

#1

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 3:32:30 PM
Last Modified: Tuesday, April 30, 2019 3:35:11 PM
Time Spent: 00:02:41
Email: todd.allgier@gmail.com
IP Address: 173.73.160.140

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Interested what's going on in the market and projections.

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?

Information

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? Other (please specify):
 Washington DC metro area.

Q8 How did you hear about the conference? **Email from Marcus & Millichap**,
 Other (please specify):
 Past attendance

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
Renaissance Arlington Capital View Hotel	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	Very Good
Capital Stack Market Outlook	Very Good
Mid-Atlantic Investment & Development Opportunities	Very Good
Operations and Management	Very Good
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Good
Mid-Atlantic Developers Forecast	Very Good
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	N/A - Did not attend

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

Operators Roundtable	N/A - Did not attend
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,**
Comments:
Your survey is way 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)

#2

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 3:39:49 PM
Last Modified: Tuesday, April 30, 2019 3:42:39 PM
Time Spent: 00:02:49
Email: boardwalkcapital01@gmail.com
IP Address: 107.77.202.237

Page 1: Event Overview

Q1 What was your primary reason for attending this conference? Respondent skipped this question

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? Respondent skipped this question

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

Everything presented was pretty low level and impromptu. For the cost of the seminar you'd think there would be more substance.

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? Respondent skipped this question

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	Good
Renaissance Arlington Capital View Hotel	Very Good
Food & Beverage	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	Good
Capital Stack Market Outlook	Good
Mid-Atlantic Investment & Development Opportunities	Good
Operations and Management	Fair
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Good
Mid-Atlantic Developers Forecast	Good
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Good

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?

4 (Detractor)

#3

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 3:53:51 PM
Last Modified: Tuesday, April 30, 2019 3:59:26 PM
Time Spent: 00:05:34
Email: khsmith@winmarcap.com
IP Address: 168.235.178.218

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Market updates and 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?

It's tough out there for everyone trying to buy assets today. Just need to be careful and smart about what you pursue.

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?

The opportunity zone/tax incentives conversation was at lunch and difficult to hear

Q6 Do you have any specific suggestions for improvement?

Could of been shorter and ended at lunch. Difficult to spend an entire day at a conference.

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

Southeast (Atlanta),
Northeast ,
(Boston)
South Florida (Miami),
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	Good
Attendee Quality	Good
Speaker Quality	Good
Networking Opportunities	Very Good
Renaissance Arlington Capital View Hotel	Good
Food & Beverage	Very Good
Audio / Visual	Very Good
GreenPearl Staff	Good
Execution	Very Good

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

Regional vs National Multifamily Market Outlook	Good
Capital Stack Market Outlook	Very Good
Mid-Atlantic Investment & Development Opportunities	Very Good
Operations and Management	Good
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Poor
Mid-Atlantic Developers Forecast	N/A - Did not attend
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	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?

More discussion on new forms of income such as co-living, hotel concepts, and corporate housing/furnished units

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?

7 (Passive)

#4

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 4:11:11 PM
Last Modified: Tuesday, April 30, 2019 4:13:46 PM
Time Spent: 00:02:35
Email: paul.ketterer@aew.com
IP Address: 174.205.13.137

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?

DC is a tough marker

Q4 What was the most valuable aspect of this conference?

Keynote speaker

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? **Northeast (Boston)** ,
Midwest (Chicago)

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	Good
Speaker Quality	Very Good
Networking Opportunities	Good
Renaissance Arlington Capital View Hotel	Excellent
Food & Beverage	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
Capital Stack Market Outlook	Very Good
Mid-Atlantic 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
Mid-Atlantic Developers Forecast	N/A - Did not attend
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	N/A - Did not attend

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

Operators Roundtable	N/A - Did not attend
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

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?

