



INVESTOR SENTIMENT SURVEY

*Capital Markets,
United States*

May 2020

Asset types
represented



OFFICE



INDUSTRIAL



RETAIL



MULTIFAMILY

52%

Consider tenant demand and rent collection to be their biggest concerns.

Over 50%

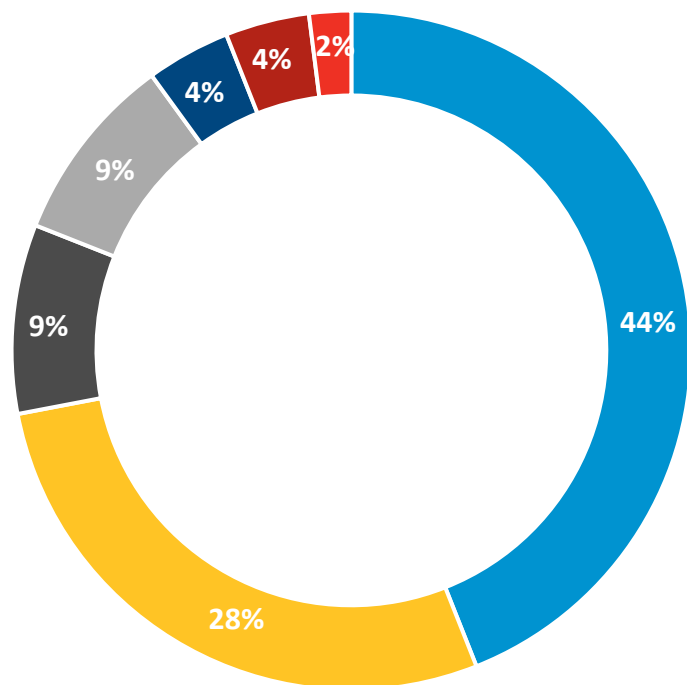
Believe the market will stabilize by Q1 2021.

90%

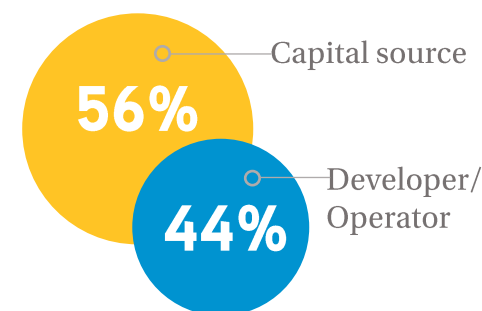
Will be back in the market to acquire assets in 3 to 6 months.

Investors are nearly **twice as likely** to invest in primary markets over secondary markets in the next 12 months.

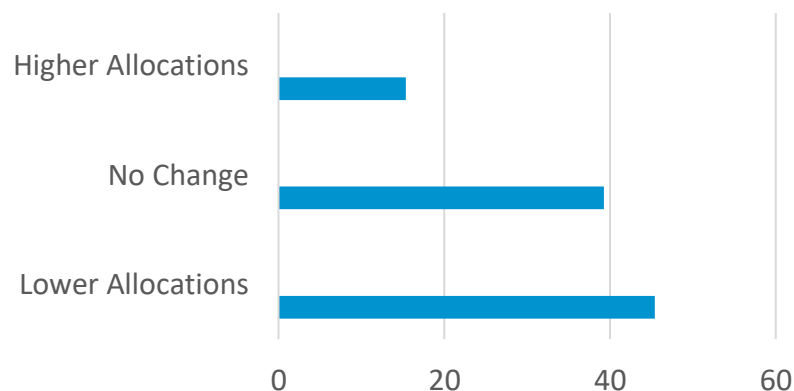
Investor Profiles Represented



Investor profiles represented

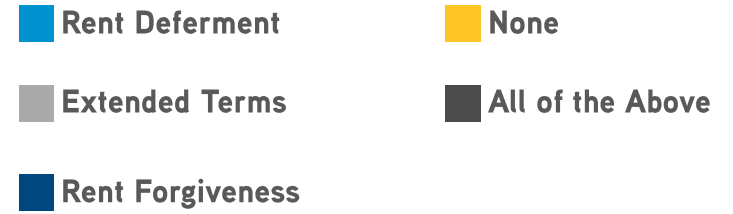


How do investors expect capital allocations towards commercial real estate to be affected post pandemic?

