# Institutional Real Estate

Americas

The investor-focused global real estate publication

# H1 2021 Editorial Calendar

# **January**

### The year ahead

What does 2021 hold in store for real estate investors around the world? As we look to the year ahead, where are the opportunities? And where is the distress? What are the forecasts for real estate and economic performance in 2021?

### **Hidden gems**

Rising cities around the world are due for a closer look. Which secondary markets are thriving in the current environment? Which ones have already attracted global investment interest, and which ones are likely to become top investment destinations in the future?

**Ad reservations due:** November 20 **Ad materials due:** December 4

# **February**

# Separate accounting

Institutional investors often say they want more control over their real estate investments, but they also face resource challenges. How do investors manage the operational intensity that accompanies separate account investing? This typically includes cash-flow monitoring, monthly income/funding requirements and quarterly reporting. What role can outside service providers play in handling the administrative burdens of real estate investing?

### Research roundtable

A roundtable discussion among some of the industry's leading researchers.

**Ad reservations due:** December 18 **Ad materials due:** January 4

### March

### On pace

What might we expect for the current capitalraising environment? How has COVID-19 affected



institutional investors' 2020 and 2021 investment allocations and capital deployment? Has the pandemic affected their pacing schedules? Are LPs putting capital to work quickly, or do they expect the recovery to be dragged out?

### **Drilling down on debt**

Does dislocation mean better opportunities in debt? How might the pandemic change investors' thoughts about moving up or down the risk curve in real estate — will there be more investing in debt and/or more investing into noncore real estate? Is income or appreciation key in times like this? How are LPs approaching real estate debt opportunities in the current environment? Is there an appetite for distressed debt investments? Is investment in debt more appropriate out of the real estate bucket or credit bucket?

**Ad reservations due:** January 19 **Ad materials due:** February 4

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# **April**

### Flying with a tailwind

Industrial property has been supported by an accelerated shift toward ecommerce. But how long will industrial real estate's tailwinds continue? And what metrics could indicate when a slowdown will come? Given the amount of capital flowing into industrial, what is the current outlook for expected returns? Does investing in industrial still make sense at today's pricing? And even if investors believe industrial is best positioned going forward, how are they accessing it?

### True value

Globally, how are real estate investors valuing their portfolios now, and what do they expect property valuations to look like in 2021 and 2022? Which world regions are proving the most and least resilient with respect to valuations?

Ad reservations due: February 19
Ad materials due: March 4

# May

#### No-tell hotel

The hospitality sector faced a punishing loss of income in 2020. But with travel creeping back up

from its floor, is there an opportunity for investment in hotels? What is the picture for hotel debt? What signals should investors be looking for to consider distress in beaten-down sectors such as hospitality?

**Ad reservations due:** March 19 **Ad materials due:** April 5

### June

#### **Data science**

Many in the real estate investment industry tout their data-centric strategic decisions. But how do managers and investors collect data? What data are the most valuable? How do you best use data from properties?

### **Survey says**

Every year, Institutional Real Estate, Inc. and Kingsley, A Grace Hill Company, survey institutional investors around the world to determine their investment intentions. This year will be an especially interesting one for the real estate investment community. We take a close look at the results of the annual investor survey and review the implications of the report's findings.

**Ad reservations due:** April 19 **Ad materials due:** May 4

Note: Publication content is subject to change without notice. The editorial calendar for full-year 2021 will be available in March 2021.

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