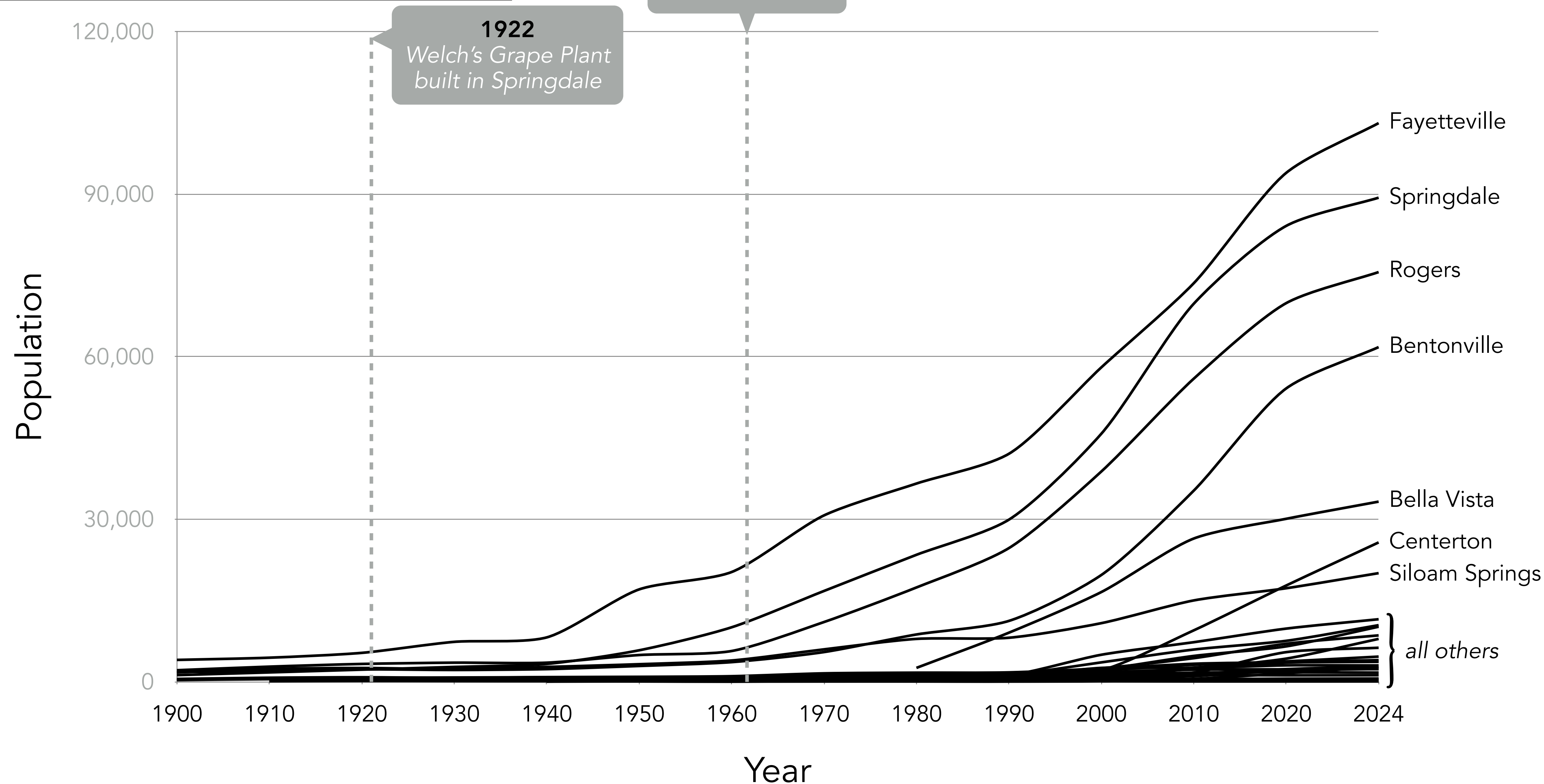
Area
Population



URBAN3

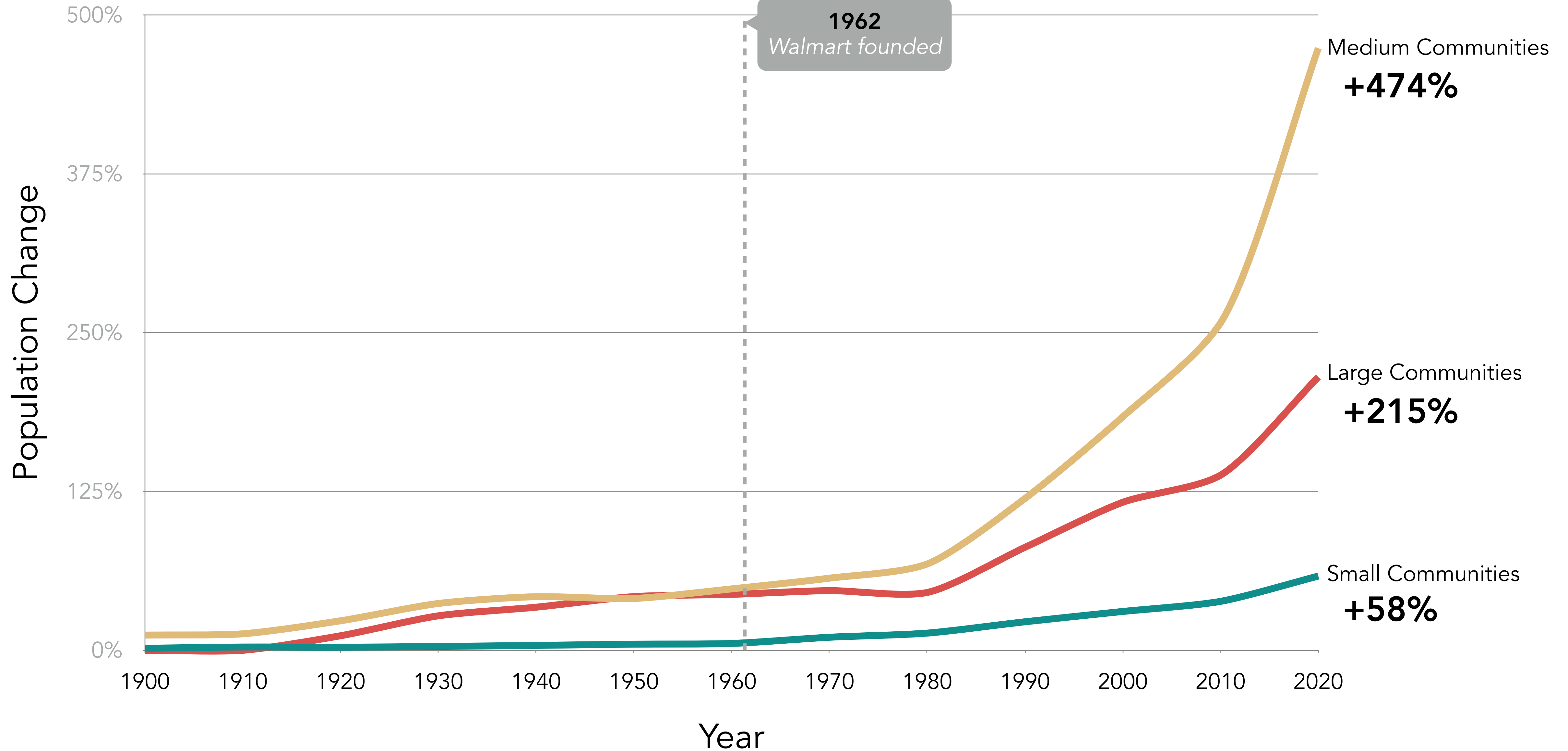
Population Change Over Time

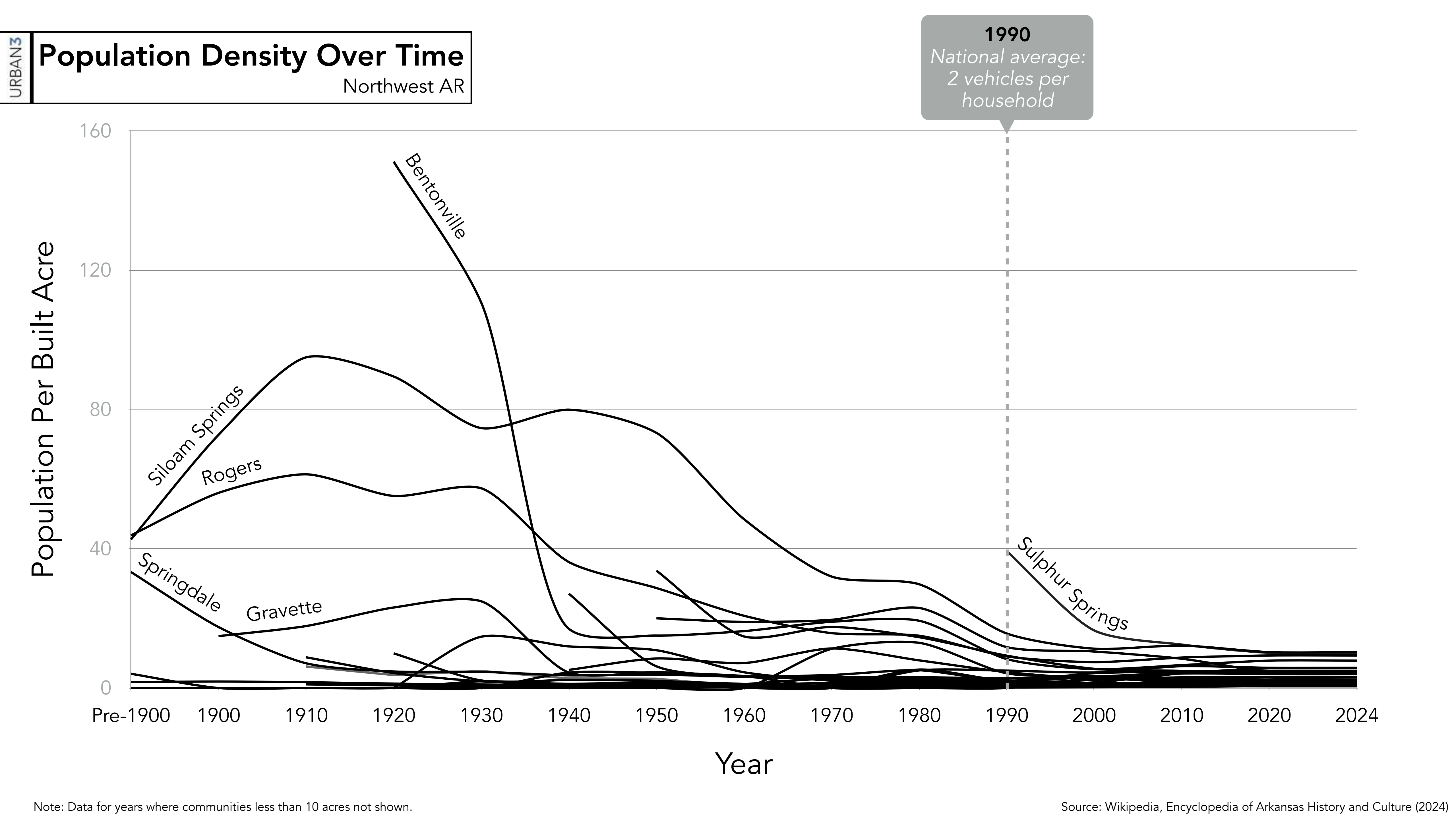
Northwest AR



Population Change Over Time, Indexed to 1900

Northwest AR



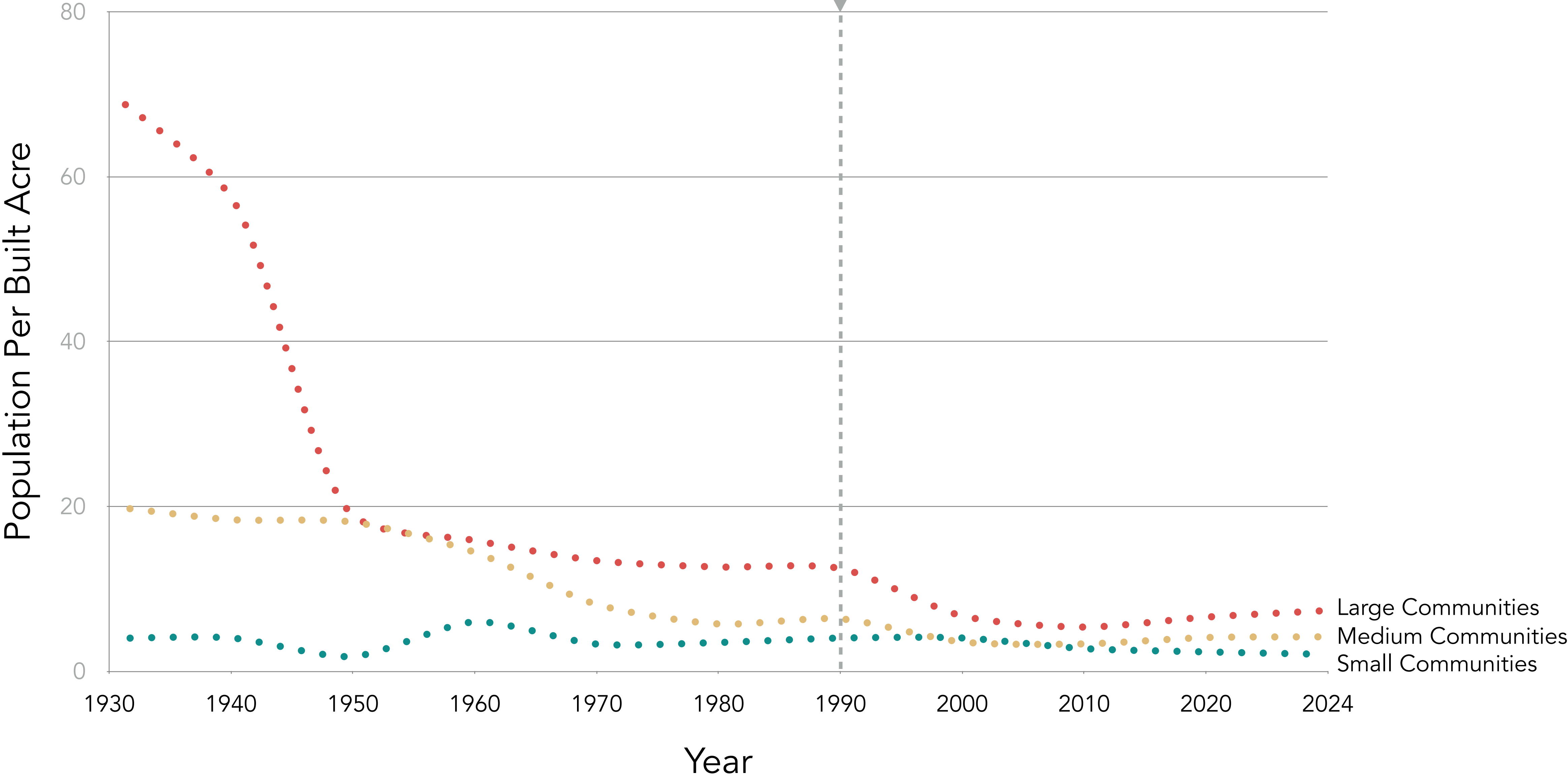


URBAN3

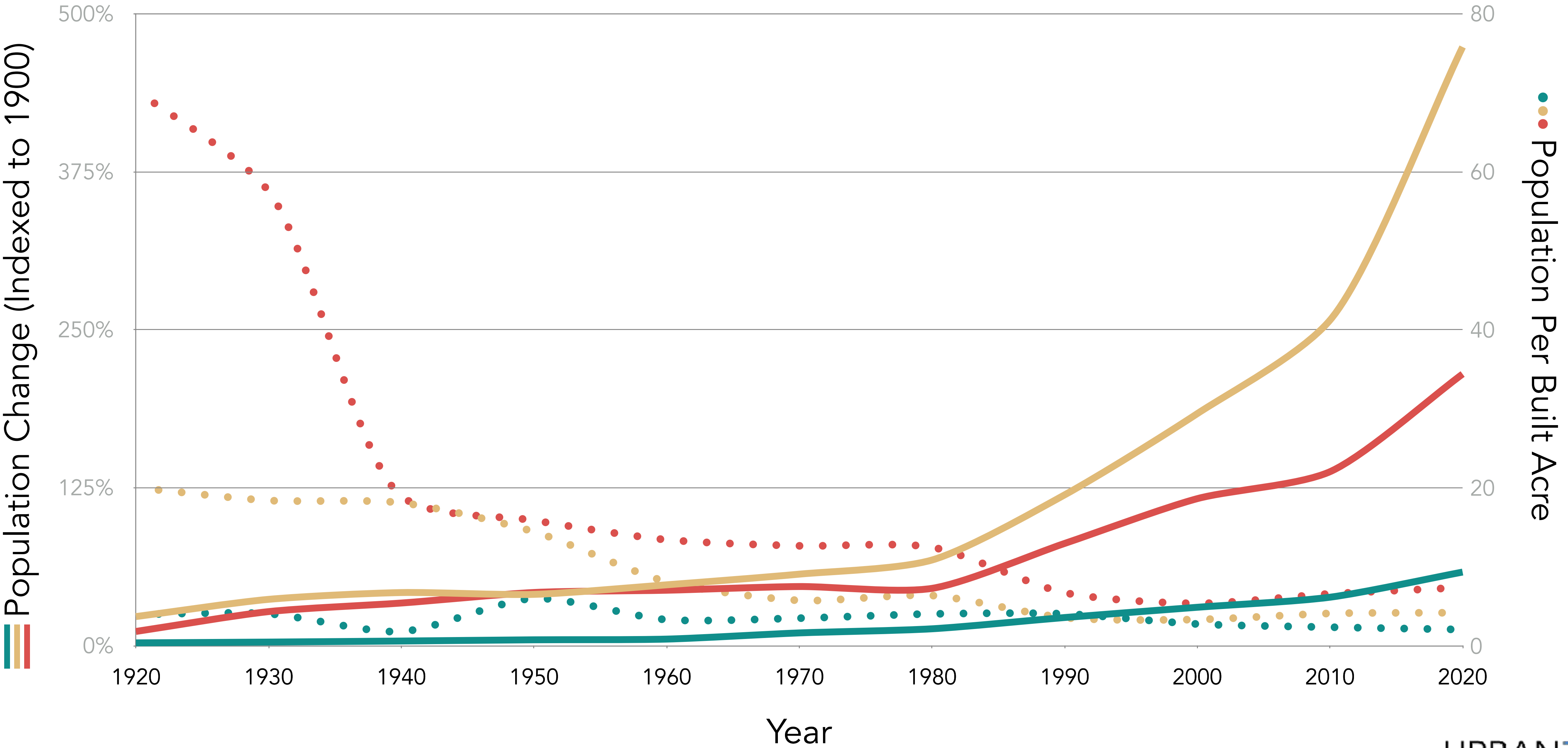
Population Density Over Time

Northwest AR

1990
National average:
2 vehicles per
household

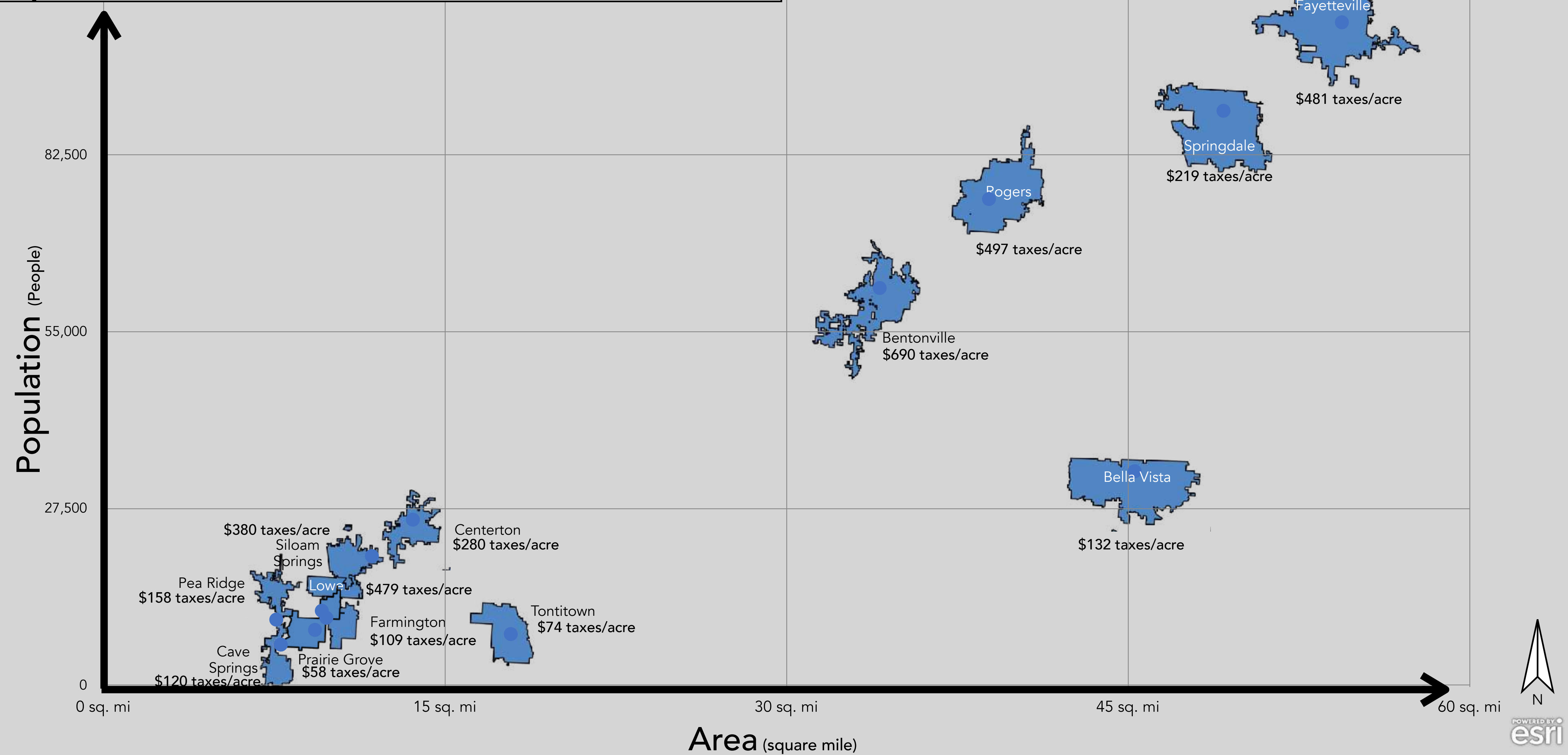


Population Density ← { ● Small Communities
● Medium Communities
● Large Communities } { — — — — — } → Population Change



Regional Geography by Population & Area

Northwest AR



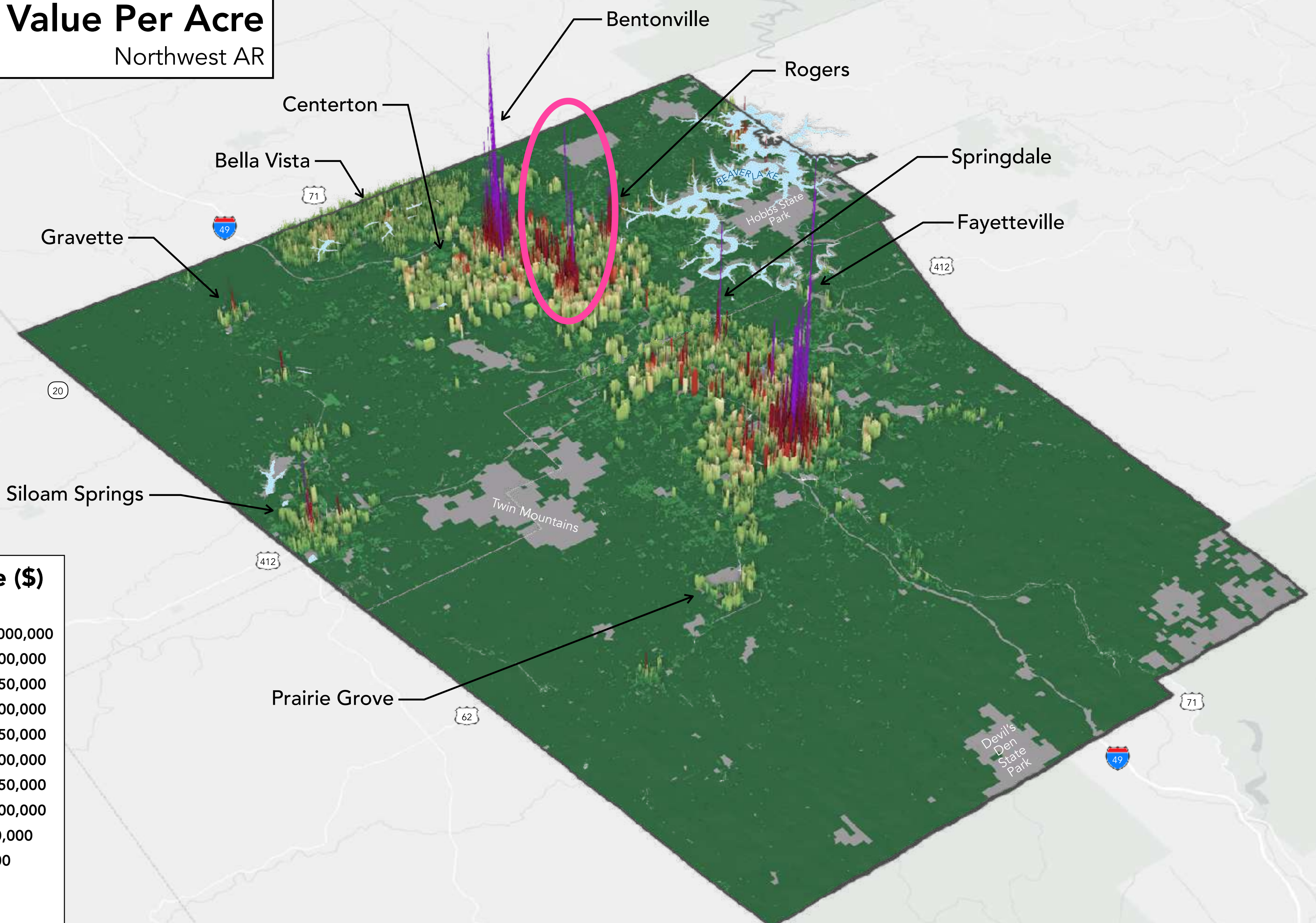
Regional Geography by Productivity & Population

Northwest AR



Assessed Value Per Acre

Northwest AR



Value Per Acre (\$)

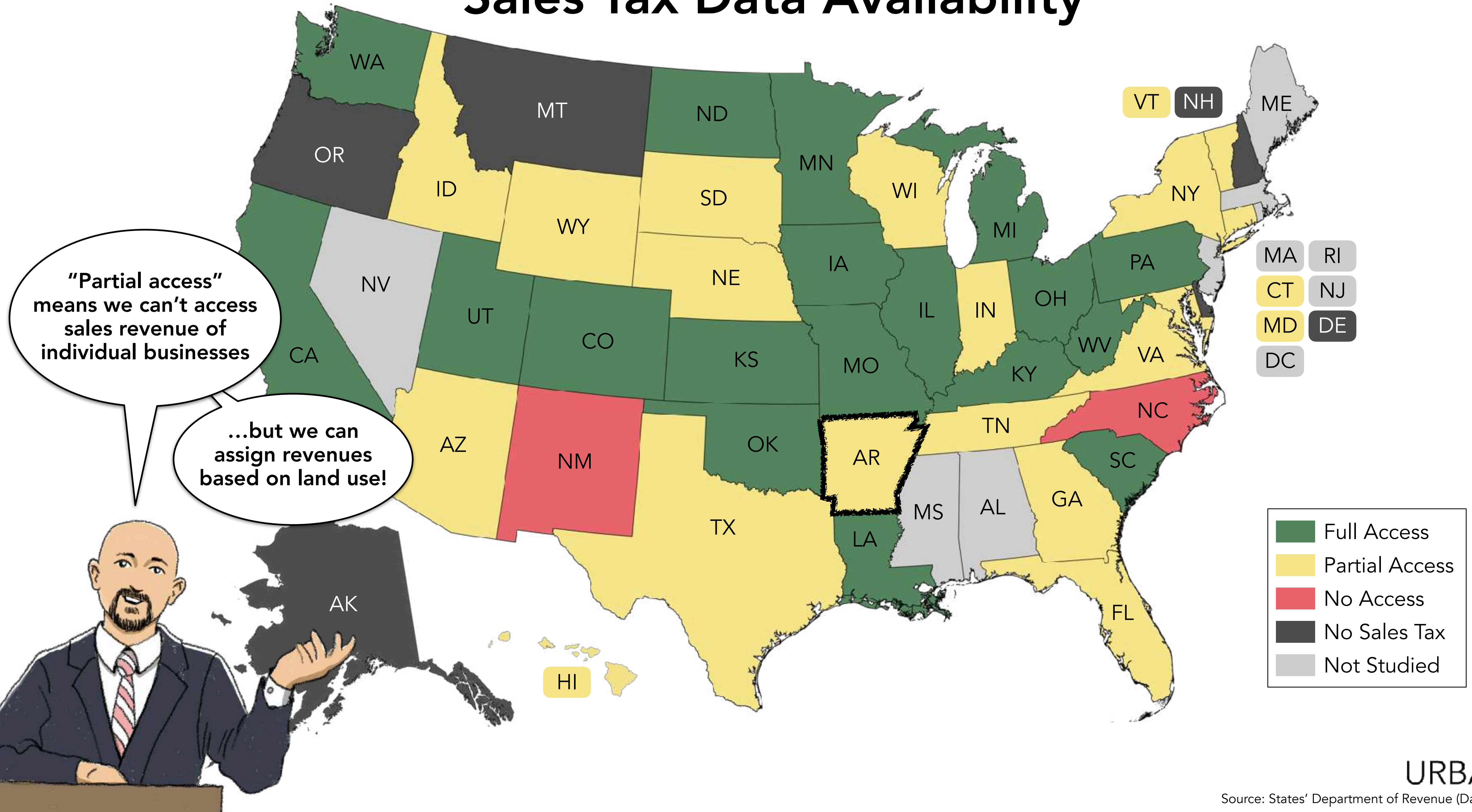
	> 10,000,000
	4,000,001 - 10,000,000
	3,250,001 - 4,000,000
	3,000,001 - 3,250,000
	2,750,001 - 3,000,000
	2,500,001 - 2,750,000
	2,250,001 - 2,500,000
	2,000,001 - 2,250,000
	1,150,001 - 2,000,000
	900,001 - 1,150,000
	80,001 - 900,000
	< 80,000
	0



Sales Tax Analysis

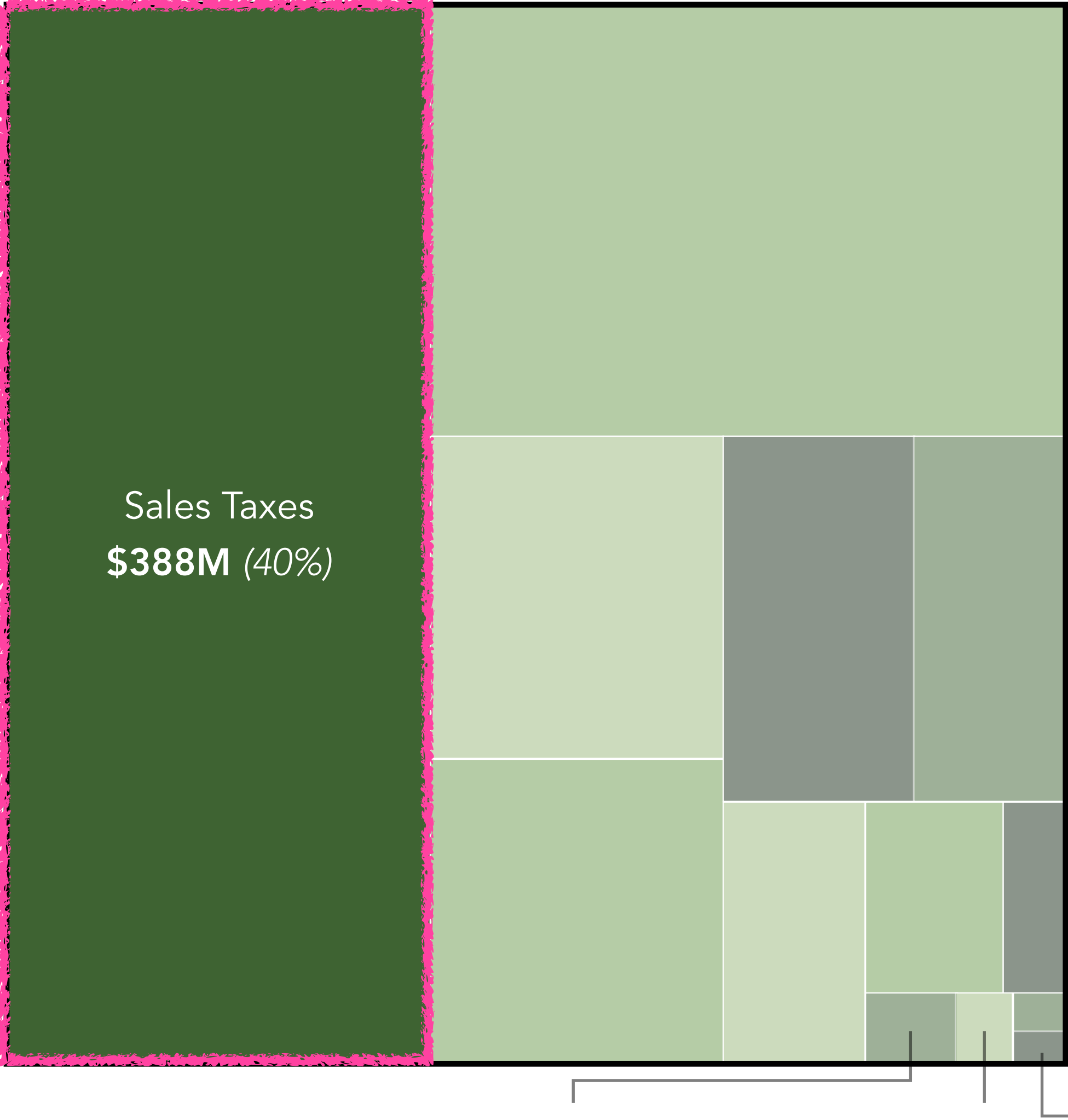
Mapping Sales Tax Revenue

Sales Tax Data Availability



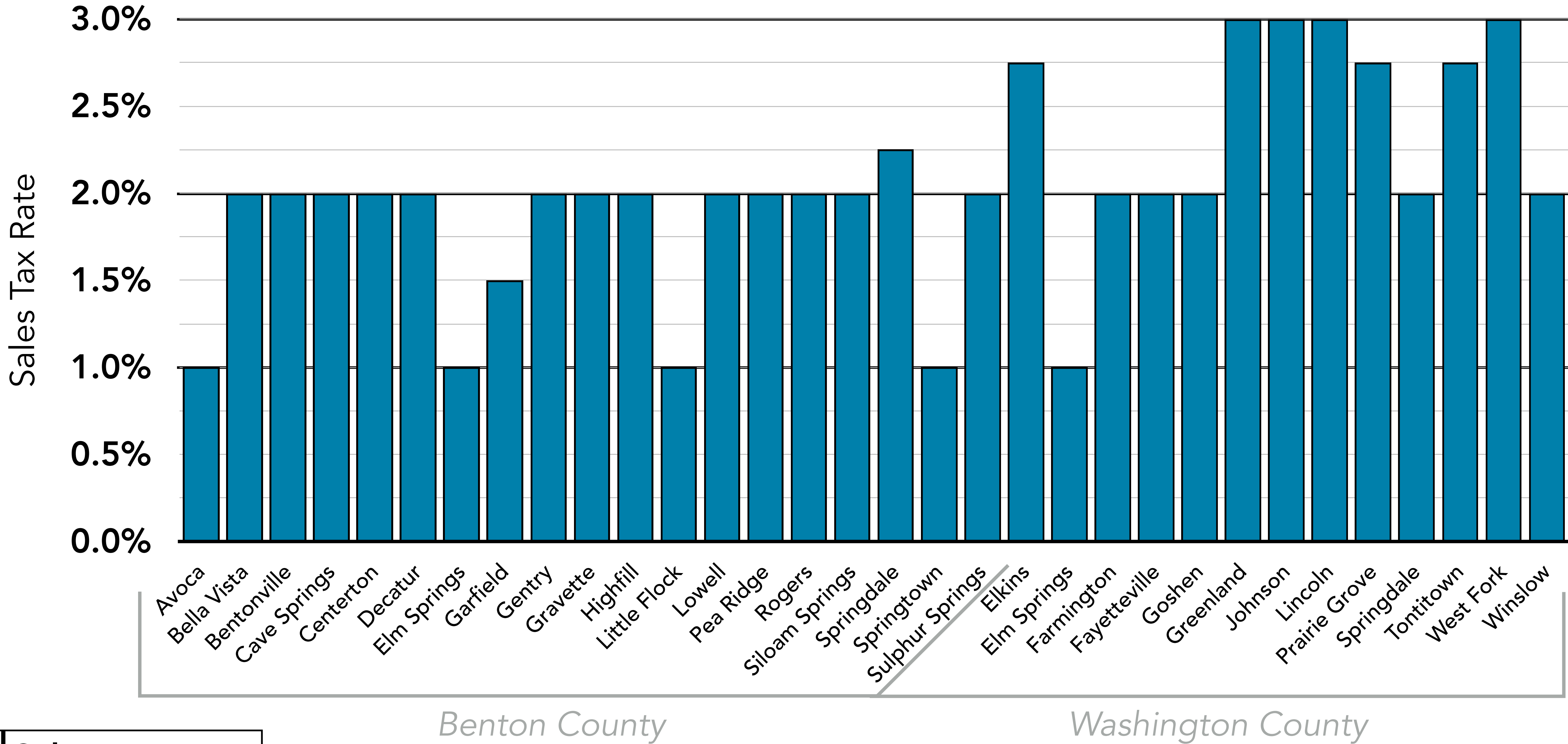
Revenues: \$975.8M

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



Department Of Finance &
Administration

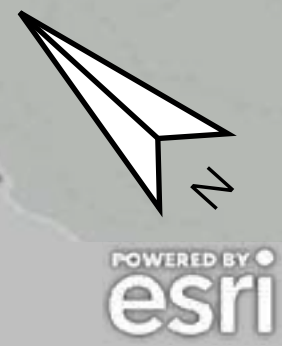
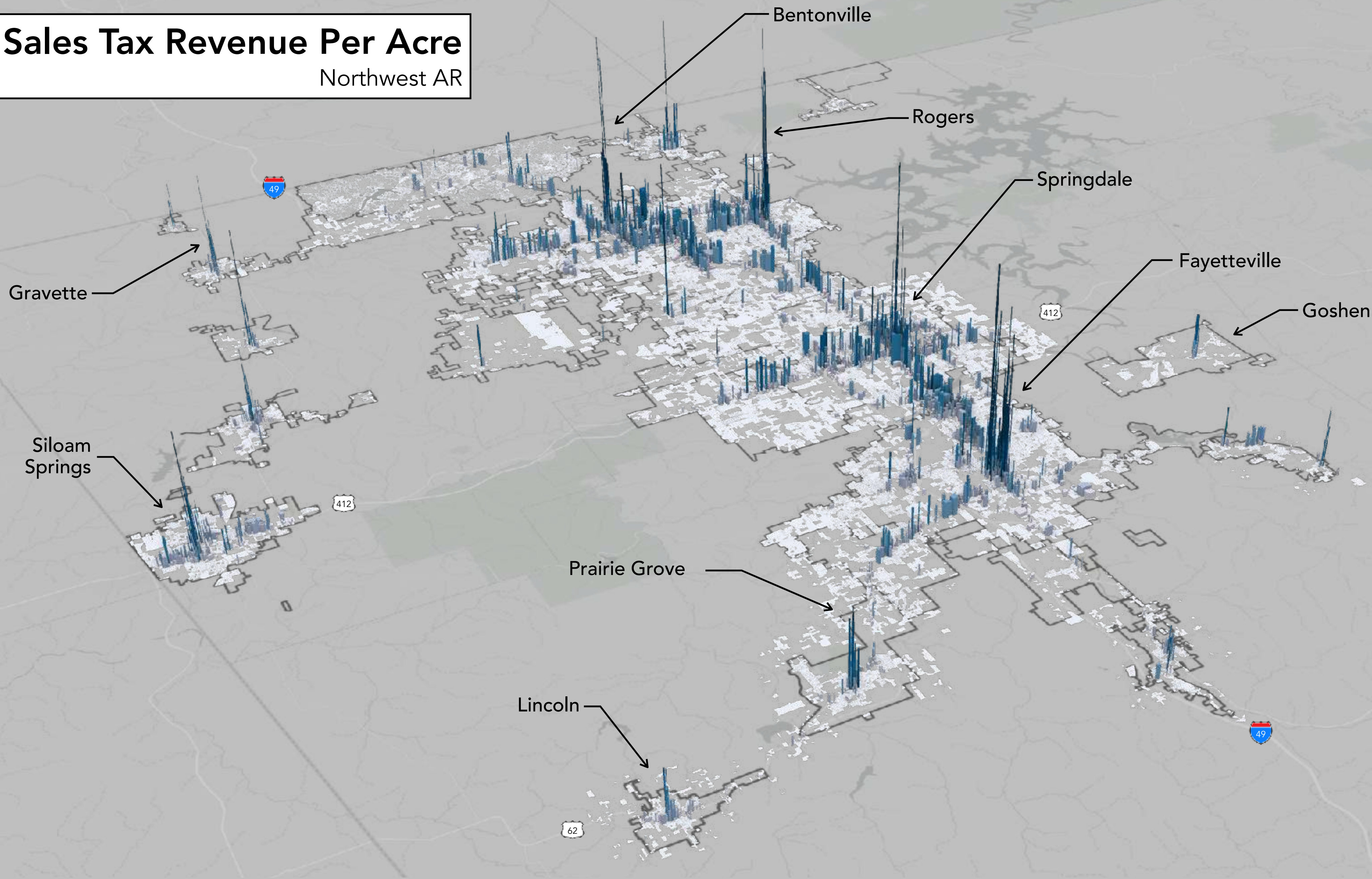
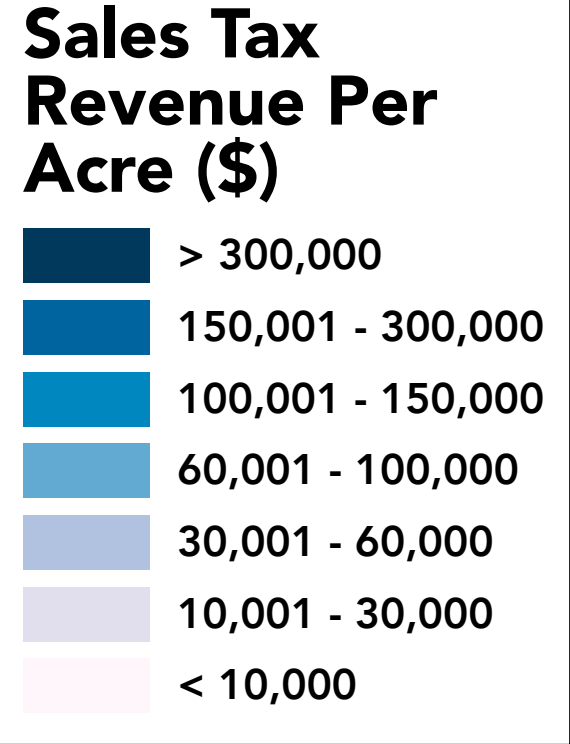
"The statistical report classifies and summarizes tax collection and adjustment information for businesses reporting activity for the specific city or county by business NAICS code."



Note: Some communities appear twice because they are in two counties. | Source: Arkansas Department of Finance and Administration (2024)

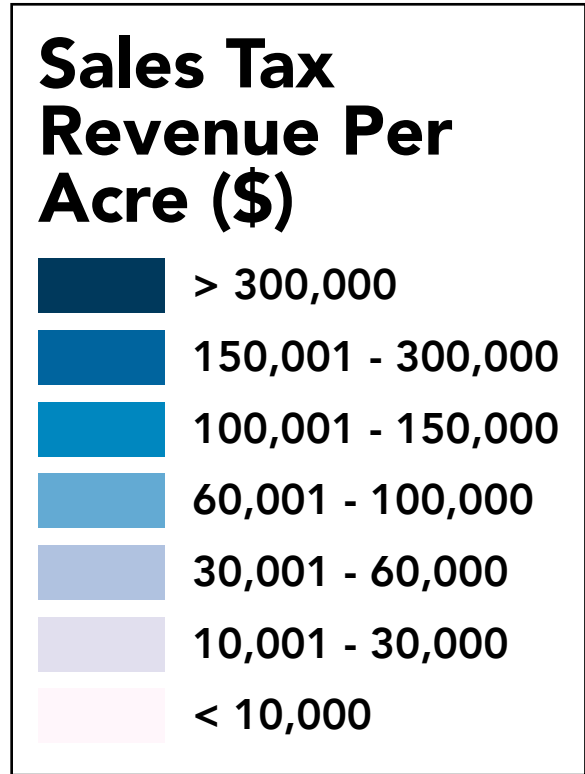
Sales Tax Revenue Per Acre

Northwest AR



Sales Tax Revenue Per Acre

Large Communities in Northwest AR

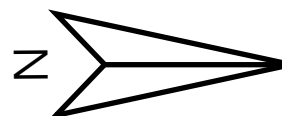


Fayetteville

Springdale

Bentonville

Rogers

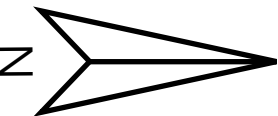
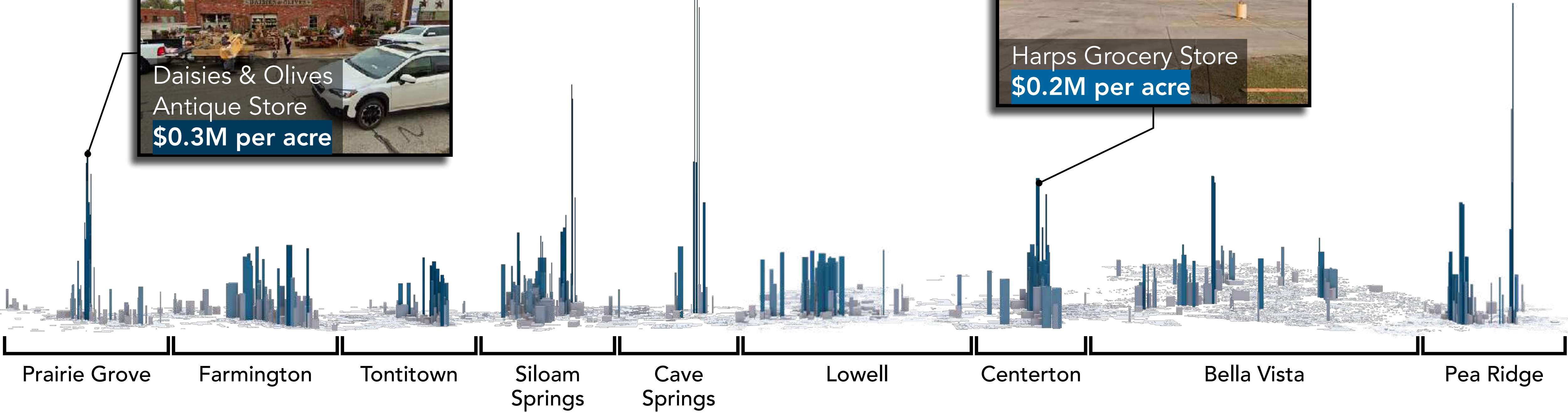
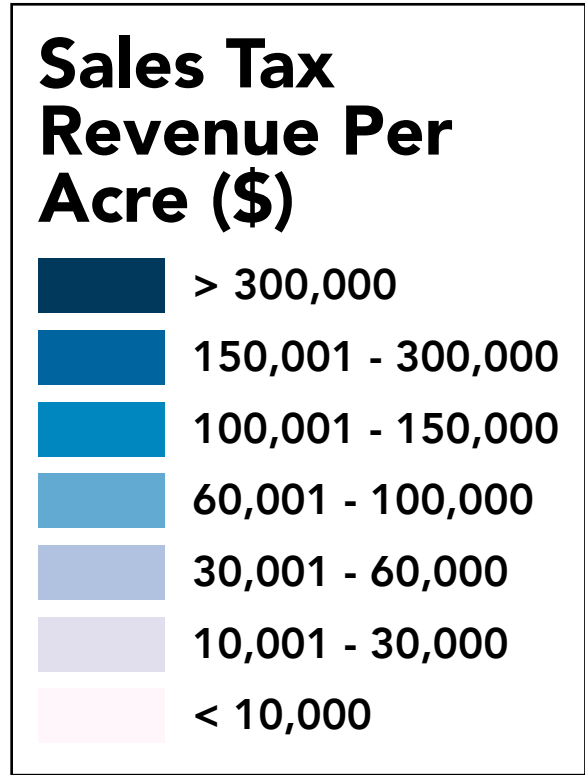


Note: City models are not perfectly to scale with each other.

Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

Sales Tax Revenue Per Acre

Medium Communities in Northwest AR

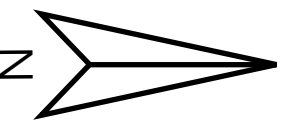
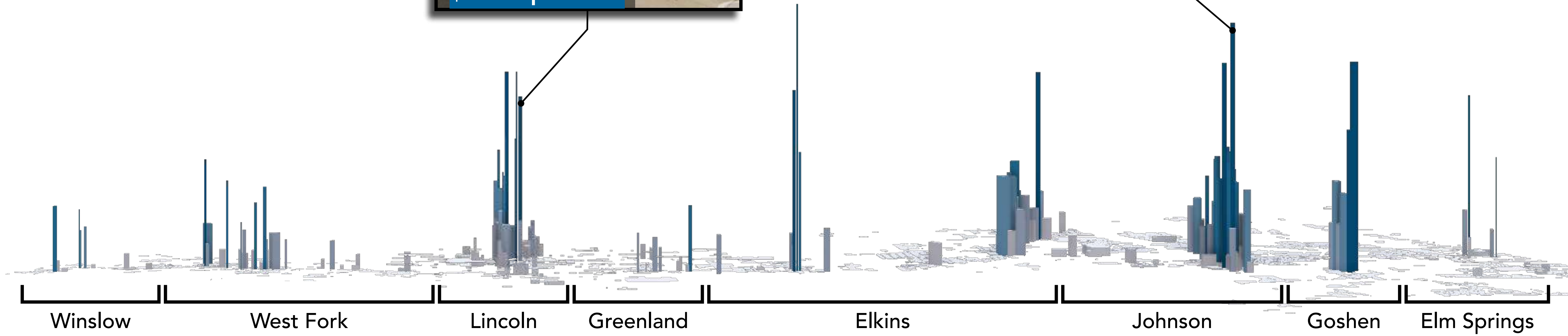
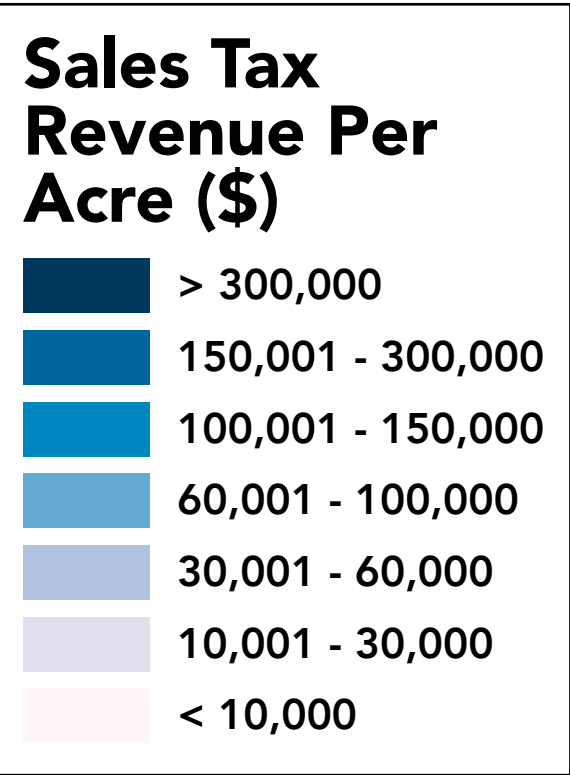


Note: City models are not perfectly to scale with each other.

Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

Sales Tax Revenue Per Acre

Small Communities in Washington County, AR



Note: City models are not perfectly to scale with each other.

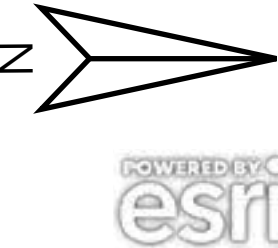
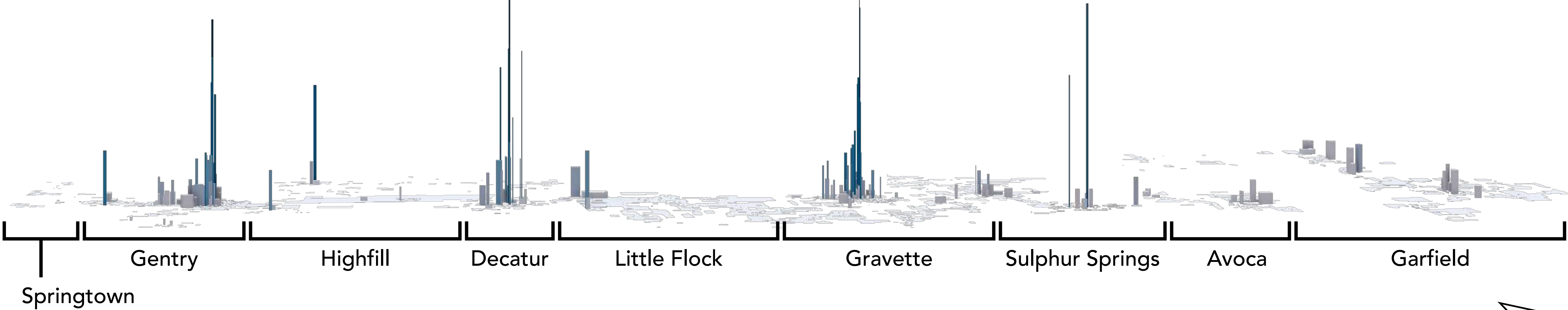
Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

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

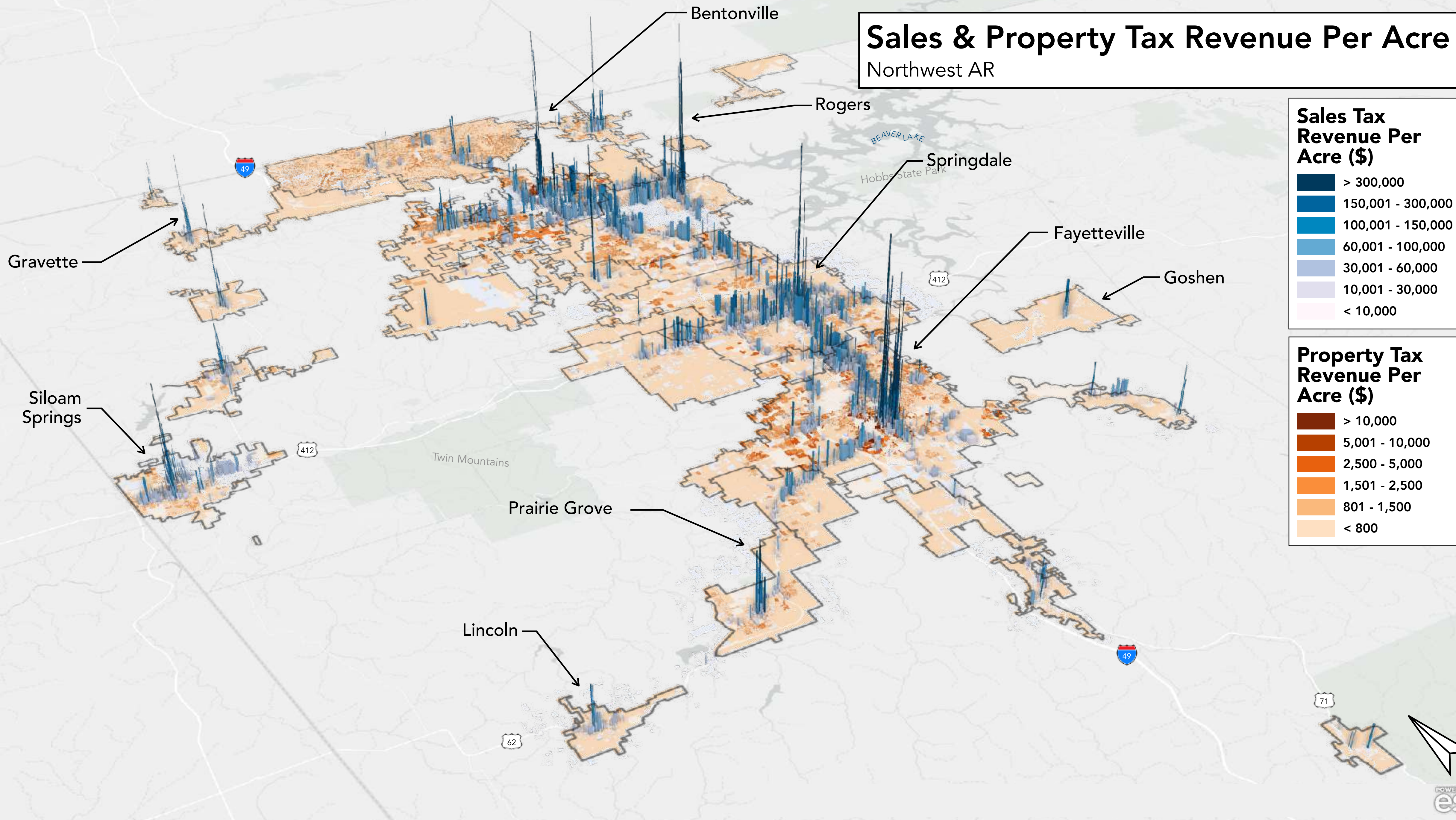


Note: City models are not perfectly to scale with each other.

Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

Sales & Property Tax Revenue Per Acre

Northwest AR



A close-up photograph of a man with light-colored, curly hair and glasses. He is looking slightly to his left with a thoughtful or questioning expression. The background is blurred, showing some green foliage on the left and a blue and white patterned surface on the right.

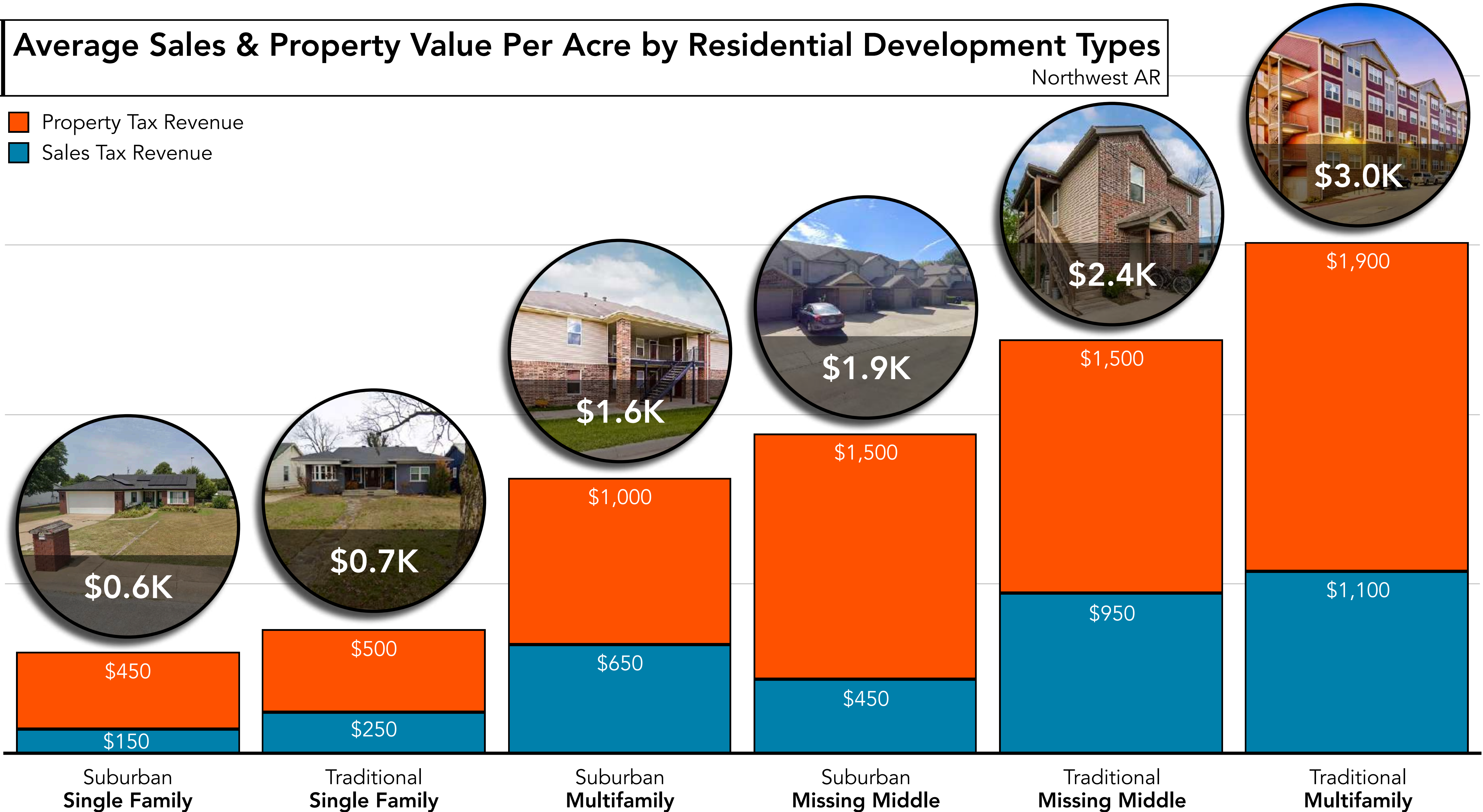
WELL

ISN'T THAT SPATIAL

Average Sales & Property Value Per Acre by Residential Development Types

Northwest AR

- Property Tax Revenue
- Sales Tax Revenue



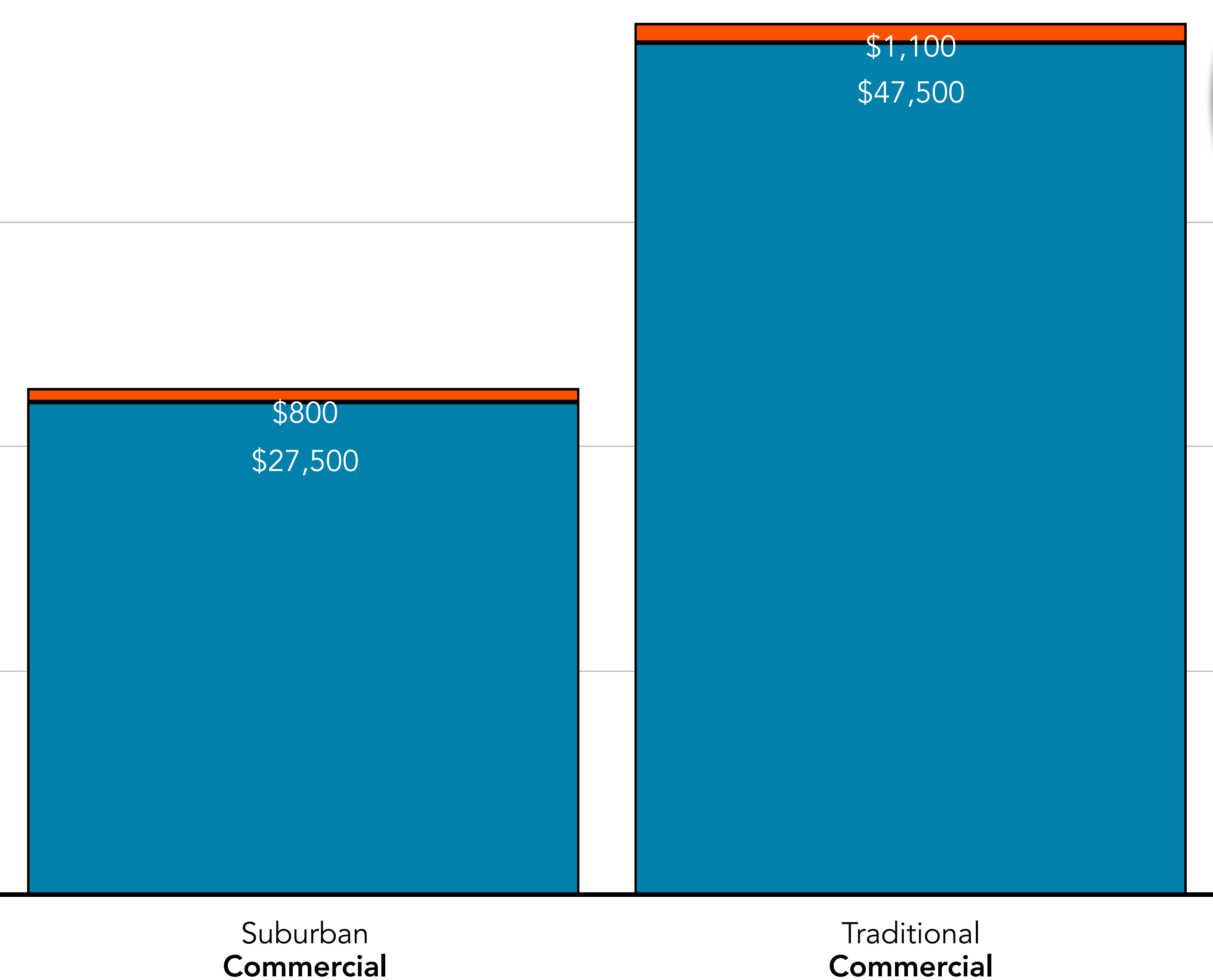
Note: Sales revenue from online shopping were distributed to residential properties per unit

Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

Average Sales & Property Value Per Acre by Commercial Development Types

Northwest AR

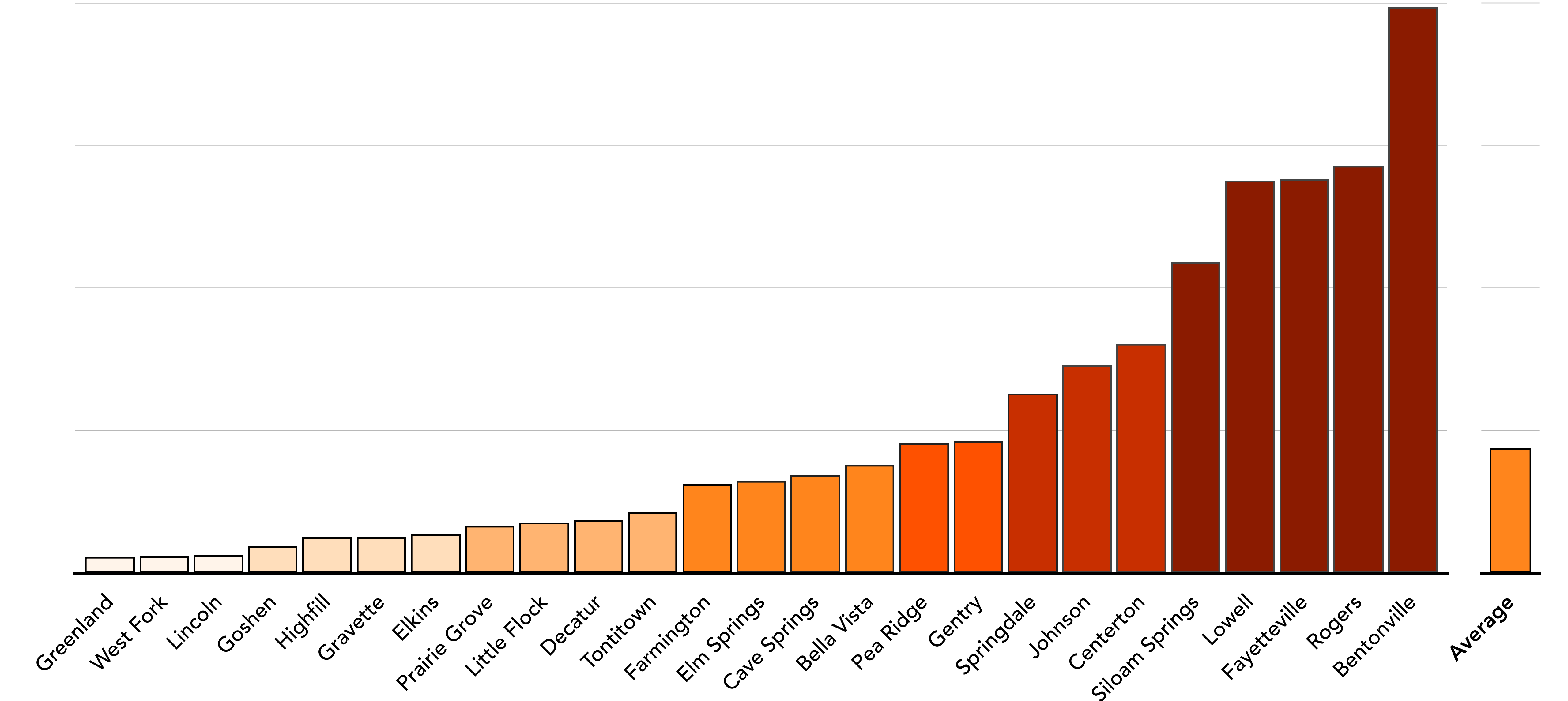
- Property Tax Revenue
- Sales Tax Revenue



URBAN3

Average Property Tax Revenue Per Acre

Northwest AR

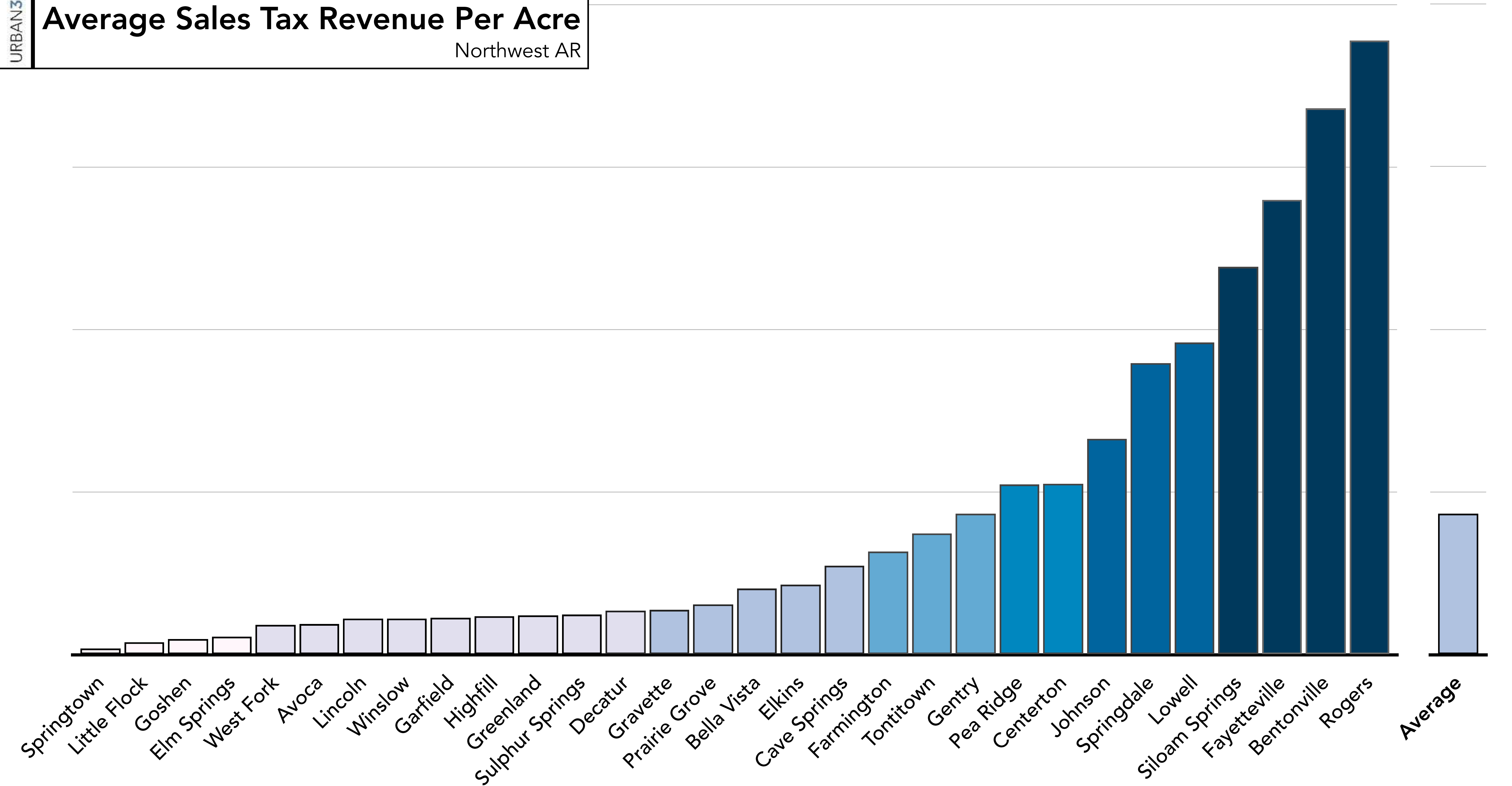


Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

URBAN3

Average Sales Tax Revenue Per Acre

Northwest AR

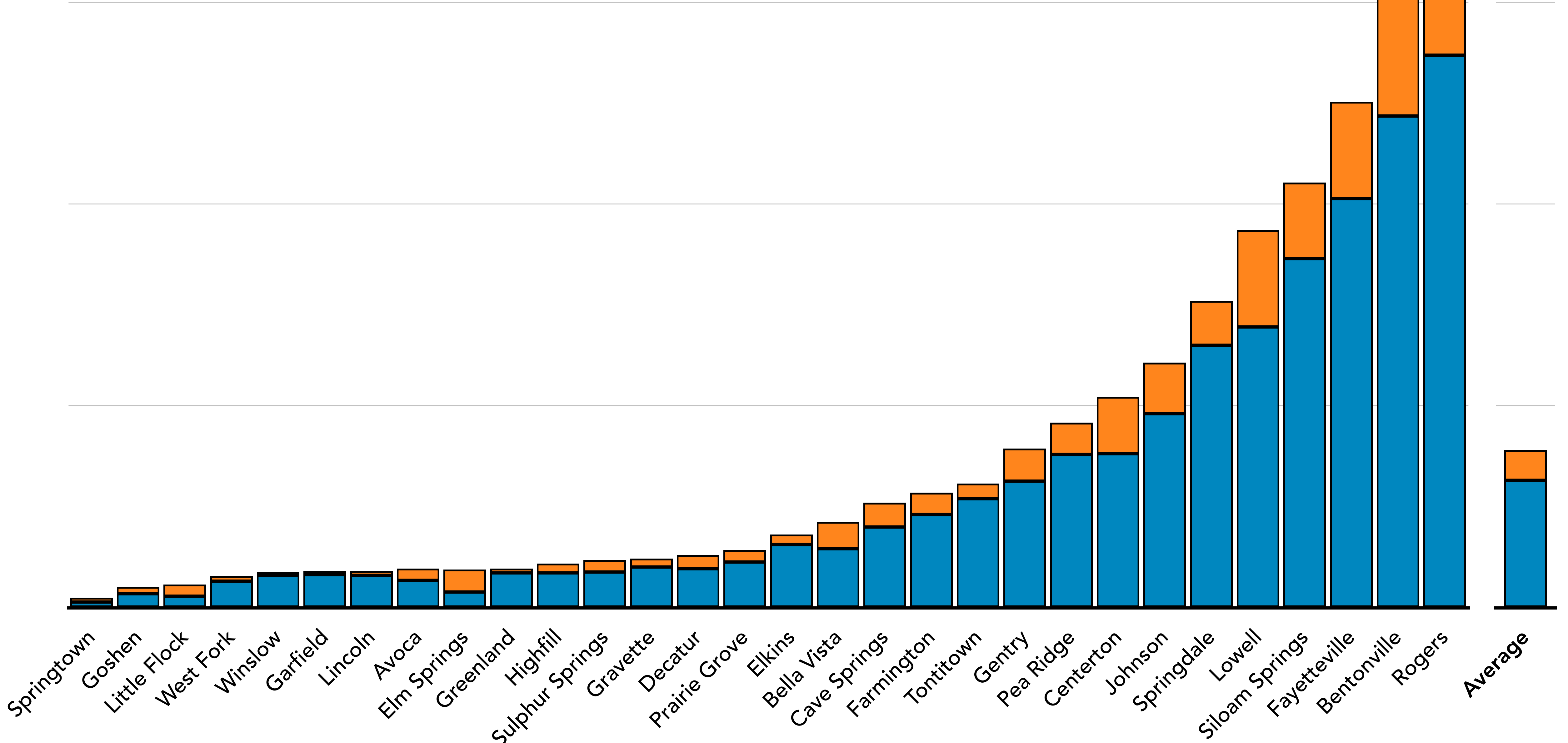


Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

Average Sales & Property Tax Revenue Per Acre

Northwest AR

Property
Sales



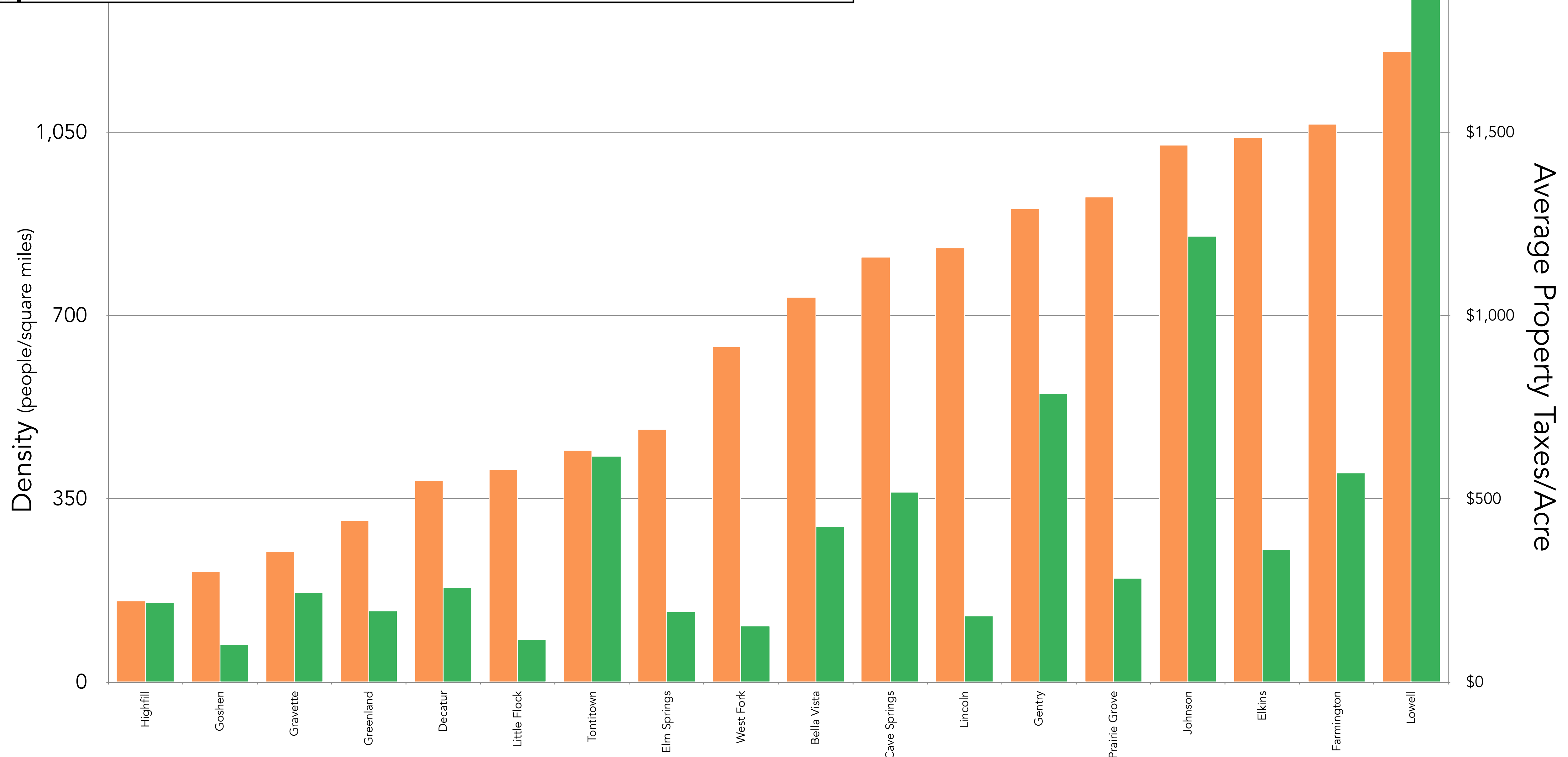
Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

Sales + Property Tax Revenue Per Acre by Density

Northwest AR - Small Communities

People/Sq.mi.

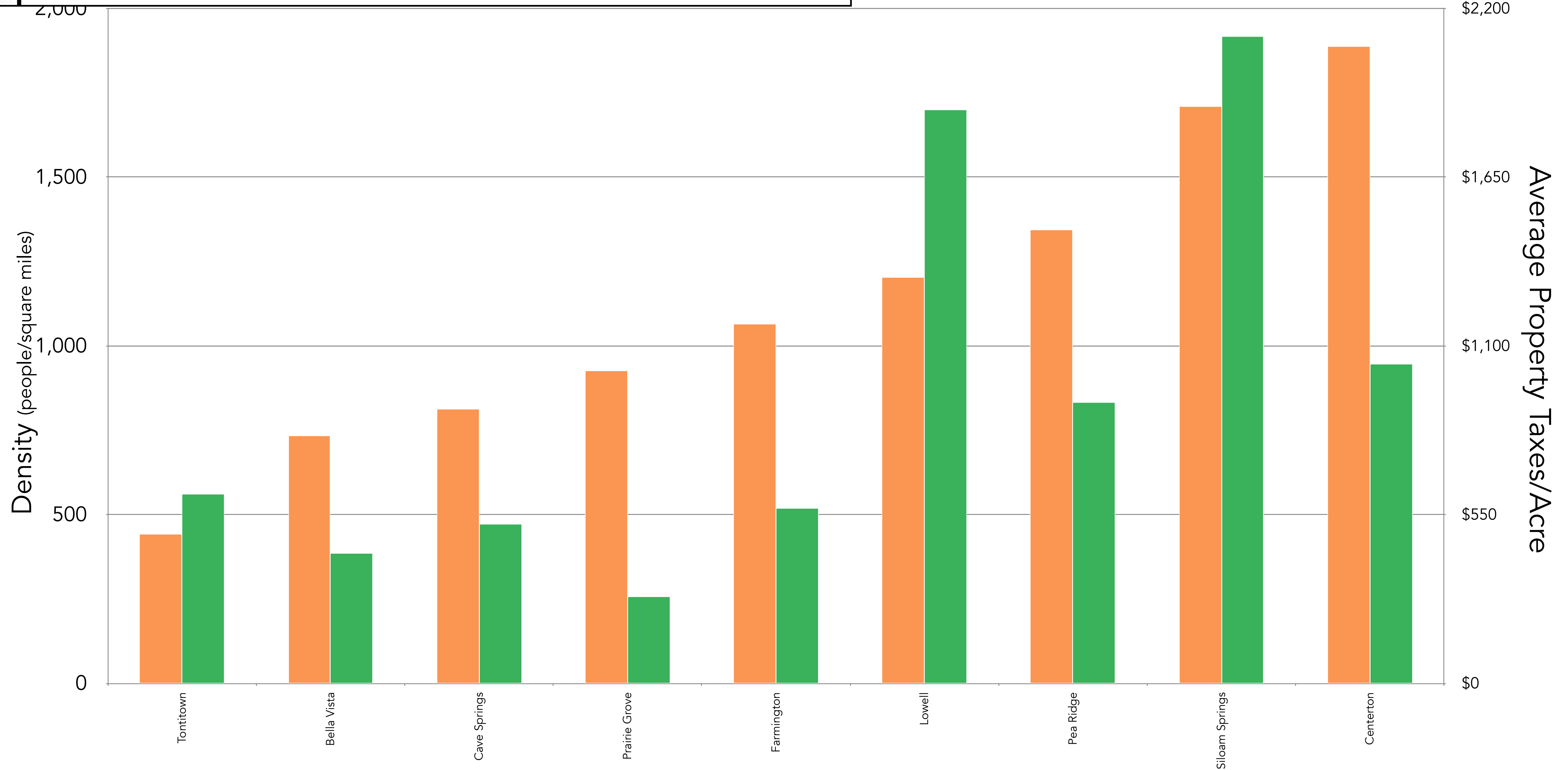
Total Taxes/Acre



Sales + Property Tax Revenue Per Acre by Density

Northwest AR - Medium Communities

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

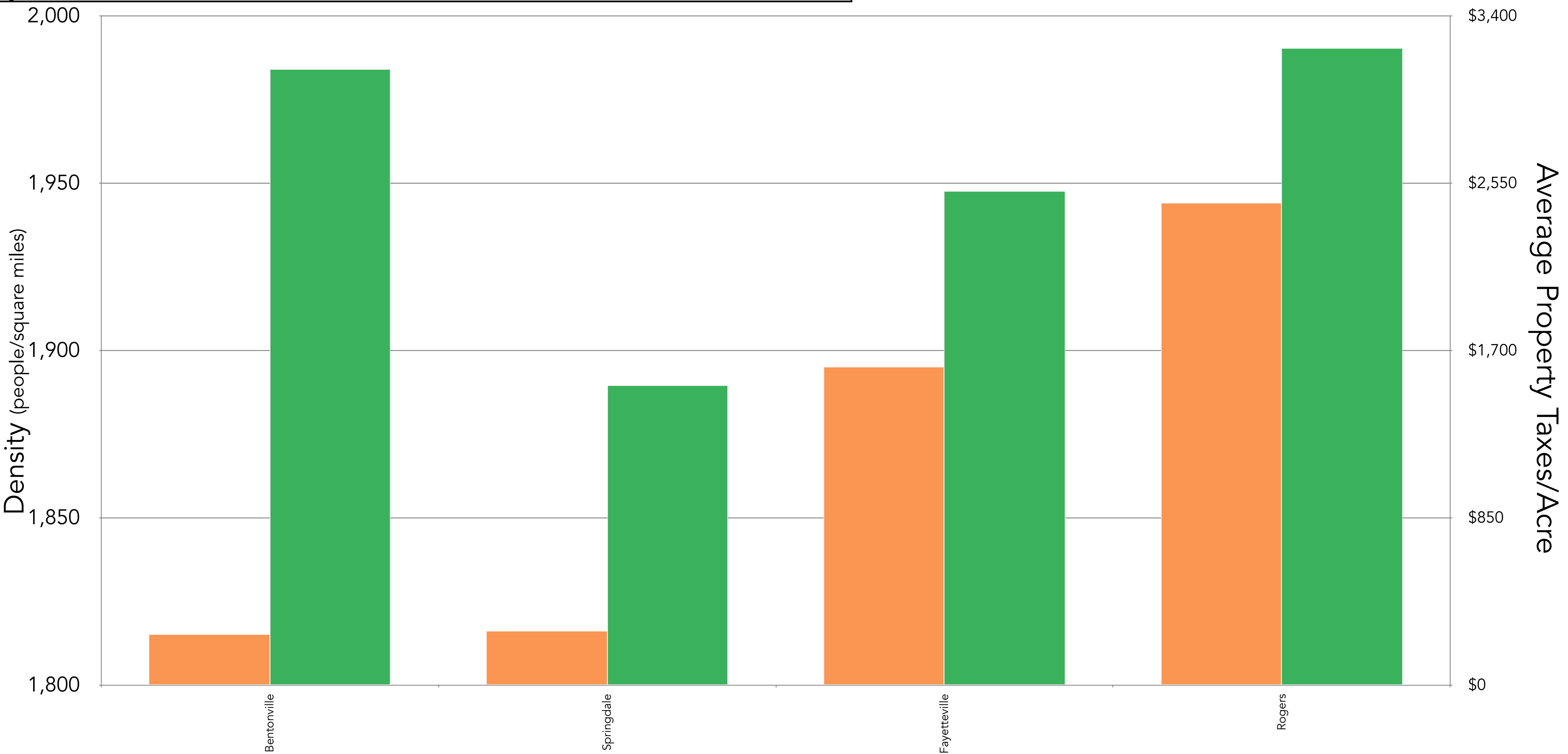


Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

Sales + Property Tax Revenue Per Acre by Density

Northwest AR - Large Communities

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

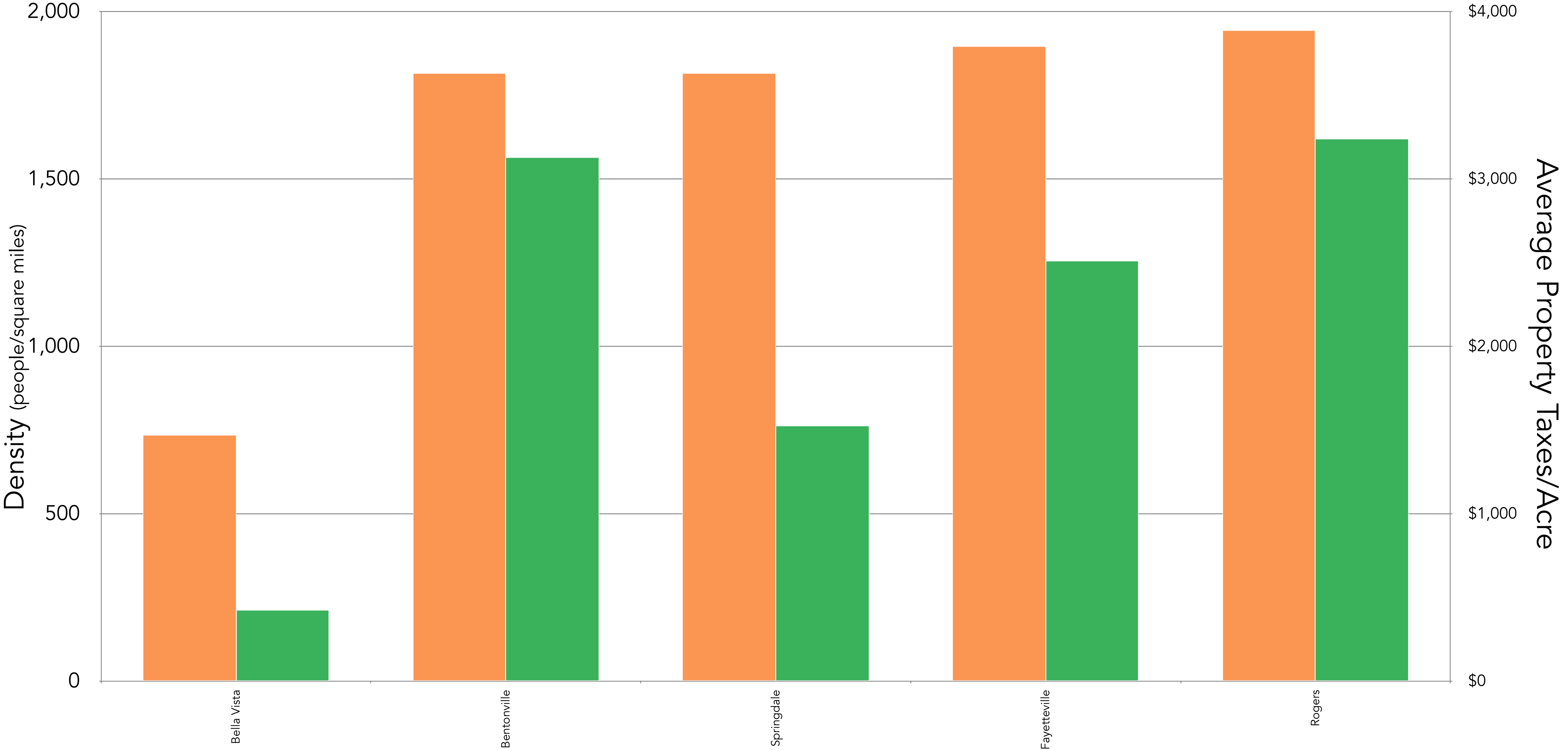


Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

Sales + Property Tax Revenue Per Acre by Density

Northwest AR - Large Communities (+ Bella Vista)

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

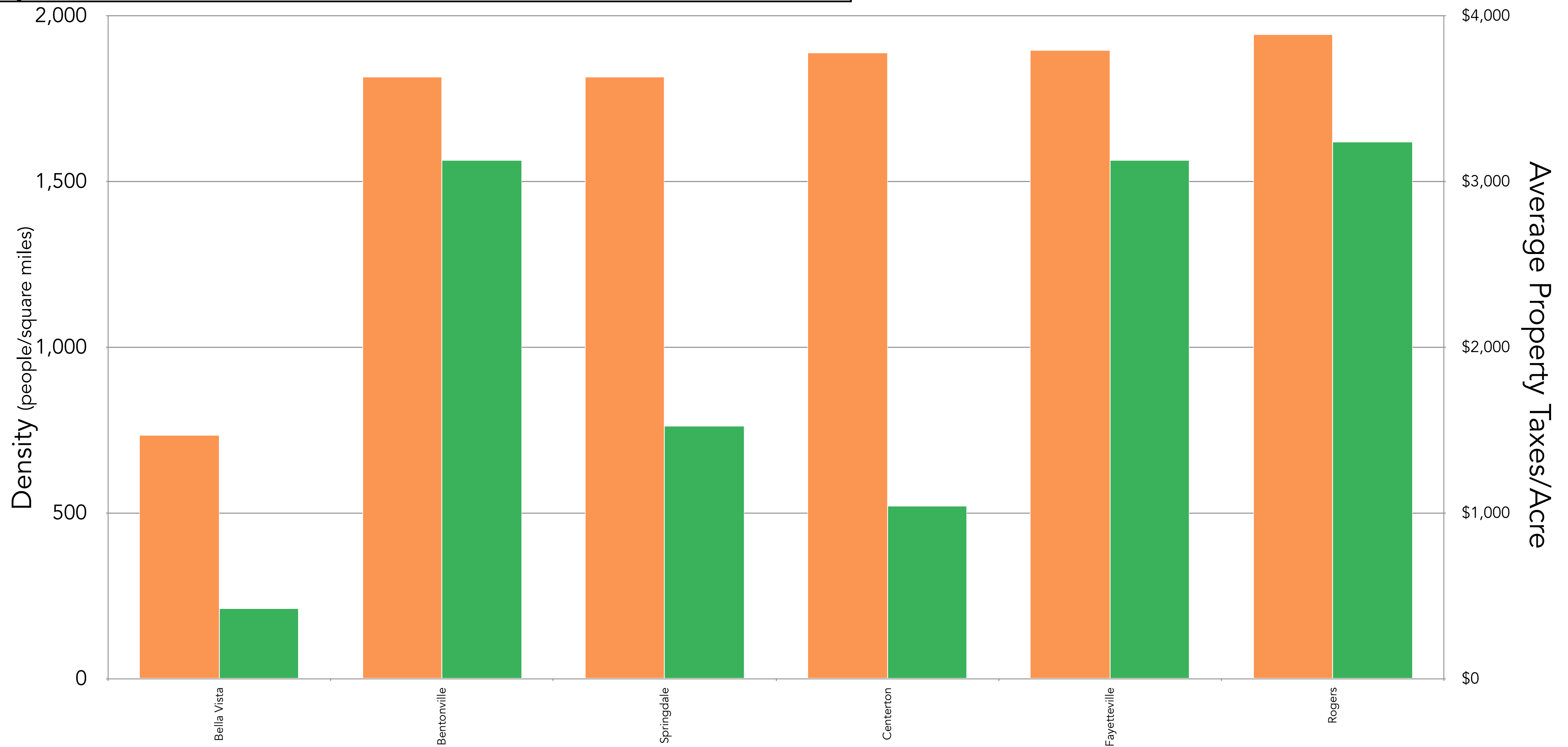


Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

Sales + Property Tax Revenue Per Acre by Density

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

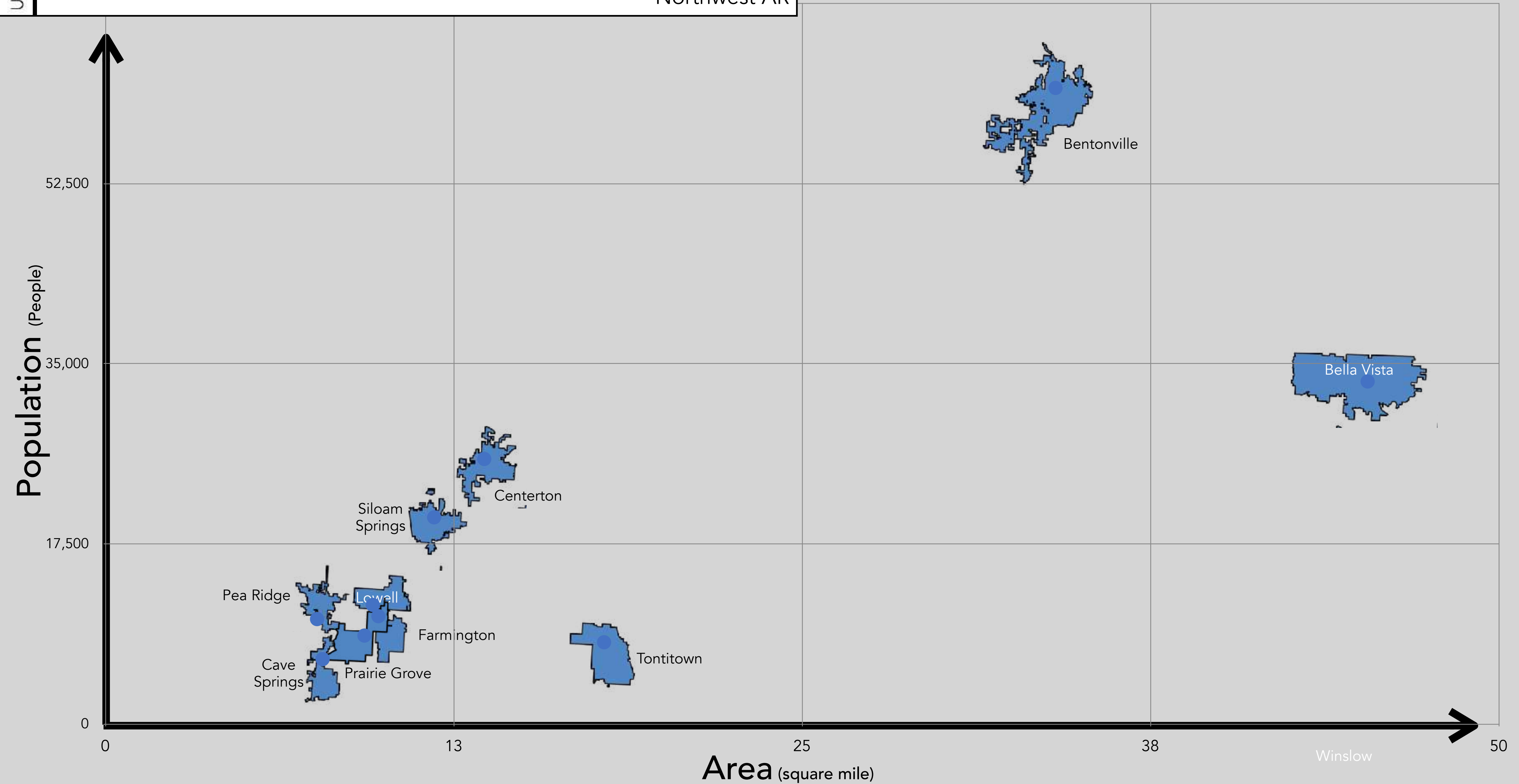
- People/Sq.mi.
- Average Property Taxes/Acre



Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

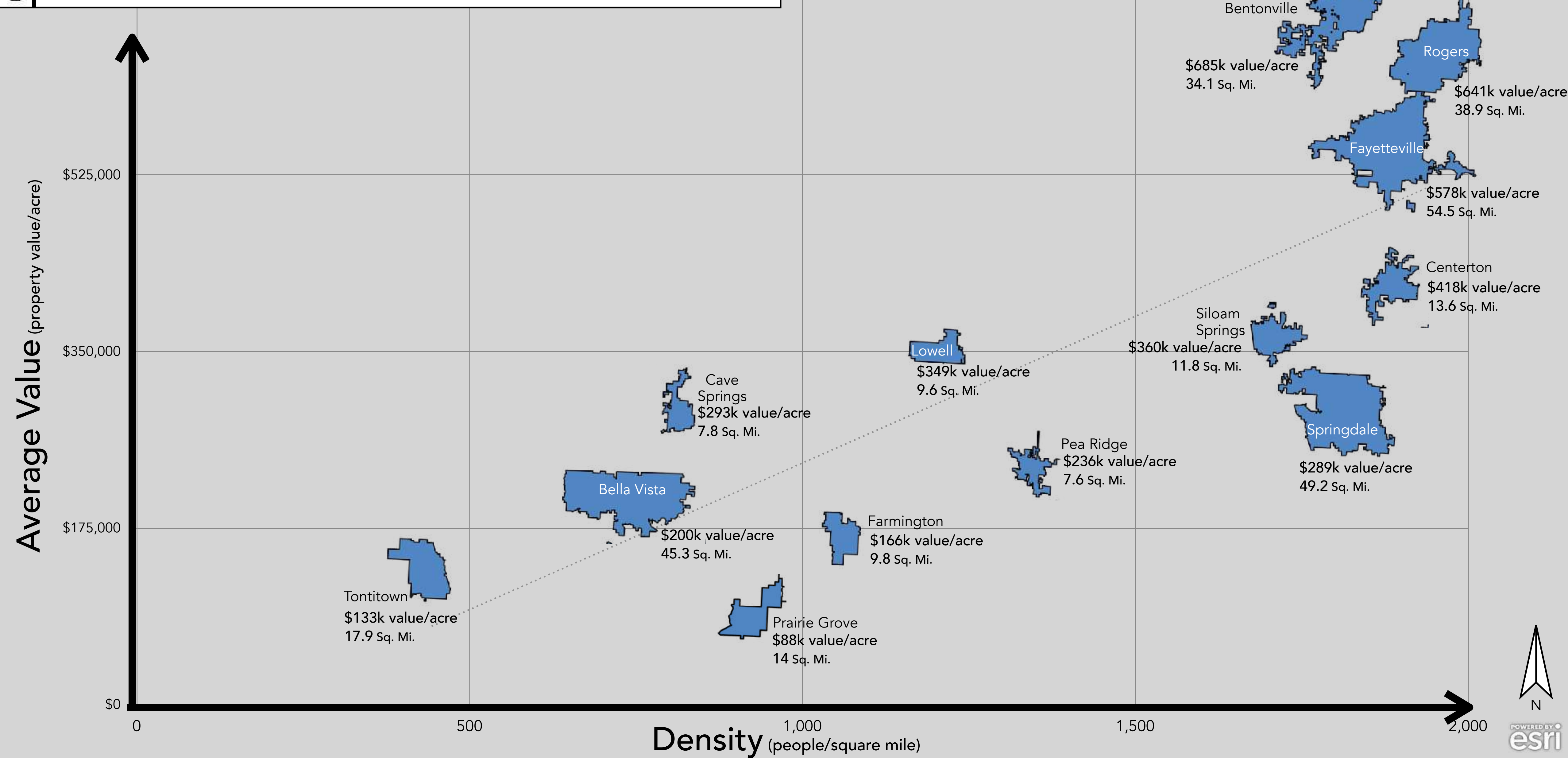
Regional Geography by Population & Area

Northwest AR



Regional Geography by Productivity : Density

Northwest AR

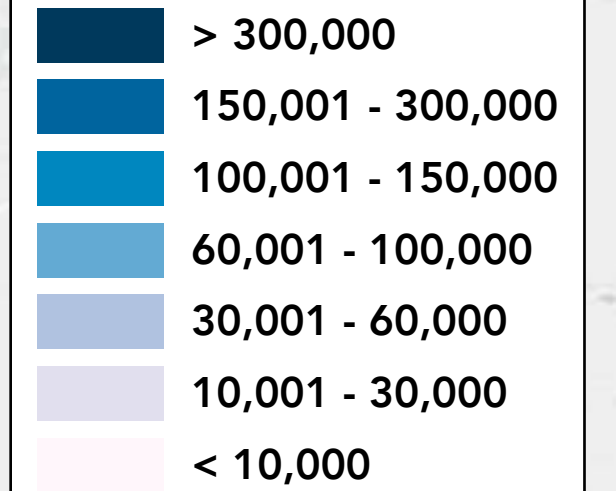


Sales & Property Tax Revenue Per Acre

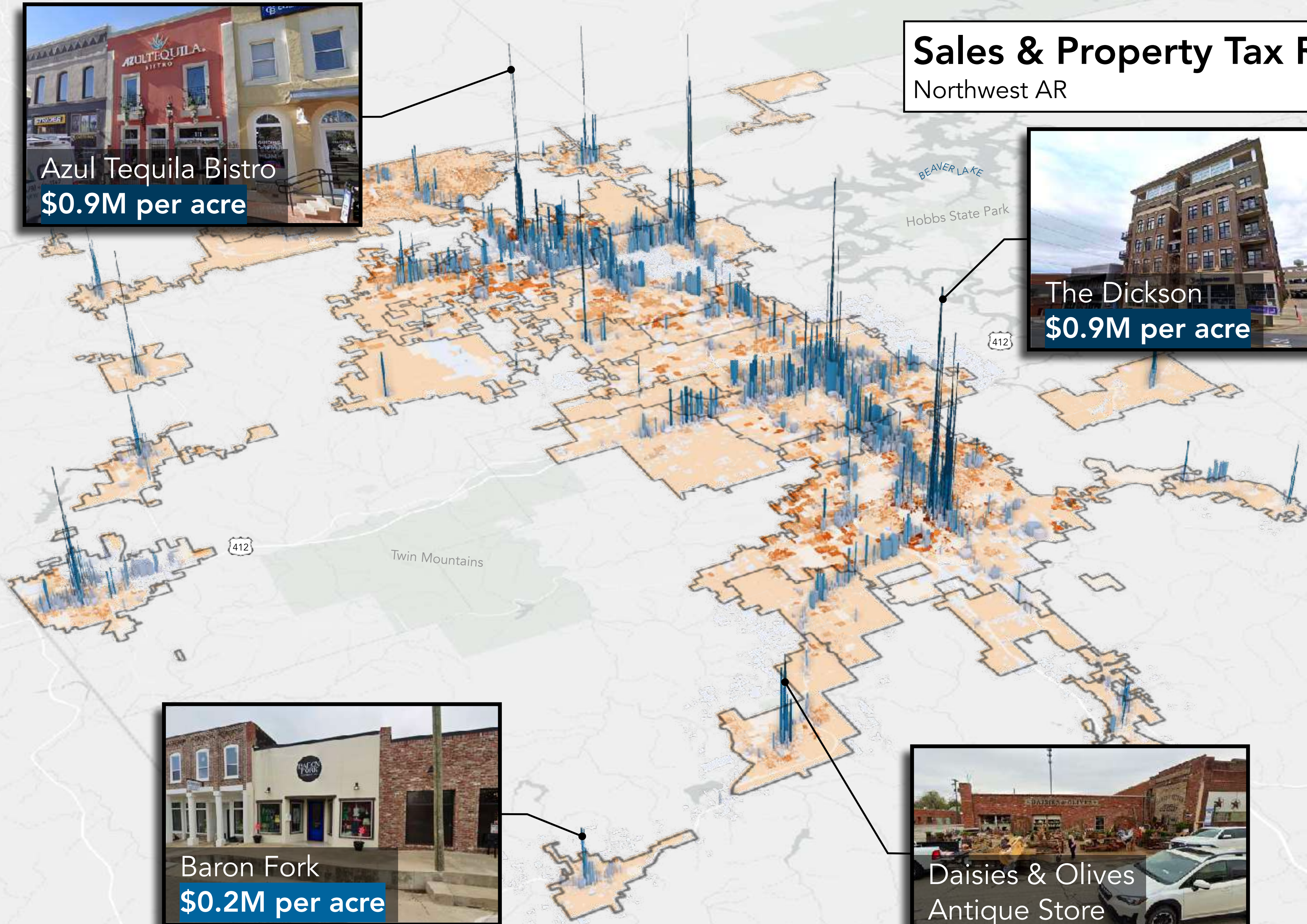
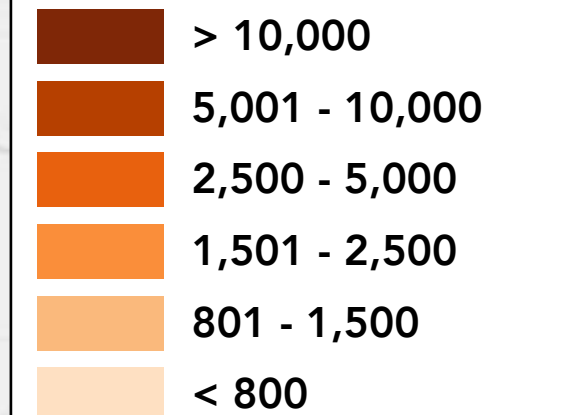
Northwest AR

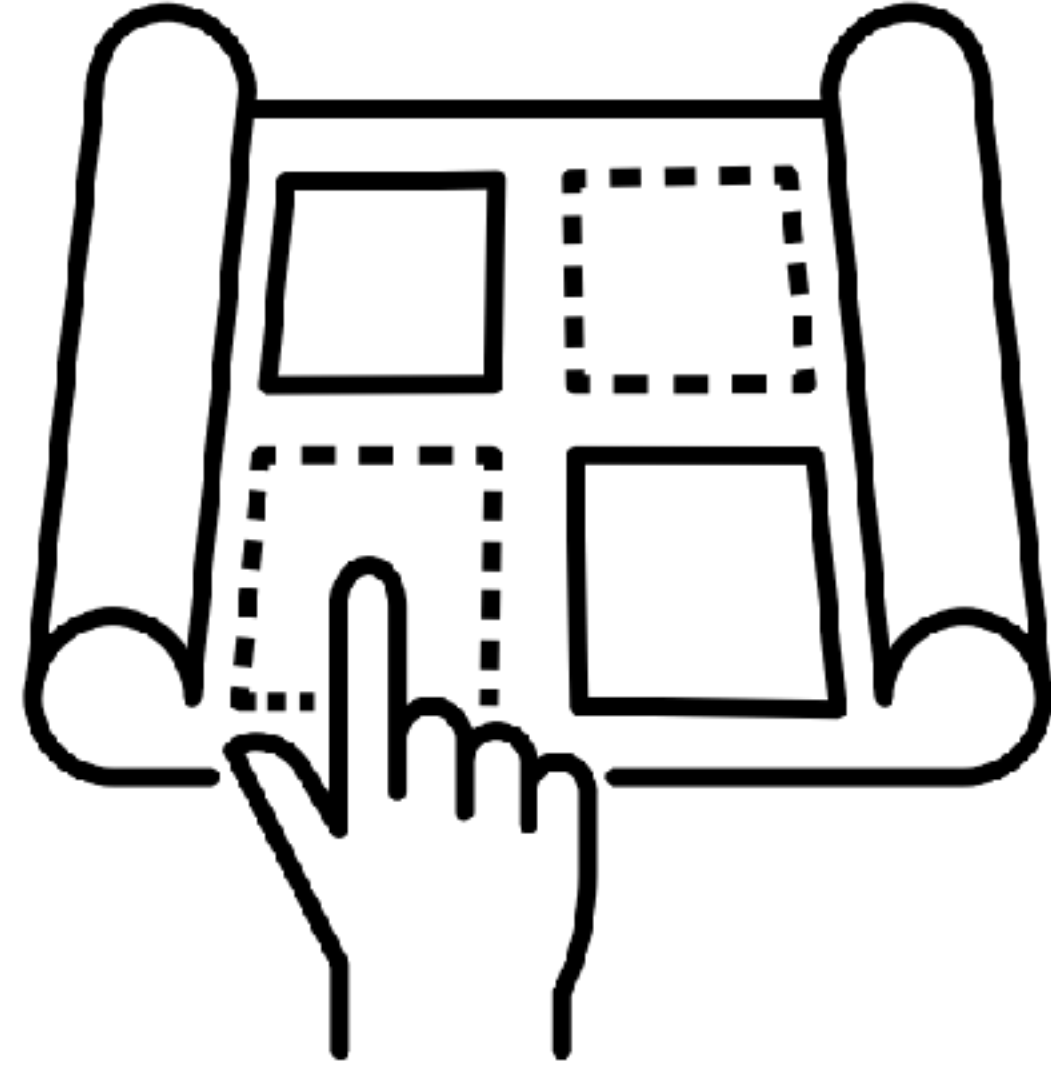


Sales Tax Revenue Per Acre (\$)



Property Tax Revenue Per Acre (\$)





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

Average Value Per Developed Acre of Residential Types

Northwest AR

\$2.1M

\$1.1M

\$1.3M

Pre-1950

1950-1990

1990-2020

1950

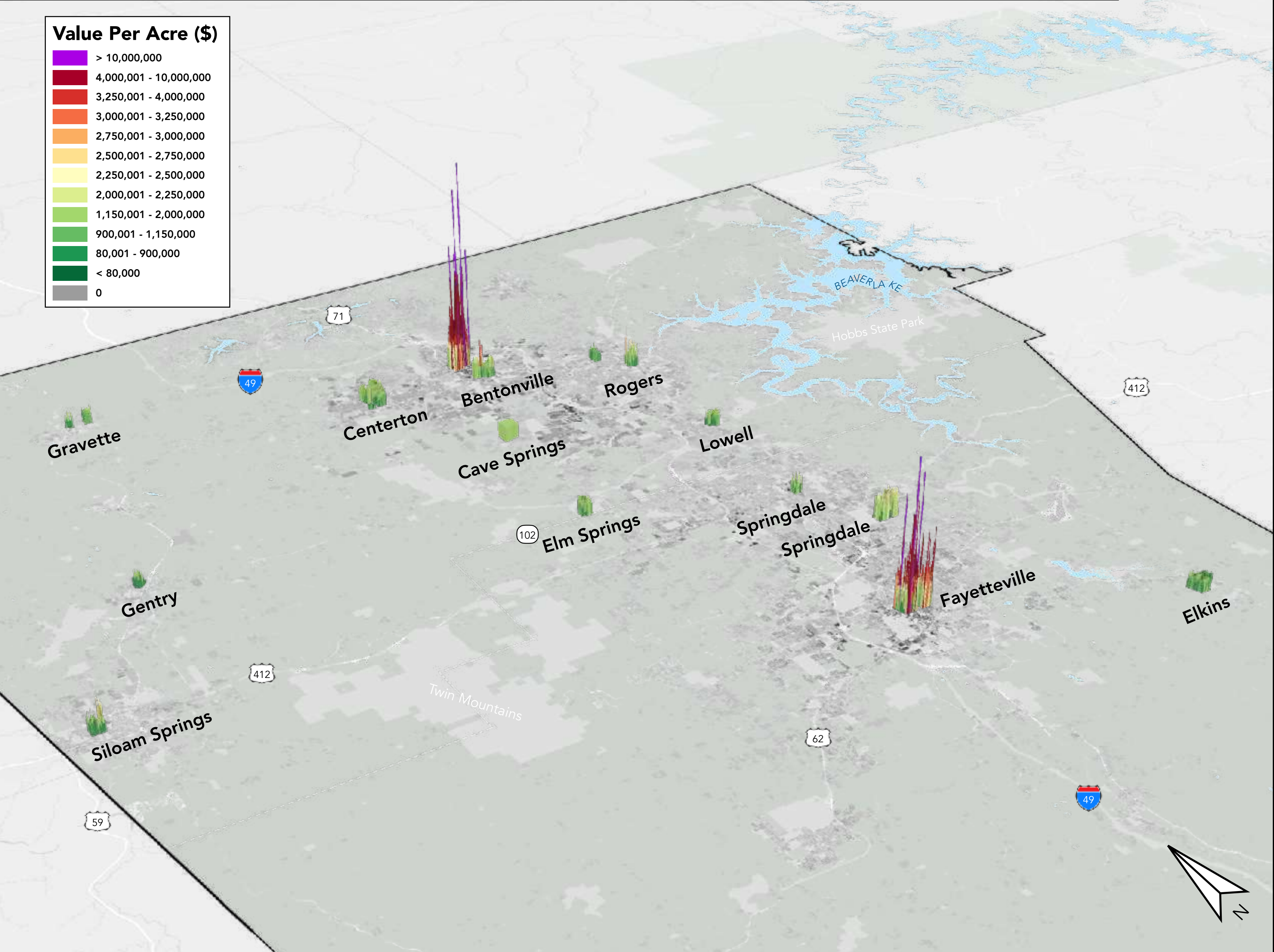
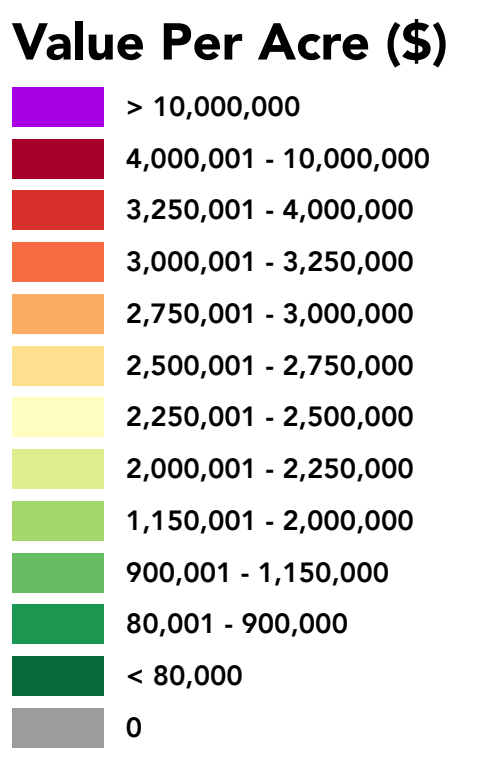
1990

2020

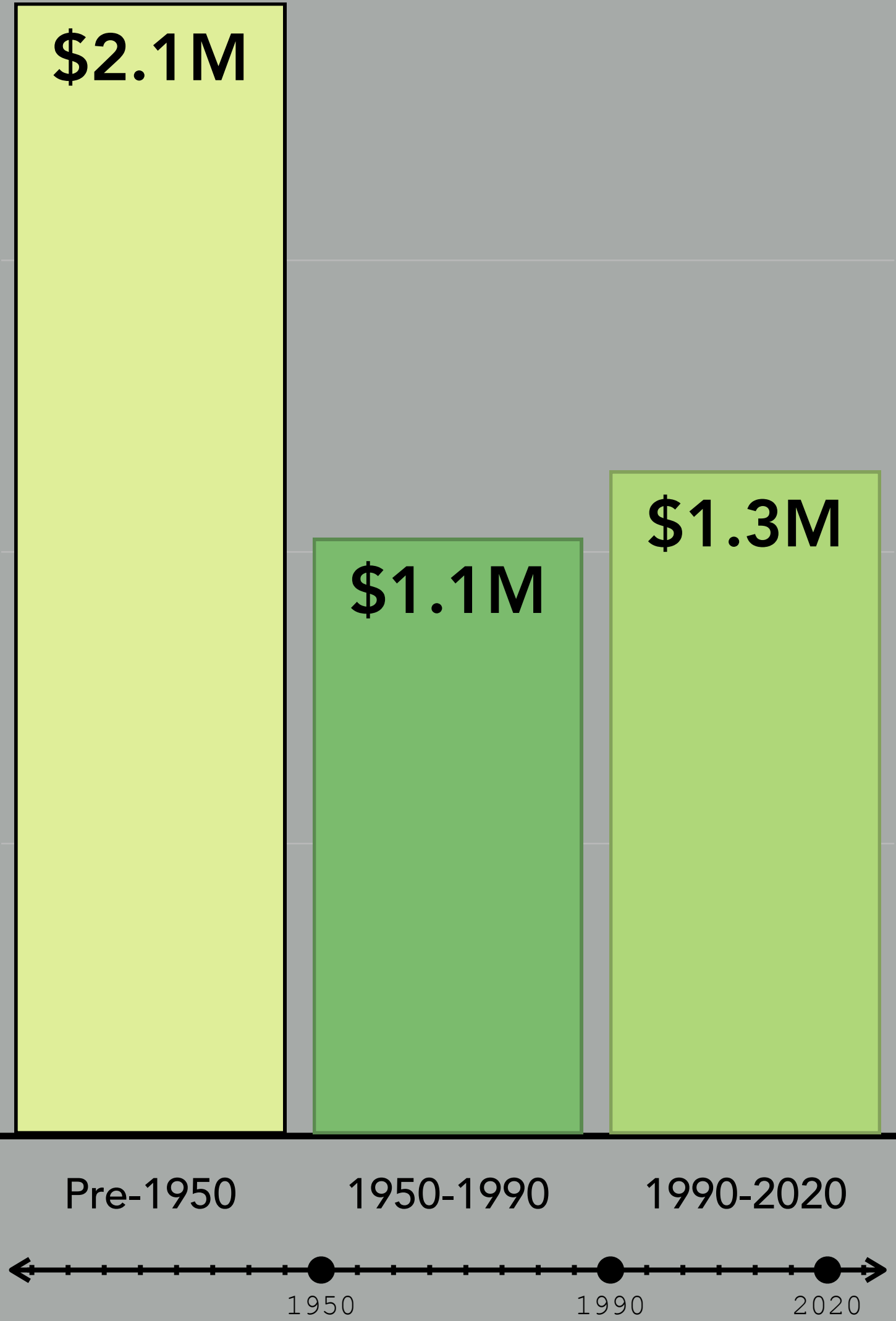
Neighborhood Year Built

Average Value Per Developed Acre of Residential Types

Northwest AR



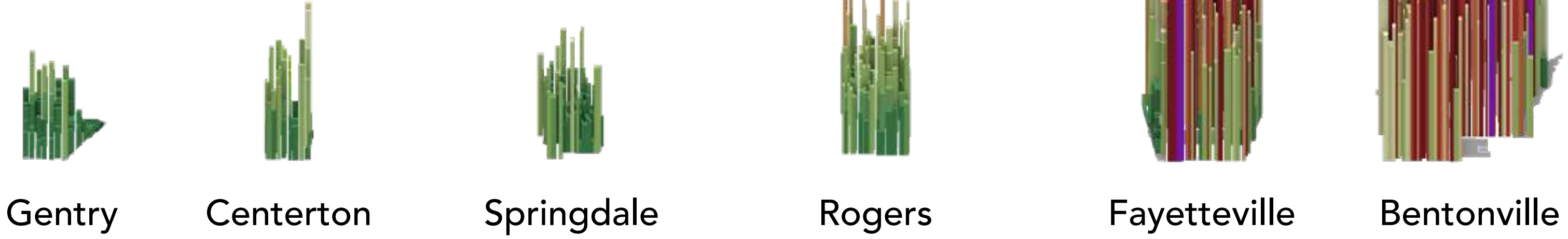
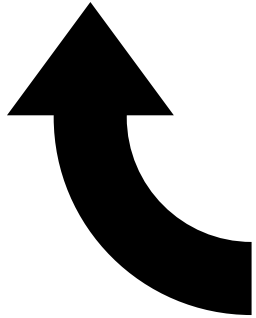
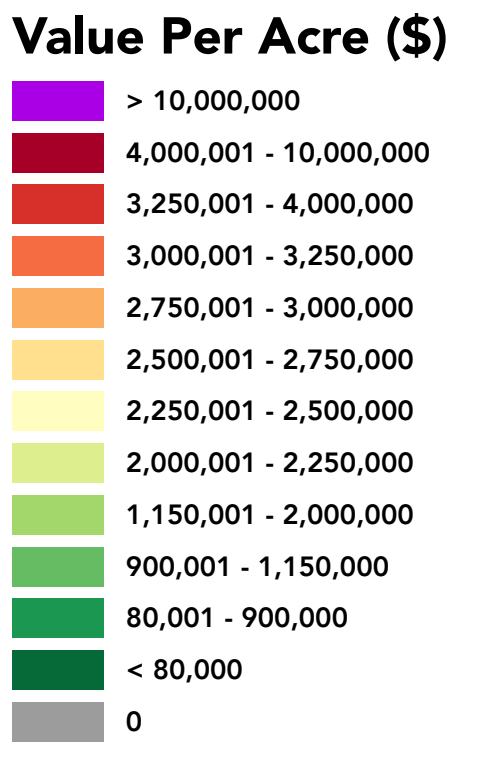
Average Value Per Acre



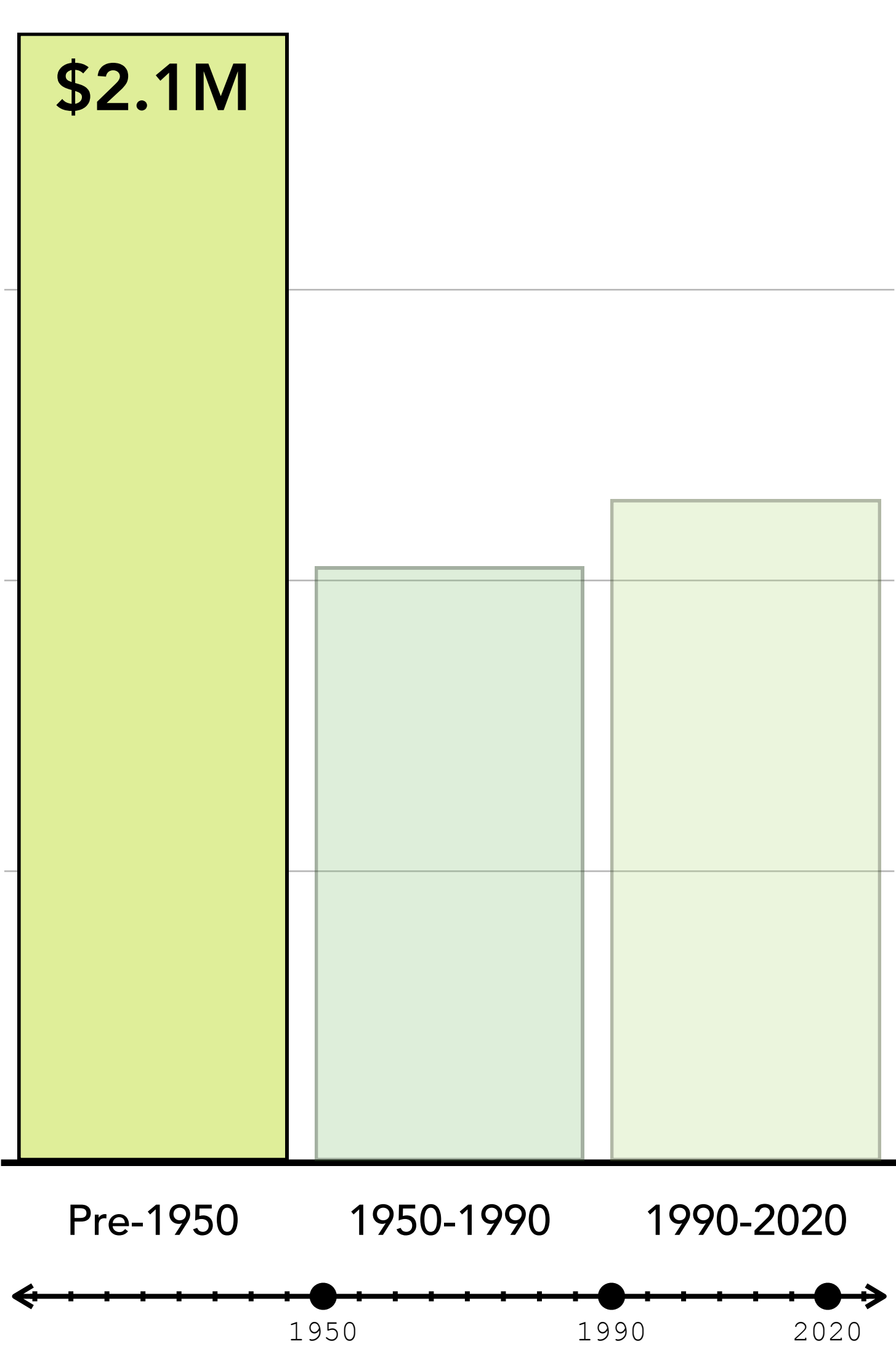
Neighborhood Year Built

Value of Neighborhoods Built Pre-1950

Northwest AR



Average Value Per Acre*



Neighborhood Year Built

* Developed Acres

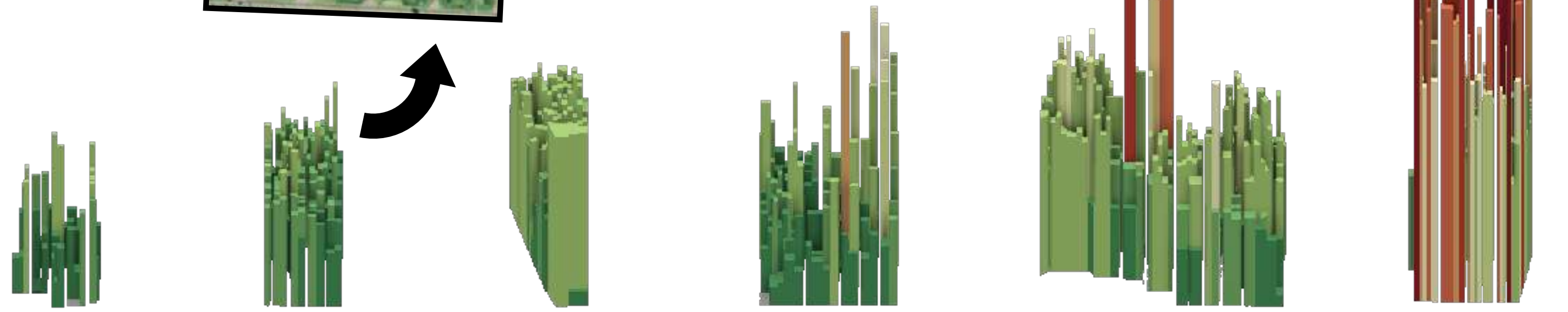
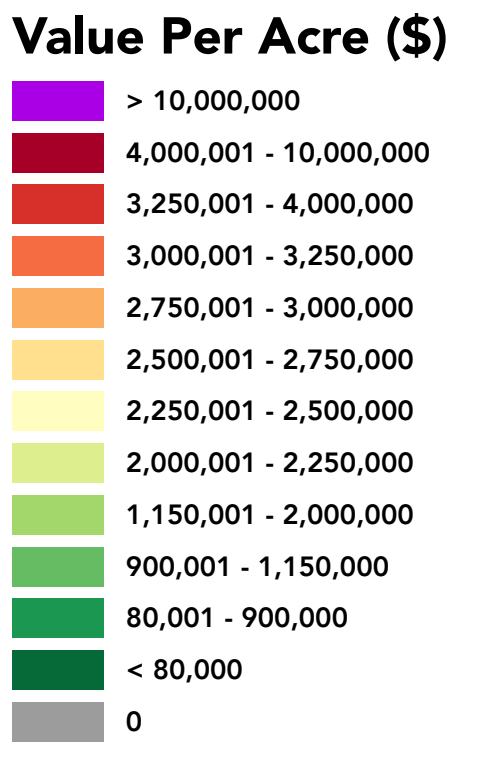


Note: 3D model cut outs are to scale with one another.

Source: Washington County and Benton County AR (2024)

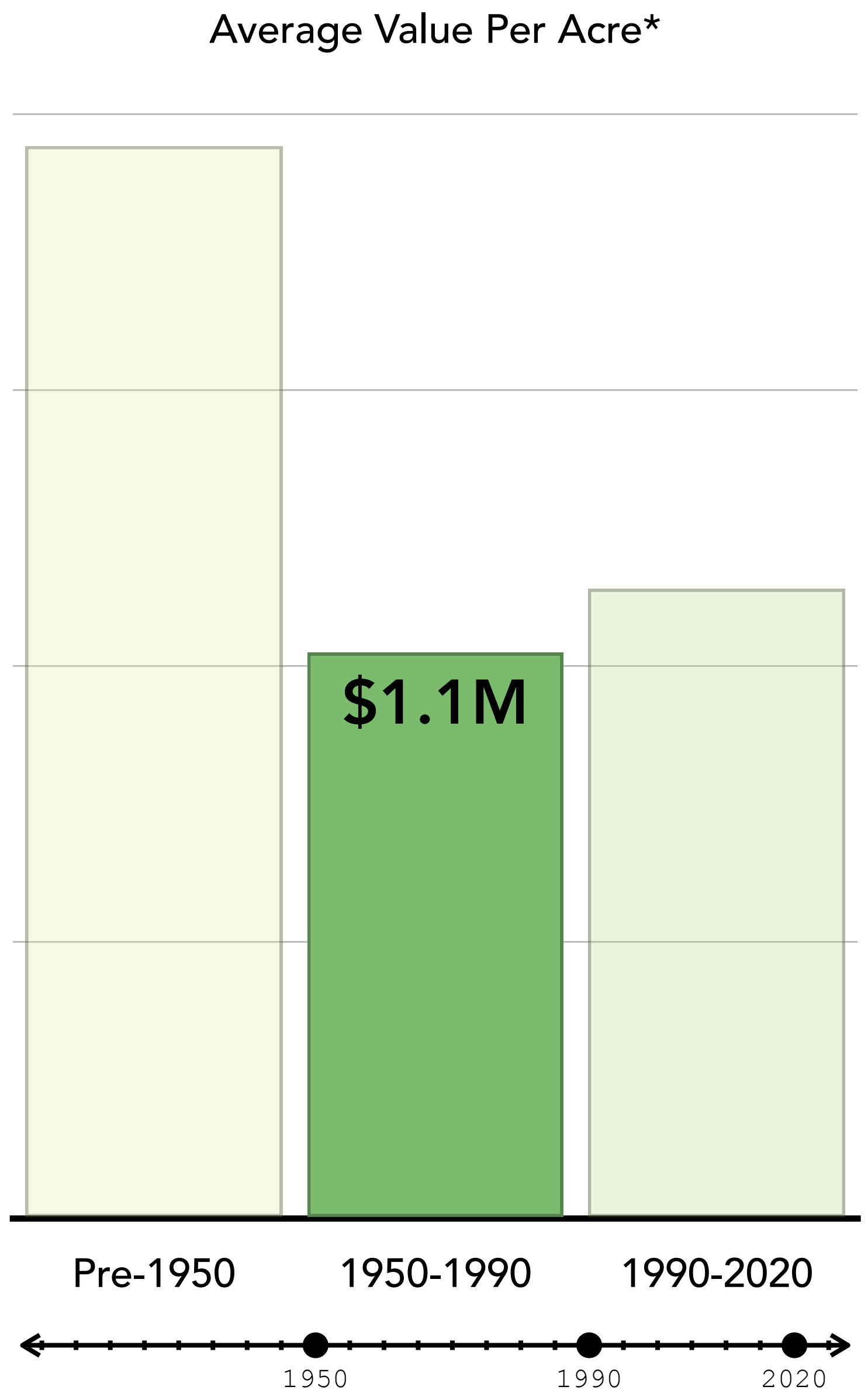
Value of Neighborhoods Built 1950-1990

Northwest AR



Gravette Rogers Centerton Siloam Springs Bentonville Fayetteville

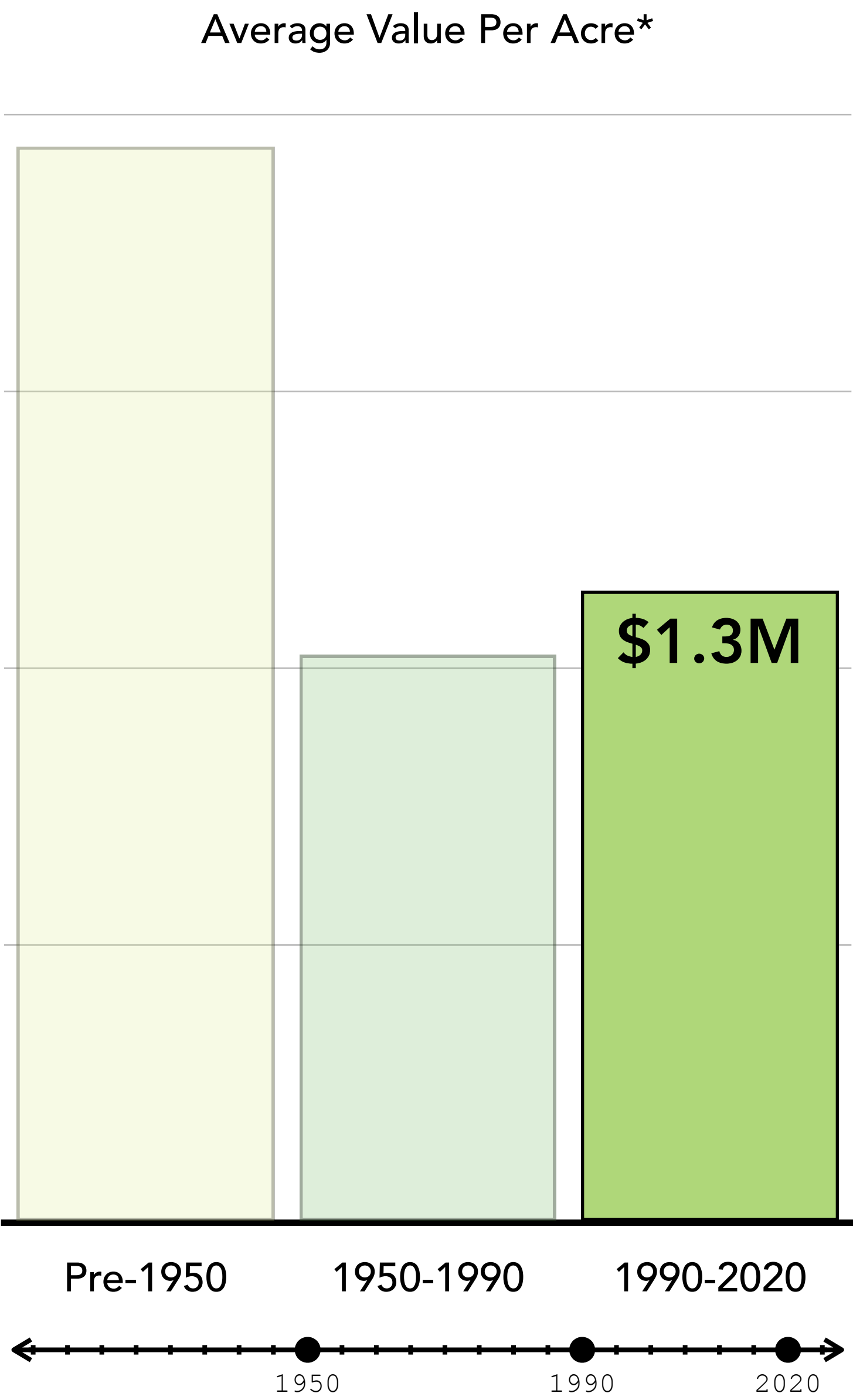
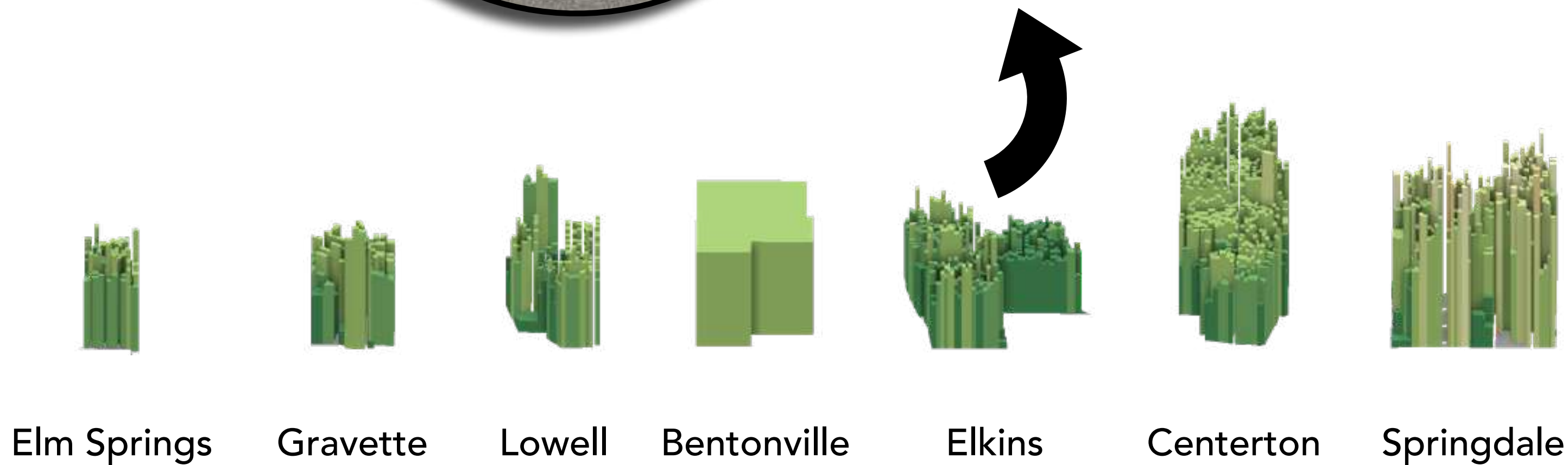
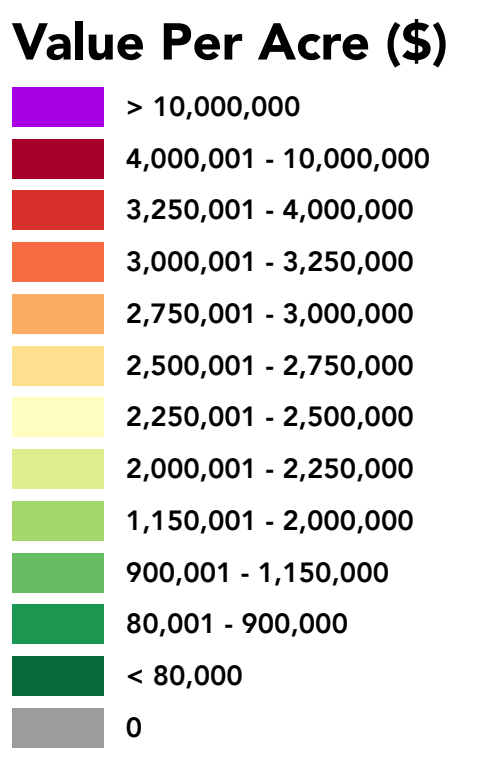
Note: 3D model cut outs are to scale with one another.



Neighborhood Year Built

Value of Neighborhoods Built 1990-2020

Northwest AR



Neighborhood Year Built

* Developed Acres

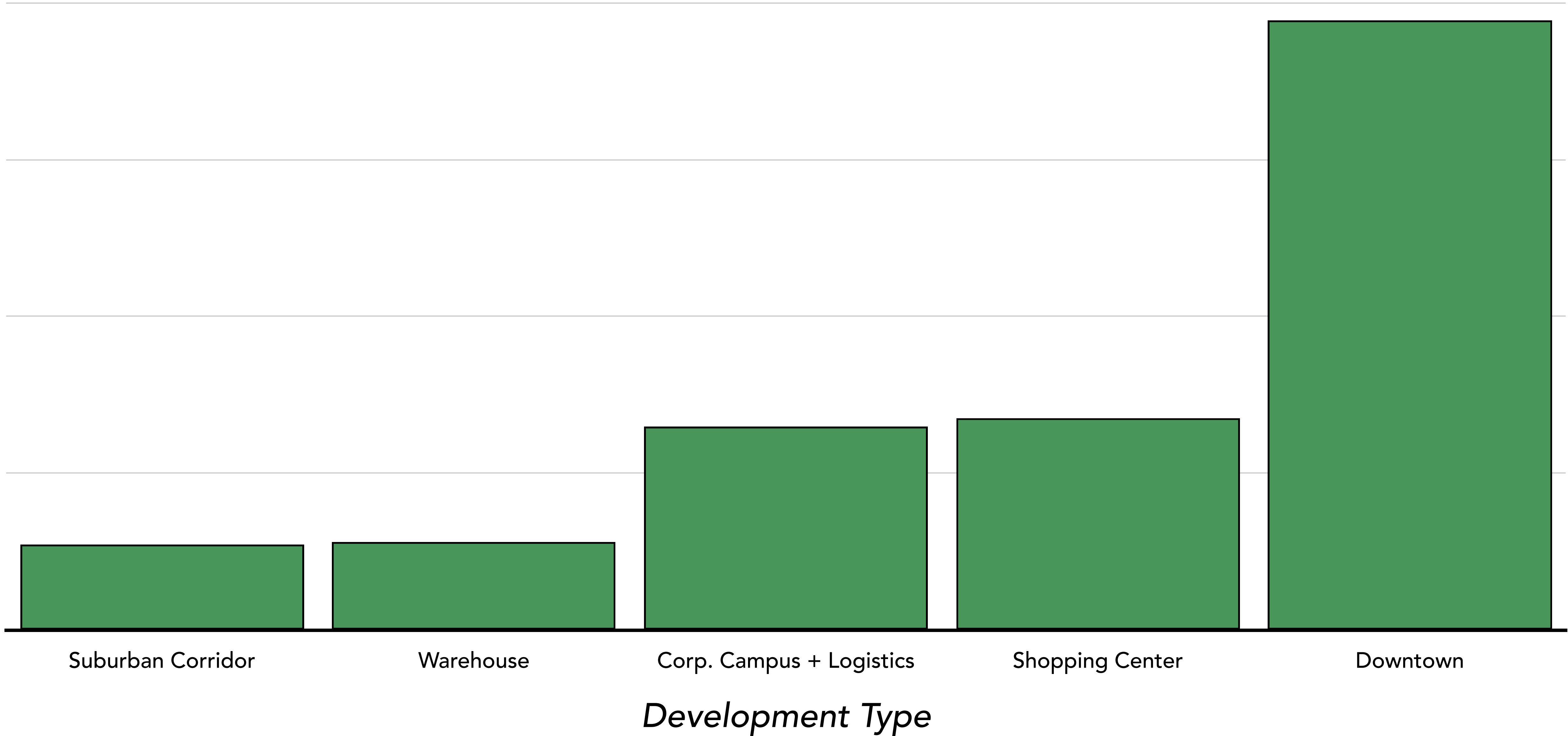


Note: 3D model cut outs are to scale with one another.

