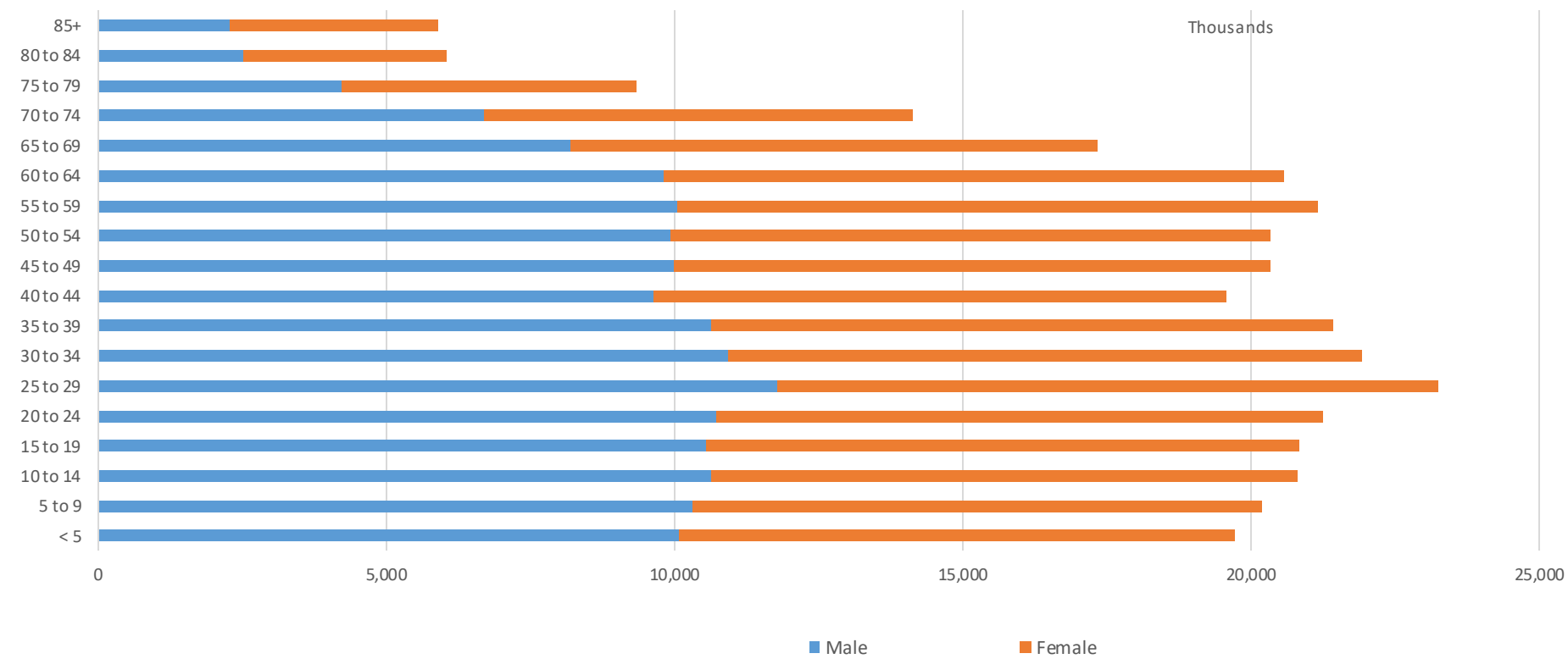


U.S. Demographics and Implications for Student Housing Demand to 2031

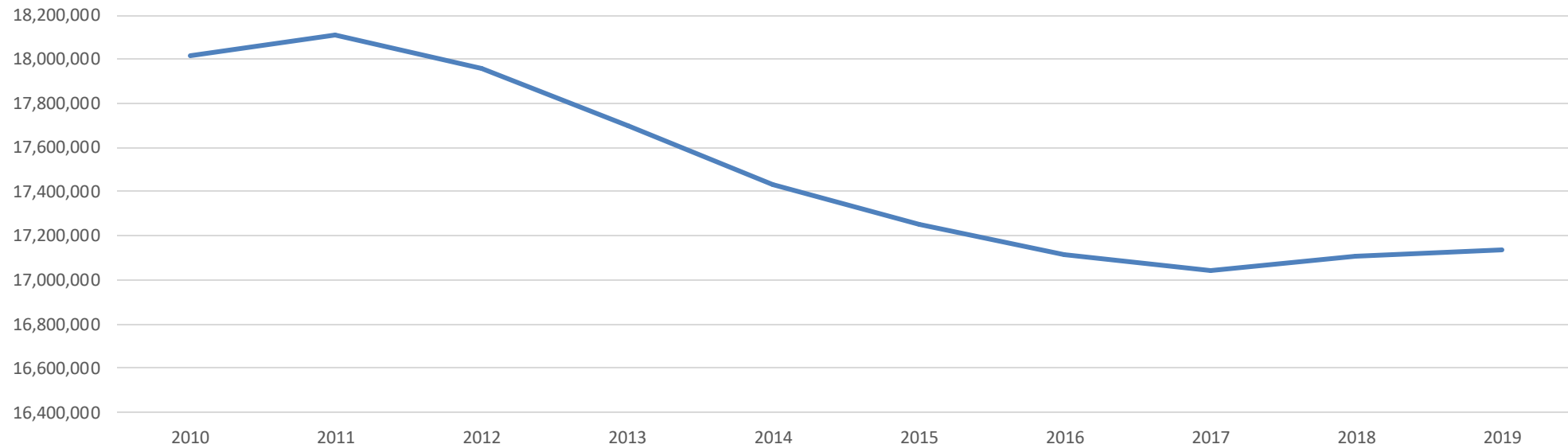
- Eigen 10 Advisors, LLC
- October 22, 2020

The Millennials Age: College Aged Population Shrinks



Source: U.S. Census, 2019

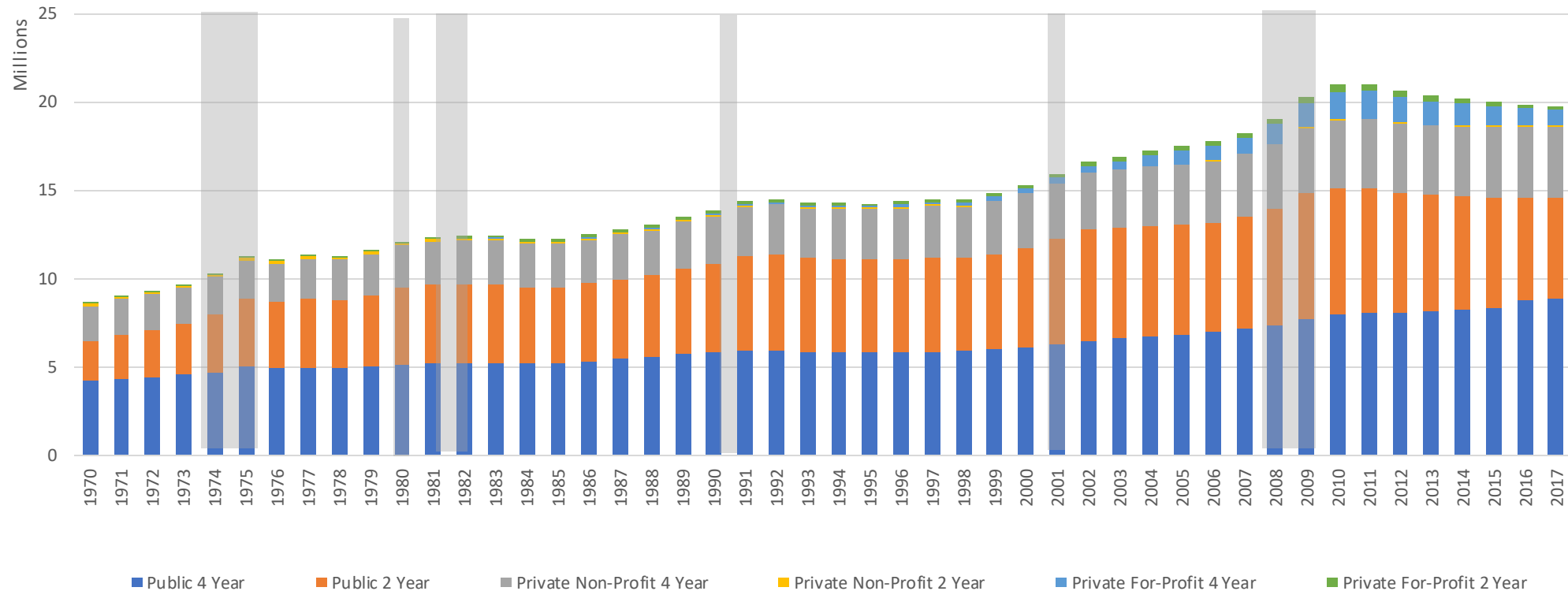
U.S. College Aged Population Already Declined



Source: U.S. Census, Total 18-21 year olds

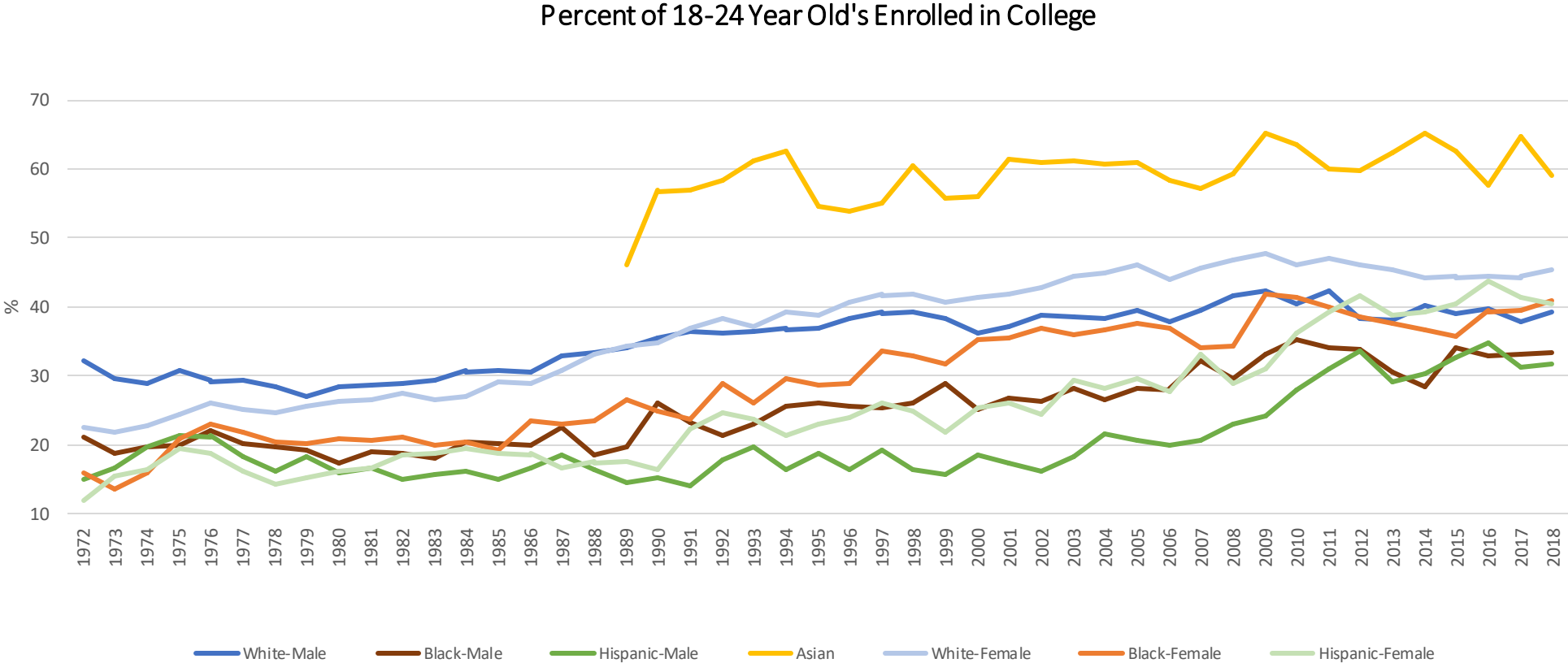
Student Housing Demand (4 Year Public Universities) Resilient, Including through Recessions

