



BERKADIA STUDENT HOUSING MARKET REPORT 2022



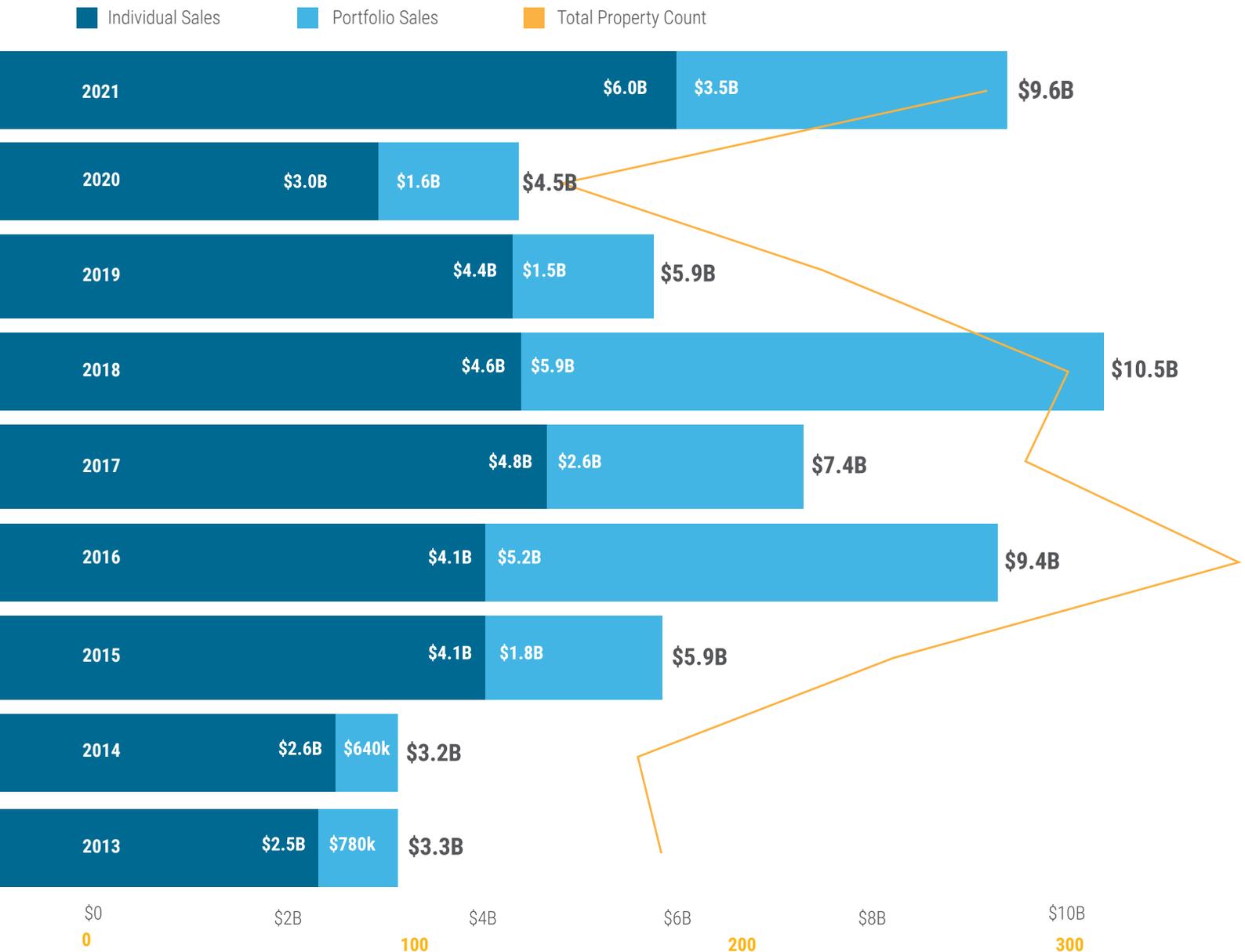
a Berkshire Hathaway and Jefferies Financial Group Company

STUDENT HOUSING SALES

Sales Volume

Sales during 2021 rebounded in both transactions and dollar volume. Individual sales saw an increase of nearly 37% from 2019 and more than double from 2020. Student portfolio sales increased dramatically. Student housing has proven fortitude through a turbulent time. Most universities have returned to on-campus learning, enrollments at tier one and tier two schools are trending upward, and interest in student housing is growing.

