

STUDENT HOUSING RESEARCH REPORT



2011 IN REVIEW: ON THE MARKET VS. SOLD IN THE MARKET

Colliers International Student Housing Group compared the student housing properties **On The Market in 2011** to the student housing properties that **Sold In The Market in 2011** and found the following:

On The Market

- The Midwest Region had the Most Property Offerings
- The Northeast Region had the Highest Cap Rate of the Properties offered

Sold In The Market

- The Southern Region had the Most Closed Transactions
- The Southern Region had the Highest Cap Rate of the Properties Sold

ON THE MARKET VS SOLD IN THE MARKET

	ON THE MARKET	SOLD IN THE MARKET
Number of Units	18,306	17,049
Number of Beds	19,985	28,779
Average Price/Unit	\$88,542	\$106,525
Average Price/Bed	\$41,878	\$48,416
Average Cap Rate	7.89%	7.10%

OVERALL STUDENT HOUSING MARKET INVESTMENT ACTIVITY 2011

SELLER TYPES	DISPOSITION 2010 VS 2011
INSTITUTIONAL	↓
REITS	↓
PRIVATE	↑

OVERALL STUDENT HOUSING MARKET CAPITAL FLOWS 2011

BUYER TYPES	2010	2011
INSTITUTIONAL	29%	43%
REITS	30%	22%
PRIVATE	31%	29%

HOW COLLIERS INTERNATIONAL STUDENT HOUSING GROUP BENEFITS OUR CLIENTS?

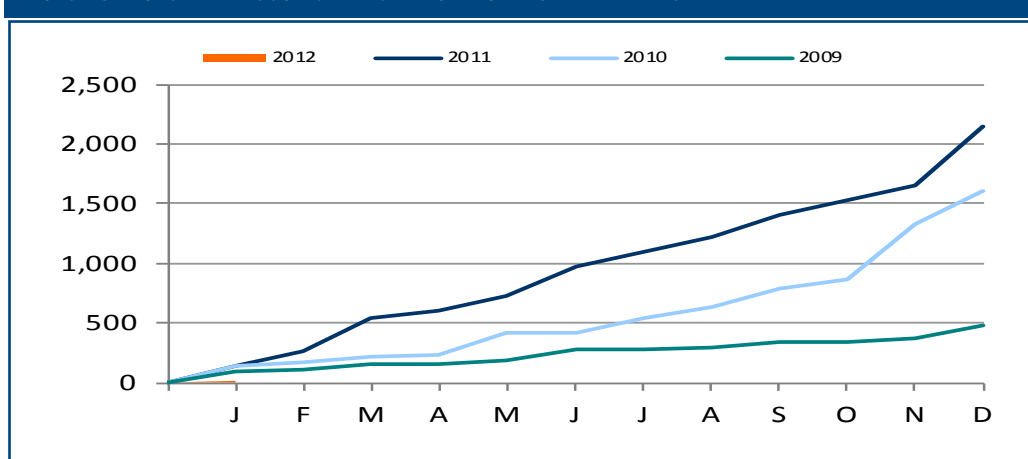
- Over the course of nearly four decades, Colliers International has built a proven business model that pairs global connections with local knowledge leaders.
- Through our network of 512 offices in 61 countries and an unmatched internal marketing platform, Colliers property listings receive extensive exposure to the global investor market, enabling our clients to reach buyers that they otherwise may not have been able to reach. Global investors receive the benefit of intimate local market knowledge that we provide, which allows them to make informed decisions about their US real estate investments.
- The intricate web of relationships between Colliers International brokers, global investors, financial institutions and commercial property owners is firmly woven and provides our brokers the fortitude to find creative solutions that maximize property values for our clients.
- Colliers International is firmly committed to the Student Housing industry. Our firm offers unique services in addition to commercial brokerage, such as property appraisal and tax assessment support. For our Student Housing clients, Colliers International Valuation and Appraisal group provides tax assessment and portfolio evaluation that assist in determining if their assessments are in line with the market. We have the connections and long-standing relationships with local municipalities that can facilitate a justifiably lower tax assessment on your property.

