

REAL ESTATE SPOTLIGHT

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2017 FUNDRAISING MARKET



The 2017 fundraising environment slowed throughout the year. Here, we examine the factors influencing this, and analyze previous annual data points for comparison.

[Find out more on page 2](#)

ASSETS UNDER MANAGEMENT AND DRY POWDER



Perhaps surprisingly, assets under management and dry powder are at all-time highs at the beginning of 2018. What is causing the sudden surge in capital? This article puts each region under the microscope to find out.

[Find out more on page 5](#)



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2017 FUNDRAISING MARKET

We analyze 2017 fundraising data, including breakdowns by strategy and region as well as fundraising success and time spent on the road.

Fundraising has declined since the peak of 2015 (\$136bn), and although figures are expected to rise as more data becomes available, 2017 is unlikely to represent a return to this level. This may be the result of investor concerns over high pricing in an economic environment where interest rates are beginning to increase and uncertainty prevails over market timing. In 2017, 265 funds reached a final close, securing \$111bn in capital commitments – 12% less capital than in 2016 (Fig. 1).

“In 2017, 265 funds raised \$111bn in capital commitments – 12% less than in 2016”

QUARTERLY FUNDRAISING

The flow of capital into private real estate funds is presented in Fig. 2, which shows the capital raised each quarter via interim and final closes. The methodology to calculate this involves analyzing the capital raised for each close that took place in each quarter; only fresh capital is counted, with capital that has been raised via previous closes held in an earlier quarter

Fig. 2: Quarterly Private Real Estate Fundraising (Includes Final and Interim Closes), Q1 2011 - Q4 2017

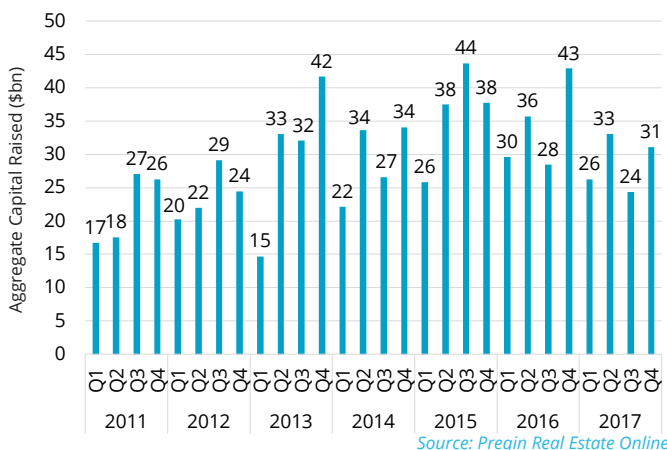
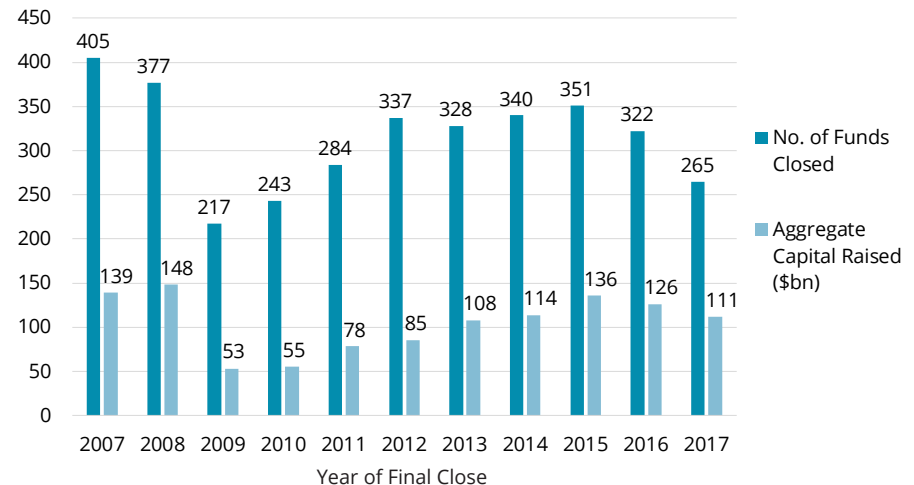


Fig. 1: Annual Closed-End Private Real Estate Fundraising, 2007 - 2017



excluded. The \$24bn secured in Q3 2017 represents the lowest amount of capital raised in a third quarter for the period shown.

CAPITAL CONCENTRATION

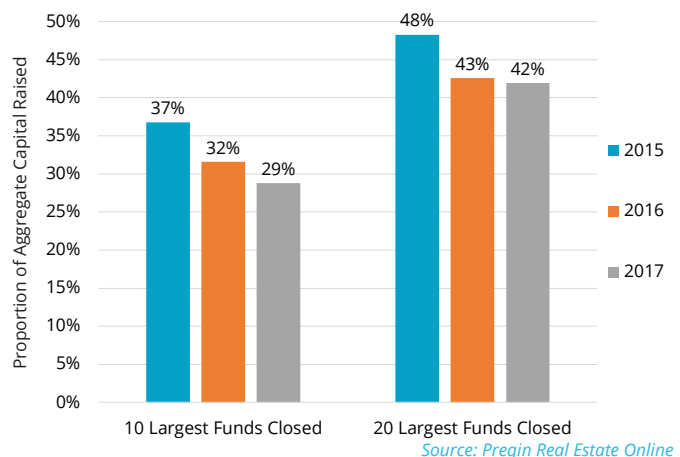
The average size of funds closed in 2017 was \$450mn, up from \$414mn for funds closed in 2016, indicative of a trend of capital concentration among fewer firms. However, while still large proportions, the largest 10 and 20 funds closed in 2017 represented 29% and 42% of capital raised

in the year respectively, slightly less than the 37% and 48% they represented in 2015 (Fig. 3).

TIME ON THE ROAD

The fundraising process remained challenging for many fund managers in 2017, with funds closed typically spending 17 months in market, about the average for fundraising in the post-crisis environment.

Fig. 3: Proportion of Aggregate Capital Raised by the Largest Closed-End Private Real Estate Funds Closed, 2015 - 2017



Funds were more likely to fail to achieve their targets the longer they spent in market before final close: 56% of vehicles closed in 2016 and 2017 that spent more than two years on the road fell short of their target, compared to 35% of funds that reached a final close in six months or less (Fig. 4).

Overall, 52% of private real estate funds closed in 2017 met or exceeded their target, the smallest proportion since 2012, reflecting the challenging landscape.

