

# Investment Intentions Survey 2016

## Surge in capital heading for real estate in 2016

There is a continued appetite for real estate as global institutional investors intend to commit a minimum of Euro 48 billion in 2016.

The global Investment Intentions Survey provides insights into the expected trends in the non-listed real estate investment industry in 2016.

Investment intentions is a joint project between INREV, ANREV and PREA.

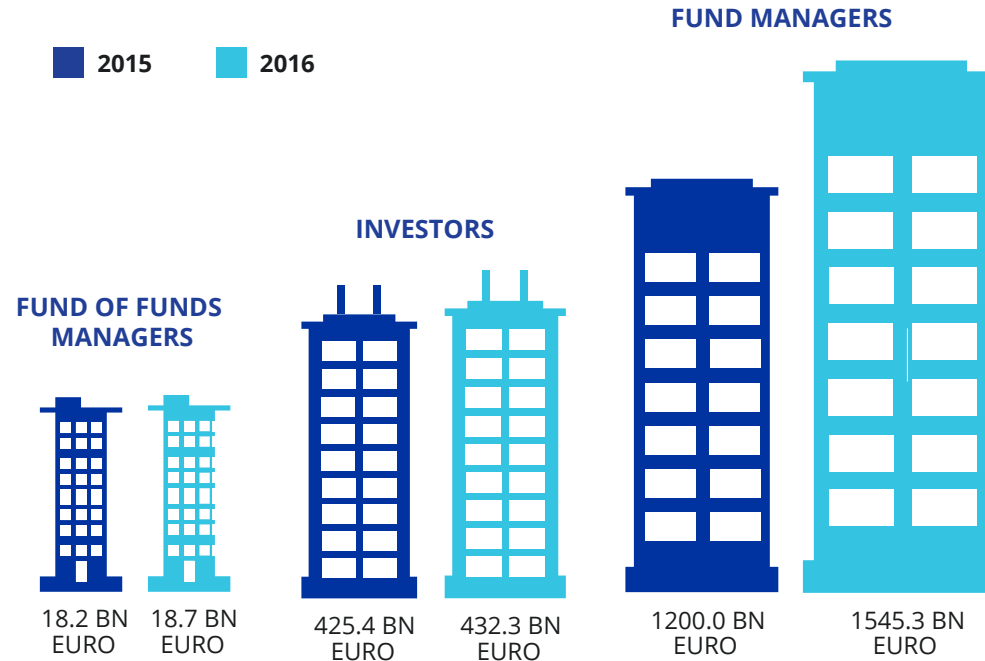
# 345

INVESTORS, FUND OF FUNDS MANAGERS, FUND MANAGERS RESPONDED FROM

# 31

COUNTRIES ACROSS EUROPE, NORTH AMERICA AND ASIA PACIFIC

## Total real estate assets under management



## Number of participants

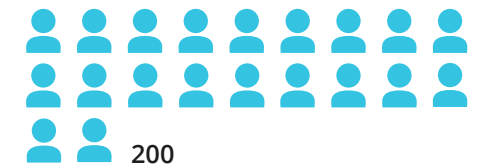
### INVESTORS



### FUND OF FUNDS MANAGERS






### FUND MANAGERS



2015 2016



## Top three investment destinations in Europe

1.  GERMANY
2.  FRANCE
3.  UNITED KINGDOM

## Main reasons to invest

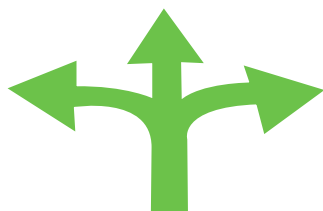
1.  EXPERT MANAGEMENT
2.  INTERNATIONAL DIVERSIFICATION
3.  DIVERSIFICATION BENEFITS

## Main obstacles to invest

1.  ALIGNMENT OF INTEREST
2.  AVAILABILITY OF SUITABLE PRODUCTS
3.  ASSOCIATED COST

## Top three routes to market

1. JVS AND CLUB DEALS
2. NON-LISTED FUNDS
3. DIRECT INVESTMENT



GERMANY IS THE PREFERRED INVESTMENT DESTINATION FOR

73.5%

OF ALL RESPONDENTS



## A look at Europe

The lion share of this, 41.9%, will be invested in Europe. Germany, France and the UK consistently rank as the preferred locations for investment into Europe.

For the first time we looked at the relative attractiveness of capital cities versus regional cities in the three leading countries - Germany, France and the UK.

The results highlight a shift in style preference with value added now ahead of core and opportunity.

Other highlights in the full report include most preferred sectors and strategies.

The full results are available to members at [inrev.org/research/investment-intentions](http://inrev.org/research/investment-intentions)