



STUDENT HOUSING

CAPITAL MARKETS







AT THE CENTER OF WHAT'S NEXT

“

The Cushman & Wakefield team provided excellent advisory during a very turbulent time in the market. The team got us great execution during a time of extreme volatility with a qualified and reputable buyer. We look forward to working with them again in the near future!

Adam Ashourzadeh, Triangle Capital Group

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NATIONAL STUDENT HOUSING PLATFORM

Cushman & Wakefield's National Student Housing Group is an established, full-service team, providing investment sales and debt services for clients across the country and internationally.

Our nationwide presence and focused market positioning, as well as worldwide capital access and a substantial track record for sourcing anomaly capital, enable us to execute and surpass our clients' goals and objectives.

We specialize in student housing investment sales, equity placements, and asset finance both domestically and internationally. We combine all of these service lines into one coherent team that works effortlessly inside one uniform framework.

Our team has a pulse on pricing, debt markets, migration of capital, and investor sentiment—all of which provide insight that sets us apart. We are constantly in contact with investors throughout the capital stack, and can direct the most aggressive capital to our clients' transactions.



Full-Service Capabilities

- Asset Acquisition & Disposition
- In Depth Valuation
- Market Research Services
- Development & Pre-Sale Opportunities
- Portfolio Analysis & Consultation
- Capital Stack & JV Structures
- Targeted Marketing
- Equity, Debt & Structured Finance (EDSF) Services



Focused on All Student Markets

- Power 5 / Group of 5
- Secondary
- Tertiary



And All Asset Types

- CORE / CORE+
- Value-Add
- Distressed
- Land Development



Local Offices

We partner with multifamily brokers in local offices across the country for on-the-ground expertise.

Regional Specialization

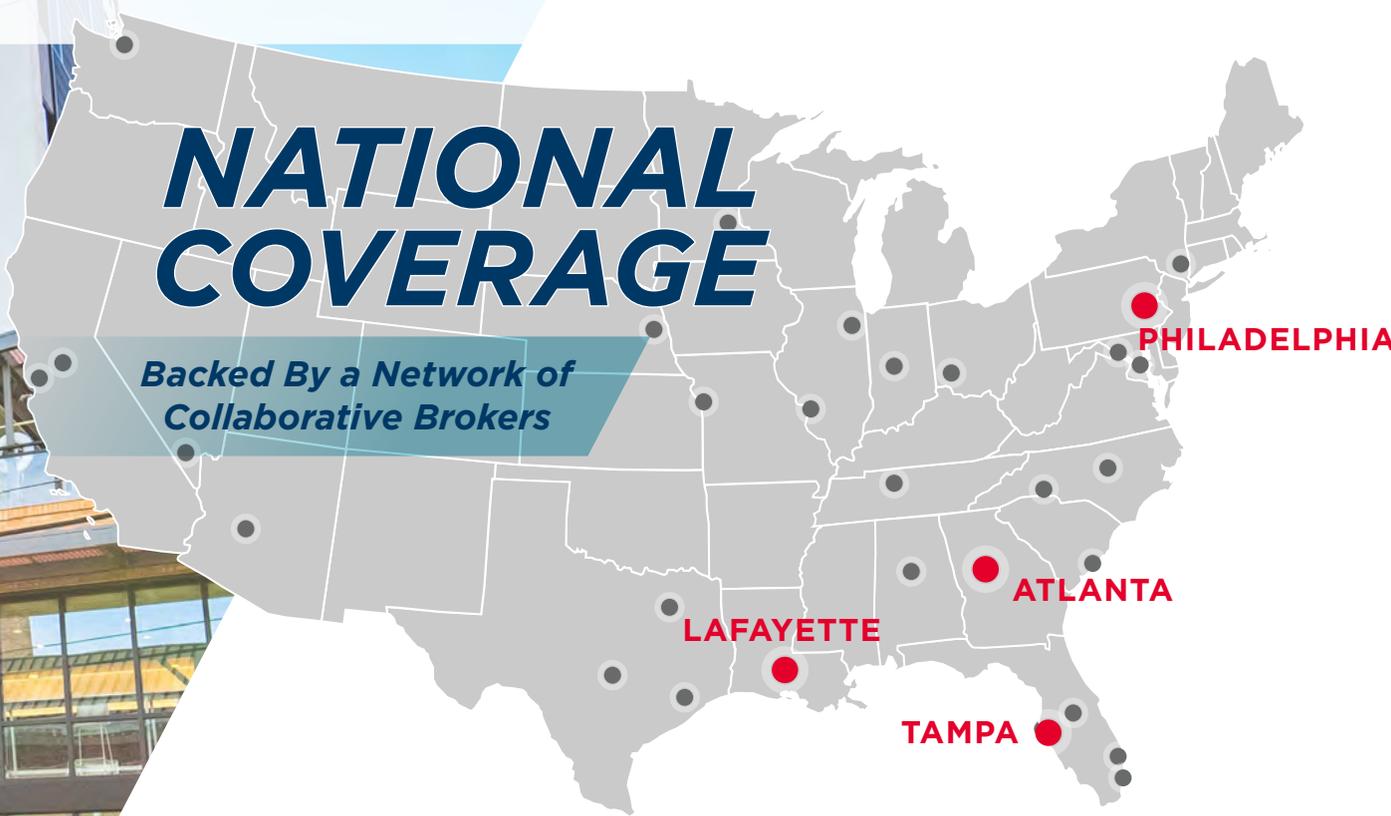
Our culture is driven by collaboration—working together to understand regional market conditions across the U.S.