NATIONAL STUDENT HOUSING REFINANCE & SALES TRANSACTION SUMMARY

Year	No of Transactions	No. of Units	Price/Unit	No. of Beds	Price/Bed	Cap Rate	Occupancy
2011	97	17,049	\$106,525	28,779	\$48,416	7.1%	96%
2010	71	12,387	\$161,254	29,587	\$47,903	7.8%	90%
2009	32	3,961	\$140,263	7,467	\$26,391	8.6%	92%

Source: Real Capital Analytics

HISTORICAL STUDENT HOUSING NATIONAL SALES PRICE (MIL) BY MONTH AND YEAR



Source: Real Capital Analytics

2011 MARKET INDICATORS

COMPARED TO 2010 ON MARKET

- PRICE PER UNIT ↓
- PRICE PER BED ↓
- CAP RATES ↓
- NO. OF UNITS ↓
- NO. OF BEDS ↓

2011 MARKET INDICATORS

COMPARED TO 2010 SOLD/REFINANCE

- PRICE PER UNIT ↓
- PRICE PER BED ↑
- CAP RATES ↓
- NO. OF TRANSACTIONS ↑
- OCCUPANCY ↑

STUDENT HOUSING ON THE MARKET AS OF FEBRUARY 2012

CITY	STATE	CAP RATE	PRICE	# OF UNITS	# OF BEDS	PRICE/UNIT	PRICE/BED	YEAR BUILT
Tucson	AZ		Market Bid	75	223			
Tucson	AZ		Market Bid	58				
Tucson	AZ		Market Bid	300				
Tempe	AZ		Market Bid	137				
Glendale	AZ	7%	\$2,550,000	62	88	\$41,129	\$28,977	
Los Angeles	CA		Market Bid	60	60			
Pomona	CA		Market Bid	100				
Davis	CA	5.39%	\$3,075,000	28	50	\$109,821	\$61,500	
Los Angeles	CA	7.10%	\$2,300,000	24		\$95,833		
Los Angeles	CA	7%	\$4,250,000	12	24	\$354,167	\$177,083	2003
Los Angeles	CA		\$2,500,000	12	33	\$208,333	\$75,758	1921
San Luis Obispo	CA	3.94%	\$4,950,000	36	39	\$137,500	\$126,923	
Boulder	CO	5%	\$22,528,000	176		\$128,000		
Colorado Springs	CO	7.50%	\$30,000,000	410		\$73,171		
Mansfield	CT	7.27%	\$24,925,000	359		\$69,429		
Tallahassee	FL		Market Bid	33	70			
Tallahassee	FL		Market Bid	24	48			
Tallahassee	FL		\$2,690,000	49				
Tallahassee	FL		\$1,789,000	8				
Tallahassee	FL		\$2,600,000	38				
Tallahassee	FL		\$1,855,000	28				
Tallahassee	FL		\$9,700,000	210				
Tampa	FL		Market Bid	210				