7 (Passive)

#5

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 4:15:56 PM
Last Modified: Tuesday, April 30, 2019 4:17:42 PM
Time Spent: 00:01:45
Email: asowers@keenermanagement.com
IP Address: 174.205.24.116

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Invited to speak at round table

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?

Employee retention tactics

Q4 What was the most valuable aspect of this conference?

Meeting ppl in my field

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?

Parking was expensive

Q7 Which of the following geographies also interest you or your firm for multifamily forums? Other (please specify):
DC

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
Renaissance Arlington Capital View Hotel	Very Good
Food & Beverage	Very Good
Audio / Visual	Very Good
GreenPearl Staff	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
Capital Stack Market Outlook	N/A - Did not attend
Mid-Atlantic Investment & Development Opportunities	N/A - Did not attend
Operations and Management	Very Good
Opportunity Zones, Tax Incentives & Energy Credits Workshop	N/A - Did not attend
Mid-Atlantic Developers Forecast	N/A - Did not attend
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	N/A - Did not attend

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

Operators Roundtable	Very Good
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)

#6

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 4:16:37 PM
Last Modified: Tuesday, April 30, 2019 4:19:46 PM
Time Spent: 00:03:09
Email: lorie.mcbrien@airbnb.com
IP Address: 174.205.2.225

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Networking, gain industry visibility and education

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

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? **Southeast (Atlanta),**
Northern California (San Francisco),
Southern California (Los Angeles),
South Florida (Miami),
Dallas-Fort Worth,
Pacific
Northwest (Seattle)

Q8 How did you hear about the conference?

Other (please
specify):
John Ward

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
Renaissance Arlington Capital View Hotel	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
Capital Stack Market Outlook	Excellent
Mid-Atlantic Investment & Development Opportunities	Excellent
Operations and Management	Excellent
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Excellent
Mid-Atlantic Developers Forecast	Excellent
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Excellent

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

Operators Roundtable	Excellent
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?

Extremely likely - 10 (Promoter)

#7

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 4:23:07 PM
Last Modified: Tuesday, April 30, 2019 4:29:33 PM
Time Spent: 00:06:25
First Name: Frank
Last Name: Chambers
Email: frank@jocelyngroup.com
IP Address: 23.24.111.245

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Market Information

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?

DC MARKET IN THE NEXT 36 MONTHS. AMAZON EFFECT ON THE AREA

Q4 What was the most valuable aspect of this conference?

It was all good

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

THE KEYNOTE SPEAKER

Q6 Do you have any specific suggestions for improvement?

NOPE

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

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
Renaissance Arlington Capital View Hotel	Excellent
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
Capital Stack Market Outlook	Excellent
Mid-Atlantic Investment & Development Opportunities	Excellent
Operations and Management	Excellent
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Excellent
Mid-Atlantic Developers Forecast	Excellent
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	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

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)

#8

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 4:34:19 PM
Last Modified: Tuesday, April 30, 2019 4:38:17 PM
Time Spent: 00:03:57
Email: aaron@theguarantors.com
IP Address: 107.77.204.6

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Meet prospects

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

Comments:

Participating in the round table was great but not all the participants showed up

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

Have more team members here to work the room

Q4 What was the most valuable aspect of this conference?

Meeting clients

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?

More attendees in the roundtable

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

New York,
Northeast ,
(Boston)
Northern California (San ,
Francisco)
Southern California (Los ,
Angeles)
South Florida (Miami),
Midwest ,
(Chicago)
Pacific
Northwest (Seattle)

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	Excellent
Attendee Quality	Very Good
Speaker Quality	Excellent
Networking Opportunities	Very Good
Renaissance Arlington Capital View Hotel	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
Capital Stack Market Outlook	Excellent
Mid-Atlantic Investment & Development Opportunities	Excellent
Operations and Management	Excellent
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Excellent
Mid-Atlantic Developers Forecast	Excellent
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Excellent

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

Operators Roundtable

Excellent

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?

