

QUARTERLY NEWSLETTER | Q4 17

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Letter from CEO

TRP Market Overviews

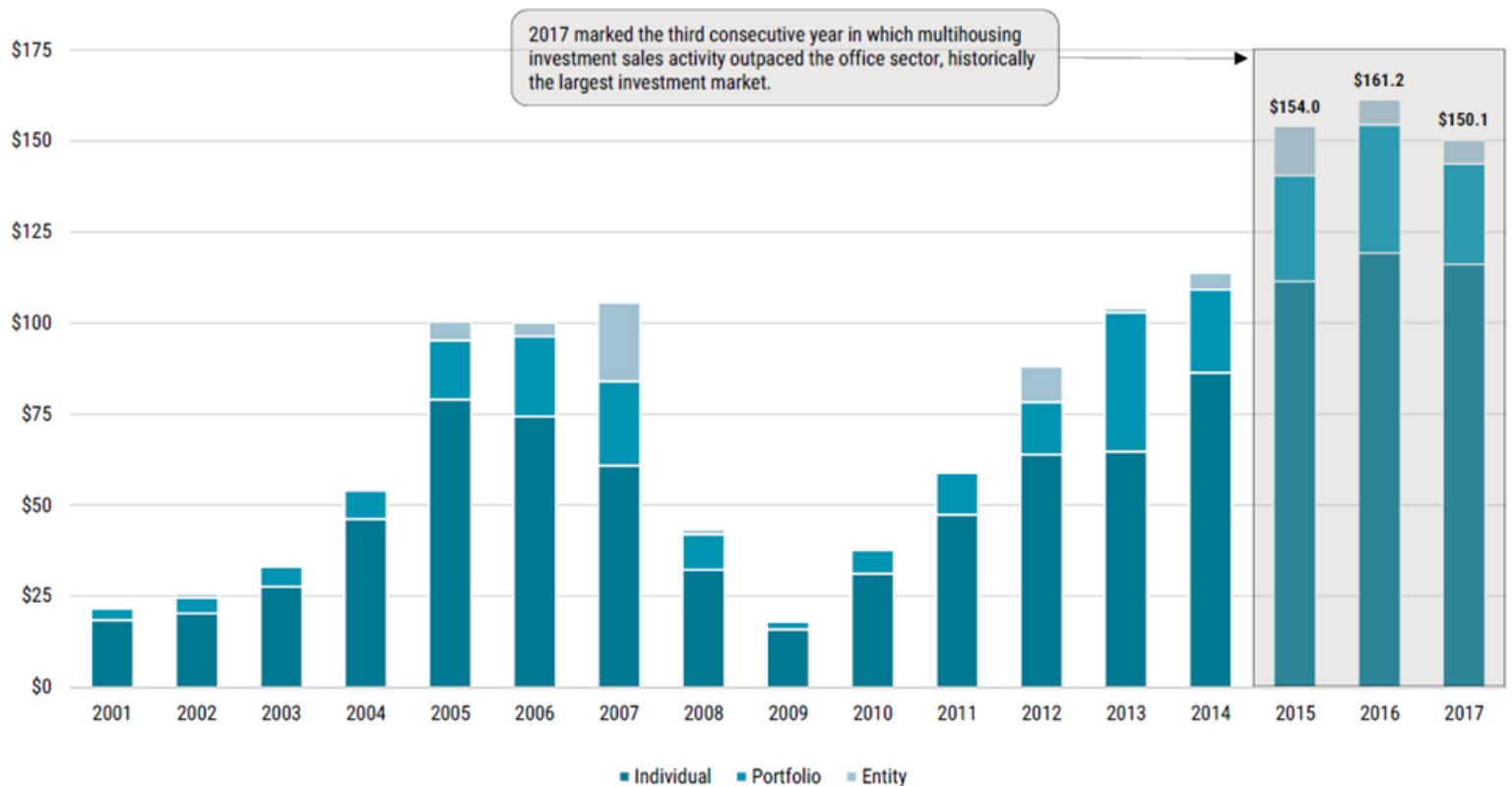
Dear Friends of TwinRock,

TwinRock and the financial markets had an unexpected year in 2017. But – if you went with the stock market’s momentum as we advised – you nevertheless did very well. The financial markets provided great returns and the real estate markets continued to make front page headlines.

However, it’s important to read between the lines, where the details are in the numbers, as we will explain in this Q4 2017 Newsletter. This year seems to be a different story, with 2018 being a year in which active investors will outperform.

First, we are proud to announce that our first two funds were fully liquidated. One yielded a 21.7% annual compounded rate of return to investors, or a 2.2X return on their investment. The other yielded a 22.5% annual compounded rate of return to investors, or a 2.1X return on their investment. Both liquidations were based on our planned holding period, along with the view that the market is topping out.

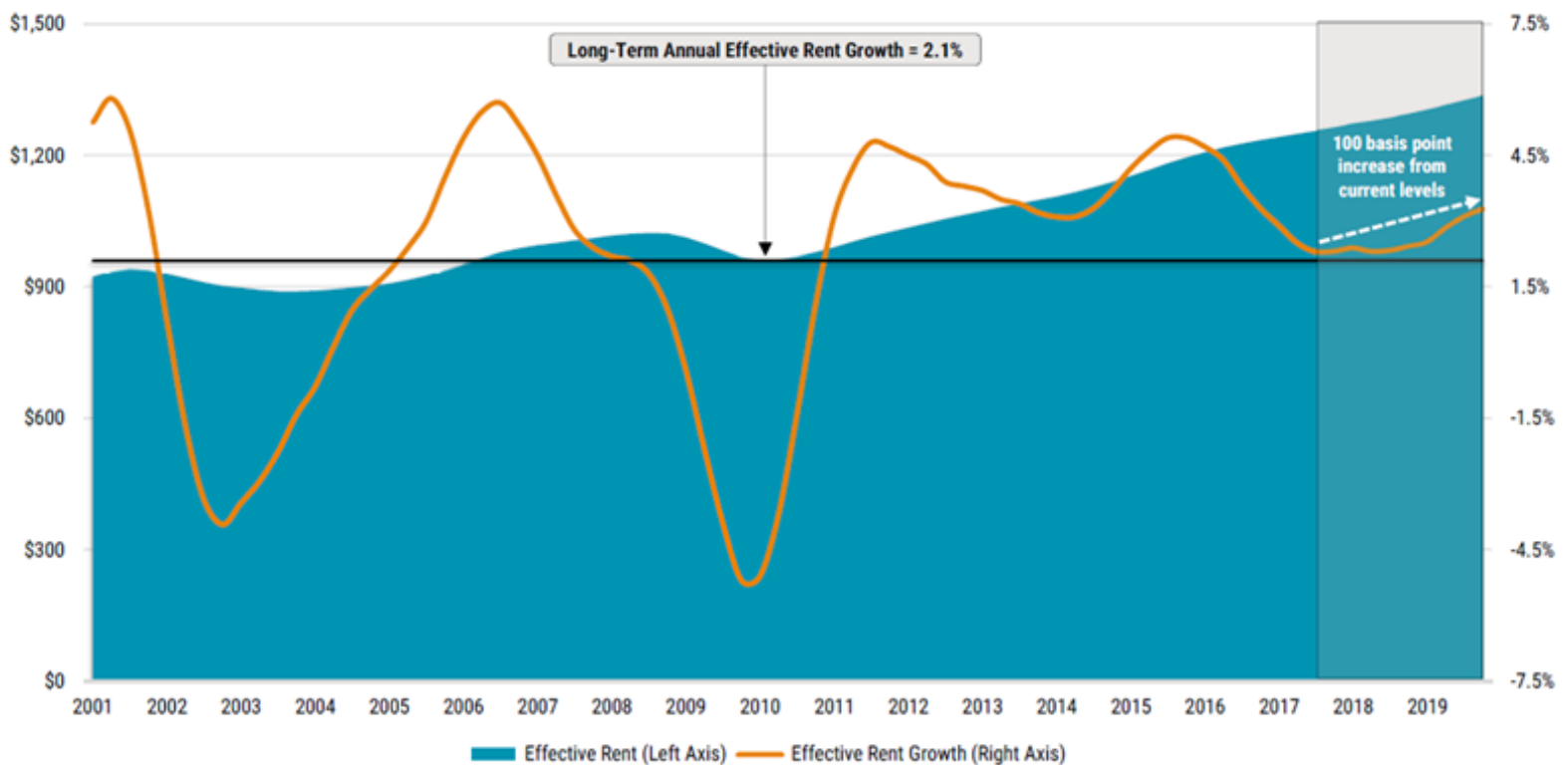
The market statistics may vary depending on which reports you read, but they all conclude that commercial real estate sales were down year-over-year (6.9% according to ARA Multi-Housing), and rent growth was slower than the prior year.



Source: NKF Research, Real Capital Analytics

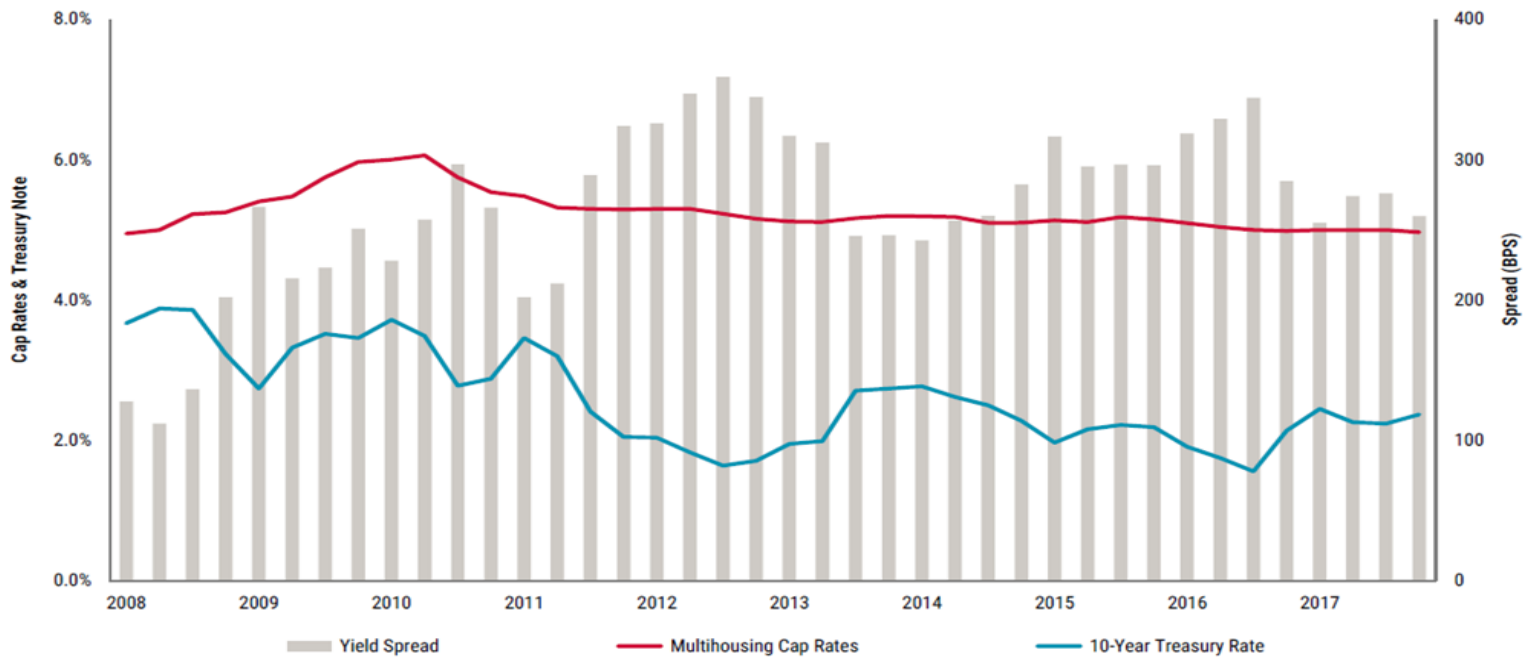
While the sources below show forecasted rent growth immediately stabilizing, it’s important to note that the chart is self-serving for its distributor, ARA, a real estate brokerage company and NKF Research and Axiometrics.