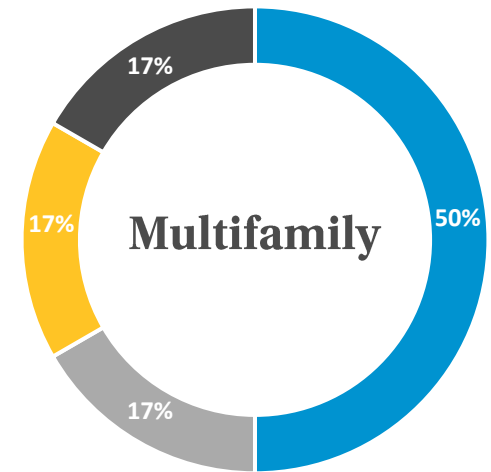
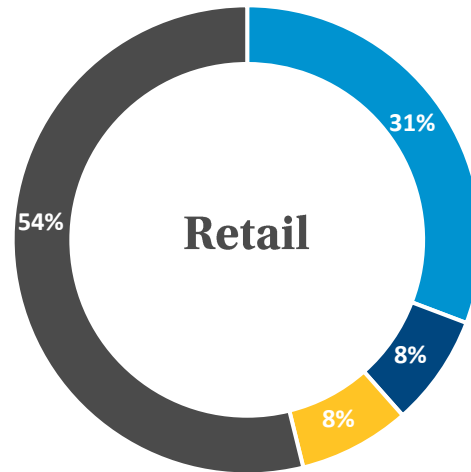
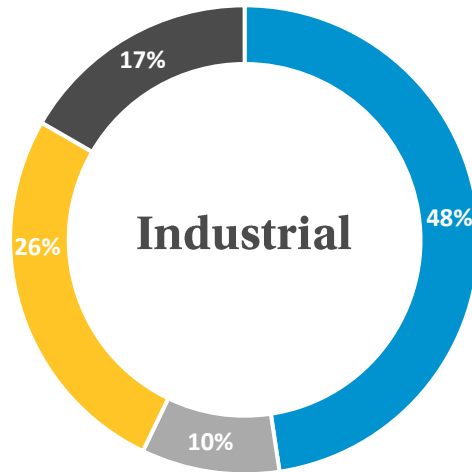
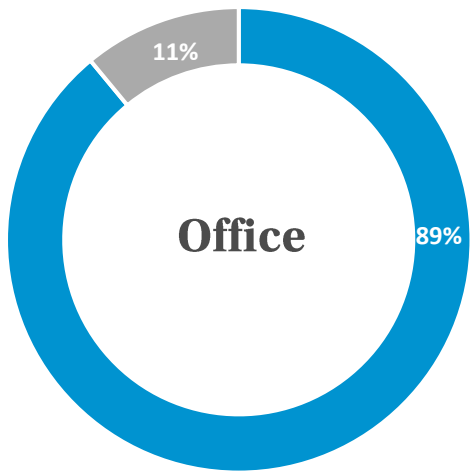
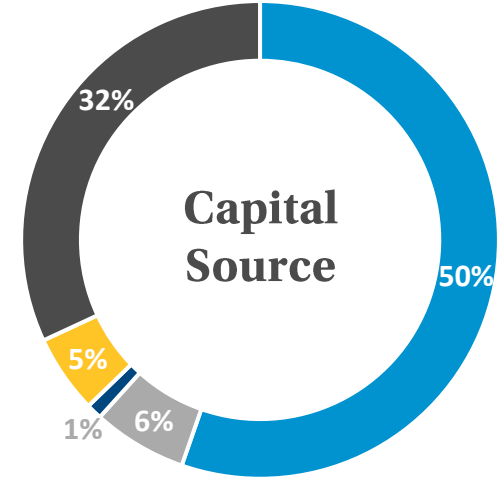
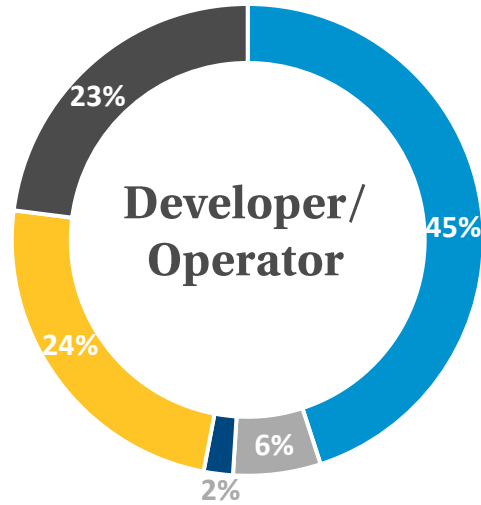


45%
Expect allocations toward real estate to be lower due to the pandemic.

