



Caine Mitter

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October 17, 2022

Angie Sellers, Chief Financial Officer
Florida Housing Finance Corporation
227 North Bronough Street, Suite 5000
Tallahassee, Florida 32301-1329

Re: **Hampton Point Apartments, 2022 Multifamily Mortgage Revenue Bonds Method of Sale Recommendation**

Dear Angie,

At the request of the staff of the Florida Housing Finance Corporation ("Florida Housing") and pursuant to our Contract for Independent Registered Municipal Advisor Services with Florida Housing, I have reviewed the Credit Underwriting Report dated as of October 17, 2022, relating to Hampton Point Apartments (the "Credit Underwriting Report"), and herein provide my recommendation for a negotiated public offering method of sale.

This recommendation is consistent with the procedures established for evaluating proposed multifamily transactions and is based upon the project information contained in the Credit Underwriting Report. The required factors considered in my evaluation of the proposed project are:

- Prevailing interest rates and financing costs for multifamily bonds,
- The anticipated credit and security structure,
- The proposed financing and issue structure,
- The experience of the developer in financing affordable housing,
- Florida Housing's known programmatic objectives,
- Probable near term market conditions,
- The timing of the transaction, and
- Other information provided by Florida Housing staff and the working group for this transaction, as applicable

The Credit Underwriting Report outlines a plan of finance for affordable multifamily housing involving short-term, cash collateralized tax-exempt bonds to finance construction. The bonds will bear interest at a fixed rate and will be redeemed upon conversion to permanent financing.

The Credit Underwriting Report proposes a negotiated public offering to be an effective method of sale for the tax-exempt bonds.

The following is a summary concerning this project and financing:

Project Name: Hampton Point Apartments

Construction/Permanent Lender: Key Bank, N.A.

Developer / Key Representative: Hampton Point Developer LLC / Russell Condas

Recommended Methods of Sale: Negotiated public offering

Based on the structure of the bond issue and prevailing market conditions, a negotiated public offering will be an effective method of sale for the tax-exempt bonds. Based on Florida Housing's experience with similar offerings, current market conditions, and other recent housing finance agency multifamily transactions, this method can be expected to achieve the borrower's objectives based on the facts presented.

Should there be any substantial changes in the market, the proposed credit structure, or development team, a further review of the above recommendation should be undertaken. It is expected, consistent with Chapter 67-21.0045 of Florida Administrative Code that a final term sheet for the project will be provided to Caine Mitter & Associates Incorporated at the appropriate time to allow for any required final recommendation if necessary. If you have any questions or require any discussion please feel free to contact me.

Sincerely,

Victor Chiang

Caine Mitter & Associates Incorporated

Victor Chiang
Vice President

cc: Tim Kennedy, Multifamily Loans & Bonds Director