

PARK

PLACE



2020 VINTAGE, 285 UNIT / 781 BED, 100% PRE-LEASED ASSET SERVING ARIZONA STATE UNIVERSITY



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ARIZONA LICENSEE

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For over 200 years, JLL (NYSE: JLL), a leading global commercial real estate and investment management company, has helped clients buy, build, occupy, manage and invest in a variety of commercial, industrial, hotel, residential and retail properties. A Fortune 500® company with annual revenue of \$20.9 billion and operations in over 80 countries around the world, our more than 103,000 employees bring the power of a global platform combined with local expertise. Driven by our purpose to shape the future of real estate for a better world, we help our clients, people and communities SEE A BRIGHTER WAYSM. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit jll.com.

THE OFFERING

Jones Lang LaSalle Americas, Inc. ("JLL") is pleased to present Park Place Tempe ("Park Place" or the "Property"), a 285 unit, 781 bed student housing community serving Arizona State University ("Arizona State," "ASU," or the "University"). Park Place is one of five properties at the University built in 2020 or later, and offers pedestrian access to ASU in the top local sub-market for off-campus life and campus access.

Park Place is 100% pre-leased for AY 25/26. The Property currently offers rents at levels below the competitive set; the average rents among local competitors are up to \$338 per bed higher than Park Place's rents, offering subsequent ownership the opportunity to achieve outsized rent growth given rapid pre-leasing performance.

Purpose-built student housing at ASU serves just 51% of ASU's enrollment. Rents for AY 25/26 will deviate well below conventional product for the first time in over a decade, driving students away from the shadow market and into a tight supply-demand environment. Investors have the opportunity to acquire a core asset at the fifth largest campus in the nation at a discounted basis due to decreased rents, with significant upside in the emerging market stabilization.



Unit Mix

CODE	LAYOUT	UNITS	BEDS	SF/UNIT
Studio	0x1	28	28	390
1x1	1x1	23	23	511
2x2	2x2	78	156	841
3x3	3x3	50	150	1,147
4x4	4x4	106	424	1,431
Total / Avg.		285	781	1,043

Property Summary

ADDRESS	1317 S Terrace Rd
CITY, STATE	Tempe, AZ
UNIVERSITY	Arizona State University
FALL 2024 ENROLLMENT (TEMPE CAMPUS)	56,643
DISTANCE TO CAMPUS	0.30 Miles
YEAR BUILT	2020
UNITS	285
BEDS	781
AVERAGE UNIT SIZE	1,043
24/25 OCCUPANCY	69%
25/26 PRE-LEASE OCCUPANCY (5/20/25)	100%

INVESTMENT HIGHLIGHTS



Tier 1, Power 5 University

Arizona State is one of the most recognized universities in the world with hundreds of academic programs, a large alumni base, and countless #1 rankings. More than 70,000 prospective students applied as first-year students in Fall 2024, a University record. ASU joined the Big 12 in 2023 and participated in the College Football Playoff for the 2024-2025 season, the first playoff appearance in program history.

Significant Rent Upside Following 25/26 Reduction

Park Place Tempe cut rents for the 2025-2026 academic year by 17%, leading to 100% pre-lease occupancy by May. Rates for AY 25/26 at the Property are up to \$338 per bed below the average of comparable properties. Given the strength of pre-leasing at current rates, new ownership is offered the opportunity to achieve outsized rent growth while remaining well within the market. At average rent growth of 6% for three years, rents for AY 28/29 at Park Place will remain at a discount to 24/25 rates.

Largest Undergraduate Student Body in the U.S.

The Arizona State University System boasts the largest undergraduate student enrollment in the U.S. The System welcomed a record 79,818 in-person students in Fall 2024, with 56,643 students in Tempe. Tempe is the fifth largest campus in the nation by enrollment, and increased applicants for AY 24/25 by over 3%, indicative of the allure held by the University.

Discount to Replacement Cost

Given the rapidly increasing cost of construction, development equity is no longer committing to projects in the pipeline. To achieve a 6.75% return-on-cost, new development would need to achieve rents approximately 2x Park Place's 25/26 rents. This delta shows the Property is being offered at an attractive basis that's a steep discount to replacement costs, and it proves how unlikely any projects in the development pipeline will be capitalized if they're not already under construction today.