What types of concessions are you providing, if any?



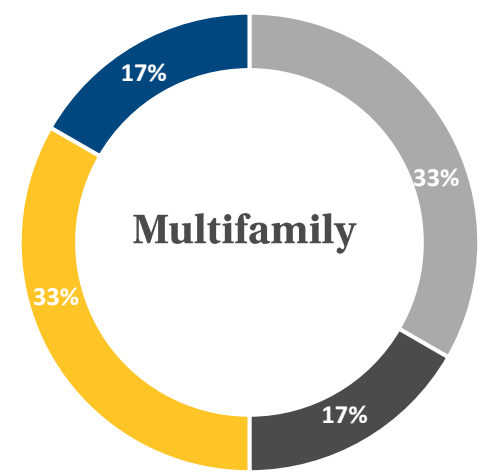
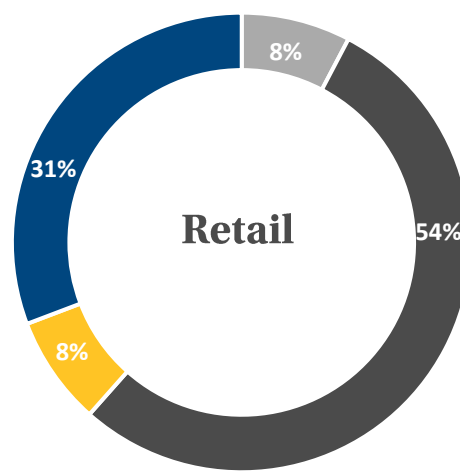
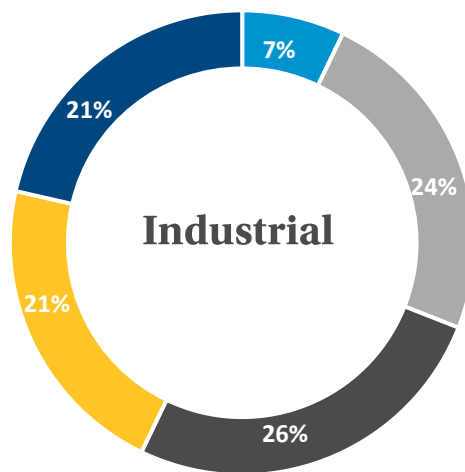
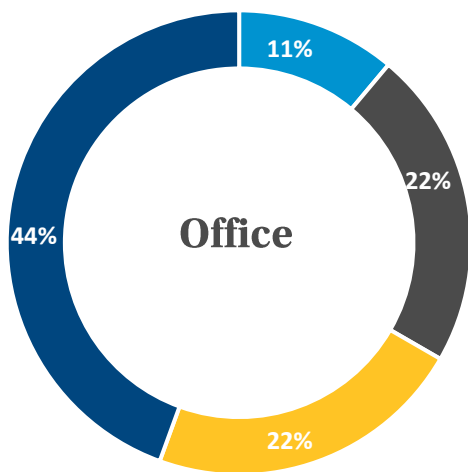
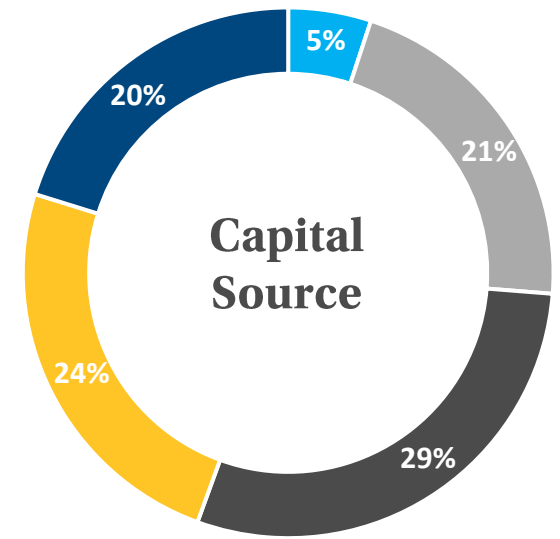
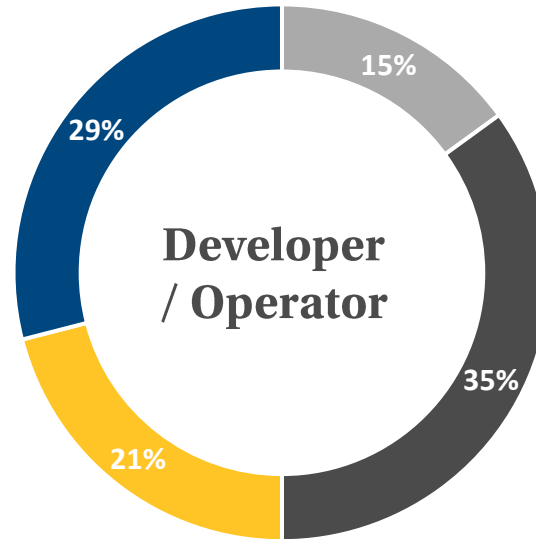
Rent deferment is the most common concession among both developer/operator and capital source investors.



Market Stabilization

When do you expect to see stabilization in the commercial real estate markets?

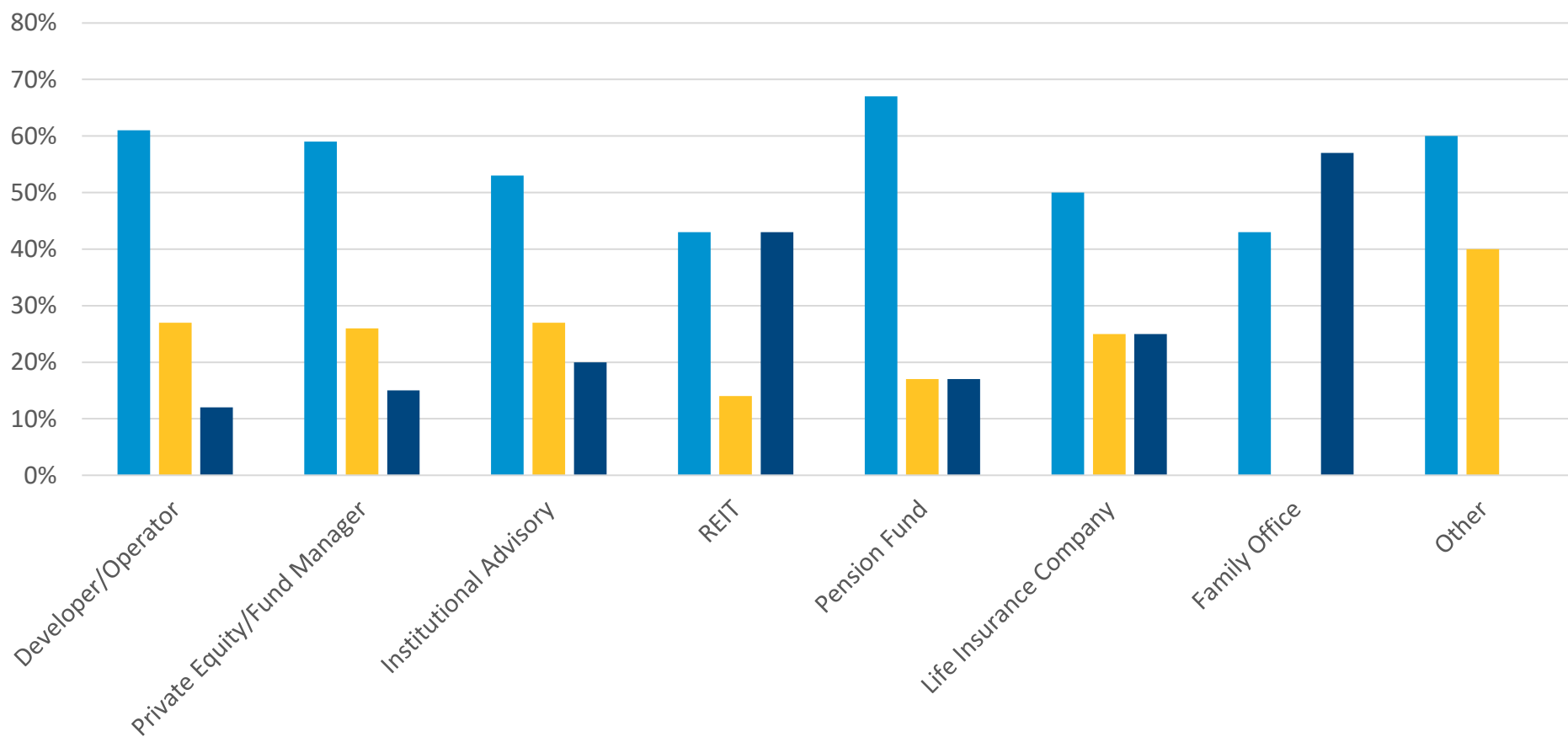
50% or more of investors in both groups believe the market will stabilize by Q1 2021.



