

HOLLYWOOD ENTERTAINMENT CENTER

2233 Hollywood Boulevard
Hollywood, Florida 33020

MARKET STUDY

Date of Report: July 18, 2019

Colliers File #: VPS190055



PREPARED FOR
Luis Bermudez
President
GILU Holdings, LLC
2845 SW 69th Court
Miami, FL 33155

PREPARED BY
COLLIERS INTERNATIONAL
VALUATION & ADVISORY SERVICES

LETTER OF TRANSMITTAL

COLLIERS INTERNATIONAL
VALUATION & ADVISORY SERVICES



601 Brickell Key Drive, Suite 603
Miami, FL 33131 USA
MAIN 813 871 8510
FAX 786 735 3178
WEB www.colliers.com/valuationadvisory

July 18, 2019

Luis Bermudez
President
GILU Holdings, LLC
2845 SW 69th Court
Miami, FL 33155

RE: Hollywood Entertainment Center
2233 Hollywood Boulevard
Hollywood, Florida 33020

Colliers File #: VPS190055

Mr. Bermudez:

Pursuant with our engagement, the above captioned property was analyzed utilizing best practice principles for this market study and property type. This report satisfies the scope of work and requirements agreed upon by GILU Holdings, LLC and Colliers International Valuation & Advisory Services.

The subject is a proposed Multi-Family (Garden/Low Rise) property. The proposed number of units is 180 with 10% live/work units (18-units), 2% studios (4-units), 48% 1-bedrooms (86-units) and 40% 2-bedroom units (72-units). The site consists of a 1.61-acre site at Hollywood Boulevard in Hollywood, Florida. The project is expected to be developed to Class A/B standards. The subject is described in greater detail legally and physically within the attached report.

The purpose of this market study is to determine the current market conditions relating to multi-family apartment communities in the primary market area and determine if there is sufficient demand in the market to support the proposed project. Based on our supply and demand analysis, it is our opinion that the market will support the subject's proposed improvements given the current unmet demand in the primary market area.

The analyses, opinions and conclusions communicated within this market study were developed based upon the requirements and guidelines of the current Uniform Standards of Professional Appraisal Practice (USPAP), and the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute.

The report, in its entirety, including all assumptions and limiting conditions, is an integral part of, and inseparable from, this letter. *USPAP* defines an Extraordinary Assumption as, “an assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser’s opinions or conclusions”. *USPAP* defines a Hypothetical Condition as, “that which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis”.

The Extraordinary Assumptions and/or Hypothetical Conditions that were made during our analysis are fully discussed below. We advise the client to consider these issues carefully given the intended use of this Market Study, as their use might have affected the assignment results.

EXTRAORDINARY ASSUMPTIONS

No extraordinary assumptions exist.

HYPOTHETICAL CONDITIONS

No hypothetical conditions exist.

RELIANCE LANGUAGE

The Market Study is for the sole use of the Client; however, Client may provide only complete, final copies of the Market Study in its entirety (but not component parts) to third parties who shall review such reports in connection with loan underwriting or securitization efforts. CIVAS is not required to explain or testify as to market study results other than to respond to the Client for routine and customary questions. Please note that our consent to allow the Market Study prepared by CIVAS or portions of such Market Study, to become part of or be referenced in any public offering, the granting of such consent will be at our sole and absolute discretion and, if given, will be on condition that CIVAS will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to CIVAS, by a party satisfactory to CIVAS. CIVAS does consent to your submission of the reports to rating agencies, loan participants or your auditors in its entirety (but not component parts) without the need to provide CIVAS with an Indemnification Agreement and/or Non-Reliance letter.

Our opinion reflects current conditions and the likely actions of market participants as of the effective date. It is based on the available information gathered and provided to us, as presented in this report, and does not predict future performance. Changing market or property conditions can and likely will have an effect on the subject's feasibility.

The signatures below indicate our assurance to the client that the development process and extent of analysis for this assignment adhere to the scope requirements and intended use of the Market Study. If you have any specific questions or concerns regarding the attached Market Study, or if Colliers International Valuation & Advisory Services can be of additional assistance, please contact the individuals listed below.

Sincerely,

**COLLIERS INTERNATIONAL
VALUATION & ADVISORY SERVICES**



P.J. Cusmano, MAI, MRICS
Executive Managing Director | Florida Region
State Certified General Real Estate Appraiser
License #RZ2436
+1 813 229 1599
pj.cusmano@colliers.com



Kevin Branton
Senior Valuation Specialist
State Certified General Real Estate Appraiser
License #RZ3596
+1 850 269 6861
kevin.branton@colliers.com



Anthony Fontanazza
Valuation Specialist
State Certified General Real Estate Appraiser
License #RZ3564
+1 954 347 3096
anthony.fontanazza@colliers.com

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CERTIFICATION OF MARKET STUDY**ASSUMPTIONS & LIMITING CONDITIONS****ADDENDA**

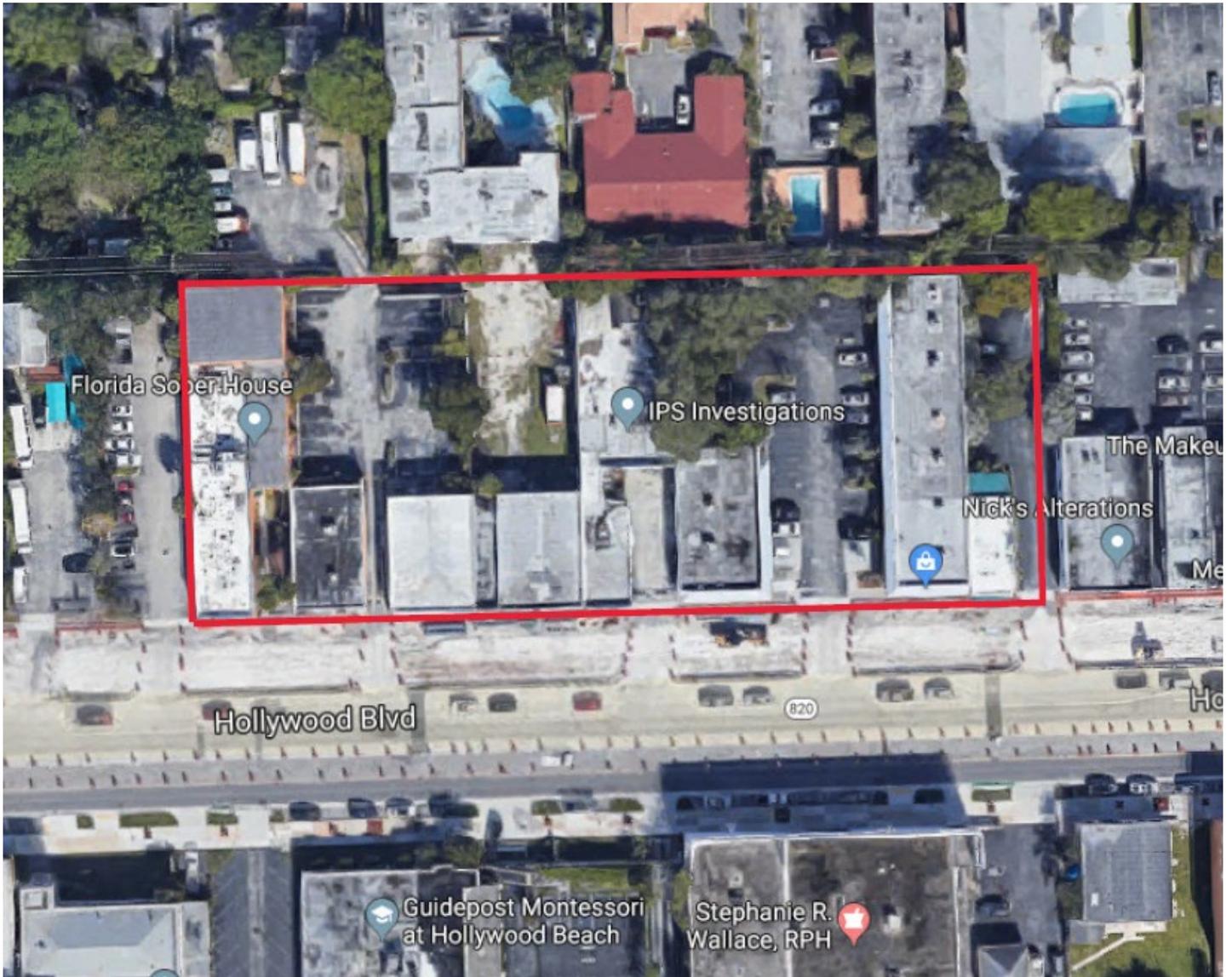
- Professional Service Agreement
- Valuation Glossary
- Qualifications of Appraisers
- Qualifications of Colliers International Valuation & Advisory Services

GENERAL INFORMATION

Property Name	Hollywood Entertainment Center
Property Type	Multi-Family - Garden/Low Rise
Address	2215 Hollywood Boulevard
City	Hollywood
State	Florida
Zip Code	33020
County	Broward
Core Based Statistical Area (CBSA)	Miami-Fort Lauderdale-Miami Beach, FL
Market	South Florida
Submarket	Royal Poinciana
Longitude	-80.271039
Latitude	26.167182
Number Of Parcels	7
Assessor Parcels	5142 16 01 3080, 5412 16 01 3100, 5142 16 01 3090, 5142 16 01 3110, 5142 16 01 3120, 5142 16 01 3121, and 5142 16 01 3140
Census Tract Number	904.03

SITE INFORMATION

Land Area	Acres	Square Feet
Usable	1.61	70,000
Excess	0.00	0
<u>Surplus</u>	<u>0.00</u>	<u>0</u>
Total	1.61	70,000
Topography	Level at street grade	
Shape	Rectangular	
Access	Good	
Exposure	Good	
Appeal	Good	
Current Zoning	Retail Core (RC-1)	
Suggested Project Amenities	Leasing Office, Pool, Lounge Deck, Clubhouse, Sports Court, Fitness Center, Dog Park, Dog Wash, Business Center, Grilling/Outdoor Kitchen	





SUBJECT SITE VIEW



SUBJECT SITE VIEW



SUBJECT SITE VIEW



SUBJECT SITE VIEW



VIEW ALONG HOLLYWOOD BLVD



VIEW ALONG HOLLYWOOD BLVD

PROPERTY IDENTIFICATION

The subject is a proposed Multi-Family (Garden/Low Rise) property. It is located on a 1.61-acre site on Hollywood Boulevard and N Pine Island Road in Hollywood, Broward County, Florida. The assessor's parcel numbers are: 5142 16 01 3080, 5412 16 01 3100, 5142 16 01 3090, 5142 16 01 3110, 5142 16 01 3120, 5142 16 01 3121, and 5142 16 01 3140.

A legal description is described as follows:

ADDRESS	SALE DATE	SALES PRICE	BOOK/PAGE	LEGAL DESCRIPTION
2215	2/8/2017	\$975,000	114199567	HOLLYWOOD LITTLE RANCHES 1-26 B LOT 2 W1/2 LESS ST BLK 7
2219	11/20/2015	\$2,650,000	113383605	HOLLYWOOD LITTLE RANCHES 1-26 B LOT 3 LESS N 130 OF S 160 OF W 27.13 & LESS S 30 FOR ST & LOT 4 E1/2 LESS S 160 THEREOF BLK 7
2221	11/20/2015	\$2,650,000	113383605	HOLLYWOOD LITTLE RANCHES 1-26 B LOT 3 N 130 OF S 160 OF W 27.13 & LOT 4 E1/2 OF N 130 OF S 160 BLK 7
2231	9/13/2016	\$850,000	113931138	HOLLYWOOD LITTLE RANCHES 1-26 B LOT 4 W1/2 LESS ST BLK 7
2233	6/15/2015	\$950,000	113092817	HOLLYWOOD LITTLE RANCHES 1-26 B LOT 5 LESS W 44, LESS ST BLK 7
2239	9/27/2017	\$2,250,000	114641169	HOLLYWOOD LITTLE RANCHES 1-26 B LOT 5 W 44 LESS ST BLK 7
2241	9/28/2017	\$2,250,000	114641169	HOLLYWOOD LITTLE RANCHES 1-26 B LOT 6 E1/2 LESS ST BLK 7

CLIENT IDENTIFICATION

The client of this specific assignment is GILU Holdings, LLC.

PURPOSE

The purpose of this market study is to determine the current market conditions relating to multi-family apartment communities in the primary market area and determine if there is sufficient demand in the market to support the proposed project at the developer's proposed rent levels.

INTENDED USE

The intended use of this Market Study is to assist the client with a potential loan that would be collateralized by this asset.

INTENDED USERS

Borges + Associates Architects is the only intended user of this report. Use of this report by Third-Parties and other unintended users is not permitted. This report must be used in its entirety. Reliance on any portion of the report independent of others, may lead the reader to erroneous conclusions. Unless approval is provided by the authors no portion of the report stands alone.

ASSIGNMENT DATES

Date of Report	June 27, 2019
Effective Date	June 17, 2019

INTRODUCTION

The market study development and reporting processes requires gathering and analyzing information about those assignment elements necessary to properly identify the engaged problem to be solved. The scope of work decision must include the research and analyses that are necessary to develop credible assignment results given the intended use of this report. Sufficient information includes disclosure of research and analyses performed and might also include disclosure of research and analyses not performed. The scope of work for this assignment is outlined below:

- › The appraisers analyzed the regional and local area economic profiles including employment, population, household income, and real estate trends. The local area was further studied to assess the general quality and condition, and emerging development trends for the real estate market. The immediate market area was inspected and examined to consider external influences on the subject.
- › The appraisers confirmed and analyzed legal and physical features of the subject property including sizes of the site and improvements, flood plain data, seismic zone, zoning, easements and encumbrances, access and exposure of the site, and construction materials and condition of the improvements. This process also included estimating the remaining economic life of the improvements, analysis of the subject's site coverage and parking ratios compared to market standards, a process to identify deferred maintenance and a conclusion of the subject's overall functional utility.
- › The appraisers completed an apartment market analysis. The South Florida market overviews analyzed supply/demand conditions using vacancy, absorption, supply change and rent change statistics. Conclusions were drawn regarding the subject property's competitive position given its physical and locational characteristics, the prevailing economic conditions and external influences.
- › The appraisers confirmed and analyzed financial features of the subject property. This information as well as trends established by confirmed market indicators was used to forecast performance of the subject property.
- › At the request of the client, this study is presented in a Market Study format, which provides a detailed description of the analysis process, subject, market data and analysis.
- › We understand the Competency Rule of USPAP and the authors of this report meet the standards.
- › No one provided significant real property appraisal assistance to appraisers signing this certification. Assistance included gathering, analyzing and reporting regional, local area, zoning, confirming some of the comparable data, and assisting with portions of the analysis.

SOURCES OF INFORMATION

The following sources were contacted to obtain relevant information:

SOURCES OF INFORMATION	
ITEM	SOURCE
Tax Information	Brow ard County Tax Assessor
Zoning Information	City of Hollyw ood
Site Size Information	Tax Assessors Records
New Construction	MPF, Costar, and Research by Appraiser
Flood Map	InterFlood
Demographics	Pitney Bow es/Gadberry Group - GroundView ® & STDB
Comparable Information	See Comparable Datasheets for details

SUBJECT PROPERTY INSPECTION

The following table illustrates the Colliers International professionals involved with this market study and their status related to the property inspection.

SUBJECT PROPERTY INSPECTION			
APPRAISER	INSPECTED	EXTENT	DATE OF INSPECTION
PJ Cusmano, MAI, MRICS	No	-	-
Kevin Branton	No	-	-
Anthony Fontanazza	Yes	Site Only	June 17, 2019

General Description As noted below, the subject site has 919,645 SF (21.11 AC) of land area. The subject site provides a generally level topography. There are some existing improvements on the site, which appear to be in fair condition based on an exterior inspection. The following discussion summarizes the subject site size and characteristics

Assessor Parcels 5142 16 01 3080, 5412 16 01 3100, 5142 16 01 3090, 5142 16 01 3110, 5142 16 01 3120, 5142 16 01 3121, and 5142 16 01 3140

Number Of Parcels 7

Land Area	Acres	Square Feet
Primary Parcel	1.61	70,000
Excess Land	0.00	0
<u>Surplus Land</u>	<u>0.00</u>	<u>0</u>
Total Land Area	1.61	70,000

Shape Irregular

Topography Level at street grade

Adjacent Use North Single and Multi-Family Developments & Various Commercial Developments

Adjacent Use South Single and Multi-Family Developments & Various Commercial Developments

Adjacent Use East Various Commercial Developments

Adjacent Use West Various Commercial Developments

Zoning Retail Core (RC-1)

Drainage Assumed Adequate

Utilities All available to the site

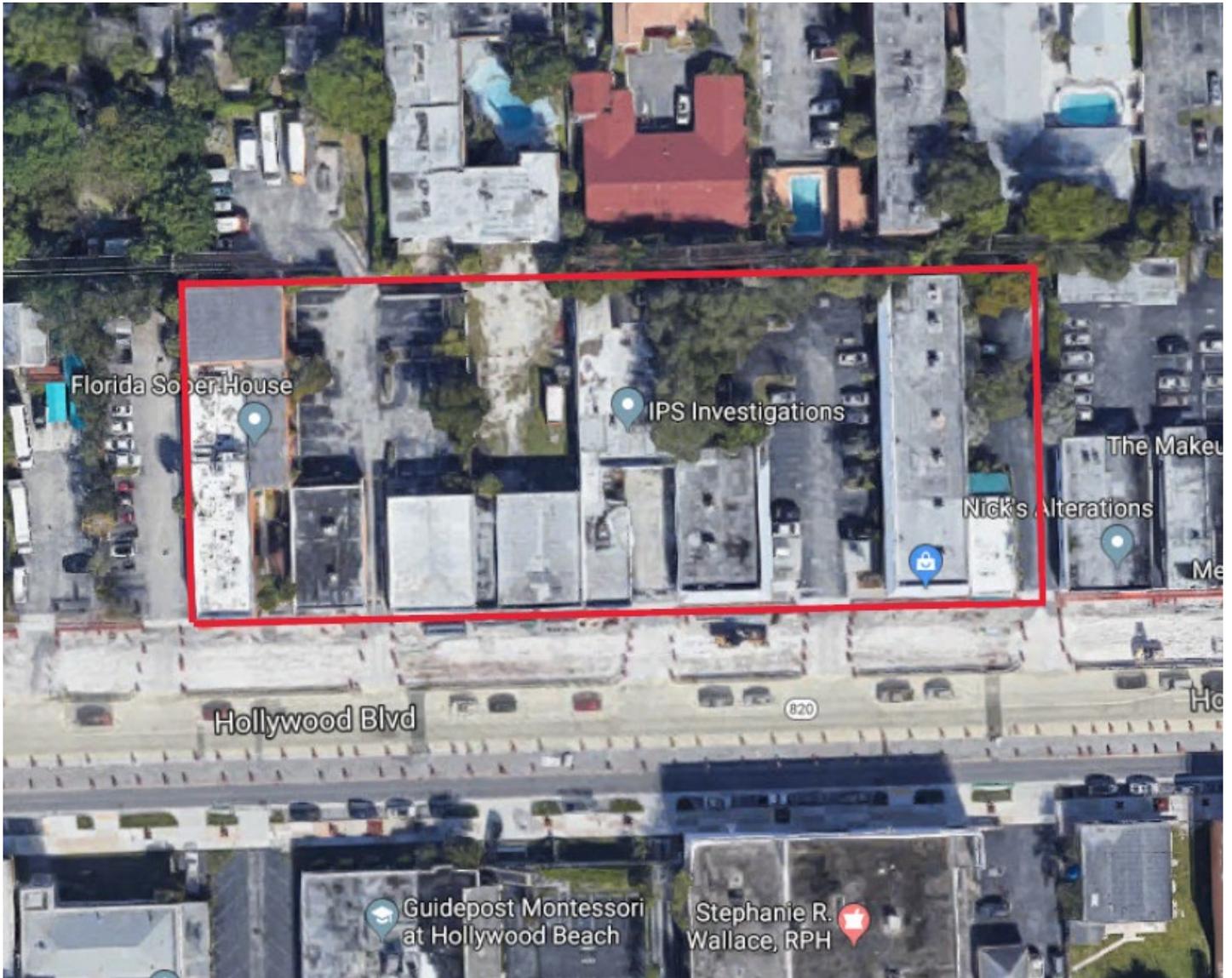
Street Improvements	Street	Direction	No. Lanes	Street Type	Curbs	Sidewalks	Streetlights	Center Lane	Gutters
Hollywood Boulevard	Primary Street	two-way	two-lane	major arterial	✓	✓	✓		✓

Frontage The site has approximately 390 feet of frontage along Hollywood Boulevard. It should be noted that it appears that Hollywood Boulevard is undergoing a widening project which will increase the flow of traffic along this arterial.

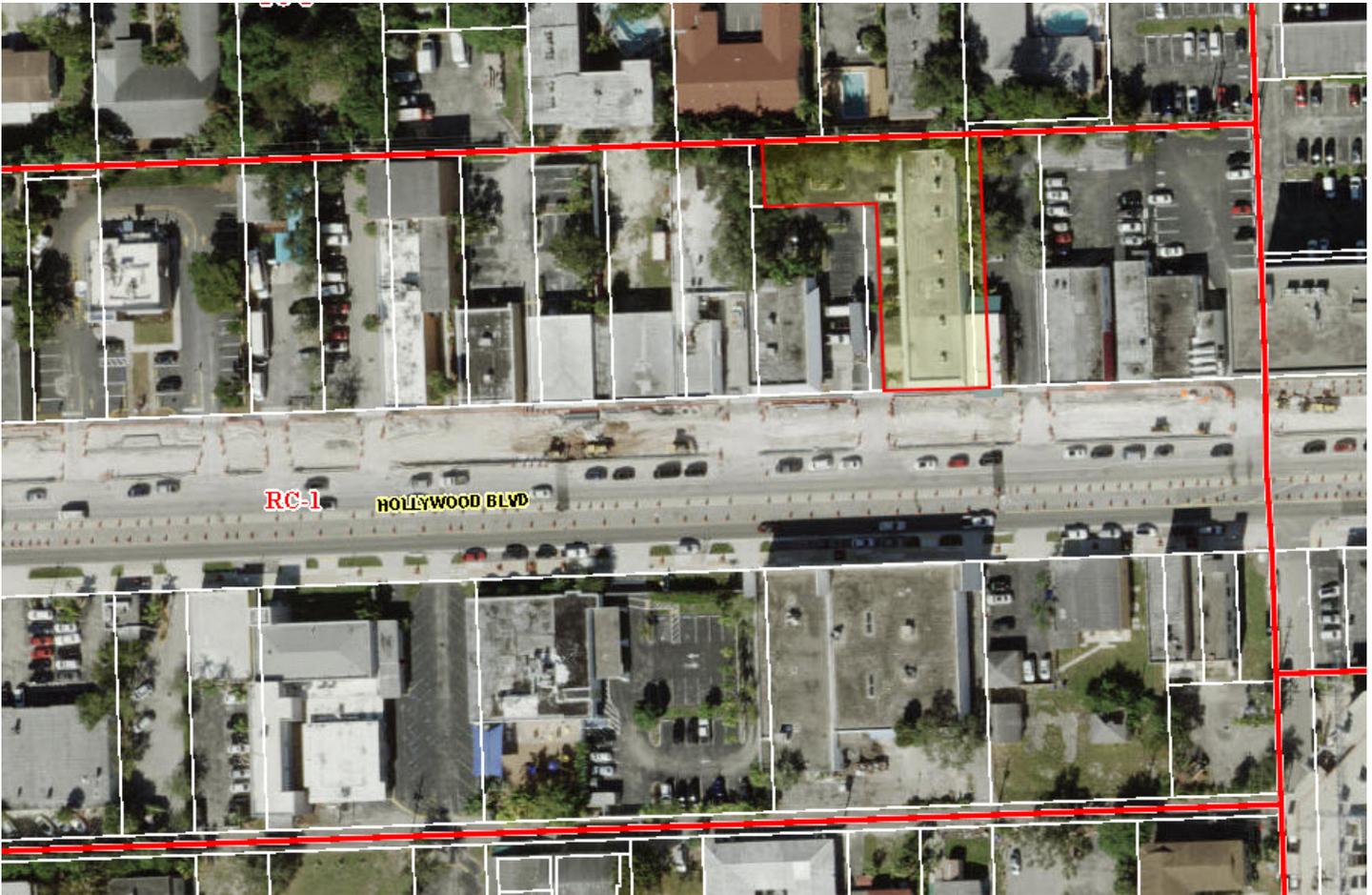
MULTIPLE PARCEL SITE DESCRIPTION GRID													
PARCEL	USABLE		EXCESS		SURPLUS		TOTAL		SHAPE	ACCESS	EXPOSURE	FLOOD PLAIN	
	SF	AC	SF	AC	SF	AC	SF	AC					
5142 16 01 3080	8,750	0.20	0	0.00	0	0.00	8,750	0.20	Rectangular	Good	Good	Zone X (Shaded)	
5412 16 01 3100	16,222	0.37	0	0.00	0	0.00	16,222	0.37	Flag	Good	Good	Zone X (Shaded)	
5142 16 01 3090	10,028	0.23	0	0.00	0	0.00	10,028	0.23	Rectangular	Good	Good	Zone X (Shaded)	
5142 16 01 3110	8,750	0.20	0	0.00	0	0.00	8,750	0.20	Rectangular	Good	Good	Zone X (Shaded)	
5142 16 01 3120	8,750	0.20	0	0.00	0	0.00	8,750	0.20	Rectangular	Good	Good	Zone X (Shaded)	
5142 16 01 3121	8,750	0.20	0	0.00	0	0.00	8,750	0.20	Rectangular	Good	Good	Zone X (Shaded)	
5142 16 01 3140	8,750	0.20	0	0.00	0	0.00	8,750	0.20	Rectangular	Good	Good	Zone X (Shaded)	
TOTAL	70,000	1.61	0	0.00	0	0.00	70,000	1.61					

Accessibility	Good - The subject site is visible along Hollywood Boulevard with direct access into the site. Based on the concept plan provided, there will be one access provided via Hollywood Boulevard.
Exposure	Good - The subject site has good frontage along Hollywood Boulevard. Any improvements developed on the subject site would be expected to be clearly visible along the roadway.
Seismic	The subject is in a no risk zone.
Flood Zone	Zone X (Shaded). This is referenced by Community Number 125113, Panel Number 12011C0569H, dated August 18, 2014. Zone X (shaded) is a moderate and minimal risk area. Areas of moderate or minimal hazard are studied based upon the principal source of flood in the area. However, buildings in these zones could be flooded by severe, concentrated rainfall coupled with inadequate local drainage systems. Local stormwater drainage systems are not normally considered in a community's flood insurance study. The failure of a local drainage system can create areas of high flood risk within these zones. Flood insurance is available in participating communities, but is not required by regulation in these zones. Nearly 25-percent of all flood claims filed are for structures located within these zones. Moderate risk areas within the 0.2-percent-annual-chance floodplain, areas of 1-percent-annual-chance flooding where average depths are less than 1 foot, areas of 1-percent-annual-chance flooding where the contributing drainage area is less than 1 square mile, and areas protected from the 1-percent-annual-chance flood by a levee. No BFEs or base flood depths are shown within these zones. (Zone X (shaded) is used on new and revised maps in place of Zone B.)
Easements	A preliminary title report was not available for review. During the on-site inspection, no adverse easements or encumbrances were noted. This market study assumes that there is no negative impact on the subject improvements. If questions arise regarding easements, encroachments, or other encumbrances, further research is advised.
Soils	A detailed soils analysis was not available for review. Based on the development of the subject, it appears the soils are stable and suitable for the existing improvements.
Hazardous Waste	We have not conducted an independent investigation to determine the presence or absence of toxins on the subject property. If questions arise, the reader is strongly cautioned to seek qualified professional assistance in this matter. Please see the Assumptions and Limiting Conditions for a full disclaimer.
Conclusion	Overall, the subject site is considered a good residential site in terms of its location, exposure, and access to employment, education and shopping centers. These characteristics provide supporting uses for the subject site making it desirable for multifamily development. Overall there are no known factors that would limit the site's development for the proposed use.

AERIAL MAP



ZONING MAP



FLOOD MAP



INTRODUCTION

Zoning requirements typically establish permitted and prohibited uses, building height, lot coverage, setbacks, parking and other factors that control the size and location of improvements on a site. The zoning characteristics for the subject property are summarized below:

ZONING SUMMARY	
Municipality Governing Zoning	City of Hollywood Planning & Zoning Department
Current Zoning Entitled	Retail Core (RC-1)
Site Approved	No
Proposed Use	Multi-Family Apartments
Zoning Change	No
Proposed Use	Multi-Family Apartments
Is Proposed Use Legally Permitted?	Based on approval from Zoning Department
ZONING REQUIREMENTS	
Conforming Use	The proposed improvements represent a conforming use within this zone
Minimum Site Area (SF)	As per PD
Minimum Yard Setbacks	
Front (Feet)	5
Rear (Feet)	5
Side (Feet)	0
Maximum Density (Units/Acre)	As per PD
Maximum Building Height	7 Stories
Maximum Floor Area Ratio (FAR)	5.0 times the lot area

Source: City of Hollywood Planning & Zoning Department

The RC-1 Retail Core Use is intended to apply to arterial streets and trafficways where business establishments primarily not of a neighborhood or community service type may properly locate to serve large sections of the city and metropolitan area. Such businesses generally require considerable ground area, do not cater directly to pedestrians and need a conspicuous and accessible location convenient for motorists. We have discussed the subject's zoning and development potential with the City of Hollywood Zoning Department. Based on our conversations, the proposed improvements for multifamily use would require approval from the zoning department and may require a zoning change. The zoning department indicated that a zoning change could be possible. ***Based on the interpretation of the zoning ordinance, the proposed subject property would require approval or a zoning change to be permitted.***

Detailed zoning studies are typically performed by a zoning or land use expert, including attorneys, land use planners, or architects. The depth of our analysis correlates directly with the scope of this assignment, and it considers all pertinent issues that have been discovered through our due diligence. Please note that this market study is not intended to be a detailed determination of compliance, as that determination is beyond the scope of this market study assignment.

INTRODUCTION

The Miami-Fort Lauderdale-West Palm Beach, FL MSA is in the southeast portion of the state. The MSA is comprised of Florida's three most populous counties: Broward, Palm Beach and Miami-Dade. The MSA's principal cities include Miami, Fort Lauderdale, Pompano Beach, West Palm Beach, and Boca Raton. The tri-county region is referred to as South Florida.

The DEO (Florida Department of Economic Opportunity) data estimated Florida gained 232,600 jobs in 2017 a decrease of 8 percent. Nationally, the number of jobs rose 3.1 percent over the year. Florida's over-the-year growth rate has exceeded the nation's rate since May 2012.

The gain reflects increases in both residential and commercial construction as well as large infrastructure projects such as the construction of the Brightline high speed rail in South Florida.

Tourism is one of the top industries in South Florida. In 2017, the Greater Miami Convention and Visitors Bureau estimated 15.86 million visitors spent at least one night in the greater Miami area during 2017 (0.9% higher than 2016), infusing the local economy with \$25.97 billion in direct expenses, such as hotel rooms, restaurants, shopping, transportation, and attractions, and in indirect expenditures in such areas as real estate, medicine, and retail. International visitation has been on the uptick for the past few years, with a healthy gain of 2.3% over 2016. The robust expansion of the Fort Lauderdale–Hollywood International Airport further aids the growth of Miami tourism as they continue to add more Domestic and International flight options to the region.

2017 was a challenging year in Greater Miami for the hotel industry, with increased room inventory, declines from two of our largest international markets and the Miami Beach Convention Center being offline. That being said, hotels in Greater Miami and the Beaches finished the year with an Occupancy rate of 76.7%, which was an increase of +1.5% versus 2016. Hotels in Greater Miami and the Beaches had an ADR of \$188.81, which was a decrease of -0.6% as compared to 2016. The changes in Occupancy and ADR resulted in RevPAR of \$144.78, netting an overall increase of +0.8% for Greater Miami and the Beaches. Despite these challenges, the growth of AirBnB and Hurricane Irma, Greater Miami and the Beaches sold a record 15.4 million hotel room nights in 2017, representing +4.7% growth over the previous year. The area also continued to grow in the number of available rooms, reaching a total of 55,096 rooms, an increase of +3.2% compared to total rooms available in December 2016. Fort Lauderdale 2017 occupancy rate was 77.7% and West Palm Beach was 74.4% in 2017.

The Port of Miami, known as the "Cruise Capital of the World", broke another world record 2017/2018 by welcoming nearly 5.3 million passengers vacationed through the port (4.8% increase over the 2016/2017), and has been the number one cruise passenger port in the world, accommodating some of the world's largest cruise ships and operations. PortMiami is one of the world's leading hubs for global commerce and tourism. Its gateway location in the center of the Western Hemisphere makes the Port a significant conduit for international trade and commerce. PortMiami stands as the U.S. container port closest to the Panama Canal, providing shippers fast access to Florida's booming local consumer base and the entire U.S. market. While tourism continues to be one of the principal industries in Miami, the city's economy has become more diversified. International trade from Central America, South America and the China are vital components of the economy, with a large percentage of their trade coming through Miami. According to www.ustradenumbers.com, Miami's trade with the world rose 8.5 percent, from \$19.95 billion to \$21.65 billion through the first 10 months of 2018. With the proximity to Latin America, South Florida serves as headquarters for more than 1,100 multinational corporations, including American Airlines, Cisco, Exxon, Microsoft, and Oracle, resulting in more than \$221 billion in annual revenues.



DEMOGRAPHIC ANALYSIS – BROWARD COUNTY

The following is a demographic study of the region sourced by *Pitney Bowes/Gadberry Group - GroundView®*, an on-line resource center that provides information used to analyze and compare the past, present, and future trends of geographical areas. Demographic changes are often highly correlated to changes in the underlying economic climate. Periods of economic uncertainty necessarily make demographic projections somewhat less reliable than projections in more stable periods. These projections are used as a starting point, but we also consider current and localized market knowledge in interpreting them within this analysis. Please note that our demographics provider sets forth income projections in constant dollars which, by definition, reflect projections after adjustment for inflation. We are aware of other prominent demographic data providers that project income in current dollars, which do not account for inflation. A simple comparison of projections for a similar market area made under the constant and current dollar methodologies can and likely will produce data points that vary, in some cases, widely. Further, all forecasts, regardless of demographer methodology(ies), are subjective in the sense that the reliability of the forecast is subject to modeling and definitional assumptions and procedures.

Population

According to Pitney Bowes/Gadberry Group - GroundView®, a Geographic Information System (GIS) Company, the Miami-Fort Lauderdale-Pompano Beach metropolitan area had a 2018 total population of 6,240,906 and experienced an annual growth rate of 1.4%, which was lower than the Florida annual growth rate of 1.6%. The metropolitan area accounted for 29.3% of the total Florida population (21,292,189). Within the metropolitan area the population density was 1,148 people per square mile compared to the lower Florida population density of 375 people per square mile and the lower United States population density of 91 people per square mile.

POPULATION			
YEAR	US	FL	CBSA
2010 Total Population	308,745,538	18,801,310	5,564,635
2018 Total Population	328,062,672	21,292,189	6,240,906
2023 Total Population	339,788,898	22,831,234	6,651,272
2010 - 2018 CAGR	0.8%	1.6%	1.4%
2018 - 2023 CAGR	0.7%	1.4%	1.3%

Source: Pitney Bow es/Gadberry Group - GroundView®

POPULATION DENSITY			
YEAR	US	FL	CBSA
2018 Per Square Mile	91	375	1,148
2023 Per Square Mile	94	402	1,224

Source: Pitney Bow es/Gadberry Group - GroundView®

The 2018 median age for the metropolitan area was 40.70, which was 8.25% older than the United States median age of 37.35 for 2018. The median age in the metropolitan area is anticipated to grow by 0.43% annually, increasing the median age to 41.59 by 2023.

MEDIAN AGE			
YEAR	US	FL	CBSA
2018	37.35	41.30	40.70
2023	38.09	42.22	41.59
CAGR	0.39%	0.44%	0.43%

Source: Pitney Bow es/Gadberry Group - GroundView®

Household Trends

The 2018 number of households in the metropolitan area was 2,214,431. The number of households in the metropolitan area is projected to grow by 0.6% annually, increasing the number of households to 2,281,670 by 2023. The 2018 average household size for the metropolitan area was 2.78, which was 6.90% larger than the United States average household size of 2.6 for 2018. The average household size in the metropolitan area is anticipated to grow by 0.69% annually, raising the average household size to 2.88 by 2023.

NUMBER OF HOUSEHOLDS			
YEAR	US	FL	CBSA
2018	122,929,625	7,984,772	2,214,431
2023	126,604,011	8,317,090	2,281,670
CAGR	0.6%	0.8%	0.6%

Source: Pitney Bowes/Gadberry Group - GroundView ©

AVERAGE HOUSEHOLD SIZE			
YEAR	US	FL	CBSA
2018	2.60	2.61	2.78
2023	2.62	2.69	2.88
CAGR	0.13%	0.61%	0.69%

Source: Pitney Bowes/Gadberry Group - GroundView ©

The Miami-Fort Lauderdale-Pompano Beach metropolitan area had 37.49% renter occupied units, compared to the lower 33.15% in Florida and the lower 34.89% in the United States.

HOUSING UNITS			
	US	FL	CBSA
Owner Occupied	65.11%	66.85%	62.51%
Renter Occupied	34.89%	33.15%	37.49%

Source: Pitney Bowes/Gadberry Group - GroundView ©

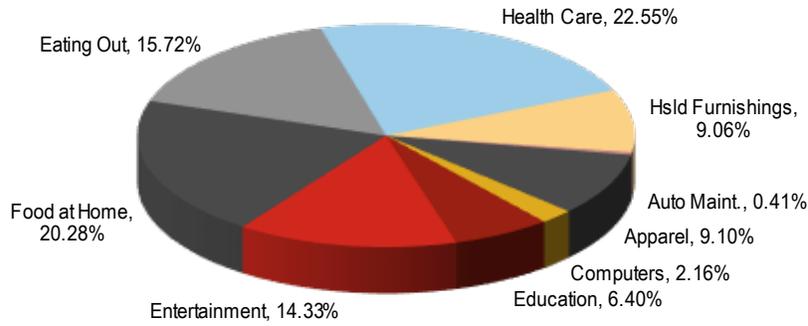
The 2018 median household income for the metropolitan area was \$53,770, which was -8.6% lower than the United States median household income of \$58,828. The median household income for the metropolitan area is projected to grow by 3.8% annually, increasing the median household income to \$64,894 by 2023.

As is often the case when the median household income levels are similar to than the national average, the cost of living index is also similar. According to the American Chamber of Commerce Researchers Association (ACCRA) Cost of Living Index, the Miami-Fort Lauderdale-West Palm Beach, FL MSA's cost of living is 116.3 compared to the national average score of 100. The ACCRA Cost of Living Index compares groceries, housing, utilities, transportation, health care and miscellaneous goods and services for over 300 urban areas.

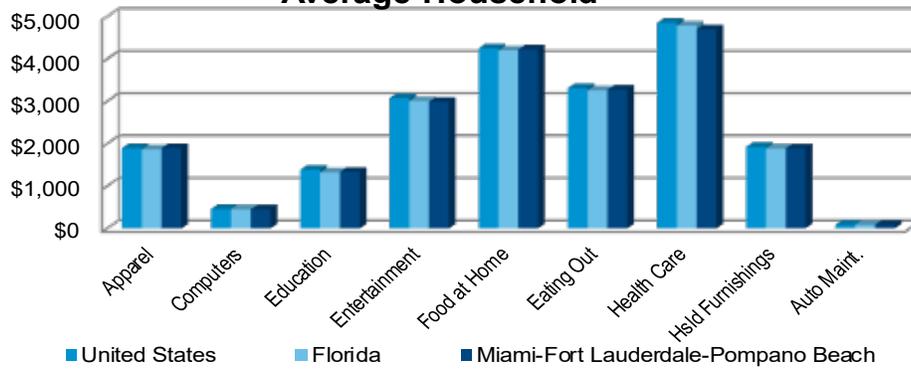
MEDIAN HOUSEHOLD INCOME			
YEAR	US	FL	CBSA
2018	\$58,828	\$52,078	\$53,770
2023	\$70,600	\$63,040	\$64,894
CAGR	3.7%	3.9%	3.8%

Source: Pitney Bowes/Gadberry Group - GroundView ©

Consumer Spending Miami-Fort Lauderdale-Pompano Beach



Consumer Spending Comparison Average Household

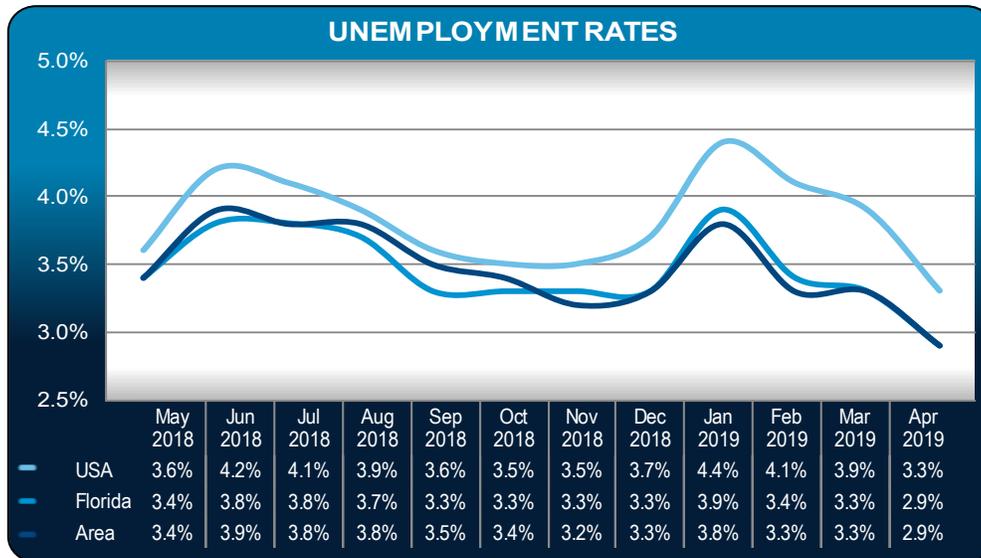


EMPLOYMENT

Total employment has increased annually over the past decade in the state of Florida by 2.2% and increased annually by 2.1% in the area. From 2017 to 2018 unemployment decreased in Florida by 0.6% and decreased by 0.7% in the area. In the state of Florida unemployment has decreased over the previous month by 0.4% and decreased by 0.4% in the area.

EMPLOYMENT & UNEMPLOYMENT STATISTICS 2009 - 2018							
Year	TOTAL EMPLOYMENT				UNEMPLOYMENT RATE		
	Florida		Miami-Fort Lauderdale-West Palm Beach, FL Metropolitan Statistical Area		United States*	Florida	Miami-Fort Lauderdale-West Palm Beach, FL Metropolitan Statistical Area
	Total	% Δ Yr Ago	Total	% Δ Yr Ago			
2009	8,148,123	(5.7%)	2,524,516	(6.7%)	9.3%	10.4%	10.0%
2010	8,193,659	0.6%	2,505,589	(0.7%)	9.6%	11.1%	10.8%
2011	8,371,638	2.2%	2,585,899	3.2%	8.9%	10.0%	9.6%
2012	8,588,669	2.6%	2,667,713	3.2%	8.1%	8.5%	8.2%
2013	8,770,084	2.1%	2,728,017	2.3%	7.4%	7.2%	7.1%
2014	8,966,245	2.2%	2,797,619	2.6%	6.2%	6.3%	6.3%
2015	9,084,483	1.3%	2,822,993	0.9%	5.3%	5.5%	5.4%
2016	9,354,560	3.0%	2,889,817	2.4%	4.9%	4.8%	4.8%
2017	9,669,228	3.4%	2,991,172	3.5%	4.4%	4.2%	4.3%
2018	9,869,673	2.1%	3,036,270	1.5%	3.9%	3.6%	3.6%
CAGR	2.2%	-	2.1%	-	-	-	-

Source: U.S. Bureau of Labor Statistics *Unadjusted Non-Seasonal Rate



The preceding chart depicts unemployment trends in the region, Florida and the U.S. Overall levels of unemployment in the region experienced minor fluctuations throughout 2018. By the end of January 2019, unemployment in the region was 0.1% lower than Florida’s and 0.6% lower than the national average.

Major Employers

TOP EMPLOYERS		
EMPLOYER NAME	EMPLOYEES	INDUSTRY
Brow ard County School Board	32,600	Education
Brow ard County Government	11,596	Government
Memorial Healthcare System	11,500	Healthcare
Brow ard Health	8,234	Healthcare
Nova Southeastern University	7,610	Education
American Express	3,500	Finance
AutoNation	3,381	Transportation
Ultimate Softw are	2,550	Softw are
City of Fort Lauderdale	2,479	Government
BrandMart USA	2,400	Retail
Alorica	2,000	Business Services
The Answ er Group	2,800	Information Technology
Spirit Airlines	1,800	Airlines
Kaplan	1,770	Education
Citrix	1,700	Softw are

Source: ABC Business Journal

The preceding chart depicts the top employers in Broward County. Broward County Public School District is the sixth largest public-school system in the United States and the second largest in the state of Florida as well as the top employer in the county. Broward County Public Schools have approximately 250,000 students and approximately 175,000 adult students in 238 schools, employing a workforce of 32,600. Broward County is the second largest employer in the area, with 11,679 employees. Memorial Healthcare System is the third largest employer in Broward County with 11,500 employees. Memorial Regional Hospital is the flagship facility of the healthcare system and is one of the largest hospitals in Florida, with 553 beds.

The most common occupations in the MSA include management, professional, and related occupations which account for 32% of the employment. Sales and office occupations make up 30%, service occupations were 18%, and 11% were in construction, extraction, maintenance and repair occupations. The largest industries in the Miami area are mainly comprised of educational, healthcare and social assistance, waste management services, professional and scientific management and administrative services. Apart from the large government employers, American Airlines is one of the largest private employers in the regional area. They have an international hub at the Miami International Airport. Baptist Health and Jackson Health System are two of the largest healthcare providers in the region.

AIRPORT STATISTICS

The following chart summarizes the local airport statistics.

MIAMI INTERNATIONAL AIRPORT (MIA)		
YEAR	ENPLANED PASSENGERS	% CHG
2007	16,194,162	-
2008	16,377,488	1.1%
2009	16,187,768	(1.2%)
2010	17,017,654	5.1%
2011	18,342,158	7.8%
2012	18,987,488	3.5%
2013	19,420,089	2.3%
2014	19,468,523	0.2%
2015	20,986,341	7.8%
2016	20,875,813	(0.5%)
2017	20,709,225	(0.8%)

Source: U.S. Department of Transportation

Miami International Airport is the largest gateway between the U.S. and Latin America, and is one of the largest airline hubs in the U.S. In 2018 a new record for passenger traffic was set at over 45M. MIA ranks third in the U.S. for cargo volumes with 1.8M tons which fuels the demand for warehousing space. It is the primary airport serving the South Florida area and is the main connecting point for cargo between Latin America and the world and handles 83% of all imports and exports to and from Latin America and the Caribbean. In 2015, the International Air Transport Association certified Miami International Airport as a pharmaceuticals freight hub, the first U.S. and second global airport designated by the IATA. MIA is home to 101 carriers which is the most of any U.S. airport. The following chart summarizes the local airport statistics.

GENERAL MARKET AREA HOUSING TRENDS

National and Regional Trends

US EXISTING HOME SALES VOLUME							
Year		U.S.	South	U.S.	South	Inventory	Mos. Supply
2010		4,190,000	1,630,000	*	*	3,020,000	9.4
2011		4,260,000	1,680,000	*	*	2,320,000	8.3
2012		4,128,000	1,605,000	*	*	1,610,000	5.8
2013		5,090,000	2,050,000	*	*	1,860,000	4.9
2014		4,940,000	2,050,000	*	*	1,860,000	5.2
2015		5,250,000	2,160,000	*	*	1,760,000	4.8
2016		5,450,000	2,220,000	*	*	1,650,000	4.4
2017		5,510,000	2,260,000	*	*	1,460,000	3.9
2018		2,340,000	2,240,000	*	*	1,530,000	4.0
		Seasonally Adjusted Annual Rate		Not Seasonally Adjusted			
2018	Jan	5,380,000	2,260,000	313,000	135,000	1,520,000	3.4
2018	Feb	5,540,000	2,410,000	319,000	145,000	1,580,000	3.4
2018	Mar	5,600,000	2,400,000	434,000	191,000	1,640,000	3.5
2018	Apr	5,430,000	2,310,000	460,000	197,000	1,800,000	4.0
2018	May	5,400,000	2,290,000	535,000	222,000	1,870,000	4.2
2018	Jun	5,390,000	2,260,000	570,000	230,000	1,930,000	4.3
2018	Jul	5,390,000	2,250,000	523,000	216,000	1,920,000	4.3
2018	Aug	5,350,000	2,250,000	539,000	220,000	1,910,000	4.3
2018	Sep	5,180,000	2,150,000	421,000	173,000	1,880,000	4.4
2018	Oct	5,220,000	2,180,000	446,000	182,000	1,850,000	4.3
2018	Nov	5,210,000	2,160,000	406,000	169,000	1,740,000	4.0
2018	Dec	5,000,000	2,100,000	377,000	165,000	1,530,000	3.7
2019	Jan	4,930,000	2,080,000	285,000	123,000	1,590,000	3.9
2019	Feb	5,480,000	2,360,000	311,000	143,000	1,630,000	3.6
2019	Mar r	5,210,000	2,280,000	400,000	182,000	1,670,000	3.8
2019	Apr p	5,190,000	2,270,000	455,000	200,000	1,830,000	4.2
	vs. last month:	-0.4%	-0.4%	13.8%	9.9%	9.6%	10.5%
	vs. last year:	-4.4%	-1.7%	-1.1%	1.5%	1.7%	5.0%
	year-to-date sales (in millions)			1.451	0.648		

Source: © 2019 National Association of REALTORS ®

The US Housing Trends are indicating a significant improvement compared to the late 2000s in sales volume, increasing each year through 2017, showing a slight dip in 2012 and 2014 before recovering in 2015 before trailing off again in 2018 and the first four months of 2019. Sales volume while still at the high end of the range appears to have stalled and decreased during the second half of 2018 and the beginning of 2019. Volume trends have been similar for the South; however, volume leveled off in 2014 before increasing again in 2015 and then declining slightly in 2018. Months' supply has significantly decreased (by more than half since 2010) as volume as risen. The monthly data shows volume levels declining somewhat with volume in the south declining more than the national average. Based on the sales volume, the housing market still appears strong, however, potential for additional growth in the next one to two years appears unlikely in both the US and the Southern region.

