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# Real Estate Spotlight

March 2013

## Feature Article

### The Return of Value Added Real Estate

We explore the increasing investor appetite for value added exposure in recent months, as well as the value added fundraising market and the outlook for the sector in the coming year.

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## Preqin Industry News

This month's Industry News looks at investors looking to make new commitments to the asset class in the next 12 months, as well as funds recently launched.

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# The Return of Value Added Real Estate

With investor appetite for value added exposure increasing in recent months, Forena Akthar takes a look at the value added fund market and the outlook for the sector in the coming year.

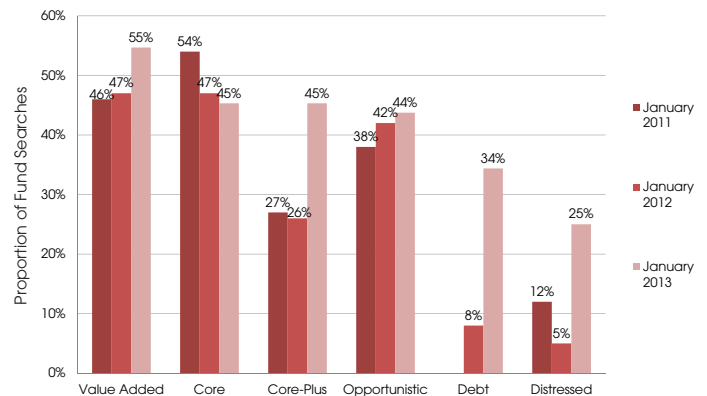
Investor appetite for value added real estate funds declined following the economic downturn in 2008, while interest in lower-risk core funds saw a marked increase. Although higher-risk strategies such as opportunistic and distressed remained attractive to institutions committing to private property funds, the dominant preference among active investors was to focus on lower-risk strategies. More recently, however, there has been renewed institutional investor interest in value added vehicles and a shift away from core investments. Improved fundraising for value added strategies in 2012 suggests that investors may be returning to what was previously one of the most commonly targeted strategies in the private real estate fund market.

## Increasing Investor Appetite for Risk

Investor sentiment towards private real estate continually changes with market conditions. When property valuations dropped in 2008-2009 and the performance of higher risk-return profile funds in particular suffered, many institutions pursued the perceived safety of lower-risk core vehicles and value added funds fell out of favour with many investors. We are now witnessing the opposite pattern: investor appetite for core funds declined between January 2011 and January 2013, whereas investor appetite for value added vehicles increased during the same period. Value added vehicles are the most sought after fund type by investors that will be investing in real estate funds in the 12 months from January 2013, with 55% of active investors looking to add value added funds to their portfolios in the coming year, up from 46% in January 2011 and 47% in January 2012 (Fig. 1). Fig. 2 presents a small sample of investors that are interested in making commitments to value added funds in the next 12 months.

Interest in opportunistic funds among investors is also returning, with 44% of investors looking to commit to these vehicles in the coming 12 months. This is an increase from 38% of investors that were

Fig. 1: Strategies Targeted in the Next 12 Months by Private Real Estate Investors, January 2011 - January 2013



Source: Preqin Real Estate Online

targeting these funds in the 12 months following January 2011 and 42% in the 12 months following January 2012. This suggests that appetite for higher risk-return profile investments is growing and it is not just the value added funds that may experience an increased appetite from investors.

Core-plus vehicles have also seen increased interest from active investors over the last year, with the same proportion of institutions targeting this strategy in the next 12 months as opportunistic funds. Forty-five percent of investors are seeking core-plus funds in the coming year, a significant increase from the 27% and 26% that were pursuing this strategy in the 12 months following January 2011 and 2012 respectively. Core-plus vehicles incorporate elements of both core and value added funds and growing interest in this strategy further illustrates that many investors are demonstrating increased interest in higher risk-return profile funds.

