



# Office Capital Markets Report

## Little Rock - AR

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**OFFICE CAPITAL MARKETS REPORT - MARKET**

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# Capital Markets Overview

Little Rock Office

Asset Value

**\$4.6B**

12 Mo Sales Volume

**\$180.2M**

Market Cap Rate

**8.4%**

12 Mo Mkt Sale Price/SF Chg

**7.9%**

12 MO SALES VOLUME	Total	Lowest	Highest
Transactions	114	-	-
Sales Volume	\$180.2M	\$105K	\$34.8M
Properties Sold	88	-	-
Transacted SF	1.4M	244	212.9K
Average SF	12.5K	244	212.9K

12 MO SALES PRICE	Average	Lowest	Highest	Market
Cap Rate	7.6%	6.0%	8.9%	8.4%
Sale Price/SF	\$147	\$26	\$2.6K	\$124
Average Sale Price	\$2.2M	\$105K	\$34.8M	-
Sale vs Asking Price	-11.1%	-36.4%	0%	-
% Leased at Sale	92.2%	0%	100%	-

## KEY PERFORMANCE INDICATORS



## SUMMARY

Similar to overall market fundamentals, the investment market is largely driven by the well performing sectors of the economy. Driving sales volume in 2019, the highest transaction includes the Little Rock Diagnostic Clinic in Midtown which sold for \$34.9 million (\$360/SF). This property sold to Charlotte-based Flagship Healthcare Properties in late-June.

This represents the continued out-of-state interest in the metro, similar to the sale of the nearly 70,000 SF

office in North Little Rock leased to Cardinal Health. This property was purchased for \$7 million (\$99/SF) at a cap rate of 9.25% by Santa Monica-based Top Terraces. Average cap rates in the Little Rock metro have averaged near 8% recently, which offer investors higher yields than many other regional metros like Dallas, Houston and even Oklahoma City offer.

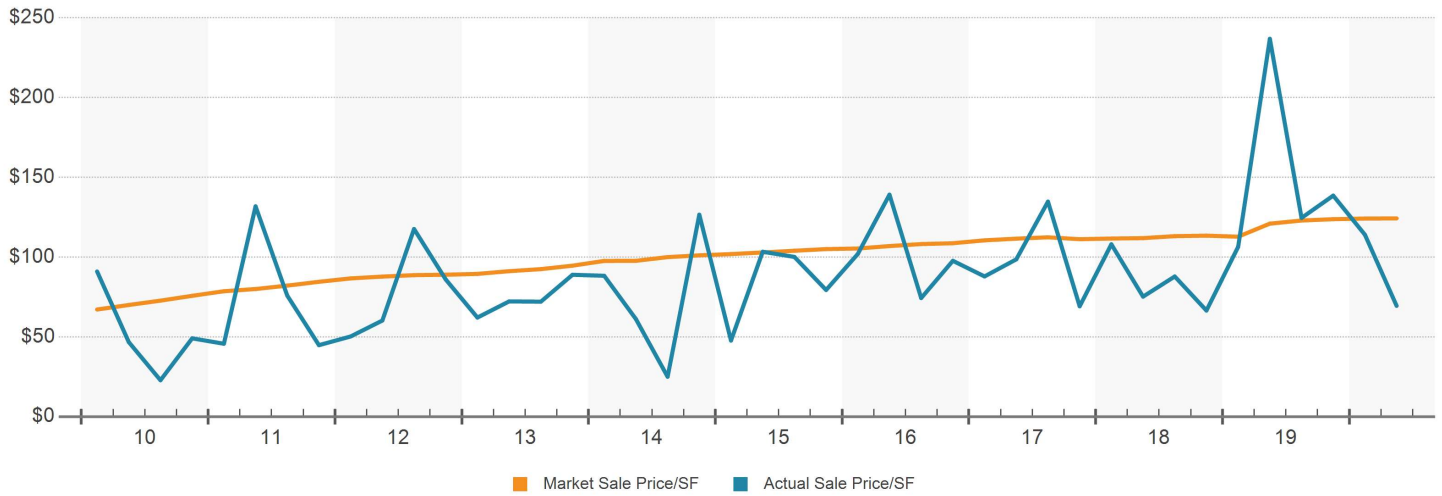
Following this trend in the top trade of 2018, five assets were acquired in a portfolio sale by a REIT based in



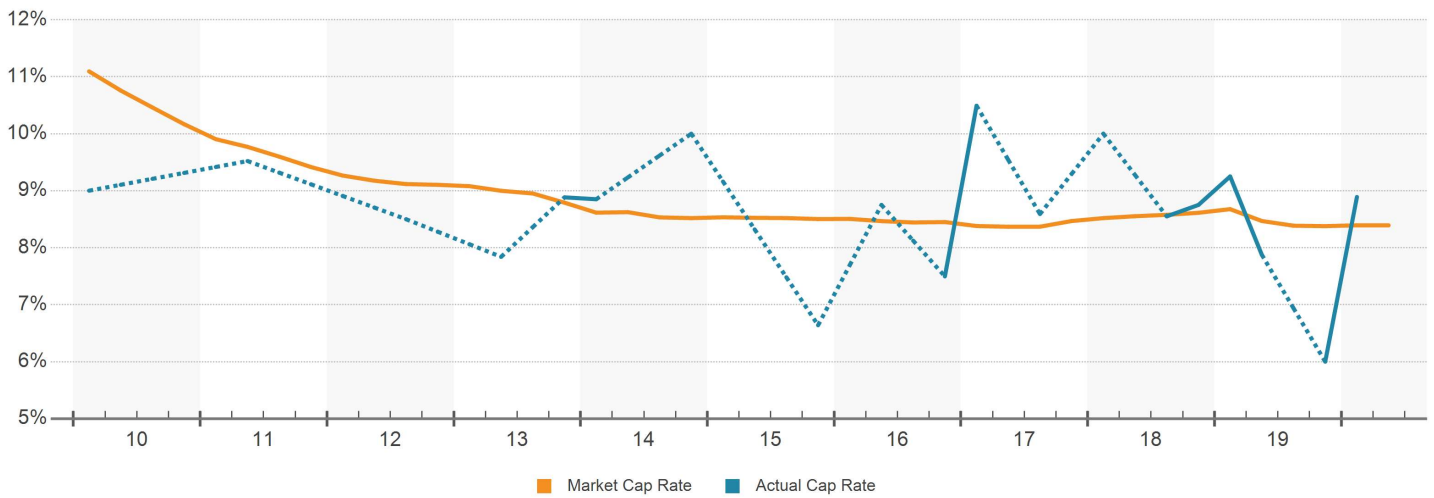
Tampa, FL. These medical office properties, totaling nearly 150,000 SF were all located within the metro and were acquired for a total of \$30.4 million (\$206/SF).

While there have been interests out-of-state, most of the investment still remain local, as about 65% of the top 20 trades involved an Arkansas buyer.