Source: Washington County and Benton County AR (2024)

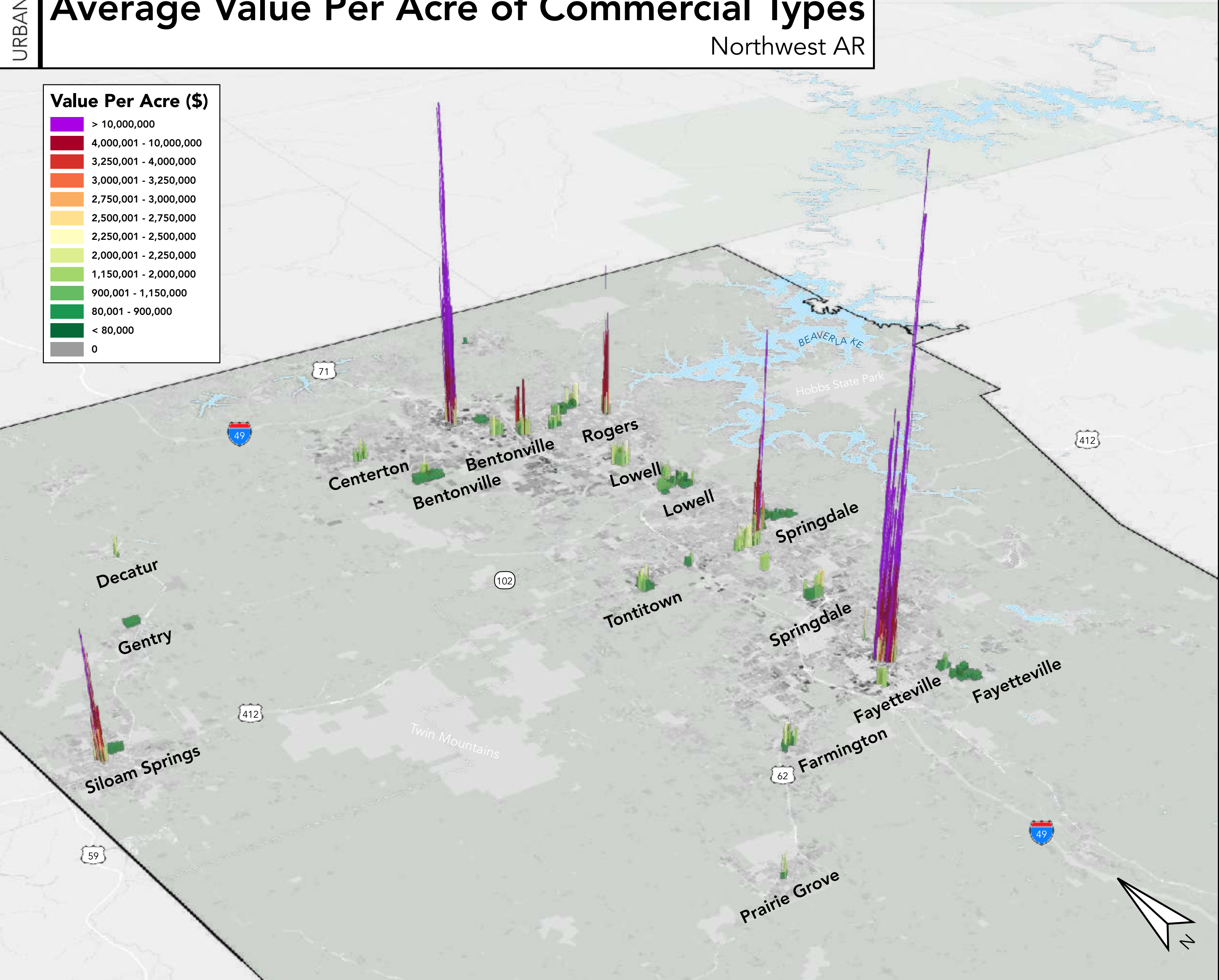
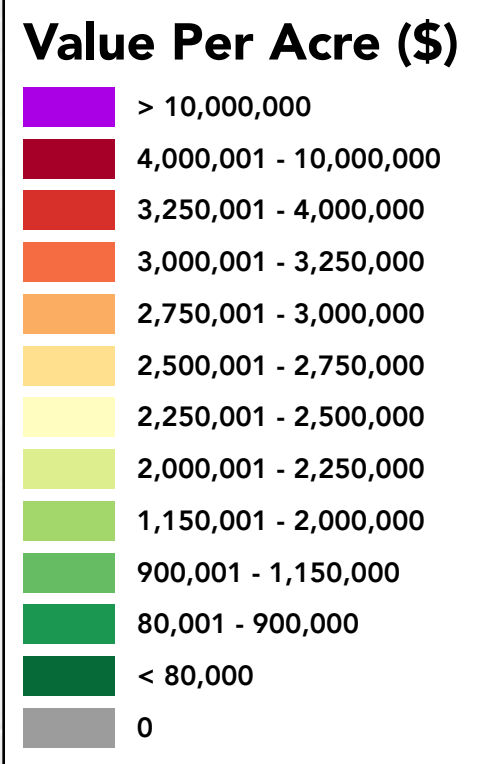
Average Value Per Developed Acre of Commercial Types

Northwest AR

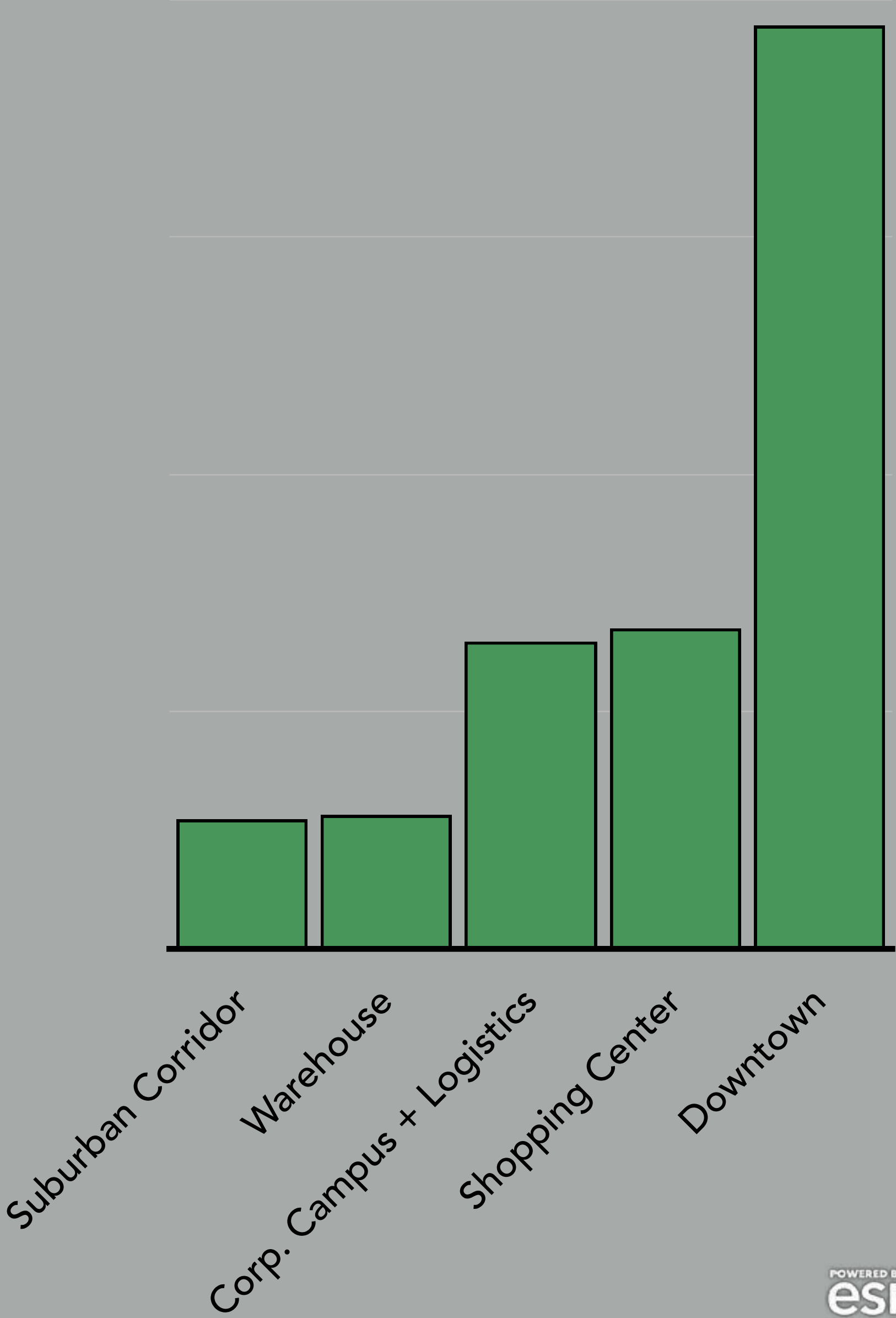


Average Value Per Acre of Commercial Types

Northwest AR

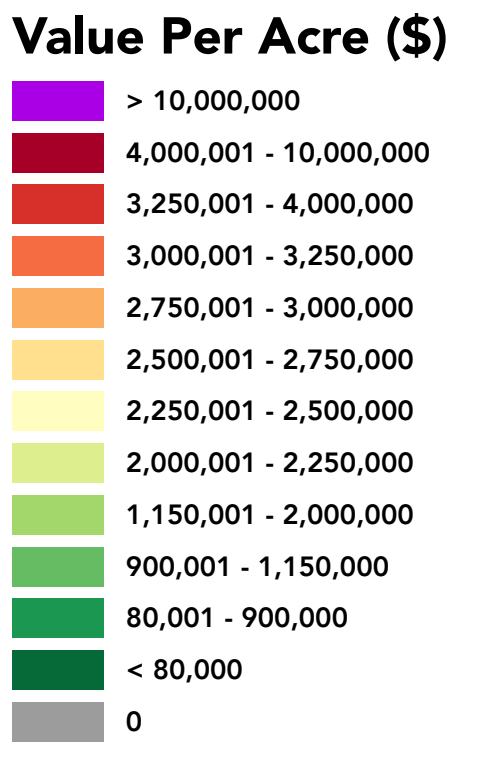


Average Value Per Acre

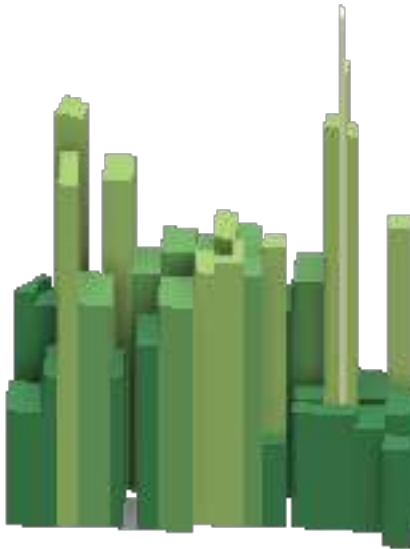


Value of Suburban Corridors

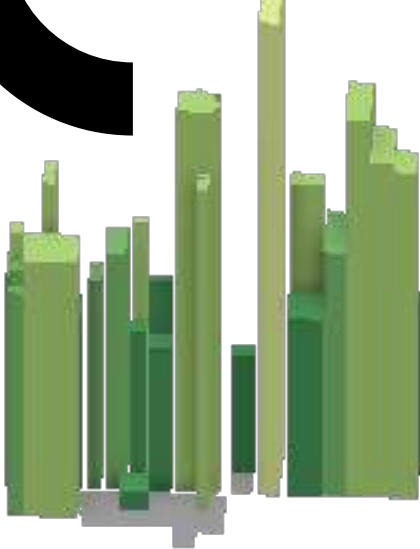
Northwest AR



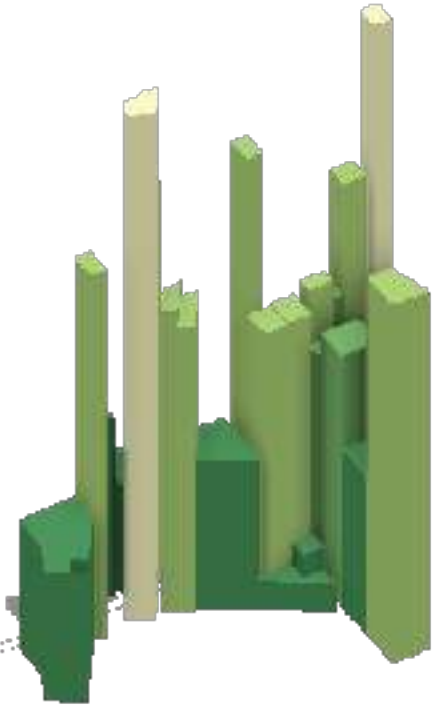
Lowell



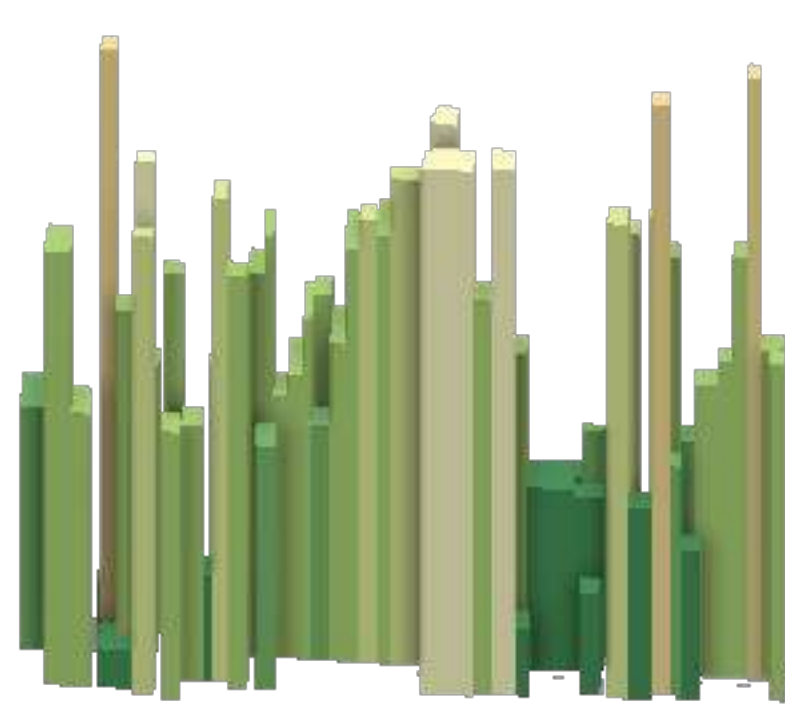
Rogers



Centerton

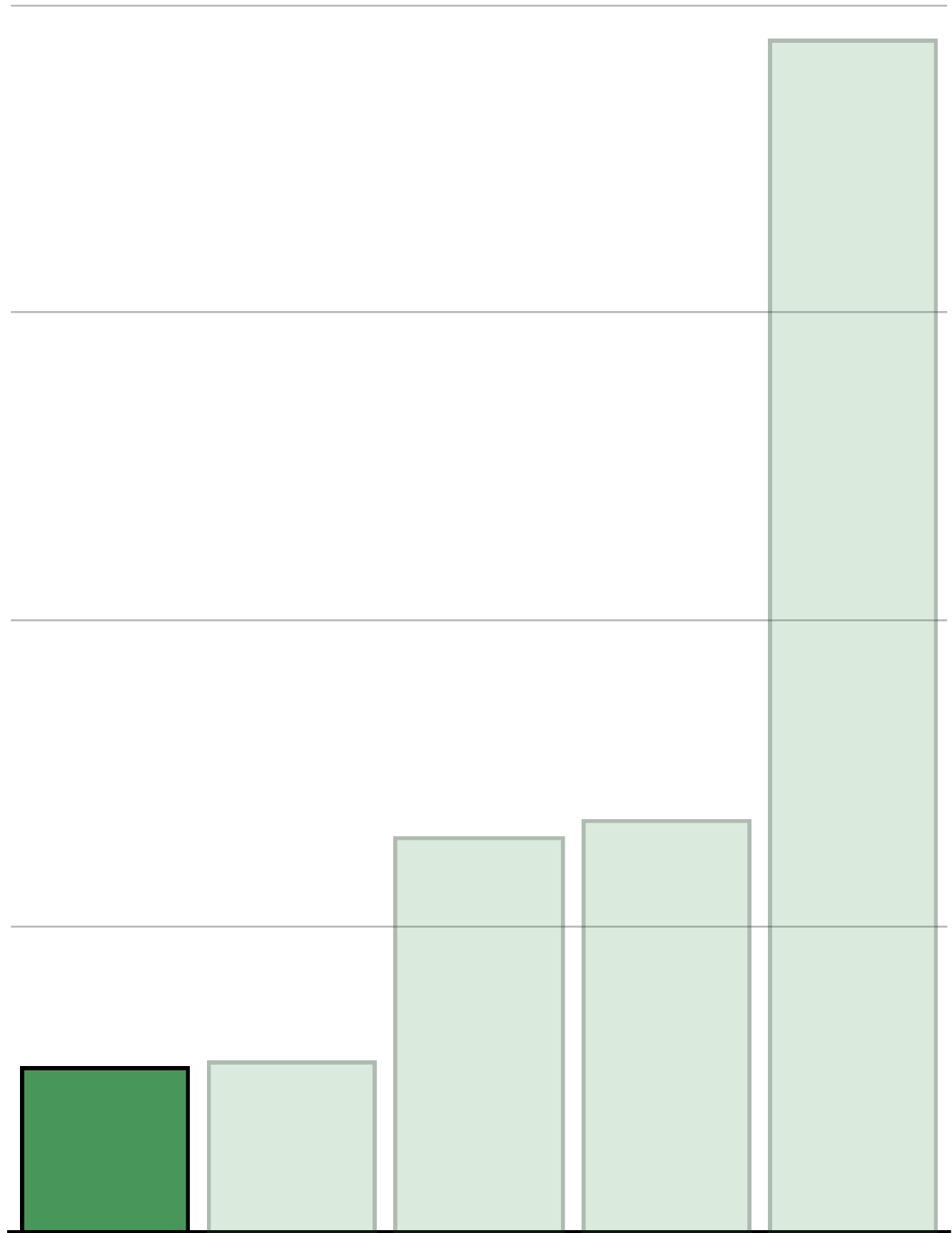


Farmington



Springdale

Average Value Per Acre

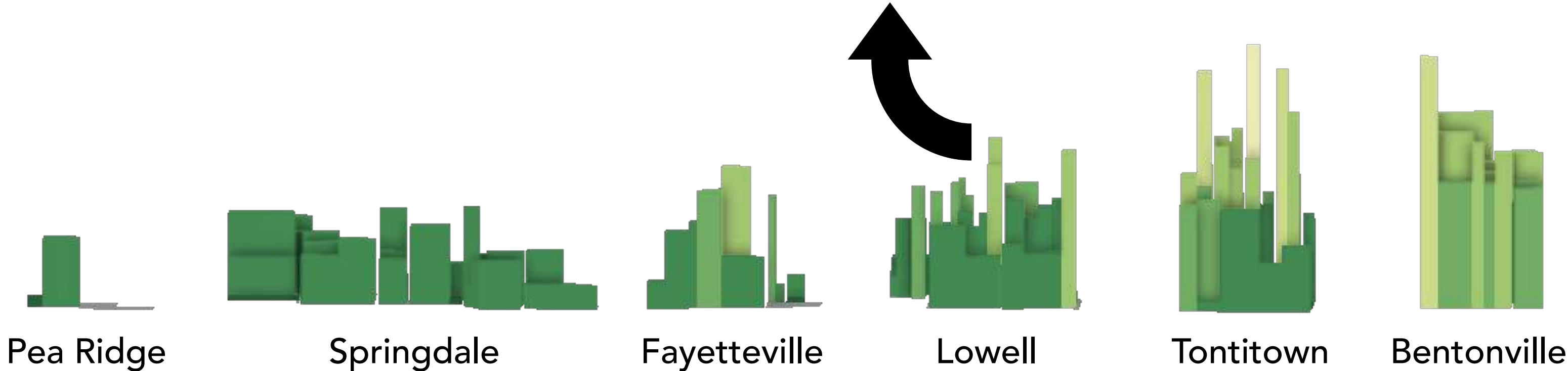
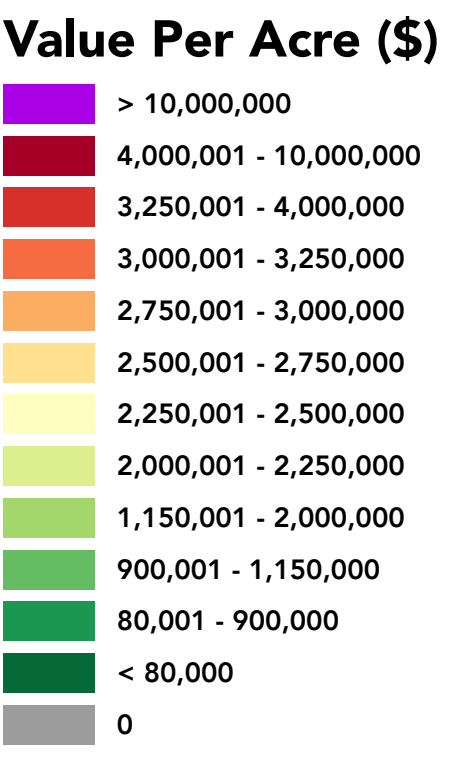


Suburban Corridor
Warehouse
Corp. Campus + Logistics
Shopping Center
Downtown

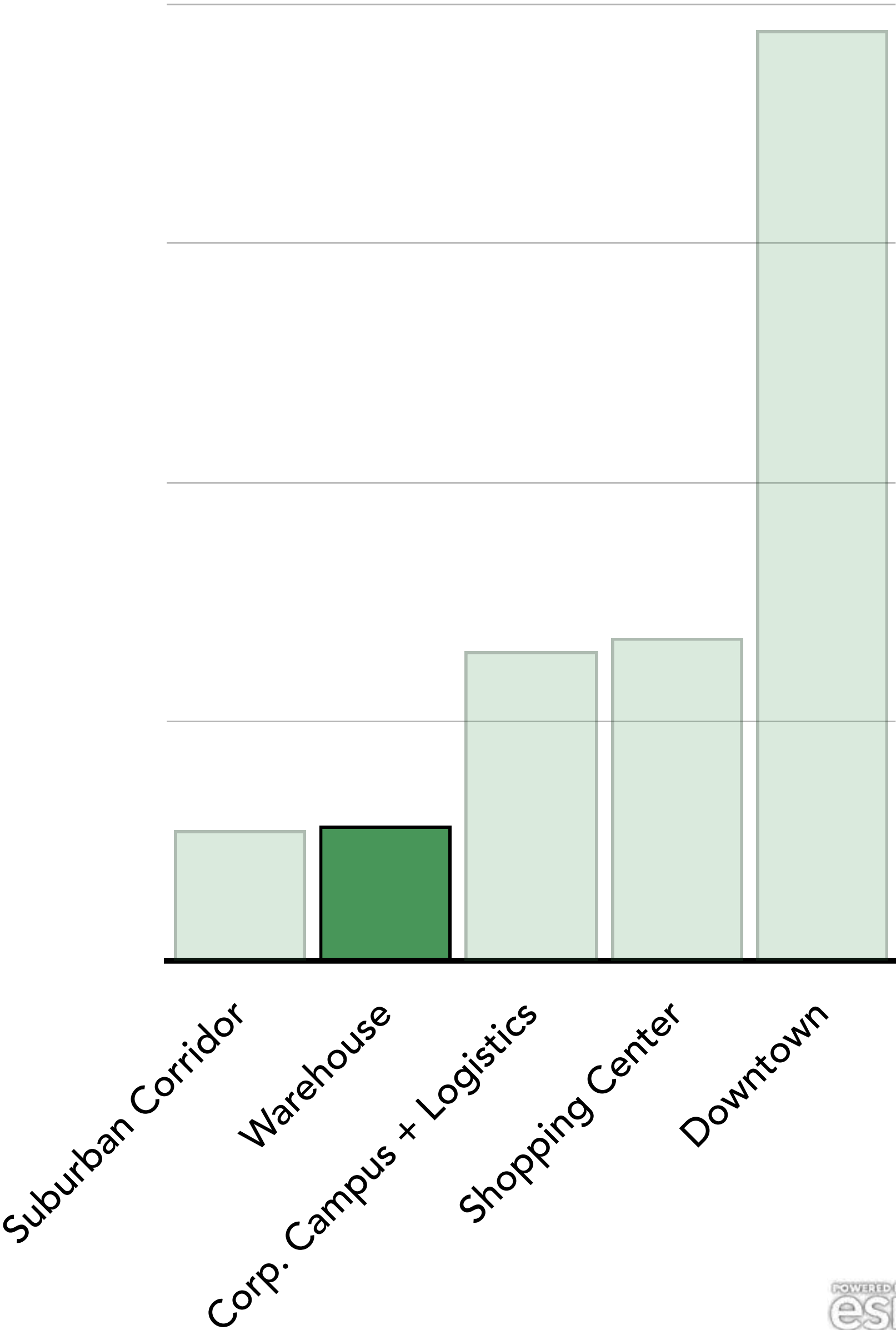
Note: 3D model cut outs are to scale with one another.

Value of Warehouses

Northwest AR



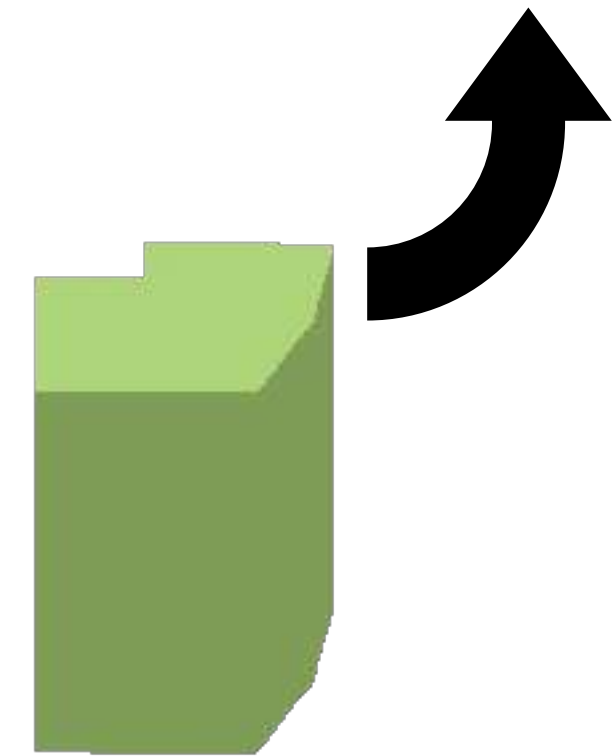
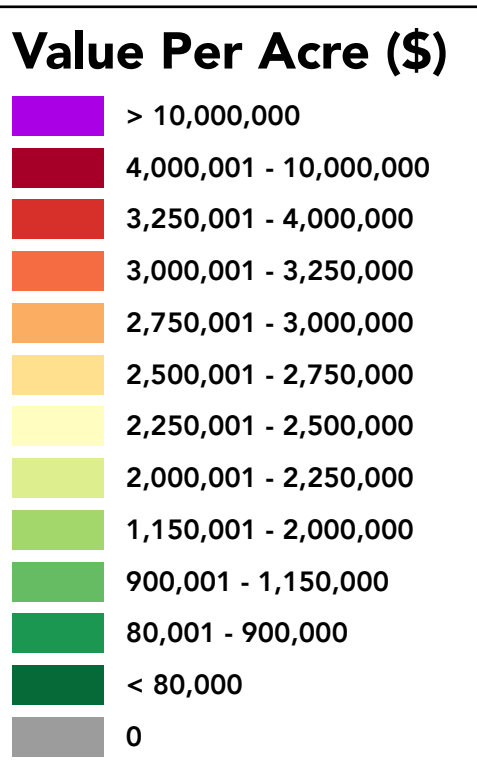
Average Value Per Acre



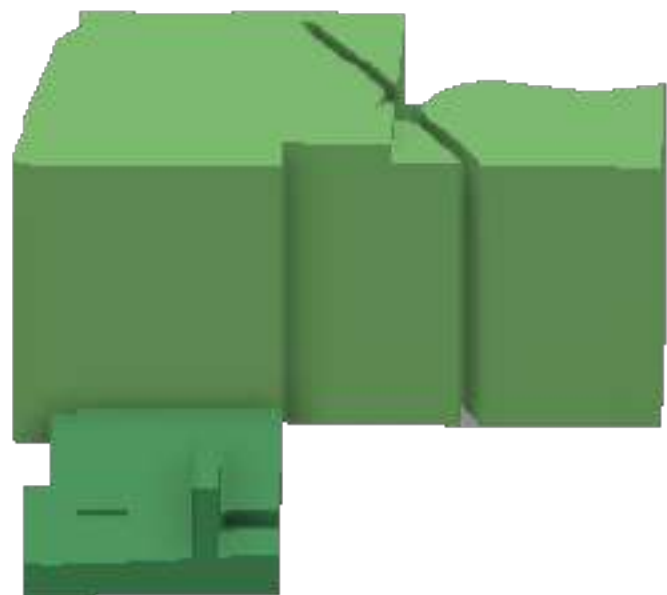
Note: 3D model cut outs are to scale with one another.

Value of Corporate Campuses

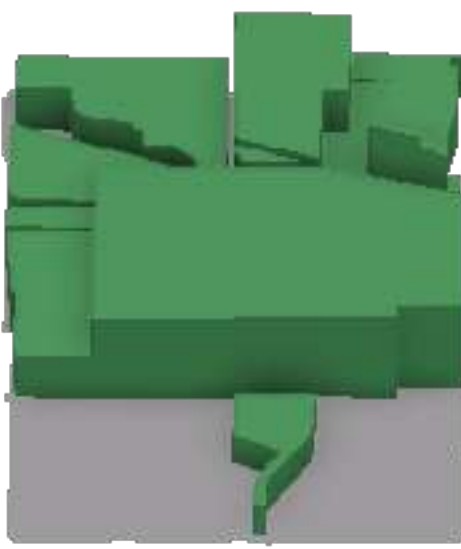
Northwest AR



Springdale

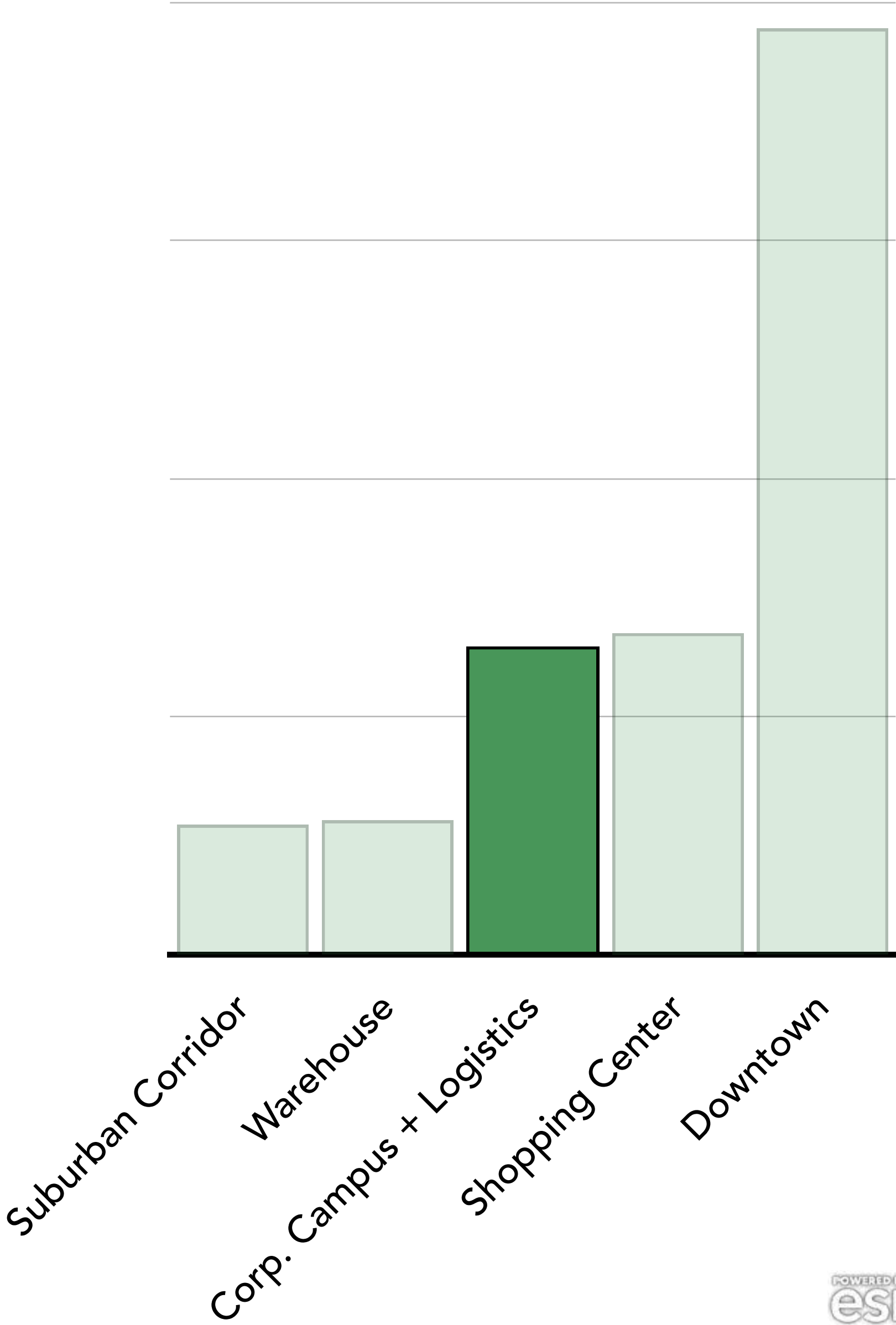


Lowell



Bentonville

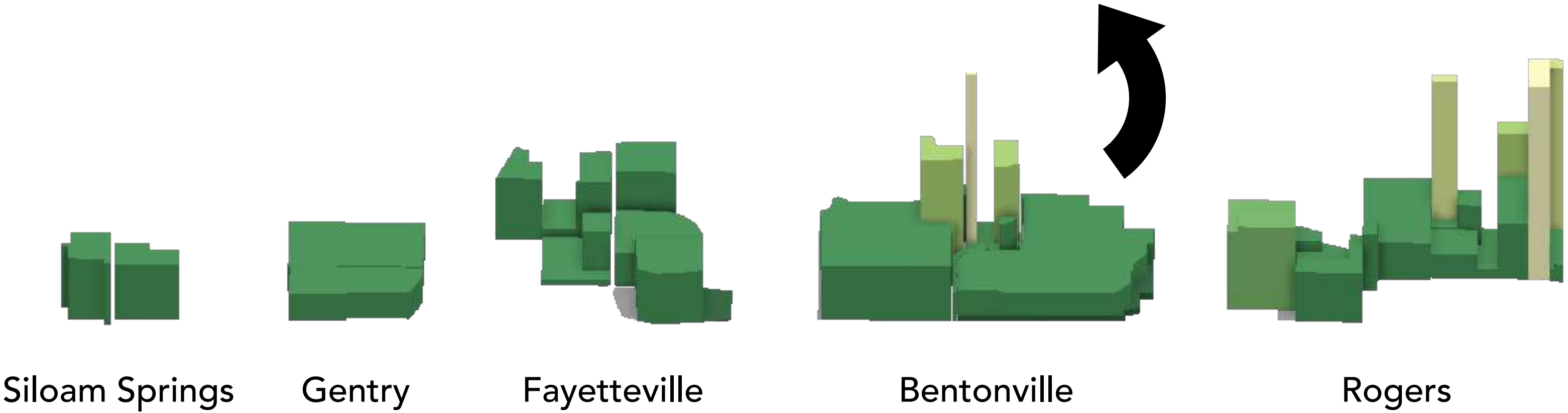
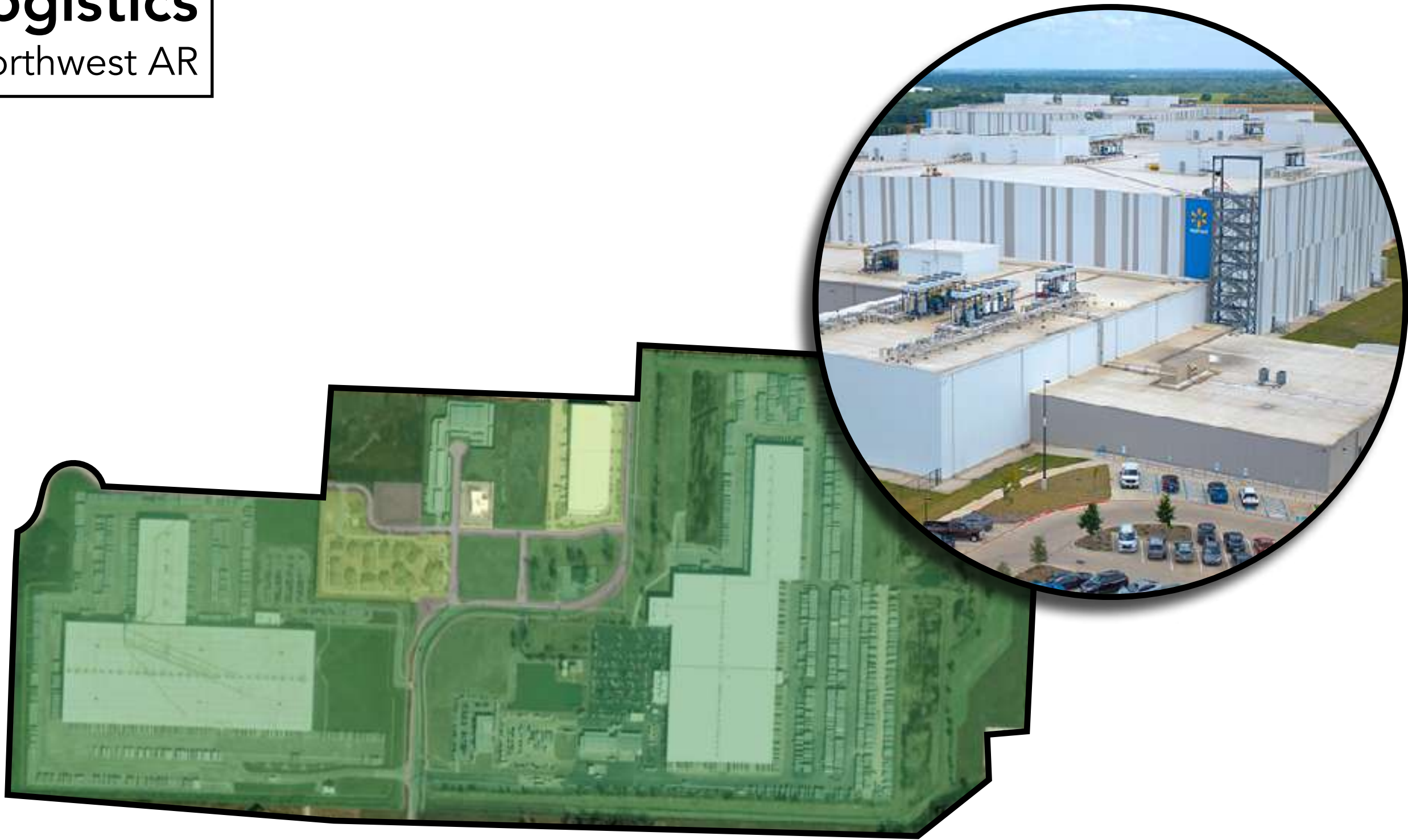
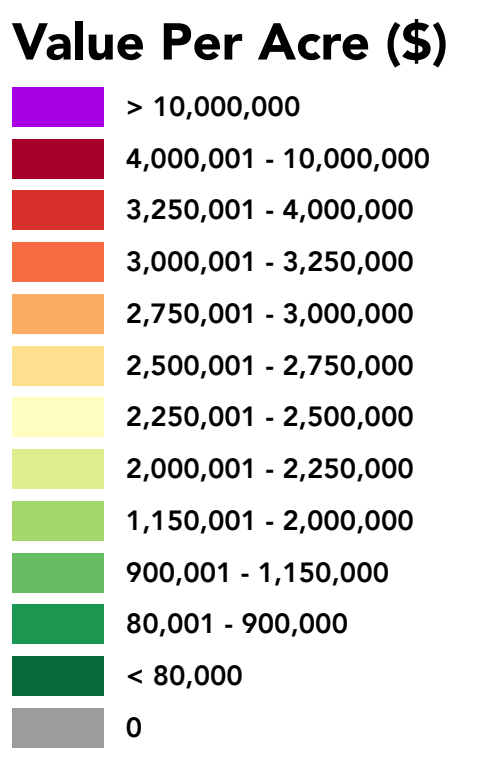
Average Value Per Acre



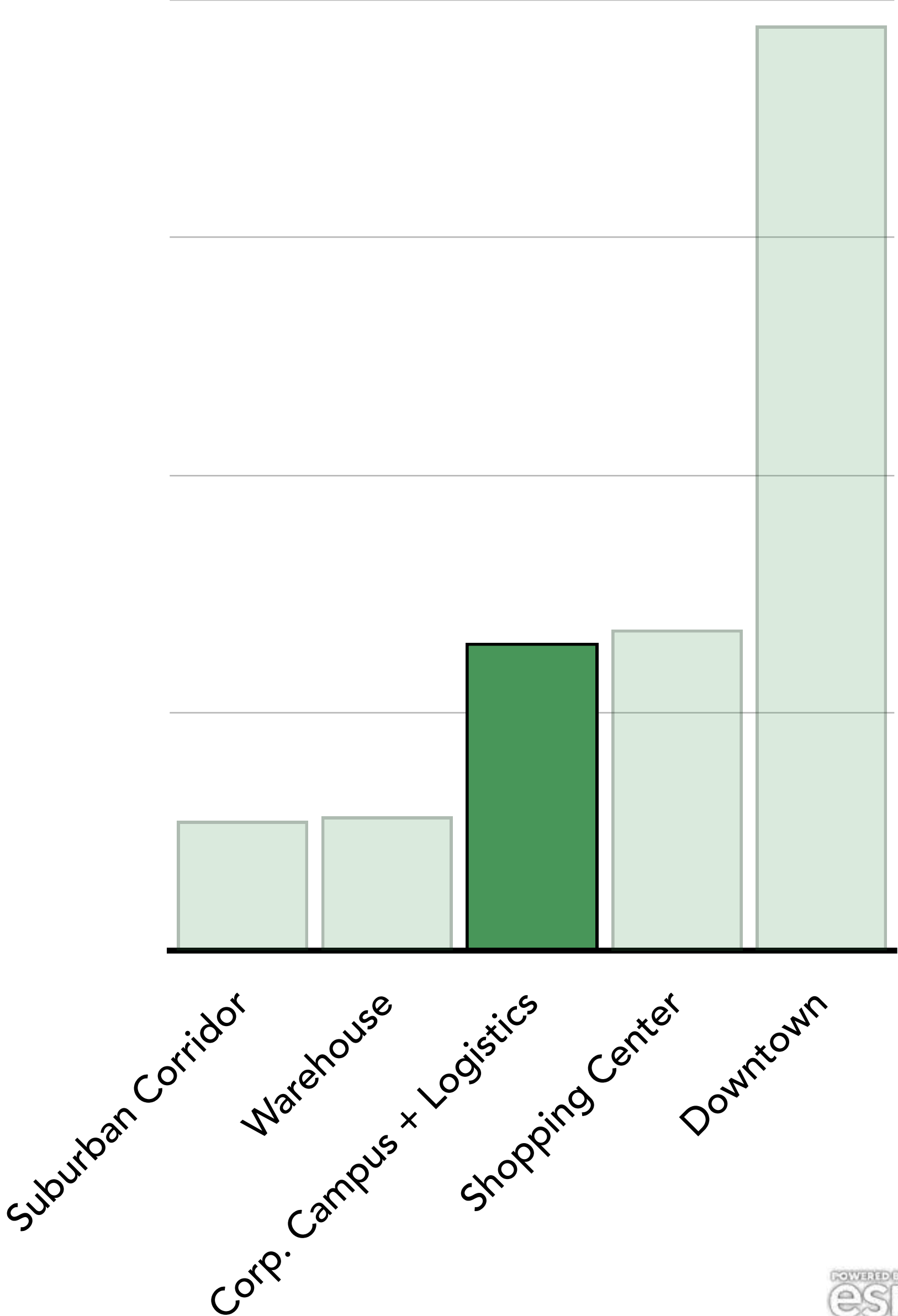
Note: 3D model cut outs are to scale with one another.

Value of Logistics

Northwest AR



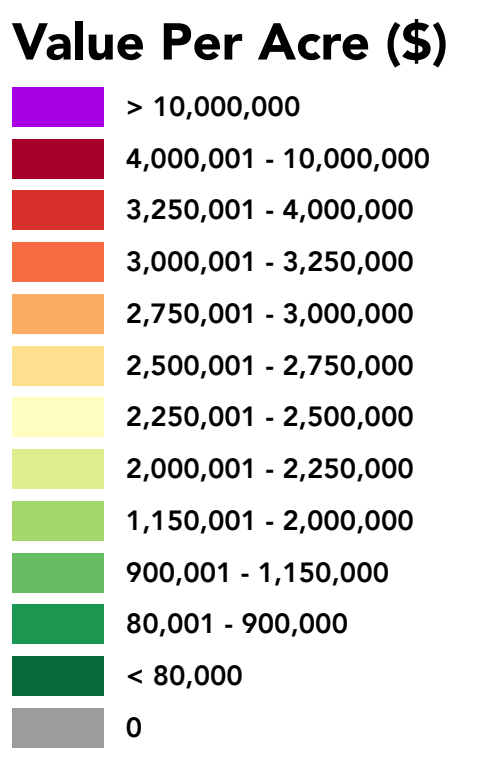
Average Value Per Acre



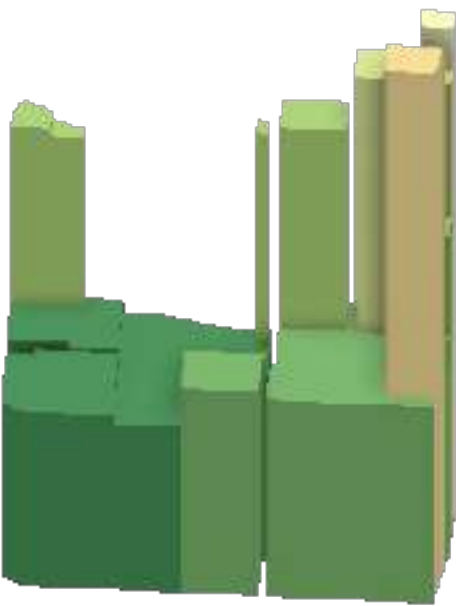
Note: 3D model cut outs are to scale with one another.

Value of Shopping Centers

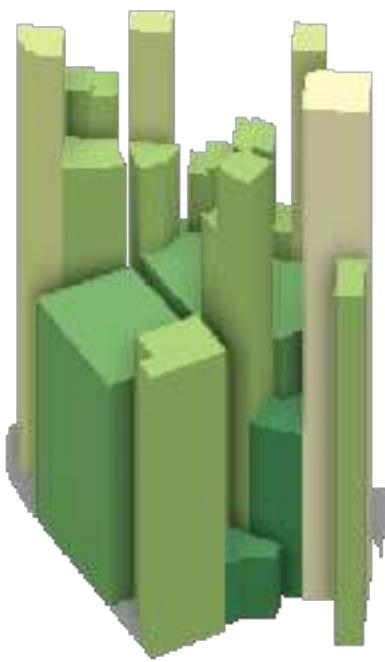
Northwest AR



Tontitown



Springdale

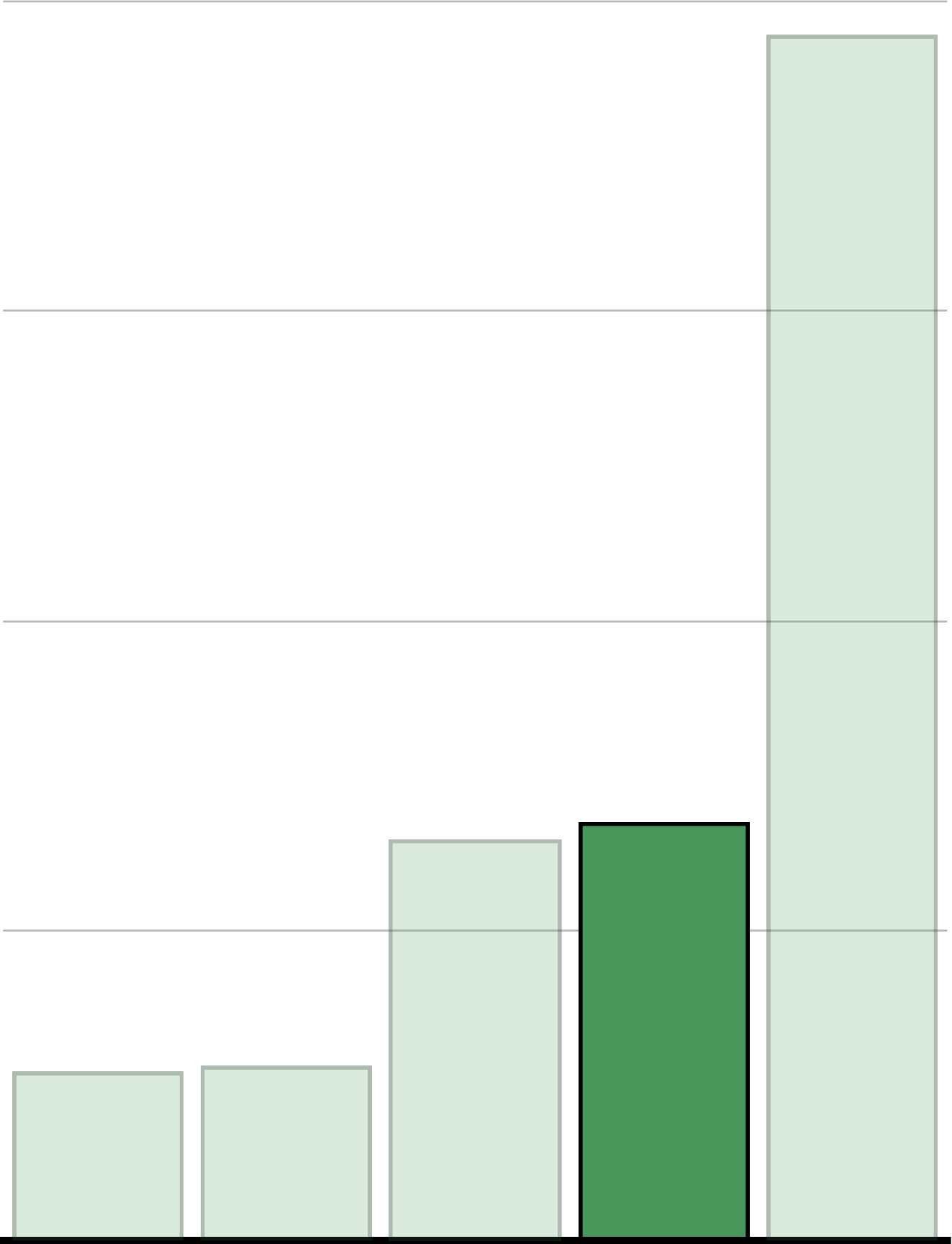


Rogers



Bentonville

Average Value Per Acre

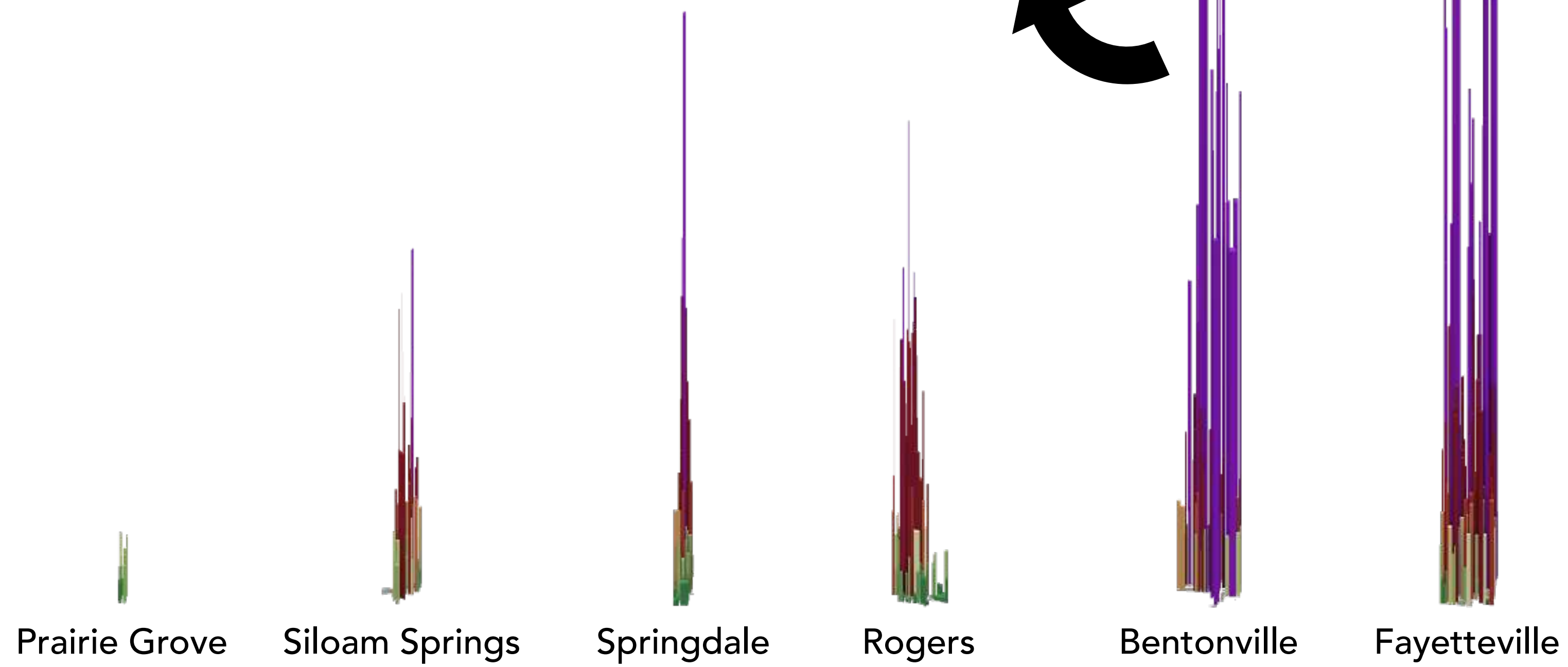
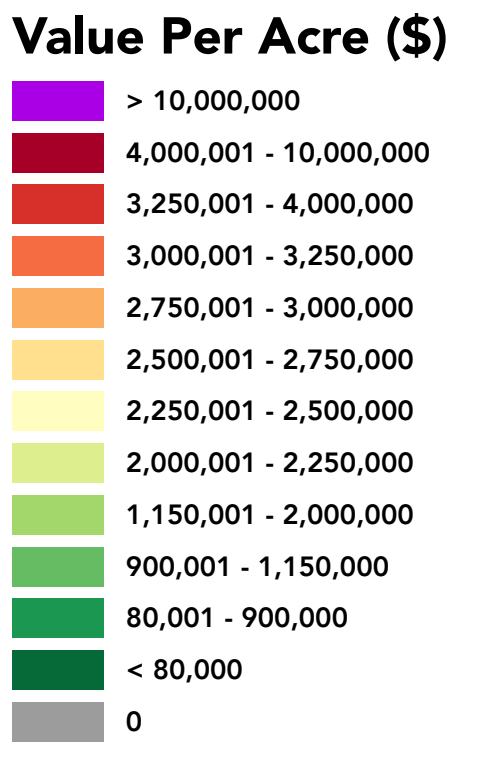