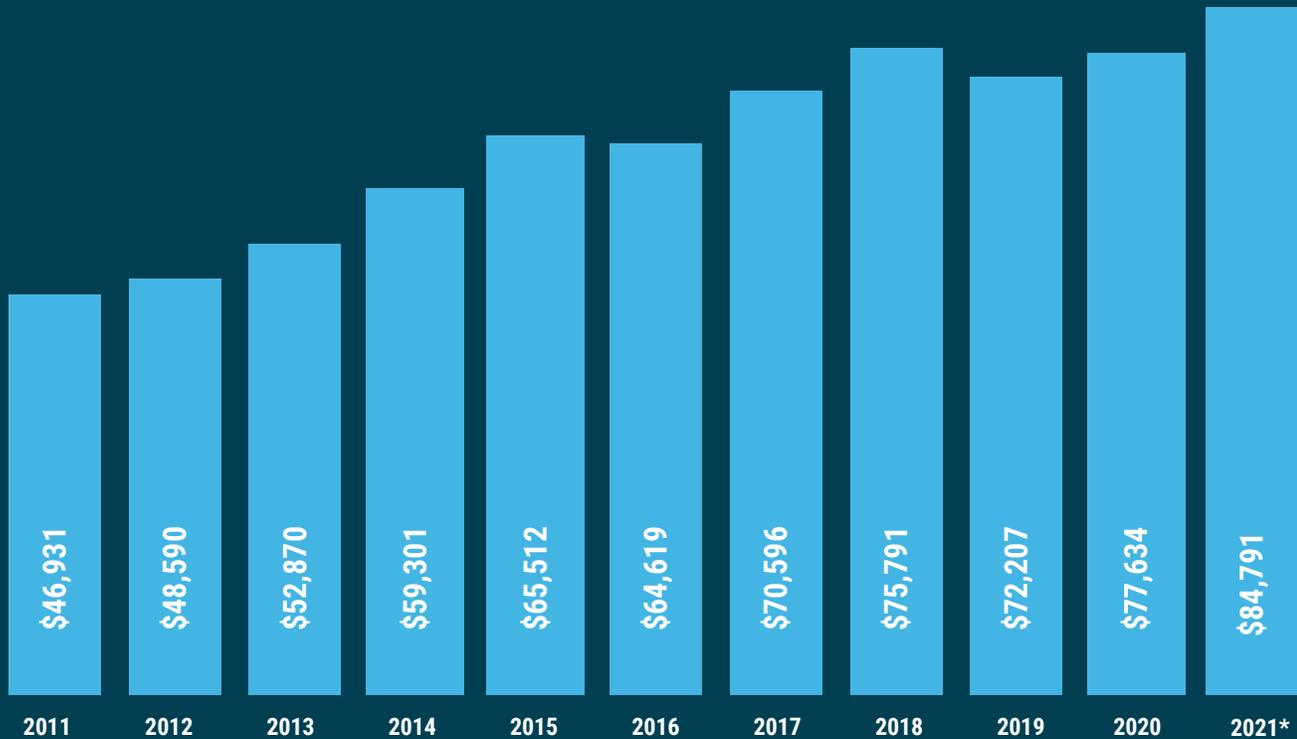
New capital is flowing into the space from both foreign and domestic capital sources. With conventional multifamily yields compressed to historic lows, the student housing industry offers some of the best risk-adjusted returns in any sector of real estate. We fully expect the debt markets and sales volume to continue this positive trajectory as student housing begins 2022 with strength and resiliency.



Source: Berkadia; Real Capital Analytics and CoStar. Based on properties and portfolios \$2.5M or greater. *As of February 3, 2022

Average Price Per Bed

The average price per bed increased 9.2% from 2020 to \$84,791 in 2021. This increase was underpinned by 83 transactions where the price per bed was more than \$100,000.



Source: Berkadia; Real Capital Analytics and CoStar. Based on properties and portfolios \$2.5M or greater. *As of February 3, 2022

National Price Per Bed by Distance

The overall average price per bed increased in 2021, with a price premium for student housing communities closest to campus. From 2020 to 2021, the average price per bed rose 38.3% among student housing communities within 0.5 mile of a campus. The price per bed has returned to the expected, higher rents proportional to the proximity to campus.

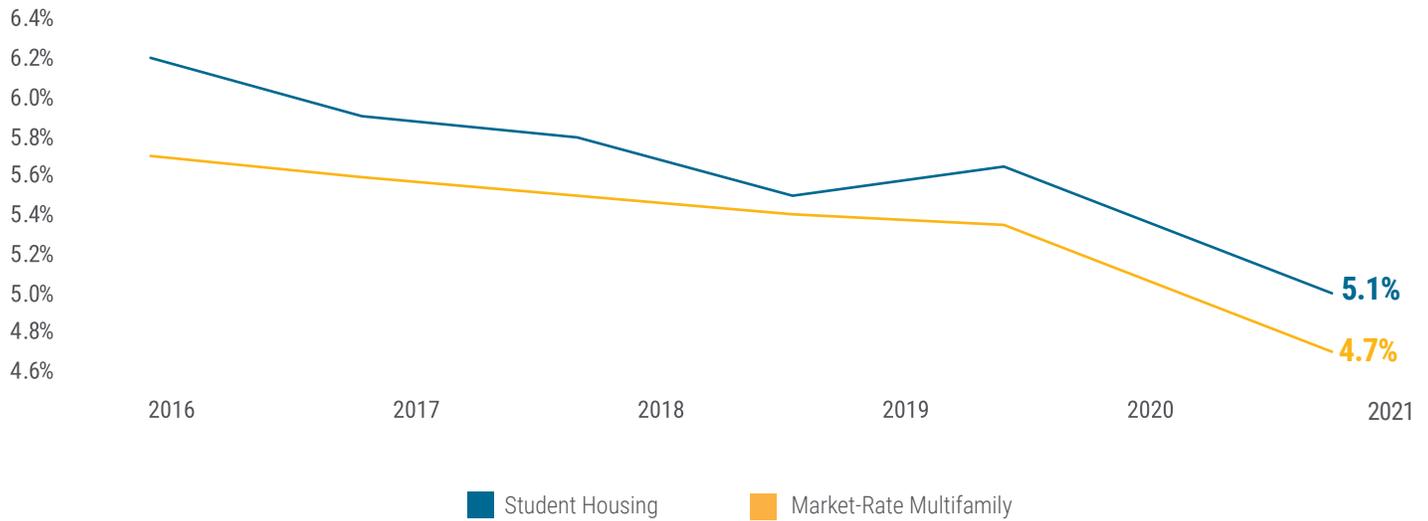


Source: Berkadia; Real Capital Analytics and CoStar. Based on properties and portfolios \$2.5M or greater. *As of February 3, 2022

STUDENT HOUSING SALES | CAP RATE

Cap Rate Overview

The average student housing cap rate decreased 40 basis points (bps) year over year, to **5.1% in 2021**. Reflecting a cap rate **60 bps lower than the preceding five-year average**. The overall decrease mirrored the trend among market-rate multifamily product in 2021. The spread between conventional multifamily and student housing was 40 bps, indicating a 10-basis-point, year-over-year spread increase. For properties located at Power 5 schools, sales had an average cap rate of 5.0%, more than 20 basis points lower than the 5.3% average of other student housing properties sold.



