

# Building Value for Student Housing

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High Street Residential is a wholly-owned subsidiary of Trammell Crow Company that develops, renovates and acquires student, faculty and workforce housing. Project types include apartments, residence halls and mixed-use.

With college enrollment projected to increase from 17.4 million in 2005 to 20.4 million by 2016, adding 3 million additional students to the market, our Student Housing group offers a unique approach to development, construction

and operation of these facilities using our unparalleled economies of scale, diverse client base and access to capital and local market networks. The Student Housing development and investment team offers a comprehensive menu with real estate solutions for both our clients and investors. Our development and construction services benefit all stakeholders including investors, students, students' parents, faculty, staff and the general campus community.

# Building value for investors, residents and the communities in which we live and work.

## EXPERIENCE

Throughout our 60-year history, our student housing team provided development and investment services to more than 71 higher education institutions throughout 23 states, encompassing more than \$2 billion in college and university-owned real estate.

Our team has developed \$4 billion in multi-family projects, including 14,000 beds of off-campus student housing.

Our Student Housing initiative

seeks to leverage our national capabilities, financial strength and our local presence in strategic markets by finding and executing those opportunities that exist at the edge of campus. We are actively seeking development opportunities within walking distance to campus in high barrier to entry markets with or containing universities having a minimum enrollment of 7,500 undergraduates.

college enrollment  
projected to grow by

# 14%

through 2016

## OUR STUDENT HOUSING

expertise spans all types of facilities, including:

- On-and-off campus suite and apartment style housing
- Parking garages
- Mixed-use
- Urban In-fill

## TODAY'S COLLEGE

**STUDENTS**—the “millennial” generation demands quality assets with all the luxuries of home. Our properties feature modern and state-of-the-art amenities including:

- Full-service rent structure that includes utilities, parking, high speed internet and cable TV --- all included in the monthly rental payment
- Private bedrooms and baths
- Controlled-access buildings
- Game rooms
- Pools and club houses
- Study rooms
- Tanning salons
- Media centers
- Fitness centers
- Computer centers
- Student life programs

The Stratum on Highland located in Memphis, TN





Left to Right Top: University of Pennsylvania and Boston University, Left to Right Bottom: Merrimack College and DePaul University

Our experience in a wide variety of institutional projects combined with the expertise of our team allows us to exceed the needs of the broader investment community. The Student Housing development team is able to benchmark experience and success by the various prestigious universities and college communities that we have represented including Harvard University, Stanford University, Georgetown University, University of Pennsylvania, Boston University, DePaul as well as the private investment community.

Our clients and investors find value in our partnership because of our thorough knowledge of the Student Housing business combined with a deep understanding of local markets and their universities.

## CORE CAPABILITIES

- Sourcing of debt and equity
- Underwriting markets and schools
- Sourcing and underwriting project sites and deals
- Site entitlement
- Letter of Intent and contract negotiations
- General Contractor identification along with construction negotiation and pricing
- Complete construction management services
- Asset management through stabilization
- Disposition services

## STUDENT HOUSING

pipeline and in-process throughout the U.S.:

The Stratum on Highland—Memphis, TN

- University of Memphis
- Rhodes College

The Stratum at Indiana—Bloomington, IN

- Indiana University

The Stratum on 36th Street—Philadelphia, PA

- University of Pennsylvania
- Drexel University

La Estancia at Rivercentre—Brownsville, TX

- University of Texas at Brownsville
- Texas Southmost College

The Stratum at Overton Park—Memphis, TN

- Rhodes College
- University of Tennessee Health Science Center

The Stratum on University—Champaign-Urbana, IL

- University of Illinois

The Stratum at Mount Support—Lebanon, NH

- Dartmouth University
- Dartmouth—Hitchcock Medical Center



La Estancia at Rivercentre, a student apartment community within walking distance to the University of Texas at Brownsville (UTB) and Texas Southmost College (TSC).



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