



CSCDA
CALIFORNIA STATEWIDE COMMUNITIES
DEVELOPMENT AUTHORITY



**AGENDA OF THE
SPECIAL MEETING OF THE
CALIFORNIA STATEWIDE COMMUNITIES DEVELOPMENT AUTHORITY**

April 17, 2013

9:00 a.m.

**California State Association of Counties
1100 K Street
Sacramento, California**

City of Stanton
7800 Katella Avenue
Stanton, CA 90680

8765 Cooperston Way
Elk Grove, CA 95624

County of Monterey
168 West Alisal Street
Salinas, CA 93901

County of Yuba
915 8th Street, Suite 103
Marysville, CA 95901

- I. Call the Roll (alternates designate which member they are representing).
- II. Approve the Minutes of the April 11, 2013 Regular Meeting.
- III. Staff Updates.
- IV. Approve Consent Calendar.
- V. Discuss and approve in concept financing for San Diego State University student housing project.
- VI. Public Comment.
- VII. Adjourn.

This ___ page agenda was posted at 1100 K Street, Sacramento, California on _____, 2013 at __: __ m,
Signed _____. Please fax signed page to (925) 933-8457.



**CALIFORNIA STATEWIDE COMMUNITIES DEVELOPMENT AUTHORITY
CONSENT CALENDAR**

1. Induce the following projects:
 - a. Antelope Valley Apartment Associates, LP (Antelope Valley Apartments), City of Lancaster, County of Los Angeles; issue up to \$15,000,000 in multi-family housing debt obligations.

Wednesday, April 17, 2013

Note: Persons requiring disability-related modification or accommodation to participate in this public meeting should contact (925) 933-9229, extension 225.

Item II

Approve the Minutes of the April 11, 2013 Regular Meeting.

**REGULAR MEETING OF THE
CALIFORNIA STATEWIDE COMMUNITIES DEVELOPMENT AUTHORITY
(CSCDA)**

League of California Cities
1400 K Street, Sacramento, California

April 11, 2013

MINUTES

Commission Chair Larry Combs called the meeting to order at 10:02 AM.

I. Roll Call

Commission members present: Larry Combs and Dwight Stenbakken.
Commission members participating by conference telephone: Irwin Bornstein, Dan Mierzwa, Kevin O'Rourke and Tim Snellings. Alternate Commissioner Ron Holly participated by conference phone representing Commissioner Terry Schutten.

Others present: James Hamill, CSCDA staff; Chris McKenzie, Dan Harrison and Perry Stottlemeyer, League of California Cities; Nancy Parrish, CSAC Finance Corp.; and Mark Paxson, State Treasurer's Office. Others participating by conference telephone: Greg Stepanicich, Richards Watson & Gershon; Scott Carper and Caitlin Lancot, CSCDA Staff; Bob Williams, RBC Capital Markets; and Justin Cooper, Orrick Herrington & Sutcliffe;

II. Approval of Minutes

The commission approved the minutes of the meeting held March 28, 2013.

Motion by Mierzwa; second by Stenbakken; unanimously approved by roll-call vote.

III. Staff Updates

James Hamill reported that the CaliforniaFIRST program is moving forward with an issuance this summer for commercial and industrial properties. Additional jurisdictions indicate an interest in participating in subsequent issues. A thorough update will be provided to the commission in a coming meeting.

Later in the meeting, James Hamill reported that RFPs are "on the street" for both bond counsel and auditor.

IV. Approval of Consent Calendar

The commission approved by consent the following invoices for payment:

- A. BLX Invoice #41987-401/040413
- B. BLX Invoice #41987-520/040413
- C. BLX Invoice #41987-597/040413
- D. BLX Invoice #41987-768/040413
- E. BLX Invoice #41987-847/040413
- F. BLX Invoice #41987-916/100412
- G. BLX Invoice #41987-916/040413
- H. BLX Invoice #41987-1007/040413
- I. BLX Invoice #41987-1255/040413
- J. BLX Invoice #41987-1400/040413

Motion by Mierzwa; second by O'Rourke; unanimously approved by roll-call vote.

V. Financing Approval

The commission approved the financing; all necessary actions; the execution and delivery of all necessary documents; and authorized any member to sign all necessary financing documents for the following projects:

- A. French American International School, City and County of San Francisco; up to \$6,500,000 in 501(C)(3) non-profit obligations.

Motion by Mierzwa; second by O'Rourke; unanimously approved by roll-call vote.

- B. Huntington Park 607, LP (Huntington Plaza Apartments), City of Huntington Park, County of Los Angeles; up to \$11,750,000 in multi-family housing revenue notes.

Motion by Holly; second by O'Rourke; unanimously approved by roll-call vote.

- C. San Dimas Community Partners, LP (Voorhis Village Apartments), City of San Dimas, County of Los Angeles; up to 9,500,000 in multi-family housing revenue notes.

Motion by Stenbakken; second by Bornstein; unanimously approved by roll-call vote.

VI. Conflict Waiver for Richards Watson & Gershon

The commission approved execution of a conflict waiver regarding representation of the City of Hanford as bond counsel for a proposed refunding of Authority bonds and delegated to CSCDA staff the authority to sign the acknowledgement letter. Greg Stepanicich, CSCDA general counsel, recused himself from discussion of this item.

Motion by O'Rourke; second by Mierzwa; unanimously approved by roll-call vote.

VII. San Diego State University Student Housing

Consideration of this item was delayed until a special meeting to be held Wednesday, April 17, 9:00 AM, at the CSAC office.

VIII. City of Stockton Assessment Districts and Community Facilities District

The commission approved a request from the City of Stockton to consider refinancing certain assessment districts and a community facilities district. The matter will be brought back to the commission for future consideration.

Motion by Mierzwa; second by Snelling; approved. Voting Aye: Bornstein, Combs, Mierzwa, Snellings, Stenbakken and Holly. Voting No: None. Abstaining: O'Rourke.

IX. Recommendations from the Professional Services *Ad Hoc* Committee

The commission approved the following recommendations presented by the Professional Services *Ad Hoc* Committee:

- A. The issuance of written notice to HB Capital by no later than April 30, 2013 that CSCDA does not desire to renew the contract with HB Capital.
- B. The appointment by the Chair of a new *ad hoc* committee, called the Program Manager *Ad Hoc* Committee, to prepare a draft RFP for program manager services.
- C. The draft RFP for program manager services shall be reviewed and approved by the commission prior to issuance.
- D. The Program Manager *Ad Hoc* Committee shall review the proposals received in response to the RFP and make recommendations on the proposals to the commission.

Motion by Stenbakken; second by Snelling; unanimously approved by roll-call vote.

X. Public Comments. There were none.

XI. Adjournment

Commission Chair Larry Combs adjourned the meeting at 10:35 AM.

Submitted by: Daniel B. Harrison, Assistant to the Secretary

*The next special meeting of the commission is scheduled for
Tuesday, April 17, at 9:00 AM
in the CSAC Office at 1100 K Street, Sacramento, CA.*

*The next regular meeting of the commission is scheduled for
Thursday, April 25, at 10:00 a.m.
in the CSAC Office at 1100 K Street, Sacramento, CA.*

Item IV

Approve Consent Calendar

1. Induce the following projects:
 - a. Antelope Valley Apartment Associates, LP (Antelope Valley Apartments), City of Lancaster, County of Los Angeles; issue up to \$15,000,000 in multi-family housing debt obligations.



Building Communities, Investing in Local Government Since 1988

Housing Bond Application

APPLICANT INFORMATION

Application Number: **2013049**
Name of Developer: **DeSola Development Associates, LLC**
Primary Contact: **Greg Smith**
Title: **Acquisitions and Finance Manager**
Address: **19800 MacArthur Blvd., Suite 300
Irvine, CA 92612**
Telephone Number: **(949) 440-2330 Ext. 102**
Fax Number: **NA**
E-mail: **gsmith@desoladev.com**

BORROWER DESCRIPTION

Type of Entity: ☐ For-profit Corporation ☐ Non-profit Corporation
☐ Municipality ☒ Partnership
☐ Other (specify): _____

For Non-profits only: Will you be applying for State Volume Cap? **No**

Name of Borrowing Entity: **Antelope Valley Apartment Associates, L.P.**

Date Established: **TBD**

Number of Multi-Family Housing Projects Completed in the Last 10 Years: **5**

Number of Low Income Multi-Family Housing Projects Completed in the Last 10 Years: **5**

PRINCIPAL FINANCE TEAM INFORMATION

UNDERWRITER/PLACEMENT AGENT

Firm: **1410 Partners, LLC**

Contact: **John McAlister**

Address: **500 N. First Avenue, Suite 4
Arcadia, CA 91006**

Telephone: **(626) 446-6864**

Fax: **NA**

E-mail: **jmc alister@1410partners.com**

BOND COUNSEL

Firm: **Orrick Herrington & Sutcliffe LLP**

Contact: **Justin Cooper**

Address: **The Orrick Building 405 Howard Street
San Francisco, CA 94105**

Telephone: **(415) 773-5908**

Fax: **(415) 773-5759**

E-mail: **jcooper@orrick.com**

Application Number: **2013049 - Antelope Valley Apartments**

Name of Borrower: **DeSola Development Associates, LLC**

PROJECT DESCRIPTION

Current Project Name: **Antelope Valley Apartments**

New Project Name:

Project Street Address: **3107 W Avenue K4**

City: **Lancaster** State: **CA** Zip Code: **93536**

County: **Los Angeles**

Is Project located in unincorporated part of the County? **No**

Total Number of Units: Market: **2** Restricted: **118** Total Units: **120**

Lot Size: **8.83 acres**

Amenities: **Detail will be provided in the CDLAC application. Note: the 2 manager units are shown above as market units (there is no other space to list manager units).**

Type of Construction (i.e., Wood Frame, 2 Story, 10 Buildings): **Wood Frame, 2-story, 16 Residential Buildings Plus 1 Building For Leasing Office. More Detail Will Be Provided In The Cdlac Application.**

Type of Housing: ☐ New Construction ☒ Family
☒ Acq/Rehab ☐ Senior Is this an Assisted Living Facility? _____

City or county contact information:

Contact Name: _____

Title: _____

Phone Number: _____ Ext. _____

Fax Number: _____

E-mail: _____

PUBLIC BENEFIT

Percentage of Units in Low Income Housing: **100%**

Percentage of Area Median Income(AMI) for Low Income Housing Units: **10% at 50%, 90% at 60%**

Total Number of Management Units: **2**

Unit Size	% AMI	# of Restricted Units	Restricted Rent	Market Rent	Expected Savings
2 Bedrooms	50	10	\$932	\$1,200	\$268
2 Bedrooms	60	96	\$1,015	\$1,200	\$185
3 Bedrooms	50	2	\$1,076	\$1,400	\$324
3 Bedrooms	60	10	\$1,165	\$1,400	\$235

Remarks: **The 2 manager units will be three-bedroom units. There are 118 affordable units and 2 manager units for a total of 120 units.**

OTHER PUBLIC BENEFIT**SERVICES PROVIDED**

- ☐ High-speed internet service in each affordable unit of an on-going nature for a minimum of 10 years.
- ☐ After school program of an on going nature for the minimum of 10 years.
- ☐ Educational classes (which are not the same as the after school program) for a minimum of 10 years.
- ☐ Licensed childcare providing 20 hours or more per week(Monday through Friday) to residents of the development.
- ☐ Contract for services, such as assistance with the daily living activities, or provision of senior counseling services.

ENVIRONMENT**Energy**Does the facility exceed Title 24 Standards? ☐ Yes ☐ No ☒ N/A

If Yes, by what percent? _____%

Does the facility have solar(PV) panels? ☐ Yes ☐ No ☒ N/A

If Yes, what is the size in kWh? _____

Does the facility purchase carbon credits? ☐ Yes ☐ No ☒ N/A

If Yes, what is the annual consumption? _____

Water

Does the facility provide any of the following:

Efficient Toilets? ☐ Yes ☐ No ☒ N/AWater-saving showerheads? ☐ Yes ☐ No ☒ N/ADrought tolerant landscaping? ☐ Yes ☐ No ☒ N/A

Other, specify: _____

TransportationDoes the entity provide carpooling or mass-transit subsidies? ☐ Yes ☐ No ☒ N/ADoes the entity maintain a fuel efficient fleet? ☐ Yes ☐ No ☒ N/A**Waste**Does the project provide recycling facilities? ☐ Yes ☐ No ☒ N/A**WORKFORCE****Employment Creation**

Job Type/Description	During Construction	Post Construction
<u>Property management</u>	<u>3</u>	<u>3</u>
<u>Construction jobs</u>	<u>10</u>	<u>0</u>

GOVERNMENTAL INFORMATION

Congressional District #	State Senate District #	State Assembly District #
<u>23</u>	<u>21</u>	<u>36</u>

Application Number: **2013049 - Antelope Valley Apartments**

Name of Borrower: **DeSola Development Associates, LLC**

FINANCING STRUCTURE

Type of Financing: ☒ Public Sale ☐ Private Placement ☐ Refunding

For Refundings only: Will you be applying for State Volume Cap? **No**

For Refundings only: Is this a transfer of property to a new owner? _____

Maturity: **2 Years**

Interest Rate Mode: ☐ Fixed ☒ Variable

CONSTRUCTION FINANCING:

Credit Enhancement: ☐ None ☐ Letter of Credit
☐ FNMA(Fannie Mae) ☐ Freddie Mac
☐ Bond Insurance ☒ Other (specify): **AAA rated bonds collateralized by reserves**

Name of Credit Enhancement Provider or Private Placement Purchaser: **1410 Partners, LLC will serve as the bond underwriter**

PERMANENT FINANCING:

Credit Enhancement: ☒ None ☐ Letter of Credit
☐ FNMA(Fannie Mae) ☐ Freddie Mac
☐ Bond Insurance ☐ Other (specify): _____

Name of Credit Enhancement Provider or Private Placement Purchaser: **A conventional 223(f) FHA loan will serve as the permanent loan Bond**

Expected Rating: ☐ Unrated ☒ S & P **AAA**
☐ Moody's _____ ☐ Fitch _____

Projected State Allocation Pool: ☒ General ☐ Mixed Income ☐ Rural

Will the project use Tax-Credit as a source of funding?: **Yes**

SOURCES & USES

CONSTRUCTION SOURCES

Tax-Exempt Bond Proceeds:	\$14,000,000
Taxable Bond Proceeds:	
Tax Credits:	\$3,428,469
Developer Equity:	
Other Funds(Describe):	
Deferred Developer Fee	\$1,639,903
_____	_____
_____	_____
_____	_____
_____	_____
TOTAL:	\$19,068,372

USES

Land Acquisition:	\$2,640,000
Building Acquisition:	\$8,360,000
Construction or Remodel:	\$2,600,000
Cost of Issuance:	\$214,247
Capitalized Interest:	\$573,557
Reserves:	\$641,876
Other Funds(Describe):	
Developer Fee	\$1,908,810
Construction Contingency	\$296,400
Contractor profit, overhead, and GR	\$364,000
FHA Fees	\$605,000
Other Soft Costs	\$864,482
TOTAL:	\$19,068,372

Application Number: **2013049 - Antelope Valley Apartments**

Name of Borrower: **DeSola Development Associates, LLC**

PRINCIPAL FINANCE TEAM INFORMATION (continued)

FINANCIAL ADVISOR	REBATE ANALYST
Firm: Horizon Development Consulting, LLC	Firm: TBD
Contact: Keith Stanley	Contact:
Address: 2030 Main Street, Suite 1300 Irvine, CA 92614	Address:
Telephone: (949) 260-4998	Telephone:
Fax: (949) 260-4994	Fax:
E-mail: keith.stanley@horizondev.com	E-mail:

ADDITIONAL REQUIREMENT

Please provide the following as an additional attachment:

<u>Attachment</u>	<u>Description of Information</u>
-------------------	-----------------------------------

A	\$5,000 non-refundable* issuance fee deposit payable to "California Communities."
---	---

*Refundable only if financing not approved.

MAILING ADDRESS

California Communities®
2999 Oak Road, Suite 710
Walnut Creek, CA 94597

Item V

Discuss and approve in concept financing for San Diego State University student housing project.

SUMMARY AND APPROVALS

PROJECT: SAN DIEGO STATE UNIVERSITY STUDENT HOUSING PROJECT
PRIMARY ACTIVITY: STUDENT HOUSING

Background:

Village Lindo Paseo LLC (“VLP”) has developed a LEED Silver certified, 384 bed student housing project (the “Project”) adjacent to the San Diego State University (“SDSU”) campus. The Project is not yet occupied and the first students would occupy the facility in the fall of 2013. Attached is a market study which outlines and shows the current demand for student housing in the SDSU area. (Attachment 1)

VLP will sell the existing land and improvements to CSCDA. The purchase price for the land and the improvements is estimated to be \$63,000,000 subject to validation from a reputable appraiser/valuation firm. \$50,000,000 of the purchase price will be funded through the sale of tax-exempt bonds (the “Bonds”), with the remaining \$13,000,000 provided through a subordinated note (the “Sub-Note”) retained by the seller bearing tax-exempt interest at a rate estimated around 7%. The Sub-Note will be payable only out of a portion of available cash flow, and will be subordinated to the Bonds.

At closing, title to the ground (the “Ground”), but not the improvements, will be transferred to SDSU, which will simultaneously enter into a 40 year Ground Lease with CSCDA. Title to the improvements will be held by CSCDA, and at the expiration of the Ground Lease title to the improvements will be reverted to SDSU.

Before the CSCDA Commission today is the approval in concept of the financing. This proposed project involves the ownership of improvements which has not been the case with the typical conduit financing transactions that the Commission reviews. Thus, the Commission will be making a policy/business judgment as to whether to participate in this type of financing structure.

Early in CSCDA’s history and into the mid 1990’s, before the joint powers authority law was changed to permit loans and bonds instead of installment sales or leases and certificates of participation, CSCDA regularly took ownership of projects by installment purchases/sale or lease/leaseback. However, except for the SMUD Gas Prepay transaction in 2010, in where CSCDA took ownership of the gas at the wellhead until SMUD took possession, the last time CSCDA took an ownership interest in a project(s) was in the late 1990’s for waste disposal trucks for Waste Management, therefore an updated review is necessary. Final approval will be brought back to this Commission at a later date when all major documents have been prepared.

Role of CSCDA

CSCDA will be the owner of the Project and a 40 year ground lease with the purchase price being funded by the Bonds and the Sub-Note to the seller. CSCDA would contract out management of the Project to Campus Advantage, a third party company (unrelated to any of the other parties) who specializes in student housing management and operations. Campus Advantage owns or operates 48 student housing properties with over 25,000 beds.

An insurance consultant, probably Marsh, would be hired to develop an insurance package to address the liability risks related to the ownership of the housing by CSCDA. The contract with Campus Advantage

would provide that the management company has no recourse against CSCDA for any operational liabilities. Selected review of Campus Advantage (for example of budgets and insurance) will be carried out by the BLX Group.

The reason CSCDA is being requested to act in this role is based upon the following:

- Allow SDSU to provide student housing without itself having to undertake construction, management, operation or financing, and without taking on any obligations on its balance sheet or counting against its credit profile for rating purposes, thereby saving scarce debt capacity.
- The financing can be arranged without the need to create a nonprofit corporation to act as a borrower, which (depending on SDSU's relationship to the nonprofit) could affect the off balance sheet and off credit treatment of the financing and cost of estimated \$50,000 and take six months or longer to obtain a 501(c)(3) determination from the IRS.
- The tax rules are less restrictive for bonds issued for projects owned by a public entity (governmental bonds) than bonds issued for projects owned by a nonprofit corporation (private activity bonds).

CSCDA would engage its own real estate counsel and staff would recommend an additional review by CSCDA's General Counsel and Issuer Counsel to ensure that the real estate and tort liability issues raised by the ownership of housing are adequately addressed by the program documents.

The Bonds and Subordinate Note

The Bonds will be unrated and unenhanced fixed-rate bonds with a term of 30 years. They are expected to bear an interest rate around 5% per annum. The Bonds will be secured by a revenue pledge and a mortgage on the land and improvements. Guggenheim Securities will be the underwriter.

The Sub-Note taken by the Seller as part of the purchase price and will be payable out of available cash flow after debt service on the Bonds, and based upon the following waterfall application:

Waterfall:

Student rental payments are to be deposited directly with the Trustee (or lock box) and applied as follows:

- Budgeted annual operating expenses (including trustee, CSCDA annual fee, building manager);
- Senior debt service (the Bonds)
- Reserve for repairs and replacements
- Unexpected expenses;
- Subordinate debt service (Sub-Note); and
- Rental payments to SDSU under the ground lease.