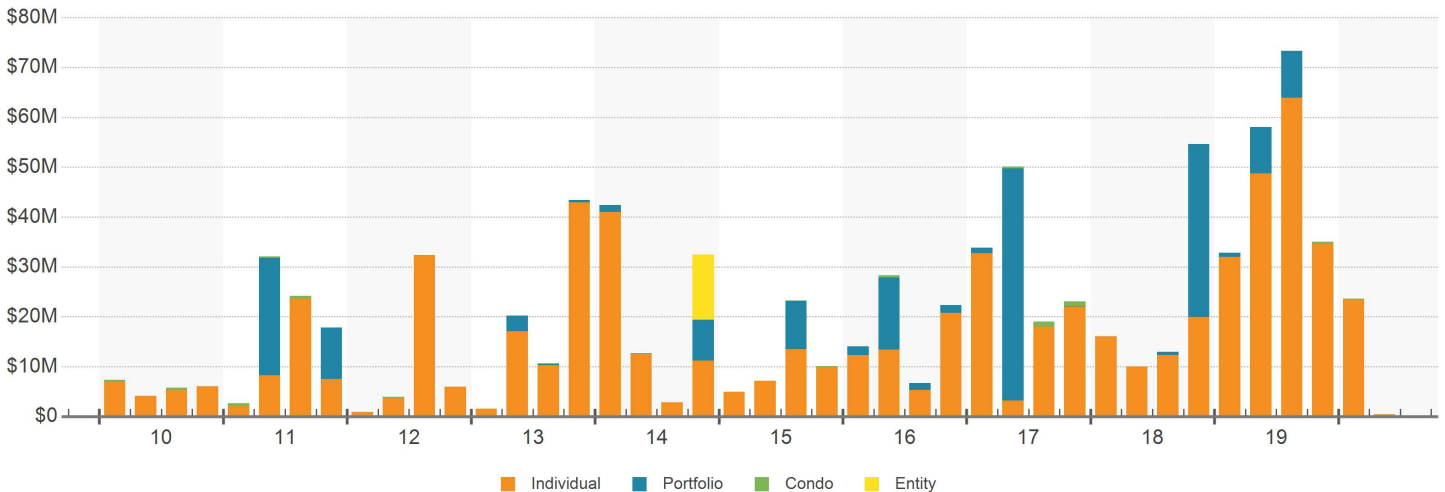
## MARKET SALE PRICE & ACTUAL SALE PRICE PER SF



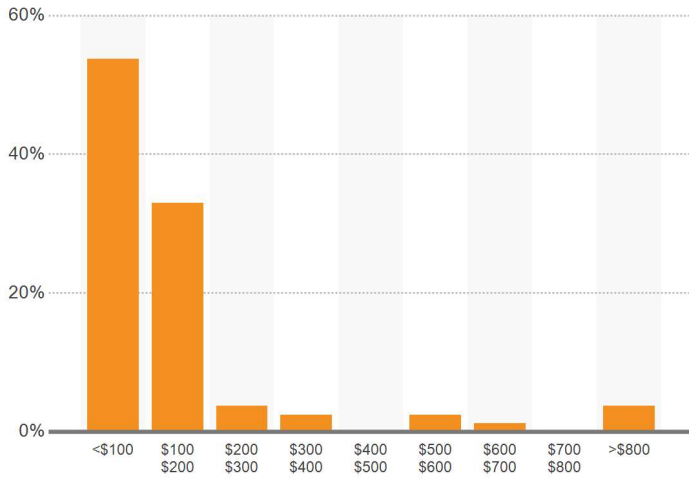
## MARKET CAP RATE & ACTUAL CAP RATE



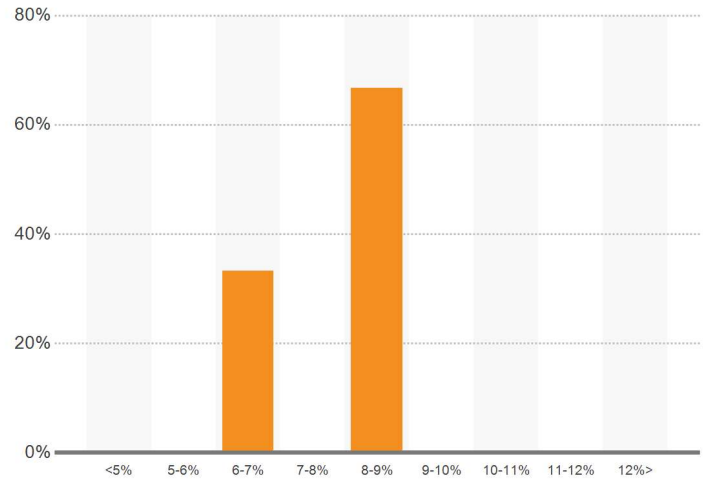
## SALES VOLUME BY TRANSACTION TYPE



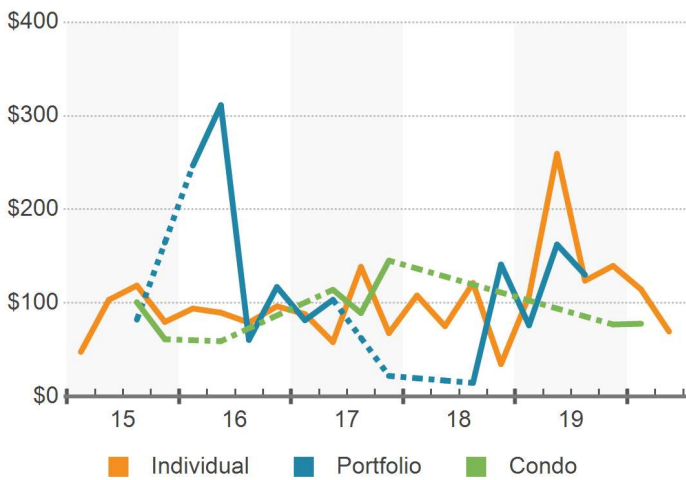
### SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS



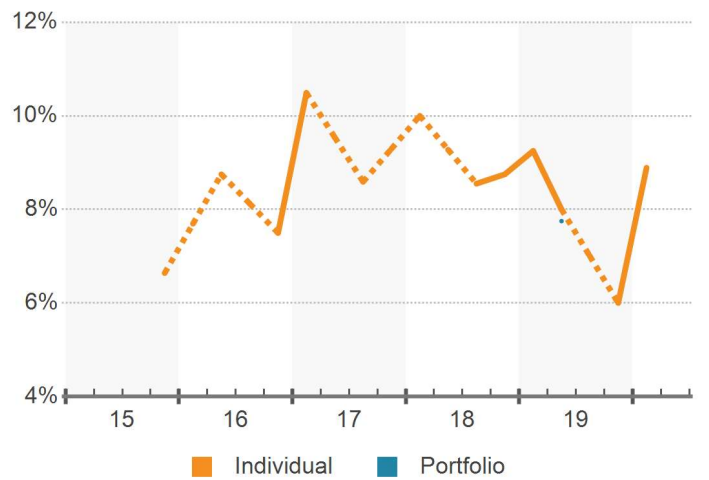
### CAP RATE DISTRIBUTION PAST 12 MONTHS



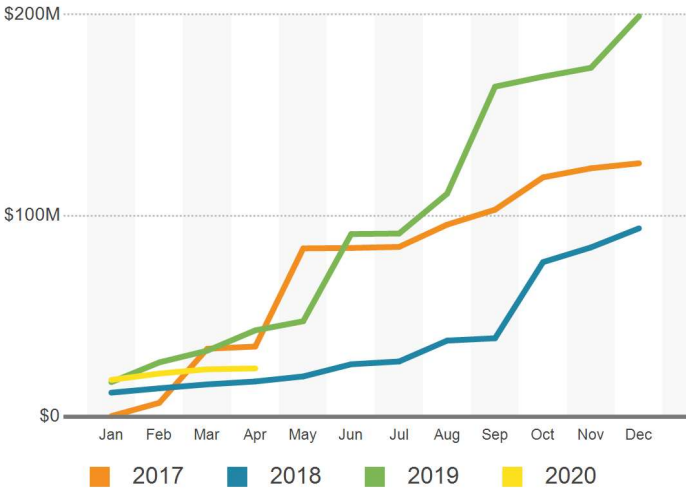
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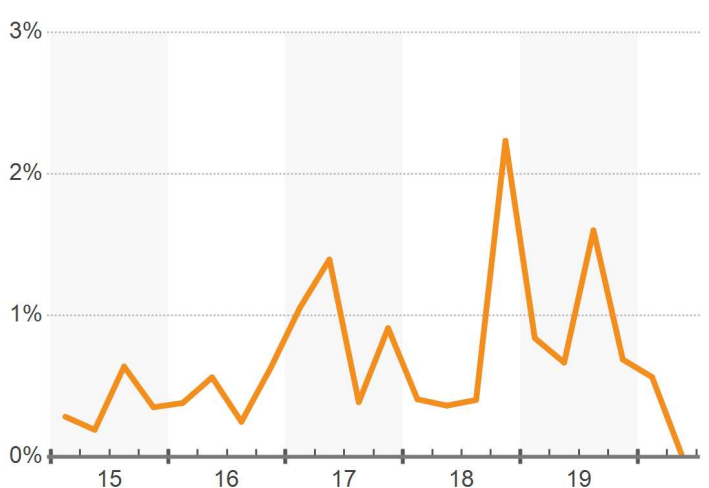
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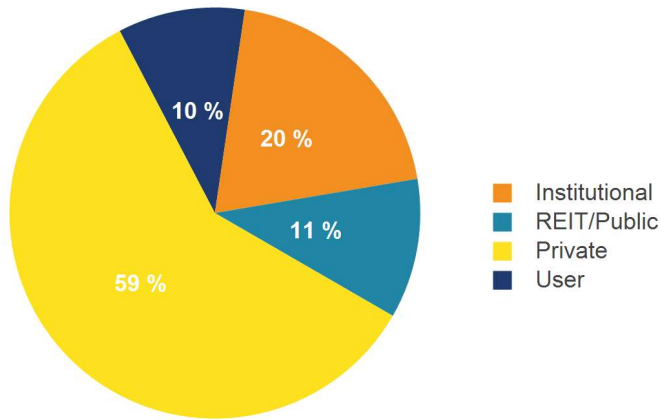
### CUMULATIVE SALES VOLUME BY YEAR