Source: Berkadia; Real Capital Analytics and CoStar. Based on properties and portfolios \$2.5M or greater. *As of February 3, 2022



STUDENT HOUSING SALES | TOTAL SALES

By the Numbers

\$9.6b

TOTAL SALES VOLUME

\$244k

AVERAGE PRICE PER UNIT

\$84k

AVERAGE PRICE PER BED

5.1%

AVERAGE CAP RATE

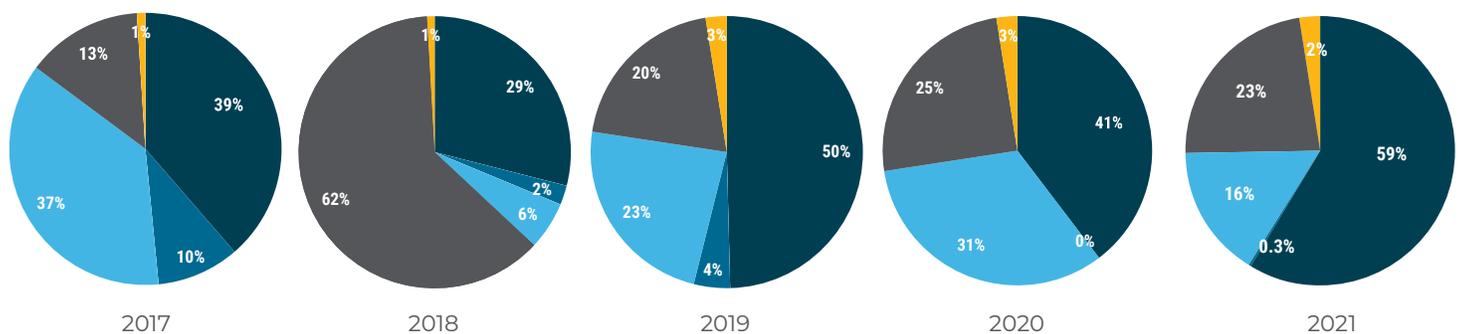
271

NUMBER OF PROPERTIES SOLD

Investment Activity

For the third-consecutive year, private buyers comprised the largest share—**59%**—of acquisition volume in **2021**. Their share increased from **41%** in 2020 as international buyers' activity dropped from 2020.

Private Public Listed/REITs Cross-Border Institutional User/Other



Source: Berkadia; Real Capital Analytics and CoStar. Based on properties and portfolios \$2.5M or greater. *As of February 3, 2022

STUDENT HOUSING SALES | TOP BUYERS BY DOLLAR VOLUME

RANK BUYER

1	Scion
2	Harrison Street
3	GSA
4	Ascott
5	University Partners
6	Blue Vista

Source: Real Capital Analytics and CoStar. Based on properties and portfolios \$2.5M or greater. *As of February 3, 2022

STUDENT HOUSING SALES | TOP INDIVIDUAL

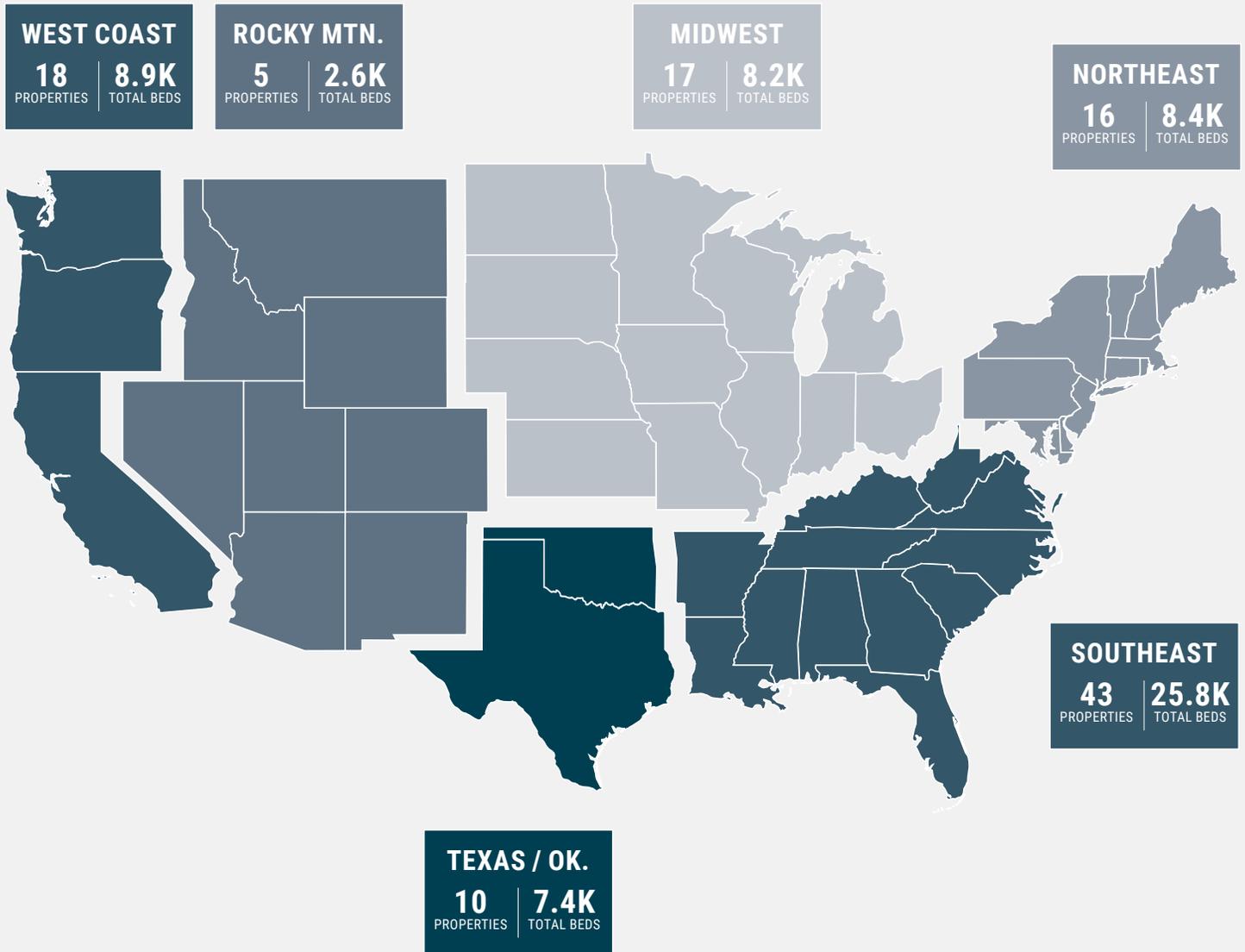
PROPERTY NAME	CITY	STATE	UNITS	YEAR BUILT	BEDS
Villas on Rio	Austin	TX	279	2021	858
Apollo Tempe	Tempe	AZ	327	2020	946
Rise on Apache	Tempe	AZ	384	2017	833
Apex Apartments @ Colony Manor	Rochester	NY	382	2021	935
The M	Seattle	WA	230	2020	464
Stanhope Student Apartments	Raleigh	NC	300	2015	822
The Pavilion at North Grounds	Charlottesville	VA	300	2013	434
Berkdale Apartments	Riverside	CA	296	1986	419
Dobie Twenty21	Austin	TX	504	1974	980
Hub at Tucson	Tucson	AZ	168	2014	594
The Standard at Fort Collins	Fort Collins	CO	237	2020	794
Signature West Midtown	Atlanta	GA	184	2019	525
Arrow Townhomes & Flats II	Bozeman	MT	268	2019	887
The Vista	Starkville	MS	309	2019	820
415 West 120th Street	New York	NY	80	2019	153
Seven07	Champaign	IL	218	2019	548
The Highlands	Reno	NV	216	2004	732
605 West End Apartments	Durham	NC	340	2013	386
44 North	Minneapolis	MN	194	2014	630
Mercury 3100	Orlando	FL	228	1999	840
The Verge Orlando	Orlando	FL	312	1999	930
City Centre	Ithaca	NY	193	2018	230
River House	Providence	RI	174	2019	270