The Ground Lease and Lease

At closing, CSCDA will convey the ground to SDSU and simultaneously enter into a 40 year leaseback with CSCDA. The rent will be subject to the waterfall as outlined above. In consideration for the conveyance, and the rights to payments, SDSU will agree to certain terms in the lease affiliating SDSU with the Project such as affirmative obligations to include the property in SDSU student housing inventory, to provide security for the facility, and to provide and make available services and opportunities to student occupants that are at least equal to those provided under property directly owned and/or operated by SDSU.

The Parties

<i>Seller:</i>	Village Lindo Paseo LLC
<i>Buyer:</i>	CSCDA
<i>Issuer of Bonds</i>	
<i>And Sub-Note:</i>	CSCDA

Owner/Lessor of Ground or Ground

<i>Lease:</i>	San Diego State University
<i>Underwriter:</i>	Guggenheim Securities
<i>Underwriters Counsel:</i>	DLA Piper
<i>Manager/Operator:</i>	Campus Advantage
<i>Management Review</i>	BLX
<i>Real Estate Consultant:</i>	DAMG
<i>Financial Consultant:</i>	BLX
<i>Bond Counsel:</i>	Orrick, Herrington & Sutcliffe LLP
<i>CSCDA General Counsel:</i>	Richards, Watson & Gershon
<i>Real Estate Counsel:</i>	Hecht Solberg & Robinson
<i>Insurance Consultant:</i>	Marsh or AON
<i>Appraisal:</i>	Cushman & Wakefield

Discussion:

The proposed financing allows SDSU to contract with a private company for the provisions of services, student housing, which is not part of its core academic mission. This model has been used by universities to enhance the delivery of services such as vending operations, garbage services, and bookstore operations and is increasingly popular for student housing. Instead of relying on a direct subsidization for these services, SDSU can lower costs and improve services using the expertise and personnel of the private sector, and avoid using scarce debt capacity.

CSCDA staff has been approached by other finance teams to assist cities and counties with similar financing models which may pose a broader application of this model that is outlined and established here to assist CSCDA's members.

Approvals:

Staff would recommend proceeding with the initial steps of this financing and working closely with Bond Counsel; Orrick, Herrington & Sutcliffe and CSCDA General Counsel; Richards, Watson Gershon to ensure that CSCDA is protected to the fullest extent possible. Furthermore Staff and Bond Counsel shall report back to the Commission on a regular basis on the progress and developments of the financing.



Market Analysis and Project Feasibility Study Update

Suites on Paseo

San Diego State University

San Diego, CA

April 2013

Campus Advantage

110 Wild Basin Road, Suite 365
Austin, TX 78746

Phone: 512-472-6222
Fax: 512-472-0982
www.campusadv.com



ca
CAMPUS
ADVANTAGE

Table of Contents

Market Analysis and Project Feasibility Study Update

San Diego State University

Section I	Executive Summary
Section II	San Diego, CA Market Analysis <ul style="list-style-type: none">▪ Project Description▪ University Overview & Trends▪ Market Analysis▪ Summary and Recommendations
Section III	Map and Summary of Comparisons
Section IV	Market Rate Comparisons
Section V	Comparable Properties
Section VI	Statement of Qualifications
Appendix A:	San Diego State University Map
Appendix B:	Comprehensive Enrollment Summary
Appendix C:	Additional On-Campus Housing Information 2012
Appendix D:	63rd and El Cajon Development
Appendix E:	State & County K-12 Enrollment Projections
Appendix F:	Market Study Standard Conditions

Executive Summary

PROJECT DESCRIPTION

Subject Property: New Community at San Diego State University
 Location: San Diego, CA
 Description: New Student Housing Development
 Developer: DEP Developers, LLC (Dale Walker, A. Erich Aragon* and Paul Denyer)
**Aragon was the owner/developer of Aztec Corner*

Date of survey: Original: September 2009
 Updated: April 2013

MARKET ANALYSIS SUMMARY

Number of properties surveyed: 11 Off-campus properties
 On-Campus Housing

List of References used for the Study: San Diego State University Officials
 City of San Diego Planning Officials
 Apartment Management Staff
 San Diego State University Students

SUMMARY OF FINDINGS

Campus Advantage was engaged in April 2013 to perform an update to a September 2009 analysis of the San Diego State University housing market. The focus of the analysis was to determine whether a sufficient market exists for a new off-campus residence hall project adjacent to the University, and if the market conditions support the investment required to develop such product. Through research and conversations with the above references, Campus Advantage concluded that the proposed project appears viable with a likelihood of success, given the current market conditions.

In fall 2012, SDSU had a total enrollment of 30,843. Cuts in the state budget were mostly responsible for the 11.6% decline in student population since 2008 at SDSU. However, enrollment has been on the rebound since 2010, and the University's Office of Analytical Studies and Institutional Research expects no more decreases. Enrollment is expected to stay stable for coming years, and at almost 31,000 students, this student body represents a robust campus. In 2012, 84% of the total population or 25,982 students, were undergraduates, and of those students, 89% or 23,021 were enrolled full-time. 91% of undergraduates are from California, and 44% of the first-time freshmen are from the local area, down from 54% in 2008. This represents a growing number of non-commuter students. The growing number of non-commuter students can be attributed to and increase in out-of-state and international students. This number may continue to grow.

SDSU requires all freshmen whose residency is outside of the defined service area to live in on-campus housing and currently houses approximately 3,163 students. Residence halls range from offering community and suite-style baths to apartments. The on-campus housing has a capacity to house 12.2% of undergraduate students and 10.3% of the total population, which is significantly less than the national average of 25%.

Executive Summary

The University currently has plans to add a new high-rise residence hall containing 600 beds, with construction beginning in 2014. Additionally, SDSU has future plans for a new development, Plaza Linda Verde, which is currently planned to have both retail and residential, housing up to 1,200 students in two phases. These new developments will bring on-campus totals to 4,963, which accounts for 19.1% of undergraduate population and 16.1% of total enrollment, still below the national average.

Current properties within the market are experiencing high occupancies. The average occupancy of the ten off-campus properties surveyed is 97%. Before 2010, the majority of the market consisted of older properties that offered limited amenities. Since then, over 2,000 beds of modern student housing have been built within one half mile of the campus. These properties include Fifty Twenty-Five, Sterling Alvarado, Granada on Hardy and Paseo Place, which all offer amenities such as pools, fitness centers and club houses, as well as fully furnished apartments, utility inclusions and residence life programming. There are two properties currently under development that will open in Fall 2013: Suites on Paseo (the Subject Site) and Zuma. These communities will add another 480 beds to the off-campus market; however, Suites on Paseo will be a private residence hall with food service, offering a different product type.

SDSU Market Assumptions:

Pros

- High occupancies in the off-campus market
- High rental rates in the off-campus market
- On-campus housing has a capacity to house 12.2% of undergraduate students and 10.3% of the total population, which is significantly less than the national average of 25%. Even with the addition of 1,800 beds the university currently has planned, on-campus capacity is still below the national average.
- 44% of the first-time freshmen are from the local area, down from 54% in 2008. This represents a growing number of non-commuter students.
- Prime Location, walkable to Campus
- Renewable Near-Campus Housing Partnership Agreement "Live at SDSU"
- Secure assigned parking

Cons

- 11.6% decline in enrollment over past 5 years. Future enrollment growth is planned as stagnant.
- On-campus development pipeline: A 600 bed high-rise residence hall on the west side of campus is in the planning stages with construction to start in 2014. Another development, Plaza Linda Verde will break ground in 2014 or 2015 and will include ground floor retail with four floors of student housing, containing up to 1,200 beds.
- Off-campus development pipeline: two new developments (480 beds) opening Fall 2013, a mixed-use development consisting of 312 units / 1,300 beds with 4,000 square feet of retail in the preliminary stages of construction, as well as a second phase of Sterling Alvarado
 - Since 2010, over 2,000 beds of modern student housing have been built within one half mile of the campus
- Late lease-up market and high delinquency rates due to large international population
- High percentage of students from the service area limit off-campus housing needs
- High concession market

Based upon the SDSU market conditions & a review of the program for the new building, the following summarizations have been made:

Executive Summary

- **Desirable Location Close to Campus**
 - The majority of off-campus housing options in the SDSU campus are not within walking distance of the campus. The proximity of the subject site and the ability for residents to walk to campus will be a strong draw to prospective residents.
- **Top Quality Food Service**
 - On-campus dining and meal programs are limited and offer little diversity of choices according to independent research by specialty food consultants. Approximately 80% of the dining choices on campus are provided by third-party retail vendors that have static menus. Due to limited dining opportunities in the area around SDSU the location of Suites on Paseo offers the opportunity to provide meal plans to residents of the surrounding area. The project will offer innovative meal options on-site and will be an attraction to students and visitors.
- **Private Accommodations**
 - The unit designs offer private bedrooms with private baths and double occupancy bedrooms with private baths; an offering which does not exist in current on campus housing options. Flat Screen TV with basic cable programming with Wifi. This design will be extremely popular for today's students with a focus on privacy.
- **Secure, Assigned, On-Site Parking**
 - This project will offer secure parking on site which will be desirable to students and their parents. Parking near campus is very limited and this amenity will be very attractive to students.
- **The Target Market will include undergraduates, as well as veteran students, athletes and international students.**
 - This project's target demographic will be freshmen that live within the service area and all other full-time undergraduates, as well as international and veteran students. With approximately 30,000 students, this project will capture approximately 1.2% of the market, well below industry accepted rates. The layout of the development will be popular among all demographics, allowing for areas or the buildings to be sectioned off for these specific groups.
- **Professional Residence Life Programming**
 - This will be a critical component of ensuring the success of the project. The Residence Life program will compliment SDSU's program and will offer a level of service consistent with the quality and price of the new housing community.
- **Flexible Building Design**
 - The design of the buildings provides flexibility for leasing and operating. Special areas can be reserved for group housing and indoor/outdoor meeting areas after a unique programming model. The subject site offers a Village-type environment which the current campus area lacks.

Executive Summary

RECOMMENDED UNIT MIX AND RATES

New Student Housing Development -- San Diego State University								
Proposed Rental Rates for Fall 2013								
						2013	2013	2013
Unit Type	No. of units	% of total units	Bed per unit	# of Beds	Sq. Ft.	Semester Rent/Bed	Academic Year Rent/Bed	Monthly Rent/Bed
Barrel Suite	62	22%	1	62	286	\$6,125	\$12,250	\$1,225
Longboard Suite	22	8%	1	22	238	\$6,460	\$12,920	\$1,292
Fin Suite	106	37%	1	106	372	\$6,050	\$12,100	\$1,210
Twin Fin Suite	22	8%	2	44	346	\$3,815	\$7,630	\$763
Pipeline Suite	75	26%	2	150	432	\$4,585	\$9,170	\$917
Total/Avg.	287	100%		384	357	\$5,543	\$11,087	\$1,109

* Rates are inclusive of all utilities, cable and internet

* 10 month contracts

New Student Housing Development -- San Diego State University		
Proposed Food Contract Rates for Fall 2013		
Plan Type	Semester Contract Amount	Academic Year Contract Amount
7 Meal Plan	\$1,600	\$3,200
12 Meal Plan	\$1,800	\$3,600
Unlimited Meal Plan	\$2,100	\$4,200

RECOMMENDED COMMUNITY AMENITIES

- *Cyber Café*
- *Small Group Study Rooms*
- *Game Room/Movie Theater*
- *WiFi overlay covering property*
- *Courtyard/Seating Areas*
- *Security Features*
- *Sufficient Parking*
- *Residence Life Programming*
- *Coin Operated Washers and Dryers*
- *Dining Hall*

Executive Summary

RECOMMENDED UNIT AMENITIES

- *Furnished Units*
- *Individual, inclusive rent*
- *Flat screen televisions*
- *Basic Cable*
- *Microwave & Mini-fridge*
- *97 double occupancy units*
- *190 single occupancy units*
- *LEED Sustainability*
 - *The new student housing community will incorporate LEED designs and processes which is appealing to college students. This will be one of the first LEED buildings in the SDSU market.*

Market Survey & Analysis – Market Overview

PROJECT DESCRIPTION

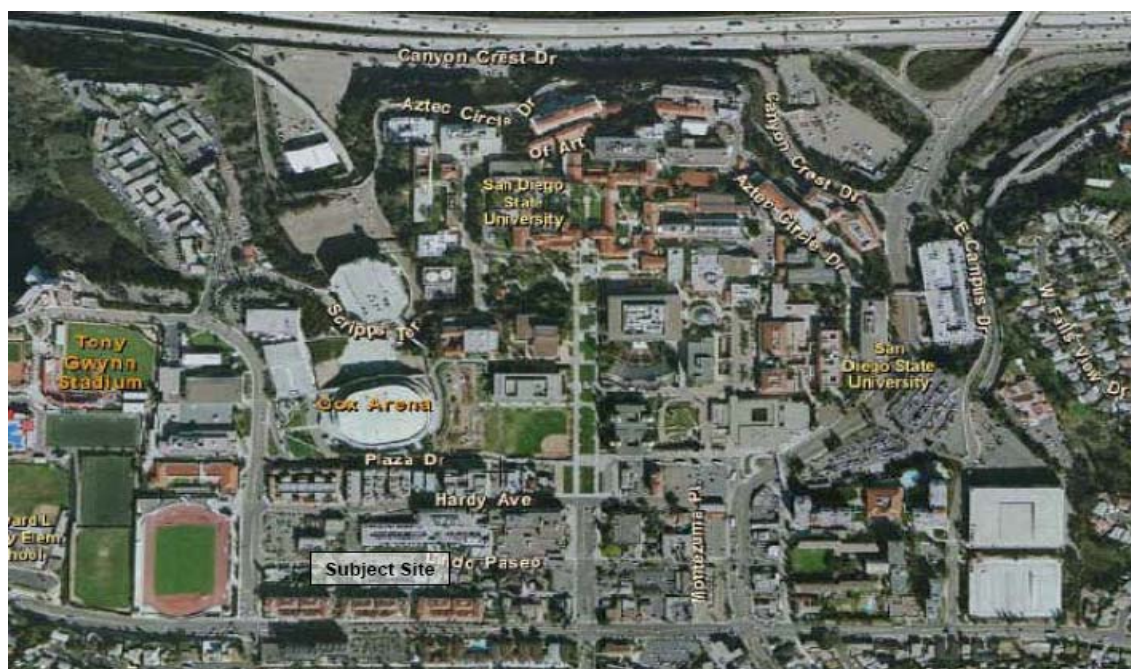
PURPOSE & NEED

This market analysis was conducted to evaluate market conditions for student housing at San Diego State University (SDSU) in San Diego, CA. The focus of the market analysis is to: 1.) evaluate the potential for a new student housing development at a site located near SDSU; and, 2.) make recommendations on rental rates and the configuration of the development.

SUBJECT PROPERTY

The subject site is located on 6 parcels near the border of the SDSU campus with addresses of: 5565, 5585, 5595, 5605, 5619, & 5633 Lindo Paseo. The site currently comprises 5 houses and 1 vacant parcel on approximately 42,502 square feet. The parcels are contained by 55th Street and Campanile Drive on Lindo Paseo (*See below for aerial of site*). The entrance to the SDSU campus is located 2 blocks from the subject site. In addition, the SDSU recreation center, SDSU basketball center, SDSU baseball stadium, and the transit stop for SDSU are all located within 2-3 blocks of the subject site.

The subject site is located adjacent to Aztec Corner, a 600 bed modern off-campus community for SDSU students (*see more information in Description of Existing Student Housing section of the report*). The site is currently zoned for one and two bedroom units with underground parking and a range of common area amenities. The site is currently zoned to serve any student segment as long as it is designed to be “convertible” to Greek housing. The development is scheduled to open in Fall of 2013 and is designed for 287 units and 384 beds. This development will work to achieve a “village-type” atmosphere, something unique in this market, and offer top-of-the-line amenities and services that will set it apart from other comparable properties. Additionally, the subject site is located closer to campus than the on-campus residence halls and most of the off-campus housing options.



Market Survey & Analysis – Market Overview



UNIVERSITY OVERVIEW & TRENDS

SAN DIEGO STATE UNIVERSITY HISTORY / UNIQUE FEATURES

- Founded in 1897, SDSU is the oldest and largest higher education institution in the San Diego region and fifth largest in California
- SDSU was originally founded as a training facility for elementary school teachers
- SDSU is a state-supported, coeducational university that became part of the California State System in 1960.
- San Diego State University is home to top-ranking programs in international business, entrepreneurship, speech-language pathology, geography and other areas
- SDSU offers Bachelor's, Master's and Postbachelor's Certificates in approximately 181 programs
- For full-time undergraduate students, in-state fall tuition is \$6,578, and non-resident tuition is \$17,738



SDSU Campus



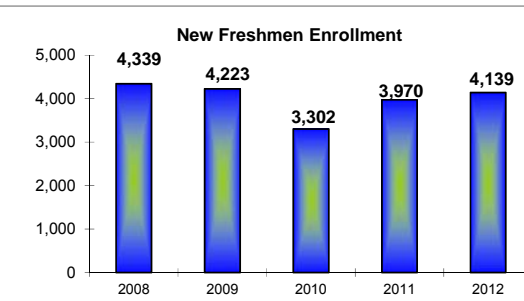
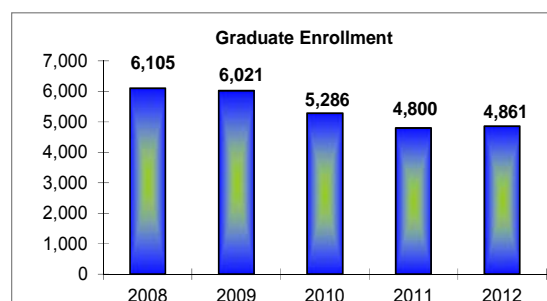
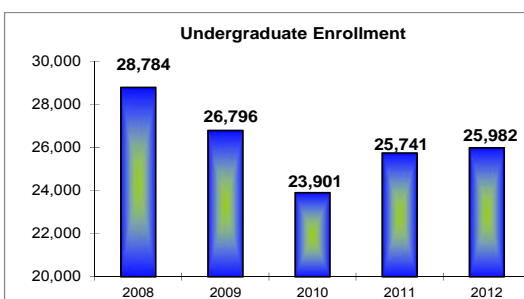
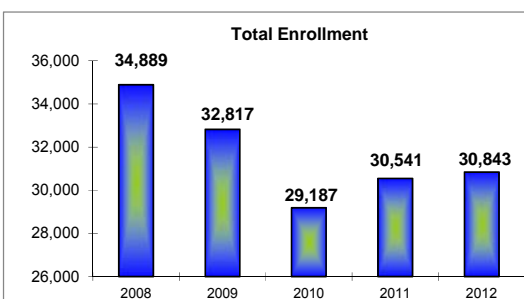
Market Survey & Analysis – Market Overview

- SDSU has a Division I athletic program with students competing in the Mountain West Conference in 17 varsity sports
- SDSU colors are red and black, and the mascot is the Aztec Warrior

STUDENT DEMOGRAPHICS AND ENROLLMENT TRENDS

- Over the past five years, SDSU has seen a decline in both undergraduate and graduate enrollment of 9.7% and 20.4%, respectively. As an overall result, total enrollment has decreased 11.6% since Fall 2008. According to the Office of Analytical Studies and Institutional Research, California budget cuts in recent years have caused the decline in enrollment; however, they expect enrollment to remain stable moving forward.

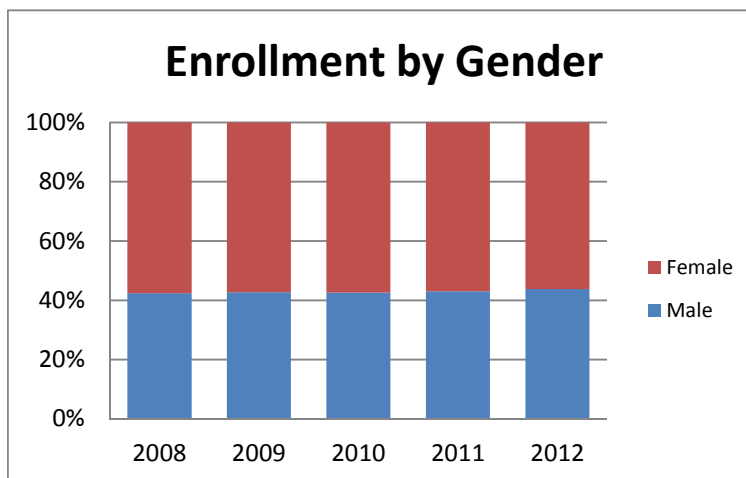
Please see the following charts for five year enrollment trends.



