

# Project Opportunity Analysis

## Gentle Woods

Jacksonville, FL | Jacksonville MSA

*Prepared for: Southern Impression Homes*



November 18, 2024

 **JOHN BURNS**  
RESEARCH & CONSULTING

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## Project Details

- Client** Southern Impression Homes
- Subject** “Gentle Woods”, a 108-unit stacked-flat rental housing community
- Location** Jammes Road and 120th Street, Jacksonville FL 32244  
Duval County | Jacksonville MSA
- Study Period** September 2024

## Objective

Evaluate market-appropriate lease rates (including base rents, premiums, concessions, and fees), forecast rental demand by age and income, estimate absorption during initial lease-up, evaluate the proposed unit mix, and provide commentary on community features and services.

## Methodology

- Subject** Review all Subject information provided by the client, including base pricing, amenities, and unit mix
- Market** Compile and analyze locational attributes and demographic trends within the Jacksonville MSA and local market area.
- Comps** Compile and analyze information on comparable rental communities within the local market area. This includes an in-person survey of key comparables.

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# Key Assumptions

## We assume the Subject will have:

- unit sizes, types, and features as described in this report;
- the same general quality and appeal as the comparable rental communities;
- “market appropriate” entrance, monumentation, landscaping, and unit finishes in line with Pointe Grande and The Kensley;
- advertising and marketing efforts generating qualified shopper traffic;
- a virtual leasing program with an online presence that allows tenants to tour floorplans and dialogue with a leasing agent;
- an on-site leasing office open seven days a week at the start of lease-up with experienced leasing agent(s) familiar with the local market;
- at least one fully decorated and furnished model home during lease-up;
- professional on-site property management and on-site maintenance during lease-up; and
- move-in ready rental units by October 2024;

Failure to meet these conditions could adversely impact achievable revenue and absorption rates.

## *Level of Competition*

*Our pricing and absorption recommendations assume competition during the Subject’s lease-up will be similar to today’s competition. [Limiting Conditions](#)*

Gentle Woods currently lacks permanent signage and monumentation on Jammes Road, which impacts its visibility. Comparables achieving the highest levels of absorption in the competitive set feature landscaped community entrances that create a sense of arrival. Improving the visibility of the Subject through additional signage and monumentation will help establish a more prominent presence and enhance its appeal to prospective tenants.

- **Our recommended rental rates and absorption assume an on-site leasing office during the lease-up period. We believe that increased signage and permanent monumentation would enhance the Subject’s visibility to potential renters, commanding higher rents.**
- Marketing strategy can also impact achievable rents and absorption rates. We recommend marketing efforts consistent with typical Class-A multifamily strategies, where the Subject is marketed as a community with a furnished model and a leasing office. We assume an aggressive pre-leasing campaign with responsive, professional leasing agents on-site seven days a week during lease-up.



# Executive Summary

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**We recommend average ‘present-day’ base rents of \$1,303 (\$1.36 per square foot) and target an average lease up rate of 7 units/month.**

**Gentle Woods**



<b>Product Type</b>	Stacked Flat
<b>Parking</b>	SUR
<b>Total Unit Mix</b>	108
<b>Unit Sq. Ft. Range</b>	811 - 1,123 Sq. Ft.
<b>Avg. Sq. Ft</b>	956
<b>Base Rent</b>	\$1,303   \$1.36/Sq. Ft.
<b>Avg. Premium</b>	\$30
<b>Base + Premiums</b>	\$1,333   \$1.39/Sq. Ft.
<b>Avg. Concession</b>	(\$109)
<b>Effective Rent</b>	\$1,225   \$1.28/Sq. Ft.
<b>Avg. Mandatory Fees</b>	\$80
<b>Eff.+ Mand. Fees</b>	\$1,305   \$1.36/Sq. Ft.
<b>Avg. Income to Qualify</b>	\$46.9K
<b>Lease Start Date</b>	Oct 2024
Leases/Mo.	7
<b>Lease Up (Mos)</b>	14
<b>Stabilization Date</b>	Dec 2025

**Product**

The Subject is a 108-unit stacked flat rental community. The Subject consists of 27 buildings, each with four units. The community features surface parking and no amenities. Floorplans range from one to three bedrooms. The Client provided the product type and floorplan details. We suggest and assume in our recommendations that the Subject will have an on-site leasing agent during initial lease-up. Upon stabilization, we assume leasing and management will be off-site/remote. Overall, the product program and community design is appropriate for the submarket.

**Competitive Landscape**

Our competitive analysis includes comparable apartments with stacked flat and garden-style rental units. Most new apartments in the competitive market area feature Class-A amenities, superior to the Subject. We also included older rental communities with a similar stacked-flat product and renovated interior finishes. The Subject has good access to nearby conveniences and multiple I-295 interchanges. Our rent recommendations position the Subject appropriately in the market relative to comparable rental communities.

**Demand**

Our demand model estimates 60K market rate renter households in Duval County today and 6.6K market rate renter households in the competitive market area (5-mile radius of the Subject). We project growth of 158 households annually in the competitive market area through 2029. Renter growth is expected to be concentrated among households earning \$50K to \$100K, which bodes well for potential demand and rent growth at the Subject. We expect a mix of young singles and couples, mature singles and couples, and renters with roommates to fuel demand for the Subject.

**Visibility**

To enhance the Subject’s visibility and appeal, we recommend installing permanent signage and monumentation at its entrance. Additional signage on Jammes Road will further promote the Subject’s presence. Our suggested base rental rates and absorption are based on the assumption of the presence of an on-site leasing office during the lease-up period. By establishing a more prominent presence with increased signage, Gentle Woods could attract more prospective tenants, achieve higher levels of absorption, and stand up to comparable apartment communities.



# Detailed Recommendations

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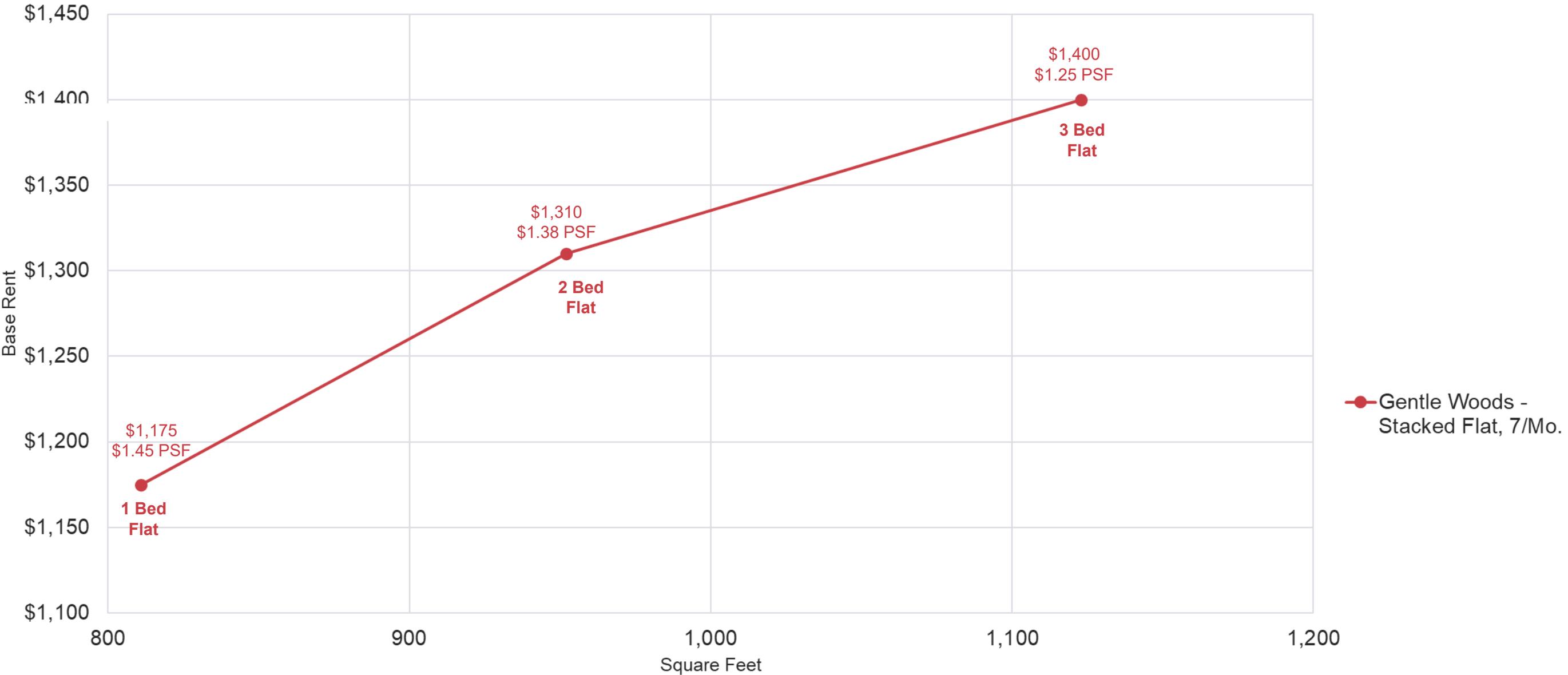
# Detailed Recommendations – Pricing

S1	Gentle Woods			Floor Plan						Rental Recommendations (Monthly)													
				% Mix	Mix	Sq. Ft.	Bed	Bath	Level	Pkg.	Type	Base Rent	Base / Sq. Ft.	Avg. Prem.	Base + Prem.	Base + Prem. / Sq. Ft.	Total Concess.	Eff. Rent	Eff. / Sq. Ft.	Mand. Fees	Income to Qualify		
<b>Product</b>	Stacked Flat	<b>Leasing Starts</b>	Oct-24	15%	16	811	1	1	1	SUR	Stacked Flat	\$1,175	\$1.45	\$30	\$1,205	\$1.49	(\$98)	\$1,107	\$1.37	\$80	\$42.3K		
		<b>Total Units</b>	108	70%	76	952	2	2	1	SUR	Stacked Flat	\$1,310	\$1.38	\$30	\$1,340	\$1.41	(\$109)	\$1,231	\$1.29	\$80	\$47.2K		
		<b>Target Abs. Rate</b>	7.0/mo	15%	16	1,123	3	2	1	SUR	Stacked Flat	\$1,400	\$1.25	\$30	\$1,430	\$1.27	(\$117)	\$1,313	\$1.17	\$80	\$50.4K		
<b>Floors</b>	2	<b>Stabilization</b>	95%																				
<b>Parking</b>	SUR	<b>Projected</b>	Dec 2025																				
<b>Utilities in Rent</b>	None																						
<b>Services in Rent</b>	None																						
<b>Appliances in Rent</b>	R, W, D																						
<b>Mand. Fee(s)</b>	Renters insurance, trash, HVAC air filters																						
<b>Total/Avg.</b>					108	956																	
												\$1,303	\$1.36	\$30	\$1,333	\$1.39	(\$109)	\$1,225	\$1.28	\$80	\$46.9K		

- **Product:** The Client provided the planned product program for the Subject. Gentle Woods consists of 108 stacked flats apartments. The Subject will offer floorplans ranging from one to three bedrooms. We conclude that the product program, and floor plan sizes are appropriate for the market. The Subject will not feature any community amenities or outdoor living space.
- **Base Rents:** We recommend weighted average base rents of \$1,303, or \$1.36 per square foot for the Subjects flats.
- **Premiums:** We recommend additional view/location premiums averaging \$30. Ground floor units will command premiums.
- **Concessions:** To generate leasing momentum, we recommend offering one month's free rent during the initial lease-up period and reevaluating incentives upon stabilization.

- **Renter-Paid Fees:** We assume monthly fees of \$80 at the Subject. Services provided will include trash, renter's insurance, and HVAC filter replacement. Optional fees include non-refundable pet deposits of \$250 and monthly pet rent of \$25.
- **Absorption Target:** We target an average lease-up rate of 7 units per month at the Subject. Our absorption is predicated on the planned product, amenities, recommended rents, concessions, the continued availability of units ready for occupancy, effective online promotion to drive traffic, professional on-site leasing agents, visible community signage and monumentation, the results of our rental demand model, and expected future supply.
- **Qualifying Income:** Qualifying incomes average \$46.9K based on a standard 3X income requirement.

# Detailed Recommendations – Pricing



Source; Client, John Burns Research and Consulting, LLC

# Detailed Recommendations – Forecasted Rent Appreciation and Absorption

Base Rent Appreciation Forecast							
Apartment Appreciation (Apt)					-0.6%	1.0%	2.9%
Property	Apprec.	Units	Average Base Rent	Remainder Dec-24	Dec-25	Dec-26	
S1	Gentle Woods	Apt Apprec.	108	\$1,303	\$1,296	\$1,309	\$1,346

Base Rent / Sq. Ft. Appreciation Forecast							
Property	Apprec.	Units	Avg. Base Rent / Sq. Ft.	Remainder Dec-24	Dec-25	Dec-26	
S1	Gentle Woods	Apt Apprec.	108	\$1.36	\$1.35	\$1.37	\$1.41

Potential Lease-Up							
Property	Starting Abs.	Stabilized Units	Lease-Up Starts	2024	2025	2026	
S1	Gentle Woods	7	102.6	Oct-24	21	82	-

### Rent Appreciation

The table shows JBREC’s rent trend forecast for apartments in the Jacksonville MSA. We forecast minor rent depreciation of -0.6% through the remainder of 2024, before forecasting 1.0% rent growth in 2025, 2.9% in 2026, and 3.5% in 2027.

### Absorption

We target an average monthly lease-up rate of 7 units per month (84 per year) for the Subject. We expect the community to reach stabilized occupancy (95%) by January 2026.

Source; Client, John Burns Research and Consulting, LLC

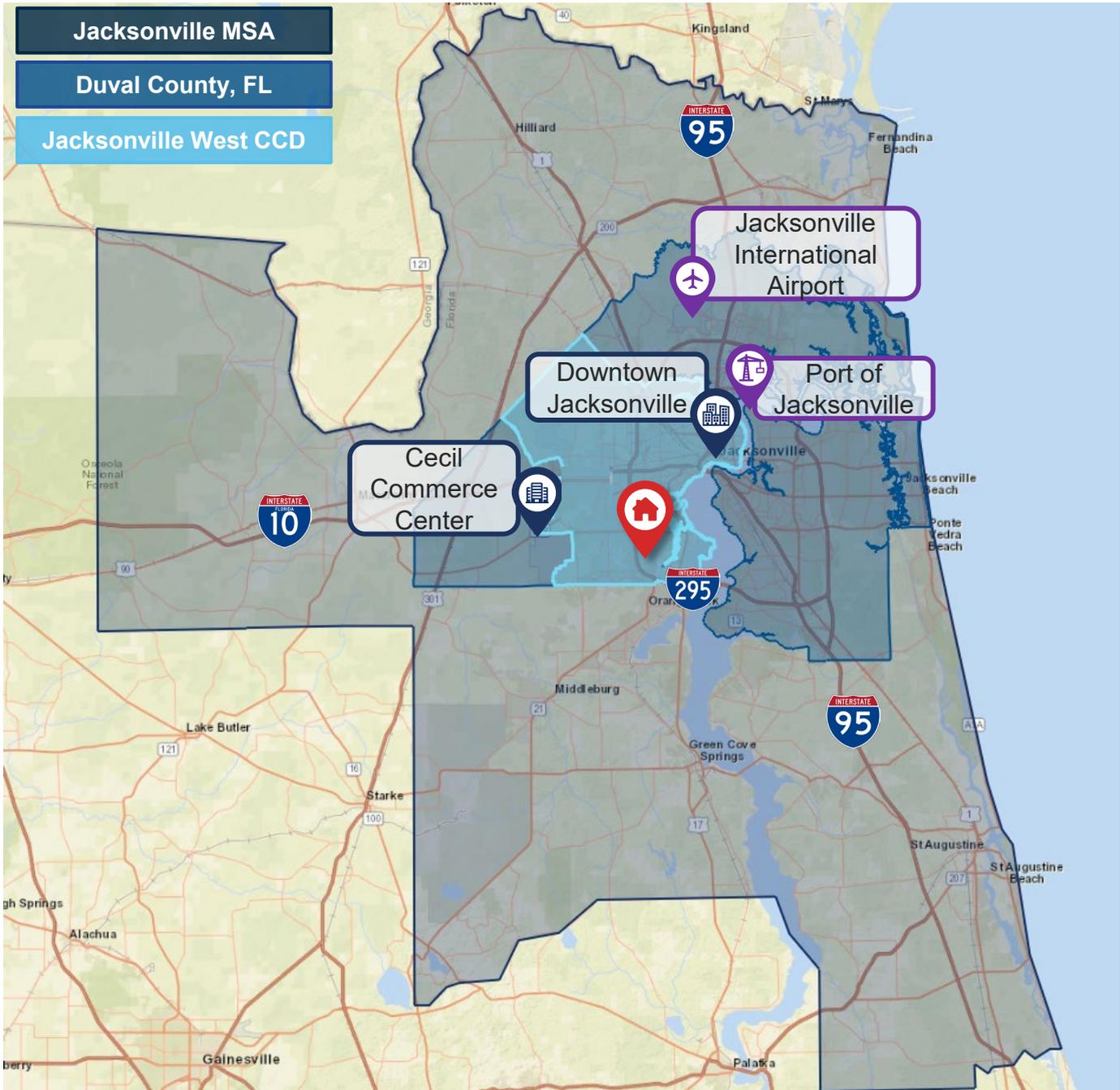


# Location & Property Analysis

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## The Subject will benefit from its proximity to Downtown Jacksonville and nearby employment centers.



The Subject is approximately 10 miles south of downtown Jacksonville and 28 miles south of Jacksonville’s International Airport.



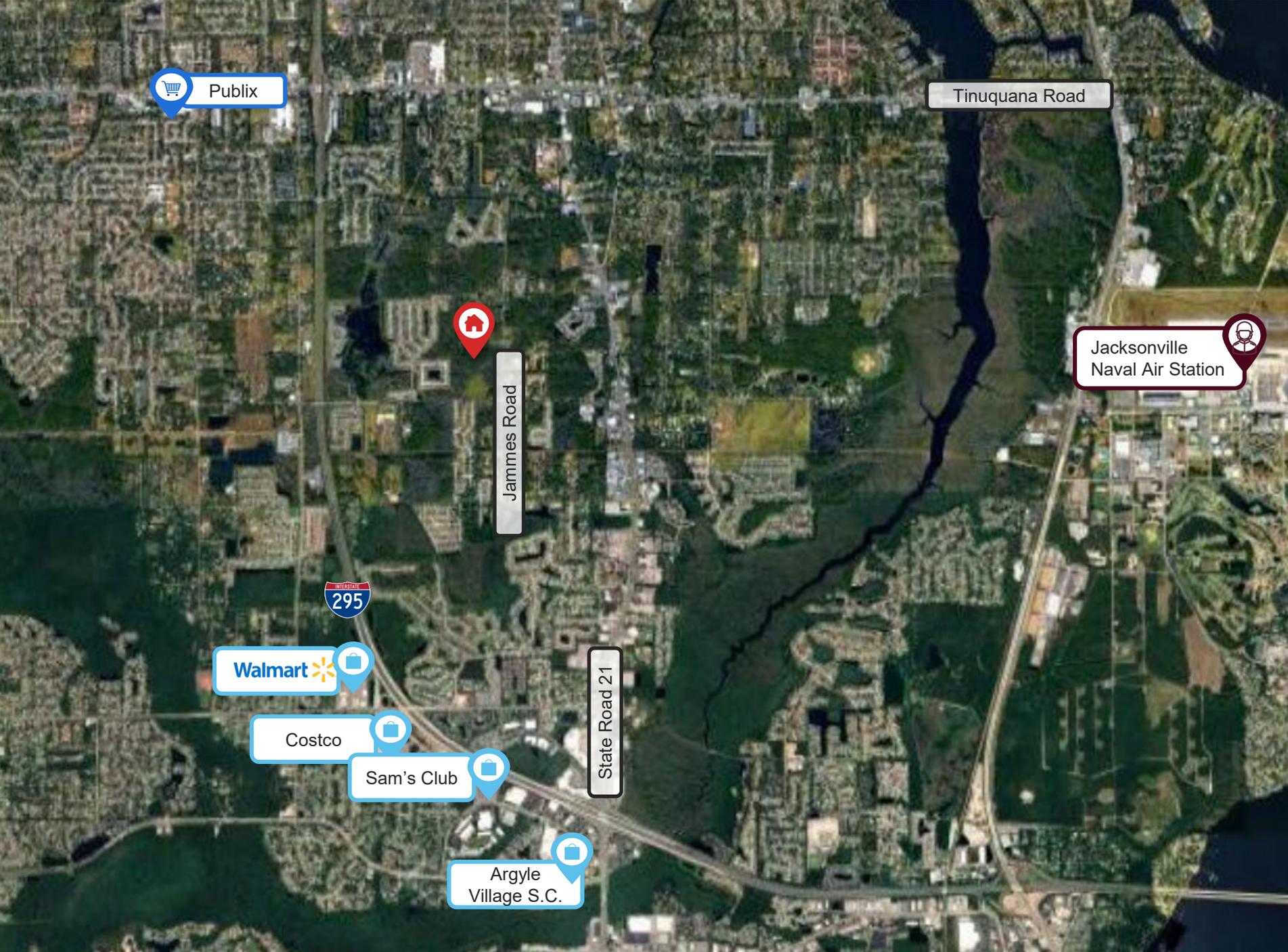
Located near downtown, the Port of Jacksonville (JAXPORT) is Florida’s largest container port and a primary economic driver for the Northwest Florida region.



Cecil Commerce Center, the largest aviation industrial park in the Southeastern United States, is located near the Subject and hosts several employers, including Amazon, Bridgestone, and Wayfair.

Source: ESRI, JBREC Market Research

# The Subject has good access to grocery, retail, and medical services.



Future residents at the Subject will benefit from its proximity to local and regional thoroughfares, including I-295, Tinquana Road, and State Road 21.