Fig. 2: Sample Investors Targeting Value Added Funds

Investor	Location	Summary Plans
Barmenia	Germany	Barmenia plans to invest €40mn in value added funds in the next 12 months. The insurance company is particularly interested in funds which invest in the logistics sector.
Employees' Retirement System of Texas	US	Employees' Retirement System of Texas has a \$285mn total real estate commitment target for the fiscal year 2013. This forms part of its plans to invest \$590mn in real estate in 2013-14. The focus of the near-term investments will primarily be on value added and opportunistic strategies.
Sparinvest Property Investors	Denmark	Sparinvest Property Investors anticipates committing €100-150mn across six private real estate funds in the next 12 months. It will focus predominantly on value added and opportunistic funds targeting Latin America, Europe and Asia.
Thrivent Financial for Lutherans	US	Thrivent Financial for Lutherans is planning to make new commitments in the next 12 months and will focus on diversified value added funds investing in the US.
YMCA Retirement Fund	US	YMCA Retirement Fund will commit up to \$100mn to five value added private real estate funds in the next 12 months. The pension fund will target opportunities in Europe, Asia and North America.

Source: Preqin Real Estate Online



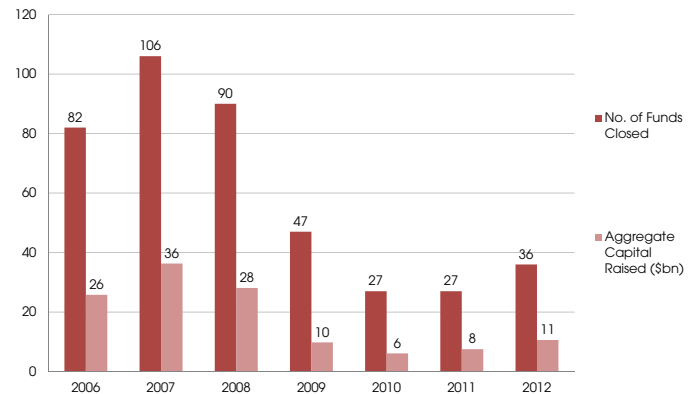
### Value Added Fundraising

Renewed investor appetite for value added funds has driven increased fundraising levels for the strategy in recent years. Fig. 3 shows that an aggregate \$11bn was raised by 36 solely value added vehicles that held a final close in 2012, the most successful year for value added fundraising since 90 vehicles raised an aggregate \$28bn in 2008.

One of the largest funds that closed in 2012 was Westbrook Real Estate Fund IX, managed by Westbrook Partners, which held a final close on \$1.6bn. The fund targets a range of property types in New York, Washington, San Francisco, Los Angeles, London, Paris and Tokyo. Another large value added fund that closed in the year was CBRE Strategic Partners US Value 6, which held a final close on \$1.1bn in December 2012. CBRE Global Investors exceeded the \$750mn fundraising target it set for this fund, which acquires underperforming commercial assets across all sectors.

In terms of market share, Fig. 4 shows that solely value added funds raised 18% of the total capital secured by all closed-end private real estate funds in 2012. This represents an increase compared to the 13% of aggregate capital raised by closed-end private real estate funds these vehicles represented in 2011. However, this is not as large a proportion as in 2007, when capital raised by solely value added funds accounted for 28% of the total raised by all private real estate funds.

Fig. 3: Solely Value Added Closed-End Private Real Estate Fundraising, 2006 - 2012



Source: Preqin Real Estate Online

Along with fundraising, the more recent performance of value added funds has been encouraging. As can be seen in Fig. 5, the median IRRs of value added funds with 2008 and 2009 vintages is greater than that of all private equity real estate funds of the same vintages. These figures may have helped boost investor confidence in value added real estate and could also serve to attract more investors to this fund type in the future. It is worth noting, however, that the median IRRs of value added funds have either matched or been lower than those posted by all private equity real estate funds for all vintages years between 2002 and 2007.

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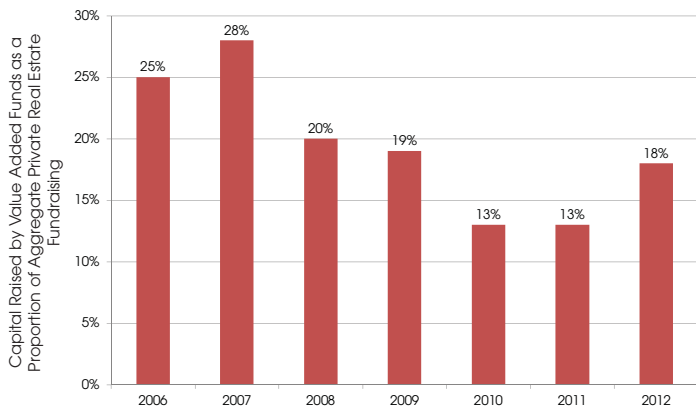
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Fig. 4: Solely Value Added Fundraising as a Proportion of All Closed-End Private Real Estate Fundraising, 2006 - 2012