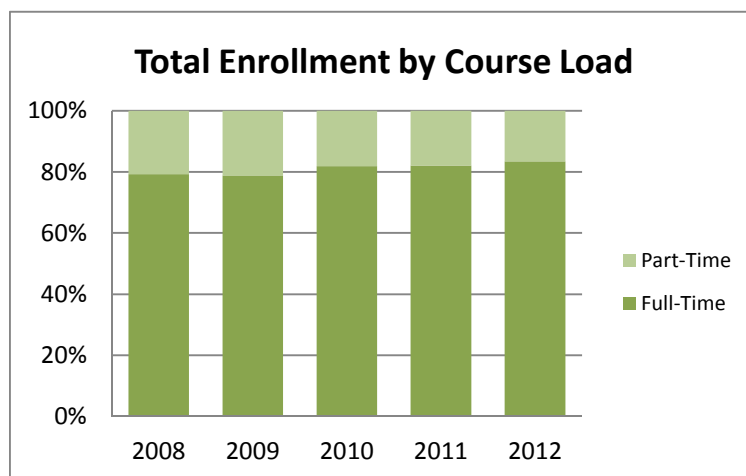
Market Survey & Analysis – Market Overview

In Fall 2012,

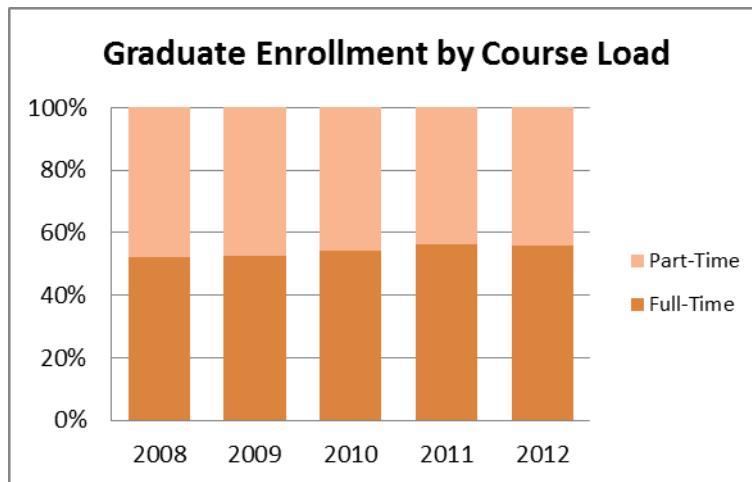
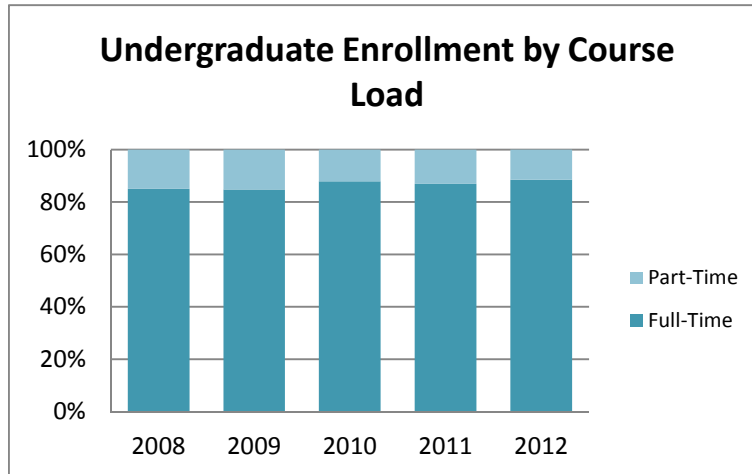
- There were 30,843 total students, of which approximately 56% were women, 44% were men.



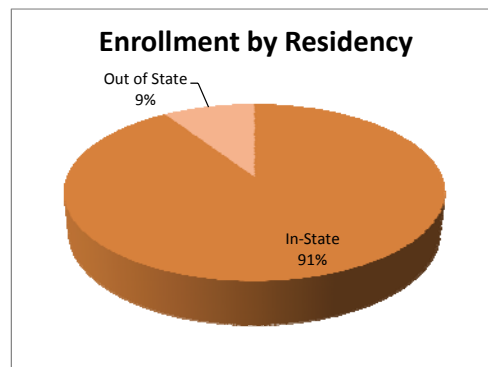
- There were 23,021 full-time undergraduate students (89% of total) and 2,714 full-time graduate and professional students (56% of total), bringing the total full-time student count to 25,735 or 83%.



Market Survey & Analysis – Market Overview

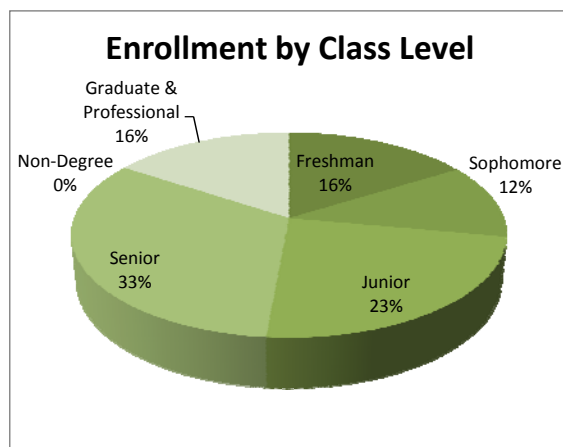


- 91% of undergraduates were in-state residents. Additionally, 1,813, or 44%, of the 4,139 first-time freshmen were from the local area. This percentage is down from 54% in 2008.

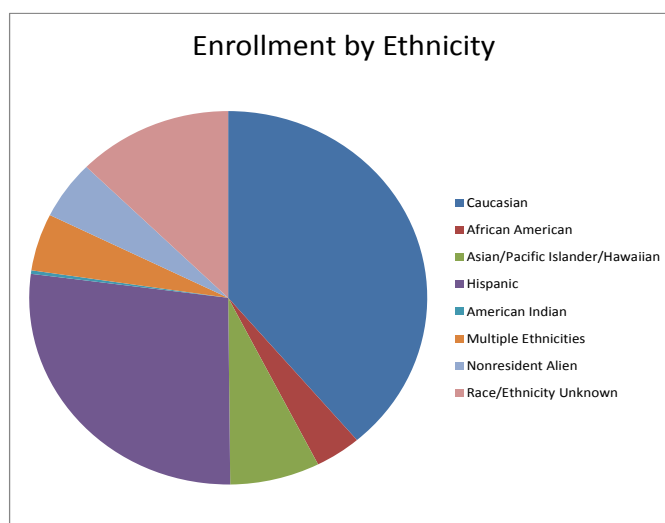


Market Survey & Analysis – Market Overview

- The following pie chart details the class level breakdown:



- SDSU's ethnicity breakdown is as follows:



UNIVERSITY HOUSING

San Diego State University currently has 3,163 beds in on-campus housing. This accounts for 12.2% of the undergraduate enrollment and 10.3% of the total enrollment, considerably less than the national average of 25%. In 2010, the University instated a rule that required all freshmen whose residency is outside of the defined service area to live on campus. The housing consists of a mix of residence halls, suite-style halls and apartment complexes. Most of the residence halls are outdated and include double occupancy with communal showers. These halls typically house freshmen students, and approximately 76% of freshmen live on-campus. The suite-style halls and apartments are primarily reserved for sophomores and upperclassmen.

The majority of the residence halls are located on the southeast side of campus between College Avenue and East Campus Drive, north of Montezuma Road. The residence halls come fully furnished and include

Market Survey & Analysis – Market Overview

micro fridge units. The majority of the residence halls are double occupancy with communal showers and community kitchens. The residence halls include local telephone with voicemail, Ethernet connection, cable television, community laundry rooms, recreation rooms and all utilities are included with rent. All on-campus residents have to pay for on-campus parking permits. On-campus housing does not include an option for secured parking.

The following are exterior pictures of the on-campus housing at SDSU:



Zura Hall, consisting of 585 beds, is one of the oldest on-campus housing facilities



Chapultepec Hall contains 550 beds



University Towers, consisting of 560 beds, is located on Montezuma Road



Piedra del Sol, is a 66 unit apartment complex



Cuicacalli Residence Hall, built in 2001, is the largest housing facility on-campus

Housing costs for the 2012-2013 academic year are as follows:

Market Survey & Analysis – Market Overview

New Student Housing Development -- San Diego State University						
On-Campus Rental Rate Comparison for Fall 2013						
Campus Residence Halls					Suites on Paseo	
Room Type	10 Meals	Flex 5	Flex 7	Meals Plus	Unit Type	Annual Rent/Bed
Triple	\$9,897	\$10,177	\$10,681	\$11,113	Twin Fin Suite	\$7,630
Double / Small Single	\$11,009	\$11,289	\$11,793	\$12,225	Pipeline Suite	\$9,170
Single	\$13,121	\$13,401	\$13,905	\$14,337	Fin Suite	\$12,100
9 Month Lease					Barrel Suite	\$12,250
Villa Alvarado Apartment Rates						
Room Type	Room Only	Room + Optional Meal Plan				
Double	\$7,233	\$10,433				
9 Month lease						
Piedra del Sol Apartment Rates						
Room Type	Room Only	Room + Optional Meal Plan				
Double	\$9,234	\$12,434				
Single	\$11,005	\$14,205				
11.5 Month Lease						
					10 Month Lease	

FUTURE ON CAMPUS DEVELOPMENT

The University¹ reported that they are planning to renovate six existing residence halls including systems upgrades, renovation of the first floor amenities and lobbies, and new paint and carpet in the rooms. These renovations will take place in May 2014. A 600 bed high-rise residence hall on the west side of the campus is also in the planning stages with construction to start in 2014. Lastly, the University has plans to construct a new retail and student housing complex on the south side of the campus. The project is tentatively named Plaza Linda Verde and will include ground floor retail with four floors of student housing. Phase I will house approximately 600 students, and a second phase will double its size.

¹ Mike Woomer, Associate Director of Design and Construction, Personal Communication, February 2013

Market Survey & Analysis – Market Overview

K-12 ENROLLMENT PROJECTIONS

STATE & COUNTY DATA

State and County K-12 enrollments are projected to remain stable through the 2021-22 school year with high school graduation numbers declining slightly during the period, according to projections prepared by the California Department of Finance¹. A full copy of the relevant data is included in Appendix F.

During this ten year period, the size of the San Diego County graduating class is projected to decrease 0.11% from 34,189 to 34,115. State wide, the graduating class is projected to decrease 2.75% through 2022.

As these figures do not represent a large shift in population and they are easily accessible to SDSU planning officials, these demographic changes are not expected to have any significant impact on SDSU enrollment.

MARKET ANALYSIS

RESEARCH METHODOLOGY

This market analysis was conducted using a variety of primary and secondary information sources. Many of the comparable properties were contacted directly or information was gathered using secondary information venues. All information is deemed reliable but the accuracy of individual sources is not guaranteed. This analysis attempts to use a standard approach to determining the potential market for an existing property.

DESCRIPTION OF EXISTING STUDENT HOUSING

The SDSU off-campus market appears to be comprised of ten properties and one other new development

- Fifty Twenty-Five
- Sterling Alvarado
- Aztec Corner
- Granada On Hardy
- Paseo Place
- Albert's College
- College Campanile
- The Plaza
- The Diplomat
- Penthouse

¹ State of California, Department of Finance, California Public K-12 Graded Enrollment and High School Graduate Projections by County, 2012 Series. Sacramento, California, November 2012.

Market Survey & Analysis – Market Overview

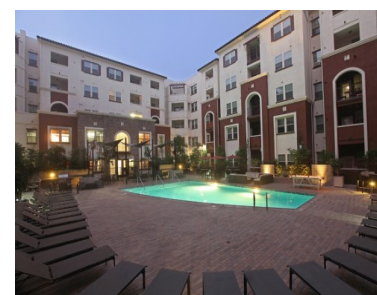
Fifty Twenty-Five

Fifty Twenty-Five is a 942 bed community built in 2010 and located on Collwood Blvd. They offer studio, two and four bedroom units that come fully furnished. Fifty Twenty-Five amenities include a pool, fitness center, clubhouse, game room, computer center, tanning beds and covered parking. Additionally, all apartments will come with a fully equipped modern kitchen with track lighting and high quality appliances as well as a 42" Flat Screen television in the common living space. Fifty Twenty-Five is a gold LEED certified housing community which supports a cleaner, healthier indoor environment as well as recycling, centers, preferred parking for FEV's, areas for bike storage, a Bum-A-Ride program and shuttle bus service to the area colleges, community events and resident life trips.



Sterling Alvarado

Sterling Alvarado is a new 728 bed community that opened in August 2012. It is located on the northeast side of the SDSU campus and offers efficiency, two, three and four bedroom apartments. The community amenities include two swimming pools, a wraparound park with exercise stations, Apple and PC computer center, multiple game rooms, a tanning dome and athletic center. Unit amenities include a 42" flat screen television, contemporary furnishings and a washer and dryer. Alvarado is a LEED silver community.



Aztec Corner

Aztec Corner is just a short walk south of SDSU and is on the MTS trolley system. The community has one and two bedroom apartment homes with 606 beds. Each apartment offers a 32" flat screen television, comes fully furnished and includes all utilities except electricity. Aztec Corner community amenities include a parking garage as well as on-site additional parking, laundry facilities and the community is gated. Aztec Corner was previously managed by SDSU and does receive first referrals from the University when on campus housing has reach capacity.



Market Survey & Analysis – Market Overview

The Granada on Hardy

The Granada on Hardy can accommodate 183 residents in two, three and four bedroom apartments. Each apartment is fully furnished with black leather living room furniture, includes all utilities, has a 46" plasma television with HD DVR's, cable including HBO and complimentary internet service. The Granada on Hardy offers amenities such as a computer lab, swimming pool and two tanning beds as well as a parking structure for their residents. The community is a LEED silver certified community located within a short walking distance of campus and is very conveniently located to the MTS trolley system.



Paseo Place

Paseo Place opened August 2011 and has 246 beds comprised of two, three and four bedroom apartments. The community is located directly across from SDSU and is on the MTS trolley system. Each apartment is fully furnished, in addition to including a 42" flat screen television and full size washer and dryer. Paseo Place has controlled access, an underground parking garage and includes high-speed internet service and cable. All utilities, excluding electricity, are included with the resident's rent. Paseo Place is an advertised "green" community, and there are four retail shops located on the bottom floor of Paseo Place.



Albert's College

Albert's College is a conventional lease community, which is unfurnished. The community can accommodate 363 beds in studio, one, two and three bedroom apartments. The residents at Albert's College pay all utilities. Albert's college is located just steps from SDSU, has on site laundry facilities, several swimming pools and all residents are given a free membership to the University fitness center. The community is pet friendly.



College Campanile

College Campanile is a conventional community built in the 1960's. They have one, two and three bedroom unfurnished apartments, totaling 122 beds. Water, sewer and trash removal are included with rent as well as high speed internet service. College Campanile has on-site laundry facilities, open parking and a swimming pool. This community is located approximately five blocks southeast of SDSU campus and is very convenient to the local business district.



Market Survey & Analysis – Market Overview

The Plaza

The Plaza was built in 1989 and is a conventional, unfurnished community. It offers 146 beds in one and two bedroom apartments. The Plaza is located within a mile of SDSU and offers shuttle service for their resident to the campus. The community has a swimming pool, spa, free above ground parking and assignable underground parking for residents. Water, sewer and trash removal are providing for the residents in their rental payment. There is some retail space on the first floor of The Plaza.



The Diplomat

The Diplomat is a conventional community and includes water, sewer and trash removal with each apartment. The community can accommodate 83 beds in one and two bedroom apartment homes, is located less than a mile from SDSU and offers a shuttle service for their residents to campus. The community is unfurnished, but does include washer/dryers in each apartment. The community amenities include a swimming pool, whirlpool/hot tub and free onsite parking and available garage parking for residents. The Diplomat allows cats on the premises.



Penthouse

The Penthouse was built in 1976 and is a conventional unfurnished community that can accommodate 157 beds in one and two bedroom apartments. Water, sewer, trash removal and one parking space are included with the resident's monthly rental payment. Community amenities include a swimming pool, laundry facilities and a shuttle service to SDSU, which is less than one mile from Penthouse.



NEW DEVELOPMENTS

Zuma is currently under construction and also scheduled to open in Fall 2013. This 96 bed property features fully furnished four bedroom / four bathroom units, complete with washer and dryer and a flat screen television. Community amenities include a business center, private study rooms, courtyard with barbecue grills, bicycle storage and garage parking. All utilities are included.

In February 2012, Carmel Partners purchased a 8.93 acre parcel on 63rd and El Cajon Boulevard. The property is entitled for a mixed-use development consisting of 312 apartment units / 1,300 beds with 4,000 square feet of retail. According to Campus Advantage staff in the area, work on the land has begun. The site is 1.5 miles from the SDSU campus.

Sterling Alvarado is also planning a second phase, and anecdotal evidence suggests that the adjacent land is already under contract. Bed count and further details are not available at this time. This site is located .5 mile uphill from the SDSU campus.

ABSORPTION OF PROPOSED NEW STUDENT HOUSING DEVELOPMENT

Industry standards for student housing absorption for new product in the market are typically estimated at 5-7% of the total available market. For this analysis, the total market is assumed to be comprised only of

Market Survey & Analysis – Market Overview

full-time undergraduate SDSU students, since it is unlikely that part-time students would be consumers for a residence hall product type.

The total full-time undergraduate enrollment for SDSU was 23,021 for Fall 2012. The University currently houses approximately 3,163 students; therefore, these students have been subtracted from the full-time enrollment to arrive at the total number of students in the available off-campus market, which is 19,858 students, as illustrated in the chart below.

Projected Demand of SDSU Student Housing Market	
2011 Total Full-Time Enrollment	23,021
Less: Total On-Campus Housing Capacity	3,163
Less: Total On-Campus Housing Capacity	1,800
Total Beds for Capture in the Off-Campus Market	18,058
Number of Beds in Proposed Development	384
Acceptable Bed Count Range	2.13%

The capture ratio generally correlates with the size of the University as well as the size of the Property. The demand of a Property and its final bed count will also depend on the number of comparable properties within the market and future development pipeline, as well as property amenities, location and other site specific details. The capture of 2% necessary to fill the property is comfortably below the industry standard of 5-7%. Construction of a property with fewer beds is likely to increase the ability to lease the property successfully.

SUMMARY AND RECOMMENDATIONS

The subject site, scheduled to open for occupancy in Fall 2013, is comprised of 6 parcels located on Lindo Paseo, between 55th Street and Campanile Drive on the southwest border of campus. SDSU is just two blocks from the site, as well as many campus amenities including the Aztec Recreational Center, Aztec Bowl, large parking and sports deck, and trolley/bus transit center. The subject site is also adjacent to Aztec Corner, a large comparable property, as well as fraternity row and numerous old single family

Market Survey & Analysis – Market Overview

homes. The development will consist of 384 beds, and will offer single and double occupancy units with secure and assigned underground parking. The property will offer some unique common area amenities that will set it apart from the comparable properties. Additionally, this product will be top-of-the-line in The SDSU market in the amenities, services and atmosphere offered, which will greatly increase the appeal of this project over other properties in the market, including the on-campus housing. The proposed development's superior location, top quality food service and residence life program will also act as a strong marketing tool.

In fall 2012, SDSU had a total enrollment of 30,843. Cuts in the state budget were mostly responsible for the 11.6% decline in student population since 2008 at SDSU. However, enrollment has been on the rebound since 2010, and the University's Office of Analytical Studies and Institutional Research expects no more decreases. Enrollment is expected to stay stable for coming years, and at almost 31,000 students, this student body represents a robust campus. In 2012, 84% of the total population or 25,982 students, were undergraduates, and of those students, 89% or 23,021 were enrolled full-time. 91% of undergraduates are from California, and 44% of the first-time freshmen are from the local area, down from 54% in 2008. This represents a growing number of non-commuter students. SDSU requires all freshmen whose residency is outside of the defined service area to live in on-campus housing and currently houses approximately 3,163 students. Residence halls range from offering community and suite-style baths to apartments. The on-campus housing has a capacity to house 12.2% of undergraduate students and 10.3% of the total population, which is significantly less than the national average of 25%.

The University currently has plans to add a new high-rise residence hall containing 600 beds, with construction beginning in 2014. Additionally, SDSU is designing another new development, Plaza Linda Verde, which will have both retail and residential, housing up to 1,200 students in two phases. Current plans have construction scheduled to start in 2014 or 2015. These new developments will bring on-campus totals to 4,963, which accounts for 19.1% of undergraduate population and 16.1% of total enrollment, still below the national average.

Current properties within the market are experiencing high occupancies. The average occupancy of the ten off-campus properties surveyed is 97%. Before 2010, the majority of the market consisted of older properties that offered limited amenities. Since then, over 2,000 beds of modern student housing have been built within one half mile of the campus. These properties include Fifty Twenty-Five, Sterling Alvarado, Granada on Hardy and Paseo Place, which all offer amenities such as pools, fitness centers and club houses, as well as fully furnished apartments, utility inclusions and residence life programming. There are two other properties currently under development that will open in Fall 2013: the Subject Site and Zuma. These communities will add another 480 beds to the off-campus market; however, Suites on Paseo will be a private residence hall with food service, offering a different product type.

