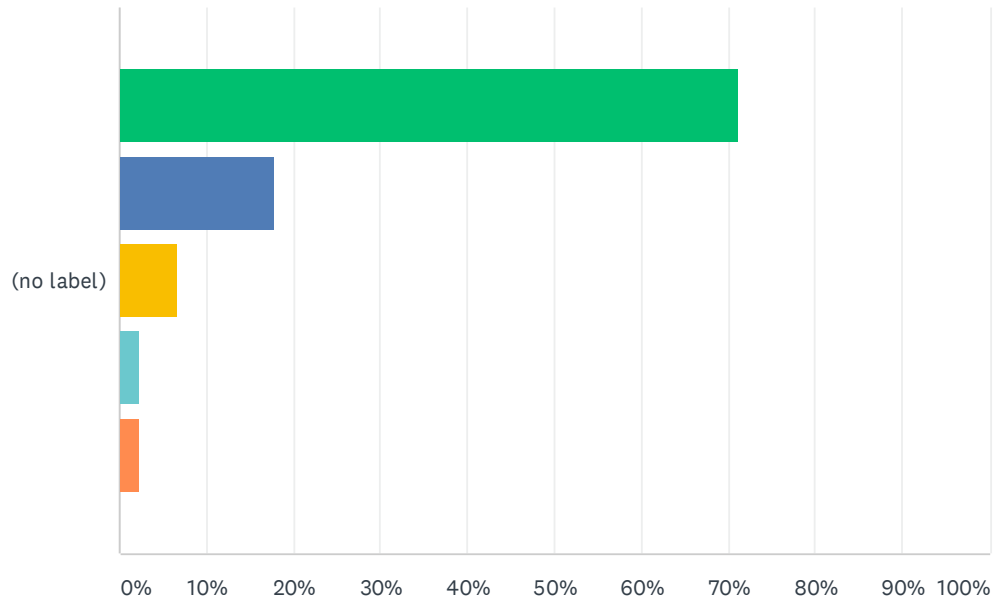


# Q1 HOW MUCH OF AN IMPACT IS THE CORONAVIRUS (COVID-19) HAVING ON NEW COMMERCIAL CLIENTS WHO WANT TO LEASE PROPERTIES?

Answered: 45 Skipped: 1

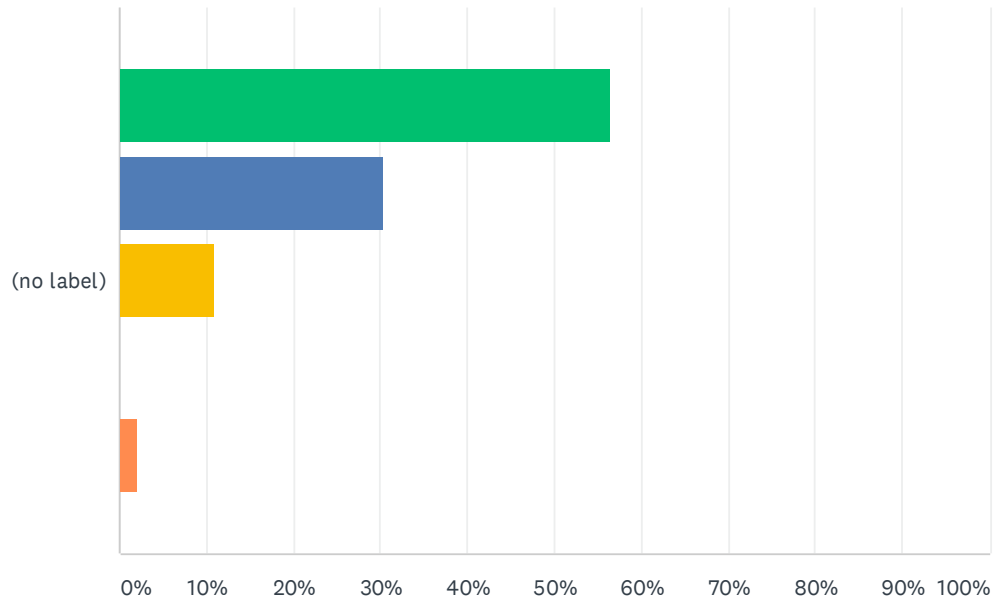


■ Significantly declined  
 ■ Declined  
 ■ No change  
 ■ Increased  
■ Significantly increased

|            | SIGNIFICANTLY DECLINED | DECLINED    | NO CHANGE  | INCREASED  | SIGNIFICANTLY INCREASED | TOTAL | WEIGHTED AVERAGE |
|------------|------------------------|-------------|------------|------------|-------------------------|-------|------------------|
| (no label) | 71.11%<br>32           | 17.78%<br>8 | 6.67%<br>3 | 2.22%<br>1 | 2.22%<br>1              | 45    | 1.47             |

## Q2 HOW MUCH OF AN IMPACT IS THE CORONAVIRUS (COVID-19) HAVING ON NEW COMMERCIAL CLIENTS WHO WANT TO PURCHASE PROPERTIES?

