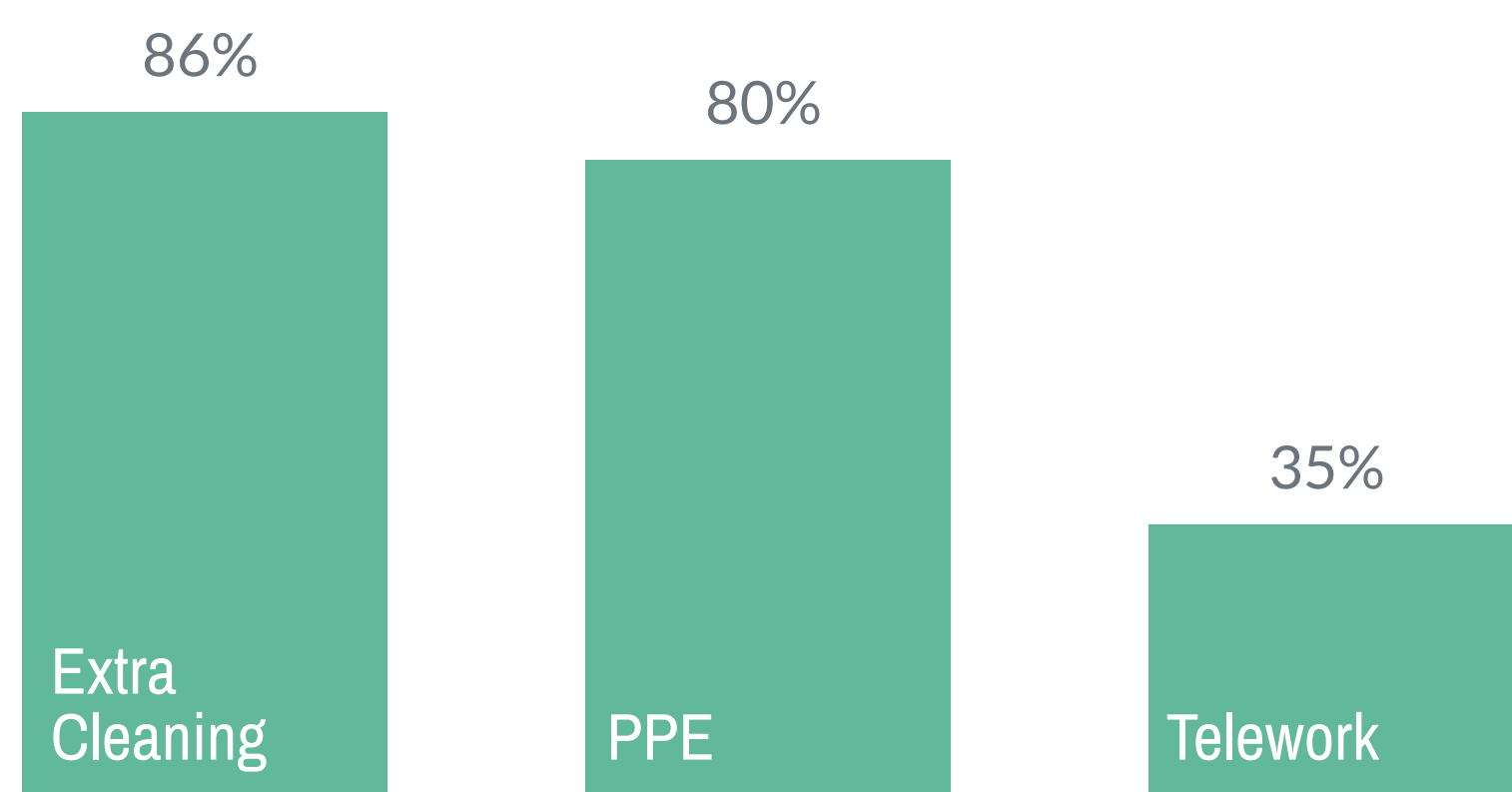
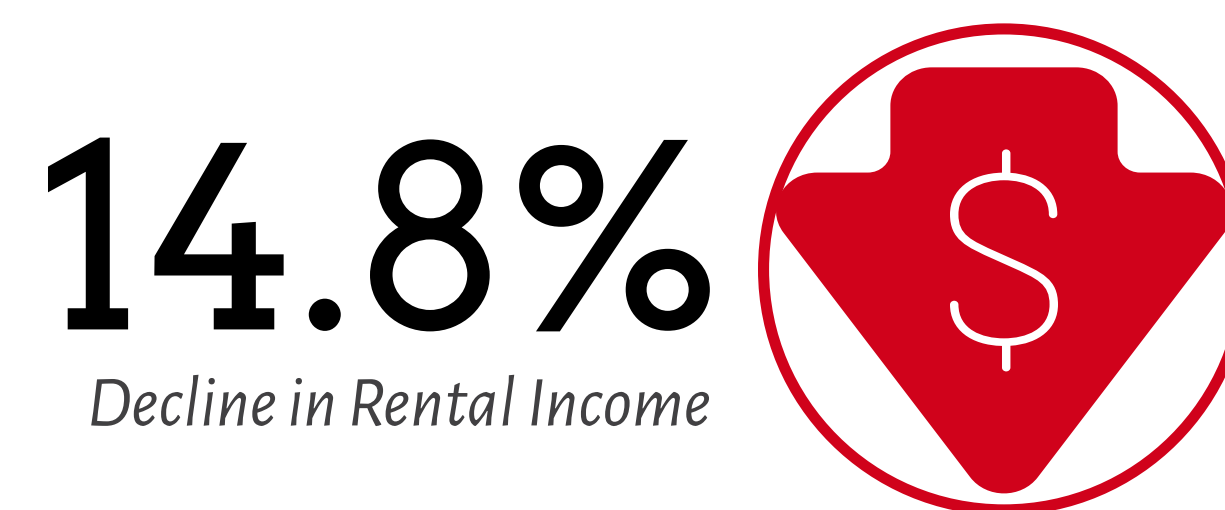