The following table represents US existing Home sale prices for the country compared to the region.

US EXISTING HOME SALES PRICES					
Year		U.S.	South	U.S.	South
		Median		Average (Mean)	
2010		\$172,900	\$150,100	\$220,000	\$193,000
2011		166,100	144,200	214,000	188,100
2012		177,200	158,400	225,800	202,500
2013		197,100	170,700	245,500	216,400
2014		208,300	179,300	255,300	224,400
2015		222,400	192,100	266,400	234,700
2016		233,800	204,800	276,000	243,900
2017		247,200	218,000	289,200	255,400
		259,300	225,900	298,200	262,000
Not Seasonally Adjusted					
2018	Apr	257,900	226,900	297,800	264,000
2018	May	265,100	232,900	303,700	270,500
2018	Jun	273,800	237,100	311,900	275,900
2018	Jul	269,300	233,000	307,600	269,600
2018	Aug	265,600	228,000	304,000	264,100
2018	Sep	256,900	223,300	296,000	258,200
2018	Oct	255,100	221,600	293,900	256,500
2018	Nov	257,400	223,600	296,100	259,100
2018	Dec	254,700	225,300	293,800	260,400
2019	Jan	249,300	216,000	288,100	250,100
2019	Feb	250,100	220,000	288,500	253,300
2019	Mar r	259,700	228,100	297,500	263,200
2019	Apr p	267,300	236,800	305,200	273,200
vs. last year:		3.6%	4.4%	2.5%	3.5%

Source: © 2019 National Association of REALTORS ®

Median and average home prices have been trending upward since 2011, recognizing that pricing is seasonal with lulls are typically seen around the holidays. The summer months report the biggest uptick in pricing. The South is showing slightly higher growth than the nation as a whole, with median pricing growing at 4.4% from this month last year.

Florida General Trends

New housing construction increased more rapidly than population growth through 2007, reflecting the second home nature of the area. More recently this trend has changed, although it is anticipated Florida will remain a sought after second home market and will experience a rebound in new home construction as economic conditions continue to improve. Unlike many areas, residential demand does not always correlate with in-migration and population growth in Florida, as a significant component of demand is derived from part-time residents.

Displayed below is the Existing Home Sales Volume for the Florida Metro Area Existing Home Sales Prices.

Metropolitan Area	METRO AREA EXISTING SF HOME SALES PRICES											%Chya		
	2011	2012	2013	2014	2015	2016	2017	2018 r	2018.I	2018.II	2018.III		2018.IV r	2019.I p
U.S.	166.2	177.2	197.4	208.9	223.9	235.5	248.8	261.6	245.3	268.0	266.5	258.0	254.8	3.9%
NE	237.5	237.2	248.9	252.2	262.5	265.4	275.7	289.2	267.4	288.9	301.5	286.0	277.2	3.7%
MW	135.8	143.7	155.7	164.2	175.5	184.4	196.2	201.7	186.8	209.6	206.5	196.8	194.1	3.9%
SO	149.3	158.4	174.2	182.9	196.4	209.2	222.7	231.6	220.3	238.4	234.2	228.6	225.7	2.5%
WE	204.5	234.3	276.4	294.4	319.1	342.9	369.4	388.6	371.4	398.3	394.8	385.4	384.3	3.5%
Cape Coral-Fort Myers, FL	102.9	128.1	164.0	180.7	210.0	227.4	243.5	251.0	251.5	259.3	250.0	249.9	255.0	1.4%
Crestview-Fort Walton Beach-Destin, FL	N/A	179.5	230.0	225.0	237.0	252.0	268.0	281.0	270.0	290.0	275.5	279.0	275.0	1.9%
Deltona-Daytona Beach-Ormond Beach, FL	104.8	109.5	128.5	136.0	150.0	172.5	190.0	209.9	200.0	209.5	210.8	213.0	215.0	7.5%
Gainesville, FL	148.6	145.6	168.0	175.0	182.0	195.0	210.0	230.0	222.8	232.9	229.0	233.0	227.0	1.9%
Jacksonville, FL	123.6	128.2	175.0	183.4	195.0	211.0	228.9	247.0	240.5	250.0	247.5	246.9	245.0	1.9%
Lakeland-Winter Haven, FL	N/A	101.5	122.0	133.0	145.0	163.0	178.8	196.0	191.8	194.9	199.9	200.0	202.7	5.7%
Miami-Fort Lauderdale-Miami Beach, FL	181.1	203.1	246.5	260.0	280.0	305.0	330.0	350.0	340.0	353.0	355.0	350.0	350.0	2.9%
Naples-Immokalee-Marco Island, FL	N/A	253.5	310.0	370.0	405.0	420.4	434.9	446.0	465.0	465.0	425.0	432.8	429.0	-7.7%
North Port-Sarasota-Bradenton, FL	156.2	171.9	198.0	210.0	240.0	262.5	280.0	290.0	287.0	295.0	290.0	295.0	295.0	2.8%
Ocala, FL	80.9	90.7	99.5	100.0	112.0	128.0	147.0	159.9	152.5	158.0	164.9	162.0	165.0	8.2%
Orlando-Kissimmee-Sanford, FL	124.9	134.0	165.0	180.0	199.0	224.0	244.9	265.0	255.0	269.0	266.0	265.0	267.0	4.7%
Palm Bay-Melbourne-Titusville, FL	108.5	116.5	125.0	137.0	162.0	185.0	210.0	228.0	226.3	226.4	230.8	228.0	229.8	1.5%
Panama City, FL	N/A	139.9	170.0	170.0	177.0	189.0	207.0	223.5	215.0	222.8	227.9	225.0	215.0	0.0%
Pensacola-Ferry Pass-Brent, FL	134.6	135.9	150.0	149.9	157.5	169.4	185.0	203.0	192.7	205.0	207.0	206.0	204.0	5.9%
Port St. Lucie, FL	N/A	119.8	135.0	150.0	178.0	205.0	228.8	240.0	237.5	245.0	242.0	239.9	245.3	3.3%
Punta Gorda, FL	N/A	114.8	139.9	147.0	168.0	189.9	206.0	220.0	215.0	225.0	215.0	228.3	226.3	5.3%
Sebastian-Vero Beach, FL	N/A	138.6	155.0	160.0	181.0	201.0	226.0	239.0	233.0	240.0	239.0	240.0	242.7	4.2%
Tallahassee, FL	143.0	144.9	170.0	168.5	176.5	187.0	204.9	215.0	210.0	218.0	215.5	214.5	215.0	2.4%
Tampa-St. Petersburg-Clearwater, FL	127.8	133.9	150.0	158.0	173.9	196.0	220.0	235.0	225.0	238.7	236.0	235.0	234.9	4.4%

*All areas are Metropolitan Statistical Areas (MSA) as defined by the US Office of Management and Budget though in some areas an exact match is not possible from the available data.
MSAs include the named central city and surrounding areas and may not match local reporting due to differences in specification. N/A Not Available p Preliminary r Revised
Source: © 2019 National Association of REALTORS®

For the South, Existing Home Sales Prices increased by 2.5% over the year, the lowest increase in the country. Growth in the South (SO) has overcome growth in the Midwest (MW) in terms of rebound in sale prices and is significantly lower than the Northeast (NE). Multiple Florida markets are experiencing double-digit price growth and have done so for over a year, indicating that strong growth is occurring in some markets. The Ocala market is up 8.2% in pricing over last year, the Deltona-Daytona Beach-Ormond Beach and Pensacola Ferry Pass-Brent markets also continue to see strong growth with current pricing up of 7.5% and 5.9% respectively over last year.

The following chart illustrates condo sale prices in the U.S., regions and markets within the State of Florida.

Metropolitan Area	METRO AREA EXISTING CONDO SALES PRICES											%Chya	
	2013	2014	2015	2016	2017	2017.I	2017.II	2017.III	2017.IV	2018.I	2018.II r		2018.III p
U.S.	194.9	204.3	210.7	220.7	234.3	218.8	239.5	238.6	237.1	231.6	246.6	244.1	2.3%
NE	250.2	254.9	249.3	256.6	271.7	249.7	277.8	279.4	274.3	267.8	289.9	291.3	4.3%
MW	138.3	149.3	157.9	166.2	175.2	164.6	181.0	177.8	172.8	171.2	185.0	178.9	0.6%
SO	147.9	154.7	162.9	172.6	183.8	175.2	189.0	187.1	182.7	176.0	189.0	184.1	-1.6%
WE	249.2	273.3	294.5	321.3	345.6	320.2	346.4	350.4	360.8	360.0	369.7	365.4	4.3%
Cape Coral-Fort Myers, FL	145.0	165.0	176.0	181.0	185.0	190.0	195.0	178.0	184.0	190.0	195.0	185.0	3.9%
Jacksonville, FL	115.0	118.0	128.0	138.0	152.0	143.0	152.5	155.2	155.0	157.0	168.4	163.0	5.0%
Miami-Fort Lauderdale-Miami Beach, FL	128.0	144.0	154.0	165.0	179.0	170.0	182.0	180.0	182.0	183.0	198.0	190.0	5.6%
North Port-Sarasota-Bradenton, FL	150.0	165.0	180.0	190.0	207.0	205.0	204.5	195.0	220.0	220.0	218.0	215.0	10.3%
Palm Bay-Melbourne-Titusville, FL	110.0	121.0	133.0	144.0	157.0	145.0	160.0	160.0	165.0	158.0	180.0	175.0	9.4%
Tallahassee, FL	76.0	76.5	90.3	96.9	106.0	105.5	100.0	112.5	105.0	107.7	105.0	108.0	-4.0%
Tampa-St. Petersburg-Clearwater, FL	96.8	108.5	118.5	135.0	150.0	140.0	152.5	150.0	155.0	154.0	164.9	161.0	7.3%

*All areas are Metropolitan Statistical Areas (MSA) as defined by the US Office of Management and Budget though in some areas an exact match is not possible from the available data.
MSAs include the named central city and surrounding areas and may not match local reporting due to differences in specification. N/A Not Available p Preliminary r Revised
Source: © 2019 National Association of REALTORS®

For the South, existing condominium sale prices increased significantly from 2013 to 2017. Prices increased approximately 5.30% from 2014 through 2015, from 2015 to 2016 at 5.95% annually, and again 6.49% from 2016 to 2017. It has recently seen a yearly average decrease of (1.6%), which is indicating the market is stabilizing. Condo price growth in Florida has been strong for all markets except for Tallahassee over the past year, with North Port-Sarasota-Bradenton leading the market in pricing. Overall, the Florida condominium market appears to be healthy and will likely remain stable or experience modest growth through the next year.

TRANSPORTATION

The South Florida metropolitan area has a well-developed transportation system. Miami is the primary transportation hub of the United States to the Caribbean Islands and Latin America. It has three international airports supported by numerous municipal airports in close proximity, four seaports as well as a considerable number of highways, U.S. routes and state roads as well as several public transportation systems.

Roadway

The South Florida metropolitan area is served by five interstate highways operated by the Florida Department of Transportation in conjunction with local agencies. I-95 runs north to south along the coast, ending just south of Downtown Miami. I-75 runs east to west, turning south in western Broward County; it connects suburban North Miami-Dade to Naples on the west coast via Alligator Alley, which transverses the Florida Everglades before turning north. I-595 connects the Broward coast and downtown Fort Lauderdale to I-75 and Alligator Alley. I-195 and I-395 both connect the main I-95 route to Biscayne Boulevard and Miami Beach, which is across Biscayne Bay. I-195 and I-395 also connect (at their interchanges with I-95) to the Airport Expressway (State Road 112) and the Dolphin Expressway (State Road 836), respectively, both of which run west to Miami International Airport; the Dolphin Expressway also connects to Florida's Turnpike and the western suburbs of Miami-Dade County.

Air

The South Florida area is served by three major airports: Miami International Airport (MIA), Fort-Lauderdale-Hollywood International Airport (FLL), and Palm Beach International Airport (PBI). The three airports combine to make the fourth largest domestic origin and destination market in the United States, after New York City, Los Angeles, and Chicago. The top 5 Air Carriers in South Florida ranked by domestic departing passengers from South Florida include American Airlines, Delta Air Lines, Southwest Airlines, JetBlue Airways and US Airways. Miami International Airport is the largest gateway between the United States and Latin America, and is one of the largest airline hubs in the United States, owing to its proximity to tourist attractions, local economic growth, large local Latin American and European populations, and strategic location to handle connecting traffic between North America, Latin America, and Europe. Miami's airport ranks third, behind Chicago and Memphis, in the US for cargo volumes with 1.8 million tons which fuels the demand for warehousing space. Miami International Airport is the primary airport serving the South Florida area and is the main connecting point for cargo between Latin America and the world. Miami International Airport handles 83% of all imports and exports to and from Latin America and the Caribbean. In 2015, the International Air Transport Association (IATA) certified Miami International Airport as a pharmaceuticals freight hub, the first U.S. and second global airport designated. MIA is home to 101 carriers which is the most of any U.S. airport.

Rail



In Miami, Miami-Dade Transit operates Metrorail, Florida's only rapid transit metro with 22 stations on a 22.4-mile (36.0 km) track, the Downtown Miami people mover, (Metromover) with 21 stations and 3 lines on 4.4-mile (7.1 km) track, as well as Metrobus. Miami-Dade commissioners announced a plan to build six new mass transit lines, "Strategic Miami Area Rapid Transit", this will hopefully boost Miami's often-criticized public transportation system, despite its 11th ranking nationally. In Broward County, Broward County Transit runs public buses as does Palm Tran in Palm Beach County. Additionally, the South Florida Regional Transportation Authority operates Tri-Rail, a commuter rail train that connects the three of the primary cities of South Florida (Miami, Fort Lauderdale, and West Palm Beach), and most intermediate points.

All Aboard Florida or Brightline is a passenger rail project that will connect Miami and Orlando through express intercity service while also building new passenger stations. A wholly owned subsidiary of Florida East Coast Industries (FECI), the project will include stations in downtown Fort Lauderdale and West Palm Beach. It will be

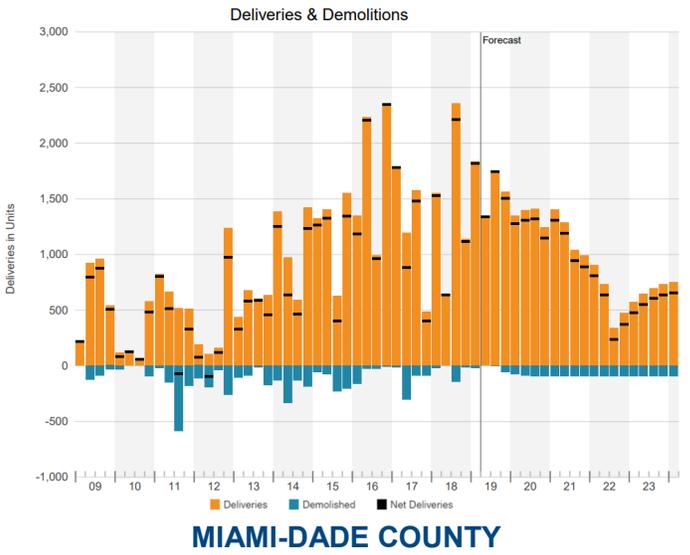
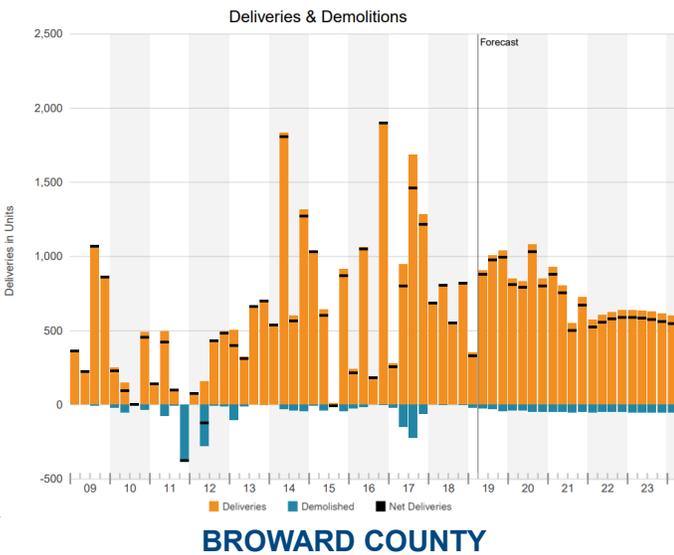
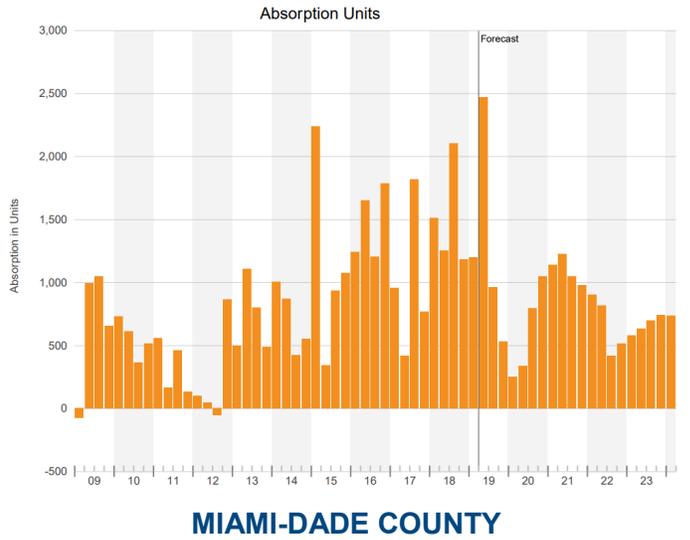
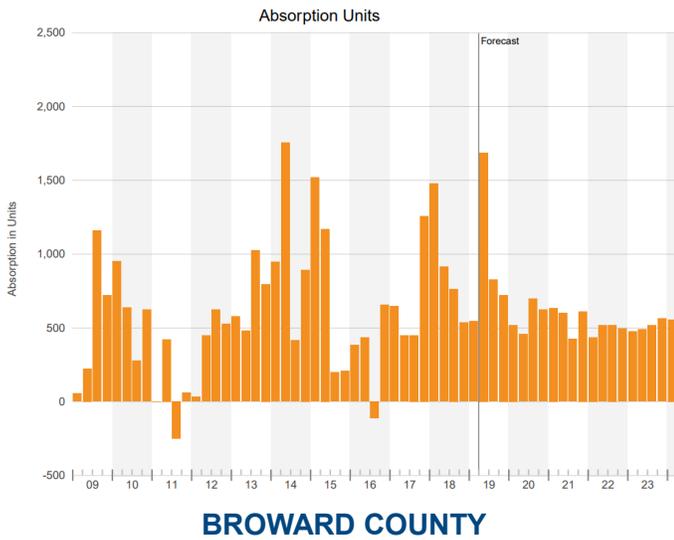
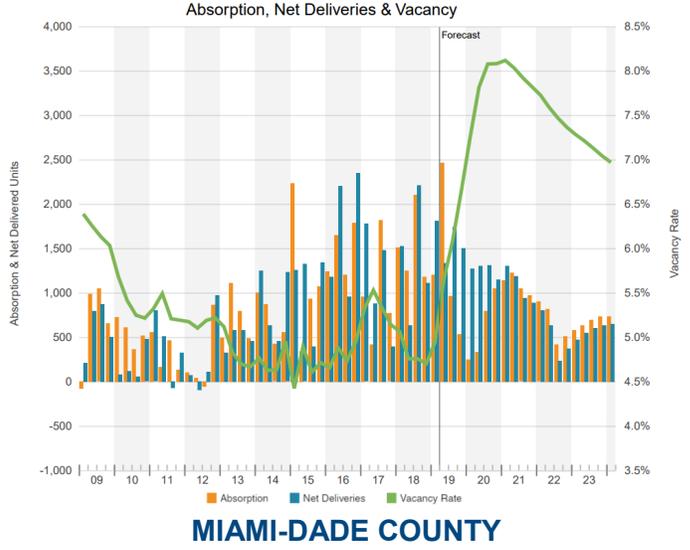
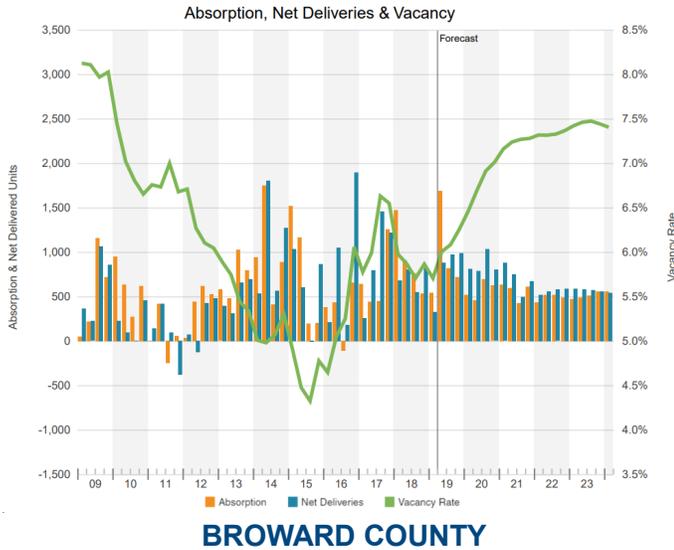
the first time a privately-owned company in the US has developed and operated an express passenger rail system in over 100 years. The service will use the existing FEC corridor between Miami and Cocoa, while also building a new 40-mile (64 km) stretch of tracks along the State Road 528 corridor between Cocoa and the Orlando International Airport. All Aboard Florida will serve the historic FEC rail corridor along the east coast of Florida, where approximately 50% of the state's population—over 9 million people—currently lives.

Ports

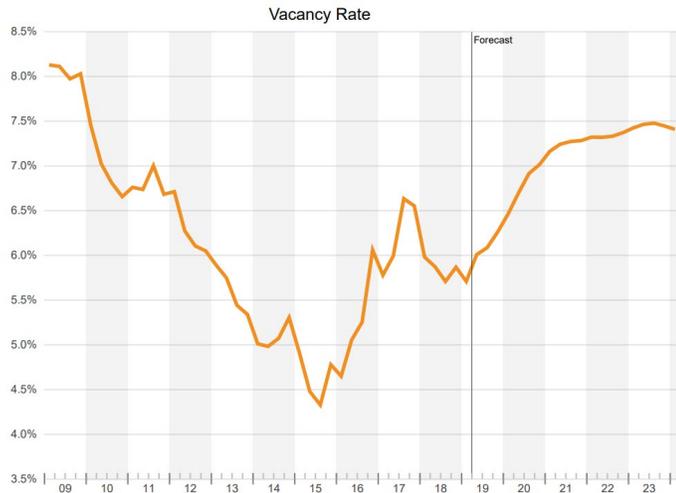
The metropolis also has four seaports, the largest and most important being the Port of Miami. The Port of Miami is an important contributor to the local south Florida and state economies and caters to both cruise ships and containerized cargo. The Port of Miami has been dredged to 50 feet to allow the bigger post-Panamatic ships to come through. Miami is the first port on the U.S. Eastern Seaboard prepared for the Panama Canal Expansion.

The Port of Miami infrastructure improvement tunnel (costing about \$1.5B) has been completed and allows trucks and containers to travel on I-95 from the port all the way to NY without a stoplight. In addition, the port received a TIGER grant from the federal government to repair a damaged bridge and increase the capacity of the existing by increasing the capacity of the on-dock rail connection already in place which will move cargo off the docks quicker. These improvements allow the port to triple its capacity from one million TEUs to three million TEUs. The port also serves more than four million cruise line passengers each year. Others in the area include Port Everglades, Port of Palm Beach and the Miami River Port.

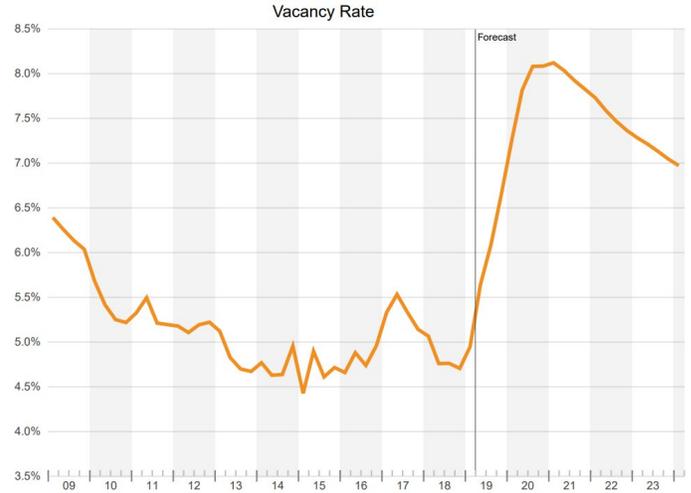
ABSORPTION/DELIVERY OF UNITS – BROWARD VS. MIAMI-DADE



HISTORICAL/PROJECTED VACANCY – BROWARD VS. MIAMI-DADE

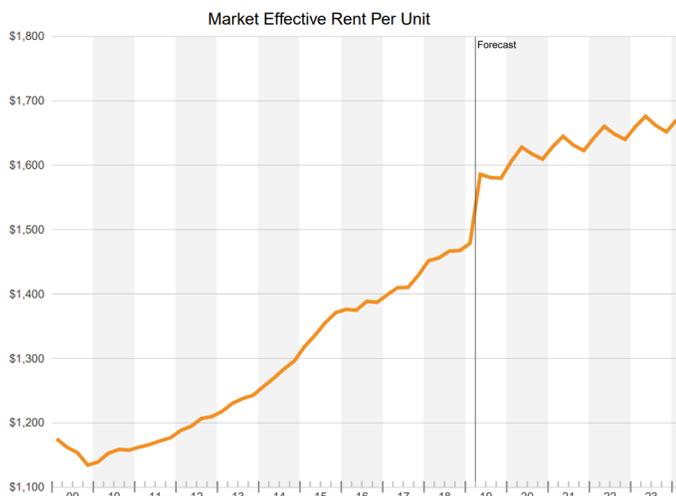


BROWARD COUNTY

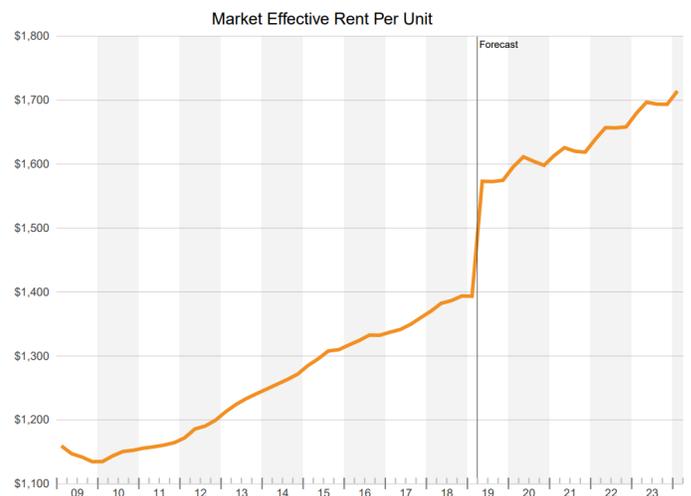


MIAMI-DADE COUNTY

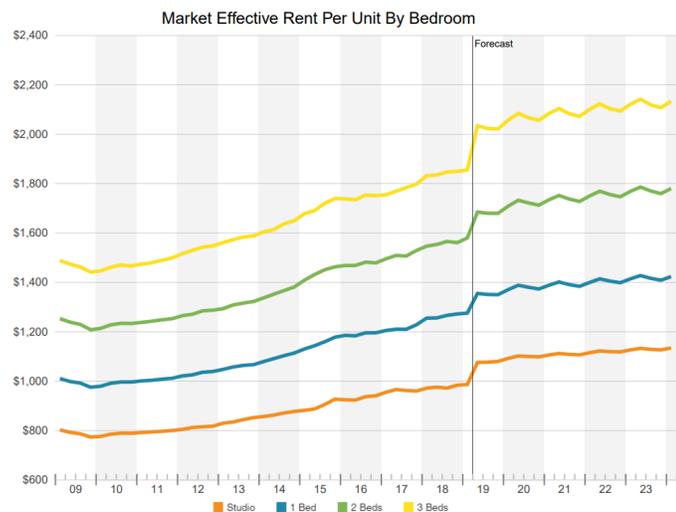
MARKET AREA RENTAL RATES – BROWARD VS. MIAMI-DADE



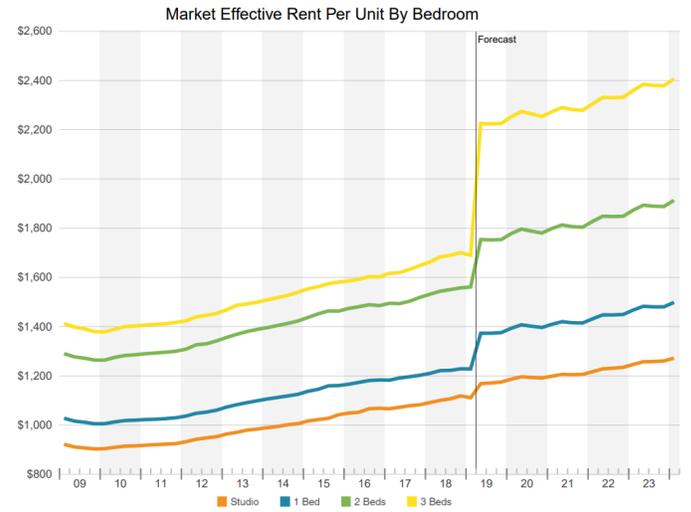
BROWARD COUNTY



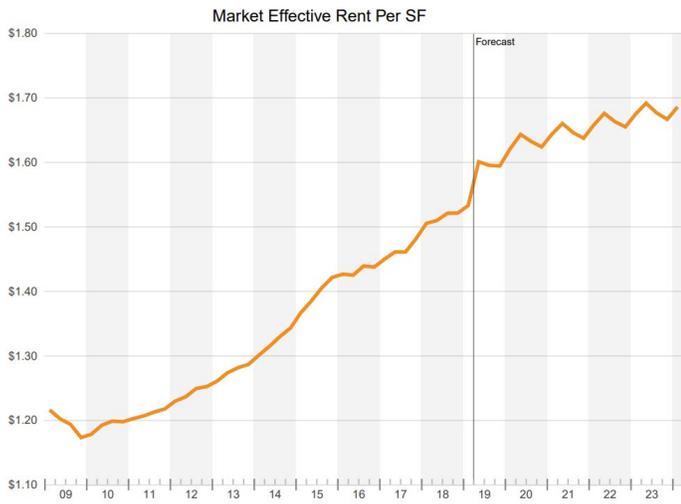
MIAMI-DADE COUNTY



BROWARD COUNTY



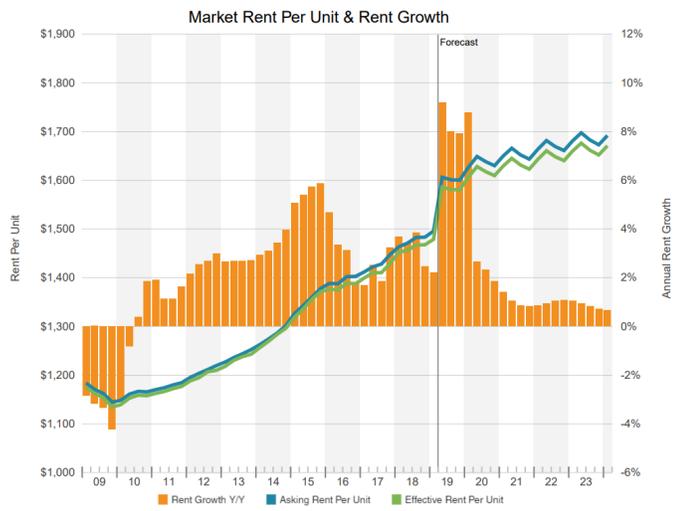
MIAMI-DADE COUNTY



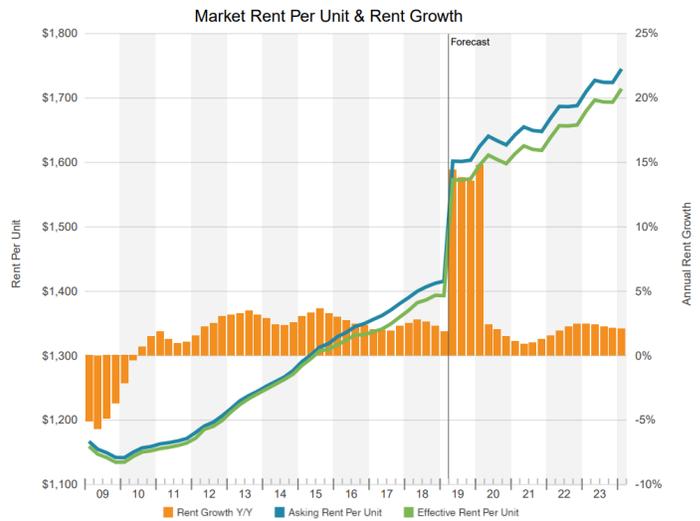
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BROWARD COUNTY



MIAMI-DADE COUNTY

CAPITALIZATION RATE TRENDS – BROWARD VS. MIAMI-DADE



BROWARD COUNTY

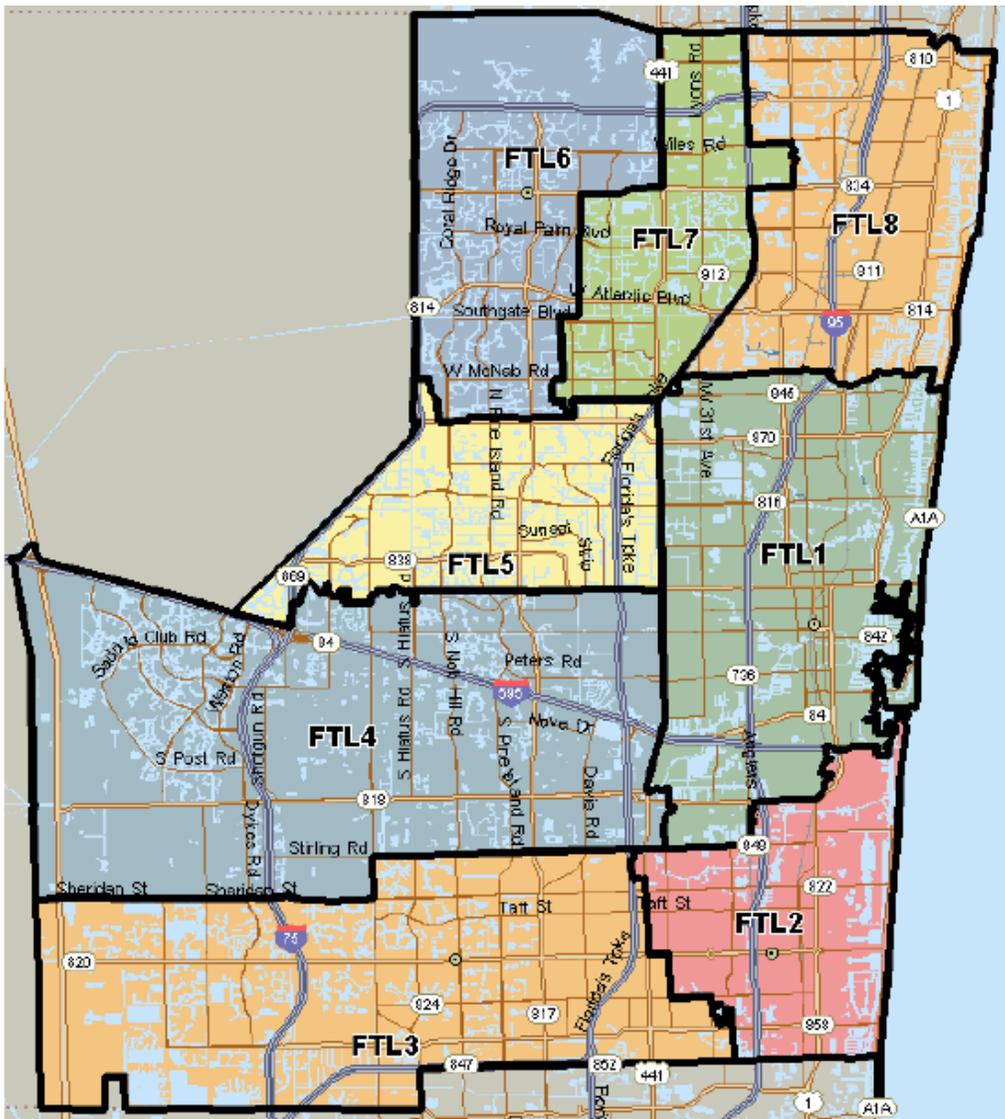


MIAMI-DADE COUNTY

FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH METRO APARTMENT MARKET ANALYSIS

The following is an analysis of supply/demand trends in the Fort Lauderdale-Pompano Beach-Deerfield Beach Apartment Market using information provided by MPF Research, widely recognized as a market leader in Apartment data and statistics. Through their coverage of the MPF-100, a collection of the 100 largest primary and secondary markets in the US, data is primarily sourced at the floor-plan, transaction level. This is made possible through MPF’s sister company relationship with RealPage, the developers of YieldStar and OneSite revenue and property management software suites, resulting in access to access individual lease transactions for roughly 3.7 million units.

We will first analyze the metro market, followed by the submarket. The following map highlights MPF’s coverage of the Fort Lauderdale-Pompano Beach-Deerfield Beach Metro Market and the individual submarkets tracked. The subject is located within the Hollywood submarket (FTL2).



Current Market Snapshot

The table below presents a current quarter snapshot of key indicators for the Fort Lauderdale-Pompano Beach-Deerfield Beach Metro Market.

FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH MARKET AT A GLANCE									2019 Q1
	TOTAL UNITS	OCCUPANCY (%)	ABSORP. (UNITS)	NEW INV. (UNITS)	REMOVALS (UNITS)	INVENTORY UNITS Δ	INVENTORY % Δ	UNDER CONST.	NEAR-TERM DELIVERIES ¹
INVENTORY	187,505	95.4%	1,757	806	0	806	0.4%	5,712	3,985
CATEGORY	BY VINTAGE					BY STYLE			
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL
Occupancy	94.9%	95.4%	95.3%	96.7%	98.2%	95.6%	95.1%	95.0%	95.4%
Quarterly Occ. Δ	0.2%	0.1%	0.3%	2.3%	0.4%	0.6%	0.7%	0.0%	0.5%
Annual Occ. Δ	-0.1%	-0.2%	-0.1%	0.7%	-0.4%	0.1%	-0.6%	0.6%	-0.1%
Rent (\$/mo.)	\$1,829	\$1,626	\$1,445	\$1,205	\$1,191	\$1,553	\$1,506	\$2,118	\$1,587
Rent (\$/sf)	\$1.74	\$1.49	\$1.51	\$1.34	\$1.52	\$1.53	\$1.50	\$2.05	\$1.57
Annual Revenue Δ ²	1.1%	3.7%	3.7%	3.7%	7.8%	3.5%	1.6%	-0.4%	2.7%
% Offering Concessions	15.8%	7.0%	11.7%	10.4%	0.0%	11.0%	17.8%	5.1%	11.6%
Avg. Concession	4.2%	2.2%	2.3%	2.6%	n.a.	3.3%	3.5%	3.6%	3.4%
Qtr. Same-Property Rent Δ	-0.1%	1.1%	2.1%	0.5%	1.6%	1.1%	-0.1%	-0.3%	0.8%
Ann. Same-Property Rent Δ	1.2%	3.9%	3.8%	3.0%	8.2%	3.4%	2.2%	-1.0%	2.8%

Source: MFP Research © ¹ Delivering within next four quarters. ² Annual Revenue Change = Annual Occ. Change + Annual Rent Change

Occupancy

As presented, the Fort Lauderdale-Pompano Beach-Deerfield Beach market maintains a current inventory of 187,505 units, up approximately 0.40% (806 units) from the previous quarter. The current market-wide occupancy rate of 95.4% is indicated through a range extending from 94.9% to 98.2% across all property styles and vintages. When compared to the previous quarter, the market-wide average occupancy rate has increased 0.5%. On a current-quarter annualized basis, occupancy rates have decreased 0.1%.

Rental Rates / Revenue

On a per unit basis, rental rates by vintage range from a low of \$1,191 per month to a high of \$1,829 per month. When analyzed on the basis of style, rental rates range from \$1,506 (low-rise) to \$2,118 (high-rise). In total, the market-wide inventory-weighted average rental rate is \$1,587 per unit per month. On a per square foot basis, rental rates range from a low of \$1.34 to a high of \$1.74 when analyzing property vintage and \$1.50 to \$2.05 when analyzed by property style. In aggregate, the market-wide average rental rate is \$1.57 per square foot. Annual revenue change, defined as annual occupancy change plus annual rent change represents an increase of 2.7% versus the previous same-quarter annual period.

Concessions

Analyzed by vintage, the percentage of properties currently offering concessions range from 0.0% (pre-1970s) to 15.8% (2000+). When singularly analyzing property style, this range shifts to a low of 5.1% (high-rise) to a high of 17.8% (mid-rise). An aggregate, market-wide average of 11.6% is indicated.

The average concession given ranges from 2.2% to 4.2% (vintage) and 3.3% to 3.6% (style) of potential gross income. An inventory-weighted average across all vintages and styles of 3.4% of potential gross income is indicated.

Trailing Metro Performance

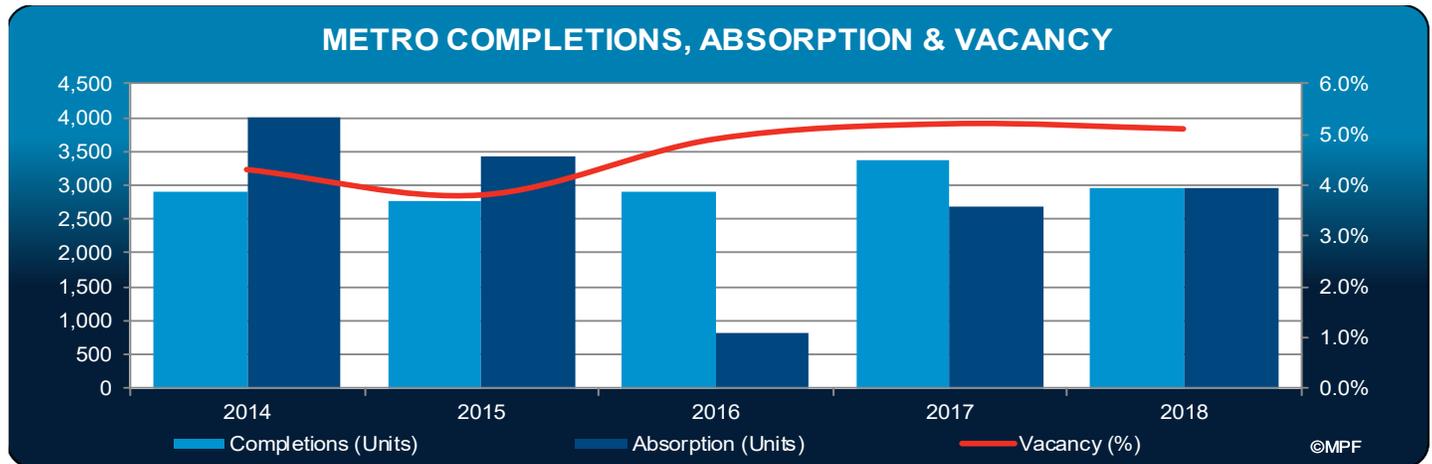
Key supply/demand, occupancy, rental rate, and concession statistics for available trailing annual and quarterly periods are summarized below.

Historical Supply/Demand

The following table highlights the trailing annual and quarterly supply, construction, and absorption metrics.

HISTORICAL SUPPLY/DEMAND FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH MARKET									
PERIOD	TOTAL UNITS	OCCUP-ANCY (%)	ABSORP. (UNITS)	NEW INV. (UNITS)	REMOVALS (UNITS)	INVENTORY UNITS Δ	INVENTORY % Δ	UNDER CONST.	NEAR-TERM DELIVERIES ¹
2014	174,865	95.7%	4,001	2,914	0	2,914	1.7%	2,957	2,459
2015	177,548	96.2%	3,432	2,779	96	2,683	1.5%	3,827	2,861
2016	180,459	95.1%	829	2,911	0	2,911	1.6%	4,556	3,361
2017	183,744	94.8%	2,678	3,361	76	3,285	1.8%	3,557	2,955
2018	186,699	94.9%	2,960	2,955	0	2,955	1.6%	4,089	3,325
2018 Q2	185,624	95.6%	1,142	1,028	0	1,028	0.6%	3,717	2,362
2018 Q3	186,042	95.4%	150	418	0	418	0.2%	4,071	2,898
2018 Q4	186,699	94.9%	-318	657	0	657	0.4%	4,089	3,325
2019 Q1	187,505	95.4%	1,757	806	0	806	0.4%	5,712	3,985

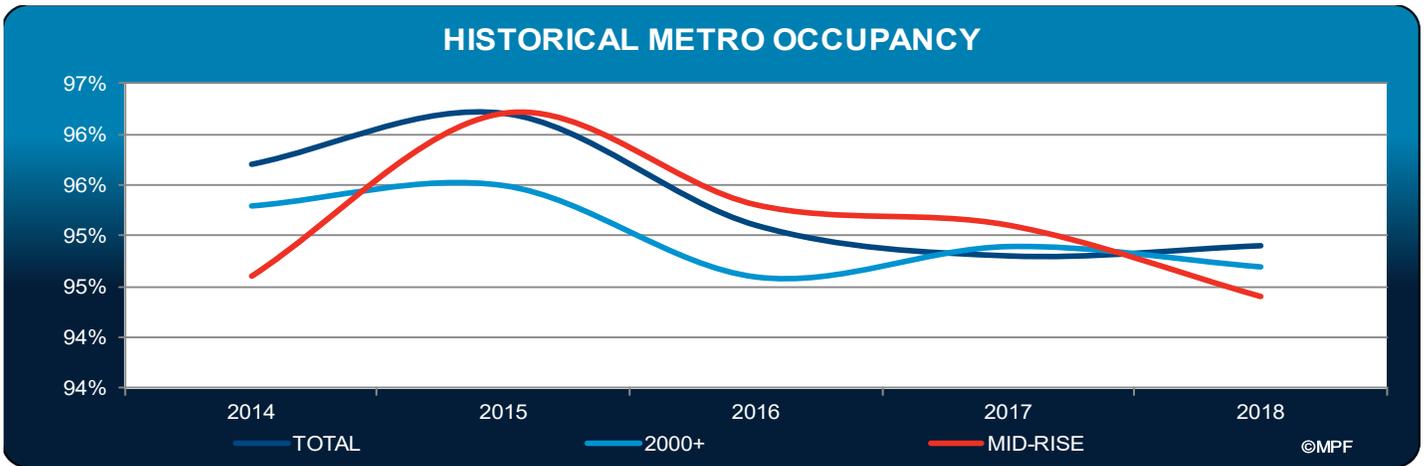
Source: MPF Research© ¹ Delivering within next four quarters.



Metro Occupancy Trends

OCCUPANCY FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH METRO									
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2014	95.3%	95.8%	96.0%	95.3%	96.5%	95.9%	94.6%	95.0%	95.7%
2015	95.5%	96.1%	96.5%	96.9%	95.6%	96.2%	96.2%	95.6%	96.2%
2016	94.6%	95.0%	95.1%	95.8%	97.0%	95.0%	95.3%	94.7%	95.1%
2017	94.9%	94.7%	94.8%	95.1%	90.9%	94.7%	95.1%	95.4%	94.8%
2018	94.7%	95.3%	95.0%	94.4%	97.8%	95.0%	94.4%	95.0%	94.9%
2018 Q2	95.0%	95.8%	95.7%	95.8%	98.3%	95.8%	95.2%	94.0%	95.6%
2018 Q3	95.1%	95.7%	95.5%	95.3%	98.8%	95.7%	95.1%	93.3%	95.4%
2018 Q4	94.7%	95.3%	95.0%	94.4%	97.8%	95.0%	94.4%	95.0%	94.9%
2019 Q1	94.9%	95.4%	95.3%	96.7%	98.2%	95.6%	95.1%	95.0%	95.4%

Source: MPF Research©

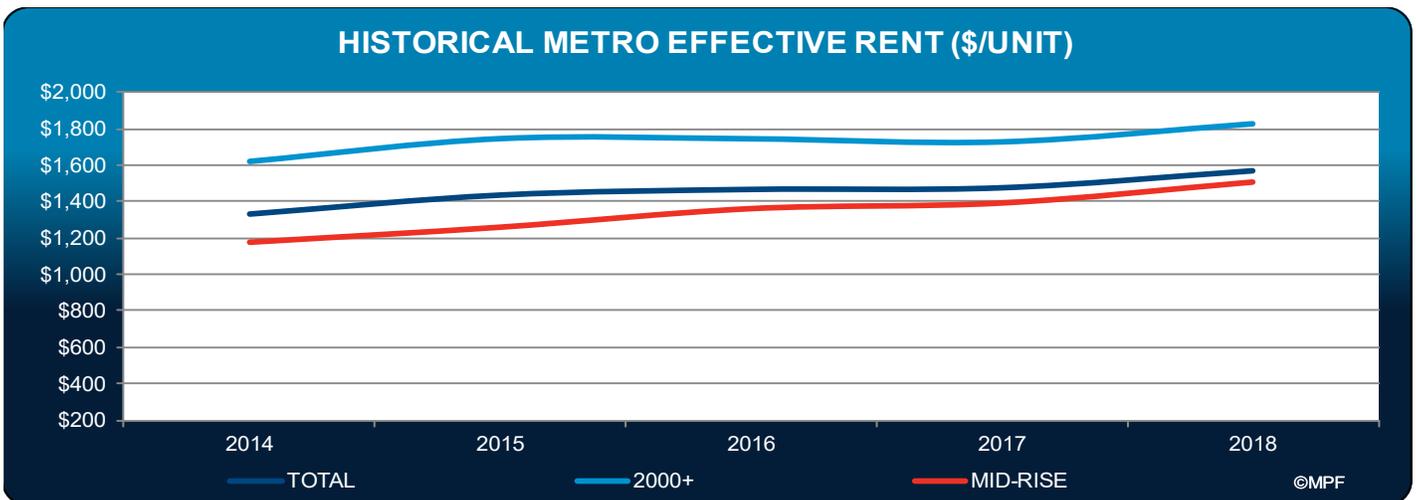


Metro Rental Rate Trends

The following tables and supporting graphs represent the current and historical rental rates on both a \$/Unit (Table 1) and \$/SF (Table 2) basis. Rental rates are reported as effective rates (net of concessions).