STUDENT HOUSING ON THE MARKET AS OF JANUARY 2012

CITY	STATE	CAP RATE	PRICE	# OF UNITS	# OF BEDS	PRICE/UNIT	PRICE/BED	YEAR BUILT
South Florida	FL	6%	\$42,000,000		800		\$52,500	
Hilo	HI	7%	\$9,000,000	158		\$56,962		
Savoy	IL	8.39%	\$14,770,000	192	588	\$76,927	\$25,119	2000/09
Charleston	IL	8.30%	\$4,400,000	59		\$74,576		
Chicago -	IL	11.13%	\$19,500,000					
South Bend	IN	8.10%	\$1,500,000	45		\$33,333		
West Lafayette	IN		\$18,000,000	214	417	\$84,112	\$43,165	
Murray	KY		Market Bid	140				
Louisville	KY	10.30%	\$2,800,000	88		\$31,818		
Ruston	LA		Market Bid	120				
Salisbury	MD		\$1,950,000	142		\$13,732		
Portland	ME		Market Bid	101	402			2008
Kalamazoo	MI		\$1,700,000	24	110	\$70,833	\$15,455	
Ann Arbor	MI	7%	\$7,690,000	84		\$91,548		
Minneapolis	MN		Market Bid	186	556			
Mankato	MN	8%	\$2,650,000	13		\$203,846		
Warrensburg	MO		Market Bid	120				
Columbia	MO		\$4,200,000	36	144	\$116,667	\$29,167	2003/04
Jackson	MS		Market Bid	144	444			
Raleigh	NC		Market Bid	600	210			
Pembroke	NC		Market Bid	108	336			2007/10
Wilmington	NC	7.40%	\$13,000,000	96	240	\$135,417	\$54,167	2010
Greensboro	NC		Market Bid	200	600			
Elon	NC	7.20%	\$2,650,000	21	63	\$126,190	\$42,063	
Las Vegas	NV		Market Bid	32				1980
Fredonia	NY		Market Bid	159	318			
Cortland	NY	8.50%	\$800,000	19	35	\$42,105	\$22,857	
Fredonia	NY	10%	\$850,000	18		\$47,222		
Binghamton	NY	10%	\$1,500,000	11	45	\$136,364	\$33,333	
New Rochelle	NY		\$6,000,000	55		\$109,091		
Brooklyn	NY	9%	\$8,300,000	64	128	\$129,688	\$64,844	
Akron/Kent	OH		Market Bid	340				
Beavercreek	OH		\$12,500,000	90	298	\$138,889	\$41,946	1986
Beavercreek	OH		\$4,500,000	34	132	\$132,353	\$34,091	2009
Cleveland	OH	10.08%	\$3,000,000	80	80	\$37,500	\$37,500	
Wilkes Barre	PA	8.30%	\$3,250,000	60	64	\$54,167	\$50,781	
Spartanburg	SC		Market Bid					
Columbia	SC	5.80%	\$2,650,000	13	47	\$203,846	\$56,383	
Murfreesboro	TN		Market Bid	200				
Huntsville	TX		Market Bid	132	528			
Austin	TX		Market Bid	192	660			
Austin	TX		Market Bid	62	121			
Lubbock	TX		Market Bid	243				
San Antonio	TX		\$21,900,000	100	300	\$219,000	\$73,000	
San Marcos	TX	9.23%	\$11,900,000	202		\$58,911		2003
Prairie View	TX	15.50%	\$2,900,000	68	264	\$42,647	\$10,985	
Provo	UT	8.59%	\$2,300,000	20	95	\$115,000	\$24,211	
Blacksburg	VA	7.11%	\$1,500,000	12		\$125,000		
TOTAL AVERAGES		8.04%	\$345,372,000	7,471	8,437	\$106,085	\$51,383	

Sources: Information received through various news outlets, publications and numerous student housing website listings. This is a sampling of the student housing properties on the market.

AT A GLANCE

Colliers International

Updated 7-2011

Colliers International is a leader in global real estate services, defined by our spirit of enterprise. Through a culture of service excellence, and a shared sense of initiative, we have integrated the resources of real estate specialists worldwide to accelerate the success of our clients, our people and our communities.

We offer a complete range of services to real estate users, owners and investors on a local, regional, national and international basis. The foundation of our service is the strength and depth of our local specialists. Our clients depend on our ability to draw on years of direct local market experience.

512 offices in 61 countries

- US \$1.5 billion in revenue
- 12,509 employees
- 979 million square feet under management
- US \$59.6 billion transaction value

CORE SERVICES

Our comprehensive portfolio of services includes:

- › Brokerage and Agency
 - › Owner/Investor Representation
 - › Landlord Representation
 - › Tenant Representation
- › Corporate Solutions
- › Investment Services
- › Project Management
- › Real Estate Management Services
- › Valuation and Advisory Services
- › Capital Markets
- › Tax Assessment & Negotiations
- › Appraisal Services

We offer our core services across a variety of property sectors including:

- › Student Housing
- › Office
- › Industrial
- › Retail
- › Hotel
- › Multifamily
- › Mixed-Use
- › Land

In addition to these sectors, we provide our clients with a deep level of knowledge within specialized industries such as call centers, law firms, healthcare and more.



Dorothy Jackman
Managing Director
Student Housing Group
TEL +1 727 298 5337
dorothy.jackman@colliers.com



Travis Prince
Managing Director
Student Housing Group
TEL +1 727 298 5324
travis.prince@colliers.com



www.colliers.com/studenthousing



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