

REAL ESTATE INVESTMENT IN A RISING INTEREST RATE ENVIRONMENT: THE PERSPECTIVES OF PENSION FUNDS, REITS & PRIVATE EQUITY FUNDS

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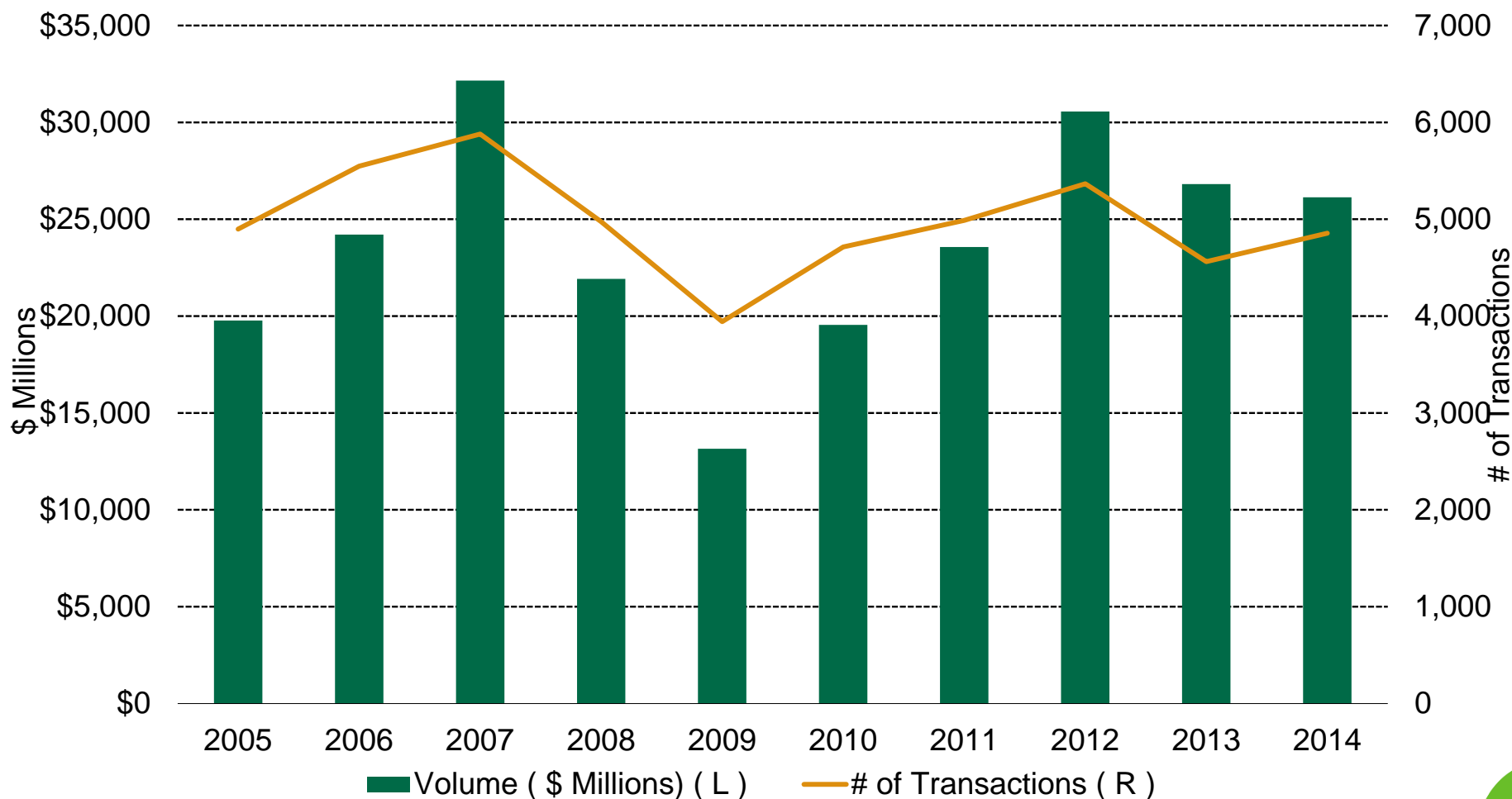
