



SUBJECT PROPERTY
STUDENT HOUSING CASE STUDY



INVESTMENT SNAPSHOT:

ACQUIRED	September 2016
UNITS	1,067 Beds
VINTAGE	2000
TOTAL CAPITALIZATION	\$39.8M/\$35k per bed
LTC	66%
HOLD PERIOD	2.1 yrs (Recap Oct 2018)
IRR/MULTIPLE	74.4%/3.0x

INVESTMENT SUMMARY

Business Plan

- Acquire a student asset with strong in-place operating fundamentals next to a major public university
- Drive revenue growth through improved management while remaining priced a value option in the student market
- Implement light value add repositioning of an outdated but performing asset

Execution:

- Achieved 100% occupancy through two consecutive lease ups, while generating 10.6% and 6.0% YOY effective rent growth
- Increased other income by \$136,600 (120%) through increased fee amounts and improved operational execution
- Negotiated the bulk cable and internet contract to increase the bandwidth by 3x and reduce expenses by 31%
- JV exited through Sponsor led recapitalization in October 2018





COASTAL RIDGE