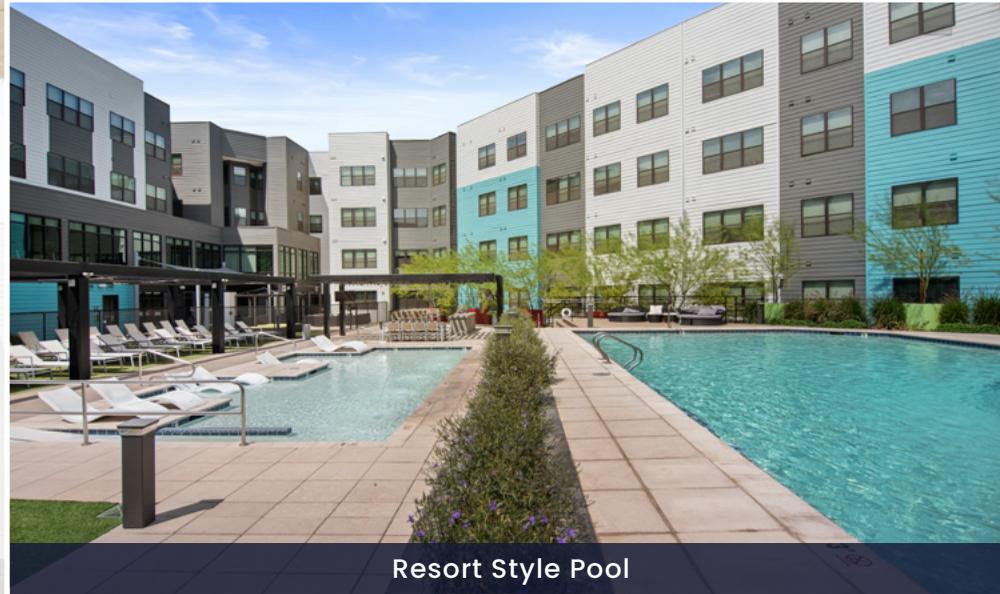
Fundamental Tailwinds Will Reward Early-Movers

Park Place is a case study in the stabilization of market rents and subsequent recovery to occupancy. Pre-leasing occupancy at ASU has reached 84% in May, just 3% below 24/25 occupancy. There are currently 28,629 purpose-built beds serving ASU, versus over 56,500 students. Once developments in progress complete, ASU will be left with an empty supply pipeline and a supply deficit of over 23,500 beds, assuming flat enrollment. Further, reduced rents in 25/26 will create the largest difference between student and conventional rents in over a decade, driving further demand for purpose-built student housing. Investors that buy now will be rewarded as the market moves towards 95% occupancy – the 10 year average from 2014-2023.

