

#1

INCOMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 3:30:49 PM  
**Last Modified:** Thursday, March 14, 2019 3:32:35 PM  
**Time Spent:** 00:01:45  
**First Name:** Daniel  
**Last Name:** Harari  
**Email:** dharari@relatedgroup.com  
**IP Address:** 172.85.200.138

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## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Information & networking

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**Q2** How well did the conference meet your expectations? **Extremely Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Keep building!

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**Q4** What was the most valuable aspect of this conference?

Meeting new people and receiving great information regarding the market

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**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they? **Respondent skipped this question**

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**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

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**Q8** How did you hear about the conference?

**Referral / Word of Mouth**,  
**Email from Marcus & Millichap**

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**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Excellent |
| Food & Beverage              | Excellent |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |           |
|----------------------------------------------------------------------------------------|-----------|
| Regional vs National Multifamily Market Outlook                                        | Excellent |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended. Respondent skipped this question

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Respondent skipped this question

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? Respondent skipped this question

**Q15** How likely is it that you would recommend this conference to a friend or colleague? Respondent skipped this question

## #2

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 3:34:17 PM  
**Last Modified:** Thursday, March 14, 2019 3:41:44 PM  
**Time Spent:** 00:07:26  
**First Name:** Ryan  
**Last Name:** Brown  
**Email:** rbrown@wielandbuilds.com  
**IP Address:** 174.218.8.23

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### Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking

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**Q2** How well did the conference meet your expectations? **Somewhat**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Taking advantage of opportunity zones.

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**Q4** What was the most valuable aspect of this conference?

Networking.

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**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Overlap of lunch networking with a speaker session.

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**Q6** Do you have any specific suggestions for improvement?

Hold an after hours networking session. Half of the attendees left during lunch.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Other (please specify):  
Raleigh

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**Q8** How did you hear about the conference?

**Referral / Word of Mouth**

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**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Very Good</b> |
| Attendee Quality             | <b>Good</b>      |
| Speaker Quality              | <b>Excellent</b> |
| Networking Opportunities     | <b>Very Good</b> |
| Loudermilk Conference Center | <b>Excellent</b> |
| Food & Beverage              | <b>Excellent</b> |
| Audio / Visual               | <b>Excellent</b> |
| GreenPearl Staff             | <b>Excellent</b> |
| Execution                    | <b>Excellent</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Very Good</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b> |
| Captial Stack Market Outlook                                                           | <b>Very Good</b> |
| Southeast Investment & Development Opportunities                                       | <b>Very Good</b> |
| Operations and Management                                                              | <b>Very Good</b> |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Poor</b>      |
| Southeast Developers Forecast                                                          | <b>Excellent</b> |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Excellent</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

**Q13** How did you feel about the length of the conference? **Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**2 (Detractor)**

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#3

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 3:33:58 PM  
**Last Modified:** Thursday, March 14, 2019 3:41:48 PM  
**Time Spent:** 00:07:49  
**First Name:** Steve  
**Last Name:** Oppen  
**Email:** soppen@wielandbuilds.com  
**IP Address:** 174.218.140.174

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Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking

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**Q2** How well did the conference meet your expectations? **Not Very Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Keep doing what we're doing

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**Q4** What was the most valuable aspect of this conference?

Probably will not attend again

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**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Overlap of lunch networking with a session. Room was freezing cold. People left early.

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**Q6** Do you have any specific suggestions for improvement?

Advertise as an Atlanta MF forum as most attendees were from Atlanta and left early

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Central & West Florida (Tampa)**

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**Q8** How did you hear about the conference?

**Email from Marcus & Millichap**

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Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |             |
|------------------------------|-------------|
| Subject Matter / Topics      | <b>Good</b> |
| Attendee Quality             | <b>Fair</b> |
| Speaker Quality              | <b>Good</b> |
| Networking Opportunities     | <b>Fair</b> |
| Loudermilk Conference Center | <b>Fair</b> |
| Food & Beverage              | <b>Good</b> |
| Audio / Visual               | <b>Good</b> |
| GreenPearl Staff             | <b>Good</b> |
| Execution                    | <b>Fair</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Very Good</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Good</b>      |
| Captial Stack Market Outlook                                                           | <b>Fair</b>      |
| Southeast Investment & Development Opportunities                                       | <b>Good</b>      |
| Operations and Management                                                              | <b>Good</b>      |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Fair</b>      |
| Southeast Developers Forecast                                                          | <b>Good</b>      |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Good</b>      |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

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**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

**Q13** How did you feel about the length of the conference? **Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**3 (Detractor)**

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## #4

### COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 3:43:21 PM  
**Last Modified:** Thursday, March 14, 2019 3:47:36 PM  
**Time Spent:** 00:04:15  
**First Name:** James  
**Last Name:** Kelly  
**Email:** james.kelly@huntcompanies.com  
**IP Address:** 108.171.135.187

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### Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Invited by Ethan Armentrout

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**Q2** How well did the conference meet your expectations? **Extremely Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

On agency deals, lower the cap rate on the exit test for shorter term loans.

---

**Q4** What was the most valuable aspect of this conference?

I met several people that could be potential customers and some that I'm already working with.

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Respondent skipped this question

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**Q6** Do you have any specific suggestions for improvement?

Respondent skipped this question

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central Texas** ,  
**(Austin)**  
**Midwest** ,  
**(Chicago)**  
**South Florida (Miami),**  
**Central & West Florida (Tampa),**  
**Dallas-Fort Worth,**  
**Houston**

---

**Q8** How did you hear about the conference?

**Referral / Word of Mouth** ,

Other (please specify):

Ethan Armentrout

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Excellent</b> |
| Attendee Quality             | <b>Excellent</b> |
| Speaker Quality              | <b>Excellent</b> |
| Networking Opportunities     | <b>Excellent</b> |
| Loudermilk Conference Center | <b>Excellent</b> |
| Food & Beverage              | <b>Excellent</b> |
| Audio / Visual               | <b>Excellent</b> |
| Execution                    | <b>Excellent</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Excellent</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b> |
| Captial Stack Market Outlook                                                           | <b>Excellent</b> |
| Operations and Management                                                              | <b>Excellent</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

**Respondent skipped this question**

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

**Respondent skipped this question**

**Q13** How did you feel about the length of the conference?

**Just right,**

Comments:

Great idea to have shrimp and grits for lunch! It's nice to have a hot lunch rather than the standard sandwich.

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**

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**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

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#5

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 3:47:09 PM  
**Last Modified:** Thursday, March 14, 2019 3:53:14 PM  
**Time Spent:** 00:06:04  
**First Name:** George  
**Last Name:** Connell  
**Email:** gconnell@castlegateprop.com  
**IP Address:** 71.59.1.250

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## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking and information.

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**Q2** How well did the conference meet your expectations? **Very Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Always tough to find deals, but if you don't overleverage you can ride out a storm.

---

**Q4** What was the most valuable aspect of this conference?

Economic outlook

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**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

No.

---

**Q6** Do you have any specific suggestions for improvement?

Respondent skipped this question

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Respondent skipped this question

---

**Q8** How did you hear about the conference?

Email from GreenPearl

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Good      |
| Loudermilk Conference Center | Excellent |
| Food & Beverage              | Excellent |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | Excellent            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent            |
| Captial Stack Market Outlook                                                           | Excellent            |
| Southeast Investment & Development Opportunities                                       | Excellent            |
| Operations and Management                                                              | N/A - Did not attend |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | N/A - Did not attend |
| Southeast Developers Forecast                                                          | N/A - Did not attend |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | N/A - Did not attend |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? No, thanks.