In fact, the rent growth rate continued to decline well below the average the last two times when it met the long-term average annual rate. Note that in the past 17 years rent growth during this market cycle has double the average length of time above the long-term annual average rate. In addition, capitalization rates or yields for 2017 were flat. Capitalization rates or CAP rates are a measure of valuing a property dividing the net operating income by the sales price.

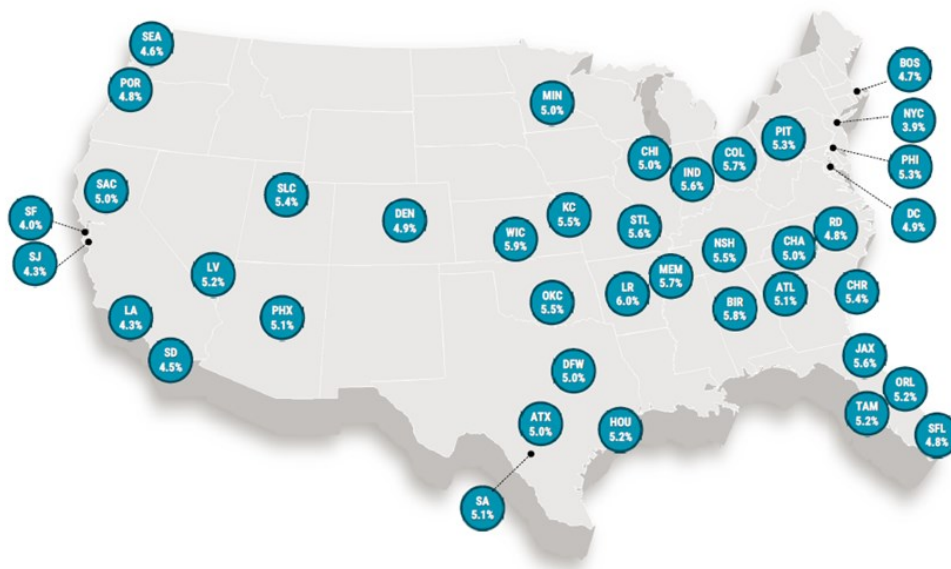


The below chart shows that although the spread between the 10 YR UST and national cap rate is around its historical average, the spread is shrinking. It will be important to watch the direction of the 10 YR UST. As of today it is up 0.45% to 2.90%. At some point there will be an increase in borrowing costs which in turn will increase cap rates.

We don't think it is a stretch to state that it is unlikely that interest rates will decrease from here on out. After all, we are entering a market where the Federal Reserve and the rest of the world's powerful central banks have indicated that they will raise rates in the future.

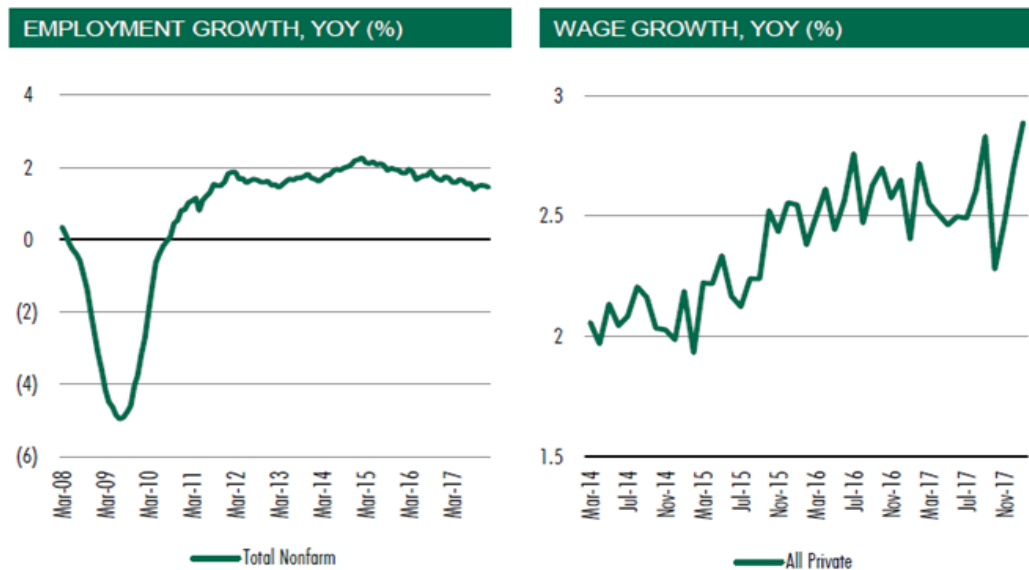


The chart below illustrates not only how low cap rates are across the country, but also how close the spreads are between primary, secondary and tertiary markets for multi-housing. When you see only a 1.2% spread between cap rates in Los Angeles compared to Oklahoma City, that is a clear warning sign that there has been too much money pushing prices up without factoring in enough of a risk adjusted return. When this is taken into account, the spread should be closer to 2.5% between these cities.



When you combine slower sales volumes, declining rent growth, flat yields and rising interest rates that will likely continue rising due to strong employment and wage growth . . .

LABOR MARKET TIGHTENS, WAGE GROWTH STILL STRONG



Source: CBRE Econometric Advisors, Q4 2017.

- The unemployment rate fell from 4.2% to 4.1% QOQ; the labor force participation rate remained stable, MOM, at 62.7%.
- Low unemployment is making it difficult to find qualified workers, however, which is slowing the trend in employment growth.
- Wage growth is healthy; January's YOY rate of 2.9% is the highest of the current cycle.
- Further wage growth will benefit renters and landlords alike by improving affordability. Rent growth has slowed more in markets with low affordability—especially in Class A.
- Expect both slowly rising wage growth and slowing employment growth to continue.

That would explain why the FTSE Nareit Equity REIT (Real Estate Investment Trust) Index was only up 1.2% for 2017 vs. the S&P at 26.5% and TRVOF at 9.4% (our fixed income and equity fund).

Financial markets are leading indicators of the future performance of the economy. So, it is only logical to conclude that a softer commercial real estate market is ahead of us – and this is without considering the new construction coming to market in 2018 and 2019.

While we may sound pessimistic, we also believe that if you have holding power, real estate values will always go up over time in well located markets. This makes real estate an asset class of choice – along with a balanced fixed income and equity portfolio.

Although as of now there are no future catalysts on the horizon, 2018 is already experiencing extreme volatility. That's why adding more risk at this time needs to be tempered through more conservative investments. It is important to keep in mind that psychology moves markets. With most major investment banks forecasting a recession by the end of 2019 or 2020, it is prudent to expect that a recession will actually arrive before then.

After all, do you really think that if the smart money tells you when an event will occur, that they won't already be ahead of it? This is a rhetorical question, and you only need to look at January's move in the stock market for the answer. There was no fundamental reason why stocks went down, other than sophisticated investors warning the markets that they have moved up much too quickly and that a correction was needed.

In addition, to the success of liquidating our first two funds, we have been very successful executing our investment strategies on our following four funds and our valuations of our hard assets. We are also proud that our investment thesis to invest in distressed Alberta, Canada is proving correct. We called for a rising Canadian Dollar (CAD) to the U.S. Dollar (USD) and increase in oil prices from January 2016. Since then the CAD has increased 13% and oil has increased over 100%.

While our quantitative investment strategy has proven to work in numerous investments over the years, recently we did get one wrong. We want you to understand that there is nothing more important to us than taking care of our investors. That is why we work so hard and have offered recourses that are above and beyond industry standards.

At TwinRock it is our integrity that guides us and excellence that we seek.

Very truly yours,



Alexander Philips
Chief Executive and Investment Officer

Oklahoma

Oklahoma City & Tulsa



Arkansas

Oklahoma

Kansas

2017

Apartment Report Oklahoma City Tulsa

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2017 Multifamily Apartment Report

This year did not turn out as expected. In January, it seemed like interest rates would begin an upward climb, pushing cap rates higher for investments in multifamily properties. Instead, interest rates sagged from their highs at the end of 2016 and cap rates stayed low in 2017. Also, a bit unexpected is the amount of deal volume that surpassed 2016 by 23 percent. This contradicted the broad opinion that there was not much on the market for sale. The disconnect lies in the amount of off-market deals that were transacted in 2017. Notwithstanding, there is a bigger buyer pool that is putting pressure on what is a shrinking pipeline of deals.

The increased deal volume and pricing is most notable in the Pre-1980's category that recorded over 5,500 units sold in 2017. The other two categories; 1980's and Post 1990's recorded gains as well, but only 1,879 units collectively. What that means is that investors are less choosy about the properties they buy and the prices they are willing to pay. Why the change? At the forefront is the growing interest in workforce housing, which is generally viewed as a recession-proof asset class. Secondly, it comes down to financing. If a property has a good historical occupancy over 90%, then it will qualify for agency financing, which offers the best combination of maximum loan proceeds and attractive interest rates. Some of the sales in 2017 were financed with loans as low as 4% with 30-year amortization, 10-year maturity dates, and interest only payments in the beginning year(s). Freddie Mac continues to be the leader making more permanent loans on apartment properties than any other type of lender. And finally, investors are drawn by the prospects for strong rent growth and relatively healthy occupancy rates.

Because the market is changing, investors will have to change as well and counter those forces at work by seeking risk-adjusted returns instead of anticipating more cap rate compression. Except those returns need to come from occupancy and rent growth and not all properties are created equally. In the short term, that discipline will translate to even fewer properties from which to choose, especially if sellers still count on that cap rate compression to get them higher pricing. And largely, sellers are still holding to that expectation.

Consequently, investors continued to pay more than ever for apartments in 2017. One reason is that they were finding partners who were eager to contribute equity capital to their acquisitions. And many times, this equity capital came from partners who had not even seen the asset. So, in a changing environment when it seems less and less likely prices will rise as quickly in the future as they have in the recent past, the discipline towards yield should be ever-present. Investors turned owners may not have that cap rate compression going forward to paper over any mistakes they made in underwriting for the acquisition.

What is the bigger disruption to the market, the expected or the unexpected? As to interest rates, they have been the single biggest factor in fueling apartment acquisitions in recent years, including 2017. The market expected rate hikes that didn't happen, so the unexpected actually became the welcomed surprise. Unexpected rate hikes though might not be so well received. My point is that market disruptions usually happen when the unexpected occurs. The takeaway here is that 2017 was atypical to this belief. So interest rates aside, I think the multifamily market has stayed its course because it has performed as everyone has expected. However, with the end of 2017, the market is one more year farther into what has already been a very prolonged up cycle. So the question looms, what can we expect in 2018? Opinions will vary, but there are two factors that could disrupt the market. The first is directly tied to multifamily in the form of property fundamentals, or weakening fundamentals as the case may be. Perhaps better stated by saying; the absence of rising fundamentals.





2017 Multifamily Apartment Report

The second is tied to the overall economy of Oklahoma which would indirectly affect the multifamily market. This one has the greatest risk for wide-ranging disruptions. According to estimates from the Oklahoma Employment Security Commission, the average weekly earnings for someone employed in Oklahoma is \$807.56 for the past 12 months through October, up 5.17 percent from last year's \$767.85. Lynn Gray, the director of economic research and analysis for the commission, said Oklahoma's added 20,200 jobs during the past 12 months, setting a 1.2 percent pace of growth over the year. ¹ Preliminary data from the U.S. Bureau of Labor Statistics shows Oklahoma's unemployment rate in October was 4.4 percent. A year ago, the state's unemployment rate was 4.9 percent. In Oklahoma City, the preliminary rate fell from 4.2 percent to 3.6 percent over the past 12 months through October. In Tulsa, it fell from 5 percent to 4.4 percent. In Enid, it fell from 4 percent to 3.4 percent, and in Lawton, it fell from 4.6 percent to 4.4 percent.