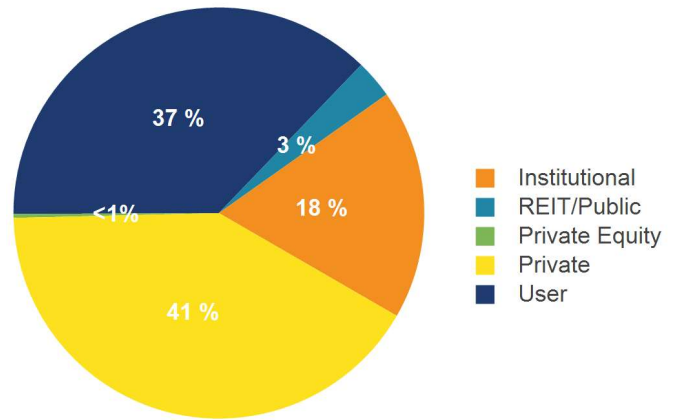
### SOLD SF AS % OF TOTAL SF



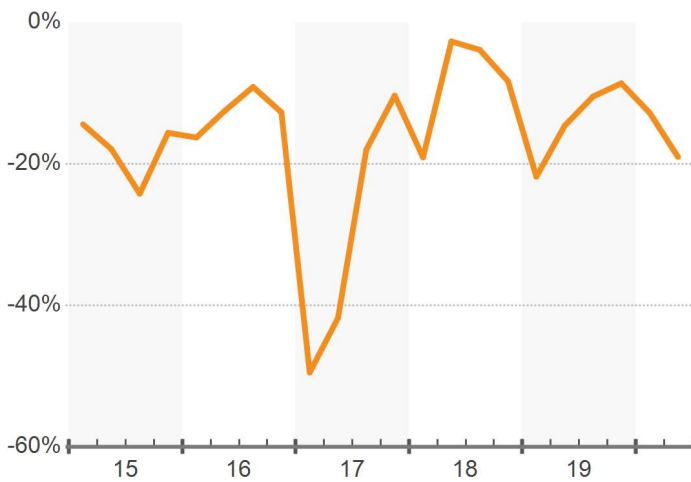
SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