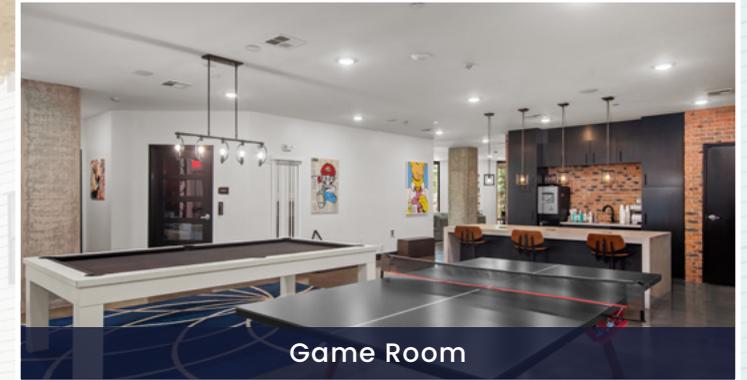
COMMUNITY AMENITIES



Outdoor Patio with Grill Stations



Resort Style Pool



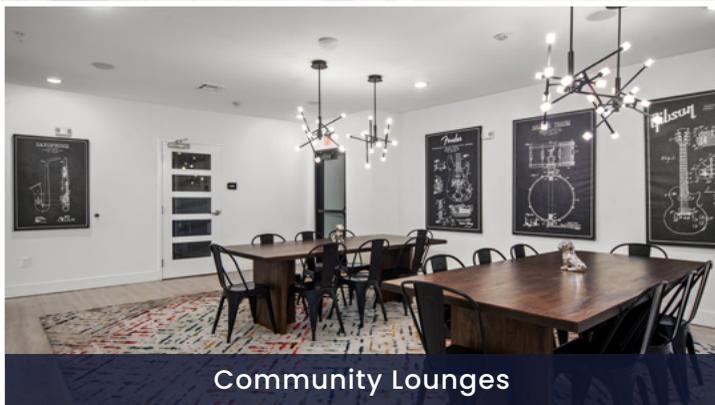
Game Room



Clubhouse



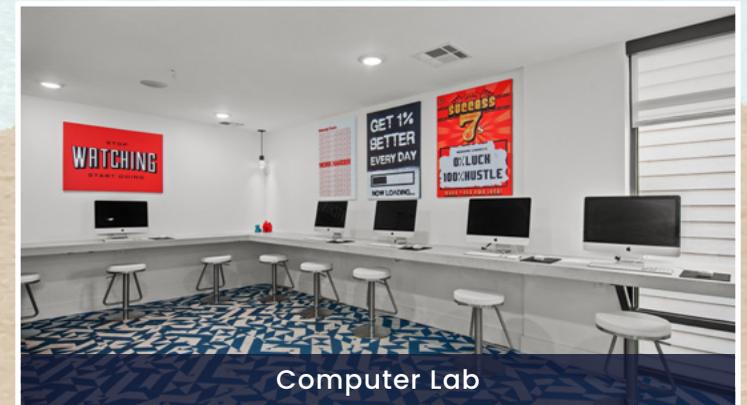
Study Rooms



Community Lounges



24 Hour Fitness Center

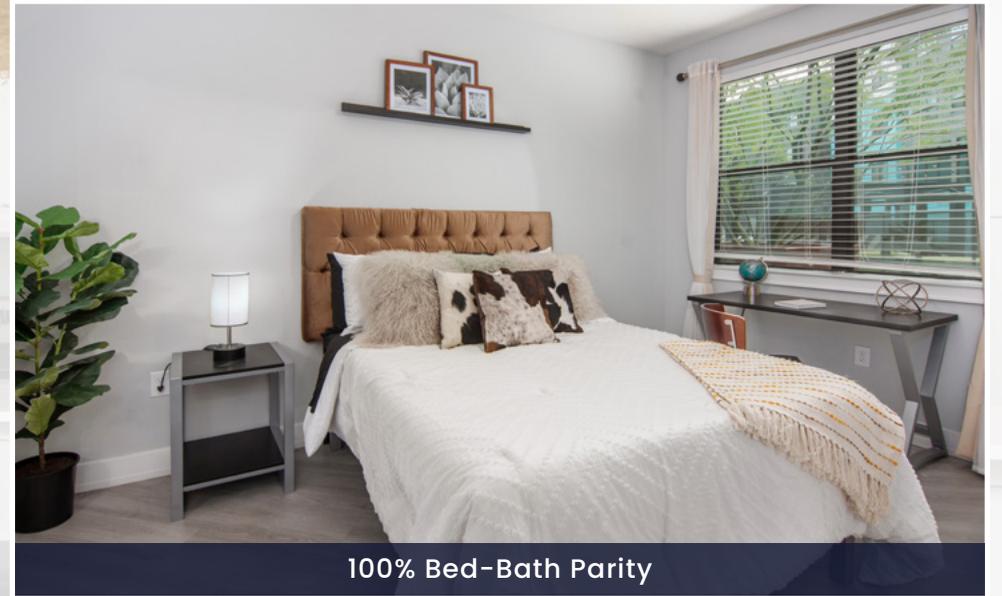


Computer Lab

APARTMENT AMENITIES



Modern Appliances, Hardwood-Style Flooring, and In-Unit Laundry



100% Bed-Bath Parity



Modern Bathroom Amenities



Fully Furnished Units

NOW IS THE TIME TO BUY ASU:

Stabilized AY 25/26 Performance at a Discounted Basis

There have been no off-campus student housing deliveries at ASU since 2021. Supply-demand fundamentals at the University are favorable, with 28,000 fewer beds than students. Developments that are already under construction will bring 4,500 new beds to Tempe, after which the pipeline is empty. Even with flat enrollment, 2028 demand will exceed supply by 23,500.

