

Figure 1. The investor pulse: Global capital flows

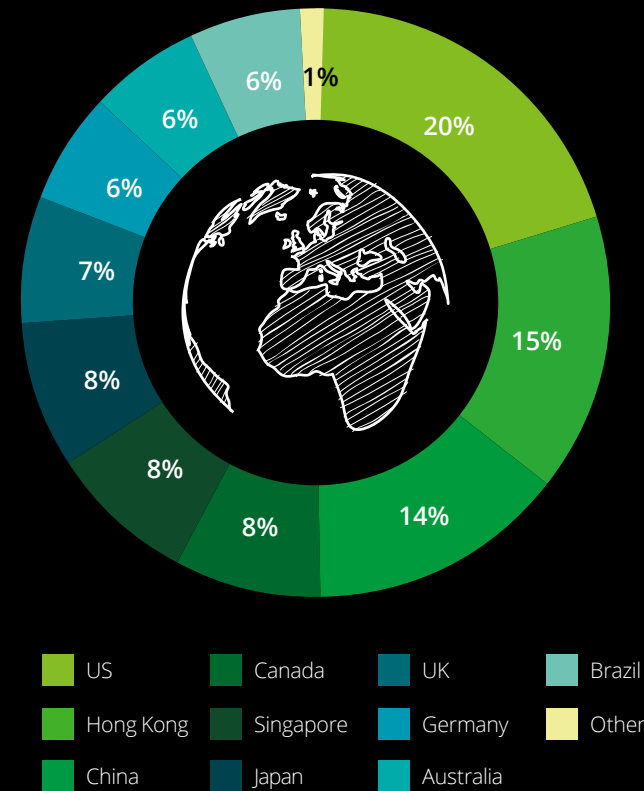
(1a) Investors plan to increase CRE capital commitment in the next 18 months

Top and bottom two respondent types across categories

Property focus	% increase ↑
Mixed-use	14%
Nontraditional	13%
Retail	10%
Hospitality	9%
Geographic focus	% increase ↑
US, Germany	13%
Canada	12%
China, Hong Kong	9%
Japan	8%
Assets under management	% increase ↑
Less than US \$500 million	13%
US \$1.1 billion – US \$5 billion	11%
US \$500 million – US \$1 billion	10%
Above US \$30 billion	10%
Investor category	% increase ↑
REITs or real estate operating companies	14%
Banking or finance companies (asset management divisions)	13%
Private equity, sovereign wealth funds	10%
Hedge funds, pension funds	9%

(1b) Globally, US, Hong Kong, and China most favored CRE markets

Investment split across countries



(1c) Investors plan to increase investments in mixed-use and nontraditional properties in the next 18 months

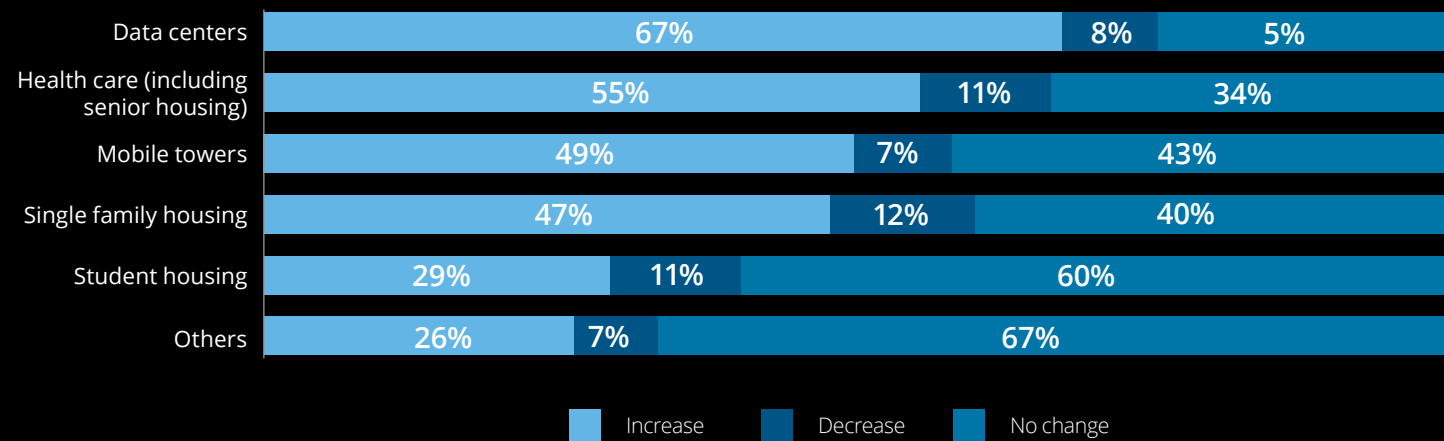
For mixed-use
Top three respondent types across categories