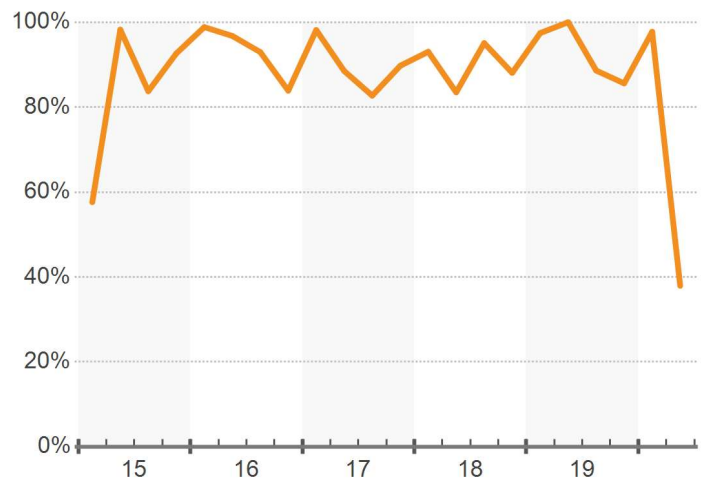
ASSET VALUE BY OWNER TYPE



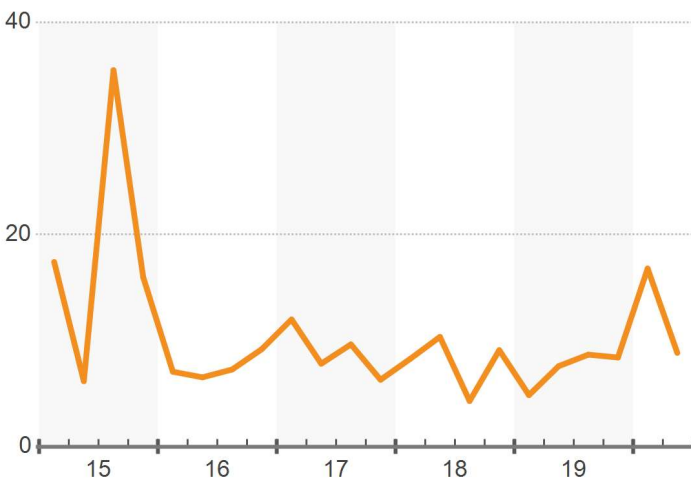
SALE TO ASKING PRICE DIFFERENTIAL



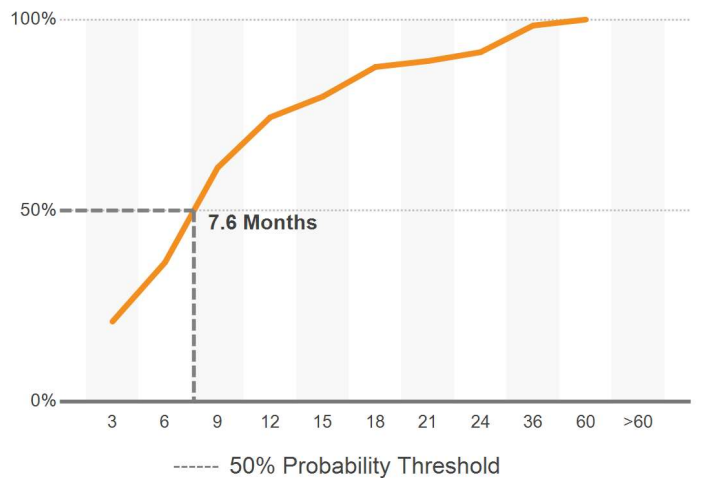
OCCUPANCY AT SALE



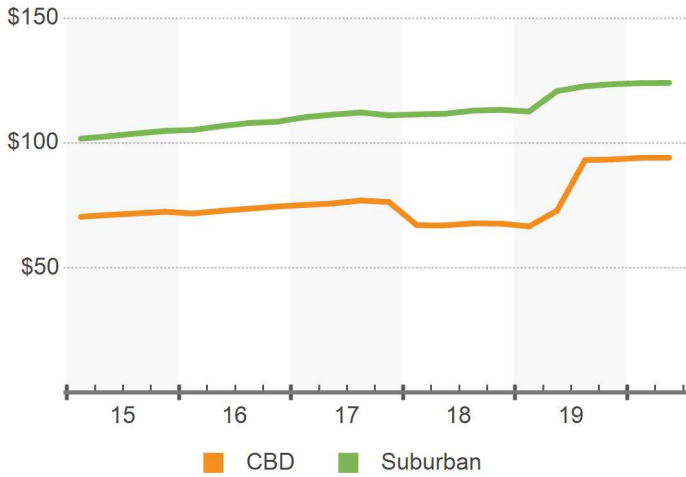
MONTHS TO SALE



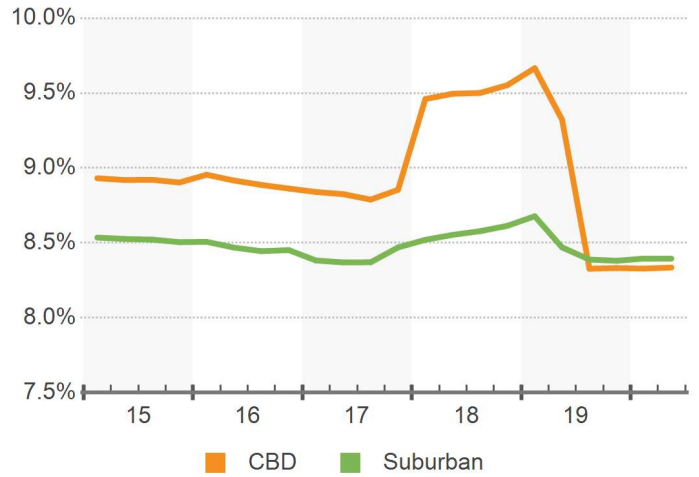
PROBABILITY OF SELLING IN MONTHS



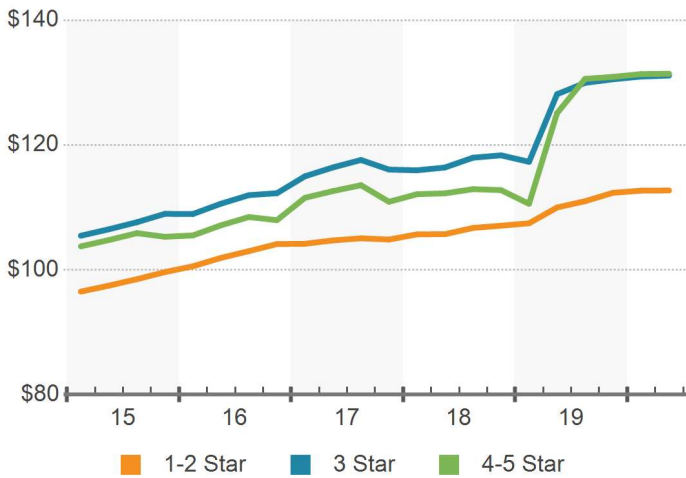
**MARKET SALE PRICE PER SF BY LOCATION TYPE**



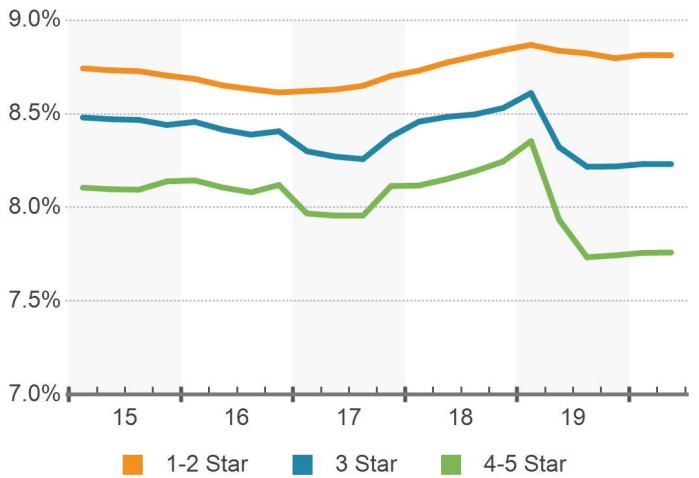
**MARKET CAP RATE BY LOCATION TYPE**



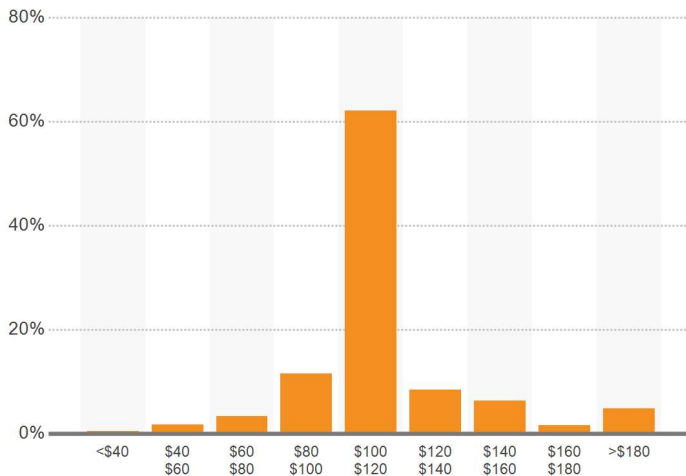
**MARKET SALE PRICE PER SF BY STAR RATING**



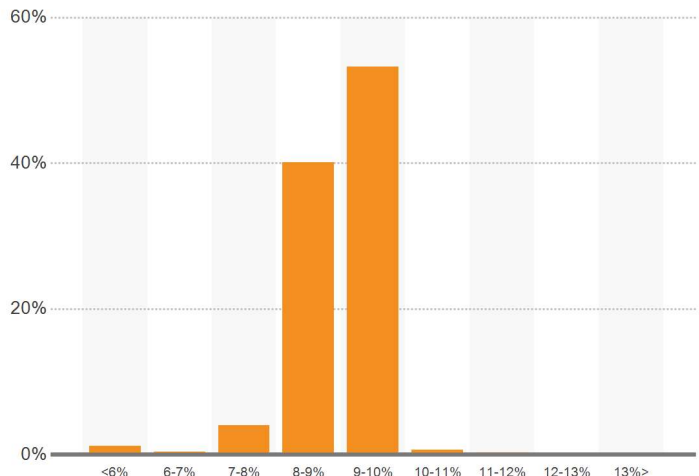
**MARKET CAP RATE BY STAR RATING**



**MARKET SALE PRICE PER SF DISTRIBUTION**

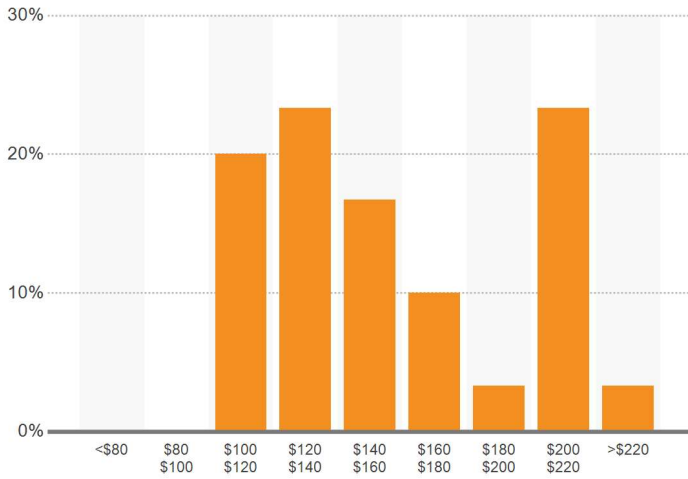


**MARKET CAP RATE DISTRIBUTION**

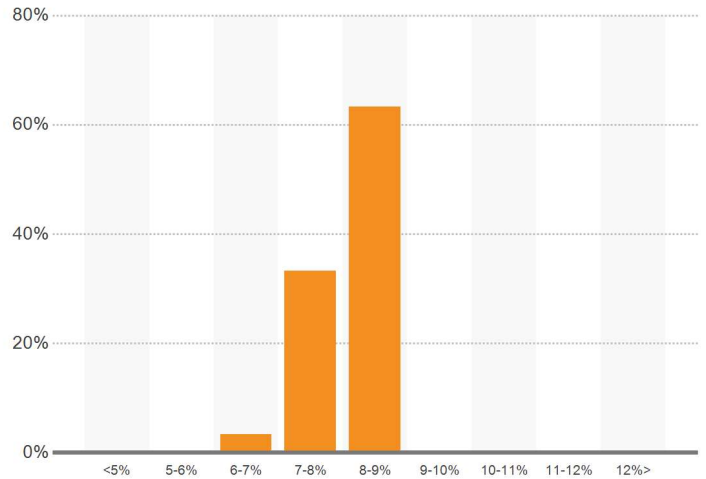




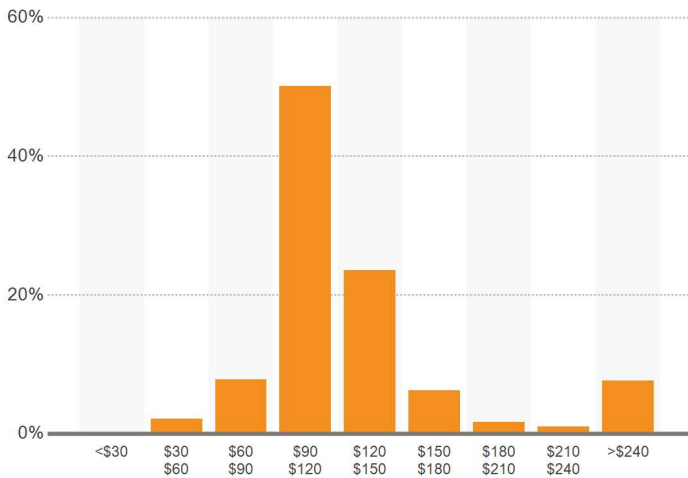
## 4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION



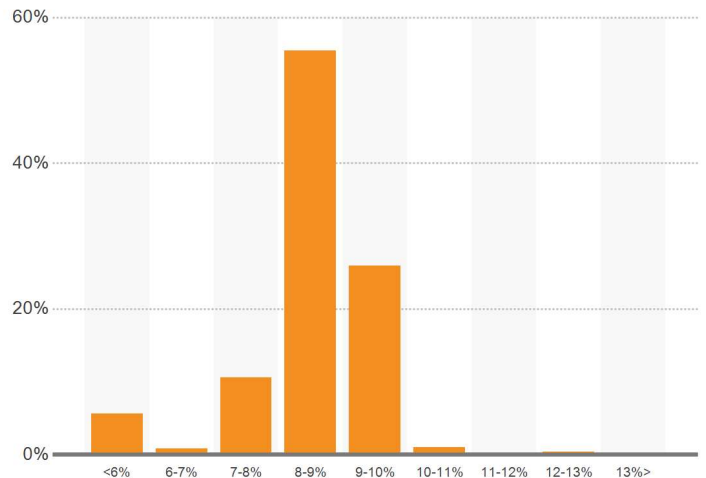
## 4-5 STAR MARKET CAP RATE DISTRIBUTION



