



Ferguson Partners

GLOBAL QUARTERLY

Q3 2021

Americas

Key Transactions

- BentallGreenOak commits \$400 million to White Oak in multi-family deal.
- Phillips Edison & Co. Inc. files for IPO of 17 million common shares.
- KKR and Co. forms joint venture with Cornerstone Companies, Inc. to acquire more than \$1 billion of U.S. diversified healthcare real estate assets.
- Brookfield, King Street Form \$1.5 billion partnership.
- Texas Medical Center begins construction on \$1.8 billion life sciences campus.
- MGM Growth to be bought by VICI Properties in \$17.2 billion deal.
- Wells Fargo, Morgan Stanley lend \$860 million on Paramount Group's 1301 Avenue of the Americas.
- Equity Residential and Toll Brothers form \$1.9 billion apartment development partnership.
- GLP Capital Partners closes \$2.3 billion logistics fund.
- Macquarie Asset Management closes infrastructure fund at \$6.9 billion, exceeding \$5 billion fundraising target.
- Blue Owl Capital closes private credit fund, Owl Rock Opportunistic Fund, with \$2 billion.
- Heitman achieves \$3.2 billion in fundraising.
- Independence Realty Trust, Steadfast Apartment REIT enter \$7 billion merger.
- Chicago approves \$4 billion Bronzeville lakefront development.
- Tricon Residential forms \$5 billion joint venture for single-family residential purchase.
- Kite Realty Group Trust to acquire Retail Properties of America in \$7.5 billion merger.
- Crow Holdings closes CRE Fund at an oversubscribed \$2.6 billion.
- RREAF Holdings adds workforce housing with \$534 million portfolio acquisition.
- Clarion buys 70% interest in \$364 million Seattle life science property.
- Brookfield Asset Management, Elion Partners form \$1 billion partnership.
- In liquidation move, Condor Hospitality Trust to sell hotels to Blackstone for \$305 million.
- Blackstone, TruAmerica nab \$890 million in debt to buy San Diego rental portfolio.
- Healthcare REIT Ventas completes roughly \$2.3 billion acquisition of New Senior Investment Group.
- Brookfield spends \$5 billion on modular workspace and home company Modulaire Group.

People Moves

- Cohen & Steers names Khalid Husain Senior Vice President and head of ESG.
- PGIM Real Estate has appointed Raimondo Amabile as Global Chief Investment Officer, expanding his current role as head of Europe and Latin America.
- Connecticut Retirement Plans & Trust Funds names Ted Wright new Chief Investment Officer.
- Matt Mendelsohn, a veteran of the Yale Investments Office, named Yale's new Chief Investment Officer.
- CSI Real Estate Development hires former Macquarie Bank executive Andrew Taylor to launch \$800 million debut fund.
- Vicky Schiff exits Mosaic Real Estate Investors.
- Stevi Petrelli named Managing Director and head of innovations investments at Blackstone Group.
- Brian X. Tierney named global head of infrastructure portfolio operations and asset management at Blackstone Group.
- Paul Stern joins QuadReal Property Group as head of origination.
- Michael J. Bernstein is new Chief Investment Officer at Brickman.
- Gene Pride is new Executive Managing Director at Newmark.
- Thor Equities Hires Adam Popper as new Executive VP of Acquisitions.
- Todd B. Sisitsky has assumed position of President of TPG.

Industry Trends & Events

- "Unsustainable" housing affordability crisis continues to accelerate.
- U.S. companies spending billions on stay-at-home tech, boding poorly for office properties; office investment activity growth slow.
- Demand for flex offices explodes in sign of things to come in office market.
- Rents rise in all large U.S. cities for the first time since arrival of COVID-19; single-family rent growth hits 16.5-year high.
- Gen Z, Millennial renters returning to gateway cities including New York City and Los Angeles.
- Credit managers race to fundraise ever-larger funds; turn to Europe for growing opportunity set.
- CRE lending index nears pre-pandemic level as borrowers' rising risk appetite fuels increased demand for transitional financing.
- Overall asking prices for CRE assets hit record increase.
- Industrial set to exceed last year's record numbers.
- Apartment completions hit two-decade high.
- Soaring home prices shatter record, now 41% higher than peak during 2006 housing boom.
- Boston Surpasses Manhattan as most liquid CRE market.
- U.S. needs another 330 million square feet of warehouse space by 2025, CBRE reports.
- Boise, other Zoom towns still leading multi-family rental growth.
- Ferguson Partners launches a Global DE&I benchmark with 7 leading associations including ANREV, INREV, NAREIM, NCREIF, PREA, REALPAC and ULI.