SDSU Market Assumptions

Pros

- High occupancies in the off-campus market
- High rental rates in the off-campus market
- On-campus housing has a capacity to house 12.2% of undergraduate students and 10.3% of the total population, which is significantly less than the national average of 25%. Even with the addition of 1,800 beds the university currently has planned, on-campus capacity is still below the national average.
- 44% of the first-time freshmen are from the local area, down from 54% in 2008. This represents a growing number of non-commuter students.

Market Survey & Analysis – Market Overview

- Prime Location, walkable to Campus
- Renewable Near-Campus Housing Partnership Agreement "Live at SDSU"
- Secure assigned parking

Cons

- 11.6% decline in enrollment over past 5 years. Future enrollment growth is planned to be stagnant.
- On-campus development pipeline: A 600 bed high-rise residence hall on the west side of campus is in the planning stages with construction to start in 2014. Another development, Plaza Linda Verde will break ground in 2014 or 2015 and will include ground floor retail with four floors of student housing, containing up to 1,200 beds.
- Off-campus development pipeline: two new developments (480 beds) opening Fall 2013, a mixed-use development consisting of 312 units / 1,300 beds with 4,000 square feet of retail in the preliminary stages of construction, as well as a second phase of Sterling Alvarado
 - Since 2010, over 2,000 beds of modern student housing have been built within one half mile of the campus
- Late lease-up market and high delinquency rates due to large international population
- High percentage of students from the service area limit off-campus housing needs
- High concession market

We have identified the following positive factors in support of the proposed project:

- Superior Unit Designs –single (190 rooms) and double (97 rooms) occupancy layouts are in strong demand with today's college students. The project will be superior to all on-campus and the majority of off-campus living options due to the privacy afforded from the unit designs.
- Secure, Assigned On-Site Parking – students will be able to access the underground parking garage directly from the building. This secure environment will be extremely attractive to parents and students.
- Top Quality Food Service – The dining program at the property will cater to the diversity of student appetites and will include menu rotations, a wide variety of food choices, extended hours of operation and will be integrated into the residence life programming.

An analysis of the San Diego State University student housing market (see *Rate Comparison* section of this report) indicates that future leasing rates for the subject property should be comparable to or higher than other student housing properties in the market due to its superior location, private accommodations, on-site parking, and top-quality food service. The proposed development will also be the newest off campus property for students attending SDSU.

It is suggested that unique and modern amenities be integrated in the new development while still incorporating the traditional architectural style of the University. The following are suggested amenities to enhance marketability for the property.

Suggested Common Area Amenities:

1. *Cyber Café* – The cyber café provides a space saving, urban common area for the proposed property. This café could include flat screens monitors and a bar beneath to place keyboards and mice. High chairs or barstools provide comfortable seating for students to quickly connect on-line

Market Survey & Analysis – Market Overview

between classes. Additionally, a coffee bar that features a single-serve coffee maker will be popular among students for late night study sessions or early classes. This area should also be WIFI equipped and have a few small tables for students to lounge and study. A large commercial grade printer should also be provided for students to print projects and presentations.

2. *Small Group Study Rooms* – Students enjoy areas to invite peers over to study or work on group projects. It is recommended at least one study room is provided at the property. In addition to benefiting the residents, it serves as a way to market to the invited friends and peers. The room should contain a projection screen, a dry erase board, and a large desk or table with several chairs.
3. *Game Room/Movie Theatre* – A place for residents to gather and relax, this room should contain gaming systems, such as a Wii, X BOX, or Playstation 3. It is recommended these systems be built into the wall to prevent damage. This area can also be used for television premiers or movie nights, as well as resident assistant meetings. The room should contain beanbag seating arrangements, as well as some theater style seating.
4. *Courtyard/Seating Areas* – For the courtyard, it is recommended to have seating and tables where students can study outside during the nice weather months. It might also be advantageous to have another lounge area outside with modern space heaters to encourage students to use this area for most of the year. Again, students enjoy these areas where they can gather and socialize, and it will add more
5. *Parking* – Parking is a problem for students at SDSU. The on-campus housing does not provide parking for its students and many off-campus communities provide less than 1:1 parking for its residents. The property is designed for 193 parking spaces. In addition, a SDSU parking lot is located across the street from the subject site that will allow parking for any excess cars. This 2:1 on-site ratio of residents per parking space in addition to the SDSU parking lot located across the street is more than sufficient for resident parking. The safety of the secure, on-site parking will be popular among students and parents, and it will provide a strong marketing tool for the property.
6. *Safety* – Although the property is unable to guarantee safety, adding certain features will increase the marketability to students. The design should take into consideration traffic flow, emergency exits, and access to the common areas. These safety features include centralized access control via the front desk and emergency exits with controlled alarms. Additionally, all staff members should be extensively trained in safety procedures. There should be card access to front door.

One of the most significant deterrents to crime, however, is the strong sense of community, which is promoted and fostered by a superior residence life program. Generally speaking, vandalism, theft and other crimes occur less frequently in facilities where residents know one another and have a strong sense of community.

7. *Residence Life* – There are no off-campus properties in this market that offer a residence life program that includes Community Assistants and various events. Programming and activities geared towards students are key components for modern student housing. The residence life aspect of the community does not alter the necessity for the other amenities offered at the property. In fact, it can be viewed as an amenity itself and marketed as such. As seen at other residence life properties, having this program will promote and foster a strong sense of

Market Survey & Analysis – Market Overview

community which, in turn, will increase resident use of common area amenities as well as participation in community activities. This increases resident retention through higher renewals and lowers costs associated with cleaning and preparing for new residents.

8. *Individual, Inclusive Rents* – Unlike traditional joint and several leases, the proposed property should rent each bed to students on individual leases. The monthly rent should include electric, water/sewer, trash, cable, and internet. A cap should be placed on electric and water usage to promote conservation. Individual leases will help prevent roommate conflicts and allow students who do not have roommates to be placed in an apartment.
9. *On-Site Laundry Facilities* –The laundry facilities must be inviting and interesting to students. They need to be designed with modern and chic seating with a flat screen television. Also, there should be a table for those students who wish to do homework while waiting for their laundry. The key is making these rooms a fun hang-out for the students. This can be accomplished through university colors and decorations, creating an overall welcoming environment. Additionally, it is recommended to use stackable units and as many as possible.
10. *On-Site Dining Hall* – Meals will be served Monday through Sunday, with Saturday & Sunday mornings excluded. All tenants will be required to purchase the dining program with the option of 7, 12, & 19 meals per week. Meals will be designed with a variety and mix available for different diets. Students will serve themselves or will order directly from dining program staff at stations. The seating should be designed in a cafeteria style.

Suggested Unit Amenities:

1. *Flat Screen Televisions* – There is a trend across the nation to incorporate flat screen televisions into each unit. The newest property in the market, Aztec Corner, is currently leasing their units with flat screens included. The televisions are a part of the furnishing package and stay with the units as the residents move out.
2. *Furniture* – It is suggested the subject property offer high-end furnishings. The following are recommended furnishings for each unit:
 - Full or Double bed in each room
 - One wood with black finish desk and dresser in each room
 - One black desk chair
 - One Armor

Other unit features should include:

- Appliance Package:
 - Mini-Fridge
 - Microwave
- High-speed internet access in each bedroom
- Tile/alternative material flooring in bathrooms
- Central Air
- Telephone jacks in each bedroom (optional)
- Digital cable television in each bedroom and the living room

Market Survey & Analysis – Market Overview

SUMMER PROGRAMMING

The proposed development will offer ten month lease terms to all residents. This is beneficial because much of the target market only attends classes during the academic year and returns home for the summer. To cater to students that wish to live at the Property for 12 months, summer lease terms should be offered. In addition, summer lease terms should be offered to students not living in the Property during the academic year. These students consist of all SDSU students currently living on-campus, all students attending summer classes, and all transfer students accepted for the summer semester. The Property should post flyers throughout the building and individual floors to notify the current residents of summer rates and invite them to stay during the summer. Parents of in-house residents should also be informed of available accommodations. Typically, private residence halls do not achieve high summer occupancy. A good estimate for summer occupancy is 10-20%. The majority of income during the summer will be achieved through conferences and camps.

To offset the vacancy during the summer months, the Property should aggressively market to different conferences and camps. The Property should market through contacting SDSU Faculty & Department Heads to get a list of conferences and camps that will be held at SDSU. In addition, the Property should search for potential camp and conference groups that have not previously been hosted at SDSU. This may be accomplished by attending on-campus and civic functions and contacting the Chamber of Commerce or Visitors Bureau.

SUPPORT FOR PROPOSAL

The proposed new student housing development appears viable with a likelihood of success given the apparent demand for better housing off campus near the University, the superior location of the subject site, and the appeal of residence life programming to both student and parent. Additionally, the dining program at the proposed project will be far superior to current on-campus dining options and will create a unique new living-learning environment that does not currently exist in the market. The secure, assigned on-site parking will be extremely popular. Private bedrooms and private baths will be a positive differentiating factor.

PROPOSED UNIT MIX & RENTAL RATES

The following table suggests a possible unit mix and rental rates that are intended to serve as a general guideline for planning purposes associated with the new development. Rental rates are proposed as “all inclusive” with a utility allowance ranging from \$50 per bed for one bedrooms to \$25 per bed for double occupancy bedrooms. Amounts in excess of this cap should be billed individually to the residents. Rental rates were established based on a comparison of existing market conditions and should be adjusted for the site design, unit size, amenities, and services offered.

Therefore, based on the preceding absorption analysis; field surveys of competitive and comparable properties; interviews with local representatives and business leaders; and, experience with similar student housing developments, we suggest the following unit mix and rental rates for the proposed student housing located at San Diego State University:

Market Survey & Analysis – Market Overview

New Student Housing Development -- San Diego State University								
Proposed Rental Rates for Fall 2013								
						2013	2013	2013
Unit Type	No. of units	% of total units	Bed per unit	# of Beds	Sq. Ft.	Semester Rent/Bed	Academic Year Rent/Bed	Monthly Rent/Bed
Barrel Suite	62	22%	1	62	286	\$6,125	\$12,250	\$1,225
Longboard Suite	22	8%	1	22	238	\$6,460	\$12,920	\$1,292
Fin Suite	106	37%	1	106	372	\$6,050	\$12,100	\$1,210
Twin Fin Suite	22	8%	2	44	346	\$3,815	\$7,630	\$763
Pipeline Suite	75	26%	2	150	432	\$4,585	\$9,170	\$917
Total/Avg.	287	100%		384	357	\$5,543	\$11,087	\$1,109

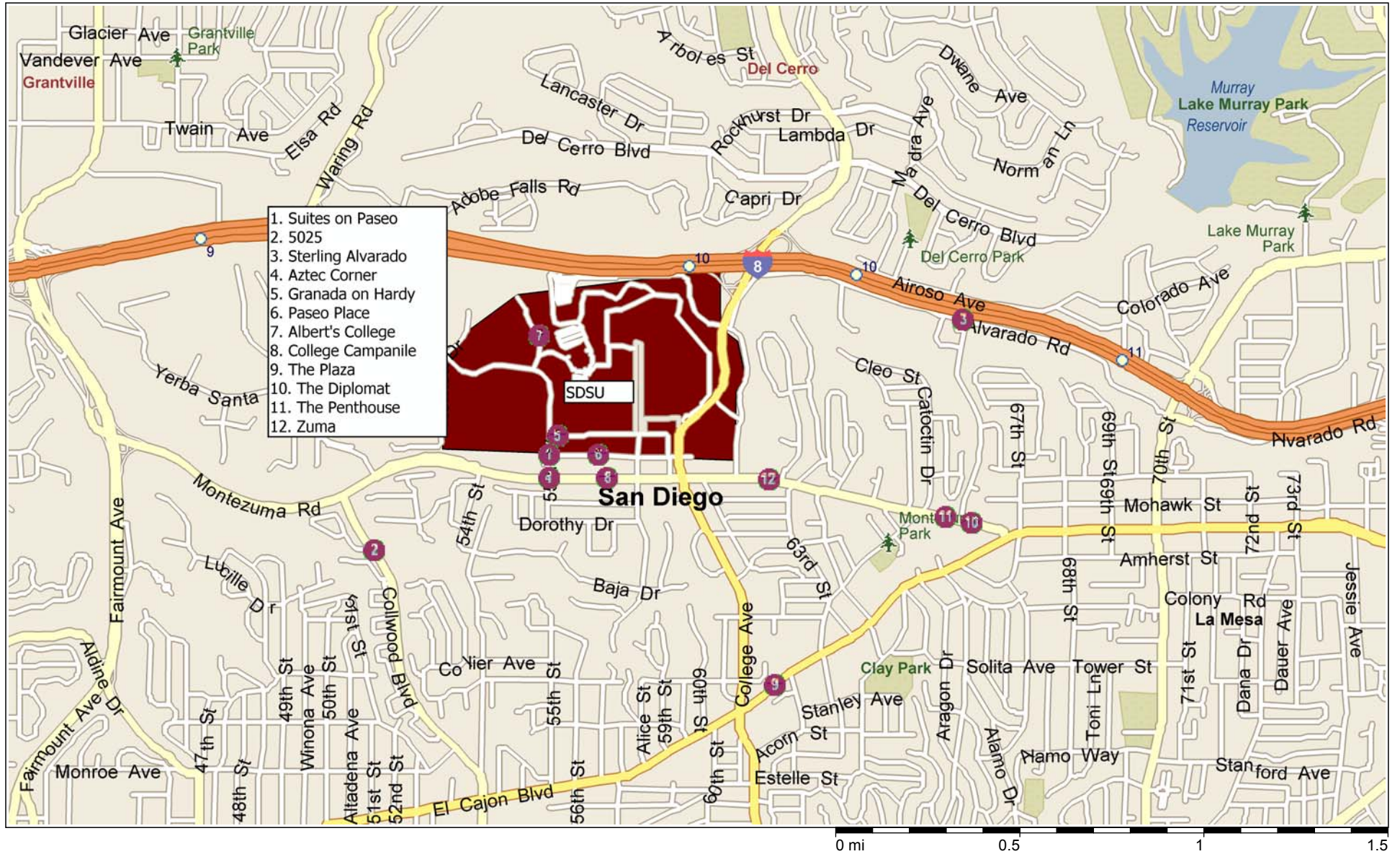
* Rates are inclusive of all utilities, cable and internet

* 10 month contracts

New Student Housing Development -- San Diego State University		
Proposed Food Contract Rates for Fall 2013		
Plan Type	Semester Contract Amount	Academic Year Contract Amount
7 Meal Plan	\$1,600	\$3,200
12 Meal Plan	\$1,800	\$3,600
Unlimited Meal Plan	\$2,100	\$4,200

New Student Housing Development -- San Diego State University							
On-Campus Rental Rate Comparison for Fall 2013							
Campus Residence Halls						Suites on Paseo	
Room Type	10 Meals	Flex 5	Flex 7	Meals Plus		Unit Type	Annual Rent/Bed
Triple	\$9,897	\$10,177	\$10,681	\$11,113		Twin Fin Suite	\$7,630
Double / Small Single	\$11,009	\$11,289	\$11,793	\$12,225		Pipeline Suite	\$9,170
Single	\$13,121	\$13,401	\$13,905	\$14,337		Fin Suite	\$12,100
9 Month Lease						Barrel Suite	\$12,250
						Longboard Suite	\$12,920
						10 Month Lease	

SDSU Comparable Properties



Market Survey & Analysis - Comparable Properties

SUMMARY

Name	Survey #	Year Built	Units*	Beds*	Current Occupancy	Preleased Occupancy	Distance from Campus	Parking Ratio	Utilities Included					Amenities									
									Elec	Water/Sewer	Cable	Internet	Trash	Furnished	Pool	Fitness	Club House	Game Room	Business/Comp.	Athletic Courts	Tanning Bed	W/D in Units	Res. Life
Suites on Paseo	SUBJECT SITE	2013	287	384	N/A	8.07%	<.2 miles	1:5	X	X	X	X	X	X		X	X		X		X		X
Fifty Twenty-Five	# 1	2010	304	942	98.00%	32.70%	.5 miles	1:2		X		X	X	X	X	X	X	X	X	X	X	X	X
Sterling Alvarado	# 2	2012	319	728	92.00%	48.37%	.5 miles	1:1		X		X	X	X	X	X	X	X	X		X	X	X
Aztec Corner	# 3	2001	180	606	100.00%	51.53%	.3 miles	1:3		X	X	X	X	X									X
Granada On Hardy	# 4	2011	49	183	94.00%	61.29%	.2 miles	1:2	X	X	X	X	X	X			X	X	X		X	X	X
Paseo Place	# 5	2011	46	246	98.00%	97.00%	.2 miles	1:2		X	X	X	X	X									X
Albert's College	# 6	1985	236	363	93.00%	Not Provided	<.1 miles	1:3		X			X		X	X							
College Campanile	# 7	1960	77	122	100.00%	96.10%	.25 miles	1:3		X			X		X								
The Plaza	# 8	1989	104	146	100.00%	53.00%	1 mile	1:3		X			X		X		X						
The Diplomat	# 9	1979	48	83	100.00%	50.00%	.75 miles	1:3		X			X		X								
Penthouse	# 10	1976	87	157	100.00%	68.00%	.75 miles	1:3		X			X		X								
Zuma	# 11	2013	24	96	N/A	15.96%	.5 miles	1:1	X	X	X	X	X	X			X		X			X	X
Totals/Averages									18%	100%	36%	55%	100%	55%	64%	27%	45%	18%	36%	9%	27%	45%	45%

* Unit mix and bed count estimated on some properties using primary and secondary data sources.

** Occupancy data provided by property managers is deemed reliable but not guaranteed.

Standardized Rents - Studios and Efficiencies

													2013	2014	27 2015
Property	Floorplan	\$/Bed	\$ / Sq. ft.	Sq. ft.	Bath	Furn	W&D	Cable	Internet	Elec	Water / Sewer	Trash	Standard Rent - Bed	Standard Rent - Bed	Standard Rent - Bed
Albert's College	Studio	\$1,042	\$2.37	439	1	\$40	\$40	\$40	\$40	\$50	Inc.	Inc.	\$1,252	\$1,290	\$1,328
Fifty Twenty-Five	Efficiency	\$1,070	\$2.69	398	1	Inc.	Inc.	\$40	Inc.	\$50	Inc.	Inc.	\$1,160	\$1,195	\$1,231
Sterling Alvarado	Efficiency	\$970	\$2.43	399	1	Inc.	Inc.	\$40	Inc.	\$50	Inc.	Inc.	\$1,060	\$1,092	\$1,125
Sterling Alvarado	Affordable Efficiency	\$750	\$1.88	399	1	Inc.	Inc.	\$40	Inc.	\$50	Inc.	Inc.	\$840	\$865	\$891
Totals/Avg		\$958											\$1,078	\$1,110	\$1,144

These charts progress from left to right, starting with the base rent of each property surveyed in the market for that unit type. Next, furniture, washer/dryer and all utility inclusions are detailed. If the property does not offer the inclusion, the standard price that a resident would pay for that specific inclusion is considered. Finally, the inclusion costs are added to the base rent to arrive at the Standard Rent, or a resident's total living cost. These rents have been sorted in decreasing order on a per bed cost.

2014, 2015 Rents were increased by 3% per year from 2013 standardized rents.

