



June 22nd, 2023

Florida Housing Finance Corporation
c/o Jean Salmonsens
227 North Bronough Street, Suite 5000
Tallahassee, FL 32301

Dear Ms. Salmonsens:

Thank you for the opportunity to comment on the upcoming SAIL RFA. I would like to take this opportunity to express our support for Mr. Naylor's letter, dated June 16th. The approach taken in utilizing self-sourced, private equity to address a wide range of AMIs is in line with the goals set by the Florida legislature. The benefits, as outlined by Mr. Naylor, are significant and provide yet another approach in targeting the "missing middle."

This approach further provides flexibility after year 15, allowing these developments to adapt to market conditions and, in doing so, hopefully preventing the need for further financial support should certain operating costs, such as insurance, rise beyond reasonable expectations.

Thank you for your time and consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jennifer Sanz", written over a white background.

Jennifer Sanz
Co-Founder and CEO
NEXT Development Group