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

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#6

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 4:06:16 PM  
**Last Modified:** Thursday, March 14, 2019 4:09:38 PM  
**Time Spent:** 00:03:22  
**First Name:** Stephanie  
**Last Name:** Solomon  
**Email:** stephanielaurensolomon@gmail.com  
**IP Address:** 23.122.145.165

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Education and networking

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Class b and workforce house if is lacking

---

**Q4** What was the most valuable aspect of this conference?

The developers panel

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

No

---

**Q6** Do you have any specific suggestions for improvement?

No

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Central & West Florida (Tampa)**

---

**Q8** How did you hear about the conference?

**Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Excellent</b> |
| Attendee Quality             | <b>Excellent</b> |
| Speaker Quality              | <b>Excellent</b> |
| Networking Opportunities     | <b>Excellent</b> |
| Loudermilk Conference Center | <b>Excellent</b> |
| Food & Beverage              | <b>Excellent</b> |
| Audio / Visual               | <b>Excellent</b> |
| GreenPearl Staff             | <b>Excellent</b> |
| Execution                    | <b>Excellent</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                             |
|----------------------------------------------------------------------------------------|-----------------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Excellent</b>            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Very Good</b>            |
| Captial Stack Market Outlook                                                           | <b>Excellent</b>            |
| Southeast Investment & Development Opportunities                                       | <b>Good</b>                 |
| Operations and Management                                                              | <b>Very Good</b>            |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Good</b>                 |
| Southeast Developers Forecast                                                          | <b>Excellent</b>            |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>N/A - Did not attend</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

No

|                                                                 |                   |
|-----------------------------------------------------------------|-------------------|
| <b>Q13</b> How did you feel about the length of the conference? | <b>Just right</b> |
|-----------------------------------------------------------------|-------------------|



**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

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#7

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 4:09:41 PM  
**Last Modified:** Thursday, March 14, 2019 4:13:49 PM  
**Time Spent:** 00:04:08  
**First Name:** Rick  
**Last Name:** Suid  
**Email:** rick.suid@btcpa.net  
**IP Address:** 173.226.16.194

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

market updates

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

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**Q4** What was the most valuable aspect of this conference?

updates on market, quality panelists

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they? **Respondent skipped this question**

---

**Q6** Do you have any specific suggestions for improvement?

Move the location from downtown. So many new and interesting areas that are much easier to get to.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

---

**Q8** How did you hear about the conference? **No Idea**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |                     |
|------------------------------|---------------------|
| Subject Matter / Topics      | Good                |
| Attendee Quality             | Very Good           |
| Speaker Quality              | Very Good           |
| Networking Opportunities     | Very Good           |
| Loudermilk Conference Center | Fair                |
| Food & Beverage              | Fair                |
| Audio / Visual               | Very Good           |
| GreenPearl Staff             | Good                |
| Execution                    | Very Good           |
| Comments: :                  | hate going downtown |

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**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | Very Good            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent            |
| Capitla Stack Market Outlook                                                           | Very Good            |
| Southeast Investment & Development Opportunities                                       | Good                 |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | N/A - Did not attend |
| Southeast Developers Forecast                                                          | N/A - Did not attend |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | N/A - Did not attend |

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended. Respondent skipped this question

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Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

---

**Q13** How did you feel about the length of the conference? Respondent skipped this question

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? Respondent skipped this question

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**7 (Passive)**

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#8

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 5:48:28 PM  
**Last Modified:** Thursday, March 14, 2019 5:56:47 PM  
**Time Spent:** 00:08:19  
**First Name:** Ethan  
**Last Name:** Armentrout  
**Email:** ethan.armentrout@marcusmillichap.com  
**IP Address:** 99.129.210.133

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

sharing time with clients

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**Q2** How well did the conference meet your expectations? **Somewhat**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

the recession has not started yet

---

**Q4** What was the most valuable aspect of this conference?

networking time

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**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

yes, the limited round table events were not appreciated. I had a developer client who spent his time, joining us for conference who was not able to attend. The whole notion is garbage.

---

**Q6** Do you have any specific suggestions for improvement?

change the limited round table to accommodate the attendees who want to participate

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Other (please specify):  
none, unless my clients decide otherwise

---

**Q8** How did you hear about the conference?

Email from Marcus & Millichap

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Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Very Good</b> |
| Attendee Quality             | <b>Good</b>      |
| Speaker Quality              | <b>Very Good</b> |
| Networking Opportunities     | <b>Fair</b>      |
| Loudermilk Conference Center | <b>Very Good</b> |
| Food & Beverage              | <b>Very Good</b> |
| Audio / Visual               | <b>Good</b>      |
| GreenPearl Staff             | <b>Poor</b>      |
| Execution                    | <b>Good</b>      |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                             |
|----------------------------------------------------------------------------------------|-----------------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Good</b>                 |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Very Good</b>            |
| Capitall Stack Market Outlook                                                          | <b>Very Good</b>            |
| Southeast Investment & Development Opportunities                                       | <b>N/A - Did not attend</b> |
| Operations and Management                                                              | <b>N/A - Did not attend</b> |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>N/A - Did not attend</b> |
| Southeast Developers Forecast                                                          | <b>N/A - Did not attend</b> |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Very Good</b>            |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |             |
|---------------------------------|-------------|
| Property Operations Roundtable  | <b>Poor</b> |
| Ground-Up Developers Roundtable | <b>Poor</b> |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

more workforce and affordable housing

**Q13** How did you feel about the length of the conference?

**Too ,  
long**

Comments:

an hour or so less would be better and put lunch at noon

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**5 (Detractor)**

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#9

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 5:49:57 PM  
**Last Modified:** Thursday, March 14, 2019 6:00:12 PM  
**Time Spent:** 00:10:15  
**First Name:** Bill  
**Last Name:** Jernigan  
**Email:** wjernigan@wfocliving.com  
**IP Address:** 66.56.54.159

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## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking

---

**Q2** How well did the conference meet your expectations? **Extremely Well,**  
Comments:  
Great venue.

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Very informative

---

**Q4** What was the most valuable aspect of this conference?

Panelist were so good and hearing Mark's comments about Avalon.

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Everything was perfect.

---

**Q6** Do you have any specific suggestions for improvement?

Lot more smaller high tables in the main area so you could meet more people during food breaks, etc.

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**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Midwest** ,  
**(Chicago)**  
**Dallas-Fort Worth,**  
**Houston,**  
 Other (please  
 specify):  
 Indianapolis

**Q8** How did you hear about the conference?

**Email from Marcus &  
 Millichap**

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Excellent</b> |
| Attendee Quality             | <b>Excellent</b> |
| Speaker Quality              | <b>Excellent</b> |
| Networking Opportunities     | <b>Excellent</b> |
| Loudermilk Conference Center | <b>Excellent</b> |
| Food & Beverage              | <b>Excellent</b> |
| Audio / Visual               | <b>Excellent</b> |
| GreenPearl Staff             | <b>Excellent</b> |
| Execution                    | <b>Excellent</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Excellent</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b> |
| Captial Stack Market Outlook                                                           | <b>Excellent</b> |
| Southeast Investment & Development Opportunities                                       | <b>Excellent</b> |
| Operations and Management                                                              | <b>Excellent</b> |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Excellent</b> |
| Southeast Developers Forecast                                                          | <b>Excellent</b> |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Excellent</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Property Operations Roundtable

**N/A - Did not attend**

Ground-Up Developers Roundtable

**N/A - Did not attend**

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Maybe have some panelists like an older vs younger one and see how they view the markets and what they have learn from their experience.

---

**Q13** How did you feel about the length of the conference?

**Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #10

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 6:13:13 PM  
**Last Modified:** Thursday, March 14, 2019 6:15:41 PM  
**Time Spent:** 00:02:28  
**First Name:** Jay  
**Last Name:** Lybik  
**Email:** Jay.Lybik@marcusmillichap.com  
**IP Address:** 70.158.100.181

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

To hear Hessem

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

---

**Q4** What was the most valuable aspect of this conference?

Hearing about which markets investors are interested in

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Need more seating

---

**Q6** Do you have any specific suggestions for improvement?

larger venue

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

---

**Q8** How did you hear about the conference?

**Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Very Good |
| Loudermilk Conference Center | Good      |
| Food & Beverage              | Excellent |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Very Good |
| Execution                    | Very Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | N/A - Did not attend |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent            |
| Captial Stack Market Outlook                                                           | Excellent            |
| Southeast Investment & Development Opportunities                                       | Excellent            |
| Operations and Management                                                              | Very Good            |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | Very Good            |
| Southeast Developers Forecast                                                          | Very Good            |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | N/A - Did not attend |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? No, thanks.

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

#11

INCOMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, March 14, 2019 10:45:58 PM  
**Last Modified:** Thursday, March 14, 2019 10:58:12 PM  
**Time Spent:** 00:12:13  
**First Name:** Lawrie  
**Last Name:** Lubin  
**Email:** llubin@metrontario.com  
**IP Address:** 71.203.93.23

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

I needed to learn about the multifamily market in GA and the Carolinas. 5

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

I will improve our internal metrics to better understand our existing business.

---

**Q4** What was the most valuable aspect of this conference?

Understanding the marketplace.

