



A message from
TANIUS STAMPER

THREE QUESTIONS TO ASK YOURSELF RIGHT NOW

1. Am I maximizing my current income? If rents are flat and properties need work, now is the time to invest and increase income before selling.
2. Is my neighborhood gaining or losing investor interest? We track this closely—give us a call to understand your specific market position.
3. What does my timeline look like? Whether you want to sell this year, hold for five more years, or transition to something new, timing matters.

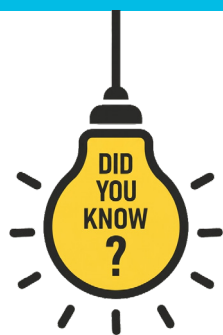
Fellow Owners,

Summer on the South and West Sides brought activity we haven't seen in two years. Investors are looking harder at our neighborhoods. Buyers are moving faster. And sellers? They're asking smarter questions about timing.

In this letter, I'll walk you through what we're seeing in Q3, what it means for your building, and how to decide whether now is the time to move forward or hold steady.

Sincerely,
Tanius Stamper
Founder

Call us at 630-776-3804
www.GreysonBrokerage.com



WHAT Q3 2026 TELLS US: THREE MARKET SIGNALS TO KNOW

Signal #1: Buyer Demand is Up—But Prices Are Still Fair

We've closed three 4-unit and two 6-unit sales in the past 60 days on the South Side. Every single one sold at or above asking. What matters: these buyers are still focused on cash flow and neighborhood stability, not speculation. They want to hold and manage long-term. That means:

- If you've thought about selling in the last year, this is the window
- Buyers are serious about multifamily in working-class neighborhoods
- Cap rates are still reasonable (not inflated like coastal markets)

Signal #2: Rental Rates Are Steady Plan Your Fall Increases Now

After three years of flat or declining rents in some South and West Side neighborhoods, we're seeing 2-4% increases stick for quality, well-maintained units. Tenants are staying put longer, which means less turnover and more predictable income.

Our advice: if you haven't raised rent in 12+ months, now is the time. Fall lease renewals are the move—not January.

Signal #3: Western and Southern Suburbs Are Seeing New Investor Interest in multifamily

Areas like Bellwood, Forest Park, Matteson, and Calumet City are attracting owners specifically looking for value-add opportunities. New jobs at warehouses and distribution centers are driving workforce growth. If you own in these areas, the market is shifting in your favor.

MANAGING YOUR PROPERTY WHILE YOU DECIDE?

Many owners we work with are holding properties while the market strengthens. That means tenant screening, maintenance coordination, rent collection, and lease renewals fall on YOUR shoulders.

We now offer full property management for owners in our neighborhoods. We handle:



- Tenant screening and lease management
- Rent collection and financial reporting
- Maintenance coordination with our contractor network
- Legal compliance (fair housing, local ordinances)

We charge 8% of collected rent, plus turnover and staging fees. No surprises. Our clients get monthly reports and direct access to me.

Whether you're planning to sell or hold and grow, we can help you optimize your property's performance.

OUR PROMISE TO YOU

Greyson Brokerage represents property owners and private investors with the disposition and acquisition of stabilized and add-value apartment buildings. We've grown to over \$14M in sales because we know our neighborhoods intimately and we give you the honest truth about your property's position. Whether the market favors a sale, a smart hold, or a value-add play, we'll tell you straight. We provide evaluations, marketing plans, and data-driven research to help you make the best decision for your building and your future.

Let's talk about your building and what Q4 and 2027 look like for you—whether that's selling, holding, or optimizing your current income. If you are seeking to



buy or sell a multifamily or mixed-use building, or you require market information about the neighborhoods we know best, we are committed to providing you with exceptional service and guidance.

[Schedule a free 15-minute consultation.](#)

P.S. We maintain a private list for owners considering a sale in the next 1-3 years. Being on this list means no pressure, just a respectful heads-up when we have a qualified buyer looking for a property like yours. Reply to this letter or give us a call to be added.

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CHICAGO RENTAL ASSISTANCE

A Landlord's Quick-Reference Guide

Programs that help pay rent — or reduce your vacancy and default risk — fall into three groups: ongoing government subsidies (like CHA/Section 8), emergency one-time assistance, and veteran- or faith-based support. Knowing all three gives you more ways to fill units and more options when a current tenant hits a rough patch.