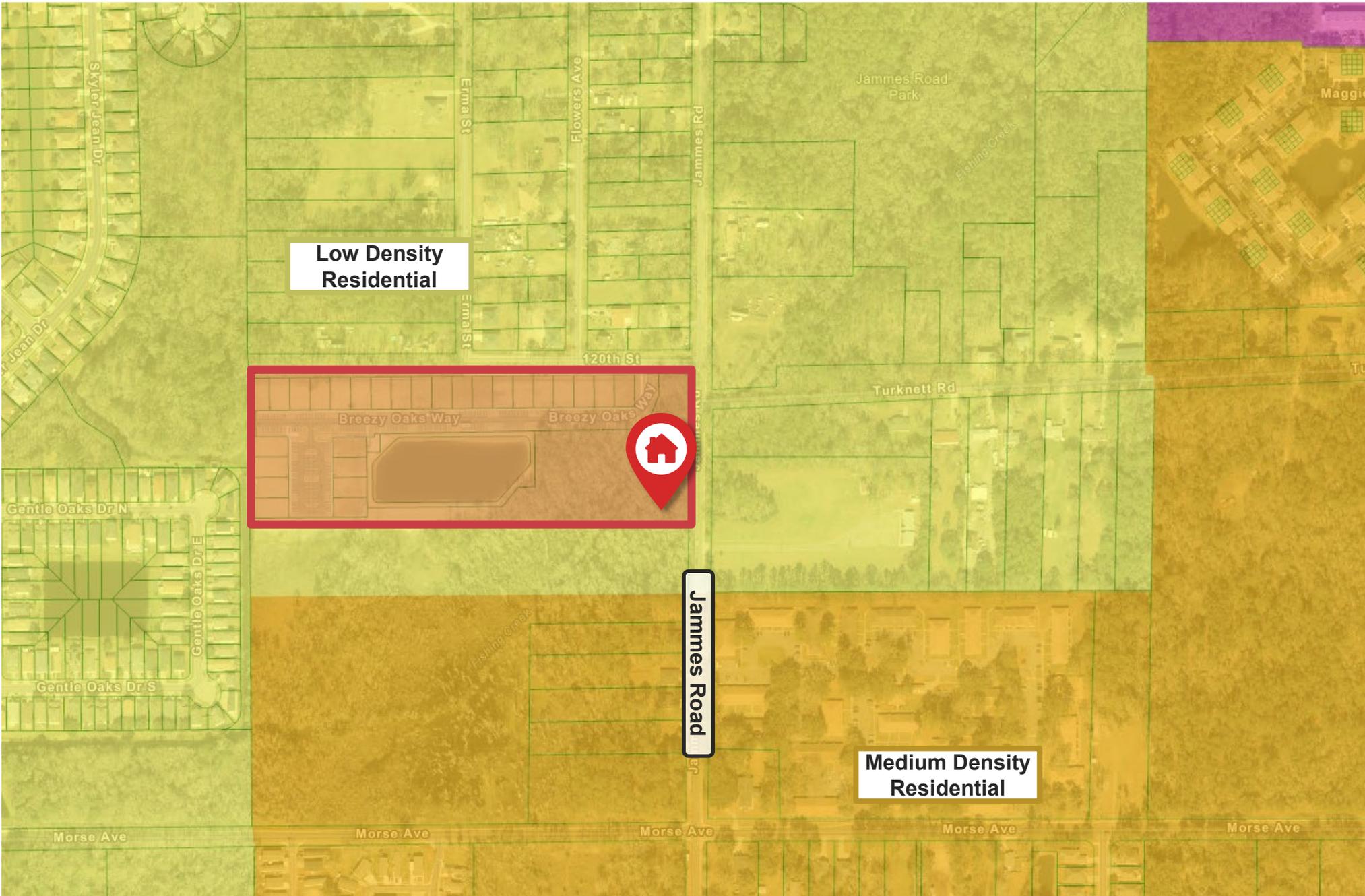
Daily conveniences, including grocery, healthcare, and commercial centers, can be conveniently reached within a 10-minute drive.

The Subject is within three miles of the nearest I-295 interchange at Tinquana Road. Major commercial centers are located south of the Subject on Collins Road and State Road 21.

National big box retailers, including Sam's Club, Walmart, Costco, Harbor Freight, and Best Buy are within a 10-minute drive of the Subject.

Source: Google Earth Imagery as of June 2023

# Surrounding land uses are all residential.



The Subject is surrounded by residential land uses. Low and medium density residential land can be found north and south of the Subject.

Access to the property is via a driveway on 120th Street, which connects to Jammes Road, a local collector road. The property does not have direct access to Jammes Road. Due to the residential nature of the area, traffic on Jammes Road is limited, and visibility to the site is restricted.

We recommend installing permanent signage and monumentation at the property to establish a more prominent presence and enhance its appeal to prospective tenants. Additionally, we suggest placing extra signage on Jammes Road to promote the property.

Source: Duval County Property Appraiser, Client

The Subject is seven miles west of the Jacksonville Naval Air Station, which helps drive leasing activity in the competitive market area.

Rank	2024 BAH Rates	
	With Dependents	Without Dependents
E1 - E4	\$2,046	\$1,626
E5	\$2,196	\$1,794
E6	\$2,268	\$1,905
E7	\$2,304	\$2,049
E8	\$2,346	\$2,217
E9	\$2,427	\$2,226
W1	\$2,283	\$2,004
W2	\$2,322	\$2,214
W3	\$2,379	\$2,232
W4	\$2,451	\$2,268
W5	\$2,541	\$2,310
O1E	\$2,307	\$2,193
O2E	\$2,367	\$2,223
O3E	\$2,460	\$2,253
O1	\$2,214	\$1,893
O2	\$2,265	\$2,148
O3	\$2,376	\$2,235
O4	\$2,568	\$2,295
O5	\$2,709	\$2,319
O6	\$2,727	\$2,355
O7	\$2,748	\$2,391

**BAH Rates**

The basic housing allowance at the Jacksonville Naval Air Station begins at \$1,626. The Subject’s base rents range from \$1,195 to \$1,420, making the Subject apartment affordable at every level.

**NAS Jax**

The Jacksonville Naval Air Station is one of the Navy’s fastest growing installations and the third largest in the US. The base has an estimated economic impact of \$2 billion annually and is one of the largest employers in the Jacksonville area. The base employs over 23,000.

The base has been active under different branches of the armed forces since 1909 and was acquired by the Navy in 1940. Originally established as a pilot training base, NAS Jax quickly evolved into one of the largest naval air stations in the world during World War II. The base played a crucial role in training naval aviators and supporting the war effort. Over the years, it has grown to include a variety of facilities, such as schools, hospitals, restaurants, and recreational areas, effectively becoming a small town.

Jacksonville is home to other significant military installations, including Naval Station Mayport and the Marine Corps Blount Island Command. These installations play a crucial role in the local economy. Collectively, they provide employment to thousands of active-duty personnel, reservists, and civilians. The combined economic impact of these military facilities is substantial, contributing billions of dollars annually to the region. For instance, the military presence in Duval County alone accounts for approximately \$12.1 billion in gross regional product and supports over 95,000 jobs.



Source: Google Earth, Jacksonville Naval Housing, Jacksonville.Gov

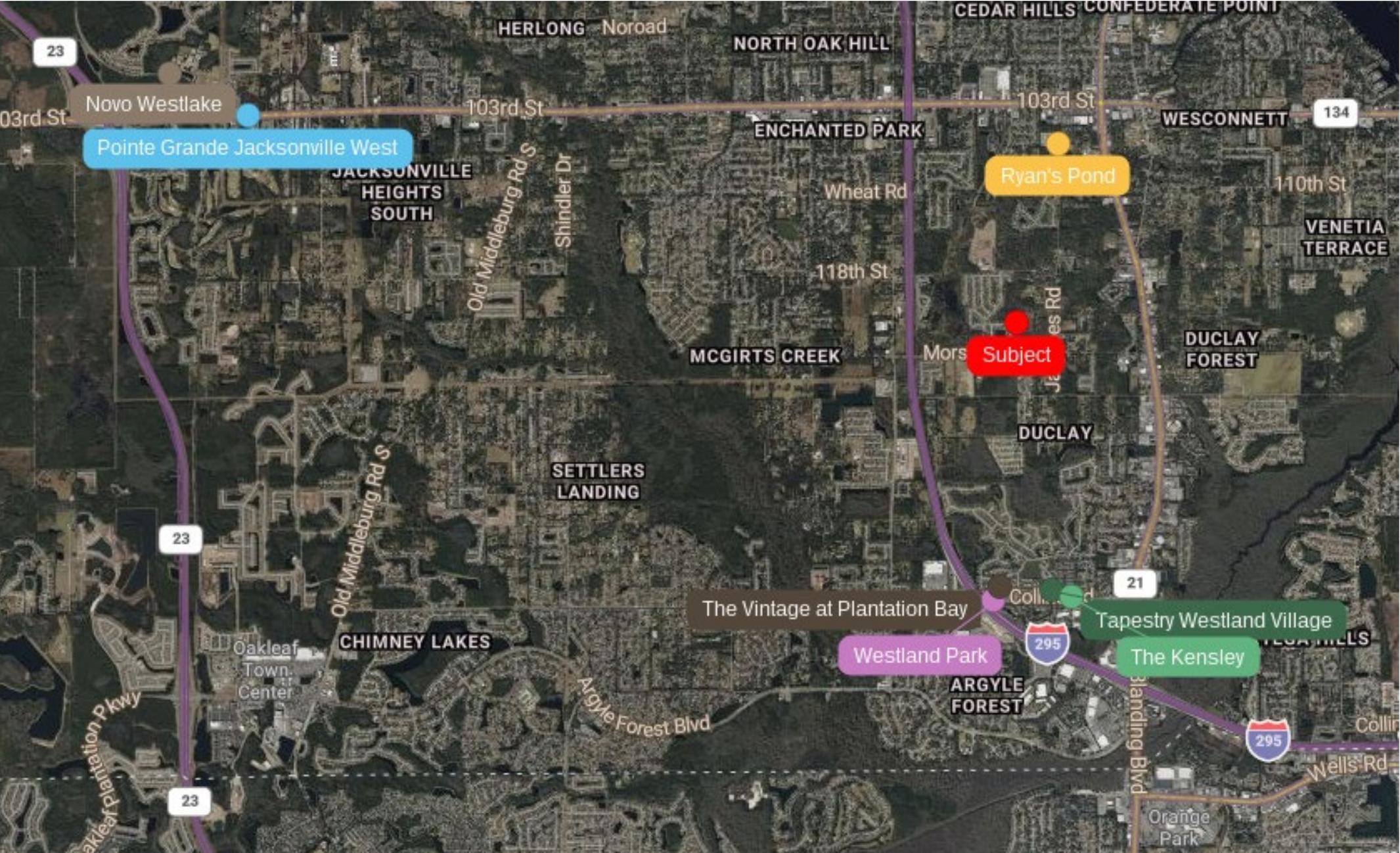


# Competitive Positioning

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We analyzed seven comparable communities in the competitive market area.



We included new apartment communities in our survey, as well as older stacked flats comparables that have been recently updated with finishes similar to the Subject.

We view Ryan's Pond, Pointe Grande, and Westland Park as primary comparables to the Subject.

The communities offer apartment units with similar location attributes, product type, interior finish level, and amenities as the Subject.

Source: Community Websites, eSpatial

# Comparable Communities: Summary



The communities still in lease-up are offering concessions ranging from \$500 to six weeks of free rent. Only one community, Tapestry Westland Village, is not offering concessions.

Community	Product Type	Year Built	Units	Avg. Size (Sq. Ft.)	Lease Rate	% Leased	% Occ.	Base Rent	Base / Sq. Ft.	Avg. Base + Prem.	Base + Prem. / Sq. Ft.	Avg. Total Concess.	Avg. Effective	Effective / Sq. Ft.	Avg. Mand. Fees	Avg. Income to Qualify
<b>S1</b> Gentle Woods	Stacked Flat	2024	108	956	7			\$1,303	\$1.36	\$1,333	\$1.39	(\$109)	\$1,225	\$1.28	\$80	\$46.9K
<b>1</b> Tapestry Westland Village	Walk-Up	2020	266	1,041	14	97%	98%	\$1,531	\$1.47	\$1,561	\$1.50	\$0	\$1,561	\$1.50	\$60	\$55.0K
<b>2</b> Pointe Grande Jacksonville West	Stacked Flat	2024	264	1,170	7	23%	28%	\$1,399	\$1.20	\$1,459	\$1.25	(\$182)	\$1,277	\$1.09	\$195	\$50.0K
<b>3</b> Novo Westlake	Walk-Up	2024	300	1,060	18	55%	44%	\$1,625	\$1.53	\$1,655	\$1.56	(\$276)	\$1,379	\$1.30	\$118	\$58.3K
<b>4</b> Ryan's Pond	Stacked Flat	2023	92	1,040	6	98%	98%	\$1,345	\$1.29	\$1,355	\$1.30	(\$113)	\$1,242	\$1.19	\$80	\$48.0K
<b>5</b> Westland Park	Walk-Up	1996	405	995	N/A	94%	93%	\$1,329	\$1.34	\$1,404	\$1.41	(\$63)	\$1,341	\$1.35	\$30	\$47.9K
<b>6</b> The Vintage at Plantation Bay	Stacked Flat	2001	240	998	N/A	94%	94%	\$1,463	\$1.47	\$1,483	\$1.49	(\$72)	\$1,410	\$1.41	\$45	\$52.8K
<b>7</b> The Kensley	Stacked Flat	1985	300	913	N/A	85%	83%	\$1,370	\$1.50	\$1,370	\$1.50	(\$42)	\$1,328	\$1.45	\$115	\$49.4K
	Competitor Median			1,040	10	39%	36%	\$1,399	\$1.47	\$1,459	\$1.49	(\$72)	\$1,341	\$1.35	\$80.00	\$50.0K
	Competitor Avg.			1,031	11	46%	45%	\$1,437	\$1.40	\$1,469	\$1.43	(\$107)	\$1,363	\$1.33	\$91.86	\$51.6K
	Competitor Weighted Avg.			1,026	13	77%	75%	\$1,440	\$1.40	\$1,477	\$1.44	(\$105)	\$1,371	\$1.34	\$90	\$51.8K

**Note:** The definitions below serve as a reference for terms used in this section of the report.

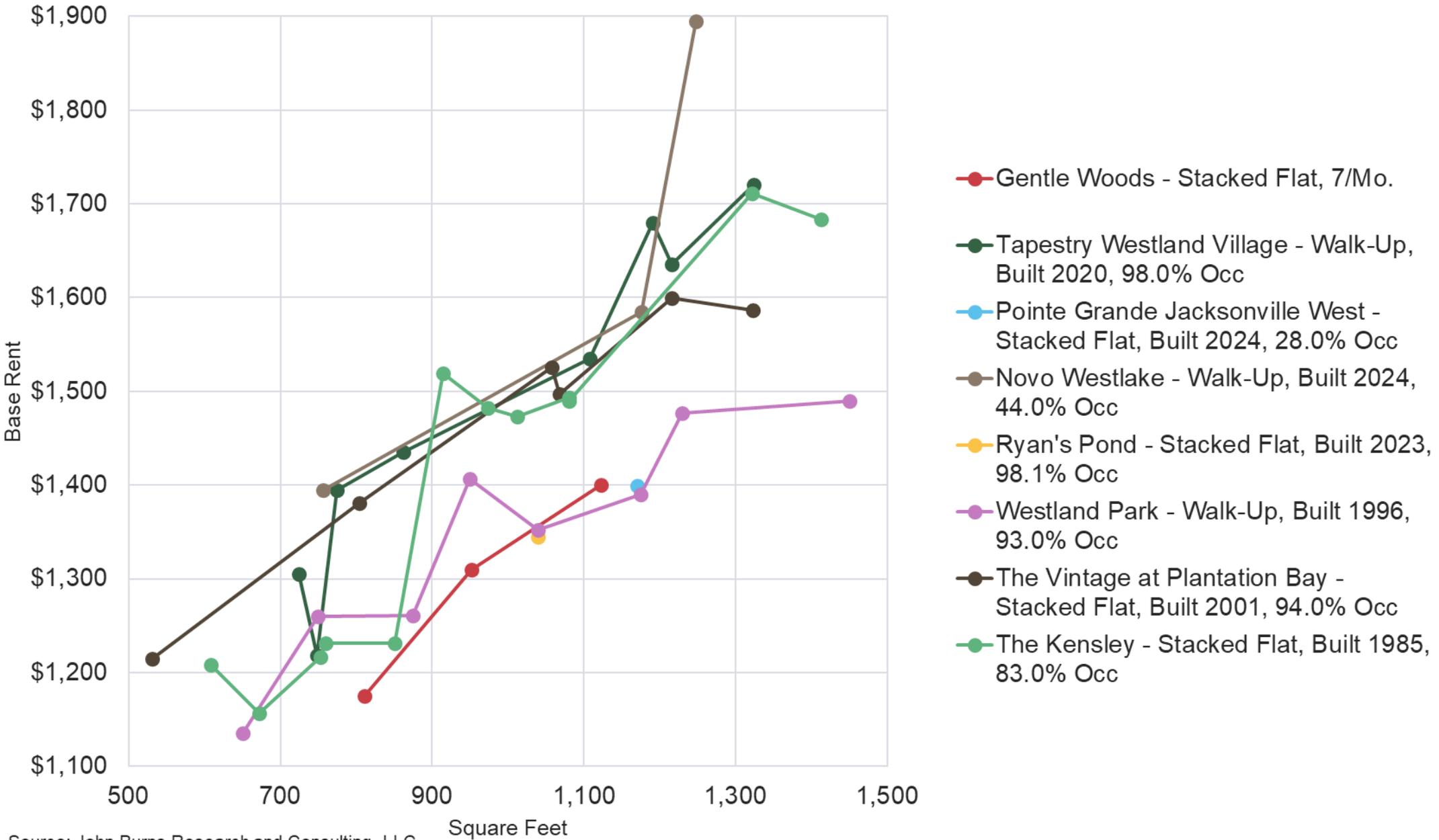
**Avg. Concess.** – Total value of free rent concessions amortized over a standard 12-month lease term.

**Effective Rent** – Asking Rent less Total Concessions

**Monthly Fees** – Total mandatory monthly charges on top of rent, typically providing pest control and trash pickup at a minimum. Individual communities may impose other charges for additional services.

**Income to Qualify** – Based on a 3X rent-to-income ratio unless otherwise noted in the community summary.

We positioned base rents for the Subject competitively to similar products in the market.



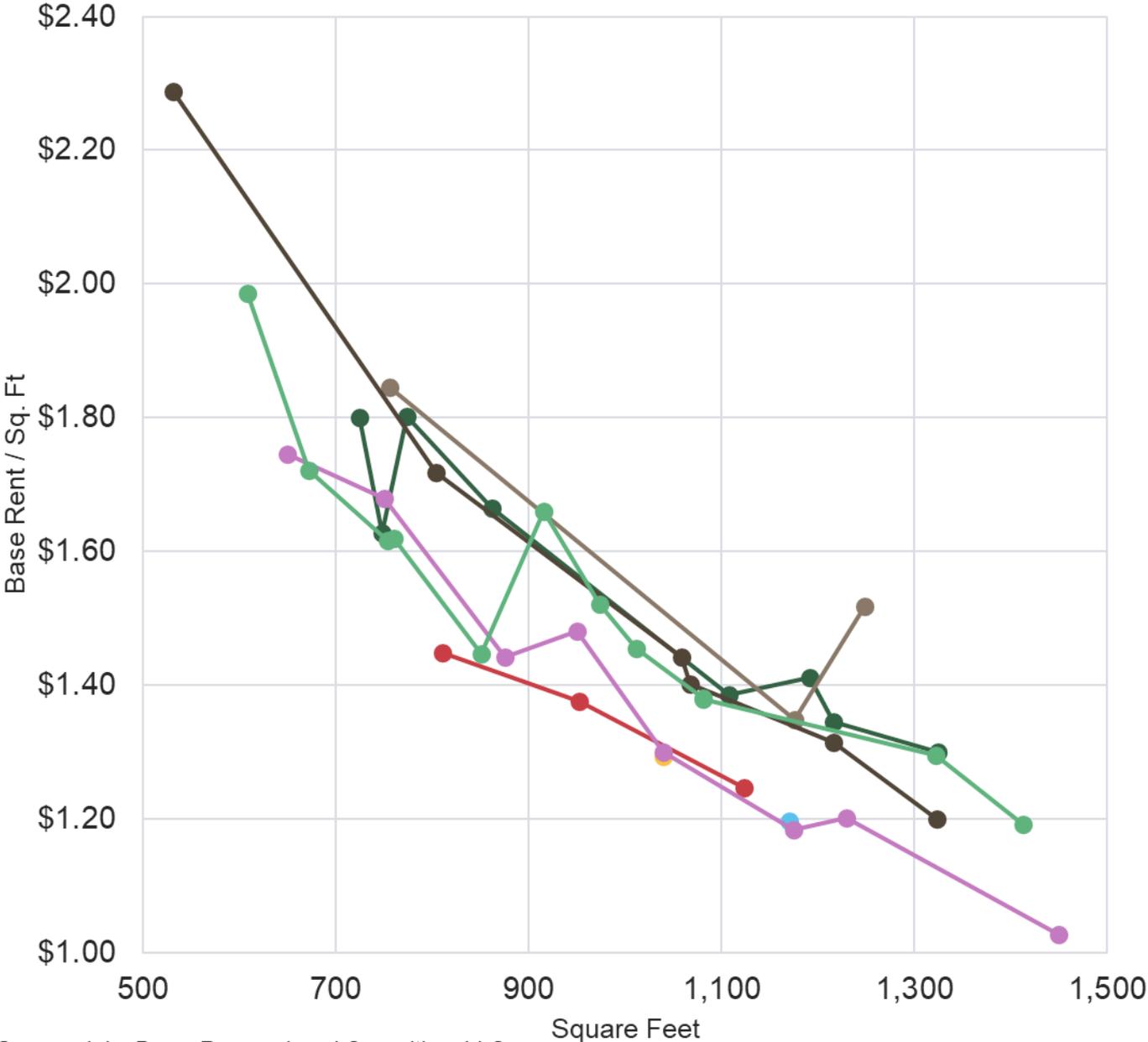
Source: John Burns Research and Consulting, LLC

We positioned base rents (before premiums, concessions, or fees) at the Subject in the range of the comparables. The Subject two-bedroom floorplan is positioned similar to Ryan’s Pond, which offers similar product, finish level, and amenities. The Subject is also positioned similar to Pointe Grande Jacksonville West, which offers a similar stacked flat product but superior amenities and visibility. The Subject is positioned at a discount to other newly-built garden style apartments that offer Class-A amenities.

We recommend installing permanent signage and monumentation at the property to enhance visibility and establish a strong presence in the competitive market. Our proposed base rental rates and absorption projections assume the presence of an on-site leasing office during the lease-up period.

Sources: JBREC, Community Sales Offices, Yardi, RealPage

The Subject is positioned within the range of comparables on a price per square foot basis.