The economy is on the rebound and is up on all economic statistics statewide and in the metro, according to Dan Rickman, regents' professor of economics at the Spears School of Business at Oklahoma State University. But Rickman went on to say; "we don't seem able to fund basic government functions at the level we need to, primarily education." "What most alarms me is the growing dysfunction in state government, certainly in the legislative branch, and the inability to come together and compromise and find solutions to improve the state of Oklahoma," said Mickey Hepner, professor of economics at the University of Central Oklahoma. ² And Governor Mary Fallin said "we are setting Oklahoma up for failure that will take many years to undo the damage we have done to our state's image." ³

Going back to the first factor of fundamentals, these types of disruptions would likely be on a smaller scale and more related to property vintage. This can occur when the broader market experiences softness that then filters down to the property level causing those fundamentals to falter or decline. This can mean softness in the neighborhood, the submarket, or even the metro, as the case may be. I have seen this multiple times this year when an owner decides to sell and the occupancy and/or income are lower and the expenses higher than when he acquired the property. Without the aforesaid cap rate compression or some other force at work, those weakening fundamentals assert the property is worth less than he paid for it. This becomes especially distressing if that owner paid a premium on the acquisition side. These types of disruptions are not uncommon today. Fortunately, they are not widespread and remain at property levels. More importantly, there have been few sales where the asset is sold for a loss creating lower market values. I still contend this may be more about luck than strategy though for some sellers. Though few will admit it, there has been some artificial value created in this up cycle and there is an unspoken concern about pricing to valuation. But there has been little data to support that concern, so prices remain easy to justify and fears remain unfounded.

There is a point when both price and value are in unison and that balance translates to fair market value. This is a comment I made in my 2017 Mid-year Apartment Report. But we are not at that point right now. In my 2017 Mid-year Report, I also said "if you are an investor hoping for a bump in the road that would translate to better pricing, think again...2017 appears to be on par, if not better than 2016 in terms of pricing, which is favoring sellers". That has certainly proved true. In this cycle, it has been difficult to forecast just how high investors will go to acquire multifamily assets.

As in previous years, the catch phrase is still value-add. I remain a firm believer in value-add because of the need for good quality affordable housing in a market where new multifamily housing is mostly built for the luxury market. Plus, many of these older communities and apartment units exhibit functional obsolescence in their design features that make them outdated. The stumbling block is when value-add is structured for profit over purpose. Purpose driven value-add has the potential to deliver profits and effectively meet a need. The reverse of this is that some investors target value-add with no real intention of creating value other than to sell for a higher price than what they paid. But this strategy does nothing to meet the need of affordable housing and is a bit misguided because it provides no benefit to the tenant. The most successful value-add is the one with a purpose that can provide the best housing options within a given price point. It really comes down to aligning people's incomes with their desire to live in certain neighborhoods.

Oklahoma City Metro

For the twelve months of 2017, there were 52 sales on properties that exceed 25 units in size, for a total of 7,426 units. This was up 24% from 6,000 units sold in 2016. Total sales volume was \$377.4 million in 2017, as compared to \$308 million in 2016, a 23% increase. The historical high is \$439.6 million set in 2015 when 8,483 units were sold. For 2017, the overall average price per unit on apartment communities with 25 units or more is \$50,832, down only slightly from \$51,333 at the end of 2016.

For Pre-1980's properties, there were 45 transactions involving 5,547 units for an average per unit price of \$35,900. Of the overall \$377.4 million in sales, \$199.1 million was in this Pre-1980's vintage, continuing the trend of investors looking beyond core assets for opportunities. The category showed a significant increase from 2016 with \$130.3 million in sales on 33 transactions, involving 3,734 units and an average price per unit of \$34,906.

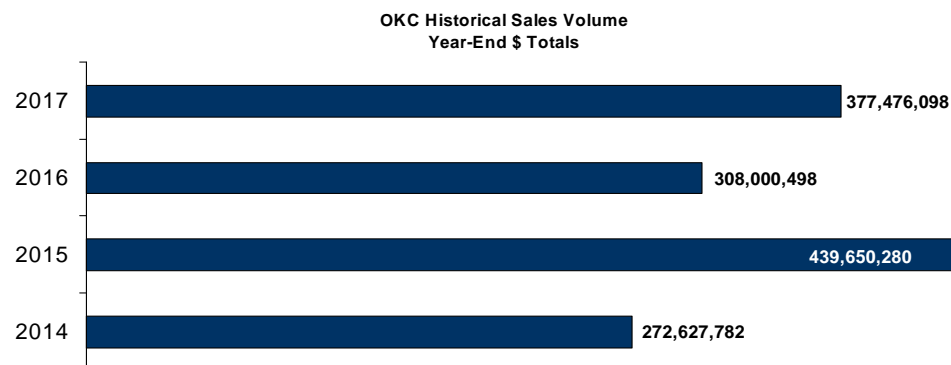
Within the 1980's category, there were three sales for a total of \$44.4 million on 802 units. The average price per unit was \$55,486. The largest sale in terms of pricing was the Waters-Edge Apartments at 4317 SW 22nd that sold for \$23.6 million, or \$64,130 per unit. This 368-unit community was built in 1986. The reported cap rate for this transaction was 6.07%. The second largest sale in terms of size was the Cambridge Landing Apartments at 8800 S. Drexel with 400 units. This property sold for \$19.6 million, or \$49,000 per unit. By comparison, there were six transactions in 2016 for \$42.5 million in sales. In that year, there were 915 units sold for an average price per unit of \$46,502. The comparison between years is similar with the exception of a 19% increase in the average price per unit for 2017.

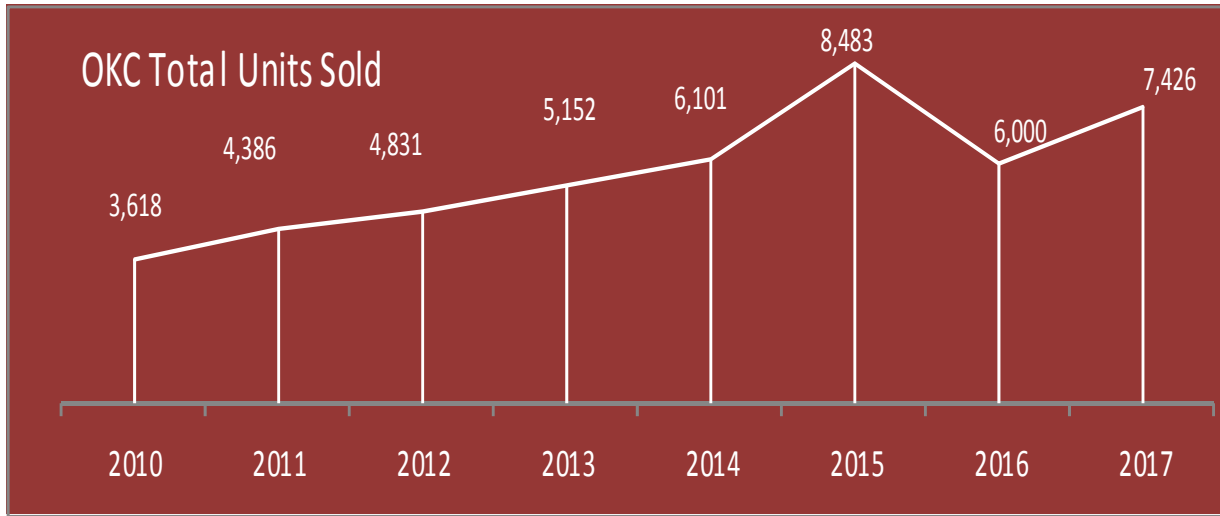
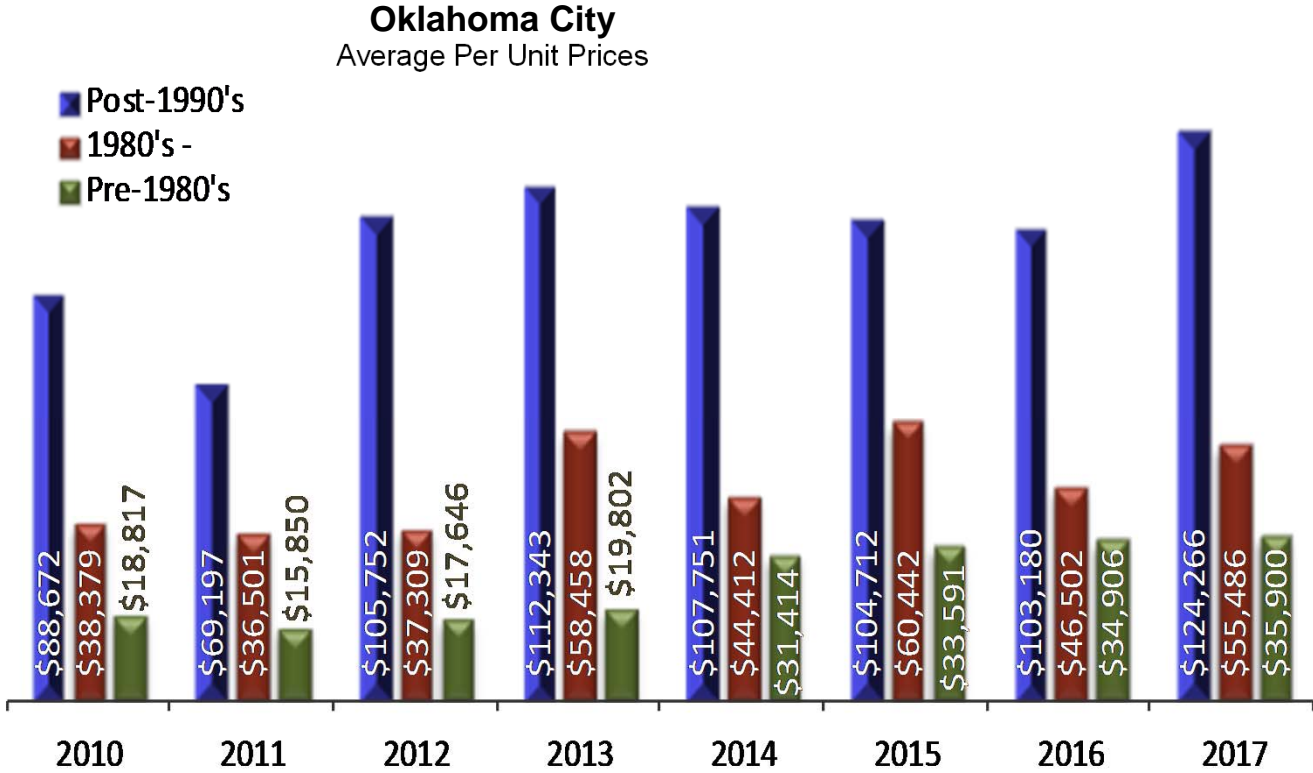
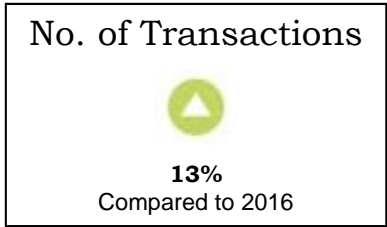
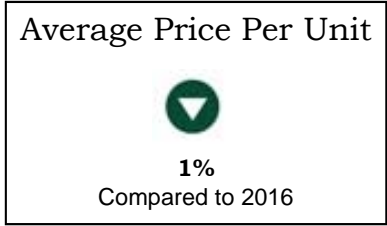
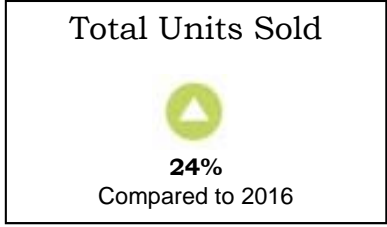
Post-1990's properties recorded four sales in 2017, with each sale representing a different segment of the market ranging from purpose-built student housing to urban-core best-in-class. The Reserve on Stinson is a 204-unit community with 612 bedrooms serving students at the University of Oklahoma campus in Norman. The property was built in 2005 and sold for \$17,639,904, or \$86,470 per unit. At an equivalent of \$76.42 per square foot, it reportedly sold for less than replacement value. It is worth noting that the property was originally sold by the developer for \$30,500,000 in December of 2006 and then later sold for \$22,948,000 in January of 2012, a 42% drop in value over that ten year period.