Government & Public Programs

CHA and City/State-administered subsidy and emergency-assistance programs.

Program	Type	Contact / Website	Notes for Landlords
CHA Housing Choice Voucher (Section 8)	Ongoing subsidy	thecha.org (312) 742-8500	Portable voucher, tenant pays ~30% of income. Waitlist currently closed to new applicants.
CHA Project-Based Voucher (PBV)	Ongoing subsidy	thecha.org/help-center	Tied to specific approved buildings rather than portable; CHA contracts directly with owner.
CHA Project-Based Rental Assistance (PBRA)	Ongoing subsidy	thecha.org/help-center	Similar to PBV; assistance is tied to the unit/building, not the tenant.
City of Chicago DFSS Rental Assistance Program (RAP)	Emergency / short-term	chicago.gov – Dept. of Family & Support Services	HUD Emergency Solutions Grant funded. Helps tenants at risk of homelessness catch up on rent.
Illinois Court-Based Rental Assistance Program (CBRAP)	Emergency / short-term	illinoishousinghelp.org/cbrap 866-454-3571	For tenants with a pending eviction case. Administered by IHDA; funds paid to landlord.
IDHS Rental Assistance (rolling)	Emergency / short-term	illinoisrentalassistance.org/providers	Up to \$25,000 via local IDHS service provider agencies for those who missed earlier funding rounds.
City of Chicago ERAP	Emergency / short-term	chicago.gov – Dept. of Housing	Application windows open intermittently – check current status before referring a tenant.

Veteran-Focused Resources

Federal, county, and nonprofit programs specifically serving veteran tenants.

Program	Type	Contact / Website	Notes for Landlords
HUD-VASH	Ongoing subsidy + case mgmt	Local VA Medical Center National Homeless Veteran Call Center	HCV rental assistance paired with VA case management for homeless veterans. Landlords can list vacancies with local PHA.
CHA Veteran Housing (PBV)	Ongoing subsidy	thecha.org – 65th Infantry Regiment Vets Housing; Veterans New Beginnings	Dedicated veteran developments in West Town & Auburn Gresham; DD214 required.
Housing Authority of Cook County (HACC)	Ongoing subsidy	thehacc.org	VASH rental assistance + veteran developments (e.g. Otto Veterans Square) across Cook County.
Chicago Vet Center – CRRC	Referral hub	Community Resource & Referral Center, Chicago Vet Center	Central point connecting Cook County veterans to VA and community housing resources.
Inner Voice Chicago – Transition in Place	Emergency / short-term	ivchi.org	Time-limited rental subsidies + supportive services for veteran families facing homelessness.
Chicago Veterans (VOA)	Housing navigation	chicagovets.org	Helps veterans locate housing and coaches on tenant rights/responsibilities.

Religious & Faith-Based Organizations

Typically one-time emergency aid (\$200–\$1,000, covering 1–3 months of rent), often paid directly to the landlord. Not limited to members of the faith.

Program	Type	Contact / Website	Notes for Landlords
Catholic Charities of the Archdiocese of Chicago	Emergency / short-term	catholiccharities.net	Largest faith-based network in the U.S.; serves all backgrounds. Dedicated Housing Access program.
The Salvation Army	Emergency / short-term	Local Salvation Army corps community center	Emergency rent, utility, and temporary housing assistance.
Society of St. Vincent de Paul	Emergency / short-term	Local parish / council	Parish-based; not limited to Catholics. Availability varies by council.
Lutheran Social Services of Illinois	Emergency / short-term	lssi.org	Rental assistance and housing stabilization services.
Jewish Federation / Jewish Family Services	Emergency / short-term	juf.org	Assists regardless of religious background; rent, deposit, and family support.
Local congregational benevolence funds	Emergency / short-term	Contact nearest church/parish directly	Many Methodist, Baptist, and non-denominational churches maintain their own funds.

Fastest first call: Dial 211 (United Way) to be routed to the right program or agency for a specific tenant's situation.

Note: Program availability, waitlist status, and funding windows change frequently. Verify current status before referring a tenant or advertising a unit as eligible.