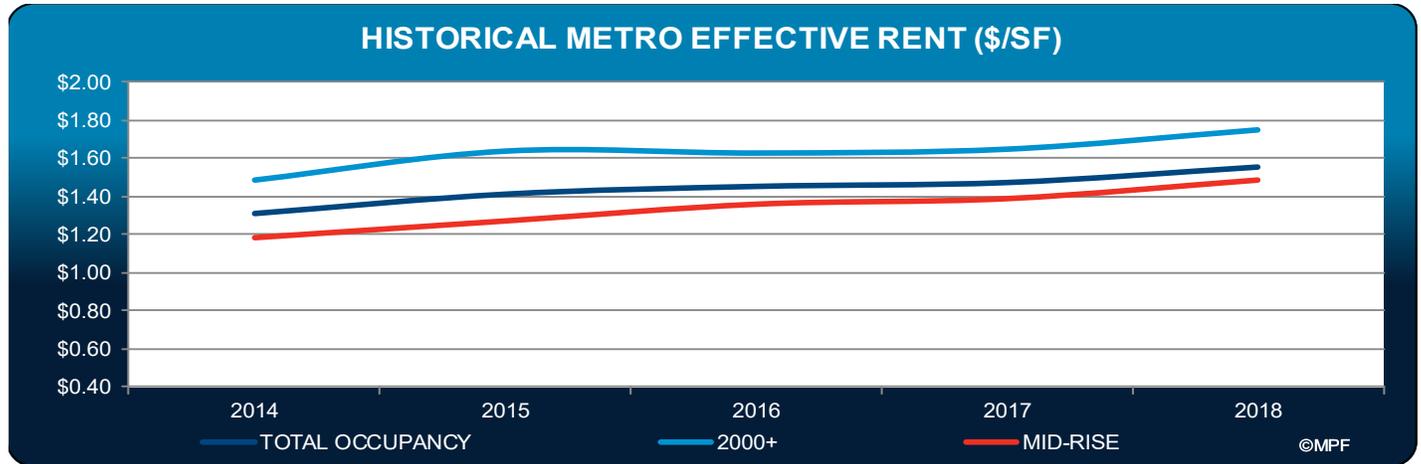
EFFECTIVE RENT (\$/UNIT) FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH METRO									
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2014	\$1,622	\$1,434	\$1,196	\$975	\$981	\$1,334	\$1,180	\$1,823	\$1,334
2015	\$1,748	\$1,518	\$1,285	\$1,044	\$1,089	\$1,416	\$1,263	\$2,043	\$1,438
2016	\$1,747	\$1,532	\$1,326	\$1,100	\$1,069	\$1,443	\$1,365	\$1,984	\$1,469
2017	\$1,730	\$1,517	\$1,378	\$1,140	\$1,128	\$1,453	\$1,396	\$1,965	\$1,478
2018	\$1,830	\$1,607	\$1,417	\$1,201	\$1,170	\$1,530	\$1,511	\$2,123	\$1,571
2018 Q2	\$1,783	\$1,569	\$1,420	\$1,187	\$1,120	\$1,510	\$1,441	\$1,962	\$1,531
2018 Q3	\$1,791	\$1,586	\$1,412	\$1,189	\$1,147	\$1,516	\$1,459	\$1,971	\$1,539
2018 Q4	\$1,830	\$1,607	\$1,417	\$1,201	\$1,170	\$1,530	\$1,511	\$2,123	\$1,571
2019 Q1	\$1,829	\$1,626	\$1,445	\$1,205	\$1,191	\$1,553	\$1,506	\$2,118	\$1,587

Source: MPF Research©



EFFECTIVE RENT (\$/SF) FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH METRO									
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2014	\$1.49	\$1.30	\$1.26	\$1.08	\$1.07	\$1.30	\$1.18	\$1.71	\$1.31
2015	\$1.64	\$1.38	\$1.36	\$1.16	\$1.16	\$1.39	\$1.27	\$1.96	\$1.41
2016	\$1.63	\$1.40	\$1.40	\$1.22	\$1.35	\$1.42	\$1.36	\$1.91	\$1.45
2017	\$1.65	\$1.39	\$1.45	\$1.26	\$1.39	\$1.45	\$1.39	\$1.93	\$1.47
2018	\$1.75	\$1.46	\$1.49	\$1.33	\$1.46	\$1.51	\$1.49	\$2.06	\$1.55
2018 Q2	\$1.70	\$1.44	\$1.50	\$1.31	\$1.41	\$1.50	\$1.43	\$1.96	\$1.52
2018 Q3	\$1.72	\$1.45	\$1.48	\$1.31	\$1.45	\$1.50	\$1.44	\$1.97	\$1.53
2018 Q4	\$1.75	\$1.46	\$1.49	\$1.33	\$1.46	\$1.51	\$1.49	\$2.06	\$1.55
2019 Q1	\$1.74	\$1.49	\$1.51	\$1.34	\$1.52	\$1.53	\$1.50	\$2.05	\$1.57

Source: MPF Research©



Metro Concession Trends

The following tables represent the percentage of properties offering concessions (Table 1) and the concessions granted as a percentage of potential gross income (Table 2).

PERCENT OFFERING CONCESSIONS FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH METRO									
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2014	7.5%	7.8%	5.1%	18.0%	0.0%	6.9%	16.3%	12.5%	8.5%
2015	10.9%	4.6%	3.6%	19.4%	0.0%	4.8%	22.9%	19.1%	8.3%
2016	16.4%	8.4%	22.7%	10.3%	0.0%	12.8%	18.2%	25.8%	14.6%
2017	16.2%	13.5%	13.2%	17.1%	42.7%	16.9%	10.0%	8.8%	15.2%
2018	15.8%	4.4%	12.8%	14.0%	26.2%	12.2%	12.9%	8.2%	12.0%
2018 Q2	12.2%	4.6%	6.6%	11.1%	0.0%	7.5%	17.0%	0.7%	8.5%
2018 Q3	6.3%	6.8%	9.1%	10.4%	0.0%	7.8%	10.4%	0.1%	7.7%
2018 Q4	15.8%	4.4%	12.8%	14.0%	26.2%	12.2%	12.9%	8.2%	12.0%
2019 Q1	15.8%	7.0%	11.7%	10.4%	0.0%	11.0%	17.8%	5.1%	11.6%

Source: MPF Research©

CONCESSIONS AS PERCENT OF PGI FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH METRO									
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2014	1.5%	1.7%	2.9%	3.0%	n.a.	2.5%	1.6%	0.9%	2.1%
2015	2.3%	1.4%	1.5%	2.2%	n.a.	1.7%	2.0%	2.6%	2.0%
2016	3.7%	1.0%	1.7%	3.7%	n.a.	2.1%	4.0%	3.1%	2.6%
2017	3.5%	3.1%	1.8%	1.8%	3.7%	2.8%	2.4%	4.1%	2.8%
2018	4.2%	1.0%	1.4%	3.6%	1.4%	2.5%	4.8%	5.3%	3.2%
2018 Q2	4.6%	0.7%	0.5%	1.3%	n.a.	3.2%	2.0%	4.6%	2.8%
2018 Q3	4.2%	3.5%	2.4%	2.1%	n.a.	3.2%	3.0%	2.8%	3.2%
2018 Q4	4.2%	1.0%	1.4%	3.6%	1.4%	2.5%	4.8%	5.3%	3.2%
2019 Q1	4.2%	2.2%	2.3%	2.6%	n.a.	3.3%	3.5%	3.6%	3.4%

Source: MPF Research©

As of first quarter 2019, approximately 11.3% of all properties across all vintages and styles are offering concessions. This average is derived from a style range of 3.3% (low-rise) to 3.6% (high-rise) and a vintage range 2.2% (1990s) to 4.2% (2000+). The current market-wide average is higher than each of the preceding 3 quarters and lower than each of the trailing three annual periods.

The current metro average concession expressed as a percent of potential gross income is 3.4%, which is generally similar (although slightly higher) to each of the previous 3 quarters, but above the range indicated in the annual periods 2014 through 2017.

Metro Construction Activity

CONSTRUCTION ACTIVITY SUMMARY		FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH METRO	
CATEGORY		UNITS UNDER CONSTRUCTION	UNITS COMPLETED ¹
Conventional (Market)		7,890	3,503
TOTAL		7,890	3,503

Source: MPF Research® ¹Properties completed in the last 4 quarters

Within the Fort Lauderdale-Pompano Beach-Deerfield Beach Metro area, there are a total of 7,890 conventional units currently under construction highlighted by activity in the Fort Lauderdale, Pompano Beach/Deerfield Beach, and Plantation/Davie/Weston submarkets. There are currently 556 units under construction within the subject's submarket and 745 units have delivered within the past four quarters.

The following table sets forth the detailed construction activity, by submarket, for conventional properties in the market.

CONVENTIONAL CONSTRUCTION - FORT LAUDERDALE-POMPANO BEACH-DEERFIELD BEACH METRO		
CATEGORY	UNITS UNDER CONSTRUCTION	UNITS COMPLETED ¹
Fort Lauderdale	4,757	1,022
Hollywood	556	745
Pembroke Pines/Miramar	387	586
Plantation/Davie/Weston	770	394
Sunrise/Lauderhill	0	250
Margate/Coconut Creek/North Lauderdale	0	296
Pompano Beach/Deerfield Beach	1,199	210
Coral Springs	221	0
TOTAL	7,890	3,503

Source: MPF Research® ¹Properties completed in the last 4 quarters

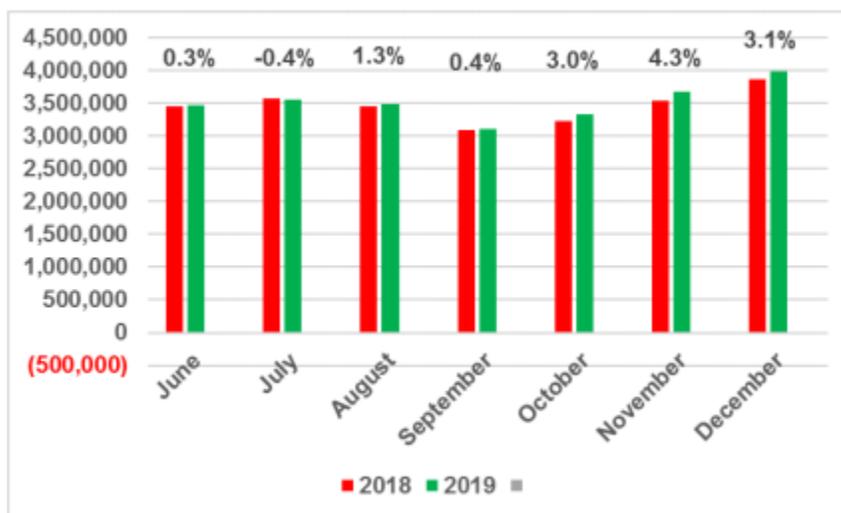
Market Conclusion

The apartment market recovered faster than other asset types following the recession and we've reached and, in many cases, exceeded pre-peak levels in terms of rental rates and pricing. Continued availability of favorable financing as well as local and foreign capital chasing multifamily investments drove high demand for multifamily investments from 2015 to 2017. Despite slight increases in the Federal Funds Rate there were no signs of reduced interest in the first half of 2019. The timing of any additional potential rate hikes is speculative and most investors report there to be room in the spread between the current interest rates and cap rates to absorb potential increases in the treasury rate without impacting transaction volume too significantly.

According to MPFs report, 'Overall apartment performance in South Florida has slowed from the period of robust growth seen from 2014 through 2016. Still, fundamentals remain solid. The market remains essentially full, though considering years of elevated apartment and condo construction, the pace of rent growth should remain moderate in the near term.' Annual rent growth is expected to perform within longer term historical norms around 3.0% over the next couple years. Occupancy is expected to hover at or near 95%.

SUMMARY

The Sunshine State is enjoying rising job growth, a healthy jobs market, and steady home construction with the mix of aging baby boomers this bodes well for continued population growth via the in-migration of workers and retirees. The South Florida economy is flourishing with over 3.1% job growth year-over-year. Fort Lauderdale-Hollywood International Airport (FLL). Fort Lauderdale-Hollywood International (FLL) is located in Broward County, Florida about three miles southwest of downtown Fort Lauderdale. While FLL is home to several airlines, it is the largest hub for Spirit Airlines. Fort Lauderdale is known worldwide for its numerous cruise ship ports. FLL is located in a prime spot for easy access to the ports making it a gateway for tourists traveling to their cruises. Further, FLL has easy access to Florida's world-famous beaches, amusement parks, and other areas of interest. FLL's trend of increasing passengers and enplanements continued in 2015, reaching a record high in annual enplanements at over 10 million. Total traffic is up 10.6% (35,963,370). Domestic traffic is up 8.0% (27,355,007) and International traffic is up 19.8% (8,608,363). In 2018, FLL carried more international passengers than LaGuardia, Baltimore, San Diego, Tampa, Phoenix, and Washington National, combined. Passenger traffic has increased by over 12M passengers since 2013, up 53%. The chart below illustrates the month-over-month change in scheduled available seats for the remainder of 2019. Traffic will respond accordingly.



Miami International airport (MIA) which is 22 miles south of the subject site, is set a new all-time record for passenger traffic in 2016. The first quarter of 2019 was the best ever for Miami International Airport, with passenger numbers up big over last year. During the January through March period, traffic was up 5%, with 583,073 more passengers than the same period in 2018. The growth during the period includes 306,421 additional (+5.5 percent) international passengers and 276,652 additional (+4.6 percent) domestic passengers compared to the same period last year. Growth is expected to continue even further during the second quarter, thanks to the launch of four new international routes: Norwegian's daily flights to London Gatwick Airport on April 1; Royal Air Maroc's three weekly flights to Casablanca on April 3; LOT Polish Airlines' four weekly flights to Warsaw on June 1; and Corsair's four weekly flights to Paris Orly Airport on June 10, 2019. The airport's passenger count already broke a new record in 2018, surpassing 45 million passengers during the year for the first time – an increase of over 1 million passengers from the prior year.

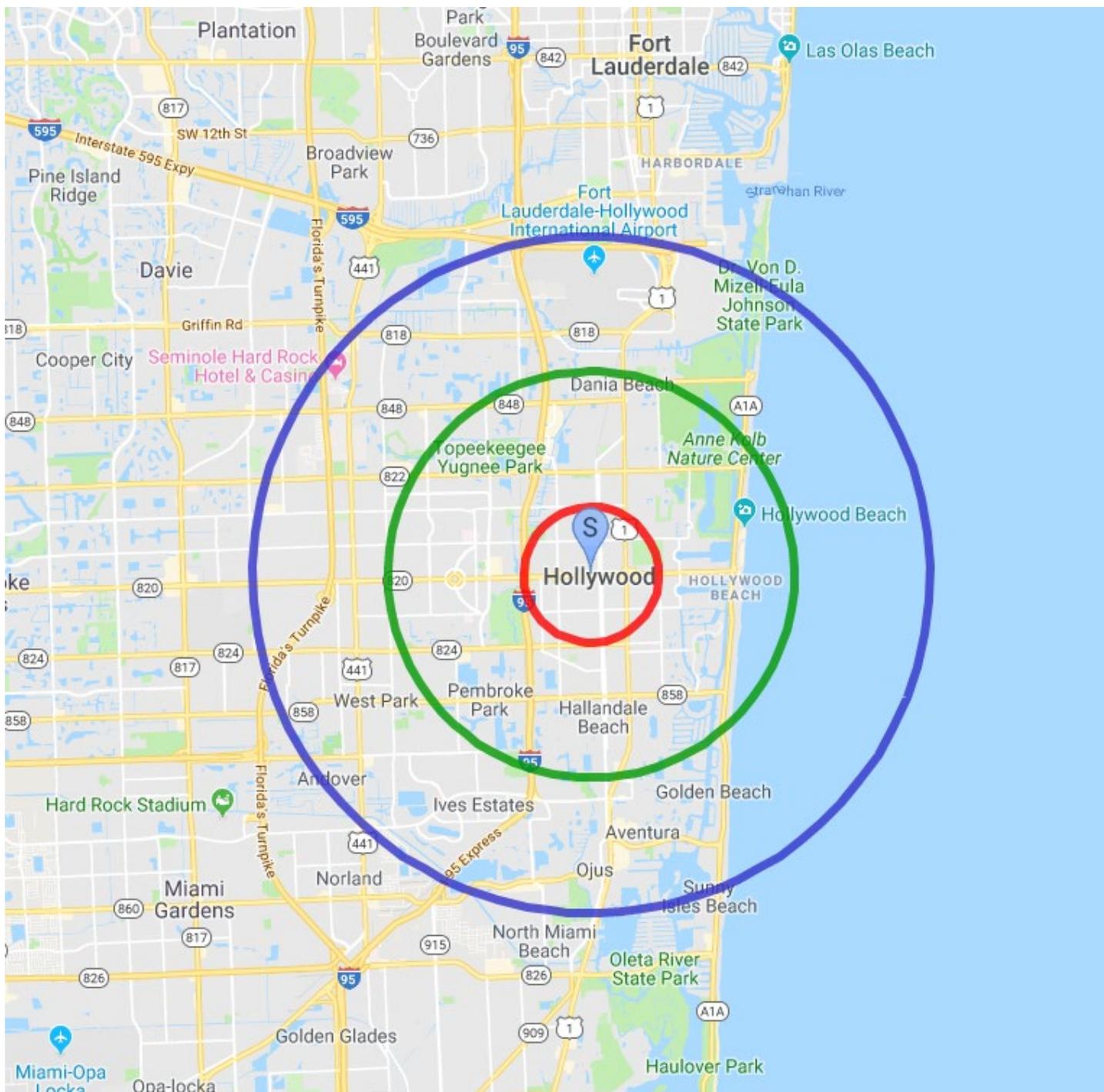
We continue to see an upward trend in income, South Florida's median household income is slightly above the state average. Relatively low energy prices have contributed significantly to increases in real median household income. Real estate investment continues to be a popular option for the investment community in South Florida and is likely to stay robust considering the instability in other parts of the world. Construction levels still have room to grow in some sectors and are still lower than the peak volume over the previous decade. Both domestic and foreign in-migration will continue to fuel the market, with a significant influence coming from foreigners moving capital from Latin American bases to the United States via Miami. Miami-Dade's recognition as the Gateway to the Americas has further enhanced our position as a global market place where professional local talent is readily available to compete and expand.

INTRODUCTION

In this section of the report, we provide details about the local area and describe the influences that bear on the real estate market as well as the subject property. A map of the local area is presented on the prior page. Below are insights into the local area based on fieldwork, interviews, demographic data and experience working in this market.

LOCAL AREA PROFILE

The subject property is located in Hollywood, Florida, within Broward County. Hollywood Boulevard is a popular thoroughfare in Hollywood, Florida, that runs from the Atlantic Ocean in the East to the Everglades in the West.

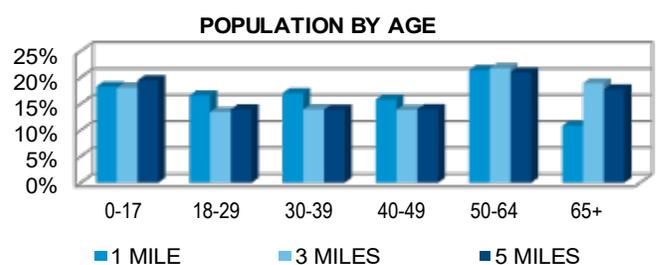
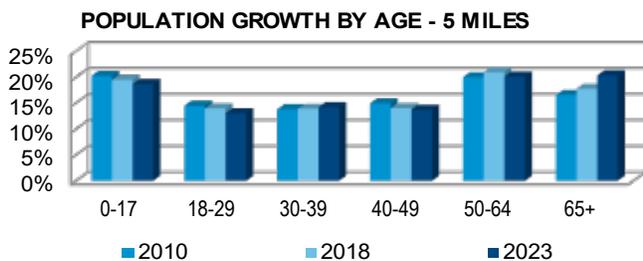


DEMOGRAPHIC PROFILE

Below is a demographic study of the area, sourced by *Pitney Bowes/Gadberry Group - GroundView®*, an on-line resource center that provides information used to analyze and compare the past, present, and future trends of properties and geographical areas. Please note that our demographics provider sets forth income projections in constant dollars which, by definition, reflect projections after adjustment for inflation. We are aware of other prominent demographic data providers that project income in current dollars, which do not account for inflation. A simple comparison of projections for a similar market area made under the constant and current dollar methodologies can and likely will produce data points that vary, in some cases, widely. Further, all forecasts, regardless of demographer methodology(ies), are subjective in the sense that the reliability of the forecast is subject to modeling and definitional assumptions and procedures.

LOCAL AREA DEMOGRAPHICS								
DESCRIPTION	1 MILE	3 MILES	5 MILES	DESCRIPTION	1 MILE	3 MILES	5 MILES	
POPULATION				AVERAGE HOUSEHOLD INCOME				
2000 Population	25,129	142,239	306,750	2018	\$50,880	\$69,149	\$71,622	
2010 Population	26,001	146,842	330,132	2023	\$61,949	\$85,054	\$87,195	
2018 Population	28,083	161,715	366,634	Change 2018-2023	21.75%	23.00%	21.74%	
2023 Population	29,260	169,479	386,795	MEDIAN HOUSEHOLD INCOME				
Change 2000-2010	3.47%	3.24%	7.62%	2018	\$36,741	\$46,927	\$48,976	
Change 2010-2018	8.01%	10.13%	11.06%	2023	\$42,637	\$57,380	\$59,585	
Change 2018-2023	4.19%	4.80%	5.50%	Change 2018-2023	16.05%	22.27%	21.66%	
POPULATION 65+				PER CAPITA INCOME				
2010 Population	2,751	27,293	54,666	2018	\$22,022	\$29,441	\$28,343	
2018 Population	3,052	30,555	65,000	2023	\$25,741	\$34,790	\$33,369	
2023 Population	3,727	36,782	78,681	Change 2018-2023	16.88%	18.17%	17.73%	
Change 2010-2018	10.94%	11.95%	18.90%	2018 HOUSEHOLDS BY INCOME				
Change 2018-2023	22.12%	20.38%	21.05%	<\$15,000	18.7%	15.7%	13.9%	
NUMBER OF HOUSEHOLDS				\$15,000-\$24,999	13.6%	11.6%	11.6%	
2000 Households	11,530	67,198	134,087	\$25,000-\$34,999	15.2%	11.8%	11.6%	
2010 Households	12,000	66,855	138,687	\$35,000-\$49,999	15.8%	13.3%	13.8%	
2018 Households	12,030	68,332	144,398	\$50,000-\$74,999	17.8%	17.8%	18.0%	
2023 Households	12,042	68,853	147,377	\$75,000-\$99,999	8.7%	10.5%	11.3%	
Change 2000-2010	4.08%	(0.51%)	3.43%	\$100,000-\$149,999	6.8%	11.0%	10.7%	
Change 2010-2018	0.25%	2.21%	4.12%	\$150,000-\$199,999	1.8%	3.7%	4.1%	
Change 2018-2023	0.10%	0.76%	2.06%	\$200,000 or greater	1.6%	4.7%	5.1%	
HOUSING UNITS (2018)				MEDIAN HOME VALUE				
Owner Occupied	4,026	38,452	87,848	AVERAGE HOME VALUE	\$139,894	\$194,794	\$182,099	
Renter Occupied	8,018	29,982	56,589	HOUSING UNITS BY UNITS IN STRUCTURE				
HOUSING UNITS BY YEAR BUILT				1, detached	3,632	23,693	53,256	
Built 2010 or later	6	240	790	1, attached	343	3,933	8,705	
Built 2000 to 2009	1,089	5,093	12,534	2	1,097	3,336	6,012	
Built 1990 to 1999	356	4,737	12,477	3 or 4	940	3,226	5,251	
Built 1980 to 1989	539	8,241	19,824	5 to 9	1,243	3,252	7,062	
Built 1970 to 1979	1,889	18,453	35,526	10 to 19	2,300	5,572	8,460	
Built 1960 to 1969	2,496	15,355	32,710	20 to 49	1,259	8,118	14,059	
Built 1950 to 1959	4,098	12,736	25,408	50 or more	1,209	15,591	37,371	
Built 1940 to 1949	898	2,052	3,228	Mobile home	21	1,665	4,081	
Built 1939 or earlier	660	1,426	1,901	Boat, RV, van, etc.	0	48	182	

Source: Pitney Bowes/Gadberry Group - GroundView®



Economic Factors

The majority of the local economy is reliant on the tourism industry. The local area’s ports and beaches attract large cruise ships and tourists seeking nautical recreational activities. The Greater Fort Lauderdale area, comprised of all of Broward County, welcomed 13 million visitors in 2013 and spent an excess of \$10.6 billion. In February of 2016, the Global Trade Magazine named the Greater Fort Lauderdale Alliance as one of America’s leading economic development organizations. The Central Business District and other downtown areas have gone through redevelopment over the past years and consequently many new hotels, offices and high-rise condominiums have emerged. Fort Lauderdale is also known as a manufacturer and maintenance center for yachts. Approximately 109,000 jobs at a county level are boat-industry related. The city is also a notable location for luxury yachts, with over 42,000 boats anchored in over 100 marinas and boatyards. Fort Lauderdale is also home to the world’s largest boat show, bringing over 125,000 people to the city every year. Companies that have headquarters in the local area include AutoNation, Citrix Systems, DHL Express, Spirit Airlines and National Beverage Corporation. Uniform Advantage will create 50 jobs in downtown Fort Lauderdale after a \$7.5 million capital investment.

Community Services

Community services and facilities are readily available in the surrounding area. These include public services such as fire stations, hospitals, police stations, and schools (all ages). The chart details the subject’s school district’s rating, test scores, and graduation rate. It also compares the subject’s rating to other area schools and the subject’s graduation rate to state and national averages.

HIGH SCHOOLS							
HIGH SCHOOLS	GREATSCHOOLS RATING	PARENT RATING	SCHOOL TYPE	GRADES SERVED	DISTANCE FROM SBJ.	CITY LOCATION	TOTAL ENROLLMENT
South Brow ard High School	4	3	public	9-12	1.40 miles	Hollyw ood	2,325
Hallandale High School	3	3	public	9-12	1.44 miles	Hallandale Beacl	1,352
Lanier-James Education Center	-	-	public	1-12	1.53 miles	Hallandale Beacl	89
Dr Michael M. Krop Senior High School	5	4	public	9-12	3.10 miles	Miami	2,700
Hollyw ood Hills High School	4	3	public	9-12	3.78 miles	Hollyw ood	1,959
Mcarthur High School	4	4	public	9-12	4.12 miles	Hollyw ood	2,228
The Quest Center	1	4	public	PK-12	4.58 miles	Hollyw ood	120
Community School North	-	-	public	n/a	5.09 miles	Fort Lauderdale	-
Community School South	-	-	public	n/a	5.09 miles	Fort Lauderdale	-
Off Campus Learning	-	2	public	PK-12	5.30 miles	Miramar	1,514

Source: GreatSchools.org

The quality and growth of technology research and training in South Florida’s colleges and universities are increasingly recognized as an extraordinary community asset.

Community services and facilities are readily available in the surrounding area. These include public services such as fire stations, hospitals, police stations, and schools (all ages). Public transportation is available throughout the area. There are a number of parks, and other recreational facilities in the area.

Broward College has over 67K students enrolled, making it one of the largest community colleges in the country. The college’s main campus is located in Davie, adjacent to Nova Southeastern University. Two additional campuses are located in Coconut Creek and Fort Lauderdale, plus there are numerous learning centers throughout the County.

Nova Southeastern University (NSU) is a not-for-profit, independent university that is classified as a research university with “high research activity” by the Carnegie Foundation for the Advancement of Teaching. The university has approximately 28.5K students, a campus that spreads over 314 acres in Fort Lauderdale-Davie. NSU offers several undergraduate, graduate and professional degrees through 18 colleges and schools in the fields of medicine, psychology, pharmacy, arts and sciences, dental medicine, education, law, optometry, information systems, humanity and social science, nursing, business and oceanography.

Broward Center for Performing Arts - is a large, multi-venue arts and entertainment complex featuring the 2,700-seat Au-Rene Theater, the intimate 590-seat theater. Internationally recognized as one of the nation's most visited theaters, the Broward Center recently ranked #4 by Venues Today and consistently placed in the top ten in Pollstar. A \$44M remodeling and renovation project has made significant additions to the Broward Center, including theater renovations, a new Huizenga Pavilion and the Rose Miniaci Arts Education Center.

Museum of Discovery & Science Center - includes a wide variety of exhibits and the AutoNation IMAX Theater, home of the largest movie screen in South Florida. MODS recently opened EcoDiscovery Center, a 31K SF addition and a new science park.

One of the largest and most notable projects within Florida is All Aboard Florida's Brightline project. This passenger rail service will revolutionize transportation within Florida by providing a railcar that travels from Miami to Orlando, with stops in Fort Lauderdale and West Palm Beach. Brightline will allow residents of Fort Lauderdale to easily commute to downtown Miami and Fort Lauderdale. All three South Florida stations are currently open.

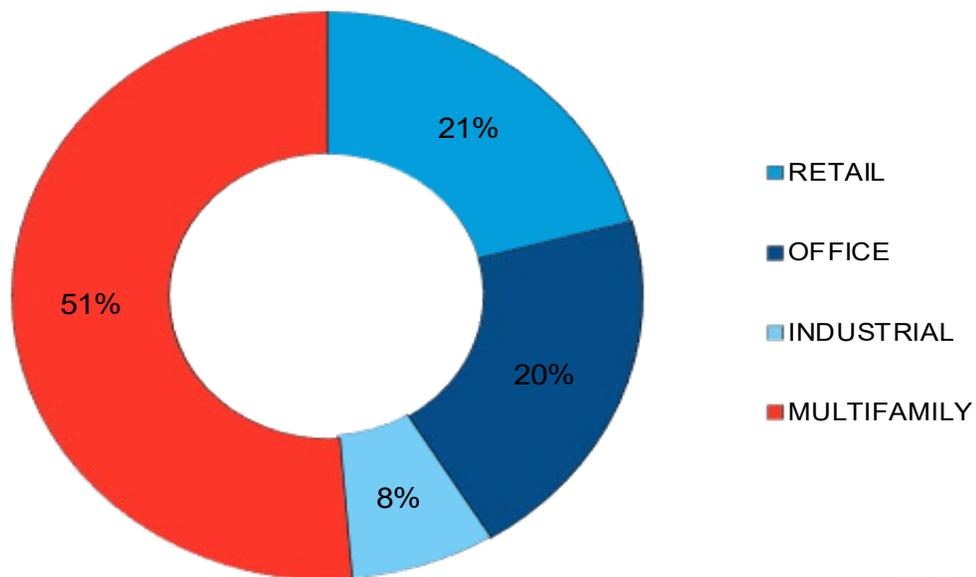
IMMEDIATE AREA PROFILE

This section discusses uses and development trends in the immediate area that directly impact the performance and appeal of the subject property.

Predominant Land Uses

Significant development in the immediate area consists of office, retail, industrial, mixed-use and auto dealership uses along major arterials that are interspersed with multi-family complexes and single-family residential development removed from arterials. The local area has a mix of commercial uses nearby and the composition is shown in the following graph.

COMMERCIAL AREA COMPOSITION



©CoStar

Residential Development

Residential users in the immediate area are a mix of single family and multifamily residential.

Multi-Family Development

The following chart shows a summary of multi-family data by type in the immediate area from CoStar.

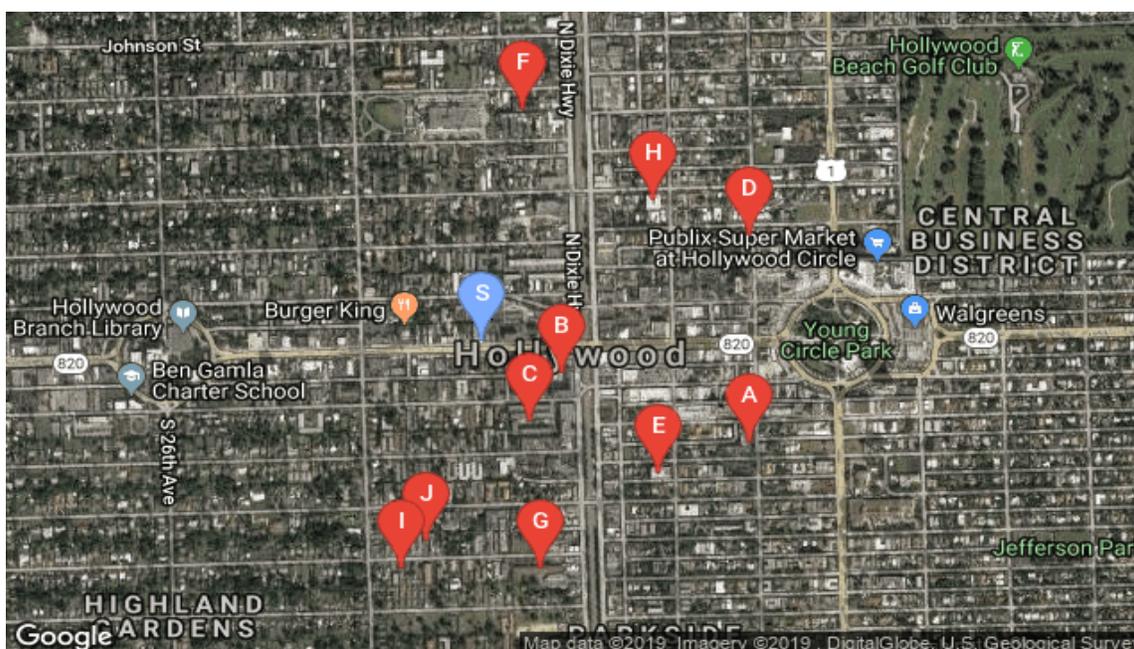
MULTIFAMILY SUMMARY			
CLASS	PROPERTIES	NRA (SF)	AVG YR BLT
A	1	200,000	2008
B	13	797,208	1989
C	161	1,318,470	1963
TOTAL	175	2,315,678	1965

Source: CoStar

The three largest multifamily properties are at 1900 Van Buren Street, 140 South Dixie Highway, and 2138 Van Buren Street with an NRA of 486,106 SF, 200,000 SF, and 150,426 SF that were built in 2004, 2008, and 2008, respectively. The largest multifamily property in proximity to the subject is at 2312-2320 Madison Street with an NRA of 23,000 SF that was built in 1965. The majority of properties were constructed before 2000. The following chart and map show the subject property and its location relative to the 10 largest multi-family properties in the immediate area from CoStar.

LARGEST MULTIFAMILY PROPERTIES						
NAME	DISTANCE	MAP PIN	CLASS	NRA (SF)	STORIES	YEAR BUILT
Regent Park	1.3 Miles	A	B	486,106	5	2004
Hollywood Station	1.0 Miles	B	A	200,000	10	2008
Multifamily Building	0.9 Miles	C	B	150,426	3	2008
Colony Club Apartments	1.3 Miles	D	C	47,133	1	1974
Multifamily Building	1.1 Miles	E	C	38,048	5	1972
Lincoln Wood Towers	1.0 Miles	F	C	37,625	2	1970
Madison Apartments	1.0 Miles	G	B	36,006	2	1968
Fillmore Condominium Apartments	1.1 Miles	H	B	35,178	3	-
Madison Apartments	0.8 Miles	I	C	23,000	1	1965
Multifamily Building	0.8 Miles	J	C	22,454	2	1970

Source: CoStar



Retail Development

The following chart shows a summary of retail data by type in the immediate area from CoStar.

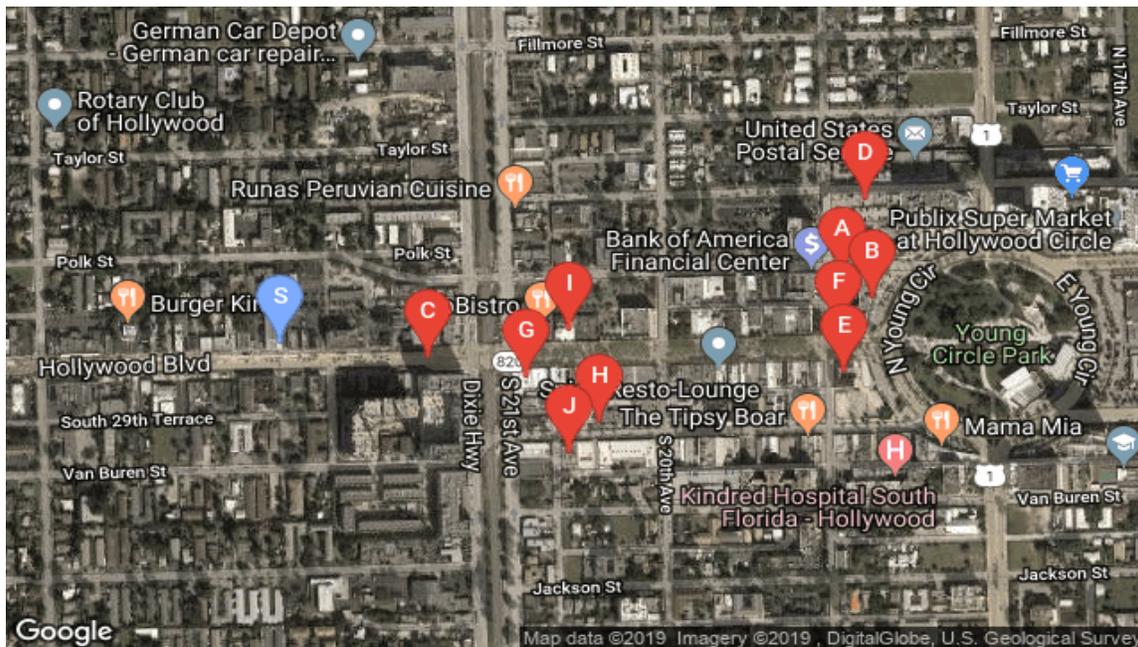
RETAIL SUMMARY					
TYPE	PROPERTIES	NRA (SF)	AVG YR BLT	OCCUPANCY	AVG RENT
General Retail	153	938,590	1958	94.9	\$21.03
TOTAL	153	938,590	1958	94.9	\$21.03

Source: CoStar

The three largest retail properties are at 1890 Tyler Street, 1858 North Young Circle, and 2118 Hollywood Boulevard with an NRA of 50,000 SF, 42,868 SF, and 40,033 SF that were built in 1985, -, and 2006, respectively. The largest retail property in proximity to the subject is at 2118 Hollywood Boulevard with an NRA of 40,033 SF that was built in 2006. The majority of properties were constructed before 2000. The following chart and map show the subject property and its location relative to the 10 largest retail properties in the immediate area from CoStar.

LARGEST SHOPPING CENTERS							
NAME	DISTANCE	MAP PIN	TYPE	NRA (SF)	% LEASED	YEAR BUILT	AVG RENT
Young Circle	1.3 Miles	A	General Retail	50,000	100.0	1985	N/Av
Retail Building	1.3 Miles	B	General Retail	42,868	100.0	-	N/Av
Hollywood Station	1.0 Miles	C	General Retail	40,033	100.0	2006	N/Av
Retail Building	1.3 Miles	D	General Retail	36,234	100.0	2006	N/Av
Retail Building	1.3 Miles	E	General Retail	25,243	100.0	1944	N/Av
La Piazza at Young Circle	1.3 Miles	F	General Retail	23,164	88.8	2001	\$30.65
Brow ard Building	1.0 Miles	G	General Retail	22,644	100.0	1944	N/Av
Retail Building	1.1 Miles	H	General Retail	22,265	100.0	1940	N/Av
Hollywood Boulevard Retail	1.1 Miles	I	General Retail	19,123	100.0	1965	N/Av
Retail Building	1.1 Miles	J	General Retail	19,070	83.7	1955	\$19.00

Source: CoStar



Office Development

The following chart shows a summary of office data by class in the immediate area from CoStar.

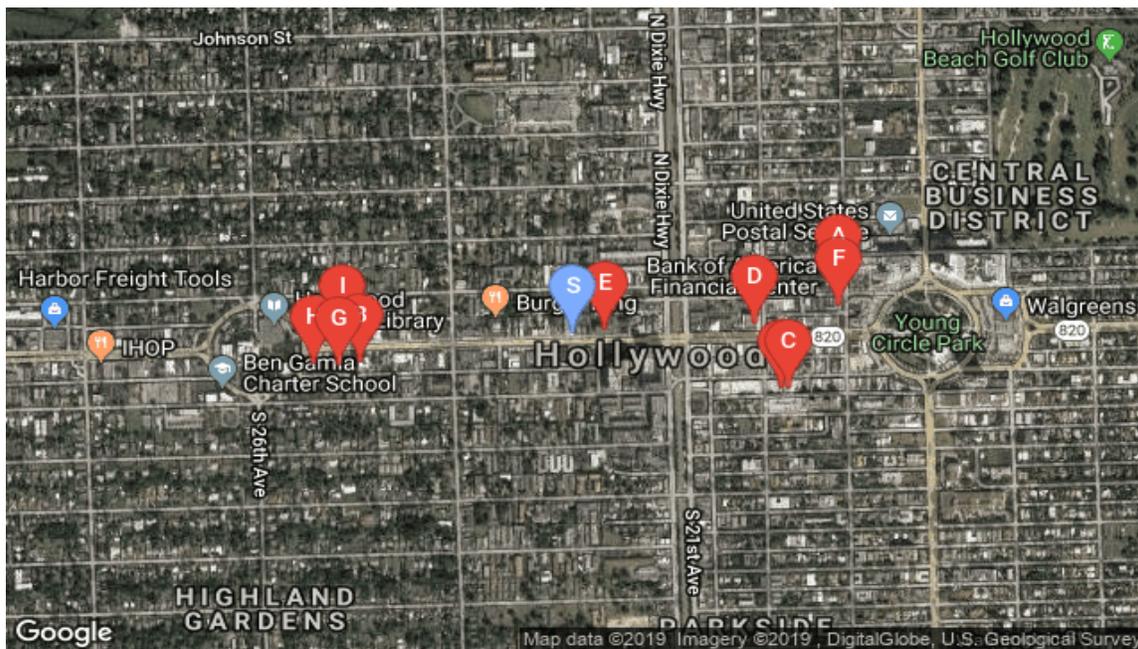
OFFICE SUMMARY					
CLASS	PROPERTIES	NRA (SF)	AVG YR BLT	OCCUPANCY	AVG RENT
A	1	52,847	2004	90.5	\$34.74
B	23	386,073	1968	85.8	\$23.92
C	94	486,149	1962	96.8	\$24.68
TOTAL	118	925,069	1964	94.6	\$24.62

Source: CoStar

The three largest office properties are at 1909 Tyler Street, 2450 Hollywood Boulevard, and 1930 Harrison Street with an NRA of 70,000 SF, 56,307 SF, and 52,847 SF that were built in 1981, 1973, and 2004, respectively. The largest office property in proximity to the subject is at 2514 Hollywood Boulevard with an NRA of 24,000 SF that was built in 1965. The majority of properties were constructed before 2000. The following chart and map show the subject property and its location relative to the 10 largest office properties in the immediate area from CoStar.

LARGEST OFFICE BUILDINGS							
NAME	DISTANCE	MAP PIN	CLASS	NRA (SF)	% LEASED	YEAR BUILT	AVG RENT
Office Building	1.3 Miles	A	B	70,000	71.5	1981	\$25.90
Office #300 @ Hollyw ood - Cent	0.5 Miles	B	B	56,307	96.8	1973	\$25.32
Harrison Executive Centre	1.2 Miles	C	A	52,847	90.5	2004	\$34.74
Sun Trust Office Building	1.1 Miles	D	B	37,731	56.1	1991	\$29.01
Bldv Landmark Bldg	0.9 Miles	E	B	30,000	100.0	1974	\$21.00
Bank of America	1.3 Miles	F	B	28,909	100.0	1975	N/Av
2500 Building	0.5 Miles	G	C	27,041	82.1	1976	\$22.00
MODERN WORK SPACE	0.5 Miles	H	B	24,000	90.0	1965	\$22.75
Office Building	0.5 Miles	I	C	21,184	100.0	1970	N/Av
Office Building	1.2 Miles	J	B	20,296	82.8	1950	\$20.57

Source: CoStar



Industrial Development

The following chart shows a summary of industrial data by type in the immediate area from CoStar.

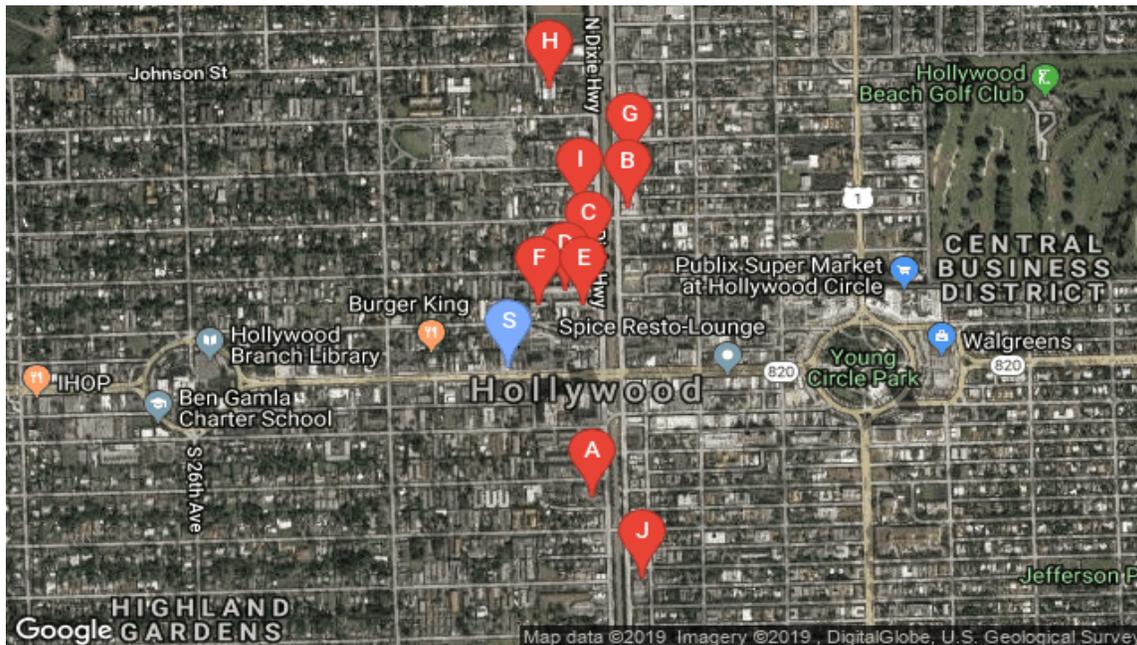
INDUSTRIAL SUMMARY					
TYPE	PROPERTIES	NRA (SF)	AVG YR BLT	OCCUPANCY	AVG RENT
Industrial	24	246,897	1964	100.0	-
Flex	17	91,930	1961	100.0	\$15.00
TOTAL	41	338,827	1963	100.0	\$6.22

Source: CoStar

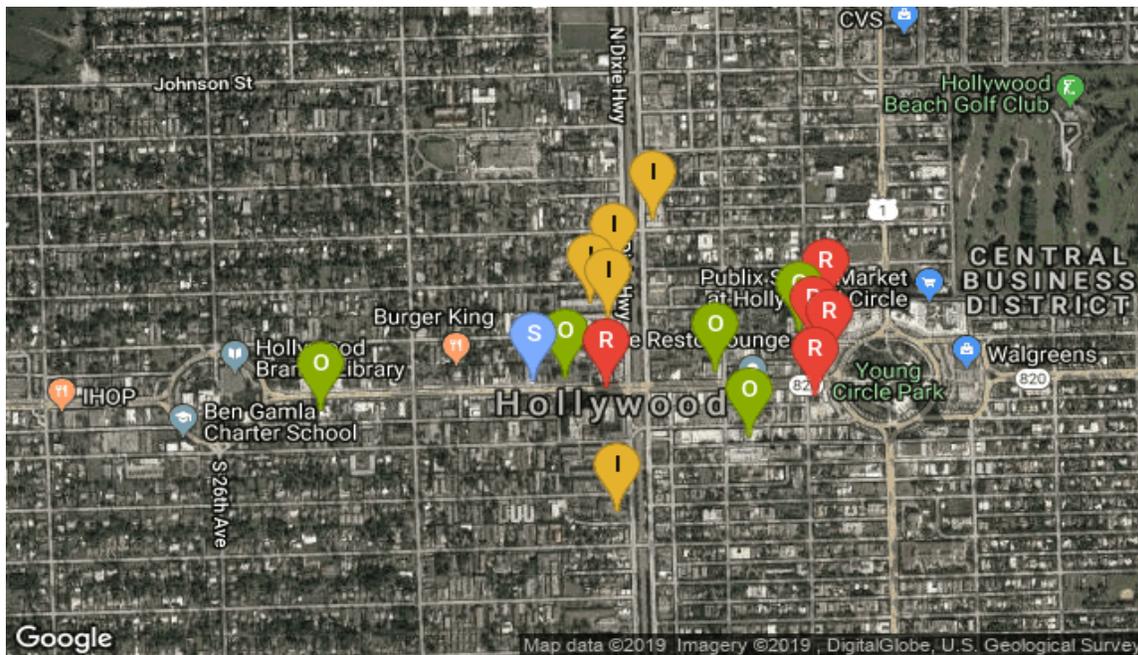
The three largest industrial properties are at 400 South Dixie Highway, 501-515 North 21st Avenue, and 400 Dixie Highway with an NRA of 37,095 SF, 30,000 SF, and 25,812 SF that were built in 1962, 1974, and 1962, respectively. The largest industrial property in proximity to the subject is at 240 North Dixie Highway with an NRA of 22,372 SF that was built in -. The majority of properties were constructed before 2000. The following chart and map show the subject property and its location relative to the 10 largest industrial properties in the immediate area from CoStar.

