

**From:** Wickham, Luke @ Orlando [<mailto:Luke.Wickham@cbre.com>]  
**Sent:** Tuesday, April 03, 2018 5:33 PM  
**To:** Brian Williams <[Brian.Williams@floridahousing.org](mailto:Brian.Williams@floridahousing.org)>; Todd Fowler <[Todd.Fowler@floridahousing.org](mailto:Todd.Fowler@floridahousing.org)>  
**Subject:** Fwd: Qualified Contract Draft Language

FYI. Just a heads up. Please see feedback below.

Luke S. Wickham, Senior Vice President  
CBRE | Investment Properties - Multihousing  
[200 S. Orange Avenue, Suite 2100, Orlando, FL 32801](#)  
T [407 839 3130](tel:4078393130) | F [407 404 5001](tel:4074045001) |  
[luke.wickham@cbre.com](mailto:luke.wickham@cbre.com) | [www.cbre.com](http://www.cbre.com) | [www.cbre.com/luke.wickham](http://www.cbre.com/luke.wickham)

Begin forwarded message:

**From:** Yoni Gruskin <[yonigruskin@lincolnavecap.com](mailto:yonigruskin@lincolnavecap.com)>  
**Date:** April 3, 2018 at 4:06:10 PM EDT  
**To:** "Wickham, Luke @ Orlando" <[Luke.Wickham@cbre.com](mailto:Luke.Wickham@cbre.com)>  
**Cc:** Andrew Mika <[andrew@lincolnavecap.com](mailto:andrew@lincolnavecap.com)>  
**Subject:** RE: Qualified Contract Draft Language

Luke – we are happy to see that FHFC is formalizing policies regarding the QC process to eliminate uncertainty, but the proposed deposit rules are incredibly prohibitive to buyers and not typical of the market. Typically, Buyers in this space will pay a deposit structure of 1% of purchase price at PSA execution (refundable), and another 1% of purchase price after the DD period, at which point the entire deposit becomes non-refundable with the exception of standard carveouts. FHFC's proposed deposit structure would take LAC out of the qualified contract market altogether. Please let us know how we can further help deliver our feedback.

Thanks,  
Yoni



**Yoni Gruskin**  
Managing Director, **Lincoln Avenue Capital**  
(424)222-8259 | (303)489-7187  
<http://lincolnavecap.com/> |  
201 Santa Monica Blvd, Suite 550, Santa Monica, CA 90401

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