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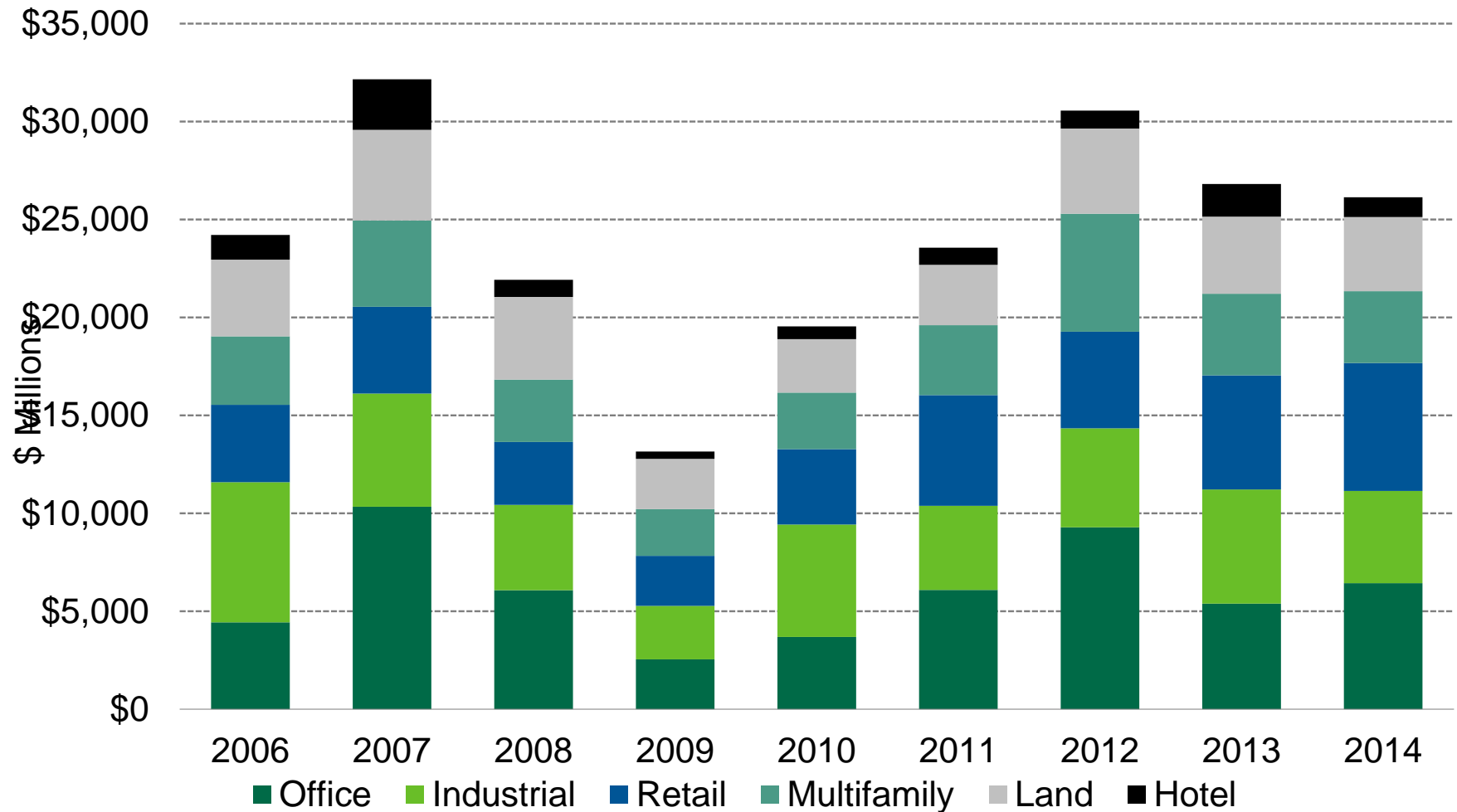
February 24, 2015

CANADA INVESTMENT VOLUME



Source: CBRE Limited/RealNet Canada/RealTrack Inc, CBRE 2015 Market Outlook. Q4 2014.