Answered: 46 Skipped: 0

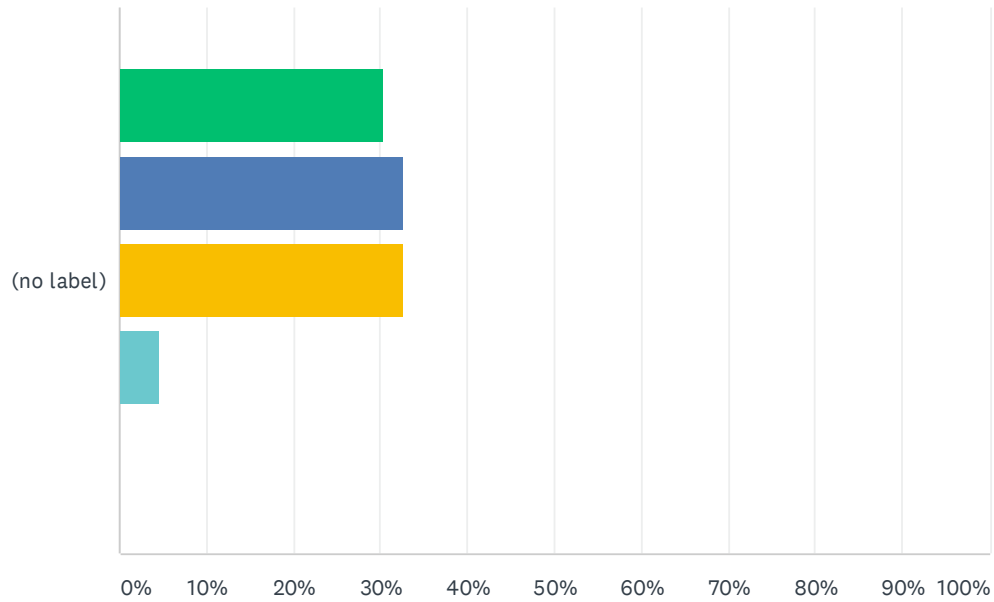


■ Significantly declined  
 ■ Declined  
 ■ No change  
 ■ Increased  
■ Significantly increased

|            | SIGNIFICANTLY DECLINED | DECLINED     | NO CHANGE   | INCREASED  | SIGNIFICANTLY INCREASED | TOTAL | WEIGHTED AVERAGE |
|------------|------------------------|--------------|-------------|------------|-------------------------|-------|------------------|
| (no label) | 56.52%<br>26           | 30.43%<br>14 | 10.87%<br>5 | 0.00%<br>0 | 2.17%<br>1              | 46    | 1.61             |

# Q3 HOW MUCH OF AN IMPACT IS THE STOCK MARKET CORRECTION DECLINE HAVING ON NEW COMMERCIAL CLIENTS WHO WANT TO LEASE PROPERTIES?