National Execution

Backed by national resources, we're ready to tackle any challenge on every level.

NATIONAL COVERAGE

Backed By a Network of Collaborative Brokers



- Student Housing Office Locations
- Multifamily Office Locations



INVESTMENT SALES



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2022 STATS

43

ASSIGNMENTS
IN 43 STATES

115%

CLOSING PRICE TO
BOV STRIKE PRICING

2,465/7,115

UNITS/BEDS SOLD &
UNDER CONTRACT

3.8%

AVERAGE
CAP RATE

THE SOCIAL CAMPUS | SOLD
408 UNITS | 1,392 BEDS



It was a pleasure working with you and your Team. Your combined experience, professional competence and insight are unparalleled.

— Scott Sharp, Reign Living





Together, Cushman & Wakefield and Greystone are seamlessly integrated, strategically positioned and deeply invested in the people behind every client's name. We provide direct access to a robust debt platform, which allows us to consistently offer clients distinctive and creative capital solutions. Our Capital Markets professionals leverage in-depth market knowledge, proprietary technology and a vast network to help you reach your investment goals.

RANKINGS

- #1 FHA HUD 2021 for five years running
- #2 SBL Lender in 2021
- #6 Fannie Mae
- #9 Freddie Mac



\$84.1B+
Total Loan Servicing Portfolio



\$18.3B
Loan Origination Volume



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ONSHORE DAYTONA / SOLD
210 UNITS | 636 BEDS

COAST-TO-COAST DIVERSE ASSET TYPES



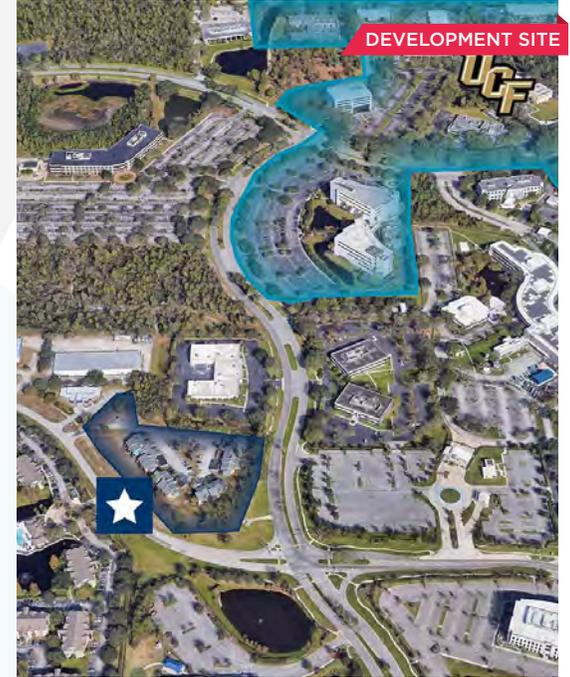
CLASS 'A' URBAN HIGH RISE

Monarch Heights
Columbia University
83 units // 153 beds



CORE CLASS "A"

