

## ABOUT CAMPUS ADVANTAGE

Campus Advantage® is an Austin-based real estate firm that offers student housing management, development, acquisition, and consulting services. The company has been creating successful communities since its founding in 2003 and is a trusted partner and adviser to a wide range of customers that include institutional lenders, universities, and community colleges. Its proven expertise and time-tested approach creates better student living experiences, which in turn creates financial success. For additional information, please visit [campusadv.com](http://campusadv.com).

## HISTORY

Campus Advantage was founded in 2003 by former Community Assistants in Austin, Texas. At its inception, the company operated 2,000 beds at four communities and has since grown to operating 31,708 at 62 communities in 24 states. In 2007, Campus Advantage created its consulting and development services for colleges, owners, and private investors interested in determining the feasibility of a student housing project or gauging how much supply a market can support, or who are simply in need of guidance and support for developing new projects.

Also in 2007, Campus Advantage created Catalyst, an integrated marketing communications agency dedicated to student housing. For more information about company history and milestones, visit [campusadv.com/history](http://campusadv.com/history).

## OUR MISSION

# CREATING SUCCESSFUL COMMUNITIES

## EXECUTIVE TEAM

- Michael J. Peter, President & CEO \*
- Scott Duckett, Executive Vice President \*
- Jon Anderson, Chief Financial Officer
- Michael Orsak, Sr. VP of Investments \*
- Jennifer Cassidy, Chief Operating Officer \*
- Michael Hanley, Sr. VP of Facilities & Development Services
- Dan Oltersdorf, Chief Learning Officer

\* Media spokespersons

## AUSTIN HEADQUARTERS

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## MEDIA CONTACT

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## SOCIAL MEDIA

 [FACEBOOK.COM/CAMPUSADVANTAGE](https://www.facebook.com/campusadvantage)

 [TWITTER.COM/CAMPUSADVANTAGE](https://twitter.com/campusadvantage)

## FAST FACTS

- Established in **2003**
- **754** employees
- Manages **62** properties with **31,708** beds in **41** markets and **24** states

- Performed over **250** consulting engagements, including projects in Russia, Mexico, China, Germany, and Austria
- Raised **\$625 million** in equity
- Acquired **50 assets**, totaling more than **28,000** beds worth **\$1.7 billion**
- **\$200 million, 1,850** beds under construction

## SUCCESS METRICS — INVESTOR

**96.7%** PORTFOLIO OCCUPANCY    **48%** RETURNING STUDENT RATIO    **5.4%** AVERAGE EFFECTIVE RENTAL RATE INCREASE

## SUCCESS METRICS — STUDENT/PARENT

- Over **3,000** resident experiences (events) hosted in 2018-2019 academic year
- Users of the exclusive Career Success Portal employed **3x** faster than the national average
- Participants in credit reporting program see an average **57-point** increase in their credit score
- Customer service and reputation management platforms delivered an average **21%** increase in property reputation scores in 2019

## SUCCESS METRICS — EMPLOYEE

**FOCUS ON TALENT DEVELOPMENT MAKES EMPLOYEES ITS “CAMPUS ADVANTAGE”**

## REPRESENTATIVE MARKETS

- University of Alabama
- University of South Florida
- University of Oklahoma
- University of Tennessee, Knoxville
- Michigan State University
- Louisiana State University
- University of South Carolina
- Purdue University
- Marquette University
- University of Missouri
- Penn State University
- Indiana University
- Florida State University
- Western Michigan University
- East Carolina University
- University of Alabama at Birmingham

## REPRESENTATIVE CLIENTS

- LaSalle Investment Management
- ASB Capital Management LLC
- AIG Global Real Estate
- SBA Florida
- MSD Capital
- Heitman
- CalSTRS
- Saban Capital Group

## STRATEGIC PARTNERS

- Catalyst
- ADP
- OneSite Accounting
- RealPage
- Bloom Communications