Insurtech

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)

#9

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 4:54:41 PM
Last Modified: Tuesday, April 30, 2019 5:02:18 PM
Time Spent: 00:07:37
Email: lmurrer@mataninc.com
IP Address: 99.203.16.174

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

To keep up with trends in the market.

Q2 How well did the conference meet your expectations? **Very Well,**
Comments:
Good speakers

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

We'll be evaluating technology and seeing what we can do to improve resident experience.

Q4 What was the most valuable aspect of this conference?

The variety of speakers on each panel.

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

The location was a bit challenging.

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	Good
Renaissance Arlington Capital View Hotel	Good
Food & Beverage	Poor
Audio / Visual	Very Good
GreenPearl Staff	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
Capital Stack Market Outlook	Very Good
Mid-Atlantic Investment & Development Opportunities	Very Good
Operations and Management	Good
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Good
Mid-Atlantic Developers Forecast	Very Good
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	N/A - Did not attend

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

Operators Roundtable	N/A - Did not attend
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)

#10

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 5:06:46 PM
Last Modified: Tuesday, April 30, 2019 5:17:30 PM
Time Spent: 00:10:44
Email: dsharpe@kcct.com
IP Address: 206.205.88.36

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

To gain information on the multi-family market in this region.

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?

The types of amenities that the tenants are seeking in the design of their apartment buildings.

Q4 What was the most valuable aspect of this conference?

The presentations / panel discussions on the topics of the day.

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

It was all very well done, with only a couple of time slips

Q6 Do you have any specific suggestions for improvement?

Planning in just a little more time between speakers / discussions to allow for bio breaks.

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

Other (please specify):
Mid-Atlantic

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	Very Good
Attendee Quality	Very Good
Speaker Quality	Excellent
Networking Opportunities	Good
Renaissance Arlington Capital View Hotel	Very Good
Food & Beverage	Excellent
Audio / Visual	Very Good
GreenPearl Staff	Excellent
Execution	Very Good

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

Regional vs National Multifamily Market Outlook	Excellent
Capital Stack Market Outlook	Very Good
Mid-Atlantic Investment & Development Opportunities	Very Good
Operations and Management	Excellent
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Very Good
Mid-Atlantic Developers Forecast	Very Good
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Very Good

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?

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?

8 (Passive)

#11

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 6:41:16 PM
Last Modified: Tuesday, April 30, 2019 7:05:38 PM
Time Spent: 00:24:21
Email: romonster42@gmail.com
IP Address: 174.204.10.68

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Getting Local insight to market and industry experts

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?

A Pet friendly building.

Q4 What was the most valuable aspect of this conference?

Understanding better the new tax laws and opportunity zone areas

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?

If you're going to ask audience to ask questions for label to answer, make sure each moderator saves enough time for answers. If not, don't do it

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	Good
Speaker Quality	Very Good
Networking Opportunities	Fair
Renaissance Arlington Capital View Hotel	Very Good
Food & Beverage	Excellent
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
Capital Stack Market Outlook	Very Good
Mid-Atlantic Investment & Development Opportunities	Very Good
Operations and Management	Very Good
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Excellent
Mid-Atlantic Developers Forecast	Very Good
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Very Good

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

Operators Roundtable	N/A - Did not attend
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? **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?

9 (Promoter)

#12

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 7:42:17 PM
Last Modified: Tuesday, April 30, 2019 7:47:16 PM
Time Spent: 00:04:59
Email: tjacksonjic@aol.com
IP Address: 107.77.204.186

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

To learn about the latest real estate news in the DMV & to 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?

There are new tax laws that are advantageous to my target market.

Q4 What was the most valuable aspect of this conference?

The over all information shared.