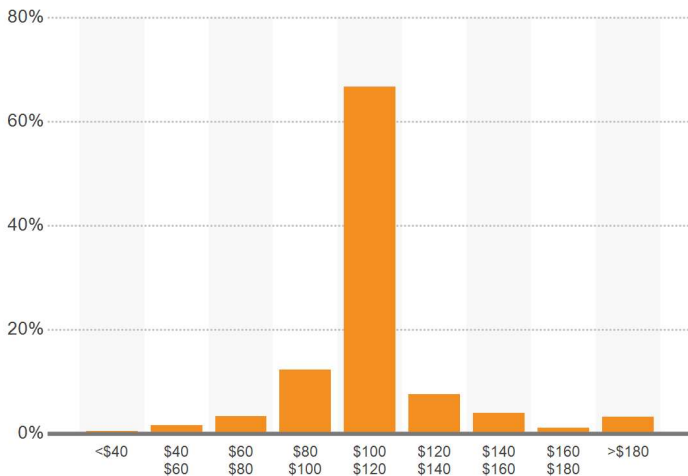
## 3 STAR MARKET SALE PRICE PER SF DISTRIBUTION



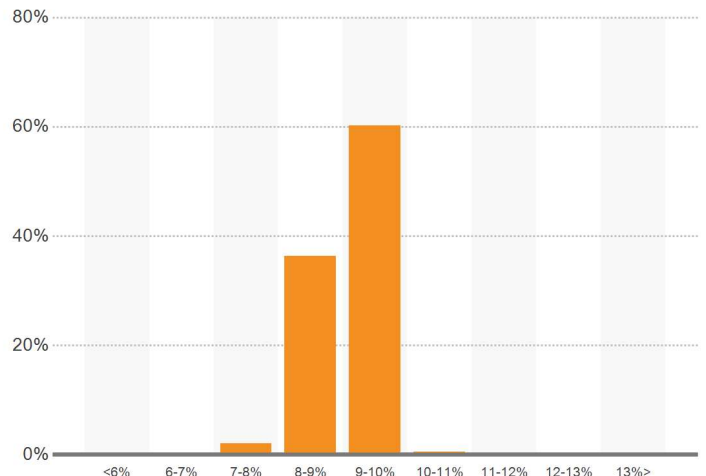
## 3 STAR MARKET CAP RATE DISTRIBUTION



## 1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION



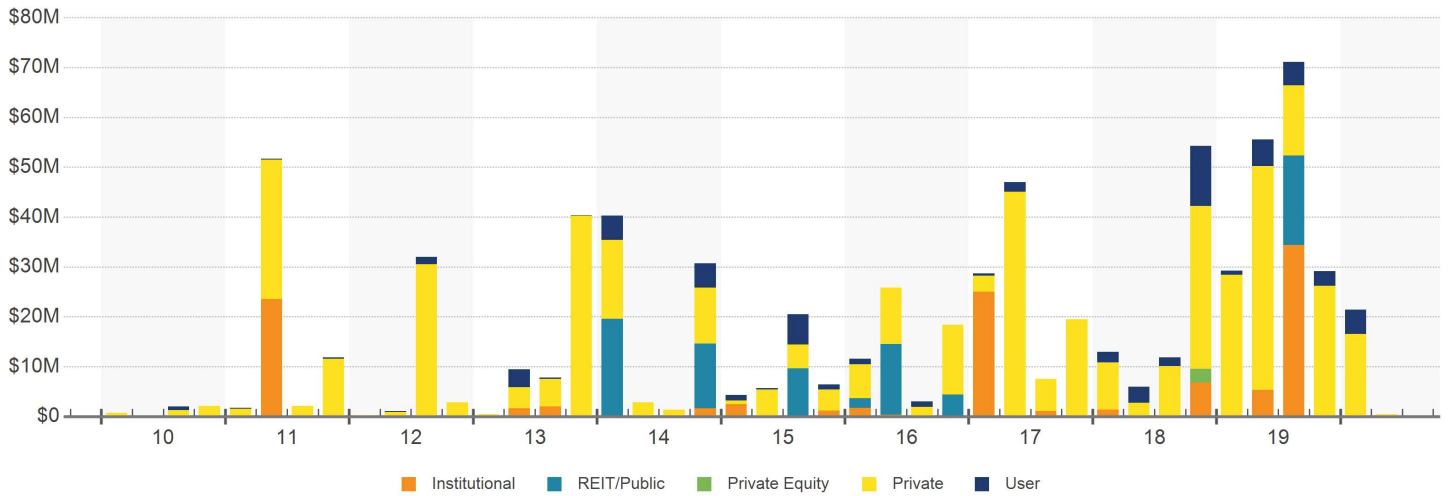
## 1-2 STAR MARKET CAP RATE DISTRIBUTION



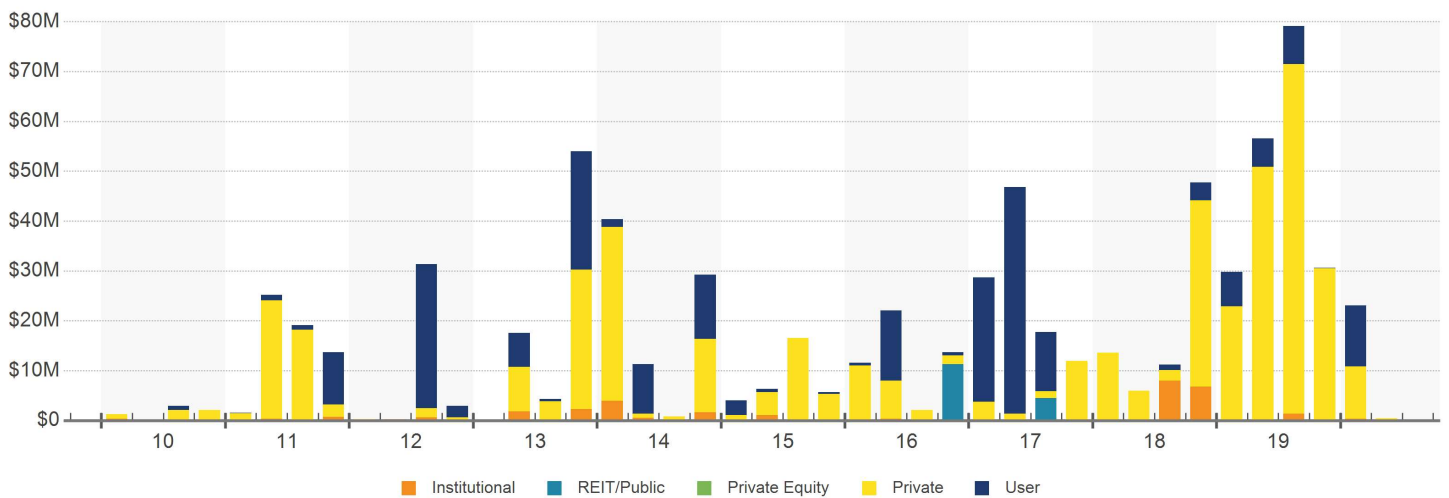
# Buying & Selling By Owner Type

Little Rock Office

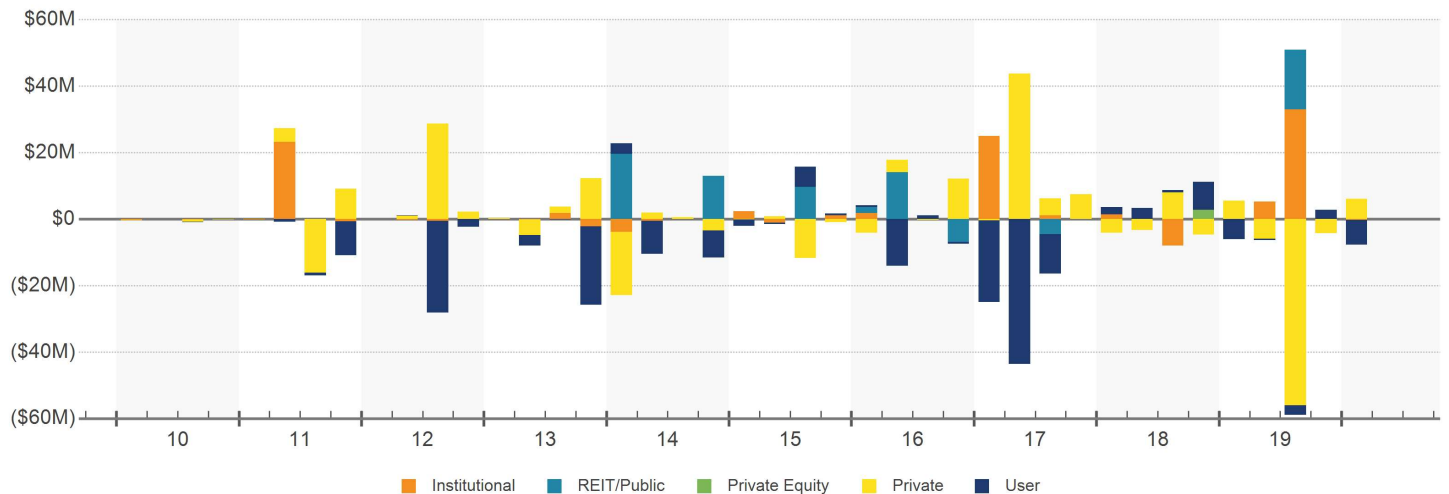
## SALES VOLUME BY BUYER TYPE



## SALES VOLUME BY SELLER TYPE



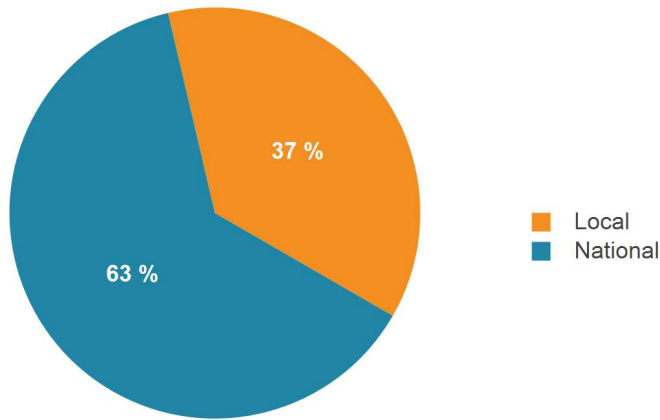
## NET BUYING & SELLING BY OWNER TYPE



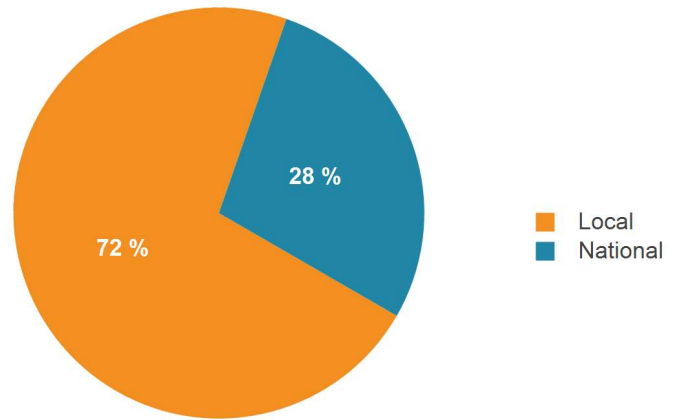
# Investment Trends By Buyer & Seller Origin