LARGEST INDUSTRIAL PROPERTIES							
NAME	DISTANCE	MAP PIN	TYPE	NRA (SF)	% LEASED	YEAR BUILT	AVG RENT
Industrial Building	1.0 Miles	A	Industrial	37,095	100.0	1962	N/Av
Industrial Building	1.1 Miles	B	Office	30,000	100.0	1974	\$21.00
Industrial Building	1.0 Miles	C	Industrial	25,812	100.0	1962	N/Av
Industrial Building	1.0 Miles	D	Industrial	25,000	100.0	2002	N/Av
Bldg 2 <back>	1.0 Miles	E	Industrial	23,000	100.0	1965	N/Av
Industrial Building	0.9 Miles	F	Flex	22,372	100.0	-	N/Av
Dixie Center	1.1 Miles	G	Flex	17,722	100.0	2000	N/Av
Industrial Building	1.0 Miles	H	Industrial	16,000	100.0	-	N/Av
Dixie Plaza	1.0 Miles	I	Office	15,000	100.0	1973	\$84.16
Industrial Building	1.1 Miles	J	Flex	12,150	100.0	1958	\$15.00

Source: CoStar

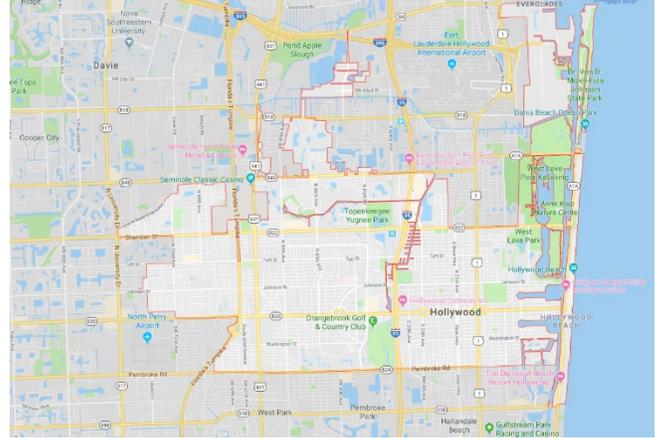


The following map shows the subject property and the five largest retail, office, and industrial properties in the immediate area from CoStar.



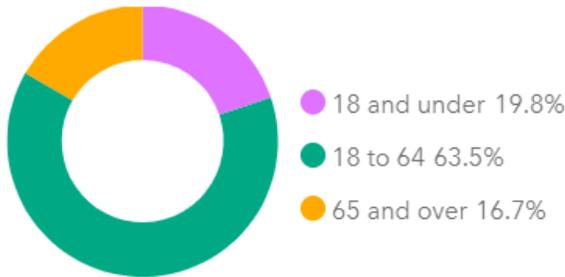
HOLLYWOOD DEMOGRAPHIC PROFILE

Hollywood is a town situated in the southwestern section of Broward County, Florida between Fort Lauderdale and Miami. The area is split almost in half by Interstate 95 with the Florida Turnpike running through the western portion. Hollywood is one of the primary cities in the Miami metropolitan area which has an estimated population of 6 million. Hollywood is the 12th largest city in Florida. Hollywood is estimated to consist of 27.2 square miles with a population density of approximately 5,497 persons per square mile. Per data sourced from Broward County, the most recent estimate of the population of Hollywood was 149,750. The median age of residents of Plantation was estimated to be 40.2. The median age of residents of Hollywood was estimated to be 42.1.

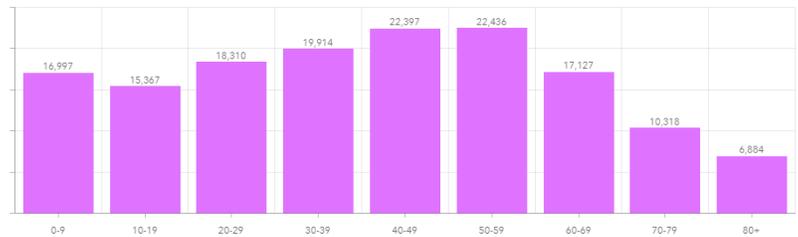


A depiction of the age trends in Hollywood is shown below:

Age Groups

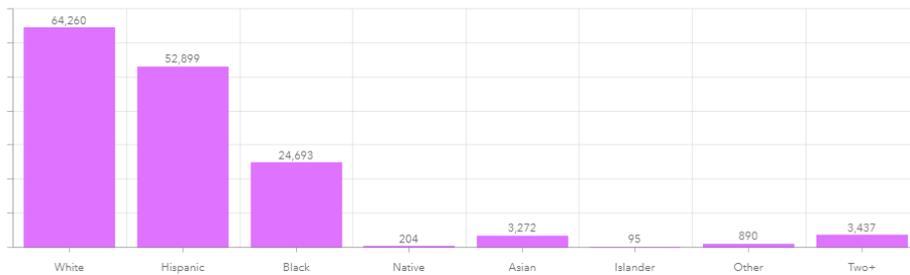


Age Distribution

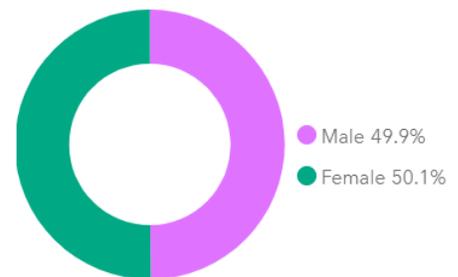


As shown the largest portion of the local population is within the local labor force; with the elderly only accounting for 16.7% of the total populous.

Race & Ethnicity



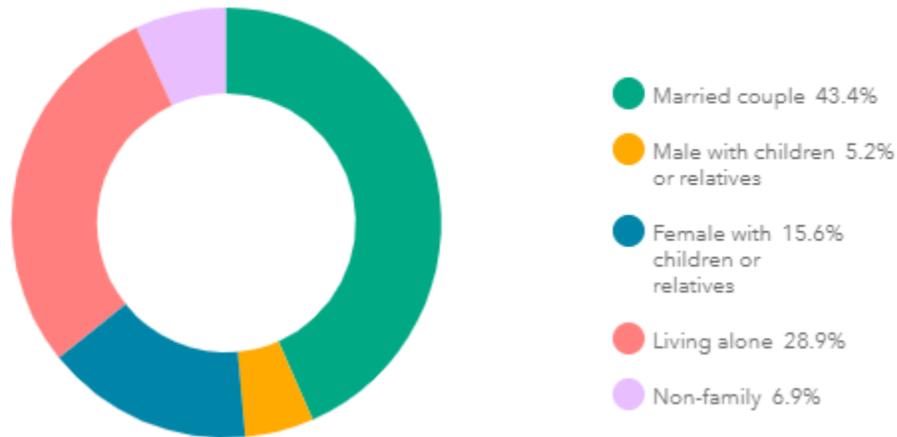
Sex



The largest ethnic segment of the local population identifies as “White”. The second largest segment is Hispanic, which is larger than all other minority communities in the area combined. Per the analysis, there are more females in Hollywood than males.

Further, approximately 45% of households in Hollywood are married couples as reflected in the table.

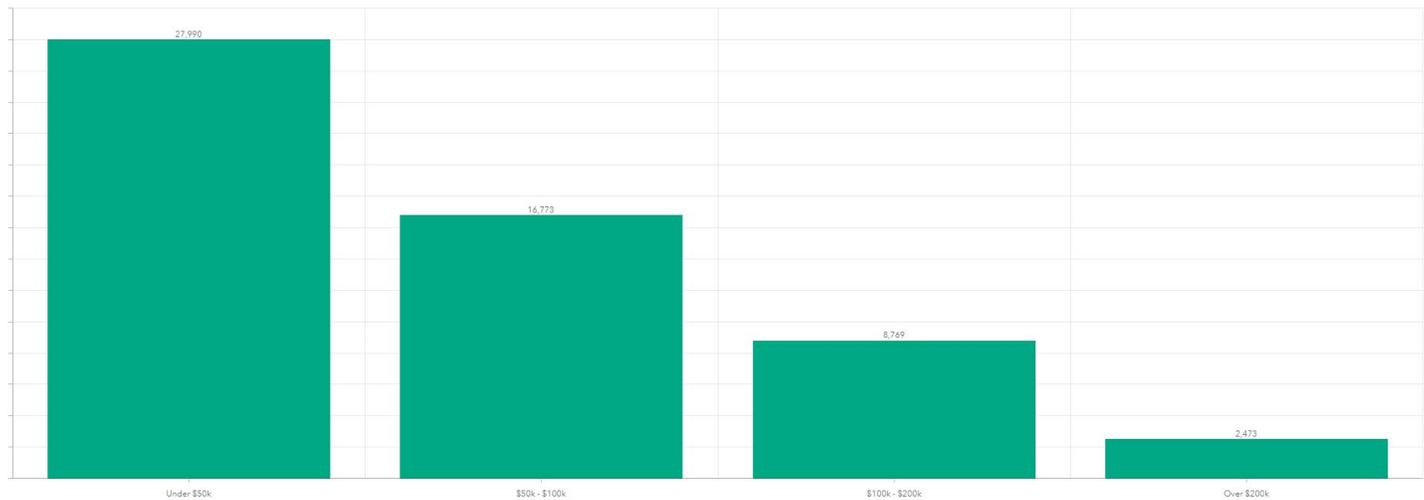
Population by Household Type



Local Economy

Per statistics sourced from Broward County, the estimated median household income in Hollywood is \$40,235, which is below the national average (\$59,039) but in line with the Broward County Average \$39,657. It is estimated that roughly 22.8% of the local population is below the poverty line. A depiction of household income distribution is reflected in the table below.

Income Distribution (Households)

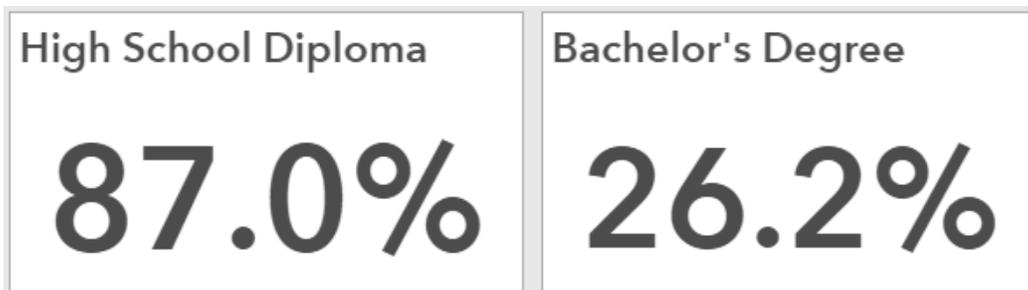
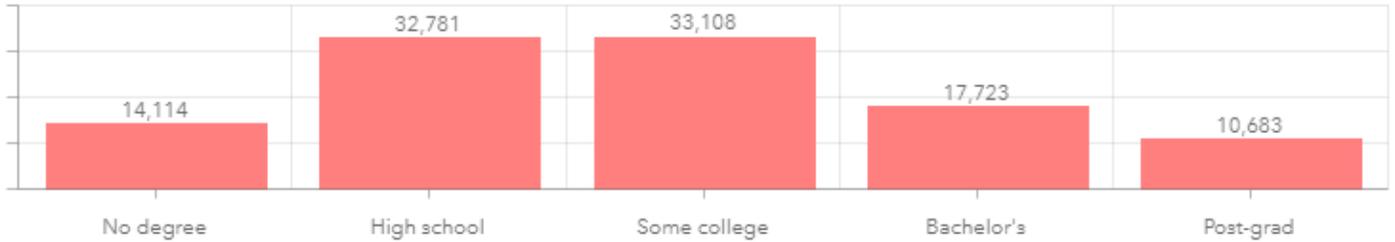


The largest segment of the local household population in the area makes below \$50,000 per year, and the majority of households in the area earn below \$100,000 per year. According to the United States Census, the income standard for housing-cost burden as a percentage of total household income that should be spent on housing is 30%. From this standard, some general conclusions can be inferred. The portion of households making below \$50,000 per annum accounts for 50% of the households analyzed; can afford at most \$1,250 per month on housing costs ($\$50,000 * 30\% = \$15,000$ per annum / 12 = \$1,250 per month). The second largest segment is the portion of the population that earns \$50K-\$100K which accounts for 80% of the households analyzed, which can afford from \$1,250 per month to \$2,500 per month on housing ($\$100,000 * 30\% = \$30,000$ per annum / 12 = \$2,500). Thus, per the analysis, more than 70% of the population would not be able to sustain a housing monthly cost in excess of \$2,500 per month. However, approximately 20% of the population has a household income over \$100,000, which is an income level that could sustain a Class A apartment rental. The area is economically better suited to support midlevel Class B residential developments.

Education

Per statistics sourced from Broward County, the majority of the residents of Hollywood have an education higher than a high school diploma. A breakdown of educational attainment is depicted below.

Population by Educational Attainment



<https://bcgis.maps.arcgis.com/apps/MapSeries/index.html?appid=948a41100ff84e25a8d49d564814075d>

FORT LAUDERDALE MARKET LEVEL OVERVIEW

Fort Lauderdale is in the midst of an enormous supply wave, but strong demand has allowed fundamentals to improve over the past year. This metro has experienced heavy supply additions over the past five years and will continue to see this trend in the forecast. There has been a visually obvious shift in construction from the suburbs into the Downtown area, and most multifamily construction is now concentrated in the Flagler Village area and along Las Olas. This area has also seen double-digit growth in population and income in recent years, and over half of the units under construction in Fort Lauderdale are within this submarket. Strong demand for new and old assets over the last year was matched by strong rent growth. Sales have also followed this trend, and pricing continues to climb.

12 Mo. Delivered Units	12 Mo. Absorption Units	Vacancy Rate	12 Mo. Asking Rent Growth
2,516	3,267	5.7%	2.7%

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr. Units
4 & 5 Star	37,996	8.3%	\$1,923	\$1,886	968	829	6,695
3 Star	40,436	4.7%	\$1,508	\$1,498	119	0	648
1 & 2 Star	38,515	4.1%	\$1,110	\$1,103	48	0	0
Market	116,947	5.7%	\$1,599	\$1,579	1,135	829	7,343

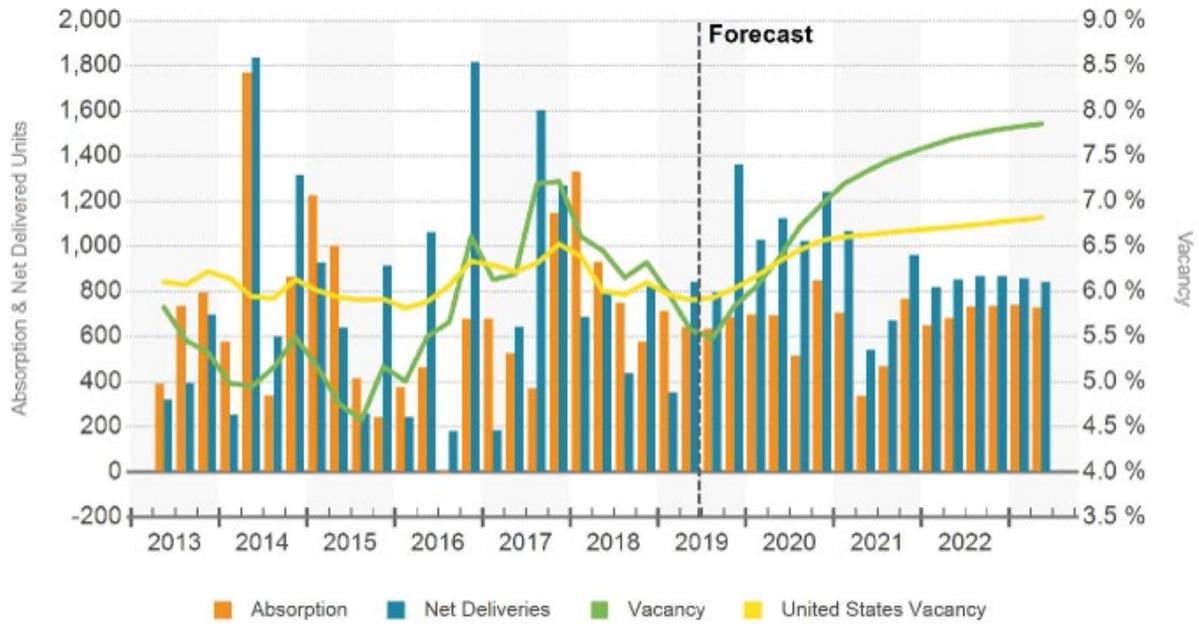
Vacancy

Fort Lauderdale has increased its inventory at one of the fastest rates in the country this cycle, but supply additions did slow slightly in 2018, allowing fundamentals to recover. Strong demand for new projects helped keep the vacancy rate closer to the historical average. New units brought online in 2018 averaged about 23 move-ins per month during lease-up. This rate is surpassing absorption for new projects built in the previous two years, and some of the strongest demand has been within suburban submarkets that haven't seen as much construction as in the urban core. An example of strong leasing is the Atlantico at Palm Aire, that delivered in May 2018 in Pompano Beach and stabilized in four months. This project averaged about 50 move-ins per month during lease-up.

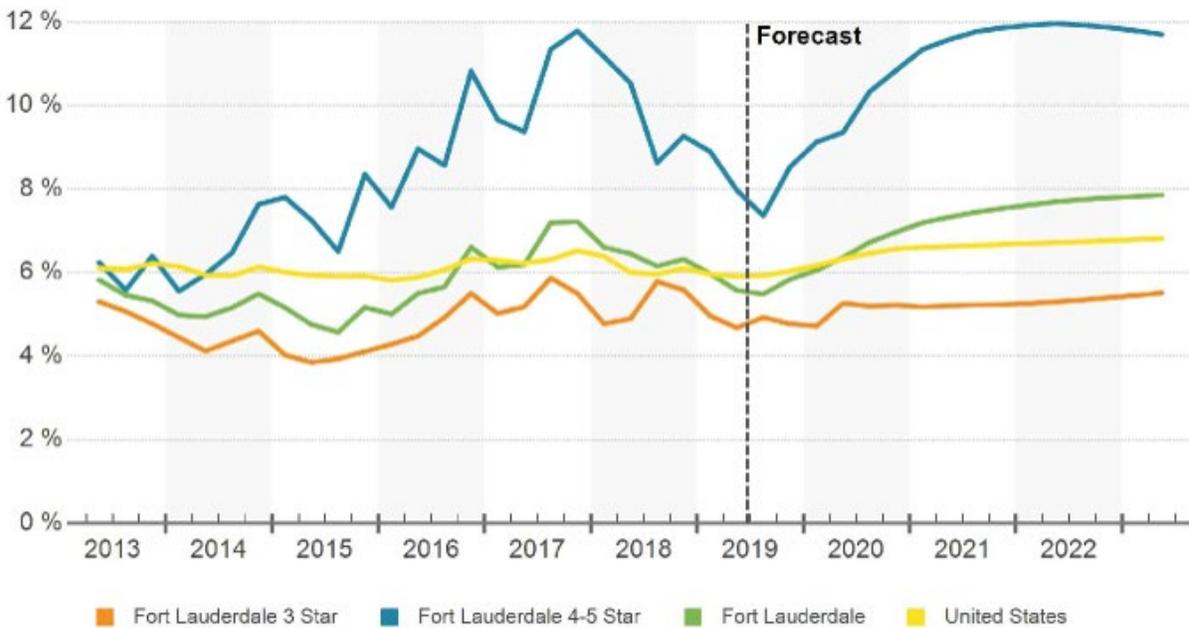
Units built in Central Fort Lauderdale have averaged slightly lower absorption rate of about 15 units per month. There is more competition in this submarket, making it hard for many projects to stick out of the pack. It appears that renters are migrating into this core area, as evidenced by population growth and median income growth that has nearly double the metro average. The Flagler Village area, north of downtown, is seeing heavy multifamily development and office development is picking up downtown as well. More retail is being added along Las Olas Boulevard and the downtown area, in general, is working toward becoming much more live-work-play.

Given that 7,300 units are under construction, this market may face some growing pains in the near term, most notably in Central Fort Lauderdale. This submarket consists of over half of the metro's units currently underway.

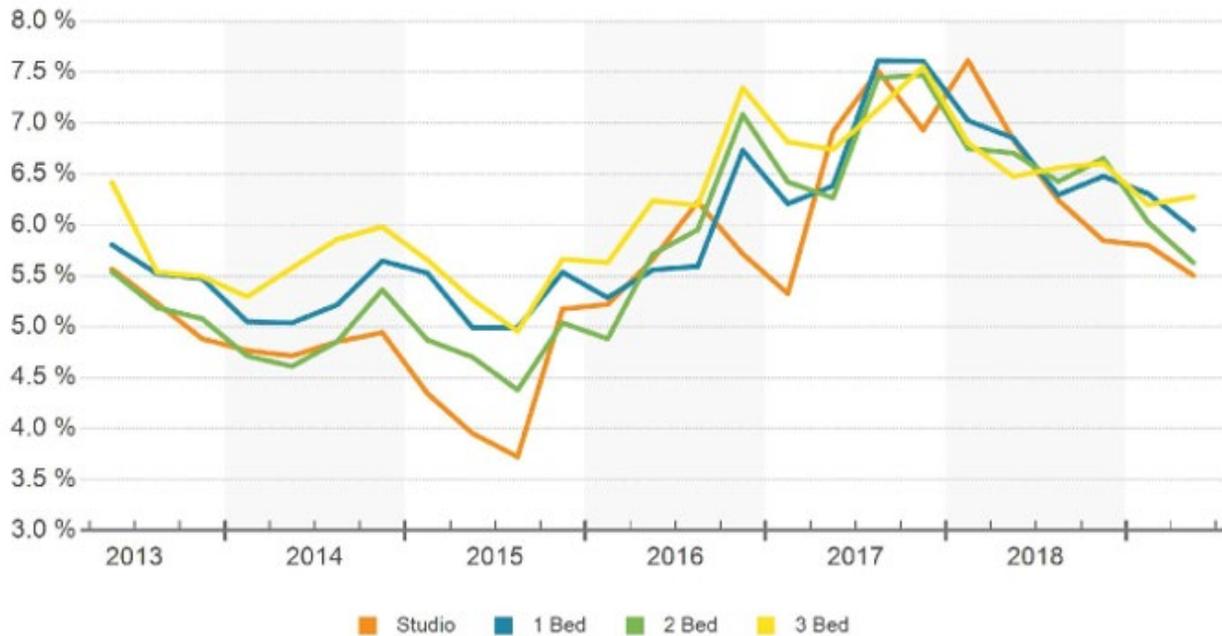
ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



VACANCY BY BEDROOM



Rent

A slight improvement in the market's fundamentals has translated into healthy rent growth that is now in line with the historical average. Rent growth in the Fort Lauderdale Metro is currently at 2.8%.

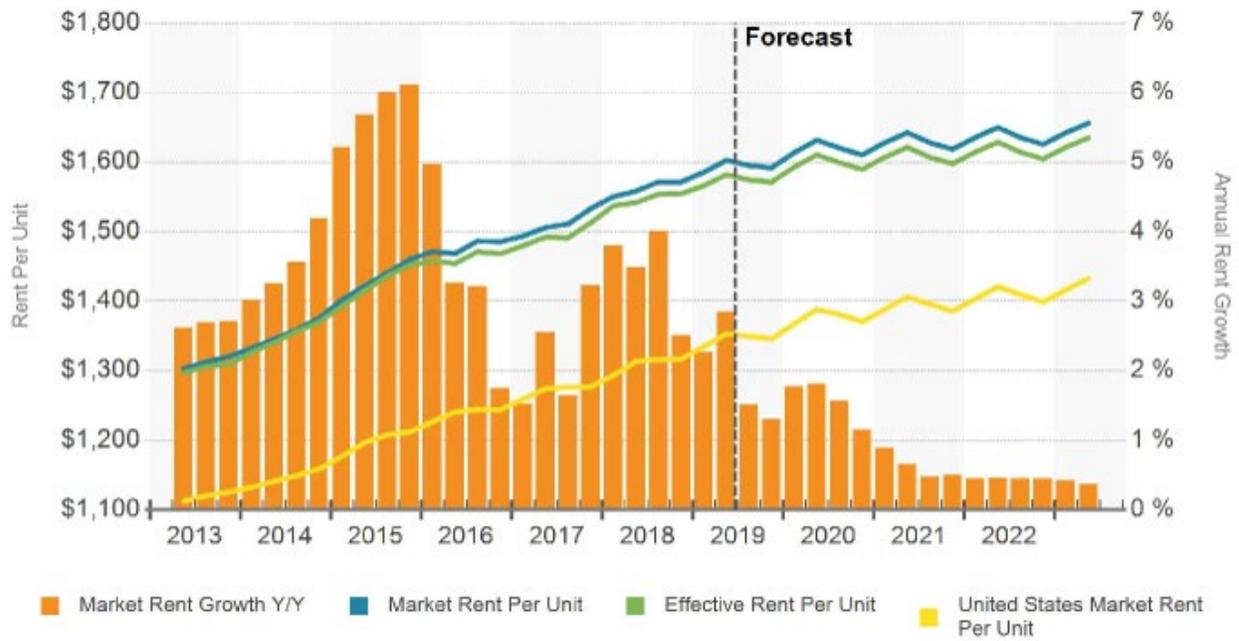
Most of this growth has been fueled by assets rated 3 Star and below, while the 4 & 5 Star assets continue to see a slowdown due to elevated construction.

Rents in Fort Lauderdale, like those in Miami, are significantly higher than the national average. Favorable economic conditions have seemingly sustained steady demand, despite higher rents on newer, luxury units. The high asking rents in Fort Lauderdale are driven primarily by the urban core of Fort Lauderdale, which have asking rents for new assets averaging about \$ 2.50/SF. Units outside of the urban core built within the same time frame go for less than \$2/SF.

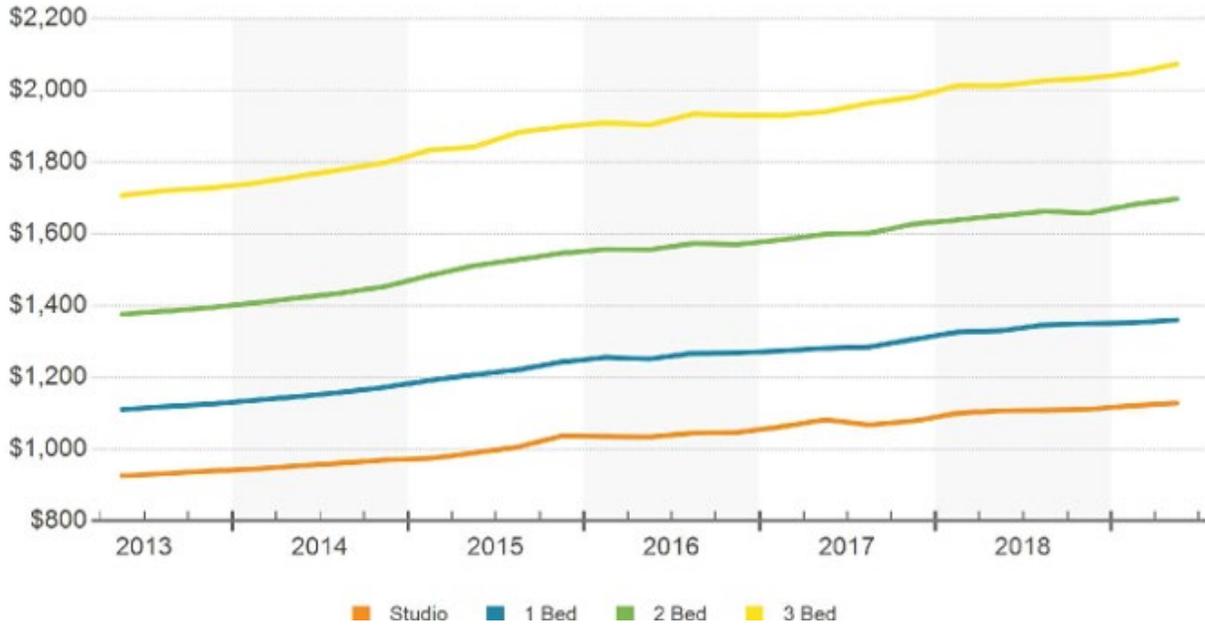
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Fort Lauderdale	\$0.47	\$0.81	\$0.69	\$0.42	\$0.62	\$1.52	\$0.59	\$2.17	\$0.06	\$0.39	\$0.36	\$8.10
Central Fort Laurer...	\$0.59	\$1.01	\$0.69	\$0.46	\$0.71	\$1.60	\$0.82	\$3.15	\$0.02	\$0.39	\$0.36	\$9.80
Coral Springs	\$0.42	\$0.97	\$0.69	\$0.43	\$0.56	\$1.37	\$0.43	\$1.67	\$0.08	\$0.39	\$0.36	\$7.37
Hollywood/Dania Be...	\$0.45	\$0.70	\$0.69	\$0.41	\$0.61	\$1.60	\$0.56	\$2.02	\$0.07	\$0.39	\$0.36	\$7.86
Oakland Park/Laud...	\$0.59	\$1.01	\$0.69	\$0.46	\$0.71	\$1.60	\$0.82	\$3.15	\$0.02	\$0.39	\$0.36	\$9.80
Pembroke Pines/W...	\$0.42	\$0.64	\$0.69	\$0.40	\$0.59	\$1.60	\$0.51	\$1.80	\$0.08	\$0.39	\$0.36	\$7.48
Plantation/Sunrise	\$0.40	\$0.48	\$0.69	\$0.39	\$0.59	\$1.31	\$0.49	\$1.64	\$0.11	\$0.39	\$0.36	\$6.85
Pompano Beach/De...	\$0.42	\$0.64	\$0.69	\$0.40	\$0.59	\$1.60	\$0.51	\$1.80	\$0.08	\$0.39	\$0.36	\$7.48
Weston/Davie	\$0.42	\$0.57	\$0.68	\$0.40	\$0.60	\$1.51	\$0.51	\$1.74	\$0.09	\$0.38	\$0.36	\$7.26

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Fort Lauderdale	\$0.44	\$0.52	\$0.50	\$0.40	\$0.59	\$0.80	\$0.53	\$1.67	\$0.06	\$0.20	\$0.34	\$6.05
Central Fort Laurer...	\$0.51	\$0.65	\$0.49	\$0.43	\$0.64	\$0.95	\$0.65	\$1.72	\$0.02	\$0.17	\$0.33	\$6.56
Coral Springs	\$0.40	\$0.43	\$0.48	\$0.41	\$0.54	\$0.63	\$0.41	\$1.60	\$0.07	\$0.18	\$0.34	\$5.49
Hollywood/Dania Be...	\$0.41	\$0.46	\$0.50	\$0.38	\$0.57	\$0.69	\$0.50	\$1.66	\$0.07	\$0.20	\$0.34	\$5.78
Miramar/Hallandale...	\$0.40	\$0.43	\$0.49	\$0.38	\$0.56	\$0.63	\$0.48	\$1.62	\$0.07	\$0.20	\$0.34	\$5.60
Oakland Park/Laud...	\$0.52	\$0.63	\$0.50	\$0.43	\$0.65	\$0.92	\$0.65	\$1.76	\$0.03	\$0.20	\$0.34	\$6.63
Pembroke Pines/W...	\$0.41	\$0.53	\$0.59	\$0.39	\$0.57	\$1.11	\$0.49	\$1.71	\$0.07	\$0.29	\$0.35	\$6.51
Plantation/Sunrise	\$0.40	\$0.47	\$0.49	\$0.38	\$0.58	\$0.70	\$0.50	\$1.55	\$0.09	\$0.20	\$0.34	\$5.70
Pompano Beach/De...	\$0.40	\$0.44	\$0.49	\$0.38	\$0.56	\$0.65	\$0.48	\$1.62	\$0.07	\$0.20	\$0.34	\$5.63
Weston/Davie	\$0.41	\$0.44	\$0.54	\$0.39	\$0.59	\$0.85	\$0.50	\$1.62	\$0.09	\$0.25	\$0.34	\$6.02

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Fort Lauderdale	\$0.38	\$0.52	\$0.46	\$0.39	\$0.53	\$0.77	\$0.49	\$1.54	\$0.04	\$0.08	\$0.32	\$5.52
Central Fort Laurer...	\$0.38	\$0.61	\$0.46	\$0.41	\$0.53	\$0.90	\$0.52	\$1.55	\$0.02	\$0.08	\$0.32	\$5.78
Coral Springs	\$0.38	\$0.41	\$0.46	\$0.39	\$0.53	\$0.60	\$0.39	\$1.55	\$0.07	\$0.08	\$0.32	\$5.18
Hollywood/Dania Be...	\$0.38	\$0.42	\$0.46	\$0.36	\$0.53	\$0.61	\$0.46	\$1.55	\$0.07	\$0.08	\$0.32	\$5.24
Miramar/Hallandale...	\$0.38	\$0.41	\$0.46	\$0.36	\$0.53	\$0.60	\$0.46	\$1.55	\$0.07	\$0.08	\$0.32	\$5.22
Oakland Park/Laud...	\$0.38	\$0.60	\$0.46	\$0.41	\$0.53	\$0.89	\$0.52	\$1.54	\$0.03	\$0.08	\$0.32	\$5.76
Plantation/Sunrise	\$0.35	\$0.41	\$0.46	\$0.34	\$0.49	\$0.60	\$0.43	\$1.41	\$0.07	\$0.09	\$0.32	\$4.97
Pompano Beach/De...	\$0.38	\$0.41	\$0.46	\$0.36	\$0.53	\$0.60	\$0.46	\$1.55	\$0.07	\$0.08	\$0.32	\$5.22
Weston/Davie	\$0.38	\$0.41	\$0.46	\$0.36	\$0.53	\$0.60	\$0.46	\$1.55	\$0.07	\$0.08	\$0.32	\$5.22

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

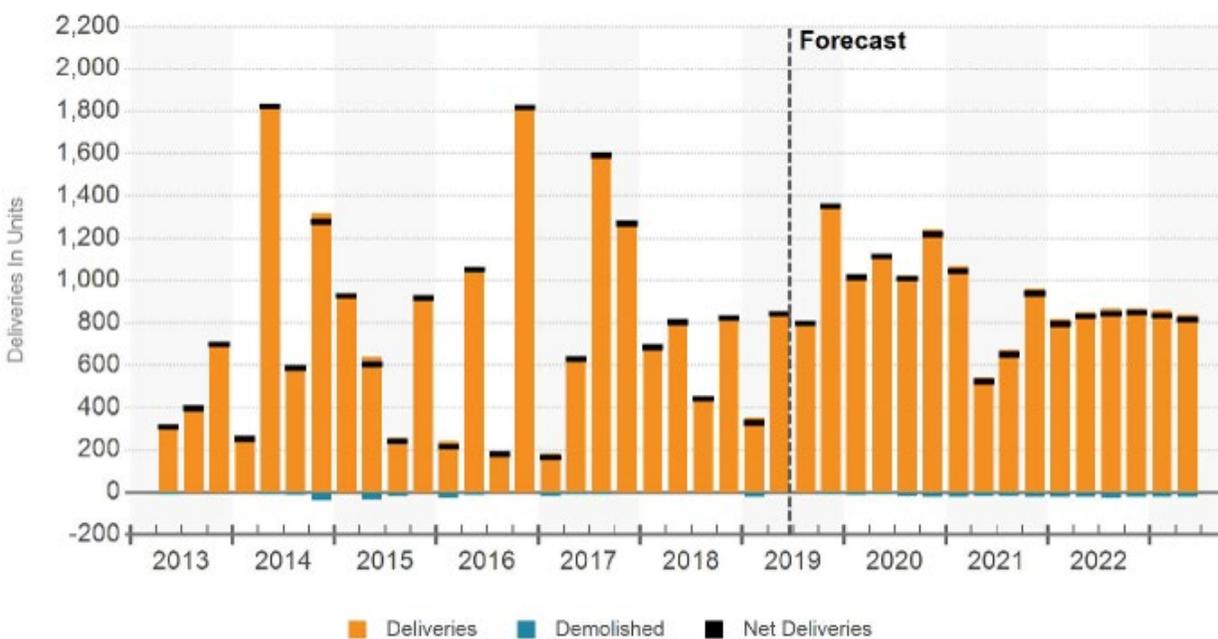
Construction

The vacancy rate in this market currently stands at 5.6% , marking a -0.9% change over the past year. The strong absorption was the main driver for the change. Net deliveries totaled 2,400 units while net absorption totaled 2,700 units.

The Fort Lauderdale apartment market is poised to continue its streak of major supply additions that has lasted for several years. Much of the attention continues to focus on the downtown area within the Central Fort Lauderdale Submarket, particularly in the Flagler Village and Las Olas neighborhoods. One of the largest projects set to come online over the next few years is the 639- unit X Las Olas, a mixed-use project that will consist of two 34-story towers completed over two phases. The first tower broke ground in early 2018, and the entire project will contain 1,200 units and is expected to be complete by 2022. There will be a mix of studios and one- to four-bedroom suites available. There will also be 30,000 SF of ground-floor retail incorporated in the project.

Several of the new buildings that delivered in 2018 were in the Flagler Village neighborhood, which is a short distance from the new Brightline high-speed train station. This should help demand for the units, as well as with creating a potential pool of passengers for the train service. The 292-unit ORA Flagler Village delivered in January 2018 and has been met with high demand, leasing an average of over 20 units per month.

DELIVERIES & DEMOLITIONS



Under Construction Properties

Fort Lauderdale Multi-Family

Properties	Units	Percent of Inventory	Avg. No. Units
26	7,670	6.6%	295

UNDER CONSTRUCTION						
Property Name/Address	Units	Stories	Start	Complete	Developer/Owner	
1	X Las Olas 300 SW 1st Ave	639	46	Apr-18	Jul-20	Property Markets Group, Inc. Property Markets Group, Inc.
2	Plantation Midtown Square 777 American Express Way	602	5	Nov-18	Jan-20	TM Real Estate Group, LLC TM Real Estate Group, LLC
3	Las Olas Walk 116-200 S Federal Hwy	456	7	Oct-18	Apr-20	ZOM, Inc. ZOM, Inc.
4	Motif at Flager Village 540 N Andrews Ave	385	7	May-18	Jan-20	ArchCo Residential Bluerock Real Estate, LLC
5	Alluvion 215 N New River Dr	380	42	May-18	May-20	Stiles Corporation Stiles Corporation
6	Next Las Olas 419 SE 2nd St	374	32	Dec-18	Jan-21	Eden-Management Eden-Management
7	The Rise Flagler Village 405 NE 3rd St	348	30	Nov-18	Dec-19	Encore Capital Management -
8	The Main Las Olas- North 201 E Las Olas Blvd	341	27	Oct-18	Jul-20	Stiles Realty Shorenstein Properties LLC
9	The Palace at Weston 16025 Emerald Estate Dr	336	-	Apr-18	Apr-20	The Palace Group The Palace Group
10	Moderat Cornerstone 1240 S Pine Island Rd	330	6	Jun-18	May-20	Mill Creek Residential Trust - Mo... Patrinely Group, LLC
11	Laureat Apartments 790 E Broward Blvd	329	25	Mar-18	Jul-19	Stiles Realty Greystar Investment Group, LLC
12	Quantum at Flagler Village 701 N Federal Hwy	328	15	Mar-19	Jun-20	Prime Group US Prime Group US
13	601 N Federal Hwy	327	6	May-19	May-20	Fairfield Residential CalSTRS
14	1999 NE 6th St Avery Dania Pointe	327	6	Jun-19	Jun-20	Fairfield Residential Fairfield Residential
15	181 S Bryan Rd	264	8	Oct-18	Oct-19	Kimco Realty Corporation Kimco Realty Corporation
16	AMLI Midtown Plantation 8021 Peters Rd	256	6	Mar-17	Jul-19	AMLI Management Company AMLI Management Company
17	H3 Hollywood 2165 Van Buren St	247	15	Jun-18	Feb-20	Brown Harris Stevens Brown Harris Stevens
18	501 Seventeen 501 17th St	244	8	Oct-18	Oct-19	Hudson Capital Group Hudson Capital Group
19	Envy Apartments 430 E Atlantic Blvd	213	11	Nov-17	Dec-19	Invesca Development Group, Inc. -
20	Broadstone Oceanside 1333 S Ocean Blvd	211	1	Sep-17	Aug-19	Alliance Residential Company Alliance Residential Company
21	Zona Village 3890 SW 64th Ave	201	4	Mar-19	Dec-21	Ceiba Groupe Ceiba Groupe
22	Griffin Centre 441 Griffin Rd	180	8	Mar-19	Mar-20	PrivCap Companies PrivCap Companies
23	Avery Pompano Beach 275 N Federal Hwy	145	8	Jan-18	Aug-19	The Meyers Group CBRE Group, Inc.
24	Atlantic Village 601 N Federal Hwy	100	7	May-19	Dec-19	Avanti Way Realty Avanti Way Realty
25	Sol Van Buren 2000 Van Buren St	62	6	Oct-18	Mar-20	Bedeco Inc Bedeco Inc
26	Main Street Lofts 4100 Davie Rd	45	4	Apr-18	Oct-19	Azur Equities Azur Equities

Economy

Broward County sits in the heart of the South Florida region. It has experienced favorable demographic and economic conditions over the past five years. Local economic, job, and demographic growth outpaced that of the U.S. across the board.

The County's current population of 2,000,000 million has grown by close to 13% over the past decade, almost double the rate of the rest of the country. Most of Broward's population growth comes from international migration. Domestic migration has slowed down significantly over the past five years. As the national economy continues to perform well, domestic migration turned negative over the past couple of years.

Because of the reliance on international arrivals, Broward County's population growth is at risk if any shifts in the current U.S. immigration policy occur.

Broward County's 870,000 strong labor market is service driven, with close to 80% of the labor force employed in private service provision. Trade and transportation is by far the largest sector, with 22% of the county's jobs.

Business services and healthcare and education comprise 20% and 15% of the labor force respectively.

The county's labor market grew by close to a quarter over the past five years. The current unemployment rate for Broward County is at 3.3%, close to a half a percent below that of the same time last year and very close to historic lows.

While Broward County's labor market is performing very well, its labor participation rate is near 45%, close to the U.S. average.

The region's median household income currently stands at \$60,000, slightly below the rest of the country. Income growth in Broward County over the past economic cycle surpassed that of the U.S. However, even if conditions continue to be favorable, the region's household income will take another decade to catch up to that of the U.S. average.

Strong population growth drove Broward's healthy household formation numbers. Households grew by close to 4.5% over the past five years. Growth registered 1% above the average for the country.

Broward County's central geographic position in the South Florida region provides strategic benefits that are helping its economy. The county is well positioned to attract companies that want to be in South Florida and benefit from the region's strong international links but don't necessarily want to pay the high costs of doing business in Miami-Dade and Palm Beach counties.

The costs of doing business in Broward County are close to the national average but are more than 10% lower than Miami's. This makes Broward County a more affordable alternative that still presents many of the global-connection perks of occupying space in South Florida.

Brightline, a fast train service that went into operation in mid-2018, has enhanced Broward County's strategic position. The train has for the first time connected South Florida's three central business districts and unified the region's labor market.

Both Downtown Fort Lauderdale and Central Broward, where the costs of doing business are even lower, have begun to reap benefits. Central Broward is an area that is positioned especially well to attract domestic employer migration going forward. In addition to lower cost of doing business, it has lower cost of living as well as significantly more development potential due to land availability.

The forecast calls for continued population growth for Broward County in the region of 1% per year over the next couple of years. This is in line with historical average population growth rates.

Broward County’s labor market is also forecast to grow at just over 5% over the next five years. This is significantly lower than the growth the market experienced over the past five years. The decline in job growth does not necessarily spell bad economic news. It is more a reflection of the current labor market tight conditions as well as an increasingly aging population base.

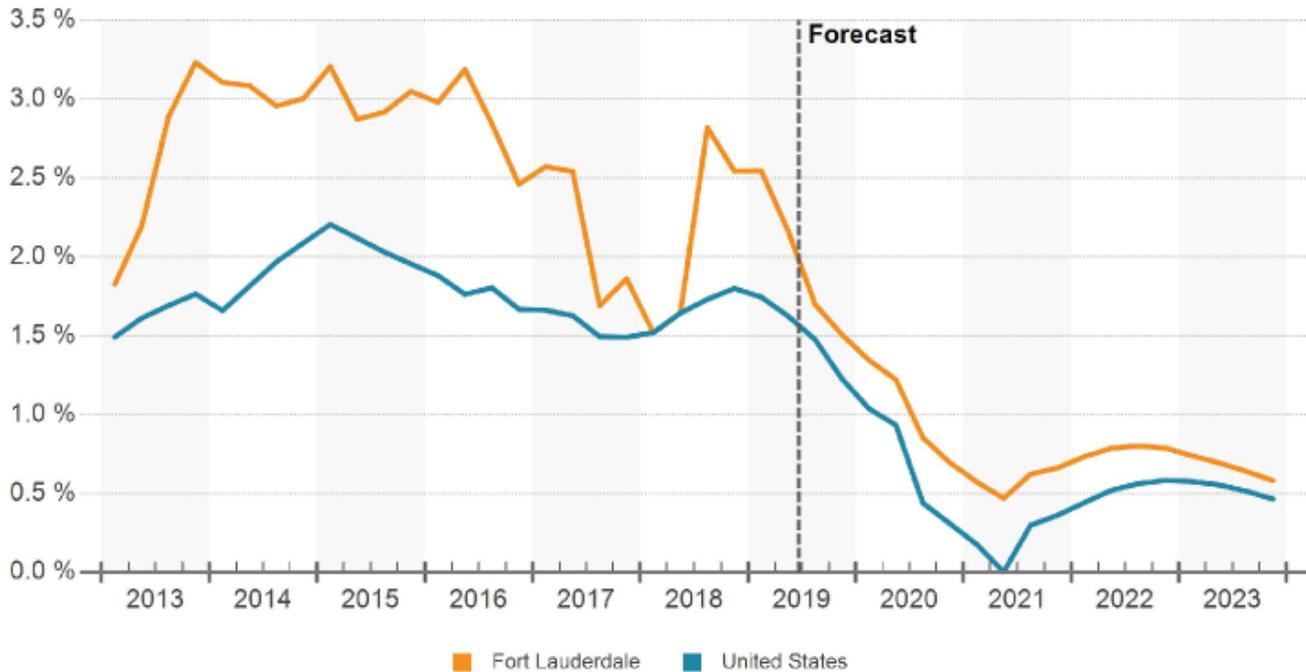
Fueled by population growth, household formation is forecast to remain strong over the next five years and slightly exceed that of the prior five-year period.