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

None

---

**Q6** Do you have any specific suggestions for improvement?

No

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central Texas** ,  
**(Austin)**  
**Central & West Florida (Tampa),**  
**Dallas-Fort Worth,**  
**Houston**

---

**Q8** How did you hear about the conference?

Email from GreenPearl,

Email from Marcus & Millichap ,

Other (please specify):

Previous conference

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |                                                |
|------------------------------|------------------------------------------------|
| Subject Matter / Topics      | <b>Very Good</b>                               |
| Attendee Quality             | <b>Good</b>                                    |
| Speaker Quality              | <b>Excellent</b>                               |
| Networking Opportunities     | <b>Fair</b>                                    |
| Loudermilk Conference Center | <b>Good</b>                                    |
| Food & Beverage              | <b>Excellent</b>                               |
| Audio / Visual               | <b>Good</b>                                    |
| GreenPearl Staff             | <b>Excellent</b>                               |
| Execution                    | <b>Excellent</b>                               |
| Comments: :                  | Kosher lunch option was very much appreciated. |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Excellent</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b> |
| Capitol Stack Market Outlook                                                           | <b>Fair</b>      |
| Southeast Investment & Development Opportunities                                       | <b>Excellent</b> |
| Operations and Management                                                              | <b>Excellent</b> |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Very Good</b> |
| Southeast Developers Forecast                                                          | <b>Excellent</b> |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Excellent</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

No

---

**Q13** How did you feel about the length of the conference?

**Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---



# #12

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, March 15, 2019 8:35:09 AM  
**Last Modified:** Friday, March 15, 2019 8:42:43 AM  
**Time Spent:** 00:07:33  
**First Name:** Margie  
**Last Name:** Devieu  
**Email:** marjorie.devieu@aig.com  
**IP Address:** 167.230.96.11

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

To be kept informed of the current market conditions

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

I will take a closer look at what specific events the properties are doing to generate a community feeling.

---

**Q4** What was the most valuable aspect of this conference?

Roundtable was interesting.

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

The General Session room was freezing which may it hard to concentrate.

---

**Q6** Do you have any specific suggestions for improvement?

Be sure to keep the temperature a little warmer in the General Session room.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Mid-Atlantic (Washington, D.C.)**

---

**Q8** How did you hear about the conference?

**Email from Marcus & Millichap**

---

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Excellent</b> |
| Attendee Quality             | <b>Excellent</b> |
| Speaker Quality              | <b>Excellent</b> |
| Networking Opportunities     | <b>Excellent</b> |
| Loudermilk Conference Center | <b>Very Good</b> |
| Food & Beverage              | <b>Excellent</b> |
| Audio / Visual               | <b>Excellent</b> |
| GreenPearl Staff             | <b>Excellent</b> |
| Execution                    | <b>Excellent</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                             |
|----------------------------------------------------------------------------------------|-----------------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Excellent</b>            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b>            |
| Captial Stack Market Outlook                                                           | <b>Excellent</b>            |
| Southeast Investment & Development Opportunities                                       | <b>Excellent</b>            |
| Operations and Management                                                              | <b>N/A - Did not attend</b> |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Excellent</b>            |
| Southeast Developers Forecast                                                          | <b>Excellent</b>            |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Excellent</b>            |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                |                  |
|--------------------------------|------------------|
| Property Operations Roundtable | <b>Excellent</b> |
|--------------------------------|------------------|

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

No

|                                                                 |                   |
|-----------------------------------------------------------------|-------------------|
| <b>Q13</b> How did you feel about the length of the conference? | <b>Just right</b> |
|-----------------------------------------------------------------|-------------------|

|                                                                                                       |                    |
|-------------------------------------------------------------------------------------------------------|--------------------|
| <b>Q14</b> Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? | <b>No, thanks.</b> |
|-------------------------------------------------------------------------------------------------------|--------------------|

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #13

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, March 15, 2019 11:33:22 AM  
**Last Modified:** Friday, March 15, 2019 11:44:07 AM  
**Time Spent:** 00:10:45  
**First Name:** John  
**Last Name:** Daly  
**Email:** john.daly@marcusmillichap.com  
**IP Address:** 24.199.202.246

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

networking and presentations

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

made some good contacts for potential property sales

---

**Q4** What was the most valuable aspect of this conference?

networking

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

n/a

---

**Q6** Do you have any specific suggestions for improvement?

some breakout sessions were restricted. Was this previously communicated?

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Mid-Atlantic (Washington, D.C.)**

---

**Q8** How did you hear about the conference?

**Email from Marcus & Millichap**

---

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Very Good |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Very Good |
| Food & Beverage              | Very Good |
| Audio / Visual               | Very Good |
| GreenPearl Staff             | Very Good |
| Execution                    | Very Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | Excellent            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent            |
| Captial Stack Market Outlook                                                           | Very Good            |
| Southeast Investment & Development Opportunities                                       | Very Good            |
| Operations and Management                                                              | Very Good            |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | Very Good            |
| Southeast Developers Forecast                                                          | Good                 |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | N/A - Did not attend |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? No, thanks.

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**9 (Promoter)**

---

# #14

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Friday, March 15, 2019 11:50:11 AM  
**Last Modified:** Friday, March 15, 2019 11:52:56 AM  
**Time Spent:** 00:02:45  
**First Name:** Joe  
**Last Name:** Wilber  
**Email:** jwilber@gables.com  
**IP Address:** 75.144.43.100

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

networking

---

**Q2** How well did the conference meet your expectations? Respondent skipped this question

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? Respondent skipped this question

---

**Q4** What was the most valuable aspect of this conference?

John Sebree presentation was excellent

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they? Respondent skipped this question

---

**Q6** Do you have any specific suggestions for improvement? Respondent skipped this question

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? Respondent skipped this question

---

**Q8** How did you hear about the conference? Email from Marcus & Millichap

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Very Good |
| Attendee Quality             | Very Good |
| Speaker Quality              | Very Good |
| Networking Opportunities     | Very Good |
| Loudermilk Conference Center | Good      |
| Food & Beverage              | Very Good |
| Audio / Visual               | Very Good |
| GreenPearl Staff             | Very Good |
| Execution                    | Very Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | Very Good            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Very Good            |
| Captial Stack Market Outlook                                                           | Very Good            |
| Southeast Investment & Development Opportunities                                       | Good                 |
| Operations and Management                                                              | Good                 |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | N/A - Did not attend |
| Southeast Developers Forecast                                                          | N/A - Did not attend |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | N/A - Did not attend |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? No, thanks.



**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

#15

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Saturday, March 16, 2019 11:30:50 AM  
**Last Modified:** Saturday, March 16, 2019 11:34:00 AM  
**Time Spent:** 00:03:10  
**First Name:** Will  
**Last Name:** Harvey  
**Email:** will@harvey-capital.com  
**IP Address:** 71.171.93.50

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

learn more and network

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

I don't think there was 1 thing, but I just got a ton of information from the panels, specifically from the value-add players

---

**Q4** What was the most valuable aspect of this conference?

the panel discussions

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

no

---

**Q6** Do you have any specific suggestions for improvement?

no

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Mid-Atlantic (Washington, D.C.)**

---

**Q8** How did you hear about the conference? **Referral / Word of Mouth**

---

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Excellent |
| Food & Beverage              | Excellent |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |           |
|----------------------------------------------------------------------------------------|-----------|
| Regional vs National Multifamily Market Outlook                                        | Excellent |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent |
| Captial Stack Market Outlook                                                           | Excellent |
| Southeast Investment & Development Opportunities                                       | Excellent |
| Operations and Management                                                              | Excellent |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | Excellent |
| Southeast Developers Forecast                                                          | Excellent |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | Excellent |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? No, thanks.

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #16

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, March 18, 2019 12:01:47 PM  
**Last Modified:** Monday, March 18, 2019 12:04:44 PM  
**Time Spent:** 00:02:56  
**First Name:** Loretta  
**Last Name:** Easton  
**Email:** lojeaston@yahoo.com  
**IP Address:** 108.88.185.246

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Industry updates and trends.

---

**Q2** How well did the conference meet your expectations? **Very Well,**

Comments:

A little to much break time.

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

More comfort that market is stable.

---

**Q4** What was the most valuable aspect of this conference?

Hearing from solid industry leaders.

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Too much break time, Would rather have more time with the speakers.