Little Rock Office

### SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS



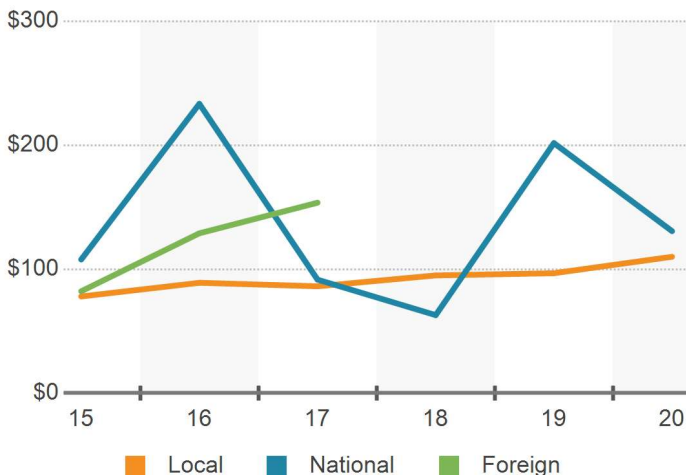
### ASSET VALUE BY OWNER ORIGIN



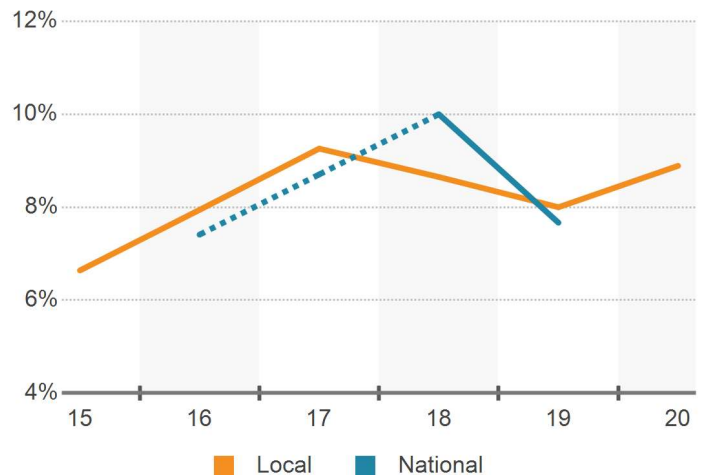
### SALES VOLUME BY OWNER ORIGIN

Year	Total			Local			National			Foreign		
	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans		
YTD	\$24M	\$17.5M	\$22.3M	(\$4.8M)	\$5.5M	\$1.1M	\$4.4M	-	-	-		
2019	\$199.1M	\$55.9M	\$107.3M	(\$51.4M)	\$129.1M	\$81.2M	\$47.8M	-	-	-		
2018	\$93.7M	\$45.1M	\$23.8M	\$21.3M	\$38.4M	\$58M	(\$19.7M)	-	\$1.1M	(\$1.1M)		
2017	\$126M	\$18.4M	\$94.2M	(\$75.8M)	\$83.5M	\$20.6M	\$62.9M	\$2.8M	\$0	\$2.8M		
2016	\$71.4M	\$29.1M	\$19.2M	\$9.9M	\$31.5M	\$24.9M	\$6.7M	\$326.7K	\$11.7M	(\$11.3M)		
2015	\$45.4M	\$16.6M	\$24.9M	(\$8.3M)	\$12.4M	\$13.2M	(\$841.2K)	\$9.7M	\$983.8K	\$8.7M		
2014	\$90.3M	\$20.7M	\$24.8M	(\$4.1M)	\$54.1M	\$57.9M	(\$3.8M)	\$285K	\$1M	(\$735K)		
2013	\$75.8M	\$50M	\$49.6M	\$444.1K	\$13.5M	\$20.7M	(\$7.2M)	\$700K	\$674.7K	\$25.3K		
2012	\$43.1M	\$6.2M	\$5.1M	\$1.1M	\$30.4M	\$32.5M	(\$2.2M)	\$428.7K	\$840K	(\$411.3K)		
2011	\$76.7M	\$34M	\$23.8M	\$10.3M	\$27.3M	\$36.2M	(\$8.8M)	\$2.4M	\$277.3K	\$2.1M		
2010	\$23.3M	\$4.6M	\$5.9M	(\$1.3M)	\$3.7M	\$4.7M	(\$1M)	\$1.2M	\$146.9K	\$1M		

### SALE PRICE PER SF BY BUYER ORIGIN



### CAP RATE BY BUYER ORIGIN



# Submarket Sales Trends

Little Rock Office

## SUBMARKET SALES TRANSACTIONS PAST 12 MONTHS

Submarket Name	Sales Volume	Transactions	Transacted SF	Avg SF	Mkt Cap Rate	Mkt Sale Price/SF
Midtown	\$88,708,997	42	650,373	15,485	8.3%	\$141
Downtown	\$25,618,799	14	190,156	13,583	8.4%	\$104
West	\$21,793,000	14	194,333	13,881	8.1%	\$154
Outlying Pulaski County	\$16,710,750	12	90,022	7,502	8.6%	\$121
Faulkner County	\$8,525,000	6	53,845	8,974	8.6%	\$121
Saline County	\$5,519,820	4	36,708	9,177	8.8%	\$123
Southwest	\$4,650,000	3	71,928	23,976	8.5%	\$113
Lonoke County	\$4,604,000	5	47,502	9,500	9.1%	\$98
North Little Rock	\$4,090,000	13	86,033	6,618	8.6%	\$124

# Recent Significant Sales

Little Rock Office



## 10001 Lile Dr • Little Rock Diagnostic Clinic



Midtown Submarket • Little Rock, AR 72205

Sale Date	Jun 2019	Buyer	Flagship Healthcare Prop... (USA)
Sale Price	\$34.8M (\$360/SF)	Broker	Orion Capital Partners, LLC
Leased	100%	Seller	LRDC Real Estate LLC (USA)
Hold Period	20+ Years	Broker	Colliers International
RBA	96,692 SF	Sale Type	Investment
Year Built	1992		



## 6119 Midtown Ave • Midtown Medical Park



UAMS Little Rock • Midtown Submarket • Little Rock, AR 72205

Sale Date	Sep 2019	Buyer	Welltower Inc. (USA)
Sale Price	\$17.9M (\$259/SF)	Broker	Cushman & Wakefield Sage Partners
Leased	100%	Seller	Provident Realty Advisors... (USA)
Hold Period	35 Months	Broker	ARK Commercial & Investment Real E...
RBA	69,300 SF	Sale Type	Investment
Year Built	2015		



## 322 Main St • Mann Building



Downtown Submarket • Little Rock, AR 72201

Sale Date	Sep 2019	Buyer	Boyd Watterson Asset Ma... (USA)
Sale Price	\$16.5M (\$147/SF)	Broker	Newmark Knight Frank
Leased	98%	Seller	Mann Development LLC (USA)
Hold Period	20+ Years	Broker	Newmark Moses Tucker Partners
RBA	112,000 SF	Sale Type	Investment
Year Built	1912 (Renov 2013)		



## 500 S University Ave



Midtown Submarket • Little Rock, AR 72205

Sale Date	Sep 2019	Buyer	Natural Capital Managem... (USA)
Sale Price	\$16.5M (\$78/SF)	Broker	Cushman & Wakefield Sage Partners
Leased	79%	Seller	Provident Realty Advisors... (USA)
Hold Period	35 Months	Broker	ARK Commercial & Investment Real E...
RBA	212,906 SF	Sale Type	Investment
Year Built	1962		



## 5800 Ranch Dr



West Submarket • Little Rock, AR 72223

Sale Date	Jan 2020	Buyer	Arkansas Federal Credit... (USA)
Sale Price	\$12.2M (\$125/SF)	Broker	Hathaway Group
Leased	100%	Seller	FamilyLife (USA)
RBA	97,641 SF	Broker	Financial Center Corp.
		Sale Type	Investment
		Sale Cond	Sale Leaseback





## 16115 Saint Vincent Way • Pavilion 2 [↻](#)

★★★★★

CHI St. Vincent West • Outlying Pulaski County Submarket • Little Rock, AR 72223

Sale Date	Dec 2019	Buyer	Flagship Healthcare Prop... (USA)
Sale Price	\$9.6M (\$225/SF)	Seller	Ridgeline Capital Partners (USA)
Cap Rate	6.0% (Actual)	Broker	JLL
Leased	68%	Sale Type	Investment
Hold Period	20 Months	Sale Cond	Ground Lease (Leasehold)
RBA	42,636 SF		
Year Built	2015		