- Gentle Woods - Stacked Flat, 7/Mo.
- Tapestry Westland Village - Walk-Up, Built 2020, 98.0% Occ
- Pointe Grande Jacksonville West - Stacked Flat, Built 2024, 28.0% Occ
- Novo Westlake - Walk-Up, Built 2024, 44.0% Occ
- Ryan's Pond - Stacked Flat, Built 2023, 98.1% Occ
- Westland Park - Walk-Up, Built 1996, 93.0% Occ
- The Vintage at Plantation Bay - Stacked Flat, Built 2001, 94.0% Occ
- The Kensley - Stacked Flat, Built 1985, 83.0% Occ

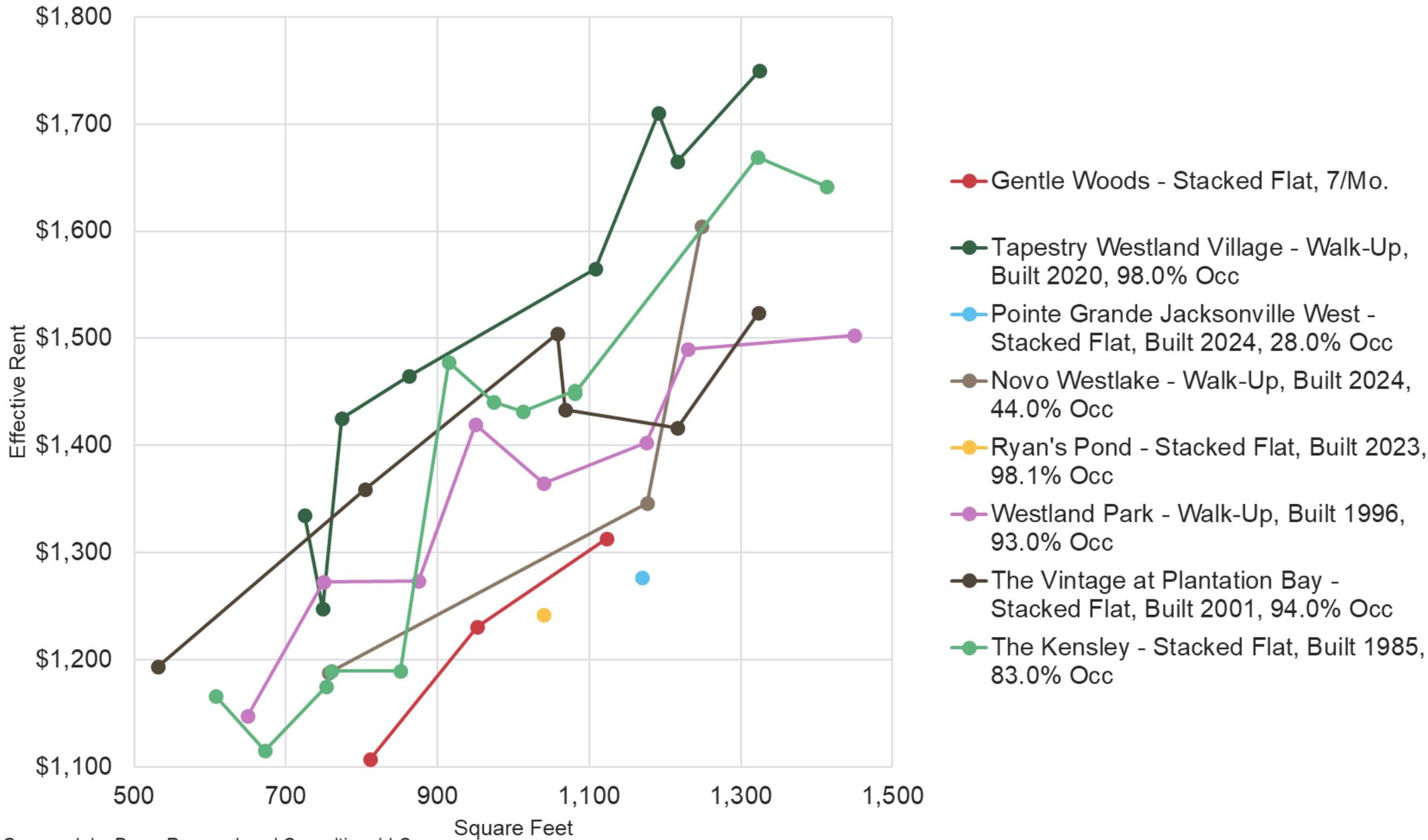
We show our base rent PSF positioning (without concessions or mandatory fees) for the Subject versus base rent PSF across the comparable set.

The Subject's average base rent PSF (\$1.36) is positioned at a slight discount to the competitor's average of base rent PSF (\$1.40).

Source: John Burns Research and Consulting, LLC

Sources: JBREC, Community Sales Offices, Yardi, RealPage

The Subject’s effective rent positioning is similar to its base positioning.



The following graph reflects our recommended effective rents (asking rent less concessions amortized over a 12-month lease term) for the Subject and comparables.

The Subject’s effective rent positioning in the competitive market is impacted by our recommended one-month rent concession. The comparable communities are offering concessions ranging from \$500 in free rent to two months of free rent. We believe that a concession is necessary to help boost lease velocity at the Subject and compete against existing rental communities in the market area.

Source: John Burns Research and Consulting, LLC

Sources: JBREC, Community Sales Offices, Yardi, RealPage

# Rental Community Adjustment Analysis – 811 SF Flat

Gentle Woods	Ryan's Pond	Westland Park	Pointe Grande Jacksonville West	The Kensley
<b>Base Rent</b>	\$1,345	\$1,261	\$1,399	\$1,231
Year Built (vs. 2024)	2023	1996	2024	1985
<i>Adjustment</i>	\$3   .20%	\$71   5.60%	\$0   .0%	\$96   7.80%
Location (vs. Jacksonville)	Jacksonville (32244)	Jacksonville (32244)	Jacksonville (32210)	Jacksonville (32244)
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$72   5.15%	\$0   .0%
Amenities (vs. None)	None	Clubhouse, playground, resort-style pool, sun deck, fitness center, yoga room	Clubhouse, resort-style pool, fitness center, pet wash, dog park, EV charging, grilling area, dog park	Clubhouse, grilling area, pool, sun deck, park, fitness center
<i>Adjustment</i>	\$0   .0%	(\$38)   (3.0%)	(\$70)   (5.0%)	(\$37)   (3.0%)
On-Site Mgt / Maint (vs. Remote)	Remote	On-Site	On-Site	On-Site
<i>Adjustment</i>	\$0   .0%	(\$38)   (3.0%)	(\$42)   (3.0%)	(\$37)   (3.0%)
Visibility (vs. Frontage on local road. Limited signage and monumentation marking the community for visibility)	Frontage on collector. No community signage	Arterial frontage. Prominent community signage and landscaping.	Arterial frontage. Prominent community signage and landscaping.	Arterial frontage. Prominent community signage and landscaping.
<i>Adjustment</i>	\$0   .0%	(\$63)   (5.0%)	(\$70)   (5.0%)	(\$62)   (5.0%)
Type (vs. Stacked Flat)	Stacked Flat	Walk-Up	Stacked Flat	Stacked Flat
<i>Adjustment</i>	\$0   .0%	\$32   2.50%	\$0   .0%	\$0   .0%
Parking (vs. SUR)	SUR	SUR	SUR	SUR
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$0   .0%	\$0   .0%
Unit Size (vs. 811)	1040	875	1170	851
<i>Adjustment \$0.60/Sq. Ft.</i>	(\$137)   (10.22%)	(\$38)   (3.05%)	(\$215)   (15.40%)	(\$24)   (1.95%)
Beds/Baths (vs. 1/1)	2/2	1/1	2/2	1/1
<i>Adjustment</i>	(\$50)   (3.72%)	\$0   .0%	(\$50)   (3.57%)	\$0   .0%
Unit Level (vs. 1)	1	1	1	1
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$0   .0%	\$0   .0%
Outdoor Living (vs. None)	None	Balcony	Balcony	Balcony
<i>Adjustment</i>	\$0   .0%	(\$35)   (2.78%)	(\$35)   (2.50%)	(\$35)   (2.84%)
Finish (vs. LVP flooring, granite counter, upgraded cabinets, open floor plan, s/s appliances)	LVP flooring, granite counter, upgraded cabinets, open floor plan, s/s appliances	Updated cabinetry, laminate counters, LVP/carpet flooring	Updated cabinetry, quartz counters, s/s appliances, open floor plan, 9' ceilings,	Shaker cabinets, LVP flooring, walk-in closets, quartz counters, pantry, s/s appliances, 9' ceilings
<i>Adjustment</i>	\$0   .0%	\$63   5.0%	\$0   .0%	\$0   .0%
Tech Included (vs. None)	None	None	Smart home tech	Smart home tech
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$25   1.79%	\$25   2.03%
Appliances Included (vs. R, W, D)	R, W, D	R, W, D	R	R, W, D
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$50   3.57%	\$0   .0%
<b>Total Property Adjustments</b>	<b>-\$185</b>	<b>-\$47</b>	<b>-\$335</b>	<b>-\$73</b>
<b>Adjusted Rent (Rounded)</b>	<b>\$1,160</b>	<b>\$1,214</b>	<b>\$1,064</b>	<b>\$1,158</b>

Subject is Superior  
 Subject is Similar  
 Subject is Inferior

Our adjustment analysis compares the Subject floor plan to bedroom-matched units in competitive communities. We adjusted to account for differences such as age, unit size, location, amenities, product type, parking, and unit finishes between the Subject and the comps.

After adjustments, suggested rents for the 811 square-foot one-bedroom flat range from \$1,064 to \$1,214. Our recommended base rent of \$1,175 falls in this range.

Source: RealPage, Yardi Matrix, Community Websites and Offices, Client, John Burns Research and Consulting, LLC

# Rental Community Adjustment Analysis – 952 SF Flat

Subject is Superior  
 Subject is Similar  
 Subject is Inferior

Gentle Woods	Ryan's Pond	Westland Park	Pointe Grande Jacksonville West	The Kensley
<b>Base Rent</b>	\$1,345	\$1,407	\$1,399	\$1,519
Year Built (vs. 2024)	2023	1996	2024	1985
<i>Adjustment</i>	\$3   .20%	\$79   5.60%	\$0   .0%	\$118   7.80%
Location (vs. Jacksonville)	Jacksonville (32244)	Jacksonville (32244)	Jacksonville (32210)	Jacksonville (32244)
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$72   5.15%	\$0   .0%
Amenities (vs. None)	None	Clubhouse, playground, resort-syle pool, sun deck, fitness center, yoga room	Clubhouse, resort-style pool, fitness center, pet wash, dog park, EV charging, grilling area, dog park	Clubhouse, grilling area, pool, sun deck, park, fitness center
<i>Adjustment</i>	\$0   .0%	(\$42)   (3.0%)	(\$70)   (5.0%)	(\$46)   (3.0%)
On-Site Mgt / Maint (vs. Remote)	Remote	On-Site	On-Site	On-Site
<i>Adjustment</i>	\$0   .0%	(\$42)   (3.0%)	(\$42)   (3.0%)	(\$46)   (3.0%)
Visibility (vs. Frontage on local road. Limited signage and monumentation marking the community for visibility)	Frontage on collector. No community signage	Arterial frontage. Prominent community signage and landscaping.	Arterial frontage. Prominent community signage and landscaping.	Arterial frontage. Prominent community signage and landscaping.
<i>Adjustment</i>	\$27   2.0%	(\$70)   (5.0%)	(\$70)   (5.0%)	(\$76)   (5.0%)
Type (vs. Stacked Flat)	Stacked Flat	Walk-Up	Stacked Flat	Stacked Flat
<i>Adjustment</i>	\$0   .0%	\$35   2.50%	\$0   .0%	\$0   .0%
Parking (vs. SUR)	SUR	SUR	SUR	SUR
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$0   .0%	\$0   .0%
Unit Size (vs. 952)	1040	950	1170	915
<i>Adjustment \$0.60/Sq. Ft.</i>	(\$53)   (3.93%)	\$1   .09%	(\$131)   (9.35%)	\$22   1.46%
Beds/Baths (vs. 2/2)	2/2	2/1	2/2	2/2
<i>Adjustment</i>	\$0   .0%	\$35   2.49%	\$0   .0%	\$0   .0%
Unit Level (vs. 1)	1	1	1	1
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$0   .0%	\$0   .0%
Outdoor Living (vs. None)	None	Balcony	Balcony	Balcony
<i>Adjustment</i>	\$0   .0%	(\$35)   (2.49%)	(\$35)   (2.50%)	(\$35)   (2.30%)
Finish (vs. LVP flooring, granite counter, upgraded cabinets, open floor plan, s/s appliances)	LVP flooring, granite counter, upgraded cabinets, open floor plan, s/s appliances	Updated cabinetry, laminate counters, LVP/carpet flooring	Updated cabinetry, quartz counters, s/s appliances, open floor plan, 9' ceilings,	Shaker cabinets, LVP flooring, walk-in closets, quartz counters, pantry, s/s appliances, 9' ceilings
<i>Adjustment</i>	\$0   .0%	\$70   5.0%	\$0   .0%	\$0   .0%
Tech Included (vs. None)	None	None	Smart home tech	Smart home tech
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$25   1.79%	\$25   1.65%
Appliances Included (vs. R, W, D)	R, W, D	R, W, D	R	R, W, D
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$50   3.57%	\$0   .0%
<b>Total Property Adjustments</b>	<b>-\$23</b>	<b>\$31</b>	<b>-\$201</b>	<b>-\$36</b>
<b>Adjusted Rent (Rounded)</b>	<b>\$1,322</b>	<b>\$1,438</b>	<b>\$1,198</b>	<b>\$1,483</b>

Our adjustment analysis compares the Subject floor plan to bedroom-matched units in competitive communities. We adjusted to account for differences such as age, unit size, location, amenities, product type, parking, and unit finishes between the Subject and the comps.

After adjustments, suggested rents for the 952 square-foot two-bedroom flat range from \$1,198 to \$1,483. Our recommended base rent of \$1,310 falls in this range.

Source: RealPage, Yardi Matrix, Community Websites and Offices, Client, John Burns Research and Consulting, LLC

# Rental Community Adjustment Analysis – 1,123 SF Flat

**Subject is Superior**  
 Subject is Similar  
 Subject is Inferior

Gentle Woods	Ryan's Pond	Westland Park	Pointe Grande Jacksonville West	The Kensley
<b>Base Rent</b>	\$1,345	\$1,390	\$1,399	\$1,790
Year Built (vs. 2024)	2023	1996	2024	1985
<i>Adjustment</i>	\$3   .20%	\$78   5.60%	\$0   .0%	\$140   7.80%
Location (vs. Jacksonville)	Jacksonville (32244)	Jacksonville (32244)	Jacksonville (32210)	Jacksonville (32244)
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$72   5.15%	\$0   .0%
Amenities (vs. None)	None	Clubhouse, playground, resort-syle pool, sun deck, fitness center, yoga room	Clubhouse, resort-style pool, fitness center, pet wash, dog park, EV charging, grilling area, dog park	Clubhouse, grilling area, pool, sun deck, park, fitness center
<i>Adjustment</i>	\$0   .0%	(\$42)   (3.0%)	(\$70)   (5.0%)	(\$54)   (3.0%)
On-Site Mgt / Maint (vs. Remote)	Remote	On-Site	On-Site	On-Site
<i>Adjustment</i>	\$0   .0%	(\$42)   (3.0%)	(\$42)   (3.0%)	(\$54)   (3.0%)
Visibility (vs. Frontage on local road. Limited signage and monumentation marking the community for visibility)	Frontage on collector. No community signage	Arterial frontage. Prominent community signage and landscaping.	Arterial frontage. Prominent community signage and landscaping.	Arterial frontage. Prominent community signage and landscaping.
<i>Adjustment</i>	\$0   .0%	(\$70)   (5.0%)	(\$70)   (5.0%)	(\$90)   (5.0%)
Type (vs. Stacked Flat)	Stacked Flat	Walk-Up	Stacked Flat	Stacked Flat
<i>Adjustment</i>	\$0   .0%	\$35   2.50%	\$0   .0%	\$0   .0%
Parking (vs. SUR)	SUR	SUR	SUR	SUR
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$0   .0%	\$0   .0%
Unit Size (vs. 1123)	1040	1175	1170	1322
<i>Adjustment \$0.60/Sq. Ft.</i>	\$50   3.70%	(\$31)   (2.24%)	(\$28)   (2.02%)	(\$119)   (6.67%)
Beds/Baths (vs. 3/2)	2/2	2/2	2/2	3/2
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$0   .0%	\$0   .0%
Unit Level (vs. 1)	1	1	1	1
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$0   .0%	\$0   .0%
Outdoor Living (vs. None)	None	Balcony	Balcony	Balcony
<i>Adjustment</i>	\$0   .0%	(\$35)   (2.52%)	(\$35)   (2.50%)	(\$35)   (1.96%)
Finish (vs. LVP flooring, granite counter, upgraded cabinets, open floor plan, s/s appliances)	LVP flooring, granite counter, upgraded cabinets, open floor plan, s/s appliances	Updated cabinetry, laminate counters, LVP/carpet flooring	Updated cabinetry, quartz counters, s/s appliances, open floor plan, 9' ceilings,	Shaker cabinets, LVP flooring, walk-in closets, quartz counters, pantry, s/s appliances, 9' ceilings
<i>Adjustment</i>	\$0   .0%	\$70   5.0%	\$0   .0%	\$0   .0%
Tech Included (vs. None)	None	None	Smart home tech	Smart home tech
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$25   1.79%	\$25   1.40%
Appliances Included (vs. R, W, D)	R, W, D	R, W, D	R	R, W, D
<i>Adjustment</i>	\$0   .0%	\$0   .0%	\$50   3.57%	\$0   .0%
<b>Total Property Adjustments</b>	\$52	-\$37	-\$98	-\$187
<b>Adjusted Rent (Rounded)</b>	\$1,397	\$1,353	\$1,301	\$1,603

Our adjustment analysis compares the Subject floor plan to bedroom-matched units in competitive communities. We adjusted to account for differences such as age, unit size, location, amenities, product type, parking, and unit finishes between the Subject and the comps.

After adjustments, suggested rents for the 1,123 square-foot three-bedroom flat range from \$1,301 to \$1,603. Our recommended base rent of \$1,400 falls in this range.



# Rental Demand Analysis

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**The Subject needs to capture 2.4% of market rate renter demand in the CMA to achieve the absorption target of 7 leases per month.**

Duval County, FL Renter Demand Summary	2024	2025	2026	2027	2028	2029
Estimated Market Rate Renter Households <sup>1/2</sup>	59,925	61,360	62,795	64,230	65,665	67,100
Estimated Market Rate Renter Housholds in CMA <sup>3</sup>	6,592	6,750	6,907	7,065	7,223	7,381
Annual Demand from Turnover in CMA (50%) <sup>4</sup>	3,296	3,375	3,454	3,533	3,612	3,691
Annual Market Rate Renter Household Growth in CMA <sup>5</sup>	158	158	158	158	158	158
<b>Total Estimated Market Rate Renter Demand</b>	<b>3,454</b>	<b>3,533</b>	<b>3,612</b>	<b>3,691</b>	<b>3,769</b>	<b>3,848</b>
Target Annual Absorption (7.0)	84	84	84	84	84	84
<i>Target Capture Rate</i>	<i>2.4%</i>	<i>2.4%</i>	<i>2.3%</i>	<i>2.3%</i>	<i>2.2%</i>	<i>2.2%</i>

Our demand model estimates 59,925 market rate renter households in Duval County as of 2024 (households earning between \$50K and \$100K annually). We estimate 6,592 market rate renter households within the Subject’s competitive market area (5-mile radius of the Subject). Based on qualifying annual household incomes between \$50K and \$100K, we estimate expect annual growth of 158 market-rate renter households through 2029 in the competitive market area.

Based on the forecasted growth and estimated turnover demand of existing renter households, the Subject would need to capture 2.4% of the estimated market-rate renter demand in the CMA during the anticipated lease-up period in 2024/2025 to achieve the target absorption rate of 7 new leases per month.

1/ Based on Household Income between \$50K and \$100K. Assumes that households pay 33.8% of the annual income toward rent. While percentage paid by income may vary, the calculation is intended to establish reasonable rent ranges as perspective. Some households will spend more, and some will spend less.  
 2/ Percentage of area households that are renter occupied by income level per ESRI 2024. Total HH for 2024 per ESRI. Data is adjusted based on ACS distribution.  
 3/ Based on an 11% ratio of Duval County households within the Subject’s 5-mile radius  
 4/ Estimated single-family renter household annual turnover per JBREC. JBREC model varies by income level, assuming that lower-income households are more likely to rent apartments and higher-income households are more likely to rent single-family homes.  
 5/ 2029 growth per ESRI and adjusted by JBREC to the CMA/Duval County ratio. Percentages by income increase given the adjusted household income distribution.

Approximately 29% of renter households between \$50K and \$100K today; we expect that percentage to increase to 30% by 2029.

Duval County				Renter Households by Age and Income (2024)							
Annual Household Income	Monthly Rental Rate 1/	Total Households 2024 2/	Total Households 2029 2/	Under 25	25–34	35–44	45–54	55–64	65–74	75+	Total
\$0 to \$25,000	\$0–\$700	68,799	55,812	4,444	8,399	7,742	7,407	7,765	7,465	5,278	48,501
\$25,000 to \$35,000	\$700–\$1,000	33,392	27,785	1,778	5,420	2,325	2,094	2,024	2,089	764	16,495
\$35,000 to \$50,000	\$1,000–\$1,400	50,753	44,206	2,946	8,058	4,222	3,649	2,950	3,295	1,462	26,582
\$50,000 to \$75,000	\$1,400–\$2,100	64,066	63,403	2,471	9,808	6,125	5,247	3,612	1,631	1,174	30,067
\$75,000 to \$100,000	\$2,100–\$2,800	56,212	60,887	1,844	7,669	5,628	3,494	2,973	546	704	22,858
\$100,000 to \$150,000	\$2,800–\$4,200	76,699	94,096	1,642	6,439	8,285	4,636	2,032	668	244	23,946
\$150,000 to \$200,000	\$4,200–\$5,600	39,376	56,826	263	2,822	2,939	1,462	986	336	879	9,688
\$200,000+	\$5,600–\$8,400	36,366	47,352	0	1,034	1,110	423	730	0	201	3,498
<b>Total</b>		<b>425,663</b>	<b>450,367</b>	<b>15,389</b>	<b>49,649</b>	<b>38,375</b>	<b>28,412</b>	<b>23,072</b>	<b>16,030</b>	<b>10,707</b>	<b>181,635</b>

Our demand model estimates 52,925 market-rate renter households in Duval County, FL, today (29% of all renter households).

The 25-44 age group accounts for the largest share of market-rate renters today (33%), followed by the 35-44 age group (22%). We expect these groups to fuel demand for the Subject.

Duval County				Renter Household by Age and Income (2029)							
Annual Household Income	Monthly Rental Rate 1/	Total Households 2024 2/	Total Households 2029 2/	Under 25	25–34	35–44	45–54	55–64	65–74	75+	Total
\$0 to \$25,000	\$0–\$700	68,799	55,812	3,823	6,632	6,862	5,963	5,980	7,301	6,278	42,839
\$25,000 to \$35,000	\$700–\$1,000	33,392	27,785	1,690	4,281	2,135	1,791	1,612	2,150	914	14,574
\$35,000 to \$50,000	\$1,000–\$1,400	50,753	44,206	2,548	7,182	4,175	3,394	2,488	3,574	1,890	25,251
\$50,000 to \$75,000	\$1,400–\$2,100	64,066	63,403	2,900	10,006	6,880	5,522	3,566	2,094	1,755	32,723
\$75,000 to \$100,000	\$2,100–\$2,800	56,212	60,887	2,428	8,600	7,023	4,107	3,270	753	1,198	27,379
\$100,000 to \$150,000	\$2,800–\$4,200	76,699	94,096	2,240	8,367	11,656	6,286	2,575	1,044	486	32,655
\$150,000 to \$200,000	\$4,200–\$5,600	39,376	56,826	473	4,274	4,799	2,331	1,518	629	2,076	16,100
\$200,000+	\$5,600–\$8,400	36,366	47,352	0	1,449	1,606	605	974	0	436	5,070
<b>Total</b>		<b>425,663</b>	<b>450,367</b>	<b>16,102</b>	<b>50,792</b>	<b>45,136</b>	<b>29,999</b>	<b>21,984</b>	<b>17,544</b>	<b>15,035</b>	<b>196,591</b>

We expect market-rate renter households to grow by 14% over the five-year period and reach a total of 60,102 in 2029.

1/ Percentage of area households that are renter occupied by income level per US Census. Total HH for 2024 per ESRI. Data is adjusted based on ACS distribution at the County level.

Our demand model forecasts annual growth of 1,435 market-rate renter households in Duval County through 2029 based on expected household formations and income trends.