**TOWER
5040**

STUDENT HOUSING SALES

UNDER CONSTRUCTION | BY REGION



Source: RealPage

As of January 28, 2022.

+Does not include student competitive housing.

*Under construction and under construction / lease-up stages.

Subject to change.

STUDENT HOUSING PIPELINE BREAKDOWN | BY REGION

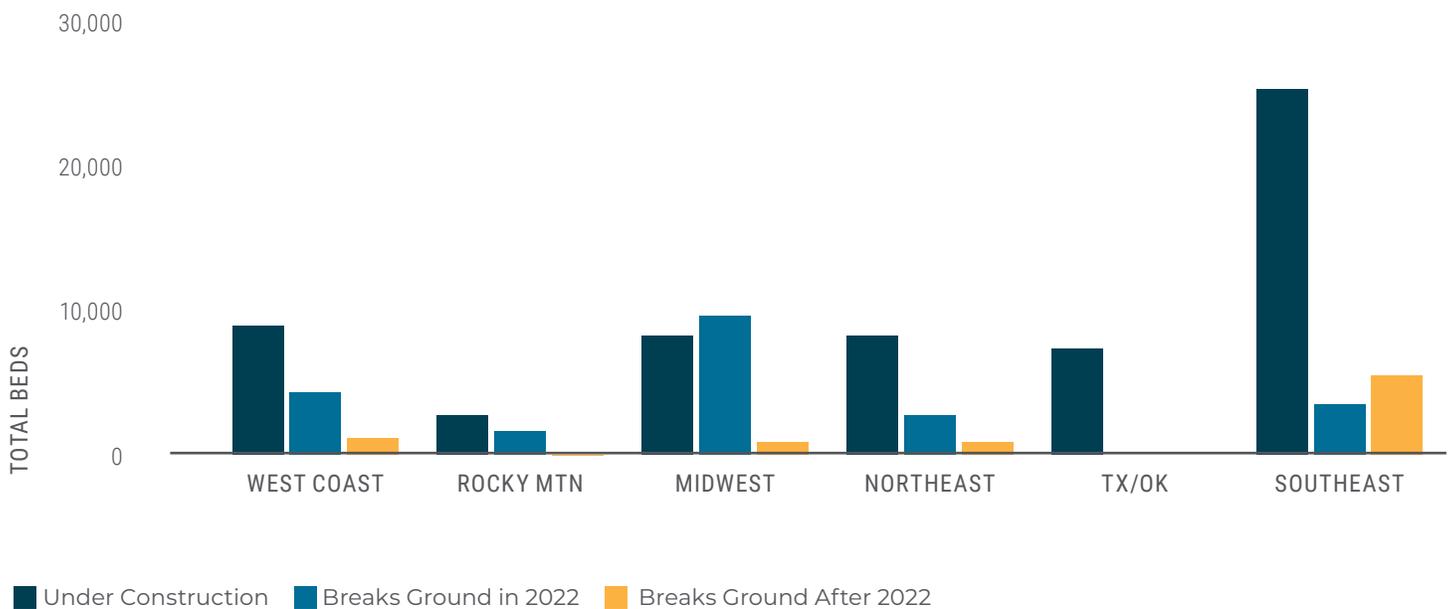
By the Numbers

Pipeline Breakdown Overview

The pipeline for purpose-built student housing consists of 109 properties in all phases of construction. These properties comprise a total 61,391 beds. One year ago, 215 properties representing 101,470 beds were under construction nationwide.