In my 2017 Mid-year Report, I discussed student population trends at the University of Oklahoma. That report is available at www.crrc.us. The point I made in this report was that unless 2017-Fall enrollment figures defy the historical trend, developers had created a vast oversupply of purpose-built student housing in Norman. I made the observation that even though demand for student housing around campus is a constant, the mathematics of supply and demand may not work. Fast forward to today and the Millennium Apartments, a 196-unit, 698-bed student housing community that was built in 2015 is being offered for sale at a 55% occupancy rate for the 2017 / 2018 academic year. The marketing materials state that the asset will sell for well below replacement cost, suggesting the current owner/developer will be taking a loss. While we were hopeful at mid-year that the ten year historical valuation of the Reserve would not be repeated, it appears there will be a second case study in Norman for overbuilding

Back to the positives, the Metropolitan Apartments in downtown Oklahoma City was another sale in this Post-90's category, but one that set record pricing at \$194,665 per unit. The 329-units were finished in 2016 and sold for \$64 million. Rental rates at this best-in-class community range from \$894 to \$1,752 per month for a 1-bedroom, \$1,583 to \$2,231 for a 2-bedroom and \$2,245 to \$3,250 for a 3-bedroom. The community also offers a 578 space parking structure for its residents. Deals at price points of \$200,000 per unit though will remain rare.

Another of the four sales was the Summit Pointe Apartments at 1002 SW 89th Street that sold for \$17.55 million, or \$95,380 per unit for the 184-units that were built in 2009. Both the Metropolitan and Summit Pointe were sold to Weidner Apartment Homes of Kirkland, WA.





Tulsa Metro

There were 14 sales in 2017 on properties that exceeded 25 units in size, for a total of 2,890 units sold. This was slightly above the 2,725 units sold in 2016.

Total transaction volume in Tulsa was \$148.4 million, which was also up from \$112.7 million in 2016. The overall average price per unit in Tulsa was \$51,356 versus \$41,392 in 2016, a 24% increase. The difference in comparing Tulsa to Oklahoma City is that the majority of sales, 79 percent, occurred in the 1980's or newer product.

For Pre-1980's properties, there were eight transactions involving 865 units for an average per unit price of \$36,173. This compares to 14 transactions on 2,288 units sold in 2016 for an average price per unit of \$39,442, an 8% decline. Total volume though in 2016 was \$90.2 million, versus only \$31.2 in 2017, a 65% year-over-year decline. The largest sale in terms of size was the Sierra Pointe Apartments at 1433 S. 107th East Avenue at 348-units. The property sold for \$12.35 million, or \$35,488 per unit. The highest price per unit belonged to French Villa Apartments at \$58,450. French Villa is 100-units at 4752 S. Harvard that sold for \$5.845 million.

<u>Tulsa</u>	Post 1990's	1980's	Pre-1980's
Number of Transactions	1	5	8
Total Number of Units	132	1,893	865
Total Number of Sales Tulsa		5	6
Total Number of Sales Other	1		1
Total Number of Sales Broken Arrow			1
Price High per unit	\$102,272	\$59,600	\$58,450
Price Low per unit	\$102,272	\$32,421	\$24,861

<u>Oklahoma City</u>	Post 1990's	1980's	Pre-1980's
Number of Transactions	4	3	45
Total Number of Units	1,077	802	5,547
Total Number of Sales OKC	2	3	27
Total Number of Sales Edmond			3
Total Number of Sales Norman	1		9
Total Number of Sales Other	1		6
Price High per unit	\$194,665	\$64,130	\$71,718
Price Low per unit	\$86,470	\$38,235	\$986

Post 1980's recorded five transactions for 1,893 units sold in 2017. Combined sales accounted for \$103.6 million for an average price per unit of \$54,744. This compares to 2016 with only one sale at \$6.3 million involving 132 units. Sales in 2017 included Westport on the Rivers, Creekwood / Columbine and South Port Apartments. Westport is 682-units, built in 1984 that sold for \$40,600,000, or \$59,530 per unit. Creek wood/Columbine sold for \$38,800,000, or \$59,600 per unit for the 651-units that were built in 1984 and 1986. South Port at 6326 S. 107th East Avenue was built in 1984 containing 240-units. The property sold for \$13 million, or \$54,166 per unit.

The one sale in the Post-1990's vintage category involved the Marquis on Memorial Apartments in Bixby that sold for \$13,500,000, or \$102,272 per unit for the 132-units that were built in 2009. The Seller acquired the property in December 2014 for \$12,750,000, or \$96,590 per unit.

Property Name	Address	Price	No. of Units	Year Built	Price Per Unit
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Sale Highlights Tulsa

Lake Terrace	3218 S. 93 rd Ave E	\$2,560,000	79	1973	\$32,405
Oak Creek	2340 W. Newton	\$2,930,000	64	1981	\$45,781
Sierra Pointe	1433 S. 107 th Ave E	\$12,350,000	348	1967	\$35,488
Delaware Gardens	5104 S. Delaware	\$990,000	30	1975	\$33,000
South Port	6326 S. 107 th Ave E	\$13,000,000	240	1984	\$54,166
Prescott Woods	1337 E. 61st Street	\$8,300,000	256	1985	\$32,421
French Villa	4752 S. Harvard	\$5,845,000	100	1962	\$58,450
Melrose	6321 E. 9 th Street	\$1,600,000	52	1968	\$30,769
Marquis on Memorial	14681 S. 82 nd	\$13,500,000	132	2009	\$102,272

Sale Highlights Oklahoma City

Villas at Countryside	9501 S. I-35	\$34,600,000	360	2002	\$96,111
Cambridge Landing	8800 S. Drexel	\$19,600,000	400	1983	\$49,000
Metropolitan	800 N. Oklahoma	\$64,045,000	329	2016	\$194,665
Old Tuscan Village	300 Hal Muldrow	\$2,820,000	71	1969	\$39,718

Total Sales Volume



32%
Compared to 2016

Total Units Sold



6%
Compared to 2016

Average Price Per Unit



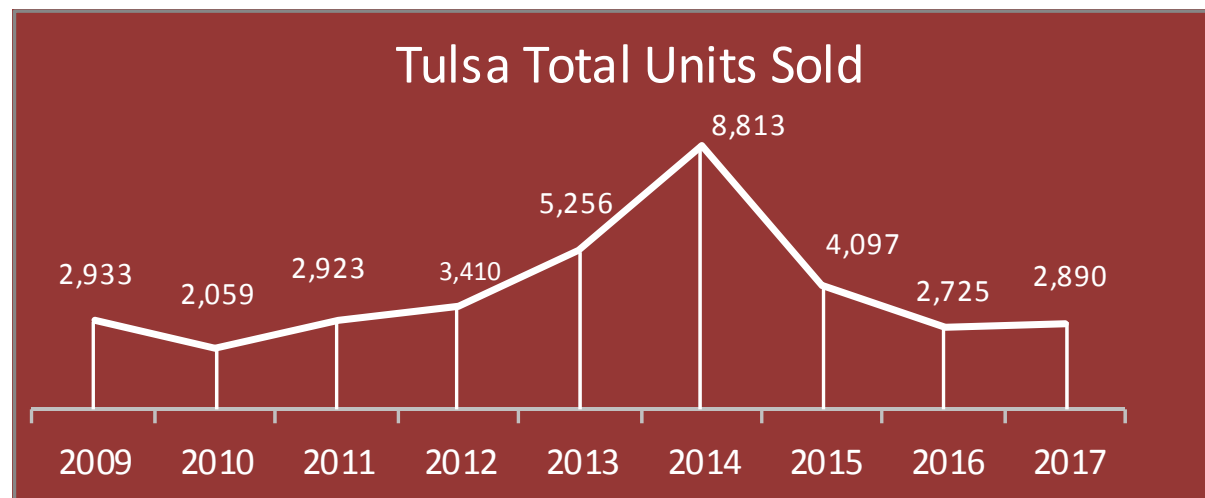
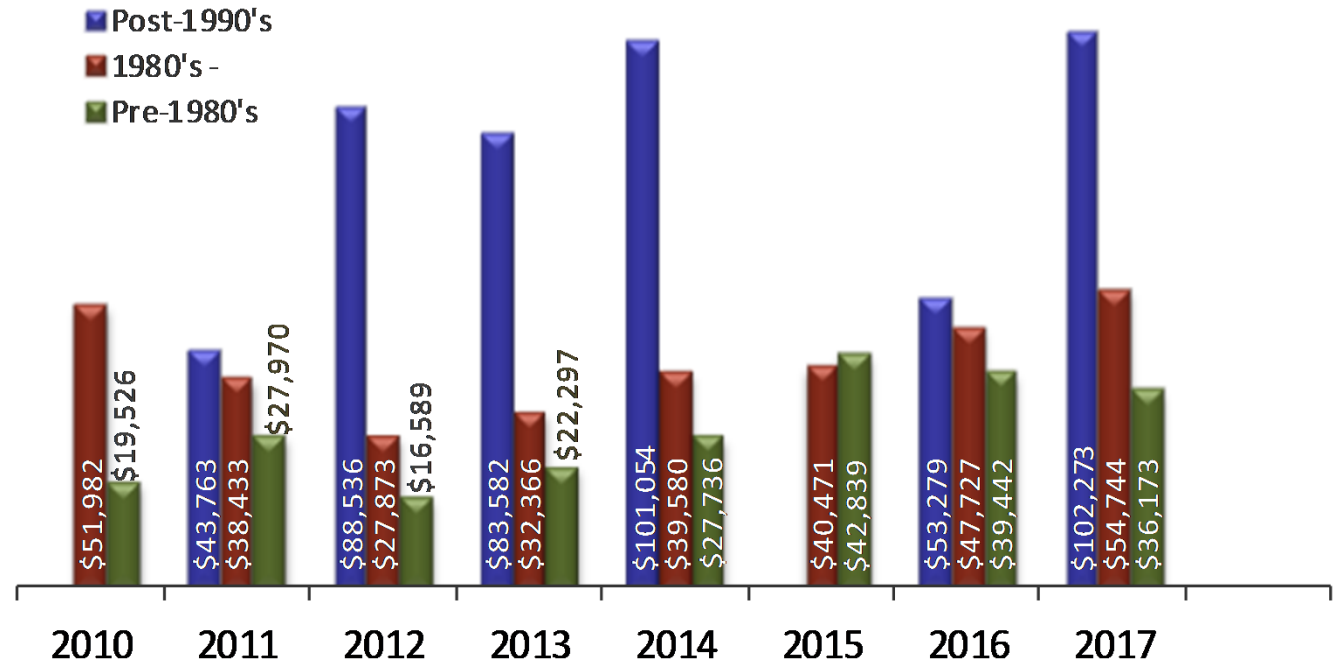
24%
Compared to 2016

No. of Transactions



13%
Compared to 2016

Tulsa Average Per Unit Prices





Arkansas

Oklahoma

Kansas

Outlook

Investors look set to continue on the same path and go after apartment assets in the face of high prices. But as an owner, if you expect the cap rate to be higher when it comes time to sell or refinance, you better be pushing rents. Otherwise, those investors waiting for a bump in the road will be in the driver's seat.

