

# Investment Intentions Survey 2017

## Surge in capital heading for real estate in 2017

There is a continued appetite for real estate as global institutional investors intend to commit a minimum of EUR 50 billion in 2017.

The global Investment Intentions Survey provides insights into the expected trends in the non-listed real estate investment industry in 2017.

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

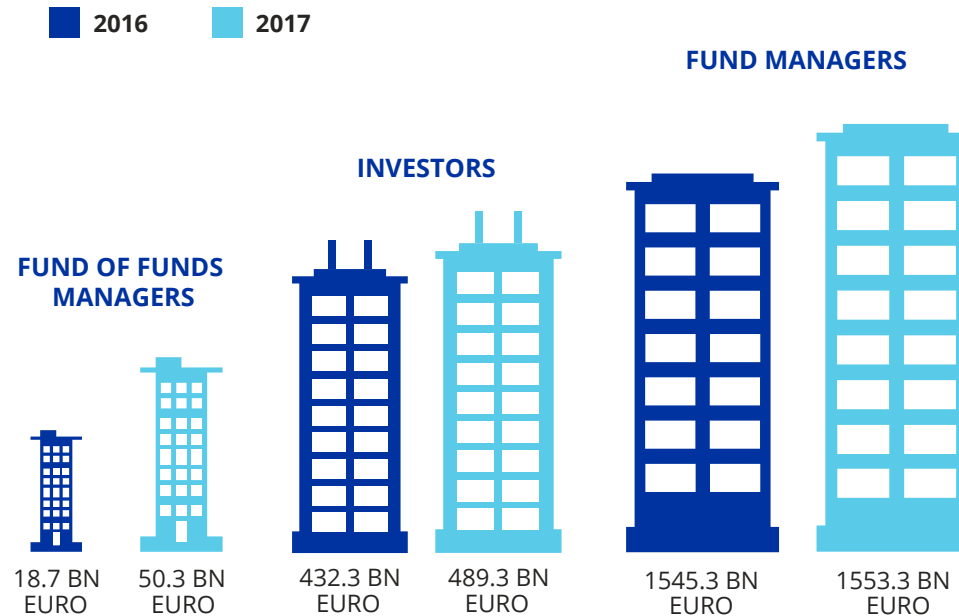
# 314

INVESTORS, FUND OF FUNDS MANAGERS, FUND MANAGERS RESPONDED FROM

# 28

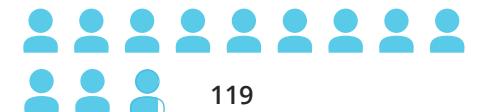
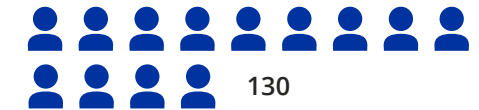
COUNTRIES ACROSS EUROPE, NORTH AMERICA AND ASIA PACIFIC

## Total real estate assets under management



## Number of participants

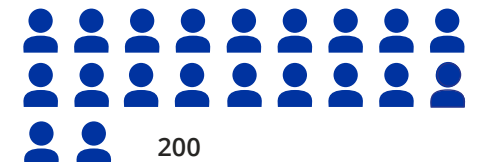
### INVESTORS



### FUND OF FUNDS MANAGERS



### FUND MANAGERS



## Top three investment destinations in Europe



UNITED KINGDOM



FRANCE



GERMANY

UK AND FRANCE  
ARE THE PREFERRED  
INVESTMENT DESTINATIONS FOR

**74.1%**

OF ALL INVESTORS



## Main reasons to invest

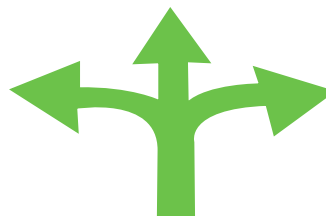
1.  INTERNATIONAL DIVERSIFICATION
2.  EXPERT MANAGEMENT
3.  DIVERSIFICATION BENEFITS

## Main obstacles to invest

1.  AVAILABILITY OF SUITABLE PRODUCTS
2.  CURRENT MARKET CONDITIONS
3.  ASSOCIATED COST

## Top three routes to market

1. NON-LISTED FUNDS
2. JVs AND CLUB DEALS
3. SEPARATE ACCOUNTS



### A look at Europe

The UK, France and Germany continue to occupy the top three spots for the most preferred investment destinations within Europe.

On a country / sector level German office, France office and Germany retail are ranked top three.

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

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)