Total Enrollment: Degree-Granting Postsecondary Institutions



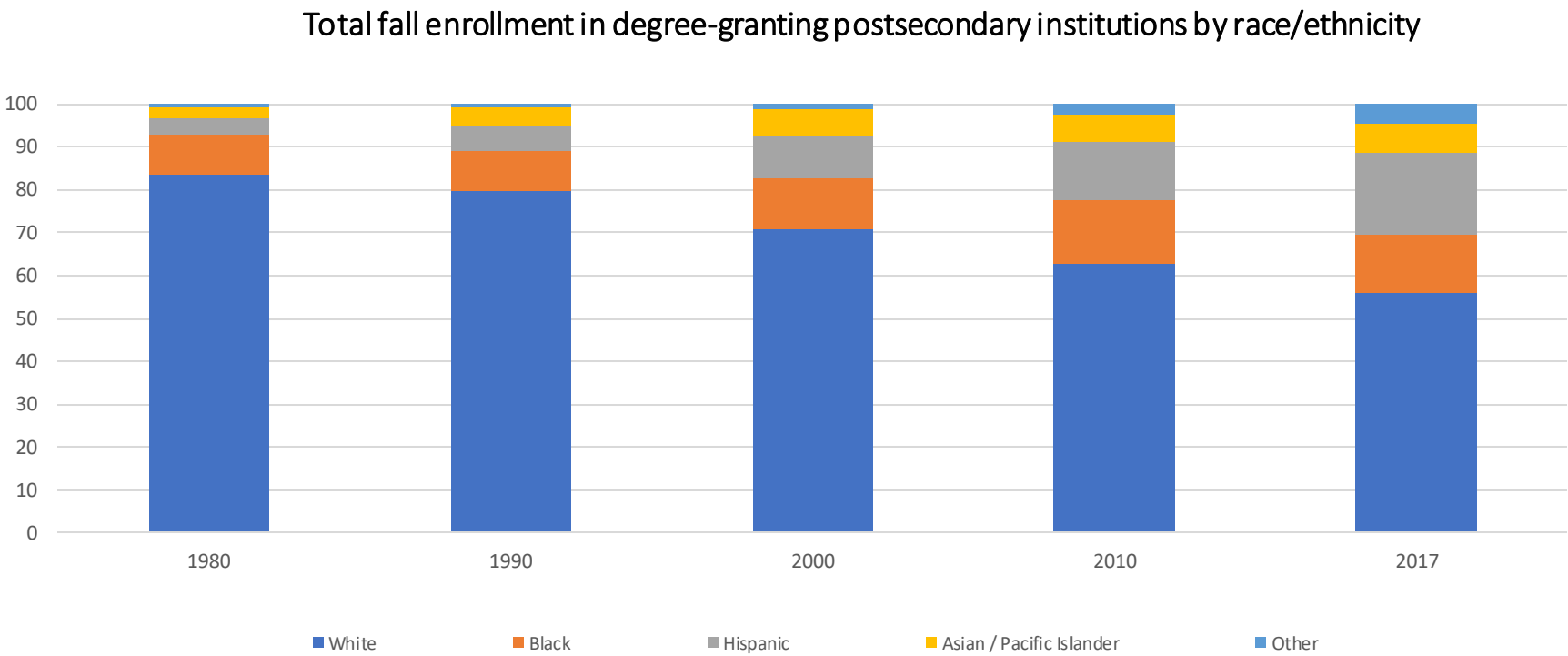
Source: NCES Table 303.25, Private data imputed 1988-89

Minority Enrollment Rates Increasing



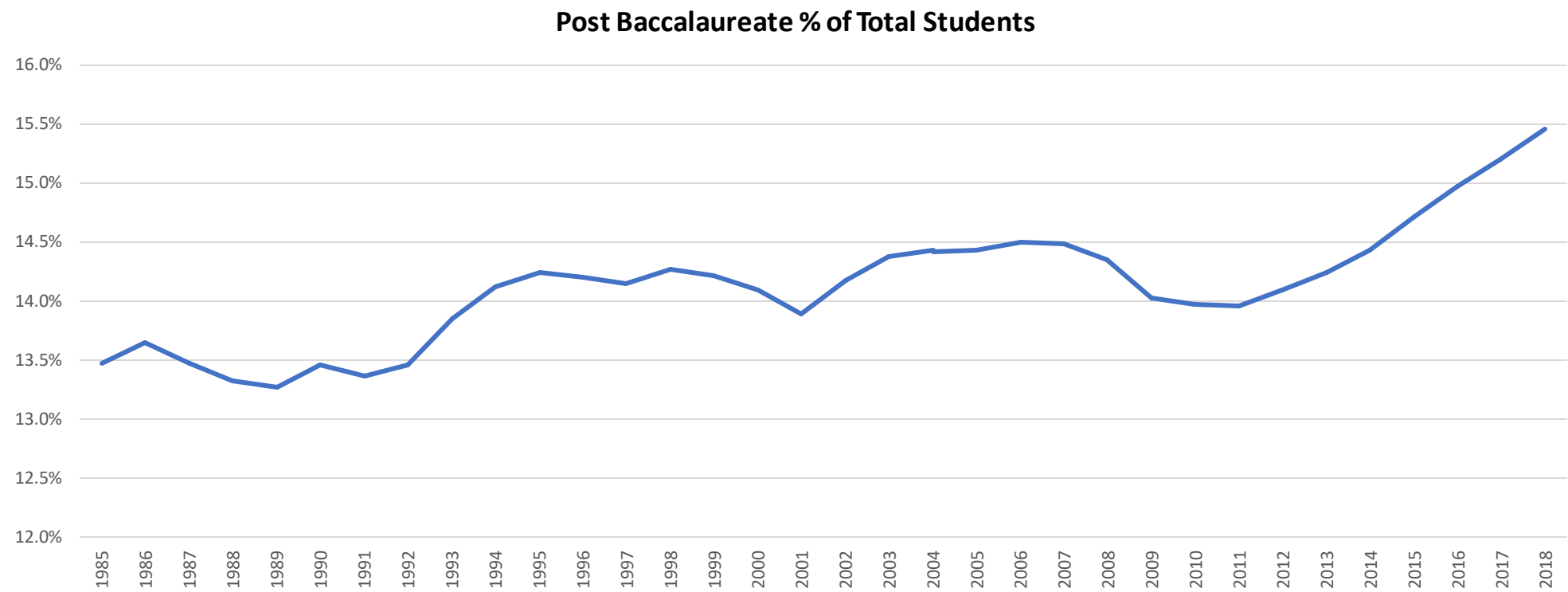
Source: NCES 2019, Table 302.60

Broadening Diversity in Student Population



Source: NCES Table 306.10

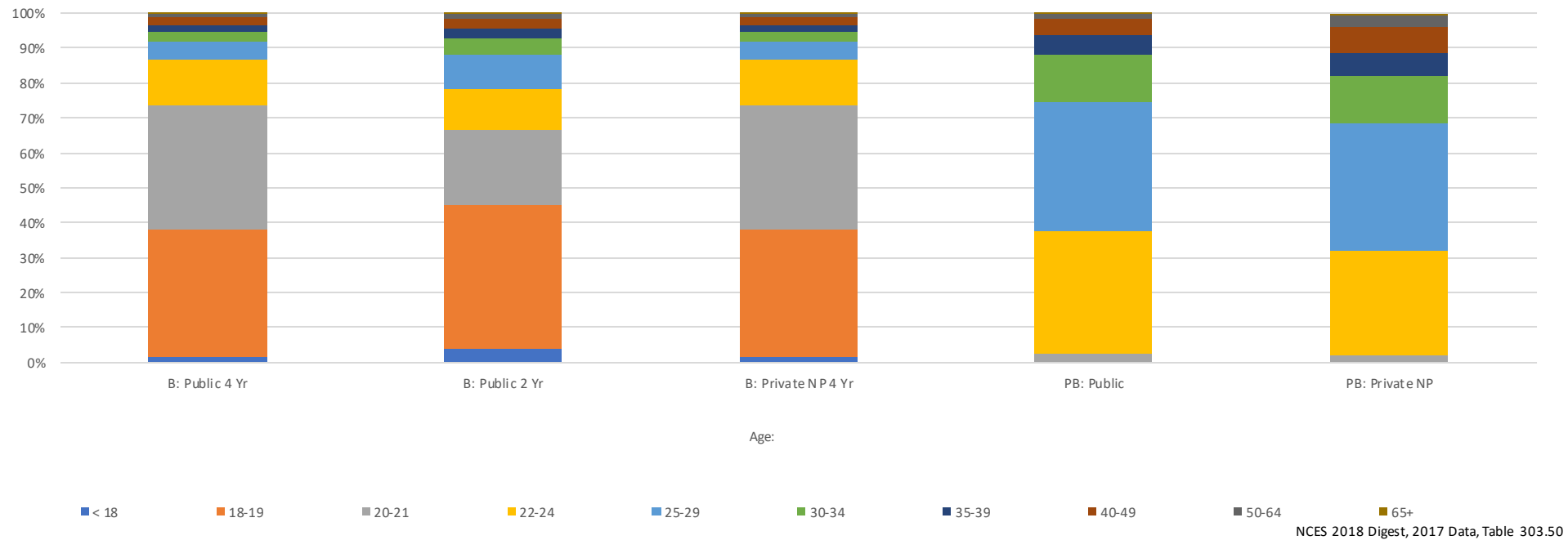
Post Baccalaureate an Increasing % of Total Students



