

GREYSTAR HEADQUARTERS
CHARLESTON, SOUTH CAROLINA

GREYSTAR™

GREYSTAR

As of Q3 2023

This information is provided by Greystar Real Estate Partners, LP ("GREP") and pertains to real estate investments organized by affiliates of GREP and not to any specific line of business.

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Data throughout this presentation is as of September 30, 2023, unless noted otherwise.



\$76BN+

IN ASSETS
UNDER MANAGEMENT*

857,400+

RENTAL UNITS &
STUDENT BEDS MANAGED

247

MARKETS

64,940

UNITS CONSTRUCTED AS
A GENERAL CONTRACTOR

\$46BN+

EQUITY MANAGED

23,800+

TEAM MEMBERS

\$11.5BN+

DEVELOPMENT PURSUIT

~263,000

OWNED UNITS
AND STUDENT BEDS

*AUM methodology represents assets at a fair market value ("FMV") gross asset value ("GAV") basis as our AUM measure. Development assets where Greystar is the primary developer, manager, or operator are calculated on a GAV basis reflective of estimated total project costs. The AUM referenced herein should not be used when providing AUM information in conjunction with Greystar Investment Group ("GIG"). AUM includes the investment advisors' regulatory assets under management, real estate investments organized by affiliates of Greystar Real Estate Partners ("GREP"), and real estate projects where affiliates of GREP are the primary developer, manager or operator. Assets under management are calculated at gross asset value and include estimate total project costs for real estate investments and projects that have not been completed. The investment advisors' regulatory assets under management were \$26.6 billion as of December 31, 2022.

Expertise across geographies, rental housing, modular housing, and adjacent sectors.

- **Active Adult**
- **Build for Rent**
- **Essential Housing**
- **Life Sciences**
- **Logistics**
- **Multifamily**
- **Modular Housing**
- **Student Housing**



ABOUT US

We believe Greystar is setting the standard for excellence in the development, construction, and management of rental housing and beyond.

By leveraging its global presence and extensive local knowledge, in-house construction expertise, and strategic partnerships, Greystar is developing high-quality, cycle-resilient rental housing communities and more. Today, Greystar manages and operates over \$290 billion of real estate in 247 markets globally including offices throughout North America, Europe, South America, and the Asia-Pacific region.

Greystar was founded by Bob Faith in 1993 with the intent to become a provider of world-class service in the rental residential real estate business. For 30 years, the local professionals at Greystar have tailored solutions to meet the needs of its clients. Dedicated on-site team members provide residents with an exceptional experience and this customer-centric approach helps protect long term asset value. Greystar also manages assets on behalf of third parties.

To learn more, visit www.greystar.com.

GLOBAL HEADQUARTERS

Charleston, South Carolina

FOUNDER, CHAIRMAN, AND CEO

Bob Faith

FOUNDED

1993

#1 largest apartment manager,
#2 largest developer, **#5** largest
builder, and **#2** owner in the
2023 NMHC rankings*

*Source: National Multifamily Housing Council "2023 NMHC 50"



THE GUILD CHARLESTON, SOUTH CAROLINA

PROPERTY MANAGEMENT

Delivers operational and performance excellence through an innovative and holistic business model, scale, proprietary data, and local market knowledge.

- Every community is staffed by knowledgeable real estate professionals who are specially trained to think like an owner and who take pride in resident satisfaction
- Greystar manages a range of rental housing properties on behalf of REITs, pension funds, financial institutions, private equity firms, and lenders-in-possession

INVESTMENT MANAGEMENT

Seeks to generate attractive risk-adjusted returns on behalf of institutional partners through investments in real estate globally.

- More than \$46 billion in total capital committed globally
- Investment strategies encompass core, core-plus, value-add, opportunistic, develop-to-core, and credit
- Our global platform is complemented by local knowledge and presence that seeks to leverage economies of scale, best practices, and people to source, analyze, and execute investment opportunities