Europe

Key Transactions

- Heimstaden Bostad, a European residential real estate firm, has bought a portfolio of 599 properties from Akelius in a €9.1 billion deal.
- Allianz Real Estate in JV with BVK completed a forward fund deal to buy office building Tower 1 in Frankfurt for €1.4 billion, the largest single-asset transaction in Germany in 2021 to date.
- Aggregate Holdings has completed the acquisition of a German portfolio of 10 projects valued at €1.3 billion.
- Dream Industrial REIT acquired a €882 million logistics portfolio from Clarion which spans six European markets.
- Vonovia, which is in the process of acquiring Deutsche Wohnen, agreed to sell 4250 residential and commercial units in Berlin to Berlinovo, Degewo and Howoge for €811 million.
- Brookfield acquired Arlington – a UK research and innovative real estate platform for £714 million from TPG Real Estate Partners.
- Singapore-based GIC is set to buy a majority stake in British Land's Paddington Central for circa £800 million.
- BNP Paribas and JLL are poised to sell Marientum Tower in Frankfurt for a total of €750 million.
- Castellum acquired Finnish company Kielo from Blackstone and Brunswick Real Estate for €640 million.
- Cureus purchased 35 leased care properties and one care home under construction for €620 million.
- Ampega Asset Management bought the Skyper office complex from Allianz Real Estate for c.€550 million.
- NREP bought a 130,000 sq. m. logistics portfolio in Poland as part of their strategy to invest €500 million in the country this year.
- Brookfield bought a portfolio of hotels from Spanish chain Selenta for c.€430 million.
- Generali is buying 92 Avenue de France from Oxford Properties for €350 million.
- Legal & General invested £350 million in an urban regeneration project in the southwest of England.

People Moves

- BVK promoted Manuel Philippe Wormer to Head of Global Real Estate Investment Management.
- Aareal Bank appointed Jochen Klosges as new CEO.
- Krysto Nikolic left Starwood Capital to join ICG as Global Head of Real Estate.
- Karsten Kallevig, the former real estate CIO at Norges Bank Investment Management (NBIM) is joining Prologis as Managing Director, Global Strategic Capital.
- John Forrester was named Cushman & Wakefield's CEO, effective from January 2022.
- Silvia Schmitt-Walgenbach was appointed as CEO of Austrian listed property firm, CA Immo.
- Johan Caspar Bergenthal, CEO of Germany at European shopping centre specialist, Klépierre took over from Javier Cuellar Sanchez. He assumed additional responsibility for the company's activities in the Netherlands and Turkey.
- Julian Allen has joined CBRE CA as Head of Real Estate Investment Banking, EMEA. He joins from Citi where he headed the Real Estate Banking team for EMEA. Alex Wright joins the life sciences specialist, Longfellow Real Estate Partners, as Head of UK. He was previously with Brockton Everlast where he was a Managing Director.
- Hines appointed Senior Managing Director Peter Epping as Global Head of ESG and promoted Simone Pozzato to lead Hines' European Core Fund.
- Investa promoted Peter Menegazzo to CEO, replacing Jonathan Callaghan who is stepping down.
- Full-service property firm Deas group appointed Rikke Lykke as the new group CEO.
- Thomas Erséus was appointed as CEO of AMF Fastigheter, the real estate subsidiary of Swedish pension fund, AMF.
- Ronny Pecik resigned as CEO of Immofinanz.
- Cromwell Property Group promoted Justyna Filipczack to Head of Central and Eastern Europe.