Source: National Center for Education Statistics

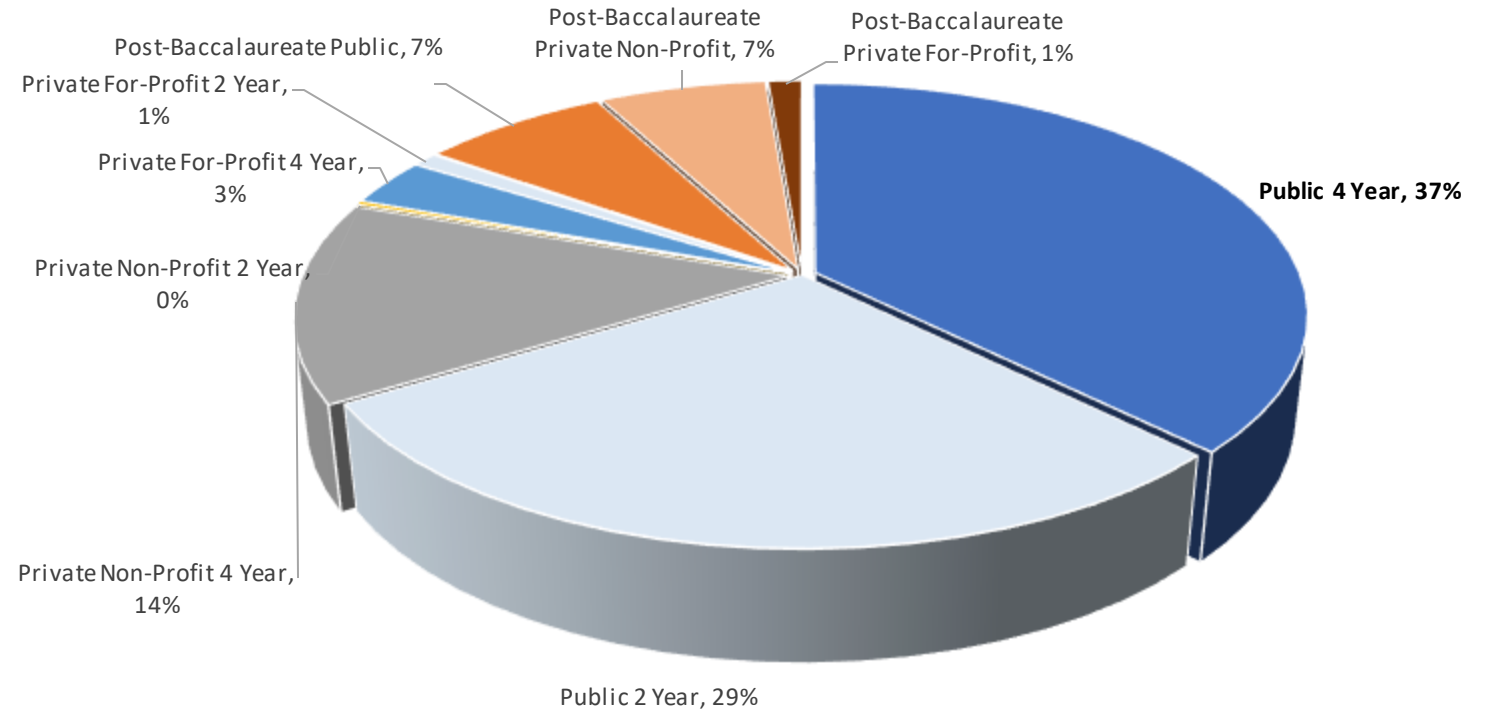
Widening Age Range: Post-Baccalaureate Students are Generally 22-34 Years Old

Full-Time total fall enrollment in degree-granting postsecondary institutions, by age



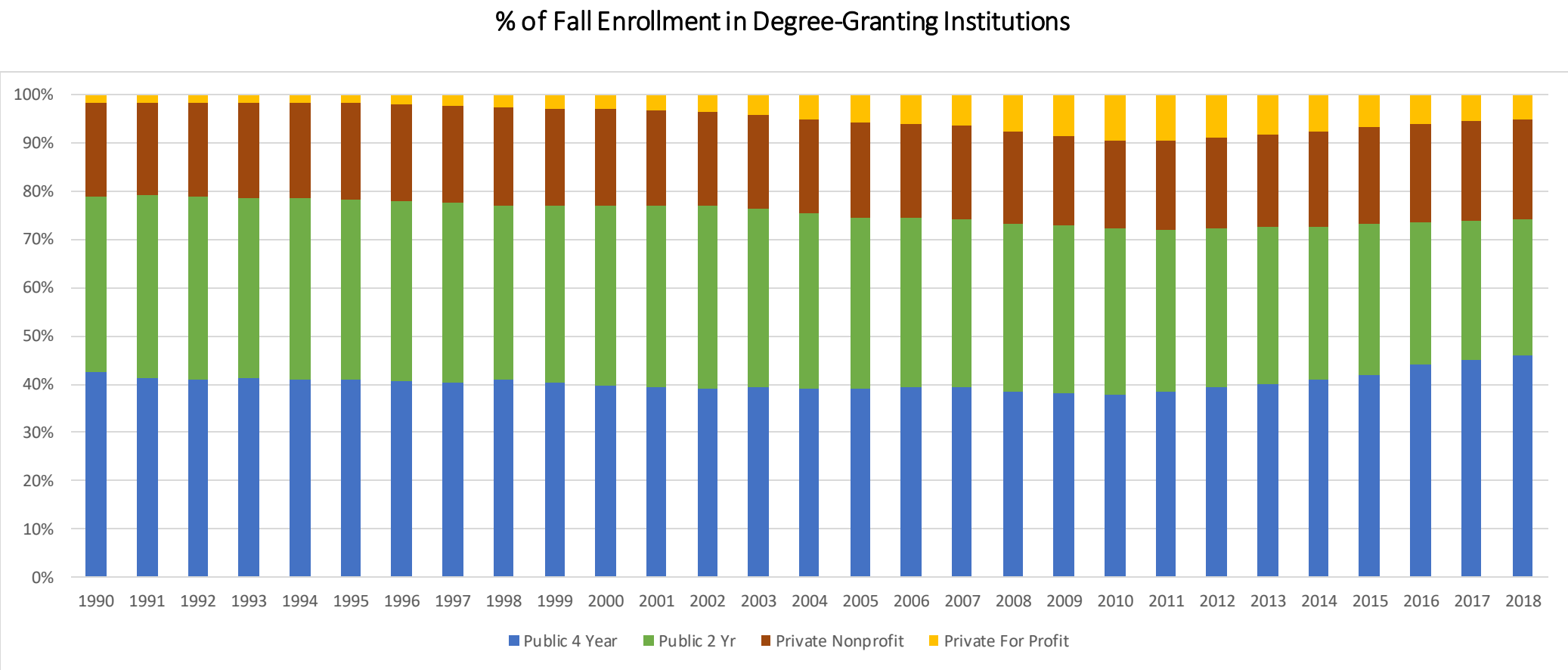
Total fall enrollment in degree-granting postsecondary institutions

4 Year Public Universities are only 37% of Total Student Enrollment



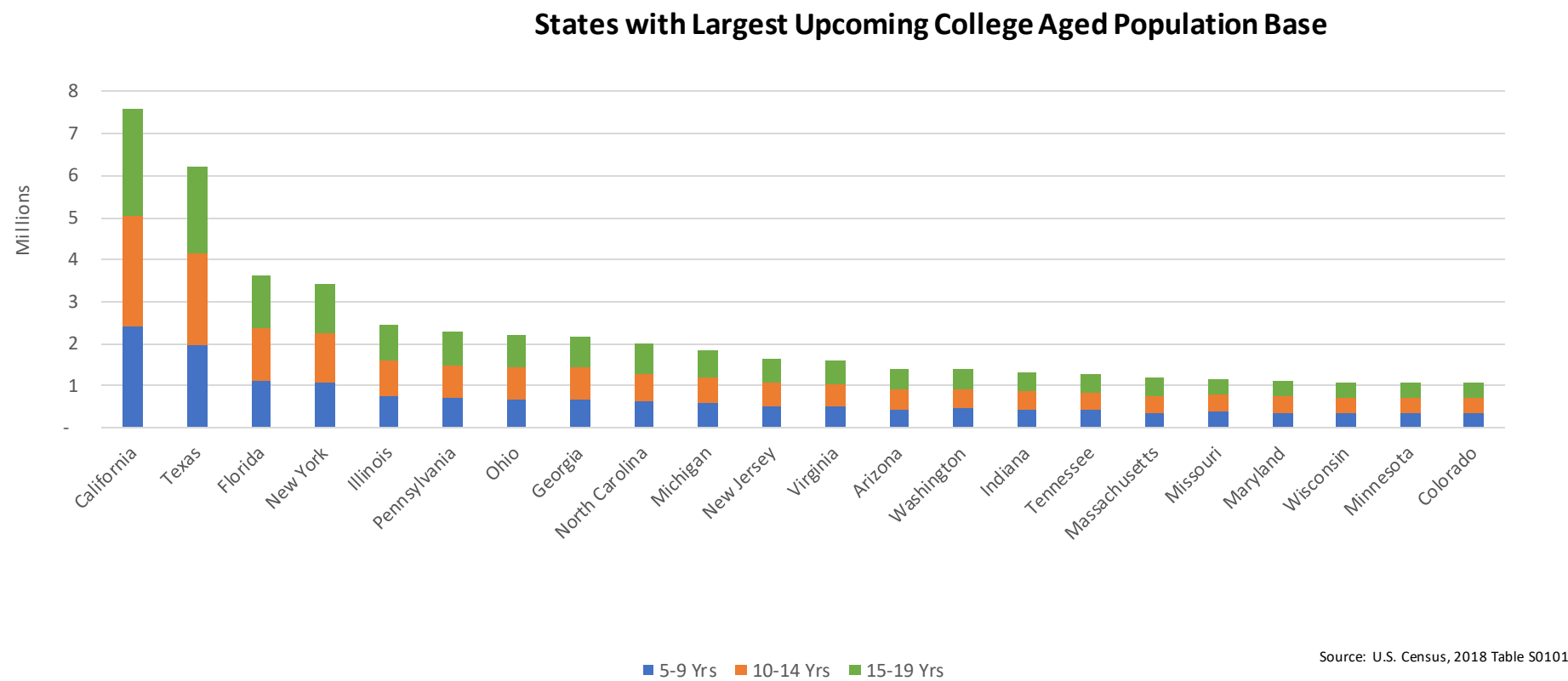
Source: NCES 2018 Digest, 2017 Data Table 303.50

