

# Institutional Real Estate Americas

The investor-focused global real estate publication

## H1 2020 Editorial Calendar

### January

#### 2020 vision

What does 2020 hold in store for real estate investors around the world? As we look to the year ahead, where are the opportunities? And where are the challenges? What are the forecasts for real estate and economic performance in 2020?

#### The money talks

A report from the *Institutional Real Estate Americas*, *Europe* and *Asia Pacific* Editorial Advisory Board meetings in fall 2019. What themes are similar around the world? How are leading pension fund executives, fund-of-funds managers, investment advisers and consultants approaching real estate investment strategies and issues, and what are their plans for the future?

**Ad reservations due:** Nov. 12

**Ad materials due:** Dec. 3

#### Bonus distribution:

##### Information Management Network

The Inaugural Student Housing 360

##### Information Management Network

The 17th Annual Winter Forum on Real Estate Opportunity & Private Fund Investing

### February

#### Managing risk

What is investors' risk tolerance, and how is it influencing their real estate investment activity and outlook over the next two to three years? Considering where we are in the cycle, how are investors preparing their portfolios for the upcoming year? How well is the real estate industry positioned for an upcoming downturn/recession, relative to past experience?

#### Debt funds

A lot of capital has been raised in recent years for debt investment funds, and real estate debt funds and strategies have grown quite a bit. Is there still an



opportunity, or is the debt space saturated? Where are real estate debt funds headed, and how many are likely to crash and burn?

**Ad reservations due:** Dec. 16

**Ad materials due:** Jan. 3

#### Bonus distribution:

##### Institutional Real Estate, Inc.

2020 Visions, Insights & Perspectives (VIP) Americas

##### Institutional Real Estate, Inc.

2020 Visions, Insights & Perspectives (VIP) Europe

### March

#### Alternative strategies

How are investors using REITs in their portfolios? Where are investors finding risk-adjusted opportunities in the listed real estate space? Given that custom benchmark and “volatility selling” techniques would permit replicating performance patterns of direct real estate exposure, why are investors not using more listed real estate securities to deploy available real estate capital, instead of chasing direct deals?

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## Housing affordability

Rents continue to outpace wages, which reduces availability for the middle class. Does housing continue to be only for the rich? Is the homeownership rate at a new normal? To what degree is housing affordability on investors' radar? How does it impact investors' investment strategies?

**Ad reservations due:** Jan. 14

**Ad materials due:** Feb. 4

**Bonus distribution:**

**National Investment Center for Seniors Housing & Care**  
2020 NIC Spring Conference  
**Pension Real Estate Association**  
2020 Spring Conference

## April

### Heading out

Chinese investors became a big player in U.S. real estate over the past decade — until the Chinese government imposed capital controls. What does the withdrawal of Chinese cross-border investment mean for U.S. property markets? Will other foreign investors step up their investments instead?

### Survey says

Every year, Institutional Real Estate, Inc. and Kingsley Associates survey institutional investors around the world to determine their investment intentions. We take a close look at the results of the annual investor survey and preview the report's results.

**Ad reservations due:** Feb. 7

**Ad materials due:** March 4

**Bonus distribution:**

**Institutional Real Estate, Inc.**  
2020 Spring Editorial Advisory Board Meeting –  
*Americas*

## May

### Driving allocations

How do approaches to real estate allocation — and return requirements — vary by global region and investor type (such as pension funds and insurance companies), particularly in this low interest-rate environment? What does this say about how these investors view the purpose of real estate in their portfolios? And, how have geopolitical trends, the trade war and interest rates affected investors' asset allocations to real estate and their risk profiles?

## Latin America update

A report from the 2019 Chile Investor Summit. Leading investors and investment managers from North and South America share their perspectives on real estate investment strategies and issues across the hemisphere, as well as their plans for the future.

**Ad reservations due:** March 13

**Ad materials due:** April 3

**Bonus distribution:**

**Institutional Real Estate, Inc.**  
2020 iREOC Annual Membership Meeting

## June

### Trading spaces

What is the impact of global trade on real estate? In an era of trade wars and tariffs, will global trade pathways be broken or reshaped? What does that mean for real estate, especially the industrial sector in key port cities?

**Ad reservations due:** April 13

**Ad materials due:** May 1

*Note: Publication content is subject to change without notice. The editorial calendar for full-year 2020 will be available in March.*

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**Geoffrey Dohrmann, Publisher &  
Editor-in-Chief; g.dohrmann@irei.com**

For editorial inquiries, contact:  
**Loretta Clodfelter, Senior Editor;  
l.clodfelter@irei.com**

For advertising inquiries, contact:  
**Cynthia Kudren, Senior Account Executive;  
c.kudren@irei.com**

For sponsorship inquiries, contact:  
**Jonathan Schein, Global Head of Business  
Development; j.schein@irei.com**

**Institutional Real Estate, Inc.**  
2010 Crow Canyon Place, Suite 455,  
San Ramon, CA 94583 USA  
Tel: +1 925-244-0500 • Fax: +1 925-244-0520  
www.irei.com

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