Despite a potential shrinking pipeline of deals, there should be adequate inventory available in 2018 that we will see similar pricing to 2017. The outlook for occupancy remains stable compared to 2017, although sentiment has eroded slightly. The picture is similar on rents. There remains overall bullishness that fundamentals will remain stable, although the level of optimism is a bit lower than in years past.

So turning back to the looming question; what can we expect in 2018? I think we will see more of the same; opportunities and challenges. There is a psychology developing where people are wondering how long this cycle will last. But, it's worth contemplating that maybe the length of the cycle is not a determinant of a turn in the cycle.

1-Number of Oklahoma jobs nearing all-time state high, Oklahoman, November 18, 2017

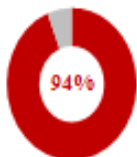
2-Oklahoma economy recovering, but challenges remain, economists say, Oklahoman, November 16, 2017

3-The gang that sold out Oklahoma, Journal Record, November 17, 2017



CRRC has sold over 34,000 apartment units. We deliver value to our clients by providing exceptional service that increases your bottom line. **CRRC** has one of the best success rates of any of its competitors for achieving the highest sale to list price at 94%*.

*Based on \$167.6 million in sales on 4,677 units between March 2013 and March 2017



Property Name	Address	Price	No. of Units	Year Built	Price Per Unit
Sale Highlights Oklahoma City, continued					
Summit Gardens	3500 NW 51st	\$1,310,000	38	1964	\$34,473
Oakleaf / Sunrise	5700-5731 NW 19th	\$5,339,000	148	1972	\$36,074
Warehouse Flats	1325 W. Lindsey	\$1,460,000	33	1968	\$44,242
El Greco	3525-3541 NW 50th	\$1,275,000	32	1964	\$39,843
Lakewood Estates	7806 Lyrewood	\$6,000,000	208	1971	\$28,846
The Brittany	2620 N. Meridian	\$3,430,000	110	1970	\$31,181
South Shore	616 SW 59th	\$2,600,000	68	1963	\$38,235
Charleston	2011 W. Lindsey	\$5,972,970	163	1972	\$36,643
Summit Pointe	1002 SW 89th	\$17,550,000	184	2009	\$95,380
Mulberry Parke	7652 NW 10th	\$2,900,000	96	1971	\$30,208
Continental	2424 Nottingham	\$2,575,000	80	1973	\$32,187
Bridge Port	1000 NW 105th	\$1,250,000	91	1972	\$13,736
Market on Paseo	600 NW 29th	\$2,295,000	32	1966	\$71,718
University Pointe	1509 NW 30th	\$1,350,000	127	1968	\$10,629
Tuscany Village	6900 London Way	\$10,000,000	300	1973	\$33,333
Country Club	5700 S. Agnew	\$2,965,000	189	1962	\$15,687
MacArthur Park	6100 MacArthur Park	\$1,300,000	34	1984	\$38,235
Ashwood	3451 SE 44th	\$4,292,500	153	1972	\$28,055
Reserve on Stinson	730 Stinson	\$17,639,911	204	2005	\$86,470
Brookwood	9401 S. Shartel	\$60,500,000	1128	1970	\$53,634

Fayetteville, Arkansas



UNIVERSITY OF ARKANSAS

TRIAD RESEARCH REPORT

2017



UNIVERSITY OF
ARKANSAS

UNIVERSITY OF ARKANSAS | 2017-18 RESEARCH REPORT

TOTAL
ENROLLMENT

1.34% ↑

The Fall 2017 preliminary enrollment report indicates that total enrollment at the University of Arkansas's flagship campus in Fayetteville is 27,558, an increase of 364 total students. The Razorbacks have posted more than a decade of consecutive enrollment gains. Since 2007, enrollment has grown by a total 8,910 students, achieving an average annual increase of 4.01% during that span.

FRESHMAN
ENROLLMENT

1.97% ↑

First time freshman enrollment topped 5,000 for the first time in the University of Arkansas's history, with 5,065 new degree-seeking students enrolled for fall 2017. There are now 74.72% more first year students on Fayetteville's campus than there were in 2007 (2,899).

NON-RESIDENT
ENROLLMENT

4.50% ↑

While many other similar institutions have focused their recruiting efforts internationally, much of U of A's recent enrollment growth has been fueled by a surge of students from outside of Arkansas - but within the United States. Non-resident enrollment has grown by 174.69% over the past decade, increasing from 3,974 to 10,916.

2017-2018
OCCUPANCY

4.13% ↓

Average market occupancy at Arkansas is 89.37% to begin the 2017-2018 school year, down from 93.50% in September 2016. The market was a near-capacity 98.90% for 2015-16 academic year, so the recent drop in occupancy can be attributed to the 1,700-plus beds that were added to the inventory for the 2016-17 AY. With enrollment continuing to climb and no significant additions expected for at least another leasing cycle, Triad expects the average market occupancy to bounce back to around 94.00% for the 2018-19 AY.

AVERAGE
RENTS

1.14% ↑

Asking rents rose by an average of 1.14% among all unit types, with Four Bedroom units reporting the largest gains, increasing by 3.65%. Studio and One Bedrooms also showed solid growth, considering the current soft state of the market, pushing up 1.78% and 1.09% respectively.

\$8,514

RESIDENT TUITION & FEES
(+3.50%)

\$28,110

NON-RESIDENT TUITION & FEES
(+4.10%)

\$10,704

STANDARD ROOM & BOARD
(+2.74%)

88.00% OF FIRST-YEAR STUDENTS LIVE IN UNIVERSITY AFFILIATED HOUSING

26.00% OF UNDERGRADUATES LIVE IN UNIVERSITY AFFILIATED HOUSING

2:1 RATIO OF ENROLLMENT GAINS TO BEDS ADDED 2012-2017

3,021

NET ENROLLMENT
GAIN/LOSS 2012-2017

5,625

NUMBER OF OFF-CAMPUS
BEDS ADDED 2012-2017

5,726

APPROXIMATE NUMBER OF
BEDS ON CAMPUS

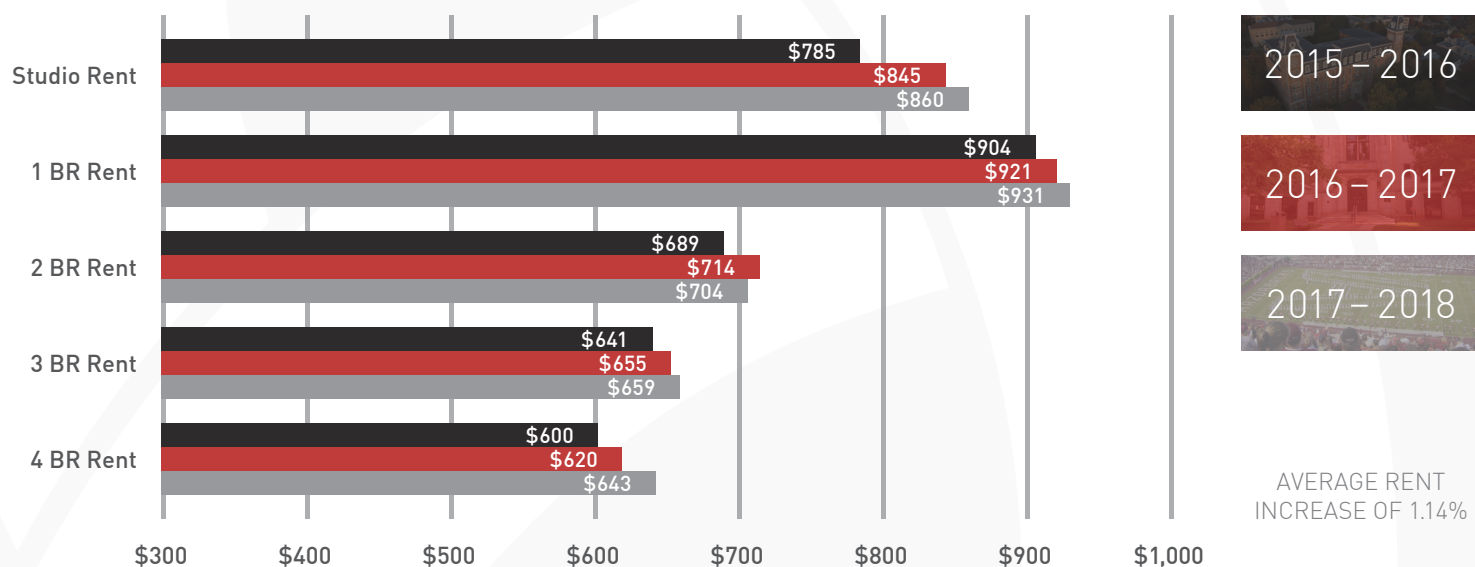
MARKET ADDITIONS - FALL 2017: 36 BEDS

With a staggering 5,625 beds added to the market over the past five years - including 1,696 in Fall 2016 alone - owners in the Fayetteville student housing market will welcome the absence of another large purpose-built complex this fall. There was one minor addition - North Cedar Townhomes - a luxury 10-unit, 36-bed development approximately one half mile north of campus. On the westside of I-49, about 3 miles from campus and not catered toward students, The Greens at Fayetteville, a 420-unit development centered around a 9 hole golf-course, began leasing this summer.

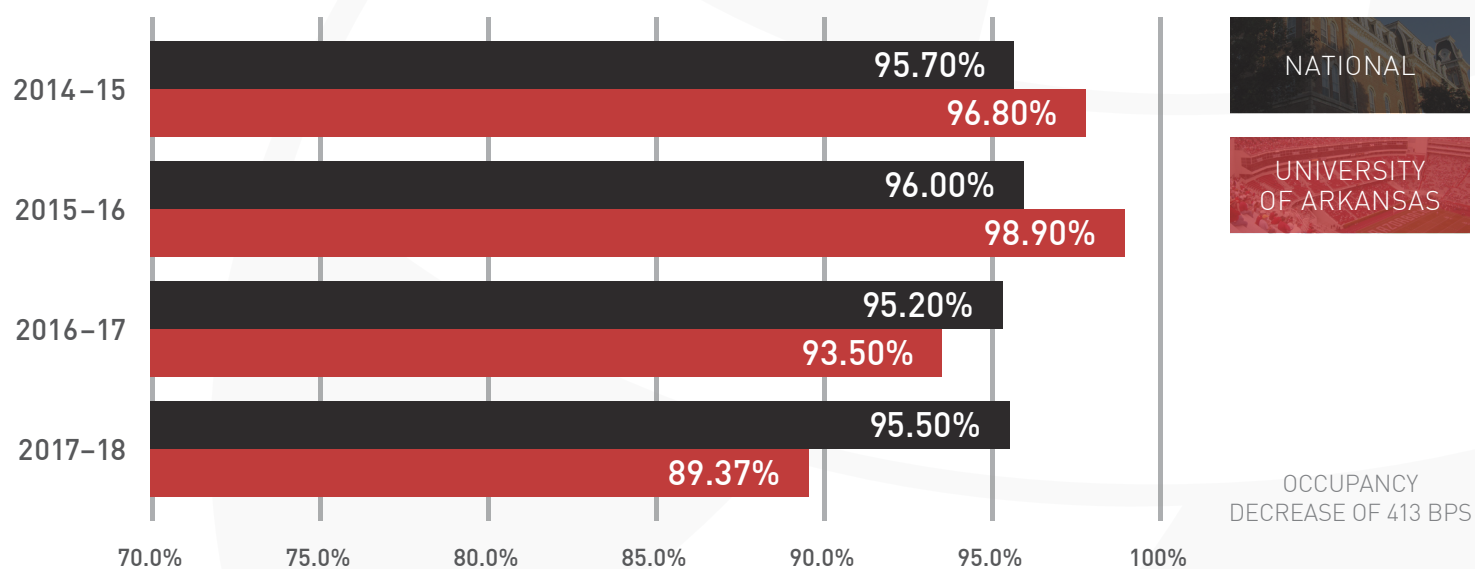
EXPECTED MARKET ADDITIONS - FALL 2018 & BEYOND: 1,352+ BEDS

The University's Board of Trustees is moving forward with plans for spending approximately \$75 million on two, 350-bed residence halls on Stadium Drive. Construction is slated to begin in Q4 2017, with an expected delivery for the 2019-2020 AY. It will be the first new University-owned facility since the 214-bed Founders Hall opened in Fall 2013. Haven Campus Communities is also in the approval stages for 652-bed complex on the 1200-block of West James Street.