FORT LAUDERDALE EMPLOYMENT BY INDUSTRY IN THOUSANDS

NAICS Industry	Current Jobs		Current Growth		10 Yr Historical		5 Yr Forecast	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	29	0.4	2.45%	1.48%	0.69%	0.75%	-0.09%	0.13%
Trade, Transportation and Utilities	195	1.2	2.23%	1.18%	1.88%	1.14%	0.75%	0.43%
Retail Trade	113	1.2	1.01%	0.10%	1.73%	0.85%	0.57%	0.32%
Financial Activities	63	1.3	3.22%	1.27%	1.49%	0.98%	0.45%	0.41%
Government	104	0.8	0.13%	0.53%	0.31%	-0.03%	0.84%	0.76%
Natural Resources, Mining and Construction	49	1.0	2.24%	3.39%	2.30%	1.92%	1.13%	0.28%
Education and Health Services	115	0.8	3.28%	2.00%	2.11%	2.09%	0.49%	0.32%
Professional and Business Services	158	1.3	3.76%	2.49%	3.28%	2.58%	1.30%	0.87%
Information	20	1.2	1.28%	-0.12%	1.54%	0.03%	0.61%	0.43%
Leisure and Hospitality	96	1.0	-0.38%	2.27%	2.31%	2.45%	0.06%	0.40%
Other Services	40	1.2	3.31%	1.03%	2.43%	0.94%	1.02%	0.22%
Total Employment	869	1.0	2.20%	1.63%	1.96%	1.39%	0.74%	0.48%

Source: Oxford Economics
LQ = Location Quotient

YEAR OVER YEAR JOB GROWTH



SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Central Fort Lauderdale	972	17,572	15.1%	2	4	1,309	7.4%	1	11	4,151	23.6%	1
2	Coral Springs	221	19,940	17.1%	1	0	0	0%	-	0	0	0%	-
3	Hollywood/Dania Beach	662	12,838	11.0%	6	1	59	0.5%	4	4	753	5.9%	3
4	Miramar/Hallandale Beach	254	4,419	3.8%	9	(1)	0	0%	-	1	100	2.3%	6
5	Oakland Park/Lauderhill	634	13,722	11.8%	4	0	0	0%	-	0	0	0%	-
6	Pembroke Pines/West Mi...	29	11,008	9.4%	7	2	767	7.0%	2	0	0	0%	-
7	Plantation/Sunrise	161	16,947	14.5%	3	0	0	0%	-	3	1,188	7.0%	2
8	Pompano Beach/Deerfiel...	401	13,082	11.2%	5	3	382	2.9%	3	3	569	4.3%	5
9	Weston/Davie	78	7,195	6.2%	8	0	0	0%	-	3	582	8.1%	4

SUBMARKET RENT

No.	Submarket	Asking Rents				Effective Rents					
		Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Central Fort Lauderdale	\$1,927	\$2.11	1	0.2%	\$1,866	\$2.04	1	-0.2%	3.2%	1
2	Coral Springs	\$1,588	\$1.50	7	4.1%	\$1,573	\$1.49	7	3.9%	0.9%	4
3	Hollywood/Dania Beach	\$1,382	\$1.62	4	5.2%	\$1,374	\$1.61	4	6.0%	0.5%	8
4	Miramar/Hallandale Beach	\$1,386	\$1.56	5	2.5%	\$1,382	\$1.56	5	4.5%	0.3%	9
5	Oakland Park/Lauderhill	\$1,270	\$1.45	9	3.0%	\$1,258	\$1.43	9	2.7%	0.9%	5
6	Pembroke Pines/West Mi...	\$1,851	\$1.69	3	2.2%	\$1,820	\$1.66	3	0.9%	1.6%	2
7	Plantation/Sunrise	\$1,621	\$1.56	6	2.6%	\$1,606	\$1.55	6	2.3%	0.9%	6
8	Pompano Beach/Deerfiel...	\$1,397	\$1.49	8	3.6%	\$1,387	\$1.48	8	3.8%	0.7%	7
9	Weston/Davie	\$1,795	\$1.75	2	1.2%	\$1,774	\$1.73	2	0.6%	1.2%	3

SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construct. Ratio
1	Central Fort Lauderdale	1,706	9.7%	9	972	5.5%	1	1.3
2	Coral Springs	1,048	5.3%	6	56	0.3%	9	-
3	Hollywood/Dania Beach	608	4.7%	4	418	3.3%	4	-
4	Miramar/Hallandale Beach	226	5.1%	5	195	4.4%	6	-
5	Oakland Park/Lauderhill	473	3.4%	2	260	1.9%	5	-
6	Pembroke Pines/West Mi...	873	7.9%	8	567	5.2%	3	1.4
7	Plantation/Sunrise	802	4.7%	3	149	0.9%	7	-
8	Pompano Beach/Deerfiel...	447	3.4%	1	578	4.4%	2	0.6
9	Weston/Davie	438	6.1%	7	71	1.0%	8	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2023	133,117	3,207	2.5%	2,889	2.2%	1.1
2022	129,910	3,309	2.6%	2,795	2.2%	1.2
2021	126,601	3,151	2.6%	2,278	1.8%	1.4
2020	123,450	4,348	3.7%	2,752	2.2%	1.6
2019	119,102	3,311	2.9%	2,676	2.2%	1.2
YTD	116,947	1,156	1.0%	1,848	1.6%	0.6
2018	115,791	2,743	2.4%	3,587	3.1%	0.8
2017	113,048	3,652	3.3%	2,721	2.4%	1.3
2016	109,396	3,256	3.1%	1,508	1.4%	2.2
2015	106,140	2,682	2.6%	2,881	2.7%	0.9
2014	103,458	3,932	4.0%	3,548	3.4%	1.1
2013	99,526	1,805	1.8%	2,489	2.5%	0.7
2012	97,721	193	0.2%	850	0.9%	0.2
2011	97,528	(131)	-0.1%	(194)	-0.2%	0.7
2010	97,659	772	0.8%	2,080	2.1%	0.4
2009	96,887	1,943	2.0%	1,632	1.7%	1.2
2008	94,944	303	0.3%	(32)	0%	-
2007	94,641	607	0.6%	(1,064)	-1.1%	-

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2023	53,862	3,305	6.5%	3,150	5.8%	1.0
2022	50,557	3,402	7.2%	3,016	6.0%	1.1
2021	47,155	3,238	7.4%	2,429	5.2%	1.3
2020	43,917	4,022	10.1%	2,683	6.1%	1.5
2019	39,895	3,078	8.4%	2,139	5.4%	1.4
YTD	37,996	1,179	3.2%	1,423	3.7%	0.8
2018	36,817	2,157	6.2%	2,831	7.7%	0.8
2017	34,660	3,695	11.9%	2,960	8.5%	1.2
2016	30,965	2,951	10.5%	1,942	6.3%	1.5
2015	28,014	2,717	10.7%	2,310	8.2%	1.2
2014	25,297	3,927	18.4%	3,363	13.3%	1.2
2013	21,370	1,519	7.7%	1,274	6.0%	1.2
2012	19,851	481	2.5%	507	2.6%	0.9
2011	19,370	(64)	-0.3%	(91)	-0.5%	0.7
2010	19,434	859	4.6%	1,414	7.3%	0.6
2009	18,575	1,556	9.1%	1,199	6.5%	1.3
2008	17,019	395	2.4%	492	2.9%	0.8
2007	16,624	596	3.7%	22	0.1%	27.1

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rent	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Per Unit	Per SF
2023	10,499	7.9%	0.1	\$1,630	\$1.65	0.3%	(0.1)	\$1,609	\$1.63
2022	10,123	7.8%	0.3	\$1,625	\$1.65	0.4%	(0.1)	\$1,605	\$1.63
2021	9,544	7.5%	0.6	\$1,618	\$1.64	0.5%	(0.6)	\$1,597	\$1.62
2020	8,604	7.0%	1.1	\$1,610	\$1.63	1.2%	(0.1)	\$1,589	\$1.61
2019	6,953	5.8%	(0.5)	\$1,592	\$1.61	1.3%	(1.2)	\$1,571	\$1.59
YTD	6,628	5.7%	(0.7)	\$1,599	\$1.62	1.8%	(0.7)	\$1,579	\$1.60
2018	7,318	6.3%	(0.9)	\$1,571	\$1.59	2.5%	(0.7)	\$1,554	\$1.58
2017	8,160	7.2%	0.6	\$1,533	\$1.55	3.2%	1.5	\$1,512	\$1.53
2016	7,229	6.6%	1.4	\$1,485	\$1.51	1.7%	(4.4)	\$1,468	\$1.49
2015	5,486	5.2%	(0.3)	\$1,460	\$1.48	6.1%	1.9	\$1,452	\$1.47
2014	5,683	5.5%	0.2	\$1,376	\$1.39	4.2%	1.5	\$1,370	\$1.39
2013	5,299	5.3%	(0.8)	\$1,320	\$1.34	2.7%	(0.3)	\$1,309	\$1.33
2012	5,982	6.1%	(0.7)	\$1,286	\$1.30	3.0%	1.3	\$1,275	\$1.29
2011	6,641	6.8%	0.1	\$1,248	\$1.26	1.7%	(0.2)	\$1,240	\$1.26
2010	6,580	6.7%	(1.4)	\$1,228	\$1.24	1.9%	6.0	\$1,220	\$1.23
2009	7,883	8.1%	0.2	\$1,206	\$1.22	-4.2%	(0.3)	\$1,195	\$1.21
2008	7,572	8.0%	0.3	\$1,258	\$1.27	-3.9%	(4.3)	\$1,250	\$1.27
2007	7,237	7.6%	1.7	\$1,309	\$1.33	0.4%	-	\$1,300	\$1.32

4 & 5 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rent	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Per Unit	Per SF
2023	6,171	11.5%	(0.4)	\$1,925	\$1.81	-0.1%	(0.1)	\$1,888	\$1.78
2022	6,001	11.9%	0	\$1,927	\$1.82	0%	(0.1)	\$1,889	\$1.78
2021	5,592	11.9%	1.0	\$1,926	\$1.82	0.1%	(0.7)	\$1,888	\$1.78
2020	4,760	10.8%	2.3	\$1,924	\$1.81	0.8%	0.1	\$1,886	\$1.78
2019	3,401	8.5%	(0.7)	\$1,909	\$1.80	0.7%	(1.3)	\$1,871	\$1.76
YTD	3,167	8.3%	(0.9)	\$1,923	\$1.81	1.5%	(0.5)	\$1,886	\$1.78
2018	3,411	9.3%	(2.5)	\$1,896	\$1.79	2.0%	(0.6)	\$1,868	\$1.76
2017	4,083	11.8%	1.0	\$1,859	\$1.75	2.6%	1.6	\$1,827	\$1.72
2016	3,349	10.8%	2.5	\$1,812	\$1.71	1.0%	(3.9)	\$1,784	\$1.68
2015	2,340	8.4%	0.7	\$1,793	\$1.69	5.0%	0.8	\$1,781	\$1.68
2014	1,931	7.6%	1.2	\$1,708	\$1.61	4.1%	1.4	\$1,700	\$1.60
2013	1,366	6.4%	0.8	\$1,641	\$1.55	2.8%	(0.7)	\$1,619	\$1.53
2012	1,120	5.6%	(0.3)	\$1,596	\$1.51	3.4%	1.4	\$1,586	\$1.50
2011	1,147	5.9%	0.2	\$1,543	\$1.45	2.1%	0	\$1,534	\$1.45
2010	1,120	5.8%	(3.2)	\$1,512	\$1.43	2.1%	6.6	\$1,502	\$1.42
2009	1,673	9.0%	1.3	\$1,482	\$1.40	-4.6%	(0.6)	\$1,466	\$1.38
2008	1,317	7.7%	(0.8)	\$1,553	\$1.46	-4.0%	(4.1)	\$1,543	\$1.45
2007	1,414	8.5%	3.3	\$1,617	\$1.52	0.1%	-	\$1,606	\$1.51

DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2023	-	133,119	7.9%	-	3,306	-	3,207	-	-
2022	-	129,912	7.8%	-	3,402	-	3,309	-	-
2021	-	126,603	7.5%	-	3,238	-	3,151	-	-
2020	-	123,452	7.0%	-	4,414	-	4,349	-	-
2019	-	119,103	5.8%	-	3,347	-	3,312	-	-
YTD	3,413	116,947	5.7%	4	1,179	2	1,156	25	7,343
2018	3,411	115,791	6.3%	12	2,743	12	2,743	24	7,386
2017	3,399	113,048	7.2%	12	3,695	8	3,652	17	3,979
2016	3,391	109,396	6.6%	13	3,296	10	3,256	17	4,857
2015	3,381	106,140	5.2%	13	2,737	8	2,682	19	4,865
2014	3,373	103,458	5.5%	12	3,999	9	3,932	18	3,740
2013	3,364	99,526	5.3%	5	1,915	(1)	1,805	16	5,086
2012	3,365	97,721	6.1%	5	493	2	193	11	4,279
2011	3,363	97,528	6.8%	2	18	(2)	(131)	7	1,680
2010	3,365	97,659	6.7%	5	885	(1)	772	3	505
2009	3,366	96,887	8.1%	13	1,952	12	1,943	6	1,372
2008	3,354	94,944	8.0%	9	450	(6)	303	15	2,686
2007	3,360	94,641	7.6%	6	613	5	607	16	2,149

Hollywood Submarket Level Overview

The Hollywood/Dania Beach Submarket is beginning to grow in popularity, and developers are helping the landscape evolve with the times. The submarket’s lower rents have made it desirable to renters seeking affordable alternatives to Downtown Fort Lauderdale or expensive premier suburban submarkets that lie to the west, such as Pembroke Pines/West Miramar.

Development picked up recently with two new apartment developments delivering in 18Q2 after being mostly sparse this cycle. While vacancies naturally spiked upon delivery of these communities, strong demand has allowed vacancies to retreat towards their historical average. Sales volume for the submarket has been strong, with over \$150 million in trades in 2018.

12 Mo. Delivered Units	12 Mo. Absorption Units	Vacancy Rate	12 Mo. Asking Rent Growth
59	418	4.7%	5.0%

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr. Units
4 & 5 Star	1,338	9.9%	\$2,064	\$2,046	21	0	691
3 Star	3,353	4.7%	\$1,516	\$1,511	37	0	62
1 & 2 Star	8,147	3.9%	\$985	\$980	7	0	0
Submarket	12,838	4.7%	\$1,382	\$1,374	65	0	753

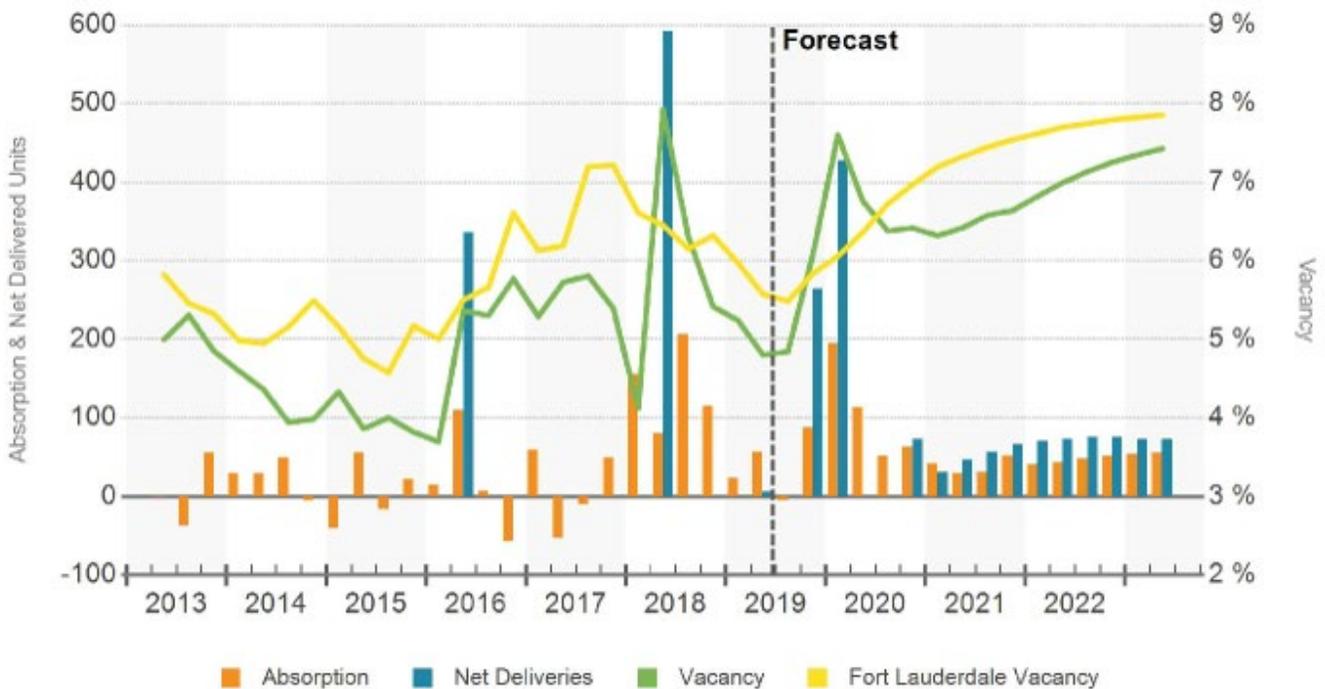
Vacancy

Hollywood's overall vacancy has compressed after spiking last year due to the delivery of two new apartment communities. These buildings brought a total of 600 units online and are both still going through lease-up. The 389-unit Circ Residences at Hollywood Circle has been met with strong demand, leasing an average of about 25 units per month. This property is in the heart of Young Circle in Hollywood and is surrounded by a wealth of restaurants and shops, which has been a major attraction for new residents. Ventura Pointe, a 206-unit community within Pembroke Pines, has leased at a slightly slower rate, averaging just north of 15 units per month. Developers continue to be active within this submarket, with a total of 750 units under construction. This next phase of development will likely cause fundamentals to loosen in the forecast.

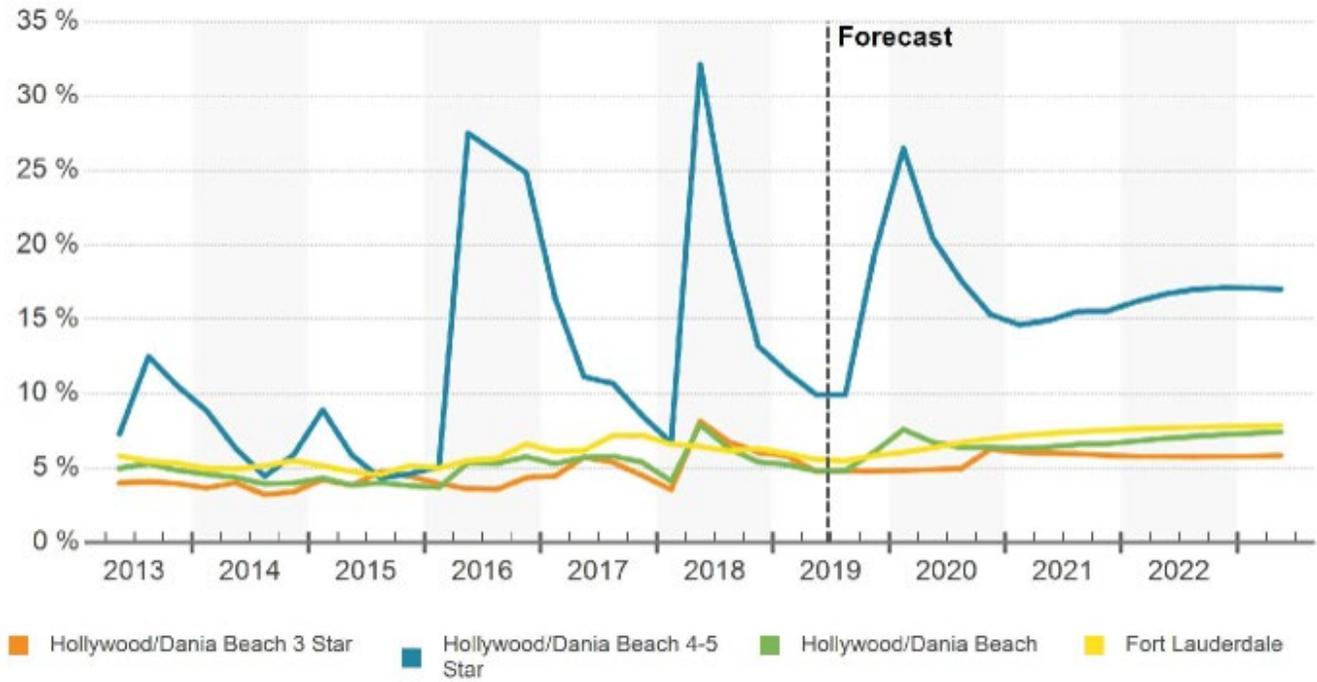
Major employers in Hollywood include HEICO, the Memorial Healthcare System, Brandsmart, and Chewy.com. Online pet supply company Chewy.com continues to grow in South Florida, and recently expanded its South Florida footprint with a new customer service hub in the Hollywood Hills Plaza at Park Road and Hollywood Boulevard. The company plans to have up to 1,100 employees at its Hollywood location. Another recent employer expansion is by DeliverLean, a gourmet meal service delivery company recently tapped by Whole Foods to create grab-and-go meals. It's adding about 75 new employees, bringing its total staff to 225.

Hollywood's existing gambling and entertainment complex is also expanding, with a new guitar-shaped Seminole Hard Rock Hotel & Casino which recently topped off in July 2018. The project created approximately 2,000 construction jobs and could bring approximately 3,000 permanent jobs when it completes in 2019.

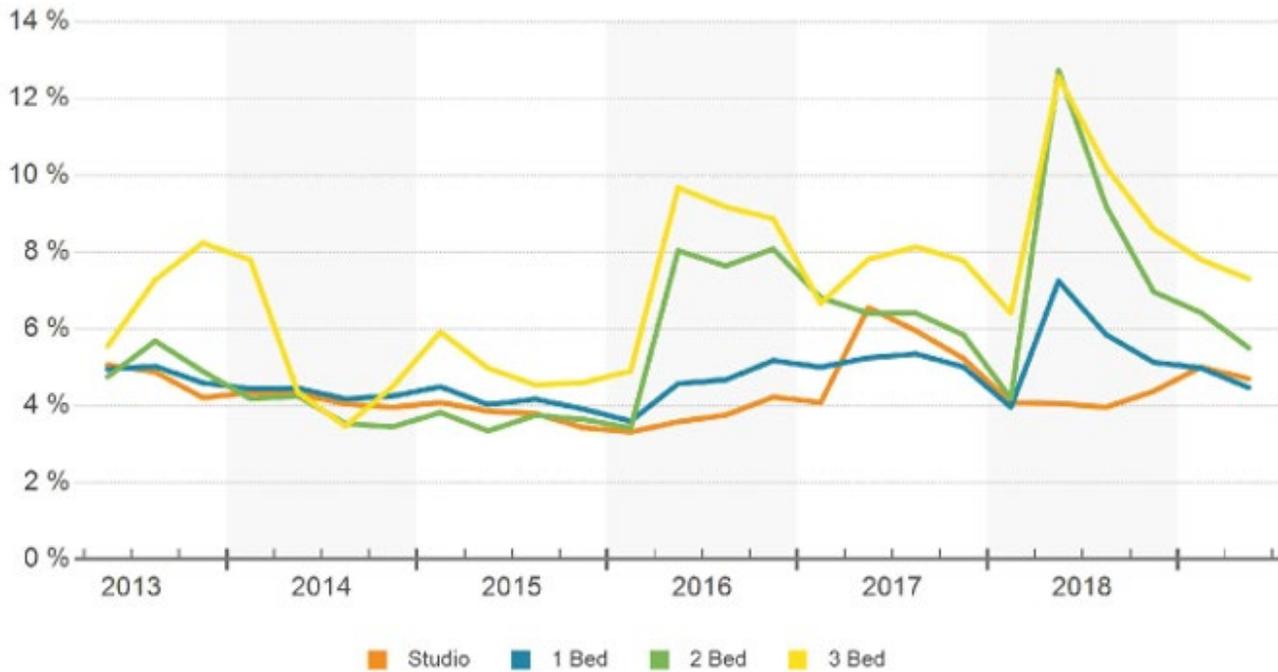
ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



VACANCY BY BEDROOM

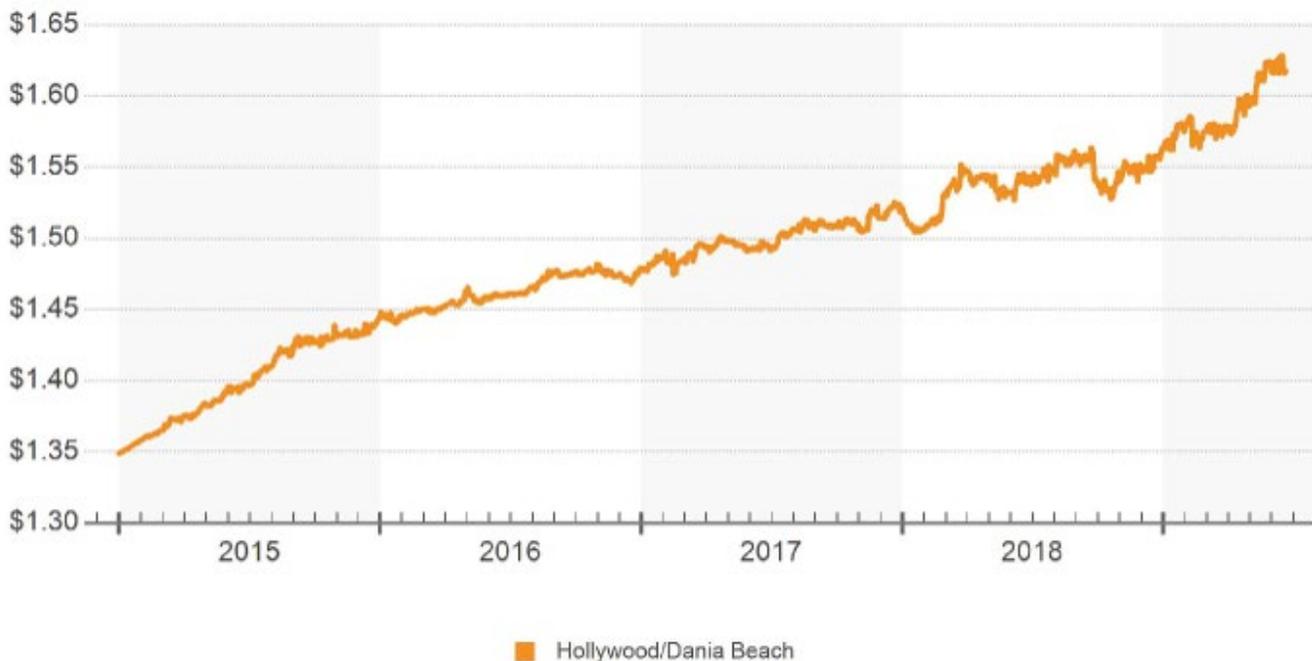


Rent

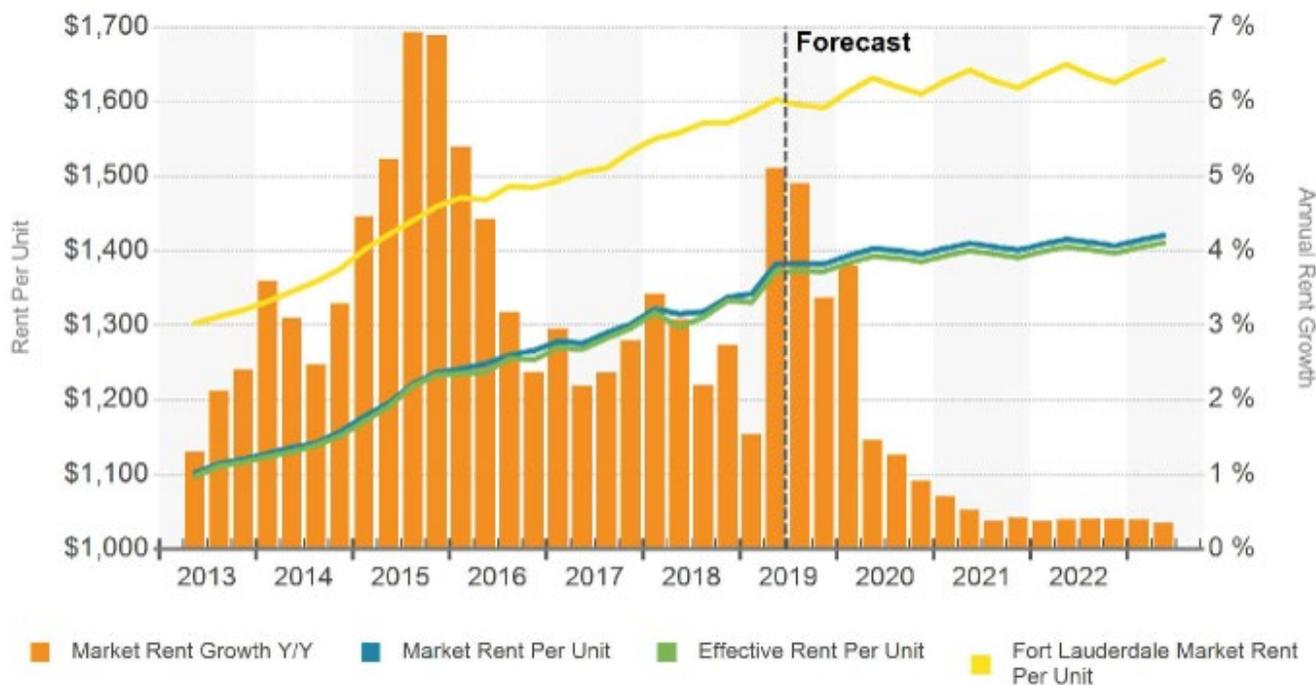
Average rents in Hollywood/Dania Beach have historically trended lower than the metro average. Rent growth has remained stable and is currently at 5.0%, which is in line with the metro average. And unlike many other submarkets, the 4 & 5 Star assets are fueling most of this growth.

New construction (units built since 2015) average about \$2,000/month (\$2/SF), which is in line with similar projects across the market. One of the newest communities, Circ Residences at Hollywood Circle, is one of the priciest communities in the submarket, averaging about \$2,300/month (\$2.25/SF).

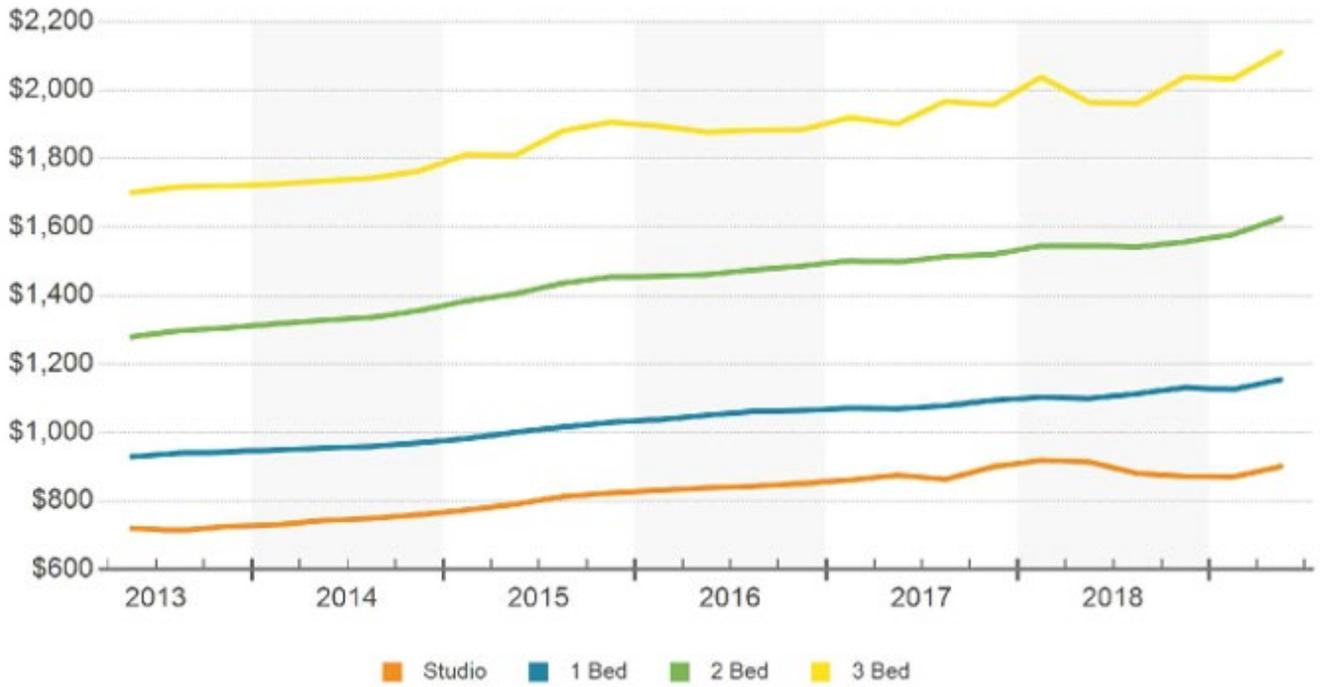
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM

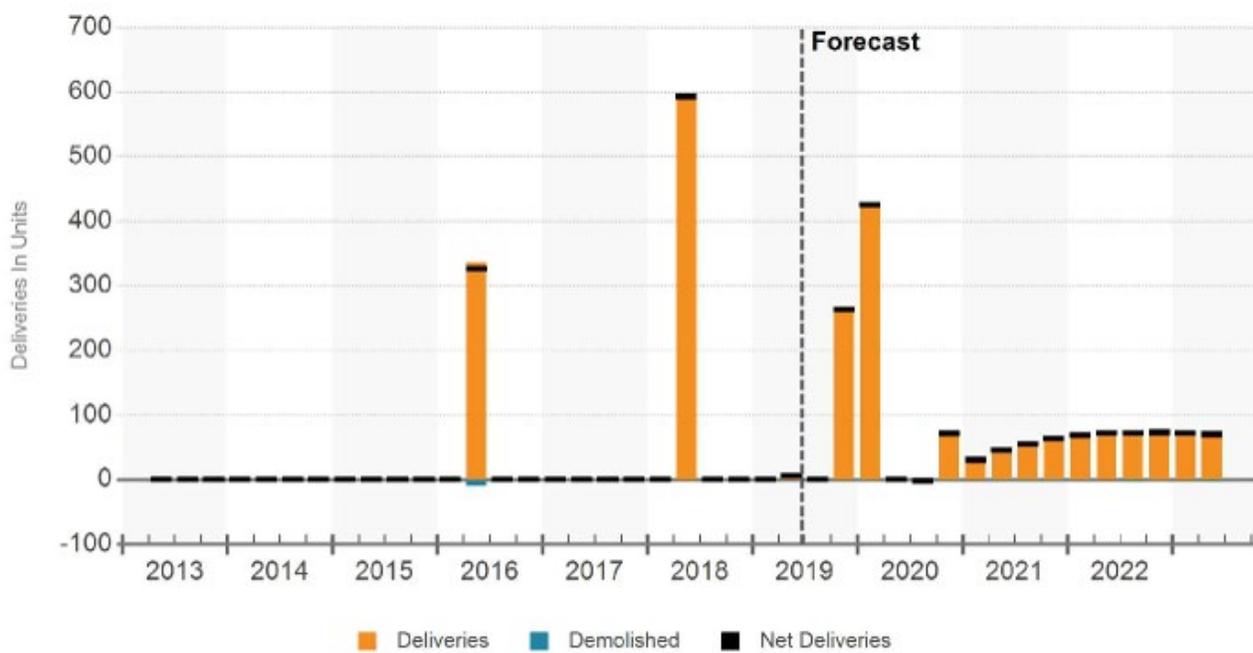


Construction

Development peaked for the cycle in 2018, when almost 600 units hit the submarket. One of the newest high-profile projects in Hollywood/Dania Beach is the 550,000- SF, mixed-use Hollywood Circle Project. Located in downtown Hollywood, the large project includes 386 residential units known as Circ Residences, a 104-unit hotel and more than 70,000 SF of retail space. The retail space will be anchored by a 47,000-SF Publix grocery store. Another recently completed project is Ventura Pointe in Pembroke Pines. This 4 Star community has 206 one-, two- and three-bedroom units. One-bedroom units in this community average 754 SF in size and have asking rents around \$1,900/month.

Developers continue to be active in the submarket, with about 750 units under construction. Most of the development is going up in Hollywood, including the 247- unit H3 Hollywood that is being developed by Brown Harris Stevens. The project should be completed by 2020.

DELIVERIES & DEMOLITIONS



Construction

Hollywood/Dania Beach Multi-Family

All-Time Annual Avg. Units

48

Delivered Units Past 4 Qtrs

0

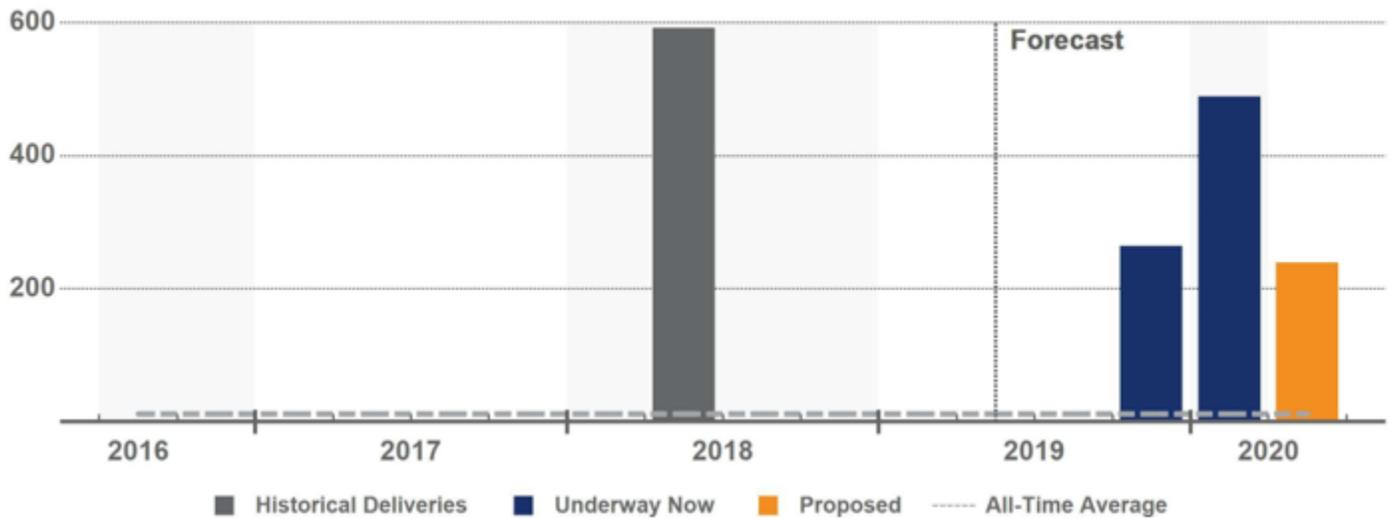
Delivered Units Next 4 Qtrs

753

Proposed Units Next 4 Qtrs

239

PAST & FUTURE DELIVERIES IN UNITS



RECENT DELIVERIES					
Property Name/Address	Units	Stories	Start	Complete	Developer/Owner
1 Circ Residences at Hollywood 1776 Polk St	386	25	Dec-15	Apr-18	Gold Coast Florida Regional Center Gold Coast Florida Regional Center
2 Ventura Pointe 7850 Pasadena Blvd	206	5	Jan-17	Apr-18	Eastw ind Development, LLC Eastw ind Development, LLC
UNDER CONSTRUCTION					
Property Name/Address	Units	Stories	Start	Complete	Developer/Owner
1 Avery Dania Pointe 181 S Bryan Rd	264	8	Oct-18	Oct-19	Kimco Realty Corporation Kimco Realty Corporation
2 H3 Hollywood 2165 Van Buren St	247	15	Jun-18	Feb-20	Brow n Harris Stevens Brow n Harris Stevens
3 Griffin Centre 441 Griffin Rd	180	8	Mar-19	Mar-20	PrivCap Companies PrivCap Companies
4 Sol Van Buren 2000 Van Buren St	62	6	Oct-18	Mar-20	Bedeco Inc Bedeco Inc
PROPOSED					
Property Name/Address	Units	Stories	Start	Complete	Developer/Owner
1 Bimini Cove 2281 W State Road 84	239	8	Jun-19	Jun-20	Pinnacle Housing Group Pinnacle Housing Group

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2023	14,354	277	2.0%	221	1.5%	1.3
2022	14,077	284	2.1%	184	1.3%	1.5
2021	13,793	195	1.4%	156	1.1%	1.3
2020	13,598	493	3.8%	421	3.1%	1.2
2019	13,105	267	2.1%	163	1.2%	1.6
YTD	12,838	0	0%	88	0.7%	0
2018	12,838	592	4.8%	558	4.3%	1.1
2017	12,246	0	0%	46	0.4%	0
2016	12,246	326	2.7%	76	0.6%	4.3
2015	11,920	0	0%	20	0.2%	0
2014	11,920	0	0%	104	0.9%	0
2013	11,920	(10)	-0.1%	(24)	-0.2%	0.4
2012	11,930	139	1.2%	174	1.5%	0.8
2011	11,791	(67)	-0.6%	(48)	-0.4%	1.4
2010	11,858	(3)	0%	135	1.1%	0
2009	11,861	69	0.6%	55	0.5%	1.3
2008	11,792	0	0%	(116)	-1.0%	0
2007	11,792	8	0.1%	(172)	-1.5%	0

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2023	2,818	285	11.3%	254	9.0%	1.1
2022	2,533	292	13.0%	208	8.2%	1.4
2021	2,241	202	9.9%	166	7.4%	1.2
2020	2,039	437	27.3%	436	21.4%	1.0
2019	1,602	264	19.7%	131	8.2%	2.0
YTD	1,338	0	0%	45	3.4%	0
2018	1,338	386	40.5%	291	21.7%	1.3
2017	952	0	0%	156	16.4%	0
2016	952	336	54.5%	128	13.4%	2.6
2015	616	0	0%	8	1.3%	0
2014	616	0	0%	29	4.7%	0
2013	616	0	0%	(34)	-5.5%	0
2012	616	127	26.0%	116	18.8%	1.1
2011	489	0	0%	(2)	-0.4%	0
2010	489	0	0%	5	1.0%	0
2009	489	69	16.4%	67	13.7%	1.0
2008	420	0	0%	(2)	-0.5%	0
2007	420	8	1.9%	1	0.2%	8.0

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rent	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Per Unit	Per SF
2023	1,080	7.5%	0.3	\$1,411	\$1.65	0.3%	(0.1)	\$1,401	\$1.64
2022	1,021	7.3%	0.6	\$1,406	\$1.65	0.4%	0	\$1,397	\$1.64
2021	916	6.6%	0.2	\$1,401	\$1.64	0.4%	(0.5)	\$1,391	\$1.63
2020	873	6.4%	0.3	\$1,395	\$1.63	0.9%	(2.5)	\$1,385	\$1.62
2019	797	6.1%	0.7	\$1,382	\$1.62	3.4%	0.6	\$1,373	\$1.61
YTD	608	4.7%	(0.7)	\$1,382	\$1.62	3.3%	0.6	\$1,374	\$1.61
2018	696	5.4%	0	\$1,337	\$1.56	2.7%	(0.1)	\$1,333	\$1.56
2017	661	5.4%	(0.4)	\$1,302	\$1.52	2.8%	0.4	\$1,296	\$1.51
2016	707	5.8%	1.9	\$1,266	\$1.48	2.4%	(4.5)	\$1,254	\$1.46
2015	456	3.8%	(0.2)	\$1,237	\$1.44	6.9%	3.6	\$1,234	\$1.44
2014	475	4.0%	(0.9)	\$1,157	\$1.35	3.3%	0.9	\$1,152	\$1.34
2013	578	4.8%	0.1	\$1,120	\$1.30	2.4%	0.8	\$1,117	\$1.30
2012	566	4.7%	(0.3)	\$1,094	\$1.27	1.6%	0.3	\$1,087	\$1.27
2011	600	5.1%	(0.1)	\$1,077	\$1.25	1.4%	(0.5)	\$1,070	\$1.25
2010	618	5.2%	(1.2)	\$1,062	\$1.24	1.8%	6.3	\$1,056	\$1.23
2009	756	6.4%	0.1	\$1,043	\$1.21	-4.5%	(0.9)	\$1,036	\$1.20
2008	741	6.3%	1.0	\$1,093	\$1.27	-3.6%	(5.0)	\$1,085	\$1.26
2007	625	5.3%	1.5	\$1,133	\$1.32	1.4%	-	\$1,126	\$1.31

4 & 5 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rent	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Per Unit	Per SF
2023	465	16.5%	(0.6)	\$2,021	\$1.75	-0.6%	(0.1)	\$2,004	\$1.74
2022	434	17.1%	1.6	\$2,034	\$1.76	-0.6%	(0.3)	\$2,016	\$1.75
2021	348	15.5%	0.2	\$2,046	\$1.77	-0.3%	(0.7)	\$2,028	\$1.76
2020	313	15.3%	(4.0)	\$2,052	\$1.78	0.4%	(0.7)	\$2,034	\$1.76
2019	310	19.3%	6.1	\$2,044	\$1.77	1.0%	(3.1)	\$2,026	\$1.75
YTD	132	9.9%	(3.4)	\$2,064	\$1.79	2.1%	(2.1)	\$2,046	\$1.77
2018	177	13.2%	4.7	\$2,023	\$1.75	4.2%	1.2	\$2,018	\$1.75
2017	81	8.5%	(16.3)	\$1,941	\$1.68	3.0%	3.5	\$1,939	\$1.68
2016	237	24.9%	20.2	\$1,885	\$1.63	-0.6%	(7.4)	\$1,846	\$1.60
2015	29	4.6%	(1.3)	\$1,896	\$1.64	6.8%	4.9	\$1,894	\$1.64
2014	36	5.9%	(4.6)	\$1,775	\$1.54	1.9%	(2.1)	\$1,757	\$1.52
2013	65	10.5%	5.4	\$1,742	\$1.51	4.0%	2.0	\$1,733	\$1.50
2012	32	5.1%	1.2	\$1,674	\$1.45	2.0%	(0.2)	\$1,667	\$1.44
2011	19	3.9%	0.4	\$1,642	\$1.42	2.1%	1.0	\$1,633	\$1.41
2010	17	3.6%	(1.0)	\$1,607	\$1.39	1.1%	5.7	\$1,598	\$1.38
2009	22	4.5%	(0.1)	\$1,589	\$1.38	-4.6%	(0.4)	\$1,577	\$1.37
2008	19	4.6%	0.5	\$1,666	\$1.44	-4.2%	(5.7)	\$1,656	\$1.43
2007	17	4.1%	1.6	\$1,739	\$1.51	1.5%	-	\$1,727	\$1.50

DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bids	Units	Vacancy	Bids	Units	Bids	Units	Bids	Units
2023	-	14,357	7.5%	-	284	-	277	-	-
2022	-	14,080	7.3%	-	293	-	285	-	-
2021	-	13,795	6.6%	-	201	-	194	-	-
2020	-	13,601	6.4%	-	500	-	494	-	-
2019	-	13,107	6.1%	-	270	-	269	-	-
YTD	662	12,838	4.7%	0	0	0	0	4	753
2018	662	12,838	5.4%	2	592	2	592	3	573
2017	660	12,246	5.4%	0	0	0	0	2	592
2016	660	12,246	5.8%	1	336	0	326	1	386
2015	660	11,920	3.8%	0	0	0	0	2	722
2014	660	11,920	4.0%	0	0	0	0	0	0
2013	660	11,920	4.9%	0	0	(1)	(10)	0	0
2012	661	11,930	4.7%	3	139	3	139	0	0
2011	658	11,791	5.1%	0	0	(1)	(67)	3	139
2010	659	11,858	5.2%	1	9	0	(3)	0	0
2009	659	11,861	6.4%	1	69	1	69	1	9
2008	658	11,792	6.3%	0	0	0	0	1	69
2007	658	11,792	5.3%	1	8	1	8	0	0

HOUSING VALUES (III)

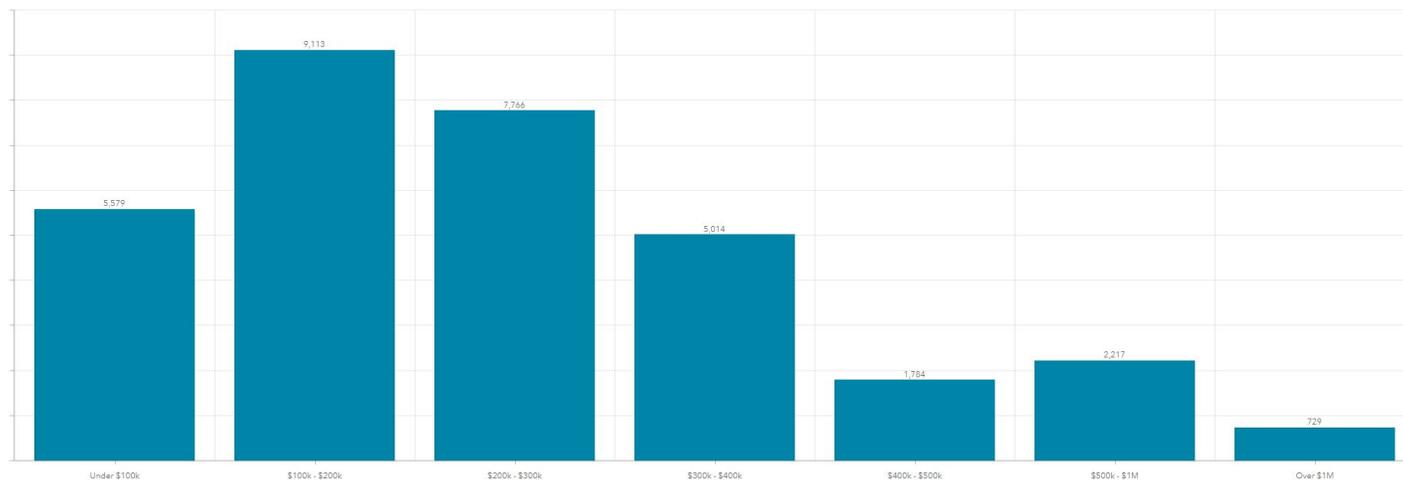
Hollywood Housing Market

According to Realtor.com, a trusted listing website in the region, there are 4,378 single family homes listed for sale in Hollywood, FL. The median listing price in the area is at \$315,000 for a single family home.



Per statistics sourced from Broward County, there are approximately 32,202 housing units in Hollywood. It is estimated that 57.5% of the local housing stock is owner-occupied, while the remaining 42.5% is rental units. Roughly 48.1% of the housing market is a single family, and 50.5% is within multi-unit dwellings while 1.3% are mobile homes. The preceding data is sourced from Broward County demographic data.

Home Value
(Owner-occupied Housing Units)



The total number of households being analyzed in the graph above is 32,202 total housing units. Per the data reflected, roughly 46% of homes in Hollywood have values below \$200K; the majority of the assets were apartment units and condos. Roughly 15% of the inventory had housing unit values that were above \$500,000. Typically single-family homes in the area trade at or above \$400,000 per unit. Property values for single family homes in Hollywood rank amongst the upper tier of owner-occupied residential in the MSA; with property values typically over \$100,000+ higher than the county average.

UNIT STRUCTURE (IV)

To further illustrate the distinctions of local inventories and unit structures; we analyzed the Hollywood market inventory. The assets being analyzed were all constructed after 1950 (with the exception of three properties), and have a minimum of 40 units.

Hollywood Multifamily Unit Structure

The data presented in the table below was sourced from CoStar:

HOLLYWOOD MULTIFAMILY INVENTORY					
Property Name	Property Address	City	Year Built	Number Of Stories	Number Of Units
Our Community Apts Collins	2303-2335 Pershing St	Hollywood	1947	1	40
	2302-2334 Pershing St	Hollywood	1947	1	75
	2310-2334 McClellan St	Hollywood	1949	1	72
Park Hollywood	2635-2647 Lincoln St	Hollywood	1952	1	87
	2317 Greene St	Hollywood	1959	1	59
Madison Apartments	2150 Madison St	Hollywood	1968	2	40
Taft Apartments	1725 N 16th Ave	Hollywood	1968	3	43
Fontana Apartments	3505 Monroe St	Hollywood	1968	3	44
Luna at Hollywood	3701 Jackson St	Hollywood	1968	4	192
Executive Rental Apartments	1715 N 16th Ave	Hollywood	1969	3	44
Hollywood Park Complex	1610 N Dixie Hwy	Hollywood	1970	3	40
Jade Lynn Apartments	2522 Lincoln St	Hollywood	1971	3	90
The Cove	4300 Sheridan St	Hollywood	1972	2	138
Lomar Apartments	555 S Luna Ct	Hollywood	1973	3	42
Golfview Rental Apartments	315 N Federal Hwy	Hollywood	1973	5	89
The Key West	4200 Sheridan St	Hollywood	1974	2	100
Oakwood Manor Apartments	2652 N 26th Ter	Hollywood	1986	1	63
Oak Gardens Apartments	2481 Oak Gardens Ln	Hollywood	1986	1	104
The EnV Apartment Homes	812 S Park Rd	Hollywood	1987	3	316
La Vue at Emerald Pointe	3101 Emerald Pointe Dr	Hollywood	1992	3	364
Royal Oaks Townhomes	3200 Stirling Rd	Hollywood	2009	2	69
Parc Station	2300 N 29th Ave	Hollywood	2016	4	336
Circ Residences at Hollywood Circle	1776 Polk St	Hollywood	2018	25	386
The Residences on Monroe	1840-1850 Monroe St	Hollywood	2020	5	40
Sol Van Buren	2000 Van Buren St	Hollywood	2020	6	62
Parc Place South and West Tower-Phase II	1700-1716 Harrison St	Hollywood	2020	14	84
Parc Place East Tower	1727-1745 Van Buren St	Hollywood	2020	15	96
Block 40	1839-1843 Harrison St	Hollywood	2020	19	166
H3 Hollywood	2165 Van Buren St	Hollywood	2020	15	247
Parc Place North Tower-Phase III	1740-1760 S Young Cir	Hollywood	2020	25	252

As reflected in the table above, the development of multifamily assets began in Hollywood predominantly during the 1950s. The older communities tended to be smaller in scale with fewer amenities than today's projects. Since the year 2010, the area experienced a strong surge in large scale new multifamily development assets with higher-end Class A and Class B vintages.