Standardized Rents - One Bedroom

Standardized Rents - One Bedroom													2013	2014	2014	2015	2015
Property	Floorplan	\$/Bed	\$ / Sq. ft.	Sq. ft.	Bath	Furn	W&D	Cable	Internet	Elec	Water / Sewer	Trash	Standard Rent - Bed	Standard Rent - Unit	Standard Rent - Bed	Standard Rent - Unit	Standard Rent - Bed
Albert's College	1X1	\$1,166	\$1.37	851	1	\$40	\$40	\$40	\$40	\$50	Inc.	Inc.	\$1,376	\$1,417	\$1,417	\$1,460	\$1,460
College Campanile	1X1	\$1,128	\$1.61	700	1	\$40	\$40	\$40	\$40	\$50	Inc.	Inc.	\$1,338	\$1,378	\$1,378	\$1,419	\$1,419
Suites on Paseo	1X1 "Longboard"	\$1,292	\$5.21	248	1	Inc.	\$40	Inc.	Inc.	Inc.	Inc.	Inc.	\$1,332	\$1,372	\$1,372	\$1,413	\$1,413
Suites on Paseo	1X1 "Barrel"	\$1,225	\$4.28	286	1	Inc.	\$40	Inc.	Inc.	Inc.	Inc.	Inc.	\$1,265	\$1,303	\$1,303	\$1,342	\$1,342
Suites on Paseo	1x1 "Fin"	\$1,210	\$6.51	186	1	Inc.	\$40	Inc.	Inc.	Inc.	Inc.	Inc.	\$1,250	\$1,288	\$1,288	\$1,326	\$1,326
The Diplomat	1X1	\$995	\$1.21	825	1	\$40	\$40	\$40	\$40	\$50	Inc.	Inc.	\$1,205	\$1,241	\$1,241	\$1,278	\$1,278
Penthouse	1X1	\$945	\$1.02	925	1	\$40	\$40	\$40	\$40	\$50	Inc.	Inc.	\$1,155	\$1,190	\$1,190	\$1,225	\$1,225
On-campus Housing	Reshall Single	\$1,102	N/A	N/A	N/A	Inc.	\$40	Inc.	Inc.	Inc.	Inc.	Inc.	\$1,142	\$1,177	\$1,177	\$1,212	\$1,212
The Plaza	1X1	\$868	\$1.59	546	1	\$40	\$40	\$40	\$40	\$50	Inc.	Inc.	\$1,078	\$1,110	\$1,110	\$1,144	\$1,144
Suites on Paseo	1X1 - Double - "Pipeline"	\$917	\$7.67	239	1.5	Inc.	\$40	Inc.	Inc.	Inc.	Inc.	Inc.	\$937	\$1,930	\$965	\$1,988	\$994
On-campus Housing	Reshall Double	\$899	N/A	N/A	N/A	Inc.	\$40	Inc.	Inc.	Inc.	Inc.	Inc.	\$919	\$1,893	\$946	\$1,949	\$975
Suites on Paseo	1X1 - Double - "Twin Fin"	\$763	\$8.82	173	1	Inc.	\$40	Inc.	Inc.	Inc.	Inc.	Inc.	\$783	\$1,613	\$806	\$1,661	\$831
On-campus Housing	ResHall Triple	\$744	N/A	N/A	N/A	Inc.	\$40	Inc.	Inc.	Inc.	Inc.	Inc.	\$757	\$2,341	\$780	\$2,411	\$804
Aztec Corner	1X1 Double	\$684	\$2.38	575	1	Inc.	\$40	Inc.	Inc.	\$50	Inc.	Inc.	\$729	\$1,502	\$751	\$1,547	\$773
Totals/Avgs		\$996											\$1,090	\$1,482	\$1,123	\$1,527	\$1,157

These charts progress from left to right, starting with the base rent of each property surveyed in the market for that unit type. Next, furniture, washer/dryer and all utility inclusions are detailed. If the property does not offer the inclusion, the standard price that a resident would pay for that specific inclusion is considered. Finally, the inclusion costs are added to the base rent to arrive at the Standard Rent, or a resident's total living cost. These rents have been sorted in decreasing order on a per bed cost.

On-Campus rents are italicized, adjusted to montly amounts, and have been lowered by the cost of their required meal plans

2014, 2015 Rents were increased by 3% per year from 2013 standardized rents.
 *9 Month Rents and include unlimited meals

Standardized Rents - Two Bedroom

														2013	2013	2014	2014	2015	2015
Property	Floorplan	\$/Bed	\$/Unit	\$ / Sq. ft.	Sq. ft.	Bath	Furn	W&D	Cable	Internet	Elec	Water / Sewer	Trash	Standard Rent - Unit	Standard Rent - Bed	Standard Rent - Unit	Standard Rent - Bed	Standard Rent - Unit	Standard Rent - Bed
Granada On Hardy	2X1	\$1,299	\$2,598	\$2.65	980	1	Inc.	Inc.	Inc.	Inc.	Inc.	Inc.	Inc.	\$2,598	\$1,299	\$2,676	\$1,338	\$2,756	\$1,378
Sterling Alvarado	2X2 - Western	\$985	\$1,970	\$2.03	970	2	Inc.	Inc.	\$40	Inc.	\$80	Inc.	Inc.	\$2,090	\$1,045	\$2,153	\$1,076	\$2,217	\$1,109
College Campanile	2X2	\$903	\$1,805	\$1.50	1,200	2	\$65	\$40	\$40	\$40	\$80	Inc.	Inc.	\$2,070	\$1,035	\$2,132	\$1,066	\$2,196	\$1,098
Sterling Alvarado	2X2 - Mission	\$970	\$1,940	\$1.72	1,131	2	Inc.	Inc.	\$40	Inc.	\$80	Inc.	Inc.	\$2,060	\$1,030	\$2,122	\$1,061	\$2,185	\$1,093
Fifty Twenty-Five	2X2 Single Occ.	\$965	\$1,930	\$1.92	1,004	2	Inc.	Inc.	\$40	Inc.	\$80	Inc.	Inc.	\$2,050	\$1,025	\$2,112	\$1,056	\$2,175	\$1,087
Albert's College	2X2	\$870	\$1,740	\$1.62	1,071	2	\$65	\$40	\$40	\$40	\$80	Inc.	Inc.	\$2,005	\$1,003	\$2,065	\$1,033	\$2,127	\$1,064
Sterling Alvarado	2X2 - Pacific	\$935	\$1,870	\$2.07	903	2	Inc.	Inc.	\$40	Inc.	\$80	Inc.	Inc.	\$1,990	\$995	\$2,050	\$1,025	\$2,111	\$1,056
College Campanile	2X1	\$823	\$1,645	\$1.65	1,000	1	\$65	\$40	\$40	\$40	\$80	Inc.	Inc.	\$1,910	\$955	\$1,967	\$984	\$2,026	\$1,013
Sterling Alvarado	2X2 - Imperial	\$850	\$1,700	\$2.04	835	2	Inc.	Inc.	\$40	Inc.	\$80	Inc.	Inc.	\$1,820	\$910	\$1,875	\$937	\$1,931	\$965
The Diplomat	2X2	\$710	\$1,420	\$1.25	1,140	2	\$65	\$40	\$40	\$40	\$80	Inc.	Inc.	\$1,685	\$843	\$1,736	\$868	\$1,788	\$894
The Diplomat	2X2	\$698	\$1,395	\$1.35	1,030	2	\$65	\$40	\$40	\$40	\$80	Inc.	Inc.	\$1,660	\$830	\$1,710	\$855	\$1,761	\$881
<i>On-campus Housing</i>	<i>Villa Alvarado Double</i>	<i>\$804</i>	<i>\$3,215</i>	<i>\$4.02</i>	<i>800</i>	<i>1</i>	<i>Inc.</i>	<i>\$40</i>	<i>Inc.</i>	<i>Inc.</i>	<i>Inc.</i>	<i>Inc.</i>	<i>Inc.</i>	<i>\$3,255</i>	<i>\$814</i>	<i>\$3,352</i>	<i>\$838</i>	<i>\$3,453</i>	<i>\$863</i>
Penthouse	2X2	\$679	\$1,358	\$1.01	1,345	2	\$65	\$40	\$40	\$40	\$80	Inc.	Inc.	\$1,623	\$812	\$1,672	\$836	\$1,722	\$861
The Plaza	2X2	\$625	\$1,250	\$1.45	865	2	\$65	\$40	\$40	\$40	\$80	Inc.	Inc.	\$1,515	\$758	\$1,560	\$780	\$1,607	\$804
Paseo Place	2X2 Double	\$699	\$2,796	\$2.68	1,042	2	Inc.	Inc.	Inc.	Inc.	\$80	Inc.	Inc.	\$2,876	\$719	\$2,962	\$741	\$3,051	\$763
Paseo Place	2X2 Double	\$699	\$2,796	\$2.54	1,100	2	Inc.	Inc.	Inc.	Inc.	\$80	Inc.	Inc.	\$2,876	\$719	\$2,962	\$741	\$3,051	\$763
Aztec Corner	2X2 Double	\$654	\$2,616	\$2.68	975	2	Inc.	\$40	Inc.	Inc.	\$80	Inc.	Inc.	\$2,736	\$684	\$2,818	\$705	\$2,903	\$726
Fifty Twenty-Five	2X2 Double	\$610	\$2,440	\$2.43	1,004	2	Inc.	Inc.	\$40	Inc.	\$80	Inc.	Inc.	\$2,560	\$640	\$2,637	\$659	\$2,716	\$679
Sterling Alvarado	Affordable 2X2	\$577	\$1,154	\$1.38	835	2	Inc.	Inc.	\$40	Inc.	\$80	Inc.	Inc.	\$1,274	\$637	\$1,312	\$656	\$1,352	\$676
Sterling Alvarado	2X2 Double	\$550	\$2,200	\$2.63	835	2	Inc.	Inc.	\$40	Inc.	\$80	Inc.	Inc.	\$2,320	\$580	\$2,390	\$597	\$2,461	\$615
Paseo Place	2X2 Single Occ.	\$1,400	\$1,400	\$1.29	1,085	2	Inc.	Inc.	Inc.	Inc.	\$80	Inc.	Inc.	\$1,480	\$370	\$1,524	\$381	\$1,570	\$393
Totals/Avg		\$824	\$1,964											\$2,117	\$843	\$2,180	\$868	\$2,246	\$894

These charts progress from left to right, starting with the base rent of each property surveyed in the market for that unit type. Next, furniture, washer/dryer and all utility inclusions are detailed. If the property does not offer the inclusion, the standard price that a resident would pay for that specific inclusion is considered. Finally, the inclusion costs are added to the base rent to arrive at the Standard Rent, or a resident's total living cost. These rents have been sorted in decreasing order on a per bed cost.

On-Campus rents are italicized, adjusted to monthly amounts, and have been lowered by the cost of their required meal plans

2014, 2015 Rents were increased by 3% per year from 2013 standardized rents.

*9 Month Rents and include unlimited meals

Standardized Rents - Three Bedroom

Property	Floorplan	\$/Bed	\$/Unit	\$ / Sq. ft.	Sq. ft.	Bath	Furn	W&D	Cable	Internet	Elec	Water / Sewer / Trash	2013 Standard Rent - Unit	2013 Standard Rent - Bed	2014 Standard Rent - Unit	2014 Standard Rent - Bed	2015 Standard Rent - Unit	2015 Standard Rent - Bed
Granada On Hardy	3X2	\$1,199	\$3,597	\$3.82	941	2	Inc.	Inc.	Inc.	Inc.	Inc.	Inc.	\$3,597	\$1,199	\$3,705	\$1,235	\$3,816	\$1,272
College Campanile	3X2	\$733	\$2,200	\$1.29	1,700	2	\$85	\$40	\$40	\$40	\$105	Inc.	\$2,510	\$837	\$2,585	\$862	\$2,663	\$888
Paseo Place	3X3 Double	\$630	\$3,780	\$2.96	1,278	3	Inc.	Inc.	Inc.	Inc.	\$105	Inc.	\$3,885	\$648	\$4,002	\$667	\$4,122	\$687
Paseo Place	3X3 Double	\$630	\$3,780	\$2.81	1,345	3	Inc.	Inc.	Inc.	Inc.	\$105	Inc.	\$3,885	\$648	\$4,002	\$667	\$4,122	\$687
Albert's College	3X3	\$623	\$1,869	\$1.24	1,509	3	\$85	\$40	\$40	\$40	\$105	Inc.	\$2,179	\$726	\$2,244	\$748	\$2,312	\$771
Sterling Alvarado	Affordable 3X3	\$426	\$1,278	\$1.11	1,150	3	Inc.	Inc.	\$40	Inc.	\$105	Inc.	\$1,423	\$474	\$1,466	\$489	\$1,510	\$503
Sterling Alvarado	Affordable 3X3	\$426	\$1,278	\$1.08	1,187	3	Inc.	Inc.	\$40	Inc.	\$105	Inc.	\$1,423	\$474	\$1,466	\$489	\$1,510	\$503
Totals/Avg		\$765	\$3,310										\$3,463	\$809	\$3,567	\$833	\$3,674	\$858

These charts progress from left to right, starting with the base rent of each property surveyed in the market for that unit type. Next, furniture, washer/dryer and all utility inclusions are detailed. If the property does not offer the inclusion, the standard price that a resident would pay for that specific inclusion is considered. Finally, the inclusion costs are added to the base rent to arrive at the Standard Rent, or a resident's total living cost. These rents have been sorted in decreasing order on a per bed cost.

2014, 2015 Rents were increased by 3% per year from 2013 standardized rents.

Standardized Rents - Four or More Bedrooms

Property	Floorplan	\$/Bed	\$/Unit	\$ / Sq. ft.	Sq. ft.	Bath	Furn	W&D	Cable	Internet	Elec	Water / Sewer	Trash	2013 Standard Rent - Unit	2013 Standard Rent - Bed	2014 Standard Rent - Unit	2014 Standard Rent - Bed	2015 Standard Rent - Unit	2015 Standard Rent - Bed
Granada On Hardy	4X2	\$1,075	\$4,300	\$3.77	1,142	2	Inc.	Inc.	Inc.	Inc.	Inc.	Inc.	Inc.	\$4,300	\$1,075	\$4,429	\$1,107	\$4,562	\$1,140
Zuma	4X4	\$1,025	\$4,100	\$3.36	1,220	4	Inc.	Inc.	Inc.	Inc.	Inc.	Inc.	Inc.	\$4,100	\$1,025	\$4,223	\$1,056	\$4,350	\$1,087
<i>On-campus Housing</i>	<i>Piedra Del Sol Double</i>	<i>\$917</i>	<i>\$7,337</i>	<i>\$6.79</i>	<i>1,080</i>	<i>2</i>	<i>Inc.</i>	<i>\$40</i>	<i>Inc.</i>	<i>Inc.</i>	<i>Inc.</i>	<i>Inc.</i>	<i>Inc.</i>	<i>\$7,377</i>	<i>\$922</i>	<i>\$7,598</i>	<i>\$950</i>	<i>\$7,826</i>	<i>\$978</i>
Fifty Twenty-Five	4x4 Double as Single	\$799	\$3,196	\$2.17	1,476	4	Inc.	Inc.	\$40	Inc.	\$120	Inc.	Inc.	\$3,356	\$839	\$3,457	\$864	\$3,560	\$890
Sterling Alvarado	4X4	\$775	\$3,100	\$2.26	1,369	4	Inc.	Inc.	\$40	Inc.	\$120	Inc.	Inc.	\$3,260	\$815	\$3,358	\$839	\$3,459	\$865
Fifty Twenty-Five	4X4 Single	\$745	\$2,980	\$2.02	1,476	4	Inc.	Inc.	\$40	Inc.	\$120	Inc.	Inc.	\$3,140	\$785	\$3,234	\$809	\$3,331	\$833
<i>On-campus Housing</i>	<i>Piedra Del Sol Single</i>	<i>\$770</i>	<i>\$3,078</i>	<i>\$2.85</i>	<i>1,080</i>	<i>2</i>	<i>Inc.</i>	<i>\$40</i>	<i>Inc.</i>	<i>Inc.</i>	<i>Inc.</i>	<i>Inc.</i>	<i>Inc.</i>	<i>\$3,118</i>	<i>\$780</i>	<i>\$3,212</i>	<i>\$803</i>	<i>\$3,308</i>	<i>\$827</i>
Paseo Place	4X4 Double	\$600	\$4,800	\$2.90	1,657	4	Inc.	Inc.	Inc.	Inc.	\$120	Inc.	Inc.	\$4,920	\$615	\$5,068	\$633	\$5,220	\$652
Paseo Place	6X3	\$575	\$6,900	\$2.36	2,920	3	Inc.	Inc.	Inc.	Inc.	\$120	Inc.	Inc.	\$7,020	\$585	\$7,231	\$1,205	\$7,448	\$1,241
Fifty Twenty-Five	4X4 Double	\$540	\$4,320	\$2.93	1,476	4	Inc.	Inc.	\$40	Inc.	\$120	Inc.	Inc.	\$4,480	\$560	\$4,614	\$577	\$4,753	\$594
Totals/Avg		\$782	\$4,411											\$4,507	\$800	\$4,642	\$884	\$4,782	\$911

These charts progress from left to right, starting with the base rent of each property surveyed in the market for that unit type. Next, furniture, washer/dryer and all utility inclusions are detailed. If the property does not offer the inclusion, the standard price that a resident would pay for that specific inclusion is considered. Finally, the inclusion costs are added to the base rent to arrive at the Standard Rent, or a resident's total living cost. These rents have been sorted in decreasing order on a per bed cost.

On-Campus rents are italicized, adjusted to monthly amounts, and have been lowered by the cost of their required meal plans

2014, 2015 Rents were increased by 3% per year from 2013 standardized rents.

Market Survey & Analysis

SUBJECT SITE

PROPERTY INFORMATION			
Property Name	Suites on Paseo		
Street Address	5505 Lindo Paseo		
City	San Diego		
State	CA		
Phone	619.940.6720		
Management Company	Campus Advantage		
Current Occupancy	N/A		
Pre-leased Occupancy	8.1%		
Units	287		
Beds	384		
Year Built	2013		
Stories	4		
Parking Ratio	1:5		
Distance from Campus	<.2 miles		



COMMUNITY FEATURES		LEASE INFORMATION	
Pool	No	Lease Type	Individual
Fitness Center	Yes	Lease Term	9 months
Club House	Yes	Short Term Premium	N/A
Game Room	No	Application Fee	35
Business/Computer Center	Yes	Deposit	300
Athletic Courts	No	Pets	No
Tanning Beds	Yes	Heat	Yes
Covered Parking / Garage	Yes	Air Conditioning	Yes
Residence Life Programming	Yes		
On Bus Route	Yes		


UNIT FEATURES		UTILITY STRUCTURE	
Microwave	Yes	Electric	Landlord
Dishwasher	No	Water/Sewer	Landlord
Garbage Disposal	No	Cable	Landlord
W/D Connections	No	Internet	Landlord
W/D in Unit	No	Trash Removal	Landlord
Furnished Units	Yes		

UNIT MIX							
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
1 Bd / 1 Ba - Barrel Suite	62	62	286	17,732	\$1,225	\$1,225	\$4.28
1 Bd / 1 Ba - Longboard Suite	22	22	248	5,456	\$1,292	\$1,292	\$5.21
1 Bd / 1 Ba - Fin Suite	106	106	186	19,716	\$1,210	\$1,210	\$6.51
2 Bd / 1 Ba - Twin Fin Suite	22	44	173	3,806	\$1,526	\$763	\$8.82
2 Bd / 2 Ba - Pipeline Suite	75	150	239	17,925	\$1,834	\$917	\$7.67
Totals/Avg	287	384	226	64,635	\$1,417	\$1,081	\$6.50

Comments:	Opening Fall 2013; Private on-campus residence hall, rents include meal plans
------------------	---

Market Survey & Analysis

COMPETITIVE PROPERTY # 1

PROPERTY INFORMATION											
Property Name	Fifty Twenty-Five										
Street Address	5025 Collwood Blvd										
City	San Diego										
State	CA										
Phone	619.229.0128										
Management Company	Campus Advantage										
Current Occupancy	98.0%										
Pre-leased Occupancy	32.7%										
Units	304										
Beds	942										
Year Built	2010										
Stories	5										
Parking Ratio	1:2										
Distance from Campus	.5 miles										
COMMUNITY FEATURES				LEASE INFORMATION							
Pool	Yes			Lease Type	Individual						
Fitness Center	Yes			Lease Term	12 months						
Club House	Yes			Short Term Premium	N/A						
Game Room	No			Application Fee	35						
Business/Computer Center	Yes			Deposit	165						
Athletic Courts	Yes			Pets	No						
Tanning Beds	Yes			Heat	Yes						
Covered Parking / Garage	Yes			Air Conditioning	Yes						
Residence Life Programming	Yes			UTILITY STRUCTURE							
On Bus Route	Yes			Electric	Tenant						
UNIT FEATURES				Water/Sewer	Landlord						
Microwave	Yes			Cable	Tenant						
Dishwasher	Yes			Internet	Landlord						
Garbage Disposal	Yes			Trash Removal	Landlord						
W/D Connections	Yes			UNIT MIX							
W/D in Unit	Yes			Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
Furnished Units	Yes			Efficiency	92	92	398	36,616	\$1,070	\$1,070	\$2.69
				2X2 Double	48	192	1,004	48,192	\$2,440	\$610	\$2.43
				2x2 Double as single	63	126	1,004	63,252	\$1,930	\$965	\$1.92
				4X4 Single	44	176	1,476	64,944	\$2,980	\$745	\$2.02
				4X4 Double	32	256	1,476	47,232	\$4,320	\$540	\$2.93
				Totals/Avg	304	942	1,139	297,136	\$2,656	\$788	\$2.36
Comments: Special: \$100 Visa GC, iPad mini for 4X4 singles; One of the largest properties in the market with several floor plans to choose from											