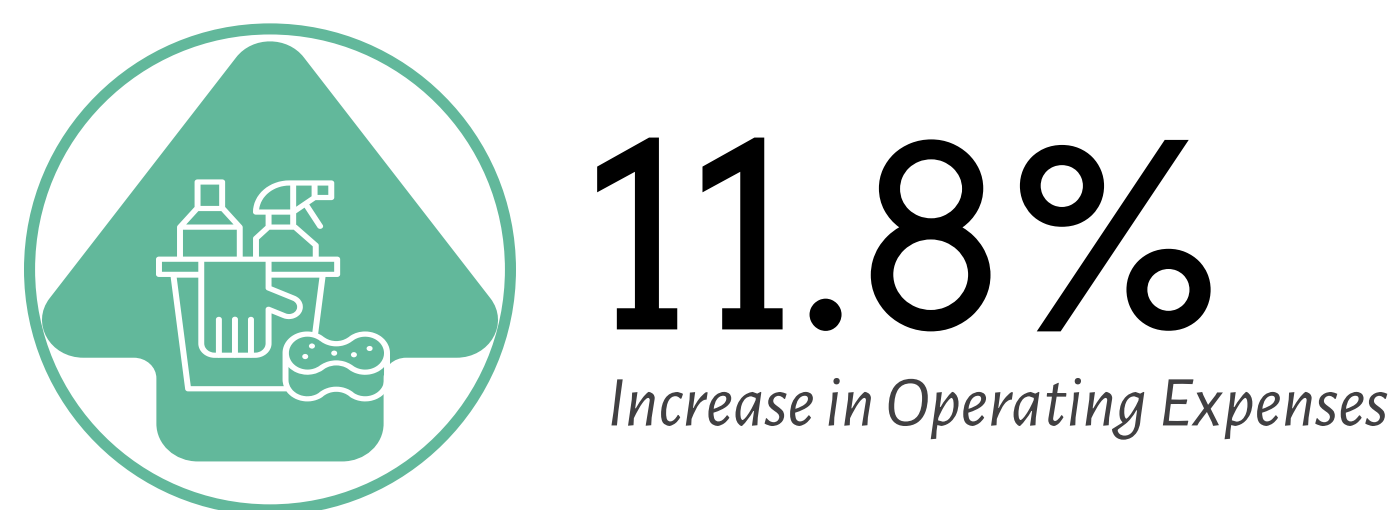
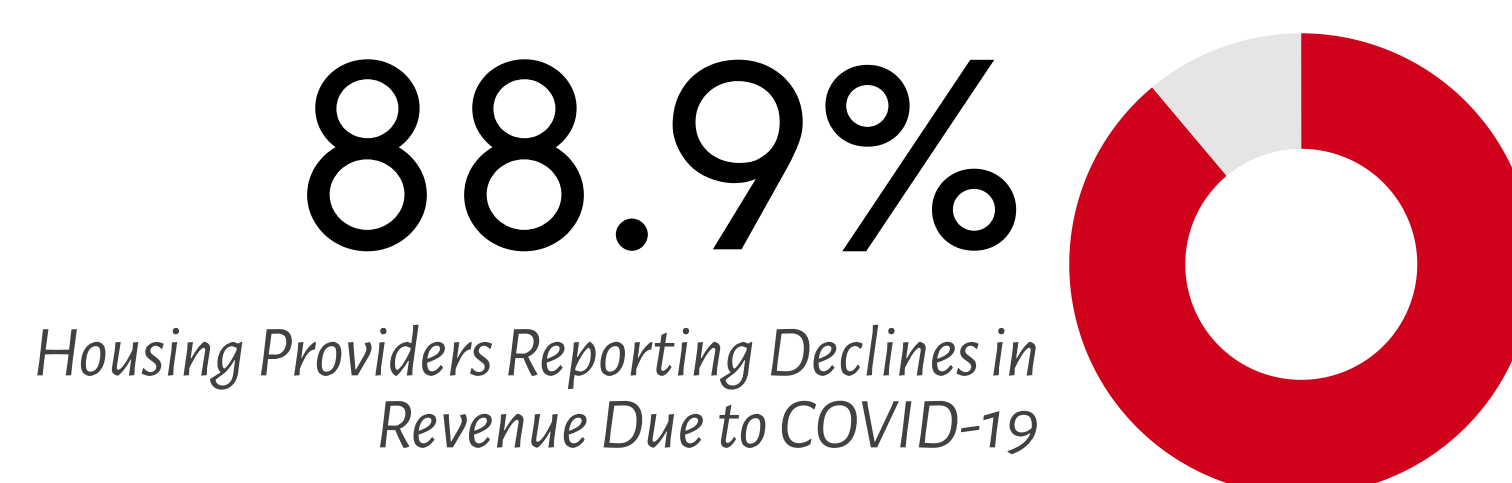