CANADA INVESTMENT VOLUME (\$M) – BY SECTOR



Source: CBRE Limited/RealNet Canada/RealTrack Inc, CBRE 2015 Market Outlook. Q4 2014.

CANADA PURCHASER PROFILE

WHO IS ACTIVE?

Pension Funds



Foreign Investors



REITS



Syndicators



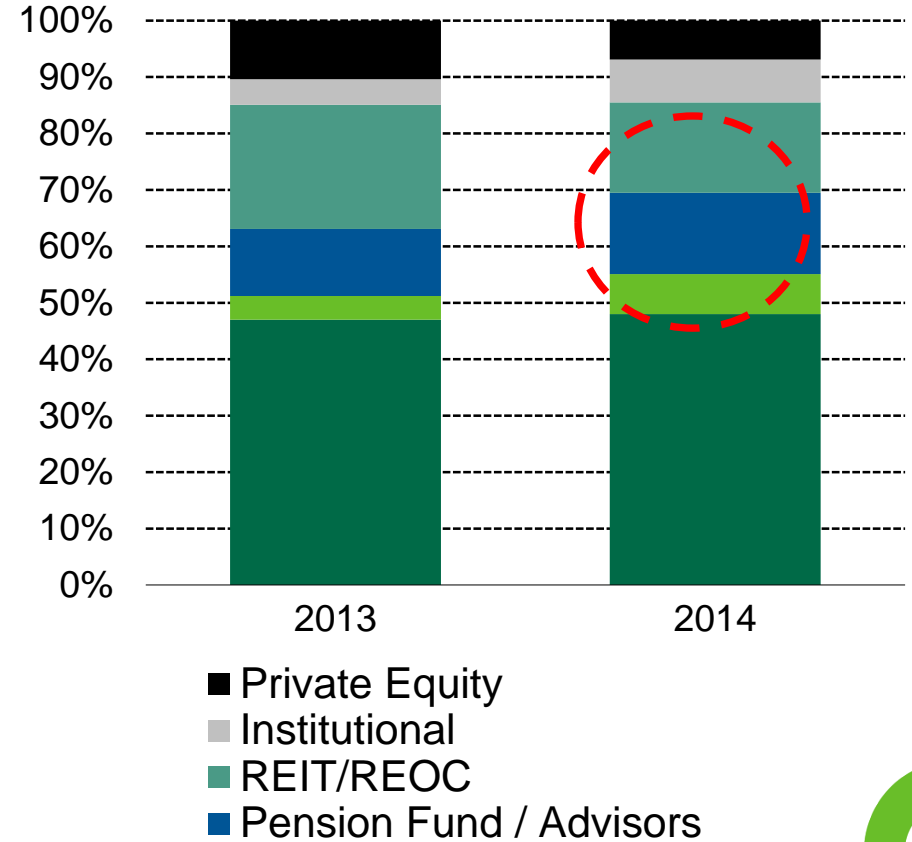
Private Investors



Developers



CANADA PURCHASER PROFILE

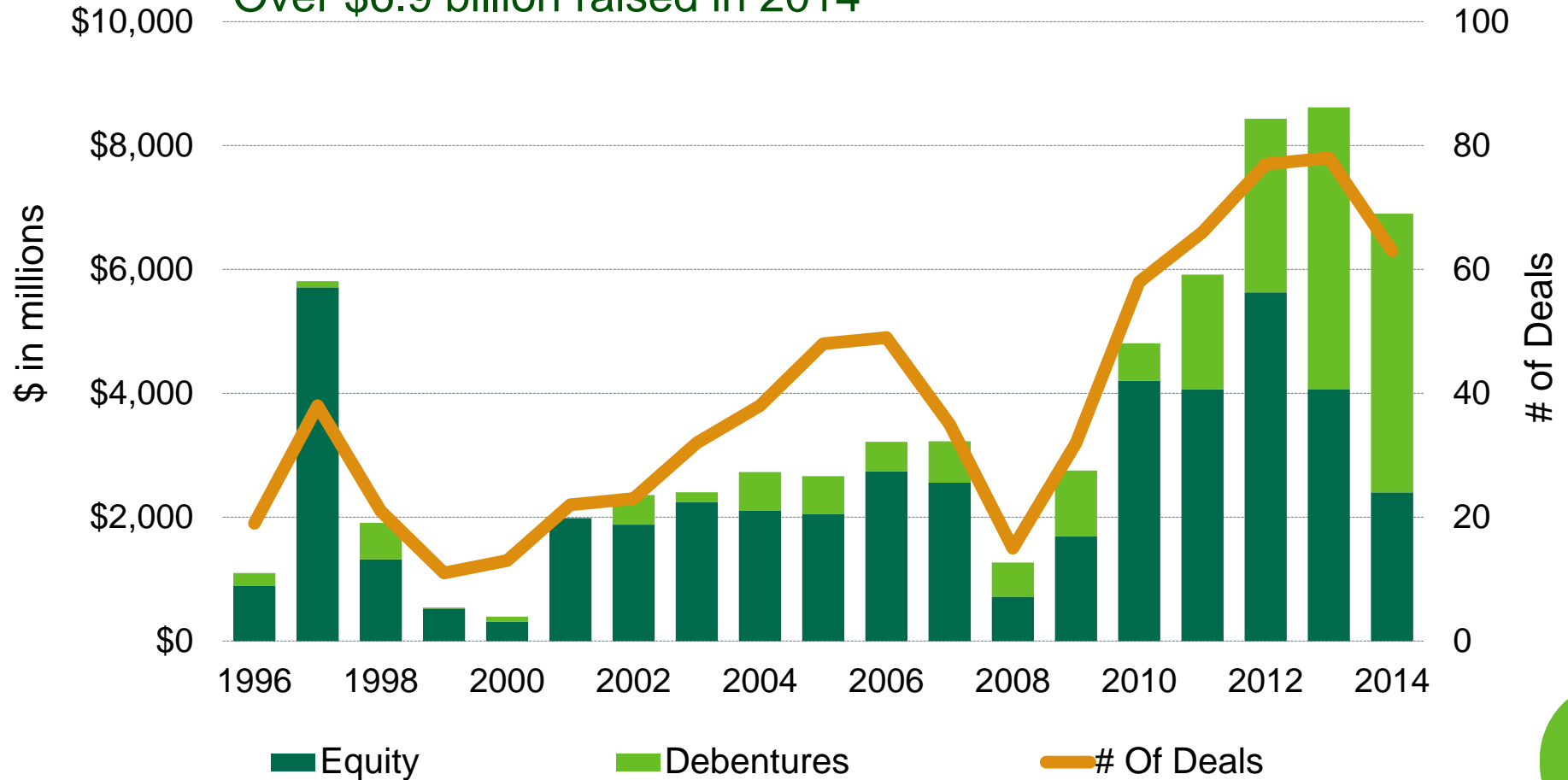


Source: CBRE Limited, RealNet Canada, Collette Plante, JLR, Q4 2014.