Market Survey & Analysis

COMPETITIVE PROPERTY # 2

PROPERTY INFORMATION							
Property Name	Sterling Alvarado						
Street Address	6655 Alvarado Road						
City	San Diego						
State	CA						
Phone	619.286.3990						
Management Company	Dinerstein						
Current Occupancy	92.0%						
Pre-leased Occupancy	48.4%						
Units	319						
Beds	728						
Year Built	2012						
Stories	6						
Parking Ratio	1:1						
Distance from Campus	.5 miles						
COMMUNITY FEATURES				LEASE INFORMATION			
Pool	Yes			Lease Type	Joint		
Fitness Center	Yes			Lease Term	12 months		
Club House	Yes			Short Term Premium	N/A		
Game Room	Yes			Application Fee	35		
Business/Computer Center	Yes			Deposit	300		
Athletic Courts	No			Pets	No		
Tanning Beds	Yes			Heat	Yes		
Covered Parking / Garage	Yes			Air Conditioning	Yes		
Residence Life Programming	Yes			<div>UTILITY STRUCTURE</div>			
On Bus Route	Yes						
UNIT FEATURES							
Microwave	Yes						
Dishwasher	Yes						
Garbage Disposal	Yes			Electric	Tenant		
W/D Connections	Yes			Water/Sewer	Landlord		
W/D in Unit	Yes			Cable	Tenant		
Furnished Units	Yes			Internet	Landlord		
				Trash Removal	Landlord		
UNIT MIX							
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
Efficiency	94	94	399	37,506	\$970	\$970	\$2.43
2X2 - Imperial	64	128	835	53,440	\$1,700	\$850	\$2.04
2X2 - Western	20	40	970	19,400	\$1,970	\$985	\$2.03
2X2 - Mission	8	16	1,131	9,048	\$1,940	\$970	\$1.72
2X2 - Pacific	8	16	903	7,224	\$1,870	\$935	\$2.07
Totals/Avg	319	728	910	273,952	\$1,655	\$747	\$1.88
<div>Comments:</div> <div>Special: 1 1/2 mo. rent free and free parking for 12 months; The newest property in the SDSU market with many amenities for its residents</div>							

PROPERTY INFORMATION

Market Survey & Analysis

COMPETITIVE PROPERTY # 4

PROPERTY INFORMATION			
Property Name	Granada On Hardy		
Street Address	5525 Hardy Ave		
City	San Diego		
State	CA		
Phone	619.955.8850		
Management Company	Peak Management		
Current Occupancy	94.0%		
Pre-leased Occupancy	61.3%		
Units	49		
Beds	183		
Year Built	2011		
Stories	4		
Parking Ratio	1:2		
Distance from Campus	.2 miles		



COMMUNITY FEATURES		LEASE INFORMATION	
Pool	No	Lease Type	Individual
Fitness Center	No	Lease Term	12 months
Club House	Yes	Short Term Premium	N/A
Game Room	Yes	Application Fee	35
Business/Computer Center	Yes	Deposit	300
Athletic Courts	No	Pets	No
Tanning Beds	Yes	Heat	Yes
Covered Parking / Garage	Yes	Air Conditioning	Yes
Residence Life Programming	Yes		
On Bus Route	Yes		

UNIT FEATURES		UTILITY STRUCTURE	
Microwave	Yes	Electric	Landlord
Dishwasher	Yes	Water/Sewer	Landlord
Garbage Disposal	Yes	Cable	Landlord
W/D Connections	Yes	Internet	Landlord
W/D in Unit	Yes	Trash Removal	Landlord
Furnished Units	Yes		

UNIT MIX							
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
2X1	5	10	980	4,900	\$2,598	\$1,299	\$2.65
3X2	3	9	941	2,823	\$3,597	\$1,199	\$3.82
4X2	41	164	1,142	46,822	\$4,300	\$1,075	\$3.77
Totals/Avg	49	183	1,021	54,545	\$3,498	\$1,191	\$3.41

Comments:	Includes all utilities for residents
------------------	--------------------------------------

Market Survey & Analysis


COMPETITIVE PROPERTY # 5

PROPERTY INFORMATION								
Property Name	Paseo Place							
Street Address	5665 Lindo Paseo							
City	San Diego							
State	CA							
Phone	619.255.3000							
Management Company	Asset Campus							
Current Occupancy	98.0%							
Pre-leased Occupancy	97.0%							
Units	46							
Beds	246							
Year Built	2011							
Stories	5							
Parking Ratio	1:2							
Distance from Campus	.2 miles							
COMMUNITY FEATURES				LEASE INFORMATION				
Pool	No			Lease Type	Individual			
Fitness Center	No			Lease Term	12 months			
Club House	No			Short Term Premium	N/A			
Game Room	No			Application Fee	35			
Business/Computer Center	No			Deposit	300			
Athletic Courts	No			Pets	No			
Tanning Beds	No			Heat	Yes			
Covered Parking / Garage	Yes			Air Conditioning	Yes			
Residence Life Programming	No			<div>UTILITY STRUCTURE</div> <div>Electric</div> Tenant <div>Water/Sewer</div> Landlord <div>Cable</div> Landlord <div>Internet</div> Landlord <div>Trash Removal</div> Landlord				
On Bus Route	Yes							
UNIT FEATURES								
Microwave	Yes							
Dishwasher	Yes							
Garbage Disposal	Yes							
W/D Connections	Yes							
W/D in Unit	Yes							
Furnished Units	Yes							
UNIT MIX								
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF	
2X2 Double	4	16	1,042	4,168	\$2,796	\$699	\$2.68	
2x2 Double as single	10	40	1,085	10,850	\$1,400	\$1,400	\$1.29	
2X2 Double	2	8	1,100	2,200	\$2,796	\$699	\$2.54	
3X3 Double	2	12	1,278	2,556	\$3,780	\$630	\$2.96	
3X3 Double	20	120	1,302	26,040	\$8,700	\$1,450	\$6.68	
Totals/Avg	46	246	1,466	58,461	\$4,369	\$835	\$3.03	
<div>Comments:</div> <div>Special: 48 hour Look & Lease - deposit waived with approved guarantor; Lacks amenities for its residents but is currently 44% preleased for the fall</div>								

Market Survey & Analysis

COMPETITIVE PROPERTY # 6

PROPERTY INFORMATION			
Property Name	Albert's College		
Street Address	5460 55th Street		
City	San Diego		
State	CA		
Phone	619.583.7402		
Management Company	MG Properties		
Current Occupancy	93.0%		
Pre-leased Occupancy	Not Provided		
Units	236		
Beds	363		
Year Built	1985		
Stories	2		
Parking Ratio	1:3		
Distance from Campus	<.1 miles		



COMMUNITY FEATURES		LEASE INFORMATION	
Pool	Yes	Lease Type	Joint
Fitness Center	Yes	Lease Term	12 months
Club House	No	Short Term Premium	N/A
Game Room	No	Application Fee	35
Business/Computer Center	No	Deposit	400
Athletic Courts	No	Pets	No
Tanning Beds	No	Heat	Yes
Covered Parking / Garage	Yes	Air Conditioning	Yes
Residence Life Programming	No		
On Bus Route	Yes		

UNIT FEATURES		UTILITY STRUCTURE	
Microwave	No	Electric	Tenant
Dishwasher	Yes	Water/Sewer	Landlord
Garbage Disposal	Yes	Cable	Tenant
W/D Connections	No	Internet	Tenant
W/D in Unit	No	Trash Removal	Landlord
Furnished Units	No		

UNIT MIX							
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
Studio	21	21	439	9,219	\$1,042	\$1,042	\$2.37
1X1	104	104	851	88,504	\$1,166	\$1,166	\$1.37
2X2	95	190	1,071	101,745	\$1,740	\$870	\$1.62
3X3	16	48	1,509	24,144	\$1,869	\$623	\$1.24
Totals/Avg	236	363	968	223,612	\$1,454	\$925	\$1.65

Comments:	Premium location to SDSU campus
------------------	---------------------------------

Market Survey & Analysis

COMPETITIVE PROPERTY # 7

PROPERTY INFORMATION			
Property Name	College Campanile		
Street Address	5691 Montezuma Road		
City	San Diego		
State	CA		
Phone	619.582.7158		
Management Company	HCA Real Estate Management		
Current Occupancy	100.0%		
Pre-leased Occupancy	96.1%		
Units	77		
Beds	122		
Year Built	1960		
Stories	2		
Parking Ratio	1:3		
Distance from Campus	.25 miles		



COMMUNITY FEATURES		LEASE INFORMATION	
Pool	Yes	Lease Type	Joint
Fitness Center	No	Lease Term	12 months
Club House	No	Short Term Premium	N/A
Game Room	No	Application Fee	35
Business/Computer Center	No	Deposit	400
Athletic Courts	No	Pets	No
Tanning Beds	No	Heat	Yes
Covered Parking / Garage	No	Air Conditioning	Yes
Residence Life Programming	No		
On Bus Route	Yes		

UNIT FEATURES		UTILITY STRUCTURE	
Microwave	No	Electric	Tenant
Dishwasher	Yes	Water/Sewer	Landlord
Garbage Disposal	No	Cable	Tenant
W/D Connections	Yes	Internet	Tenant
W/D in Unit	No	Trash Removal	Landlord
Furnished Units	No		


UNIT MIX							
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
1X1	36	36	700	25,200	\$1,128	\$1,128	\$1.61
2X1	18	36	1,000	18,000	\$1,645	\$823	\$1.65
2X2	19	38	1,200	22,800	\$1,805	\$903	\$1.50
3X2	4	12	1,700	6,800	\$2,200	\$733	\$1.29
Totals/Avg	77	122	1,150	72,800	\$1,695	\$897	\$1.51

Comments:	Does not release rates for fall until next month
------------------	--

Market Survey & Analysis

COMPETITIVE PROPERTY # 8

PROPERTY INFORMATION			
Property Name	The Plaza		
Street Address	6150 El Cajon Blvd		
City	San Diego		
State	CA		
Phone	619.265.1614		
Management Company	HCA Real Estate Management		
Current Occupancy	100.0%		
Pre-leased Occupancy	53.0%		
Units	104		
Beds	146		
Year Built	1989		
Stories	3		
Parking Ratio	1:3		
Distance from Campus	1 mile		



COMMUNITY FEATURES		LEASE INFORMATION	
Pool	Yes	Lease Type	Joint
Fitness Center	No	Lease Term	12 months
Club House	Yes	Short Term Premium	N/A
Game Room	No	Application Fee	25
Business/Computer Center	No	Deposit	400
Athletic Courts	No	Pets	No
Tanning Beds	No	Heat	Yes
Covered Parking / Garage	No	Air Conditioning	Yes
Residence Life Programming	No		
On Bus Route	Yes		

UNIT FEATURES		UTILITY STRUCTURE	
Microwave	No	Electric	Tenant
Dishwasher	Yes	Water/Sewer	Landlord
Garbage Disposal	No	Cable	Tenant
W/D Connections	No	Internet	Tenant
W/D in Unit	No	Trash Removal	Landlord
Furnished Units	No		


UNIT MIX							
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
1X1	62	62	546	33,852	\$868	\$868	\$1.59
2X2	42	84	865	36,330	\$1,250	\$625	\$1.45
Totals/Avg	104	146	706	70,182	\$1,059	\$747	\$1.52

Comments:	Furthest property surveyed from SDSU campus
------------------	---

Market Survey & Analysis

COMPETITIVE PROPERTY # 9

PROPERTY INFORMATION			
Property Name	The Diplomat		
Street Address	6621 Montezuma Road		
City	San Diego		
State	CA		
Phone	619.583.0257		
Management Company	HCA Real Estate Management		
Current Occupancy	100.0%		
Pre-leased Occupancy	50.0%		
Units	48		
Beds	83		
Year Built	1979		
Stories	4		
Parking Ratio	1:3		
Distance from Campus	.75 miles		



COMMUNITY FEATURES		LEASE INFORMATION	
Pool	Yes	Lease Type	Joint
Fitness Center	No	Lease Term	12 months
Club House	No	Short Term Premium	N/A
Game Room	No	Application Fee	25
Business/Computer Center	No	Deposit	400
Athletic Courts	No	Pets	No
Tanning Beds	No	Heat	Yes
Covered Parking / Garage	No	Air Conditioning	Yes
Residence Life Programming	No		
On Bus Route	Yes		


UNIT FEATURES		UTILITY STRUCTURE	
Microwave	Yes	Electric	Tenant
Dishwasher	Yes	Water/Sewer	Landlord
Garbage Disposal	Yes	Cable	Tenant
W/D Connections	No	Internet	Tenant
W/D in Unit	No	Trash Removal	Landlord
Furnished Units	No		

UNIT MIX							
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
1X1	13	13	825	10,725	\$995	\$995	\$1.21
2X2	20	40	1,030	20,600	\$1,395	\$698	\$1.35
2X2	15	30	1,140	17,100	\$1,420	\$710	\$1.25
Totals/Avg	48	83	998	48,425	\$1,270	\$801	\$1.27

Comments:	Does not release rates for fall until next month
------------------	--

Market Survey & Analysis

COMPETITIVE PROPERTY # 10

PROPERTY INFORMATION							
Property Name	Penthouse						
Street Address	6560 Montezuma Road						
City	San Diego						
State	CA						
Phone	619.265.8101						
Management Company	HCA Real Estate Management						
Current Occupancy	100.0%						
Pre-leased Occupancy	68.0%						
Units	87						
Beds	157						
Year Built	1976						
Stories	3						
Parking Ratio	1:3						
Distance from Campus	.75 miles						
COMMUNITY FEATURES				LEASE INFORMATION			
Pool	Yes			Lease Type	Joint		
Fitness Center	No			Lease Term	12 months		
Club House	No			Short Term Premium	N/A		
Game Room	No			Application Fee	25		
Business/Computer Center	No			Deposit	400		
Athletic Courts	No			Pets	No		
Tanning Beds	No			Heat	Yes		
Covered Parking / Garage	No			Air Conditioning	Yes		
Residence Life Programming	No			<div>UTILITY STRUCTURE</div> <div>Electric Tenant</div> <div>Water/Sewer Landlord</div> <div>Cable Tenant</div> <div>Internet Tenant</div> <div>Trash Removal Landlord</div>			
On Bus Route	Yes						
UNIT FEATURES							
Microwave	No						
Dishwasher	Yes						
Garbage Disposal	Yes						
W/D Connections	No						
W/D in Unit	No						
Furnished Units	No						
UNIT MIX							
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
1X1	17	17	925	15,725	\$945	\$945	\$1.02
2X2	70	140	1,345	94,150	\$1,358	\$679	\$1.01
Totals/Avg	87	157	1,135	109,875	\$1,152	\$812	\$1.02
Comments: Older property further away from campus with very few amenities for its residents							

Market Survey & Analysis

COMPETITIVE PROPERTY # 11

PROPERTY INFORMATION			
Property Name	Zuma		
Street Address	6237 Montezuma Road		
City	San Diego		
State	CA		
Phone	619.265.9862		
Management Company	Asset Campus		
Current Occupancy	N/A		
Pre-leased Occupancy	16.0%		
Units	24		
Beds	96		
Year Built	2013		
Stories	5		
Parking Ratio	1:1		
Distance from Campus	.5 miles		



COMMUNITY FEATURES		LEASE INFORMATION	
Pool	No	Lease Type	Individual
Fitness Center	No	Lease Term	12 months
Club House	Yes	Short Term Premium	N/A
Game Room	No	Application Fee	35
Business/Computer Center	Yes	Deposit	200
Athletic Courts	No	Pets	No
Tanning Beds	No	Heat	Yes
Covered Parking / Garage	Yes	Air Conditioning	Yes
Residence Life Programming	Yes		
On Bus Route	Yes		

UNIT FEATURES		UTILITY STRUCTURE	
Microwave	Yes	Electric	Landlord
Dishwasher	Yes	Water/Sewer	Landlord
Garbage Disposal	Yes	Cable	Landlord
W/D Connections	Yes	Internet	Landlord
W/D in Unit	Yes	Trash Removal	Landlord
Furnished Units	Yes		

UNIT MIX							
Unit Type	Total Units	Total Beds	Unit Size	Total SF	Unit Rent	Bed Rent	Rent/ SF
4X4	24	96	1,220	29,280	\$4,100	\$1,025	\$3.36
Totals/Avg	24	96	1,220	29,280	\$4,100	\$1,025	\$3.36

Comments:	Coming online this fall; small property with very few amenities for residents
------------------	---



Campus Advantage specializes in market analysis, consulting, management and residence life services related to student housing facilities. The senior management team of Campus Advantage has over 250 years of combined student housing experience, including management of over 250,000 beds both on-campus and off-campus.

Campus Advantage currently manages over 26,000 beds on campuses throughout the United States. The properties include a mix of private apartments, university housing with food service, or hybrids of both. Campus Advantage has been successfully engaged to reposition properties and execute operational rescues for failing student housing properties by financial institutions and public bond holders.

Campus Advantage offers the following student housing services:

- Property Management
- Residence Life programs
- Marketing & Leasing
- New Property Start-ups
- Accounting & Budgets
- Facility Maintenance & Operations
- Market Analysis
- Feasibility Analysis
- Pre-development Design & Consulting
- Planning & Permitting Assistance
- Repositioning of Failing Properties
- University Relations

The Principle Authors of this study include the following:

Brittany Copland – *Director of Market Research*
Bachelor of Arts – Mathematics – University of Texas, 2006

Nicole Jornet – *Market Analyst*
Bachelor of Science – University of Texas, 2008

Jonathan Bove – *Director of Consulting Services*
Bachelor of Science - Professional & Technical Communication - Rochester Institute of Technology, 2005
Master of Education - Higher Education and Student Affairs Administration - University of Vermont, 2007

D. Scott Duckett – *Chief Operating Officer*
Bachelor of Arts - Economics - Oregon State University, 1992.
Master of Science - Geography & Urban Planning - Portland State University, 1997.

Campus Advantage
110 Wild Basin Rd, Suite 365, Austin TX 78746
512.472.6222 www.campusadv.com

Appendix A: San Diego State University Map

SAN DIEGO STATE UNIVERSITY

PARKING FALL SEMESTER 2012



LEGEND

- ?? INFORMATION
- RESTRICTED ACCESS
- FOOTBRIDGE
- ATM
- MTS TROLLEY/BUS STOPS
- RED & BLACK SHUTTLE
- UNIVERSITY POLICE
- CONSTRUCTION AREA
- BIKE PARKING/LANE
- SAFETY ESCORT PHONE

PARKING

- S** STUDENT valid 6am-1am
- N** STUDENT OVERNIGHT valid 6am-1am
- FS** FACULTY & STAFF
- P** PAYING VISITOR METETER
- DIS** DISABLED
- SP** SPECIAL PERMIT
- M** MOTORCYCLES
- EV** EV CHARGING STALLS

PERMIT ALWAYS REQUIRED

Content: SDSU Facilities Planning Design & Construction
Design: SDSU Facilities Graphics
all reproduction rights reserved © 2012 SDSU

CLASS SCHEDULE BUILDING & LOCATION CODES

SEE CLASS SCHEDULE AT WWW.SDSU.EDU FOR ADDITIONAL CAMPUS BUILDING INFORMATION

ART N/S	Art North/South	G1	RSDN	Cuicacalli	K7
AD	Administration	I3	DPS	Public Safety	D5
AH	Adams Humanities	H6	BSCI	Donald P. Shiley Bioscience Center	H2
AL	Arts and Letters	G1	DA	Dramatic Arts	G5
ALUM	Alumni Center (Parma Payne Goodall)	D7	E	Engineering	I2
AMC	Arena Meeting Center	D6	EBA	Education & Business Administration	K4
AMSA	Aztec Mesa Modulares	F6	EC	East Commons	I4
ARC	Aztec Recreation Center	E5	ED	Education	J4
ATC	Aztec Tennis Center	A6	EL	Engineering Lab	I2
BOOK	Aztec Shops Bookstore	I4	ENS	Exercise & Nutritional Sciences	F5
CHAL	Cholula Hall	B4	ENSA	ENS Annex	F4
CLP	Calpulli Center (Student Health Services)	G7	ESC	Extended Studies Center	F8
COM	Communication	G3	FAC	Fowler Athletics Center	C6
CHAP	Chapultepec Hall	B4	GC	Gateway Center	G8
CSL	Chemical Sciences Laboratory	K3	GA	Geography Annex	J3
CSQ	College Square	J9	GMCS	Geology / Mathematics / Comp. Science	J3

HA	Housing Administration	J9	PA	Physics / Astronomy	I3
HH	Hepner Hall	H3	PG	Peterson Gym	C6
HT	Hardy Tower	H2	POOL	Aztec Aquaplex	A6
ISC	International Student Center	D4	PS	Physical Sciences	H3
IT	Industrial Technology	I3	PSFA	Professional Studies & Fine Arts	G2
LL	Love Library	H4	SLNS	Speech, Language, & Hearing Sciences	H8
LSN/S	Life Sciences North/South	H2	SOX	Student Organization Annex	H8
LT	Little Theatre	G3	SSE	Student Services East	J5
M	Music	G6	SSW	Student Services West	J5
MAYA	Maya	J9	RSTE	Tacuba Hall	K8
MH	Manchester Hall	I5	TENO	Tenochca Hall	K9
MCN	Montezuma Classrooms North	I8	RSTW	Tepeyac	J8
MCS	Montezuma Classrooms South	I9	TGS	Tony Gwynn Stadium (@ Charlie Smith Field)	B5
NH100	Nasatir Hall	F2	TULA	Tula Hall	K9
NE	North Education	J4	ARNA	Viegas Arena	E6
OLM	Olmecha	J8	WC	West Commons	F3
P	Physics	I3	ZURA	Zura Hall	K8



[www.sdsu.edu]



(619)

SDSU INFORMATION
594-5200

LIBRARY INFO DESK
594-6724

UNIVERSITY POLICE
594-1991

PARKING SERVICES
594-6671

STUDENT HEALTH SERVICES
594-4325

SAFETY ESCORT SERVICES
594-6659

Appendix B: Comprehensive Enrollment Summary 2012

Comprehensive Enrollment Summary

The Chancellor's Office changed the calculation of Full-Time Equivalent Students (FTES) to be the number of units attempted by undergraduate and post-baccalaureate students divided by 15 combined with the total number of units attempted by degree-seeking graduate students divided by 12. *Previously, FTES was calculated by dividing all units attempted by 15.* FTE is NOT the number of full-time students.

