



Student Housing Capital Markets & Advisory

AN INTEGRATED ADVISORY RESOURCE FOR INVESTOR AND DEVELOPERS

Commercial Real Estate

Debt + Equity | Investment Sales | Loan Servicing | Fund Management

northmarq.com

ABOUT US

An Integrated Team Makes All The Difference.

A scenic view of a residential area featuring several red brick apartment buildings with white trim and multiple windows. The buildings are arranged in a row, with some having dormer windows. In the foreground, there is a paved walkway with a curved concrete barrier, a sidewalk, and a street. Green trees and bushes are planted along the walkway and in front of the buildings. The sky is clear and blue.

WE PRIORITIZE YOUR NEEDS OVER A
SINGULAR EXECUTION BY OFFERING
IMPARTIAL ADVICE THAT LEADS TO
THE BEST ECONOMIC DECISIONS.



ELEVATE YOUR STUDENT HOUSING STRATEGY WITH NORTHMARQ'S ADVISORY EXPERTISE

Northmarq's Student Housing Capital Markets and Advisory Group serves as a strategic partner to investors, lenders, owners/operators, and developers in the student housing sector. Unlike traditional brokerage firms, our integrated approach delivers unparalleled expertise across the entire capital stack in equity capital raising, investment sales, debt placement, and M&A.

This integrated and comprehensive approach allows us to focus on solutions that truly matter to our clients. We prioritize your needs over a singular execution by offering impartial advice that leads to the best economic decisions. And with senior leadership involvement in every transaction, Northmarq ensures hands-on attention and execution support with exceptional service and results.

What we offer

BROKERAGE

Committed to maximizing value in every acquisition and disposition.

CAPITAL

Comprehensive solutions for all your financing needs.

ADVISORY

Expert opinions and timely insights when you need it most.

OUR DIFFERENCE

Invested In Relationships. Invested In Your Success.

DISCOVER HOW OUR UNIQUE APPROACH LEADS TO BETTER RESULTS

With more than 50 offices nationwide, our local market focus with a national reach allows our experts to have relationships with every leading owner, operator, and investor in the student housing space across the U.S. But we know local operators need solutions too, and Northmarq's comprehensive suite of services allows us to deliver exceptional results for every client on every transaction—large or small, from the most routine to the most complex.

25+

STUDENT HOUSING EQUITY
PLACEMENTS SINCE 2021

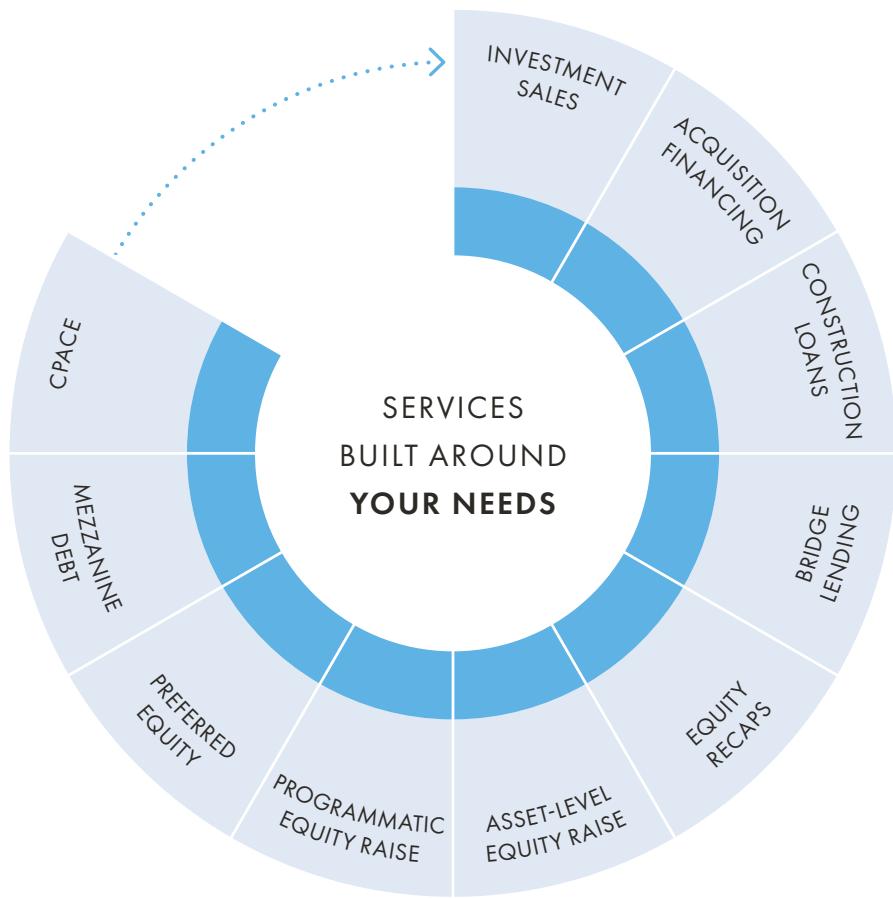
300

TOTAL PRIVATE EQUITY
PLACEMENTS

+\$35 Billion

TOTAL STUDENT HOUSING
TRANSACTION VOLUME





FROM REFINANCING TO EQUITY RECAPS, DUAL-TRACK EXECUTIONS, CO-GP PARTNERSHIPS, CONSTRUCTION LOANS, AND MUCH MORE, WE DIVE DEEP INTO EVERY ASPECT TO PROPEL OUR CLIENTS' BUSINESSES FORWARD.