HOLLYWOOD SUBMARKET

HOLLYWOOD SUBMARKET AT A GLANCE									2019 Q1
	TOTAL UNITS	OCCUP-ANCY (%)	ABSORP. (UNITS)	NEW INV. (UNITS)	REMOVALS (UNITS)	INVENTORY Δ (UNITS)	INVENTORY Δ (%)	UNDER CONST.	NEAR-TERM DELIVERIES ¹
INVENTORY	27,119	96.7%	327	275	0	275	1.0%	309	124
CATEGORY	BY VINTAGE					BY STYLE			
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL
Occupancy	97.4%	96.3%	94.7%	99.3%	n.a.	96.2%	100.0%	99.3%	96.7%
Quarterly Occ. Δ	-0.6%	1.1%	0.1%	-0.2%	n.a.	0.3%	0.0%	-0.3%	0.2%
Annual Occ. Δ	0.5%	2.0%	1.5%	1.9%	n.a.	1.2%	2.2%	1.9%	1.2%
Rent (\$/mo.)	\$1,500	\$1,539	\$1,534	\$1,099	n.a.	\$1,519	\$1,061	\$1,478	\$1,491
Rent (\$/sf)	\$1.68	\$1.58	\$1.81	\$1.24	n.a.	\$1.64	\$1.20	\$1.86	\$1.63
Annual Revenue Δ ²	6.5%	3.8%	6.7%	4.1%	n.a.	5.7%	4.2%	4.1%	5.5%
% Offering Concessions	0.0%	0.0%	0.0%	0.0%	n.a.	0.0%	0.0%	0.0%	0.0%
Avg. Concession	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Qtr. Same-Property Rent Δ	1.1%	0.5%	0.2%	1.2%	n.a.	0.2%	0.0%	6.4%	0.7%
Ann. Same-Property Rent Δ	6.0%	1.8%	5.2%	2.2%	n.a.	4.5%	2.0%	2.2%	4.3%

Source: MPF Research® ¹ Delivering within next four quarters. ² Annual Revenue Change = Annual Occ. Change + Annual Rent Change

Trailing Submarket Performance

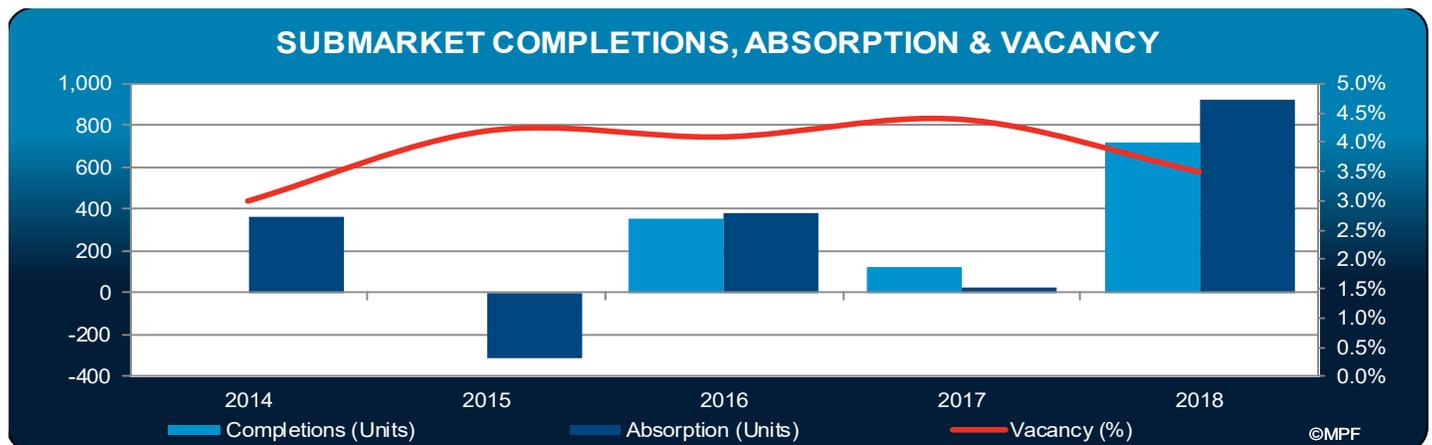
Key supply/demand, occupancy, rental rate, and concession statistics for available trailing annual and quarterly periods are summarized below.

Historical Supply/Demand

HISTORICAL SUPPLY/DEMAND ANALYSIS										HOLLYWOOD SUBMARKET
PERIOD	TOTAL UNITS	OCCUP-ANCY (%)	ABSORP. (UNITS)	NEW INV. (UNITS)	REMOVALS (UNITS)	INVENTORY UNITS Δ	INVENTORY % Δ	UNDER CONST.	NEAR-TERM DELIVERIES ¹	
2014	25,647	97.0%	359	0	0	0	0.0%	0	0	
2015	25,647	95.8%	-316	0	0	0	0.0%	480	354	
2016	26,001	95.9%	376	354	0	354	1.4%	126	126	
2017	26,127	95.6%	28	126	0	126	0.5%	745	717	
2018	26,844	96.5%	924	717	0	717	2.7%	28	28	
2018 Q2	26,676	97.2%	921	468	0	468	1.8%	196	196	
2018 Q3	26,760	97.1%	32	84	0	84	0.3%	112	112	
2018 Q4	26,844	96.5%	-80	84	0	84	0.3%	28	28	
2019 Q1	27,119	96.7%	327	275	0	275	1.0%	309	124	

Source: MPF Research® ¹ Delivering within next four quarters

As shown in the preceding table, there are some 27,119 units in the submarket as of 1Q 2019. The average occupancy is currently 96.7%, which is generally similar to the recent historical trend. There are currently three developments under construction.



Submarket Occupancy Trends

OCCUPANCY ANALYSIS						HOLLYWOOD SUBMARKET					
PERIOD	BY VINTAGE					BY STYLE			SUBMARKET	METRO	VERSUS
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL	TOTAL	METRO
2014	98.5%	96.8%	95.9%	98.6%	95.8%	96.9%	97.8%	n.a.	97.0%	95.7%	●
2015	97.3%	94.9%	95.3%	97.9%	93.8%	95.7%	96.5%	n.a.	95.8%	96.2%	●
2016	96.4%	95.3%	95.1%	98.7%	n.a.	95.7%	98.3%	n.a.	95.9%	95.1%	●
2017	96.1%	95.3%	94.1%	98.1%	n.a.	95.0%	98.5%	100.0%	95.6%	94.8%	●
2018	97.9%	95.2%	94.7%	99.6%	n.a.	95.9%	100.0%	99.7%	96.5%	94.9%	●
2018 Q2	98.5%	96.5%	95.6%	99.6%	n.a.	96.9%	100.0%	98.4%	97.2%	95.6%	●
2018 Q3	98.2%	96.2%	95.2%	99.3%	n.a.	96.6%	100.0%	99.3%	97.1%	95.4%	●
2018 Q4	97.9%	95.2%	94.7%	99.6%	n.a.	95.9%	100.0%	99.7%	96.5%	94.9%	●
2019 Q1	97.4%	96.3%	94.7%	99.3%	n.a.	96.2%	100.0%	99.3%	96.7%	95.4%	●

Source: MPF Research© Legend: ● Outperforming ● Underperforming ● Similar

As presented, the Hollywood market maintains a current inventory of 27,119 units, representing no change from the previous quarter. The current market-wide occupancy rate of 95.4% is indicated through a range extending from 96.3% to 97.4% across all property styles and vintages. When compared to the previous quarter, the market-wide average occupancy rate has decreased -0.5%. On a current-quarter annualized basis, occupancy rates have decreased -0.5%.

Submarket Rental Rate Trends

The following tables represent the current and historical submarket rental rates on both a \$/Unit (Table 1) and \$/SF (Table 2) basis. Rental rates are reported as effective rates (net of concessions).

EFFECTIVE RENT (\$/UNIT)						HOLLYWOOD SUBMARKET					
PERIOD	BY VINTAGE					BY STYLE			SUBMARKET	METRO	VERSUS
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL	TOTAL	METRO
2014	\$1,205	\$1,396	\$1,309	\$1,053	\$1,065	\$1,309	\$1,041	n.a.	\$1,281	\$1,334	●
2015	\$1,220	\$1,484	\$1,388	\$1,088	\$1,099	\$1,373	\$1,070	n.a.	\$1,342	\$1,438	●
2016	\$1,283	\$1,518	\$1,464	\$1,109	n.a.	\$1,424	\$1,138	n.a.	\$1,394	\$1,469	●
2017	\$1,346	\$1,426	\$1,473	\$1,152	n.a.	\$1,425	\$1,143	\$921	\$1,375	\$1,478	●
2018	\$1,446	\$1,531	\$1,531	\$1,086	n.a.	\$1,501	\$1,061	\$1,390	\$1,466	\$1,571	●
2018 Q2	\$1,407	\$1,424	\$1,498	\$1,077	n.a.	\$1,441	\$1,054	\$1,373	\$1,412	\$1,531	●
2018 Q3	\$1,437	\$1,451	\$1,429	\$1,080	n.a.	\$1,439	\$1,061	\$1,379	\$1,409	\$1,539	●
2018 Q4	\$1,446	\$1,531	\$1,531	\$1,086	n.a.	\$1,501	\$1,061	\$1,390	\$1,466	\$1,571	●
2019 Q1	\$1,500	\$1,539	\$1,534	\$1,099	n.a.	\$1,519	\$1,061	\$1,478	\$1,491	\$1,587	●

Source: MPF Research© Legend: ● Outperforming ● Underperforming ● Similar

On a per unit basis, rental rates by vintage range from a low of \$1,099 per month to a high of \$1,539 per month. When analyzed on the basis of style, rental rates range from \$1,061 (mid-rise) to \$1,519 (low-rise). In total, the market-wide inventory-weighted average rental rate is \$1,587 per unit per month. On a per square foot basis, rental rates range from a low of \$1.20 to a high of \$1.86 when analyzing property vintage and \$1.24 to \$1.81 when analyzed by property style. In aggregate, the market-wide average rental rate is \$1.57 per square foot. Annual revenue change, defined as annual occupancy change plus annual rent change represents an increase of 0.02% versus the previous same-quarter annual period.

Submarket Concession Trends

The following tables represent the percentage of properties offering concessions (Table 1) and the concessions granted as a percentage of potential gross income (Table 2).

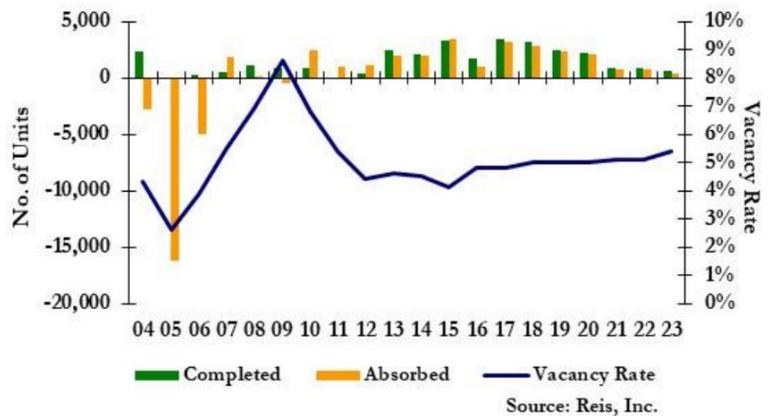
PERCENT OF PROPERTIES OFFERING CONCESSIONS						HOLLYWOOD SUBMARKET					
PERIOD	BY VINTAGE					BY STYLE			SUBMARKET	METRO	VERSUS
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL	TOTAL	METRO
2014	0.0%	2.8%	0.0%	0.0%	0.0%	1.0%	0.0%	n.a.	0.9%	8.5%	●
2015	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	n.a.	0.0%	8.3%	●
2016	0.0%	0.0%	0.0%	0.0%	n.a.	0.0%	0.0%	n.a.	0.0%	14.6%	●
2017	23.0%	0.0%	0.0%	0.0%	n.a.	10.2%	0.0%	0.0%	8.7%	15.2%	●
2018	0.0%	0.0%	0.0%	0.0%	n.a.	0.0%	0.0%	0.0%	0.0%	12.0%	●
2018 Q2	0.0%	0.0%	0.0%	0.0%	n.a.	0.0%	0.0%	0.0%	0.0%	8.5%	●
2018 Q3	0.0%	27.6%	0.0%	0.0%	n.a.	9.2%	0.0%	0.0%	7.7%	7.7%	●
2018 Q4	0.0%	0.0%	0.0%	0.0%	n.a.	0.0%	0.0%	0.0%	0.0%	12.0%	●
2019 Q1	0.0%	0.0%	0.0%	0.0%	n.a.	0.0%	0.0%	0.0%	0.0%	11.6%	●

Source: MPF Research© Legend: ● Outperforming ● Underperforming ● Similar

REIS Apartment report 1Q2019

As in markets across the country, Broward County is afflicted with a growing shortage of affordable housing options. With housing costs rising faster than incomes and with single-family home acquisition increasingly out of reach for many county residents, demand for apartments remains strong. But the shortage affects the rental sector as well—and the construction of subsidized, low-income housing has been virtually absent in the county. Only 100 such units completed construction in 2018—in a county with some 2.0 million residents. And no projects of this type are under construction per the date of this report. Further, a proposal for a large lower-income project in Fort Lauderdale that “could help resolve an affordable housing crisis in Broward,” as described by Sun Sentinel in December, is meeting with robust resistance (see Special Real Estate Factors). Further, the overwhelming majority of recent market-rate apartment construction qualifies as Class A.

Ft. Lauderdale Apartment Market Supply and Demand Trends



Developers, responsive to the abundant demand, have been active. The two-year span 2017-2018 saw the delivery of 6,518 units, 5,926 of which are Class A. Net absorption for the period ran at 6,018 units, 5,666 of which were Class A apartments. Respective overall totals for 2018 alone, with demand lagging slightly, were 3,153 and 2,845 units. With no units coming online during the fourth quarter, net absorption for the period was counted at 310. The Class A net was 381. Since the end of the year, the 358-unit (350 market-rate) Art Square in Hallandale mid-rise complex from Integra Investments completed construction in January in Hallandale Beach.

Amid the active development of the past several years, the vacancy rate remained at or below 5.0% from 2012 until the third quarter of 2018, when it added 60 basis points to close at 5.3%. It quickly returned to 5.0%, however, at which level it closed the year. The Class A vacancy rate is only moderately notably higher. It ended the fourth quarter at 6.0%, down fully 80 basis points since the third quarter and down 30 for the year after an essentially flat performance through 2017. While the elevated Class A rate in the busy (city of) Fort Lauderdale submarket may have been a recent source of concern, anxiety appears to have been alleviated. That rate closed the year at 5.5%, down fully 670 basis points for the year.

High-rise development, both rental and condominium, has been a factor in the city of Fort Lauderdale. Reis reports a combined total of 3,948 market-rate apartments under construction countywide per the date of this

report. Of the current sum, 1,927 units belonged to the Fort Lauderdale submarket, and four of those projects are high-rises. The tallest, at 30 stories, is The Rise Flagler Village from Encore Capital Management. A January 2020 completion is expected. The first to deliver, due online in August, will be Ellis Diversified Inc.'s 25-story, two-tower, 386-unit Whitney Apartment Community at 120 NE 4th Street. Thirteen condo and townhome projects with a combined total of 1,452 units are under way countywide.

Planned apartment projects include two 34-story towers with a combined total of 1,200 units at the X Las Olas development at 300 SW 1st Avenue. A January 2020 completion is expected for the 639-unit first tower. Property Markets Group is the developer. And a groundbreaking this April is expected for the 243-unit 501 Seventeen Residential project from Ram Realty Services at 501 SE 17th. Completion would follow in September 2020.

Rent growth, strong for a number of years, accelerated again in 2018. At \$1,526 and \$1,458 per month, fourth quarter average asking and effective rents represented gains of fully 6.0% and 5.7% for the year following increases of 4.6% and 3.8% in 2017. Gains for the fourth quarter alone were 0.8% and 0.9%. The fourth quarter Class A mean asking price was \$1,756 per month, up 5.1% for the year following a gain of 4.4% in 2017. The Class A asking average in the Fort Lauderdale submarket at \$2,507 per month, the county's highest, was up 5.7% year-over-year after 2017's increase of fully 10.4%.

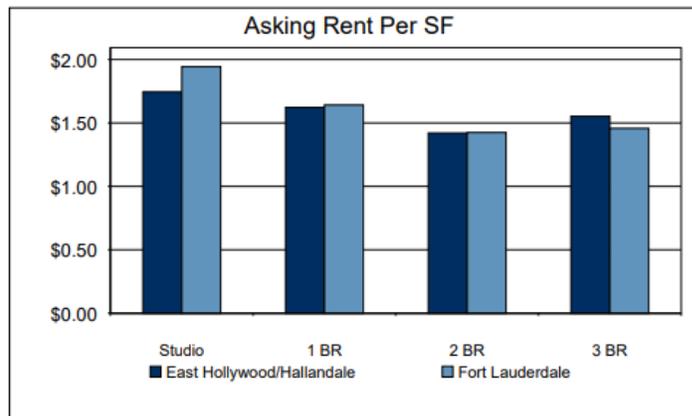
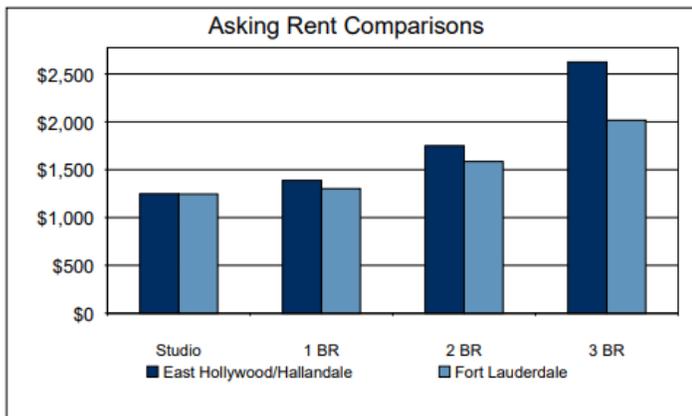
- *The 2,449 units projected as the 2019 market-rate apartment construction completion total should face roughly equivalent net absorption as the vacancy rate holds steady at about 5.0%. The Class A rate likely will remain higher. Rent growth for the year should run above 4.5%.*

Asking Rent by Age

Year Built	Rent
Before 1970	\$1,311
1970-1979	\$913
1980-1989	\$1,514
1990-1999	\$1,821
2000-2009	\$1,512
After 2009	\$2,241
All	\$1,675

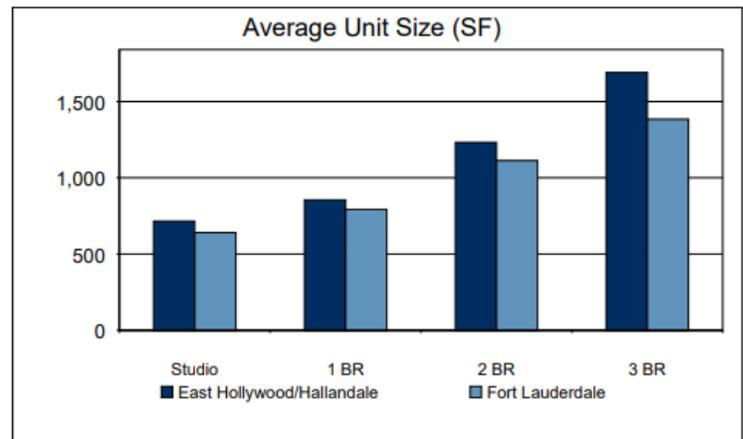
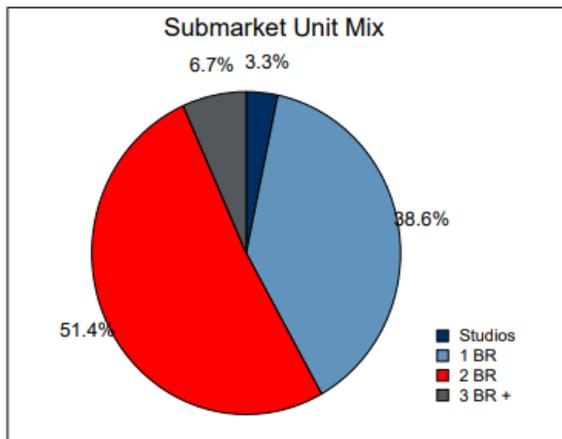
As reflected in our analysis the Hollywood inventory had concentrations of assets that were built in the 1950's to newer product. As would be expected, the rental rates associated with newer developments typically outperformed older vintage assets in the area. Rental rates for assets built in the 1970s and prior reflected the weakest growth trends over the past five years. However, as shown rental rates for apartments are up across all vintage types analyzed. The most recent trend does depict a slight compression in rental rates for the newer housing stock. Despite limited new inventory projected in the pipeline for Hollywood, the rental rates associated with apartments in these markets are expected to continue to grow. The availability of newer rentals continues to decline; while it is anticipated that demand trends will hold steady. These trends will subsequently drive rental rates for newer vintage assets in

the area upward for the foreseeable future, due to limited competition from superior quality newer product.



Current Submarket Average Rents and Sizes				Asking Rent Growth					
	1Q 2019			Quarterly			Annualized		
	Rent	Avg. SF	Avg. Rent PSF	1Q19	4Q18	YTD	1 Year	3 Year	5 Year
Studio/Efficiency	\$1,248	715	\$ 1.74	92.1%	1.3%	92.1%	- 0.8%	3.8%	4.0%
One Bedroom	\$1,387	855	\$ 1.62	2.9%	- 0.7%	2.9%	9.5%	7.7%	5.7%
Two Bedroom	\$1,750	1232	\$ 1.42	- 1.9%	0.7%	- 1.9%	12.1%	6.9%	5.0%
Three Bedroom	\$2,625	1691	\$ 1.55	- 5.0%	2.0%	- 5.0%	23.4%	17.3%	9.1%
Average over period ending:				03/31/19	12/31/18	03/31/19	12/31/18	12/31/18	12/31/18

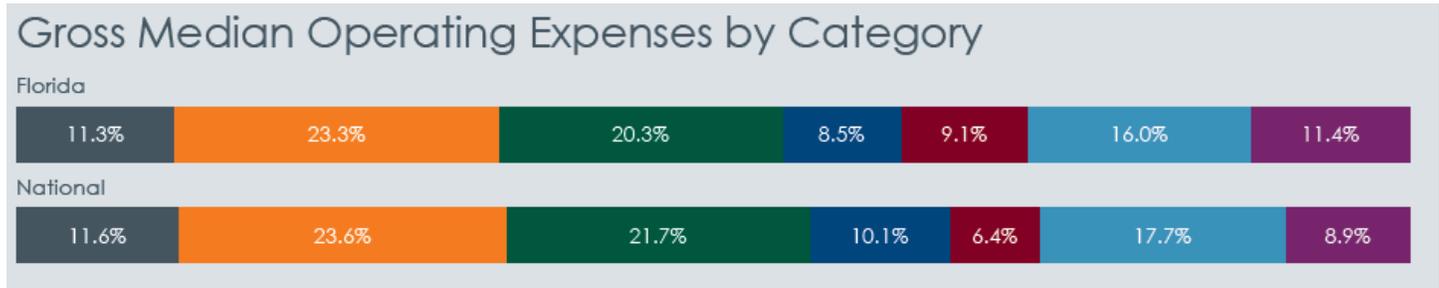
The tables above compare the rental rates of the Hollywood apartment market with the Fort Lauderdale Submarket. Rental rates in Fort Lauderdale for studio units were slightly higher than in Hollywood. Otherwise, rental rates in Hollywood were typically higher per unit than what was reflected in the submarket. In the graph below we detail the unit mix inventory of the Hollywood apartment market.



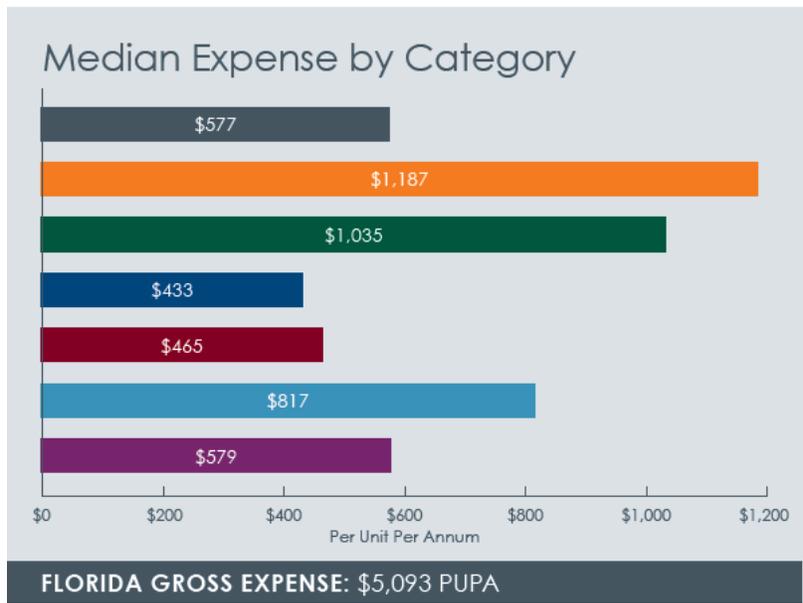
As shown, studio units account for less than 3.5% of the Hollywood apartment inventory, while 38.6% are one bedroom, 51.4% are two bedrooms and only 6.7% are three bedrooms. Average unit sizes in Hollywood were generally slightly larger than the Fort Lauderdale unit sizes on a square foot basis.

OPERATING EXPENSE RATIO (VII)

Operating expenses can vary widely with regards to residential developments. An analysis of state trends with regards to operating expenses is presented below.



As shown in the graphic above, gross median operating expenses for the apartment assets in the state are generally in line with the national averages reflected. In the graphic below we present the median operating expenses on a price per unit basis on a state level.



Per the analysis above, it is estimated that on average the median expenses per unit per annum in Florida was approximately \$5,093. Operating expenses in South Florida, can vary, as many of the newer properties have HOA fees to mitigate the costs associated with maintaining amenities. While older assets can tend to have operating expenses closer to 50% of EGI when mismanaged or with below market rental rates. Newer construction is also being built with separate meters which reduce the number of rent included amenities such as gas, water, and sewer.

In the table below we depict historical operating expense ratios reflected by the regional submarkets.

Submarket	Inventory (Buildings)	Inventory (Units)	Asking Rent \$	Vac %	Free Rent (mos)	Expenses % (Apartment)
Deerfield Beach	35	6,887	\$1,231	4.8%	0.30	40.0%
Pompano Beach	12	1,731	\$1,391	4.3%	0.27	40.7%
Oakland Park	36	4,634	\$1,411	6.1%	0.73	40.5%
Fort Lauderdale	48	7,088	\$2,092	4.3%	0.67	42.5%
East Hollywood	40	4,818	\$1,701	9.1%	0.72	40.3%
West Hollywood	30	5,478	\$1,230	1.6%	0.10	40.0%
Miramar	38	13,647	\$1,711	7.0%	0.60	39.9%
Davie	32	7,116	\$1,666	5.9%	0.71	39.7%
Plantation	33	9,682	\$1,601	5.4%	0.55	40.6%
Lauderhill/Ldrdale	37	8,247	\$1,154	6.4%	0.43	42.2%
Sunrise/Tamarac	45	10,744	\$1,369	1.6%	0.44	39.7%
Coral Spgs/Margate	49	12,573	\$1,532	4.1%	0.51	39.1%

As shown above, operating expenses in the area typically hover from 39%-42% of effective gross income (EGI).

In **West Hollywood** it was estimated that the expense ratio for apartment developments in the city were approximately 40.0% which is on the lower end of the range indicated by the regional submarkets.

In **East Hollywood** it was estimated that the expense ratio for apartment developments in the city were approximately 40.3% which is on the lower end of the range indicated by the regional submarkets and consistent with Sunrise.

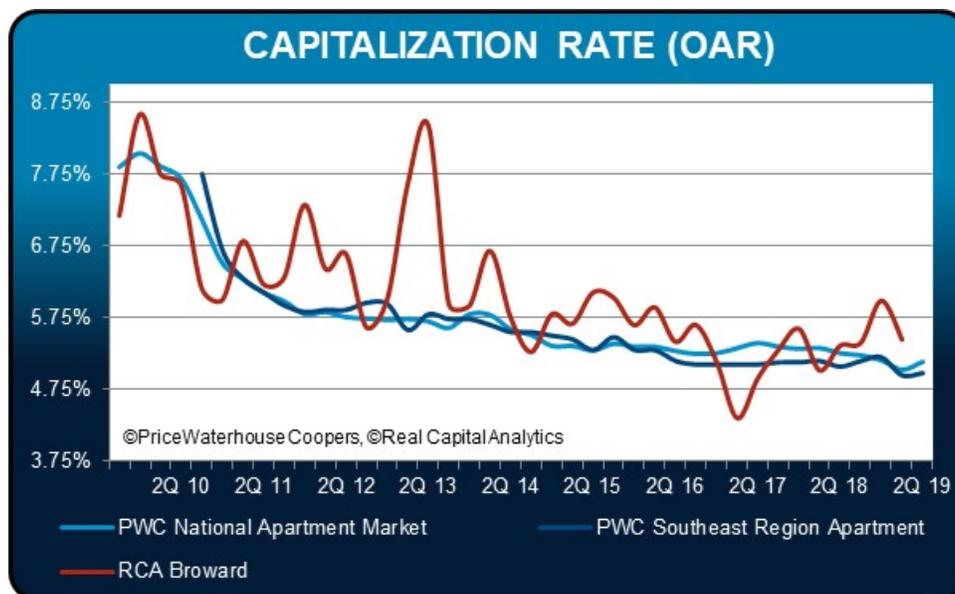
In real estate, the operating expense ratio (OER) is a measurement of the cost to operate a piece of property compared to the income brought in by the property.

In the table below we analyze the expenses of some recently appraised residential buildings from the region.

OPERATING EXPENSE COMPARABLES															
COMPARABLE	COMP 1		COMP 2		COMP 3		COMP 4		COMP 5		COMP 6		LOW	HIGH	AVG
Region	So. FL		So. FL		So. FL		So. FL		So. FL		So. FL		-	-	-
Year Built	1980s		2000s		1970s		2000s		1990s		1970s		-	-	-
Actual/Budget	Actual		Actual		Actual		Actual		Actual		Actual		-	-	-
EGI (\$/UNIT)	\$9,495		\$15,409		\$8,880		\$13,875		\$12,234		\$9,250		\$8,880	\$15,409	\$11,524
EXPENSE ITEMS	\$/UNIT	%EGI	\$/UNIT	%EGI	\$/UNIT	%EGI	\$/UNIT	%EGI	\$/UNIT	%EGI	\$/UNIT	%EGI	LOW	HIGH	AVG
Real Estate Taxes	\$1,475	15.5%	\$2,100	13.6%	\$1,183	13.3%	\$1,789	12.9%	\$1,885	15.4%	\$1,136	12.3%	\$1,136	\$2,100	\$1,595
Property Insurance	\$650	6.8%	\$1,250	8.1%	\$1,372	15.5%	\$1,100	7.9%	\$510	4.2%	\$1,350	14.6%	\$510	\$1,372	\$1,039
Electricity	\$118	1.2%	\$420	2.7%	\$50	0.6%	\$339	2.4%	\$120	1.0%	\$50	0.5%	\$50	\$420	\$183
Water & Sewer	-	-	\$420	2.7%	\$635	7.2%	\$339	2.4%	\$760	6.2%	\$635	6.9%	\$339	\$760	\$558
Trash Removal	-	-	\$418	2.7%	-	-	\$339	2.4%	\$265	2.2%	-	-	\$265	\$418	\$341
Repairs & Maintenance	\$750	7.9%	\$550	3.6%	\$285	3.2%	\$450	3.2%	\$760	6.2%	\$500	5.4%	\$285	\$760	\$549
Off-Site Management	\$498	5.2%	\$400	2.6%	\$266	3.0%	\$372	2.7%	\$526	4.3%	\$355	3.8%	\$266	\$526	\$403
General & Administrative	\$63	0.7%	\$100	0.6%	\$5	0.1%	\$150	1.1%	\$25	0.2%	\$75	0.8%	\$5	\$150	\$70
Reserves	\$200	2.1%	\$250	1.6%	\$250	2.8%	\$250	1.8%	\$250	2.0%	\$250	2.7%	\$200	\$250	\$242
TOTAL EXPENSES (\$/UNIT)	\$3,754	39.5%	\$5,908	38.3%	\$4,046	45.6%	\$5,128	37.0%	\$5,101	41.7%	\$4,351	47.0%	\$3,754	\$5,908	\$4,715

As shown, expenses for these assets range from 37%-47% of Effective Gross Income; which is generally in line with the submarket statistics reflected on the preceding page. The average of the operating expense ratios reflected in the table above is approximately 41.5%, and the median is approximately 40.6%. Thus, the assets presented in the comparable analysis above reflect operating expense levels that are generally consistent with the submarket averages. For newer Class A or B, expenses will generally fall below 40% EGI once stabilized. The older assets in the region will typically reflected percentages of EGI that are above 42%. The sample of expense comparables used has a variety of residential asset classes which is reflected in the differences amongst EGI figures. Overall, operating expense ratios are expected to remain stable in the region for the foreseeable future.

CAPITALIZATION RATE TRENDS (VIII)



The following table provides capitalization rate statistics as surveyed by investors that we considered to be relevant to the subject property and our independent market participant interviews.

CAPITALIZATION RATE SURVEYS (OAR)			
SOURCE	QUARTER	RANGE	AVG
PriceWaterhouse Coopers			
National Apartment Market	2Q 19	3.50% to 7.00%	5.14%
Southeast Region Apartment	2Q 19	3.75% to 6.50%	4.98%
Real Capital Analytics			
Brow ard	1Q 19		5.45%
AVERAGE		3.63% to 6.75%	5.06%

MARKET PARTICIPANTS - GENERAL CAP RATE OPINIONS

Name	Firm	Coverage	Date	Rates
Zach Sackley	Cushman & Wakefield	South FL	2Q2019	
Class A - In-Place				4.25% - 4.75%
Class B - In-Place				5.00% - 5.75%
Class C - In-Place				5.50% - 6.50%
Hampton Beebe	ARA	South FL	2Q2019	
Class A - In-Place				4.25% - 5.00%
Class B - In-Place				5.00% - 6.00%
Class C - In-Place				6.00% +
Still Hunter	CBRE	South FL	2Q2019	
Class A - In-Place				4.25% - 5.00%
Class B - In-Place				4.75% - 5.75%
Class C - In-Place				5.50% - 6.50%
Evan Kristol	Marcus & Millichap	South FL	2Q2019	
Class A - In-Place				4.25% - 5.25%
Class B - In-Place				5.25% - 6.25%
Class C - In-Place				5.50% - 6.50%
Indicated Rate - Class A				4.25% 5.25%
Indicated Rate - Class B				4.75% 6.25%
Indicated Rate - Class C				5.50% 6.50%

Per discussions with market participants, a common theme in discussions was the slowing of pace being experienced by the market in the first quarter. Sales transaction volume was down over the past few months as well as the number of listings available. Capitalization rates are expected to remain generally steady in the market through 2019, despite a reduction in activity. The market is seeing underutilized properties trading with historically low capitalization rates with the lure of upside income potential. The rate of residential new construction in the region is also beginning to decline in many areas. With regards to apartment classes, Class A and Class B properties typically trade at a slower pace than Class C in the region. An analysis of significant multifamily transactions that have occurred in Davie, Plantation, and Sunrise is as follows.

Through the second quarter of 2019 capitalization rates in South Florida have generally been stable. In the table below we display some of the upper tier regional sales that have occurred in the market over the past two years.

Property Address	Property City	Sale Date	Year Built	Sale Price	Bldg SF	Price Per SF	Actual Cap Rate
10170 SW 7th St	Pembroke Pines	4/24/2017	2014	\$158,500,000	1,474,084	\$107.52	5.00%
215 SE 8th Ave	Fort Lauderdale	6/6/2017	2016	\$133,550,000	285,329	\$468.06	4.25%
11700 SW 26th St	Miramar	8/31/2017	2007	\$119,750,000	643,474	\$186.10	4.69%
100 NW 33rd Ave	Pompano Beach	10/23/2018	2016	\$94,100,000	315,276	\$298.47	4.85%
9733 NW 7th Cir	Plantation	6/14/2017	1989	\$93,000,000	770,592	\$120.69	5.00%
16700 Sheridan St	Pembroke Pines	9/14/2018	2014	\$91,800,000	345,423	\$265.76	4.70%
10700 City Center Blvd	Pembroke Pines	4/25/2017	2015	\$87,000,000	480,000	\$181.25	5.20%
11000 Miramar Blvd	Miramar	7/12/2017	2014	\$82,000,000	308,800	\$265.54	5.25%
1599 NW 91st Ave	Coral Springs	4/11/2017	1989	\$68,200,000	557,985	\$122.23	4.50%
1631 S Federal Hwy	Pompano Beach	8/29/2017	2004	\$56,750,000	240,591	\$235.88	4.90%
812 S Park Rd	Hollywood	7/18/2018	1987	\$56,000,000	276,938	\$202.21	5.00%
8800 NW 78th Ct	Tamarac	10/27/2017	1988	\$54,000,000	320,056	\$168.72	4.88%
817 SE 2nd Ave	Fort Lauderdale	2/22/2018	2017	\$53,000,000	242,466	\$218.59	4.60%
311 E Sheridan St	Dania Beach	3/19/2018	2001	\$52,100,000	262,595	\$198.40	4.80%
4854 Fisherman's Dr	Coconut Creek	7/28/2017	1985	\$45,300,000	300,966	\$150.52	4.50%
7505 NW 44th St	Fort Lauderdale	10/31/2018	1986	\$42,600,000	274,328	\$155.29	5.82%
3400 Coral Springs Dr	Coral Springs	11/6/2017	1995	\$41,525,000	328,000	\$126.60	5.02%
180 E Dania Beach Blvc	Dania Beach	10/9/2018	2017	\$38,000,000	211,257	\$179.88	4.85%
4781 SW 39th Way	Fort Lauderdale	8/23/2018	2012	\$37,250,000	199,934	\$186.31	4.40%
3621 W Hillsboro Blvd	Coconut Creek	7/20/2017	1987	\$37,000,000	198,480	\$186.42	4.95%
2701 N Rock Island Rd	Margate	7/20/2017	1993	\$36,400,000	204,730	\$177.80	4.82%
4491 NW 19th St	Lauderhill	3/7/2018	1956	\$28,500,000	412,600	\$69.07	5.00%

As reflected on the preceding table, the upper tier of transactions indicated a comparable range of 4.40-5.25% capitalization rates for Class A and Upper-Class B apartment developments in the region. Through the first quarter of 2019, there has not been a transaction over \$25 million for a residential property to take place thus far. The primary factors influencing overall capitalization rates are location, age, quality, condition, appeal, occupancy rates, rental rates (with respect to market levels), and the perceived risk in the property. Furthermore, it should be noted, that brokers are reporting that primary and higher barrier of entry markets experiencing lower capitalization rates, while secondary and tertiary markets experiencing rates that are experiencing a wider range of capitalization rates that are highly driven on specific locational risk and tenant/revenue deterioration risk

PLANNED/PROPOSED MULTIFAMILY DEVELOPMENTS

We have considered the planned/proposed multifamily developments within the area that would be directly competitive to the subject property. We have viewed all planned/proposed developments within a five-mile radius of the subject site. Based on our research, there are three developments under construction and 2 recently completed multifamily developments. We will give a broad overview of these developments and detail the projects considered to be most competitive.

Below is a table of all 3 projects under construction/proposed within a 5-mile radius of the subject site.

CONSTRUCTION ACTIVITY				HOLLYWOOD SUBMARKET		
PROPERTY NAME	PROPERTY TYPE	NO. OF UNITS	NO. OF STORIES	PROJECT STATUS	START DATE	FINISH DATE
ArtSquare	Conventional	358	7	Completion	3/1/17	1/31/19
Circ Residences	Conventional	387	27	Completion	7/1/14	6/30/18
Avery Dania Pointe I	Conventional	264	8	Under Construction	9/1/18	7/31/20
H3 Hollywood	Conventional	247	15	Under Construction	12/1/18	12/31/20
Village at Bluesten Park	Conventional	45	3	Under Construction	1/1/19	4/30/20
TOTAL UNITS:		1,301				

Source: MPF Research®

The three projects located in Hollywood are considered to be most competitive to the subject property. These develops are detailed below.

Avery Dania Pointe

Kimco Realty Corporation is planning to develop Avery Dania Pointe, an 8-story apartment rental community with 264 proposed units in the City of Dania, Florida. Avery Dania Pointe will be a part of a 102-acre mixed-use development that will be one of the largest open-air lifestyle destination centers. This development will be located approximately 2.75 miles north from the subject site. Avery Dania Pointe will offer luxury amenities including a fitness center, yoga studio, private theater, tropical pool with sun deck and jacuzzi, outdoor summer kitchen, business center, resident lounge areas and party room. Premium services include a mail center with a package delivery room, valet drop off and concierge. The project is expected to be complete in 2020. Below is a rendering of the project.



H3 Hollywood

Brown Harris Stevens is planning to develop H3 Hollywood, a 15-story apartment rental community with 247 proposed units in the City of Hollywood, Florida. H3 Hollywood will be located across the street (southeast) from the subject property along Hollywood Boulevard. The deal was originally planned as a condo development but when financing fell through, a new developer closed financing to complete the development as a luxury apartment building with ground floor retail. The building will feature a pool deck on the fifth floor, approximately 4,800 SF of ground-floor retail and a 433-parking garage. The project is expected to be complete in 2020. Below is a rendering of the project.



Village at Bluesten Park

Bluesten Developers, LLC, is planning to develop Village at Bluesten Park. The development would be built on 1.25 acres now occupied by the Gulfstream Trailer Park. Residents of about 22 trailers are in the process of vacating the site. Property records show Bluesten Developers paid nearly \$1.9 million for the land in 2016. The development is proposed to be a three-story multi-family residential development consisting of 45 units. The project is expected to be complete in 2020. Below is a rendering of the project.



SUMMARY

There are approximately 556 units under construction/proposed within a three-mile radius of the subject site. The area has seen significant growth over the past few years. The immediate area is desirable with many demand drivers providing jobs as well as the convenience of an abundance of lifestyle attributes including shopping and entertainment venues, which increases the subject's appeal to a young professional tenant base. At present, the area is in the growth stage of its lifecycle. Property values are expected to appreciate in the local area.

INTRODUCTION

Subject Utility Structure

- › **Water** – Not included in the rent
- › **Sewer** – Not included in the rent
- › **Trash Removal** – Not included in the rent
- › **Gas** – N/A
- › **Electricity** - Not included in the rent
- › **Cable** - Not included in the rent
- › **Internet** - Not included in the rent

ANALYSIS OF RENT COMPARABLES

In our selection of rental comparables, we viewed existing similar competing properties built from 2010 to 2019 which offer a wide variety of amenities and would be considered similar to the subject proposed development.

Unit of Comparison

The analysis is conducted on a rent per month basis, reflecting market behavior. This unit of comparison is predominantly used in this market.

Selection of Comparables

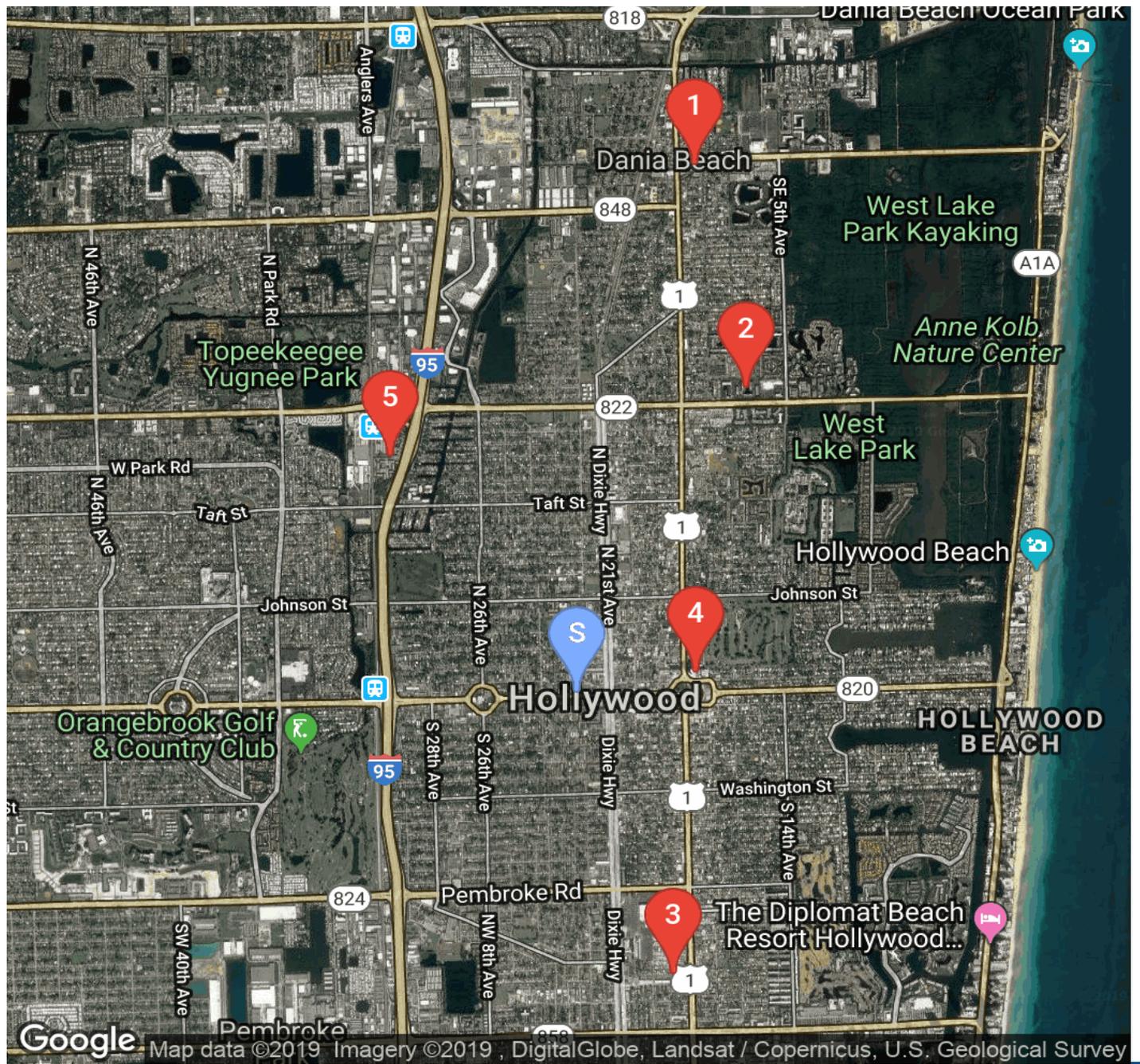
A complete search of the area was conducted in order to find the most comparable complexes in terms of age, appeal, condition, number of units, and amenities. The rent comparables are located in or around the subject’s PMA. The subject will be in good condition with good appeal for the market area considering its vintage. The comparables selected in this analysis are similar properties to the subject.

Presentation

The following presentation summarizes the comparables most similar to the subject property. A Rent Comparable Summation Table, Rent Comparable Location Map, Data Sheets, and analysis of the rent comparables is presented on the following pages.

RENT SUMMATION TABLE						
COMPARABLE	SUBJECT	COMPARABLE 1	COMPARABLE 2	COMPARABLE 3	COMPARABLE 4	COMPARABLE 5
Name	Hollyw ood Entertainment	The Place at Dania Beach	Beach Walk at Sheridan	Hallandale Artsquare	Circ Residences at Hollyw ood	Parc Station
Address	2215 Hollyw ood Boulevard	180 E Dania Beach Blvd	311 East Sheridan Street	401 N.Federal Highway	1776 Polk Street	2301 N 29th Ave
City	Hollyw ood	Dania Beach	Dania Beach	Hallandale Beach	Hollyw ood	Hollyw ood
State	FL	FL	FL	FL	FL	FL
Zip	33020	33004	33004	33009	33020	33020
PHYSICAL INFORMATION						
Number of Units	169	144	240	358	386	336
NRA	153,049	128,070	219,205	386,832	399,892	345,948
Year Built	2020	2017	2001	2018	2017	2016
Average SF/Unit	804	889	913	1,081	1,036	1,030
RENT INFORMATION						
Occupancy		97.9%	88.0%	80.0%	80.0%	96.0%
Rent Type		Market Rent	Market Rent	Market Rent	Market Rent	Market Rent

RENT COMPARABLE LOCATION MAP



COMPARABLE KEY

COMP	DISTANCE	NAME	ADDRESS	OCC %	SF/UNIT	\$/SF	AVG
SUBJECT	-	Hollyw ood Entertainment Center	2215 Hollyw ood Boulevard, Hollyw ood, FL	-	-	-	-
No. 1	2.8 Miles	The Place at Dania Beach	180 E Dania Beach Blvd, Dania Beach, FL	97.9%	889	\$2.04	\$1,814
No. 2	1.8 Miles	Beach Walk at Sheridan	311 East Sheridan Street, Dania Beach, FL	88.0%	913	\$1.91	\$1,744
No. 3	1.6 Miles	Hallandale Artsquare	401 N.Federal Highw ay, Hallandale Beach	80.0%	1,081	\$2.05	\$2,210
No. 4	0.6 Miles	Circ Residences at Hw d Circle	1776 Polk Street, Hollyw ood , FL	80.0%	1,036	\$2.26	\$2,343
No. 5	1.6 Miles	Parc Station	2301 N 29th Ave, Hollyw ood, FL	96.0%	1,030	\$1.86	\$1,911

COMPARABLE 1

LOCATION INFORMATION

Name	The Place at Dania Beach
Address	180 E Dania Beach Blvd
City, State, Zip Code	Dania Beach, FL, 33004
MSA	Miami-Fort Lauderdale-Pompano Beach, FL

PHYSICAL INFORMATION

Project Design	Mid-Rise
Number of Units	144
Year Built	2017
Net Rentable Area (NRA)	128,070
Average Unit Size (SF)	889
Rent Type	Market Rent
Location	Good
Quality	Good
Condition	Excellent
Project Amenities	Concierge/Doorman, Electronic Gate, Common Area Wi-Fi, Fitness Center, Elevators, On-Site Manager, Security Alarm/Patrol, Game Room, Clubhouse, Swimming Pool, Rooftop Area
Unit Amenities	Washer/Dryer In-Unit, Premium Flooring, Walk-in Closets, Premium Countertops, Premium Appliances, Parking Garage, Parking Covered, Complete Appliance Package, Air Conditioning
Parking	Open

UTILITIES	INCL. IN RENT	NOT INCL. IN RENT
Electricity		✓
Water		✓
Hot Water		✓
Sewer		✓
Garbage		✓
Telephone		✓
Gas		✓
Cable/Satellite		✓
High-Speed Internet		✓

UNIT MIX

DESCRIPTION	UNITS	SIZE	AVG RENT
1BD/1BA	34	632	\$1,548
1BD/1BA	1	1391	\$2,153
2BD/2BA	94	889	\$1,789
2 BD/2 BA	10	1016	\$2,034
3BD/3BA-TH	5	2293	\$3,588



THE PLACE AT DANIA BEACH

OCCUPANCY / ABSORPTION

Vacant Units	3
Occupancy Rate	98%

Concessions	None
-------------	------

CONFIRMATION

Name	Leasing Agent
Date	06/23/2019

REMARKS

Leasing begin Memorial Day 2017. As of survey date no concessions were being offered. The property offers 1, 2, and 3 bedroom units. □
 During absorption, after initial □ lease-up at completion, approximately 20+ unit per month were absorbed.