OURDOMAIN AMSTERDAM, THE NETHERLANDS



PARK 12 SAN DIEGO, CALIFORNIA

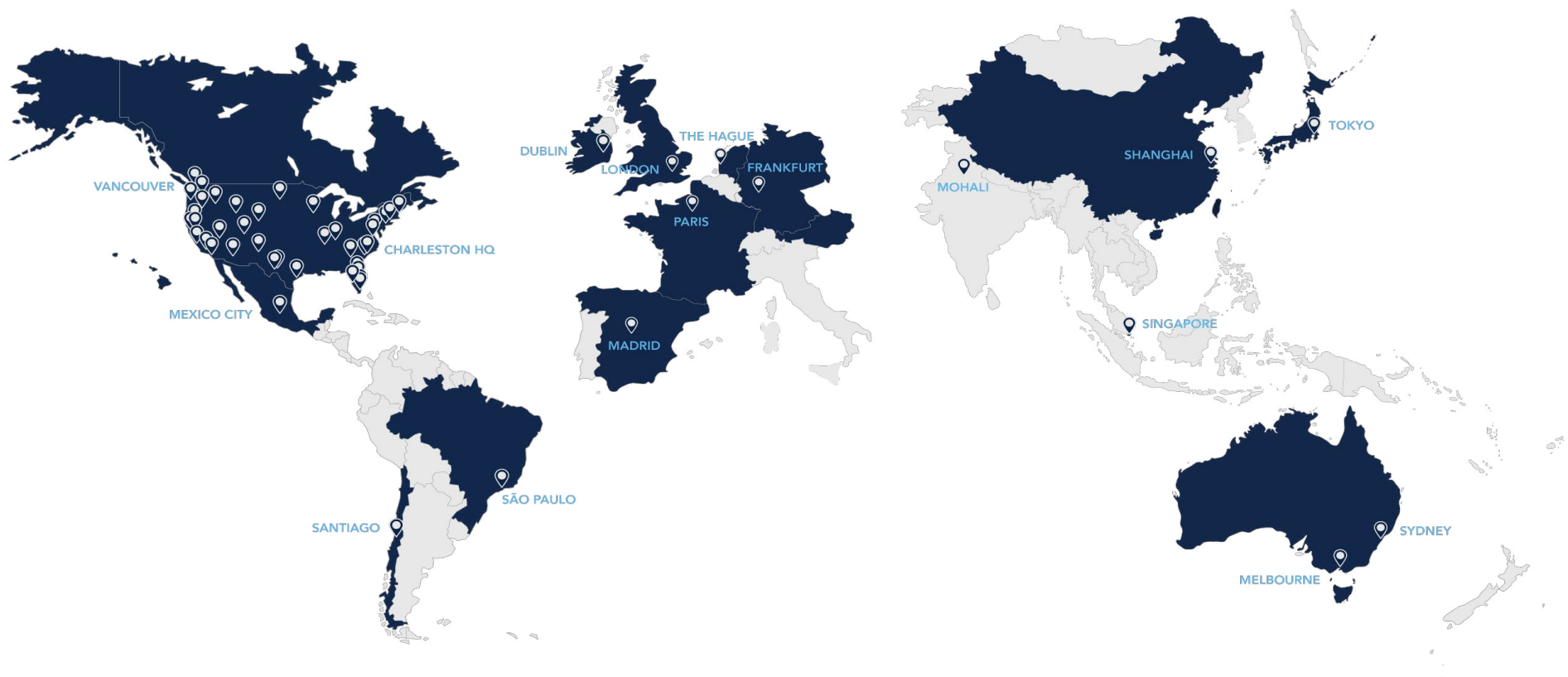
DEVELOPMENT AND CONSTRUCTION

Develops and builds high-quality rental projects across North America, Europe, South America, and the Asia-Pacific region.

- Collaborates with expert local operators, in-house general contractors, and strategic partnerships to develop all types of high quality, cycle-resilient rental properties
- Committed to developing and constructing superb living environments, keeping residents happy while satisfying valued partners and lenders
- Managing every aspect of the development process to ensure industry-leading due diligence, quality control, and resident satisfaction

Global platform with local presence

65 offices in 247 markets across
17 countries in North America,
Europe, South America, and the
Asia-Pacific region.



For illustrative purposes only to represent Greystar's global platform. Past performance is not indicative of future results.



Preserving the environment for future generations

Committed to minimizing environmental impacts through continuous improvement of energy performance and sustainable operating practices.

Greystar has participated in GRESB since 2014 and in 2023 70% of participating Greystar funds by AUM received a 3-star or better rating.*

Committed to reducing energy GHG emissions, water, and waste.

Bowles Hall is the University of California - Berkeley's first P3 residential project, and is a LEED Silver Certified property, performing 20% in excess of the California Energy Commission's Title 24 efficiency standards.

*Greystar funds received its 2023 score and ranking from GRESB in October 2023 for the 2022 calendar year. GRESB Rating is based on the GRESB Score and its quintile position relative to all participants in the GRESB Assessment. See **GRESB** for more information.

From diverse backgrounds and with deep experience, the **Greystar Executive Committee** shapes the direction of our industry-leading vertically integrated platform.

MEET OUR LEADERSHIP »

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