---

**Q6** Do you have any specific suggestions for improvement?

Less break time. More time for the speakers.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Respondent skipped this question

---

**Q8** How did you hear about the conference?

Email from Marcus & Millichap

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Excellent</b> |
| Attendee Quality             | <b>Excellent</b> |
| Speaker Quality              | <b>Excellent</b> |
| Networking Opportunities     | <b>Good</b>      |
| Loudermilk Conference Center | <b>Very Good</b> |
| Food & Beverage              | <b>Excellent</b> |
| Audio / Visual               | <b>Excellent</b> |
| GreenPearl Staff             | <b>Excellent</b> |
| Execution                    | <b>Excellent</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                             |
|----------------------------------------------------------------------------------------|-----------------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Very Good</b>            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b>            |
| Capital Stack Market Outlook                                                           | <b>Very Good</b>            |
| Southeast Investment & Development Opportunities                                       | <b>Excellent</b>            |
| Operations and Management                                                              | <b>Very Good</b>            |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Very Good</b>            |
| Southeast Developers Forecast                                                          | <b>Excellent</b>            |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>N/A - Did not attend</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended. **Respondent skipped this question**

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

**Q13** How did you feel about the length of the conference? **Too long**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**9 (Promoter)**

---

#17

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, March 18, 2019 3:02:04 PM  
**Last Modified:** Monday, March 18, 2019 3:08:04 PM  
**Time Spent:** 00:05:59  
**First Name:** Milton  
**Last Name:** Chrissovergis  
**Email:** miltonc@liveoakcontracting.com  
**IP Address:** 12.217.59.138

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Meeting developers and learning more about the State of the Industry.

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Still a solid market.

---

**Q4** What was the most valuable aspect of this conference?

Respondent skipped this question

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Wish there was more developer attendees.

---

**Q6** Do you have any specific suggestions for improvement?

Would be nice to have a list of attendees before hand.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Central & West Florida (Tampa)

---

**Q8** How did you hear about the conference?

Other (please specify):  
Attend the event last year.

---



**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Very Good |
| Attendee Quality             | Good      |
| Speaker Quality              | Very Good |
| Networking Opportunities     | Good      |
| Loudermilk Conference Center | Very Good |
| Food & Beverage              | Very Good |
| Audio / Visual               | Very Good |
| GreenPearl Staff             | Very Good |
| Execution                    | Good      |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |           |
|----------------------------------------------------------------------------------------|-----------|
| Regional vs National Multifamily Market Outlook                                        | Very Good |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Very Good |
| Captial Stack Market Outlook                                                           | Very Good |
| Southeast Investment & Development Opportunities                                       | Very Good |
| Operations and Management                                                              | Good      |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | Good      |
| Southeast Developers Forecast                                                          | Very Good |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | Very Good |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? No, thanks.

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**7 (Passive)**

---

#18

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 11:32:19 AM  
**Last Modified:** Tuesday, March 19, 2019 11:34:08 AM  
**Time Spent:** 00:01:48  
**First Name:** Andi  
**Last Name:** Alaniz  
**Email:** aalaniz@windsorcommunities.com  
**IP Address:** 162.192.105.236

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

State of the industry update, hear from speakers

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Branding of new buildings

---

**Q4** What was the most valuable aspect of this conference?

Industry statistics

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Respondent skipped this question

---

**Q6** Do you have any specific suggestions for improvement?

Respondent skipped this question

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central Texas** ,  
**(Austin)**  
**Dallas-Fort Worth**

---

**Q8** How did you hear about the conference?

**Email from Marcus & Millichap**

---

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Excellent</b> |
| Attendee Quality             | <b>Excellent</b> |
| Speaker Quality              | <b>Excellent</b> |
| Networking Opportunities     | <b>Excellent</b> |
| Loudermilk Conference Center | <b>Excellent</b> |
| Food & Beverage              | <b>Excellent</b> |
| Audio / Visual               | <b>Excellent</b> |
| GreenPearl Staff             | <b>Excellent</b> |
| Execution                    | <b>Excellent</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Excellent</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b> |
| Captial Stack Market Outlook                                                           | <b>Very Good</b> |
| Southeast Investment & Development Opportunities                                       | <b>Very Good</b> |
| Operations and Management                                                              | <b>Excellent</b> |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Very Good</b> |
| Southeast Developers Forecast                                                          | <b>Very Good</b> |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Excellent</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

**Q13** How did you feel about the length of the conference? **Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

# #19

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 11:34:00 AM  
**Last Modified:** Tuesday, March 19, 2019 11:36:58 AM  
**Time Spent:** 00:02:58  
**Email:** gunderson@bristoldevelopment.com  
**IP Address:** 70.88.42.57

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Guest panel

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Slowing of economy likely but not bad

---

**Q4** What was the most valuable aspect of this conference?

Hassam speaking and networking

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

N/A

---

**Q6** Do you have any specific suggestions for improvement?

Respondent skipped this question

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Respondent skipped this question

---

**Q8** How did you hear about the conference?

Email from GreenPearl

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Very Good |
| Food & Beverage              | Excellent |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | N/A - Did not attend |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent            |
| Capitol Stack Market Outlook                                                           | N/A - Did not attend |
| Southeast Investment & Development Opportunities                                       | Excellent            |
| Operations and Management                                                              | Excellent            |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | Excellent            |
| Southeast Developers Forecast                                                          | Excellent            |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | Excellent            |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | Excellent            |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---



#20

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 11:36:14 AM  
**Last Modified:** Tuesday, March 19, 2019 11:42:03 AM  
**Time Spent:** 00:05:48  
**First Name:** Jimmy  
**Last Name:** Glover  
**Email:** James@circlerentals.com  
**IP Address:** 162.232.102.152

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Information on market

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

I'm a Class B-C owner/operator, and it looked like there were several attendees in the same boat. Most of the panels were focused on Class A+ spaces and it wasn't entirely relevant.

---

**Q4** What was the most valuable aspect of this conference?

The content was great

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Respondent skipped this question

---

**Q6** Do you have any specific suggestions for improvement?

Respondent skipped this question

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central Texas** ,  
**(Austin)**  
**South Florida (Miami),**  
**Central & West Florida (Tampa),**  
**Dallas-Fort Worth,**  
Other (please  
specify):  
Anywhere in the SEC footprint.

---

**Q8** How did you hear about the conference?

Email from Marcus & Millichap ,

Other (please specify):  
Preston Cooper

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |                                                           |
|------------------------------|-----------------------------------------------------------|
| Subject Matter / Topics      | <b>Excellent</b>                                          |
| Attendee Quality             | <b>Excellent</b>                                          |
| Speaker Quality              | <b>Excellent</b>                                          |
| Networking Opportunities     | <b>Excellent</b>                                          |
| Loudermilk Conference Center | <b>Very Good</b>                                          |
| Food & Beverage              | <b>Excellent</b>                                          |
| Audio / Visual               | <b>Excellent</b>                                          |
| GreenPearl Staff             | <b>Excellent</b>                                          |
| Execution                    | <b>Very Good</b>                                          |
| Comments: :                  | Best food I've ever had at a conference or catered event. |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                                                                                                                                                                             |
|----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>N/A - Did not attend</b>                                                                                                                                                 |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b>                                                                                                                                                            |
| Capital Stack Market Outlook                                                           | <b>Excellent</b>                                                                                                                                                            |
| Southeast Investment & Development Opportunities                                       | <b>Excellent</b>                                                                                                                                                            |
| Operations and Management                                                              | <b>Excellent</b>                                                                                                                                                            |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Fair</b>                                                                                                                                                                 |
| Southeast Developers Forecast                                                          | <b>Excellent</b>                                                                                                                                                            |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Very Good</b>                                                                                                                                                            |
| Comments::                                                                             | I had high expectations on the opportunity zones speaker, he covered good material but I feel he barely scraped the surface on it due to time constraints and a slow start. |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Property Operations Roundtable

**N/A - Did not attend**

Ground-Up Developers Roundtable

**N/A - Did not attend**

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Class B-C operators?

---

**Q13** How did you feel about the length of the conference?

**Just right**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

#21

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 11:39:18 AM  
**Last Modified:** Tuesday, March 19, 2019 11:45:15 AM  
**Time Spent:** 00:05:57  
**Email:** richard.munger@naproperties.com  
**IP Address:** 107.77.233.97

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Part of the developers round table

---

**Q2** How well did the conference meet your expectations? **Not Very Well,**

Comments:

I was surprised that the roundtable was closed for others to attend and I know for a fact that many left the conference because of this; not a well-thought-out idea whatsoever.