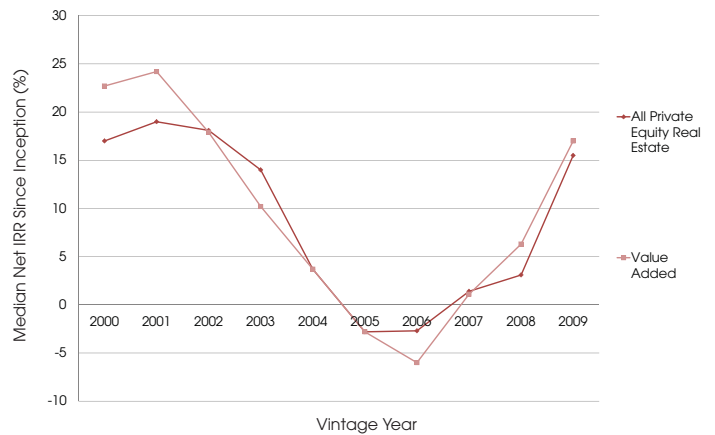
Source: Preqin Real Estate Online

Value Added Funds in Market

The number of value added funds in market has increased over the last three years, which may be a reflection of increased confidence among fund managers that they can successfully raise capital for value added investments. Fig. 6 shows there were 82 solely value added funds on the road in February 2011 targeting an aggregate \$23bn in investor equity; this increased to 95 funds targeting an aggregate \$32bn in February 2012. The number of value added funds in market increased again as of February 2013 to 107 vehicles, but the aggregate capital sought by these funds fell slightly from \$32bn in February 2012 to \$30bn in February 2013. Although there is growing investor appetite for value added funds, the increasing number of funds in market utilizing the strategy could also serve to make the fundraising market more competitive for these vehicles in the future.

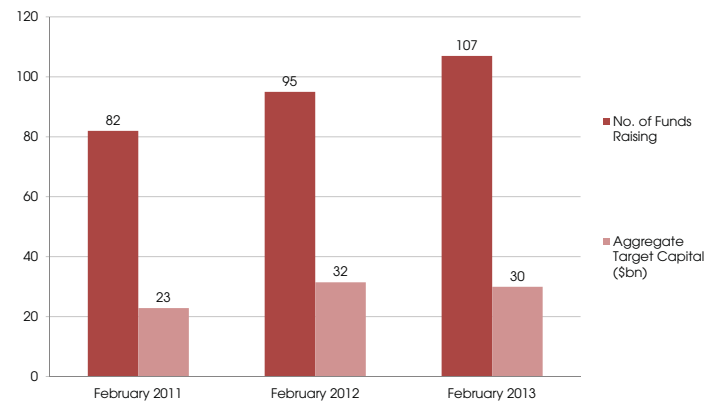
The largest value added fund currently in market is TA Realty Associates X, a US-focused fund looking to raise \$1.25bn. TA Associates Realty's tenth fund in this series invests in office, multi-family, industrial and retail assets across the US. Alpha Asia Macro Trends Fund II is the second largest value added fund currently in market (Fig. 7). This vehicle is targeting \$1bn in capital commitments

Fig. 5: Median Net IRR by Vintage Year: Value Added vs All Private Equity Real Estate



Source: Preqin Real Estate Online

Fig. 6: Solely Value Added Closed-End Private Real Estate Funds in Market, February 2011 - February 2013



Source: Preqin Real Estate Online

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Real Estate Online features performance benchmarks and details of the performance of over 1,000 private equity real estate funds.