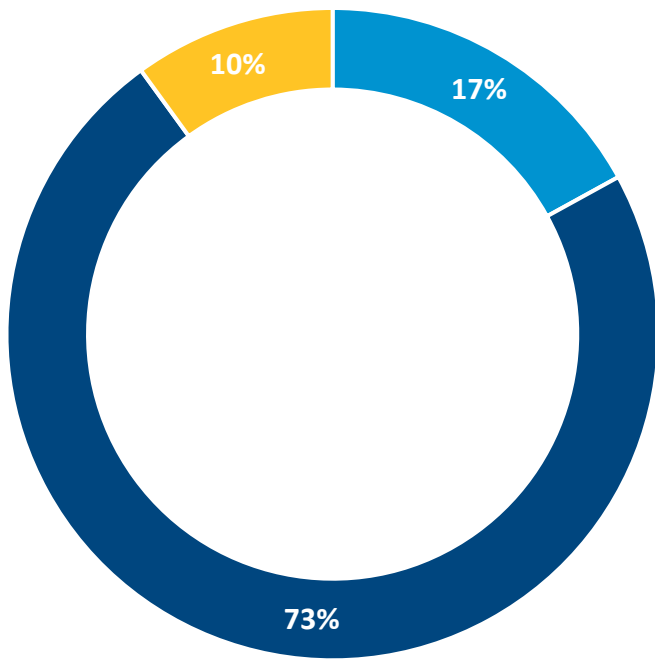
Where do you see interest rates in twelve months?

Same Lower Higher

Most investors expect interest rates to be the same in 12 months.



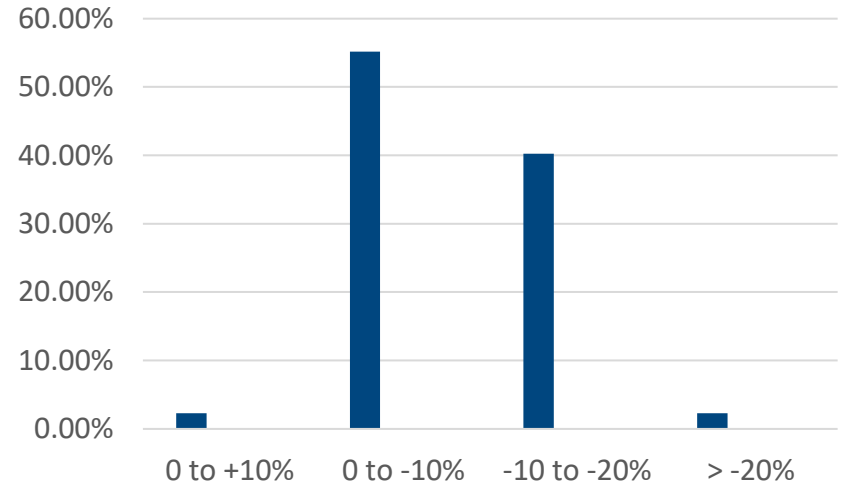
Expected change in targeted returns on investments January 2020 vs. December 2020



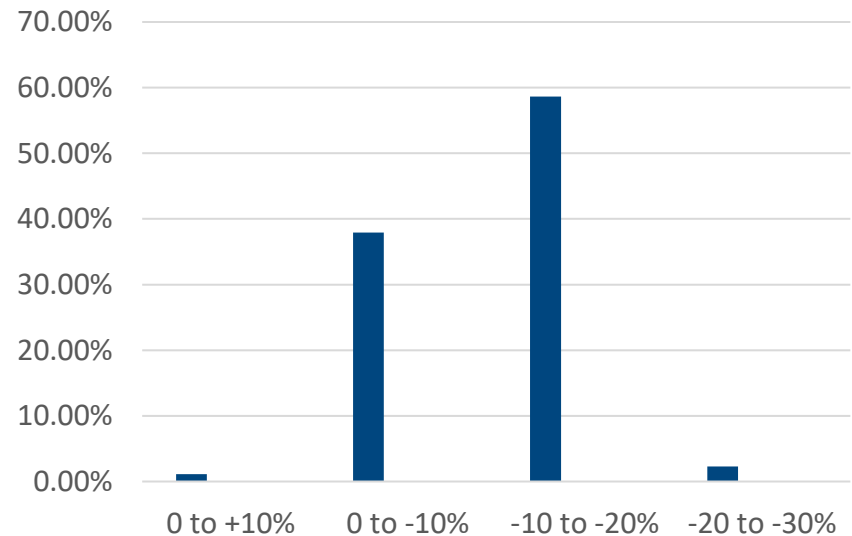
Higher Same Lower

Over 70% of investors expect to see higher targeted returns.