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),

Other (please specify):

Washington, DC

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	Excellent
Networking Opportunities	Excellent
Renaissance Arlington Capital View Hotel	Very Good
Food & Beverage	Excellent
Audio / Visual	Excellent
GreenPearl Staff	Very Good
Execution	Excellent

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

Regional vs National Multifamily Market Outlook	N/A - Did not attend
Capital Stack Market Outlook	N/A - Did not attend
Mid-Atlantic Investment & Development Opportunities	N/A - Did not attend
Operations and Management	N/A - Did not attend
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Excellent
Mid-Atlantic Developers Forecast	Excellent
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Good

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

Operators Roundtable	N/A - Did not attend
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?

8 (Passive)

#13

INCOMPLETE

Collector: Email Invitation 2 (Email)
Started: Tuesday, April 30, 2019 10:42:29 PM
Last Modified: Tuesday, April 30, 2019 10:43:25 PM
Time Spent: 00:00:56
Email: vaisongroupllc@gmail.com
IP Address: 216.15.19.226

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Learning

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?

Network

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? **New York**

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?

Respondent skipped this question

#14

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Wednesday, May 01, 2019 9:09:22 AM
Last Modified: Wednesday, May 01, 2019 9:16:02 AM
Time Spent: 00:06:39
Email: hchmura@windsorcommunities.com
IP Address: 71.126.174.126

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Learning about what is currently happening in the Mid Atlantic 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?

Companies are using Stay Alfred app. to act as a concierge. Interesting that during lease-ups companies were leasing to air bnb to bring in some income during the lease-up process. Interesting that companies are looking to re-purpose parking garages for other things as the need for cars declines.

Q4 What was the most valuable aspect of this conference?

Loved hearing from different companies on the operations side and what they are doing that has been successful.

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	Excellent
Attendee Quality	Excellent
Speaker Quality	Excellent
Networking Opportunities	Excellent
Renaissance Arlington Capital View Hotel	Excellent
Food & Beverage	Excellent
Audio / Visual	Excellent
GreenPearl Staff	Excellent
Execution	Excellent
Comments: :	The food was amazing!

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

Regional vs National Multifamily Market Outlook	Excellent
Capital Stack Market Outlook	Excellent
Mid-Atlantic Investment & Development Opportunities	Excellent
Operations and Management	Excellent
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Good
Mid-Atlantic Developers Forecast	Excellent
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Excellent

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

Operators Roundtable	N/A - Did not attend
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)

#15

COMPLETE

Collector: Email Invitation 2 (Email)
Started: Wednesday, May 01, 2019 9:08:52 AM
Last Modified: Wednesday, May 01, 2019 9:36:57 AM
Time Spent: 00:28:05
Email: cramsey@pbsexpress.net
IP Address: 50.207.222.122

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

1) Update on market perspectives, both locally and nationally. 2) Networking.

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

Comments:

There didn't seem to be as many owner operators in attendance compared to the past.

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

Keep a watch on rent control legislation and short term housing.

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?

Capital markets panel seemed lackluster.

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

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

Subject Matter / Topics	Very Good
Attendee Quality	Good
Speaker Quality	Good
Networking Opportunities	Very Good
Renaissance Arlington Capital View Hotel	Very Good
Food & Beverage	Excellent
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
Capital Stack Market Outlook	Fair
Mid-Atlantic Investment & Development Opportunities	Very Good
Operations and Management	Good
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Fair
Mid-Atlantic Developers Forecast	Very Good
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Good

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

Comments:: Not sure why these were "closed door"

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)

#16

INCOMPLETE

Collector: Email Invitation 2 (Email)
Started: Wednesday, May 01, 2019 12:23:50 PM
Last Modified: Wednesday, May 01, 2019 12:30:24 PM
Time Spent: 00:06:33
Email: mnmurray@containerstore.com
IP Address: 108.28.58.248

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Recently took over WDC as part of my sales territory; therefore, attended to networking, making introductions to developers we have done business with & get up to date info on multifamily issues, Amazon news & trends, etc. in WDC.