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

See above and less time spent at the podium with sponsors trying to sell their business

---

**Q4** What was the most valuable aspect of this conference?

Mediocre at best

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

See above

---

**Q6** Do you have any specific suggestions for improvement?

See above

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Respondent skipped this question

---

**Q8** How did you hear about the conference?

Email from Marcus & Millichap

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |      |
|------------------------------|------|
| Subject Matter / Topics      | Fair |
| Attendee Quality             | Good |
| Speaker Quality              | Good |
| Networking Opportunities     | Fair |
| Loudermilk Conference Center | Good |
| Food & Beverage              | Fair |
| Audio / Visual               | Good |
| GreenPearl Staff             | Good |
| Execution                    | Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                         |           |
|-----------------------------------------------------------------------------------------|-----------|
| Regional vs National Multifamily Market Outlook                                         | Good      |
| Morning Keynote: Hessam Nadjji, President & Chief Executive Officer, Marcus & Millichap | Good      |
| Capital Stack Market Outlook                                                            | Good      |
| Southeast Investment & Development Opportunities                                        | Good      |
| Operations and Management                                                               | Good      |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                             | Good      |
| Southeast Developers Forecast                                                           | Good      |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties               | Very Good |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | Fair                 |
| Comments::                      | See above            |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference?

**Too  
long**

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**1 (Detractor)**

---

#22

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 11:51:13 AM  
**Last Modified:** Tuesday, March 19, 2019 11:55:49 AM  
**Time Spent:** 00:04:35  
**First Name:** Clayton  
**Last Name:** Edwards  
**Email:** clayton@kencoapartments.com  
**IP Address:** 99.203.4.114

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Sell my apartments

---

**Q4** What was the most valuable aspect of this conference?

Networking contacts

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Operations/property management panel was weak with only class A content

---

**Q6** Do you have any specific suggestions for improvement?

Reduce price, we almost didn't come

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

---

**Q8** How did you hear about the conference?

**Email from Marcus &  
Millichap**

---

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Excellent</b> |
| Attendee Quality             | <b>Very Good</b> |
| Speaker Quality              | <b>Excellent</b> |
| Networking Opportunities     | <b>Excellent</b> |
| Loudermilk Conference Center | <b>Very Good</b> |
| Food & Beverage              | <b>Good</b>      |
| Audio / Visual               | <b>Good</b>      |
| GreenPearl Staff             | <b>Good</b>      |
| Execution                    | <b>Very Good</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                             |
|----------------------------------------------------------------------------------------|-----------------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Excellent</b>            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b>            |
| Captial Stack Market Outlook                                                           | <b>Very Good</b>            |
| Southeast Investment & Development Opportunities                                       | <b>Very Good</b>            |
| Operations and Management                                                              | <b>Fair</b>                 |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Very Good</b>            |
| Southeast Developers Forecast                                                          | <b>N/A - Did not attend</b> |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>N/A - Did not attend</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Norm Raddow or S.DeFrancis

|                                                                 |                 |
|-----------------------------------------------------------------|-----------------|
| <b>Q13</b> How did you feel about the length of the conference? | <b>Too long</b> |
|-----------------------------------------------------------------|-----------------|



**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

#23

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 12:05:38 PM  
**Last Modified:** Tuesday, March 19, 2019 12:15:00 PM  
**Time Spent:** 00:09:22  
**First Name:** Hans  
**Last Name:** Gant  
**Email:** hgant@batson-cook.com  
**IP Address:** 50.202.49.34

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking

---

**Q2** How well did the conference meet your expectations? **Somewhat,**

Comments:

I would be helpful if you all had a way of sharing the attendee list prior to the meetings and facilitate through technology the ability for attendees to reach out to each other to schedule mtgs. Also in regard to the by invite sessions only, it would be valuable to have ability to attend these as observer.

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

look at more suburban opportunities.

---

**Q4** What was the most valuable aspect of this conference?

networking

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

see note above.

---

**Q6** Do you have any specific suggestions for improvement?

see note above

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

---

**Q8** How did you hear about the conference?

Email from Marcus & Millichap

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Very Good |
| Attendee Quality             | Good      |
| Speaker Quality              | Good      |
| Networking Opportunities     | Fair      |
| Loudermilk Conference Center | Good      |
| Food & Beverage              | Very Good |
| Audio / Visual               | Good      |
| GreenPearl Staff             | Good      |
| Execution                    | Good      |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |           |
|----------------------------------------------------------------------------------------|-----------|
| Regional vs National Multifamily Market Outlook                                        | Very Good |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Very Good |
| Capitall Stack Market Outlook                                                          | Good      |
| Southeast Investment & Development Opportunities                                       | Fair      |
| Operations and Management                                                              | Fair      |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | Good      |
| Southeast Developers Forecast                                                          | Very Good |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | Excellent |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                                                                                       |
|---------------------------------|---------------------------------------------------------------------------------------|
| Property Operations Roundtable  | N/A - Did not attend                                                                  |
| Ground-Up Developers Roundtable | N/A - Did not attend                                                                  |
| Comments::                      | would have liked the option to be an observer of the Ground Up Developers Round Table |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Respondent skipped this question

**Q13** How did you feel about the length of the conference?

Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

Respondent skipped this question

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

7 (Passive)

#24

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 12:19:27 PM  
**Last Modified:** Tuesday, March 19, 2019 12:30:56 PM  
**Time Spent:** 00:11:28  
**First Name:** Walter  
**Last Name:** Slaton  
**Email:** walter.slaton@marcusmillichap.com  
**IP Address:** 208.87.237.201

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

To network and meet new clients

---

**Q2** How well did the conference meet your expectations? **Extremely Well,**

Comments:

Well organized, great format and panel discussions

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Emphasizes the value of investing in Opportunity Zones

---

**Q4** What was the most valuable aspect of this conference?

Panel discussions with industry experts

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Wi-Fi connection was weak

---

**Q6** Do you have any specific suggestions for improvement?

I would like for these to be held more than once a year as some clients are unable to attend due to scheduling conflicts

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Central Texas ,  
(Austin)  
  
Midwest ,  
(Chicago)  
  
New York,  
  
Northeast ,  
(Boston)  
  
Northern California (San ,  
Francisco)  
  
Southern California (Los ,  
Angeles)  
  
South Florida (Miami),  
  
Central & West Florida (Tampa),  
  
Dallas-Fort Worth,  
  
Houston,  
  
Mid-Atlantic (Washington, D.C.),  
  
Pacific  
Northwest (Seattle)

**Q8** How did you hear about the conference?

Other (please  
specify):  
I'm a broker with Marcus & Millichap

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Excellent |
| Food & Beverage              | Excellent |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Excellent</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b> |
| Capital Stack Market Outlook                                                           | <b>Excellent</b> |
| Southeast Investment & Development Opportunities                                       | <b>Excellent</b> |
| Operations and Management                                                              | <b>Excellent</b> |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Excellent</b> |
| Southeast Developers Forecast                                                          | <b>Excellent</b> |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Excellent</b> |

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

n/a

---

|                                                                 |                   |
|-----------------------------------------------------------------|-------------------|
| <b>Q13</b> How did you feel about the length of the conference? | <b>Just right</b> |
|-----------------------------------------------------------------|-------------------|

---

|                                                                                                       |                    |
|-------------------------------------------------------------------------------------------------------|--------------------|
| <b>Q14</b> Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? | <b>No, thanks.</b> |
|-------------------------------------------------------------------------------------------------------|--------------------|

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

#25

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 12:38:05 PM  
**Last Modified:** Tuesday, March 19, 2019 12:44:59 PM  
**Time Spent:** 00:06:54  
**First Name:** Chris  
**Last Name:** Yeagle  
**Email:** chris@eastgatemultifamily.com  
**IP Address:** 174.194.1.170

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Meeting clients & getting market info.

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Register earlier.

---

**Q4** What was the most valuable aspect of this conference?

Hasseim speaking was great. It showed a strong commitment to the event.

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

I really wanted to get into the developers round table but I didn't see any where that I could register early to select that option.

