



Kristin Foster promoted to Georgia Regional Vice President!!

Kristin Foster initially joined Chasseur to manage Courtyards on Park on the east side of Valdosta, and when she did she brought a wealth of local knowledge to the company! She's a native of the area, has managed several other communities in the city, and also managed in many other neighboring markets as well, including Albany, Macon and Tallahassee. With her wealth of knowledge, its no wonder that she was recently promoted to Georgia Regional Vice President! She's just a wonderful person build a portfolio around!

On a day to day basis, she brings to the table some of the qualities Chasseur appreciates most! She has exceptional attention to detail, has the commitment to do what she says that she will do, and we love her tenacity!! Kristin currently manages the Valdosta Student Portfolio, 1700 Williams and Courtyards on Park!! ♦



Stephanie Roberts Joins Chasseur as Assistant Controller!

We were exceptionally pleased to have met and hired Stephanie Roberts to join Chasseur as our Assistant Controller! Stephanie brings a wealth of experience to Chasseur!

She is a graduate of Rhode Island College in Providence, Rhode Island, where she graduated with a B.S. in Accounting in 2005. Even before graduation, she joined the Copobianco CPA Firm, in Warwick, R.I. While there, she worked as full charge bookkeeper doing the books for 16 Dunkin' Donut shops. This was a position very similar to that which she now holds at Chasseur, given that she was opening and closing the books on multiple assets each month.

Later, she moved on to join the Yarlas, Kaplan accounting firm, where she worked from 2006 through 2007. She gained a different type of accounting experience while there. In that capacity, she worked on financial planning and also did personal and corporate tax returns. Later, from 2008 through 2011 and after having relocated down south to Charleston, S.C., she accepted a position working for the Palmetto Primary Care Physician Center in that city.

Stephanie now resides in Brunswick, Georgia, right within Chasseur's strategic area for investments, thereby facilitating her easy interaction with our communities under management. We think that Stephanie is a huge upgrade to our back office accounting operations. ♦



Melissa Daugherty Barber, COO Drives Technical Competency!

Melissa has been associated with the leaders of Chasseur since 2009, so we know and trust each other implicitly. Melissa devotes much of her time to property operational performance. Such responsibilities as our monthly rent trends and renewal spreadsheets which drive increases to our pricing are high on her list. She also manages our market surveys to ensure that we are maximizing the increase in value to each of our communities.

Melissa also drives Chasseur's collections effort. This includes managing the delinquency of each property, coordinating the evictions effort, and oversees the rental assistance programs.

Melissa is also the person who supervises the Chasseur's quality control. She's an expert in our Yardi software, manages each property's dashboard, and makes sure our information is technically correct. And if that isn't enough on her plate, she also engages in numerous special projects that arise inevitably throughout our many business relationships. ♦



Gabrielle Fox Recruited to Take Fondren to Lofty Heights!

Chasseur is pleased to announce that in early December, we were successful in recruiting Gabrielle Fox to take over management of the Lofts at Fondren Hill!! Gabrielle brings a wealth of experience to the table. Given that she is a native of Jackson, Mississippi, she knows the market extremely well and has worked for a number of different companies in that community. Her knowledge therefore will be extremely helpful to us.

From the moment she arrived, she began attacking various issues which will lead to greater profitability in 2022. Among her accomplishments at this early tenure of her position here, she installed a new model since Fondren is really an income side play strategically. Over the course of the last year, the average rent at Fondren has increased by an impressive 12.2%. But we are extremely pleased that in Jackson, there is still room to grow! Indeed....in recent days we have increased the price of our two bedroom units by \$100 across the board! She has also worked the collections at the property and at the time of this writing has virtually no delinquency! We're very enthusiastic about Fondren's prospects in 2022 with Gabrielle in charge! ♦



Courtyards Joins the Ivy League!!!

Don't let those palm trees and that Spanish moss fool you!! Courtyards on Park has joined the Ivy league!!! Well....just kidding. Not THAT Ivy league! But for the past six months it has become a property which has been managed by Ivy Christian, who reports to our Georgia Regional V.P. Kristin Foster!! Ivy is a local Valdostan who knows and understand the local market and economy well! Under her direction, the property is now 96% occupied and achieved an 18.0% NOI increase over 2022! So I guess things aren't going too badly!! ♦

Others Rely Upon Chasseur's Advice As Well!

Throughout the course of 2021, Chasseur continued its relationship with a powerhouse private real estate investment firm out of Massachusetts. This is a relationship which has been on-going for the past eight years. In this capacity, we provide advice with regards to property operations, acquisitions and construction management. The relationship also helps to fuel Chasseur with outside contacts, leads on new properties, and information on various markets. But perhaps best of all, it's nice to know that your advice is sought out and is valued!! ♦



316 Baytree

Courtyards Poised for 2022 Refinance

On Valdosta's east side, Chasseur also owns the 56 unit Courtyards on Park, which it acquired in April of 2016. Not to be forgotten in all of the new acquisitions in recent months is the fact that Courtyards will be refinanced with an expected closing in February of 2022. The property had a fine year in 2021 with a 5.6% increase to average rent and an 18.0% increase to NOI. We're making our way toward the end of the hold period with this asset, but in the mean time it's always nice to take some cash off the table!! ♦



Courtyards on Park



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