Duval County		Renter Households (Total)		Annual Change in Renter Households by Age and Income (2024–2029)							
Annual Household Income	Monthly Rental Rate 1/	2024 Calculated Renter Households	2029 Calculated Renter Households (P)	Under 25	25–34	35–44	45–54	55–64	65–74	75+	Total
\$0 to \$25,000	\$0–\$700	48,501	42,839	-124	-353	-176	-289	-357	-33	200	-1,132
\$25,000 to \$35,000	\$700–\$1,000	16,495	14,574	-18	-228	-38	-61	-82	12	30	-384
\$35,000 to \$50,000	\$1,000–\$1,400	26,582	25,251	-80	-175	-9	-51	-92	56	86	-266
\$50,000 to \$75,000	\$1,400–\$2,100	30,067	32,723	86	40	151	55	-9	93	116	531
\$75,000 to \$100,000	\$2,100–\$2,800	22,858	27,379	117	186	279	123	59	41	99	904
\$100,000 to \$150,000	\$2,800–\$4,200	23,946	32,655	120	386	674	330	109	75	48	1,742
\$150,000 to \$200,000	\$4,200–\$5,600	9,688	16,100	42	291	372	174	106	58	239	1,282
\$200,000+	\$5,600–\$8,400	3,498	5,070	0	83	99	36	49	0	47	314
<b>Total</b>		<b>181,635</b>	<b>196,591</b>	<b>143</b>	<b>229</b>	<b>1,352</b>	<b>317</b>	<b>-218</b>	<b>303</b>	<b>865</b>	<b>2,991</b>

Market-rate renter growth totals 1,435 households annually and is strongest among those aged between 35 to 44.

1/ Percentage of area households that are renter occupied by income level per US Census. Total HH for 2024 per ESRI. Data is adjusted based on ACS distribution at the County level.  
 5/ 2029 growth per ESRI. Percentages by income increase given the adjusted household income distribution at the Duval County level.

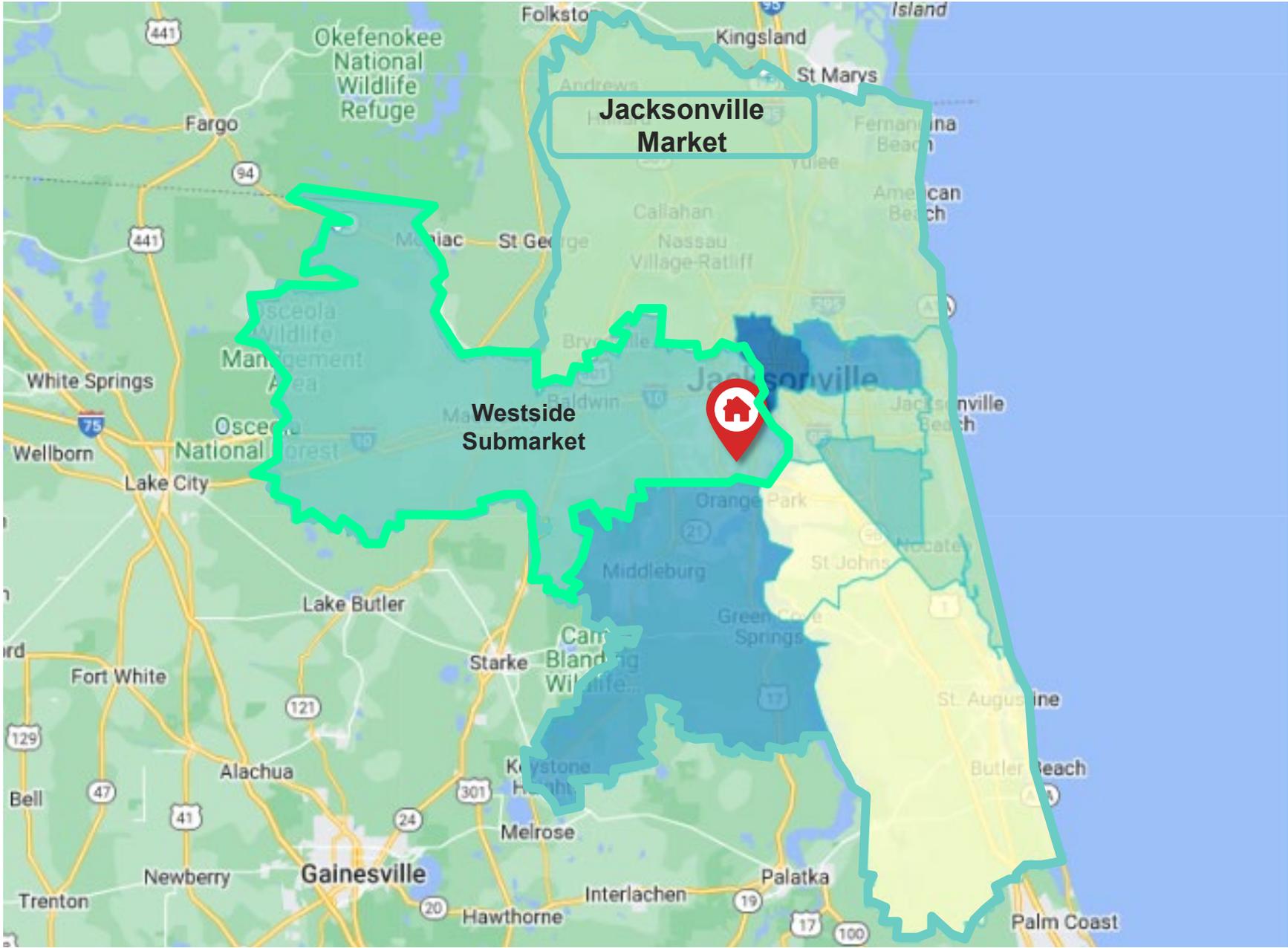


# Apartment Market Trends

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The Jacksonville market has nearly 145K units, 13% are in the Westside submarket.

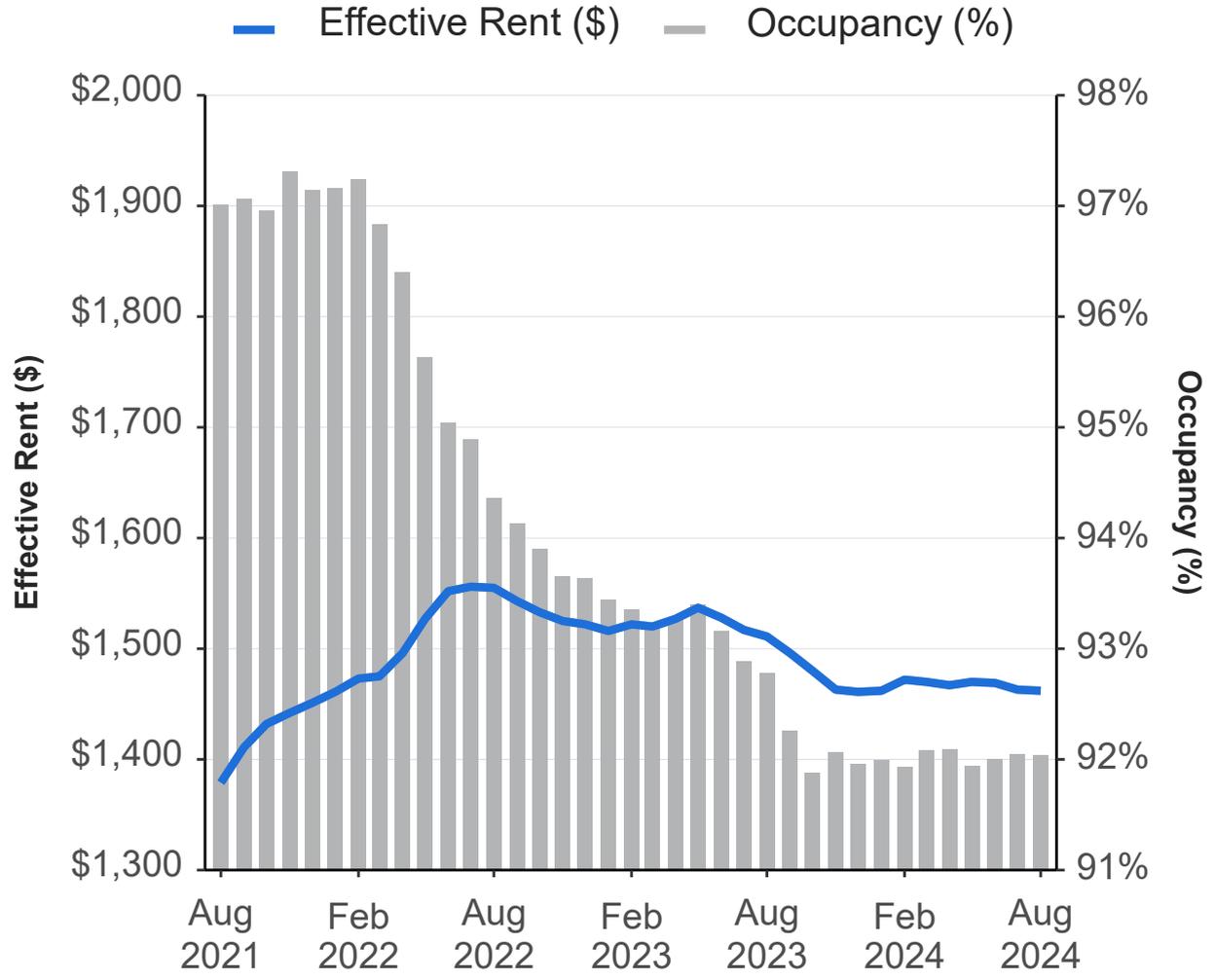


Metric - Totals	Jacksonville Market	Mandarin Submarket
Total Units	144,794	18,558
Effective Rent (\$)	\$1,462	\$1,310
MOM Effective Rent Change (%)	0.0%	0.7%
YOY Effective Rent Change (%)	-4.5%	-3.5%
Occupancy (%)	92.0%	90.3%
MOM Occupancy Change (%)	0.0%	0.3%
YOY Occupancy Change (%)	-0.7%	-1.3%

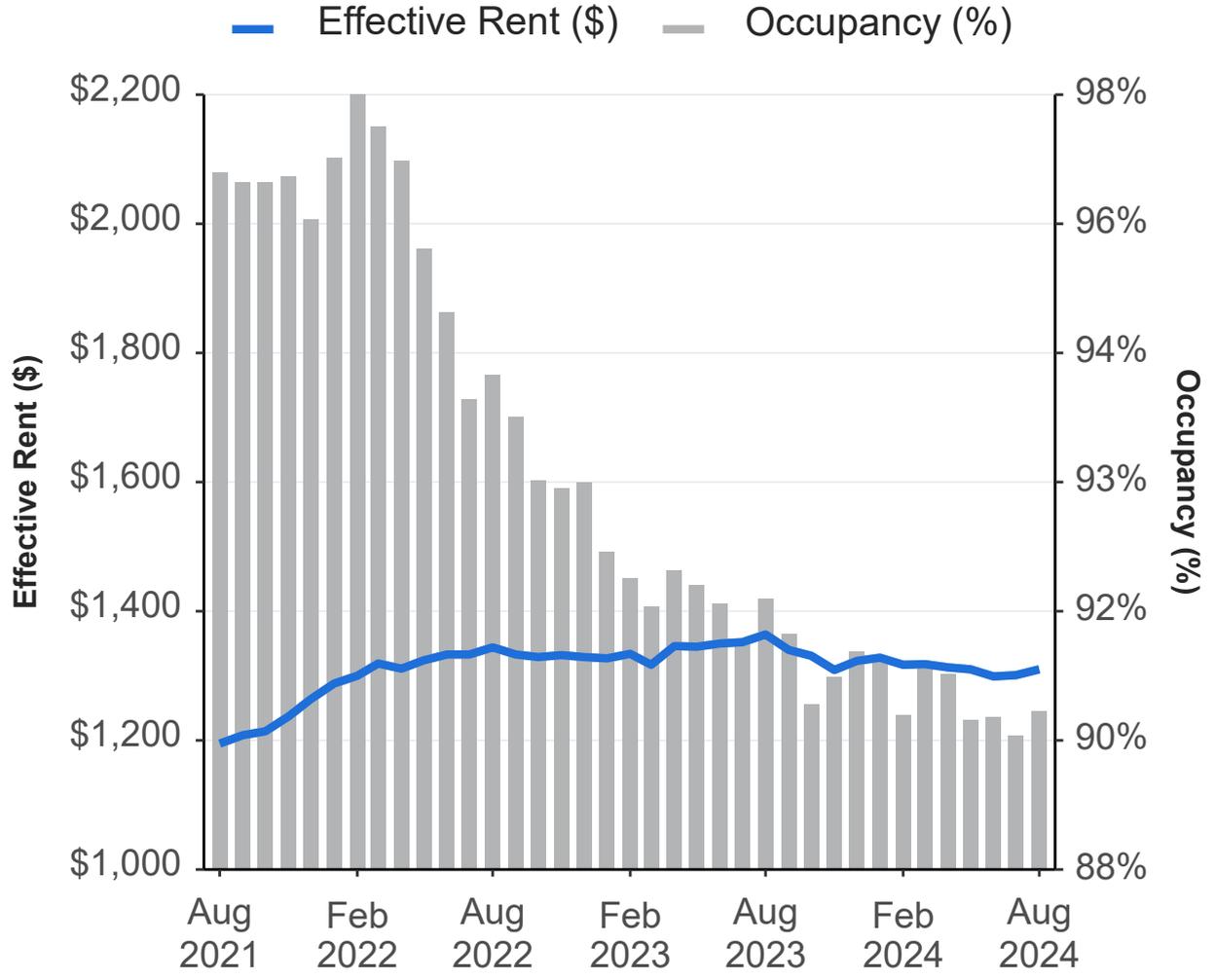
Source: RealPage, Inc. Data as of August 2024.  
 Effective Rent and Occupancy are calculated from stabilized apartments.  
 Effective Rent Change is calculated from monthly same-store sample sets. Same-store data includes only properties surveyed in all observation periods, which excludes lease-ups or other changes in the sample.

Following strong rent growth through July 2022, supply-side pressures have softened rents and occupancy rates across the Jacksonville market and Westside submarket.

Jacksonville Market - All Classes



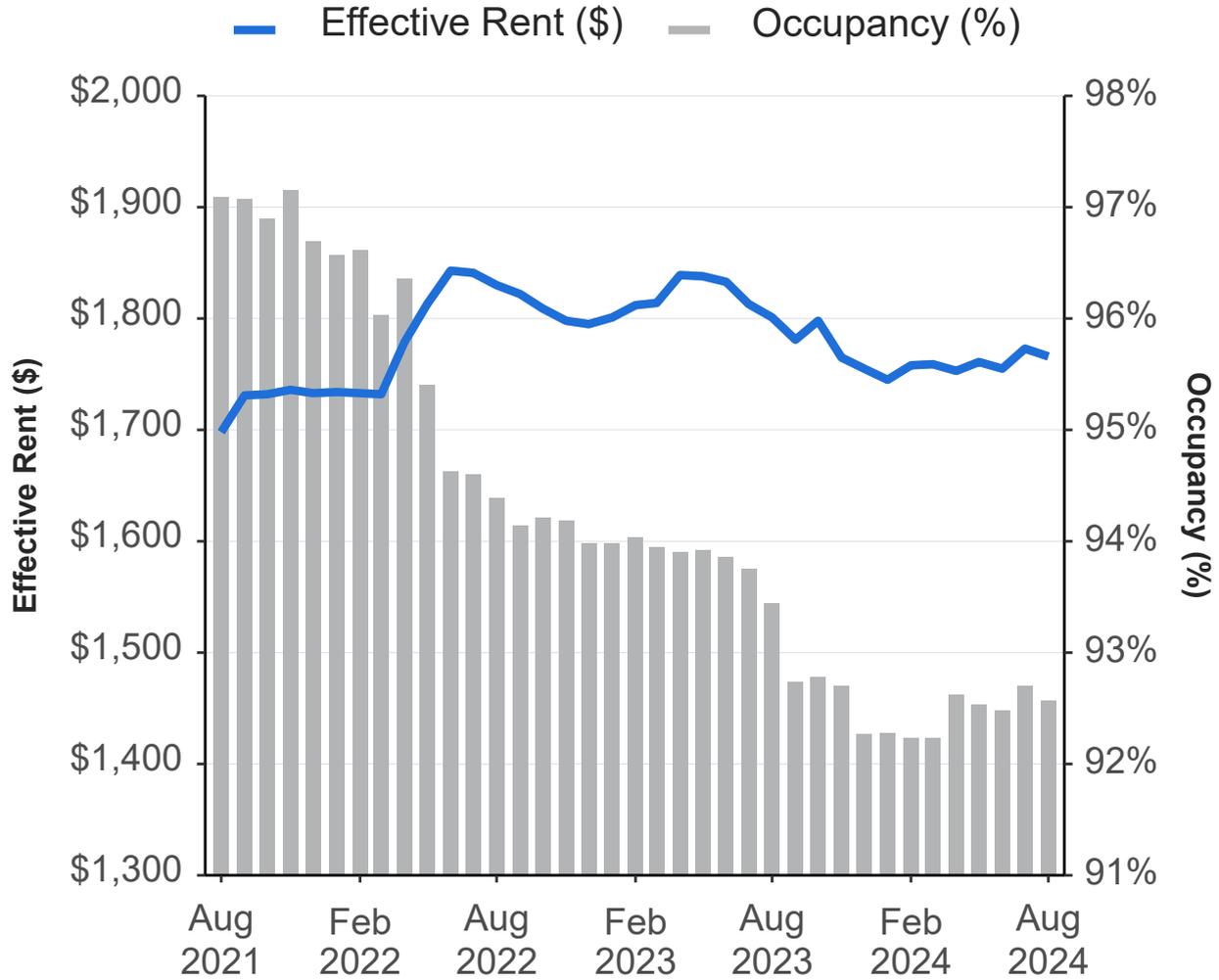
Westside Submarket - All Classes



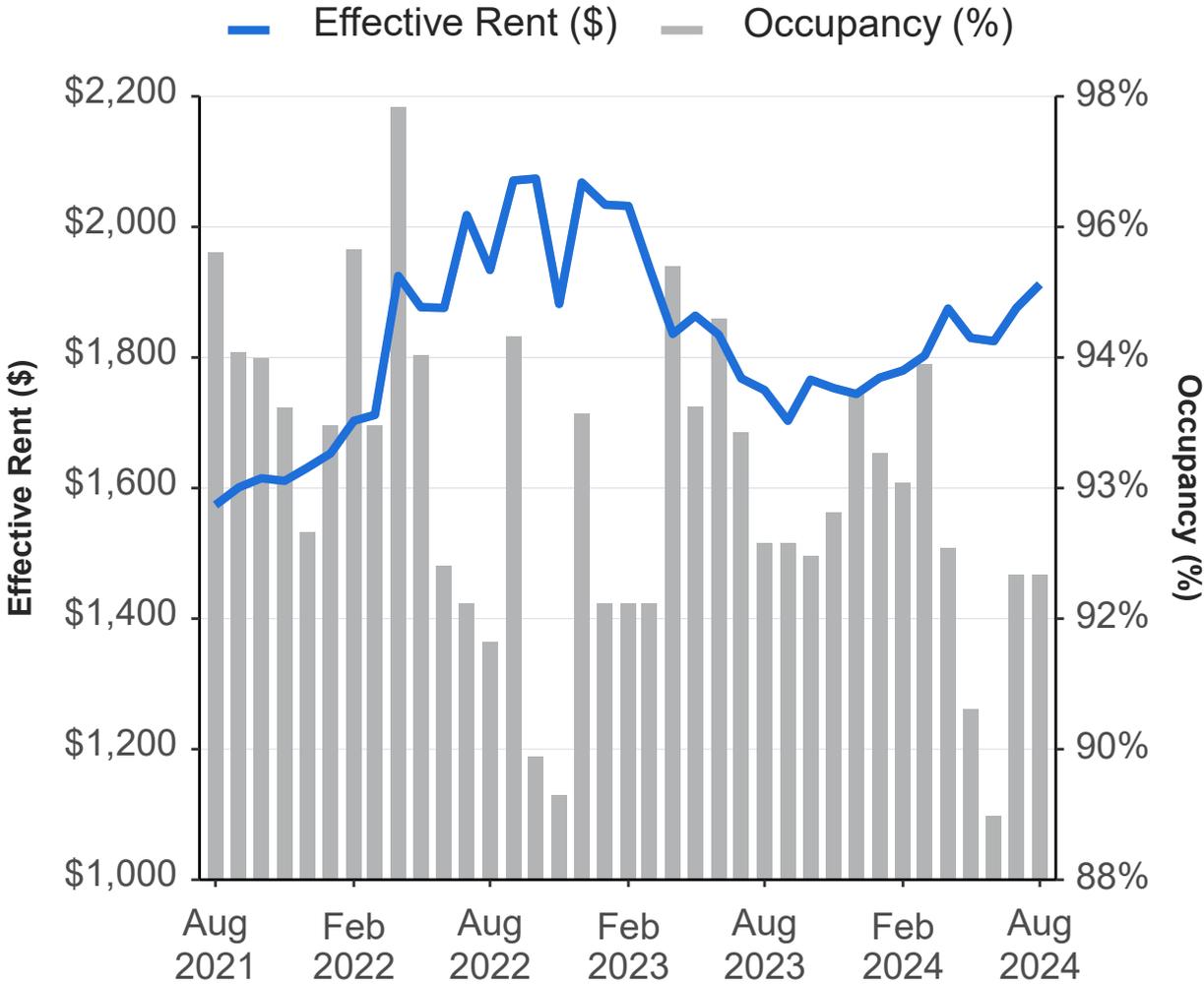
Source: RealPage, Inc. Data as of August 2024.  
 Effective Rent and Occupancy are calculated from stabilized apartments.  
 Effective Rent Change is calculated from monthly same-store sample sets. Same-store data includes only properties surveyed in all observation periods, which excludes lease-ups or other changes in the sample. Examination of same-store data eliminates the misrepresentation of market conditions that can result from sampling differences in reporting periods.

Class A rents in the Westside submarket have seen strong growth since August 2024.

Jacksonville Market - Class A



Westside Submarket - Class A



Source: RealPage, Inc. Data as of August 2024.

Effective Rent and Occupancy are calculated from stabilized apartments.

Effective Rent Change is calculated from monthly same-store sample sets. Same-store data includes only properties surveyed in all observation periods, which excludes lease-ups or other changes in the sample. Examination of same-store data eliminates the misrepresentation of market conditions that can result from sampling differences in reporting periods.



