

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Information & 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?

Keep building!

Q4 What was the most valuable aspect of this conference?

Meeting new people and receiving great information regarding the market

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,
Email from Marcus & Millichap

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

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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? 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

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**

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.

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?

Overlap of lunch networking with a speaker session.

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

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	Good
Speaker Quality	Excellent
Networking Opportunities	Very 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	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	Poor
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?

2 (Detractor)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Networking

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

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

Q4 What was the most valuable aspect of this conference?

Probably will not attend again

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.

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)**

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	Good
Attendee Quality	Fair
Speaker Quality	Good
Networking Opportunities	Fair
Loudermilk Conference Center	Fair
Food & Beverage	Good
Audio / Visual	Good
GreenPearl Staff	Good
Execution	Fair

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	Good
Captial Stack Market Outlook	Fair
Southeast Investment & Development Opportunities	Good
Operations and Management	Good
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Fair
Southeast Developers Forecast	Good
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	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?

3 (Detractor)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Invited by Ethan Armentrout

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?

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

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)
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	Excellent
Attendee Quality	Excellent
Speaker Quality	Excellent
Networking Opportunities	Excellent
Loudermilk Conference Center	Excellent
Food & Beverage	Excellent
Audio / Visual	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
Operations and Management	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?

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.

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

Extremely likely - 10 (Promoter)

#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

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Networking and information.

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?

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

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)

#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**

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

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	Very Good
Captial Stack Market Outlook	Excellent
Southeast Investment & Development Opportunities	Good
Operations and Management	Very Good
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Good
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.

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?

No

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

#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**

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**

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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

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

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)

#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

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?

the recession has not started yet

Q4 What was the most valuable aspect of this conference?

networking time

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

Page 2

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	Fair
Loudermilk Conference Center	Very Good
Food & Beverage	Very Good
Audio / Visual	Good
GreenPearl Staff	Poor
Execution	Good

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

Regional vs National Multifamily Market Outlook	Good
Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap	Very Good
Capitall Stack Market Outlook	Very Good
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	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	Poor
Ground-Up Developers Roundtable	Poor

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)

#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

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.

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	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?

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	Very Good
Attendee Quality	Good
Speaker Quality	Excellent
Networking Opportunities	Fair
Loudermilk Conference Center	Good
Food & Beverage	Excellent
Audio / Visual	Good
GreenPearl Staff	Excellent
Execution	Excellent
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	Excellent
Morning Keynote: Hessam Nadji, President & Chief Executive Officer, Marcus & Millichap	Excellent
Capitol Stack Market Outlook	Fair
Southeast Investment & Development Opportunities	Excellent
Operations and Management	Excellent
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Very Good
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?

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	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	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	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
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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?

No

Q13 How did you feel about the length of the conference?	Just right
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Q14 Do you or your firm have interest in speaking, sponsoring or exhibiting at a future event?	No, thanks.
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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

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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)