Suburban Corridor
Warehouse
Corp. Campus + Logistics
Shopping Center
Downtown

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

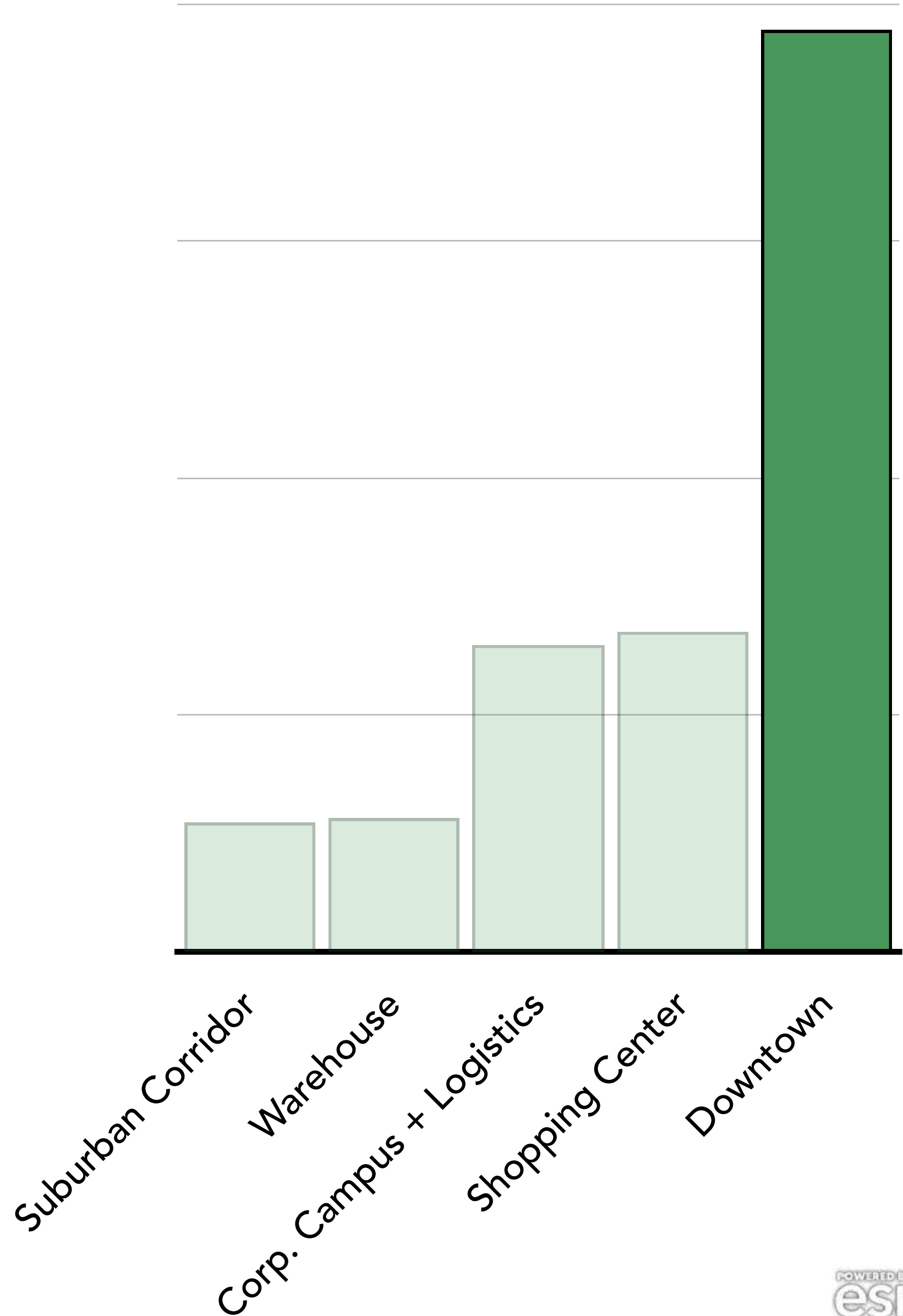
Value of Downtowns

Northwest AR



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

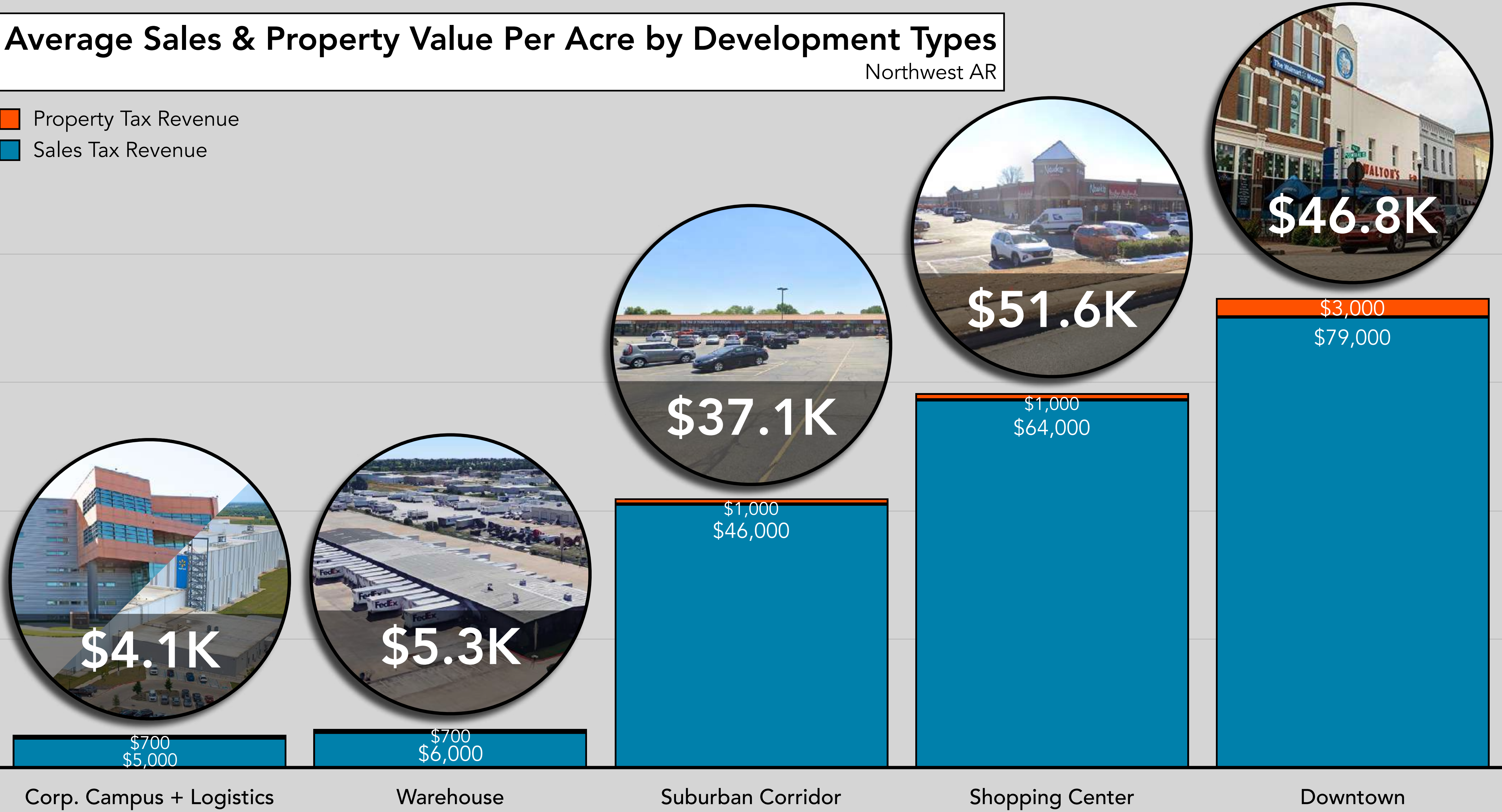
Average Value Per Acre



Average Sales & Property Value Per Acre by Development Types

Northwest AR

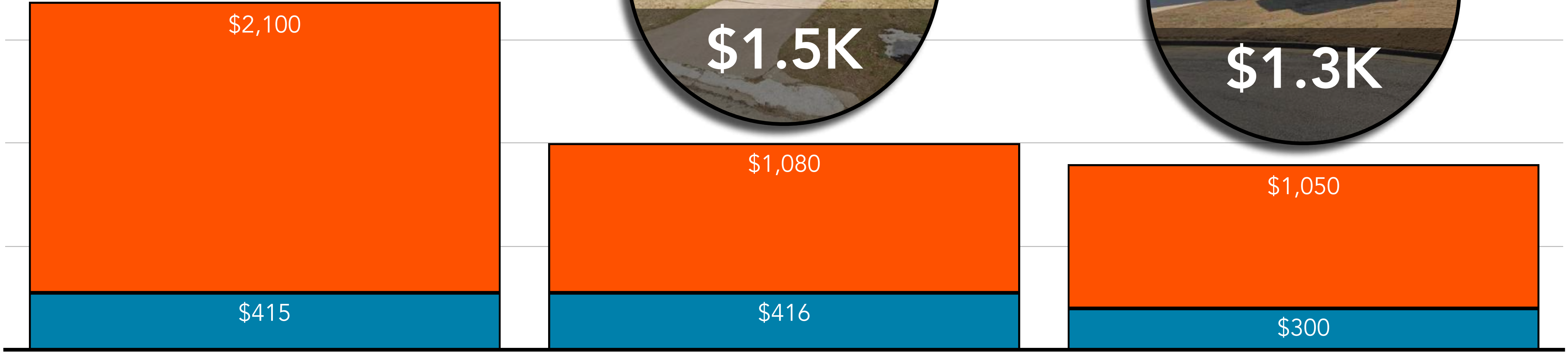
- Property Tax Revenue
- Sales Tax Revenue



Average Sales & Property Tax Per Acre of Residential Types

Northwest AR

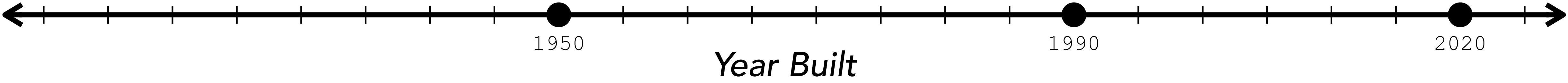
Property Tax Revenue
Sales Tax Revenue



Pre-1950

1950-1990

1990-2020



Note: Calculations based on developed acres. | Additional note: Online Sales tax revenue was distributed to residential parcels. Source: Washington County and Benton County AR (2024), Arkansas Department of Finance and Administration (2024)

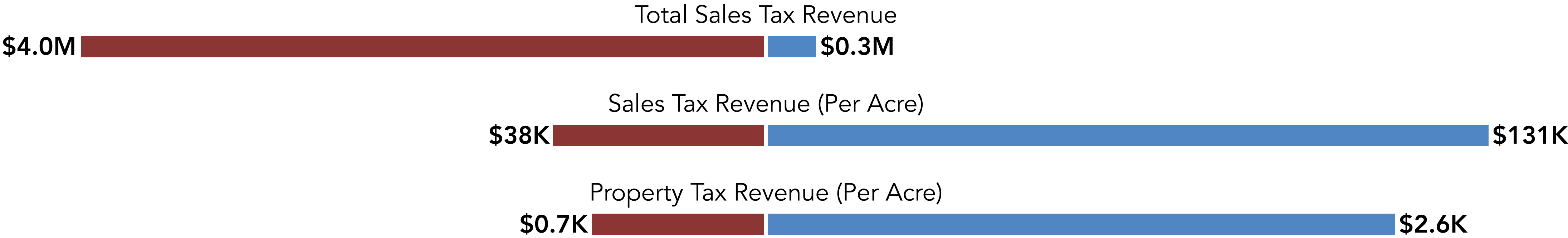
WHO IS THE ~~FAIREST~~ OF THEM ALL?
most fiscally productive?



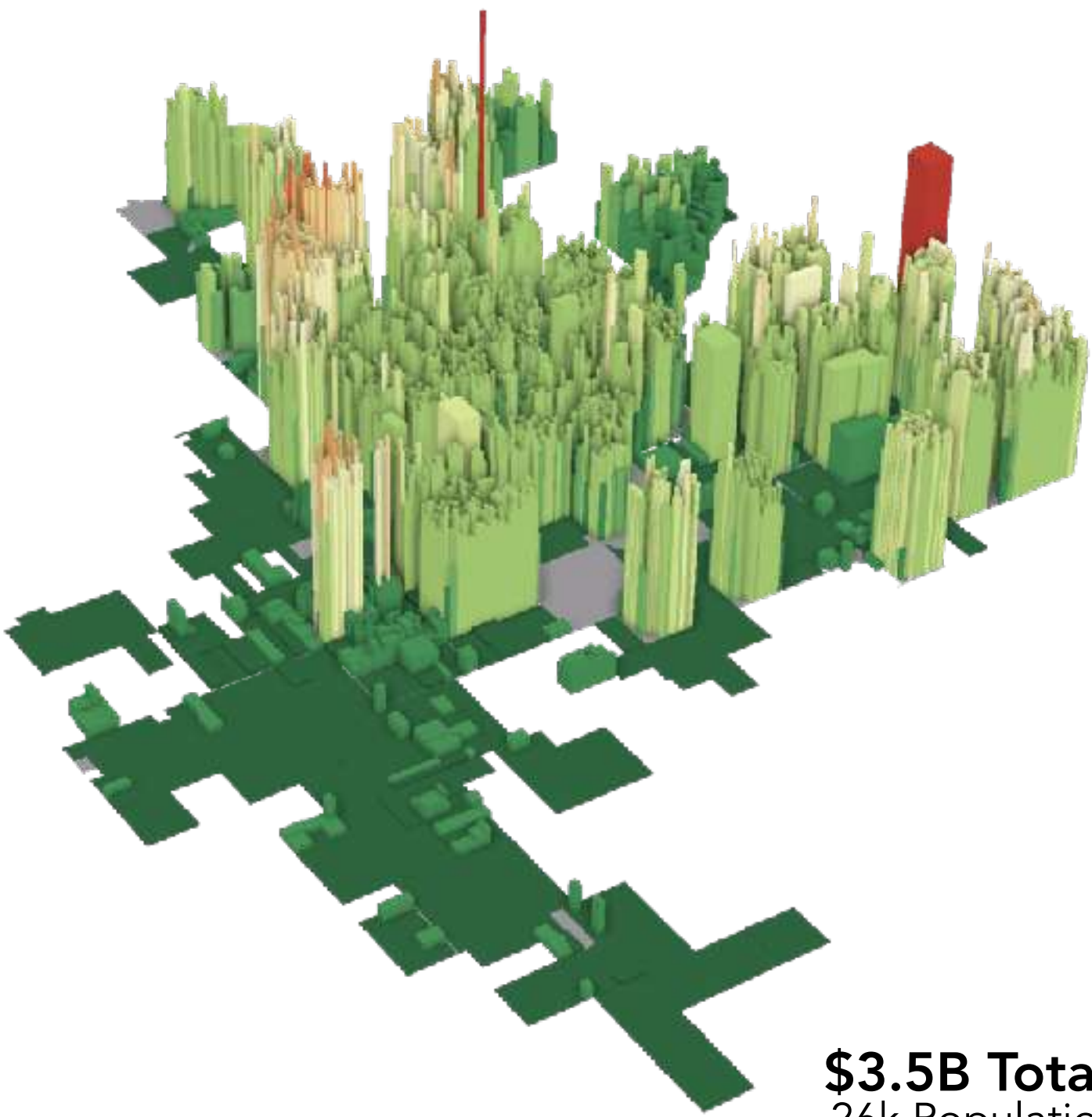
UrbanMirror

URBAN3

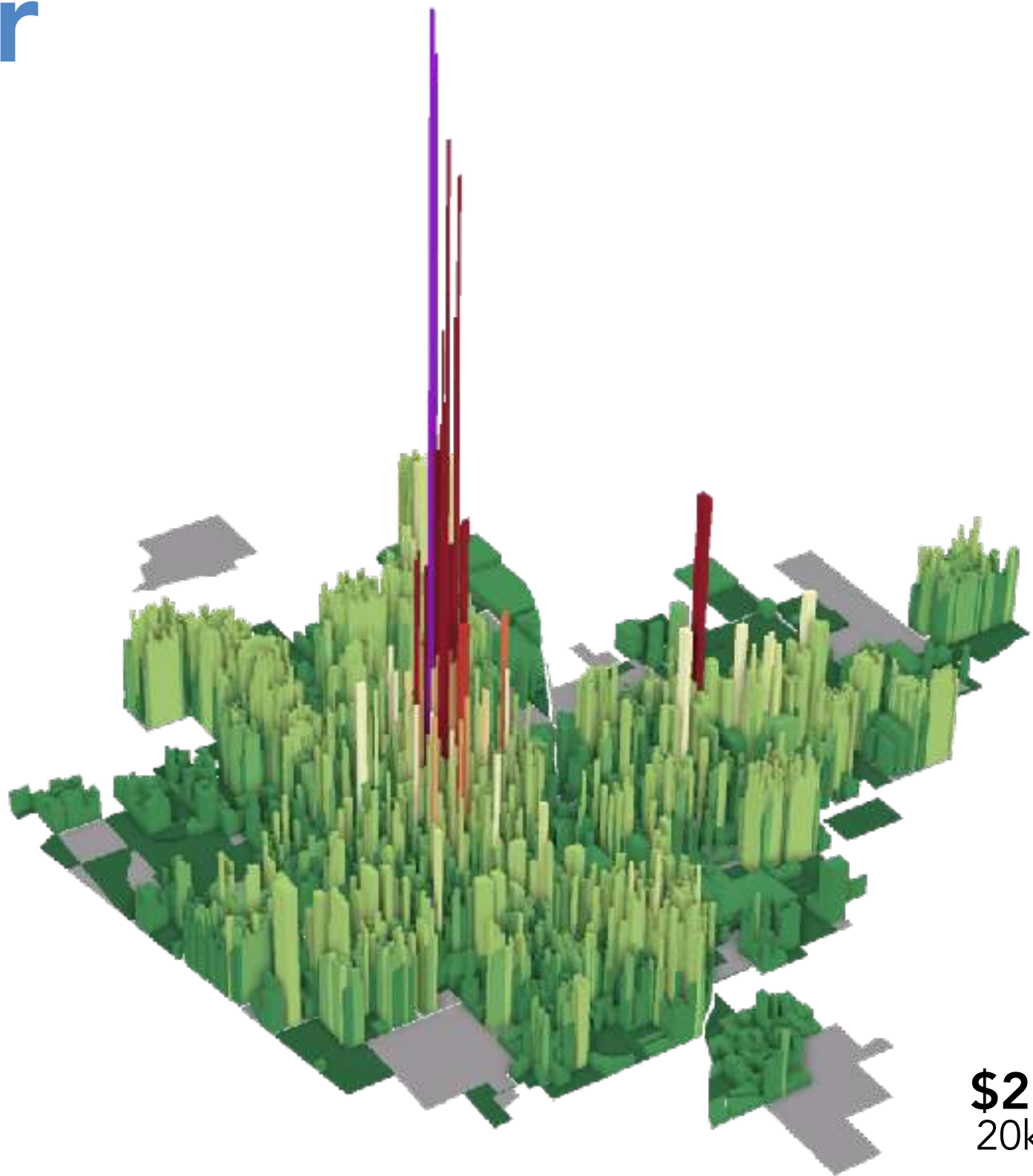
Urban Mirror



Urban Mirror



\$3.5B Total Value
26k Population



\$2B Total Value
20k Population

Centerton

Siloam Springs

Area

12.5 sq.mi.

8.7 sq.mi.

Density

2,056

2,319

Sales + Property Tax/Acre

\$1,718

\$2,566

Most Productive (Per Acre)

\$3.7M

\$11.3M

URBAN3

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



Land Use Liability Evaluation

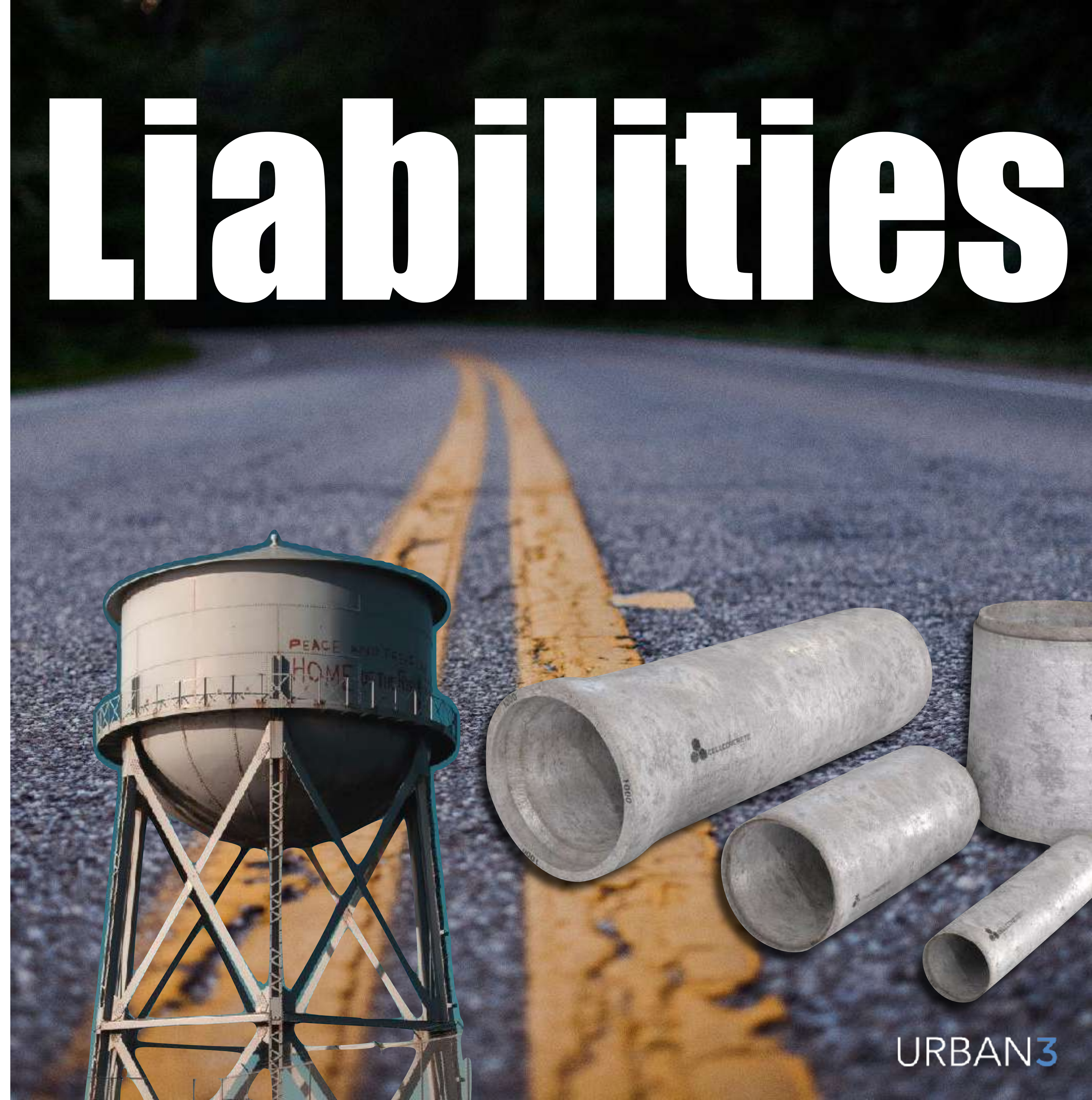
Infrastructure and Revenue Implications

Assets

According to the Municipal Finance Standards (CAFR)



Liabilities



Asset Management

+\$\$\$

+\$\$\$

+\$\$\$

+\$\$\$

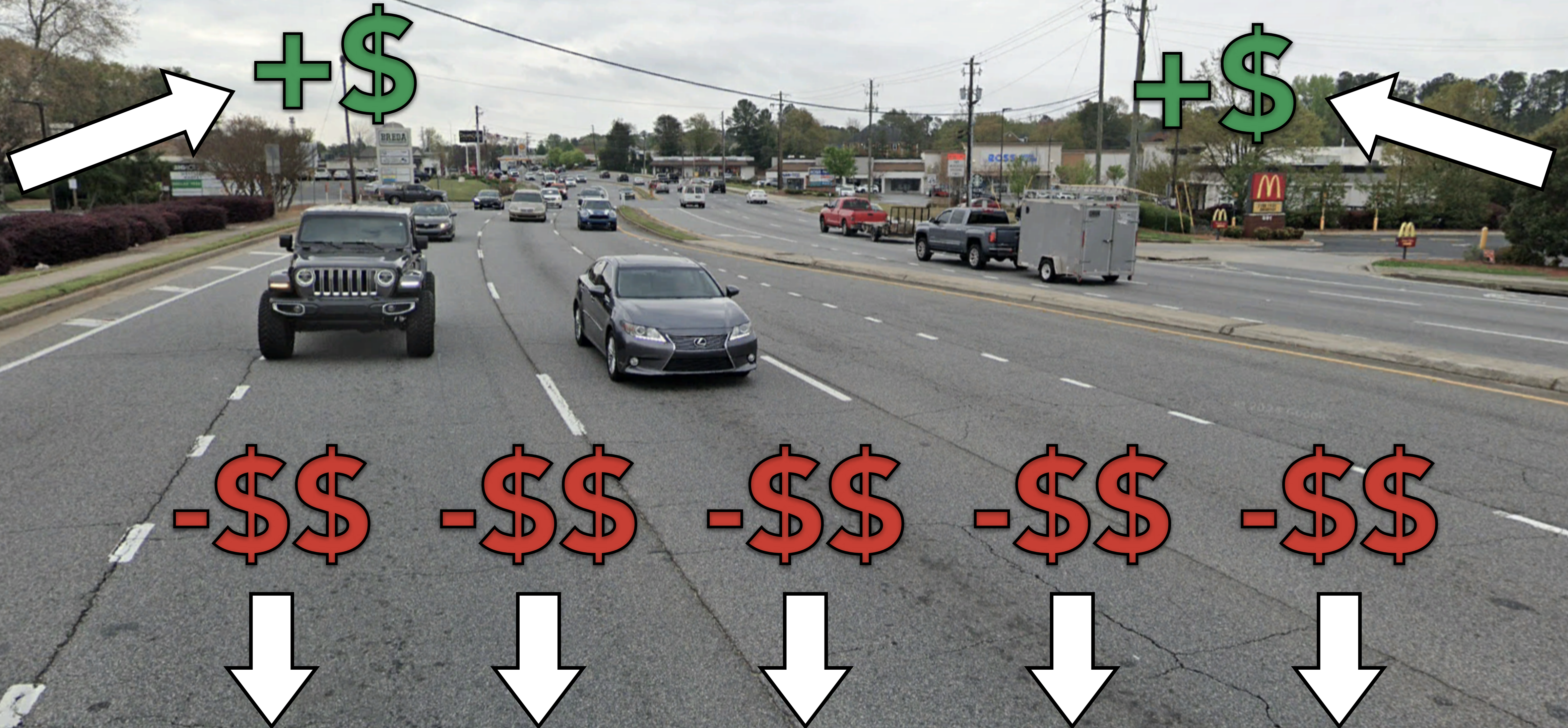
+\$\$\$

+\$\$\$

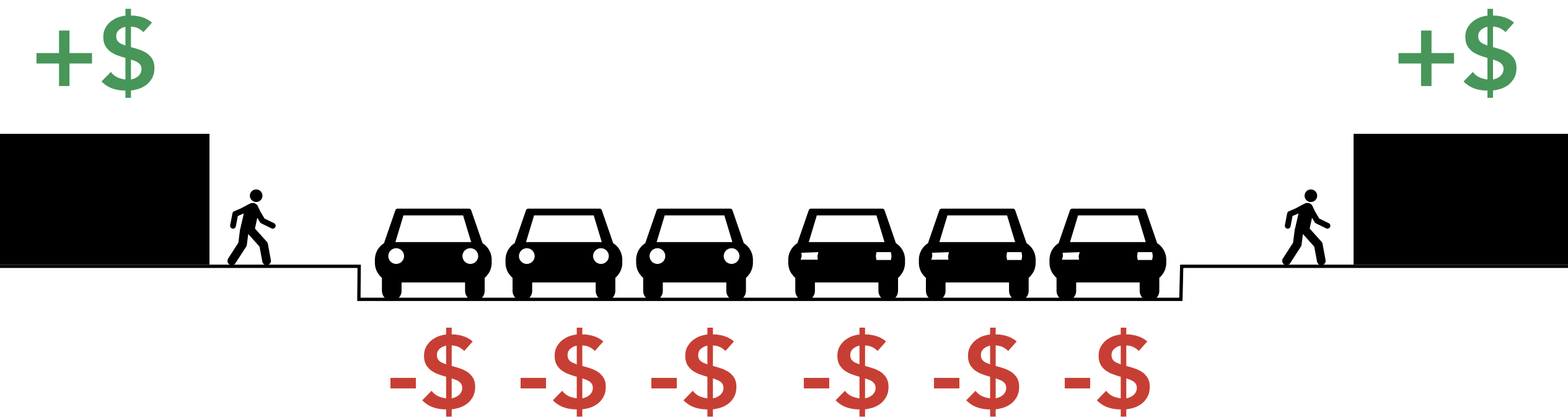
-\$

-\$

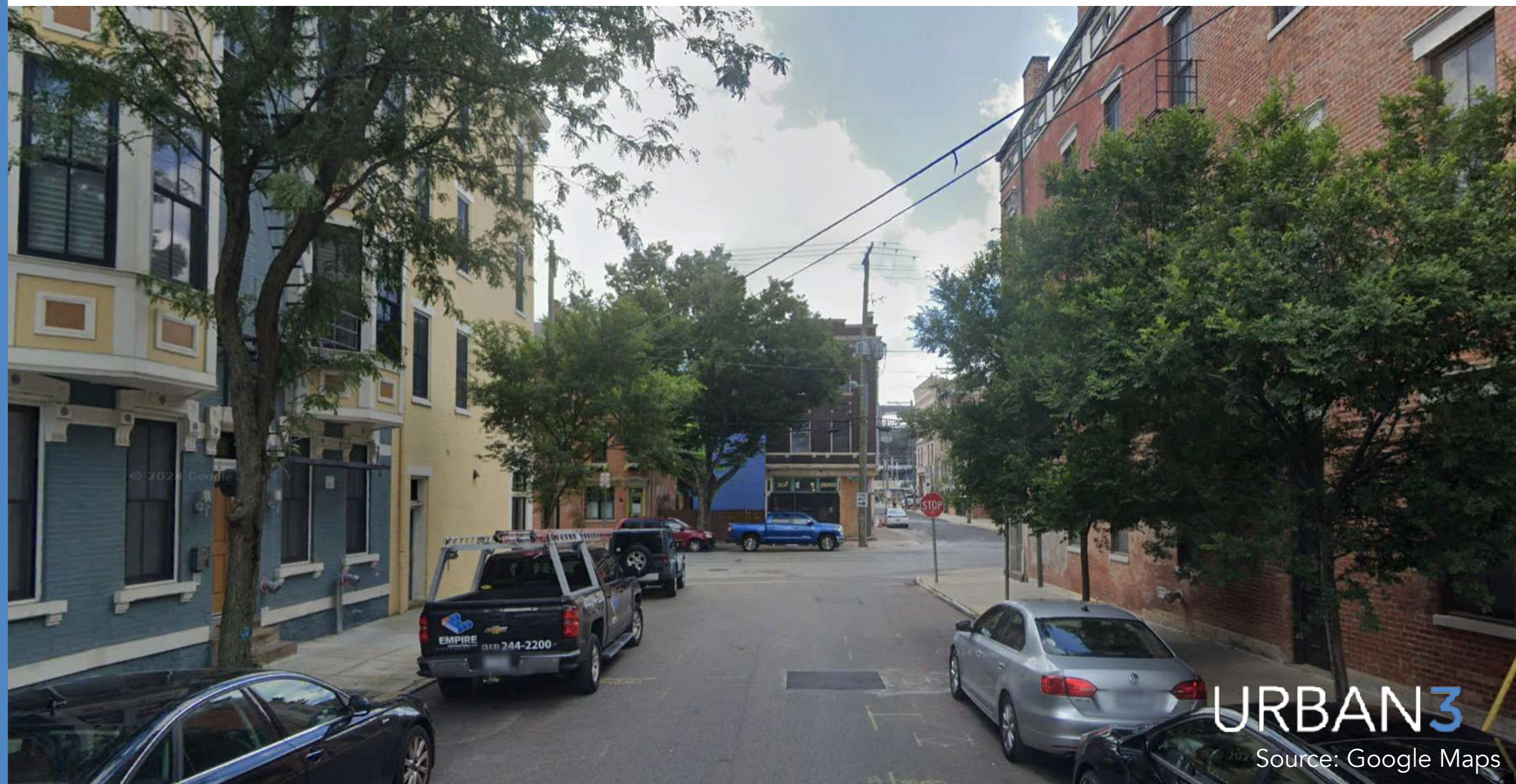
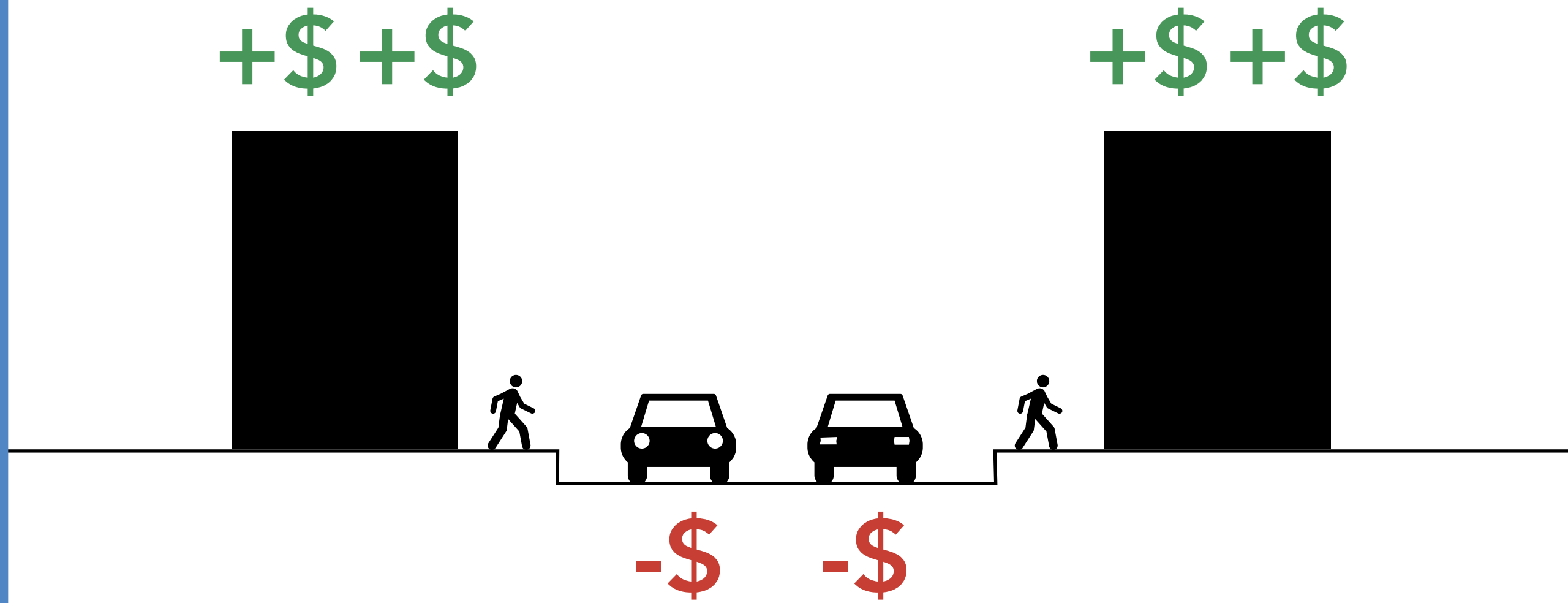
Asset Management



Stroad



Street



What Happens to a Road Over Time?