# Economic and Housing Market Trends

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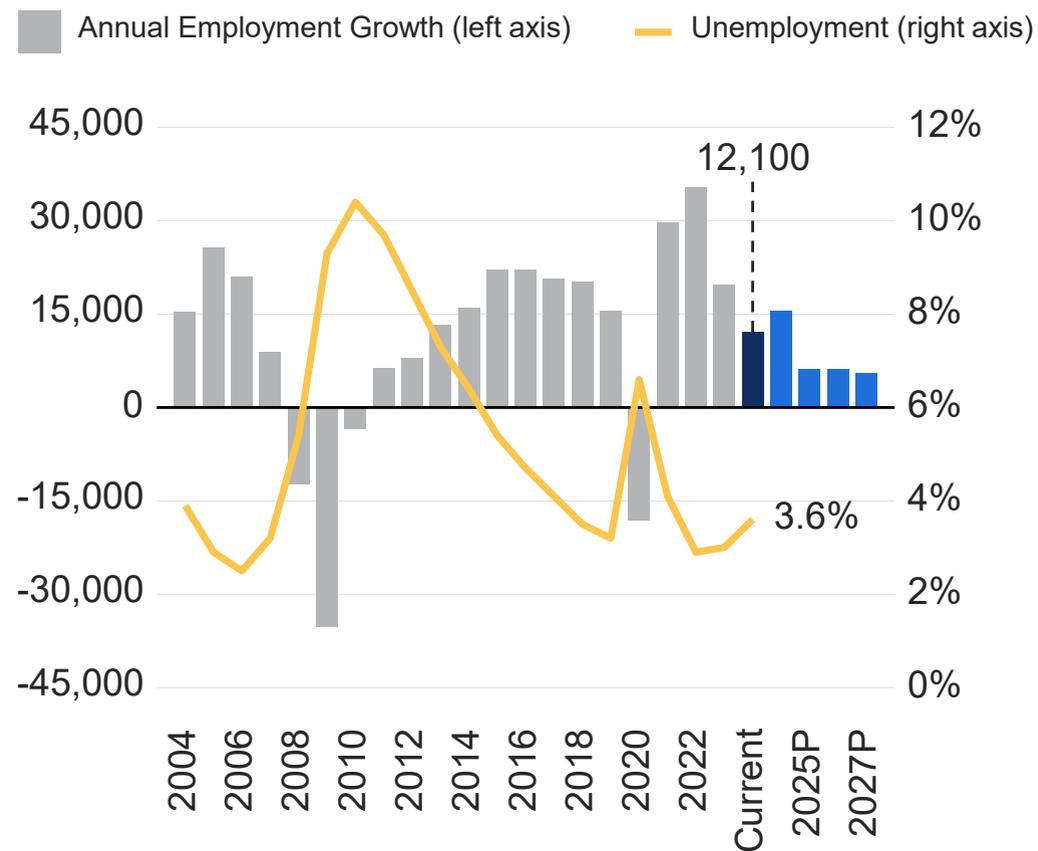
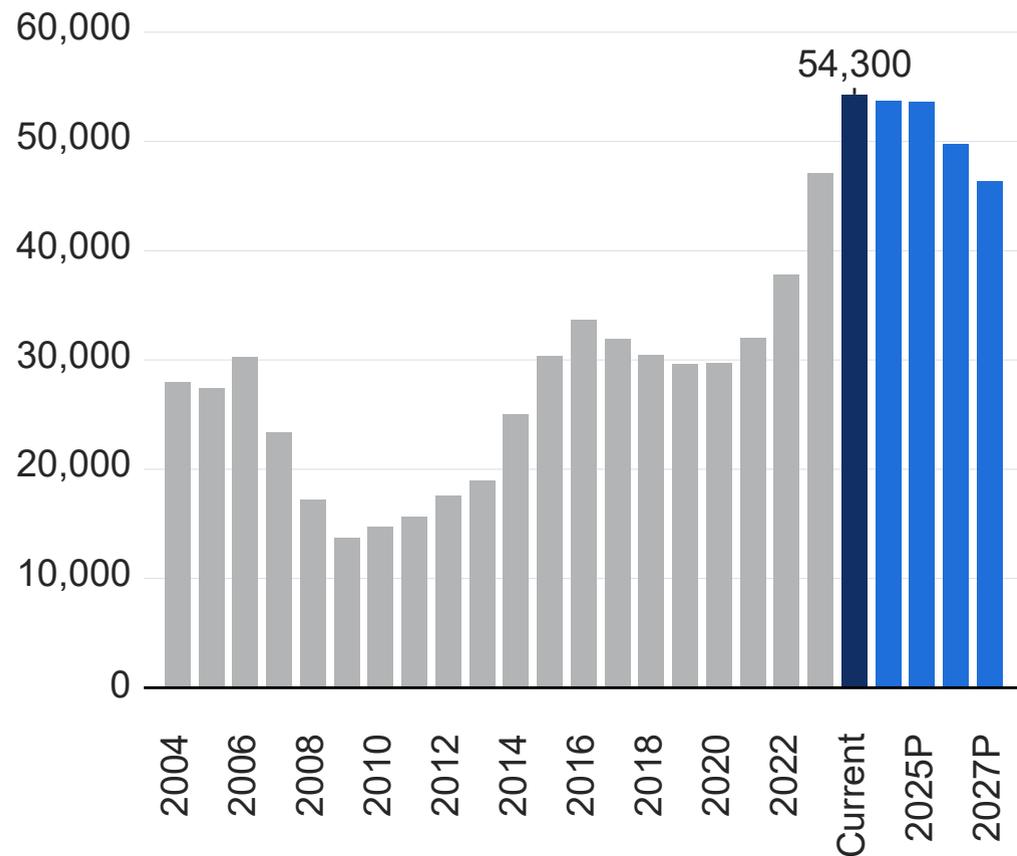


**We forecast strong population in the Jacksonville MSA through 2027, boding well for future housing demand in the market.**

## Population Change

## Employment Change

2024P	2025P	2026P	2027P	2024P	2025P	2026P	2027P
53,700	53,600	49,800	46,400	15,500	6,200	6,200	5,600
3.1%	3.0%	2.7%	2.5%	2.0%	0.8%	0.8%	0.7%



We forecast the population of Jacksonville to increase by 3.1% in 2024 and increase by 3.0%, 2.7%, and 2.5% from 2025-2027, respectively. Over the next four years, the MSA will add approximately 50.8K new residents annually.

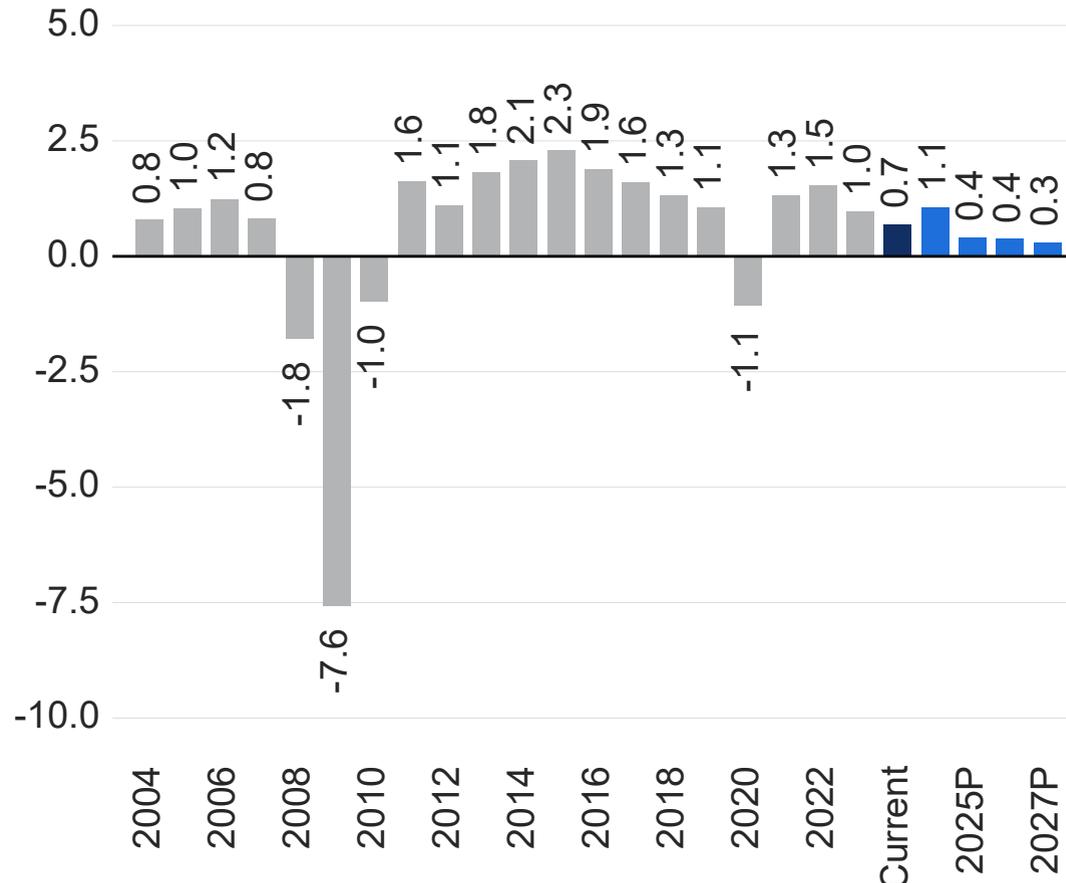
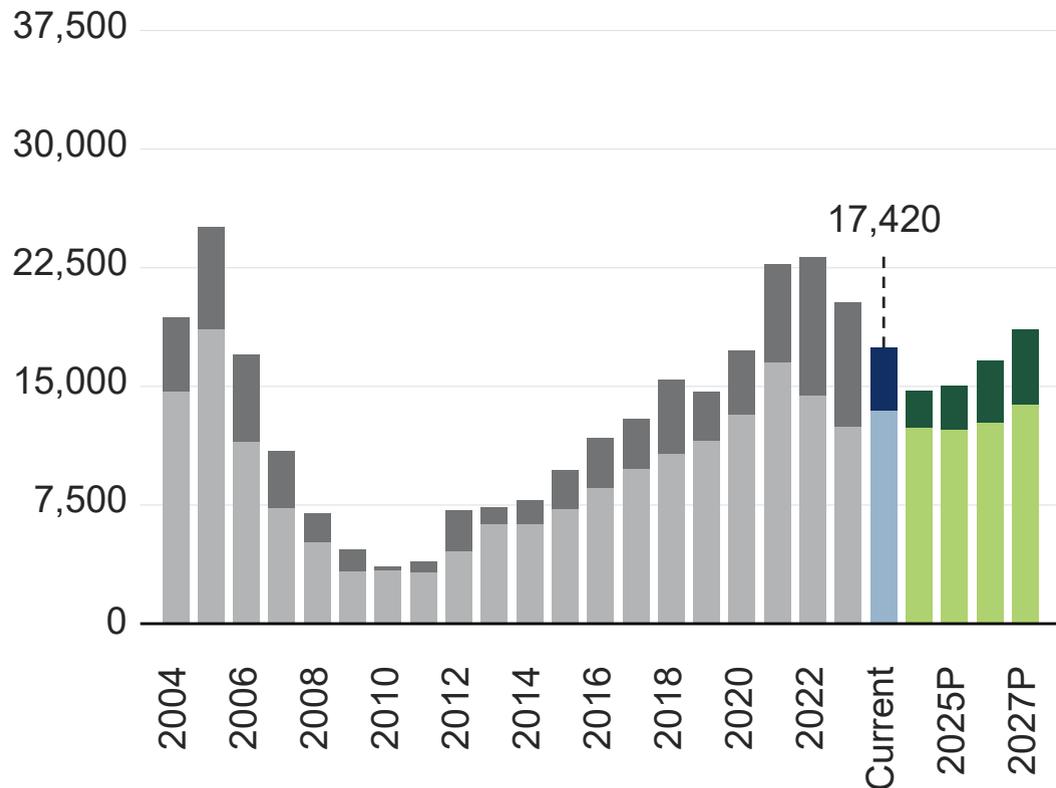
We forecast moderate employment growth in Jacksonville between 2025 through 2027, increasing by 0.8% in 2025, 0.8% in 2026, and 0.7% in 2027.

**We forecast the total number of permits issued in Jacksonville to reach 14,700 by year-end 2024. We forecast permit issuance to increase annually through 2027 but remain below 2020 through 2022 levels.**

Total Permits				Employment Change : Permits Ratio			
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2024P	2025P	2026P	2027P	2024P	2025P	2026P	2027P
14,700	15,050	16,600	18,600	1.1	0.4	0.4	0.3

Single-Family Permits Multifamily Permits



We forecast the total number of permits (12-month rolling total) issued in Jacksonville to reach 14,700 in 2024 and change to 15,050, 16,600, and 18,600 from 2025-2027, respectively.

The E/P Ratio (new jobs divided by permitted dwelling units) can be a leading indicator of demand as permits respond to job-based migration. A ratio >1.2:1 generally means healthy housing demand. Jacksonville's current ratio is 0.7. We forecast the ratio to decrease by year-end 2027.

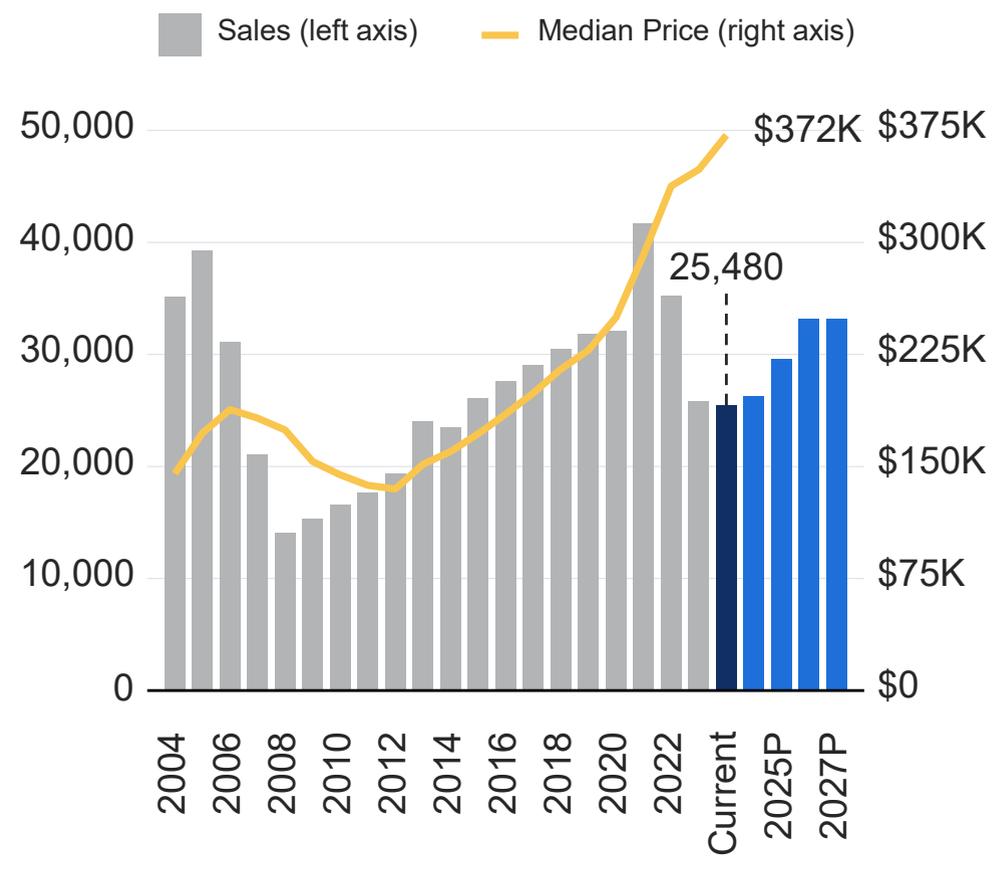
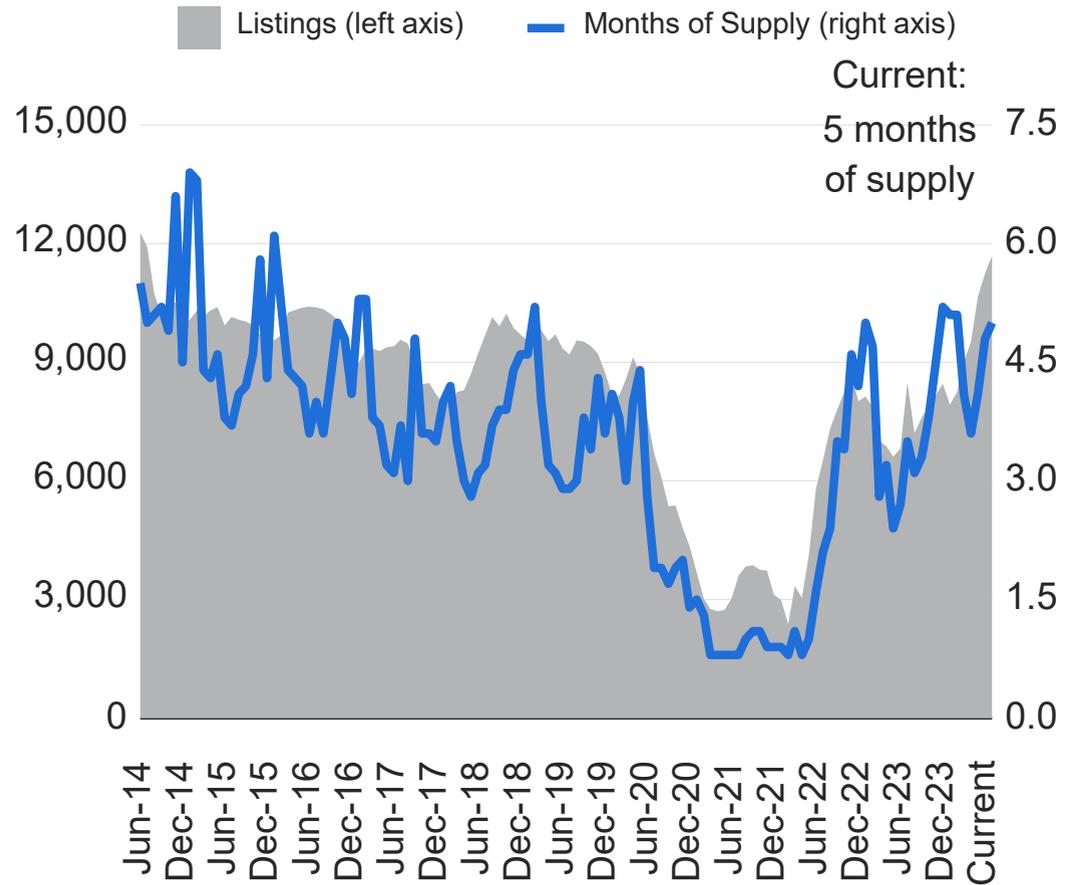
Source: Census and U.S. Bureau of Labor Statistics. Data as of June 2024, projections as of August 2024.

# Months of supply has increased from one year ago, though resale prices remain at a historical high.

Resale Listings		Months of Supply		Resale Volume and Price			
-----------------	--	------------------	--	-------------------------	--	--	--

Current	Year-Ago	Current	Year-Ago	2024P	2025P	2026P	2027P
11,690	8,483	5.0	3.5	26,300	29,600	33,200	33,200
				1.8%	12.5%	12.2%	0.0%

The number of listings (11.7K) in the resale home market in Jacksonville has increased compared to one year ago (8.5K).



Resale volume in Jacksonville is at 25.5K, a -6% % YOY decline. We expect resale volume to increase in 2025-2026. We project resale volume to average 32K annually from 2024 through 2027.

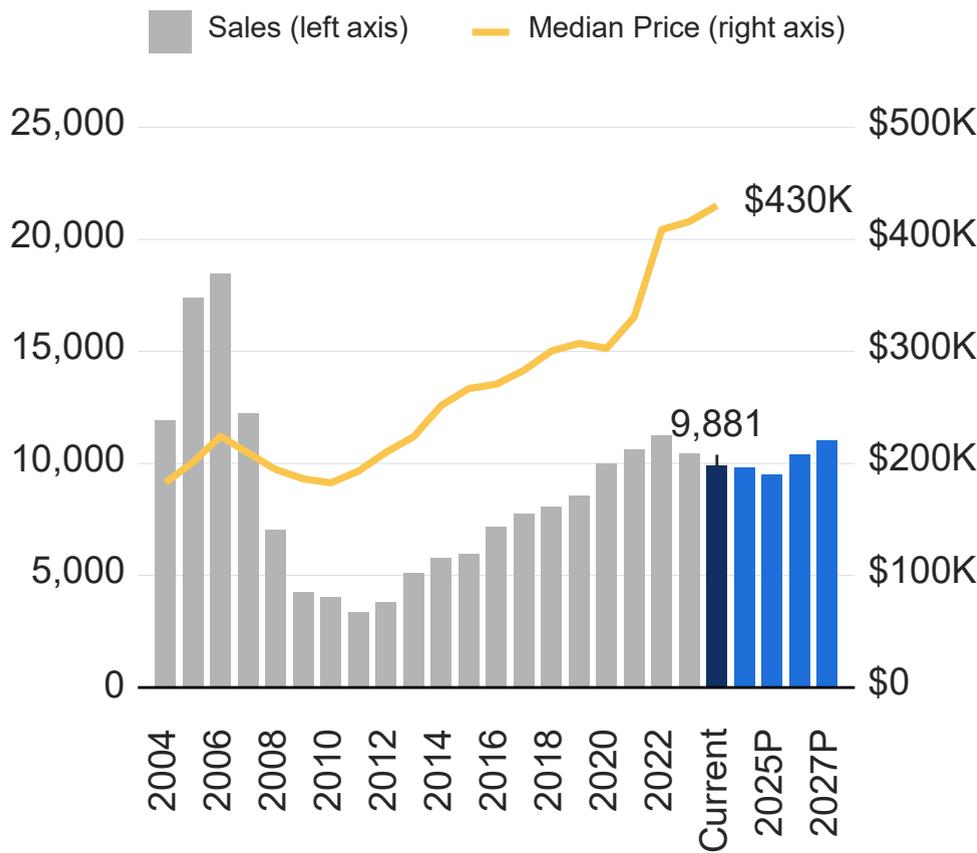
The median resale price is \$372K, a record high in the market. The rising home prices in the for-sale market will force some would-be homebuyers into the rental market.

Source: John Burns Research and Consulting, LLC, JBREC MOS Estimate and Public Records; John Burns Research and Consulting, LLC. Data as of June 2024, projections as of August 2024.