AVERAGE RENT PER BED



OCCUPANCY | NATIONAL VS UNIVERSITY OF ARKANSAS



ENROLLMENT | 2007-2017

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Freshman	2,899	3,011	2,919	3,810	4,447	4,574	4,339	4,571	4,915	4,967	5,065
Graduate & Professional	3,700	3,768	4,014	4,158	4,172	4,187	4,332	4,401	4,595	4,646	4,514
International	958	1,037	1,156	1,163	1,191	1,237	1,387	1,525	1,545	1,466	1,461
Undergraduate	14,948	15,426	15,835	17,247	19,027	20,350	21,009	21,836	22,159	22,548	23,044
Non-Resident	3,974	4,459	4,891	5,706	6,915	7,882	8,647	9,383	9,972	10,446	10,916
Total Enrollment	18,648	19,194	19,849	21,405	23,199	24,537	25,341	26,237	26,754	27,194	27,558

Columbia, Missouri

University Report Summary

U.S. News National Ranking*: 111 / 220

* US News & World Report 2017

Key Takeaways

1. In response to anticipated revenue loss, Mizzou is increasing tuition and plans to cut expenses through layoffs. Future expectations will rely heavily on the university's efforts and state funding.
2. The University of Missouri is working towards reversing the impact of the issues in 2015 and creating long-term strategies, but will continue to see declining enrollment in 2017 and 2018. Enrollment is expected to turn positive in 2019.
3. In response to declining enrollment, the university is temporarily closing seven residence halls this fall. However, more than 1,000 new privately owned student housing beds are coming online in fall 2017.

Rent/Occupancy Trends

	2017F		2017F-2021F
University-Owned Housing			
	2.3%	87.2%	2.7% 88.1%
Privately-Owned Housing			
	-1.4%	91.4%	1.2% 92.4%

Supply Risk

	2017F
University-Owned Housing	Low Below AVG
Privately-Owned Housing	High Above AVG

Based upon each category's percent share of its housing supply

to total enrollment to 175 university average



[University Website](#)
[Strategic/Master Plan](#)

Privately-Owned Housing Market

Aggregated results for purpose-built and competitive student housing properties

	As of Fall	2017F	2018F	2019F	2020F	2021F	5 Yr. Avg.
Rent / Occupancy							
Rent/Bed		\$494	\$492	\$501	\$514	\$532	\$507
YOY Change		-1.4%	-0.5%	1.8%	2.7%	3.4%	1.2%
Occupancy Rate		91.4%	90.8%	92.0%	93.2%	94.4%	92.4%
YOY Change		-0.9%	-0.6%	1.2%	1.2%	1.2%	0.4%

University Ranking

Revenue Growth	
University-Owned Properties	144/175
Privately-Owned Properties	125/175
New Supply	
University-Owned Beds	173/175
Privately-Owned Beds	43/175
Demand	
Enrollment Growth	171/175
Change in Enrollment	175/175
College Age Pop. Growth (State)	82/175
Affordability / Tuition	
In-State Tuit vs Med State HH Inc	93/175
Out-of-State Tuit vs Med US HH Inc	70/175
Ranking	145
Overall Index	68
Living Requirement:	Freshman

Key University Trends

As of Fall	2017F	2018F
Total Enrollment	30,937	↓
Enrollment Growth	-7.0%	↑
Tuition		
In-State	\$8,460	↑
Out-of-State	\$25,398	↑
Tuition vs. Household Income		
In-State vs. Med State	13.9%	↑
Out-of-State vs. Med U.S.	42.9%	↑
New Supply		
University-Owned Beds	-880	
Privately-Owned Beds	1,409	
Col. Age Pop. Growth (State)	-0.3%	↑
New Beds as % of Tot. Enroll.		
University-Owned Beds	-2.8%	
Privately-Owned Beds	4.6%	
PT Students % of Tot. Enroll.	13.8%	↑

University-Owned Housing Market

	As of Fall	2017F	2018F	2019F	2020F	2021F	5 Yr. Avg.
Rent / Occupancy							
Double Occ. Rent		\$7,430	\$7,519	\$7,715	\$7,969	\$8,288	\$7,784
YOY Change		2.3%	1.2%	2.6%	3.3%	4.0%	2.7%
Occupancy Rate		87.2%	86.3%	87.7%	89.0%	90.2%	88.1%
YOY Change		-0.4%	-0.9%	1.4%	1.3%	1.2%	0.5%

Demand/Supply

Enrollment	30,937	30,628	30,934	31,491	32,184	31,235
Enrollment Growth	-7.0%	-1.0%	1.0%	1.8%	2.2%	-0.6%
Total Beds	5,407	5,329	5,417	5,526	5,681	5,472
Beds Growth	(880)	(78)	88	109	155	-121
YOY Change	-14.0%	-1.4%	1.7%	2.0%	2.8%	-1.8%
Occupied Beds	4,715	4,599	4,751	4,918	5,124	4,821
Beds as % of Enroll.	17.5%	17.4%	17.5%	17.5%	17.7%	17.5%

Source: Data for charts, metrics and housing summary is from university websites, government websites, and university personnel. Med. HH income data from Bureau of Labor Statistics. Calculations performed by Axiometrics Inc.

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Off Campus Pre-Leasing Rent & Occupancy Trends (Same Store Measurements)

Student Housing Properties

<u>All Properties</u>	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18
AXIO Tracked Properties	27	27	28	28	28	28	28	30	31	31	31	31	31
AXIO Tracked Beds	11,353	11,353	11,657	11,657	11,657	11,657	11,657	12,805	13,066	13,066	13,066	13,066	13,066
Effective Rent/Bed	\$564	\$563	\$551	\$545	\$542	\$542	\$529	\$560	\$555	\$581	\$576	\$575	\$569
Rent Growth	0.2%	-0.1%	-2.1%	-1.1%	-0.7%	0.1%	-2.3%	5.8%	-1.0%	4.7%	-0.8%	-0.1%	-1.2%
Occupancy	90.8%	90.3%	90.7%	90.8%	90.4%	90.1%	89.4%	85.7%	85.7%	85.9%	84.9%	82.8%	81.4%
Prelease %	25.3%	31.0%	39.6%	46.5%	54.3%	63.8%	71.6%	79.7%	1.5%	8.6%	27.2%	27.3%	27.4%

<0.5 Miles from University

AXIO Tracked Properties	9	9	9	9	9	9	9	11	12	12	12	12	12
AXIO Tracked Beds	2,681	2,681	2,681	2,681	2,681	2,681	2,681	3,829	4,090	4,090	4,090	4,090	4,090
Effective Rent/Bed	\$662	\$661	\$656	\$644	\$645	\$634	\$629	\$714	\$711	\$722	\$712	\$712	\$711
Rent Growth	1.5%	-0.2%	-0.8%	-1.8%	0.1%	-1.6%	-0.8%	13.5%	-0.5%	1.6%	-1.4%	0.0%	-0.1%
Occupancy	93.6%	92.6%	92.6%	92.6%	92.6%	92.4%	92.4%	90.6%	90.2%	90.9%	90.7%	91.0%	89.1%
Prelease %	44.7%	44.9%	35.2%	46.3%	57.3%	68.9%	70.6%	85.1%	6.4%	29.8%	96.2%	77.3%	49.8%

>=0.5 and <1.0 Miles

AXIO Tracked Properties	4	4	4	4	4	4	4	4	4	4	4	4	4
AXIO Tracked Beds	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918
Effective Rent/Bed	\$624	\$624	\$624	\$622	\$617	\$617	\$601	\$578	\$553	\$593	\$584	\$584	\$580
Rent Growth	0.1%	-0.1%	0.1%	-0.4%	-0.8%	0.0%	-2.6%	-3.9%	-4.3%	7.2%	-1.5%	0.0%	-0.7%
Occupancy	90%	90%	90%	90%	90%	89%	87%	84%	84%	85%	87%	87%	82%
Prelease %	23%	28%	45%	49%	62%	67%	84%	89%	0%	14%	10%	17%	20%

>=1.0 Miles

AXIO Tracked Properties	14	14	15	15	15	15	15	15	15	15	15	15	15
AXIO Tracked Beds	6,754	6,754	7,058	7,058	7,058	7,058	7,058	7,058	7,058	7,058	7,058	7,058	7,058
Effective Rent/Bed	\$508	\$507	\$492	\$487	\$482	\$486	\$472	\$472	\$464	\$496	\$495	\$494	\$483
Rent Growth	-0.4%	-0.1%	-3.0%	-1.1%	-1.0%	0.9%	-2.9%	0.0%	-1.7%	6.7%	-0.2%	-0.1%	-2.1%
Occupancy	89.9%	89.6%	90.1%	90.2%	89.7%	89.5%	88.9%	83.4%	83.4%	83.2%	80.8%	77.0%	76.8%
Prelease %	24.3%	27.9%	38.1%	45.6%	49.9%	60.3%	68.1%	74.8%	0.0%	1.6%	16.3%	13.0%	14.8%

Source: Data for charts, metrics and housing summary is from university websites, government websites, and university personnel. Med. HH income data from Bureau of Labor Statistics. Calculations performed by Axiometrics Inc.

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Off Campus Pre-Leasing Rent & Occupancy Trends (Same Store Measurements)

Student Competitive Properties

<u>All Properties</u>	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18
AXIO Tracked Properties	14	14	15	17	17	17	17	17	17	17	17	17	17
AXIO Tracked Beds	5,969	5,969	6,029	6,841	6,841	6,841	6,841	6,841	6,841	6,841	6,841	6,841	6,841
Effective Rent/Bed	\$401	\$404	\$402	\$404	\$406	\$408	\$407	\$406	\$405	\$406	\$408	\$406	\$409
Rent Growth	0.8%	0.7%	-0.6%	0.7%	0.3%	0.6%	-0.3%	-0.2%	-0.3%	0.2%	0.6%	-0.5%	0.6%
Occupancy	97.8%	97.7%	97.0%	96.9%	97.4%	97.0%	97.0%	94.8%	94.1%	94.2%	94.3%	94.1%	94.1%

<0.5 Miles from University

AXIO Tracked Properties	5	5	5	5	5	5	5	5	5	5	5	5	5
AXIO Tracked Beds	1,269	1,269	1,269	1,269	1,269	1,269	1,269	1,269	1,269	1,269	1,269	1,269	1,269
Effective Rent/Bed	\$474	\$464	\$463	\$461	\$473	\$481	\$454	\$460	\$464	\$464	\$468	\$452	\$460
Rent Growth	2.7%	-2.2%	-0.3%	-0.5%	2.7%	1.7%	-5.5%	1.3%	0.7%	0.1%	0.7%	-3.3%	1.9%
Occupancy	97.6%	96.2%	95.9%	96.1%	97.8%	96.8%	96.4%	97.4%	96.4%	96.4%	97.0%	95.6%	95.1%

>0.5 and <=1.0 Miles

AXIO Tracked Properties	3	3	3	3	3	3	3	3	3	3	3	3	3
AXIO Tracked Beds	1,502	1,502	1,502	1,502	1,502	1,502	1,502	1,502	1,502	1,502	1,502	1,502	1,502
Effective Rent/Bed	\$353	\$356	\$355	\$356	\$356	\$356	\$356	\$356	\$356	\$356	\$356	\$356	\$364
Rent Growth	0.0%	0.7%	-0.2%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.4%
Occupancy	98.8%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	91.4%	88.5%	88.5%	88.5%	88.5%	88.5%