COMPARABLE 2

LOCATION INFORMATION

Name Beach Walk at Sheridan Apartments
 Address 311 East Sheridan Street
 City, State, Zip Code Dania Beach, FL, 33004

PHYSICAL INFORMATION

Fort Lauderdale-Pompano-Deerfield Beach, FL
 Project Design Mid-Rise
 Number of Units 240
 Year Built 2001
 Net Rentable Area (NRA) 219,205
 Average Unit Size (SF) 913
 Rent Type Market Rent
 Location Good
 Quality Average
 Condition Average
 Appeal Average
 Project Amenities Fitness Center, Sport Court, Clubhouse, Perimeter Fence, Common Laundry, Exterior Lighting, Swimming Pool

Unit Amenities Air Conditioning, Alarm System, Ceiling, Parking Covered, Deadbolt, Balcony/Patio, Dishwasher, Garbage Disposal, Fireplace, Parking Garage, Premium Flooring, Washer/Dryer Hookups, Parking Open, Storage Units, Washer/Dryer In-Unit Open

UTILITIES

	INCL. IN RENT	NOT INCL. IN RENT
Electricity		✓
Water		✓
Hot Water		✓
Sewer		✓
Garbage		✓
Telephone		✓
Gas		✓
Cable/Satellite		✓
High-Speed Internet		✓

UNIT MIX

DESCRIPTION	UNITS	SIZE	AVG RENT
1BD/1BA	40	700	\$1,535
1BD/1BA	40	727	\$1,555
1BD/1BA	5	790	\$1,650
2BD/2BA	5	975	\$1,840
2BD/2BA	150	1022	\$1,850

TH-2 Bed/2.5 Bath



BEACH WALK AT SHERIDAN APARTMENTS

OCCUPANCY / ABSORPTION

Vacant Units 29
 Occupancy Rate 88%

Concessions See Comments

CONFIRMATION

Name Confidential
 Date 06/23/2019

REMARKS

Sheridan Lake Club has 240 units consisting of 144 one-bedroom/one-bath and 96 two-bedroom/two-bath apartments. Complex is located between US-1 and SR-A1A, one and a half miles west of Dania Beach, and 2 miles south of Ft Lauderdale Airport, I-95 and Dania Jai Lai are all within minutes of Sheridan Lake Club. Prime location and convenient for shopping, markets, dining and entertainment. Property amenities include swimming pool, fitness center, clubhouse, business center and playground. The property recently completed unit renovations in early 2019. Updates include refaced cabinetry with new brushed-nickel hardware, subway tile backsplash, granite countertops, stainless steel appliances including microwave, new plumbing and light fixtures and wood-like flooring in the wet areas and living area. All units have ceiling fans, patio/balcony and include W/D. □

Project Design: Mid-Rise □

Sheridan Lake Club has 240 units consisting of 144 one-bedroom/one-bath and 96 two-bedroom/two-bath apartments. Complex is located between US-1 and SR-A1A, one and a half miles west of Dania Beach, and 2 miles south of Ft Lauderdale Airport, I-95 and Dania Jai Lai are all within minutes of Sheridan Lake Club. Prime location and convenient for shopping, markets, dining and entertainment. Property amenities include swimming pool, fitness center, clubhouse, business center and playground. The property is currently renovating units. Updates include refaced cabinetry with new brushed-nickel hardware, subway tile backsplash, granite countertops, stainless steel appliances including microwave, new plumbing and light fixtures and wood-like flooring in the wet areas and living area. All units have ceiling fans, patio/balcony and include W/D. □

COMPARABLE 3

LOCATION INFORMATION

Name	Hallandale Artsquare
Address	401 N.Federal Highway
City, State, Zip Code	Hallandale Beach, FL, 33009
MSA	Fort Lauderdale-Pompano-Deerfield Beach, FL

PHYSICAL INFORMATION

Project Design	Market Rent
Number of Units	358
Year Built	2018
Net Rentable Area (NRA)	386,832
Average Unit Size (SF)	1,081
Rent Type	Market Rent
Location	Good
Quality	Good/Excellent
Condition	Good/Excellent
Project Amenities	Swimming Pool, BBQ/Picnic Area, Business Center, Game Room, Fitness Center, Common Area Wi-Fi
Unit Amenities	0



HALLANDALE ARTSQUARE

OCCUPANCY / ABSORPTION

Vacant Units	72
Occupancy Rate	80%

Concessions	None
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CONFIRMATION

Name	Confidential
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Date	06/23/2019
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REMARKS

This development is a recently construction development completed in 2018. Its a 7-story development with approx. 12,500 SF of ground floor retail. There are 358 apartment units. The Class A development provides luxury amenities similar with other properties of this vintage.

UTILITIES	INCL. IN RENT	NOT INCL. IN RENT
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Electricity		✓
Water		✓
Hot Water		✓
Sewer		✓
Garbage		✓
Telephone		✓
Gas		✓
Cable/Satellite		✓
High-Speed Internet		✓

UNIT MIX

DESCRIPTION	UNITS	SIZE	AVG RENT
0BD/1BA	24	675	\$1,699
0BD/1BA	31	1218	\$2,444
1BD/1BA	23	728	\$1,759
1BD/1BA	14	758	\$1,544
1BD/1BA	11	800	\$1,799
1BD/1BA	7	1049	\$2,154
1BD/1BA	15	1107	\$2,272
1BD/1BA	52	1188	\$2,344
1BD/1BA	12	1196	\$2,449
1BD/1BA	5	1252	\$2,319
1BD/1BA	18	1569	\$2,744
2BD/1BA	9	923	\$1,974
2BD/2BA	31	1019	\$2,159

COMPARABLE 4

LOCATION INFORMATION

Name	Circ Residences at Hollywood Circle
Address	1776 Polk Street
City, State, Zip Code	Hollywood, FL, 33020
MSA	Fort Lauderdale-Pompano-Deerfield Beach, FL

PHYSICAL INFORMATION

Project Design	High-Rise
Number of Units	386
Year Built	2017
Net Rentable Area (NRA)	399,892
Average Unit Size (SF)	1,036
Rent Type	Market Rent
Quality	Good/Excellent
Condition	Good/Excellent
Appeal	Good/Excellent
Project Amenities	Spa/Sauna, BBQ/Picnic Area, Fitness Center, Swimming Pool, Elevators, Courtyard, Clubhouse, Common Area Wi-Fi, Concierge/Doorman



CIRC RESIDENCES AT HOLLYWOOD CIRCLE

OCCUPANCY / ABSORPTION

Vacant Units	77
Occupancy Rate	80%

Concessions	None
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CONFIRMATION

Name	Leasing Agent
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Date	06/23/2019
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UTILITIES	INCL. IN RENT	NOT INCL. IN RENT
Electricity		✓
Water		✓
Hot Water		✓
Sewer		✓
Garbage		✓
Telephone		✓
Gas		✓
Cable/Satellite		✓
High-Speed Internet		✓

UNIT MIX

DESCRIPTION	UNITS	SIZE	AVG RENT
1BD/1BA	71	756	\$1,749
1BD/1BA	48	823	\$2,063
1BD/1BA	25	940	\$2,167
2BD/2BA	72	1090	\$2,408
2BD/2BA	73	1118	\$2,373
2BD/2BA	49	1152	\$2,408
2BD/2BA	23	1315	\$3,156
3BD/2BA	25	1457	\$3,595

REMARKS

The property is located on Polk Street, proximate Young Circle Park and Hollywood Beach Golf Club. Property amenities include 24/7 concierge service, elevated resort pool, clubhouse, fitness center, sauna, elevator access and direct building access to Publix and Olivia Ristorante. Unit interiors have white European style cabinetry, tile backsplash, quartz countertops, stainless steel appliances including microwave and ceramic tile throughout. All units include ceiling fans, W/D and patio/balcony. The property offers parking garage parking and storage units are available for a monthly premium. The property is located on Polk Street, proximate Young Circle Park and Hollywood Beach Golf Club. Property amenities include 24/7 concierge service, elevated resort pool, clubhouse, fitness center, sauna, elevator access and direct building access to Publix and Olivia Ristorante. Unit interiors have white European style cabinetry, tile backsplash, quartz countertops, stainless steel appliances including microwave and ceramic tile throughout. All units include ceiling fans, W/D and patio/balcony. Concession being offered at the time of survey was 6 weeks free on select 2BD floorplans with 13 month lease. No utilities are included in the rent. The property offers one free valet parking garage parking space, additional spaces are \$100/monthly. Storage units are available for \$20-\$100/monthly. The property began pre-leasing in August 2017 and the first move-in was in 10/2017. The property is currently 80% occupied. The property is currently 80% occupied.

COMPARABLE 5

LOCATION INFORMATION

Name	Parc Station
Address	2301 N 29th Ave
City, State, Zip Code	Hollywood, FL, 33020
MSA	Fort Lauderdale-Pompano-Deerfield Beach, FL

PHYSICAL INFORMATION

Project Design	Garden
Number of Units	336
Year Built	2016
Net Rentable Area (NRA)	345,948
Average Unit Size (SF)	1,030
Rent Type	Market Rent

Project Amenities Clubhouse, Swimming Pool, Electronic Gate, Fitness Center, Playground, Storage Units



PARC STATION

OCCUPANCY / ABSORPTION

Vacant Units	NA
Occupancy Rate	96%

Concessions None

CONFIRMATION

Name Leasing Agent

Date 06/23/2019

<u>UTILITIES</u>	<u>INCL. IN RENT</u>	<u>NOT INCL. IN RENT</u>
Electricity		✓
Water		✓
Hot Water		✓
Sewer		✓
Garbage		✓
Telephone		✓
Gas		✓
Cable/Satellite		✓
High-Speed Internet		✓

UNIT MIX

<u>DESCRIPTION</u>	<u>SIZE</u>	<u>AVG RENT</u>
1BD/1BA	800	\$1,650
2BD/2BA	1097	\$1,965
3BD/2BA	1260	\$2,304

REMARKS

The asset is Parc Station is located directly west of I-95 and is just south of the Sheridan Street exit. There is a tri-rail station and parking lot adjacent to the property on its northern and western borders. It benefits from substantial drive-by traffic. It offers a modern amenities package including fitness center, resident lounge, walking trails, resort-style pool with cabanas, gated access, playground, and storage units. Units feature dark wood modern cabinetry, wood-look flooring, SS appliance package, granite countertops with under mount sink and ceilings fans. The asset is Parc Station is located directly west of I-95 and is just south of the Sheridan Street exit. There is a tri-rail station and parking lot adjacent to the property on its northern and western borders. It benefits from substantial drive-by traffic. It offers a modern amenities package including fitness center, resident lounge, walking trails, resort-style pool with cabanas, gated access, playground, and storage units. Units feature dark wood modern cabinetry, wood-look flooring, SS appliance package, granite countertops with under mount sink, ceilings fans and W/D. No concessions were being offered at the time of survey and no utilities are included in the rent. Storage units are available for \$50-\$75/monthly.

MARKET RENT ANALYSIS

The proposed rents presented in the following table are based on rental rates of the comparable properties. **In our supply and demand analysis, we placed reliance on the rent comparables.** We were not provided with rent projections by the borrower. We note that the subject is expected to be similar compared to most of the existing products in the market area. The best indication of achievable rents for the subject are Comparable Nos. 1, 3, and 4.

STUDIO UNIT CONCLUSION				
COMP	UNIT TYPE	UNIT SIZE	RENT/MONTH	
			\$/UNIT	\$/SF
3	STUDIO / 1 BA	675	\$1,699	\$2.52
3	STUDIO / 1 BA	1,218	\$2,444	\$2.01
LOW		675	\$1,699	\$2.01
HIGH		1,218	\$2,444	\$2.52
AVERAGE		947	\$2,072	\$2.26
MEDIAN		947	\$2,072	\$2.26

The rent comparables range in size from 675 SF to 1,218 SF, with an average unit size of 947 SF. The rent comparables' unadjusted rent per month ranges from \$1,699 to \$2,444, with an average rent of \$2,072.

Based on the above information, we believe a reasonable size for one-bedroom units should approximate 650 SF to 750 SF (The second studio rent comparable has a den and is not comparable in size). We believe Comparable No. 2 is an outlier when considering rental rates (due to the size). We believe a reasonable rental rate for a one-bedroom unit at the subject to be between \$2.25 and \$2.75 per SF. When considering our estimated sizes and rental rates on a per SF basis, estimated rental rates for studio units should approximate \$1,492 to \$1,823 per unit. The comparables presented are expected to bracket the estimated subject rents.

1 BEDROOM UNIT CONCLUSION				
COMP	UNIT TYPE	UNIT SIZE	RENT/MONTH	
			\$/UNIT	\$/SF
1	1 BD / 1 BA	632	\$1,548	\$2.45
1	1 BD / 1 BA	1,391	\$2,153	\$1.55
2	1 BD / 1 BA	700	\$1,535	\$2.19
2	1 BD / 1 BA	727	\$1,555	\$2.14
2	1 BD / 1 BA	790	\$1,650	\$2.09
3	1 BD / 1 BA	728	\$1,759	\$2.42
3	1 BD / 1 BA	758	\$1,544	\$2.04
3	1 BD / 1 BA	800	\$1,799	\$2.25
3	1 BD / 1 BA	1,049	\$2,154	\$2.05
3	1 BD / 1 BA	1,107	\$2,272	\$2.05
3	1 BD / 1 BA	1,188	\$2,344	\$1.97
3	1 BD / 1 BA	1,196	\$2,449	\$2.05
3	1 BD / 1 BA	1,252	\$2,319	\$1.85
3	1 BD / 1 BA	1,569	\$2,744	\$1.75
4	1 BD / 1 BA	756	\$1,749	\$2.31
4	1 BD / 1 BA	823	\$2,063	\$2.51
4	1 BD / 1 BA	940	\$2,167	\$2.31
5	1 BD / 1 BA	800	\$1,650	\$2.06
5				
LOW		632	\$1,535	\$1.55
HIGH		1,569	\$2,744	\$2.51
AVERAGE		956	\$1,970	\$2.11
MEDIAN		812	\$1,931	\$2.08

The rent comparables range in size from 632 SF to 1,569 SF, with an average unit size of 956 SF. The rent comparables' unadjusted rent per month ranges from \$1,535 to \$2,744, with an average rent of \$1,970.

Based on the above information, we believe a reasonable size for one-bedroom units should approximate 632 SF to 1,000 SF. We believe Comparable No. 3 has several unit sizes that are outliers for the market appropriate size and rental rates. We believe a reasonable rental rate for a one-bedroom unit at the subject to be between \$1.65 and \$2.15 per SF. When considering our estimated sizes and rental rates on a per SF basis, estimated rental rates for one-bedroom units should approximate \$1,030 to \$1,730 per unit. The comparables presented are expected to bracket the estimated subject rents.

2 BEDROOM UNIT CONCLUSION

COMP	UNIT TYPE	UNIT SIZE	RENT/MONTH	
			\$/UNIT	\$/SF
1	2 BD / 2 BA	889	\$1,789	\$2.01
1	2 BD / 2 BA	1,016	\$2,034	\$2.00
2	2 BD / 2 BA	975	\$1,840	\$1.89
2	2 BD / 2 BA	1,022	\$1,850	\$1.81
3	2 BD / 1 BA	923	\$1,974	\$2.14
3	2 BD / 2 BA	1,019	\$2,159	\$2.12
3	2 BD / 2 BA	1,049	\$2,204	\$2.10
3	2 BD / 2 BA	1,058	\$2,224	\$2.10
3	2 BD / 2 BA	1,089	\$2,219	\$2.04
3	2 BD / 22 BA	1,124	\$2,304	\$2.05
3	2 BD / 2 BA	1,199	\$2,439	\$2.03
3	2 BD / 2 BA	1,359	\$2,519	\$1.85
3	2 BD / 2 BA	1,459	\$2,554	\$1.75
4	2 BD / 2 BA	1,090	\$2,408	\$2.21
4	2 BD / 2 BA	1,118	\$2,373	\$2.12
4	2 BD / 2 BA	1,152	\$2,408	\$2.09
4	2 BD / 2 BA	1,315	\$3,156	\$2.40
LOW		889	\$1,789	\$1.75
HIGH		1,459	\$3,156	\$2.40
AVERAGE		1,109	\$2,262	\$2.04
MEDIAN		1,089	\$2,224	\$2.05

The rent comparables range in size from 889 SF to 1,459 SF, with an average unit size of 1,109 SF. The rent comparables' unadjusted rent per month ranges from \$1,789 to \$3,156, with an average rent of \$2,262.

Based on the above information, we believe a reasonable size for two-bedroom units should approximate 900 SF to 1,200 SF. We believe Comparable No. 3 has several unit sizes that are outliers for the market appropriate size and rental rates. We believe a reasonable rental rate for a two-bedroom unit at the subject to be between \$1.75 and \$2.25 per SF. When considering our estimated sizes and rental rates on a per SF basis, estimated rental rates for two-bedroom units should approximate \$1,750 to \$2,460 per unit. The comparables presented are expected to bracket the estimated subject rents.

Number of Units by Unit Type

In order to estimate the number units per unit type, we viewed the unit breakdown of the existing comparable properties, which are all stabilized.

Giving primary consideration to the comparable properties, the studio-bedroom units for the competing properties consisted of between 0% and 15.4% with an average of 3.1%. The one-bedroom units for the competing properties consisted of between 24.3% and 43.9% with an average of 33.9%. The two-bedroom units for the competing properties consisted of between 40.8% and 72.2% with an average of 58.9%. The three-bedroom units for the competing properties consisted of between 0% and 10.7% with an average of 4.1%.

Based on the above information, we believe an appropriate unit breakdown would consist of 4% studio units, 35% one-bedroom units, 56% two-bedroom units, and 5% three-bedroom units.

Total Unit Count

In order to estimate a total unit count for the subject property, we have viewed similar competing properties along with properties proposed within the immediate area. Of the immediate existing comparable properties, the unit counts range from 144 to 386 units. The three proposed properties within the submarket area will consist of 45, 247 and 264 units. Considering the existing and proposed supply, we believe an adequate number of units for the subject property to range between 150 and 300 units. We believe this range to be supportable within the existing market area. Any number beyond this range would expect to be completed in phases for the market to properly absorb the units.

Amenities

For owners and developers, it is important to know which amenities will give the most return on their investment. Whether designing a new apartment complex or renovating an existing one, it is important to stay up on the trends. Many of the competing properties in the area, along with the proposed developments, offer a wide variety of amenities as described in their respective write-up. In order for the subject property to compete on a similar level, we believe a Leasing Office, Pool, Lounge Deck, Clubhouse, Sports Court, Fitness Center, Dog Park, Dog Wash, Business Center, and Grilling/Outdoor Kitchen would be recommended.

Target Age Range

There are many factors that come into play when dissecting the target age range for a specific project. Over the past 10 years, more and more people have been working remote or from home. Employment within the area is a major factor, but with more and more people working from home, it is more difficult to gauge a target age range. Florida in general, and particularly South Florida, has become a popular retirement destination. Many of the communities within the subject area have a portion of their units leased by people relocating or retiring in the search of finding a permanent home. Also, many people are looking to downsize and take advantage of an improved housing market to sell their home. Fear of another recession also plays into the scenario for prospective renters, especially in South Florida.

Based on discussions with leasing agents of similar competing properties within the area, the primary age range for renters is generally the young professionals ranging from 25 to 35 years old and baby boomer generation ranging from 55 to 70 years old. Median income levels in the area are not at levels that can sustain Class A and Class B rentals. Therefore, we believe a good portion of the target age range will consist of people aged 55 to 70 years old with the second largest target group being the employed young professionals ranging from 25 to 35 years old. Primary reliance for this conclusion was based on discussions with leasing agents in the area and similar competing properties.

Conclusion

As indicted in the preceding analysis, a range between 150 and 300 units would be supportable. With taking the average at 225 total units, there would be approximately 8 studio units, 79 one-bedroom units, 128 two-bedroom units, and 10 three-bedroom units. Based on the market data presented, it is our opinion that the subject would at minimal, achieve an occupancy that is consistent with the market around 5.0%±.

MARKET STUDY CONCLUSION

Based on the previously discussed factors relating to the subject, we have summarized the key issues related to the feasibility of the subject property:

- Based on our research there are currently three projects in Hollywood that are currently planned totaling 551 units, of which all one anticipated to be direct competitors to the subject.
- According MPF, the average vacancy rate in the Hollywood submarket is 3.3%. The occupancy rate among directly stabilized competing properties had a weighted average of 97.4%. Vacancy rates are expected to remain relatively stable in the near term.
- Based upon the demographic analysis, we are of the opinion that the subject market area has sufficient households within the income band necessary to support the subject units. The subject and other proposed developments should be a positive factor for the shortage of rental housing and help bring the market closer to equilibrium. Although there are additional proposed projects in the pipeline, the market's strong population growth and continued job creation will bode well for the subject and we anticipate that the market can support both the subject's proposed units as well as the additional units that are proposed in the subject's submarket.
- We conclude that there is sufficient market support for approximately 150 to 300 units.

Based on our supply and demand analysis, it is our opinion that the market will support approximately 150 to 300 units given the current unmet demand in the primary market area, particularly for Class A/B product. The immediate area surrounding the subject is expanding with numerous employment centers and a significant amount of commercial development proposed, which will further improve overall appeal and create ongoing demand for Class A/B rental product.

A summary of our conclusions is presented in the chart below. Of note, the concluded sizes in the chart below are averages and should not be taken as a complete size range for that specific unit type.

It should be noted that Comparables 2 and 5 are inferior to the proposed subject development and bring the averages down. Comparables 1, 3 and 4 are most similar to the proposed subject development with primary weight being placed on Comparables 1, 3 and 4. When compared to the comparables, the proposed unit sizes for the subject property are on the low end of the range, warranting a market conclusion on a per square foot basis to be on the higher end of the range. With primary weight placed on Comparables 1, 3 and 4, a concluded market rent range of \$2.45 - \$2.55 per square foot seems reasonable for new Class A/B developments in the Hollywood Submarket. It should be noted that our concluded range is trended to the projected construction completion which is likely 18-24 months into the future.

MARKET STUDY SUMMARY/CONCLUSION									
	Size (SF)		\$/SF		\$/Unit		Percent of Unit Total		
	Low	High	Low	High	Low	High	Low	High	Average
Studio	675	1,218	\$2.01	\$2.52	\$1,699	\$2,444	0.0%	15.4%	3.8%
1 Bed Conclusion	632	1,569	\$1.55	\$2.51	\$1,535	\$2,744	24.3%	43.9%	35.3%
2 Bed Conclusion	889	1,459	\$1.75	\$2.40	\$1,789	\$3,156	40.8%	72.2%	56.4%
3 Bed Conclusion	1,260	2,293	\$1.56	\$2.48	\$2,304	\$3,588	0.0%	10.7%	4.5%
Recommended total unit count: 150 to 300 units									
Recommended Project Amenities: Leasing Office, Pool, Lounge Deck, Clubhouse, Sports Court, Fitness Center, Dog Park, Dog Wash, Business Center, Grilling/Outdoor Kitchen									

We certify that, to the best of our knowledge and belief:

- › The statements of fact contained in this report are true and correct.
- › The reported analyses, opinions, and conclusions of the signers are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- › The signers of this report has no present or prospective interest in the property that is the subject of this report, and no personal interest with respect to the parties involved.
- › PJ Cusmano, MAI, MRICS has performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment. Kevin Branton has performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment. Anthony Fontanazza has performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- › The signers are not biased with respect to the property that is the subject of this report or to the parties involved with this assignment.
- › The engagement in this assignment was not contingent upon developing or reporting predetermined results.
- › The compensation for completing this assignment is not contingent upon the development or reporting of a predetermined result or direction that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this market study.
- › The reported analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice* and the *Code of Professional Ethics and Standards of Professional Appraisal Practice* of the Appraisal Institute.
- › PJ Cusmano, MAI, MRICS did not inspect the property that is the subject of this report. Kevin Branton did not inspect the property that is the subject of this report. Anthony Fontanazza inspected the property that is the subject of this report.
- › No one provided significant real property appraisal assistance to appraisers signing this certification. Assistance included gathering, analyzing and reporting regional, local area, zoning, confirming some of the comparable data, and assisting with portions of the analysis.

The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

As of the date of this report PJ Cusmano, MAI, MRICS completed the continuing education program for Designated Members of the Appraisal Institute. As of the date of this report Kevin Branton and Anthony Fontanazza have completed the Standards and Ethics Education Requirement for Candidates of the Appraisal Institute.



July 18, 2019

P.J. Cusmano, MAI, MRICS
 Executive Managing Director | Florida Region
 State Certified General Real Estate Appraiser
 License #RZ2436
 +1 813 229 1599
 pj.cusmano@colliers.com

Date



July 18, 2019

Kevin Branton
 Senior Valuation Specialist
 State Certified General Real Estate Appraiser
 License #RZ3596
 +1 850 269 6861
 kevin.branton@colliers.com

Date



July 18, 2019

Anthony Fontanazza
 Valuation Specialist
 State Certified General Real Estate Appraiser
 License #RZ3564
 +1 954 347 3096
 anthony.fontanazza@colliers.com

Date

This market study is subject to the following assumptions and limiting conditions:

- › The appraisers may or may not have been provided with a survey of the subject property. If further verification is required, a survey by a registered surveyor is advised.
- › We assume no responsibility for matters legal in character, nor do we render any opinion as to title, which is assumed to be marketable. All existing liens, encumbrances, and assessments have been disregarded, unless otherwise noted, and the property is appraised as though free and clear, under responsible ownership, and competent management.
- › The exhibits in this report are included to assist the reader in visualizing the property. We have made no survey of the property and assume no responsibility in connection with such matters.
- › Unless otherwise noted herein, it is assumed that there are no encroachments, zoning, or restrictive violations existing in the subject property.
- › The appraisers assume no responsibility for determining if the property requires environmental approval by the appropriate governing agencies, nor if it is in violation thereof, unless otherwise noted herein.
- › Information presented in this report has been obtained from reliable sources, and it is assumed that the information is accurate.
- › This report shall be used for its intended purpose only, and by the party to whom it is addressed. Possession of this report does not include the right of publication.
- › The appraisers may not be required to give testimony or to appear in court by reason of this market study with reference to the property in question, unless prior arrangements have been made therefore.
- › The Market Study results and all conclusions shall apply as of the dates shown herein.
- › There is no present or contemplated future interest in the property by the appraisers which is not specifically disclosed in this report.
- › Without the written consent or approval of the authors neither all, nor any part of, the contents of this report shall be conveyed to the public through advertising, public relations, news, sales, or other media. This applies particularly to any conclusions and to the identity of the appraisers and the firm with which the appraisers are connected.
- › This report must be used in its entirety. Reliance on any portion of the report independent of others, may lead the reader to erroneous conclusions regarding the property. Unless approval is provided by the authors no portion of the report stands alone.
- › The conclusions stated herein assumes professional management and operation of the buildings throughout the lifetime of the improvements, with an adequate maintenance and repair program.
- › The liability of Colliers International Valuation & Advisory Services, its principals, agents, and employees is limited to the client. Further, there is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than the client, the client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions. The appraisers are in no way responsible for any costs incurred to discover or correct any deficiency in the property.
- › The analysts are not qualified to detect the presence of toxic or hazardous substances or materials which may influence or be associated with the property or any adjacent properties, has made no investigation or analysis as to the presence of such materials, and expressly disclaims any duty to note the degree of fault. Colliers International Valuation & Advisory Services and its principals, agents, employees, shall not be liable for any costs, expenses, assessments, or penalties, or diminution in value, property damage, or personal

injury (including death) resulting from or otherwise attributable to toxic or hazardous substances or materials, including without limitation hazardous waste, asbestos material, formaldehyde, or any smoke, vapors, soot, fumes, acids, alkalis, toxic chemicals, liquids, solids or gasses, waste materials or other irritants, contaminants or pollutants.

- › The analysts assume no responsibility for determining if the subject property complies with the *Americans with Disabilities Act (ADA)*. Colliers International Valuation & Advisory Services, its principals, agents, and employees, shall not be liable for any costs, expenses, assessments, penalties or diminution in value resulting from non-compliance. This market study assumes that the subject meets an acceptable level of compliance with *ADA* standards; if the subject is not in compliance, the eventual renovation costs and/or penalties would negatively impact the present value of the subject. If the magnitude and time of the cost were known today, they would be reduced from the reported value conclusion.
- › An on-site inspection of the subject property was conducted. No evidence of asbestos materials on-site was noted. A Phase 1 Environmental Assessment was not provided for this analysis. This analysis assumes that no asbestos or other hazardous materials are stored or found in or on the subject property. If evidence of hazardous materials of any kind occurs, the reader should seek qualified professional assistance. If hazardous materials are discovered and if future market conditions indicate an impact on value and increased perceived risk, a revision of the concluded values may be necessary.
- › A detailed soils study was not provided for this analysis. The subject's soils and sub-soil conditions are assumed to be suitable based upon a visual inspection, which did not indicate evidence of excessive settling or unstable soils. No certification is made regarding the stability or suitability of the soil or sub-soil conditions.
- › This analysis assumes that the financial information provided for this study, accurately reflects the subject property.

Professional Service Agreement

Valuation Glossary

Qualifications of Appraisers

Qualifications of Colliers International Valuation & Advisory Services

PROFESSIONAL SERVICE AGREEMENT

COLLIERS INTERNATIONAL
VALUATION & ADVISORY SERVICES

4830 W. Kennedy Blvd., Suite 300
Tampa, FL 33609
MAIN+1 813.221.2290
FAX +1 813.224.9403
WEB www.colliers.com/valuationadvisory



April 9, 2019

P.J. Cusmano MAI, MRICS
Executive Managing Director | Florida Region
Direct +1 813.229.1599
P.J.Cusmano@colliers.com

Reinaldo Borges, AIA, NCARB
Principal
Borges + Associates Architects
999 Brickell Avenue, Suite 700
Miami, FL 33131
+1 305 374 9216
www.borgesarchitects.com

RE: Market Study of the multifamily market in HOLLYWOOD, FLORIDA (Site TBD by Client)

Dear Mr. Borges:

Thank you for considering Colliers International Valuation & Advisory Services, LLC for the assignment identified in the below stated Professional Service Agreement. Please sign one copy of the agreement and return it to me, thereby indicating your authorization for us to proceed with this assignment and your acceptance of the attached Terms and Conditions.

PROFESSIONAL SERVICE AGREEMENT ("Agreement")	
Project	Market Study – Hollywood, FL (Proposed Multifamily) ("Property") (Site TBD by Client)
Parties	Colliers International Valuation & Advisory Services, LLC ("CIVAS") and BORGES + ASSOCIATES ARCHITECTS, (herein at times referred to as "Client")
Intended User	The appraisal will be prepared for BORGES + ASSOCIATES ARCHITECTS. Intended users include the Client. No other users are intended.
Intended Use	The report to be performed under this Agreement ("Market Study") is intended only for use in determining the supply and demand of multifamily housing units in Hollywood, Florida market and providing a general multifamily market overview. The report is not intended for any other use.
Purpose	Market Study
Type of Report	CIVAS will produce a Report in which the analysis and conclusions will be summarized within this document.
Rights Appraised	N/A
Date of Value	Date of inspection (or other date defined by appraiser)
Scope of Work	CIVAS and/or its designated affiliate will provide the Report in accordance with USPAP and the Code of Ethics and Certifications Standards of the Appraisal Institute and State Licensing Laws. CIVAS will not inspect the property, but will research relevant market data, and perform analysis to the extent necessary to produce credible analysis results. The scope of work will be included in the Report. A copy of the Assumptions and Limiting Conditions, which appear in the Report, is available upon request.
Delivery	Draft Report: Delivered three (3) weeks from date of authorization and receipt of property specific information. Final Report: Delivered three (3) days after completion of client review and authorization to deliver final report(s).
Professional Fee	\$15,000

PROFESSIONAL SERVICE AGREEMENT

CONTINUED

Expenses	Fees include all associated expenses.
No. of Reports	One (1) Electronic Draft Report and One (1) Electronic Final Report. No printed copies will be delivered to the client. If printed copies are requested, the client will agree to the additional printing and delivery charge of \$100 per copy.
Retainer	A 100% retainer is required. We will proceed with the assignment upon execution of the contract but will require payment prior to release of the draft report. A retainer invoice will be presented upon request. <u>To Pay By Check:</u> Please remit all payments to Colliers International Valuation & Advisory Services 26791 Network Place Chicago, IL 60673-1267 **Please include the property name or address on the memo line** <u>Wire Instructions:</u> JP Morgan Chase Bank, NA Chicago, IL 70-2322/719 Account Name: Colliers International Valuation & Advisory Services, LLC Account No. 899559074 ABA No. 021000021 ACH Payment Transit Routing Number: 071000013 Swift code for International Wires ONLY: CHASUS33 **Please include the property name or address in addenda/memo payment information**
Payment Terms	If a Draft Report is requested, the fee is considered earned upon delivery of our Draft Report.
Acceptance Date	These specifications are subject to modification if this Agreement is not accepted within three (3) business days from the date of this letter.

Terms and Conditions

The attached Terms and Conditions and Specific Property Data Request are deemed a part of this Agreement as though set forth in full herein. The following is a list of information we will need to begin our analysis. Please forward with the Agreement or as soon as possible.

- › Survey with Legal Description & Site Size
- › Title Report
- › Wetland Delineation Map (if applicable)
- › Engineering studies, soil tests or environmental assessments
- › Ground lease (if applicable)
- › Existing Building or Improvement Plans
- › Individual Floor or Unit Plans
- › Current County Property Tax Bill
- › Details on any Sale, Contract, or listing of the property in the past 3 years
- › Construction Cost/Budget (within past 3 years)
- › Detailed list of personal property items
- › Property Condition Report
- › Details regarding the historical and future replacement schedule (i.e., carpets, appliances, cabinetry, laundry facilities, HVAC, etc.)
- › Capital improvements history (2 years) & budget
- › Three year & YTD Income & Expenses
- › Current Budget
- › Detailed occupancy report for the past 3 years and YTD
- › Detailed current rent roll indicating any vacant units and in-place rents
- › Details regarding any pending changes to the rent roll
- › Aged Accounts/Delinquency Report
- › Details regarding any concessions currently being offered for new and existing tenants
- › Marketing plan and/or local competitive study, if available
- › Copy of recent Appraisals or Market Studies
- › Name and telephone number of property contact for physical inspection and additional information needed during the appraisal process
- › Property Contact _____

In addition to the items requested above, please forward any additional materials you would consider relevant in the analysis of the subject property.

The Appraisal is for the sole use of the Client; however, Client may provide only complete, final copies of the Appraisal report in its entirety (but not component parts) to third parties who shall review such reports in connection with the stated Intended Use. CIVAS is not required to explain or testify as to appraisal results other than to respond to the Client for routine and customary questions. Please note that our consent to allow the Appraisal prepared by CIVAS or portions of such Appraisal, to become part of or be referenced in any public offering, the granting of such consent will be at our sole and absolute discretion and, if given, will be on condition that CIVAS will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to CIVAS, by a party satisfactory to CIVAS. CIVAS hereby expressly grants to client the right to copy the Appraisal and distribute it to employees of client and to your accountants/auditors in its entirety (but not component parts) without the need to provide CIVAS with an Indemnification Agreement and/or Non-Reliance letter.

CIVAS does consent to your submission of the reports to rating agencies, loan participants or your accountants/auditors in its entirety (but not component parts) without the need to provide CIVAS with an Indemnification Agreement and/or Non-Reliance letter. CIVAS hereby expressly grants to Client the right to copy the Appraisal and distribute it to employees of Client.

The Appraisal requires CIVAS to submit a Summation of the Appraisal Findings in the form of a Letter of Transmittal along with the Summary of Salient Facts and Special/Limiting Conditions applicable to the Appraisal. This will be completed in conjunction with the Appraisal at the above stated fee.

PROFESSIONAL SERVICE AGREEMENT

CONTINUED

If you have questions regarding the enclosed, please feel free to contact me. CIVAS appreciates this opportunity to be of service to you on this assignment and looks forward to serving you.

I, Reinaldo Borges/Borges + Associates Architects, agree to the above stated terms and authorize Colliers International Valuation & Advisory Services, LLC to prepare the above referenced appraisal.

 _____ Date: _____

Reinaldo Borges, AIA, NCARB
Principal
Borges + Associates Architects

Respectfully,

Colliers International Valuation & Advisory Services, LLC



P.J. Cusmano MAI, MRICS
Executive Managing Director | Florida Region
Direct +1 813 229 1599 | Cell +1 813 431 8958
PJ.Cusmano@colliers.com

TERMS AND CONDITIONS

“T&C”

- 1) The Appraisal will be subject to Colliers International Valuation & Advisory Services, LLC's ("CIVAS") Assumptions and Limiting Conditions that are incorporated into each appraisal, and any Extraordinary Assumptions and Hypothetical Conditions that may be incorporated into each appraisal.
- 2) Any capitalized, non-defined words shall have the same meaning as defined in the Agreement to which these T&Cs are attached.
- 3) Client is defined as the party signing the Agreement and shall be responsible for payment of the fees stipulated in the Agreement. Payment of the fee for the Appraisal is not contingent on the appraised value(s) or the outcome of the report(s). Additional fees will be charged on an hourly basis for any work that may exceed the scope of this proposal, including performing additional valuation scenarios, additional research, and conference calls, meetings, deposition preparation, deposition, trial testimony or travel that may exceed the time allotted by CIVAS for an assignment of this nature. If CIVAS is requested to cease working on the Appraisal for any reason prior to the completion of the appraisal(s), CIVAS will be entitled to bill the Client for the time spent to date at CIVAS' hourly rates for the personnel involved. The Client will be billed a minimum \$500 or at a rate of \$250 per hour for associate time, \$300 per hour for valuation services director, \$400 per hour for managing director, and \$450 per hour for executive managing director. If the Client delays completion of the assignment beyond ninety (90) days, the fee may be renegotiated. This may result in the total fee exceeding the original agreed fee agreed upon cost.
- 4) Client agrees to pay all fees and expenses, including attorney's fees, incurred by CIVAS in connection with the collection or attempted collection of the fees and expenses. In the event Client fails to make payments when due and payable, the amount due shall bear interest at 1.5% per month or the maximum rate permitted in the state in which the CIVAS office executing the Agreement is located, whichever is lesser.
- 5) The fee is due upon delivery of the final report or within thirty (30) days of your receipt of the draft report, whichever is sooner. If a draft is requested, the fee is considered earned upon delivery of our draft report.
- 6) In the event that either party commences any legal action relating to the provisions of the Agreement, including collection, the prevailing party shall be entitled to its actual attorneys' fees and costs. The Agreement shall be governed by and construed in accordance with the laws of the state where the CIVAS office executing the Agreement is located. The venue of any action arising out of the Agreement shall be the county where the CIVAS office executing the Agreement is located. Client will have up to thirty (30) days from receipt of the Draft Appraisal to review and communicate its review to CIVAS. CIVAS reserves the right to bill Client for additional appraisal efforts that may arise from the Client not responding within with this time period.
- 7) CIVAS does not make any representation or warranty, express or implied, as to the accuracy or completeness of the information or the state of affairs of the Property furnished to CIVAS by Client.
- 8) CIVAS shall have no responsibility for legal matters, questions of survey or title, soil or subsoil conditions, engineering, or other similar technical matters. The Appraisal will not constitute a survey of the Property analyzed.
- 9) Client shall provide CIVAS with such materials with respect to the Appraisal as requested by CIVAS and which are in the possession or under the control of Client. Client shall provide CIVAS with sufficient access to the Property to be analyzed and hereby grants permission for entry, unless discussed in advance to the contrary.
- 10) The data gathered in the course of the Appraisal (except data furnished by Client) and the Appraisal prepared pursuant to the Agreement are, and will remain, the property of CIVAS. With respect to data provided by Client, such data shall be confidential, and CIVAS shall not disclose any information identified as confidential furnished to CIVAS. Notwithstanding the foregoing, CIVAS is authorized by Client to disclose all or any portion of the Appraisal and the related data to appropriate representatives of the Appraisal Institute if such disclosure is required to enable CIVAS to comply with the Bylaws and Regulations of such Institute as now or hereafter in effect.
- 11) Unless specifically noted, CIVAS does not assume any duty to analyze or examine the Property or adjacent property for the possible presence of toxic and/or hazardous substances or materials (including but not exclusive to asbestos, PCB transformers, or other toxic, hazardous, or contaminated substances and/or underground storage tanks (hazardous material), or the cost of encapsulation or removal thereof) and accepts no liability regarding the issue. If such materials exist, CIVAS defers to the expertise of professionals specifically trained in analyzing the cost to remediate, which will not be a part of the appraisal fee proposal. The Appraisal will contain a comprehensive disclaimer to this effect.
- 12) CIVAS understands that there is no major or significant deferred maintenance in the Property which would require the expertise of a professional cost estimator or contractor. If such repairs are needed, the estimates are to be prepared by others, and are not a part of the fee contemplated in the Agreement.
- 13) Client acknowledges that CIVAS is being retained hereunder as an independent contractor to perform the services described herein and nothing in the Agreement shall be deemed to create any other relationship between Client and CIVAS. The Agreement shall be deemed concluded and the services hereunder completed upon delivery to Client of the Appraisal discussed herein.
- 14) Client agrees that its only remedy for losses or damages relating to the Agreement shall be limited to the amount of the appraisal fee paid by the Client and in no circumstances shall CIVAS be liable for any losses or damages in excess of this amount. Should the Client, or any other entitled party, make a claim against CIVAS, its directors, officers, employees and other affiliates and shareholders, relating to this engagement or the appraisal(s), the maximum damages recoverable from CIVAS, its directors, officers, employees and other affiliates and shareholders, shall be the amount of funds actually collected by CIVAS under the Agreement, and no claim shall be made for any consequential or punitive damages.
- 15) If CIVAS or any of its employees receives a subpoena or other judicial notification to produce documents or provide testimony involving the Appraisal in connection with a lawsuit or related proceeding, CIVAS will notify the Client of receipt of the subpoena or notification. However, if CIVAS is not part of the lawsuit or proceedings, Client agrees to compensate CIVAS for the professional

time required and to reimburse CIVAS for the expenses incurred in responding to any such subpoena or judicial notification, including any attorneys' fees, as they are incurred. CIVAS is to be compensated at the prevailing hourly rates of the personnel responding to the subpoena or command for testimony.

- 16) If expert witness testimony is required in connection with the Appraisal, the following hourly rates will apply. The Client will be billed at the rate of \$250 per hour for associate time, \$350 per hour for valuation services director, \$400 per hour for managing director, and \$450 per hour for executive managing director. The hourly billings pertain to court preparation, waiting and travel time, document review and preparation (excludes appraisal report) and all meetings related to court testimony.
- 17) Client shall indemnify and hold CIVAS, its parent, subsidiaries, affiliates, its officers, directors, employees and agents ("CIVAS Indemnities"), fully harmless against all losses, damages, claims, and expenses of any kind whatsoever (including costs and reasonable attorneys' fees), sustained or incurred by a third party as a result of the negligence or intentional acts or omissions of Client (including any failure to perform any duty imposed by law), any misrepresentation, distortion or if Client fails to provide complete and accurate information to CIVAS, for which recovery is sought against the CIVAS Indemnities by that third party; however, such obligation to defend and indemnify shall not apply to the extent caused by the negligent act or willful misconduct of CIVAS. Client shall indemnify and hold CIVAS Indemnities harmless from any claims, expenses, judgments or other items or costs arising as a result of the Client's failure or the failure of any of the Client's agents to provide a complete copy of the Appraisal to any third party. LIMITATION OF LIABILITY. EXCEPT FOR THE INDEMNIFICATION PROVISION ABOVE, ANYTHING IN THE AGREEMENT TO THE CONTRARY NOTWITHSTANDING, UNDER NO CIRCUMSTANCES WHATSOEVER SHALL EITHER PARTY BE LIABLE TO THE OTHER FOR ANY SPECIAL, CONSEQUENTIAL, PUNITIVE, OR INCIDENTAL DAMAGES OF ANY KIND WHATSOEVER.
- 18) The Appraisal and the name Colliers International Valuation & Advisory Services may not be used in any marketing or investment material or offering memoranda without CIVAS' prior written consent. CIVAS, its employees and appraisers have no liability to any recipients of any prepared material, and disclaim all liability to any party other than the Client.
- 19) Unless CIVAS consents in writing, the Appraisal cannot be used by any party or for any purpose other than the Client for the purposes specified in the Agreement. Should the Client provide a copy of this Appraisal to any person or entity not authorized by CIVAS in writing, Client hereby agrees to hold CIVAS, its directors, officers, employees and other affiliates and shareholders, harmless from all damages, expenses, claims and costs, including any attorney's fees. The Client acknowledges that any opinions and conclusions expressed by the professionals of CIVAS pursuant to the Agreement are made as employees and not as individuals. CIVAS' responsibility is limited to the Client, and the use of the Appraisal or related product by third parties shall be solely at the risk of the Client and/or third parties.
- 20) The use of this appraisal shall be used only for the purpose as set forth in the Intended Use section of the Agreement. In the event that the client wishes to use this report or portions of this report for any other purpose such as, to become part of or be referenced in, any offering or other material intended for the review of others, or to be submitted to others, will be at the Client's sole and absolute discretion and, if given, will be on condition that CIVAS will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to CIVAS and the Client, by a party satisfactory to CIVAS and the Client. CIVAS does consent to Client submission of the complete Appraisal to rating agencies, loan participants or your accountants/auditors without the need to provide us with an Indemnification Agreement and/or Non-Reliance letter.

PROFESSIONAL SERVICE AGREEMENT

COLLIERS INTERNATIONAL
VALUATION & ADVISORY SERVICES

4830 W. Kennedy Blvd., Suite 300
Tampa, FL 33609
MAIN+1 813.221.2290
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WEB www.colliers.com/valuationadvisory



April 9, 2019

P.J. Cusmano MAI, MRICS
Executive Managing Director | Florida Region
Direct +1 813.229.1599
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Reinaldo Borges, AIA, NCARB
Principal
Borges + Associates Architects
999 Brickell Avenue, Suite 700
Miami, FL 33131
+1 305 374 9216
www.borgesarchitects.com

RE: Market Study of the multifamily market in HOLLYWOOD, FLORIDA (Site TBD by Client)

Dear Mr. Borges:

Thank you for considering Colliers International Valuation & Advisory Services, LLC for the assignment identified in the below stated Professional Service Agreement. Please sign one copy of the agreement and return it to me, thereby indicating your authorization for us to proceed with this assignment and your acceptance of the attached Terms and Conditions.

PROFESSIONAL SERVICE AGREEMENT ("Agreement")	
Project	Market Study – Hollywood, FL (Proposed Multifamily) ("Property") (Site TBD by Client)
Parties	Colliers International Valuation & Advisory Services, LLC ("CIVAS") and BORGES + ASSOCIATES ARCHITECTS, (herein at times referred to as "Client")
Intended User	The appraisal will be prepared for BORGES + ASSOCIATES ARCHITECTS. Intended users include the Client. No other users are intended.
Intended Use	The report to be performed under this Agreement ("Market Study") is intended only for use in determining the supply and demand of multifamily housing units in Hollywood, Florida market and providing a general multifamily market overview. The report is not intended for any other use.
Purpose	Market Study
Type of Report	CIVAS will produce a Report in which the analysis and conclusions will be summarized within this document.
Rights Appraised	N/A
Date of Value	Date of inspection (or other date defined by appraiser)
Scope of Work	CIVAS and/or its designated affiliate will provide the Report in accordance with USPAP and the Code of Ethics and Certifications Standards of the Appraisal Institute and State Licensing Laws. CIVAS will not inspect the property, but will research relevant market data, and perform analysis to the extent necessary to produce credible analysis results. The scope of work will be included in the Report. A copy of the Assumptions and Limiting Conditions, which appear in the Report, is available upon request.
Delivery	Draft Report: Delivered three (3) weeks from date of authorization and receipt of property specific information. Final Report: Delivered three (3) days after completion of client review and authorization to deliver final report(s).
Professional Fee	\$15,000

PROFESSIONAL SERVICE AGREEMENT

CONTINUED

Expenses	Fees include all associated expenses.
No. of Reports	One (1) Electronic Draft Report and One (1) Electronic Final Report. No printed copies will be delivered to the client. If printed copies are requested, the client will agree to the additional printing and delivery charge of \$100 per copy.
Retainer	A 100% retainer is required. We will proceed with the assignment upon execution of the contract but will require payment prior to release of the draft report. A retainer invoice will be presented upon request. <u>To Pay By Check:</u> Please remit all payments to Colliers International Valuation & Advisory Services 26791 Network Place Chicago, IL 60673-1267 **Please include the property name or address on the memo line** <u>Wire Instructions:</u> JP Morgan Chase Bank, NA Chicago, IL 70-2322/719 Account Name: Colliers International Valuation & Advisory Services, LLC Account No. 899559074 ABA No. 021000021 ACH Payment Transit Routing Number: 071000013 Swift code for International Wires ONLY: CHASUS33 **Please include the property name or address in addenda/memo payment information**
Payment Terms	If a Draft Report is requested, the fee is considered earned upon delivery of our Draft Report.
Acceptance Date	These specifications are subject to modification if this Agreement is not accepted within three (3) business days from the date of this letter.

Terms and Conditions

The attached Terms and Conditions and Specific Property Data Request are deemed a part of this Agreement as though set forth in full herein. The following is a list of information we will need to begin our analysis. Please forward with the Agreement or as soon as possible.

- › Survey with Legal Description & Site Size
- › Title Report
- › Wetland Delineation Map (if applicable)
- › Engineering studies, soil tests or environmental assessments
- › Ground lease (if applicable)
- › Existing Building or Improvement Plans
- › Individual Floor or Unit Plans
- › Current County Property Tax Bill
- › Details on any Sale, Contract, or listing of the property in the past 3 years
- › Construction Cost/Budget (within past 3 years)
- › Detailed list of personal property items
- › Property Condition Report
- › Details regarding the historical and future replacement schedule (i.e., carpets, appliances, cabinetry, laundry facilities, HVAC, etc.)
- › Capital improvements history (2 years) & budget
- › Three year & YTD Income & Expenses
- › Current Budget
- › Detailed occupancy report for the past 3 years and YTD
- › Detailed current rent roll indicating any vacant units and in-place rents
- › Details regarding any pending changes to the rent roll
- › Aged Accounts/Delinquency Report
- › Details regarding any concessions currently being offered for new and existing tenants
- › Marketing plan and/or local competitive study, if available
- › Copy of recent Appraisals or Market Studies
- › Name and telephone number of property contact for physical inspection and additional information needed during the appraisal process
- › Property Contact _____

In addition to the items requested above, please forward any additional materials you would consider relevant in the analysis of the subject property.