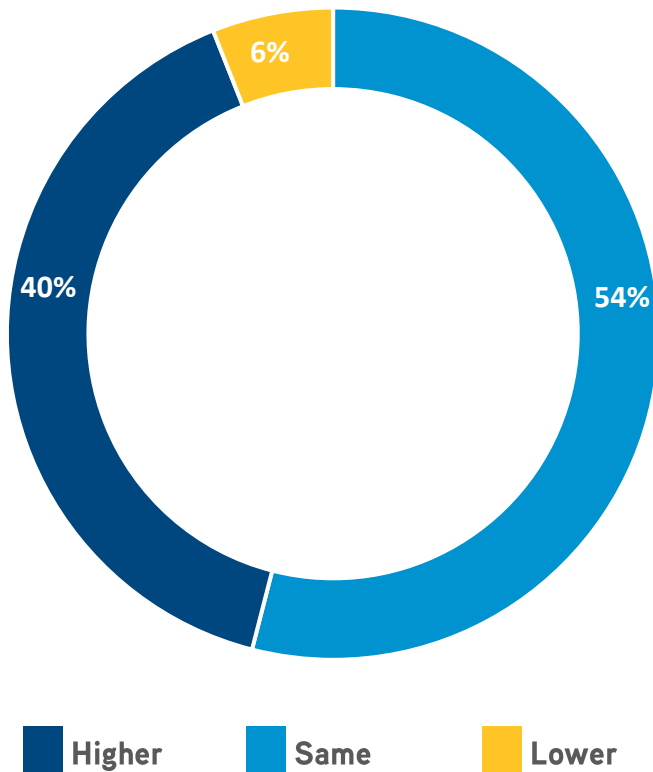
Expected change in rents January 2020 vs. December 2020



Expected change in values January 2020 vs. December 2020

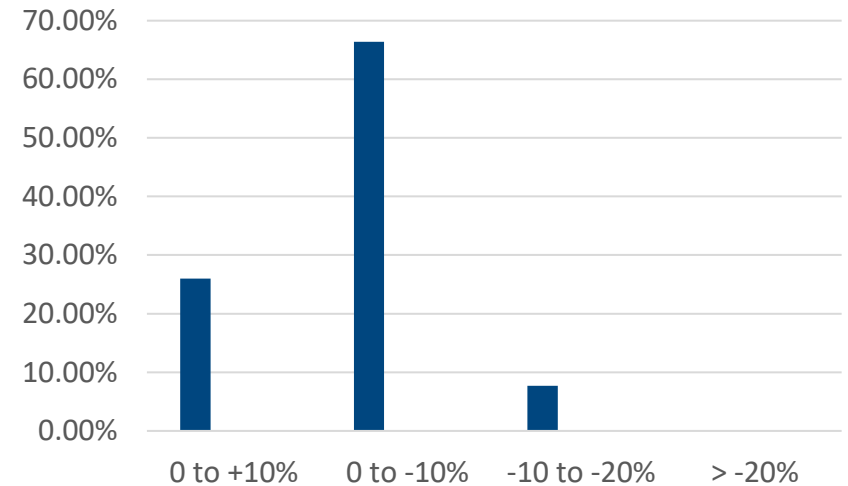


Expected change in targeted returns on investments January 2020 vs. December 2020