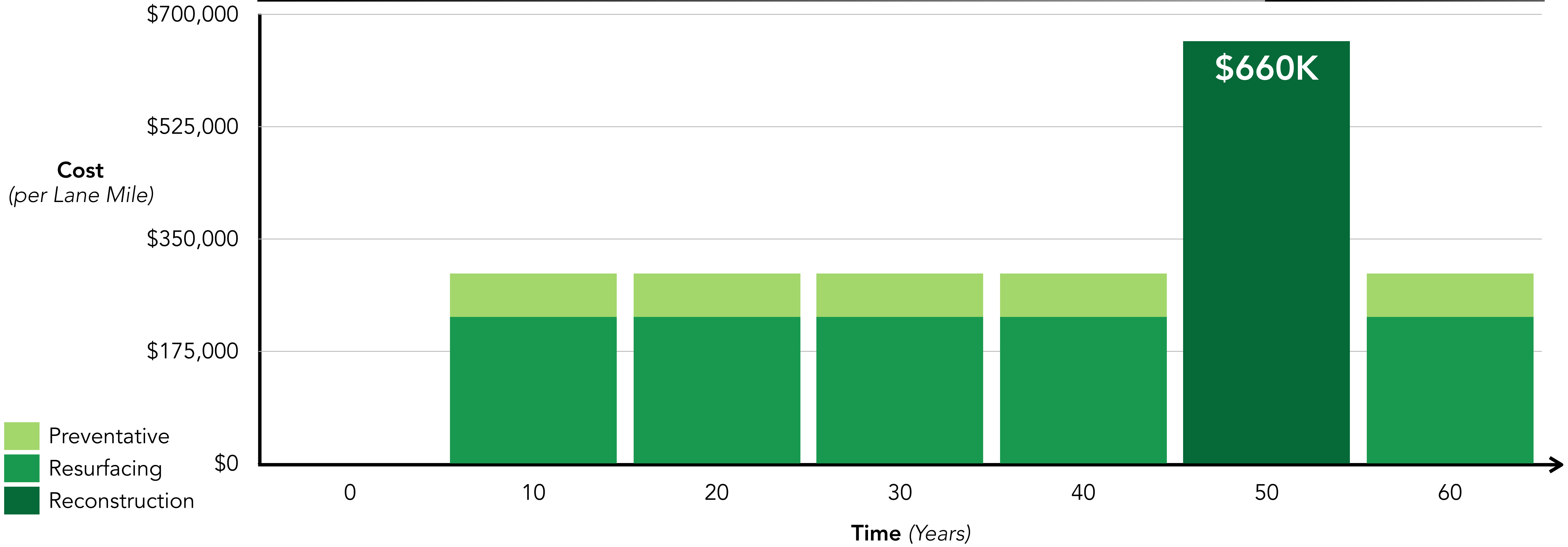
Anywhere, USA

Road is built

Road is maintained

Road is rebuilt

Cycle starts again



Road Infrastructure

Northwest AR

6,638 total lane miles

4,420 Local

1,240 Arterial

970 Collector

Road Types

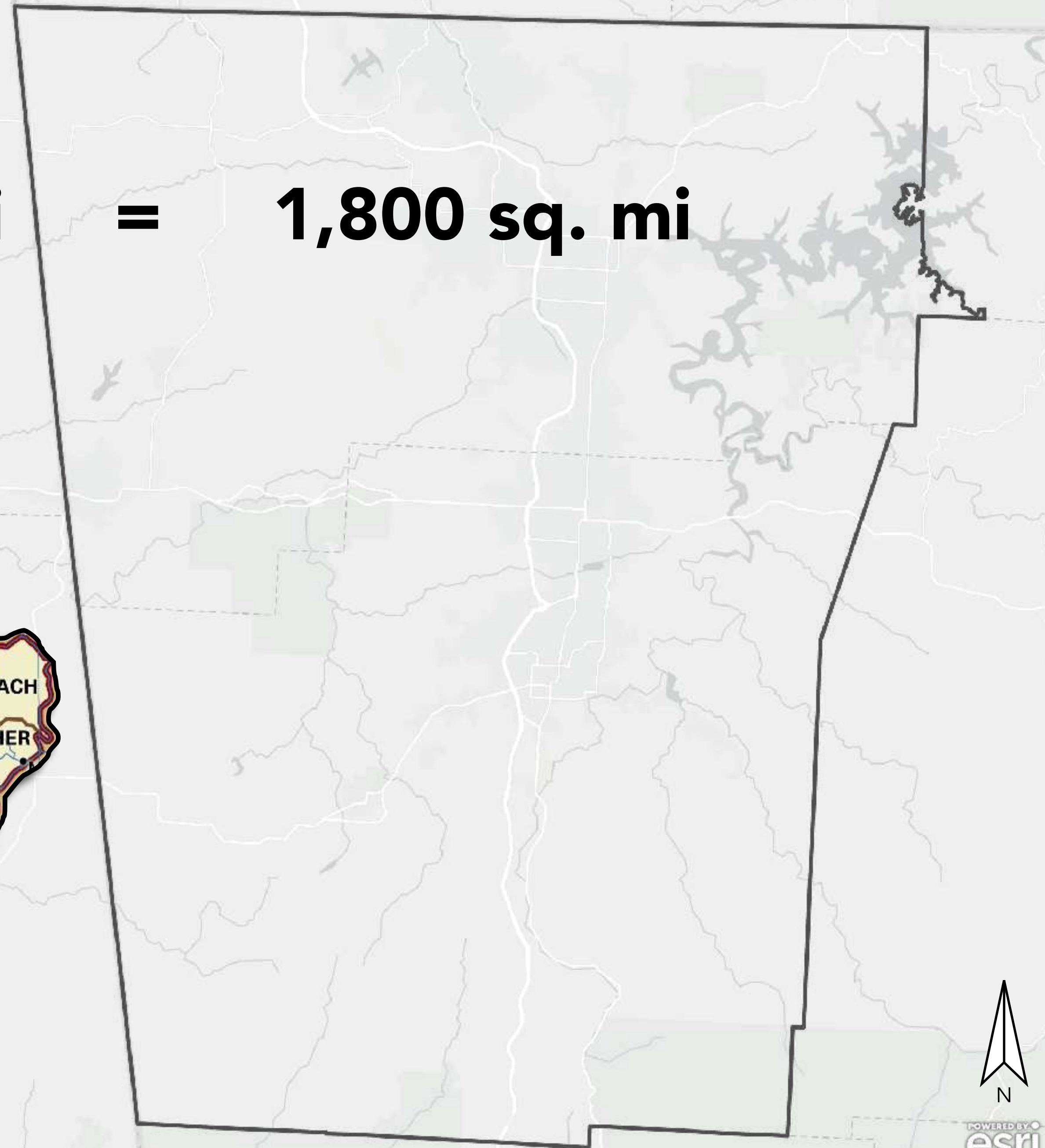
- Local
- Collector
- Arterial



Assessed Value Per Acre

Northwest AR

$$1,000 \text{ sq. mi} + 800 \text{ sq. mi} = 1,800 \text{ sq. mi}$$

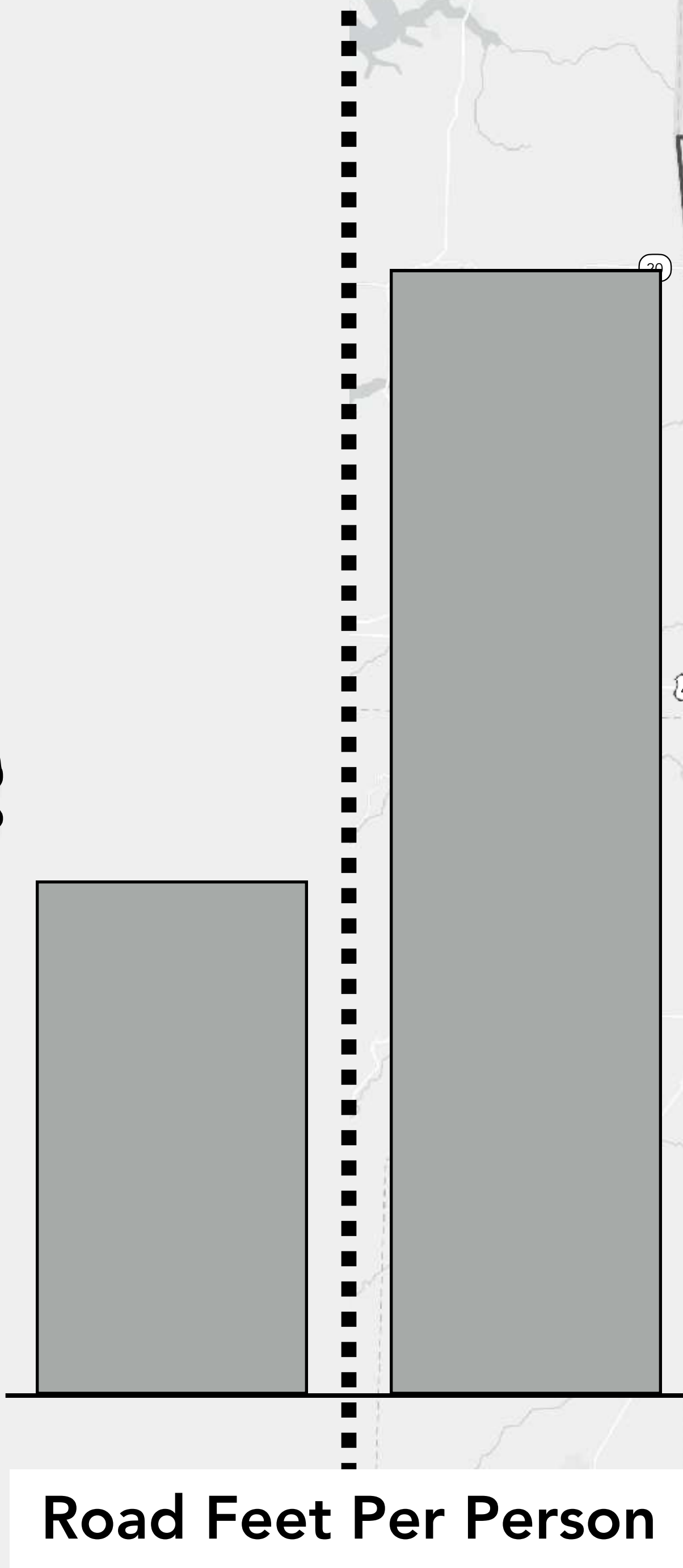


Road Infrastructure Comparison

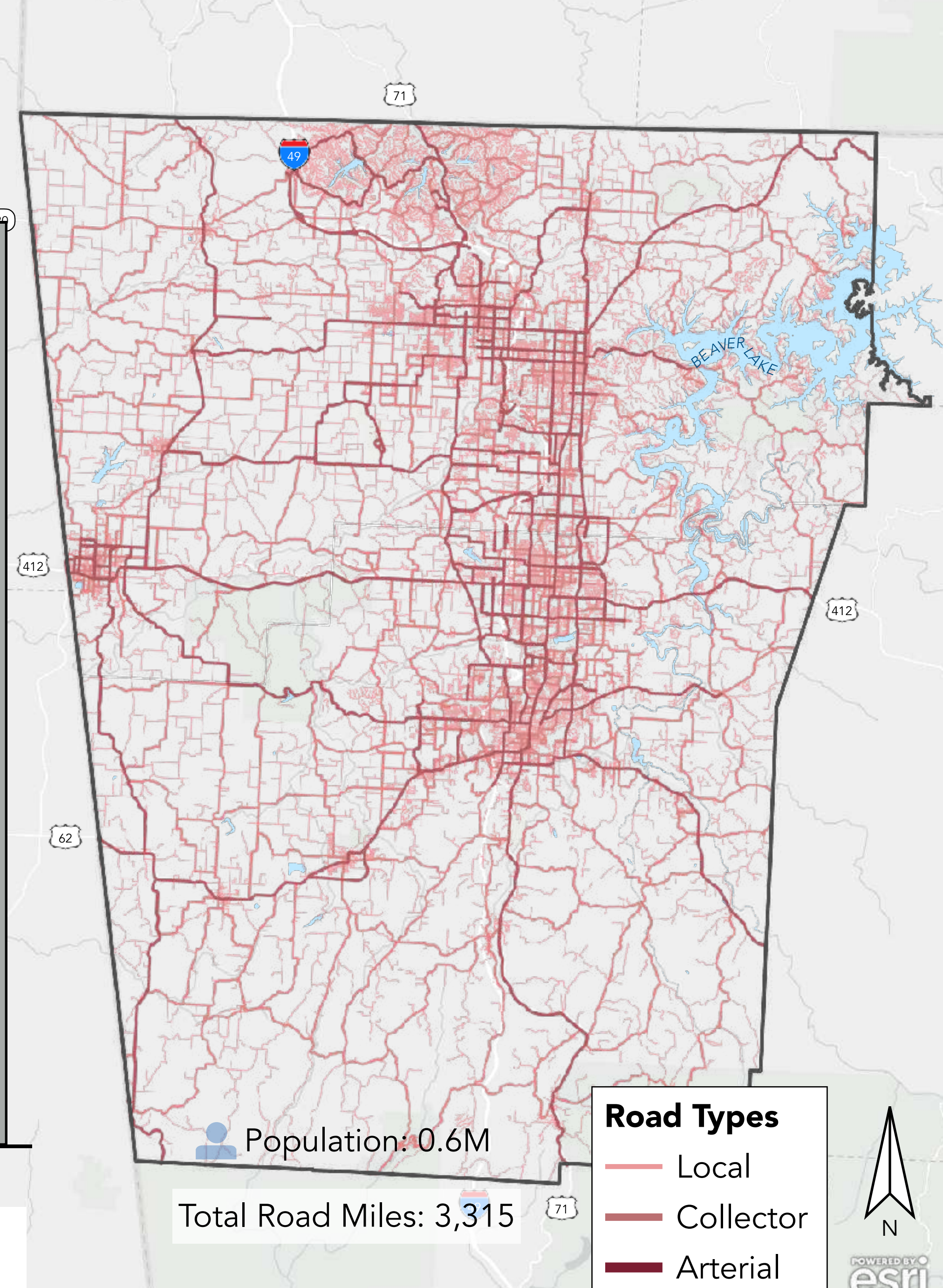
Northwest AR



Population: 1.2M
Total Road Miles: 3,215



Road Feet Per Person



Population: 0.6M
Total Road Miles: 3,315

Road Types

- Local
- Collector
- Arterial



Road Length by Type

Northwest AR

URBAN3



4,420 lane miles of **local** roads to...
Prudhoe Bay, AK

970 lane miles of **collector** roads to...
Pittsburgh, PA

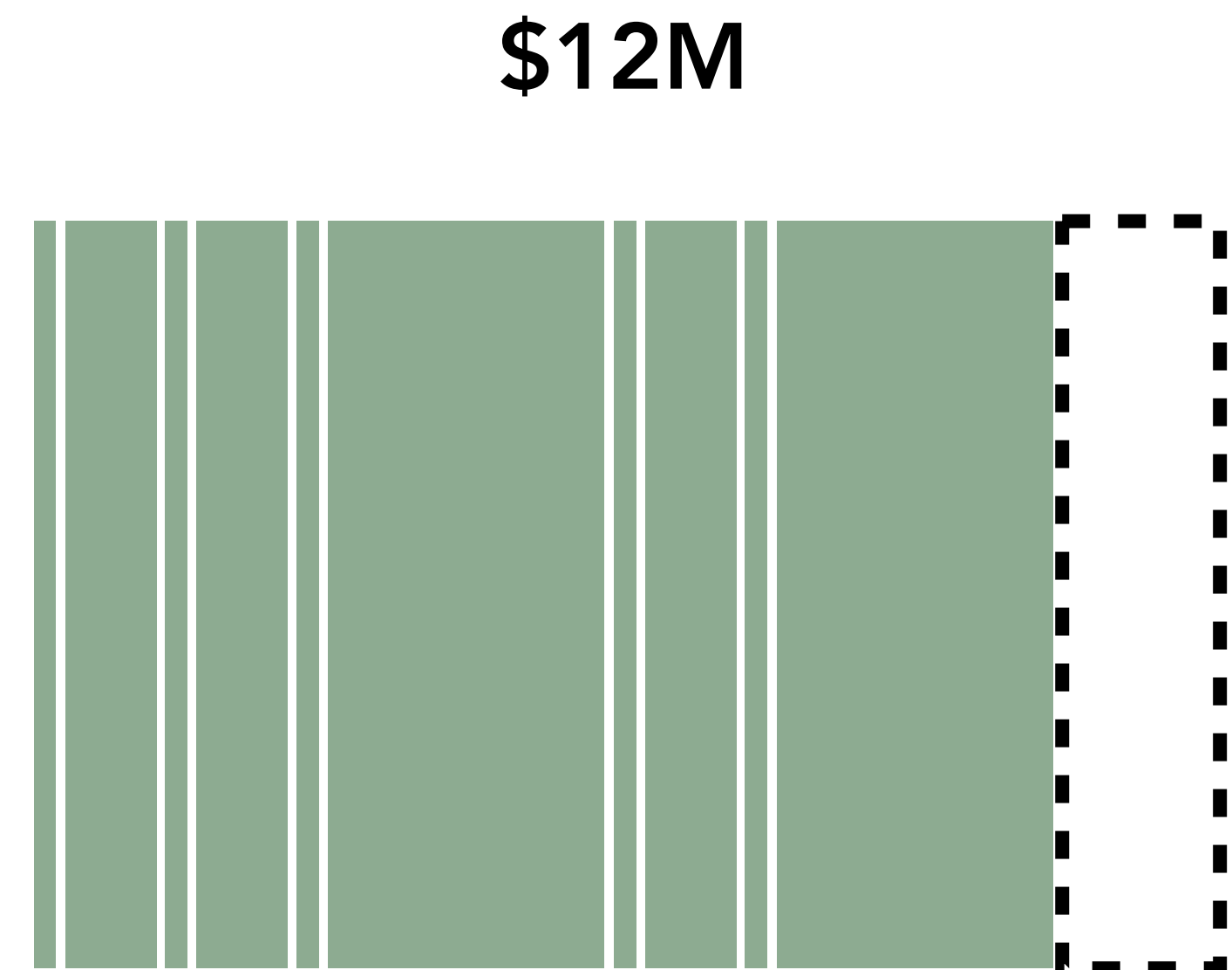
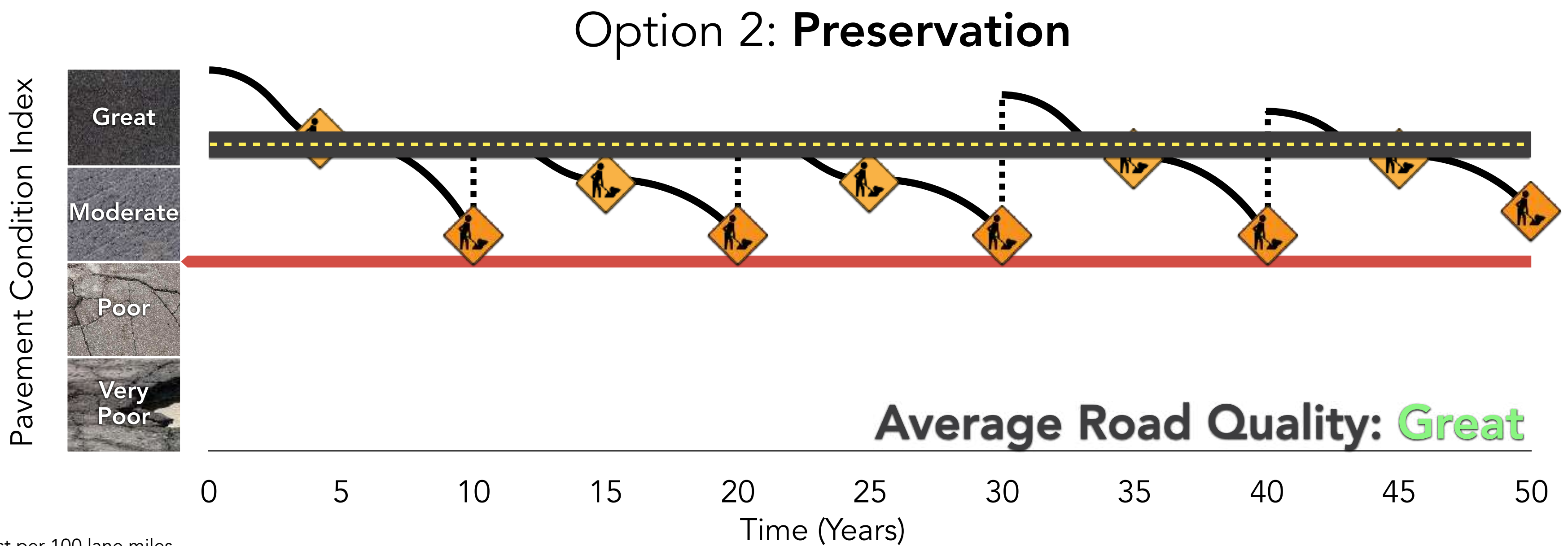
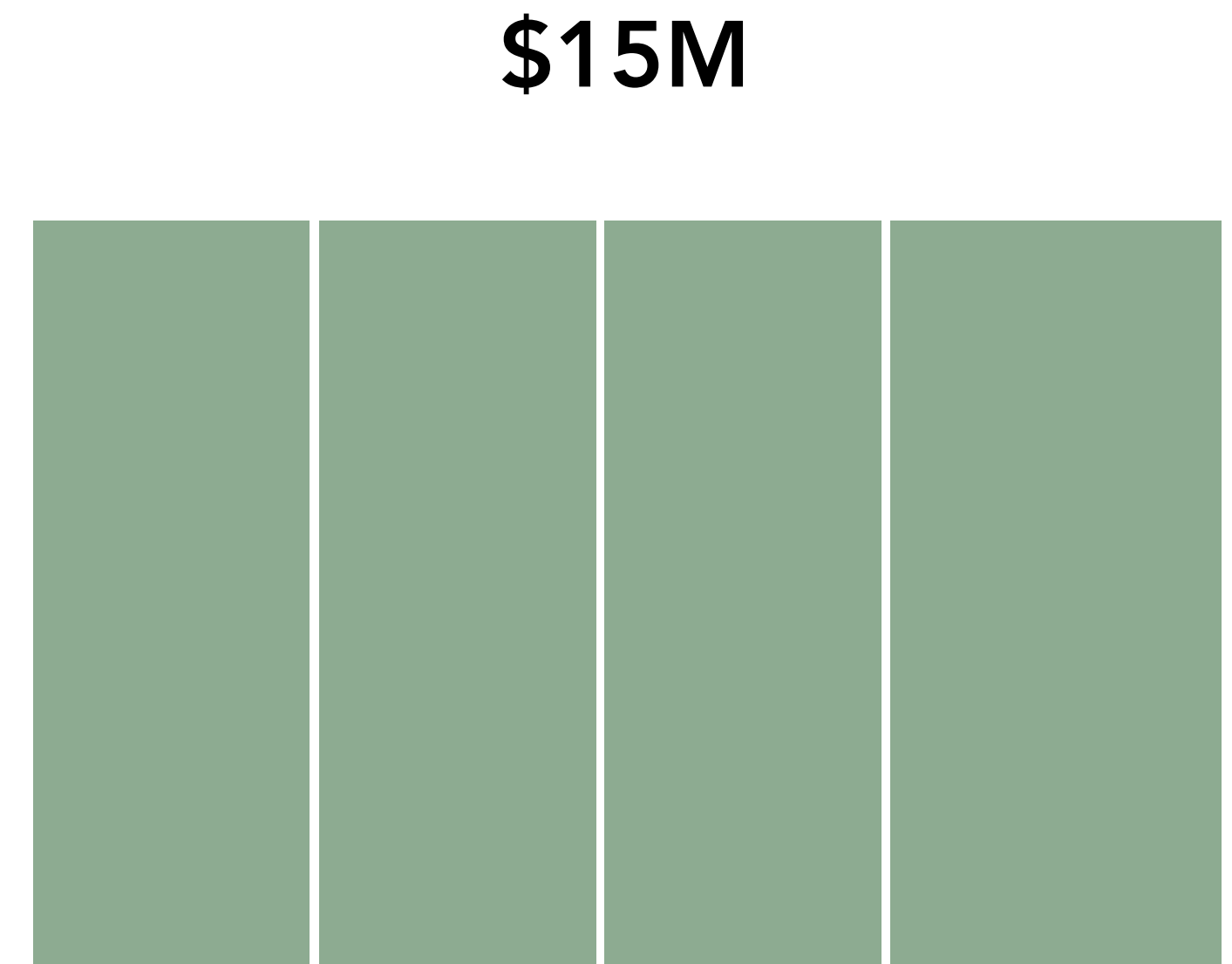
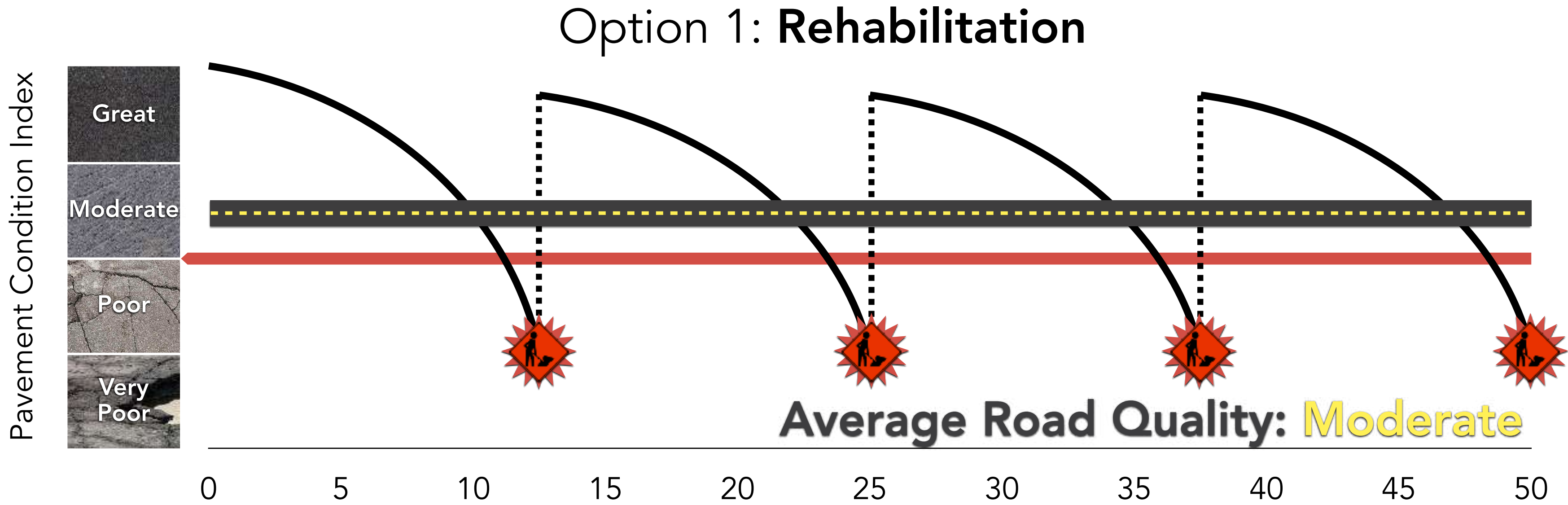
1,240 lane miles of **arterial** roads to...
Sedona, AZ

Springdale, AR



POWERED BY
esri

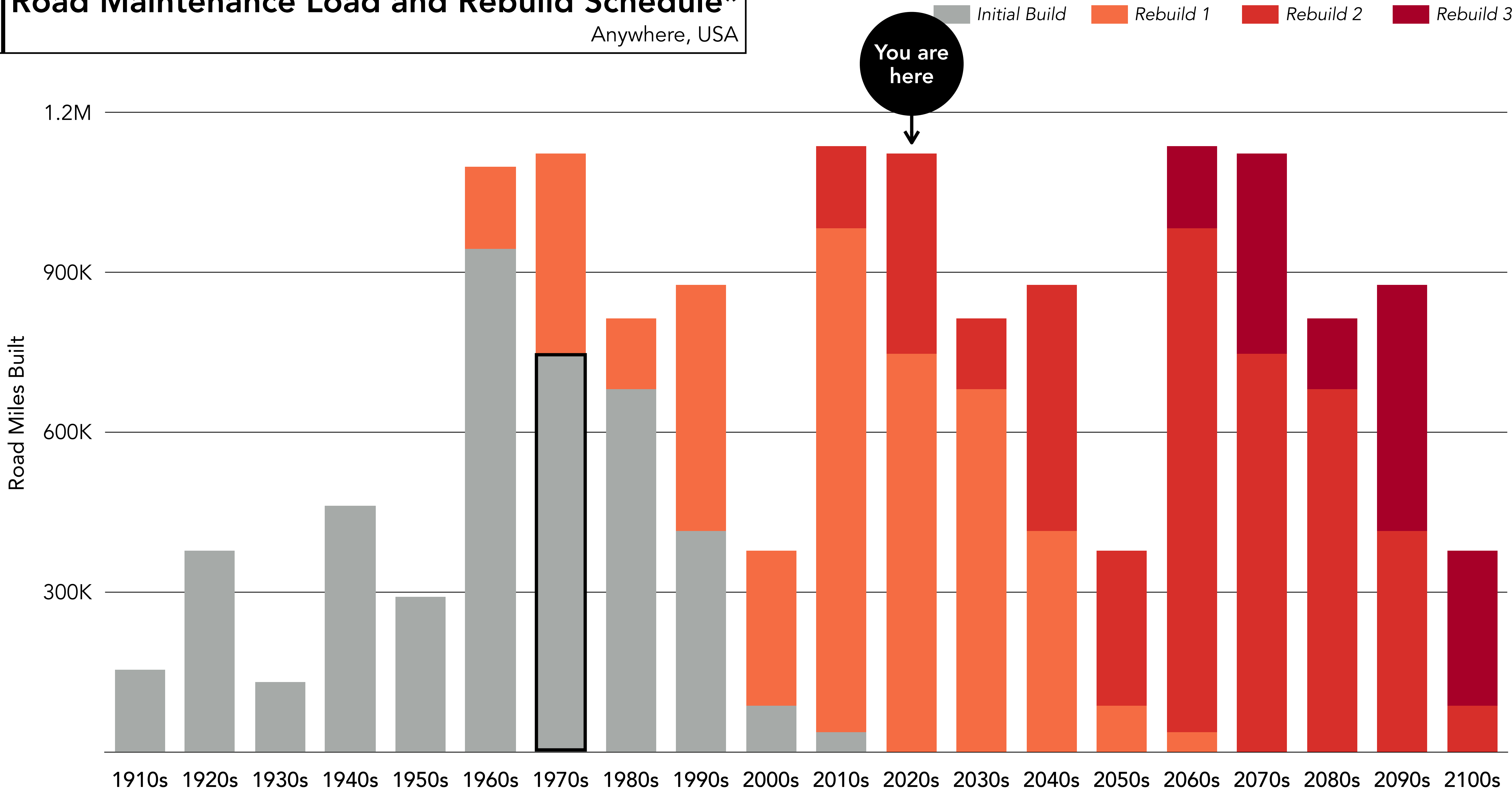
Source: Google Maps



URBAN3

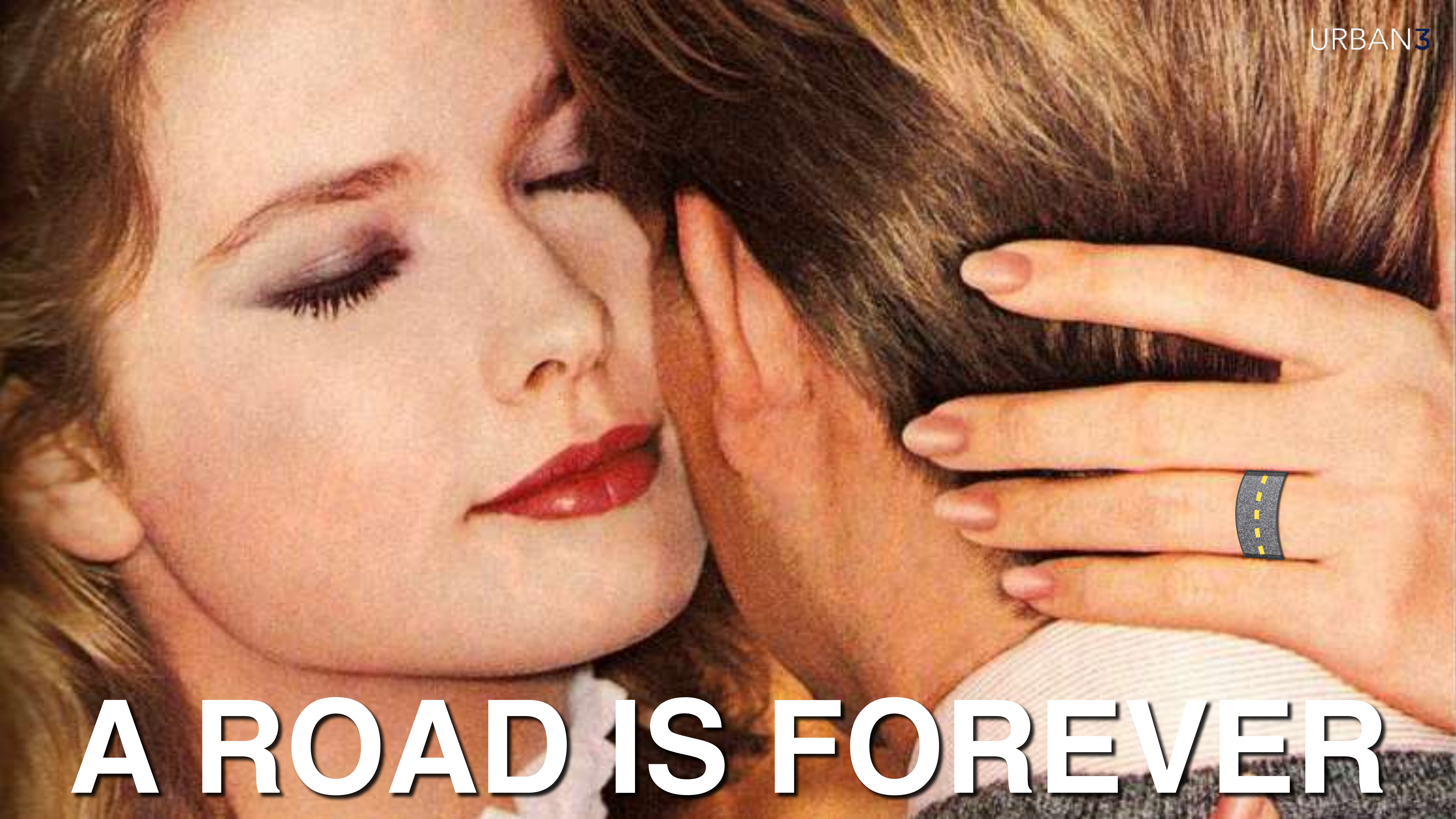
Road Maintenance Load and Rebuild Schedule*

Anywhere, USA



*Conceptualized chart

Source: City of Springfield, MO FY 2023-2024 Adopted Budget, Springfield GIS



A ROAD IS FOREVER

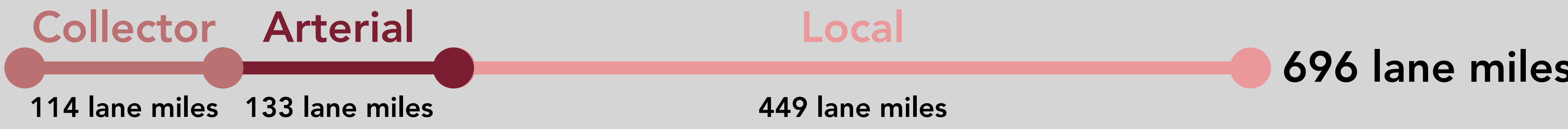


2021 Case Study: Economic MRI®

Bentonville, Arkansas

City Road Liability

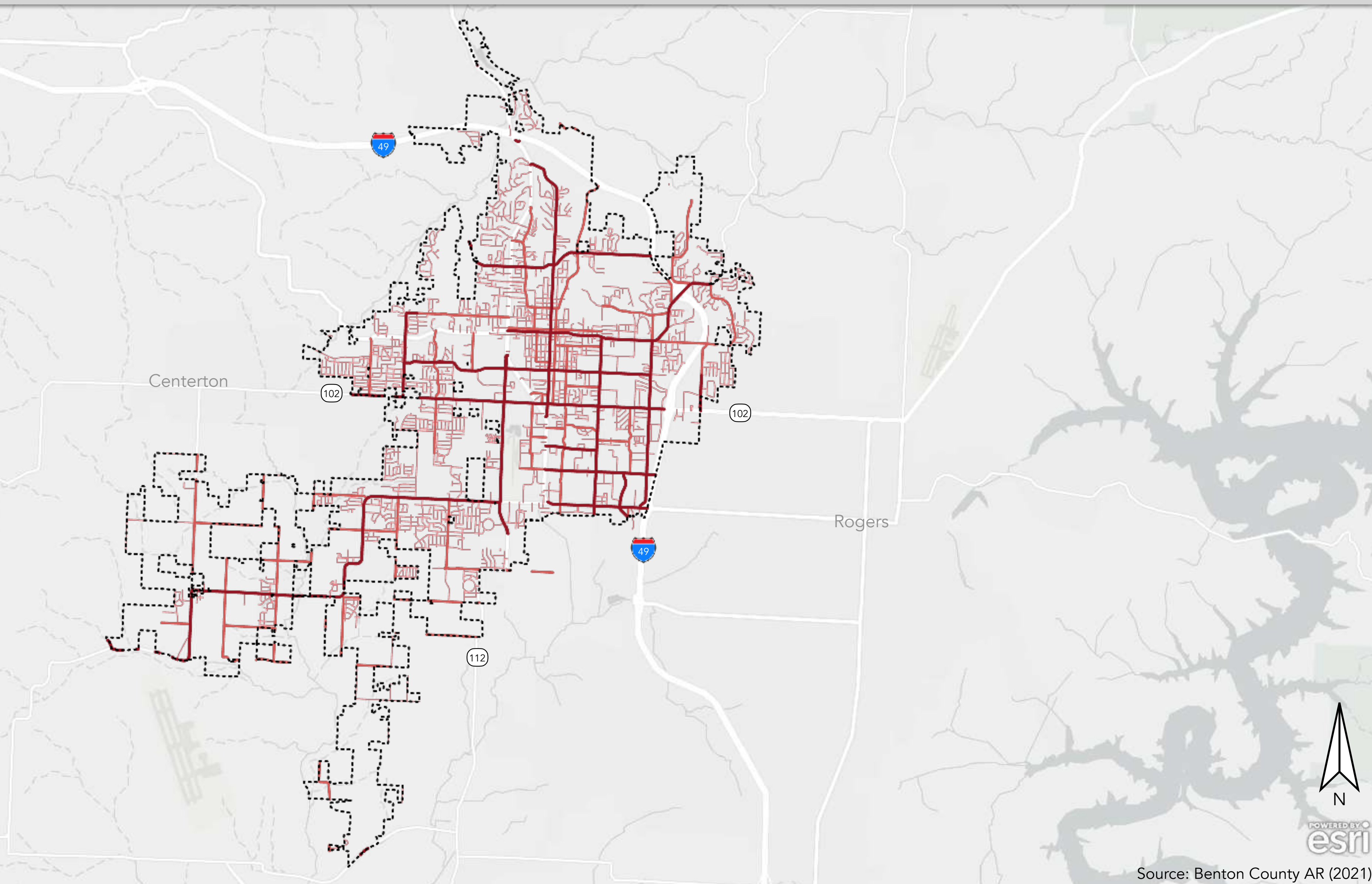
Bentonville, AR



Bentonville

Road Types

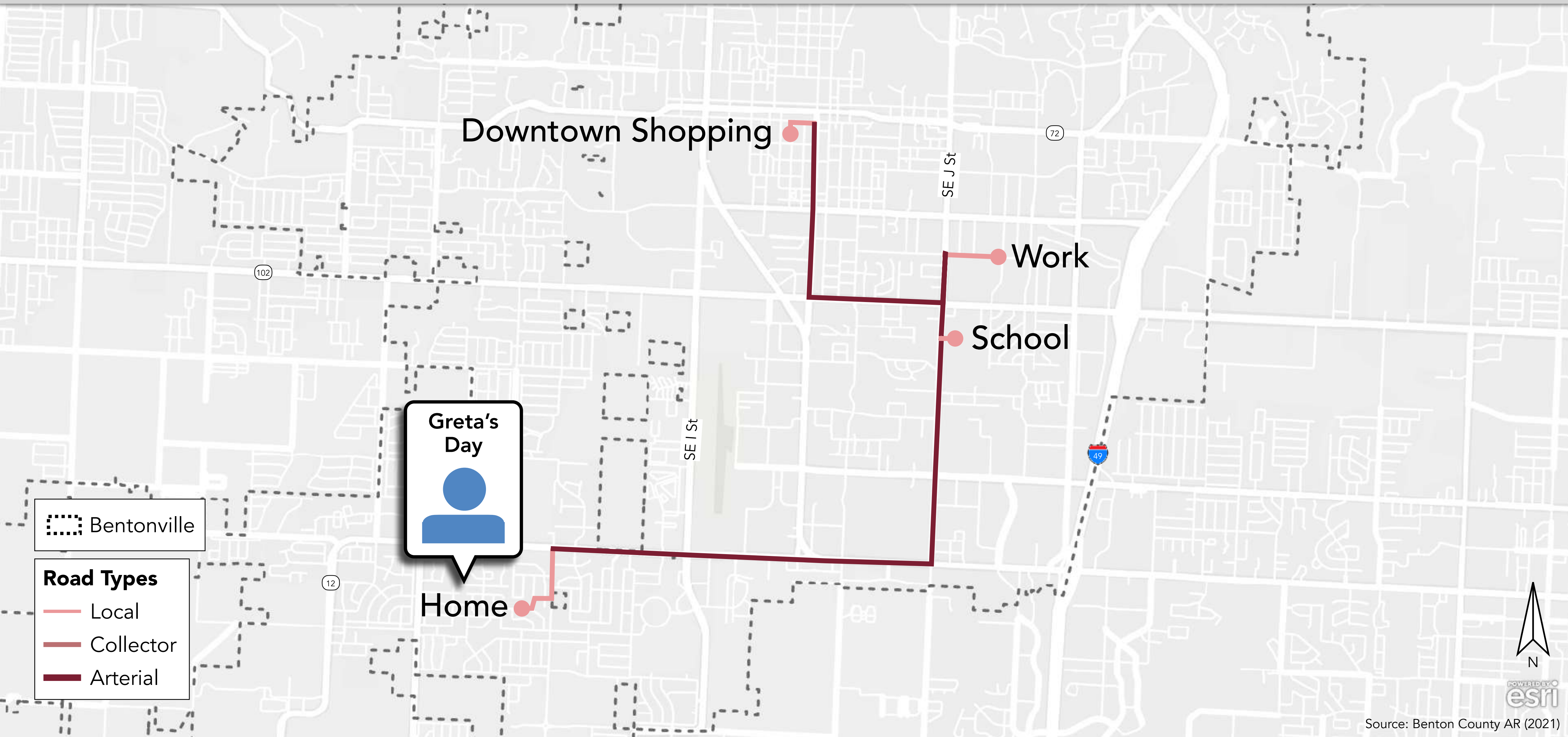
- Local
- Collector
- Arterial



URBAN3

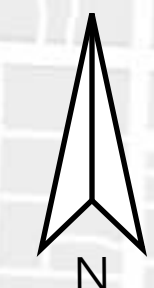
Daily Use of Roads

Bentonville, AR



Bentonville

- Road Types**
- Local
 - Collector
 - Arterial



POWERED BY
esri

Arterial

Local

133 lane miles

449 lane miles

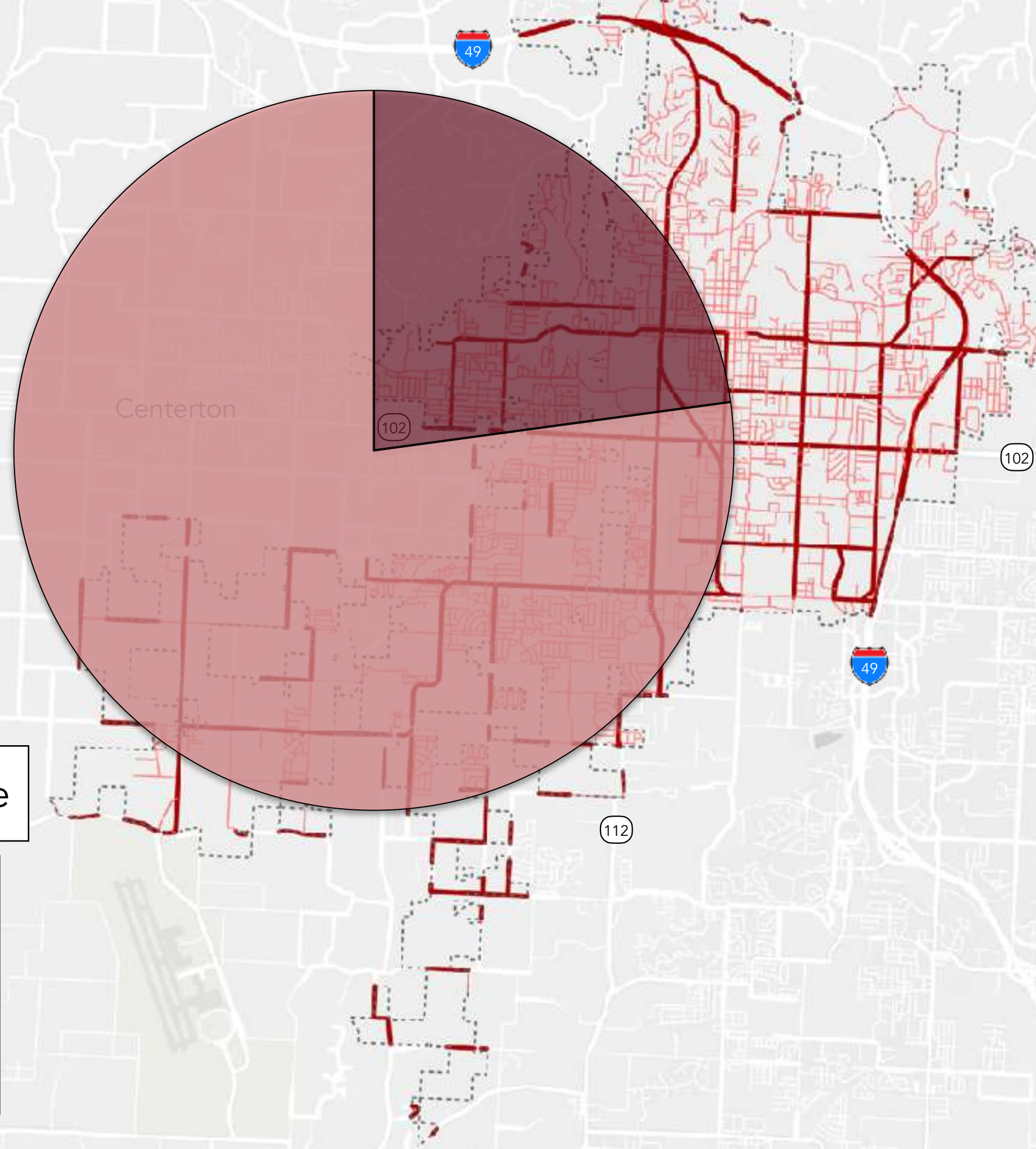
Arterial

Local

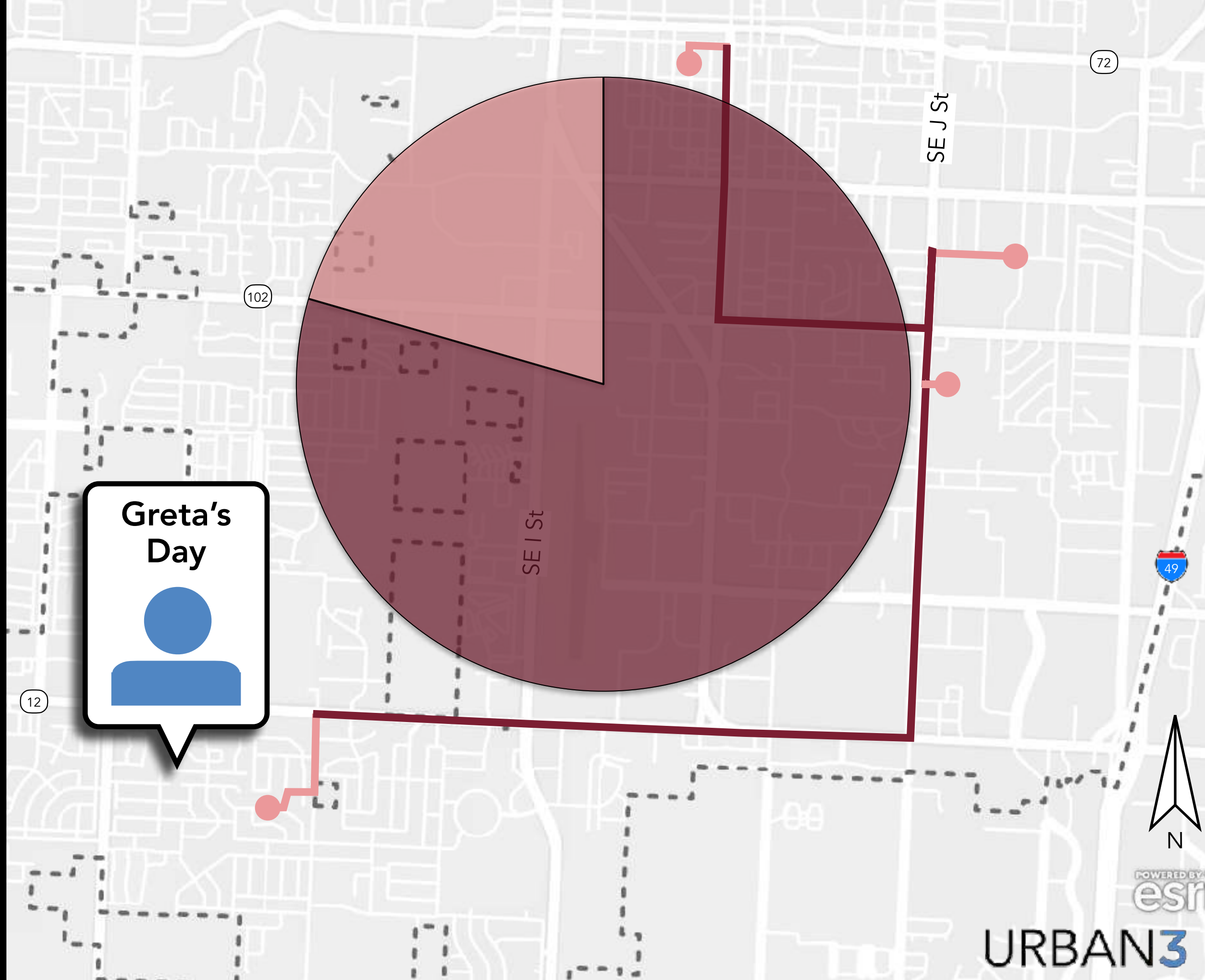
6.2 lane miles

1.6 lane miles

City Liability

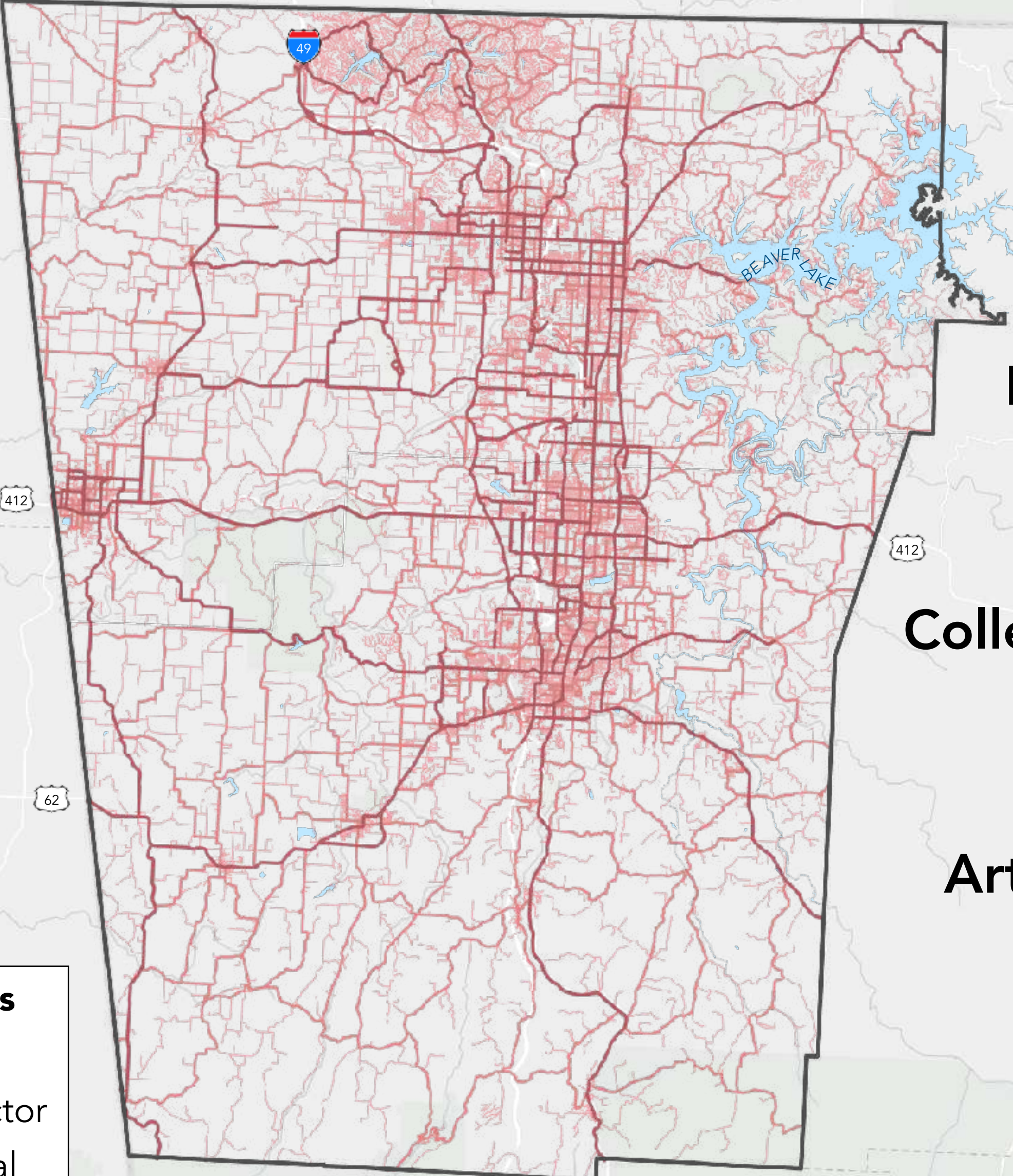
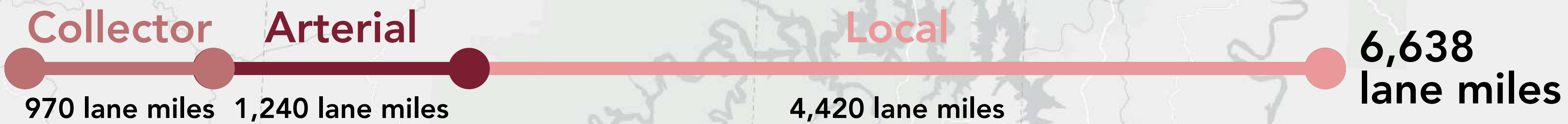


Example User Experience



Road Infrastructure

Northwest AR



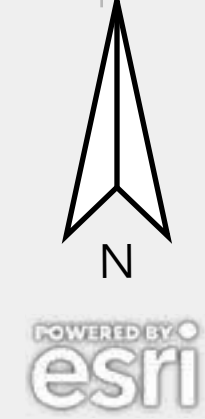
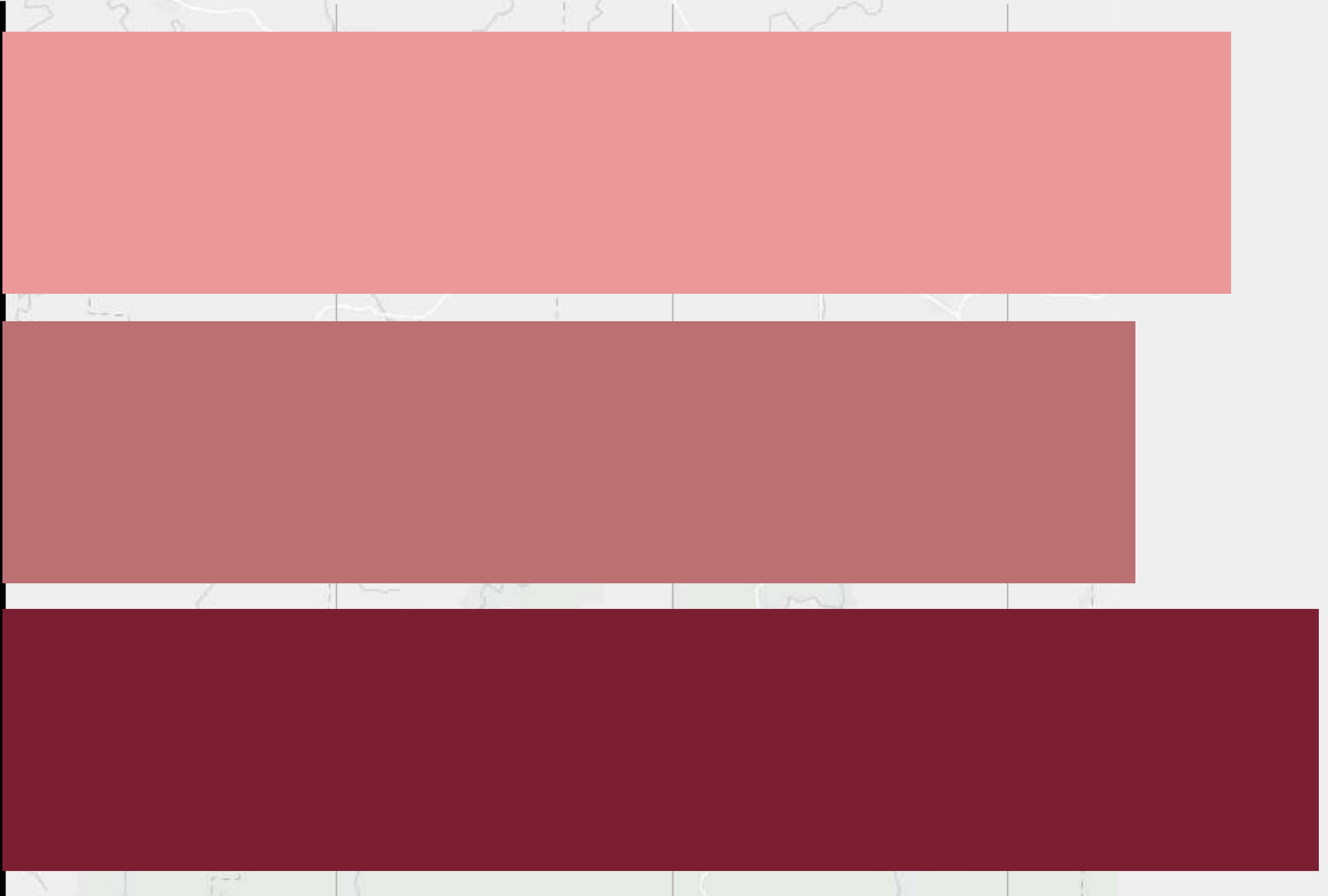
Road Types

- Local
- Collector
- Arterial

Local

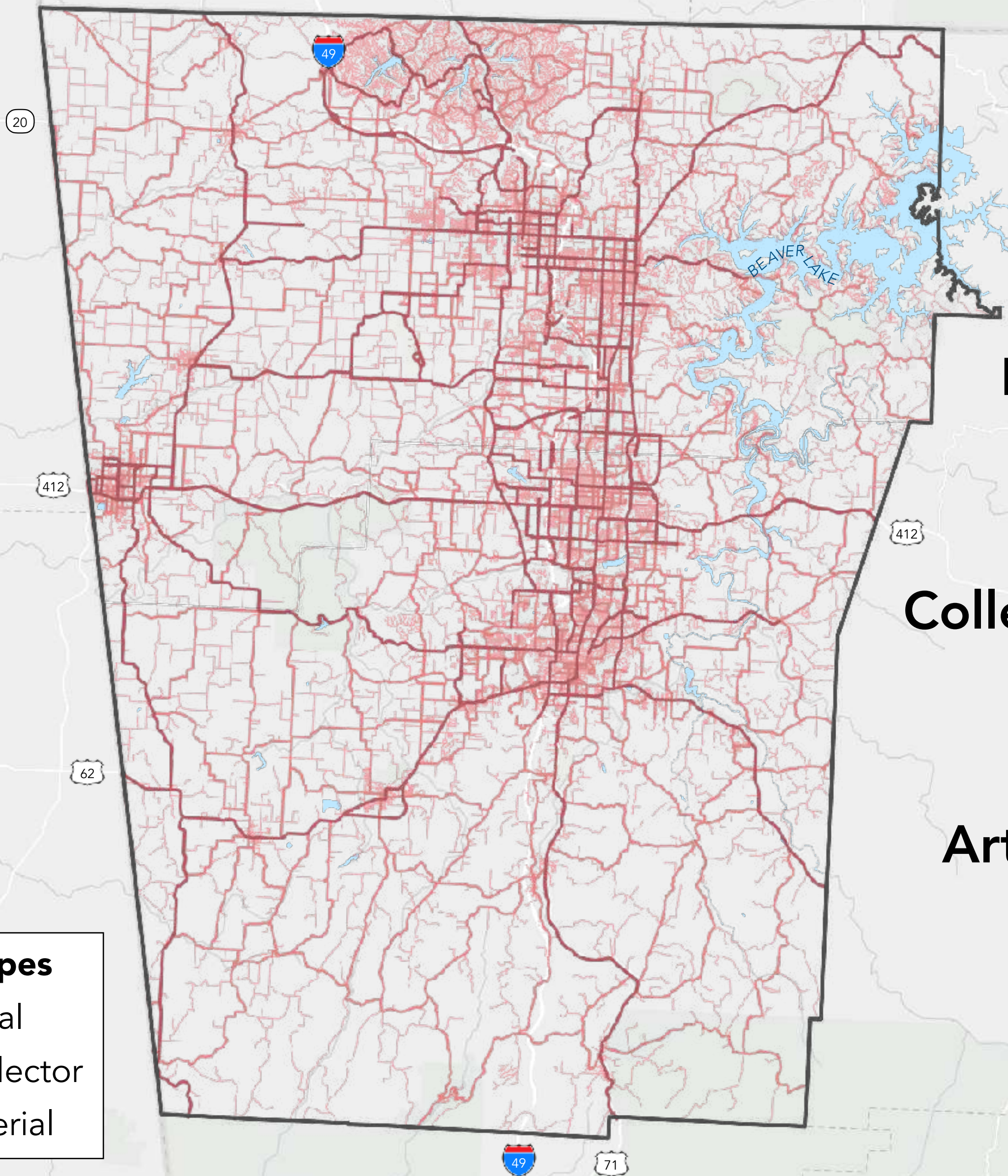
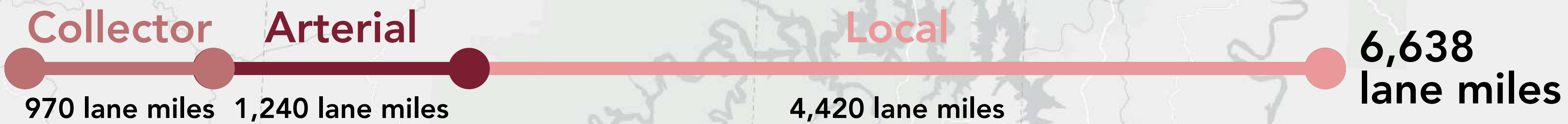
Collector