**We forecast strong sales volume through 2027. Jacksonville's current new home price is at an all time high.**

## New Home Volume and Price

2024P	2025P	2026P	2027P
9,800	9,500	10,400	11,000
-6.2%	-3.1%	9.5%	5.8%

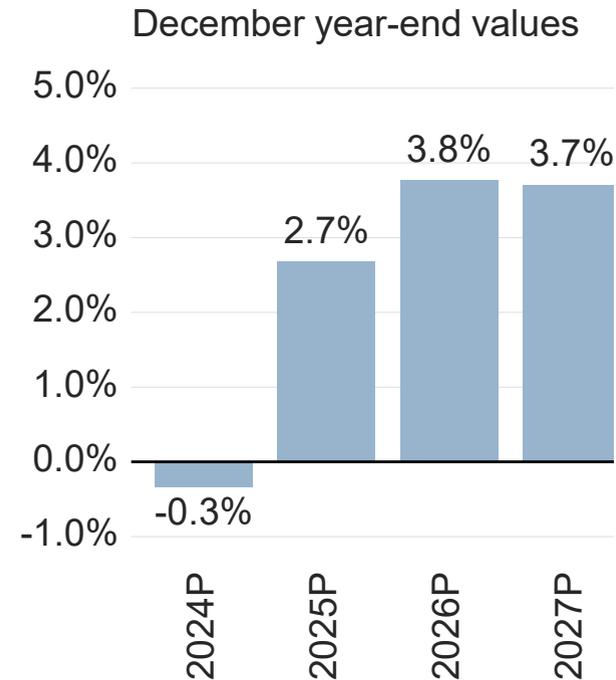


## New Home Prices

### Historical Prices

Year	Med. Price	YOY%
2008	\$194,600	-7.1%
2009	\$186,300	-4.3%
2010	\$182,700	-1.9%
2011	\$193,200	5.7%
2012	\$210,000	8.7%
2013	\$223,900	6.6%
2014	\$251,700	12.4%
2015	\$266,900	6.0%
2016	\$270,800	1.5%
2017	\$283,200	4.6%
2018	\$300,500	6.1%
2019	\$307,200	2.2%
2020	\$302,800	-1.4%
2021	\$330,700	9.2%
2022	\$408,800	23.6%
2023	\$416,000	1.8%

### Forecasted Appreciation<sup>1</sup>

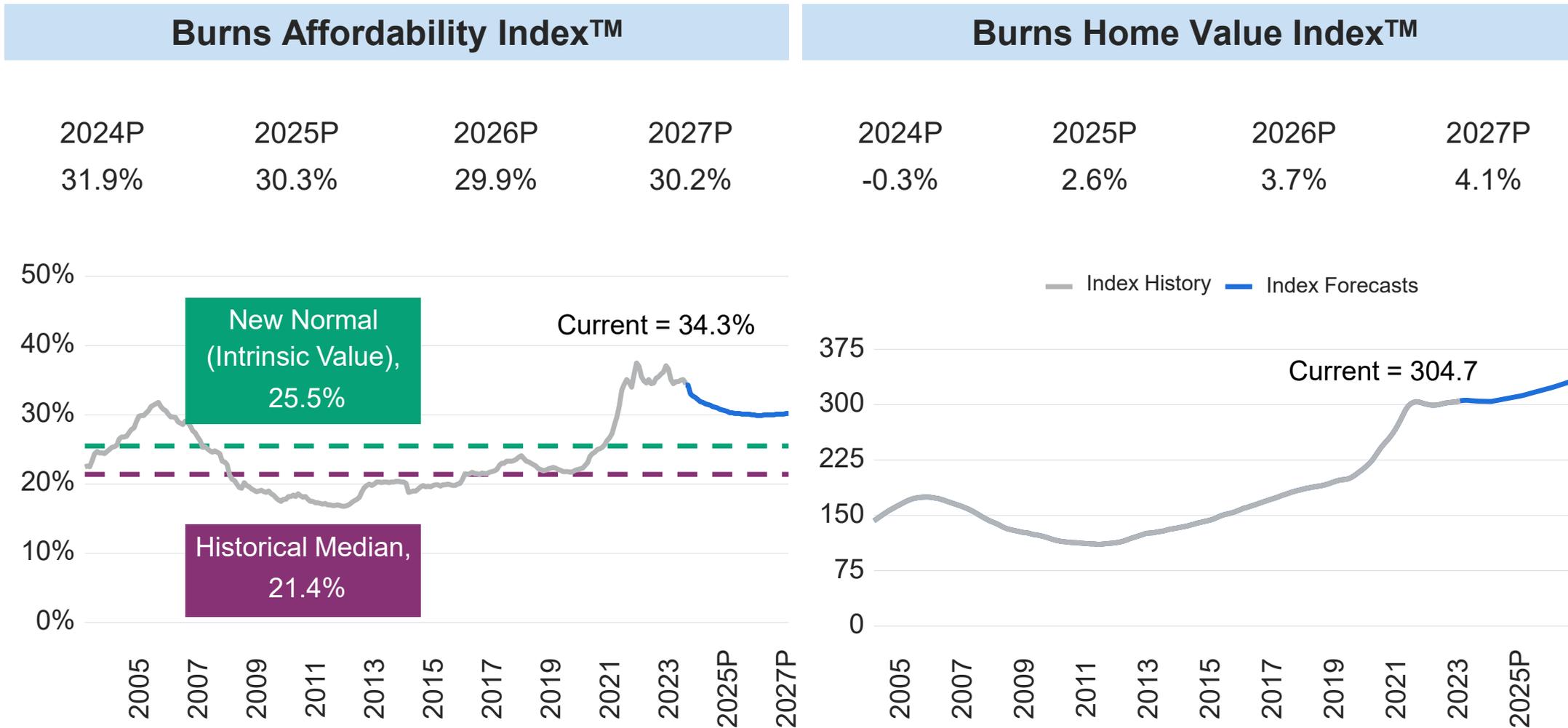


1) Our new home price appreciation forecast is a "net of incentives" price forecast. Historical new home prices are closing prices that include upgrades, etc. Our forecasted price appreciation for new home projects for new home projects depends heavily on local submarket conditions.

We forecast new home sales in Jacksonville to decrease by -6.2% by year-end 2024 and fall another -3.1% in 2025. We forecast that new home sales volume will grow by 9.5% and 5.8% in 2026 and 2027.

We forecast new home median prices in Jacksonville to decrease by -0.3% in 2024 YOY and change by 2.7%, 3.8%, and 3.7% from 2025-2027, respectively.

## The Burns Affordability Index<sup>1</sup> shows that affordability in Jacksonville is improving.



We expect affordability in the MSA to improve over the next few years but remain above the new normal.

Our Burns Home Value Index<sup>3</sup> shows that home values in Jacksonville have increased since 2022. Currently, home prices are up 0.7% YOY. We forecast home values in Jacksonville to decrease by -0.3% in 2024 YOY and change by 2.6%, 3.7% and 4.1% from 2025-2027, respectively.

1) We calculate the housing cost to income ratio (HC/I ratio) by dividing the market's median monthly housing costs by 125% of the median income. Housing cost assumes the purchase of a home equal to the market's median-priced existing home with a 10% down payment and a 30-year, fixed-rate mortgage. Payment includes PITI (principal, interest, taxes and insurance) plus mortgage insurance.

2) To determine the intrinsic HC/I ratio, we look at the long-term trend of the market's HC/I ratio, with an emphasis on recent history and our forecasts. This intrinsic adjuster (the spread between the intrinsic HC/I ratio and the historical median HC/I ratio) is representative of fundamental shifts in several markets we feel are now permanently more/less expensive due to increased/decreased demand or limited supply.

3) Each month the BHVI evaluates the overall value of every home in a market, not just the small sample of homes that are actually transacting.

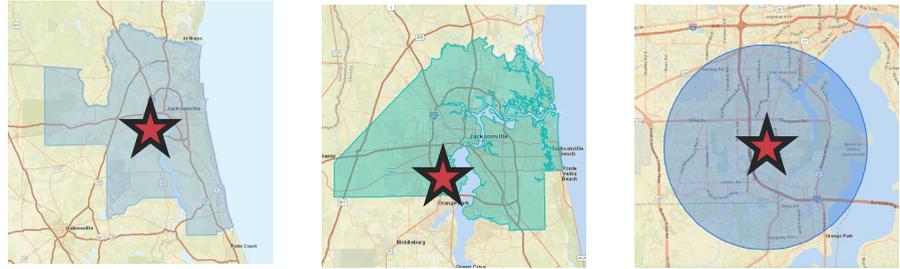


# Demographic Trends

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**Projected population and household growth in the Subject’s 5-mile radius is lower than that of the MSA and Duval County.**



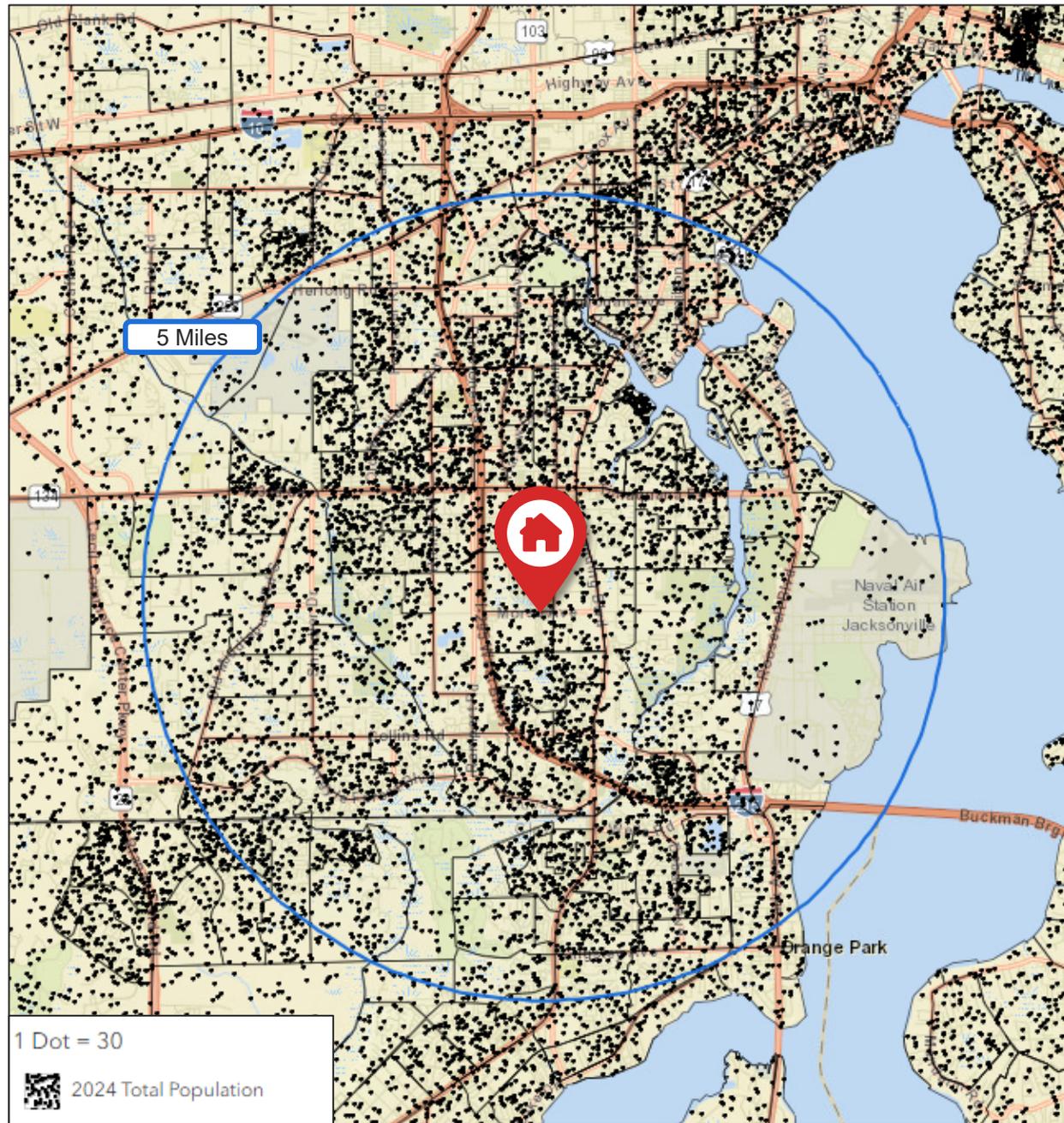
	Jacksonville MSA	Duval County	5 Mile Radius
<b>2024 Population</b>	1,737,832	1,047,009	185,597
<i>Proj. Annual % Increase (2024 to 2029)</i>	1.32%	0.73%	0.31%
<b>2024 Households</b>	685,635	425,663	71,982
<i>Proj. Annual % Increase (2024 to 2029)</i>	1.56%	1.13%	0.66%
<b>2024 Median Age</b>	40	38	37
<b>2024 Median HH Income</b>	\$82,603	\$72,782	\$65,815
<b>2024 Median Net Worth</b>	\$249,756	\$150,943	\$121,103
<b>2024 Median Home Value</b>	\$378,437	\$346,432	\$273,706
<b>2024 Avg. Household Size</b>	2.49	2.40	2.54
<b>2024 Households Who Rent</b>	34.0%	42.7%	43.0%
<b>2024 Renter Occupied Housing Units (% of Total)</b>	31.0%	39.3%	40.0%

We analyzed demographic trends across the Jacksonville MSA, Duval County, and the Subject’s 5-mile radius.

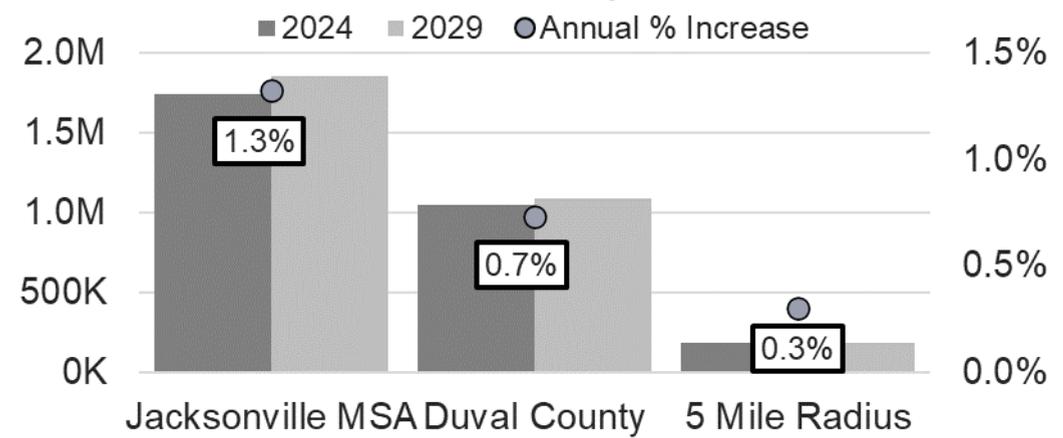
Notably, the projected growth rates for population and households within the Subject’s 5-mile radius are lower than in the MSA and Duval County, likely due to the limited land available to develop in the Subject’s 5-mile radius.

Source; ESRI, John Burns Research and Consulting, LLC

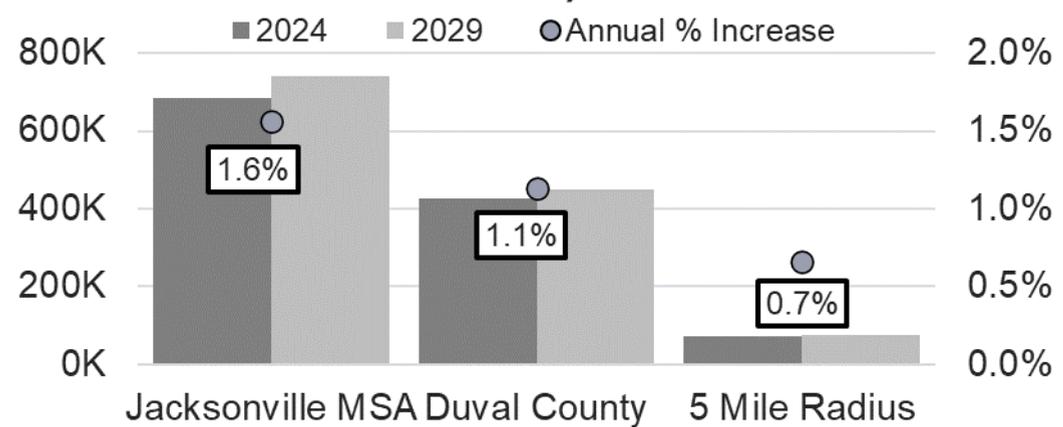
The Subject is situated in a densely populated area of Jacksonville.



Total Population and Expected Annual Population Change (2024-2029)

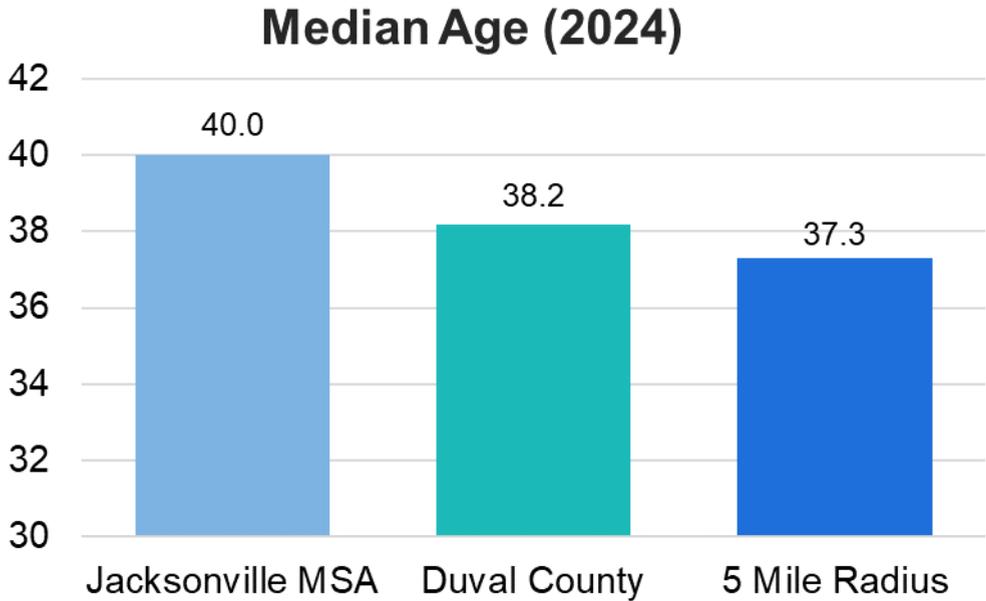
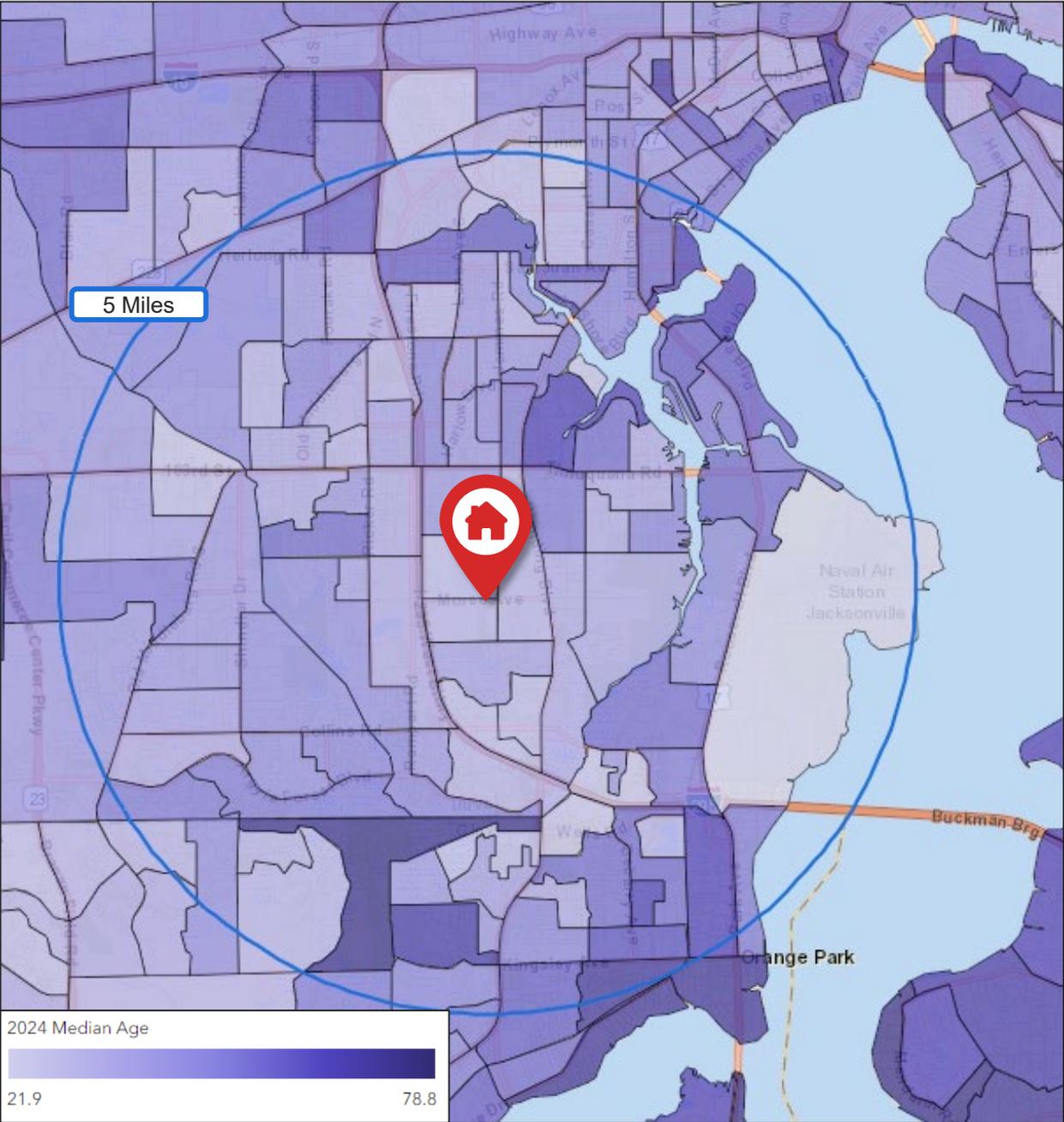


Total Households and Expected Annual Household Change (2024-2029)

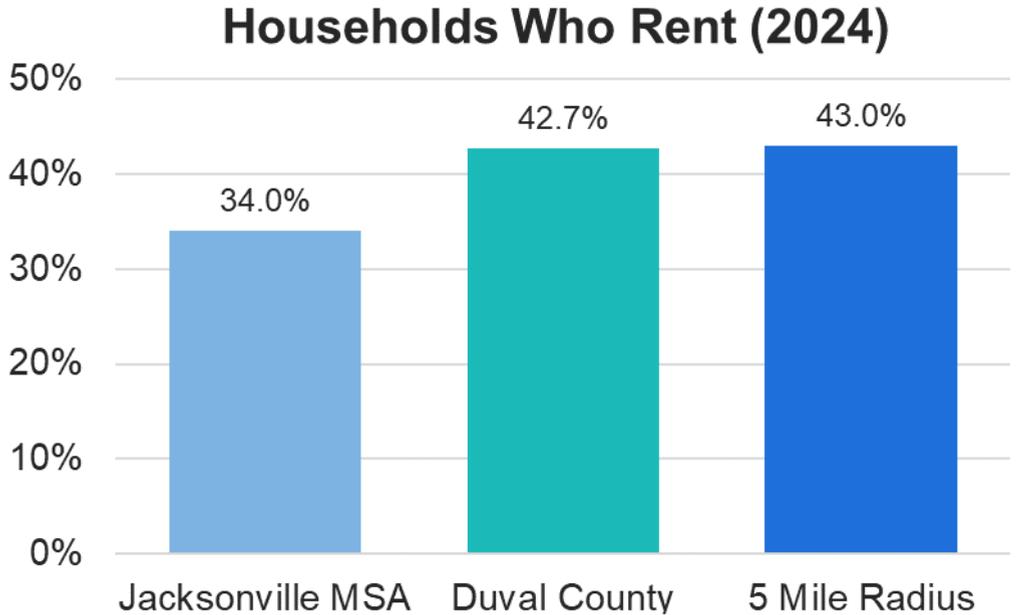


ESRI projects higher population and household growth in the Jacksonville MSA and Duval County compared to that of the Subject's 5-mile radius. The Subject is in a densely-populated area with limited available land for new development.

# There is a higher percentage of renter households within the Subject's 5-mile radius compared to the other geographies



The median age in the Subject's zip code is 37.3, which is younger than that of the MSA and Duval County.