Regaining Market Share from For-Profit Universities

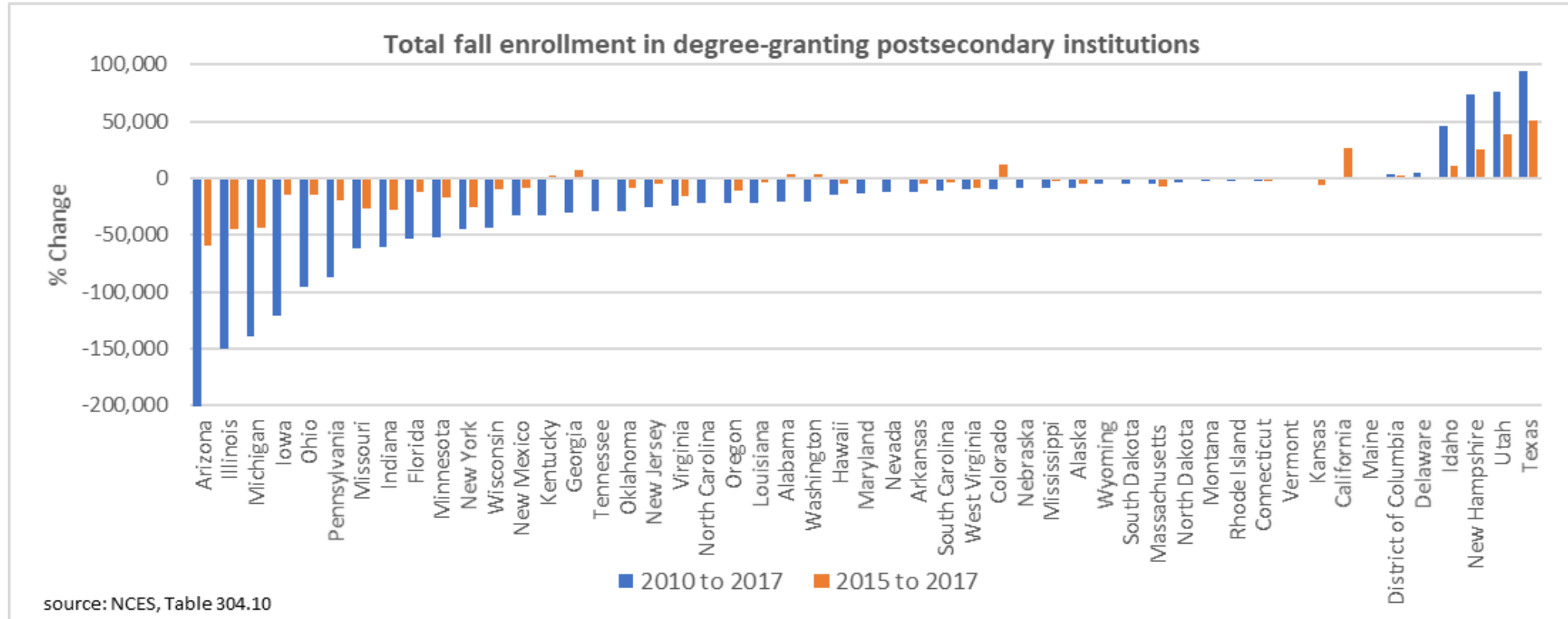


Source: National Center for Education Statistics

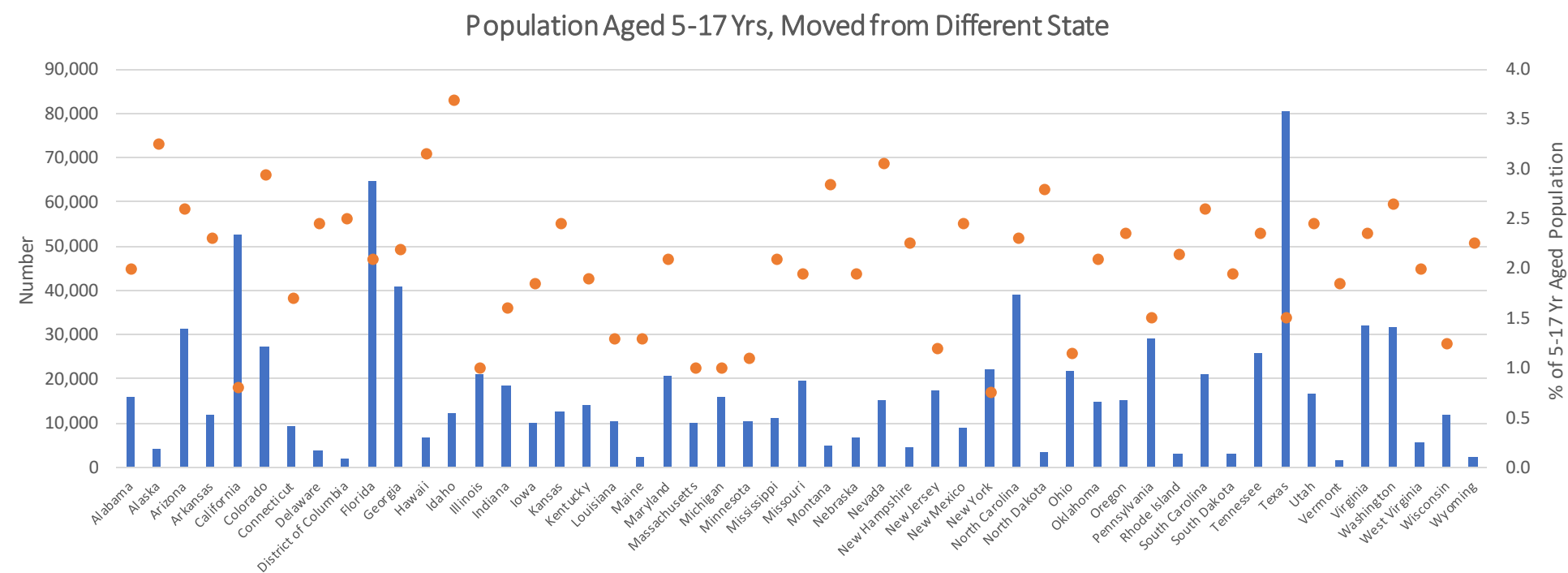
Regionally, the College Aged Population is Highly Concentrated