The Griffin
University of Florida
85 units // 294 beds



DEVELOPMENT SITE

UCF Redevelopment
University of Central Florida
Unit & Bed Count Under Development



SOUTHEAST VALUE ADD

Student Quarters Johnson City
East Tennessee State University
132 units // 528 beds



SOUTHEAST STABILIZED

The Grove Murfreesboro
Middle Tennessee State University
186 units // 504 beds



DEVELOPMENT SITE

Blacksburg Redevelopment
Virginia Tech
Unit & Bed Count Under Development

101%
BOV GUIDANCE TO
CONTRACT PRICE
FY 2022



ADAPTIVE REUSE

100 Edgewood Avenue
Georgia State University
Former office converted to student housing



SOUTHEAST DISTRESSED

The Southern @ 1051 (Phases I & II)
University of South Carolina
350 Units // 1,002 Beds



MIXED-USE DEVELOPMENT

Entra West End
Morehouse School of Medicine
187 units // 345 beds



CLASS "A" MIXED USE

Entra West End
Morehouse School of Medicine
187 units // 345 beds



INTERNATIONAL STABILIZED CORE

1E1even
University of Ottawa
224 Units // 357 Beds



MIDWEST VALUE ADD

The Place at 117
University of Illinois at Urbana-Champaign
192 Units // 588 Beds



SOUTHEAST COTTAGE PRODUCT

The Haven of Athens
University of Georgia
93 units // 286 beds

FOREIGN CAPITAL SOURCING

Driving Investment Capital Internationally

With 12 years' experience working towards the Middle East, Hassan has developed an extensive network of investors across the GCC and Lebanon, from SWFs to investment managers and merchant families, that all have active international investment strategies. Hassan has shown a strong track record in pairing Middle Eastern capital with investment opportunities in the United States.



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2022 SELECT STUDENT HOUSING TRANSACTIONS



Cherry Street Apartments
Texas A&M University
166 Units // 237 Beds



The Hudson
Texas A&M University
139 Units // 391 Beds



Berkeley House at College Station
Texas A&M University
115 Units // 342 Beds



University Edge
Michigan State University
235 Units // 792 Beds



Vue on Walnut
Missouri State University
107 Units // 348 Beds



Vista Starkville
Mississippi State University
308 Units // 818 Beds

STUDENT ACCOMMODATION

The Experts in Student Accommodation

Combining client-side experience and sector insights, our team brings expertise in investment, valuation, and advisory gathered over the last 20 years, acting on both sides of transactions in the PBSA (Purpose Built Student Accommodation) market.

Using our knowledge, background and European/global reach, we advise clients in their own language across all elements of the PBSA landscape. Counting both universities and private sector

firms among our clients, we also offer a unique perspective into Higher Education strategy, trends and policy. Our Student Accommodation Tracker database, exclusively developed by C&W, covers 660,000 rooms across the UK - the largest, most comprehensive and insightful dataset of its kind. We use our understanding of your business to guide your assets over their full life cycle, bringing our experience to every stage of the process.



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Pan-European Investment and Advisory

With a blend of client-side experience and strong links to our advisory team, we advise on all elements of the transaction process including:

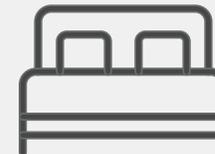
- Due diligence
- Commercial input
- Operator selection
- Joint venture structuring
- Recapitalisations; and
- Creation of integrated investment platforms

2022 SNAPSHOT

ADVISED ON OVER
£500m
OF TRANSACTIONS WITHIN
THE UK AND IRELAND



VOLUME OF
£7.8bn
VALUED ACROSS UK



PROVIDED
CONSULTANCY ON
216,000
OPERATIONAL BEDS



 **CUSHMAN & WAKEFIELD**
multifamily.cushwake.com/specialties/studenthousing