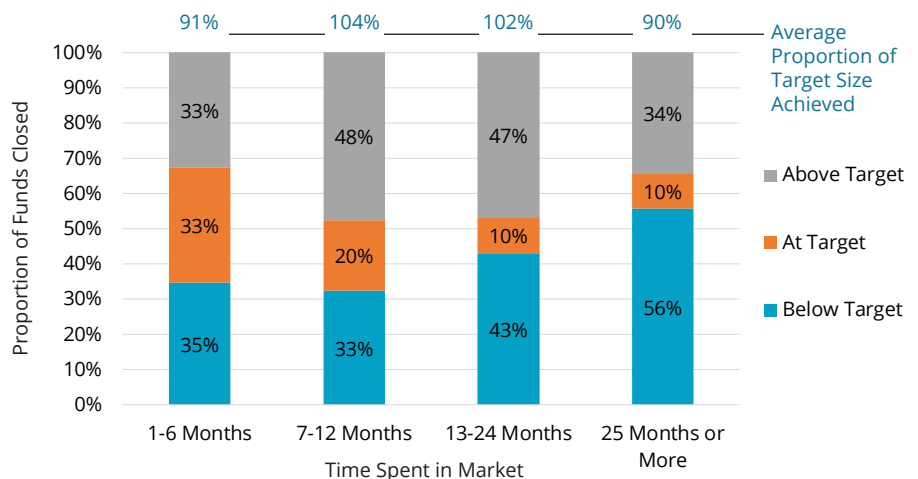
FUNDRAISING BY STRATEGY AND REGION

Investors continued to seek exposure to higher-risk real estate strategies in 2017: a third (\$37bn) of private real estate capital was secured by opportunistic funds, while value added funds secured 31% (\$35bn, Fig. 5). Additionally, 104 value added funds reached a final close, significantly more than any other strategy. Only \$7.3bn in institutional commitments was secured for core/core-plus funds, perhaps reflecting a decline in appetite for prime assets where pricing pressure has been the most intense in recent times.

The established markets attracted the bulk of capital for private real estate in 2017:

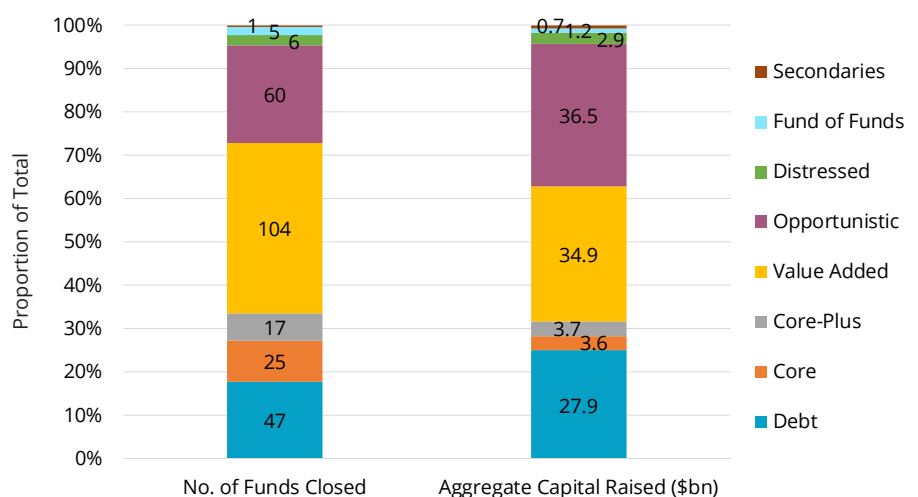
- **North America**-focused funds accounted for 61% (161) of the total number of private real estate funds closed and 62% (\$70bn) of aggregate capital raised (Fig. 6).
- Significantly fewer **Europe**-focused vehicles closed (57) than those focused on North America, but capital raised for these funds represented 27% (\$30bn) of the total, up from 24% in 2016.
- **Asia**-focused funds secured less capital in 2017 (\$9.3bn) than in 2016 (\$12bn) and represented 8% of aggregate capital raised by private real estate funds in 2017.
- Fewer **Rest of World**-focused funds closed (18) in 2017 than in 2016, and raised just \$2.7bn in investor commitments, \$3.6bn less than in 2016.

Fig. 4: Fundraising Success of Closed-End Private Real Estate Funds Closed in 2016-2017 by Time Spent in Market



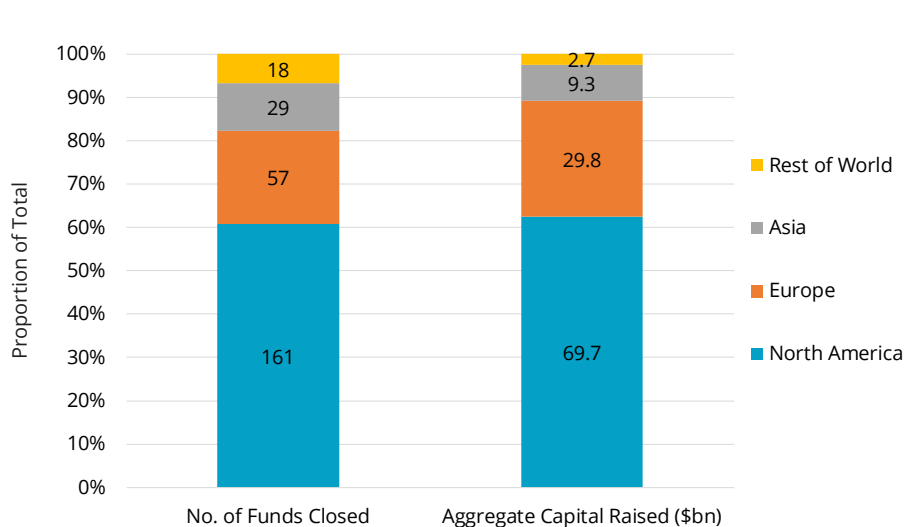
Source: Preqin Real Estate Online

Fig. 5: Closed-End Private Real Estate Fundraising in 2017 by Primary Strategy



Source: Preqin Real Estate Online

Fig. 6: Closed-End Private Real Estate Fundraising in 2017 by Primary Geographic Focus



Source: Preqin Real Estate Online

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- A renewed look at the capital markets and global market volatility impacting high pricing
- New niche opportunities and sectors investors are looking to in diversification efforts
- Understanding the LP and operator perspective, and the evolution of partnerships in 2018
- Strategies for conquering deal drought challenges and the contrary issue of dry powder
- The recent influx of foreign capital into US real estate, and what to expect next year
- Demand and demographic shifts in real estate caused by technology innovations
- Strategies in alternative debt providers and next generation fundraising for the middle market

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ASSETS UNDER MANAGEMENT AND DRY POWDER