## 1525 Country Club Rd [↻](#)

★★★★★

Outlying Pulaski County Submarket • Sherwood, AR 72120

Sale Date	Dec 2019	Buyer	Mitchell Bolding (USA)
Sale Price	\$4.7M (\$622/SF)	Seller	Stephen LaFrance (USA)
Leased	100%	Sale Type	Investment
Hold Period	14 Months		
RBA	7,594 SF		
Year Built	1996		



## 5401 S University Ave [↻](#)

★★★★★

Southwest Submarket • Little Rock, AR 72209

Sale Date	Aug 2019	Buyer	Arkansas Department of... (USA)
Sale Price	\$4.6M (\$81/SF)	Seller	J.R. Young (USA)
Leased	100%	Broker	JR Young Construction
Hold Period	137 Months	Sale Type	Owner User
RBA	57,079 SF		
Year Built	1973		



## 550 Club Ln [↻](#)

★★★★★

Faulkner County Submarket • Conway, AR 72034

Sale Date	Dec 2019	Buyer	Conway Regional Medical... (USA)
Sale Price	\$4.6M (\$171/SF)	Seller	Conway Orthopaedic Spo... (USA)
Leased	100%	Sale Type	Investment
Hold Period	179 Months	Sale Cond	Investment Triple Net
RBA	26,928 SF		
Year Built	2005		



## 212 S Louisiana St [↻](#)

★★★★★

Downtown Submarket • Little Rock, AR 72201

Sale Date	May 2019	Buyer	Kevin Burns (USA)
Sale Price	\$4.4M (\$996/SF)	Seller	Haitham Alley (USA)
Leased	100%	Sale Type	Investment
Hold Period	2 Months		
RBA	4,389 SF		
Year Built	1911		

# Recent Significant Sales

Little Rock Office



## 23157 I-30 Hwy • Bryant Medical Office Building



Saline County Submarket • Bryant, AR 72022

Sale Date	Aug 2019	Buyer	Carter Validus (USA)
Sale Price	\$4.3M (\$182/SF)	Seller	Summit Properties, LLC (USA)
Leased	100%	Sale Type	Investment
Hold Period	10 Months		
RBA	23,450 SF		
Year Built	1993 (Renov 2006)		



## 1815 Rahling Rd • Rahling Two Office Park



Rahling Office Park • West Submarket • Little Rock, AR 72223

Sale Date	Jan 2020	Buyer	Responsive Education Sol... (USA)
Sale Price	\$4M (\$178/SF)	Seller	Rees Commercial (USA)
Leased	100%	Sale Type	Investment
Hold Period	127 Months		
RBA	22,700 SF		
Year Built	2009		



## 10 Turtle Creek Ln • Student Loan Building



Midtown Submarket • Little Rock, AR 72202

Sale Date	Jun 2019	Buyer	Sinclair Broadcast Group,... (USA)
Sale Price	\$4M (\$159/SF)	Seller	Student Loan Guarantee... (USA)
Leased	100%	Broker	Colliers International
Hold Period	149 Months	Sale Type	Investment
RBA	25,248 SF	Sale Cond	Excess Land
Year Built	2007		



## 5 Saint Vincent Cir • Blandford Building



Midtown Submarket • Little Rock, AR 72205

Sale Date	Aug 2019	Buyer	Catalyst HRE (USA)
Sale Price	\$2.8M (\$2.6K/SF)	Seller	Mocktooth LLC (USA) +1
Hold Period	39 Months	Broker	Newmark Moses Tucker Partners
RBA	64,341 SF	Sale Type	Investment
Year Built	1984		



## 2037 W Main St



Lonoke County Submarket • Cabot, AR 72023

Sale Date	Nov 2019	Buyer	Unity Health (USA)
Sale Price	\$2.2M (\$194/SF)	Broker	Cushman & Wakefield Sage Partners
Leased	100%	Seller	CMC Holdings LLC (USA)
Hold Period	1 Month	Broker	iRealty Arkansas
RBA	11,590 SF	Sale Type	Owner User
Year Built	1996		



# Recent Significant Sales

Little Rock Office



## 10201 Kanis Rd

Midtown Submarket • Little Rock, AR 72205



Sale Date	Dec 2019	Buyer	Mitchell Bolding (USA)
Sale Price	\$2M (\$60/SF)	Seller	10201 Kanis Road Llc (USA)
Leased	100%	Broker	Colliers International
Hold Period	88 Months	Sale Type	Owner User
RBA	33,498 SF	Sale Cond	Partial Interest Transfer
Year Built	2002		



## 2300 Andover Ct • Pavilion Woods

Midtown Submarket • Little Rock, AR 72227



Sale Date	Jan 2020	Buyer	Oumitana Kajkenova (USA)
Sale Price	\$2M (\$145/SF)	Broker	Hathaway Group
Leased	78%	Seller	Contour Medical Inc (USA)
Hold Period	216 Months	Broker	Colliers International
RBA	13,781 SF	Sale Type	Owner User
Year Built	2002		



## 1501 Main St

Downtown Submarket • Little Rock, AR 72202



Sale Date	Jun 2019	Buyer	Josh Malone (USA)
Sale Price	\$1.8M (\$79/SF)	Seller	Mark D. Leverett (USA)
Cap Rate	8.0% (Actual)	Broker	SVN, ArkBest Realty, Inc.
Leased	100%	Sale Type	Investment
Hold Period	81 Months	Sale Cond	Redevelopment Project
RBA	22,160 SF		
Year Built	1923		



## 204 Executive Ct • Realtor Building

Midtown Submarket • Little Rock, AR 72205



Sale Date	Feb 2020	Buyer	Law Offices of Alan LeVar (USA)
Sale Price	\$1.7M (\$86/SF)	Seller	Carlton Properties, LP (USA)
Leased	91%	Sale Type	Investment
Hold Period	20+ Years		
RBA	19,884 SF		
Year Built	1990		



## 495 Hogan Ln

Faulkner County Submarket • Conway, AR 72034



Sale Date	Dec 2019	Buyer	495 Hogan Lane Llc (USA)
Sale Price	\$1.7M (\$199/SF)	Seller	James France (USA)
Leased	100%	Sale Type	Owner User
RBA	8,466 SF		



## TOP OWNERS

Company Name	Owned SF	Owned Props	Avg SF	12 Mo Bought	12 Mo Sold	12 Mo Net Trans
Flake & Kelley Commercial	1,053,128	9	117,014	-	-	-
AT&T, Inc.	948,778	2	474,389	-	-	-
State of Arkansas	937,368	6	156,228	\$4,650,000	-	\$4,650,000
Ar Development Finance Authori	580,098	6	96,683	-	-	-
Moses Tucker Real Estate	554,882	1	554,882	-	-	-
Stephens Real Estate	474,911	2	237,456	-	-	-
US General Services Administration	460,011	2	230,006	-	-	-
Baptist Health	442,923	9	49,214	-	-	-
Rusing Lopez & Lizardi	416,378	1	416,378	-	-	-
Silver Tree Partners	403,887	6	67,315	-	-	-
Shawn Valk	392,561	1	392,561	-	-	-
Axiom Corporation	386,828	1	386,828	-	-	-
Dillard's, Inc.	356,989	2	178,495	-	-	-
Haybar Realty	351,826	7	50,261	-	-	-
Joe & Katherine Nance	316,915	2	158,458	-	-	-
WEHCO Media, Inc.	298,815	3	99,605	-	-	-
Arkansas Development Finance Auth...	285,699	1	285,699	-	-	-
FIS	283,488	1	283,488	-	-	-
Simmons Bank	278,668	1	278,668	-	-	-
200 West Capitol Llc	274,639	1	274,639	-	-	-
Ark Teacher Retirement System	262,342	1	262,342	-	-	-
BOZK	246,082	4	61,521	-	-	-
Axiom Corporation	233,365	1	233,365	-	-	-
U.S. Department of Labor	226,962	1	226,962	-	-	-
Arkansas Blue Cross Blue Shield	219,851	3	73,284	-	-	-
Natural Capital Management	212,906	1	212,906	\$16,500,000	-	\$16,500,000
Allied Drive Holdings LLC	212,165	1	212,165	-	-	-
5501 WCD II, LLC	212,165	1	212,165	-	-	-
Department Of Arkansas Heritage	198,306	2	99,153	-	-	-
Arkansas Electric Cooperatives, Inc.	197,797	1	197,797	-	-	-
City of Conway Arkansas	196,487	6	32,748	-	-	-
Roos Enterprises	184,520	1	184,520	-	-	-
Covington Companies	164,187	16	10,262	-	-	-
Baptist Health South Florida (BHSF)	164,000	2	82,000	-	-	-
One Financial Cntr Ltd Ptshp	157,992	1	157,992	-	-	-
Crain Automotive	156,318	2	78,159	-	-	-
Southfork Holdings LLC	155,841	2	77,921	-	-	-
Newmark Moses Tucker Partners	155,807	11	14,164	-	-	-
Arkansas Dev Fin Authority	152,713	2	76,357	-	-	-
Monarch Investment and Manageme...	151,970	2	75,985	-	-	-
Life and Specialty Ventures LLC	150,000	1	150,000	-	-	-
S & J Ventures Llc	149,580	1	149,580	-	-	-