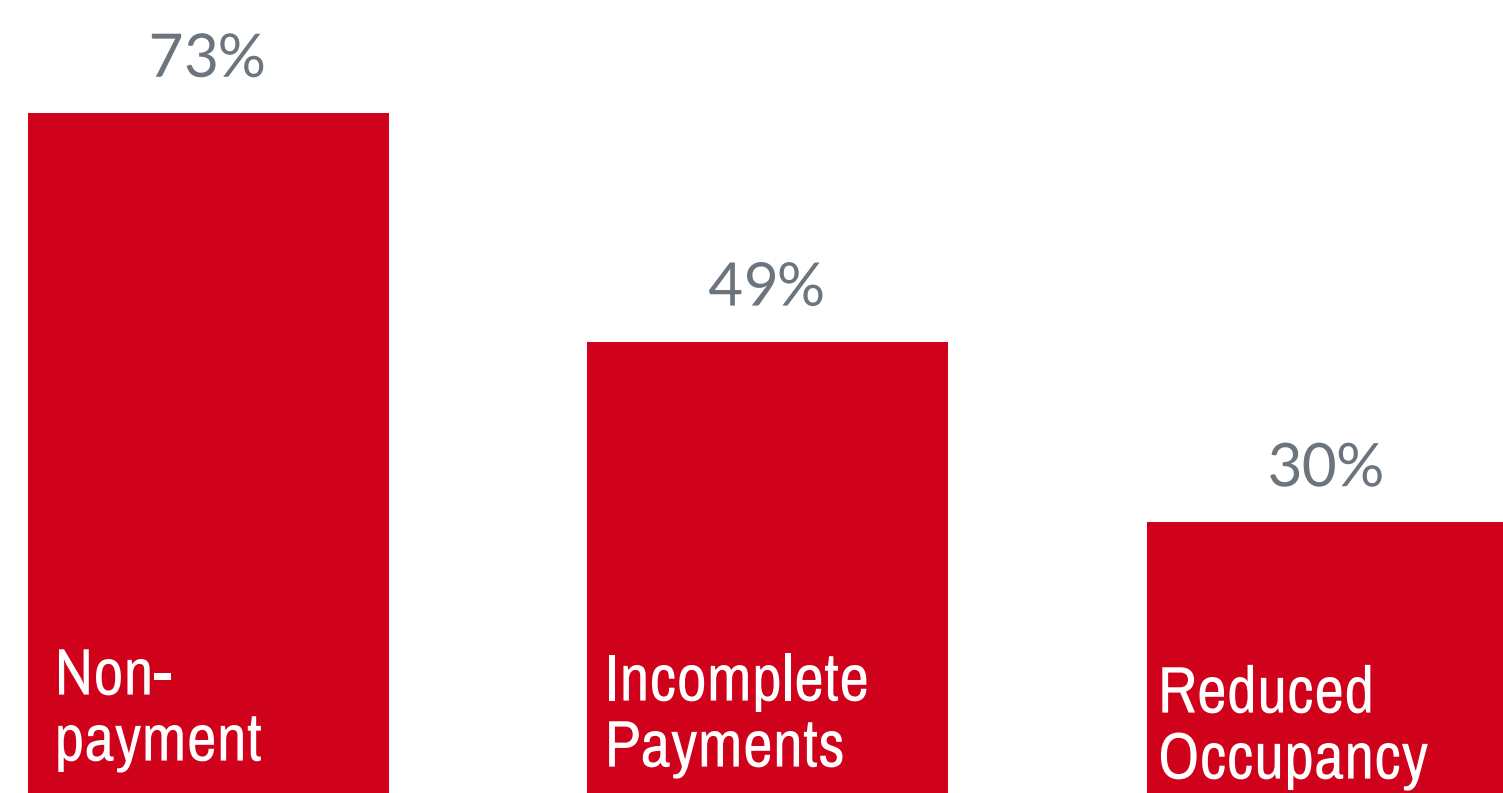
Impact of COVID-19 on Low- and Moderate-Income Housing Providers