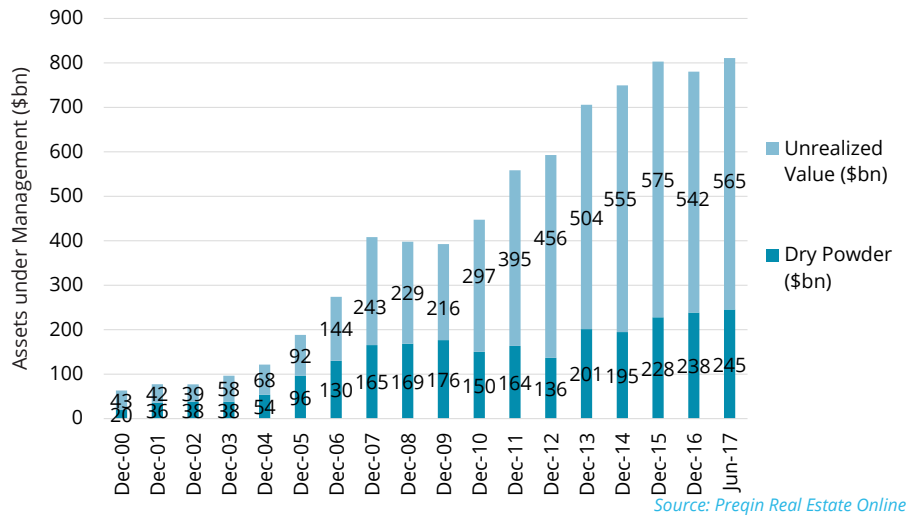
2017 was a record-setting year for assets under management in the real estate industry. Here, we analyze the regional trends and uncover where the dry powder is targeting.

2016 was a turning point for the private real estate industry, with the first annual decline in assets under management (AUM) since the financial crisis (Fig. 1). However, this has to be placed into context. Firstly, the industry has experienced an extreme rate of growth since the mid-2000s, and secondly, AUM declines came solely through a fall in unrealized value, effectively illustrating the success that real estate firms have had divesting assets and contributing to the record levels of distributions seen in recent years. As at mid-2017, the private real estate industry has reached a record \$811bn in AUM, rebounding 4% on year-end 2016.

AUM stands at a record \$811bn in June 2017

When examining AUM by vintage year (not shown), the bulk of unrealized value is held within recent vintages, and the majority of dry powder is held in funds within the first three years of their lifecycle. There remains \$33bn in unrealized value in vintage 2005-2007 funds, down from the \$73bn seen in the previous year, as firms have taken advantage of favourable selling conditions to exit some older investments.

Fig. 1: Closed-End Private Real Estate Assets under Management, 2000 - 2017



REGIONAL TRENDS

- **North America:** AUM grew by \$11bn over the first half of 2017, but fell slightly as a proportion of the overall industry due to stronger growth in Europe. However, as at June 2017 the region still accounted for the majority (58%) of industry assets, with \$469bn in AUM, more than double that of Europe-focused assets (Figs. 2 and 3).
- **Europe:** the region represents a quarter of global AUM as at June 2017. Despite AUM falling by \$7.2bn in 2016, the asset class has recovered \$21bn in the first half of 2017.
- **Asia:** 11% of industry assets are centred around Asia-focused investments. The region experienced the largest decline in AUM over 2016 (-\$15bn), and recovered just \$0.1bn in the first half of 2017.
- **Rest of World:** private real estate outside North America, Europe and Asia represents just 5% of global AUM and is the only geographic focus to have seen AUM fall both over 2016 (-\$0.8bn) and over the first six months of 2017 (-\$0.5bn).

Fig. 2: Closed-End Private Real Estate Assets under Management by Primary Geographic Focus, 2007 - 2017

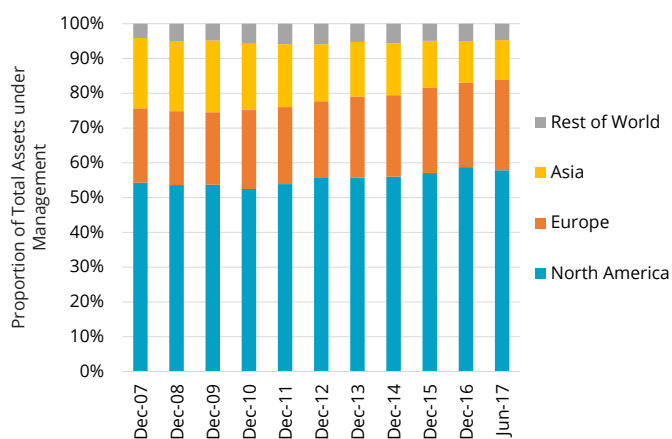
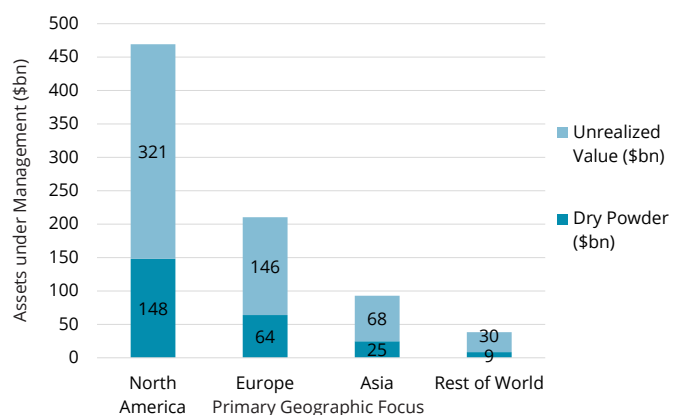


Fig. 3: Closed-End Private Real Estate Assets under Management by Primary Geographic Focus (As at June 2017)



PRICING: THE DRIVER OF FLUCTUATIONS

As seen in Fig. 1, while dry powder has grown consistently – a result of higher fundraising totals in recent years – unrealized value in portfolios has accounted for most of the growth in AUM. Preqin's surveys of real estate firms have illustrated the rising price of assets which is backed up by closed-end portfolios generating 30 consecutive quarters of positive change in NAV.

DRY POWDER

The amount of capital available to fund managers remains high, helping to fuel the concerns surrounding pricing. As at December 2017, dry powder stands at \$249bn. Firms are finding it increasingly difficult to put this capital to work, with 65% of GPs surveyed in November 2017 stating that it is more difficult to source attractive

investment opportunities than a year ago, and when they do find an asset, they are competing more frequently with other firms that also have a stockpile of capital.

The ratio of dry powder to prior-year capital calls represents the capital overhang in the private real estate industry, where the amount of capital available to invest exceeds the amount of capital called for investment the previous year. As at December 2016, the ratio stood at 1.7x (Fig. 5). The ratio has fallen slightly from December 2015, driven by an increase in capital called by GPs in 2015 compared to 2014, as dry powder continued to rise annually.

The majority of dry powder is available to funds focused on North America and Europe, with both regions seeing an

increase in available capital over 2017 (+\$6.3bn and +\$4.1bn respectively, Fig. 6). Funds focused outside these markets represent just 16% of global dry powder, with Asia representing 13% and Rest of World accounting for 3%. Rest of World-focused funds experienced a modest decline of \$2.0bn over 2017, while Asia-focused funds experienced a \$2.6bn increase over the same period.

Strategically, most capital available will be targeting higher-risk investments – opportunistic (\$98bn) and value added (\$61bn) assets predominantly (Fig. 7). The emergence of real estate debt strategies has been one of the top stories for the industry in recent years, with capital available for debt investments rising from an average of \$15bn in 2007-2012 to \$49bn in December 2017.

