

INVESTMENT INTENTIONS SURVEY 2020

64% investors set to increase allocations to real estate

64% of investors plan to increase their exposure to real estate over the next 24 months. They intend to commit to a minimum of US\$101.3 billion in 2020.

The Investment Intentions Survey provides insights into the expected trends in the non-listed real estate investment industry in 2020.

The Investment Intentions Survey 2020 is a joint project between ANREV, INREV, and PREA.

Total real estate assets under management 2020

US\$804.9bn



Institutional investors

US\$87.6bn



Funds of funds managers

Expectation to increase real estate allocation by region

Asia Pacific



77.5%

Europe



55.7%

US



55.7%

America ex US



20.6%

Sample size



19 Countries



140 Institutional investors
Funds of funds managers

Respondents domicile



ANREV

INREV

PREA
pension real estate association

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Top 3 investment destinations in Asia Pacific

- 1  Sydney
- 2  Melbourne
- 3  Tokyo

Main reasons to invest

- 1  Expert Management
- 2  Access to New Markets
- 3  Diversification Benefits

Main obstacles to invest

- 1  Transparency and Market Information
- 2  Availability of Suitable Products
- 3  Currency Risk Exposure

Top 3 preferred sectors for investors

- 1  Office
- 2  Industrial / Logistics
- 3  Residential

Most popular investment routes

- 1 Non-listed real estate funds and private REITs 58.3%
- 2 Joint ventures and club deals 36.4%
- 3 Directly held real estate 28.9%

*The percentage indicates the percentage of investors that expect to increase their allocation to those particular vehicles.

A look at Asia Pacific

Sydney and Melbourne continue to occupy the top two positions for the most preferred investment destinations within Asia Pacific. Tokyo stays in third position, with Osaka moving up to fourth, taking over China Tier 1 cities.

On a country / sector level, Melbourne office, Sydney office, and Tokyo residential are the top three combinations for investors.

To find out more, please download the full report [here](#).