---

**Q6** Do you have any specific suggestions for improvement?

Maybe for breakfast some more of finger foods or breakfast bars or something simple to pick up.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

---

**Q8** How did you hear about the conference?

**Referral / Word of Mouth**

---



**Q9** How would you rate the following aspects of this conference?

|                              |                         |
|------------------------------|-------------------------|
| Subject Matter / Topics      | Excellent               |
| Attendee Quality             | Good                    |
| Speaker Quality              | Very Good               |
| Networking Opportunities     | Very Good               |
| Loudermilk Conference Center | Excellent               |
| Food & Beverage              | Very Good               |
| Audio / Visual               | Excellent               |
| GreenPearl Staff             | Excellent               |
| Execution                    | Excellent               |
| Comments: :                  | Very impressed overall. |

---

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | Excellent            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent            |
| Capitol Stack Market Outlook                                                           | Excellent            |
| Southeast Investment & Development Opportunities                                       | Very Good            |
| Operations and Management                                                              | N/A - Did not attend |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | N/A - Did not attend |
| Southeast Developers Forecast                                                          | N/A - Did not attend |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | N/A - Did not attend |

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|            |                                                                                           |
|------------|-------------------------------------------------------------------------------------------|
| Comments:: | I really would've liked to have figured out how to get into these developers round table. |
|------------|-------------------------------------------------------------------------------------------|

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

I always think adding in an economist is really good.

---

|                                                                 |            |
|-----------------------------------------------------------------|------------|
| <b>Q13</b> How did you feel about the length of the conference? | Just right |
|-----------------------------------------------------------------|------------|

---

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

#26

**COMPLETE**

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 12:47:30 PM  
**Last Modified:** Tuesday, March 19, 2019 12:48:29 PM  
**Time Spent:** 00:00:59  
**First Name:** Kevin  
**Last Name:** Walsh  
**Email:** kwalsh@walkerdunlop.com  
**IP Address:** 38.101.184.66

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

see people

**Q2** How well did the conference meet your expectations? **Very Well,**  
 Comments:  
 Great food and great  
 information

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

---

**Q4** What was the most valuable aspect of this conference? **Respondent skipped this question**

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they? **Respondent skipped this question**

---

**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Central & West Florida (Tampa)**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

Respondent skipped this question

**Q10** How would you rate the following sessions of this conference?

Respondent skipped this question

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

Respondent skipped this question

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Respondent skipped this question

**Q13** How did you feel about the length of the conference?

Respondent skipped this question

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

Respondent skipped this question

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

#27

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 1:06:25 PM  
**Last Modified:** Tuesday, March 19, 2019 1:09:20 PM  
**Time Spent:** 00:02:54  
**Email:** cjones@amli.com  
**IP Address:** 38.106.141.254

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

I was a speaker

---

**Q2** How well did the conference meet your expectations? **Very Well,**  
Comments:  
Well-attended, felt high end, good venue

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

timing sessions better-- the session before us ran long and then we were rushed

---

**Q4** What was the most valuable aspect of this conference?

networking

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they? **Respondent skipped this question**

---

**Q6** Do you have any specific suggestions for improvement?

Having more preparation for speakers. One week before the event is not enough time to plan.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **South Florida (Miami)**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Very Good |
| Attendee Quality             | Very Good |
| Speaker Quality              | Very Good |
| Networking Opportunities     | Very Good |
| Loudermilk Conference Center | Very Good |
| Food & Beverage              | Very Good |
| Audio / Visual               | Very Good |
| GreenPearl Staff             | Very Good |
| Execution                    | Very Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | N/A - Did not attend |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | N/A - Did not attend |
| Capitol Stack Market Outlook                                                           | N/A - Did not attend |
| Southeast Investment & Development Opportunities                                       | N/A - Did not attend |
| Operations and Management                                                              | N/A - Did not attend |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | N/A - Did not attend |
| Southeast Developers Forecast                                                          | Very Good            |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | N/A - Did not attend |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? No, thanks.

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

#28

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 1:42:26 PM  
**Last Modified:** Tuesday, March 19, 2019 1:47:20 PM  
**Time Spent:** 00:04:53  
**First Name:** Ben  
**Last Name:** Colonomos  
**Email:** benco@pointoneholdings.com  
**IP Address:** 107.77.235.63

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking and learning

---

**Q2** How well did the conference meet your expectations? **Extremely Well,**

Comments:

Got great ideas on the operations round table and learned about a few trends in the capital markets.

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

There were several experiential best practices for residents shared by a few people in our round table.

---

**Q4** What was the most valuable aspect of this conference?

Great information shared

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Respondent skipped this question

---

**Q6** Do you have any specific suggestions for improvement?

No

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Central Texas ,  
(Austin)

Dallas-Fort Worth,

Mid-Atlantic (Washington, D.C.)

---



**Q8** How did you hear about the conference?

Email from GreenPearl

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Very Good |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Very Good |
| Loudermilk Conference Center | Good      |
| Food & Beverage              | Very Good |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                 |
|----------------------------------------------------------------------------------------|-----------------|
| Regional vs National Multifamily Market Outlook                                        | Very Good       |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent       |
| Captial Stack Market Outlook                                                           | Excellent       |
| Southeast Investment & Development Opportunities                                       | Very Good       |
| Comments::                                                                             | Left around 1pm |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                |           |
|--------------------------------|-----------|
| Property Operations Roundtable | Excellent |
|--------------------------------|-----------|

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Respondent skipped this question

**Q13** How did you feel about the length of the conference?

Too long

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact** ,  
**me.**

Please include your contact info if you would like us to contact you.:

Operations, state of the market from an owner/operator perspective

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

#29

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 2:00:31 PM  
**Last Modified:** Tuesday, March 19, 2019 3:47:09 PM  
**Time Spent:** 01:46:38  
**First Name:** Kayla  
**Last Name:** Willey  
**Email:** kayla@pendercapital.com  
**IP Address:** 76.184.186.201

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking with Marcus & Millichap brokers and other lenders

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

The relationships that I made

---

**Q4** What was the most valuable aspect of this conference?

Hearing Hessam Nadji

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

nope

---

**Q6** Do you have any specific suggestions for improvement?

Nope it was great

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Central Texas (Austin) ,  
Midwest (Chicago) ,  
New York,  
Northeast (Boston) ,  
Northern California (San Francisco) ,  
Southern California (Los Angeles) ,  
South Florida (Miami),  
Central & West Florida (Tampa),  
Dallas-Fort Worth,  
Houston,  
Mid-Atlantic (Washington, D.C.),  
Pacific  
Northwest (Seattle)

**Q8** How did you hear about the conference?

Referral / Word of Mouth ,  
Email from Marcus & Millichap

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Excellent |
| Food & Beverage              | Excellent |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Excellent</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b> |
| Capital Stack Market Outlook                                                           | <b>Excellent</b> |
| Southeast Investment & Development Opportunities                                       | <b>Excellent</b> |
| Operations and Management                                                              | <b>Good</b>      |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Very Good</b> |
| Southeast Developers Forecast                                                          | <b>Good</b>      |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Excellent</b> |

---

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

---

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

n/a

---

|                                                                 |                   |
|-----------------------------------------------------------------|-------------------|
| <b>Q13</b> How did you feel about the length of the conference? | <b>Just right</b> |
|-----------------------------------------------------------------|-------------------|

---

|                                                                                                       |                                |
|-------------------------------------------------------------------------------------------------------|--------------------------------|
| <b>Q14</b> Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? | <b>Yes, please contact me.</b> |
|-------------------------------------------------------------------------------------------------------|--------------------------------|

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

#30

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 7:00:13 PM  
**Last Modified:** Tuesday, March 19, 2019 7:22:25 PM  
**Time Spent:** 00:22:11  
**First Name:** Richard  
**Last Name:** Polk  
**Email:** Rich\_p@bellsouth.net  
**IP Address:** 67.190.215.152

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Make connections in the Construction Industry and, get new investment ideas.

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Will look into moving some of my retirement funds into a Apartment Rental investment REIT.

---

**Q4** What was the most valuable aspect of this conference?

Description of current trends.

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

I thought there was going to be a reception after conference with adult beverages.

