

# IREI.Q DATABASE

**Reliable  
institutional real  
estate market  
intelligence**

*All of the data you need  
None of the data you don't*

 **INSTITUTIONAL  
REAL ESTATE, INC.**

# What is IREI.Q?

**IREI.Q is a powerful, user-friendly database loaded with detailed data and information.**

**You'll find all the data you need on:**

- Institutional investors and their commitments to real estate
- Investment managers and their investment programs
- General and real estate consultants and their clients
- Placement agents and their clients
- Real estate operating companies

**IREI.Q is the industry's longest established and now subscription-based database.**

Institutional Real Estate, Inc. has a long-established reputation and more than 33 years of experience researching and reporting on the institutional real estate investment markets.

IREI.Q tracks more than 5,000 global institutional real estate investment programs – over 1,000 of which are actively in the market now and seeking to raise a combined total of more than \$500 billion from institutional investors.

# Power at your fingertips

**If you are an institutional investor,** IREI.Q can help you identify the consultants, investment managers and investment programs that are the most qualified and capable of helping you implement your investment strategies. And, if you invest in joint ventures with real estate operating companies, it can also help you identify potential operating partners.

**If you're an investment manager,** IREI.Q can help you identify the potential investors and their consultants that are most likely to fund or recommend your investment programs. It also can help you better understand the competitive environment, capital flows and capital fundraising trends. In addition, if your company enters into joint ventures with real estate operating companies, it can help you identify potential operating partners to help you implement successful investment strategies on behalf of your clients.

**If you're an investment consultant,** a subscription to IREI.Q can help complement your existing databases, ensuring you won't miss potential investment managers, investment programs or operating company partners.

**If you're a placement agent,** IREI.Q can help you proactively identify potential investment manager and real estate operating company clients, as well as make it easier for you to identify the best potential investors for the investment programs you're representing.

**If you're a real estate operating company,** IREI.Q can help you identify potential placement agents to help you raise the non-programmatic and/or programmatic capital you need to build your balance sheet and fund your investments, while helping you identify potential investor and investment manager capital partners.

**And if you're a lender,** IREI.Q can help you identify and underwrite potential institutional-quality borrowers.

# Intuitive user interface

IREI.Q features an easy-to-learn user interface that delivers all of the essential features you need.

This highly intuitive user interface considerably simplifies and speeds up the research process.

You won't find yourself wasting time wading through multiple layers of confusing menus or sifting through data that isn't essential to your business.

Having this efficient research tool available at your fingertips, therefore, can help save you a great deal of time and money.

## Gentle learning curve

If you can read, point and click, you already know how to use this database.





# Data you can rely on

**Quickly search for detailed data on the following:**

## **Types of Organizations**

- Institutional Investors
- Investment Managers
- Consultants
- Placement Agents
- Real Estate Operating Companies

## **Types of Institutional Investors**

- Defined Benefit Pension Funds
- Defined Contribution Pension Funds
- Endowments
- Foundations
- Insurance Companies
- Sovereign Wealth Funds
- Large Single Family Offices

## **Types of Pension Plan Sponsors**

- Corporate
- Public
- Labor Union

## **Types of Investment Programs**

- Separate Accounts
- Open-End Funds
- Closed-End Funds
- Club Deals
- Joint Ventures



### **Investor Data**

- Contact data for key investment professionals
- Real estate assets under management
- Past commitments to investment programs

### **Investment Manager Search Data**

- Current and historical searches for new investment manager mandates
- Search parameters for each of these searches
- Commitments awarded as a result of these searches

### **Investment Manager Data**

- Contact data for key professionals
- Primary investment strategy
- Real estate assets under management
- Current and historical investment offerings

### **Investment Program Data**

- Offering terms, including minimum investment amount, targeted fundraising limits, vehicle structure and fees
- Investment strategy (investment style (risk/return orientation – core, core-plus, value-added or opportunistic)), geographic market focus, property type focus, leverage utilization, and whether or not the investment vehicle will enter into joint ventures with real estate operating companies, and related data)
- Amount of capital actually raised and when available, the amount of uncalled capital commitments remaining
- Investor commitments to each program

### **IREI.Q Offers Four Ways to Search for Investment Program Data:**

- By investment program name
- By actively marketing investment programs
- By closed investment programs
- By all historical investment programs



### **Consultant Data**

- Contact data for key consultants
- General consulting clients
- Real estate consulting clients

### **Placement Agent Data**

- Contact information for key professionals
- Current and historical investment managers and investment programs represented

### **Real Estate Operating Company Data**

- Contact information for key professionals
- Risk/return orientation (core, core-plus, value-added or opportunistic)
- Property type focus
- Geographic market focus

## **Exclusive Features**

### **News Search**

IREI.Q News search provides quick and easy access to related recent and historical news stories housed in the IREI News Cloud

### **Links**

You also can download **VCARDS** for any contacts and click on links to access their **LinkedIn Profiles**.

### **Automated Updates**

You can set your own preferences to instruct the database to send you immediate and daily email alerts. These alerts will notify you whenever updates have been made to the records in the database you specify, thus guaranteeing you'll never miss a critical market development.

# Reports

- IREI.Q Fundraising reports
- IREI Investment Guides
- My saved reports

# