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developing a strategy for creating affordable student housing solutions.



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What's that about?



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This is a project I've been working over the summer, where I want to create in finding solutions to create affordable stoving student housing solutions for my campus, but are only student housing, student housing, also solve other problems such as homelessness, or problems such as the lack of housing for senior living, affordable senior living. And that's something I will talk about over the next few minutes. So



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what am I trying to do? I am trying to create a profitable, affordable housing, which means



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I want to create and do



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affordable,



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where



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it's



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cheap and people can afford the rents but also profitable.



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The reason why one of the reasons why we do not have affordable housing, as much affordable housing today is because of the affordability is because of the profitability issue.



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Affordable Housing isn't profitable. Is that simple?



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And because it's not profitable, we don't have investors, you people developing this projects, because guess what, if it's not profitable, investors are less likely to invest in those projects in because they're less likely to invest in this projects, developers and constructors



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will not build this project.



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So how do we get around this project? How do we get around this problem in attempt to solve this issue? So the first thing is to make affordable housing profitable,



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perhaps,



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we're not going to be able to solve to make this



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we're not going to be able to to make it super profitable, compared compared to the best and highest rates that privacy investor might get. Or we may be still somewhat attractive to some investors for hardcore neck, perhaps we're not gonna appeal to all investors. But perhaps we're going to appeal to people who want to do good impact investors, people who are investors who want to make money but also leave a mark leave a legacy and live a world a better place.



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My solution is rooted in creating profitable, affordable housing. According to economic theory, supply and demand determine the prices of goods and service.



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To decrease the price,



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we increase the supply



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to increase the price, we decrease the supply.



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Is that a coincidence that investors, real estate investors love markets where the supply is limited, where there's not a lot of room to to build and develop more more housing, because guess what, the supply isn't limited. Therefore, when the supply increases, they're not going to be able to to charge us as much or even perhaps, the rent might even decrease because of the new supply.



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My solution intensity increases supply of housing in the market to create competition in lower the prices of other housing. When I first started working on this project, I wanted to see how to understand and understand the assumption why the price of things of renting apartments



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were the praiser were Why was that?



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And I found that it's a combination of a couple things.



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We believe in economic theory, we say that the prices of things in the equilibrium of supply and demand. And if their prices are the way they are, is because people are probably willing to pay for those things.



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If that's true, then their prices should be the way they are and I should not be wasting my time recording this ever has. Is this true, perhaps a

certain sense you make and perhaps we need a more thoughtful in deep



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discovery in order to find the underlying assumptions here.



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And that's where that and that



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Where I went from understanding why prices were they the way they were to coming up with a solution, that it's quite interesting because there's a solution that doesn't rely on government subsidies of any kind. I do not want to rely on government or grants or any sort of like that, because I want to make something that's scalable, something that could be replicated across the world, as a nation across college campuses.



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The way affordable housing is done today is usually by government subsidies.



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My solution realizing the Invisible Hand invisible, hard work to create that technology and build the solutions to fix this problem.



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Perhaps a lazy solution would be to just rely on government subsidies or do nothing about it. But I do not want to do that, I do want to find a solution that doesn't rely on that, and



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work by neurons to find and make it profitable. So it becomes attractive, and therefore would attract investor to make this happen.



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My approach is based on three pillars. Number one, like I've said many times, profitability, why attract developers investors to make it happen? Number two, building



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we will be using the next generation of materials and innovative materials that could be perhaps installed in one day.



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This is interesting, because that means that it would not need as much financing because



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out to get the money to invest in build the houses, then I would rapidly start



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getting the money back through renting. And number three,



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I always say and how I think about this, about about number three is something called curiosity land, inspired by to morlan people will come for the prices, but a stay for the community called curiosity land, which is a community of determined builders and doers, and dreamers and people who want to solve the most important problems in the world,



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with spaces for innovation, like scientific labs, 3d printing hackathons.



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And really, it's a way to meet and get to know people through working on hard, interesting real world problems.