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Fig. 7: Largest Value Added Closed-End Private Real Estate Funds in Market

Fund	Manager	Geographic Focus	Size (mn)
TA Realty Associates X	TA Associates Realty	US	1,250 USD
Alpha Asia Macro Trends Fund II	Alpha Investment Partners	Asia	1,000 USD
Paramount Group Real Estate Fund VII	Paramount Group	US	1,000 USD
Crow Holdings Realty Partners VI	Crow Holdings Capital Partners	North America	750 USD
AREA Value Enhancement Fund VIII	AREA Property Partners	US	750 USD
KTR Industrial Fund III	KTR Capital Partners	North America	750 USD
Rockwood Capital Real Estate Partners IX	Rockwood Capital	US	750 USD
Tishman Speyer Real Estate Venture VIII	Tishman Speyer	US	750 USD
LaSalle European Value Add Fund III	LaSalle Investment Management	Europe	500 EUR
Cabot Industrial Value Fund IV	Cabot Properties	US	600 USD
CITIC Capital China Retail Properties Investment Fund	CITIC Capital	China	600 USD
LaSalle Income & Growth VI	LaSalle Investment Management	US	600 USD

Source: Preqin Real Estate Online



and makes investments across the more developed markets in Asia such as Singapore, Japan, Taiwan, South Korea and Hong Kong. Paramount Group's Paramount Group Real Estate Fund VII, which invests in class A CBD office properties primarily located in New York, Washington DC, and San Francisco, is also targeting \$1bn. The largest Europe-focused value added fund in market is LaSalle European Value Add Fund III. LaSalle Investment Management is hoping to secure €500mn for the fund, which invests primarily in France, Germany and the UK.

#### Outlook

Appetite for higher risk-return profile investments is increasing among institutional investors, and for value added funds in particular. This may be a result of the improving performance of such funds, combined with concerns over the pricing of core assets. In addition, many investors in private real estate are looking to target higher returns in order to meet their overall returns target. With 55% of active investors looking to invest in value added vehicles over the next 12 months, it seems likely that fundraising for value added funds will continue to improve in the coming months. Nonetheless, with a large number of funds on the road and many investors still holding back on fund commitments, real estate fund managers with

value added funds in market will likely still find raising capital for their vehicles challenging, even with increased investor appetite for value added funds.

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[Real Estate Online](#) also features extensive information on value added fund managers, fundraising, net-to-LP performance data and fund terms and conditions.

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# Preqin Industry News

Jessica Sutro explores investors looking to make new commitments in the next 12 months, featuring exclusive data from Preqin's analysts. Real Estate Online subscribers can click on the investor/firm/fund names to view full profiles.

Fifty-three percent of investors interviewed by Preqin in December 2012 plan to make new private real estate investments in the following 12 months, as shown in the Chart of the Month, sourced from Preqin's latest [Investor Outlook: Real Estate, H1 2013](#). This is a significant increase compared to the 36% of investors interviewed in December 2011 that planned to make new commitments to the asset class in the following 12 months.

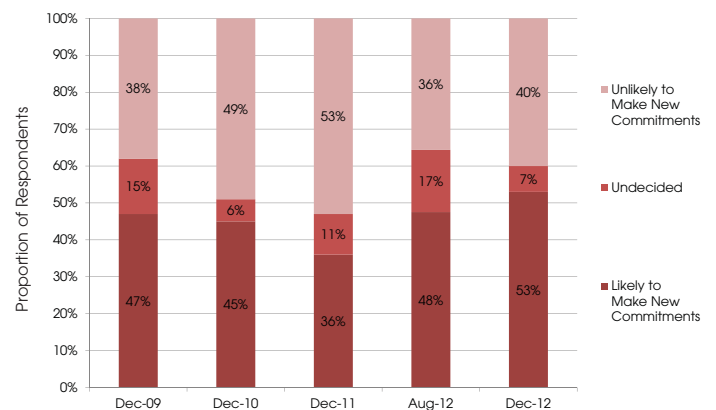
Not only has the proportion of investors planning new commitments increased, but the majority of investors are expecting to commit more capital to private real estate in 2013 than they did in 2012. [Skandia Colombia](#) is looking to increase its current allocation to real estate from 0.5% of its total assets to 0.75% by the end of 2013. The \$7bn private sector pension fund plans to invest approximately \$13mn in real estate over the next 12 months, and will invest its entire allocation in private real estate funds. It will continue to pursue either core or opportunistic vehicles throughout both Colombia and the US.

While a large proportion of investors focused primarily on core investments following the financial downturn in 2008, many are now increasingly looking at opportunities higher up the risk-return spectrum at vehicles following core-plus, value added and opportunistic strategies. [Sparinvest Property Investors](#), a Denmark-based real estate fund of funds manager, plans to commit between €100 and €150mn across six private real estate funds over the next 12 months, focusing predominantly on value added and opportunistic vehicles. It will target opportunities located throughout Latin America, Europe and Asia and consider first-time funds; it typically invests €15-35mn per fund commitment.

A number of funds have launched that are also targeting strategies higher up the risk-return spectrum. [MedProperties](#) recently launched its second fund [MedProperties Investment Partners](#), an opportunistic fund which is seeking to raise \$150mn in equity to invest in multi-tenant medical-office buildings, surgical care centres, outpatient clinics and speciality hospitals in the US. It would also consider investing in senior housing, mostly assisted-living centres and ground-up development. In Europe, Luxembourg Fund Partners is raising its fourth fund, [Student Accommodation Opportunity Fund \(SAOF\)](#), which is looking to invest in a diversified portfolio of student accommodation throughout the UK. The fund will predominately invest in private housing (HMOs), bought opportunistically and which offer a strong, projectable income.

However, investor interest in core remains strong. [PPL Corp. Pension Plan](#) intends to make a \$50mn commitment to a single core-focused private real estate fund targeting opportunities throughout the US in the next 12 months. The \$4bn private sector pension fund currently has 2% of its total assets allocated to the asset class and hopes to reach its 3% target allocation through

Chart of the Month: Investor Intentions for Private Real Estate Investments in the Following 12 Months, December 2009 - December 2012



Source: Preqin Investor Outlook: Real Estate, H1 2013

this commitment. It has a preference for highly experienced fund managers. Elsewhere, [Tokio Marine Property Investment Management](#) is targeting core private real estate funds through its recently launched open-ended real estate fund of funds vehicle, [Tokio Marine Global Core Property Fund](#), which will target core real estate funds operating in the property markets of Australia, France, Germany, the US and the UK. The fund will be open to all sectors when it begins investing, but will focus on office, retail, residential and logistics assets.

## Subscriber Quicklink:

Subscribers to [Real Estate Online](#) can click here to access a list of investors looking to invest in private real estate funds over the next 12 months via the Fund Searches and Mandates feature.

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## Data Source:

The Chart of the Month features data from [Preqin Investor Outlook: Real Estate, H1 2013](#), which draws on the results of detailed interviews conducted with over 100 institutional investors from around the world during November and December 2012, providing important insight into investor appetite for real estate.

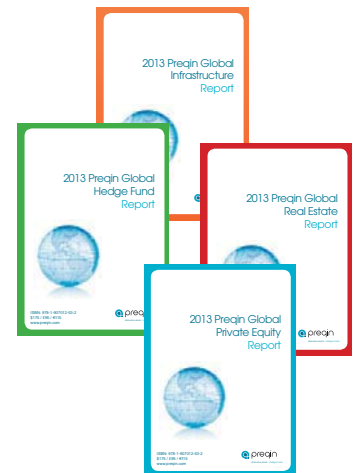
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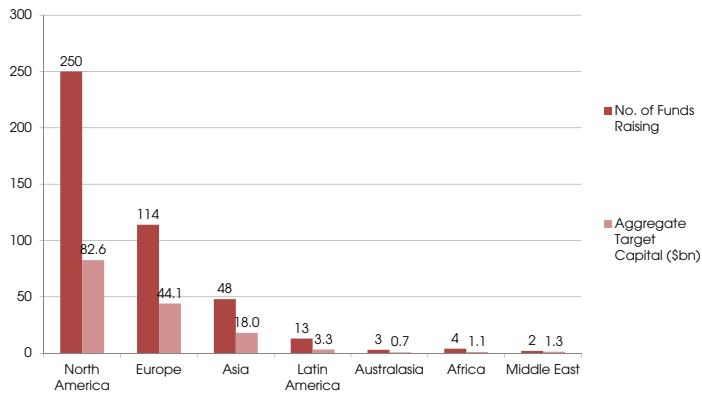




# Fundraising Update

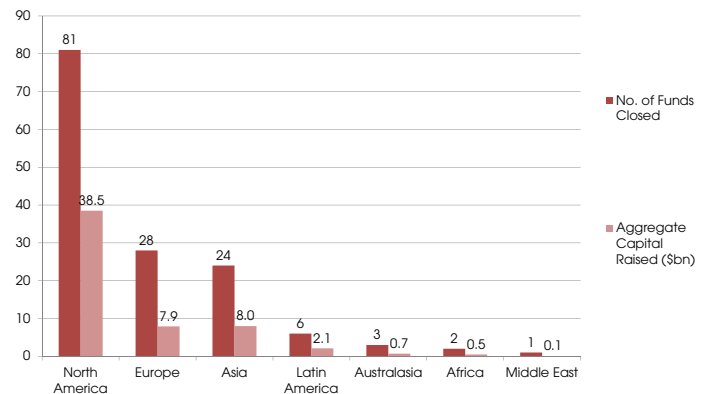
Karun Ahluwalia provides a round-up of the latest real estate fundraising statistics.