Arterial



Road Infrastructure

Northwest AR



Road Types

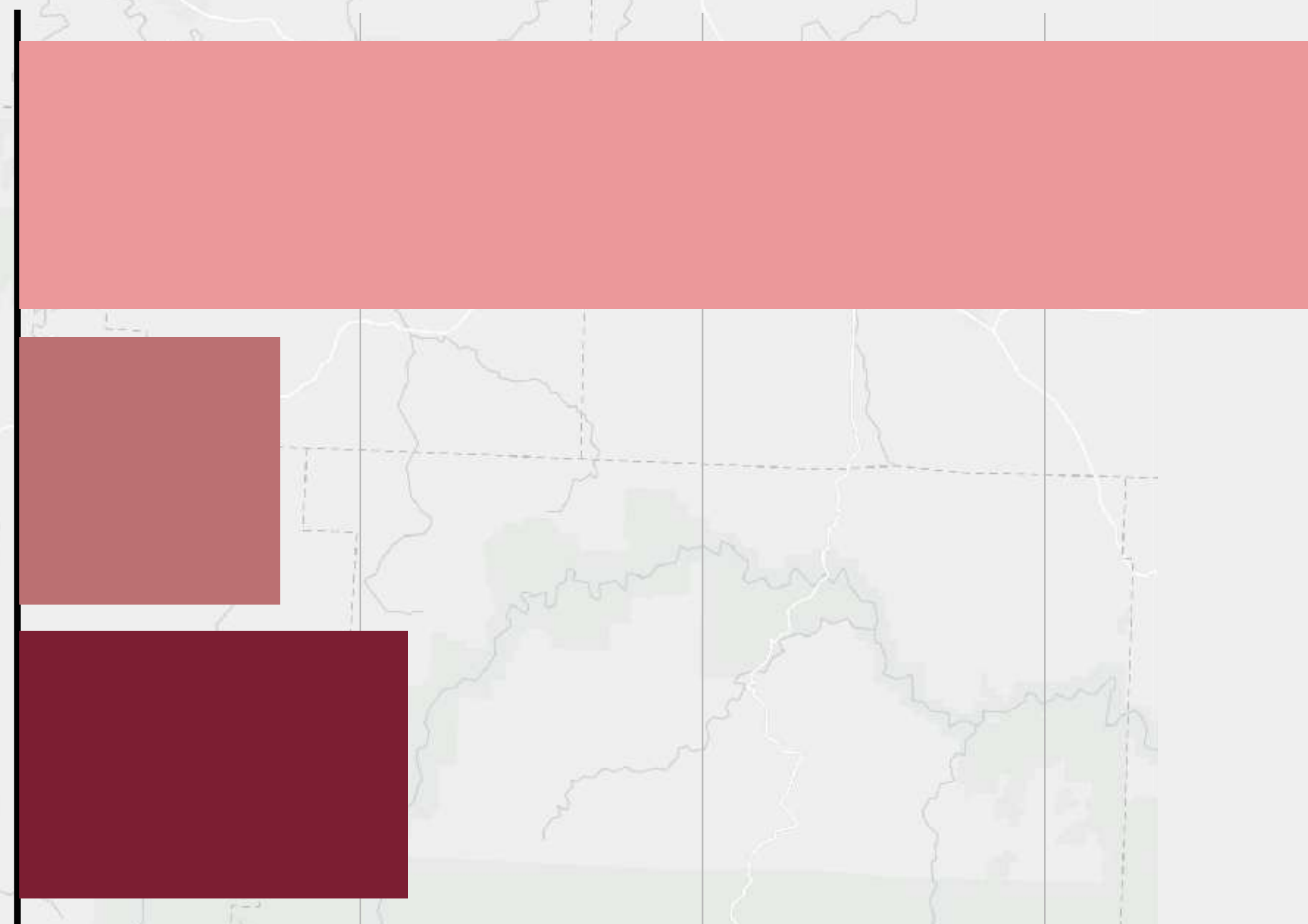
- Local
- Collector
- Arterial

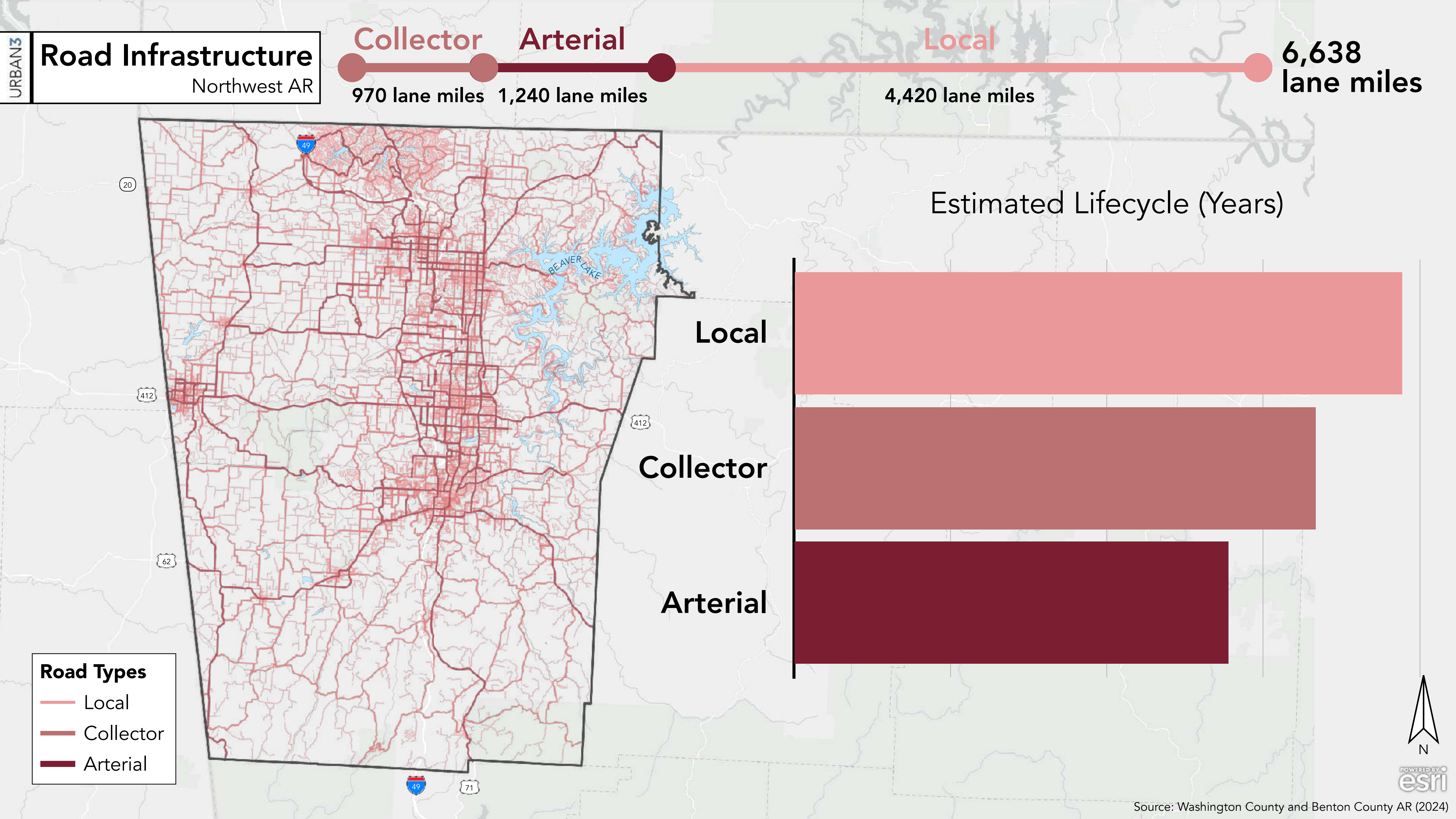
Total Annual Cost

Local

Collector

Arterial

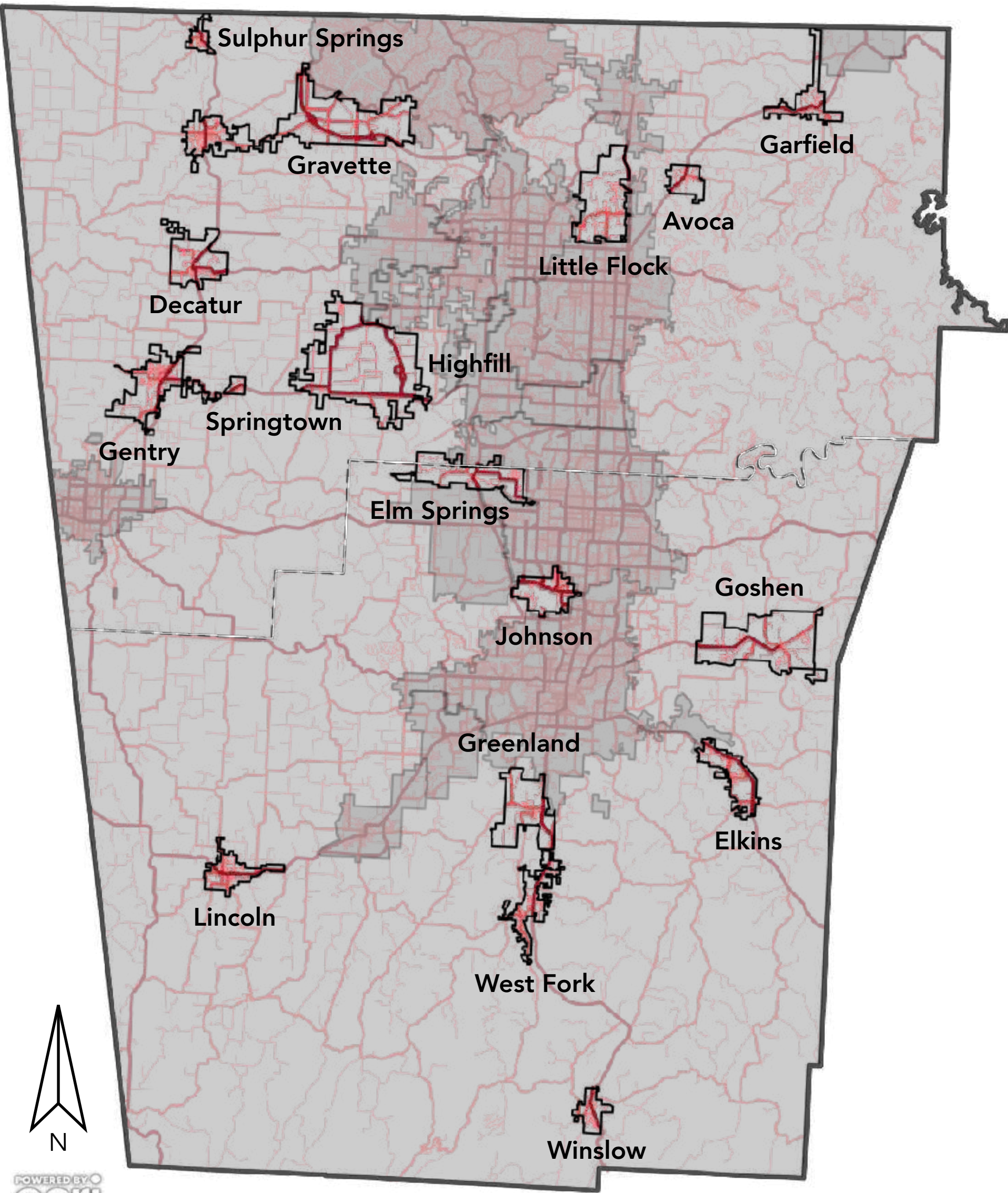




URBAN3

Annual Road Cost: Small Communities

Northwest AR

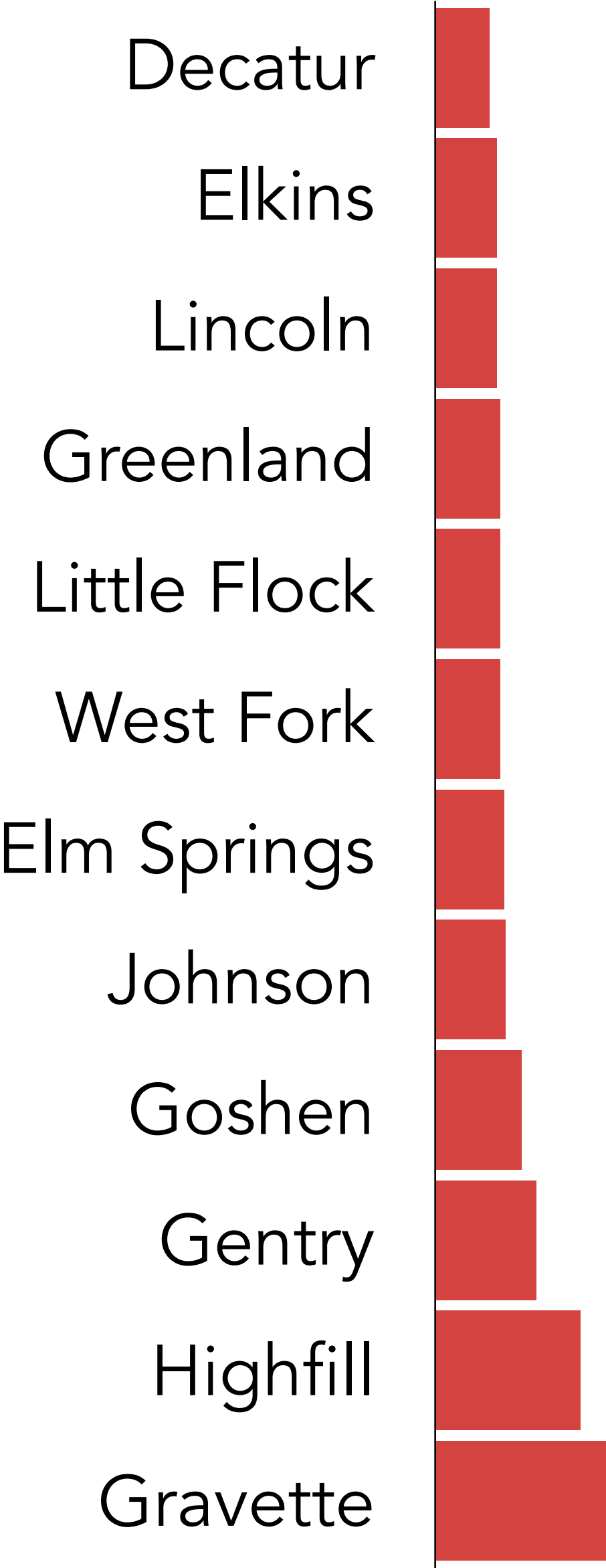


Road Types

Local

Collector

Arterial

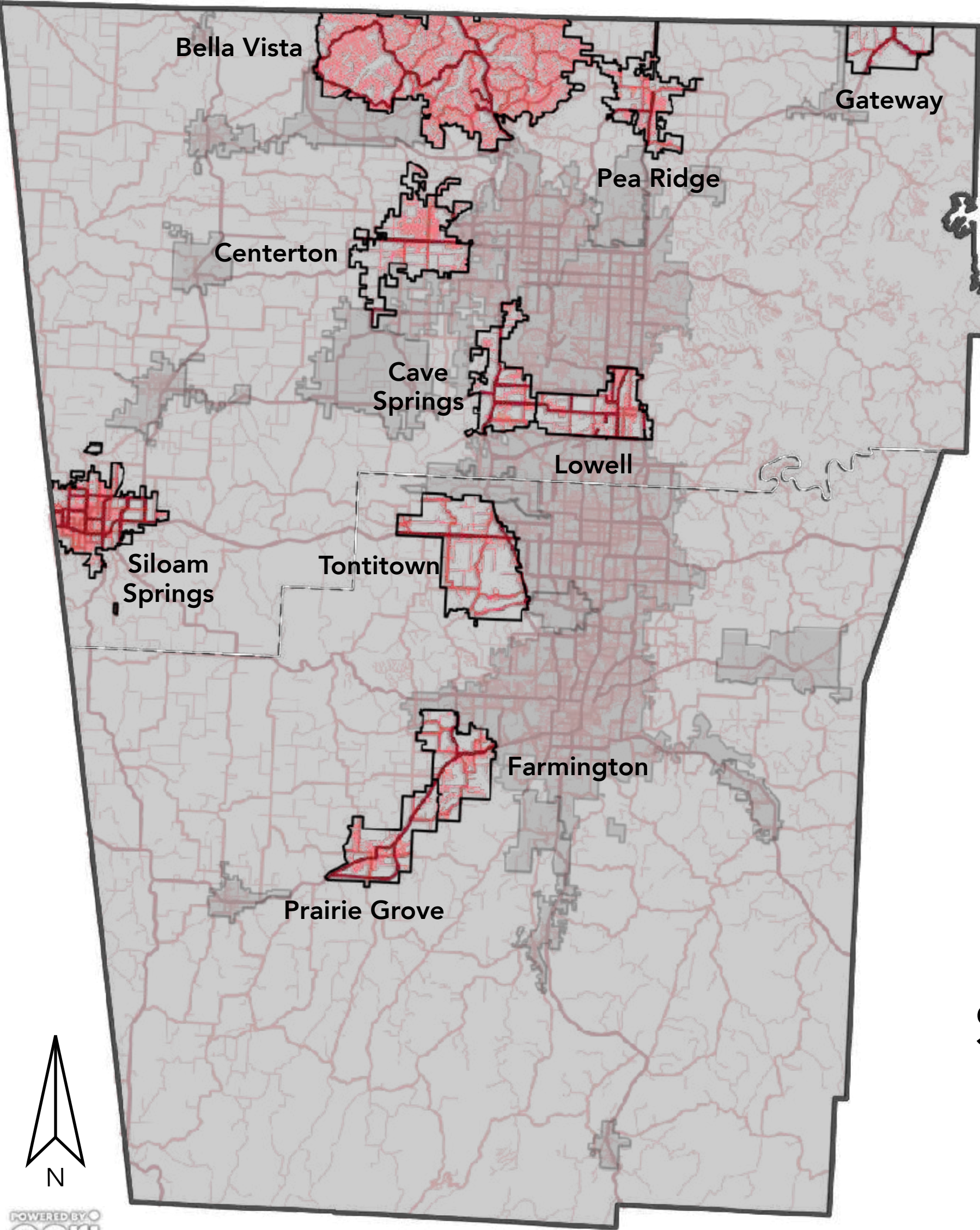


Annual Road Cost: Medium Communities

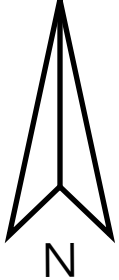
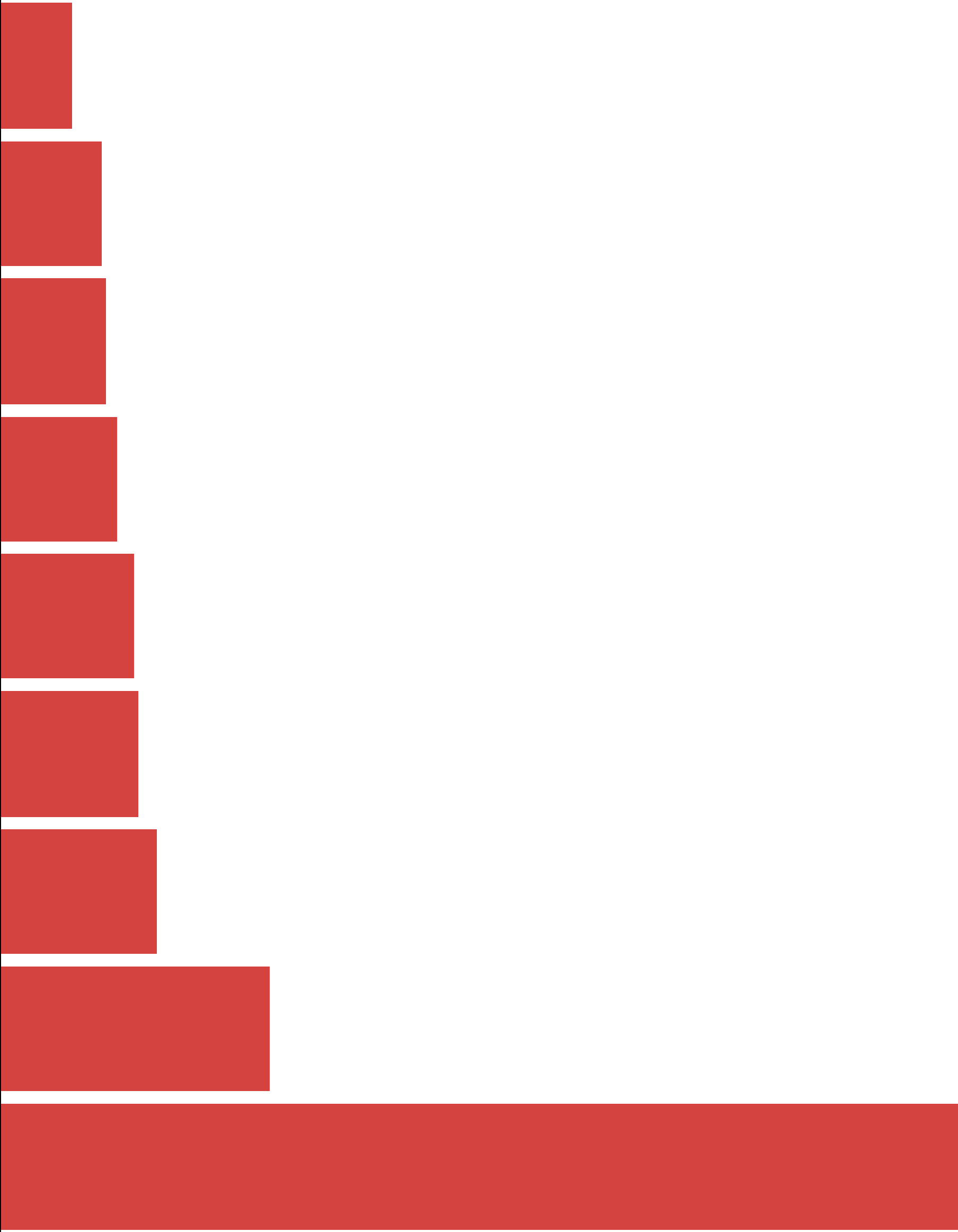
Northwest AR

Road Types

- Local
- Collector
- Arterial



- Cave Springs
- Centerton
- Pea Ridge
- Farmington
- Prairie Grove
- Tontitown
- Lowell
- Siloam Springs
- Bella Vista



Annual Road Cost: Large Communities

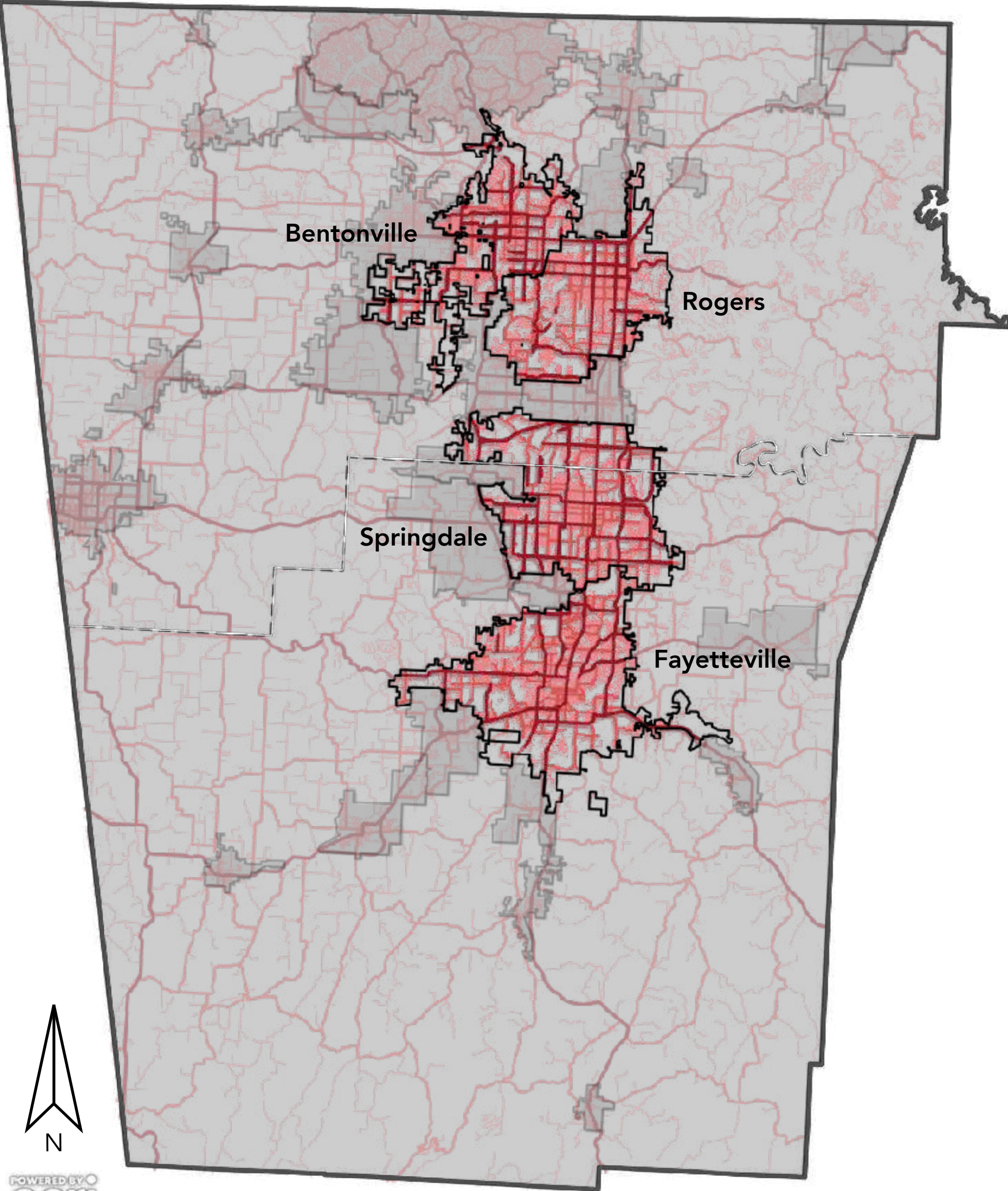
Northwest AR

Road Types

Local

Collector

Arterial



Bentonville



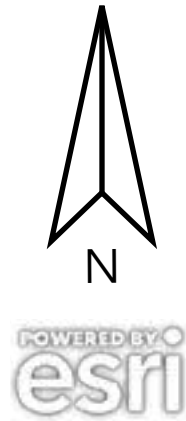
Rogers



Springdale



Fayetteville

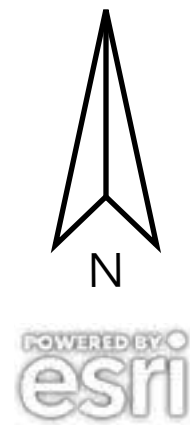
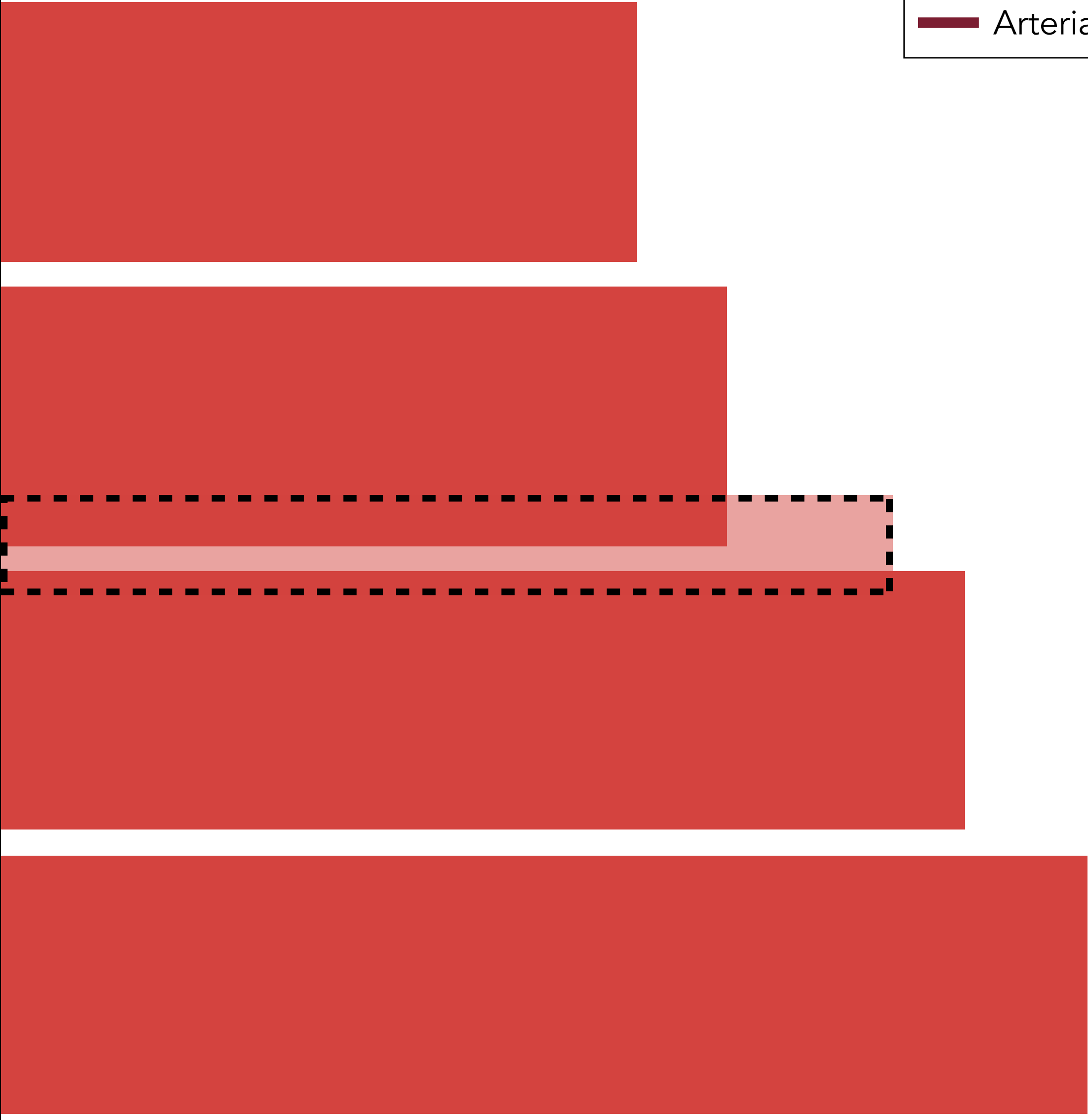
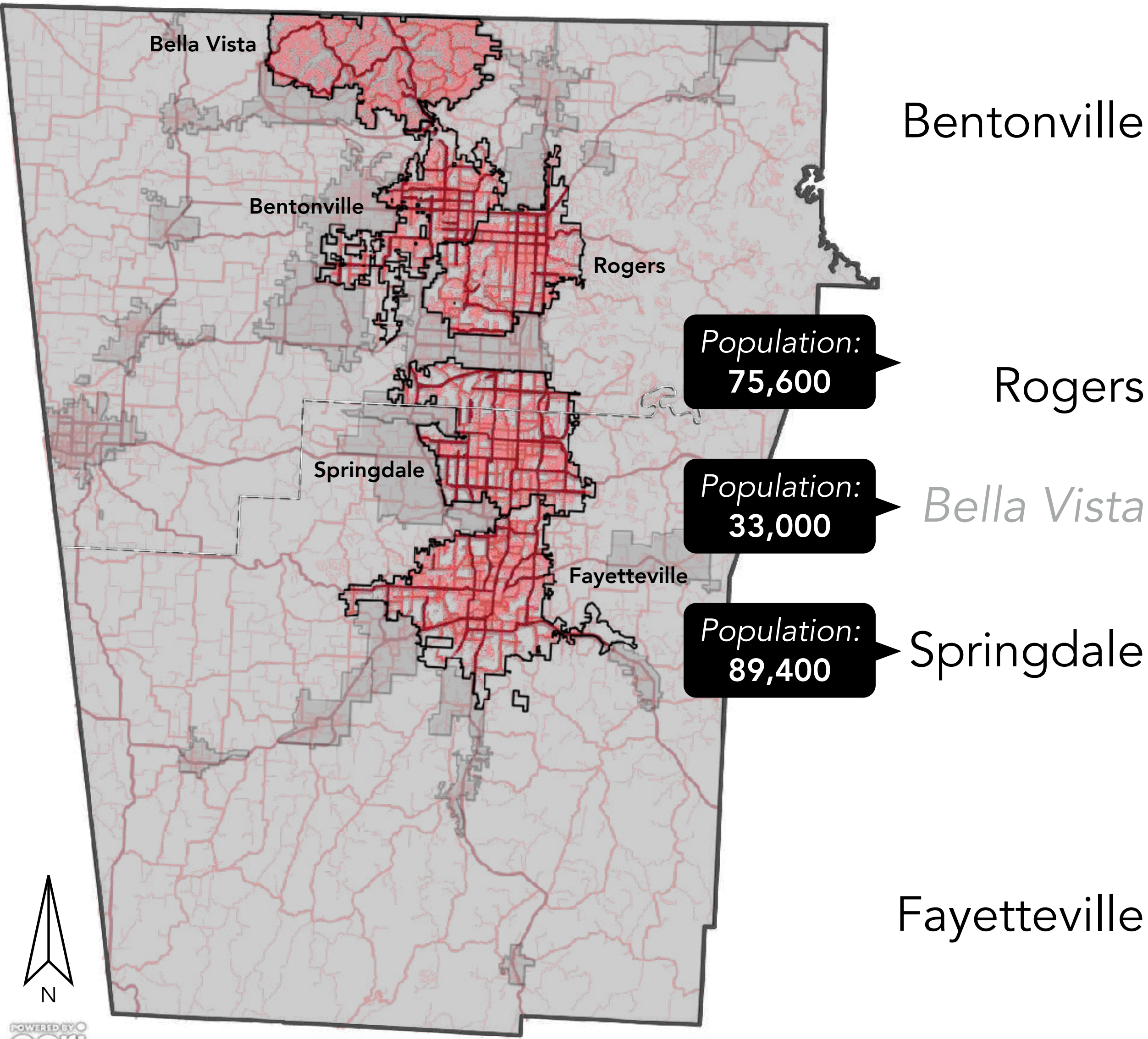


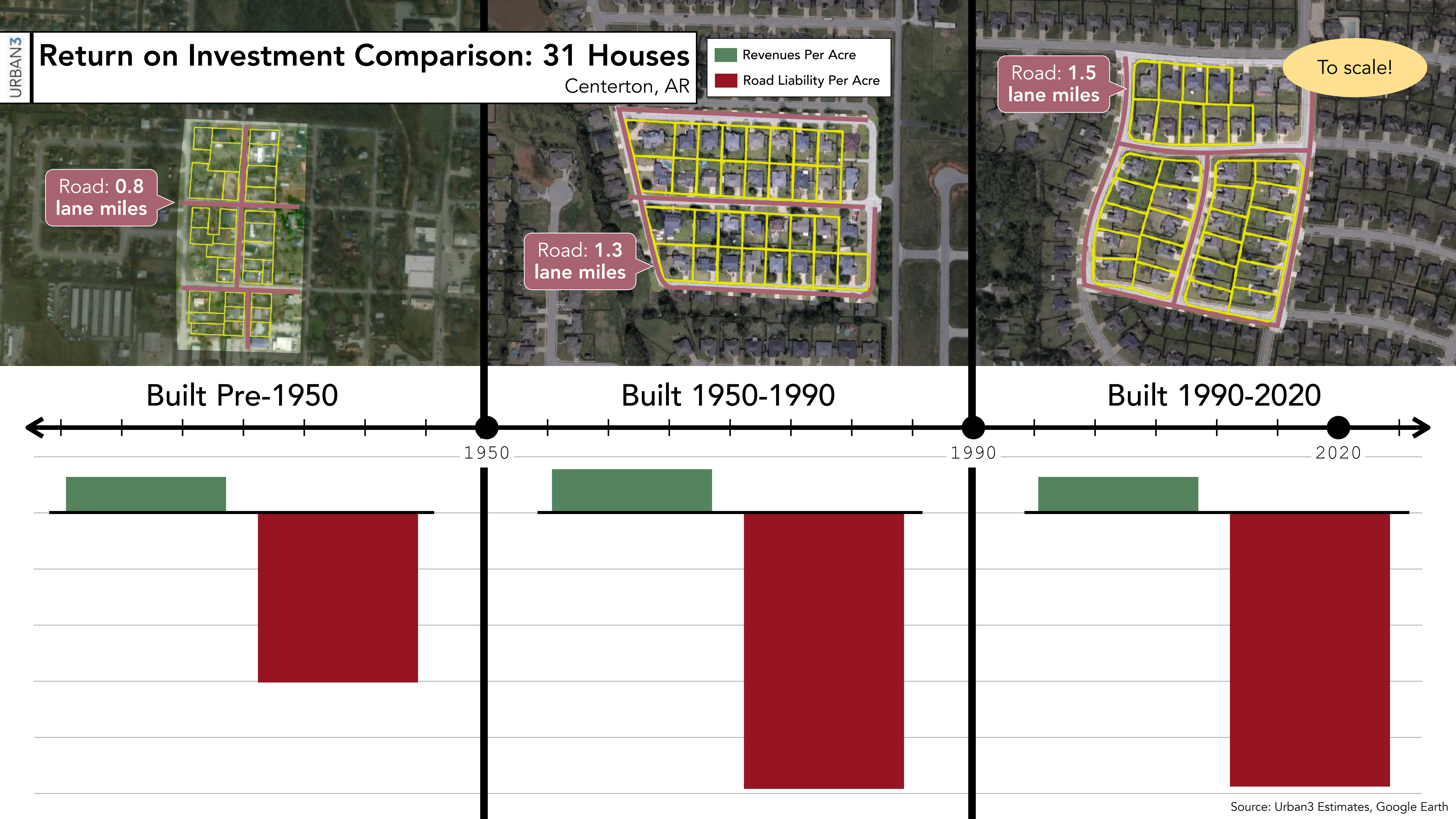
Annual Road Cost: Large Communities

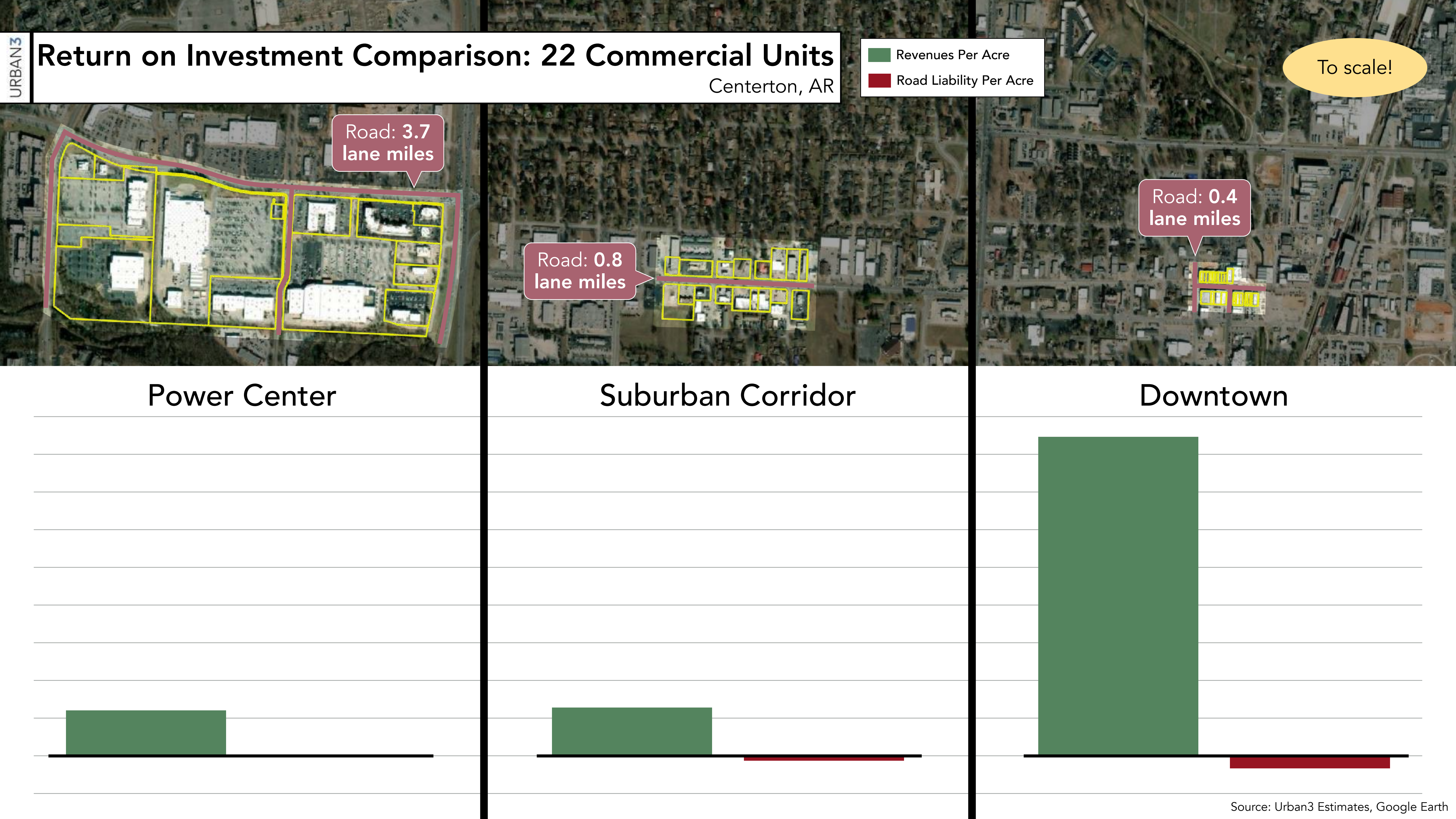
Northwest AR

Road Types

- Local
- Collector
- Arterial







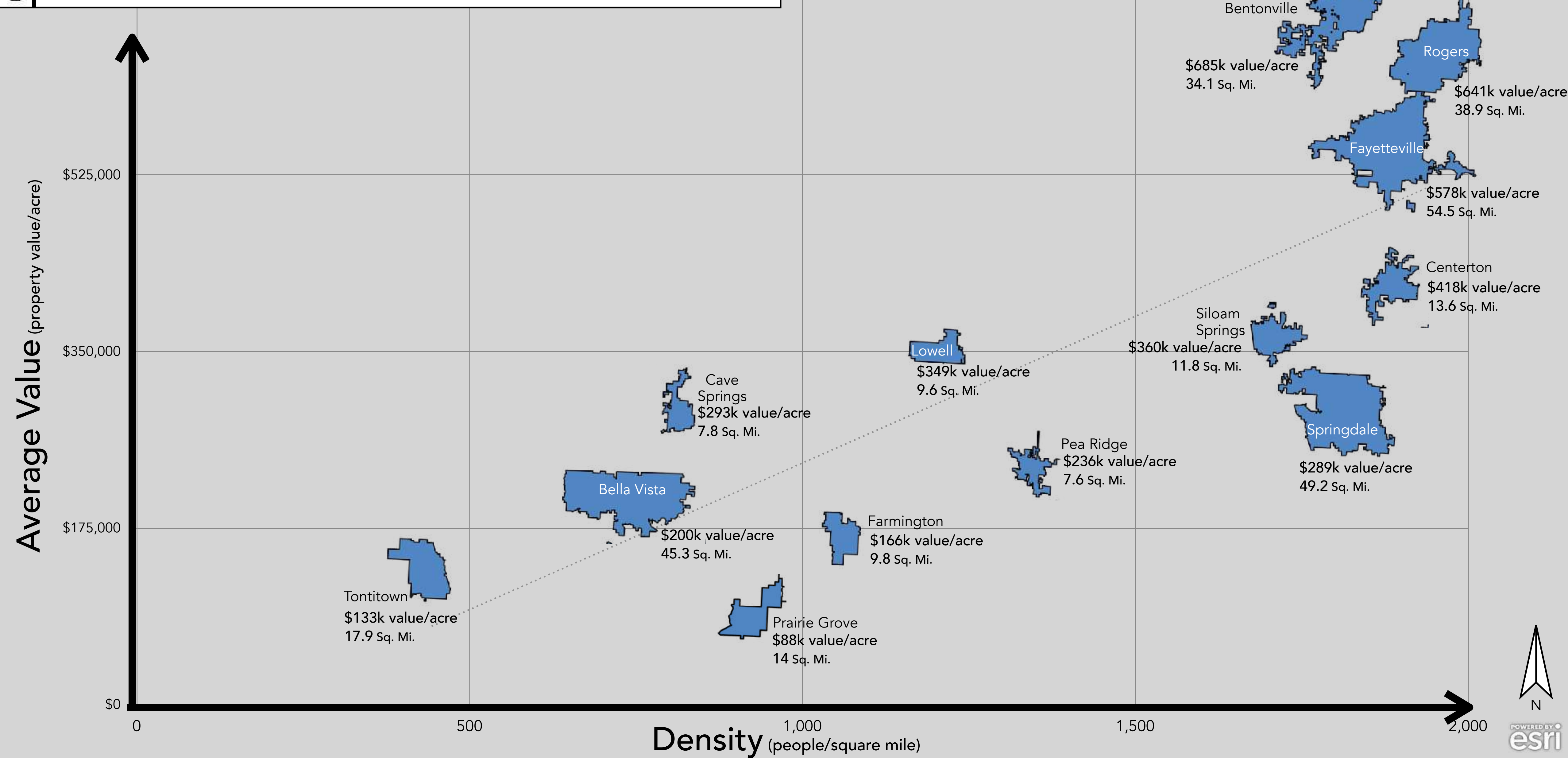
PRODUCTIVITY COMES FROM ...

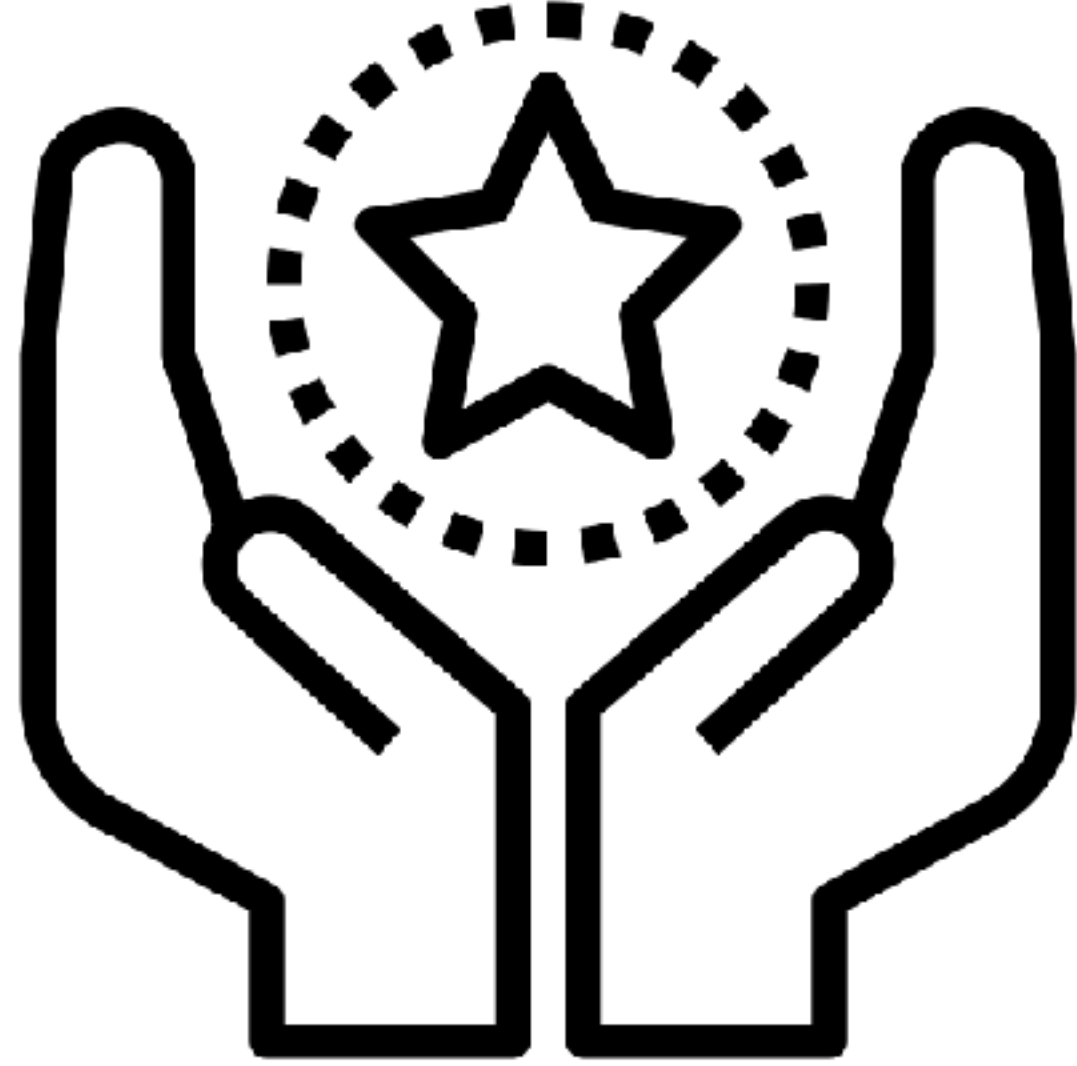


DENSITY!

Regional Geography by Productivity : Density

Northwest AR





Okay, so now what?