Answered: 43 Skipped: 3

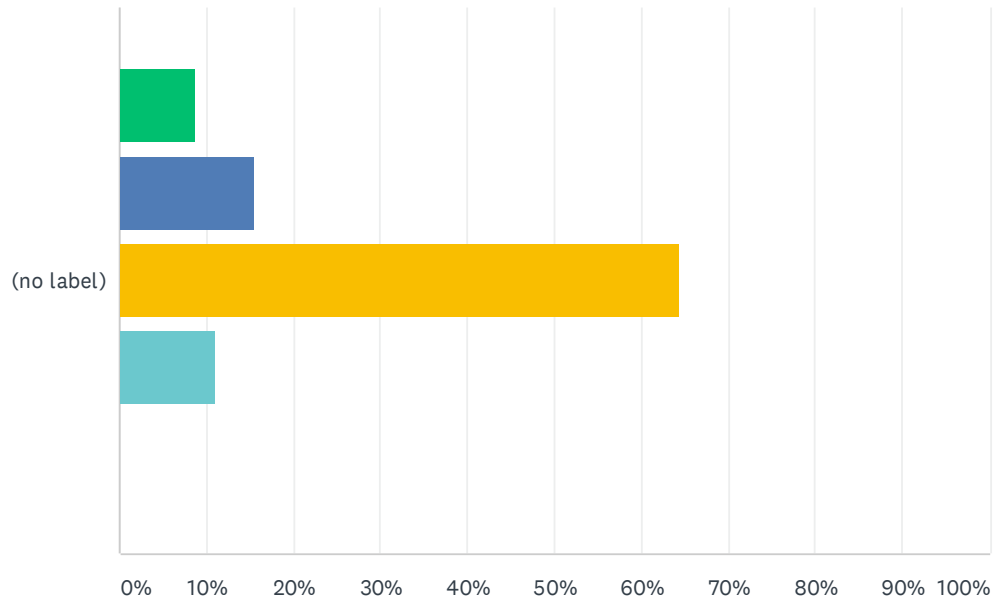


■ Significantly declined  
 ■ Declined  
 ■ No change  
 ■ Increased  
 ■ Significantly increased

|            | SIGNIFICANTLY DECLINED | DECLINED     | NO CHANGE    | INCREASED  | SIGNIFICANTLY INCREASED | TOTAL | WEIGHTED AVERAGE |
|------------|------------------------|--------------|--------------|------------|-------------------------|-------|------------------|
| (no label) | 30.23%<br>13           | 32.56%<br>14 | 32.56%<br>14 | 4.65%<br>2 | 0.00%<br>0              | 43    | 2.12             |

# Q4 HOW MUCH OF AN IMPACT ARE INTEREST RATE FLUCTUATIONS HAVING ON NEW COMMERCIAL CLIENTS WHO WANT TO PURCHASE PROPERTIES?

Answered: 45 Skipped: 1

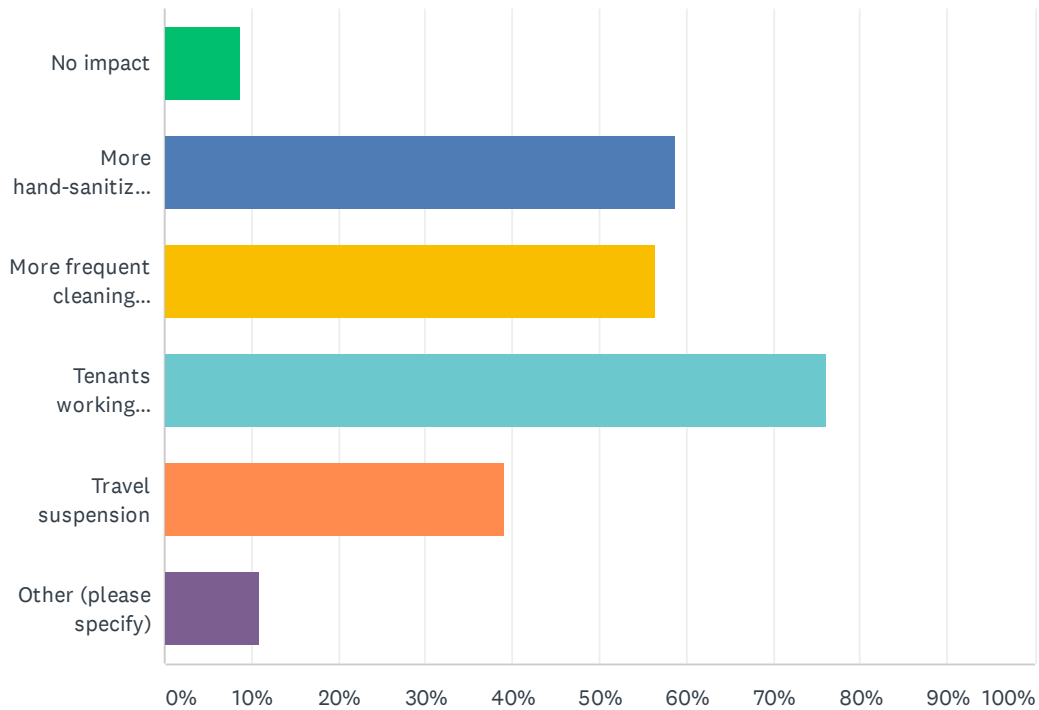


■ Significantly declined  
 ■ Declined  
 ■ No change  
 ■ Increased  
■ Significantly increased

|            | SIGNIFICANTLY DECLINED | DECLINED | NO CHANGE | INCREASED | SIGNIFICANTLY INCREASED | TOTAL | WEIGHTED AVERAGE |
|------------|------------------------|----------|-----------|-----------|-------------------------|-------|------------------|
| (no label) | 8.89%                  | 15.56%   | 64.44%    | 11.11%    | 0.00%                   | 45    | 2.78             |
|            | 4                      | 7        | 29        | 5         | 0                       |       |                  |