REIT & REOC ISSUANCE

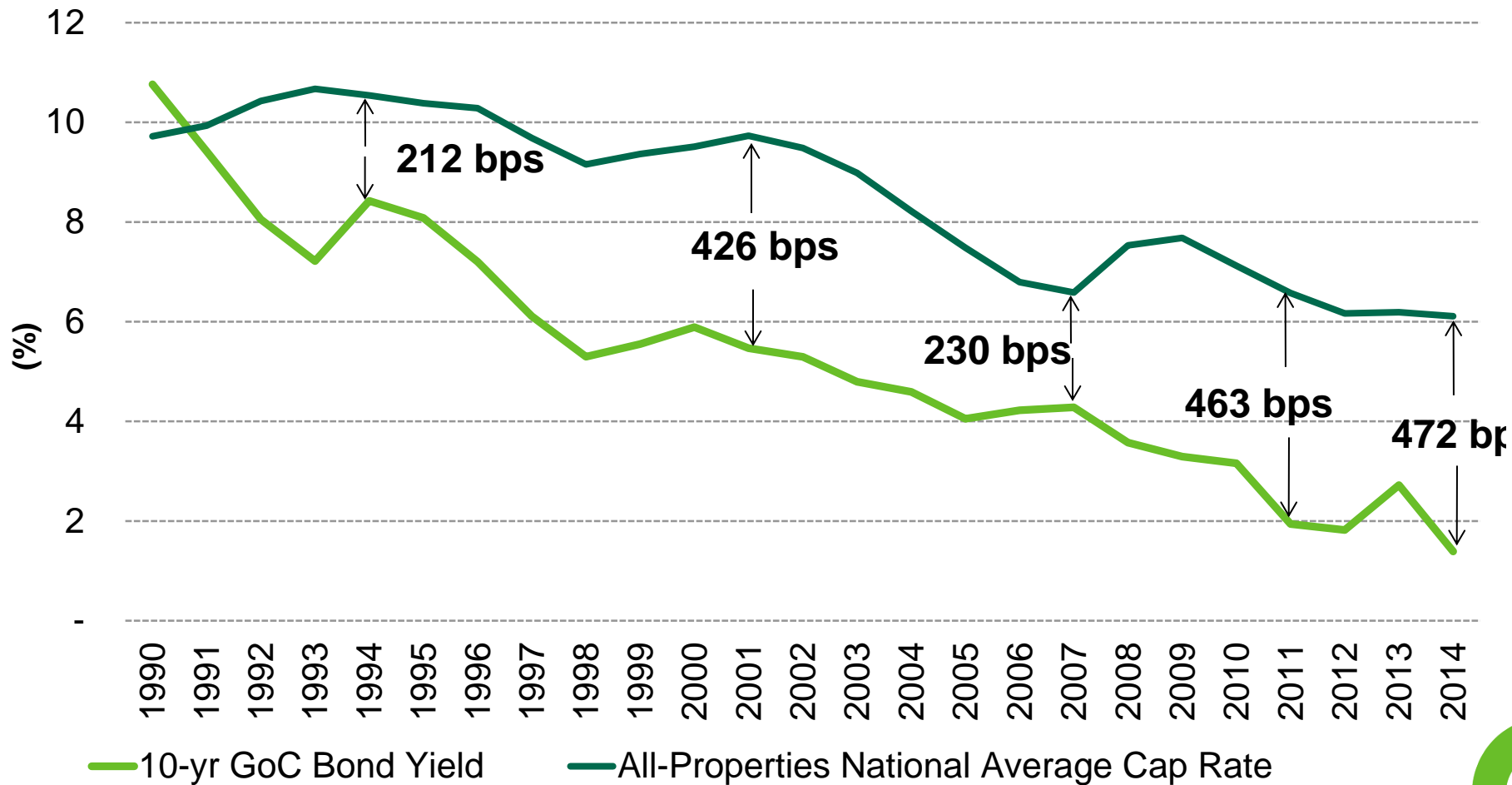
The Capital Markets Are Open For Business