## TOP BUYERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Flagship Healthcare Properties	\$44,450,000	2	139,328	69,664	6.0%	\$319
Welltower Inc.	\$17,926,377	1	69,300	69,300	-	\$259
Boyd Watterson Asset Management	\$16,500,000	1	112,000	112,000	-	\$147
Natural Capital Management	\$16,500,000	1	212,906	212,906	-	\$77
Arkansas Federal Credit Union	\$12,250,000	1	97,641	97,641	-	\$125
Catalyst HRE	\$7,548,009	17	51,985	3,058	-	\$145
Mitchell Bolding	\$6,750,000	2	41,092	20,546	-	\$164
State of Arkansas	\$4,650,000	1	57,079	57,079	-	\$81
Conway Regional Medical Center, Inc.	\$4,600,000	1	26,928	26,928	-	\$171
Kevin Burns	\$4,372,000	1	4,389	4,389	-	\$996
Carter Validus	\$4,279,000	1	23,450	23,450	-	\$182
Responsive Education Solutions	\$4,050,000	1	22,700	22,700	-	\$178
Sinclair Broadcast Group, Inc.	\$4,004,611	1	25,248	25,248	-	\$159
Unity Health	\$2,250,000	1	11,590	11,590	-	\$194
Oumitana Kajkenova	\$2,000,000	1	13,781	13,781	-	\$145
Wes Martin	\$1,875,000	5	40,000	8,000	-	\$47
Josh Malone	\$1,750,000	1	22,160	22,160	8.0%	\$79
Law Offices of Alan LeVar	\$1,700,000	1	19,884	19,884	-	\$85
Triangle Insurance Company, Inc.	\$1,400,000	1	8,639	8,639	-	\$162
John Mark Johnson	\$1,200,000	1	9,909	9,909	-	\$121
Tony Wray	\$1,150,000	1	21,851	21,851	8.9%	\$53
Jane McNutt	\$1,140,000	1	3,523	3,523	-	\$324
Patricia Flippn-Westfall	\$900,000	1	5,009	5,009	-	\$180
Systems Contracting Inc	\$850,000	1	8,305	8,305	-	\$102
Entergy Services, Inc.	\$826,500	1	9,909	9,909	-	\$83
Tommy Ives	\$800,000	1	7,656	7,656	-	\$104
The Gill Group	\$673,000	1	4,000	4,000	-	\$168
Carrie A Stout	\$615,000	1	9,409	9,409	-	\$65
MFB Investments	\$560,000	1	6,704	6,704	-	\$84
Ryan Williams	\$500,000	1	3,921	3,921	-	\$128
Tim & Drew Files	\$425,000	1	6,120	6,120	-	\$69
Ronald Martino	\$365,000	1	3,692	3,692	-	\$99
Kenneth W Freeman	\$235,000	1	2,400	2,400	-	\$98
Tracy Zurbuchen	\$190,000	1	2,532	2,532	-	\$75
Baptist Health	-	3	1,437	479	-	\$0
David Carpenter	-	1	12,000	12,000	-	\$0
Monique Dowell	-	1	840	840	-	\$0



### TOP SELLERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
LRDC Real Estate LLC	\$34,850,000	1	96,692	96,692	-	\$360
Provident Realty Advisors, Inc.	\$34,426,377	2	282,206	141,103	-	\$122
Mann Development LLC	\$16,500,000	1	112,000	112,000	-	\$147
FamilyLife	\$12,250,000	1	97,641	97,641	-	\$125
Ridgeline Capital Partners	\$9,600,000	1	42,636	42,636	6.0%	\$225
Mocktooth LLC	\$7,548,009	17	51,985	3,058	-	\$145
Teresa D Stewart	\$7,548,009	17	51,985	3,058	-	\$145
Stephen LaFrance	\$4,725,000	1	7,594	7,594	-	\$622
J.R. Young	\$4,650,000	1	57,079	57,079	-	\$81
Conway Orthopaedic Sports Medicine	\$4,600,000	1	26,928	26,928	-	\$171
Haitham Alley	\$4,372,000	1	4,389	4,389	-	\$996
Summit Properties, LLC	\$4,279,000	1	23,450	23,450	-	\$182
Rees Commercial	\$4,050,000	1	22,700	22,700	-	\$178
Student Loan Guarantee Foundation Of Arkan...	\$4,004,611	1	25,248	25,248	-	\$159
CMC Holdings LLC	\$2,250,000	1	11,590	11,590	-	\$194
Contour Medical Inc	\$2,000,000	1	13,781	13,781	-	\$145
Danco Construction Company	\$1,875,000	5	40,000	8,000	-	\$47
Mark D. Leverett	\$1,750,000	1	22,160	22,160	8.0%	\$79
Carlton Properties, LP	\$1,700,000	1	19,884	19,884	-	\$85
James France	\$1,685,000	1	8,466	8,466	-	\$199
Bear State Financial, Inc.	\$1,400,000	1	8,639	8,639	-	\$162
Cabot Medical Real Estate LLC	\$1,250,000	1	12,537	12,537	-	\$100
Professional Realty Co	\$1,250,000	1	12,537	12,537	-	\$100
Keith Grayson	\$1,200,000	1	9,909	9,909	-	\$121
Shackleford Plaza Building	\$1,150,000	1	21,851	21,851	8.9%	\$53
G & K Investments Llc	\$1,140,000	1	3,523	3,523	-	\$324
Henrietta Collins	\$900,000	1	5,009	5,009	-	\$180
Tynez Inc	\$850,000	1	8,305	8,305	-	\$102
Parkview Associates, Inc.	\$826,500	1	9,909	9,909	-	\$83
Bluefin Development	\$800,000	1	7,656	7,656	-	\$104
Rebecca Rice & Associates	\$673,000	1	4,000	4,000	-	\$168
Sentech Holdings	\$615,000	1	9,409	9,409	-	\$65
Paul McChristian	\$600,000	1	5,607	5,607	-	\$107
Sustainable Properties Llc	\$560,000	1	6,704	6,704	-	\$84
Jordan Todd Cooper	\$500,000	1	3,921	3,921	-	\$128
The Clifton Family, LLP	\$450,000	1	7,200	7,200	-	\$63
Pipkin Brigitte	\$425,000	1	6,120	6,120	-	\$69
Gino Capito	\$365,000	1	3,692	3,692	-	\$99
Onsite Therapies	\$360,000	1	3,520	3,520	-	\$102
Durney Christopher & Dana	\$325,000	1	6,900	6,900	-	\$47
Pontus Capital	\$315,000	1	3,906	3,906	-	\$81
Jordan Todd Cooper Dds Pa	\$240,000	1	1,905	1,905	-	\$126

## TOP BROKERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Colliers International	\$46,762,611	9	200,021	22,225	-	\$234
Cushman & Wakefield Sage Partners	\$38,149,377	5	305,452	61,090	-	\$125
Orion Capital Partners, LLC	\$34,850,000	1	96,692	96,692	-	\$360
ARK Commercial & Investment Real Estate	\$34,426,377	2	282,206	141,103	-	\$122
Newmark Moses Tucker Partners	\$24,888,009	21	177,185	8,437	-	\$140
Hathaway Group	\$16,690,000	11	160,821	14,620	-	\$104
Newmark Knight Frank	\$16,500,000	1	112,000	112,000	-	\$147
Financial Center Corp.	\$12,250,000	1	97,641	97,641	-	\$125
JLL	\$9,600,000	1	42,636	42,636	6.0%	\$225
iRealty Arkansas	\$4,830,000	6	42,405	7,068	-	\$114
JR Young Construction	\$4,650,000	1	57,079	57,079	-	\$81
RPM Group	\$2,805,000	9	50,099	5,567	8.9%	\$56
Flake & Kelley Commercial	\$1,875,000	8	55,773	6,972	-	\$34
SVN International Corp	\$1,750,000	1	22,160	22,160	8.0%	\$79
KW Realty International	\$1,540,000	2	10,022	5,011	-	\$154
Crye-Leike	\$850,000	1	8,305	8,305	-	\$102
Arnett Realty & Investments	\$615,000	1	9,409	9,409	-	\$65
PorchLight Realty	\$615,000	1	9,409	9,409	-	\$65
Engage Management	\$600,000	1	5,607	5,607	-	\$107
Coldwell Banker RPM	\$500,000	1	3,921	3,921	-	\$128
Doyle Rogers Company	\$450,000	1	7,200	7,200	-	\$63
Cargile Auctions	\$360,000	1	3,520	3,520	-	\$102
Crye-Leike, Inc.	\$196,300	1	2,536	2,536	-	\$77
Peacock Real Estate	\$105,000	1	4,000	4,000	-	\$26