Fig. 1: Closed-End Private Real Estate Funds in Market by Primary Geographic Focus



Source: Preqin Real Estate Online

Fig. 2: Closed-End Private Real Estate Fundraising in 2012 by Primary Geographic Focus



Source: Preqin Real Estate Online

Fig. 3: Five Largest Closed-End Private Real Estate Funds in Market (As of March 2013)

Fund	Fund Manager	Target Size (bn)	Strategy	Geographic Focus
Lone Star Fund VIII	Lone Star Funds	5.0 USD	Debt, Distressed, Opportunistic	Global
Brookfield Strategic Real Estate Partners	Brookfield Asset Management	3.5 USD	Opportunistic	Global
Blackstone Real Estate Debt Strategies II	Blackstone Group	3.0 USD	Debt	North America, Europe
Starwood Distressed Opportunity Fund IX	Starwood Capital Group	2.5 USD	Debt, Distressed, Opportunistic	Global
Walton Street Real Estate Fund VII	Walton Street Capital	2.0 USD	Opportunistic	US

Source: Preqin Real Estate Online

Fig. 4: Recently Closed Funds

Harbert European Real Estate Fund III	
Manager	Harbert Management Corporation
Strategy	Opportunistic, Value Added
Target Net IRR	15-18%
Property Focus	Diversified
Geographic Focus	Europe
Final Close	€254mn (January 2013)
Placement Agent	Threadmark

Securus Data Property Fund	
Manager	AEP Investment Management
Strategy	Opportunistic
Target Net IRR	20%+
Property Focus	Data Center
Geographic Focus	Europe, Asia, Middle East
Final Close	\$275mn (January 2013)
Placement Agent	Not Used

Source: Preqin Real Estate Online

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\*Private Equity includes buyout, venture capital, distressed, growth, natural resources and mezzanine funds.

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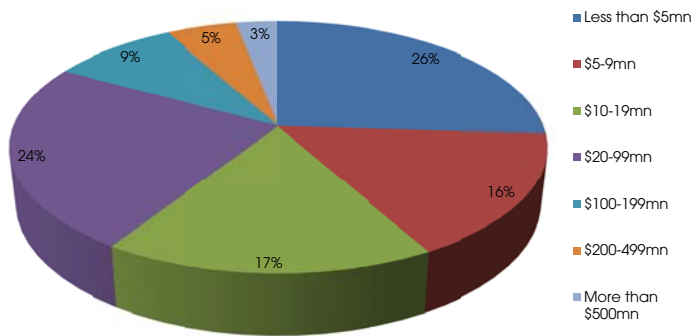
\*\*\*Venture capital deals: Preqin tracks cash-for-equity investments by professional venture capital firms in companies globally across all venture capital stages, from seed to expansion phase. The deals figures provided by Preqin are based on announced venture capital rounds when the capital is committed to a company.

\*\*\*\*Preqin contacts investors directly to ensure their alternatives programs are active. We emphasize active investors, but clients can also view profiles for investors no longer investing or with programs on hold.

# Foundations Investing in Real Estate

Forena Akthar takes a look at foundations investing in real estate. Which strategies do they prefer? What are their preferences for alternative methods of investing in the asset class and first-time funds?