Over \$6.9 billion raised in 2014



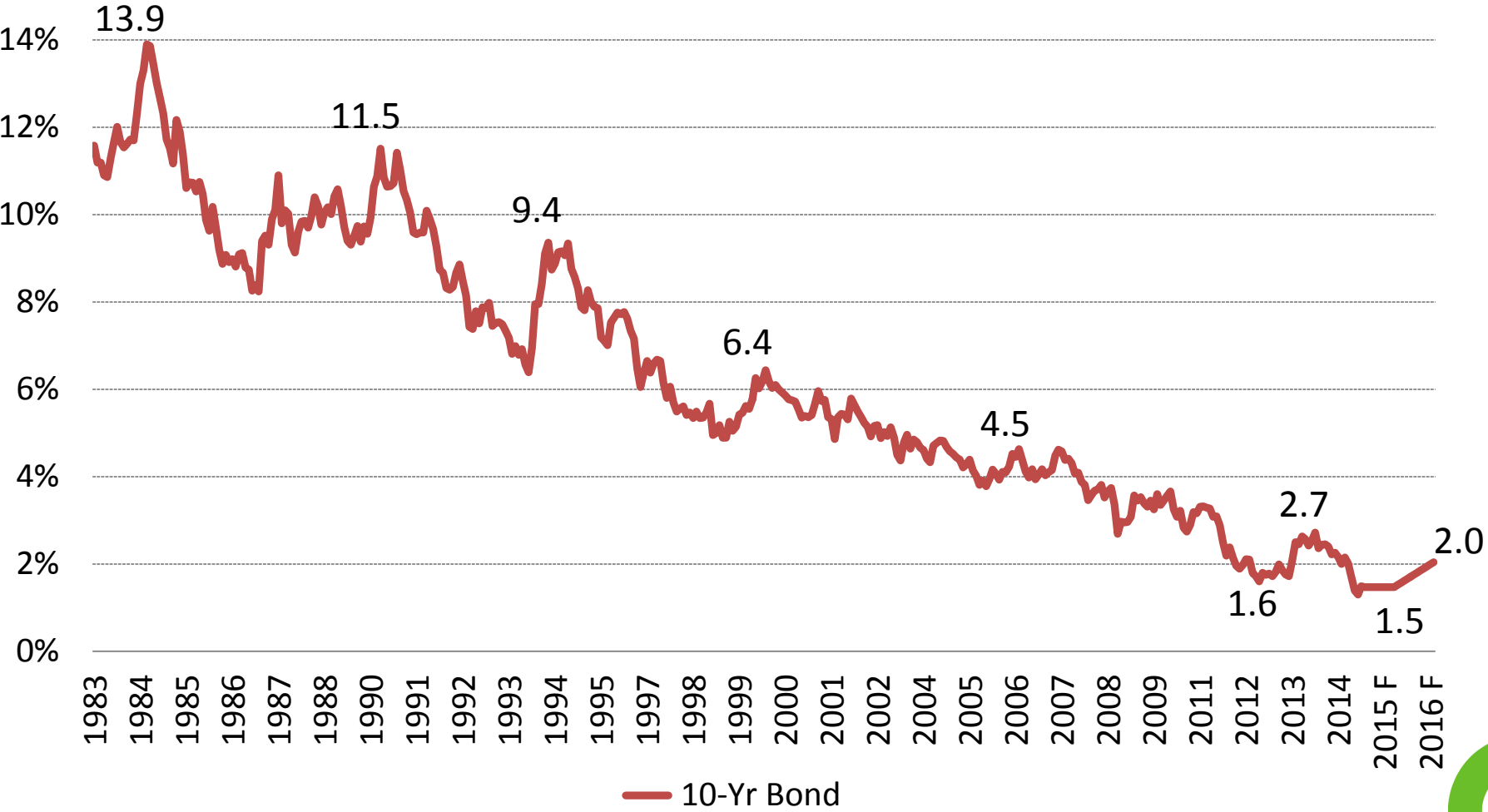
Source: GMP Securities, Jan. 2015.