But Demographics are Not Favorable Across All States

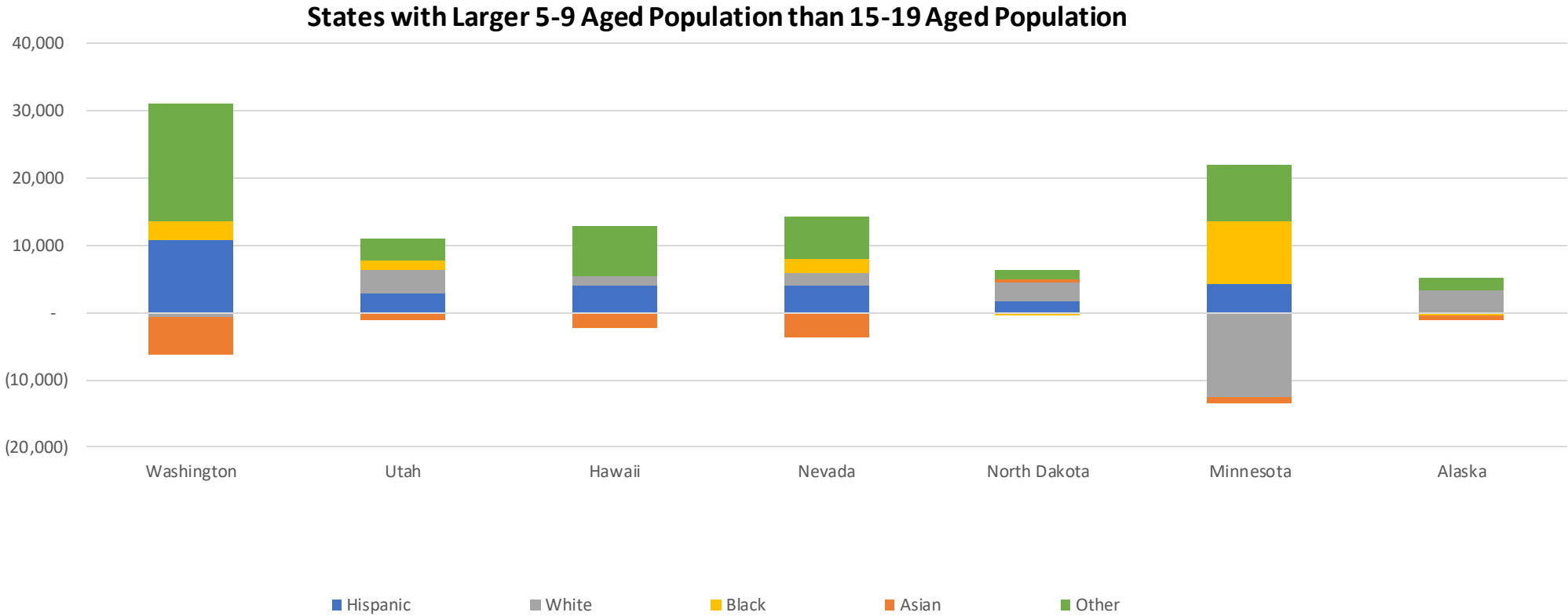


Some States Will Benefit from In-Migration



Source: U.S. Census Table S0701, Avg 2017, 2018

Only a Few States Have Positive Demographic Trends Next 10 Years

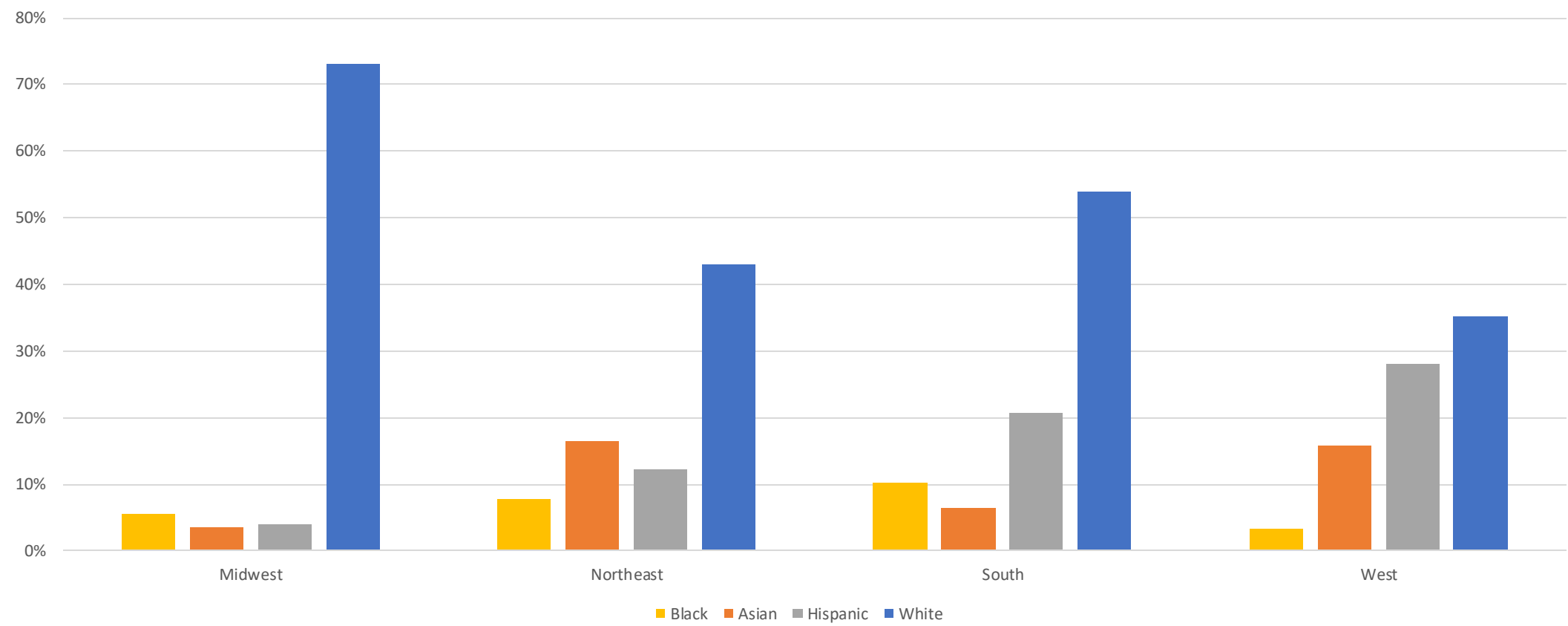


Source: U.S. Census Table B01001E, 2018; 5-9 Aged Population minus 15-19 Aged Population

Top Growth Universities

- Reviewed 311 largest public and private universities
- Excluded schools that have a large on-line presence (these were often the fastest growing).
- Top 50 fastest growing:
 - 14 are in California, 8 are in Texas, 4 are in Georgia, 3 are in Arizona
 - 46 of 50 are public schools
 - Fairly good academics (33 have a B+ or better academic score)
 - Only 15 have acceptance rates of < 50%
 - Affordability – only 6 have a net price of > \$20,000; 84% of students get financial aid
 - Wealthy base -23% have a household income > \$110,000
 - One in four students are foreign or out of state

Top Universities- Diversity Varies by Region



Source: National Center for Education Statistics

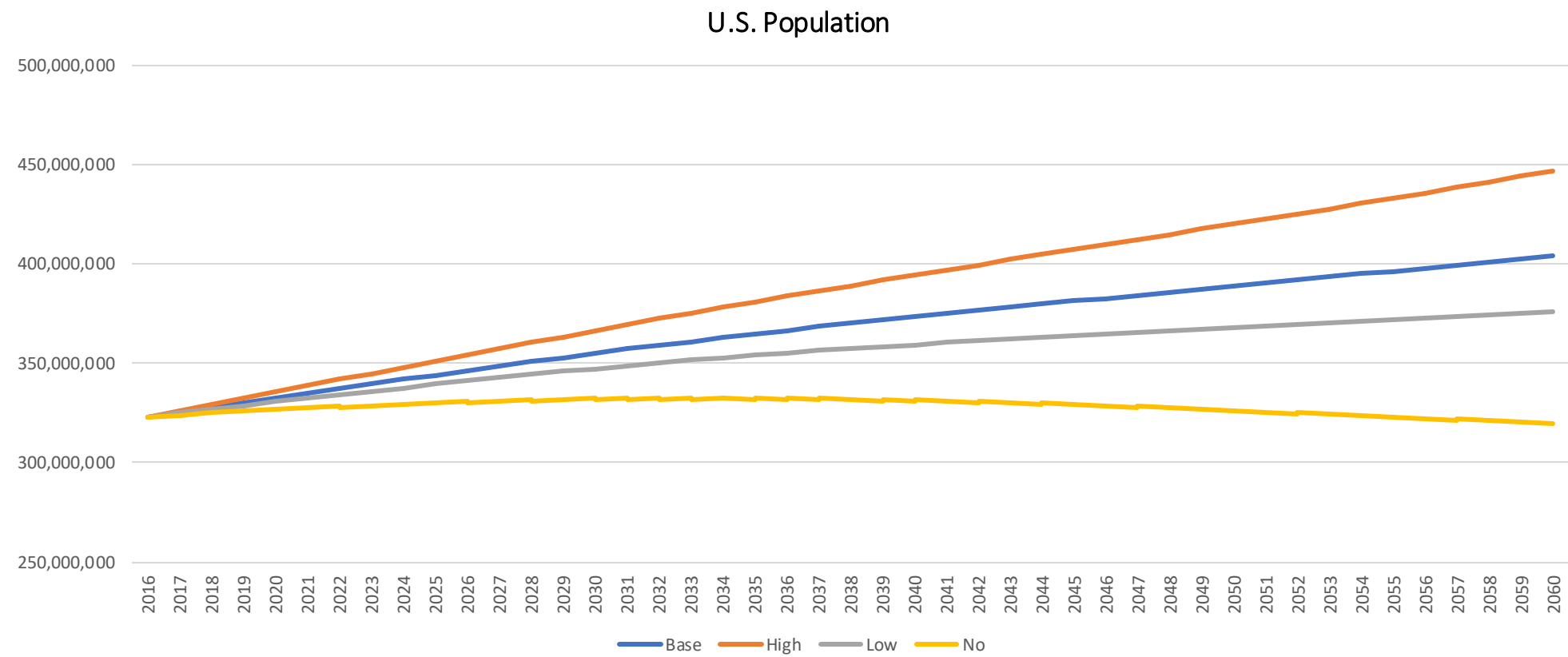
Top Growth Universities

School	State	Enrollment		
		2017 Enrollment	Change 2017-2010	Enrollment Growth 2017/2010
Univ TX - Rio Grande Vly - Brownsville	TN	11,587	12,659	83.1%
Arizona State University	AZ	80,364	21,993	37.7%
University of Texas at Dallas	TX	27,642	10,514	61.4%
Texas A&M University	TX	61,855	12,726	25.9%
Georgia Institute of Technology	GA	29,376	8,656	41.8%
Rowan University	NJ	18,484	7,184	63.6%
University of California - Irvine	CA	35,242	8,248	30.6%
University of Texas at Arlington	TX	41,712	8,737	26.5%
University of Southern California	CA	45,687	8,791	23.8%
Columbia University	NY	32,429	7,221	28.6%
Oregon State University	OR	30,896	7,135	30.0%
Florida International University	FL	51,137	8,850	20.9%
University of Arkansas	AR	27,558	6,153	28.7%
University of Central Florida	FL	65,698	9,463	16.8%
University of California - San Diego	CA	35,772	6,596	22.6%
Northern Arizona University	AZ	31,057	5,853	23.2%
California State Polytechnic - Pomona	CA	25,894	5,147	24.8%
New York University	NY	51,123	7,326	16.7%
Clemson University	SC	24,387	4,934	25.4%
California State University - San Marcos	CA	13,887	4,165	42.8%
University of Houston	TX	45,364	6,612	17.1%
University of California - Davis	CA	37,278	5,886	18.8%
University of California - Berkeley	CA	41,910	6,072	16.9%
University of North Georgia	GA	18,782	3,986	26.9%
University of South Carolina	SC	34,731	5,134	17.3%

School	State	Enrollment		
		2017 Enrollment	Change 2017-2010	Enrollment Growth 2017/2010
Texas Tech University	TX	36,996	5,359	16.9%
Tarleton State University	TX	13,019	3,679	39.4%
University of California - Los Angeles	CA	45,428	5,835	14.7%
Auburn University	AL	29,776	4,698	18.7%
University of Arizona	AZ	44,831	5,745	14.7%
Boise State University	ID	24,154	4,162	20.8%
University of Cincinnati	OH	37,204	4,921	15.2%
University of North Carolina - Charlotte	NC	29,317	4,254	17.0%
Savannah College of Art & Design	GA	13,697	3,377	32.7%
Washington State University	WA	30,614	4,306	16.4%
Kennesaw State University	GA	35,846	12,394	52.8%
Rutgers University - New Brunswick	NJ	49,577	10,665	27.4%
California State University - Los Angeles	CA	28,253	8,111	40.3%
University of Alabama	AL	38,563	8,436	28.0%
Iowa State University	IA	35,993	7,311	25.5%
University of Mississippi	MS	20,351	4,846	31.3%
Texas State University	TX	38,666	6,094	18.7%
University of Texas at Tyler	TX	10,400	3,924	60.6%
Old Dominion University	VA	24,375	4,470	22.5%
California State University - San Bernardino	CA	20,461	4,061	24.8%
California State University, East Bay	CA	16,538	3,649	28.3%
California State University - Fresno	CA	25,168	4,236	20.2%
University of Nevada - Reno	NV	21,657	3,978	22.5%
San Diego State University	CA	33,917	4,730	16.2%
California Polytechnic State University	CA	22,188	3,828	20.8%