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Many of us



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are thinking about other things are thinking about,



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about making friends with famous people. But I think the way to find our people is actually to work on things, and people will come.



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But it's also a place to actually have fun, do other real fun, fun can be many things. But they're the real fun. It's partly working on projects, but also having a place where people can actually have parties. No fun doesn't mean going to a bar and getting drunk. fond means having a type of ecstatic



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music that makes your heart and your and your body to be alive. So so much excitement, sort of what happens, where you know, when we have sort of these parties in the Europa League, I think it's called to Merlin and stuff like that. And I think that's something that could be done. And,



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again, people will come for their prices, but as they for the community.



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in the world today, people have three basic needs.



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Something you would call, if you were to ask yourself, what would it be sort of the basic needs to have a human life today, I would think there are three basic needs composed of food, healthcare, and housing.



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Everyone needs to have those three in order to have a basic human life.



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Those three things are perhaps one of the hardest problems in today's society.



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Going to Mars is pretty challenging.



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But solving the food and healthcare and housing issues are perhaps as challenging or even more challenging.



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I can only imagine what it would be to re engineer these problems in a future society, Mars and I'm so excited to see that happen. So housing is one of these problems our world needs to solve. These problems are great, more equity in common good or better, but us and among ourselves.



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I'm starting with college house and because it's a problem, I'm facing a problem I want to solve in a problem. I want others to



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never even think about.



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I will work with my blood, sweat and tears to make this possible. And when it becomes successful, I want to make the solution widespread across college campuses, then we consider use this solution is scalable, to solve homelessness,



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Senior Living



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and creates a more equitable



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place in the US and the world.



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But now, we start with college. With college housing, you may own very young college, campus intervention paint.



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And I hope you can join me.



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Thank you.



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Up next, we have



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an interview with a



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person that I admire line that I learned a lot over the summer. My mentor Dr. Julia Frey Boyd, originally from Germany who came to the US to study,



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Real Estate's she holds two degrees, a Master's and PhD in real estate. And as you can imagine,



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she has learned a ton about this injury. And she taught me so much of this industry, not only about



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what assumptions are even



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what assumptions you make, what assumptions Do you understand, and really understand both sizes, both sides, because I need to understand investor size, but also the consumer sites.



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And the following is my conversation with her where we talked about



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not only the affordability in housing, but also future solutions. How about flying cities, but in also more realistic things? Why don't we have more affordable housing, and why not why anyone has not solved this issue.



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Enjoy.



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And up next is my dear mentor, Dr. Julia Frey Boyd, who kindly helped me work on this project by many with me on a weekly basis. And she was a fundamental part in this project, because she really helped me understand the real estate market at a fundamental and deeper level. She holds and has a Master's and PhD in, in real estate. And really at she helped me make the right assumptions and also understand those

assumptions behind those things. So welcome, Dr. Julia, for free.
Thank you.



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The first the first thing that is important to talk about is



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why?



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I think there are a lot of affordable housing, currently today.



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And that actually comes down? It's a very good question. And that's one of the biggest problems that the US and actually emerging and developed countries worldwide are facing. And the biggest issue here is a supply and demand issue. The problem is that the supply of affordable housing is looking at it from an investor's and developers point of view. And from a capital point of view, not lucrative because the ability to increase rents to achieve a certain return that is required by investors is very difficult and affordable segment, if not even

impossible, especially when it comes to development, which is much more risky than just purchasing an existing building. And so because it's so much more attractive for developers and investors to build luxury units, just because the return is higher, there has been much less development activity in the affordable housing segment. And that has led to a shortage of housing not just for students, but also for seniors and workforce housing in general.



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Yeah, so I always remember subteams told me one of my first meeting one of our first meetings he was that if you really want to solve this problem was a matter of finding a way to increase the supply in in different and innovative way. And I think that this is where this project might come handy, because it might be a way to to solve this this supply question.



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And really, even if my approach is wrong, I think



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going in that direction might help us get to where the quote unquote right way and approach to do it would be exactly exactly into your idea.