Fig. 4: Closed-End Private Real Estate Quarterly Average Change in NAV, Q1 2007 - Q2 2017

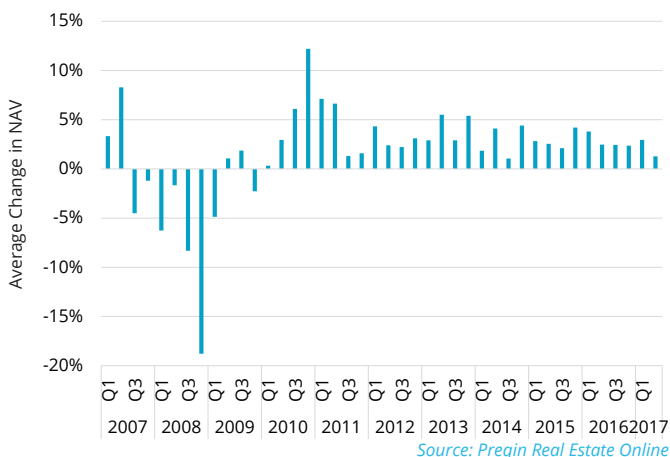


Fig. 5: Ratio of Year-End Closed-End Private Real Estate Dry Powder Levels to Prior Year Total Capital Called, 2007 - 2016

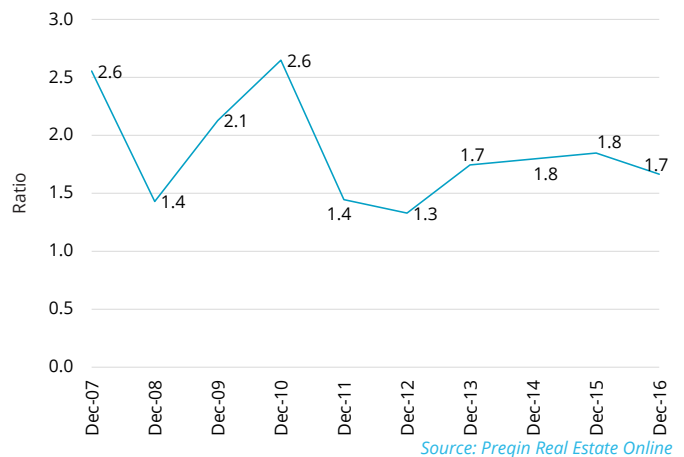


Fig. 6: Closed-End Private Real Estate Dry Powder by Primary Geographic Focus, 2007 - 2017

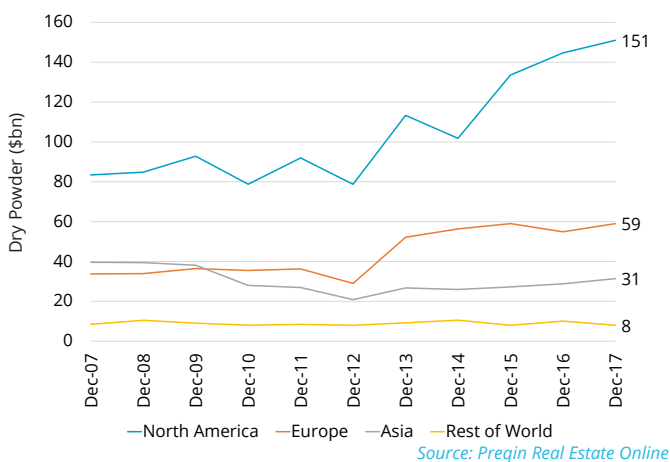
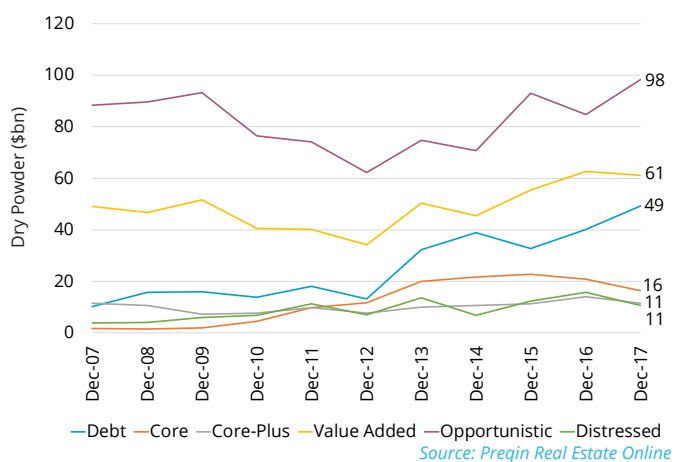


Fig. 7: Closed-End Private Real Estate Dry Powder by Strategy, 2007 - 2017





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INDUSTRY NEWS

This month's industry news looks at the largest private equity real estate (PERE) deals of 2017, and our chart of the month breaking down completed PERE deals by quarter over the past five years.

LARGEST PERE DEALS OF 2017

JANUARY

360 Capital Group sold a portfolio of 37 Australian industrial assets to Centuria Property Funds for **AUD 950mn.**

FEBRUARY

DRA Growth & Income Fund IX acquired 184 US industrial assets for **\$1.07bn** from Cabot Industrial Value Fund II.

MARCH

Blackstone Group and M7 Real Estate acquired 104 German industrial properties from Hansteen Holdings for **€1.28bn.**

APRIL

JMB Realty acquired two-thirds of 1999 Avenue of the Stars, a Los Angeles office building, from Blackstone Group for **\$860mn.**

MAY

AXA CoRE Europe Fund acquired a portfolio of European logistics, retail, office and car dealership assets from Gramercy Property Trust for **€1bn.**

JUNE

Vanke acquired 16 land development sites from Guangdong International Trust and Investment for **CNY 55.1bn.**

JULY

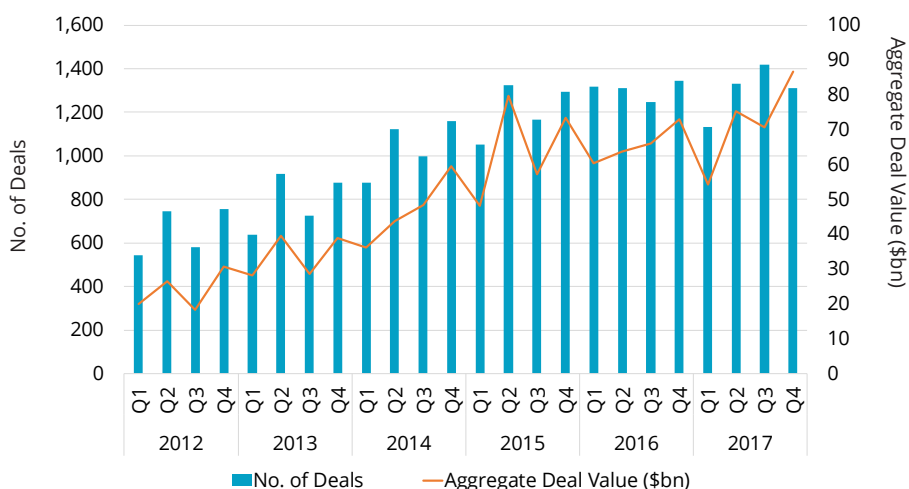
Greystar Real Estate Partners acquired Monogram Residential Trust (NYSE:MORE) for **\$3bn**, as well as its underlying US multi-family apartment portfolio.

AUGUST

AGC Equity Partners acquired the French office complex Ecowest from Abu Dhabi Investment Authority for **€700mn.**

CHART OF THE MONTH

Quarterly PERE Deals Completed Globally, 2012 - 2017



Source: Preqin Real Estate Online

There were 5,191 transactions conducted by private equity real estate (PERE) firms in 2017, worth a combined \$287bn. At present, the number of deals completed in 2017 is on par with 2016 (and should increase as more data becomes available), while the 9% increase in aggregate deal value represents a new record in investment volume.

The 1,131 deals in Q1 represent a drop from the equivalent 2016 figure of 1,319. However, the Q3 and Q4 aggregate values (\$71bn and \$87bn) are the highest totals in the period examined. The number of deals increased throughout 2017 to reach 1,420 in Q3, the largest total on record; despite a 7% increase in the number of deals, aggregate deal value declined 5% in the period. Q4 2017 saw fewer PERE transactions than the previous year (1,310 in Q4 2017 vs. 1,345 in Q4 2016), but still represented the second highest Q4 total on record.

SEPTEMBER

Stonemont Financial Group acquired a portfolio of 100 US assets for **\$1.3bn** from Oak Street Real Estate Capital that included office, retail and industrial properties.

OCTOBER

A joint venture between Amundi Real Estate, PRIMONIAL REIM and Crédit Agricole acquired Cœur Défense for **€1.8bn** from Lone Star Funds.

NOVEMBER

Gaw Capital Partners and Goldman Sachs acquired 17 retail properties located in Hong Kong for **\$2.9bn** from China Hong Kong Link Asset Management.

DECEMBER

Global Logistic Properties acquired Gazeley for **\$2.8bn** from IDI Logistics in an entity-level deal.

SHARE YOUR NEWS

Do you have any news you would like to share with the readers of Spotlight? Perhaps you're about to launch a new fund, have implemented a new investment strategy, or are considering investments beyond your usual geographic focus?

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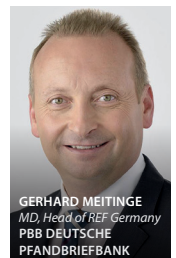
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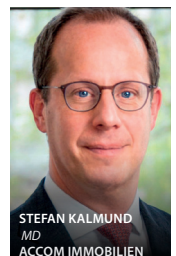
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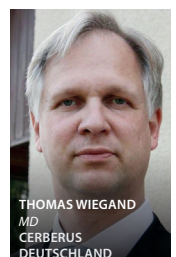
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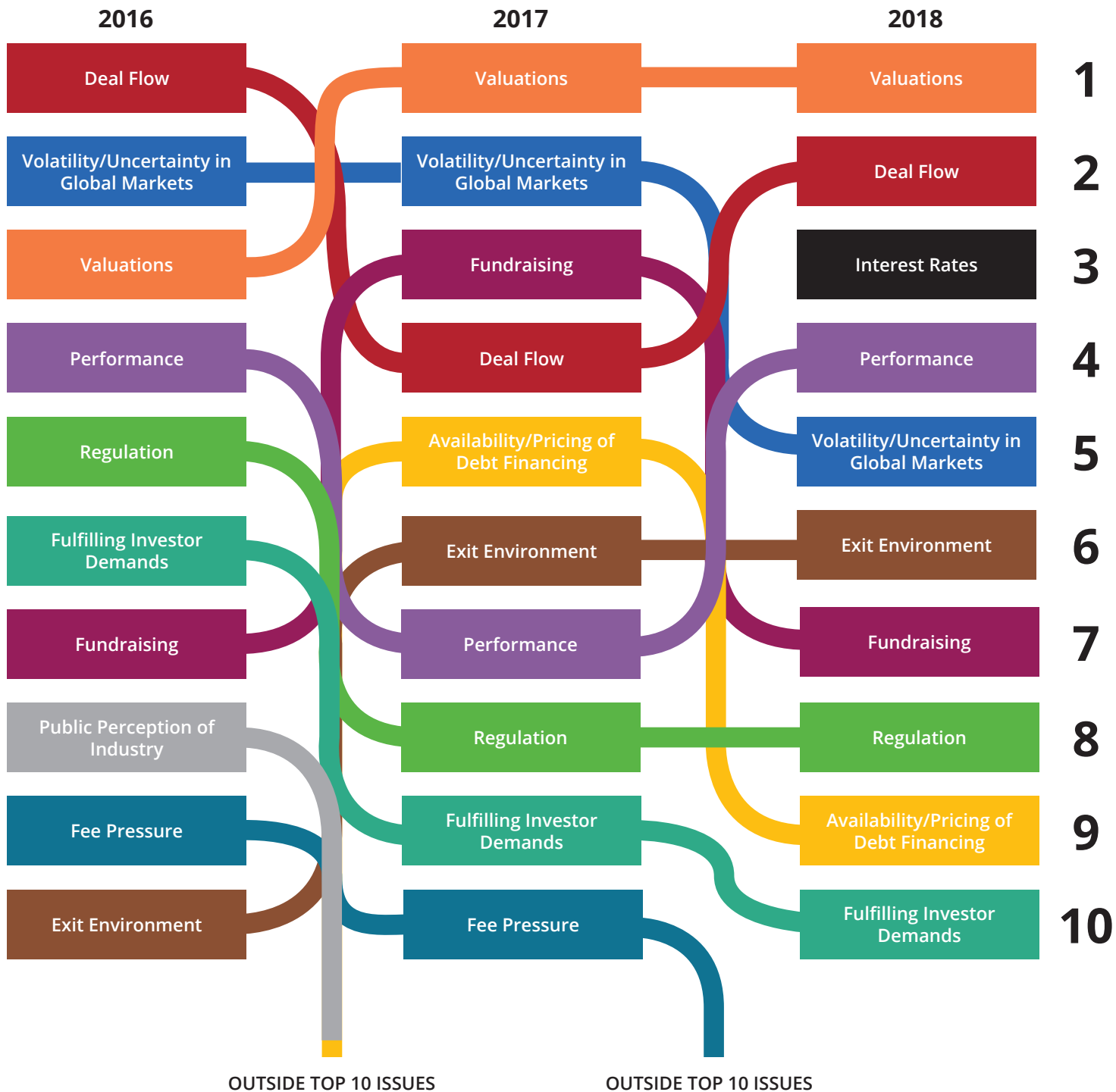
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FUND MANAGER VIEWS ON KEY CHALLENGES

Using data from our fund manager survey in November 2017, we take a look at the key challenges for 2018 identified by respondents, comparing them to the key challenges identified for 2016 and 2017.



LARGEST FUNDS CLOSED

Here we reveal the largest funds closed in 2017, breaking them down by region.

Fig. 1: Largest North America-Focused Closed-End Private Real Estate Funds Closed in 2017

Fund	Firm	Fund Size (mn)	Strategy	Primary Property Focus	Final Close Date
PIMCO Bravo Fund III	PIMCO	4,565 USD	Debt, Distressed, Opportunistic	Diversified	Nov-17
Carlyle Realty Partners VIII	Carlyle Group	4,117 USD	Opportunistic	Diversified	Jul-17
Brookfield Real Estate Finance Fund V	Brookfield Property Group	3,000 USD	Debt	Diversified	Nov-17
North Haven Real Estate Fund IX Global	Morgan Stanley Real Estate Investing	2,730 USD	Opportunistic	Diversified	Dec-17
TCI Real Estate Partners Fund II	The Children's Investment Fund Management	1,900 USD	Debt	Diversified	May-17

Source: Preqin Real Estate Online

Fig. 2: Largest Europe-Focused Closed-End Private Real Estate Funds Closed in 2017

Fund	Firm	Fund Size (mn)	Strategy	Primary Property Focus	Final Close Date
Blackstone Real Estate Partners Europe V	Blackstone Group	7,800 EUR	Distressed, Opportunistic	Diversified	Jun-17
Kildare European Partners II	Kildare Partners	1,950 USD	Debt	Diversified	Jun-17
CRE Senior 10	AXA Investment Managers – Real Assets	1,500 EUR	Debt	Diversified	Jul-17
Orion European Real Estate Fund V	Orion Capital Managers	1,500 EUR	Debt, Opportunistic	Diversified	Mar-17
Pramerica Real Estate Capital VI	PGIM Real Estate	1,010 GBP	Debt, Value Added	Diversified	Apr-17

Source: Preqin Real Estate Online

Fig. 3: Largest Asia-Focused Closed-End Private Real Estate Funds Closed in 2017

Fund	Firm	Fund Size (mn)	Strategy	Primary Property Focus	Final Close Date
Secured Capital Real Estate Partners VI	PAG Real Estate	1,900 USD	Opportunistic	Diversified	Sep-17
Gateway Real Estate Fund V	Gaw Capital Partners	1,300 USD	Core-Plus, Opportunistic, Value Added	Diversified	Mar-17
Alpha Data Center Fund	Alpha Investment Partners	1,000 USD	Opportunistic	Industrial	Oct-17
CBRE Asia Value Partners IV	CBRE Global Investors	1,000 USD	Value Added	Industrial	Nov-17
LOGOS China Logistics Venture 3	Logos Property	830 USD	Opportunistic	Industrial	Oct-17

Source: Preqin Real Estate Online

Fig. 4: Largest Rest of World-Focused Closed-End Private Real Estate Funds Closed in 2017

Fund	Firm	Fund Size (mn)	Strategy	Primary Property Focus	Geographic Focus	Final Close Date
Gresham Property Fund No. 6	Gresham Property	505 AUD	Debt	Diversified	Australia	Mar-17
Qualitas Construction Debt Fund	Qualitas Property Partners	500 AUD	Debt	Diversified	Australia	May-17
EG Yield Plus Infrastructure Trust 2	EG Funds Management	430 AUD	Value Added	Diversified	Australia	Jun-17
Vertex Real Estate DOS	Vertex Real Estate Investors	280 USD	Opportunistic, Value Added	Diversified	Mexico	Jan-17
RMB Westport Real Estate Development Fund II	RMB Westport	272 USD	Opportunistic	Diversified	Africa	Feb-17

Source: Preqin Real Estate Online

ALTERNATIVES COVERAGE	FIRMS	FUNDS	FUNDS OPEN TO INVESTMENT	INVESTORS MONITORED	FUNDS WITH PERFORMANCE	DEALS & EXITS
	30,232	52,888	19,617	15,642	27,321	321,703
	PRIVATE EQUITY*	HEDGE FUNDS	REAL ESTATE	INFRASTRUCTURE	PRIVATE DEBT	NATURAL RESOURCES
INVESTOR COVERAGE	6,968 Active Private Equity LPs	5,297 Active Hedge Fund Investors	6,178 Active Real Estate LPs	3,293 Active Infrastructure LPs	3,174 Active Private Debt Investors	3,189 Active Natural Resources Investors
FUND COVERAGE	18,979 Private Equity Funds	25,485 Hedge Funds	6,957 PE Real Estate Funds	1,266 Infrastructure Funds	2,490 Private Debt Funds	1,939 Natural Resources Funds
FIRM COVERAGE	13,068 Private Equity Firms	9,372 Hedge Fund Firms	4,628 PE Real Estate Firms	541 Infrastructure Firms	1,589 Private Debt Firms	1,034 Natural Resources Firms
PERFORMANCE COVERAGE	6,058 Private Equity Funds	18,056 Hedge Funds	1,797 PE Real Estate Funds	261 Infrastructure Funds	858 Private Debt Funds	549 Natural Resources Funds
FUNDRAISING COVERAGE	2,398 Private Equity Funds	16,002 Hedge Funds	1,214 PE Real Estate Funds	171 Infrastructure Funds	337 Private Debt Funds	255 Natural Resources Funds
	BUYOUT	VENTURE CAPITAL	REAL ESTATE	INFRASTRUCTURE	PRIVATE DEBT	
DEALS & EXITS COVERAGE	85,714 Buyout Deals and Exits	152,561 Venture Capital Deals and Exits	49,931 Real Estate Deals	26,337 Infrastructure Deals	7,160 Private Debt Deals	
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*Private equity includes buyout, growth, venture capital, turnaround, private equity fund of funds, private equity secondaries, direct secondaries, balanced, hybrid, hybrid fund of funds, PIPE, co-investment and co-investment multi-manager funds.



OFFICE DEALS

This factsheet examines Preqin's data for real estate office deals, revealing the largest completed deals as well as a breakdown of regional statistics.



Fig. 1: PERE Office Deals Completed Globally, 2012 - 2017

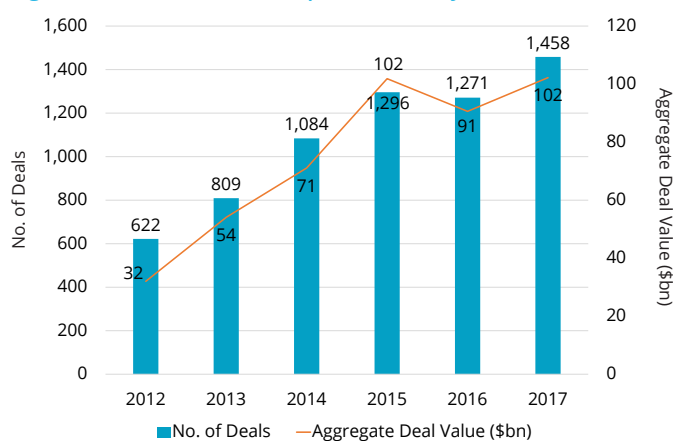


Fig. 2: Aggregate Value of PERE Office Deals Completed by Region, 2012 - 2017

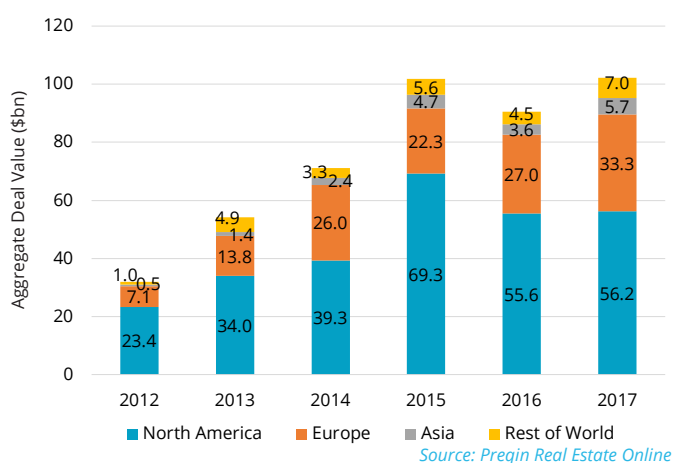


Fig. 3: Largest Single-Asset PERE Office Deals Completed in 2017

Asset	Location	Buyer(s)	Seller(s)	Deal Size (mn)	Date
Cœur Défense	Paris, France	Amundi Real Estate, Crédit Agricole, PRIMONIAL REIM	Lone Star Funds	1,720 EUR	Oct-17
Ballantyne Corporate Park	Charlotte, US	Northwood Investors	Bissell Companies	1,200 USD	Mar-17
Tower 185	Frankfurt, Germany	Deka Immobilien Investment	CA Immo, Unidentified Seller(s)	775 EUR	Oct-17
Fiat Chrysler Automobiles Headquarters	Frankfurt, Germany	BNP Paribas Real Estate Investment Management Luxembourg	Lang & Cie. Real Estate AG	750 EUR	Nov-17
1999 Avenue of the Stars	Los Angeles, US	JMB Realty	Blackstone Group	860 USD	Apr-17

Source: Preqin Real Estate Online

2018 PREQIN GLOBAL REAL ESTATE REPORT

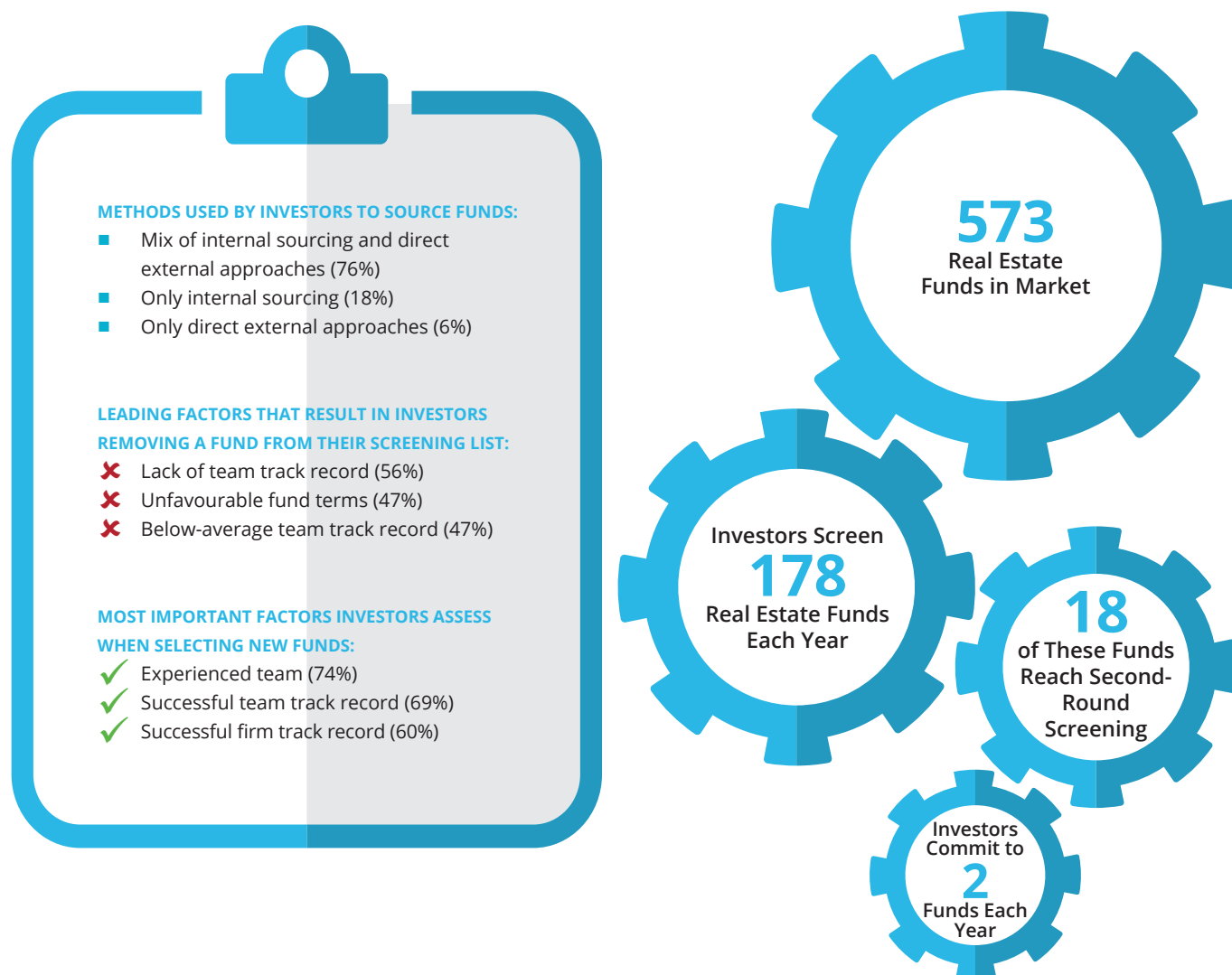
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HOW INVESTORS SOURCE AND SELECT FUNDS

In our December 2017 interviews with 244 institutional investors in real estate, 49% of respondents revealed that they found it more difficult to identify attractive real estate fund opportunities in 2017 than in 2016. With this in mind, using investors' responses and data from Preqin's platform, we examine in more detail the typical process that investors employ to source and screen real estate funds.

KEY STATS: AVERAGE SCREENING PROCESS FOR REAL ESTATE FUNDS



MARKETING MATERIALS FAIL TO MEET THE NEEDS OF 38% OF INVESTORS – WHY?



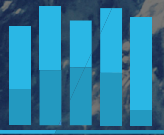


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CONFERENCES

FEBRUARY 2018

Conference	Dates	Location	Organizer	Preqin Speaker	Discount Code
The Asian Investment Map in 2018	5 February 2018	Tokyo	APREA	-	-
Preqin Breakfast Seminar: Alternatives in 2018 - London	20 February 2018	London	Preqin	Chris Elvin Elias Latsis	-
Preqin Breakfast Seminar: Alternatives in 2018 - New York	21 February 2018	New York	Preqin	Ryan Flanders Leopold Peavy	-
17th Real Estate Private Equity Summit	21 - 22 February 2018	Los Angeles, CA	iGlobal Forum	-	10% Discount - PREQIN
European Family Office Winter Forum	26 - 27 February 2018	London	Opal Financial Group	-	-
SuperReturn International 2018	26 February - 1 March 2018	Berlin	KNect365	Mark O'Hare Oliver Senchal Ryan Flanders	10% discount - FKR2455PRQW

MARCH 2018

Conference	Dates	Location	Organizer	Preqin Speaker	Discount Code
Family Office Winter Forum	1 March 2018	New York	Opal Financial Group	-	-
11th Annual Women's Private Equity Summit (WPES)	7 - 9 March 2018	California	Falk Marques Group	-	-
Preqin Breakfast Seminar: Alternatives in 2018 - Singapore	7 March 2018	Singapore	Preqin	Ee Fai Kam Amy Bensted	-
MIPIM 2018	13 - 16 March 2018	Cannes	Reed MIDEM	-	-
Private Wealth Management Summit	15 - 16 March 2018	Las Vegas, CA	marcus evans Summits	-	-
Real Estate Investment Summit	25 - 27 March 2018	Miami, FL	Opal Financial Group	-	-
18th Real Estate Private Equity Summit	27 - 28 March 2018	New York	iGlobal Forum	-	-
New York Real Estate Private Equity & Capital Markets Forum	28 - 29 March 2018	New York	IMN	-	15% Discount - PQ15

APRIL 2018

Conference	Dates	Location	Organizer	Preqin Speaker	Discount Code
5th Annual Real Estate Private Equity Forum on Land, Homebuilding & Condo Development (East)	10 - 11 April 2018	Miami, FL	IMN	-	15% Discount - PQ15
Private Wealth Management Summit - APAC	16 - 18 April 2018	Macao	marcus evans Summits	-	-
Impact Investing Forum	22 - 24 April 2018	Palm Beach, FL	Opal Financial Group	-	-
European Pensions and Investments Summit	23 - 25 April 2018	Montreux	marcus evans Summits	-	-
Kayo Women's Real Estate Summit	23 - 24 April 2018	Washington DC	Kayo Conference Series	-	-

WOMEN'S PRIVATE EQUITY SUMMIT

DATE: 7 - 9 March 2018
INFORMATION: www.WomensPrivateEquitySummit.com
LOCATION: The Ritz Carlton, Half Moon Bay, California
ORGANIZER: Falk Marques Group

The 2018 Women's Private Equity Summit, to be held 7 - 9 March 2018 at The Ritz-Carlton, Half Moon Bay, California, will bring together an impressive group of more than 500 private equity and venture capital leaders for two days of high-level discussion and non-stop networking.

REAL ESTATE INVESTMENT SUMMIT

DATE: 25 - 27 March 2018
INFORMATION: www.opalgroup.net/trk/reisc1806.html
LOCATION: Eden Roc Miami Beach Resort, Miami, FL
ORGANIZER: Opal Group

Network with the industry's leading experts as they analyze the opportunities and challenges in the real estate market! The Summit will focus on the latest developments in the marketplace. It will analyze the opportunities and challenges in the real estate market; examine best practices and explore new deal making strategies.

REAL ESTATE INVESTMENT SUMMIT

March 25-27, 2018 | Eden Roc Miami Beach Resort, Miami, FL

Network with the industry's leading experts as they analyze the opportunities and challenges in the real estate market! Real Estate Investors Conference will focus on the latest developments in the marketplace. It will analyze the opportunities and challenges in the real estate market; examine best practices and explore new deal making strategies. It will provide various networking opportunities along with an educational platform.

Sponsorship and Exhibiting Opportunities are Available

If you are interested in attending, sponsoring, speaking or exhibiting at this event, please call 212-532-9898 or email info@opalgroup.net

Register

To register, visit us online at www.opalgroup.net or email us at marketing@opalgroup.net

Ref code: REISC1806



18TH REAL ESTATE PRIVATE EQUITY SUMMIT

DATE: 27 - 28 March 2018
INFORMATION: <http://www.iglobalforum.com/repe18.html>
LOCATION: New York
ORGANIZER: iGlobal Forum

The focus on the full range US real estate across asset classes has become exceedingly important. So how will this all play out, what does it mean for private equity real estate, and most importantly, how should you position yourself for profitability in the year ahead?

These are just some of the key questions that will be addressed at iGlobal Forum's flagship event, 18th Real Estate Private Equity Summit East (27 - 28 March 2018, New York).

NEW YORK REAL ESTATE PRIVATE EQUITY & CAPITAL MARKETS FORUM

DATE: 28 March 2018
INFORMATION: www.imn.org/nycapmarkets
LOCATION: New York City
ORGANIZER: Information Management Network

Announcing IMN's NY Real Estate Private Equity & Capital Markets Forum. With a predominantly focus on the NYC market, we are projecting over 500 senior level attendees with the audience consisting of RE Private Equity/Debt Funds, Lenders, Owners/Operators/Developers, LPs/Family Offices, Bankers, and various Service Providers.

KAYO WOMEN'S REAL ESTATE SUMMIT

DATE: 23 - 24 April 2018
INFORMATION: <https://kayoconferenceseries.com/EN/realestate>
LOCATION: InterContinental – The Wharf, Washington DC
ORGANIZER: Kayo Conference Series

Kayo is pleased to present the 2018 Kayo Women's Real Estate Summit on 23 - 24 April 2018 at the InterContinental -The Wharf in Washington DC. This event brings together 225 women private equity investors, REITs, developers and asset managers to network and communicate about key issues in commercial real estate investing.

Use code "CREW25" for a 25% discount off of passes for CREW DC Members.

DEUTSCHE GRI 2018

DATE: 8 - 9 May 2018
INFORMATION: www.deutschegri.org
LOCATION: Frankfurt, Germany
ORGANIZER: GRI Club

Deutsche GRI is a gathering of senior level German and international real estate investors, lenders and developers. The collegial discussions enable you to interact and engage - much like an after-dinner conversation in your own living room. Identify like-minded peers, build relationships, and continue the conversation afterwards.