Fig. 1: Breakdown of Foundations Investing in Real Estate by Overall Real Estate Allocation



Source: Preqin Real Estate Online

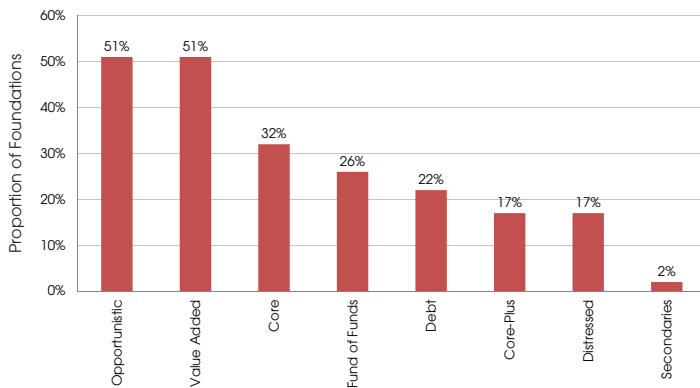
### Subscriber Quicklink:

Would you like to see details of 499 foundations investing in real estate, including information on their areas of interest, key contacts, future plans and more? Subscribers can click [here](#) to view the full list.

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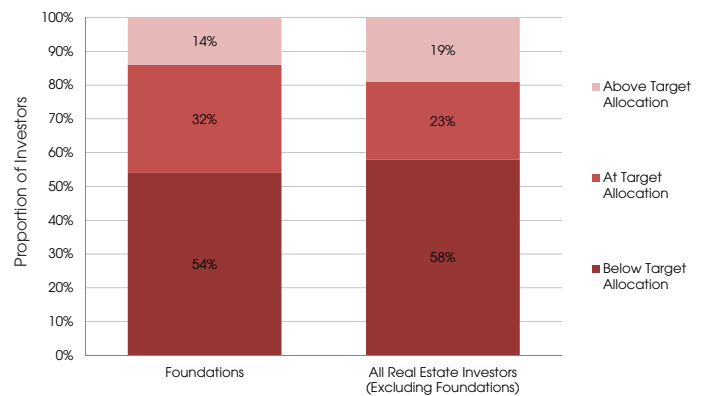
[www.preqin.com/reo](http://www.preqin.com/reo)

Fig. 2: Foundations Investing in Private Real Estate Funds by Strategy Preferences



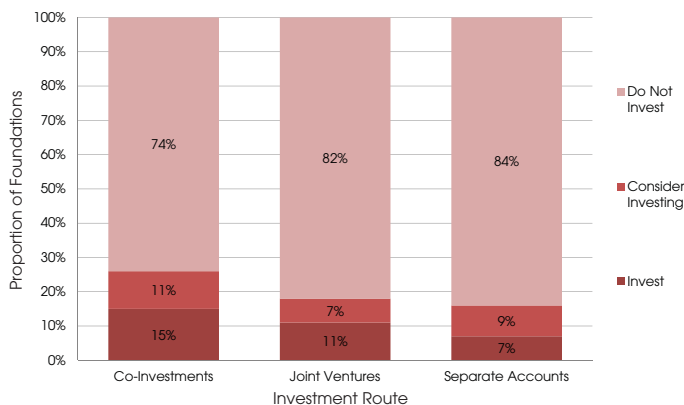
Source: Preqin Real Estate Online

Fig. 3: Current Allocation Compared to Target Allocation: Foundations Investing in Real Estate vs. All Other Real Estate Investors



Source: Preqin Real Estate Online

Fig. 4: Foundations Investing in Real Estate by Preference for Co-Investments, Joint Ventures and Separate Accounts



Source: Preqin Real Estate Online

Fig. 5: Appetite for First-Time Funds: Foundations Investing in Real Estate vs. All Real Estate Investors



Source: Preqin Real Estate Online

# Nordic-Focused Fund Managers

Carla Henry analyzes key statistics on Nordic-focused closed-end private real estate fund managers.

Fig. 1: Key Facts: Solely Nordic-Focused Closed-End Private Real Estate Funds

Total Number of Funds in Market	11
Aggregate Target Capital of Funds in Market (€bn)	3.1
Aggregate Capital Raised (€bn), 2007 - Present	6.3
Aggregate Capital Raised (€bn) in Last 10 Years, 2003 - Present	7.6