COVID-19 created a devastating impact on renters and housing providers alike. Americans faced and continue facing high unemployment and economic hardship. When households cannot afford to pay rent, housing providers lose rental income which is used to cover property and operating expenses. The negative economic impacts on housing providers affect renters, service providers, and the surrounding communities.

Increased operating expenses & decreased rental income has caused significant financial strain on low- and moderate housing providers

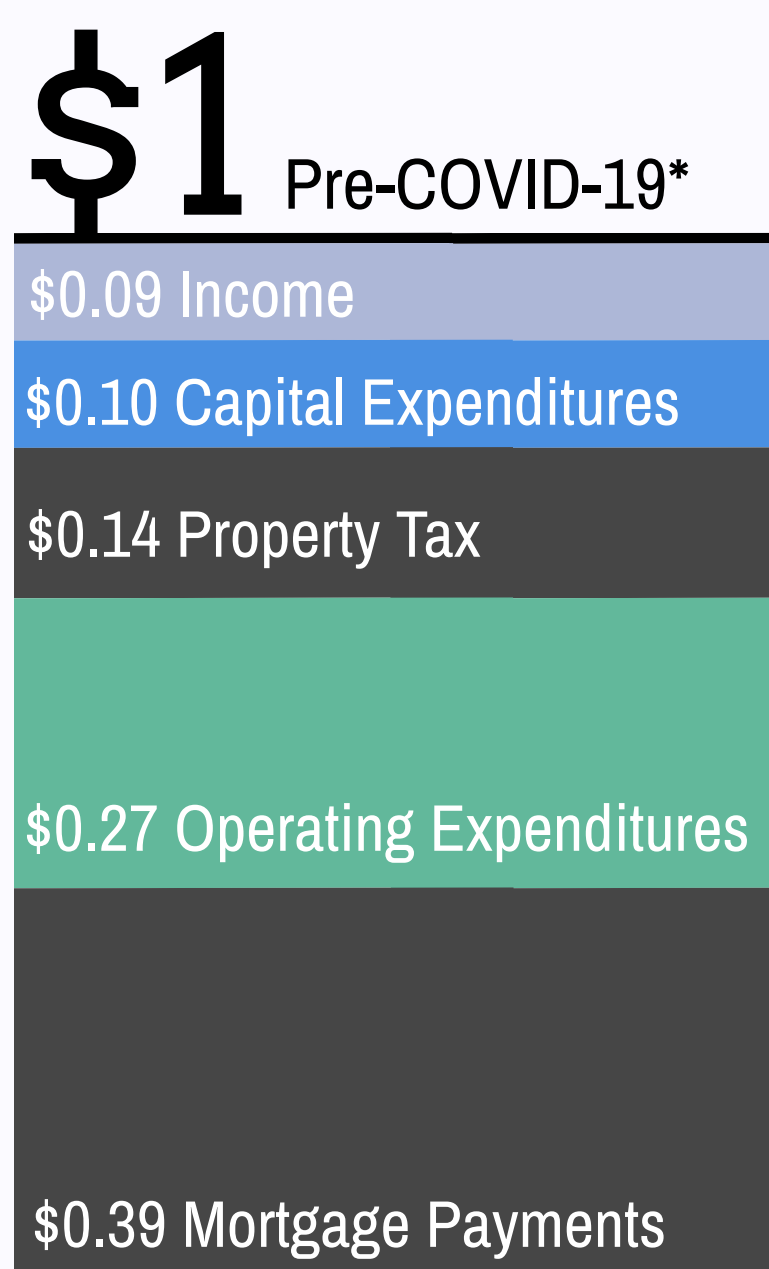


Primary Drivers of Increased Expenses



Primary Drivers of Revenue Declines

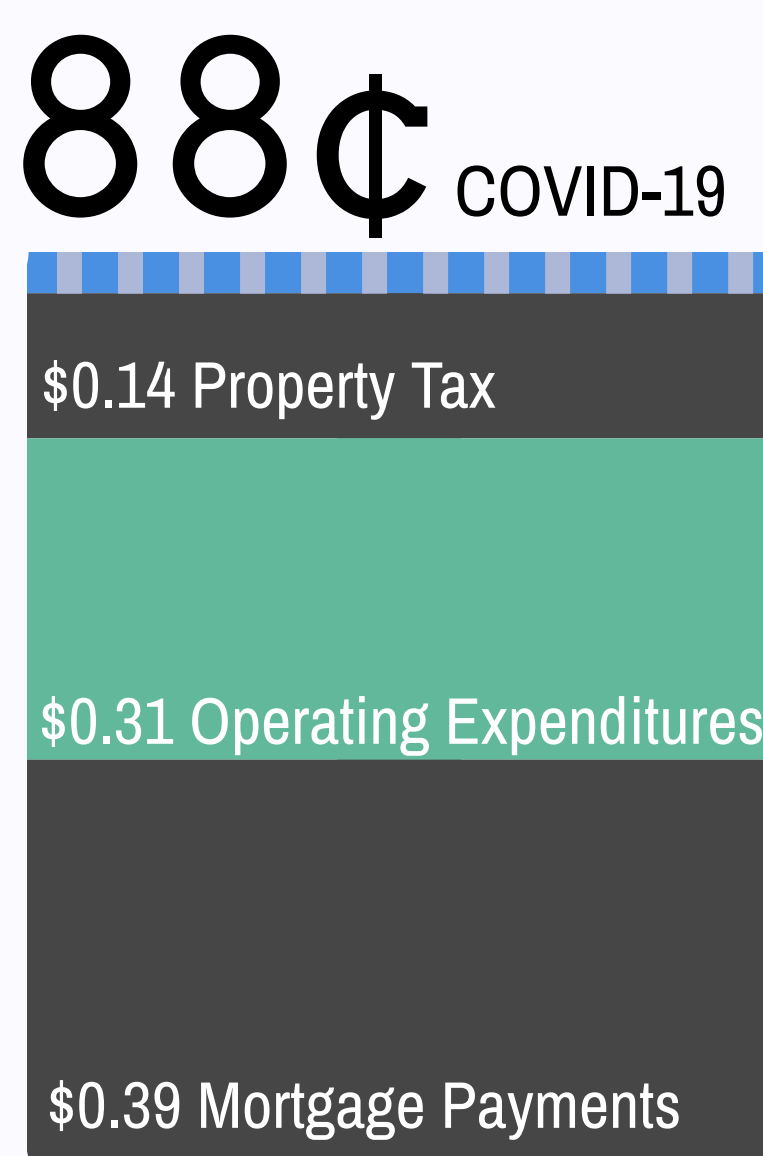
Impact of COVID-19 on every \$1 of rent



Rental income decreased 14.8% from \$1 to 88 cents



Operating costs increased 11.8% from 27 to 31 cents



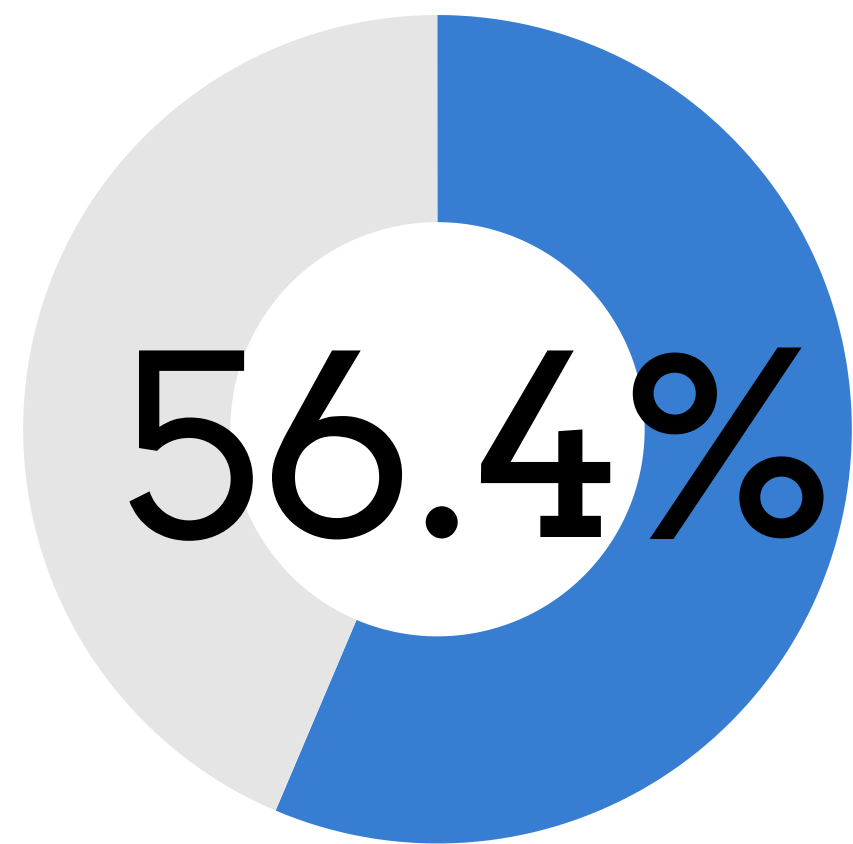
4 cents remain for capital expenditures and income combined