Geographic focus	% increase ↑
Canada, Singapore	66%
US, Hong Kong	57%
UK, Germany	55%
Assets under management	% increase ↑
US \$10.1 billion – US \$20 billion	69%
US \$20.1 billion – US \$30 billion	66%
US \$5.1 billion – US \$10 billion	59%
Investor category	% increase ↑
Pension funds	75%
Hedge funds	66%
Sovereign wealth funds	58%

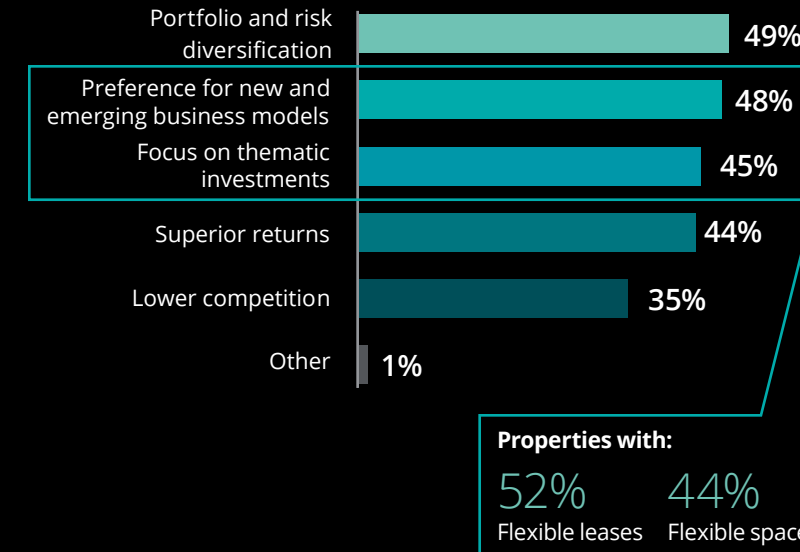
For nontraditional
Top three respondent types across categories

Geographic focus	% increase ↑
Japan	73%
China	70%
Singapore	40%
Assets under management	% increase ↑
US \$1.1 billion – US \$5 billion	50%
Above US \$30 billion	44%
US \$500 million – US \$1 billion	41%
Investor category	% increase ↑
Sovereign wealth funds	48%
Banking or finance companies (asset management divisions), private equity	46%
REITs or real estate operating companies	40%

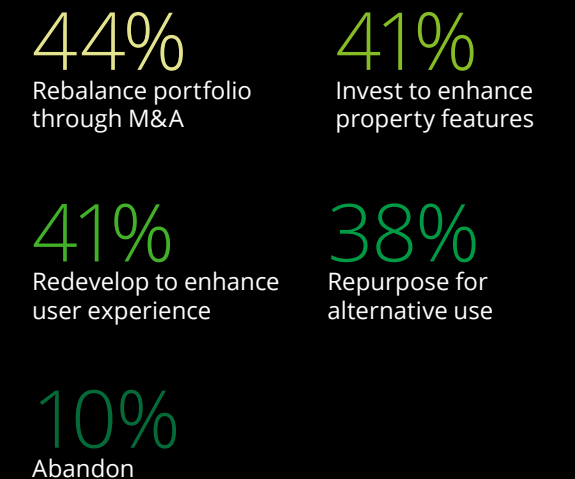
(1d) Most investors prefer data centers and health care among nontraditional assets



(1e) Investors are interested in newer and emerging business models and thematic investments



(1f) Investors are looking to pursue M&A, enhance user experience, and improve property features to generate target returns



Note: The categories highlighted in the graphic tables suggest the following about the survey respondents:
Property focus: Property specialization of investors; **Geographic focus:** Home country of the investor; **Assets under management:** Investor size
 Source: Deloitte Center for Financial Services analysis.