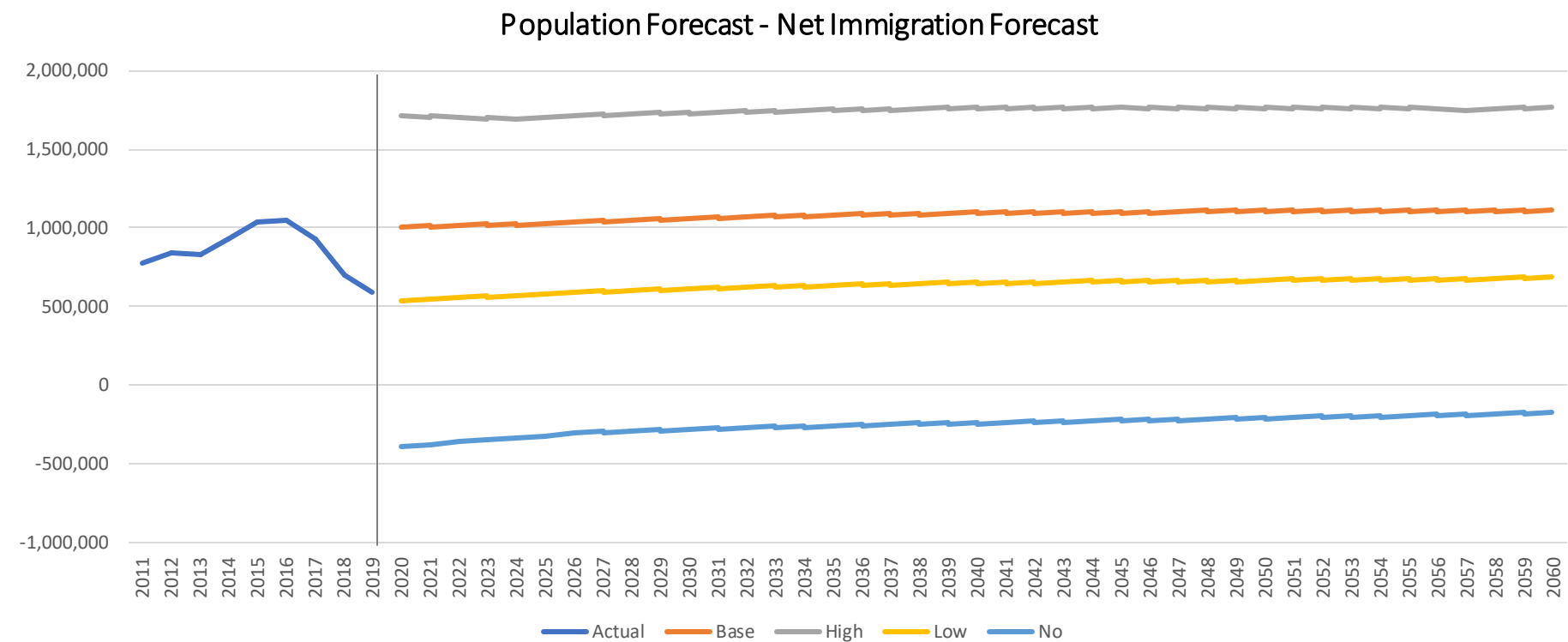
Source: National Center for Education Statistics

Forecasting Student Housing Demand: U.S. Population Forecast



Source: U.S. Census

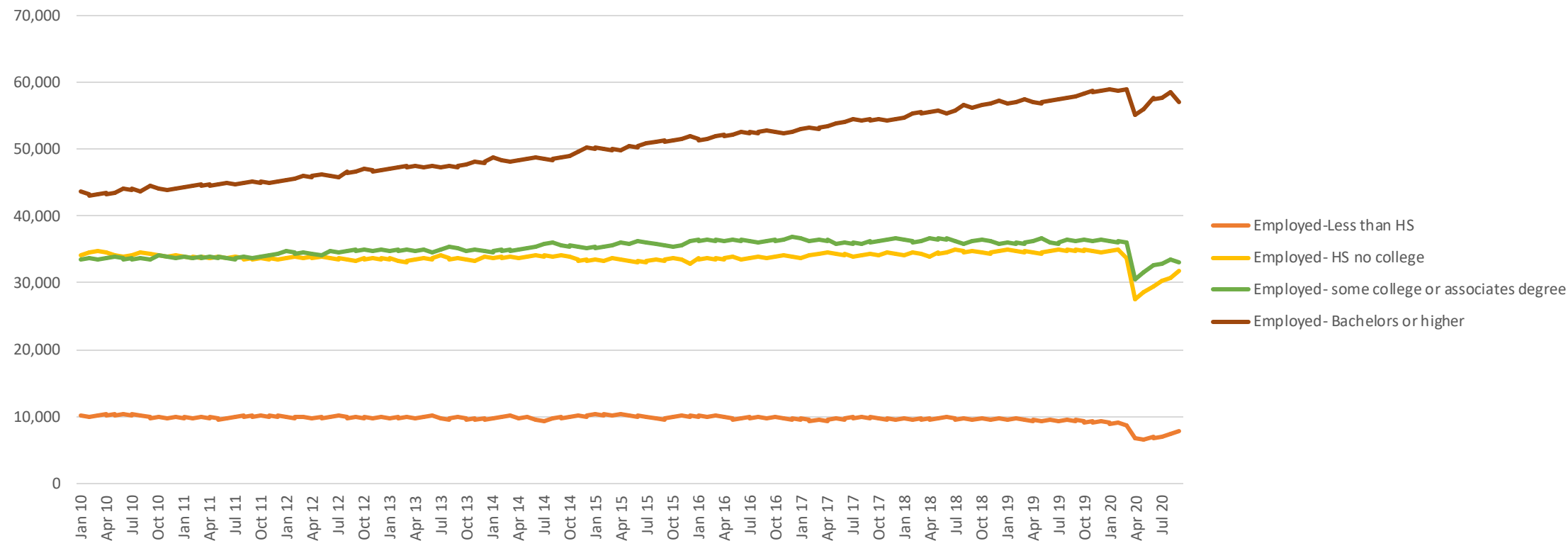
Population Growth Net Immigration Assumptions



Source: U.S. Census

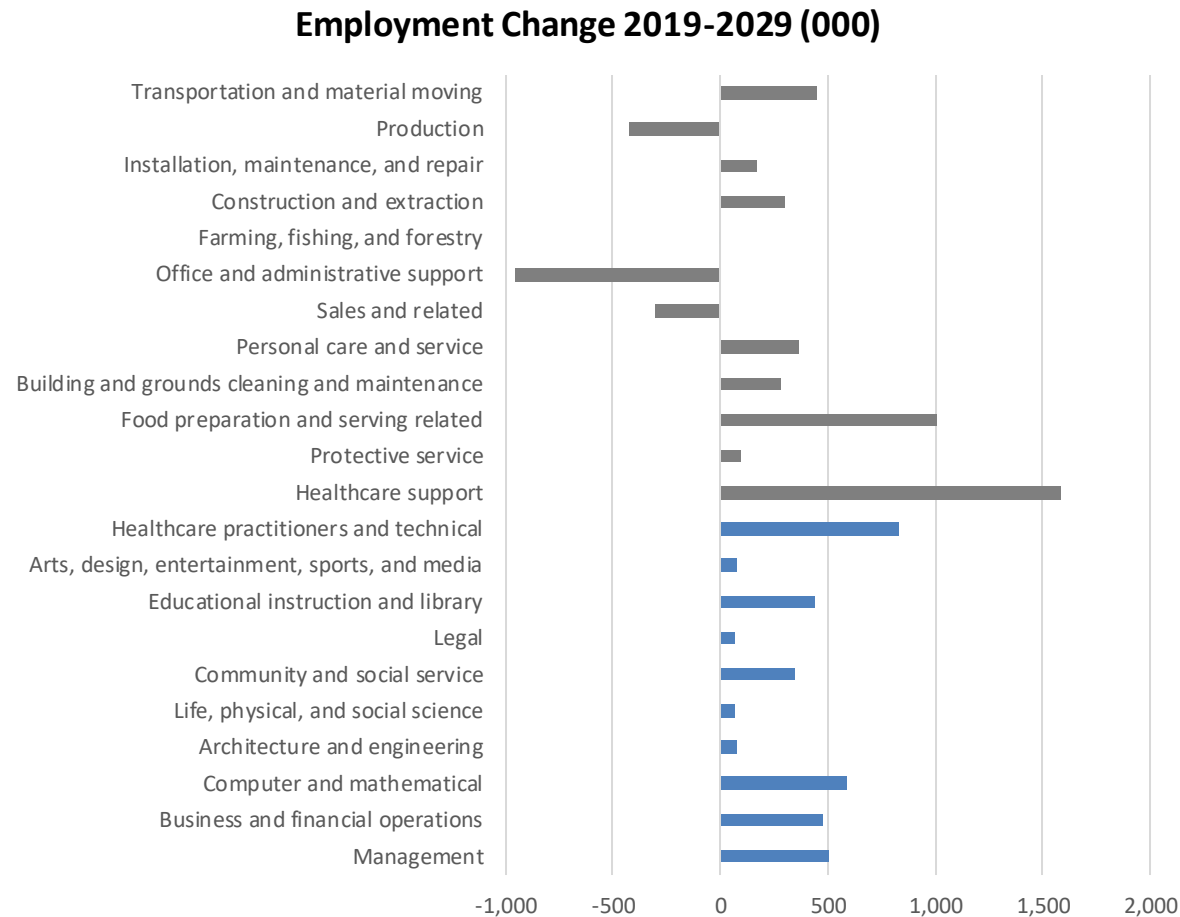
US Jobs Require a More Educated Population

Number Employed People



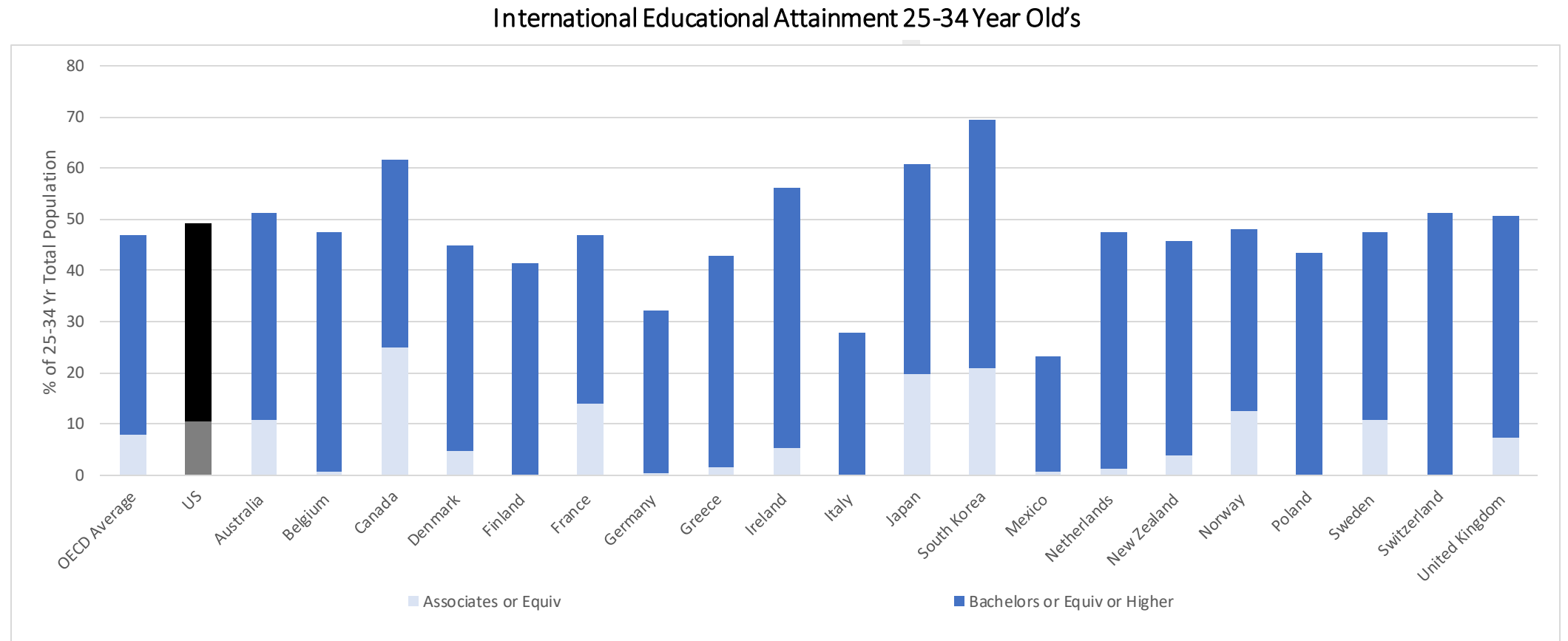
Source: BLS

The Majority of Forecast Employment Requires Post-Secondary Education



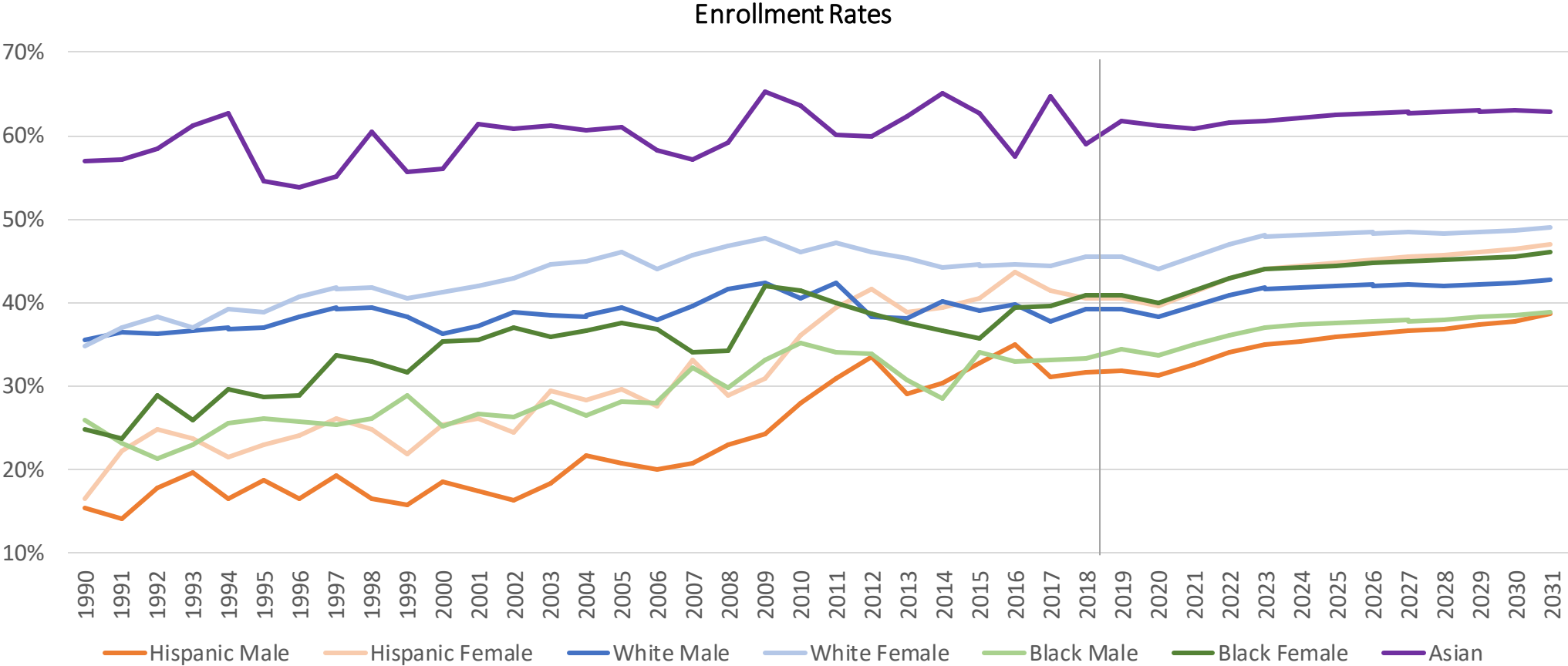
Source: BLS
Blue bars – majority of jobs require post-secondary education
Gray bars – majority of jobs do not require post secondary education

Precedent in Other Countries for Higher Educational Levels



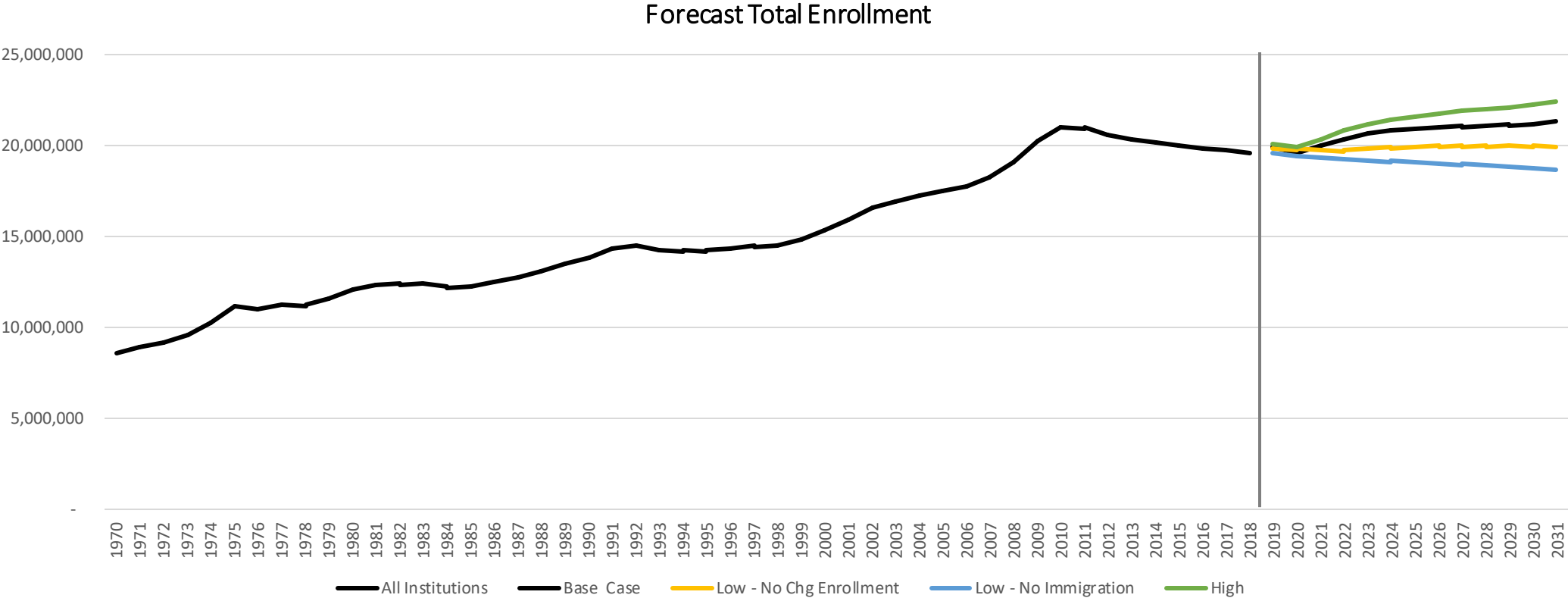
Source: National Center for Education Statistics.
Note that this data series has a high margin of error.

Minority Enrollment Rates Increase



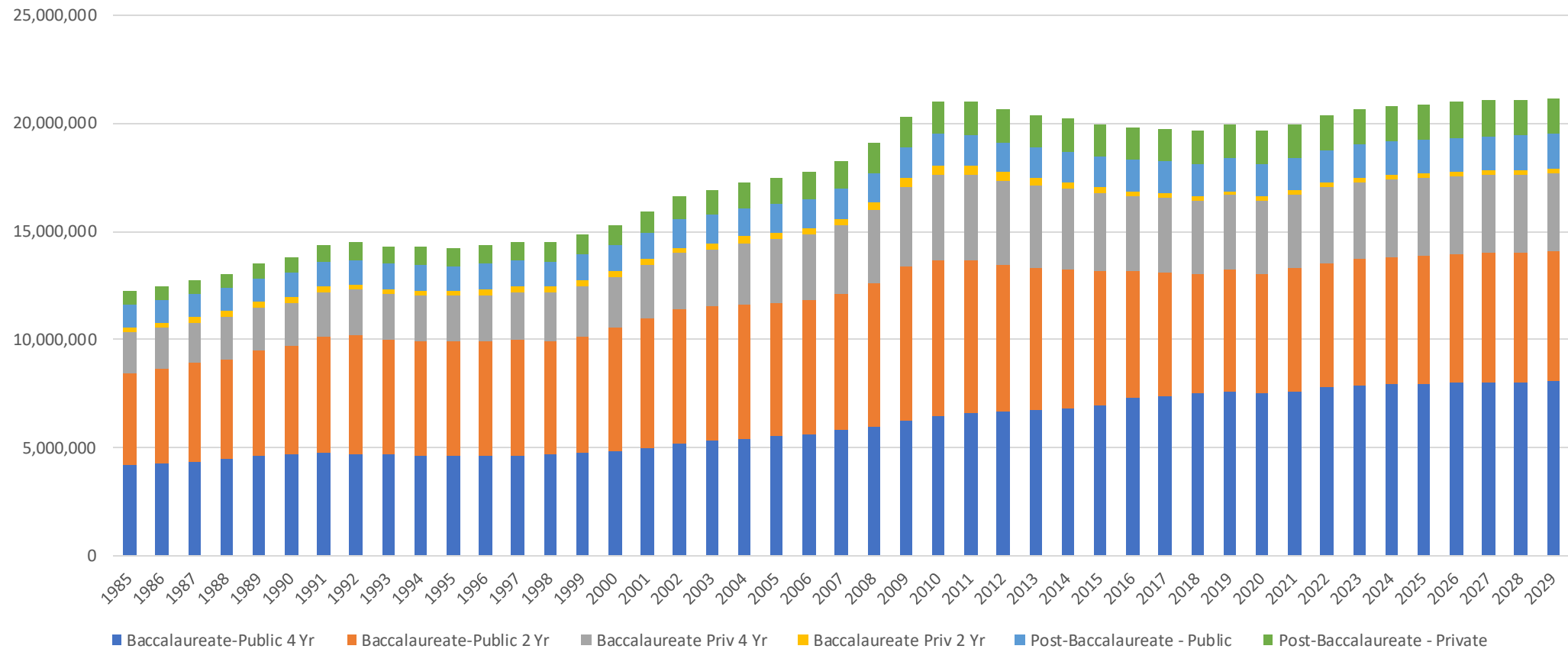
Source: NCES, U.S. Census and Eigen 10 Advisors