Source: Preqin Real Estate Online

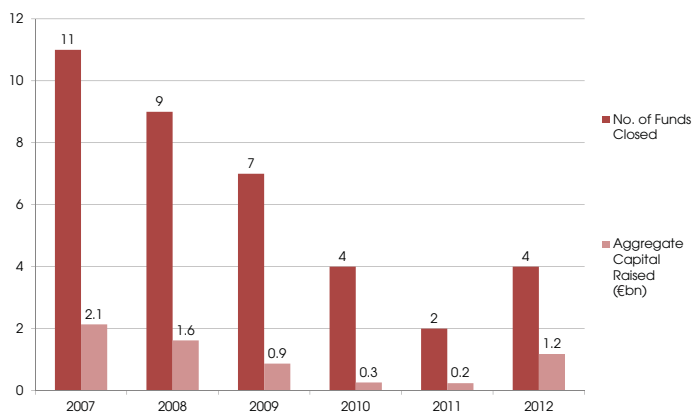
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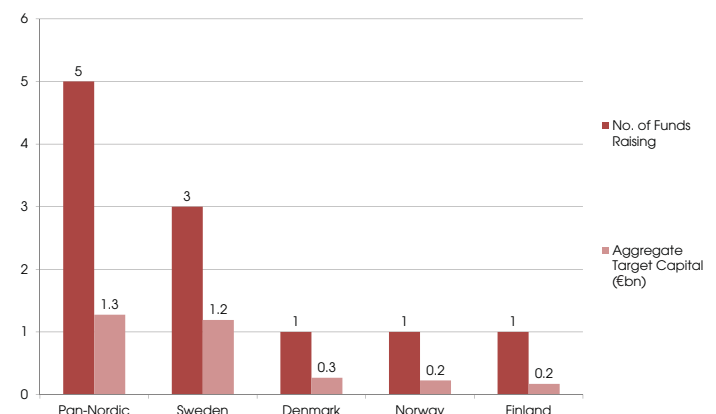
[www.preqin.com/reo](http://www.preqin.com/reo)

Fig. 2: Annual Solely Nordic-Focused, Closed-End Private Real Estate Fundraising, 2007 - 2012



Source: Preqin Real Estate Online

Fig. 3: Nordic-Focused Closed-End Private Real Estate Funds in Market by Geographic Focus



Source: Preqin Real Estate Online

Fig. 4: 10 Largest Solely Nordic-Focused Closed-End Private Real Estate Funds in Market by Target Size

Fund	Firm	Geographic Focus	Strategy	Target Size (mn)
Cornerstone Nordic Social Infrastructure Property Fund	Cornerstone Real Estate Advisors	Sweden	Core	500 EUR
AREIM Fund II	Andersson Real Estate Investment Management	Sweden	Value Added	3,000 SEK
Aberdeen Residential Sweden Fund	Aberdeen Asset Management: Property Division	Sweden	Core	340 EUR
Niam Nordic Core-Plus Fund	Niam	Nordic	Core-Plus	300 EUR
Genesta Nordic Real Estate Fund II	Genesta Property Nordic	Nordic	Value Added	275 EUR
Core Bolig Danmark	Core Property Management	Denmark	Core-Plus	2,000 DKK
Catella Scandia Chances	Catella Real Estate	Nordic	Core and Value Added	250 EUR
Capman Nordic Real Estate Fund	CapMan Real Estate	Nordic	Opportunistic and Value Added	250 EUR
Pareto Nordic Real Estate Fund	Pareto Private Equity	Norway	Core and Core-Plus	2,000 NOK
NREP Nordic Retail Fund 2	Nordic Real Estate Partners	Nordic	Value Added	200 EUR

Source: Preqin Real Estate Online



# Conferences Spotlight

Conference	Dates	Location	Organizer
Real Estate Investors Summit	3 - 4 April 2013	Miami	Opal
Real Estate Investment World China 2013	15 - 18 April 2013	Shanghai	Terrapinn
Real Estate Investment World Latin America 2013	18 - 19 June 2013	Miami	Terrapinn
Real Estate Investment World Asia 2013	25 - 27 June 2013	Singapore	Terrapinn
GRI Europe Summit 2013	10 - 11 September 2013	Paris	GRI
Family Office Real Estate Forum	25 - 26 September 2013	Chicago	World Congress

## Real Estate Investors Summit

Date: 3-4 April 2013

Location: Miami, FL

Organiser: Opal

Information: [www.opalgroup.net/trk/reisc1308.html](http://www.opalgroup.net/trk/reisc1308.html)

Network with the industry's leading experts as they analyze the opportunities and challenges in the real estate market! Opal's Annual Real Estate Investors Summit promises to be 2013's leading conference and exposition for real estate professionals, hedge fund managers, private investors, family offices, pension funds and other institutional investors. It will provide various networking opportunities along with an educational platform.

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