Main Takeaways

What you can do:

**Know your costs and
consequences.**

Northwest
Arkansas

\$86.1B



UNIVERSITY OF
ARKANSAS



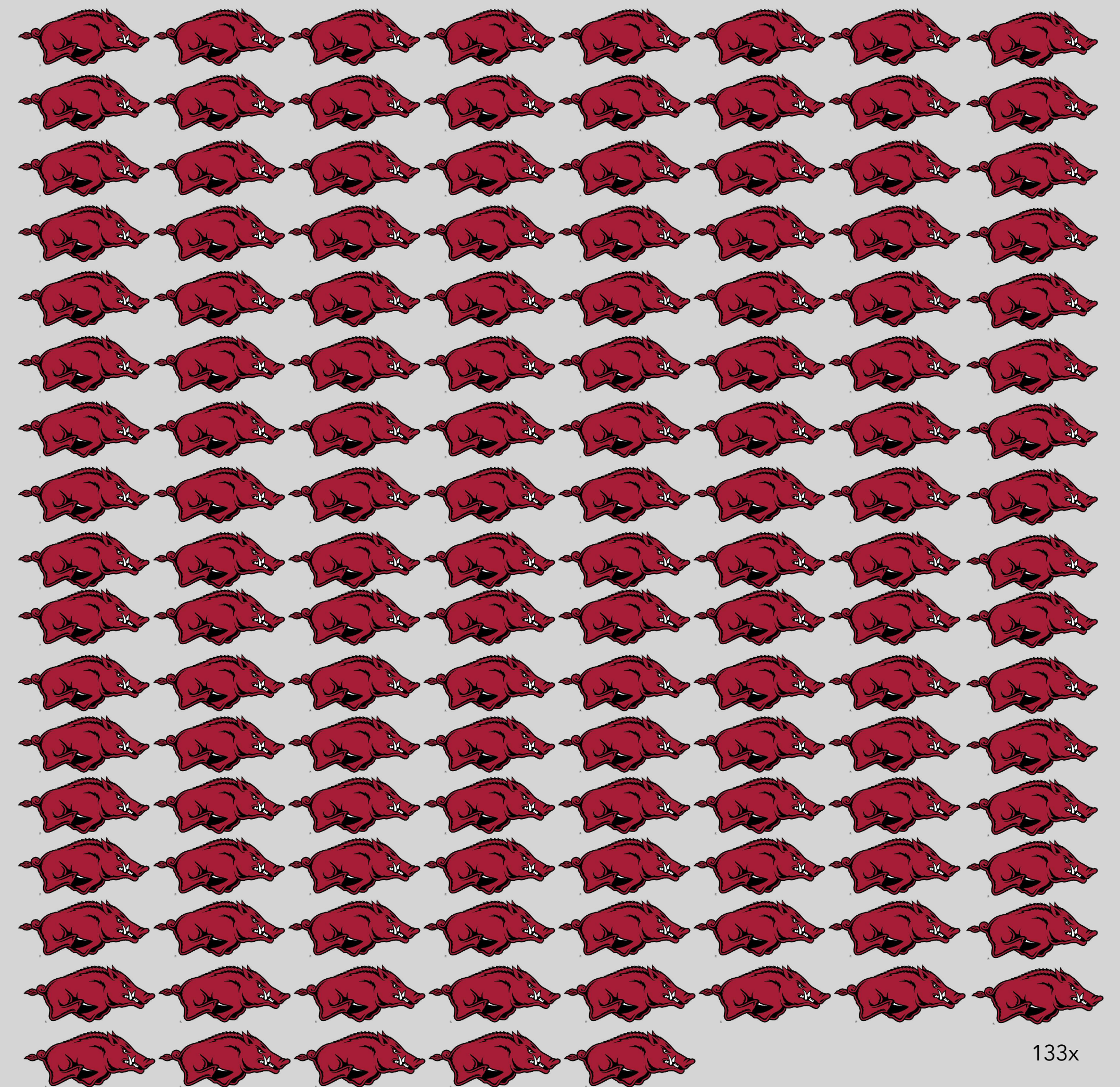
\$646M

URBAN³

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

Northwest
Arkansas

\$86.1B



\$646M

URBAN³

Source: brand.uark.edu, Google Earth



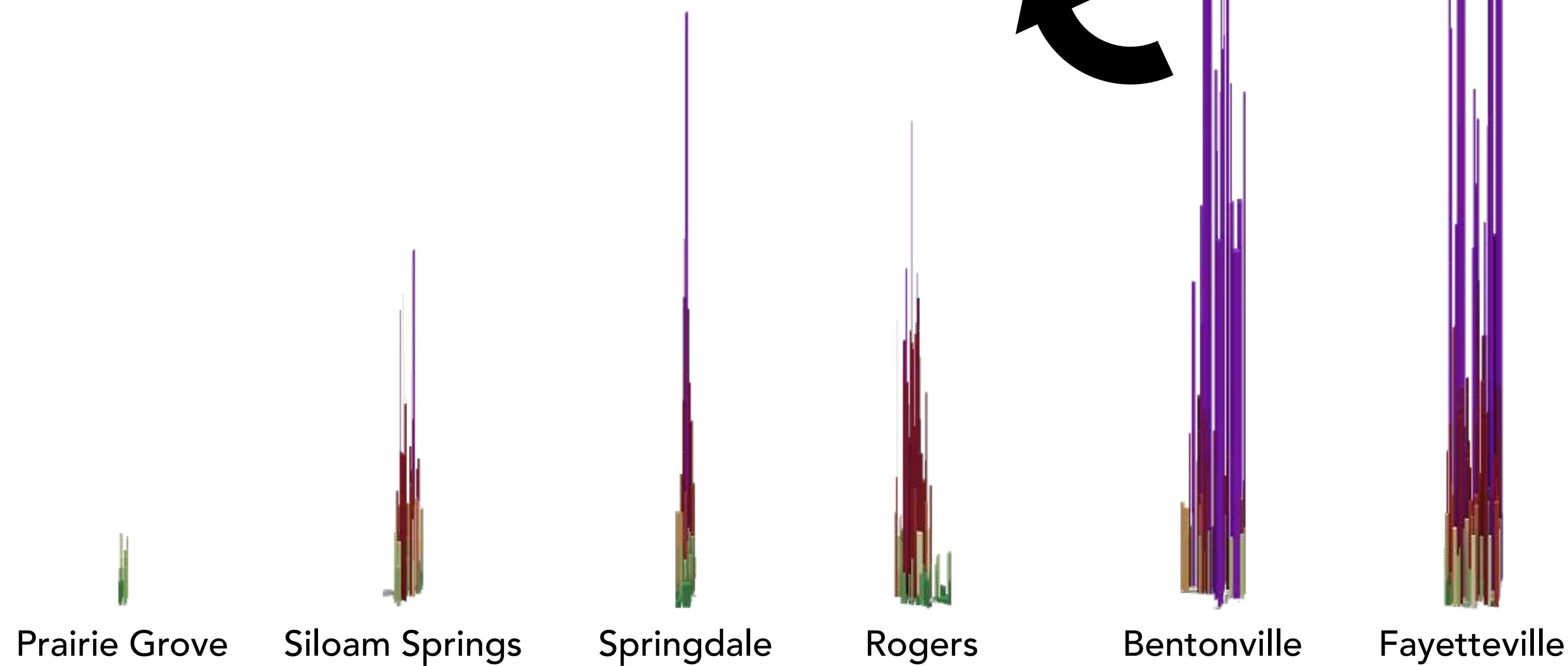
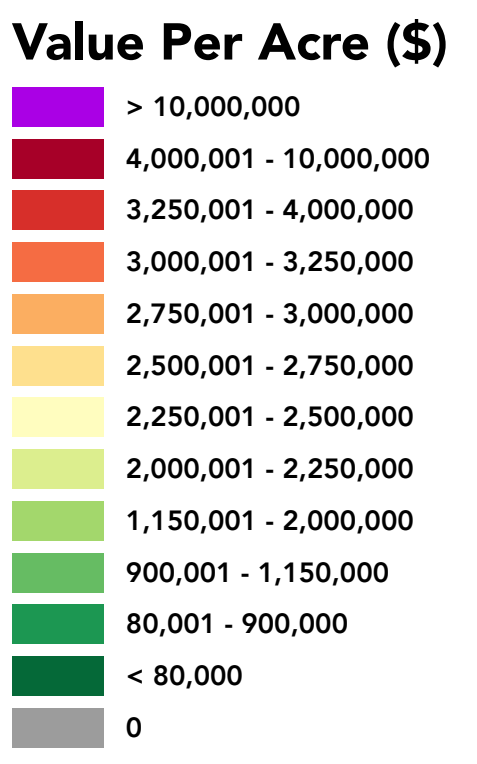
What you can do:

**Build/grow your
purple mountain.**

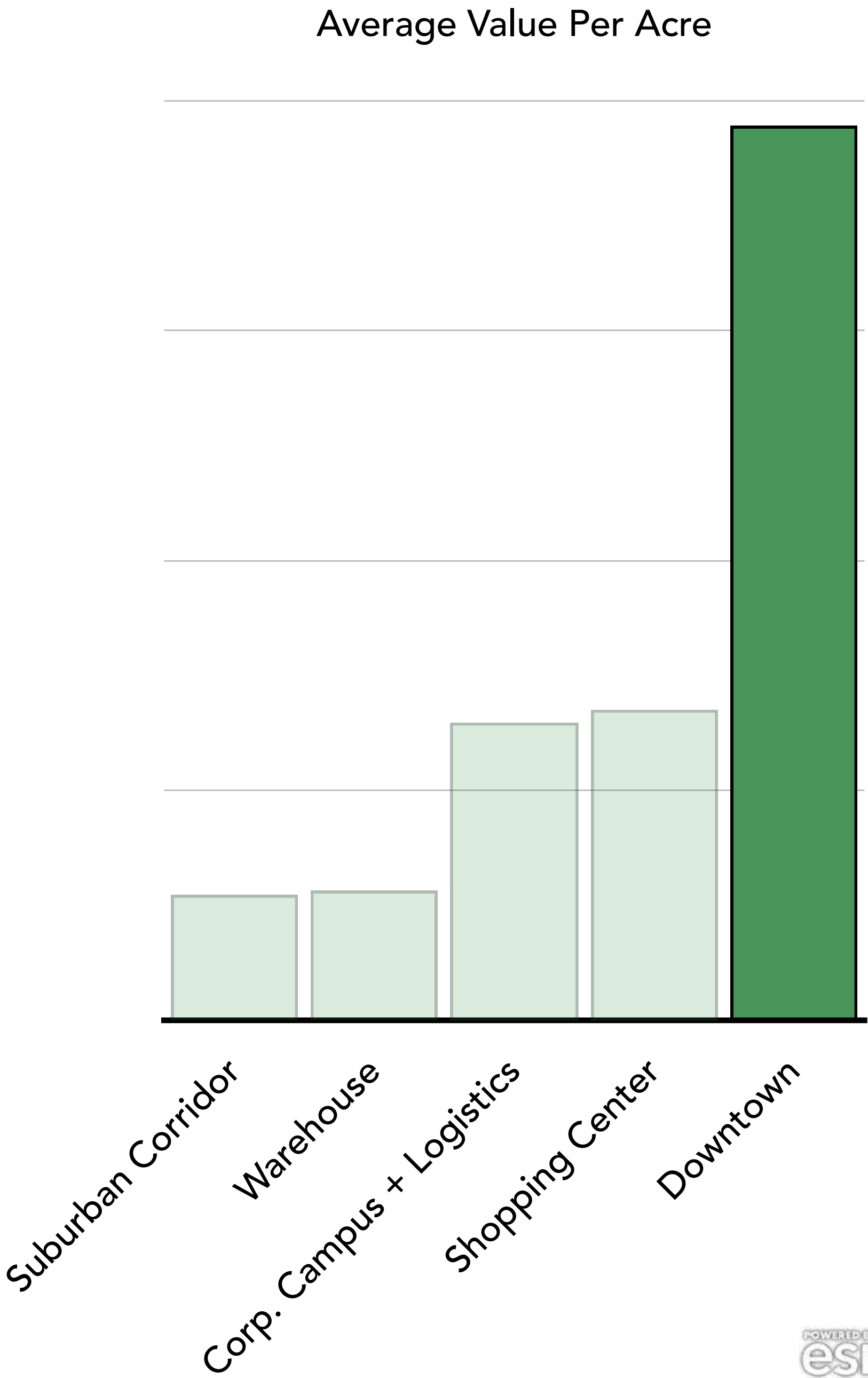
URBAN3

Value of Downtowns

Northwest AR



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



Source: Washington County and Benton County AR (2024)

What you can do:

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

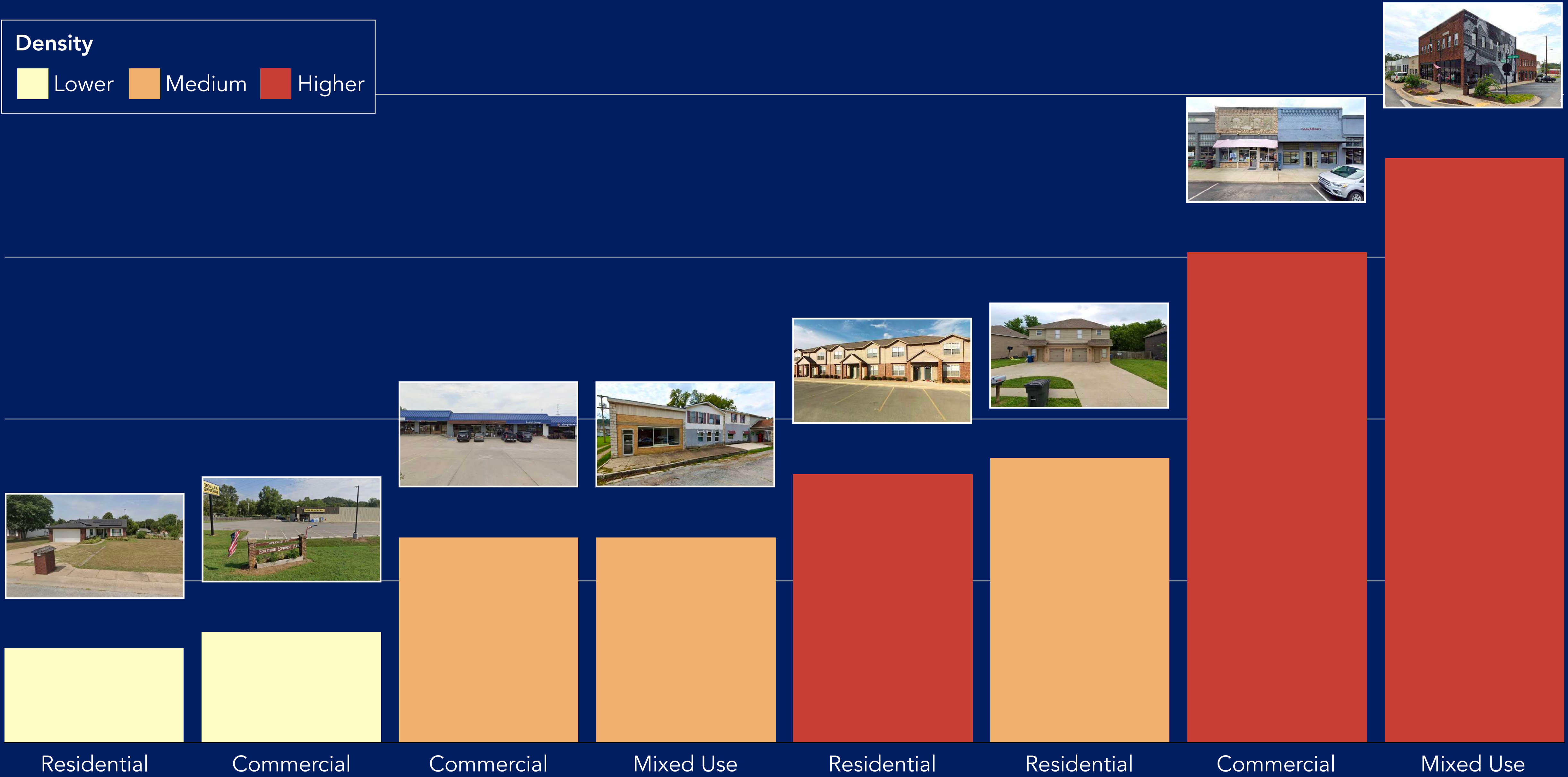
Small Communities in Northwest Arkansas: Value Per Acre Examples by Building Type

Density

Lower

Medium

Higher



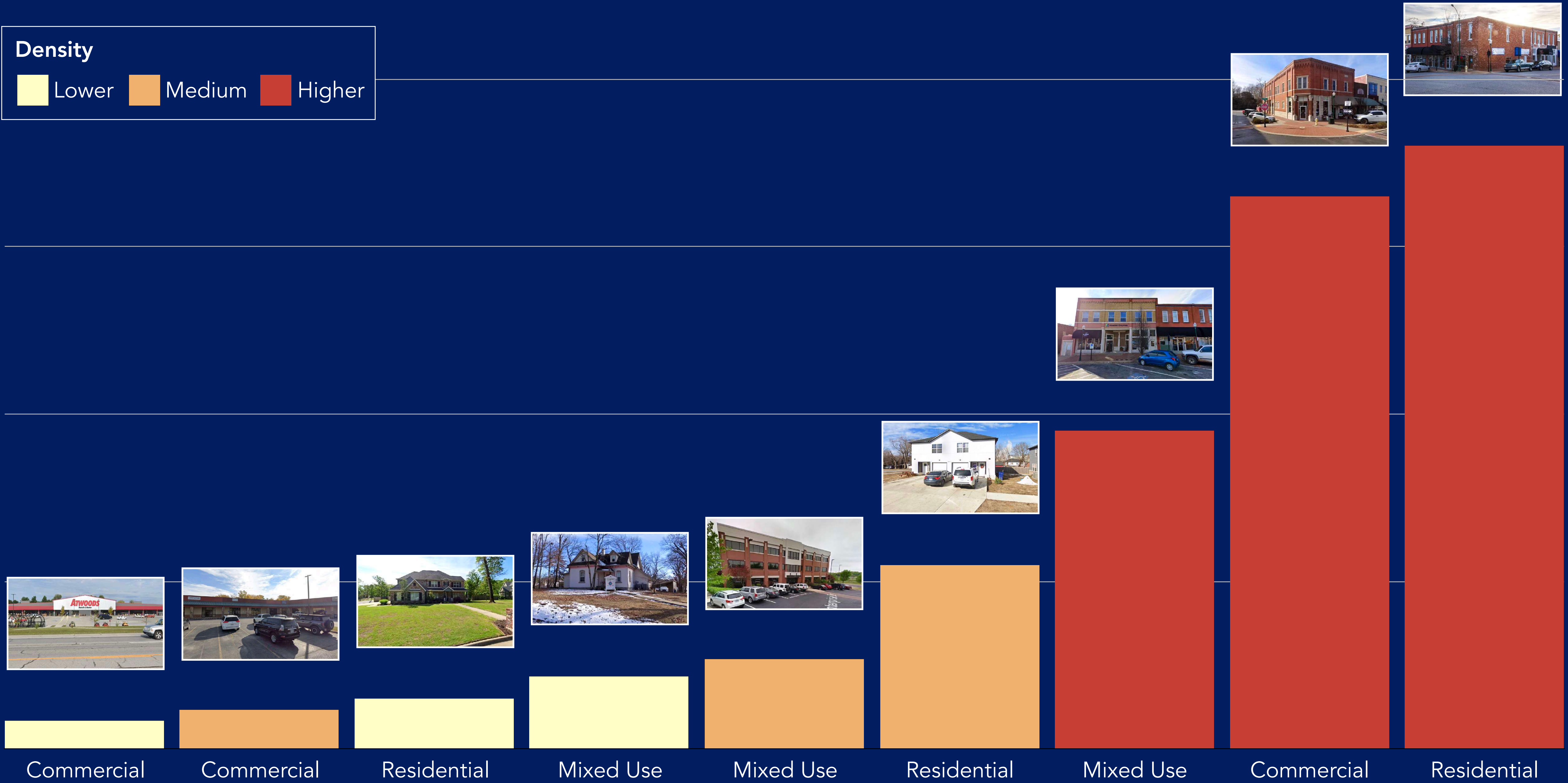
Medium Communities in Northwest Arkansas: Value Per Acre Examples by Building Type

Density

Lower

Medium

Higher



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

Density

Lower

Medium

Higher



What you can do:

**Small buildings can
generate incredible
productivity.**

Value Per Acre: Mixed Use Buildings

Northwest AR

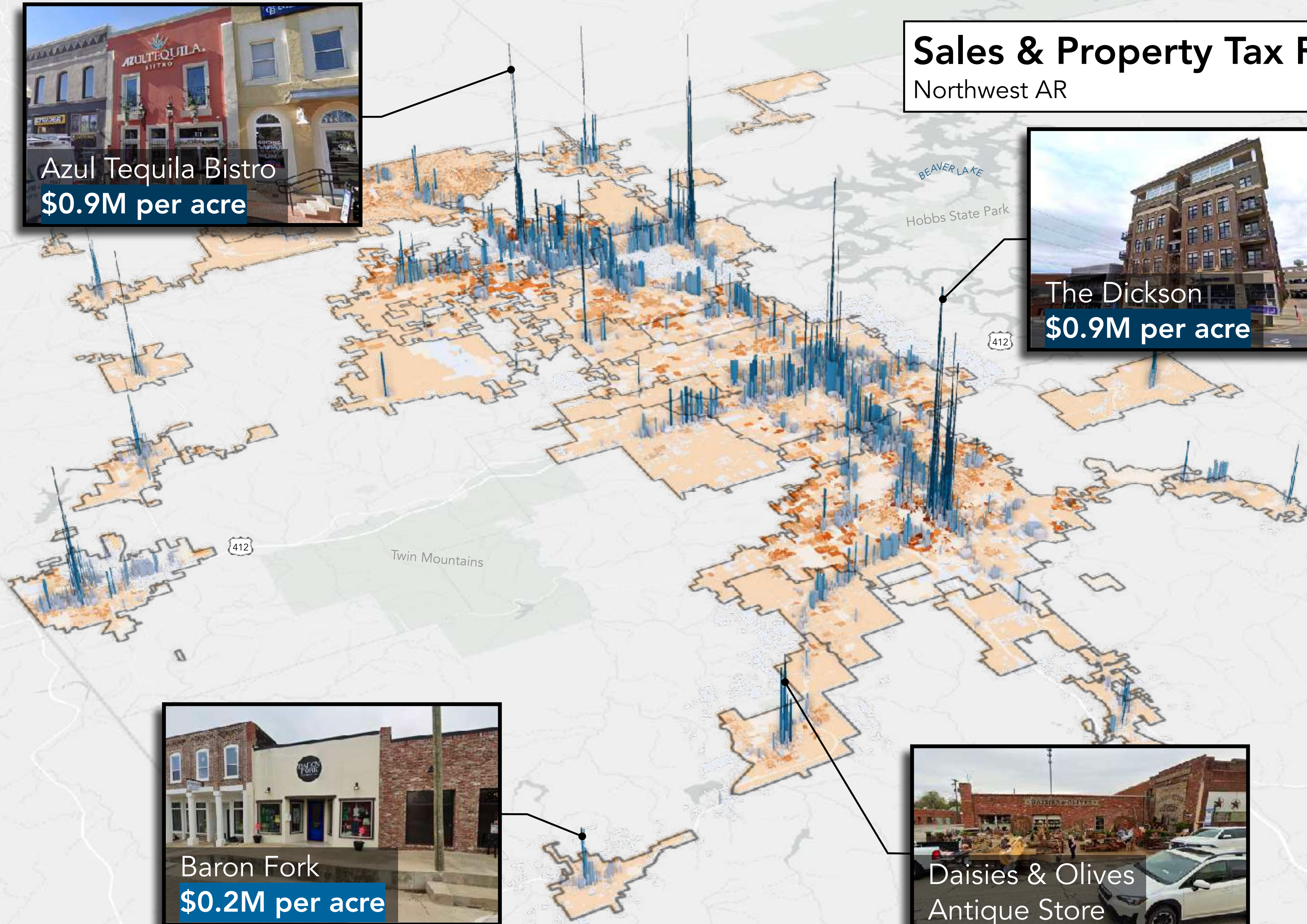
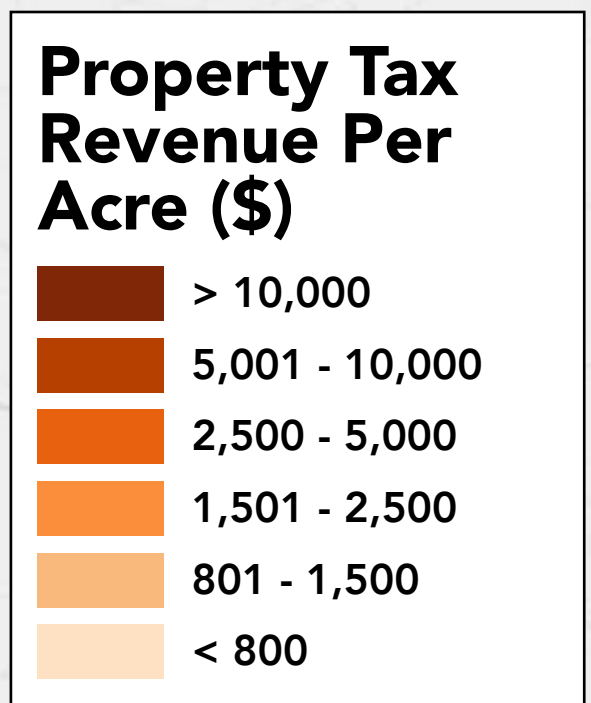
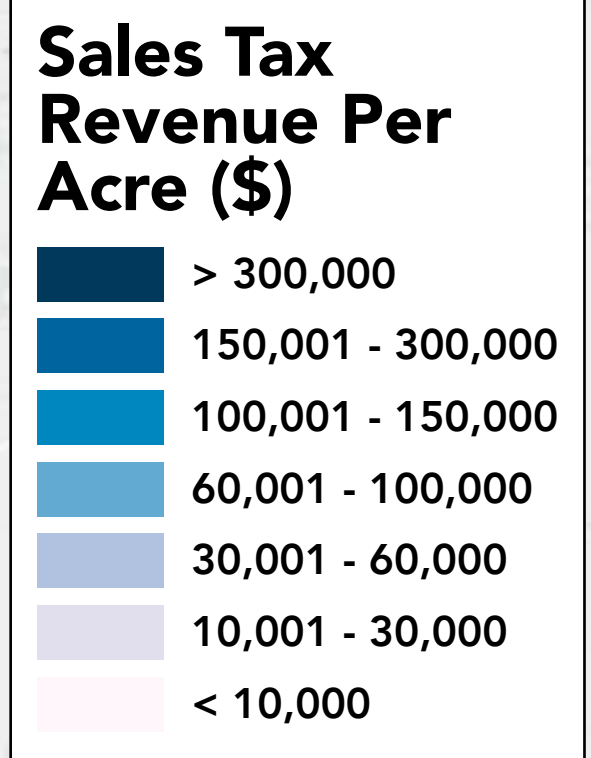
Traditional



Dollar General Average
\$0.7M per acre

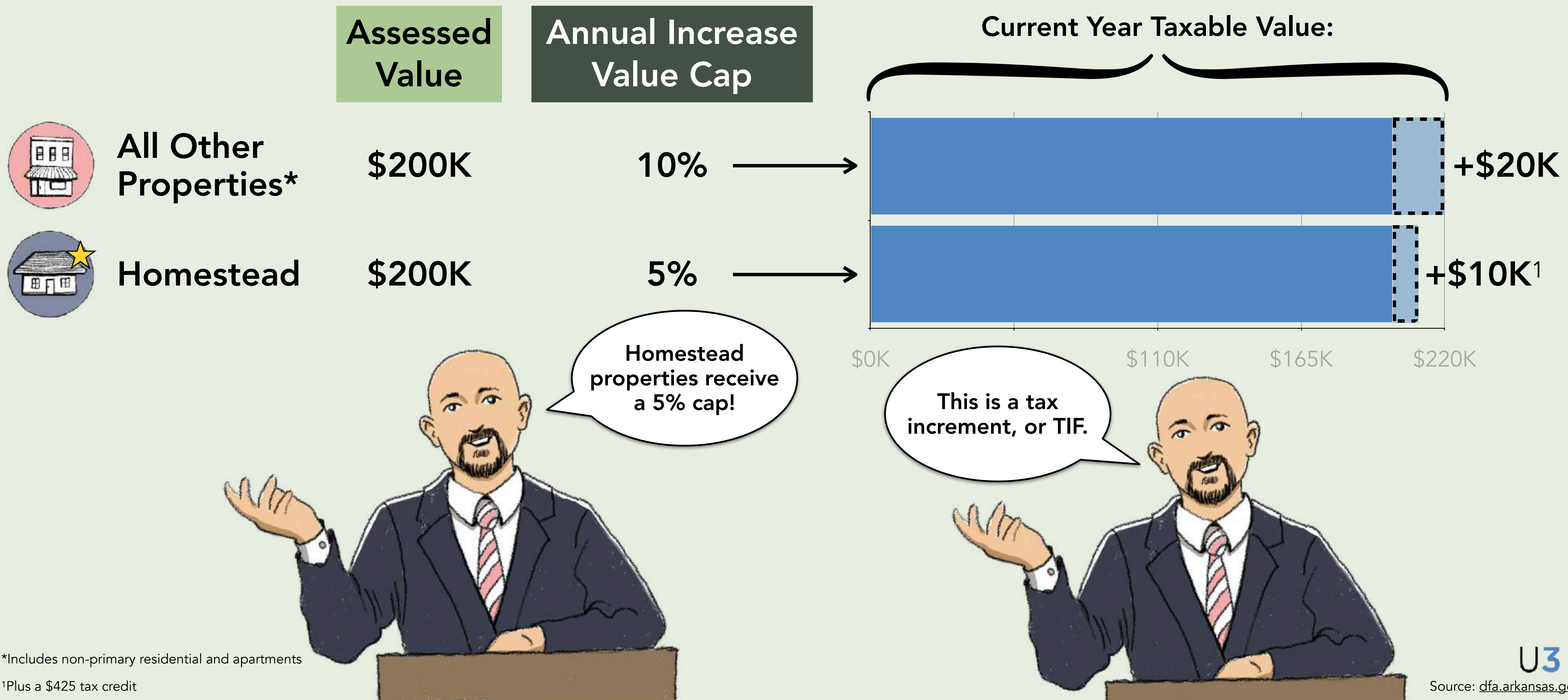
Sales & Property Tax Revenue Per Acre

Northwest AR



What you can do:

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

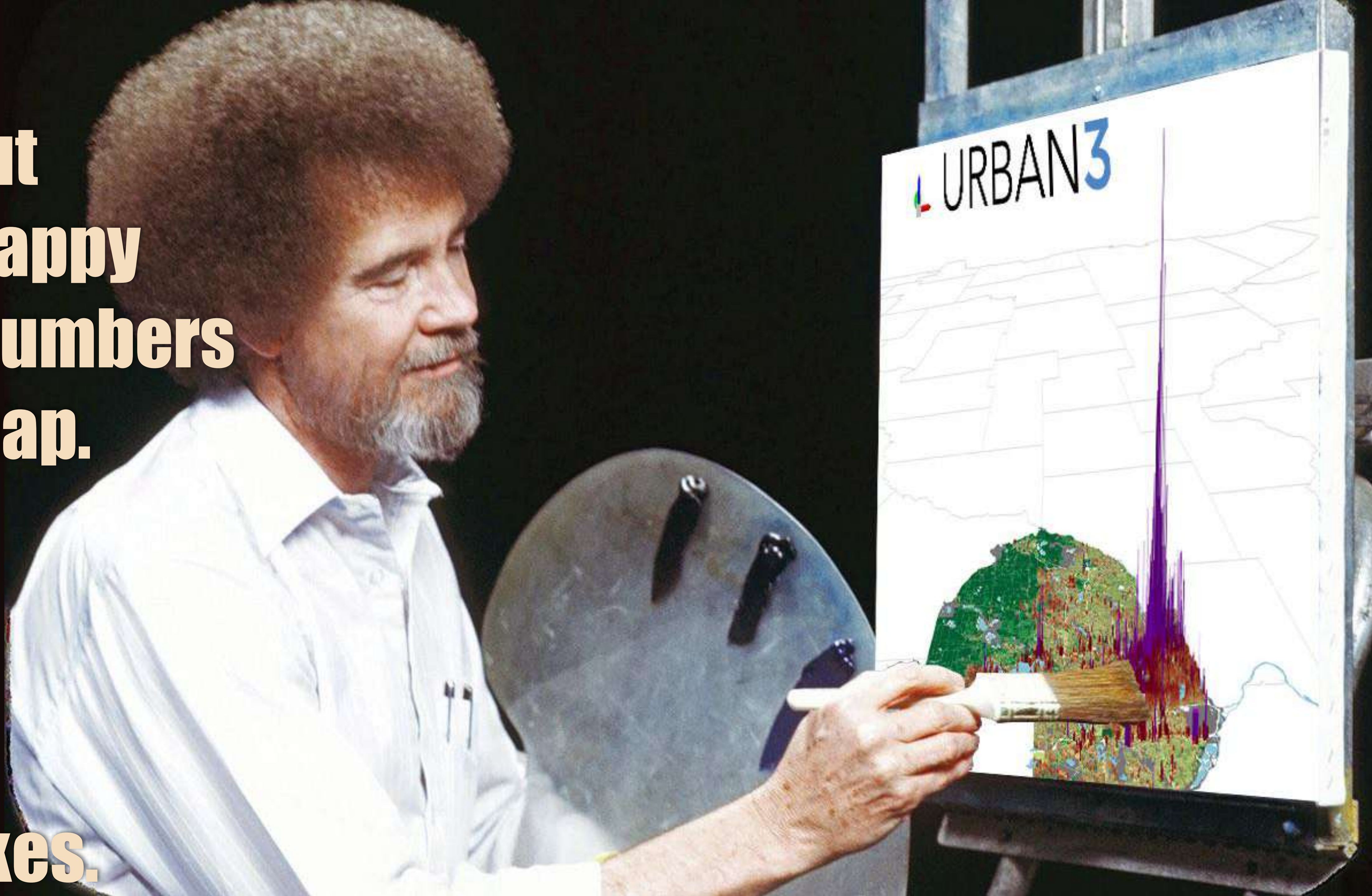


What you can do:

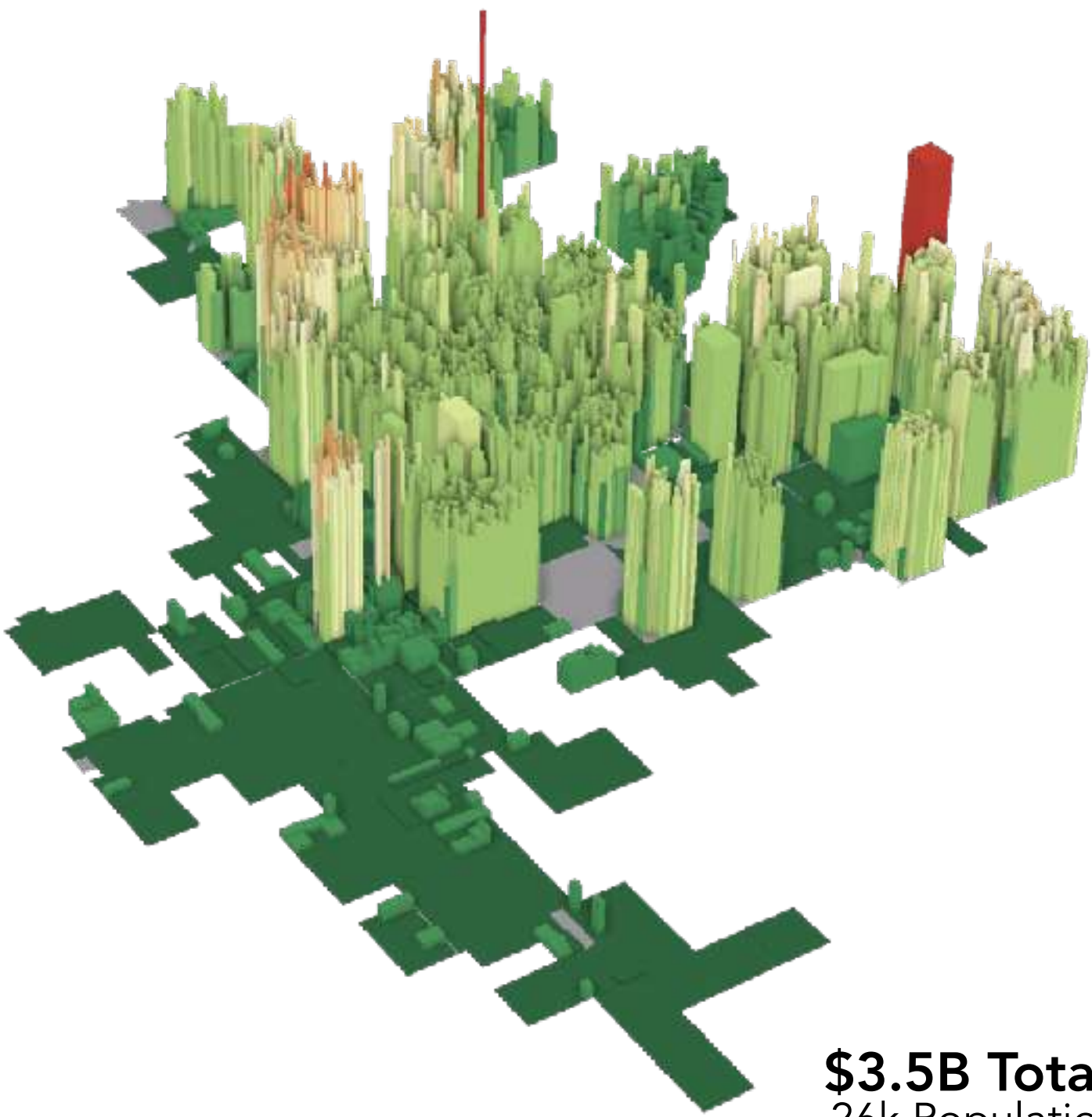
**Use data to drive
decisions.**

**Just put
your happy
little numbers
on a map.**

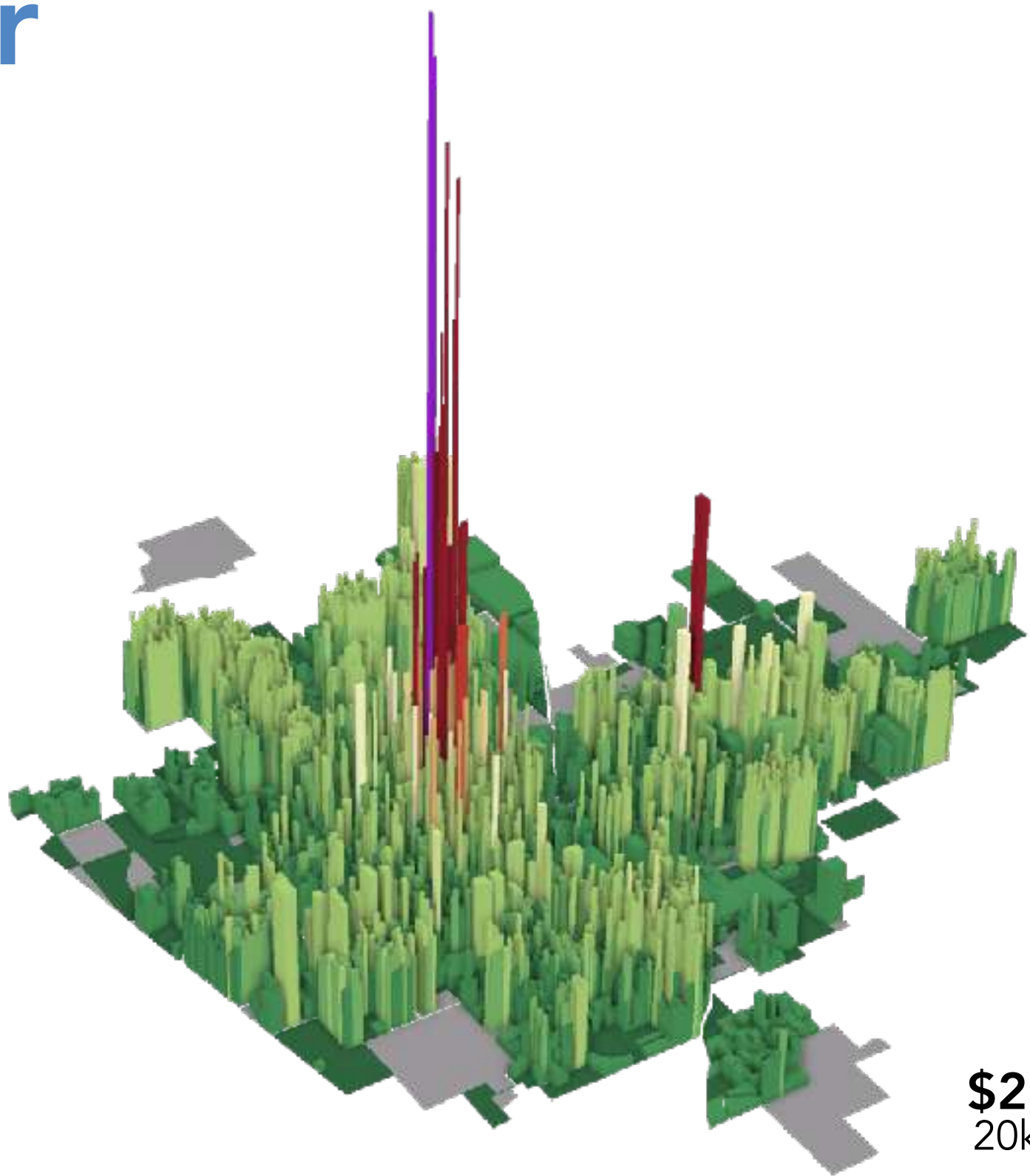
**Don't
worry
about
mistakes.**



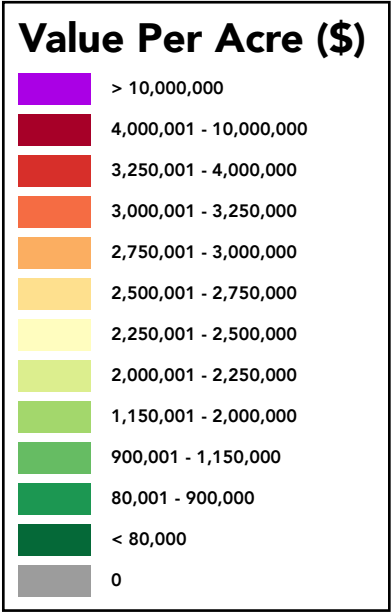
Urban Mirror



\$3.5B Total Value
26k Population



\$2B Total Value
20k Population



Centerton

Siloam Springs

Area

12.5 sq.mi.

8.7 sq.mi.

Density

2,056

2,319

Sales + Property Tax/Acre

\$1,718

\$2,566

Most Productive (Per Acre)

\$3.7M

\$11.3M

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

URBAN3



4,420 lane miles of **local** roads to...
Prudhoe Bay, AK

970 lane miles of **collector** roads to...
Pittsburgh, PA

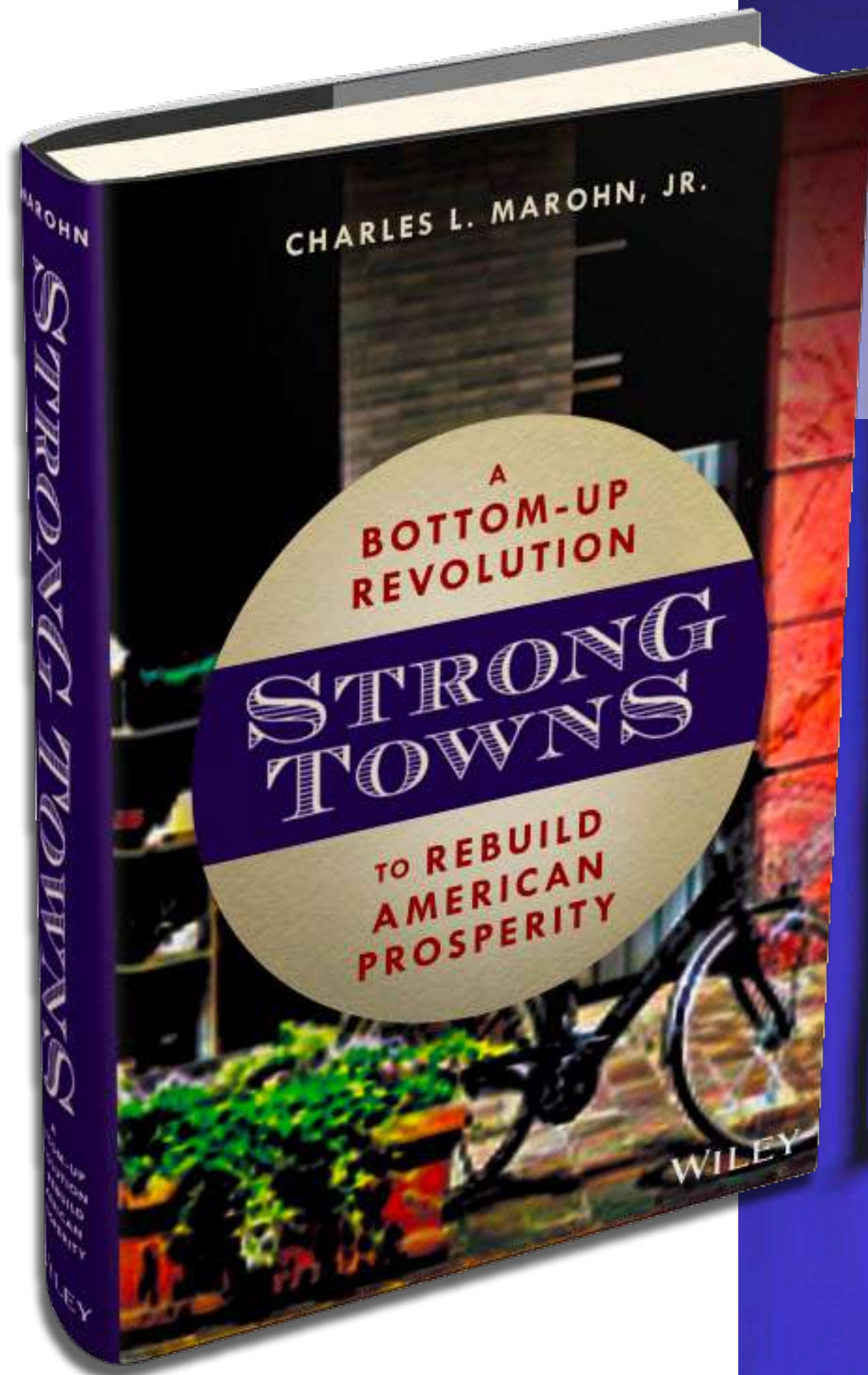
1,240 lane miles of **arterial** roads to...
Sedona, AZ

Springdale, AR

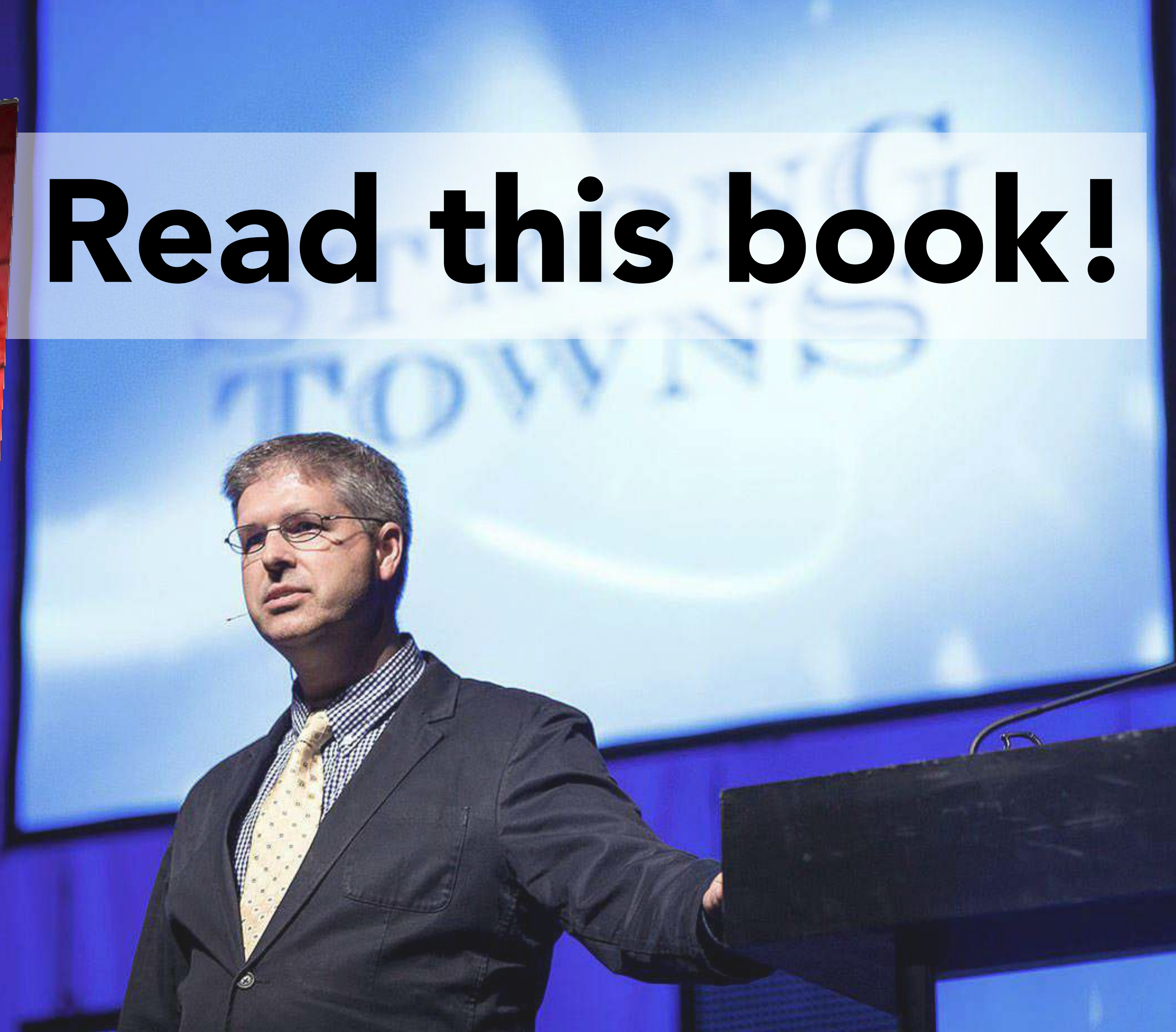


POWERED BY
esri

Source: Google Maps



Read this book!





**DO THE
MATH**