## Q5 WHAT IMPACT IS THE CORONAVIRUS (COVID-19) HAVING ON YOUR BUILDING PRACTICES? (CHECK ALL THAT APPLY.)

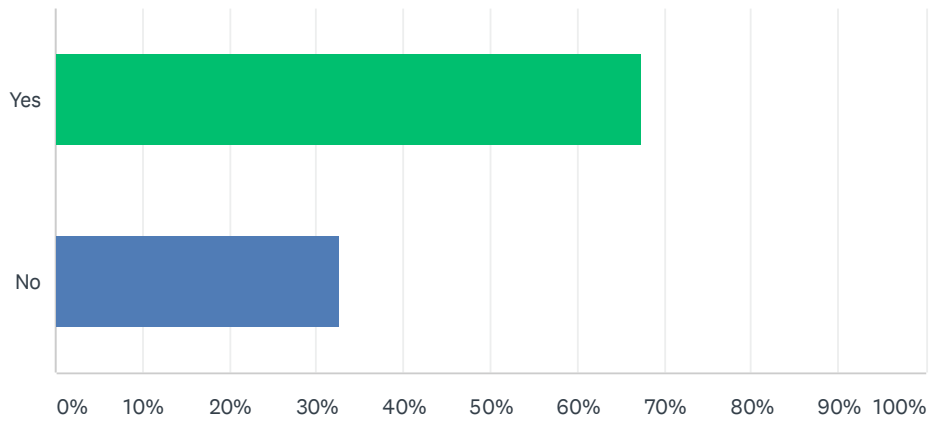
Answered: 46 Skipped: 0



| ANSWER CHOICES                  | RESPONSES |    |
|---------------------------------|-----------|----|
| No impact                       | 8.70%     | 4  |
| More hand-sanitizer offered     | 58.70%    | 27 |
| More frequent cleaning required | 56.52%    | 26 |
| Tenants working remotely        | 76.09%    | 35 |
| Travel suspension               | 39.13%    | 18 |
| Other (please specify)          | 10.87%    | 5  |
| Total Respondents: 46           |           |    |

# Q6 HAVE YOU LOST OR HAD A TRANSACTION SIGNIFICANTLY IMPACTED DUE TO THE VIRUS?

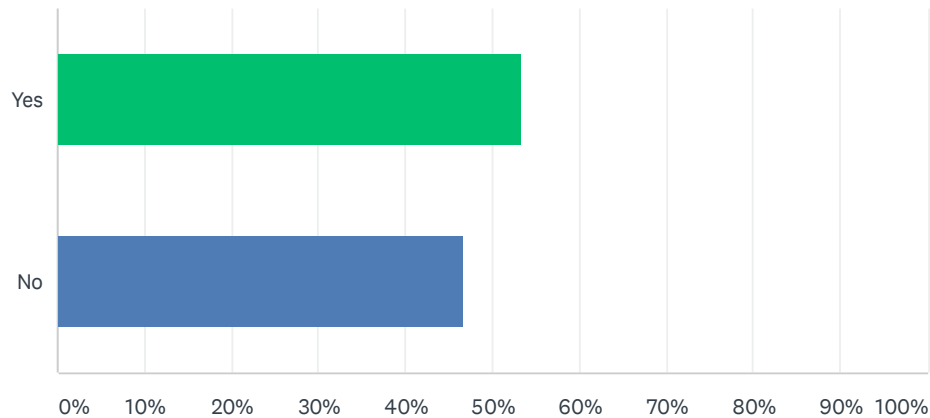
Answered: 46 Skipped: 0



| ANSWER CHOICES | RESPONSES |    |
|----------------|-----------|----|
| Yes            | 67.39%    | 31 |
| No             | 32.61%    | 15 |
| TOTAL          |           | 46 |

## Q7 ARE ANY CHANGES IN QUALIFYING AFFECTING YOUR BUYERS ABILITY TO PURCHASE?

Answered: 45 Skipped: 1



| ANSWER CHOICES | RESPONSES |    |
|----------------|-----------|----|
| Yes            | 53.33%    | 24 |
| No             | 46.67%    | 21 |
| TOTAL          |           | 45 |

| # | COMMENTS:  | DATE               |
|---|--|--------------------|
| 1 | limited financing  | 4/17/2020 10:36 AM |
| 2 | impact on business is affecting debt on new property for the business  | 4/16/2020 1:46 PM  |
| 3 | Buyer needs to apply online or in an app as banks are closed to public. drive thru access only or online.  | 4/16/2020 12:29 PM |
| 4 | Lender communications  | 4/16/2020 11:34 AM |
| 5 | due the fact that some commercial properties are shutting down showings of their buildings, it has put a stop to customers being able to see the properties, therefore, purchases are at an all time low | 4/16/2020 10:51 AM |
| 6 | Concerned about after effects  | 4/16/2020 9:56 AM  |