The largest share of properties in the pipeline is in the Southeast region, where 43 properties representing 25,775 beds are located.

Additionally, 42 properties are in various stages of planning / permitting nationwide, representing a total 29,175 beds.



STUDENT HOUSING ON- AND OFF-CAMPUS BEDS+	WEST COAST	ROCKY MTN	MIDWEST	NORTHEAST	TX/OK	SOUTHEAST	TOTAL
Under Construction*	8,992	2,619	8,222	8,400	7,383	25,775	61,391
Breaks Ground in 2022**	3,809	1,500	9,334	2,247	0	3,654	20,544
Breaks Ground After 2022***	1,000	0	953	975	0	5,703	8,631
Grand Total	13,801	4,119	18,509	11,622	7,383	35,132	90,566

Source: RealPage

As of January 28, 2022.

+Does not include student competitive housing.

*Under construction and under construction / lease-up stages.

**In planning stage where a start date in 2022 is indicated by RealPage; subject to change.

***In pre-planning stage where a start date after 2022 is indicated by RealPage; subject to change.

STUDENT HOUSING PIPELINE | TOP 50

The table below depicts the top 50 universities by bed count with purpose-built student housing projects currently under construction.

SCHOOL	TOTAL BEDS
University of Texas at Austin	5,318
University of Washington	4,263
University of Maryland	3,585
University of Florida	3,227
Georgia Tech	3,159
Indiana University	2,634
University of South Carolina	2,560
University of North Carolina - Charlotte	2,170
Virginia Tech	1,920
University of Minnesota	1,644
George Mason University	1,618
Georgia State University	1,576
Pennsylvania State University	1,451
Clemson University	1,396
University of Nevada - Reno	1,391
Florida International University	1,201
University of California - Los Angeles	1,167
University of Southern California	1,152
University of Michigan	1,103
Stevens Institute of Technology	994
University of Georgia	929
University of South Florida	891
Auburn University	889
Northern Arizona University	854
Ohio State University	816
University of Pennsylvania	804
Texas A&M University	802
University of Tennessee	712
University of Houston	649
University of Oregon	608
LSU Health New Orleans	600
University of Nebraska - Lincoln	575
California State University - Sacramento	500
Valencia College - Osceola Campus	500
Lubbock Christian University	446
University of Alabama	444
Virginia Commonwealth University	429
University of Alabama at Birmingham	409
Missouri State University	400
Cornell University	393
Utah State University	374
Pratt Institute	321
Salisbury University	300
Louisiana State University	294
Menlo College	294
University of Evansville	293
Saint Peter's University	288
San Jose State University	288
Pennsylvania State University - Abington	264
University of North Carolina - Wilmington	248



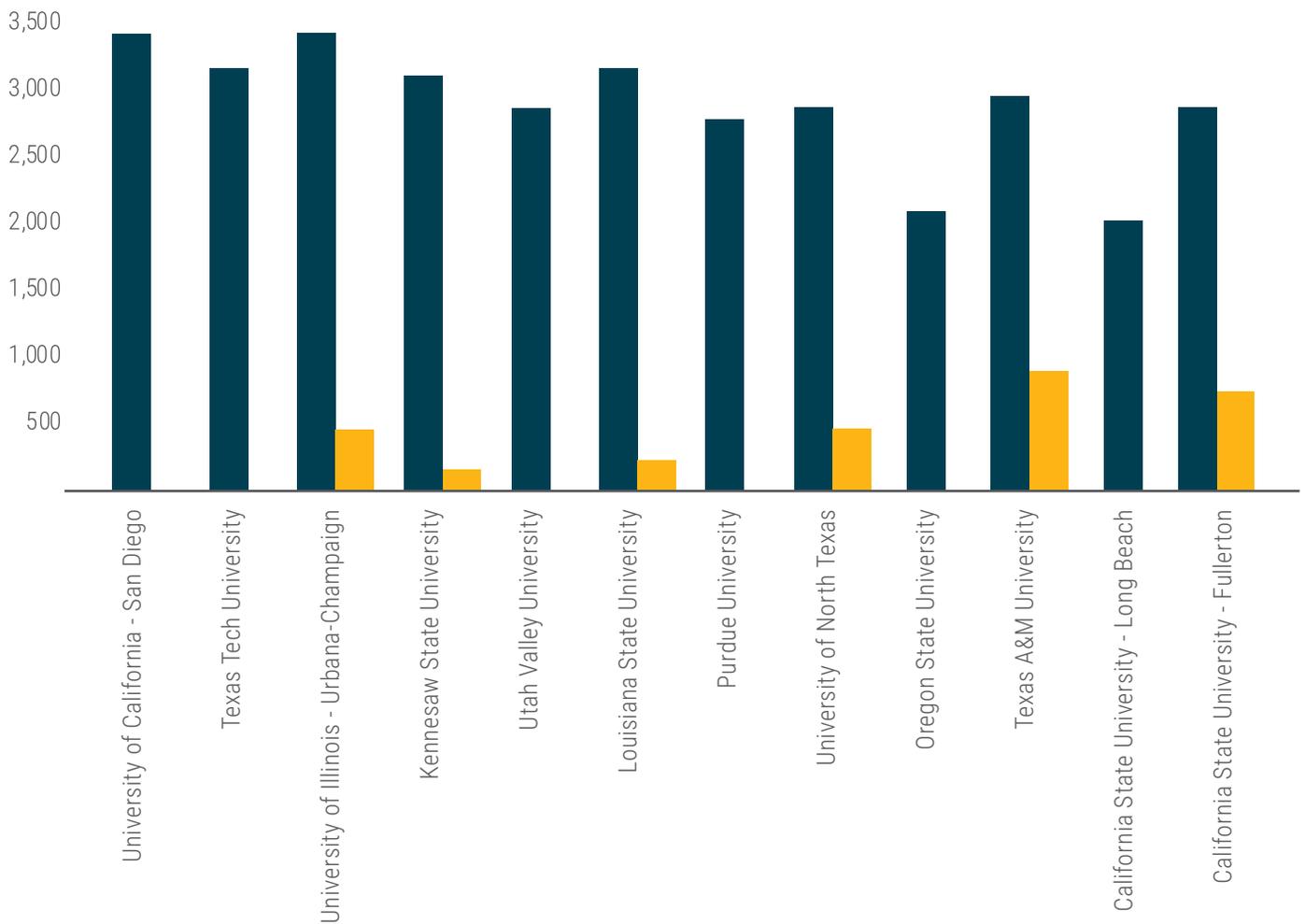
Source: RealPage. Student housing (no student competitive) on- and off-campus under construction or under construction / lease-up stage, as of January 28, 2022. Subject to change.