Forecast College Enrollment Scenarios



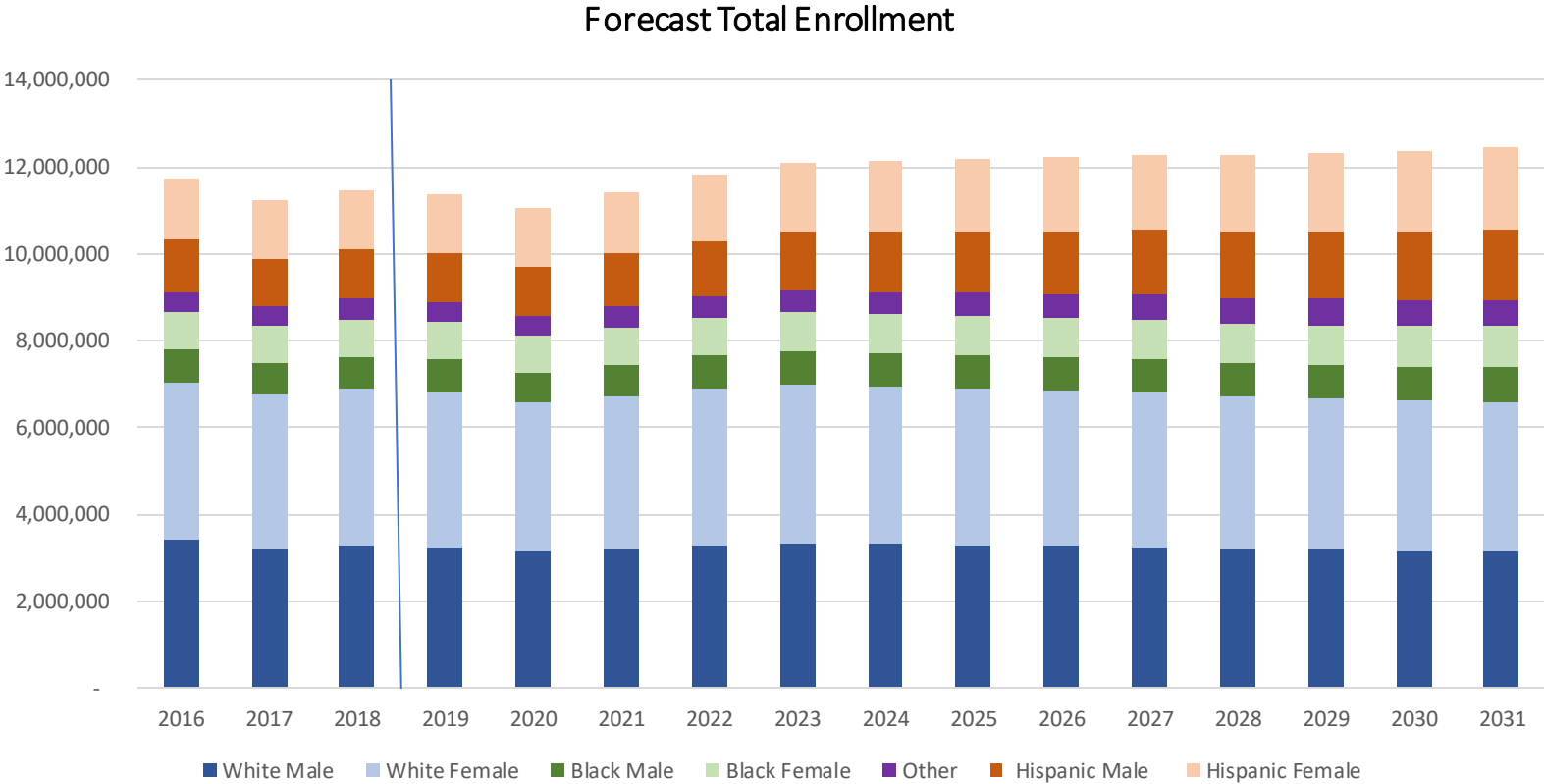
Source: NCES, U.S. Census and Eigen 10 Advisors

Enrollment Forecast By Institution Type



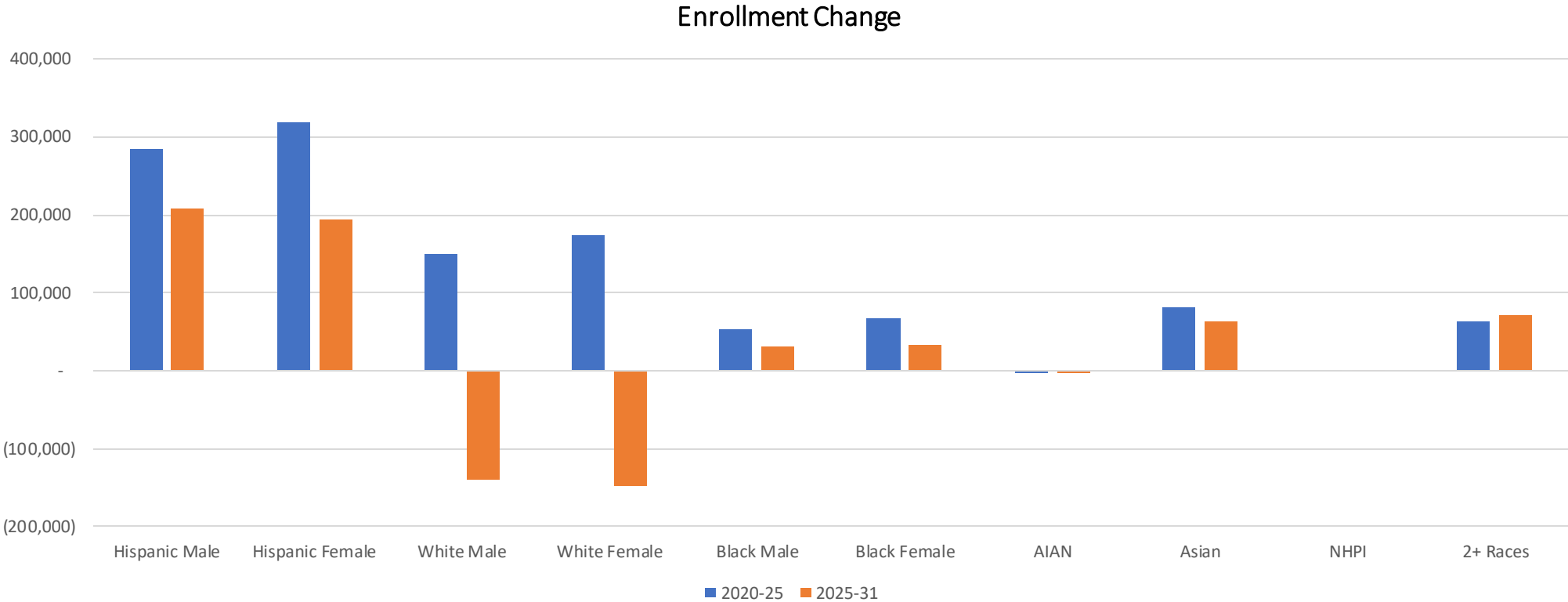
Source: National Center for Education Statistics, U.S. Census & Eigen10 Advisors

Forecast Enrollment by Race and Ethnicity



Source: NCES, U.S. Census and Eigen 10 Advisors

Enrollment Change By Ethnicity



Source: NCES, U.S. Census and Eigen 10 Advisors

Forecast Change In Demand For On and Off Campus Beds

Undergraduate Students 2019 Housing Estimates

	On Campus	Parents	Owned	Rented
Public 4 year	1,894,043	1,690,186	975,142	3,054,217
Public 2 year	80,528	2,203,815	808,978	2,533,778
Private 4 year	1,161,234	490,809	425,622	1,333,080
Private 2 year	906	51,750	35,899	112,439
< 2 year	-	-	-	-
Total	3,136,710	4,436,561	2,245,641	7,033,514
Total	16,884,833			

Source: Eigen 10 Advisors, NCES

Undergraduate Students 2031 Housing Estimates

	On Campus	Parents	Owned	Rented
Public 4 year	1,923,108	1,716,123	990,062	3,101,351
Public 2 year	81,705	2,236,004	820,787	2,571,099
Private 4 year	1,172,156	495,426	429,606	1,345,734
Private 2 year	914	52,220	36,223	113,469
< 2 year	-	-	-	-
Total	3,177,883	4,499,772	2,276,679	7,131,652
Total	17,117,986			

Graduate Students 2019 Housing Estimates

	On Campus	Parents	Owned	Rented
Public 4 year	93,174	123,230	507,466	778,183
Private 4 year	97,939	129,532	533,420	817,982
Total	191,113	252,762	1,040,887	1,596,165
Total	3,080,928			

Graduate Students 2031 Housing Estimates

	On Campus	Parents	Owned	Rented
Public 4 year	94,621	125,144	515,328	790,288
Private 4 year	99,358	131,409	541,129	829,854
Total	193,979	256,553	1,056,457	1,620,142
Total	3,127,131			

Source: National Center for Education Statistics, U.S. Census & Eigen10 Advisors

Forecast Change In Demand For On and Off Campus Beds

Undergraduate Students Change 2019-2031 Housing Estimates

	On Campus	Parents	Owned	Rented
Public 4 year	29,065	25,937	14,920	47,133
Public 2 year	1,176	32,189	11,809	37,320
Private 4 year	10,923	4,617	3,984	12,654
Private 2 year	8	469	324	1,030
< 2 year	-	-	-	-
Total	41,173	63,212	31,038	98,138
Total	233,560			

Graduate Students Change 2019-2031 Housing Estimates

	On Campus	Parents	Owned	Rented
Public 4 year	1,447	1,914	7,862	12,105
Private 4 year	1,419	1,877	7,708	11,872
Total	2,866	3,791	15,570	23,976
Total	46,203			

Source: National Center for Education Statistics & Eigen10 Advisors

Other Factors That May Increase Off Campus Housing Needs

- Real Estate as a Public Health Tool
 - Bed / Bath Parity More Attractive in Institutionally Built Off-Campus Units
 - Newer Units More Likely to Be Single Occupancy
 - Impacts both Non-Institutional Off-Campus Units as Well as University-Owned Housing
 - Impact on University Finances / Housing Affordability?
- Recession
 - Will Limit University Funding - Need for Public / Private Partnerships
 - Tuition Rates Likely to Rise, Watch Affordability
- Increase in Consolidation Among Universities – Watch University Business Model!
 - Increased Need for Institutional Underwriting / Strategy
- Majority of Student Housing is Still Not Institutionally Owned
- The Unknown: Impact of Covid and Distance Learning; International Students

For Further Questions

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Eigen10 Advisors, LLC provides commercial real estate consulting services in the areas of market analysis, capital formation and communications, asset and partner due diligence, portfolio strategy, implementation and reporting.