Industry Trends & Events

- Nordic property markets set a new transaction record of €29 billion in the first half of 2021, a 75% increase on the same period last year.
- Segro saw its portfolio hit £14.5 billion in value. The company currently has 1.3 million sq. m. of development ongoing or in advanced pre-let discussions.
- KKR is preparing to expand into Europe's commercial property lending market fueled by the acquisition of insurance company Global Atlantic. KKR also closed its European Real Estate Fund at \$2.2 billion which seeks value-add investments across Europe.
- Ares is also moving into the European real estate lending market, having raised an €11 billion corporate debt fund focused on Europe in April this year.
- CDC Habitat seeded a new French residential fund with €2.5 billion worth of assets.
- In the quest for yield, investors are increasingly targeting the alternatives sectors with growth in demand for Life Sciences, Data Centres, Telecom Towers and "beds". In the UK market alone, analysts have assessed the data centre market growth rate at 5.5% CAGR per year from 2021-2026.
- London's Life Sciences companies are growing significantly and competing for lab space in London. Identified demand for space exceeds 500,000 square feet of which over half needs to be satisfied within two years – around four times that recorded in 2016.
- Long Harbour, PSP Investments and Cadillac Fairview have created a €1.7 billion Build to Rent platform.
- Henderson Park is expecting its first close of more than €1 billion on its second Value-Add and Opportunistic fund.
- Greystar is planning to develop €1 billion worth of multi-family assets rental houses in Germany and Austria.
- Great Portland Estates is considering disposals in the City and West End as it prepares to spend £900 million on net-zero pipeline.
- Wereldhave relaunched the sale of a €700 million portfolio of six shopping centres in France.
- BlackRock raised €609 million for its European real estate debt fund.
- Apollo joined with illimity bank to invest up to €500m in distressed loans secured by real estate assets in Italy.
- Ferguson Partners launches a Global DE&I benchmark with 7 leading associations including ANREV, INREV, NAREIM, NCREIF, PREA, REALPAC and ULI.



Asia Pacific

Key Transactions

- LOGOS consortium purchases The Moorebank Logistics Park in Sydney for A\$1.67 billion.
- Dexus is to fund and develop a A\$1.4 billion office tower in Sydney that will house Atlassian's HQ.
- ESR plans to acquire ARA Asset Management for \$5.2 billion. The combined AUM will reach \$129 billion.
- Keppel launches a \$2.5 billion deal to buy Singapore Press Holdings' real estate business.
- AEW Capital Management has raised over \$1.5 billion for its 4th Asia Pacific value-add fund.
- Wanda Group raises \$6 billion for its RE business ahead of its HK IPO, led by \$2.8 billion raised from PAG.
- R&F owners sell its property management unit to Country Garden in \$1.3 billion deal.
- Malaysian developer, IOI Properties, makes sole bid of \$1.1 billion for government land near Marina Bay, SG.
- An IFM Investors led consortium, including QSuper and GIP, made a A\$22.3 billion offer for Sydney Airport.
- Brookfield revises its offer for the ASX-listed energy company AusNet to A\$9.6 billion.
- Charter Hall and Hostplus to acquire the ASX-listed pub chain, ALE Property Group, for A\$1.7 billion.

People Moves

- John Howald joined Colliers as Head of International Capital, APAC.
- Christopher Kimm was promoted to APAC Head of Real Estate at DWS, based in Singapore.
- Gaw Capital Partners hired Kok-Chye Ong, to lead the firm's data centre expansion in Asia.
- Blackstone names Peter Hwang as CEO for its \$4.5 billion China logistics platform, DragonCor.
- JLL appoints Bessie Lee as CEO, Greater China.
- Hines promotes Claire Cormier Thielke to Country Head for Greater China and hires former DWS executive Kian Fong Lim as Singapore Head.
- Jonathan Callaghan has been appointed as CEO of Cromwell Property Group.
- Peter Menegazzo has been appointed as CEO of Investa and Penny Ransom appointed as CIO.
- Victoria Sharpe is announced as the Head of Real Estate Asia for HSBC Alternative Investments.
- JLL's George Thomas is promoted from APAC Chief Information Officer ("CIO") to Global CIO.
- CBRE hires Steve Carroll as Head of Hotels & Hospitality for APAC. He joins from IHG Hotels.
- Simon Treacy and Patrick Boocock will join CapitaLand Investment as CEO of private real estate and CEO of private equity alternative assets.
- Ryuta Ueda and Angel Li join MIRA Real Estate from CLSA as Head of Japan and Asia respectively.
- Yuzuru Ikeda joined Tishman Speyer in Japan as Managing Director for Equity Capital Markets.
- Manish Kashyap is promoted to Global President of Advisory and Transaction Services with CBRE.

Industry Trends & Events

- Foreign investors pile into Australian prime office, spending almost A\$2 billion during H1 of 2021.
- Surge in warehouse, data centre and industrial assets in APAC drive industrial deals to a record \$13.4 billion in Q2.
- AXA IM Alts targets up to 20% Asia RE allocation, following its first fund investments in China.
- Swire properties reports a 49% increase in profit as Greater China market recovers.
- A Pan-Asia Quarterly Property Fund Index has been launched by APREA and MSCI.
- APAC data centre investments set for a record year with \$1.8 billion investment volume in Q1/Q2 2021.
- Ferguson Partners launches a Global DEI benchmark with 7 leading associations including ANREV, INREV, NAREIM, NCREIF, PREA, REALPAC and ULI.