STUDENT HOUSING PIPELINE | ENROLLMENT PROJECTION

Top 12 Universities

Enrollment Projection Overview

These 12 universities have the greatest disparity between the projected five-year growth in enrollment and planned new student housing development. There are many local factors that can lead to slowdown in student housing development, such as temporary moratoriums on development, enrollment decrease, shortage of labor, supply chain issues, and uncontrollable socioeconomic events. While no attempt is made at estimating the impact of supply-demand imbalances on property values near these or any other universities, investors should be aware of the potential for outsized price appreciation at existing properties near universities where a shortage of student housing is present or expected.



FIVE-YEAR ENROLLMENT CHANGE PROJECTION AND STUDENT HOUSING PIPELINE DISPARITY

■ Projected Five-Year Enrollment Change ■ Beds Planned or Underway

Source: RealPage. Enrollment projections as of January 28, 2022. Enrollment at some universities may include satellite campus and online enrollment. Student housing where the number of beds is indicated for on- and off-campus housing (excluding student competitive) under construction and at various stages of the planning / permitting process as of January 28, 2022. Does not include partially completed properties under lease-up. Subject to change.

FASTEST-GROWING FLAGSHIP UNIVERSITIES | 2021

TOP 5

2020-2021	SCHOOL	Y-O-Y CHANGE	2020 FALL ENROLLMENT	2021 FALL ENROLLMENT	PROJECTED FIVE-YEAR CHANGE
1	University of Central Florida	1,286	71,453	72,739	5,294
2	Georgia Tech	915	39,772	40,687	3,581
3	University of California - San Diego	850	40,483	41,333	3,386
4	Kennesaw State University	824	41,181	42,005	3,269
5	University of Illinois - Urbana-Champaign	790	52,679	53,469	3,431
6	Texas Tech University	766	40,322	41,088	3,201
7	Virginia Tech	740	37,024	37,764	3,255
8	Utah Valley University	737	40,936	41,673	2,946
9	Purdue University	734	45,869	46,603	2,722
10	Louisiana State University	720	34,290	35,010	3,125
11	University of South Florida	690	46,000	46,690	2,730
12	California State University - Fullerton	688	40,475	41,163	2,785
13	University of California - Davis	681	40,031	40,712	3,009
14	Texas A&M University	657	65,684	66,341	2,941
15	University of Arizona	657	46,932	47,589	2,589
16	University of North Texas	650	40,653	41,303	2,669
17	Georgia State University	618	36,343	36,961	2,539
18	University of Colorado - Boulder	591	36,956	37,547	2,309
19	University of Texas at San Antonio	591	34,742	35,333	2,208
20	University of Tennessee	581	30,559	31,140	2,167
21	George Mason University	578	38,542	39,120	2,409
22	Florida State University	566	43,569	44,135	2,131
23	University of Houston	565	47,090	47,655	2,206
24	University of California - Riverside	555	26,434	26,989	2,183
25	University of Southern California	552	46,000	46,552	1,916
26	California State University - Long Beach	551	39,360	39,911	2,089
27	University of Florida	534	53,372	53,906	1,949
28	University of Minnesota	520	52,017	52,537	1,685
29	Oregon State University	517	32,312	32,829	2,155
30	Clemson University	502	26,406	26,908	1,956
31	Florida Atlantic University - Boca Raton	491	28,905	29,396	1,989
32	Brigham Young University	474	36,450	36,924	1,821
33	University of Texas at Arlington	470	42,733	43,203	1,958
34	University of California - Berkeley	469	42,597	43,066	2,040
35	Boise State University	458	24,103	24,561	1,914
36	California State University - Fresno	456	25,341	25,797	1,770
37	Ohio State University	430	61,369	61,799	1,612
38	Arizona State University	419	52,386	52,805	1,483
39	University of California - Los Angeles	414	46,000	46,414	1,704
40	University of Missouri	404	31,089	31,493	1,263
41	Appalachian State University	400	20,023	20,423	1,590
42	University of Cincinnati	396	39,555	39,951	1,444
43	Mississippi State University	391	22,986	23,377	1,533
44	Baylor University	386	19,297	19,683	1,470
45	University of Washington	385	48,149	48,534	1,437