Starting Summer 2009, this report calculates FTES based on the new rebenched calculation.

Fall 2012

SD Campus

			Enroll			FTES			Units		
			Men	Women	Total	Men	Women	Total	Men	Women	Total
Fresh	Continuing	Part-time	29	32	61	16.5	17.9	34.5	248.0	269.0	517.0
		Full-time	335	431	766	316.9	412.8	729.6	4,753.0	6,191.5	10,944.5
		Total	364	463	827	333.4	430.7	764.1	5,001.0	6,460.5	11,461.5
	New First-time	Part-time	121	189	310	76.1	116.7	192.8	1,141.0	1,750.5	2,891.5
		Full-time	1,610	2,219	3,829	1,603.3	2,207.9	3,811.2	24,049.5	33,119.0	57,168.5
		Total	1,731	2,408	4,139	1,679.4	2,324.6	4,004.0	25,190.5	34,869.5	60,060.0
	New Transfer	Part-time		1	1		0.7	0.7		10.0	10.0
		Full-time	9	5	14	8.9	4.9	13.8	134.0	73.0	207.0
		Total	9	6	15	8.9	5.5	14.5	134.0	83.0	217.0
	Transitory	Part-time	4		4	0.8		0.8	12.0		12.0
		Total	4		4	0.8		0.8	12.0		12.0
	Total	Part-time	154	222	376	93.4	135.3	228.7	1,401.0	2,029.5	3,430.5
		Full-time	1,954	2,655	4,609	1,929.1	2,625.6	4,554.7	28,936.5	39,383.5	68,320.0
		Total	2,108	2,877	4,985	2,022.5	2,760.9	4,783.4	30,337.5	41,413.0	71,750.5
Soph	Continuing	Part-time	73	94	167	36.9	51.1	88.0	554.0	766.0	1,320.0
		Full-time	1,379	2,042	3,421	1,347.8	1,999.2	3,347.0	20,217.5	29,988.0	50,205.5
		Total	1,452	2,136	3,588	1,384.8	2,050.3	3,435.0	20,771.5	30,754.0	51,525.5
	New Transfer	Part-time		2	2		0.8	0.8		12.0	12.0
		Full-time	20	9	29	19.7	9.2	28.9	296.0	138.0	434.0
		Total	20	11	31	19.7	10.0	29.7	296.0	150.0	446.0
	Readmit	Full-time		1	1		1.0	1.0		15.0	15.0
		Total		1	1		1.0	1.0		15.0	15.0
	Total	Part-time	73	96	169	36.9	51.9	88.8	554.0	778.0	1,332.0
		Full-time	1,399	2,052	3,451	1,367.6	2,009.4	3,377.0	20,513.5	30,141.0	50,654.5
		Total	1,472	2,148	3,620	1,404.5	2,061.3	3,465.8	21,067.5	30,919.0	51,986.5
Junior	Continuing	Part-time	129	195	324	65.1	99.3	164.4	977.0	1,489.0	2,466.0
		Full-time	1,679	2,164	3,843	1,632.3	2,112.1	3,744.4	24,484.5	31,682.0	56,166.5
		Total	1,808	2,359	4,167	1,697.4	2,211.4	3,908.8	25,461.5	33,171.0	58,632.5
	New Transfer	Part-time	172	150	322	90.0	79.5	169.5	1,350.0	1,193.0	2,543.0
		Full-time	1,278	1,412	2,690	1,180.3	1,304.2	2,484.5	17,705.0	19,563.0	37,268.0
		Total	1,450	1,562	3,012	1,270.3	1,383.7	2,654.1	19,055.0	20,756.0	39,811.0
	Readmit	Part-time	4	3	7	1.8	1.6	3.4	27.0	24.0	51.0
		Full-time	16	22	38	15.4	20.7	36.1	231.0	311.0	542.0
		Total	20	25	45	17.2	22.3	39.5	258.0	335.0	593.0
	Transitory	Part-time	22	7	29	5.5	1.9	7.4	83.0	28.0	111.0

SD Campus

			Enroll			FTES			Units		
			Men	Women	Total	Men	Women	Total	Men	Women	Total
Junior	Transitory	Total	22	7	29	5.5	1.9	7.4	83.0	28.0	111.0
	Total	Part-time	327	355	682	162.5	182.3	344.7	2,437.0	2,734.0	5,171.0
		Full-time	2,973	3,598	6,571	2,828.0	3,437.1	6,265.1	42,420.5	51,556.0	93,976.5
		Total	3,300	3,953	7,253	2,990.5	3,619.3	6,609.8	44,857.5	54,290.0	99,147.5
Senior	Continuing	Part-time	786	884	1,670	391.5	434.5	826.1	5,873.0	6,518.0	12,391.0
		Full-time	3,635	4,253	7,888	3,452.8	4,070.4	7,523.3	51,792.5	61,056.5	112,849.0
		Total	4,421	5,137	9,558	3,844.4	4,505.0	8,349.3	57,665.5	67,574.5	125,240.0
	New Transfer	Part-time	20	21	41	10.9	10.7	21.6	163.0	161.0	324.0
		Full-time	149	111	260	141.2	103.5	244.7	2,118.0	1,552.0	3,670.0
		Total	169	132	301	152.1	114.2	266.3	2,281.0	1,713.0	3,994.0
	Readmit	Part-time	9	10	19	4.1	5.1	9.2	62.0	76.0	138.0
		Full-time	26	10	36	24.1	9.0	33.1	361.0	135.0	496.0
		Total	35	20	55	28.2	14.1	42.3	423.0	211.0	634.0
	Transitory	Part-time	1	3	4	0.7	1.7	2.4	11.0	25.0	36.0
		Full-time	102	104	206	95.3	95.6	190.9	1,429.0	1,434.0	2,863.0
		Total	103	107	210	96.0	97.3	193.3	1,440.0	1,459.0	2,899.0
	Total	Part-time	816	918	1,734	407.3	452.0	859.3	6,109.0	6,780.0	12,889.0
		Full-time	3,912	4,478	8,390	3,713.4	4,278.5	7,991.9	55,700.5	64,177.5	119,878.0
		Total	4,728	5,396	10,124	4,120.6	4,730.5	8,851.1	61,809.5	70,957.5	132,767.0
UG	Continuing	Part-time	1,017	1,205	2,222	510.1	602.8	1,112.9	7,652.0	9,042.0	16,694.0
		Full-time	7,028	8,890	15,918	6,749.8	8,594.5	15,344.4	101,247.5	128,918.0	230,165.5
		Total	8,045	10,095	18,140	7,260.0	9,197.3	16,457.3	108,899.5	137,960.0	246,859.5
	New First-time	Part-time	121	189	310	76.1	116.7	192.8	1,141.0	1,750.5	2,891.5
		Full-time	1,610	2,219	3,829	1,603.3	2,207.9	3,811.2	24,049.5	33,119.0	57,168.5
		Total	1,731	2,408	4,139	1,679.4	2,324.6	4,004.0	25,190.5	34,869.5	60,060.0
	New Transfer	Part-time	192	174	366	100.9	91.7	192.6	1,513.0	1,376.0	2,889.0
		Full-time	1,456	1,537	2,993	1,350.2	1,421.7	2,771.9	20,253.0	21,326.0	41,579.0
		Total	1,648	1,711	3,359	1,451.1	1,513.5	2,964.5	21,766.0	22,702.0	44,468.0
	Readmit	Part-time	13	13	26	5.9	6.7	12.6	89.0	100.0	189.0
		Full-time	42	33	75	39.5	30.7	70.2	592.0	461.0	1,053.0
		Total	55	46	101	45.4	37.4	82.8	681.0	561.0	1,242.0
	Transitory	Part-time	27	10	37	7.1	3.5	10.6	106.0	53.0	159.0
		Full-time	102	104	206	95.3	95.6	190.9	1,429.0	1,434.0	2,863.0
		Total	129	114	243	102.3	99.1	201.5	1,535.0	1,487.0	3,022.0
	Total	Part-time	1,370	1,591	2,961	700.1	821.4	1,521.5	10,501.0	12,321.5	22,822.5
		Full-time	10,238	12,783	23,021	9,838.1	12,350.5	22,188.6	147,571.0	185,258.0	332,829.0
		Total	11,608	14,374	25,982	10,538.1	13,172.0	23,710.1	158,072.0	197,579.5	355,651.5
PostBac	Continuing	Part-time	12	57	69	4.9	20.4	25.3	74.0	306.0	380.0
		Full-time	27	71	98	28.5	78.4	106.9	427.0	1,176.0	1,603.0
		Total	39	128	167	33.4	98.8	132.2	501.0	1,482.0	1,983.0
	New First-time	Part-time	3	6	9	1.1	2.0	3.1	16.0	30.0	46.0
		Full-time	45	175	220	52.1	217.7	269.8	781.0	3,266.0	4,047.0
		Total	48	181	229	53.1	219.7	272.9	797.0	3,296.0	4,093.0
	New Transfer	Part-time	2	17	19	0.6	6.5	7.1	9.0	98.0	107.0

SD Campus

			Enroll			FTES			Units		
			Men	Women	Total	Men	Women	Total	Men	Women	Total
PostBac	New Transfer	Full-time	18	54	72	21.1	60.3	81.4	317.0	904.0	1,221.0
		Total	20	71	91	21.7	66.8	88.5	326.0	1,002.0	1,328.0
	Readmit	Part-time		12	12		3.7	3.7		55.0	55.0
		Full-time	8	25	33	8.9	23.9	32.9	134.0	359.0	493.0
		Total	8	37	45	8.9	27.6	36.5	134.0	414.0	548.0
	Transitory	Part-time	2	3	5	0.6	0.6	1.2	9.0	9.0	18.0
		Full-time		1	1		1.0	1.0		15.0	15.0
		Total	2	4	6	0.6	1.6	2.2	9.0	24.0	33.0
	Total	Part-time	19	95	114	7.2	33.2	40.4	108.0	498.0	606.0
		Full-time	98	326	424	110.6	381.3	491.9	1,659.0	5,720.0	7,379.0
		Total	117	421	538	117.8	414.5	532.3	1,767.0	6,218.0	7,985.0
Master's	Continuing	Part-time	527	606	1,133	230.8	266.5	497.3	2,769.0	3,198.0	5,967.0
		Full-time	348	670	1,018	318.1	671.0	989.0	3,817.0	8,051.5	11,868.5
		Total	875	1,276	2,151	548.8	937.5	1,486.3	6,586.0	11,249.5	17,835.5
	New First-time	Part-time	163	184	347	78.9	90.6	169.5	947.0	1,087.0	2,034.0
		Full-time	332	460	792	305.3	458.9	764.3	3,664.0	5,507.0	9,171.0
		Total	495	644	1,139	384.3	549.5	933.8	4,611.0	6,594.0	11,205.0
	New Transfer	Part-time	63	71	134	31.0	35.0	66.0	372.0	420.0	792.0
		Full-time	98	167	265	95.5	174.8	270.3	1,146.0	2,098.0	3,244.0
		Total	161	238	399	126.5	209.8	336.3	1,518.0	2,518.0	4,036.0
	Readmit	Part-time	25	43	68	10.3	19.3	29.6	124.0	231.0	355.0
		Full-time	13	23	36	11.9	23.4	35.3	143.0	281.0	424.0
		Total	38	66	104	22.3	42.7	64.9	267.0	512.0	779.0
	Transitory	Part-time		1	1		0.6	0.6		7.0	7.0
		Full-time	7	9	16	6.0	7.8	13.8	72.0	94.0	166.0
		Total	7	10	17	6.0	8.4	14.4	72.0	101.0	173.0
	Total	Part-time	778	905	1,683	351.0	411.9	762.9	4,212.0	4,943.0	9,155.0
		Full-time	798	1,329	2,127	736.8	1,336.0	2,072.8	8,842.0	16,031.5	24,873.5
		Total	1,576	2,234	3,810	1,087.8	1,747.9	2,835.7	13,054.0	20,974.5	34,028.5
Doctoral	Continuing	Part-time	140	172	312	68.5	85.8	154.3	822.0	1,029.0	1,851.0
		Full-time	14	56	70	11.7	55.3	66.9	140.0	663.0	803.0
		Total	154	228	382	80.2	141.0	221.2	962.0	1,692.0	2,654.0
	New First-time	Part-time	5	3	8	2.5	1.5	4.0	30.0	18.0	48.0
		Full-time	11	26	37	13.8	28.9	42.7	165.0	347.0	512.0
		Total	16	29	45	16.3	30.4	46.7	195.0	365.0	560.0
	New Transfer	Part-time	10	11	21	5.0	5.5	10.5	60.0	66.0	126.0
		Full-time	14	31	45	14.6	34.6	49.2	175.0	415.0	590.0
		Total	24	42	66	19.6	40.1	59.7	235.0	481.0	716.0
	Readmit	Part-time	7	2	9	3.5	1.0	4.5	42.0	12.0	54.0
		Full-time	4	7	11	4.3	5.9	10.3	52.0	71.0	123.0
		Total	11	9	20	7.8	6.9	14.8	94.0	83.0	177.0
	Total	Part-time	162	188	350	79.5	93.8	173.3	954.0	1,125.0	2,079.0
		Full-time	43	120	163	44.3	124.7	169.0	532.0	1,496.0	2,028.0
		Total	205	308	513	123.8	218.4	342.3	1,486.0	2,621.0	4,107.0

SD Campus

			Enroll			FTES			Units		
			Men	Women	Total	Men	Women	Total	Men	Women	Total
GRAD	Continuing	Part-time	679	835	1,514	304.2	372.7	676.8	3,665.0	4,533.0	8,198.0
		Full-time	389	797	1,186	358.2	804.6	1,162.8	4,384.0	9,890.5	14,274.5
		Total	1,068	1,632	2,700	662.4	1,177.3	1,839.7	8,049.0	14,423.5	22,472.5
	New First-time	Part-time	171	193	364	82.5	94.1	176.6	993.0	1,135.0	2,128.0
		Full-time	388	661	1,049	371.2	705.6	1,076.7	4,610.0	9,120.0	13,730.0
		Total	559	854	1,413	453.6	799.7	1,253.3	5,603.0	10,255.0	15,858.0
	New Transfer	Part-time	75	99	174	36.6	47.0	83.6	441.0	584.0	1,025.0
		Full-time	130	252	382	131.2	269.7	400.9	1,638.0	3,417.0	5,055.0
		Total	205	351	556	167.8	316.7	484.5	2,079.0	4,001.0	6,080.0
	Readmit	Part-time	32	57	89	13.8	23.9	37.8	166.0	298.0	464.0
		Full-time	25	55	80	25.2	53.3	78.5	329.0	711.0	1,040.0
		Total	57	112	169	39.0	77.2	116.2	495.0	1,009.0	1,504.0
	Transitory	Part-time	2	4	6	0.6	1.2	1.8	9.0	16.0	25.0
		Full-time	7	10	17	6.0	8.8	14.8	72.0	109.0	181.0
		Total	9	14	23	6.6	10.0	16.6	81.0	125.0	206.0
	Total	Part-time	959	1,188	2,147	437.7	538.9	976.6	5,274.0	6,566.0	11,840.0
		Full-time	939	1,775	2,714	891.8	1,842.0	2,733.7	11,033.0	23,247.5	34,280.5
		Total	1,898	2,963	4,861	1,329.5	2,380.8	3,710.3	16,307.0	29,813.5	46,120.5
TOTAL	Continuing	Part-time	1,696	2,040	3,736	814.3	975.5	1,789.8	11,317.0	13,575.0	24,892.0
		Full-time	7,417	9,687	17,104	7,108.1	9,399.1	16,507.2	105,631.5	138,808.5	244,440.0
		Total	9,113	11,727	20,840	7,922.4	10,374.6	18,297.0	116,948.5	152,383.5	269,332.0
	New First-time	Part-time	292	382	674	158.6	210.8	369.3	2,134.0	2,885.5	5,019.5
		Full-time	1,998	2,880	4,878	1,974.4	2,913.5	4,887.9	28,659.5	42,239.0	70,898.5
		Total	2,290	3,262	5,552	2,133.0	3,124.3	5,257.3	30,793.5	45,124.5	75,918.0
	New Transfer	Part-time	267	273	540	137.5	138.8	276.2	1,954.0	1,960.0	3,914.0
		Full-time	1,586	1,789	3,375	1,481.4	1,691.4	3,172.8	21,891.0	24,743.0	46,634.0
		Total	1,853	2,062	3,915	1,618.9	1,830.2	3,449.1	23,845.0	26,703.0	50,548.0
	Readmit	Part-time	45	70	115	19.8	30.6	50.4	255.0	398.0	653.0
		Full-time	67	88	155	64.7	84.0	148.7	921.0	1,172.0	2,093.0
		Total	112	158	270	84.4	114.6	199.0	1,176.0	1,570.0	2,746.0
	Transitory	Part-time	29	14	43	7.7	4.7	12.4	115.0	69.0	184.0
		Full-time	109	114	223	101.3	104.4	205.7	1,501.0	1,543.0	3,044.0
		Total	138	128	266	108.9	109.2	218.1	1,616.0	1,612.0	3,228.0
	Total	Part-time	2,329	2,779	5,108	1,137.8	1,360.3	2,498.1	15,775.0	18,887.5	34,662.5
		Full-time	11,177	14,558	25,735	10,729.8	14,192.5	24,922.3	158,604.0	208,505.5	367,109.5
		Total	13,506	17,337	30,843	11,867.6	15,552.8	27,420.4	174,379.0	227,393.0	401,772.0

Notes: 1) FTES is the total number of units attempted by undergraduates and post-bacc students divided by 15 plus the total number of units attempted by graduate students divided by 12. FTES is **not** the number of full-time students. 2.) Detail may not add to totals due to rounding.

Appendix C: Additional On-Campus Housing Information 2012

San Diego State University - Additional Student Housing Information 2012-13

Number of students that can be accommodated in university owned or operated housing: 3,805

Number of students currently living in <u>university owned</u> housing:	2,940
Number of first-time freshmen living in university owned housing	2,042
Number of all undergraduates living in university owned housing	2,920
Number of graduate students living in university owned housing	20
Number of students currently living in <u>university operated</u> housing:	723
Number of first-time freshmen living in university operated housing	501
Number of all undergraduates living in university operated housing	713
Number of graduate students living in university operated housing	10

Are the following living facilities university -owned, -operated or affiliated

Coed dorms	Y	
Men's dorms	N	
Women's dorms	N	
Apartments for married students	N	
Apartments for single students	Y	
Special housing for international students	Y	This is a combined SDSU and international student themed cc
Fraternity/sorority housing	Y	This is considered off-campus and is not university operated.
Cooperative housing	N	
Honors houses	Y	
Language houses	N	
Disabled student housing	Y	

Other Special Interest houses: *listed below*

Extended Quiet Study Hours (more quiet study environment),	Y
Gender-Neutral Housing	Y
Living/Learning Center	Y
Housing Over the Break	Y
Substance-Free	Y
Aztec Engineering Residence	Y
International House	Y
Transfer Student Areas	Y
Theme housing	Y
Wellness housing	Y

Housing Deposit - Amount \$ 800.00

Housing Deposit - Due Date For First-time Freshmen May 1st or Intent to Enroll date for late admits.
No deadline for all other students.

Housing Deposit - Refund? *If yes, please include any details on policy* Yes, if the applicant cancels their License Agreement 30 days prior to the date of move-in as stated in the agreement. The refund will be a full refund minus a \$50 cancellation fee.

Provide the total number of college-owned or -operated housing units (rooms, apartments, houses) available for undergraduates at your institution. 2,339

Percentage of college-owned or -operated housing units that are:

Singles	2%
Doubles	50%
Triples/Suites	33%
Apartments	15%
Other	n/a

Appendix D: 63rd and El Cajon Development



College Area Communique

College Area Community Council

September 2012
www.CollegeArea.org

In This Issue

Centre Point Presentation

Traffic Signals on College Ave.