## Q8 WHAT IS 'KEEPING YOU UP AT NIGHT' DURING THIS PANDEMIC?

Answered: 34 Skipped: 12



| #  | RESPONSES   | DATE               |
|----|---|--------------------|
| 1  | Whether those who left the market due to concerns that their businesses might not survive but who were in the midst of making a real estate move will survive and return to complete those transactions.  | 4/17/2020 1:28 PM  |
| 2  | safety first - agents/brokers, buyers/sellers, and public options to promote  | 4/17/2020 10:36 AM |
| 3  | minimal income  | 4/17/2020 10:14 AM |
| 4  | Getting people back to work.  | 4/16/2020 7:42 PM  |
| 5  | How long will this continue   | 4/16/2020 5:03 PM  |
| 6  | Nothing. I am laying low and putting off clients who can wait. I only attend showings when absolutely necessary.  | 4/16/2020 1:50 PM  |
| 7  | Trying not to let it keep me up. But the limbo affect on clients and leases that were ready to sign leases and since COVID both landlords and tenants have placed a hold on transactions, placing some tenants into month-to-month or holdover positions.   | 4/16/2020 1:46 PM  |
| 8  | No SBA funds. No rent from tenants.   | 4/16/2020 1:12 PM  |
| 9  | Until there is a cure or vaccine I believe most clients are taking a wait and see attitude.   | 4/16/2020 1:01 PM  |
| 10 | Wondering when the general public will be able to go back to work.  | 4/16/2020 12:37 PM |
| 11 | Money   | 4/16/2020 12:27 PM |
| 12 | a 2nd wave of the pandemic that leads to this dragging on longer than we anticipate leading to a longer and deeper recession/depression.  | 4/16/2020 11:39 AM |
| 13 | The safety of my loved ones   | 4/16/2020 11:34 AM |
| 14 | Nothing   | 4/16/2020 11:23 AM |
| 15 | how long will this last   | 4/16/2020 10:58 AM |
| 16 | The potential duration of it. Most people are viewing it as a temporary blip right now, but if it goes on too long, the economic damage and risk-averse mindset might become permanent.   | 4/16/2020 10:53 AM |
| 17 | NOTHING   | 4/16/2020 10:51 AM |
| 18 | when will testing become more available ??  | 4/16/2020 10:51 AM |
| 19 | my wife's snoring!  | 4/16/2020 10:51 AM |
| 20 | Health issues   | 4/16/2020 10:49 AM |
| 21 | Uncertainty of duration   | 4/16/2020 10:49 AM |
| 22 | Loss of the ability to meet with prospects and clients face to face   | 4/16/2020 10:33 AM |
| 23 | Widespread economic losses that will force some businesses and not-for-profits to close permanently. Significant increase in government debt that will impact current and future generations.   | 4/16/2020 10:31 AM |
| 24 | Fear we are not near the downside of the curve.   | 4/16/2020 10:28 AM |
| 25 | Nothing   | 4/16/2020 10:20 AM |
| 26 | The lack of consideration for small business owners who were either forced to close by the government or are limited in the services/products they can offer due to the shut down. The damage being done to small business is disproportional to the positive effects of the stay at home orders. Government leaders should be listening more to business owners. | 4/16/2020 10:14 AM |
| 27 | No clients wanting to rent due to pandemic  | 4/16/2020 10:07 AM |
| 28 | Loss of wages   | 4/16/2020 10:02 AM |
| 29 | Running out of money  | 4/16/2020 9:56 AM  |
| 30 | What fallout will occur in retail demand and occupancy  | 4/16/2020 9:49 AM  |

|    |  |                   |
|----|--|-------------------|
| 31 | Wondering the length of the "true" business recovery, not just when the public will be allowed to do their normal routines. Suspect it will take at least 6 months or longer once the pandemic is contained and controlled and some tenants may never recover. | 4/16/2020 9:47 AM |
| 32 | Is this going to be another 2008? Will I be able to pay my bills??   | 4/16/2020 9:46 AM |
| 33 | Loss of commissions due to significant decline in transactions.  | 4/16/2020 9:43 AM |
| 34 | Will I be able to pay my bills operating my company. Don't believe things won't rebound until September/October-before I see any substantial income.   | 4/16/2020 9:43 AM |