Despite financial hardship
77%
 of housing providers implemented flexible payment plans for renters who are negatively impacted by COVID-19

Less than 18%
 housing providers have evicted any residents for non-payment during the pandemic

Impact of Financial Strain on Housing Investments, Renters, and Communities

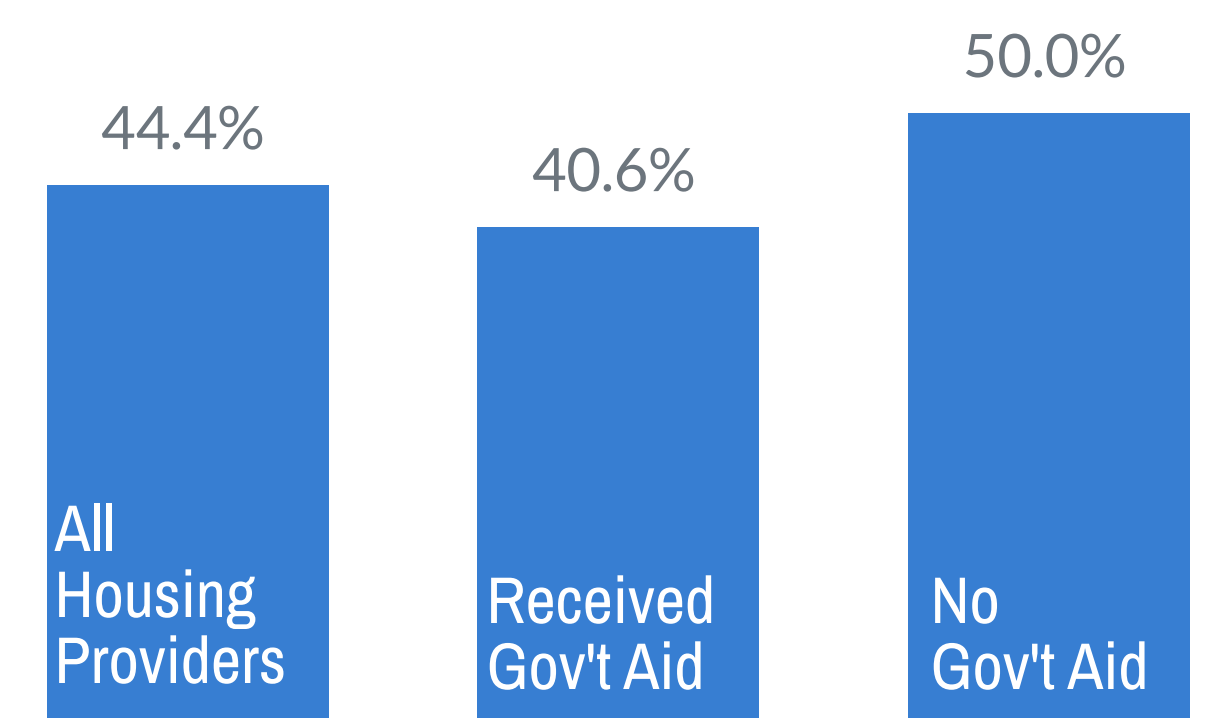
Due to COVID-19, housing providers have cancelled or postponed investments in future housing