Pedestrian Master Plan

Green Line Trolley Changes

College Area BID Mixer

ECCC Garage Sale

SANDAG Public Participation Plan

Senior Scam Stopper

Marty Block Community Coffee

SDSU Good Neighbor Program

Traffic Engineering Service Requests

Resources

[CACC
Liaisons
Contact
List](#)

CentrePoint Presentation Scheduled for September 18

At the September 18 **Rolando Community Council** meeting (7 PM), a representative of Carmel Partners will discuss the proposed development on the former CenterPoint site at 63rd and El Cajon Blvd. The meeting will be held at the auditorium at Henry Clay Elementary School, 6506 Solita Ave. If you have any questions, contact Jan Hintzman of the Rolando Community Council at Hintzman@cox.net.

The vacant commercial site at 63rd Street and El Cajon Blvd., known in the College Area as CentrePoint, sold in February 2012 after years of being on the market. The buyers are Carmel Partners, a premier national full-service real estate company. According to CoStarGroup.com, Carmel Partners, Inc. (taking title as CP III CentrePoint LLC) purchased the 8.93-acre redevelopment site located at 6303-6363 El Cajon Blvd. for \$14 million, or roughly \$1.6 million per acre.

This property is fully entitled and approved for a mixed-use development consisting of 312 apartment units with 4,000 square feet of ground-floor commercial space. Designed by architect KTG Y, this project will consist of 97 town-homes, 204 flats and 11 live/work lofts.

Appendix E: State & County K-12 Enrollment and Graduation Projections

About the Data	PROJECTED CALIFORNIA PUBLIC K-12 GRADED ENROLLMENT BY COUNTY BY SCHOOL YEAR										
		2012 Series									
	Actual	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected
	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
SAN DIEGO	497,987	500,566	501,924	501,927	503,525	503,821	504,575	505,675	507,550	509,671	510,999
CALIFORNIA	6,207,064	6,232,996	6,240,603	6,234,415	6,228,343	6,221,940	6,225,098	6,234,607	6,252,065	6,277,337	6,294,131

COUNTY	SCHOOL YEAR	KINDERGA	1	2	3	4	5	6	7	8	9	10	11	12	GRADUATES	Total 9-12	Annual %Δ	Total %Δ	Total K-12	Annual %Δ	Total %Δ
SAN DIEGO	2008-09	37,097	36,766	36,258	36,932	36,316	36,640	36,899	38,024	38,335	41,789	40,820	39,104	41,544	31,665	163,257	N/A	N/A	496,524	N/A	N/A
SAN DIEGO	2009-10	37,676	37,429	36,366	36,277	36,922	36,517	36,740	37,154	38,161	41,490	40,541	39,554	41,835	33,811	163,420	0.10%	N/A	496,662	0.03%	N/A
SAN DIEGO	2010-11	38,552	37,970	37,169	36,474	36,468	37,048	36,626	37,117	37,354	41,053	40,186	38,945	42,681	34,001	162,865	-0.34%	N/A	497,643	0.20%	N/A
SAN DIEGO	2011-12	39,285	38,565	37,492	37,056	36,524	36,595	37,070	36,808	37,124	39,667	39,825	39,059	42,917	34,189	161,468	-0.86%	0.00%	497,987	0.07%	0.00%
SAN DIEGO	2012-13	40,195	39,745	38,163	37,475	37,145	36,663	36,659	37,332	36,900	40,058	38,480	38,708	43,043	34,289	160,289	-0.73%	-0.73%	500,566	0.52%	0.52%
SAN DIEGO	2013-14	42,809	36,963	39,332	38,149	37,569	37,287	36,732	36,922	37,428	39,816	38,860	37,401	42,656	33,981	158,733	-0.97%	-1.70%	501,924	0.27%	0.79%
SAN DIEGO	2014-15	44,344	36,338	36,580	39,321	38,248	37,714	37,363	37,001	37,021	40,386	38,625	37,770	41,216	32,834	157,997	-0.46%	-2.16%	501,927	0.00%	0.79%
SAN DIEGO	2015-16	47,383	34,953	35,963	36,572	39,427	38,397	37,797	37,641	37,103	39,947	39,178	37,542	41,622	33,157	158,289	0.18%	-1.98%	503,525	0.32%	1.11%
SAN DIEGO	2016-17	46,097	38,359	34,594	35,958	36,674	39,582	38,487	38,083	37,749	40,036	38,752	38,079	41,371	32,957	158,238	-0.03%	-2.01%	503,821	0.06%	1.17%
SAN DIEGO	2017-18	45,960	37,317	37,966	34,592	36,062	36,820	39,680	38,783	38,196	40,733	38,838	37,665	41,963	33,429	159,199	0.61%	-1.40%	504,575	0.15%	1.32%
SAN DIEGO	2018-19	46,870	37,207	36,936	37,967	34,696	36,206	36,917	39,990	38,901	41,215	39,515	37,749	41,506	33,065	159,985	0.49%	-0.91%	505,675	0.22%	1.53%
SAN DIEGO	2019-20	47,320	37,943	36,828	36,940	38,085	34,836	36,307	37,211	40,116	41,976	39,982	38,407	41,599	33,139	161,964	1.24%	0.33%	507,550	0.37%	1.91%
SAN DIEGO	2020-21	47,612	38,307	37,558	36,835	37,058	38,240	34,938	36,600	37,331	43,287	40,720	38,861	42,324	33,717	165,192	1.99%	2.32%	509,671	0.42%	2.32%
SAN DIEGO	2021-22	47,819	38,544	37,920	37,568	36,957	37,210	38,358	35,225	36,722	40,282	41,992	39,578	42,824	34,115	164,676	-0.31%	2.01%	510,999	0.26%	2.58%

STATE	SCHOOL YEAR	KINDERGA	1	2	3	4	5	6	7	8	9	10	11	12	GRADUATES	Total 9-12	Annual %Δ	Total %Δ	Total K-12	Annual %Δ	Total %Δ
CALIFORNIA	2008-09	461,029	468,830	465,459	469,787	463,868	467,235	469,121	479,298	486,268	538,947	508,718	488,635	475,603	382,924	2,011,903	N/A	N/A	6,242,798	N/A	N/A
CALIFORNIA	2009-10	471,026	470,748	459,320	459,780	465,827	460,208	461,321	466,835	472,788	524,441	505,934	487,396	477,765	404,999	1,995,536	-0.81%	N/A	6,183,389	-0.95%	N/A
CALIFORNIA	2010-11	471,897	477,204	469,876	461,948	463,749	469,823	462,900	467,964	471,906	514,404	502,384	488,232	488,270	408,811	1,993,290	-0.11%	N/A	6,210,557	0.44%	N/A
CALIFORNIA	2011-12	488,051	489,934	471,965	467,502	462,052	452,265	466,887	464,202	467,556	500,997	494,652	486,998	494,003	411,326	1,976,650	-0.83%	0.00%	6,207,064	-0.06%	0.00%
CALIFORNIA	2012-13	496,303	504,684	482,241	471,671	468,892	460,552	464,477	469,189	464,725	500,965	482,027	480,039	487,231	405,640	1,950,262	-1.33%	-1.33%	6,232,996	0.42%	0.42%
CALIFORNIA	2013-14	524,960	468,221	500,931	481,807	472,976	467,342	459,840	466,695	469,632	498,138	482,120	467,752	480,189	399,834	1,928,199	-1.13%	-2.47%	6,240,603	0.12%	0.54%
CALIFORNIA	2014-15	540,511	456,453	465,277	501,377	483,207	471,482	466,752	462,176	467,181	504,450	479,579	468,040	467,930	389,686	1,919,999	-0.43%	-2.89%	6,234,415	-0.10%	0.44%
CALIFORNIA	2015-16	561,521	437,528	453,590	465,772	502,986	481,631	470,979	469,271	462,772	502,155	485,843	465,685	468,610	390,141	1,922,293	0.12%	-2.77%	6,228,343	-0.10%	0.34%
CALIFORNIA	2016-17	553,200	466,571	434,819	454,088	467,378	501,695	481,138	473,630	469,961	497,485	483,677	471,997	466,301	388,321	1,919,460	-0.15%	-2.92%	6,221,940	-0.10%	0.24%
CALIFORNIA	2017-18	557,077	459,567	463,717	435,351	455,731	466,346	501,477	483,926	474,367	505,532	479,480	469,918	472,609	393,701	1,927,539	0.42%	-2.50%	6,225,098	0.05%	0.29%
CALIFORNIA	2018-19	568,529	462,646	456,793	464,369	437,022	454,811	466,288	504,634	484,681	510,688	487,458	466,122	470,566	391,995	1,934,834	0.38%	-2.12%	6,234,607	0.15%	0.44%
CALIFORNIA	2019-20	574,405	472,027	459,885	457,483	466,284	436,302	454,856	469,408	505,616	522,371	492,426	474,014	466,988	389,092	1,955,799	1.08%	-1.04%	6,252,065	0.28%	0.72%
CALIFORNIA	2020-21	577,946	476,773	469,235	460,611	459,478	465,746	436,499	458,020	470,427	545,282	503,510	478,837	474,973	395,889	2,002,602	2.39%	1.36%	6,277,337	0.40%	1.13%
CALIFORNIA	2021-22	580,462	479,945	473,979	470,013	462,725	459,076	466,166	439,719	459,065	507,849	525,976	489,386	479,770	399,830	2,002,981	0.02%	1.38%	6,294,131	0.27%	1.40%

COUNTY	SCHOOL YEAR	9	10	11	12	GRADUATES	Total 9-12	Annual %Δ	Total %Δ
SAN DIEGO	2008-09	41,789	40,820	39,104	41,544	31,665	163,257	N/A	N/A
SAN DIEGO	2009-10	41,490	40,541	39,554	41,835	33,811	163,420	0.10%	N/A
SAN DIEGO	2010-11	41,053	40,186	38,945	42,681	34,001	162,865	-0.34%	N/A
SAN DIEGO	2011-12	39,667	39,825	39,059	42,917	34,189	161,468	-0.86%	0.00%
SAN DIEGO	2012-13	40,058	38,480	38,708	43,043	34,289	160,289	-0.73%	-0.73%
SAN DIEGO	2013-14	39,816	38,860	37,401	42,656	33,981	158,733	-0.97%	-1.70%
SAN DIEGO	2014-15	40,386	38,625	37,770	41,216	32,834	157,997	-0.46%	-2.16%
SAN DIEGO	2015-16	39,947	39,178	37,542	41,622	33,157	158,289	0.18%	-1.98%
SAN DIEGO	2016-17	40,036	38,752	38,079	41,371	32,957	158,238	-0.03%	-2.01%
SAN DIEGO	2017-18	40,733	38,838	37,665	41,963	33,429	159,199	0.61%	-1.40%
SAN DIEGO	2018-19	41,215	39,515	37,749	41,506	33,065	159,985	0.49%	-0.91%
SAN DIEGO	2019-20	41,976	39,982	38,407	41,599	33,139	161,964	1.24%	0.33%
SAN DIEGO	2020-21	43,287	40,720	38,861	42,324	33,717	165,192	1.99%	2.32%
SAN DIEGO	2021-22	40,282	41,992	39,578	42,824	34,115	164,676	-0.31%	2.01%
STATE	SCHOOL YEAR	9	10	11	12	GRADUATES	Total 9-12	Annual %Δ	Total %Δ
CALIFORNIA	2008-09	538,947	508,718	488,635	475,603	382,924	2,011,903	N/A	N/A
CALIFORNIA	2009-10	524,441	505,934	487,396	477,765	404,999	1,995,536	-0.81%	N/A
CALIFORNIA	2010-11	514,404	502,384	488,232	488,270	408,811	1,993,290	-0.11%	N/A
CALIFORNIA	2011-12	500,997	494,652	486,998	494,003	411,326	1,976,650	-0.83%	0.00%
CALIFORNIA	2012-13	500,965	482,027	480,039	487,231	405,640	1,950,262	-1.33%	-1.33%
CALIFORNIA	2013-14	498,138	482,120	467,752	480,189	399,834	1,928,199	-1.13%	-2.47%
CALIFORNIA	2014-15	504,450	479,579	468,040	467,930	389,686	1,919,999	-0.43%	-2.89%
CALIFORNIA	2015-16	502,155	485,843	465,685	468,610	390,141	1,922,293	0.12%	-2.77%
CALIFORNIA	2016-17	497,485	483,677	471,997	466,301	388,321	1,919,460	-0.15%	-2.92%
CALIFORNIA	2017-18	505,532	479,480	469,918	472,609	393,701	1,927,539	0.42%	-2.50%
CALIFORNIA	2018-19	510,688	487,458	466,122	470,566	391,995	1,934,834	0.38%	-2.12%
CALIFORNIA	2019-20	522,371	492,426	474,014	466,988	389,092	1,955,799	1.08%	-1.04%
CALIFORNIA	2020-21	545,282	503,510	478,837	474,973	395,889	2,002,602	2.39%	1.36%
CALIFORNIA	2021-22	507,849	525,976	489,386	479,770	399,830	2,002,981	0.02%	1.38%

Appendix F: Market Study Standard Conditions

April 5, 2013

Suites on Paseo
P.O. Box 8924
San Diego, CA 92067

Reference: Market Study Update for Student Housing at San Diego State University

Per our consulting agreement dated March 25, 2013, we have performed a market study update related to the potential development of student housing near San Diego State University in San Diego, CA. The report will be used to assist you in your decision making regarding the possibility of the development.

The accompanying analyses are based on estimates and assumptions developed in connection with the market study. However, some assumptions inevitably will not materialize, and unanticipated event and circumstances may occur; therefore, actual results achieved will vary from our estimates and the variations may be material.

This report is intended solely for your information and assistance for the function stated above, and should not be relied upon for any other purpose. Neither our report nor any of its contents nor any reference to the consultants or our firm, may be included or quoted in any document, offering circular or registration statement, prospectus, sales brochure, other appraisal, loan or other agreement without Campus Advantage, Inc., prior written approval of the form and context in which it will appear.

This report is subject to the Standard Conditions and Special Conditions contained herein.

STANDARD CONDITIONS

The following Standard Conditions apply to *real estate consulting and market analysis engagements* (“*analysis*”) by Campus Advantage, Inc. (“Campus Advantage”). Special Conditions are added as required.

Report Content:

The analysis assumes market conditions as observed as of the current date of this analysis. These market conditions are believed to be correct; however, the analysts assume no liability should market conditions materially change because of unusual or unforeseen circumstances.

No opinion is rendered as to property title, which is assumed to be good and marketable. Unless otherwise stated, no consideration is given to liens or encumbrances against the property. It is assumed that legal, engineering, or other professional advice, as may be required, has been or will be obtained from professional sources and that the report will not be used for guidance in legal or technical matters such as, but not limited to, the existence of encroachments, easements or other or other discrepancies affecting the legal description of the property. It is assumed that there are no concealed or dubious conditions of the subsoil or subsurface waters including water table and flood plain, unless otherwise noted. We further assume there are no regulations of any government entity to control or restrict the use of the property unless specifically referred to in the report. It is assumed that the property will not operate in violation of any applicable government regulations, codes, ordinances or statutes.

This report is not intended to be an engineering report. We are not qualified as structural or environmental engineers; therefore we are not qualified to judge the structural or environmental integrity of the improvements, if any. Consequently, no warranty or representations are made nor any liability assumed for the structural soundness, quality, adequacy or capacities of said improvements and utility services, including the construction materials, particularly the roof, foundations, and equipment, including the HVAC systems, if applicable. Should there be any question concerning same, it is strongly recommended that an engineering, construction and/or environmental inspection be obtained. We will call to your attention any apparent defects or material adverse conditions which come to our attention.

In the absence of competent technical advice to the contrary, it is assumed that the property being analyzed is not adversely affected by concealed or unapparent hazards such as, but not limited to asbestos, hazardous or contaminated substances, toxic waste or radioactivity.

Information furnished by others is presumed to be reliable, and where so specified in the report, has been verified; but no responsibility, whether legal or otherwise, is assumed for its accuracy, and it cannot be guaranteed as being certain. No single item of information was completely relied upon to the exclusion of other information.

Analysis reports may contain estimates of future financial performance, estimates or opinions that represent the analyst's view of reasonable expectations at a particular point in time, but such information, estimates or opinions are not offered as predictions or as assurances that a particular level of income or profit will be achieved, that events will occur, or that a particular price will be offered or accepted. Actual results achieved during the period covered by our prospective financial analyses will vary from those described in our report, and the variations may be material.

Any proposed construction of rehabilitation referred to in the analysis is assumed to be completed within a reasonable time and in a workmanlike manner according to or exceeding currently accepted standards of design and methods of construction.

It should be noted by any prospective mortgagee that the analysis assumes that the property will be competently managed, leased, and maintained by financially sound owners over the expected period of ownership. This engagement, unless otherwise noted, does not entail an evaluation of management's or owner's effectiveness, nor are we responsible for future marketing efforts and other management or ownership actions upon which actual results will depend.

The American with Disabilities Act ("ADA") became effective January 26, 1992. Campus Advantage has not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon the value of the property. Since Campus Advantage has no direct evidence relating to this issue, Campus Advantage did not consider how possible non-compliance with the requirements of ADA would impact the value of the property being analyzed.

Use of the Report:

The analysis applies only to the property or market area described and for the purpose so stated and should not be used for any other purpose. The report and estimates of future financial performance included therein, are intended for the information of the person or persons to whom they are addressed, solely for the purposes stated herein, and should not be relied upon for any other purpose. The addressee shall not distribute the report to third parties without prior permission of Campus Advantage. Before such permission shall be provided, the third party shall agree to hold harmless relative to the use of the report. Neither our report, nor its contents, nor any reference to the analyst's or Campus Advantage, may be included or quoted in any offering circular or registration statement, prospectus, sales brochure, appraisal, loan or other agreement or document without our prior written permission. Permission will be granted only upon meeting certain conditions. Generally, Campus Advantage will not agree to the use of its name as a

named “expert” within the meaning of the Securities Act of 1933 and the Securities Act of 1934.

Neither the report nor any portions thereof (especially the identity of the analysts or Campus Advantage) shall be disseminated to the public through public relations media, news media, advertising media, sales media or any other public means of communication without the prior written consent and approval of Campus Advantage. The date(s) to which the conclusions apply is set forth in the letter of transmittal and within the body of the report. The financial analysis is based on the purchasing power of the United States dollar as of that date.

Terms of Engagement:

Assignments are accepted with the understanding that there is no obligation to furnish services after completion of the original assignment. If the need for subsequent service related to a specific assignment (e.g., testimony, updates, conferences, reprint or copy service) is contemplated, special arrangements acceptable to Campus Advantage must be made in advance. The working papers for this engagement have been retained in our files and are available for your reference.

Unless otherwise stated, no effort has been made to determine the possible effect, if any, on the subject property of energy shortage or future federal, state or local legislation, including any environmental or ecological matters or interpretations thereof.

We take no responsibility for any events, conditions or circumstances affecting the subject property or its value, that take place subsequent to either the effective date of the analysis cited in the report or the date of our field inspection, whichever occurs first.

The addressee agrees to indemnify Campus Advantage and its respective partners, principals, affiliates, agents and employees, its successors and assigns (Campus Advantage and each person being an “Indemnified Party”) from and against any all and all losses, claims, damages and liabilities, joint or several, to which such Indemnified Parties may be subject under any applicable federal or state law, related to, or arising out of, the subject analysis and/or the engagement of Campus Advantage pursuant to the assignment and will reimburse any Indemnified Party for all reasonable expenses (including counsel fees and expenses) as they are incurred in connection with the investigation or. Preparation for, or defense of, any pending or threatened claim or action or proceeding arising therefrom, whether or not such Indemnified Party is a party. The Addressee will not be liable under foregoing indemnification provisions to the extent that any loss, claim, damage, liability or expense is found in a final judgment by a court of competent jurisdiction to have resulted primarily from the bad faith, gross negligence or recklessness of an Indemnified Party.

Campus Advantage’s maximum liability relating to services rendered under this report (regardless of form of action, whether in contract, negligence, or otherwise) shall be limited to the fee paid to Campus Advantage for the portion of its service or work

products giving rise to liability. In no event shall Campus Advantage be liable for consequential, special, incidental, or punitive losses, damages, or expenses (including, without limitation, lost profits, opportunity costs, etc.) even if it has been advised of their possible existence.

The engagement may be terminated whether by client or Campus Advantage at any time upon written notice to that effect to the other parties, it being understood that, unless Campus Advantage shall unilaterally terminate the engagement without the client's consent and without reasonable cause, the provisions related to the payment of fees and expenses through the date of termination will survive any termination, and it being further understood that the indemnification and hold harmless provisions shall survive any termination thereof, whether or not such termination is unilateral.

Invoices are due upon receipt. Invoices not paid after 30 days from issuance will be subject to a late fee calculated at 10% per annum rate of interest. The client is responsible for all costs of collection, including attorney's fees.