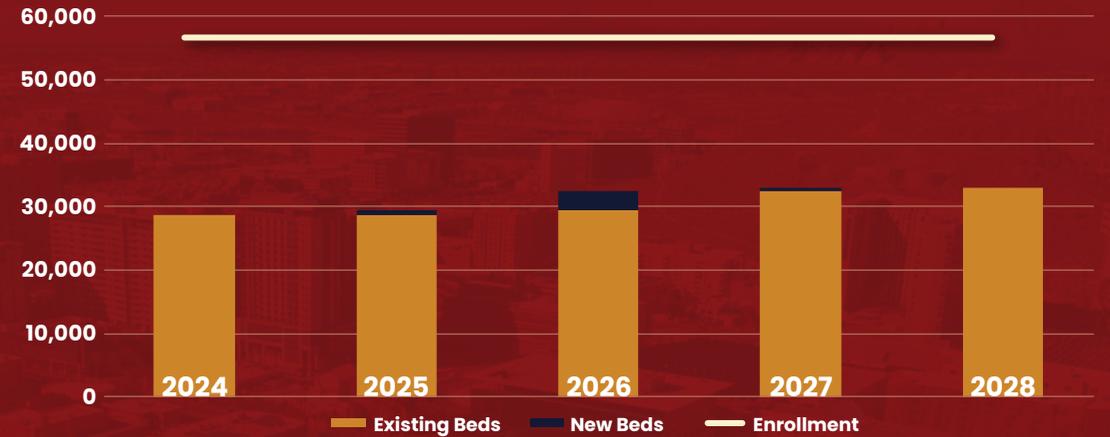
As market rents stabilize for AY 25/26, pre-leasing has improved. Market pre-leasing has reached 84% as of May, which is just 3% shy of actual occupancy for AY 24/25. With stabilized rents, the ASU market is well positioned to reach 95% occupancy, as it averaged from 2014-2023. Investors have the opportunity to buy into a stabilized ASU market at a discounted basis.

Given the estimated 9.7% decrease to student housing rents in Tempe per CollegeHouse, student rents will deviate well below conventional multifamily rents in Tempe for the first time in a decade - \$0.19 psf lower. This shift will further bolster student housing occupancy, taking tenants away from the conventional market (rent PSF source: Axiometrics).

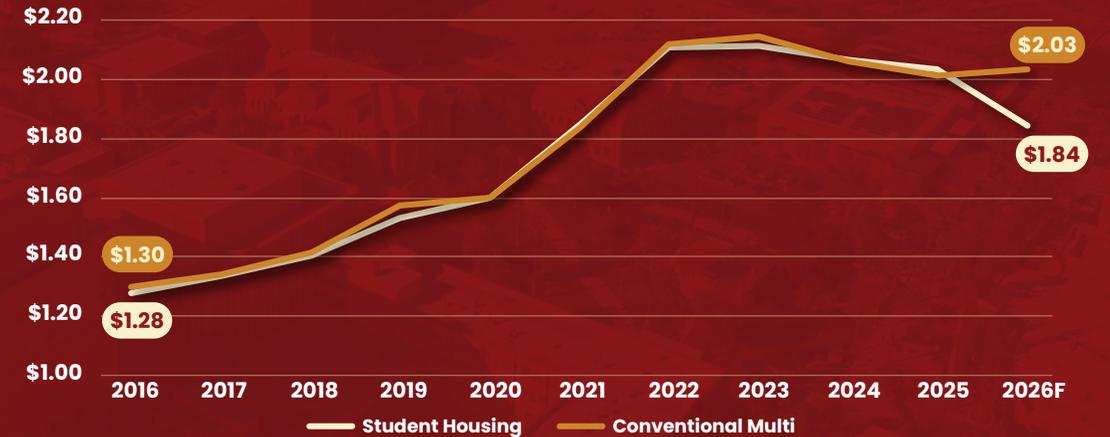
ASU Enrollment Substantially Exceeds PBSH; Discounted Rents Stall New Development Planning

Tempe Student Housing Will Become Distinctly More Attractive for Tenants vs. Conventional Housing in 2026

TEMPE PBSH VS. ENROLLMENT 2024-2028



RENT PSF - TEMPE STUDENT HOUSING VS. CONVENTIONAL MF





Mountain America Stadium

Desert Financial Arena

Hayden Library

Memorial Union

W. P. Carey School of Business

Sun Devil Fitness Complex

Engineering Center

College of Liberal Arts and Sciences

Barrett Honors College

Apache Road

University Drive

Terrace Road

College Avenue

Rural Road





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