---

**Q6** Do you have any specific suggestions for improvement?

Y'all did a great job. Can't think of anything. Maybe get some of the speakers to set up tables outside auditorium. Provide opportunity for one on one time with speakers.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**South Florida (Miami),  
Central & West Florida (Tampa)**

---

**Q8** How did you hear about the conference?

**Referral / Word of  
Mouth**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Very Good |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Very Good |
| Loudermilk Conference Center | Very Good |
| Food & Beverage              | Very Good |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Very Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |           |
|----------------------------------------------------------------------------------------|-----------|
| Regional vs National Multifamily Market Outlook                                        | Excellent |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent |
| Capital Stack Market Outlook                                                           | Very Good |
| Southeast Investment & Development Opportunities                                       | Very Good |
| Operations and Management                                                              | Very Good |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | Very Good |
| Southeast Developers Forecast                                                          | Very Good |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | Excellent |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Would like to hear a little more from Architect and Engineering side of things.

|                                                                 |            |
|-----------------------------------------------------------------|------------|
| <b>Q13</b> How did you feel about the length of the conference? | Just right |
|-----------------------------------------------------------------|------------|

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---



# #31

INCOMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 6:55:54 PM  
**Last Modified:** Tuesday, March 19, 2019 7:53:51 PM  
**Time Spent:** 00:57:57  
**Email:** jlb@chance-partners.com  
**IP Address:** 174.203.8.205

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Speaker

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Focus more on research

---

**Q4** What was the most valuable aspect of this conference?

Capital markets

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they? **Respondent skipped this question**

---

**Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question**

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Central & West Florida (Tampa)**

---

**Q8** How did you hear about the conference? **Email from GreenPearl**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Very Good |
| Attendee Quality             | Very Good |
| Speaker Quality              | Very Good |
| Networking Opportunities     | Very Good |
| Loudermilk Conference Center | Good      |
| Food & Beverage              | Good      |
| Audio / Visual               | Very Good |
| GreenPearl Staff             | Very Good |
| Execution                    | Very Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | Excellent            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Very Good            |
| Captial Stack Market Outlook                                                           | Very Good            |
| Southeast Investment & Development Opportunities                                       | Very Good            |
| Operations and Management                                                              | N/A - Did not attend |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | N/A - Did not attend |
| Southeast Developers Forecast                                                          | N/A - Did not attend |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | Good                 |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | Very Good            |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Respondent skipped this question

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? Respondent skipped this question

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Respondent skipped this question**

---

#32

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 10:32:10 PM  
**Last Modified:** Tuesday, March 19, 2019 10:35:48 PM  
**Time Spent:** 00:03:38  
**First Name:** Eric  
**Last Name:** Silverman  
**Email:** eric@easthamcapital.com  
**IP Address:** 76.108.78.213

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking

---

**Q2** How well did the conference meet your expectations? **Extremely Well,**

Comments:

I reconnected with many people and made some new contacts

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Patience

---

**Q4** What was the most valuable aspect of this conference?

Networking

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

None

---

**Q6** Do you have any specific suggestions for improvement?

None

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Midwest** ,  
**(Chicago)**

**South Florida (Miami),**

**Dallas-Fort Worth,**

**Houston**

---

**Q8** How did you hear about the conference?

Email from Marcus &  
Millichap

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Very Good |
| Food & Beverage              | Very Good |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | Excellent            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent            |
| Capitall Stack Market Outlook                                                          | Excellent            |
| Southeast Investment & Development Opportunities                                       | Excellent            |
| Operations and Management                                                              | N/A - Did not attend |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | N/A - Did not attend |
| Southeast Developers Forecast                                                          | N/A - Did not attend |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | Very Good            |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

Respondent skipped this question

**Q13** How did you feel about the length of the conference?

**Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**

Please include your contact info if you would like us to contact you.:

Happy to speak again...

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

#33

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Tuesday, March 19, 2019 11:09:43 PM  
**Last Modified:** Tuesday, March 19, 2019 11:14:16 PM  
**Time Spent:** 00:04:33  
**Email:** jaytclark@seccompanies.com  
**IP Address:** 108.232.153.13

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Hear current trends and network

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

How difficult it is to get new deals done

---

**Q4** What was the most valuable aspect of this conference?

Networking and various thoughts on market conditions

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

No

---

**Q6** Do you have any specific suggestions for improvement?

No

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Very Good |
| Attendee Quality             | Very Good |
| Speaker Quality              | Very Good |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Very Good |
| Food & Beverage              | Very Good |
| Audio / Visual               | Very Good |
| GreenPearl Staff             | Very Good |
| Execution                    | Very Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |           |
|----------------------------------------------------------------------------------------|-----------|
| Regional vs National Multifamily Market Outlook                                        | Very Good |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent |
| Captial Stack Market Outlook                                                           | Very Good |
| Southeast Investment & Development Opportunities                                       | Very Good |
| Operations and Management                                                              | Very Good |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | Very Good |
| Southeast Developers Forecast                                                          | Very Good |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | Very Good |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | Excellent            |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right



**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**9 (Promoter)**

---

#34

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Wednesday, March 20, 2019 8:29:56 AM  
**Last Modified:** Wednesday, March 20, 2019 8:36:23 AM  
**Time Spent:** 00:06:26  
**First Name:** Leo  
**Last Name:** Molette  
**Email:** lee.fsdevelopers@gmail.com  
**IP Address:** 107.77.194.191

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking & getting information on the industry.

---

**Q2** How well did the conference meet your expectations? **Extremely Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Atlanta is still a robust & viable market.

---

**Q4** What was the most valuable aspect of this conference?

The networking!

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they? **Respondent skipped this question**

---

**Q6** Do you have any specific suggestions for improvement?

There's an app called Mixtroz.com that would enhance networking & keep people from just talking to people they know.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **South Florida (Miami),  
Mid-Atlantic (Washington, D.C.)**

---

**Q8** How did you hear about the conference? **Email from Marcus & Millichap**

---

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Excellent</b> |
| Attendee Quality             | <b>Excellent</b> |
| Speaker Quality              | <b>Excellent</b> |
| Networking Opportunities     | <b>Good</b>      |
| Loudermilk Conference Center | <b>Very Good</b> |
| Food & Beverage              | <b>Very Good</b> |
| Audio / Visual               | <b>Very Good</b> |
| GreenPearl Staff             | <b>Excellent</b> |
| Execution                    | <b>Excellent</b> |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Very Good</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Excellent</b> |
| Captial Stack Market Outlook                                                           | <b>Very Good</b> |
| Southeast Investment & Development Opportunities                                       | <b>Very Good</b> |
| Operations and Management                                                              | <b>Very Good</b> |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Very Good</b> |
| Southeast Developers Forecast                                                          | <b>Very Good</b> |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Excellent</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

**Q13** How did you feel about the length of the conference? **Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

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#35

**COMPLETE**

**Collector:** Email Invitation 2 (Email)  
**Started:** Wednesday, March 20, 2019 10:52:49 AM  
**Last Modified:** Wednesday, March 20, 2019 10:55:30 AM  
**Time Spent:** 00:02:40  
**First Name:** Will  
**Last Name:** Lovell  
**Email:** will.lovell@stewart.com  
**IP Address:** 161.69.123.10

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

To learn more about the multifamily industry and the players therein

**Q2** How well did the conference meet your expectations? **Extremely Well****Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question****Q4** What was the most valuable aspect of this conference? **Respondent skipped this question****Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they? **Respondent skipped this question****Q6** Do you have any specific suggestions for improvement? **Respondent skipped this question****Q7** Which of the following geographies also interest you or your firm for multifamily forums? **Respondent skipped this question****Q8** How did you hear about the conference? **Referral / Word of Mouth**

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Excellent |
| Food & Beverage              | Excellent |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | Excellent            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Excellent            |
| Captial Stack Market Outlook                                                           | Excellent            |
| Southeast Investment & Development Opportunities                                       | N/A - Did not attend |
| Operations and Management                                                              | Excellent            |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | N/A - Did not attend |
| Southeast Developers Forecast                                                          | Excellent            |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | N/A - Did not attend |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended. Respondent skipped this question

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? No, thanks.

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---

#36

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Wednesday, March 20, 2019 10:52:10 AM  
**Last Modified:** Wednesday, March 20, 2019 11:02:44 AM  
**Time Spent:** 00:10:33  
**First Name:** Amy  
**Last Name:** Johnson  
**Email:** ajohnson@carlynco.com  
**IP Address:** 76.20.233.17

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking and Insights

---

**Q2** How well did the conference meet your expectations? **Very Well**

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**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

continue to be more aware of developers constraints and opportunities to be of service to the industry.

---

**Q4** What was the most valuable aspect of this conference?

Bringing everyone together. Creating a day of sharing ideas within the industry

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Breakfast was difficult to eat without adequate tables

---

**Q6** Do you have any specific suggestions for improvement?

No

---



**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

Central Texas ,  
(Austin)  
  
Midwest ,  
(Chicago)  
  
New York,  
  
Northeast ,  
(Boston)  
  
Central & West Florida (Tampa),  
  
Dallas-Fort Worth,  
  
Houston,  
  
Mid-Atlantic (Washington, D.C.)

