

Capital raised for non-listed real estate in 2020 reached at least €123 billion

- > Non-listed vehicles targeting Europe accounted for €51 billion of global capital raised
- > By vehicle type, non-listed funds grew their share to 60% of the total
- > A total of 127 investment managers from 20 different countries were surveyed

Insurance companies became the most important source of capital for vehicles deploying a European strategy with 37%, as pension funds slid into a strong second position with 28%.

At least €123 billion was raised for non-listed real estate globally in 2020, compared to a record level of €196 billion in 2019. Over half of the new capital raised (52%) had already been invested in 2020.

European strategies attracted the largest share of the new capital raised, €51 billion (41%). North America is the second most preferred destination with €29 billion (24%), while Asia Pacific and global strategies tie in third place with €21 billion or 17% each.

Non-listed funds strengthened their position as the preferred route to access real estate globally to 60% of the new capital raised. Separate accounts investing directly and non-listed debt products represented a 17% and 12% share, respectively.

Figure 1: Capital raised and invested for non-listed real estate

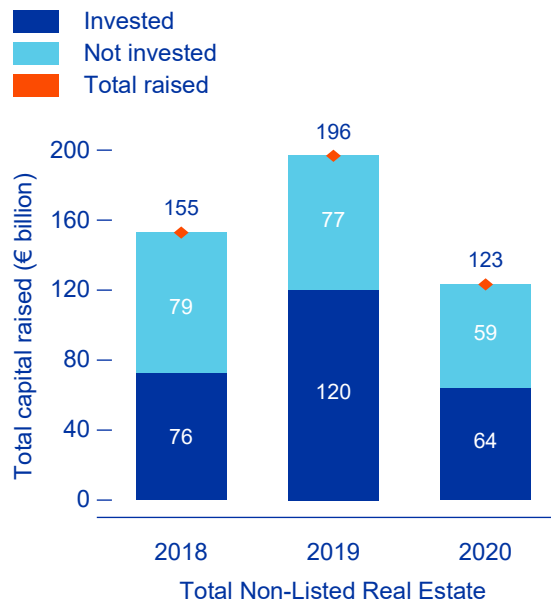
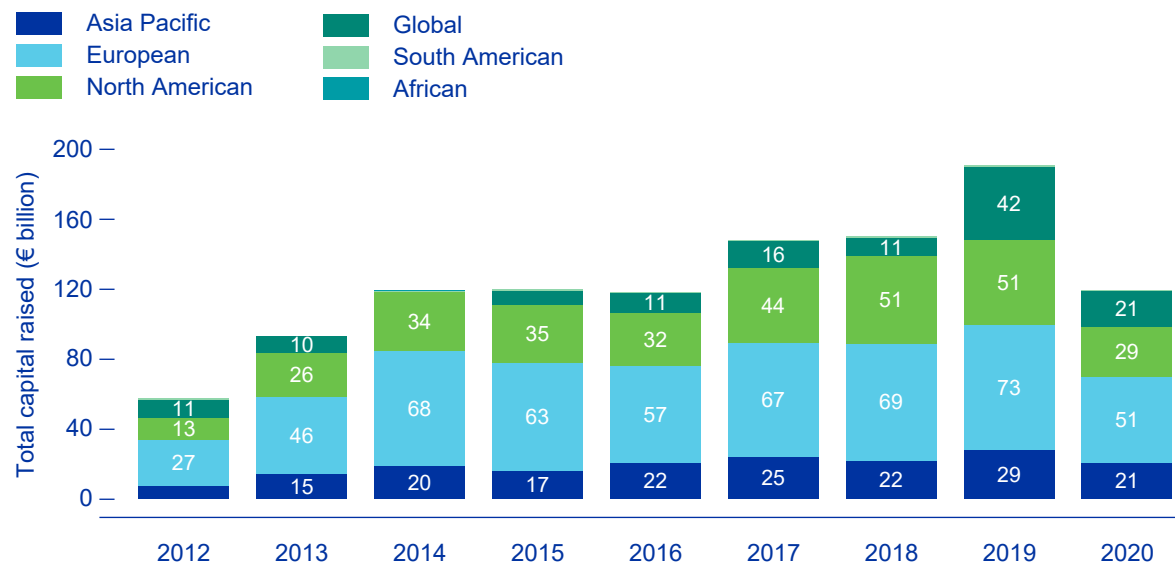


Figure 2: Capital raised for the non-listed real estate industry by regional strategy



Pension funds continue to be the most important source of capital globally for non-listed debt products (45%), joint ventures and club deals (34%) and non-listed real estate funds (23).

Insurance companies provided the largest portion of capital for separate accounts investing directly (46%) while they also accounted for a large share of global capital raised for separate accounts investing into indirect (35%) and non-listed debt products (32%).

Though not being the main source of capital, sovereign wealth funds and government institutions contributed a notable share of capital raised for joint ventures and club deals (29%).

Most of the new global capital raised in 2020 came from European investors, €46 billion (37%). Investors from Asia Pacific committed €29 billion (24%), while North American investors allocated €21 billion (17%).

Investment managers in Europe and Asia Pacific continue to exhibit home bias, with 86% and 87% of the capital raised, respectively, intended to be invested in their home region. North American investment managers have the most global outreach, allocating 43% of the capital raised to their home region, with the remainder targeting Global (32%), European (19%) and Asia Pacific strategies (6%).

For further details contact research@inrev.org. The full report is available to members at inrev.org/research.

Figure 3: Capital raised by investor type and by vehicle type