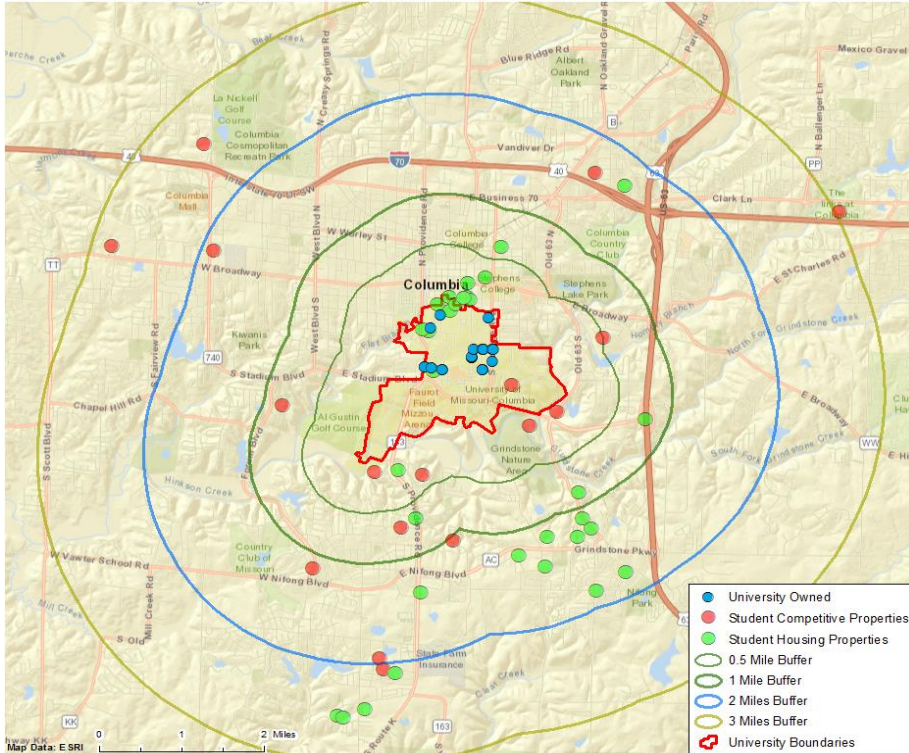
>=1.0 Miles

AXIO Tracked Properties	6	6	7	9	9	9	9	9	9	9	9	9	9
AXIO Tracked Beds	3,198	3,198	3,258	4,070	4,070	4,070	4,070	4,070	4,070	4,070	4,070	4,070	4,070
Effective Rent/Bed	\$394	\$403	\$399	\$405	\$403	\$404	\$411	\$408	\$405	\$406	\$409	\$411	\$409
Rent Growth	0.3%	2.1%	-0.8%	1.3%	-0.4%	0.4%	1.6%	-0.8%	-0.7%	0.2%	0.8%	0.4%	-0.4%
Occupancy	97.3%	97.1%	96.0%	95.9%	96.3%	96.0%	96.0%	95.3%	95.5%	95.6%	95.6%	95.8%	95.8%

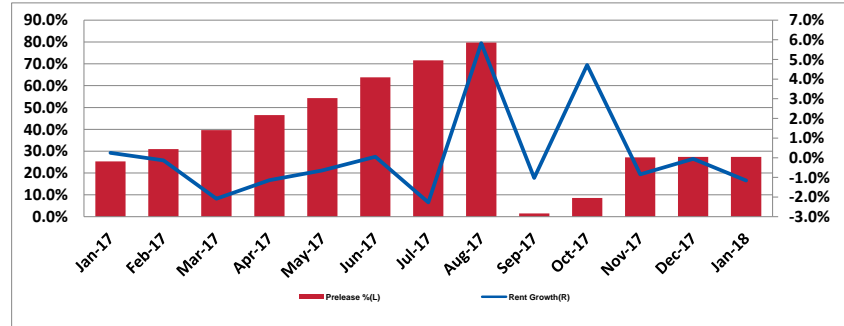
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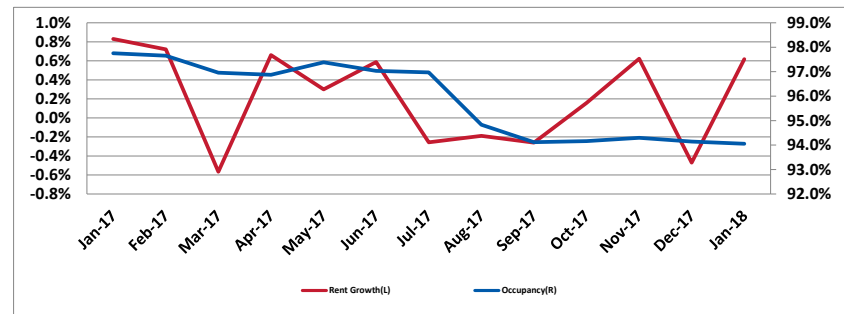
University Map



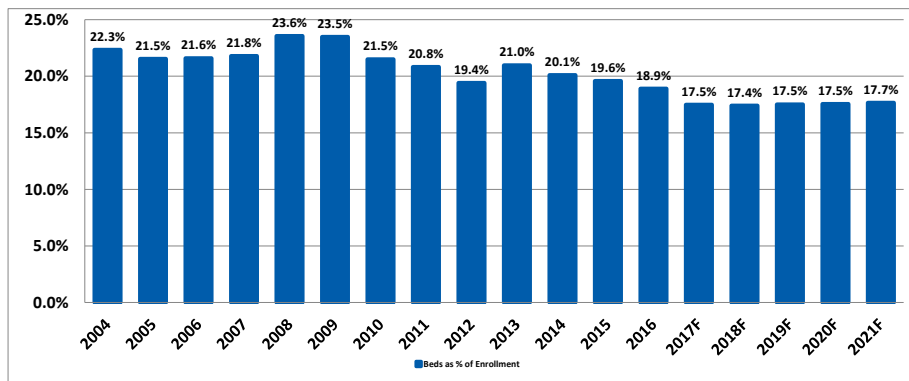
Off-Campus Student Housing Rent/Prelease Trend



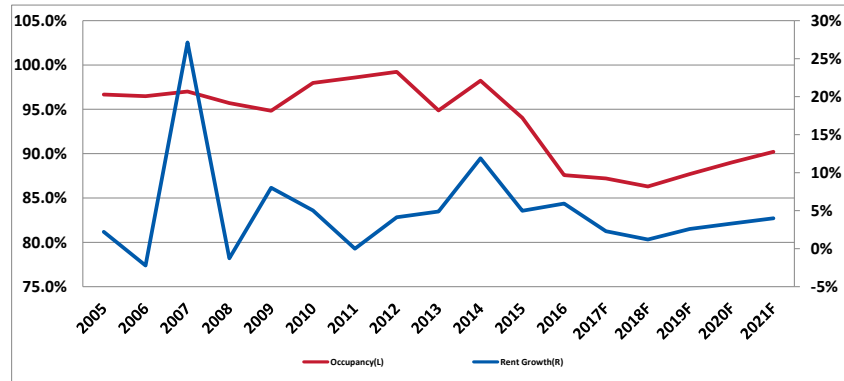
Off-Campus Student Competitive Rent/Occ Trend



University Owned Beds as a % of Total Enrollment



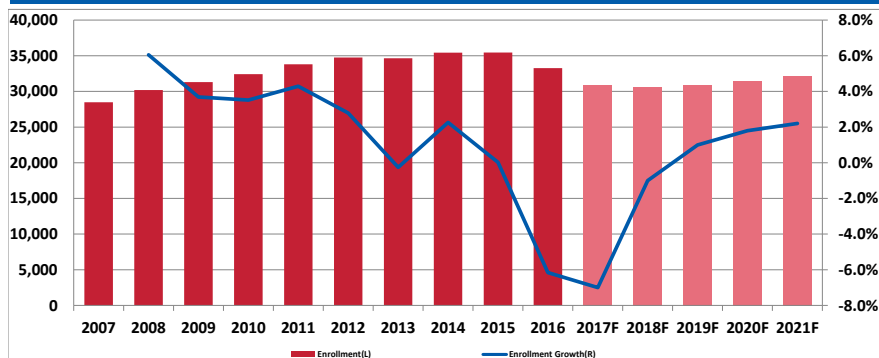
University Owned Housing Rent/Occ Trend



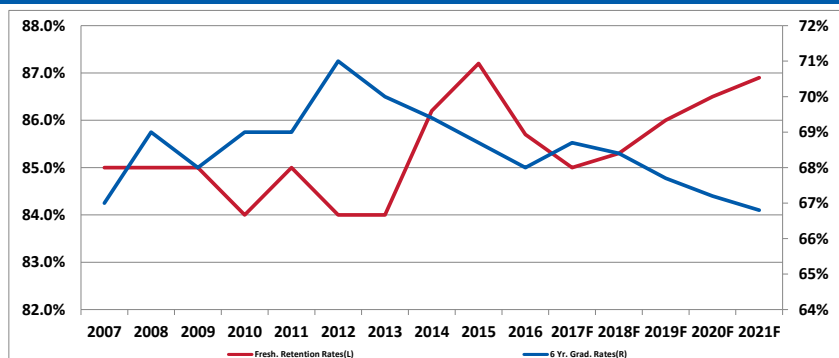
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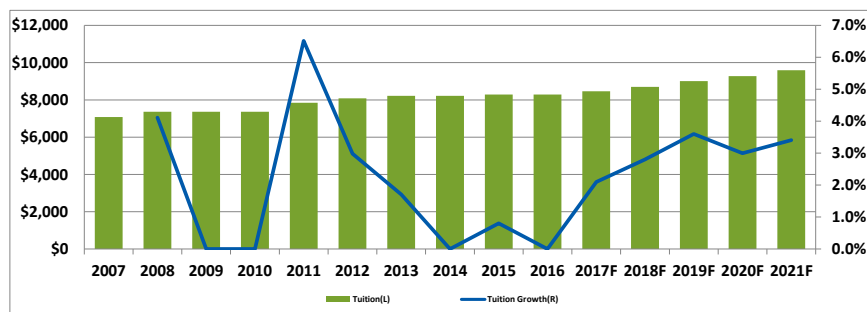
Total Enrollment and Enrollment Growth



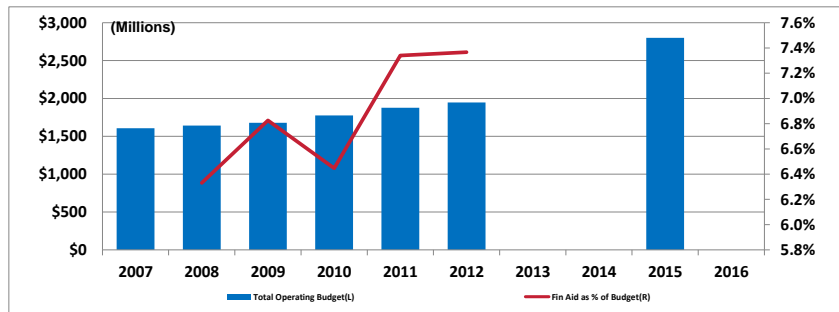
Freshman Retention Rate and 6 Yr. Grad. Rate Trends