NATIONAL CAP RATE VS. 10-YR BOND YIELD



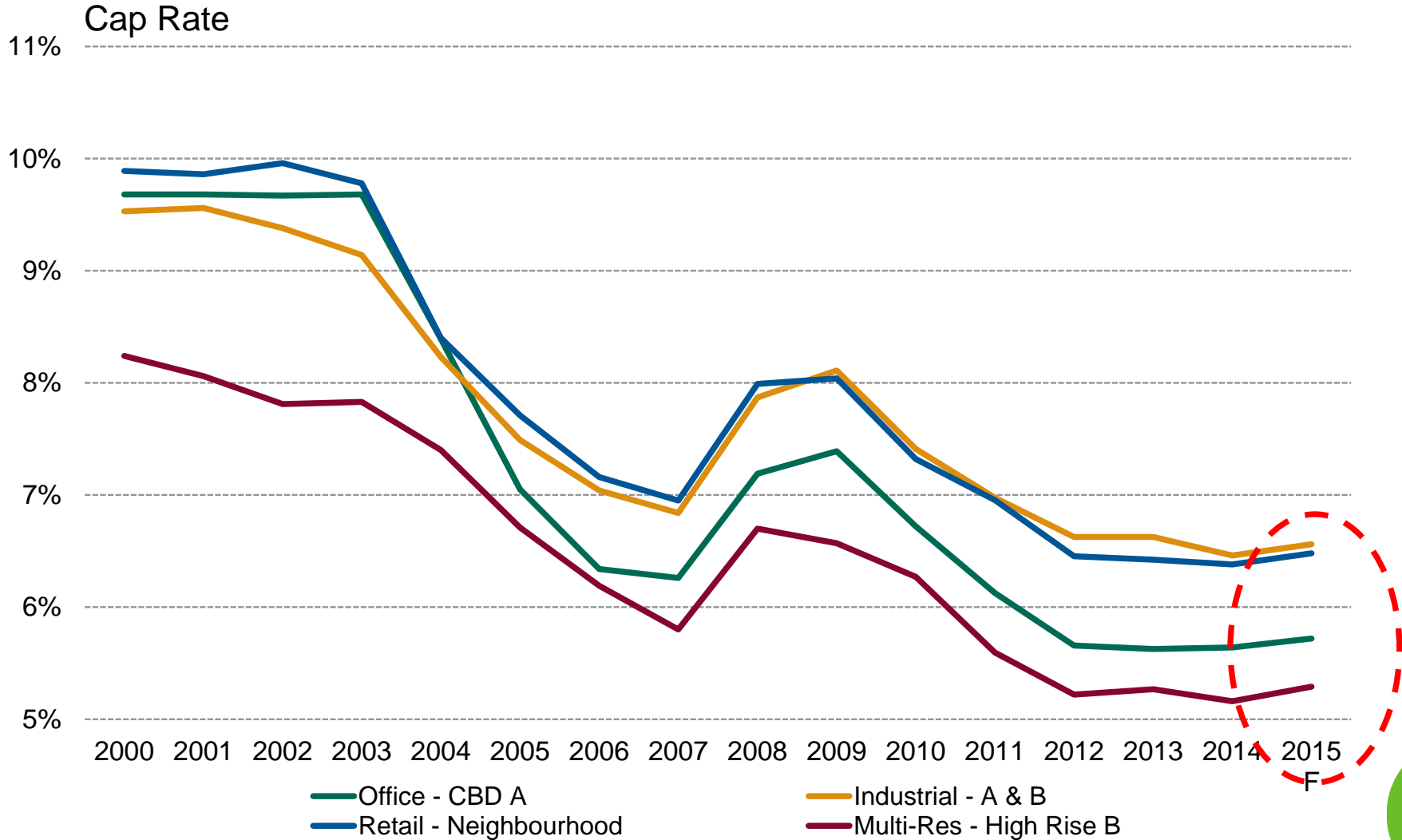
Source: CBRE Limited, Bank of Canada, Q4 2014

LACK OF INTEREST – 10YR GOVERNMENT OF CANADA BOND YIELD



Source: Bank of Canada, BMO Capital Markets, Feb. 13th, 2015.

CAP RATES: ONE THE RISE?



Source: CBRE Limited, Q4 2014, Market Outlook 2015.

Thank you

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