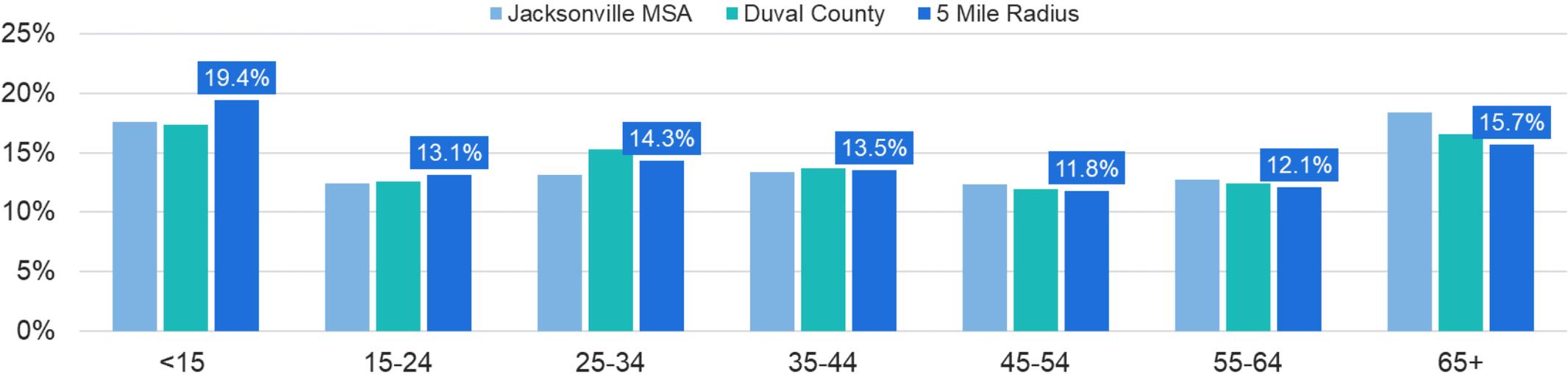


The percentage of households renting in the Subject's 5-mile radius is higher than that in the MSA and county, which bodes well for future demand at the Subject.

Source: ESRI

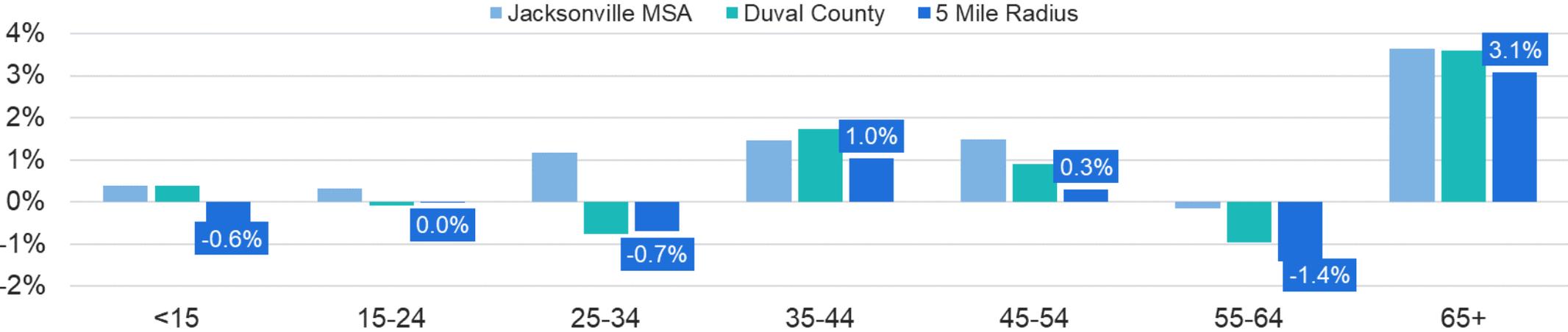
We expect the Subject to appeal to young professionals, mature singles, and retirees.

Population Distribution by Age (2024)



Existing population distributions are similar across all geographies and indicate a significant presence of households with children and retirees in the 5-mile radius.

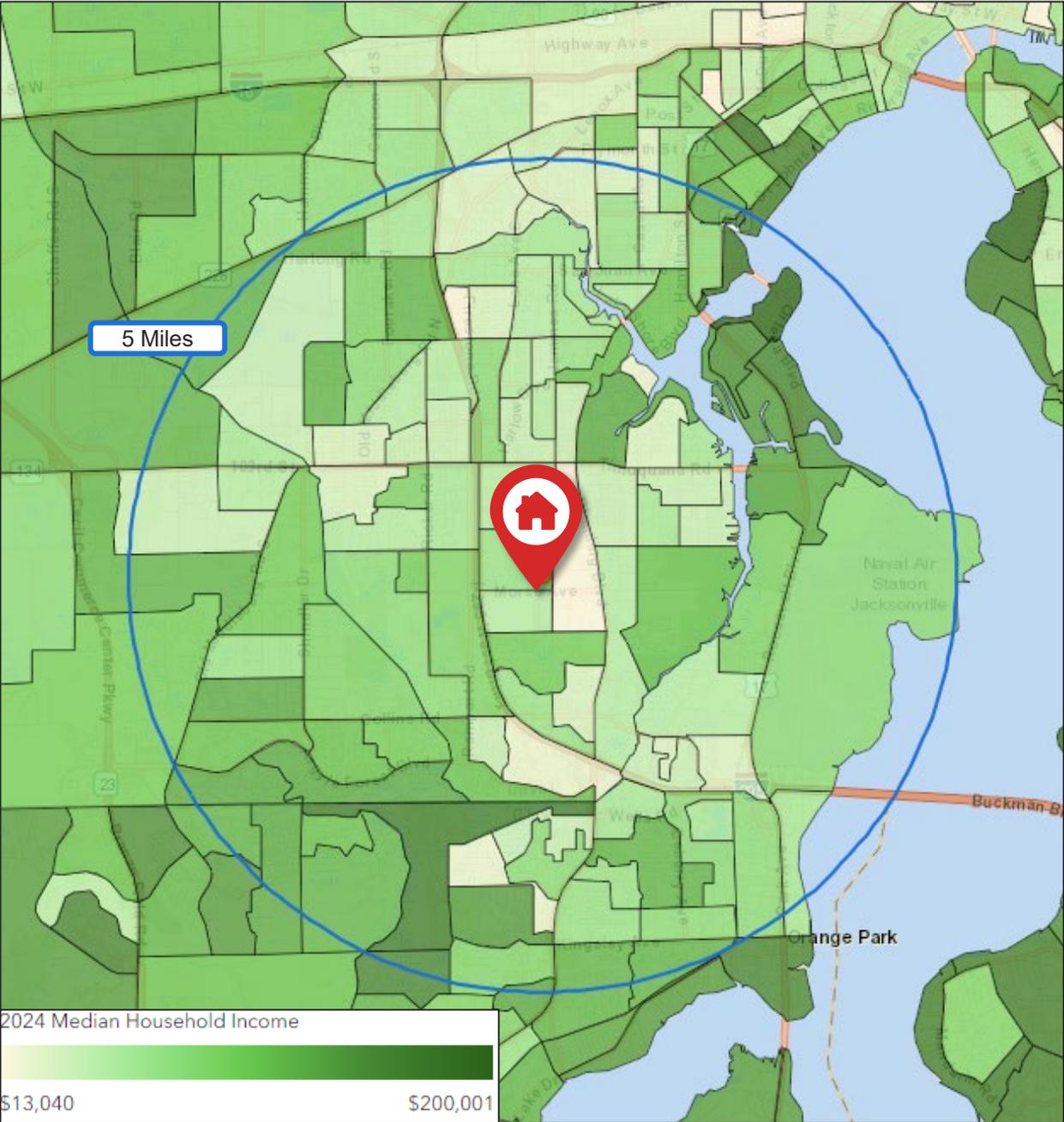
Annual Population Growth by Age (2024-2029)



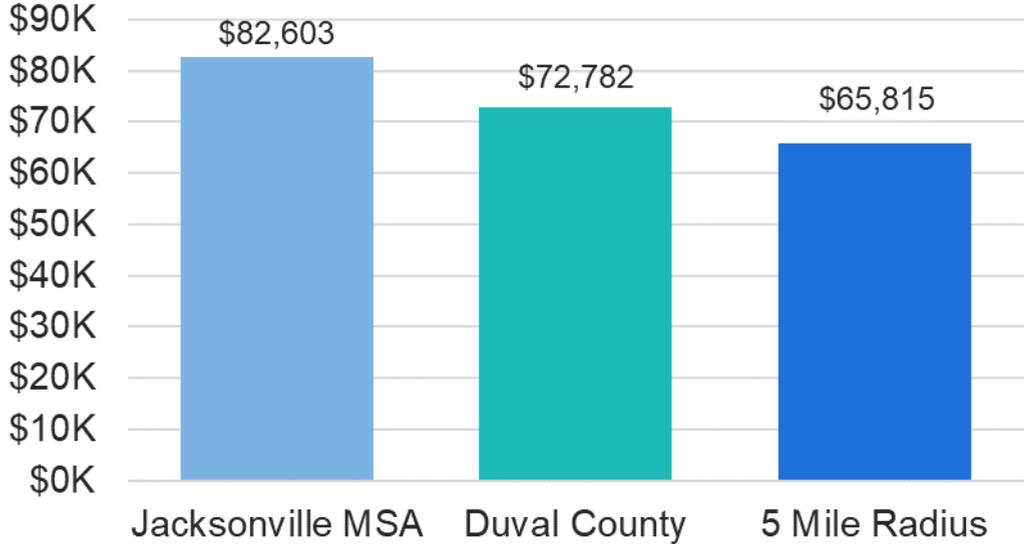
The Subject's 5-mile radius is expected to see growth in the 35-to-54-year age groups, as well as those aged 65+.

Source; ESRI, John Burns Research and Consulting, LLC

# Median household income and net worth is lower in the Subject's 5-mile radius compared to the county and MSA.



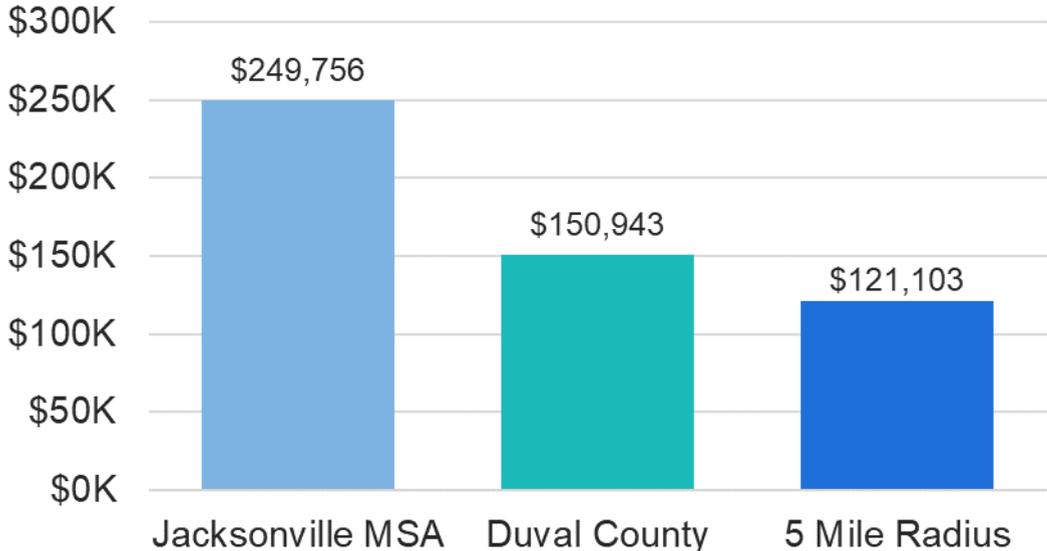
### Median Household Income (2024)



The median household income in the Subject's 5-mile radius (\$65.8K) is lower than that in the Jacksonville MSA and Duval County.

Our recommended rents suggest a \$42K to \$50K income to qualify at the Subject.

### Median Net Worth (2024)

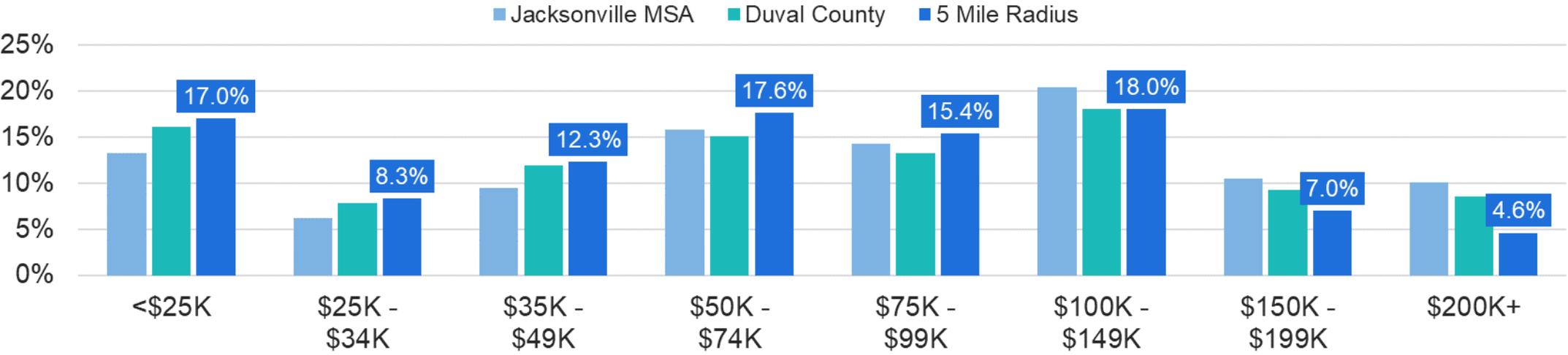


The median net worth in the Subject's 5-mile radius (\$121K) is less than half of the MSA.

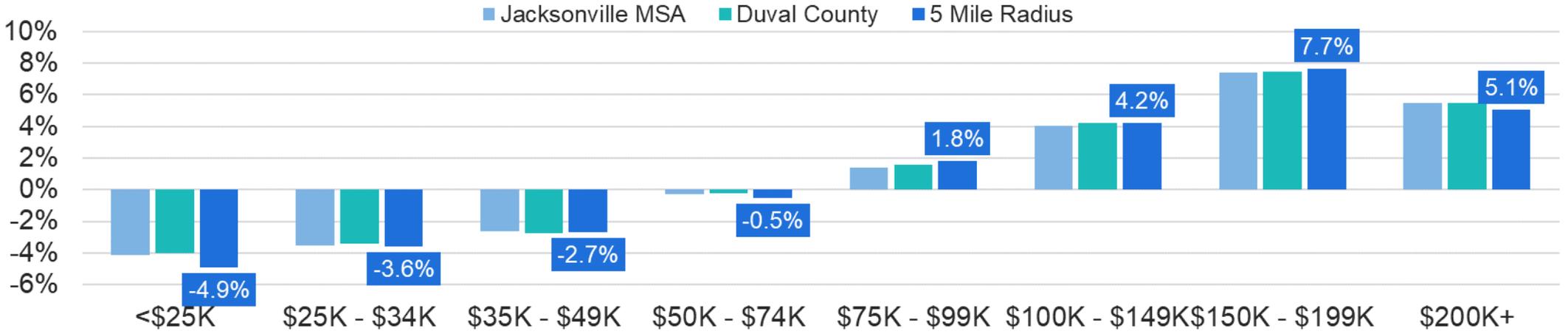
Source: ESRI

62% of households in the Subject’s 5-mile radius earn \$50K+ and qualify for rent at the Subject. Growth is concentrated among \$75K+ brackets.

Household Income Distribution (2024)



Annual Household Growth by Income (2024-2029)

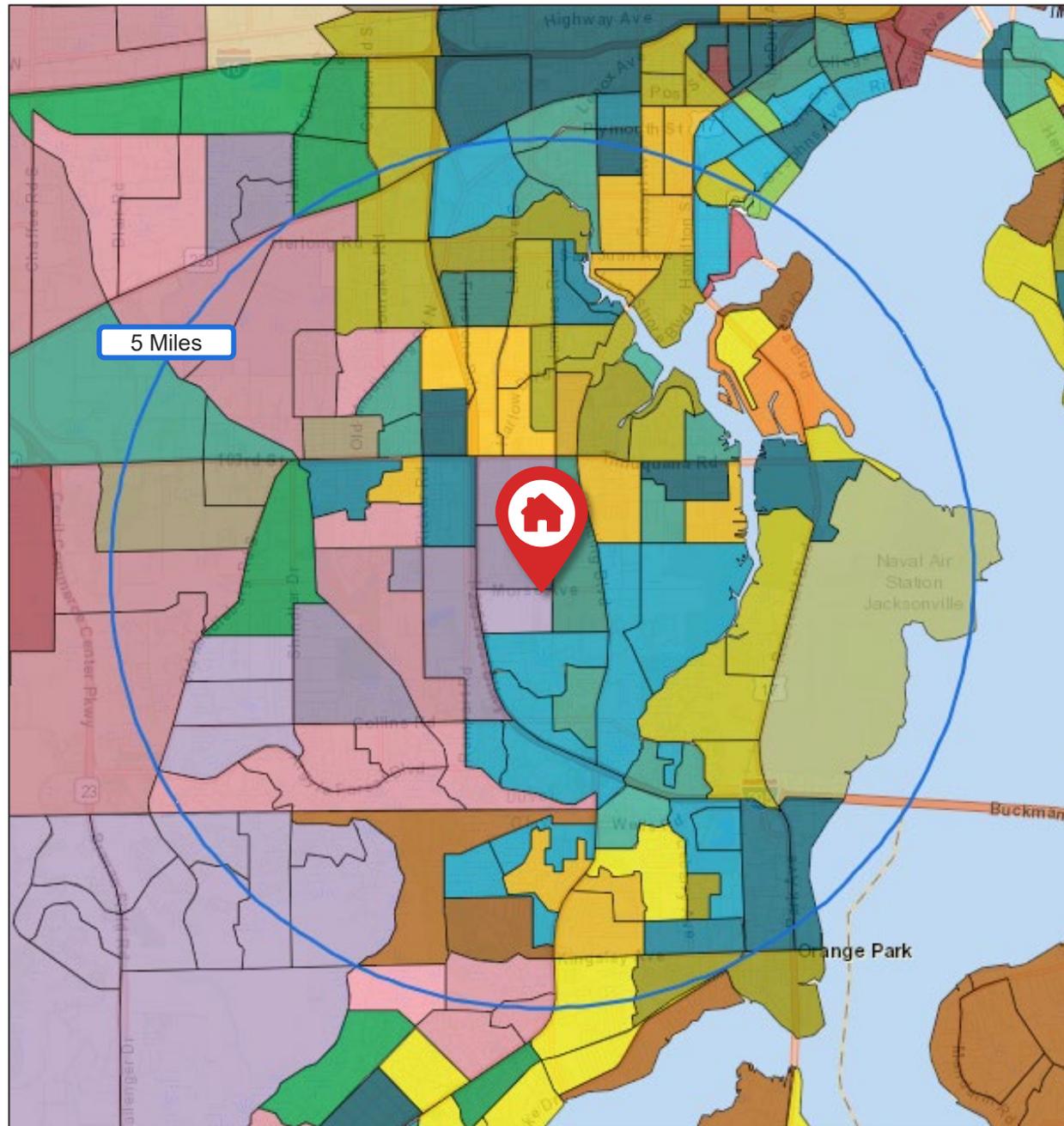


Qualifying incomes at the Subject generally range from \$42K to \$50K. Our recommended rents appear achievable based on income distribution today.

Household growth is expected to occur among all households earning over \$75K in the Subject’s 5-mile radius and is particularly pronounced for over \$150K. Future household income forecasts support bode well for the support of potential future rent growth at the Subject.

Source: ESRI, John Burns Research and Consulting, LLC

# Tapestry LifeMode groups surrounding the Subject reflect a large population of middle-income singles and families.



- Highest Income**
- **Affluent Estates:** Established wealth—educated, well-traveled married couples
  - **Upscale Avenues:** Prosperous married couples living in older suburban enclaves
  - **Uptown Individuals:** Young, successful singles in the city
  - **Family Landscapes:** Successful young families in their first homes
  - **GenXurban:** Gen X in middle age; families with fewer kids and mortgage
  - **Cozy Country Living:** Empty nesters in bucolic settings
- Middle Income**
- **Sprouting Explorers:** Young homeowners with families
  - **Middle Ground:** Lifestyles of thirty-somethings
  - **Senior Styles:** Senior lifestyles reveal the effects of saving for retirement
  - **Rustic Outposts:** Country life with older families in older homes
  - **Midtown Singles:** Millennials on the move—single, urban
  - **Hometown:** Growing up and staying close to home; single householders
  - **Next Wave:** Urban dwellers; young, hardworking families
- Lowest Income**
- **Scholars and Patriots:** College and military populations that share many traits due to the transitional nature of this LifeMode group

Source: ESRI

These three Tapestry segments account for over 30% of existing households in the Subject’s 5-mile radius.