UNMATCHED EXECUTION

Proven Results. Exceptional Outcomes.

LOCAL KNOWLEDGE AND CREATIVE
THINKING DRIVE BIG RESULTS

Whether you are shopping for your next acquisition, looking to list a property, or sitting at the closing table, our sales professionals are invested in the success of you. By leveraging our proprietary platform, we are able to deliver a targeted, customized approach for every transaction and every client.



The Henry (Land)

UNIVERSITY OF TAMPA | TAMPA FL

Northmarq's National Development Services Group facilitated the sale of the land for The Henry, a 537-bed purpose-built student housing (PBSH) project in downtown Tampa near the University of Tampa.



University of Tampa (Land)

UNIVERSITY OF TAMPA | TAMPA FL

Represented Kennedy Investments in the marketing of a prime land site near the University of Tampa, positioned as a potential high-rise development opportunity for either student housing or conventional multifamily.



LOCAL on Delmar

WASHINGTON UNIVERSITY | ST. LOUIS MO

The Northmarq Student Housing Team successfully placed \$36 million in equity financing for development of LOCAL on Delmar, a high-impact 515-bed student housing project scheduled for completion in 2026.



The Dean

UNIVERSITY OF NEVADA, RENO | RENO NV

The Northmarq Student Housing Team successfully arranged a \$78.5 million refinance for The Dean in Reno, a 773-bed luxury student housing community delivered in 2023.



Beck at Hidden River

NEW TAMPA | TAMPA FL

Northmarq's Investment Sales team brokered the \$66 million sale of The Beck at Hidden River, a 204-unit, 2020-vintage community located just a few miles from the University of South Florida, at \$325,000 per unit.



5077 College Avenue

SAN DIEGO STATE UNIVERSITY | SAN DIEGO CA

Northmarq's Student Housing team is actively raising equity and debt for a 305-bed PBSH development near SDSU, with term sheets in hand and construction set to begin in Q3 2025.

UNMATCHED EXECUTION

**5077 College Avenue**

305 Beds | San Diego CA
San Diego State University

RAISING DEVELOPMENT CAPITAL

**The Henry (Land)**

537 Beds | Tampa FL
University of Tampa

SALE

**University of Tampa (Land)**

±0.64 AC | Tampa FL
University of Tampa

SALE

**LOCAL on Delmar**

515 Beds | St. Louis MO
Washington University

EQUITY PLACEMENT

**The Dean Reno**

773 Beds | Reno NV
University of Nevada

FINANCING

**Beck at Hidden River**

204 Units | Tampa FL
University of South Florida

SALE

**College Town Oxford**

1,018 Beds | Ole Miss
University of Mississippi

SALE

**The Banks**

663 Beds | Coralville IA
University of Iowa

SALE

**The Standard at Saint Louis**

465 Beds | St. Louis MO
St. Louis University

SALE

'Includes transaction volume while with a prior firm



2700 Lincoln
537 Beds | Ames IA
Iowa State University
SALE



212 East
428 Beds | Champaign IL
University of Illinois
EQUITY PLACEMENT



Local University City
515 Beds | St. Louis MO
Washington University
EQUITY PLACEMENT



Park East
732 Beds | Lubbock TX
Texas Tech University
EQUITY PLACEMENT



SOVA
816 Beds | Marietta GA
Kennesaw State University
EQUITY PLACEMENT



Syracuse University
400+ Beds | Syracuse NY
Syracuse University
SALE



Torre
558 Beds | Austin TX
University of Texas
EQUITY PLACEMENT



College Park Portfolio
227 Units | College Park MD
University of Maryland
FINANCING



Central Station
655 Beds | Phoenix AZ
Arizona State University, Downtown
EQUITY PLACEMENT

OUR EXPERTISE WORKING FOR YOU

Expert Advisory Services Driven By Expert Leadership.

**JUSTIN GLASGOW**

MANAGING DIRECTOR, NATIONAL DIRECTOR OF STUDENT HOUSING CAPITAL MARKETS & ADVISORY

Justin Glasgow, National Director of Student Housing, leads Northmarq's integrated team of specialists committed to providing comprehensive and industry-leading student housing advisory services. With a wealth of experience spanning over two decades and more than \$35 billion in transaction volume, Justin has successfully tailored solutions for a diverse mix of investors focused on the entire spectrum of student housing asset types.

**GREG MARX**

SENIOR VICE PRESIDENT, STUDENT HOUSING CAPITAL MARKETS & ADVISORY

Greg Marx, Senior Partner of Student Housing, focuses exclusively in student housing capital markets advisory. With close to a decade of student housing experience on the buy side, he has completed more than \$2 billion in acquisitions and developments across over 45 university markets and raised over \$400 million in structured joint venture equity. Greg has a strong background in sourcing off-market deals, raising joint venture equity, and facilitating senior and bridge debt financing.



63 Years

FOUNDED IN 1962

+\$78 Billion

SERVICING PORTFOLIO*

+\$69.5 Billion

TOTAL TRANSACTION
VOLUME*

6800+

ACTIVE LOANS*

5700+

ANNUAL TRANSACTIONS*

775+

CAPITAL SOURCES



NORTHMARQ IS A LEADING PROVIDER
OF COMMERCIAL REAL ESTATE DEBT,
EQUITY, INVESTMENT SALES, LOAN
SERVICING, AND FUND MANAGEMENT.

* Transactions from 2022-2024





FOR MORE INFORMATION,
PLEASE CONTACT:

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