

# **\$250MM+ in Equity for Student Housing Portfolio Acquisitions**

## **FUNDAMENTALS OF THE INVESTMENT**

**Scarce New Supply + Rising Enrollment = Sustained Rent Growth**

**Campus Capital Partners (Campus Capital) is a real estate company focused on acquiring and operating student housing properties.** Formed in 2025, the firm combines deep operating expertise with extensive capital markets experience. Campus Capital is launching a Student Housing REIT (Campus REIT), giving Registered Investment Advisors and their clients access to high-yield, institutional-quality student housing in a simplified, tax-efficient structure.

### Track Record & Platform Strength

The real estate investment company has built a vertically integrated platform spanning acquisition, property management, and disposition of student housing and multifamily properties across the U.S.

- Over the past 15 years, the company's affiliates have managed 5,600+ units with 17,000+ tenants across 22 states. The company's current portfolio includes 2,400 beds and 1,200 doors.
- The company's senior executives have executed \$15.5B+ in combined acquisitions and raised more than \$1B+ equity across a diverse portfolio of properties.
- Investors benefit from a sponsor team with Wall Street discipline and Main Street accessibility.

### Investment Opportunity and Use of Funds

The REIT offers RIAs and their clients an investment strategy dedicated to student housing - a resilient and fast-growing subsector of multifamily. Over five years, the REIT aims to scale a \$3B+ portfolio, with value creation based on rent escalations, professional management, efficiencies, and prudent leverage. The company plans to raise approximately 250MM+ equity to be invested in:

1. **Acquiring multiple seed properties** from the sponsor.
2. **Pursuing identified off-market acquisitions** aligned with our proprietary site selection.

### Why Student Housing for Client Portfolios

Student housing represents a robust real estate subtype that is supported by sustainable demographic demand. Key characteristics include:

- Recession resilience: Occupancy remains high even in downturns.
- Diversified demand: Driven by consistent enrollment growth at REIT target universities.
- Predictable income: Stable leasing cycles provide dependable distributions.
- Advisor value-add: Portfolio diversification beyond traditional multifamily or office CRE.
- Tax efficiency: Distributions reported on a simple 1099 (no K-1s), with potential return of capital benefits.

### Investment Selection Criteria

Campus Capital's investment selection methodology prioritizes markets anchored by universities and properties with strong fundamentals:

- Large public 4-year universities
- Consistent enrollment growth
- Enrollment consistently exceeding housing supply
- Favorable asset-specific factors (campus proximity, bed/bath parity, vintage, amenities, etc.)

### Seed Investments and Pipeline

Campus Capital was formed on principles that have historically generated strong NOI growth and attractive IRRs as shown in our affiliates' track record below:

### Track Record Properties

- **Plaza on Broadway** – University of Colorado, Boulder:
  - 39 units | 152 beds | 2015–2023
  - NOI CAGR 7.82% | IRR 18.4%
- **Wolf Run** – University of Nevada, Reno:
  - 148 units | 435 beds | 2018–2021
  - NOI CAGR 8.61% | IRR 56.5%
- **Commons at Sawmill** – Northern Arizona University:
  - 194 units | 448 beds | 2019–2022
  - NOI CAGR 6.97% | IRR 17.0%
- **The Stretch** – University of Kentucky:
  - 171 units | 537 beds | 2019–2022
  - NOI CAGR 8.53% | IRR 19.1%
- **Inspire on 22nd** – University of Texas, Austin:
  - 133 units | 451 beds | 2021–Current
  - NOI CAGR 8.22% | IRR Unrealized – (To be reported on Disposition)

### 90 Day Seed Pipeline – Equity Total \$244MM (off-market Sponsor exclusive opportunities)

- **Seed Property** – University of Alabama:
  - Equity \$18.2MM – Cap Rate 5.57% – 87 units | 251 beds
- **Seed Property** – Oklahoma State University:
  - Equity \$20.8MM – Cap Rate 5.57% – 198 units | 475 beds
- **Seed Property** – Kent State:
  - Equity \$11MM – Cap Rate 5.9% – 147 units | 248 beds
- **Seed Property** – University of Cincinnati:
  - Equity \$10.7MM – Cap Rate 6.38% – 121 units | 440 beds
- **Seed Property** – University of Texas at Austin:
  - Equity \$28.4 MM – Cap Rate 5.54% – 133 units | 451 beds
- **Seed Property** – Louisiana State University (LSU):
  - Equity \$13.9MM – Cap Rate 5.86% – 244 units | 466 beds
- **Seed Property** – School of the Art Institute of Chicago (SAIC):
  - Equity \$30.2MM – Cap Rate 5.97% – 129 units | 439 beds
- **Seed Property** – University of Illinois Chicago (UIC):
  - Equity \$24MM – Cap Rate 5.79% – 135 units | 441 beds
- **Seed Property** – University of Kansas (KU):
  - Equity \$12.4MM – Cap Rate 5.48% – 372 units | 647 beds
- **Seed Property** – Notre Dame:
  - Equity \$17.9MM – Cap Rate 6.0% – 180 units | 564
- **Seed Property** – Brigham Young University (BYU):
  - Equity \$30MM – Cap Rate 6.0% – 154 units | 853 beds
- **Seed Property** – Georgia Southern University (GSU):
  - Equity \$26.2MM – Cap Rate 6.0% – 237 units | 668 beds