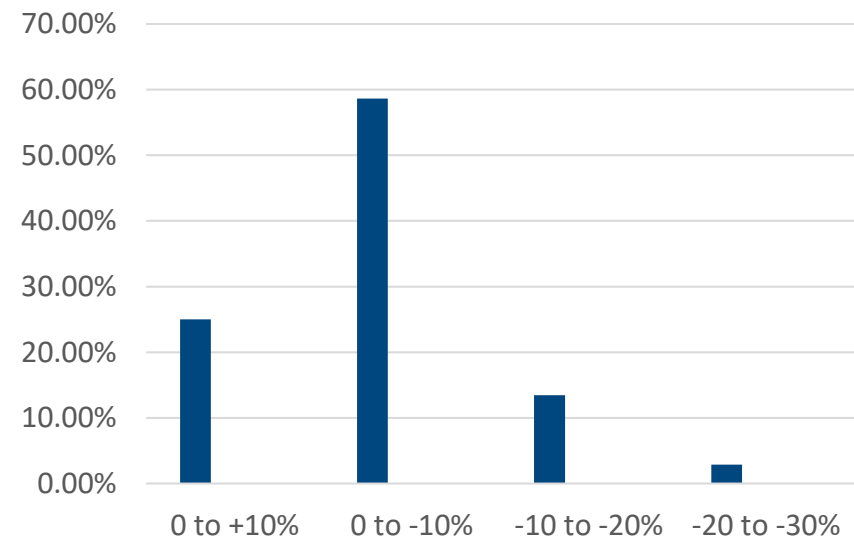


A slight majority of investors expect no change in targeted returns.

Expected change in rents January 2020 vs. December 2020

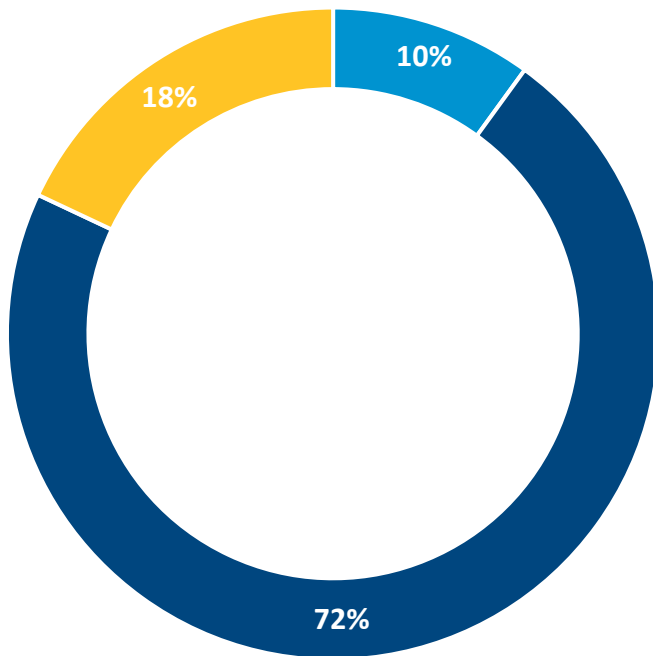


Expected change in values January 2020 vs. December 2020





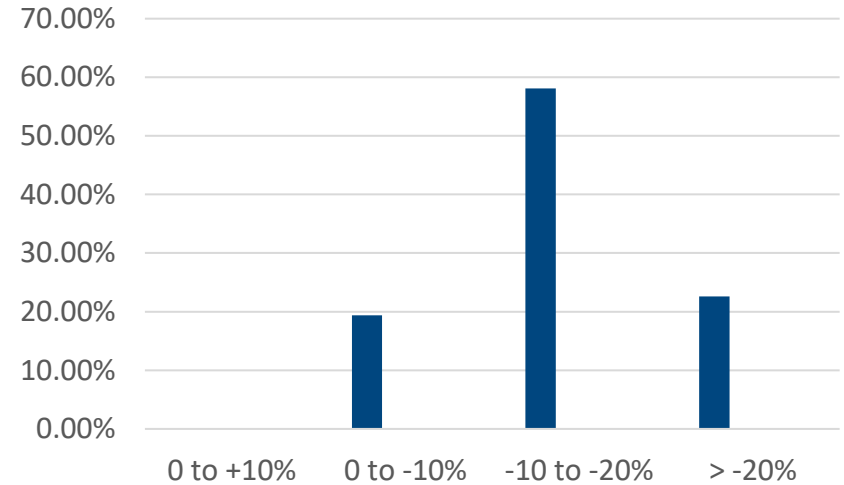
Expected change in targeted returns on investments January 2020 vs. December 2020