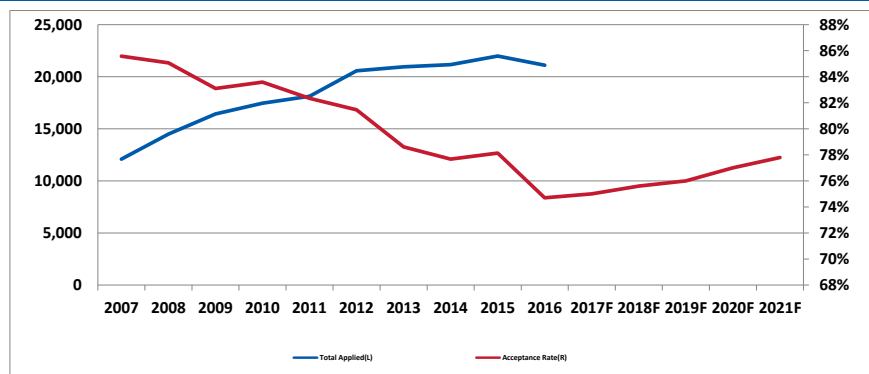
Tuition



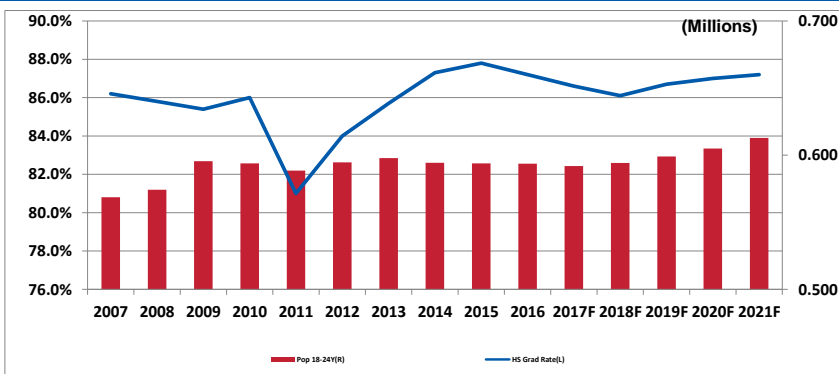
Financial Aid as % of University Budget



Acceptance Rate



HS Grad Rate vs. 18-24 Year-Old Population



Source: Data for charts, metrics and housing summary is from university websites, government websites, and university personnel. Med. HH income data from Bureau of Labor Statistics. Calculations performed by Axiometrics Inc.

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Pipeline Delivery Schedule

Off-Campus Housing Market - Student Housing (SH)

Property Name	Location	Developer	Distance ⁽¹⁾	Status ⁽²⁾	Start ⁽⁴⁾	Completion	Units	Beds	Delivery Schedule ⁽³⁾			
									2018	2019	2020	2021
Fmr Mizzou Hillel	1107 University Ave	Origin Constructors	0.00	SH-P	NA	NA	70	275				
Total								70	275	0	0	0

Off-Campus Housing Market - Student Competitive (SC)

Property Name	Location	Developer	Distance ⁽¹⁾	Status ⁽²⁾	Start ⁽⁴⁾	Completion	Units	Beds	Delivery Schedule ⁽³⁾			
									2018	2019	2020	2021
Kelly Farms	1202 Cinnamon Hill Ln	Pat and Ben Kelly	0.95	P	NA	NA	394	NA				
Total								394	0	0	0	0

University Owned Housing Market - Student Housing (SH)

Property Name	Location	Developer	Distance ⁽¹⁾	Status ⁽²⁾	Start ⁽⁴⁾	Completion	Units	Beds	Delivery Schedule ⁽³⁾			
									2018	2019	2020	2021
Dobbs Rplcmnt Projr Fmr Laws Hall		NA	0.00	SH-P	Mar-17	NA	1	384				
Total								1	384	0	0	0

(1) Distance refers to distance from the University Boundary. (2) Property Status: U/L: Under construction/Lease up; UC: Under construction; P: Planned; SH-P: Planned Student Property; SH-WND: Student Property Would Not Disclose Occupancy Rate; SH-U: Under Construction Student Property; SH-U/L: Under Construction/Lease Up Student Property. (3) Bed counts in the delivery schedule are blank for properties that don't have unit mixes, estimated bed counts, or announced bed counts. (4) If the anticipated construction start date has not been confirmed, the property's status will remain "planned" until confirmed.

Source: Axiometrics Inc.

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Enrollment Trends

Year	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017F	2018F	2019F	2020F	2021F
Enrollment	28,477	30,200	31,314	32,415	33,805	34,748	34,658	35,441	35,448	33,266	30,937	30,628	30,934	31,491	32,184
Enrollment Change	224	1,723	1,114	1,101	1,390	943	(90)	783	7	(2,182)	(2,329)	(309)	306	557	693
Enrollment Growth	0.8%	6.1%	3.7%	3.5%	4.3%	2.8%	-0.3%	2.3%	0.0%	-6.2%	-7.0%	-1.0%	1.0%	1.8%	2.2%
Full-Time Undergrad	20,295	21,616	22,382	23,436	24,413	25,178	25,258	25,859	26,027	24,124					
Part-Time Undergrad	1,359	1,426	1,487	1,465	1,611	1,818	1,707	1,795	1,785	1,774					
Total Undergrad	21,654	23,042	23,869	24,901	26,024	26,996	26,965	27,654	27,812	25,898					
Full-Time Grad	3,811	3,897	4,184	4,820	5,020	5,126	5,060	5,103	4,964	4,769					
Part-Time Grad	3,012	3,261	3,261	2,694	2,761	2,626	2,633	2,684	2,672	2,599					
Total Grad	6,823	7,158	7,445	7,514	7,781	7,752	7,693	7,787	7,636	7,368					
Total Applied	12,089	14,491	16,436	17,462	18,125	20,564	20,956	21,163	21,988	21,107					
Acceptance Rate	85.6%	85.1%	83.1%	83.6%	82.3%	81.5%	78.6%	77.7%	78.1%	74.7%	75.0%	75.6%	76.0%	77.0%	77.8%
Freshman	6,019	7,065	6,839	7,243	7,467	7,779	7,544	7,864	7,600	5,995					
Sophomore	4,807	4,880	5,463	5,504	5,877	5,953	6,065	6,206	6,428	6,017					
Junior	4,793	5,006	5,084	5,497	5,587	5,876	5,869	6,055	6,061	6,209					
Senior	6,034	6,091	6,483	6,657	7,093	7,388	7,487	7,529	7,723	7,677					
State High School Grad Rate	86.2%	85.8%	85.4%	86.0%	81.0%	84.0%	85.7%	87.3%	87.8%	87.2%	86.6%	86.1%	86.7%	87.0%	87.2%
Freshman Retention Rate	85.0%	85.0%	85.0%	84.0%	85.0%	84.0%	84.0%	86.2%	87.2%	85.7%	85.0%	85.3%	86.0%	86.5%	86.9%
University Graduation Rate	67.0%	69.0%	68.0%	69.0%	69.0%	71.0%	70.0%	69.4%	68.7%	68.0%	68.7%	68.4%	67.7%	67.2%	66.8%
Financial Aid Share of Total Budget	5.9%	6.3%	6.8%	6.4%	7.3%	7.4%									
State Pop 18-24Y (000)	569	574	595	594	588	595	598	594	594	594	592	594	599	605	613
Annual Change	0.0%	1.0%	3.7%	-0.3%	-0.9%	1.1%	0.5%	-0.6%	-0.1%	0.0%	-0.3%	0.4%	0.8%	1.0%	1.3%

Source: Data for charts, metrics and housing summary is from university websites, government websites, and university personnel. Med. HH income data from Bureau of Labor Statistics. Calculations performed by Axiometrics Inc.

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University Owned Housing and Tuition Trends

Year	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017F	2018F	2019F	2020F	2021F
Number of Beds	6,206	7,114	7,351	6,967	7,036	6,742	7,266	7,123	6,943	6,287	5,407	5,329	5,417	5,526	5,681
Occupied Beds	6,020	6,808	6,971	6,826	6,936	6,690	6,893	6,997	6,529	5,506	4,715	4,599	4,751	4,918	5,124
Beds +/-	108	908	237	(384)	69	(294)	524	(143)	(180)	(656)	(880)	(78)	88	109	155
Net Demand	136	788	163	(145)	110	(246)	203	104	(468)	(1,023)	(791)	(116)	152	167	206
Occupancy	97.0%	95.7%	94.8%	98.0%	98.6%	99.2%	94.9%	98.2%	94.0%	87.6%	87.2%	86.3%	87.7%	89.0%	90.2%
Vacancy	3.0%	4.3%	5.2%	2.0%	1.4%	0.8%	5.1%	1.8%	6.0%	12.4%	12.8%	13.7%	12.3%	11.0%	9.8%
Vacancy Change	-0.5%	1.3%	0.9%	-3.1%	-0.6%	-0.6%	4.4%	-3.4%	4.2%	6.5%	0.4%	0.9%	-1.4%	-1.3%	-1.2%
Room	\$4,770	\$4,710	\$5,087	\$5,343	\$5,343	\$5,564	\$5,836	\$6,530	\$6,856	\$7,263	\$7,430	\$7,519	\$7,715	\$7,969	\$8,288
Monthly Rent Level by Bed	\$530	\$523	\$565	\$594	\$594	\$618	\$648	\$726	\$762	\$807	\$826	\$835	\$857	\$885	\$921
Room Growth	27.1%	-1.3%	8.0%	5.0%	0.0%	4.1%	4.9%	11.9%	5.0%	5.9%	2.3%	1.2%	2.6%	3.3%	4.0%
Board	\$3,330	\$3,440	\$3,520	\$3,300	\$3,300	\$3,380	\$3,450	\$2,856	\$2,952	\$3,035	\$3,090	\$3,127	\$3,189	\$3,288	\$3,420
Board Growth	2.5%	3.3%	2.3%	-6.3%	0.0%	2.4%	2.1%	-17.2%	3.4%	2.8%	1.8%	1.2%	2.0%	3.1%	4.0%
Combined Room & Board	\$8,100	\$8,150	\$8,607	\$8,643	\$8,643	\$8,944	\$9,286	\$9,386	\$9,808	\$10,298	\$10,520	\$10,646	\$10,904	\$11,257	\$11,708
Room & Board Growth	15.7%	0.6%	5.6%	0.4%	0.0%	3.5%	3.8%	1.1%	4.5%	5.0%	2.2%	1.2%	2.4%	3.2%	4.0%
Tuition															
In-State	\$7,077	\$7,368	\$7,368	\$7,368	\$7,848	\$8,082	\$8,220	\$8,220	\$8,286	\$8,286	\$8,460	\$8,697	\$9,010	\$9,280	\$9,596
Change	1.7%	4.1%	0.0%	0.0%	6.5%	3.0%	1.7%	0.0%	0.8%	0.0%	2.1%	2.8%	3.6%	3.0%	3.4%
Out-Of-State	\$17,733	\$18,459	\$18,459	\$19,383	\$20,643	\$22,191	\$22,569	\$23,247	\$23,943	\$24,660	\$25,398	\$26,287	\$27,391	\$28,268	\$29,286
Change	10.2%	4.1%	0.0%	5.0%	6.5%	7.5%	1.7%	3.0%	3.0%	3.0%	3.0%	3.5%	4.2%	3.2%	3.6%
Fees	\$1,022	\$1,099	\$1,133	\$1,133	\$1,141	\$1,175	\$1,195	\$1,213	\$1,223	\$1,232					

Privately-Owned Housing Trends

Year	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017F	2018F	2019F	2020F	2021F
Occupancy	92.2%	89.8%	95.4%	92.0%	92.6%	94.0%	98.0%	98.4%	91.0%	92.3%	91.4%	90.8%	92.0%	93.2%	94.4%
Rent Level by Bed	\$455	\$484	\$491	\$489	\$500	\$497	\$508	\$506	\$505	\$501	\$494	\$492	\$501	\$514	\$532
Rent Growth	6.6%	5.9%	1.5%	-0.5%	2.4%	-0.7%	2.2%	-0.4%	-0.2%	-0.8%	-1.4%	-0.5%	1.8%	2.7%	3.4%

NOTE: If room and/or board is blank, the university may not offer board and/or have university-owned housing or these figures are only reported as combined.

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