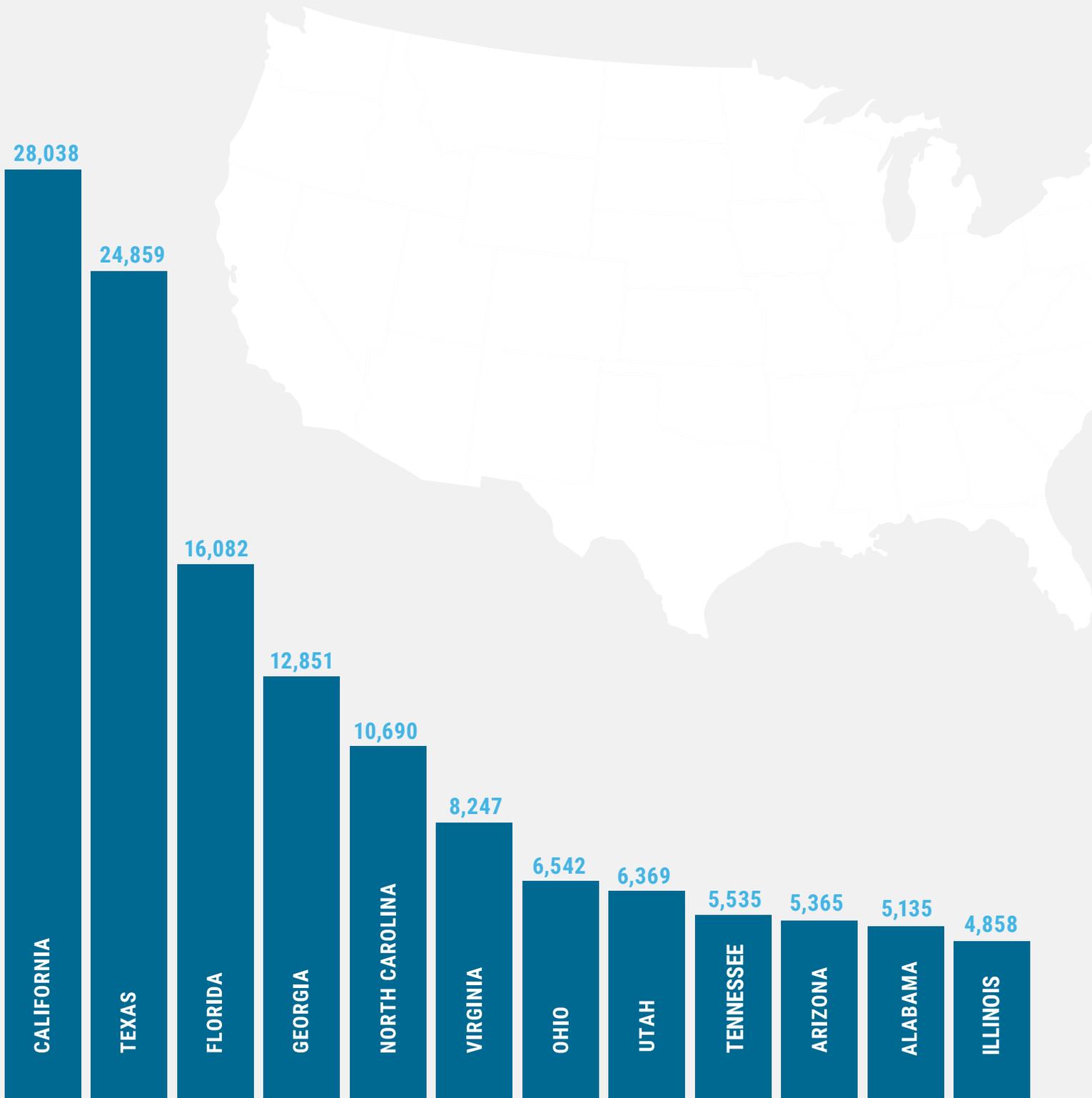
Source: RealPage. Total enrollment at some of these universities may include satellite campus and online enrollment. Subject to change.

STUDENT ENROLLMENT FIVE-YEAR OUTLOOK | BY STATE

Five-Year Outlook Overview

These 12 states are projected to have combined enrollment gains totaling 134,571 students in the next five years.

Source: Source: RealPage. Total enrollment within each state may include satellite campus and online enrollment. Subject to change.