The Appraisal is for the sole use of the Client; however, Client may provide only complete, final copies of the Appraisal report in its entirety (but not component parts) to third parties who shall review such reports in connection with the stated Intended Use. CIVAS is not required to explain or testify as to appraisal results other than to respond to the Client for routine and customary questions. Please note that our consent to allow the Appraisal prepared by CIVAS or portions of such Appraisal, to become part of or be referenced in any public offering, the granting of such consent will be at our sole and absolute discretion and, if given, will be on condition that CIVAS will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to CIVAS, by a party satisfactory to CIVAS. CIVAS hereby expressly grants to client the right to copy the Appraisal and distribute it to employees of client and to your accountants/auditors in its entirety (but not component parts) without the need to provide CIVAS with an Indemnification Agreement and/or Non-Reliance letter.

CIVAS does consent to your submission of the reports to rating agencies, loan participants or your accountants/auditors in its entirety (but not component parts) without the need to provide CIVAS with an Indemnification Agreement and/or Non-Reliance letter. CIVAS hereby expressly grants to Client the right to copy the Appraisal and distribute it to employees of Client.

The Appraisal requires CIVAS to submit a Summation of the Appraisal Findings in the form of a Letter of Transmittal along with the Summary of Salient Facts and Special/Limiting Conditions applicable to the Appraisal. This will be completed in conjunction with the Appraisal at the above stated fee.

PROFESSIONAL SERVICE AGREEMENT

CONTINUED

If you have questions regarding the enclosed, please feel free to contact me. CIVAS appreciates this opportunity to be of service to you on this assignment and looks forward to serving you.

I, Reinaldo Borges/Borges + Associates Architects, agree to the above stated terms and authorize Colliers International Valuation & Advisory Services, LLC to prepare the above referenced appraisal.

 _____ Date: _____

Reinaldo Borges, AIA, NCARB
Principal
Borges + Associates Architects

Respectfully,

Colliers International Valuation & Advisory Services, LLC



P.J. Cusmano MAI, MRICS
Executive Managing Director | Florida Region
Direct +1 813 229 1599 | Cell +1 813 431 8958
PJ.Cusmano@colliers.com

TERMS AND CONDITIONS

“T&C”

- 1) The Appraisal will be subject to Colliers International Valuation & Advisory Services, LLC's ("CIVAS") Assumptions and Limiting Conditions that are incorporated into each appraisal, and any Extraordinary Assumptions and Hypothetical Conditions that may be incorporated into each appraisal.
- 2) Any capitalized, non-defined words shall have the same meaning as defined in the Agreement to which these T&Cs are attached.
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- 4) Client agrees to pay all fees and expenses, including attorney's fees, incurred by CIVAS in connection with the collection or attempted collection of the fees and expenses. In the event Client fails to make payments when due and payable, the amount due shall bear interest at 1.5% per month or the maximum rate permitted in the state in which the CIVAS office executing the Agreement is located, whichever is lesser.
- 5) The fee is due upon delivery of the final report or within thirty (30) days of your receipt of the draft report, whichever is sooner. If a draft is requested, the fee is considered earned upon delivery of our draft report.
- 6) In the event that either party commences any legal action relating to the provisions of the Agreement, including collection, the prevailing party shall be entitled to its actual attorneys' fees and costs. The Agreement shall be governed by and construed in accordance with the laws of the state where the CIVAS office executing the Agreement is located. The venue of any action arising out of the Agreement shall be the county where the CIVAS office executing the Agreement is located. Client will have up to thirty (30) days from receipt of the Draft Appraisal to review and communicate its review to CIVAS. CIVAS reserves the right to bill Client for additional appraisal efforts that may arise from the Client not responding within with this time period.
- 7) CIVAS does not make any representation or warranty, express or implied, as to the accuracy or completeness of the information or the state of affairs of the Property furnished to CIVAS by Client.
- 8) CIVAS shall have no responsibility for legal matters, questions of survey or title, soil or subsoil conditions, engineering, or other similar technical matters. The Appraisal will not constitute a survey of the Property analyzed.
- 9) Client shall provide CIVAS with such materials with respect to the Appraisal as requested by CIVAS and which are in the possession or under the control of Client. Client shall provide CIVAS with sufficient access to the Property to be analyzed and hereby grants permission for entry, unless discussed in advance to the contrary.
- 10) The data gathered in the course of the Appraisal (except data furnished by Client) and the Appraisal prepared pursuant to the Agreement are, and will remain, the property of CIVAS. With respect to data provided by Client, such data shall be confidential, and CIVAS shall not disclose any information identified as confidential furnished to CIVAS. Notwithstanding the foregoing, CIVAS is authorized by Client to disclose all or any portion of the Appraisal and the related data to appropriate representatives of the Appraisal Institute if such disclosure is required to enable CIVAS to comply with the Bylaws and Regulations of such Institute as now or hereafter in effect.
- 11) Unless specifically noted, CIVAS does not assume any duty to analyze or examine the Property or adjacent property for the possible presence of toxic and/or hazardous substances or materials (including but not exclusive to asbestos, PCB transformers, or other toxic, hazardous, or contaminated substances and/or underground storage tanks (hazardous material), or the cost of encapsulation or removal thereof) and accepts no liability regarding the issue. If such materials exist, CIVAS defers to the expertise of professionals specifically trained in analyzing the cost to remediate, which will not be a part of the appraisal fee proposal. The Appraisal will contain a comprehensive disclaimer to this effect.
- 12) CIVAS understands that there is no major or significant deferred maintenance in the Property which would require the expertise of a professional cost estimator or contractor. If such repairs are needed, the estimates are to be prepared by others, and are not a part of the fee contemplated in the Agreement.
- 13) Client acknowledges that CIVAS is being retained hereunder as an independent contractor to perform the services described herein and nothing in the Agreement shall be deemed to create any other relationship between Client and CIVAS. The Agreement shall be deemed concluded and the services hereunder completed upon delivery to Client of the Appraisal discussed herein.
- 14) Client agrees that its only remedy for losses or damages relating to the Agreement shall be limited to the amount of the appraisal fee paid by the Client and in no circumstances shall CIVAS be liable for any losses or damages in excess of this amount. Should the Client, or any other entitled party, make a claim against CIVAS, its directors, officers, employees and other affiliates and shareholders, relating to this engagement or the appraisal(s), the maximum damages recoverable from CIVAS, its directors, officers, employees and other affiliates and shareholders, shall be the amount of funds actually collected by CIVAS under the Agreement, and no claim shall be made for any consequential or punitive damages.
- 15) If CIVAS or any of its employees receives a subpoena or other judicial notification to produce documents or provide testimony involving the Appraisal in connection with a lawsuit or related proceeding, CIVAS will notify the Client of receipt of the subpoena or notification. However, if CIVAS is not part of the lawsuit or proceedings, Client agrees to compensate CIVAS for the professional

time required and to reimburse CIVAS for the expenses incurred in responding to any such subpoena or judicial notification, including any attorneys' fees, as they are incurred. CIVAS is to be compensated at the prevailing hourly rates of the personnel responding to the subpoena or command for testimony.

- 16) If expert witness testimony is required in connection with the Appraisal, the following hourly rates will apply. The Client will be billed at the rate of \$250 per hour for associate time, \$350 per hour for valuation services director, \$400 per hour for managing director, and \$450 per hour for executive managing director. The hourly billings pertain to court preparation, waiting and travel time, document review and preparation (excludes appraisal report) and all meetings related to court testimony.
- 17) Client shall indemnify and hold CIVAS, its parent, subsidiaries, affiliates, its officers, directors, employees and agents ("CIVAS Indemnities"), fully harmless against all losses, damages, claims, and expenses of any kind whatsoever (including costs and reasonable attorneys' fees), sustained or incurred by a third party as a result of the negligence or intentional acts or omissions of Client (including any failure to perform any duty imposed by law), any misrepresentation, distortion or if Client fails to provide complete and accurate information to CIVAS, for which recovery is sought against the CIVAS Indemnities by that third party; however, such obligation to defend and indemnify shall not apply to the extent caused by the negligent act or willful misconduct of CIVAS. Client shall indemnify and hold CIVAS Indemnities harmless from any claims, expenses, judgments or other items or costs arising as a result of the Client's failure or the failure of any of the Client's agents to provide a complete copy of the Appraisal to any third party. LIMITATION OF LIABILITY. EXCEPT FOR THE INDEMNIFICATION PROVISION ABOVE, ANYTHING IN THE AGREEMENT TO THE CONTRARY NOTWITHSTANDING, UNDER NO CIRCUMSTANCES WHATSOEVER SHALL EITHER PARTY BE LIABLE TO THE OTHER FOR ANY SPECIAL, CONSEQUENTIAL, PUNITIVE, OR INCIDENTAL DAMAGES OF ANY KIND WHATSOEVER.
- 18) The Appraisal and the name Colliers International Valuation & Advisory Services may not be used in any marketing or investment material or offering memoranda without CIVAS' prior written consent. CIVAS, its employees and appraisers have no liability to any recipients of any prepared material, and disclaim all liability to any party other than the Client.
- 19) Unless CIVAS consents in writing, the Appraisal cannot be used by any party or for any purpose other than the Client for the purposes specified in the Agreement. Should the Client provide a copy of this Appraisal to any person or entity not authorized by CIVAS in writing, Client hereby agrees to hold CIVAS, its directors, officers, employees and other affiliates and shareholders, harmless from all damages, expenses, claims and costs, including any attorney's fees. The Client acknowledges that any opinions and conclusions expressed by the professionals of CIVAS pursuant to the Agreement are made as employees and not as individuals. CIVAS' responsibility is limited to the Client, and the use of the Appraisal or related product by third parties shall be solely at the risk of the Client and/or third parties.
- 20) The use of this appraisal shall be used only for the purpose as set forth in the Intended Use section of the Agreement. In the event that the client wishes to use this report or portions of this report for any other purpose such as, to become part of or be referenced in, any offering or other material intended for the review of others, or to be submitted to others, will be at the Client's sole and absolute discretion and, if given, will be on condition that CIVAS will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to CIVAS and the Client, by a party satisfactory to CIVAS and the Client. CIVAS does consent to Client submission of the complete Appraisal to rating agencies, loan participants or your accountants/auditors without the need to provide us with an Indemnification Agreement and/or Non-Reliance letter.

ISSUE DATE:
07.09.19 PRE-APPLICATION
CONCEPTUAL OVERVIEW
SET SUBMITTAL

No.	Date	Description
1	07/15/19	PACO MEETING

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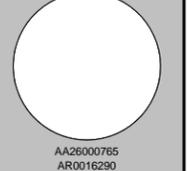
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architecture urban-planning interior design
999 Brickell Ave, Suite 700 Miami, Florida 33131

305.374.9216 phone • 305.374.9217 fax
www.borgesarchitects.com

REINALDO BORGES, ARCHITECT



Project Team

Project Name

**HOLLYWOOD
MIXED-USE
APARTMENTS**

2233 Hollywood Boulevard
Hollywood, FL

Project Number 18-500

Drawing Name

LEVEL 4 -7 FLOOR PLAN

Scale: 1/16" = 1'-0"

Drawing Number

A-104

7/15/2019 10:07:36 AM



1 LEVEL 4
1/16" = 1'-0"

CURRENT BLDG UNIT COUNT

LEVEL	MEZZANINE	LEVEL 2	LEVEL 3	LEVEL 4-7
SD - 2	24	16	24	116
L-W - 18	1B - 1	1B - 8	1B - 13	1B - 64
	2B - 3	2B - 6	2B - 11	2B - 52

TOTAL UNITS: **180**

1B	(86)	48%
2B	(72)	40%
STUDIO	(4)	2%
LIVE-WORK	(18)	10%

UNIT MIX - LEVEL 4/5/6/7

UNIT TYPE	TYPE	MIN. - MAX. AREA	TOTAL
-----------	------	------------------	-------

1B	1 BED - 1 BATH	695 SF ... 856 SF	16
2B	2 BED - 2 BATH	926 SF ... 1183 SF	13

TOTAL PER FLOOR: 29

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601 Union Street
Suite 4800
Seattle, WA 98101

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Unless specified otherwise, these definitions were extracted from the following sources or publications:

The Dictionary of Real Estate Appraisal, Sixth Edition, Appraisal Institute, Chicago, Illinois, 2015 (*Dictionary*).

Uniform Standards of Professional Appraisal Practice, 2018-2019 Edition (USPAP).

The Appraisal of Real Estate, Fourteenth Edition, Appraisal Institute, Chicago, Illinois, 2013 (*14th Edition*).

Absolute Net Lease

A lease in which the tenant pays all expenses including structural maintenance, building reserves, and management; often a long-term lease to a credit tenant. (*Dictionary*)

Ad Valorem Tax

A real estate tax based on the assessed value of the property, which is not necessarily equivalent to its market value. (*14th Edition*)

Aggregate of Retail Values (ARV)

The sum of the separate and distinct market value opinions for each of the units in a condominium; subdivision development, or portfolio of properties, as of the date of valuation. The aggregate of retail values does not represent the value of all the units as sold together in a single transaction; it is simply the total of the individual market value conclusions. Also called *sum of the retail values*. (*Dictionary*)

Arm's-length Transaction

A transaction between unrelated parties who are each acting in his or her own best interest. (*Dictionary*)

As-Is Market Value

The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date. (*Dictionary*)

Assessed Value

The value of a property according to the tax rolls in ad valorem taxation; may be higher or lower than market value, or based on an assessment ratio that is a percentage of market value. (*14th Edition*)

Average Daily Room Rate (ADR)

In the lodging industry, the net rooms revenue derived from the sale of guest rooms divided by the number of paid occupied rooms. (*Dictionary*)

Band of Investment

A technique in which the capitalization rates attributable to components of an investment are weighted and combined to derive a weighted-average rate attributable to the total investment. (*Dictionary*)

Cash-Equivalent Price

The price of a property with nonmarket financing expressed as the price that would have been paid in an all-cash sale. (*Dictionary*)

Common Area

The total area within a property that is not designed for sale or rental but is available for common use by all owners, tenants, or their invitees, e.g., parking and its appurtenances, malls, sidewalks, landscaped areas, recreation areas, public toilets, truck and service facilities. (*Dictionary*)

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Contract Rent

The actual rental income specified in a lease. *(14th Edition)*

Cost Approach

A set of procedures through which a value indication is derived for the fee simple interest in a property by estimating the current cost to construct a reproduction of (or replacement for) the existing structure, including an entrepreneurial incentive; deducting depreciation from the total cost; and adding the estimated land value. Adjustments may then be made to the indicated fee simple value of the subject property to reflect the value of the property interest being appraised. *(14th Edition)*

Curable Functional Obsolescence

An element of depreciation; a curable defect caused by a flaw in the structure, materials, or design, which can be practically and economically corrected. *(Dictionary)*

Debt Coverage Ratio (DCR)

The ratio of net operating income to annual debt service, which measures the relative ability of a property to meet its debt service out of net operating income; also called *debt service coverage ratio (DSCR)*. *(Dictionary)*

Deferred Maintenance

Items of wear and tear on a property that should be fixed now to protect the value or income-producing ability of a property. *(Dictionary)*

Depreciation

In appraisal, a loss in property value from any cause; the difference between the cost of an improvement on the effective date of the appraisal and the market value of the improvement on the same date. *(Dictionary)*

Direct Costs

Expenditures for the labor and materials used in the construction of improvements; also called *hard costs*. *(Dictionary)*

Discounted Cash Flow (DCF) Analysis

The procedure in which a discount rate is applied to a set of projected income streams and a reversion. The analyst specifies the quantity, variability, timing, and duration of the income streams and the quantity and timing of the reversion, and discounts each to its present value at a specified yield rate. *(Dictionary)*

Discount Rate

A rate of return on capital used to convert future payments or receipts into present value; usually considered to be a synonym for *yield rate*. *(Dictionary)*

Disposition Value

The most probable price that a specified interest in property should bring under the following conditions:

1. Consummation of a sale within a specified time, which is shorter than the typical exposure time for such a property in that market.
2. The property is subjected to market conditions prevailing as of the date of valuation.
3. Both the buyer and seller are acting prudently and knowledgeably.
4. The seller is under compulsion to sell.
5. The buyer is typically motivated.
6. Both parties are acting in what they consider their best interests.
7. An adequate marketing effort will be made during the exposure time.

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8. Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto.

9. The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

This definition can also be modified to provide for valuation with specified financing terms. *(Dictionary)*

Easement

The right to use another's land for a stated purpose. Access or right-of-way easements may be acquired by private parties or public utilities. Governments may be the beneficiaries of easements placed on privately owned land that is dedicated to conservation, open space, or preservation. *(14th Edition)*

Economic Life

The period over which improvements to real property contribute to property value. *(Dictionary)*

Effective Age

The age of property that is based on the amount of observed deterioration and obsolescence it has sustained, which may be different from its chronological age. *(Dictionary)*

Effective Date

The date on which the appraisal or review opinion applies (SVP) *(Dictionary)*

Effective Gross Income (EGI)

The anticipated income from all operations of the real estate after an allowance is made for vacancy and collection losses and an addition is made for any other income. *(Dictionary)*

Effective Gross Income Multiplier (EGIM)

The ratio between the sale price (or value) of a property and its effective gross income. *(Dictionary)*

Effective Rent

The rental rate net of financial concessions such as periods of free rent during the lease term and above or below-market tenant improvements (TIs). *(14th Edition)*

Eminent Domain

The right of government to take private property for public use upon the payment of just compensation. The Fifth Amendment of the U.S. Constitution, also known as the *takings clause*, guarantees payment of just compensation upon appropriation of private property. *(Dictionary)*

Entrepreneurial Incentive

The amount an entrepreneur expects to receive for his or her contribution to a project. Entrepreneurial incentive may be distinguished from entrepreneurial profit (often called *developer's profit*) in that it is the expectation of future profit as opposed to the profit actually earned on a development or improvement. *(Dictionary)*

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Entrepreneurial Profit

A market-derived figure that represents the amount an entrepreneur receives for his or her contribution to a project and risk; the difference between the total cost of a property (cost of development) and its market value (property value after completion), which represents the entrepreneur's compensation for the risk and expertise associated with development. An entrepreneur is motivated by the prospect of future value enhancement (i.e., the entrepreneurial incentive). An entrepreneur who successfully creates value through new development, expansion, renovation, or an innovative change of use is rewarded by entrepreneurial profit. Entrepreneurs may also fail and suffer losses. (*Dictionary*)

Excess Land

Land that is not needed to serve or support the existing improvement. The highest and best use of the excess land may or may not be the same as the highest and best use of the improved parcel. Excess land has the potential to be sold separately and is valued separately. (*Dictionary*)

Excess Rent

The amount by which contract rent exceeds market rent at the time of the appraisal; created by a lease favorable to the landlord (lessor) and may reflect unusual management, unknowledgeable or unusually motivated parties, a lease execution in an earlier, stronger rental market, or an agreement of the parties. Due to the higher risk inherent in the receipt of excess rent, it may be calculated separately and capitalized or discounted at a higher rate in the income capitalization approach. (*14th Edition*)

Expense Stop

A clause in a lease that limits the landlord's expense obligation, which results in the lessee paying any operating expenses above a stated level or amount. (*Dictionary*)

Exposure Time

The estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; Comment: Exposure time is a retrospective opinion based on an analysis of past events assuming a competitive and open market. (*Dictionary*)

External Obsolescence

A type of depreciation; a diminution in value caused by negative external influences and generally incurable on the part of the owner, landlord, or tenant. The external influence may be temporary or permanent. (*Dictionary*)

Extraordinary Assumption

An assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions. Uncertain information might include physical, legal, or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis. An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The appraiser has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis; and
- The appraiser complies with the disclosure requirements set forth in USPAP for extraordinary assumptions. (USPAP)

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Fair Market Value

In nontechnical usage, a term that is equivalent to the contemporary usage of *market value*.

As used in condemnation, litigation, income tax, and property tax situations, a term that is similar in concept to market value but may be defined explicitly by the relevant agency. (*Dictionary*)

Feasibility Analysis

A study of the cost-benefit relationship of an economic endeavor. (*USPAP*)

Fee Simple Estate

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power and escheat. (*Dictionary*)

Floor Area Ratio (FAR)

The relationship between the above-ground floor area of a building, as described by the zoning or building code, and the area of the plot on which it stands; in planning and zoning, often expressed as a decimal, e.g., a ratio of 2.0 indicates that the permissible floor area of a building is twice the total land area. (*Dictionary*)

Functional Obsolescence

The impairment of functional capacity of improvements according to market tastes and standards. (*Dictionary*)

Functional Utility

The ability of a property or building to be useful and to perform the function for which it is intended according to current market tastes and standards; the efficiency of a building's use in terms of architectural style, design and layout, traffic patterns, and the size and type of rooms. (*Dictionary*)

Furniture, Fixtures, and Equipment (FF&E)

Business trade fixtures and personal property, exclusive of inventory. (*Dictionary*)

Going-concern

An established and operating business having an indefinite future life. (*Dictionary*)

Going-concern Value

An outdated label for the market value of all the tangible and intangible assets of an established and operating business with an indefinite life, as if sold in aggregate; more accurately termed the *market value of the going concern or market value of the total assets of the business*. (*Dictionary*)

Gross Building Area (GBA)

Total floor area of a building, excluding unenclosed areas, measured from the exterior of the walls of the above-grade area. This includes mezzanines and basements if and when typically included in the market area of the type of property involved. (*Dictionary*)

Gross Leasable Area (GLA) - Commercial

Total floor area designed for the occupancy and exclusive use of tenants, including basements and mezzanines; measured from the center of joint partitioning to the outside wall surfaces. (*Dictionary*)

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Gross Living Area (GLA) - Residential

Total area of finished, above-grade residential area; calculated by measuring the outside perimeter of the structure and includes only finished, habitable, above-grade living space. (Finished basements and attic areas are not generally included in total gross living area. Local practices, however, may differ.) (*Dictionary*)

Highest & Best Use

The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity. The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an asset's existing use or for some alternative use. This is determined by the use that a market participant would have in mind for that asset when formulating the price that it would be willing to bid (IVS). (*Dictionary*)

Hypothetical Condition

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. (*USPAP*)

Income Capitalization Approach

In the income capitalization approach, an appraiser analyzes a property's capacity to generate future benefits and capitalizes the income into an indication of present value. The principle of anticipation is fundamental to this approach. Techniques and procedures from this approach are used to analyze comparable sales data and to measure obsolescence in the cost approach. (*14th Edition*)

Incurable Functional Obsolescence

An element of depreciation; a defect caused by a deficiency or superadequacy in the structure, materials, or design that cannot be practically or economically corrected as of the effective date of the appraisal. (*Dictionary*)

Indirect Costs

Expenditures or allowances for items other than labor and materials that are necessary for construction, but are not typically part of the construction contract. Indirect costs may include administrative costs, professional fees, financing costs and the interest paid on construction loans, taxes and the builder's or developer's all-risk insurance during construction, and marketing, sales, and lease-up costs incurred to achieve occupancy or sale. Also called *soft costs*. (*Dictionary*)

Insurable Replacement Cost

The cost estimate, at current prices as of the effective date of valuation, of a substitute for the building being valued, using modern materials and current standards, design and layout for insurance coverage purposes guaranteeing that damaged property is replaced with a new property (i.e., depreciation is not deducted). (*Dictionary*)

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Interim Use

The temporary use to which a site or improved property is put until a different use becomes maximally productive. (*Dictionary*)

Investment Value

The value of a property to a particular investor or class of investors based on the investor's specific requirements. Investment value may be different from market value because it depends on a set of investment criteria that are not necessarily typical of the market. (*Dictionary*)

Liquidation Value

The most probable price that a specified interest in real property should bring under the following conditions:

1. Consummation of a sale within a short time period.
2. The property is subjected to market conditions prevailing as of the date of valuation.
3. Both the buyer and seller are acting prudently and knowledgeably.
4. The seller is under extreme compulsion to sell.
5. The buyer is typically motivated.
6. Both parties are acting in what they consider to be their best interests.
7. A normal marketing effort is not possible due to the brief exposure time.
8. Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto.

9. The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

This definition can also be modified to provide for valuation with specified financing terms. (*Dictionary*)

Leased Fee Interest

The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversion right when the lease expires. (*Dictionary*)

Leasehold Interest

The right held by the lessee to use and occupy real estate for a stated term and under the conditions specified in the lease. (*Dictionary*)

Legally Nonconforming Use

A use that was lawfully established and maintained, but no longer conforms to the use regulations of its current zoning; also known as a *grandfathered use*. (*Dictionary*)

Market Area

The geographic region from which a majority of demand comes and in which the majority of competition is located. Depending on the market, a market area may be further subdivided into components such as primary, secondary, and tertiary market areas. (*Dictionary*)

Market Rent

The most probable rent that a property should bring in a competitive and open market reflecting all conditions and restrictions of the lease agreement, including permitted uses, use restrictions, expense obligations, term, concessions, renewal and purchase options, and tenant improvements (TIs). (*14th Edition*)

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Market Study

An analysis of the market conditions of supply, demand, and pricing for a specific property type in a specific area. (*Dictionary*)

Market Value (Interagency Guidelines)

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and acting in what they consider their own best interests;
3. a reasonable time is allowed for exposure in the open market;
4. payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

(Interagency Appraisal and Evaluation Guidelines, December 10, 2010, Federal Register, Volume 75 Number 237, Page 77472)

Marketability Analysis

The study of how a specific property is expected to perform in a specific market. A marketability analysis expands on a market analysis by addressing a specific property. (*Dictionary*)

Neighborhood Analysis

The objective analysis of observable or quantifiable data indicating discernible patterns of urban growth, structure, and change that may detract from or enhance property values; focuses on four sets of considerations that influence value: social, economic, governmental, and environmental factors. (*Dictionary*)

Net Operating Income (NOI)

The actual or anticipated net income that remains after all operating expenses are deducted from effective gross income but before mortgage debt service and book depreciation are deducted. Note: This definition mirrors the convention used in corporate finance and business valuation for EBITDA (earnings before interest, taxes, depreciation, and amortization). (*14th Edition*)

Obsolescence

One cause of depreciation; an impairment of desirability and usefulness caused by new inventions, changes in design, improved processes for production, or external factors that make a property less desirable and valuable for a continued use; may be either functional or external. (*Dictionary*)

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Off-site Costs

Costs incurred in the development of a project, excluding on-site costs such as grading and construction of the building and other improvements; also called *common costs* or *off-site improvement costs*. (*Dictionary*)

On-site Costs

Costs incurred for the actual construction of buildings and improvements on a particular site. (*Dictionary*)

Overage Rent

The percentage rent paid over and above the guaranteed minimum rent or base rent; calculated as a percentage of sales in excess of a specified breakeven sales volume. (*14th Edition*)

Overall Capitalization Rate (OAR)

The relationship between a single year's net operating income expectancy and the total property price or value. (*Dictionary*)

Parking Ratio

The ratio of parking area or parking spaces to an economic or physical unit of comparison. Minimum required parking ratios for various land uses are often stated in zoning ordinances. (*Dictionary*)

Potential Gross Income (PGI)

The total income attributable to property at full occupancy before vacancy and operating expenses are deducted. (*Dictionary*)

Potential Gross Income Multiplier (PGIM)

The ratio between the sale price (or value) of a property and its annual potential gross income. (*Dictionary*)

Present Value (PV)

The value of a future payment or series of future payments discounted to the current date or to time period zero. (*Dictionary*)

Prospective Opinion of Value

A value opinion effective as of a specified future date. The term does not define a type of value. Instead, it identifies a value opinion as effective at some specific future date. An opinion of value as of a prospective date is frequently sought in connection with projects that are proposed, under construction, or under conversion to a new use, or those that have not achieved sellout or a stabilized level of long-term occupancy. (*Dictionary*)

Qualitative Adjustment

An indication that one property is superior, inferior, or the same as another property. Note that the common usage of the term is a misnomer in that an adjustment to the sale price of a comparable property is not made. Rather, the indication of a property's superiority or inferiority to another is used in relative comparison analysis, bracketing, and other forms of qualitative analysis. (*Dictionary*)

Quantitative Adjustment

A numerical (dollar or percentage) adjustment to the indicated value of the comparable property to account for the effect of a difference between two properties on value. (*Dictionary*)

Rentable Area

The amount of space on which the rent is based; calculated according to local practice. (*Dictionary*)

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Replacement Cost

The estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design, and layout. (*Dictionary*)

Reproduction Cost

The estimated cost to construct, at current prices as of the effective date of the appraisal, an exact duplicate or replica of the building being appraised, using the same materials, construction standards, design, layout, and quality of workmanship and embodying all the deficiencies, superadequacies, and obsolescence of the subject building. (*Dictionary*)

Retrospective Value Opinion

A value opinion effective as of a specified historical date. The term *retrospective* does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., "retrospective market value opinion." (*Dictionary*)

Sales Comparison Approach

The process of deriving a value indication for the subject property by comparing sales of similar properties to the property being appraised, identifying appropriate units of comparison, and making adjustments to the sale prices (or unit prices, as appropriate) of the comparable properties based on relevant, market-derived elements of comparison. The sales comparison approach may be used to value improved properties, vacant land, or land being considered vacant when an adequate supply of comparable sales is available. (*Dictionary*)

Scope of Work

The type and extent of research and analysis in an appraisal or appraisal review assignment. Scope of work includes, but is not limited to:

The extent to which the property is identified;

The extent to which tangible property is inspected;

The type and extent of data researched; and

The type and extent of analysis applied to arrive at opinions or conclusions. (*USPAP*)

Shopping Center Types

Neighborhood Shopping Center: The smallest type of shopping center, generally with a gross leasable area of between 30,000 and 100,000 square feet. Typical anchors include supermarkets. Neighborhood shopping centers offer convenience goods and personal services and usually depend on a market population support of 3,000 to 40,000 people.

Community Shopping Center: A shopping center of 100,000 to 400,000 square feet that usually contains one junior department store, a variety store, discount or department store. A community shopping center generally has between 20 and 70 retail tenants and a market population support of 40,000 to 150,000 people.

Regional Shopping Center: A shopping center of 300,000 to 900,000 square feet that is built around one or two full-line department stores of approximately 200,000 square feet each plus small tenant spaces. This type of center is typically supported by a minimum population of 150,000 people.

Valuation Glossary

Valuation & Advisory Services

CONTACT DETAILS

DIR +1 206 695 4200

FAX +1 206 682 7938

Colliers International
601 Union Street
Suite 4800
Seattle, WA 98101

www.colliers.com

Shopping Center Types (cont.)

Super-Regional Center: A large center of 600,000 to 2.0 million square feet anchored by three or more full-line department stores. This type of center is typically supported by a population area of 300,000 people. (14th Edition)

Superadequacy

An excess in the capacity or quality of a structure or structural component; determined by market standards. (Dictionary)

Surplus Land

Land that is not currently needed to support the existing use but cannot be separated from the property and sold off for another use. Surplus land does not have an independent highest and best use and may or may not contribute value to the improved parcel. (Dictionary)

Tenant Improvements (TIs)

1. Fixed improvements to the land or structures installed for use by a lessee.
2. The original installation of finished tenant space in a construction project; subject to periodic change for succeeding tenants. (Dictionary)

Triple Net Lease

An alternative term for a type of net lease. In some markets, a net net net lease is defined as a lease in which the tenant assumes all expenses (fixed and variable) of operating a property except that the landlord is responsible for structural maintenance, building reserves, and management. Also called *NNN*, *triple net lease*, or *fully net lease*. (Dictionary)

Usable Area

The area that is actually used by the tenants measured from the inside of the exterior walls to the inside of walls separating the space from hallways and common areas. (Dictionary)

Useful Life

The period of time over which a structure or a component of a property may reasonably be expected to perform the function for which it was designed. (Dictionary)

Vacancy and Collection Loss

A deduction from potential gross income (PGI) made to reflect income deductions due to vacancies, tenant turnover, and non-payment of rent; also called *vacancy and credit loss* or *vacancy and contingency loss*. (Dictionary)

Yield Capitalization

A method used to convert future benefits into present value by 1) discounting each future benefit at an appropriate yield rate, or 2) developing an overall rate that explicitly reflects the investment's income pattern, holding period, value change, and yield rate. (Dictionary)



P.J. Cusmano, MAI, MRICS

EXECUTIVE MANAGING DIRECTOR | FLORIDA REGION
Valuation & Advisory Services



pj.cusmano@colliers.com

EDUCATION AND QUALIFICATIONS

BS – Real Estate & Marketing, Florida State University, 1995

STATE CERTIFICATIONS

- Alabama
- Arkansas
- Florida
- Georgia
- Illinois
- Louisiana
- Mississippi
- North Carolina
- South Carolina
- Tennessee
- Texas

CONTACT DETAILS

MOB +1 813 431 8958
DIR +1 813 229 1599
FAX +1 813 224 9403

Colliers International
4830 W. Kennedy Blvd,
Suite 300
Tampa, Florida 33609

www.colliers.com

P.J. Cusmano, MAI, MRICS, is currently the Executive Managing Director of the Florida offices of Colliers International Valuation & Advisory Services located in Tampa, FL. Mr. Cusmano has been actively engaged in real estate valuation and counseling since 1996. He has prepared appraisal reports for a wide variety of clients. His experience includes analysis and appraisal of all types of real estate, including residential, retail, office, agricultural, industrial, and special purpose properties, among others.

Mr. Cusmano has extensive specialized expertise in multifamily properties, specifically conventional apartment communities, affordable housing communities, condominium and townhouse projects, and student housing. Aside from conventional financing, he has experience with various specialized financing programs utilized for these projects including FNMA DUS, Freddie Mac, Low Income Housing Tax Credits (LIHTC), SAIL loans, HUD/MAP, FHA and USDA Section 538 programs.

EXPERIENCE

1996 – Sheets, Hendrickson & Associates, Associate Appraiser

1996-2015 Integra Realty Resources – Tampa Bay, Managing Director/Principal

2015 – Present Colliers International Valuation & Advisory Services, Managing Director – Central Florida

PROFESSIONAL AFFILIATIONS AND ACCREDITATIONS

2007 – MAI, Designated Member, Appraisal Institute

APPRAISAL INSTITUTE COURSES

- USPAP – 7-Hour National Update
- Fundamentals of Going Concerns
- Analyzing Operating Expenses
- Appraiser as Expert Witness: Preparation & Testimony
- Business Practices & Ethics
- Hotel Appraising: New Techniques for Today's Uncertain Times
- Introduction to Valuation for Financial Reporting
- Analyzing Distressed Real Estate
- Maintaining Control: Deal with Client Pressure
- Scope of Work: Expanding your Range of Services
- Market Analysis and the Site-to-do-Business
- Real Estate Finance, Value, & Investment Performance
- Uniform Appraisal Standards for Federal Land Acquisitions
- Standards of Professional Practice, Parts A & B
- Advanced Applications
- Highest & Best Use and Market Analysis
- Report Writing and Valuation Analysis
- Advanced Income Capitalization
- Valuation of Detrimental Conditions
- Partial Interest Valuation – Divided
- Appraisal of Local Retail Properties
- Small Hotel/Motel Valuation

P.J. Cusmano, MAI, MRICS

MANAGING DIRECTOR | CENTRAL FLORIDA
Valuation & Advisory Services

pj.cusmano@colliers.com

CONTACT DETAILS

MOB +1 813 431 8958
DIR +1 813 229 1599
FAX +1 813 224 9403

Colliers International
4830 W. Kennedy Blvd,
Suite 300
Tampa, Florida 33609

www.colliers.com

REPRESENTATIVE CLIENTS AND PROJECTS

Bank of America

BMO Harris

Berkadia

Citizens Bank

City of Tampa

Community Trust Bank

Dougherty Mortgage

Grandbridge

Jones Lang Lasalle

KeyBank

Northmarq

Regions Bank

Southwest Florida Water Management District

Walker & Dunlop



RICK SCOTT, GOVERNOR

JONATHAN ZACHEM, SECRETARY



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA REAL ESTATE APPRAISAL BD

THE CERTIFIED GENERAL APPRAISER HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

CUSMANO, PHILIP JOSEPH

550 NORTH REO STREET #220
TAMPA FL 33609

LICENSE NUMBER: RZ2436

EXPIRATION DATE: NOVEMBER 30, 2020

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Kevin Branton

SENIOR VALUATION SPECIALIST
Valuation & Advisory Services



kevin.branton@colliers.com

EDUCATION AND QUALIFICATIONS

University of West Florida,
Bachelor of Arts,
Psychology / Business

STATE CERTIFICATION

Alabama

Florida

Mississippi

CONTACT DETAILS

MOB +1 850 460 1202

DIR +1 850 269 6861

Colliers International
495 Grand Boulevard
Suite 238
Miramar Beach, FL 32550

www.colliers.com

Kevin Branton has been actively employed in the commercial real estate appraisal business since the beginning of 2008, with services provided in over 20 states from Washington to Washington DC.

Primary experience encompasses a wide variety of property types including suburban and CBD office (professional/medical), retail (shipping centers/free-standing), industrial (parks/free-standing), and multi-family (apartments/manufactured home parks) as well as special purpose properties such as self-storage facilities. Kevin has developed a special expertise in the valuation of investment grade properties for clients such as TA Associates Realty, CalPERS, and Inland Real Estate Corporation. Experience also includes insurable value studies, feasibility studies, rent analysis and market studies of commercial, industrial and residential investment properties.

EXPERIENCE

9/13-Present – Senior Valuation Specialist, Colliers International Valuation & Advisory Services (Miramar Beach {Destin}, FL)

6/11-9/13 - Appraiser, CBRE, Inc.
(Chicago, IL)

1/08-6/11 - Valuation Analyst, Colliers International Valuation & Advisory Services
(Chicago, IL)

PROFESSIONAL AFFILIATIONS

Candidate for Designation Member of the Appraisal Institute

APPRAISAL INSTITUTE COURSES

Appraisal Principles

Appraisal Procedures

National Uniform Standards of Professional Appraisal Practice (USPAP) Course

Business Practices and Ethics

Real Estate Finance, Statistics, and Valuation Modeling

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Approach Part 1

General Appraiser Income Approach Part 2

General Appraiser Report Writing and Case Studies

Completed the Demonstration Report



RICK SCOTT, GOVERNOR

JONATHAN ZACHEM, SECRETARY



**STATE OF FLORIDA
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FLORIDA REAL ESTATE APPRAISAL BD

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PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

BRANTON, KEVIN DALE

495 GRAND BOULEVARD
MIRAMAR BEACH FL 32550

LICENSE NUMBER: RZ3596

EXPIRATION DATE: NOVEMBER 30, 2020

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Anthony Fontanazza

VALUATION SPECIALIST
Valuation & Advisory Services



anthony.fontanazza@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelors of Science in Real Estate, Florida State University - 2009

STATE CERTIFICATION

Florida

CONTACT DETAILS

MOB +1 954 347 3096
DIR +1 305 359 3690
FAX +1 786 735 3178

Colliers International
801 Brickell Avenue
Suite 850
Miami, FL 33131

www.colliers.com

Mr. Fontanazza holds a Bachelor of Science in Real Estate from Florida State University. He is presently licensed in the State of Florida. Property types include, but are not limited to: retail, professional and medical office, industrial, self-storage, automotive dealerships, gas stations, multi-family, and an assortment of vacant land use types. Clientele range from individual owners to institutional grade asset investors.

EXPERIENCE

Colliers International Valuation & Advisory Services – Valuation Specialist
September 2015 – Present

Capstone Valuation Advisors
Senior Appraiser
January 2013 – August 2015

Integra Realty Resources – Valuation Analyst
May 2012 – January 2013

Colliers International Valuation & Advisory Services (Previously FirstService PGP)
Valuation Analyst - April 2010 – April 2012

PROFESSIONAL AFFILIATIONS AND ACCREDITATIONS

State-Certified General Real Estate Appraiser RZ3716 (Florida)

APPRAISAL INSTITUTE COURSES

National USPAP Standards

Appraisal Procedures

Appraisal Principals Florida Law

OTHER RELATED COURSES

FIN 3244 Financial Markets

REE 3043 – Real Estate Decision Making

FIN 3403 Financial Management

MAN 3600 Multinational Business Operations

REE4103 Real Estate Appraisal

REE 4143 Real Estate Market Analysis

REE 4204 Real Estate Finance

REE 4313 Real Estate Feasibility

REE 4433 Real Estate Law



RICK SCOTT, GOVERNOR

JONATHAN ZACHEM, SECRETARY



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

FLORIDA REAL ESTATE APPRAISAL BD

THE CERTIFIED GENERAL APPRAISER HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

FONTANAZZA, ANTHONY

601 BRICKELL KEY DRIVE, SUITE 603
MIAMI FL 33131

LICENSE NUMBER: RZ3716

EXPIRATION DATE: NOVEMBER 30, 2020

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Valuation & Advisory Services

Services Offered

Single Asset Valuation
Portfolio Valuation
Institutional Asset Valuation
Loan Pool Valuation
Appraisal Review
Appraisal Management
Lease and Cost Analysis
Insurance Valuation
Arbitration & Consulting
Feasibility Studies
Investment Analysis
Highest and Best Use Studies
Tax Appeals
Litigation Support
Segregated-Cost Analysis

Experience That Counts

Office
Industrial
Retail
Multifamily
Mixed-Use Properties
Senior Housing
Land
Self-Storage
Manufactured Housing
Net Lease
Hospitality
Health Care
Subdivisions
Embassies & Consulates
GSA Properties
Special Use Properties
Telecommunications

Real estate valuations play a pivotal role in today's business climate. An accurate and well supported opinion of property value can mean the difference between reaching a critical goal—securing a loan, closing a sale, reporting to investors, choosing the best asset—or failing to achieve it altogether.

Colliers Valuation & Advisory Services' reports are designed to deliver insight into a property's fundamentals, its competition and the overall market dynamics affecting value. A solid valuation report can be a strategic asset for investors, lenders and owners, provided that it addresses both a property's unique characteristics and the most current market conditions.

Commitment to high-end client service, coupled with Colliers International's unparalleled market intelligence and resources, differentiates us as the firm of choice in the real estate industry.

PROFESSIONALS

Our professionals share a commitment to deliver the highest level of service and consistent results. We go the extra mile for our clients, whether this means meeting a tight deadline or working with a complex and challenging property.

TECHNOLOGY

Our unmatched report creation technology speeds appraisals through the pipeline. This secure, centralized production system generates a wide range of reports and high volume portfolio orders without delays.

INFORMATION

Today's business climate places valuation in a more pivotal position than ever before. All our appraisals are evaluated and approved by an experienced review team to ensure our clients receive concise and timely appraisals. With clear, prompt reporting and a comprehensive, big picture approach, Colliers International's Valuation and Advisory reports give our clients the information they need to make better business decisions.

VALUATION & ADVISORY KEY CONTACTS & OFFICES

ALBUQUERQUE

Conner Marshall MAI
Sr. Valuation Services Director
Conner.Marshall@colliers.com
+1 505 880 7053

AUSTIN

Brian Biggs CPA, MAI
Valuation Service Director
Brian.Biggs@colliers.com
+1 512 539 3007

ATLANTA

Leamon Holliday MAI
Managing Director
Leamon.Holliday@colliers.com
+1 404 892 3526

BALTIMORE

Zachary Smith MAI
Associate Managing Director
Zachary.Smith@colliers.com
+1 443 602 8985

BOISE

Andrew Boespflug MAI
Sr. Valuation Services Director
Andrew.Boespflug@colliers.com
+1 208 472 2853

BOSTON

Corey Gustafson MAI
Managing Director
Corey.Gustafson@colliers.com
+1 617 330 8070

BUFFALO

James Murrett MAI, SRA
Executive Managing Director
Jim.Murrett@colliers.com
+1 716 312 7790

CHARLOTTE

Chris Johnson MAI, SRA, ASA
Managing Director
Christopher.Johnson@colliers.com
+1 704 409 2374

CHICAGO

Nancy Myers MAI
Managing Director
Nancy.Myers@colliers.com
+1 312 602 6159

CINCINNATI

Steven Hodge MAI
Managing Director
Steven.Hodge@colliers.com
+1 513 562 2214

COLUMBUS

Bruce Nell MAI, AI-GRS, MRICS
EMD | National Practices
Bruce.Nell@colliers.com
+1 614 437 4687

DALLAS

Thomas Bogdon MAI, R/W-AC, MRICS
EMD | Southcentral Region
Thomas.Bogdon@colliers.com
+1 214 217 9338

DENVER

Jonathan Fletcher MAI
Managing Director
Jon.Fletcher@colliers.com
+1 303 779 5500

DESTIN

Kevin Branton
Senior Valuation Specialist
Kevin.Branton@colliers.com
+1 904 861 1150

DETROIT

David Abraham MAI, SRA
Managing Director
David.Abraham@colliers.com
+1 248 226 1872

FAYETTEVILLE

Curt Smith MAI
Valuation Services Director
Curt.Smith@colliers.com
+1 479 202 5932

FRESNO

John Larson MAI
Sr. Valuation Services Director
John.Larson@colliers.com
+1 559 221 1271

GRAND RAPIDS

William Loker
Managing Director
William.Loker@colliers.com
+1 616 988 5843

HAWAIIAN ISLANDS

Bobby Hastings MAI, MRICS
Managing Director
Bobby.Hastings@colliers.com
+1 808 200 5603

HOUSTON

Chris Stallings MAI, CCIM, MRICS
Managing Director
Chris.Stallings@colliers.com
+1 713 835 0088

INDIANAPOLIS

Nancy Myers MAI
Managing Director
Nancy.Myers@colliers.com
+1 312 602 6159

IRVINE

John Park MAI
Sr. Valuation Services Director
John.Park@colliers.com
+1 213 532 3249

JACKSONVILLE

Patrick Phipps MAI
Managing Director
Patrick.Phipps@colliers.com
+1 904 861 1114

KANSAS CITY

Alex Hoenig MAI
Valuation Services Director
Alex.Hoenig@colliers.com
+1 816 419 3561

LAS VEGAS

Evan Raney MAI, ASA, FRICS
Managing Director
Evan.Raney@colliers.com
+1 702 836 3749

LITTLE ROCK

Joshua Smith MAI, MRICS
Managing Director
Joshua.Smith@colliers.com
+1 501 219 8546

LOS ANGELES

Casey Merrill MAI, ASA, FRICS
EMD | Southwest Region
Casey.Merrill@colliers.com
+1 213 417 3315

MIAMI

Ralph Peña, III MAI
Managing Director
Ralph.Pena@colliers.com
+1 786 517 4855

MILWAUKEE

Ryan Sikorski MAI, CFA
Valuation Services Director
Ryan.Sikorski@colliers.com
+1 414 727 9800

MINNEAPOLIS

Karen Dabek MAI
Sr. Valuation Services Director
Karen.Dabek@colliers.com
+1 312 602 6158



NASHVILLE

Patrick Gibson MAI, CCIM
Managing Director
Patrick.Gibson@colliers.com
+1 615 610 4728

NEW ORLEANS

Jason Lindsey MAI
Valuation Services Director
Jason.Lindsey@colliers.com
+1 504 717 1926

NEW YORK

Tony O'Sullivan MAI, MRICS
Managing Director
Tony.OSullivan@colliers.com
+1 212 207 8057

NEW YORK (UPSTATE)

Anthony Palma MRICS
Sr. Valuation Services Director
Anthony.Palma@colliers.com
+1 518 788 8108

ONTARIO

Casey Merrill MAI, ASA, FRICS
EMD | Southwest Region
Casey.Merrill@colliers.com
+1 213 417 3315

ORLANDO

PJ Cusmano MAI, MRICS
EMD | Florida Region
PJ.Cusmano@colliers.com
+1 813 229 1599

PHILADELPHIA

Albert Crosby MAI
Associate Managing Director
Albert.Crosby@colliers.com
+1 215 928 7526

PHOENIX

Michael Brown
Associate Managing Director
Michael.Brown@colliers.com
+1 602 222 5166

PITTSBURGH

Bruce Nell MAI, AI-GRS, MRICS
EMD | National Practices
Bruce.Nell@colliers.com
+1 614 437 4687

PORTLAND/VANCOUVER

Jeremy Snow MAI
Managing Director
Jeremy.Snow@colliers.com
+1 503 542 5409

RALEIGH

Matthew Mashburn MAI
Valuation Services Director
Matt.Mashburn@colliers.com
+1 919 500 4812

RENO

Jeffrey Shouse MAI, CRE
EMD | National Practices
Jeff.Shouse@colliers.com
+1 916 724 5531

RICHMOND

Michael Miller MAI, FRICS
EMD | Mid-Atlantic Region
Michael.G.Miller@colliers.com
+1 804 289 2168

SACRAMENTO

Jeffrey Shouse MAI, CRE
EMD | National Practices
Jeff.Shouse@colliers.com
+1 916 724 5531

SALT LAKE CITY

John Blaser MAI
Valuation Services Director
John.Blaser@colliers.com
+1 385 249 5440

SAN DIEGO

Rob Detling MAI
Managing Director
Rob.Detling@colliers.com
+1 858 860 3852

SAN FRANCISCO

Vathana Duong MAI
Managing Director
Vathana.Duong@colliers.com
+1 415 788 3100

SAN JOSE

Jeffrey Shouse MAI, CRE
EMD | National Practices
Jeff.Shouse@colliers.com
+1 916 724 5531

SARASOTA

Justin Butler MAI
MD | Healthcare Valuation
Justin.Butler@colliers.com
+1 941 923 8588

SEATTLE

Reid Erickson MAI
EMD | Northwest Region
Reid.Erickson@colliers.com
+1 206 965 1106

ST. LOUIS

Jeremy R. Walling MAI, MRICS
Executive Vice President
Jeremy.Walling@colliers.com
+1 312 371 4920

TAMPA

PJ Cusmano MAI, MRICS
EMD | Florida Region
PJ.Cusmano@colliers.com
+1 813 229 1599

WASHINGTON DC

David Wilk CRE, MAI, FRICS
Managing Director
David.Wilk@colliers.com
+1 202 534 3603

NATIONAL CLIENT SERVICES

Jerry P. Gisclair MAI, MRICS
EMD | National Client Services
Jerry.Gisclair@colliers.com
+1 813 871 8531

NATIONAL OPERATIONS

Morgan Turnbow MAI, MRICS
EMD | National Operations
Morgan.Turnbow@colliers.com
+1 212 355 1029

US LEADERSHIP

Jeremy R. Walling MAI, MRICS
Executive Vice President
Jeremy.Walling@colliers.com
+1 312 371 4920

AMERICAS LEADERSHIP

Eduardo Alegre MAI, MRICS
President | Americas
Ed.Alegre@colliers.com
+1 714 496 9400