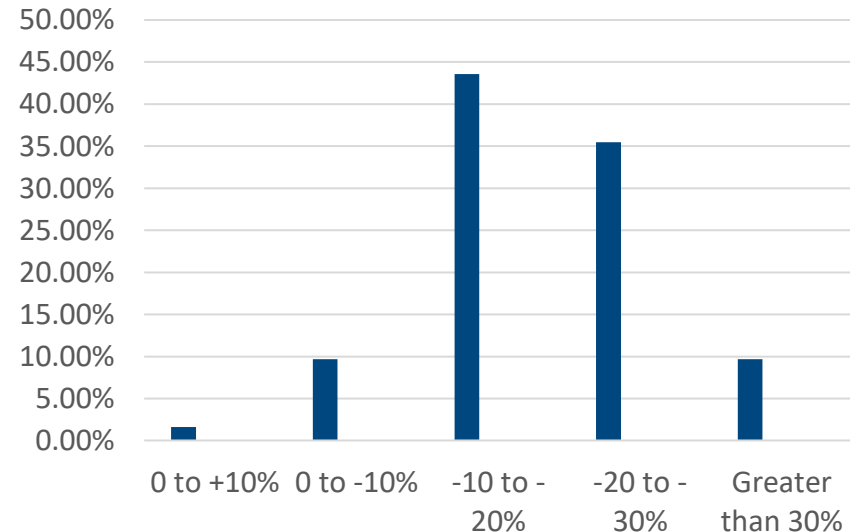
Higher Same Lower

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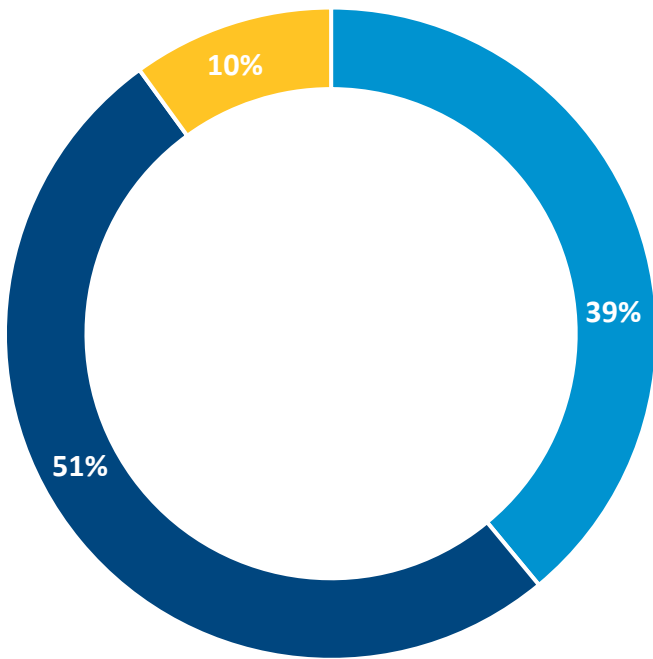
Expected change in rents January 2020 vs. December 2020



Expected change in values January 2020 vs. December 2020



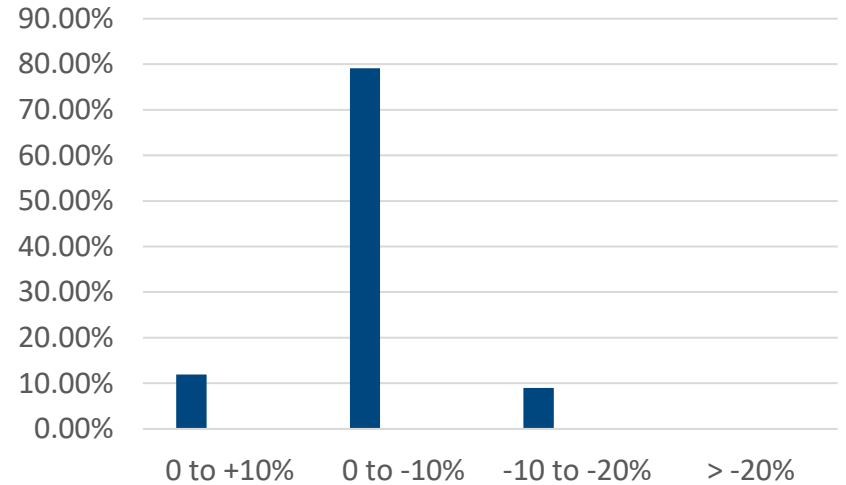
Expected change in targeted returns on investments January 2020 vs. December 2020



Higher Same Lower

90% of investors expect to see the same or higher targeted returns.

Expected change in rents January 2020 vs. December 2020



Expected change in values January 2020 vs. December 2020