SUPPLY AND DEMAND VARIATION, TOP 50 SCHOOLS | 2021

RANK	SCHOOL	2021 FALL ENROLLMENT	2021 TOTAL SUPPLY (BEDS)*	HOUSING SHORTFALL	EFFECTIVE RENT**	2021-22 TUITION***
1	University of Central Florida	72,739	39,298	33,441	\$789	\$6,368
2	Florida International University	51,731	19,249	32,482	\$1,017	\$6,230
3	California State University - Long Beach	39,911	7,961	31,950	\$1,681	\$5,857
4	University of California - Berkeley	43,066	16,434	26,632	\$1,402	\$11,556
5	California State University - Northridge	39,164	14,248	24,916	\$1,931	\$5,857
6	University of Illinois - Urbana-Champaign	53,469	30,861	22,608	\$707	\$12,438
7	Utah Valley University	41,673	19,325	22,348	\$417	\$5,296
8	University of California - Davis	40,712	18,667	22,045	\$1,039	\$14,744
9	University of California - Los Angeles	46,414	26,152	20,262	\$1,000	\$11,556
10	Oregon State University	32,829	13,578	19,251	\$845	\$10,510
11	University of Colorado - Boulder	37,547	18,843	18,704	\$1,325	\$11,082
12	George Mason University	39,120	20,607	18,513	\$1,123	\$9,852
13	University of Iowa	30,470	12,265	18,205	\$804	\$8,396
15	Washington State University	31,377	13,883	17,494	\$640	\$10,477
15	University of Cincinnati	39,951	23,455	16,496	\$863	\$10,774
16	California State University - Fullerton	41,163	24,776	16,387	\$1,051	\$5,857
17	Kennesaw State University	42,005	27,633	14,372	\$792	\$5,673
18	Pennsylvania State University	46,545	32,185	14,360	\$827	\$18,368
19	Virginia Tech	37,764	23,707	14,057	\$755	\$11,763
20	Troy University	17,243	3,390	13,853	\$512	\$9,312
21	Indiana University	42,870	29,094	13,776	\$733	\$10,011
22	University at Buffalo - State University of New York	32,606	19,170	13,436	\$786	\$7,282
23	University of North Texas	41,303	28,117	13,186	\$658	\$8,655
24	University of California - Santa Barbara	26,362	13,613	12,749	\$1,121	\$11,556
25	West Virginia University	26,374	13,737	12,637	\$567	\$9,308
26	Missouri State University	23,669	11,073	12,596	\$659	\$7,045
27	University of Utah	33,411	20,983	12,428	\$856	\$8,459
28	University of Memphis	22,516	10,097	12,419	\$692	\$8,372
29	Brigham Young University	36,924	24,509	12,415	\$401	\$6,149
30	Kent State University	27,181	14,850	12,331	\$716	\$11,935
31	Purdue University	46,603	34,484	12,119	\$696	\$9,208
32	Boise State University	24,561	12,870	11,691	\$724	\$5,698
33	Ohio State University	61,799	50,224	11,575	\$930	\$11,429
34	University of California - San Diego	41,333	29,914	11,419	\$1,537	\$12,759
35	Florida Atlantic University - Boca Raton	29,396	17,992	11,404	\$1,168	\$6,129
36	University of Arizona	47,589	36,625	10,964	\$740	\$11,525
37	Kansas State University	20,958	10,154	10,804	\$421	\$9,563
38	Utah State University	17,450	6,653	10,797	\$481	\$6,954
39	Iowa State University	31,952	21,227	10,725	\$559	\$8,364
40	Northern Arizona University	29,865	19,197	10,668	\$826	\$10,970
41	Ohio University	20,721	10,643	10,078	\$623	\$12,840
42	Indiana University - Purdue University Indianapolis	29,478	19,478	10,000	\$738	\$10,042
43	University of Wisconsin - Madison	45,904	35,989	9,915	\$994	\$10,849
44	University of Akron	17,806	7,894	9,912	\$657	\$9,787
45	Bowling Green State University	18,384	8,572	9,812	\$470	\$9,652
46	Western Michigan University	31,395	21,600	9,795	\$486	\$12,602
47	Grand Valley State University - Allendale Campus	23,467	13,794	9,673	\$537	\$13,774
48	University of Louisville	22,478	12,812	9,666	\$628	\$12,325
49	California State University - Chico	16,746	7,414	9,332	\$738	\$5,857
50	University of Massachusetts	27,211	17,949	9,262	\$1,149	\$16,107

Source: RealPage Top 175 Universities.

*Beds at on-campus (university owned), off-campus purpose-built, and off-campus student competitive properties. The bed counts were obtained from RealPage sampling of the total number of these apartment communities. Both the total number of apartment communities and the proportion of properties sampled vary by market.

**Weighted average monthly effective rent per bed from September 2020 to August 2021. Only includes off-campus purpose-built (not student-competitive) properties that have been stabilized for two or more consecutive periods.

***Annual 2021-22 in-state tuition



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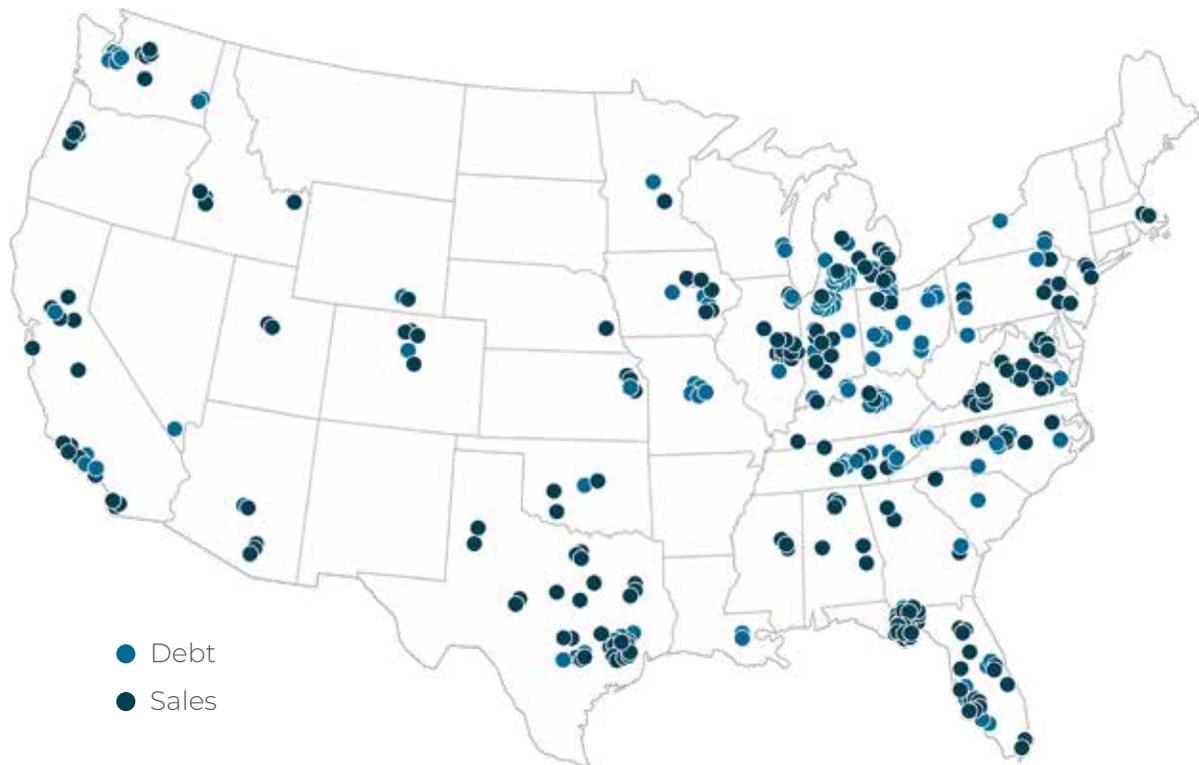
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