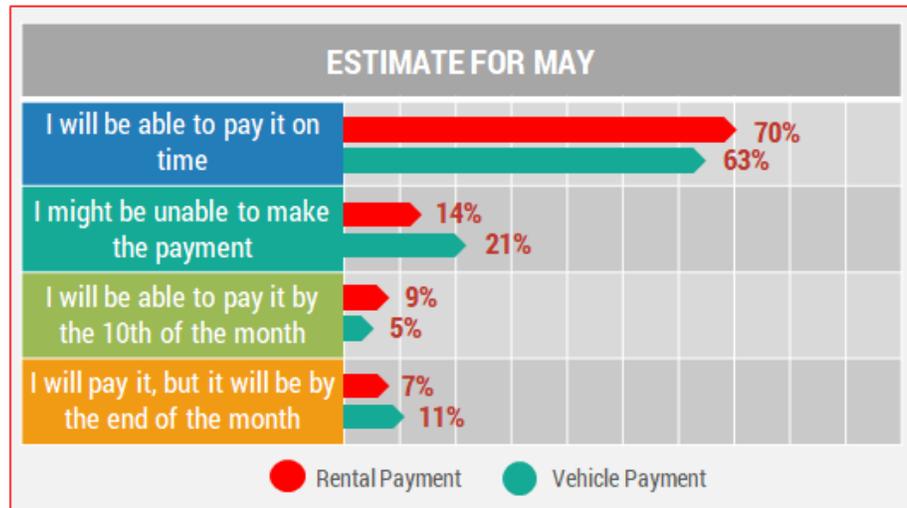


RENT ESTIMATE FOR MAY

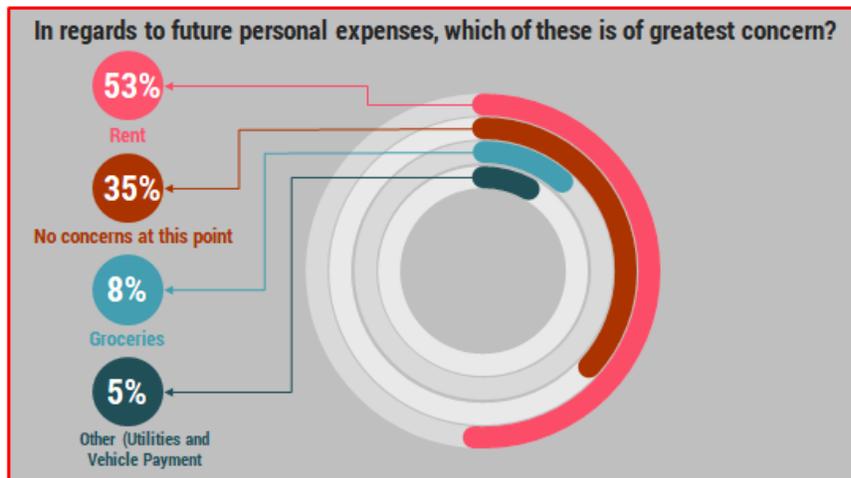
Summary of findings from a resident survey to estimate rent collections for May during COVID-19.

In April of this year, as our industry reacted to the unprecedented challenge of dealing with a global pandemic, our research showed that rent receipts were stronger (6% down from March) than previously predicted for the month. While gathering this information in conversations with industry leaders, concerns regarding May payments became quickly evident. Keeping that key concern in mind, we at J Turner Research decided the best insight into the status of future payments would come from asking the residents.

A survey of residents was conducted in the week of April 20, and we received over 2,000 responses across the country. As predicted, due to the personal nature and sensitive subject matter, the response rate was low. However, we were able to ascertain information that we believe will be helpful to owners and management companies in laying the groundwork for rental expectations for May.



Regarding housing payments, nearly 70% indicated that they would be able to pay their rent on time with 14% stating that they might be unable to make the payment. To compare, vehicle payment status showed 63% expressing that they will be able to pay on time and 21% said that they might not be able to make the May payment on their vehicle.