Picture	Description	Preferred
	<p><b>Middle Ground: Bright Young Professionals</b></p> <p>Bright Young Professionals is a large market, primarily located in urban outskirts of large metropolitan areas. These communities are home to young, educated, working professionals. More than one out of three householders is under the age of 35. Slightly more diverse couples dominate this market, with more renters than homeowners. More than two-fifths of the households live in single-family homes; over a third live in 5+ unit buildings. Labor force participation is high, generally white-collar work, with a mix of food service and part-time jobs (among the college students). Median household income, median home value, and average rent are close to the US values. Residents of this segment are physically active and up on the latest technology.</p>	
	<p><b>Midtown Singles: Metro Fusion</b></p> <p>Metro Fusion is a young market. Many residents do not speak English fluently and have moved into their homes recently. They are highly mobile and over three quarters of households are occupied by renters. Many households have young children; a quarter are single-parent families. Most residents live in midsize apartment buildings. Metro Fusion is a hard-working market with residents that are dedicated to climbing the ladders of their professional and social lives.</p>	
	<p><b>Family Landscapes: Home Improvement</b></p> <p>Married-couple families occupy well over half of these suburban households. Most Home Improvement residences are single-family homes that are owner occupied, with only one-fifth of the households occupied by renters. Education and diversity levels are similar to the US as a whole. These families spend a lot of time on the go and therefore tend to eat out regularly. When at home, weekends are consumed with home improvement and remodeling projects.</p>	

Source: ESRI

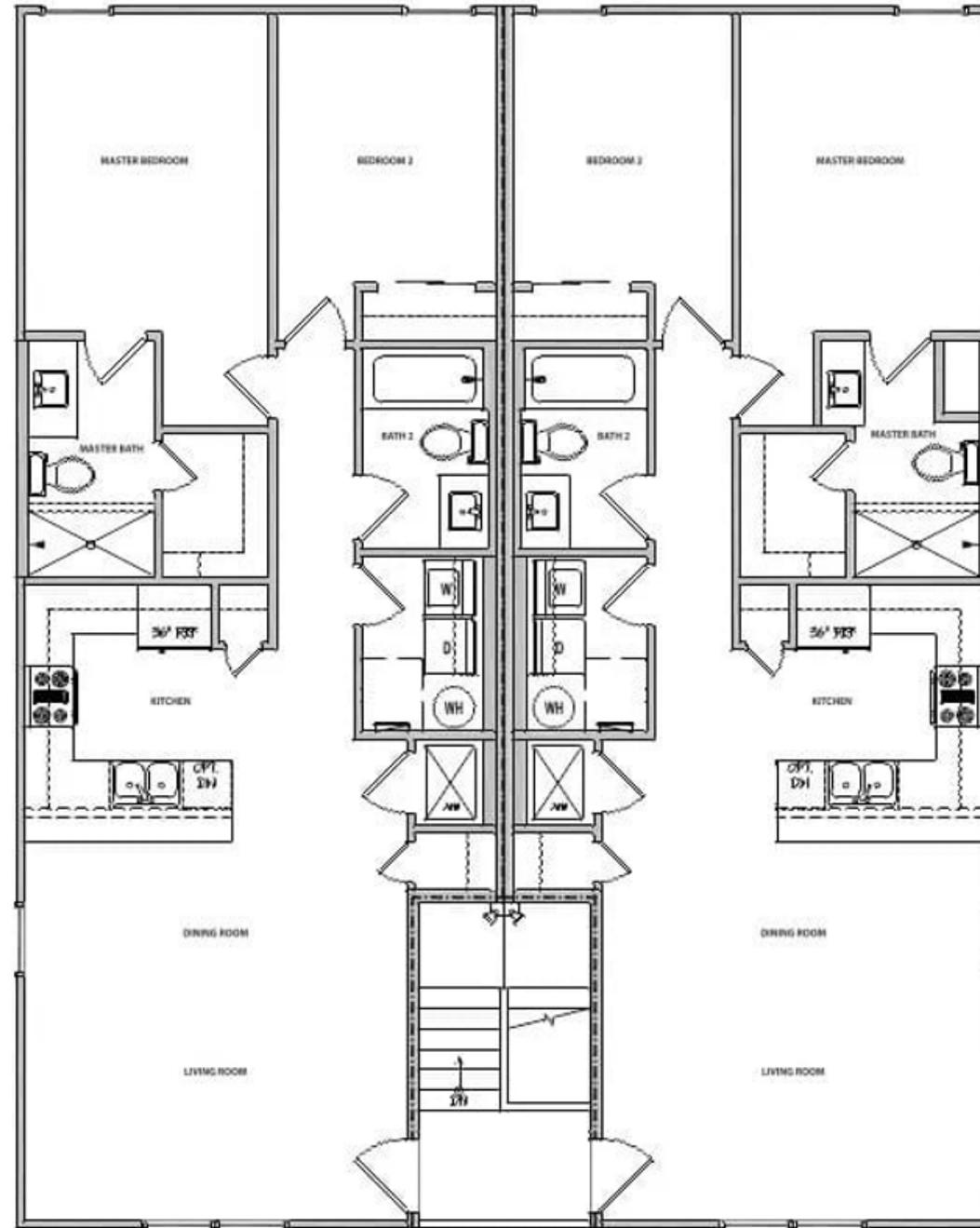


# Appendix

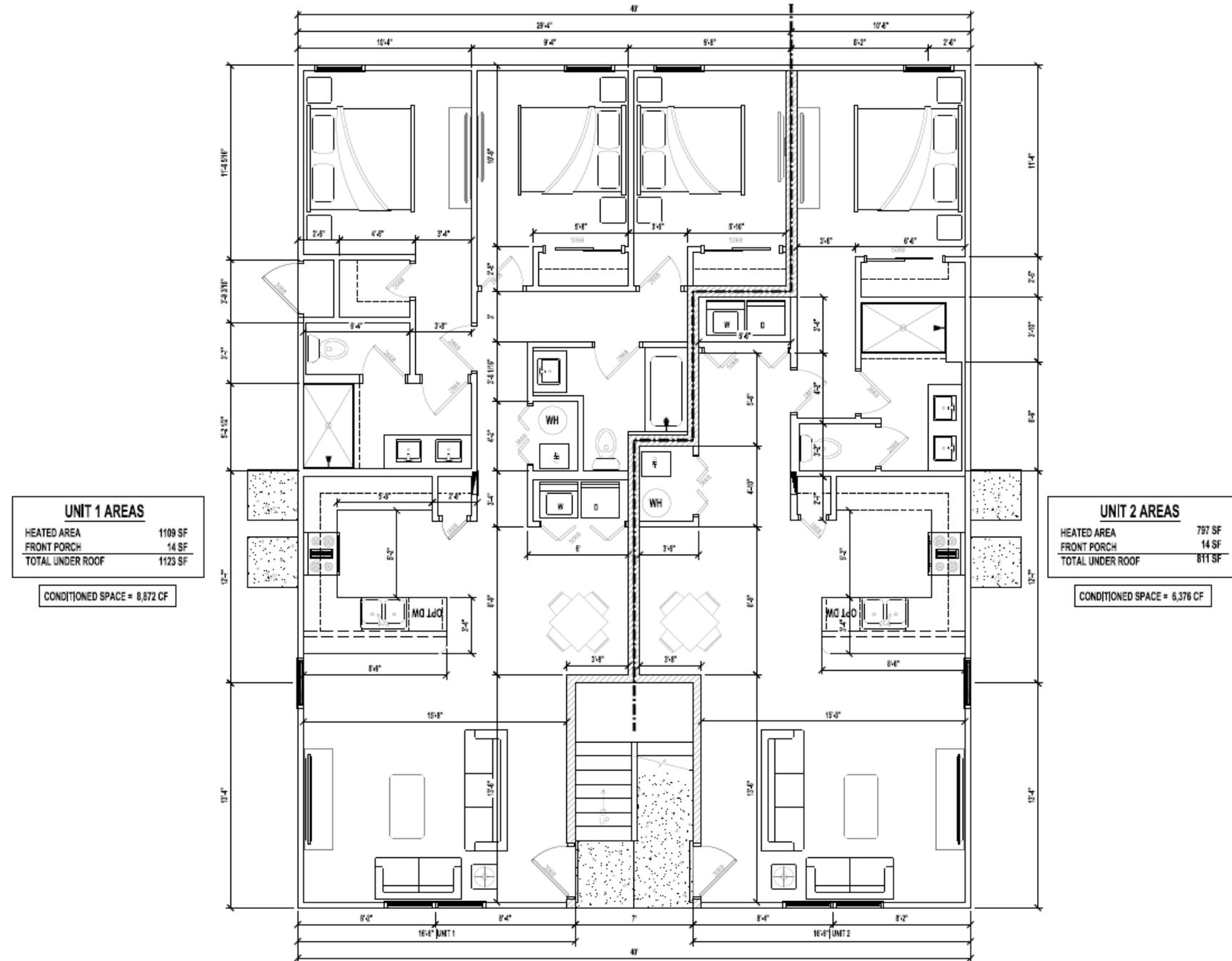
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# Two-Bedroom Floorplan



# One- and Three-Bedroom Floorplans



# Appendix – Competitive Detail

1				Tapestry Westland Village				Floor Plan										Rental Recommendations (Monthly)						
								% Mix	Mix	Sq. Ft.	Bed	Bath	Level	Pkg.	Type	Base Rent	Base / Sq. Ft.	Avg. Prem.	Base + Prem.	Base + Prem. / Sq. Ft.	Total Concess.	Eff. Rent	Eff. / Sq. Ft.	Mand. Fees
<b>Product</b>	Walk-Up	<b>Began Lease-Up</b>	Mar-20	9%	24	725	1	1	1	SUR	Walk-Up	\$1,305	\$1.80	\$30	\$1,335	\$1.84	\$0	\$1,335	\$1.84	\$60	\$1,395	\$1.92	\$47.0K	
<b>Min Lot/Density</b>		<b>Finished Lease-Up</b>	Jul-21	8%	21	748	1	1	1	SUR	Walk-Up	\$1,218	\$1.63	\$30	\$1,248	\$1.67	\$0	\$1,248	\$1.67	\$60	\$1,308	\$1.75	\$44.0K	
<b>Floors</b>	3	<b>Total Units</b>	266	9%	24	774	1	1	1	SUR	Walk-Up	\$1,395	\$1.80	\$30	\$1,425	\$1.84	\$0	\$1,425	\$1.84	\$60	\$1,485	\$1.92	\$50.0K	
<b>Parking</b>	SUR	<b>Leased</b>	258 (97.0%)	12%	31	862	1	1	1	SUR	Walk-Up	\$1,435	\$1.66	\$30	\$1,465	\$1.70	\$0	\$1,465	\$1.70	\$60	\$1,525	\$1.77	\$52.0K	
<b>Year Built</b>	2020	<b>Occupied</b>	261 (98.0%)	17%	46	1,108	2	2	1	SUR	Walk-Up	\$1,535	\$1.39	\$30	\$1,565	\$1.41	\$0	\$1,565	\$1.41	\$60	\$1,625	\$1.47	\$55.0K	
<b>Location</b>	Jacksonville (32244)	<b>Available</b>	8	25%	66	1,191	2	1	1	SUR	Walk-Up	\$1,680	\$1.41	\$30	\$1,710	\$1.44	\$0	\$1,710	\$1.44	\$60	\$1,770	\$1.49	\$60.0K	
<b>Utilities in Rent</b>	None	<b>Leased/Mo.</b>	14	9%	24	1,216	2	1	1	SUR	Walk-Up	\$1,635	\$1.34	\$30	\$1,665	\$1.37	\$0	\$1,665	\$1.37	\$60	\$1,725	\$1.42	\$59.0K	
<b>Services in Rent</b>	None			11%	30	1,324	3	2	1	SUR	Walk-Up	\$1,720	\$1.30	\$30	\$1,750	\$1.32	\$0	\$1,750	\$1.32	\$60	\$1,810	\$1.37	\$62.0K	
<b>Appliances in Rent</b>	R, W, D																							
<b>Mand. Fee(s)</b>	Package locker, pest, trash																							
<b>Total/Avg.</b>					266	1,041						\$1,531	\$1.47	\$30	\$1,561	\$1.50	\$0	\$1,561	\$1.50	\$60	\$1,621	\$1.56	\$55.0K	

2				Pointe Grande Jacksonville West				Floor Plan										Rental Recommendations (Monthly)						
								% Mix	Mix	Sq. Ft.	Bed	Bath	Level	Pkg.	Type	Base Rent	Base / Sq. Ft.	Avg. Prem.	Base + Prem.	Base + Prem. / Sq. Ft.	Total Concess.	Eff. Rent	Eff. / Sq. Ft.	Mand. Fees
				100%	264	1,170	2	2	1	SUR	Stacked Flat	\$1,399	\$1.20	\$60	\$1,459	\$1.25	(\$182)	\$1,277	\$1.09	\$195	\$1,472	\$1.26	\$50.0K	
<b>Product</b>	Stacked Flat	<b>Began Lease-Up</b>	Feb-24																					
<b>Min Lot/Density</b>	0	<b>Finished Lease-Up</b>	Leasing																					
<b>Floors</b>	3	<b>Total Units</b>	264																					
<b>Parking</b>	SUR	<b>Leased</b>	61 (23.0%)																					
<b>Year Built</b>	2024	<b>Occupied</b>	74 (28.0%)																					
<b>Location</b>	Jacksonville (32210)	<b>Available</b>	203																					
<b>Utilities in Rent</b>	None	<b>Leased/Mo.</b>	7																					
<b>Services in Rent</b>	None																							
<b>Appliances in Rent</b>	R																							
<b>Mand. Fee(s)</b>	Trash, W/D, internet, smart tech																							
<b>Total/Avg.</b>					264	1,170						\$1,399	\$1.20	\$60	\$1,459	\$1.25	(\$182)	\$1,277	\$1.09	\$195	\$1,472	\$1.26	\$50.0K	

3				Novo Westlake				Floor Plan										Rental Recommendations (Monthly)						
								% Mix	Mix	Sq. Ft.	Bed	Bath	Level	Pkg.	Type	Base Rent	Base / Sq. Ft.	Avg. Prem.	Base + Prem.	Base + Prem. / Sq. Ft.	Total Concess.	Eff. Rent	Eff. / Sq. Ft.	Mand. Fees
<b>Product</b>	Walk-Up	<b>Began Lease-Up</b>	Feb-24	33%	100	756	1	1	1	SUR	Walk-Up	\$1,395	\$1.85	\$30	\$1,425	\$1.88	(\$238)	\$1,188	\$1.57	\$118	\$1,306	\$1.73	\$50.0K	
<b>Min Lot/Density</b>	0	<b>Finished Lease-Up</b>	Leasing	33%	100	1,176	2	2	1	SUR	Walk-Up	\$1,585	\$1.35	\$30	\$1,615	\$1.37	(\$269)	\$1,346	\$1.14	\$118	\$1,464	\$1.24	\$57.0K	
<b>Floors</b>	3	<b>Total Units</b>	300	33%	100	1,248	3	2	1	SUR	Walk-Up	\$1,895	\$1.52	\$30	\$1,925	\$1.54	(\$321)	\$1,604	\$1.29	\$118	\$1,722	\$1.38	\$68.0K	
<b>Parking</b>	SUR	<b>Leased</b>	166 (55.3%)																					
<b>Year Built</b>	2024	<b>Occupied</b>	132 (44.0%)																					
<b>Location</b>	Jacksonville (32210)	<b>Available</b>	134																					
<b>Utilities in Rent</b>	None	<b>Leased/Mo.</b>	18																					
<b>Services in Rent</b>	None																							
<b>Appliances in Rent</b>	R, W, D																							
<b>Mand. Fee(s)</b>	Trash, pest, internet																							
<b>Total/Avg.</b>					300	1,060						\$1,625	\$1.53	\$30	\$1,655	\$1.56	(\$276)	\$1,379	\$1.30	\$118	\$1,497	\$1.41	\$58.3K	

# Appendix – Competitive Detail

4 Ryan's Pond				Floor Plan						Rental Recommendations (Monthly)														
				% Mix	Mix	Sq. Ft.	Bed	Bath	Level	Pkg.	Type	Base Rent	Base / Sq. Ft.	Avg. Prem.	Base + Prem.	Base + Prem. / Sq. Ft.	Total Concess.	Eff. Rent	Eff. / Sq. Ft.	Mand. Fees	Eff. + Mand. Fees	Eff. + Mand. Fees / Sq. Ft.	Income to Qualify	
				100%	92	1,040	2	2	1	SUR	Stacked Flat	\$1,345	\$1.29	\$10	\$1,355	\$1.30	(\$113)	\$1,242	\$1.19	\$80	\$1,322	\$1.27	\$48.0K	
<b>Product</b>	Stacked Flat	<b>Began Lease-Up</b>	Aug-23																					
<b>Min Lot/Density</b>	0	<b>Finished Lease-Up</b>	Aug-24																					
<b>Floors</b>	2	<b>Total Units</b>	92																					
<b>Parking</b>	SUR	<b>Leased</b>	90 (98.0%)																					
<b>Year Built</b>	2023	<b>Occupied</b>	90 (98.1%)																					
<b>Location</b>	Jacksonville (32244)	<b>Available</b>	2																					
		<b>Leased/Mo.</b>	6																					
<b>Utilities in Rent</b>	None																							
<b>Services in Rent</b>	None																							
<b>Appliances in Rent</b>	R, W, D																							
<b>Mand. Fee(s)</b>	Renters insurance, trash, HVAC air filters																							
<b>Total/Avg.</b>				92	1,040																			

5 Westland Park				Floor Plan						Rental Recommendations (Monthly)														
				% Mix	Mix	Sq. Ft.	Bed	Bath	Level	Pkg.	Type	Base Rent	Base / Sq. Ft.	Avg. Prem.	Base + Prem.	Base + Prem. / Sq. Ft.	Total Concess.	Eff. Rent	Eff. / Sq. Ft.	Mand. Fees	Eff. + Mand. Fees	Eff. + Mand. Fees / Sq. Ft.	Income to Qualify	
				21%	84	650	1	1	1	SUR	Walk-Up	\$1,135	\$1.75	\$75	\$1,210	\$1.86	(\$63)	\$1,148	\$1.77	\$30	\$1,178	\$1.81	\$41.0K	
<b>Product</b>	Walk-Up	<b>Began Lease-Up</b>	Jan-00	15%	60	750	1	1	1	SUR	Walk-Up	\$1,260	\$1.68	\$75	\$1,335	\$1.78	(\$63)	\$1,273	\$1.70	\$30	\$1,303	\$1.74	\$45.0K	
<b>Min Lot/Density</b>	0	<b>Finished Lease-Up</b>	Jan-00	7%	28	875	1	1	1	SUR	Walk-Up	\$1,261	\$1.44	\$75	\$1,336	\$1.53	(\$63)	\$1,274	\$1.46	\$30	\$1,304	\$1.49	\$45.0K	
<b>Floors</b>	3	<b>Total Units</b>	405	12%	48	950	2	1	1	SUR	Walk-Up	\$1,407	\$1.48	\$75	\$1,482	\$1.56	(\$63)	\$1,420	\$1.49	\$30	\$1,450	\$1.53	\$51.0K	
<b>Parking</b>	SUR	<b>Leased</b>	381 (94.0%)	15%	60	1,040	2	2	1	SUR	Walk-Up	\$1,352	\$1.30	\$75	\$1,427	\$1.37	(\$63)	\$1,365	\$1.31	\$30	\$1,395	\$1.34	\$49.0K	
<b>Year Built</b>	1996	<b>Occupied</b>	377 (93.0%)	7%	28	1,175	2	2	1	SUR	Walk-Up	\$1,390	\$1.18	\$75	\$1,465	\$1.25	(\$63)	\$1,403	\$1.19	\$30	\$1,433	\$1.22	\$50.0K	
<b>Location</b>	Jacksonville (32244)	<b>Available</b>	24	3%	12	1,230	2	2	2	SUR	Walk-Up	\$1,477	\$1.20	\$75	\$1,552	\$1.26	(\$63)	\$1,490	\$1.21	\$30	\$1,520	\$1.24	\$53.0K	
		<b>Leased/Mo.</b>	192	21%	85	1,450	3	2	1	SUR	Walk-Up	\$1,490	\$1.03	\$75	\$1,565	\$1.08	(\$63)	\$1,503	\$1.04	\$30	\$1,533	\$1.06	\$54.0K	
<b>Utilities in Rent</b>	None																							
<b>Services in Rent</b>	None																							
<b>Appliances in Rent</b>	R, W, D																							
<b>Mand. Fee(s)</b>	Trash, pest																							
<b>Total/Avg.</b>				405	995																			

Source: John Burns Research and Consulting, LLC September 2024 Market Survey, RealPage, Yardi Matrix,



## Rate cuts will boost housing in 2025.

The Federal Reserve is cutting interest rates for the first time since 2020, which, barring a recession, should benefit housing and the economy heading into 2025.



### Our 2024 forecast

**+0%** new home sales and **+1.5%** new home price appreciation (net of incentives)

We expect mortgage rates to average 6.6% in 2024, bolstering builder performance vs. resale.

- Resale inventory remains low relative to history but is rising, particularly in certain pockets of the country (FL/TX).
- Newly built homes remain an important source of supply for buyers, but poor affordability and rising resale competition will keep new home transactions and price growth muted.
- Still, recent history has shown that builders thrive when prevailing mortgage rates are between 5.5% and 7% since rate buydowns and other incentives are most effective for the largest number of buyers in this range.



### Labor market

The labor market is clearly cooling. Recession is not our base case, but the risk rises as long as the Fed keeps monetary policy restrictive.

- Labor market data like job openings, hires, and quits are slowing. Unemployment fell to 4.2% in July but is well above its recent low, according to the Sahm Rule—a warning sign of a potential slowdown.
- Employment growth has slowed on a month-to-month basis but is not worryingly slow. Slower immigration later in the year will likely put downward pressure on job growth.
- We expect **+1.2%** job growth on average in 2024, which factors in strong job growth in the first half of the year and expected softening in the second half, in addition to recent downward revisions in BLS data.



### Macroeconomic outlook

Inflation will likely remain slightly above the Fed's +2% target for the rest of 2024, but the start of a rate cut cycle should provide some relief to housing and the economy.

- Inflation rose +2.6% YOY in August, down from +2.9% in July.
- Housing still accounts for the bulk of YOY inflation but is normalizing. Housing inflation tracks rents closer than home prices due to measurement quirks, which should continue to put downward pressure on inflation in the coming months.
- Personal Consumption Expenditures (PCE), the Fed's preferred inflation gauge, is closer to target at +2.5%. Housing is a much smaller share of PCE relative to CPI.

## Scenarios most likely to play out for housing industries (for rent)



### Apartments

**JBREC forecasts that apartment rents will rise +0.7% in 2024.**

- We expect rents to increase slightly at a national level, given strong demand year-to-date.
- Rent growth will vary considerably by market. Supply-side pressure will weigh on rent growth, particularly in Sunbelt markets where apartment construction has boomed this cycle.
- These markets are at risk of rent declines, given elevated deliveries and more competition.

**We forecast multifamily starts will decline -28% in 2024 to 340K.**

- We anticipate a significant pullback in construction from current record highs (highest multifamily starts level since 1986). Though the promise of lower rates in the coming months is spurring investor optimism, cooling rents and elevated supply in many markets support our thesis for falling construction volumes.



### Single-Family Rental (SFR)

**JBREC forecasts that single-family rents will keep growing nationally. We forecast that rents will accelerate +3.6% YOY in 2024.**

- Rapid monthly payment growth in the for-sale market has helped keep current SFR tenants in place who can no longer afford to buy.
  - The lock-in effect has also helped keep new SFR inventory low, supporting rent growth. However, we are wary of potential SFR supply increases given rising for-sale inventory levels.
  - Greater for-sale supply will likely result in greater SFR inventory as some sellers opt to list for rent instead.
  - Capital seeking safety, yield, and inflation hedge may also help support SFR relative to for-sale housing.

**Build-to-rent (BTR) construction will increase over the long term but will pull back in the short term due to the elevated cost of capital and decelerating rent growth.**

- Low supply (for now) of newly built rental homes favors this sector, as do steady demand trends in SFR.
- Builders may turn their for-sale communities into rentals rather than sell into a high-rate, low-demand market.
- The prospect of lower rates in 2025 and beyond should bring some BTR deals back to life in the coming months.



# Limiting Conditions

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# Limiting Conditions

This report's conclusions and recommendations are based on our analysis of the information available to us from our research and from the client as of the date of this report. We assume that the information is correct and reliable and that we have been informed about any issues that would affect project marketability or success potential.

Our conclusions and recommendations are based on current and expected performance of the national, and/or local economy and real estate market. Given that economic conditions can change and real estate markets are cyclical, it is critical to monitor the economy and real-estate market continuously and to revisit key project assumptions periodically to ensure that they are still justified.

Due to changes in market conditions, as well as changes in consumer psychology, projected and actual results will likely differ. Events and circumstances frequently do not occur as expected, and the differences may be material. We do not express any form of assurance on the achievability of any pricing or absorption estimates or reasonableness of the underlying assumptions.

In general, for projects out in the future, we are assuming "normal" real estate market conditions and not a condition of either prolonged "boom" or "bust" market conditions. We do assume that economic, employment, and household growth will occur more or less in accordance with current expectations. We are not taking into account major shifts in the level of consumer confidence; in the ability of developers to secure needed project entitlements; in the cost of development or construction; in tax laws that favor or disfavor real estate markets; or in the availability and/or cost of capital and mortgage financing for real estate developers, owners and buyers. Should there be such major shifts affecting real estate markets, this analysis should be updated, with the conclusions and recommendations summarized herein reviewed and reevaluated under a potential range of build-out scenarios reflecting changed market conditions.

We have no responsibility to update our analysis for events and circumstances occurring after the date of our report.

# To learn more about our market coverage and experts, visit [JBREC.com](https://www.jbrec.com).

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