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

Comments:

Hard to network if you didn't know anyone because name tags were hard to read company names and long hallway hard to move around in. Needed to have a network breakout with a way easily meet new people. Like Bisnow has a speed networking

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?

Met up with a Company President.

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?**Southeast (Atlanta),****Southern California (Los Angeles)****Dallas-Fort Worth**

Q8 How did you hear about the conference?

Other (please

specify):

My director signed me up

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?

Respondent skipped this question

#17

COMPLETE

Collector: Email Invitation 3 (Email)
Started: Monday, May 06, 2019 2:21:59 PM
Last Modified: Monday, May 06, 2019 2:23:06 PM
Time Spent: 00:01:07
Email: aabramson@crcrealty.com
IP Address: 107.0.131.5

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Networks and knowledge building

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? **Southeast (Atlanta)****Q8** How did you hear about the conference? **Email from GreenPearl**

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?

9 (Promoter)

#18

COMPLETE

Collector: Email Invitation 3 (Email)
Started: Monday, May 06, 2019 3:06:09 PM
Last Modified: Monday, May 06, 2019 3:10:40 PM
Time Spent: 00:04:31
Email: robert.mccrayiii@pgim.com
IP Address: 12.42.50.52

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

I wanted to attend the event to take advantage of the networking aspect of it.

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?

Try to be on the forefront of technology within the industry.

Q4 What was the most valuable aspect of this conference?

The ability to have that face to face time with people who you do transactions with on a daily basis.

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? **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
Renaissance Arlington Capital View Hotel	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
Capital Stack Market Outlook	Excellent
Mid-Atlantic Investment & Development Opportunities	Excellent
Operations and Management	Excellent
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Excellent
Mid-Atlantic Developers Forecast	Excellent
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Excellent

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

Operators Roundtable	N/A - Did not attend
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? Respondent skipped this question

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 3 (Email)
Started: Monday, May 06, 2019 8:47:16 PM
Last Modified: Monday, May 06, 2019 8:48:52 PM
Time Spent: 00:01:36
Email: mtropp@easternunion.com
IP Address: 71.191.43.244

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? **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? **Northeast (Boston)****Q8** How did you hear about the conference? **Other (please specify):**
I have attended previous events.

Page 2

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

Subject Matter / Topics	Very Good
Attendee Quality	Excellent
Speaker Quality	Good
Networking Opportunities	Excellent
Renaissance Arlington Capital View Hotel	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
Capital Stack Market Outlook	Fair
Mid-Atlantic Investment & Development Opportunities	Fair
Operations and Management	Poor
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Fair
Mid-Atlantic Developers Forecast	Good
Afternoon Keynote: Douglas Bibby, President of the National MultifamilyHousing Council (NMHC)	Good

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

Operators Roundtable	N/A - Did not attend
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)

#20

COMPLETE

Collector: Email Invitation 3 (Email)
Started: Tuesday, May 07, 2019 9:39:13 AM
Last Modified: Tuesday, May 07, 2019 9:42:38 AM
Time Spent: 00:03:24
Email: derrick@staywithreside.com
IP Address: 74.96.66.114

Page 1: Event Overview

Q1 What was your primary reason for attending this conference?

Meet capital partners

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

Comments:

A few groups that were in the list did not show.

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?**New York,****Northeast** ,
(Boston)**Southern California (Los** ,
Angeles)**Pacific**
Northwest (Seattle)**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	Good
Attendee Quality	Good
Speaker Quality	Very Good
Networking Opportunities	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	Very Good
Capital Stack Market Outlook	Very Good
Mid-Atlantic Investment & Development Opportunities	Fair
Operations and Management	Fair
Opportunity Zones, Tax Incentives & Energy Credits Workshop	Good
Mid-Atlantic Developers Forecast	Fair

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

Operators Roundtable	N/A - Did not attend
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?

Short-term furnished rental market and alternative accommodations

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?

7 (Passive)