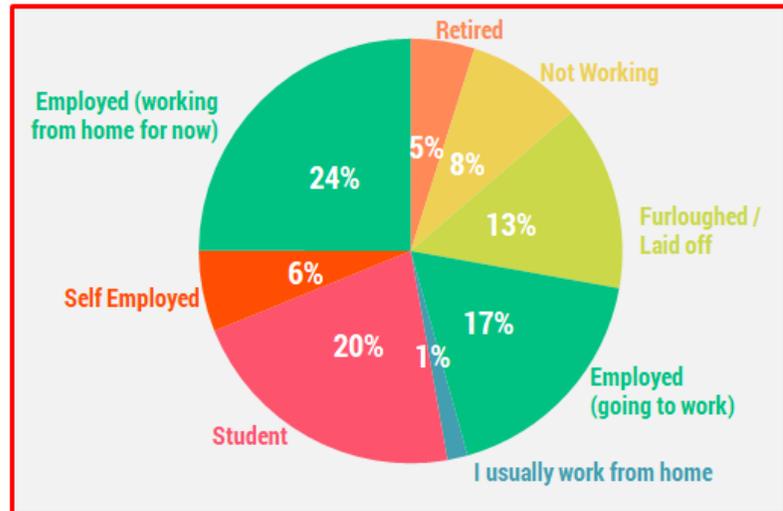


Rental payments, by far, were of most concern to respondents and a priority over car payment, utilities, and even groceries.

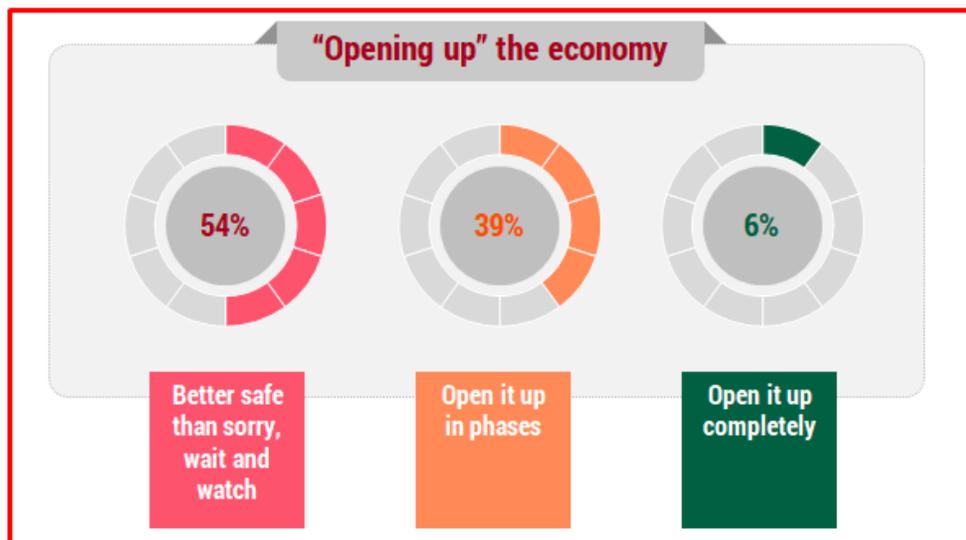
RENT ESTIMATE FOR MAY

Our data revealed that over 13% of respondents have been furloughed or laid off from their job with an additional 6% of respondents indicating they were self-employed, and their business revenues had been significantly impacted. Forty-seven percent of residents that indicated being furloughed/laid off said they would be able to pay the rent for May on time.

The number of unemployed respondents is somewhat less than the latest national numbers with 16% of the workforce filing for unemployment. Interestingly, the number of respondents that said they had been furloughed or laid off (13%) tracked closely with the percentage of respondents indicating they might not be able to pay rent for May (14%).



Looking to the future, respondents showed they were cautious about opening the economy with nearly 54% choosing “better to be safe than sorry”, 39% prefer opening the economy in phases and a mere 6% selecting “open it up completely”. An overwhelming percentage (over 94%) of respondents affirmed that they were avoiding public gatherings due to the coronavirus.



The study will be conducted again next month. For questions or free participation, please contact Joseph Batdorf at jbatdorf@jturnerresearch.com.