**Q8** How did you hear about the conference?

Email from Marcus & Millichap ,  
  
Other (please specify):  
We are past sponsors

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Very Good |
| Attendee Quality             | Very Good |
| Speaker Quality              | Very Good |
| Networking Opportunities     | Very Good |
| Loudermilk Conference Center | Very Good |
| Food & Beverage              | Very Good |
| Audio / Visual               | Very Good |
| GreenPearl Staff             | Very Good |
| Execution                    | Very Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                             |
|----------------------------------------------------------------------------------------|-----------------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Very Good</b>            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Very Good</b>            |
| Capital Stack Market Outlook                                                           | <b>Very Good</b>            |
| Southeast Investment & Development Opportunities                                       | <b>Very Good</b>            |
| Operations and Management                                                              | <b>Very Good</b>            |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Fair</b>                 |
| Southeast Developers Forecast                                                          | <b>Very Good</b>            |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>N/A - Did not attend</b> |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event?

**Respondent skipped this question**

**Q13** How did you feel about the length of the conference?

**Too long**  
 Comments:  
 Maybe end around 2? Slightly less time so we can get back to office to check in

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**Yes, please contact me.**  
 Please include your contact info if you would like us to contact you.:  
 We are already in touch

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

#37

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Wednesday, March 20, 2019 12:00:02 PM  
**Last Modified:** Wednesday, March 20, 2019 12:03:09 PM  
**Time Spent:** 00:03:06  
**First Name:** Amy  
**Last Name:** Saunders  
**Email:** amy.saunders@titancapitalre.com  
**IP Address:** 73.215.23.64

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

networking and updates on the market

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

opportunity zone

---

**Q4** What was the most valuable aspect of this conference?

hearing others in the same market conditions navigating through

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Not that I can think of

---

**Q6** Do you have any specific suggestions for improvement?

none

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **New York**

---

**Q8** How did you hear about the conference? **Referral / Word of Mouth**

---

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Very Good |
| Attendee Quality             | Very Good |
| Speaker Quality              | Very Good |
| Networking Opportunities     | Very Good |
| Loudermilk Conference Center | Very Good |
| Food & Beverage              | Good      |
| Audio / Visual               | Very Good |
| GreenPearl Staff             | Very Good |
| Execution                    | Very Good |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                      |
|----------------------------------------------------------------------------------------|----------------------|
| Regional vs National Multifamily Market Outlook                                        | Excellent            |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | Very Good            |
| Southeast Investment & Development Opportunities                                       | Very Good            |
| Operations and Management                                                              | Good                 |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | Poor                 |
| Southeast Developers Forecast                                                          | Good                 |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | N/A - Did not attend |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Too long  
Comments:  
Just a tad too long

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

**No, thanks.**

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**8 (Passive)**

---

#38

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Wednesday, March 20, 2019 1:36:25 PM  
**Last Modified:** Wednesday, March 20, 2019 1:43:24 PM  
**Time Spent:** 00:06:59  
**First Name:** Mark  
**Last Name:** Jansen  
**Email:** Mark@constancyone.com  
**IP Address:** 76.17.23.24

---

Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Networking

---

**Q2** How well did the conference meet your expectations? **Very Well**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year?

Continue to build my relationships with brokers.

---

**Q4** What was the most valuable aspect of this conference?

Networking and Market Watch Info

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

No

---

**Q6** Do you have any specific suggestions for improvement?

Not at this time

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums?

**Central & West Florida (Tampa),  
Houston**

---

**Q8** How did you hear about the conference?

Other (please  
specify):  
Referred by M&M Broker

---

Page 2

**Q9** How would you rate the following aspects of this conference?

|                              |           |
|------------------------------|-----------|
| Subject Matter / Topics      | Excellent |
| Attendee Quality             | Excellent |
| Speaker Quality              | Excellent |
| Networking Opportunities     | Excellent |
| Loudermilk Conference Center | Excellent |
| Food & Beverage              | Excellent |
| Audio / Visual               | Excellent |
| GreenPearl Staff             | Excellent |
| Execution                    | Excellent |

**Q10** How would you rate the following sessions of this conference?

|                                                                                         |           |
|-----------------------------------------------------------------------------------------|-----------|
| Regional vs National Multifamily Market Outlook                                         | Excellent |
| Morning Keynote: Hessam Nadjji, President & Chief Executive Officer, Marcus & Millichap | Excellent |
| Capital Stack Market Outlook                                                            | Excellent |
| Operations and Management                                                               | Excellent |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties               | Very Good |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                      |
|---------------------------------|----------------------|
| Property Operations Roundtable  | N/A - Did not attend |
| Ground-Up Developers Roundtable | N/A - Did not attend |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? Respondent skipped this question

**Q13** How did you feel about the length of the conference? Just right

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?

Please include your contact info if you would like us to contact you.:

Not at this time, but one day  
yes.

---

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**Extremely likely - 10 (Promoter)**

---



#39

COMPLETE

**Collector:** Email Invitation 2 (Email)  
**Started:** Thursday, March 21, 2019 2:05:47 PM  
**Last Modified:** Thursday, March 21, 2019 2:17:55 PM  
**Time Spent:** 00:12:07  
**First Name:** Jason  
**Last Name:** Archer  
**Email:** jason.r.archer@metlife.com  
**IP Address:** 216.163.247.1

---

## Page 1: Event Overview

**Q1** What was your primary reason for attending this conference?

Learn, collect market updates and notes to provide to office.

---

**Q2** How well did the conference meet your expectations? **Somewhat**

---

**Q3** With regard to the content of the event, what is your #1 takeaway that you will implement in the next year? **Respondent skipped this question**

---

**Q4** What was the most valuable aspect of this conference?

Some of the speakers were very good and provided good feedback/insight into their current businesses.

---

**Q5** Were there any aspects of the event which did not meet your expectations? If so, what were they?

Way too much showboating Marcus & Millichap and their services. I thought we were paying for content and access to information, not to have a seat at the M&M show.

---

**Q6** Do you have any specific suggestions for improvement?

Send the presentation slides to attendees who requested them in a timely manner. I trust many attendees are reporting back and sharing information with their employer/coworkers after the event. It would be great to provide the back-up data.

---

**Q7** Which of the following geographies also interest you or your firm for multifamily forums? **South Florida (Miami),  
Central & West Florida (Tampa)**

---

**Q8** How did you hear about the conference? **Email from GreenPearl**

---

**Q9** How would you rate the following aspects of this conference?

|                              |                  |
|------------------------------|------------------|
| Subject Matter / Topics      | <b>Good</b>      |
| Attendee Quality             | <b>Fair</b>      |
| Speaker Quality              | <b>Very Good</b> |
| Networking Opportunities     | <b>Fair</b>      |
| Loudermilk Conference Center | <b>Fair</b>      |
| Food & Beverage              | <b>Fair</b>      |
| Audio / Visual               | <b>Fair</b>      |
| GreenPearl Staff             | <b>Good</b>      |
| Execution                    | <b>Good</b>      |

**Q10** How would you rate the following sessions of this conference?

|                                                                                        |                  |
|----------------------------------------------------------------------------------------|------------------|
| Regional vs National Multifamily Market Outlook                                        | <b>Very Good</b> |
| Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap | <b>Fair</b>      |
| Captial Stack Market Outlook                                                           | <b>Very Good</b> |
| Southeast Investment & Development Opportunities                                       | <b>Very Good</b> |
| Operations and Management                                                              | <b>Good</b>      |
| Opportunity Zones, Tax Incentives & Energy Credits Workshop                            | <b>Good</b>      |
| Southeast Developers Forecast                                                          | <b>Very Good</b> |
| Afternoon Keynote: Mark Toro, Managing Partner, North American Properties              | <b>Good</b>      |

**Q11** If you participated in a closed-door roundtable, please rate the roundtable that you attended.

|                                 |                             |
|---------------------------------|-----------------------------|
| Property Operations Roundtable  | <b>N/A - Did not attend</b> |
| Ground-Up Developers Roundtable | <b>N/A - Did not attend</b> |

Page 3

**Q12** Is there a speaker or topic that we did not include that you would like to see at a future event? **Respondent skipped this question**

**Q13** How did you feel about the length of the conference? **Just right**

**Q14** Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event? **No, thanks.**

**Q15** How likely is it that you would recommend this conference to a friend or colleague?

**3 (Detractor)**

---