Housing Providers Received Government COVID-19 Aid

44% of housing providers have canceled or postponed future housing investments

Half of housing providers who received no government assistance have cancelled or postponed investments



Housing Providers Who Cancelled or Postponed Most Future Housing Investments

The devastating effect of COVID-19 on housing providers negatively impacts renters & communities

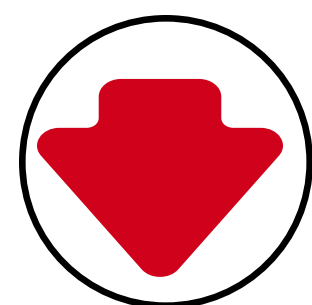


Renters: Individuals and Families

Short-Term Impact

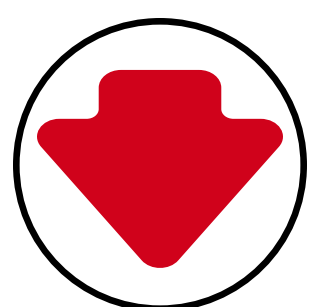


Uncertainty of government protections

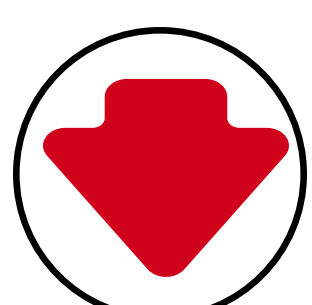


Reduced economic/financial resilience

Long-Term Impact



Decline in housing supply and increased housing insecurity

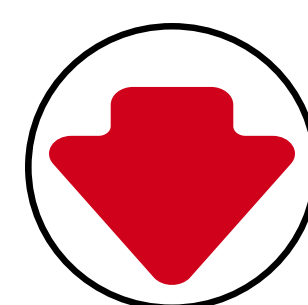


Lower renter mobility and, subsequently, labor mobility

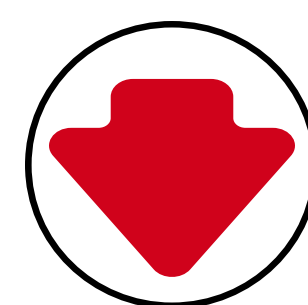


Communities

Short-Term Impact

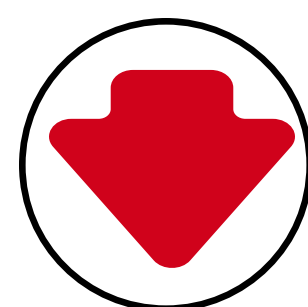


Reduced spending by housing provider households due to financial hardship

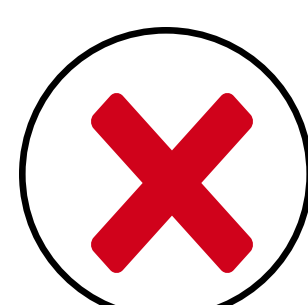


Reduced investment in planned residential construction projects, including affordable housing

Long-Term Impact



Lower profitability of housing and reduced investment in future housing



Forgone benefits of planned residential construction in low- and moderate-income communities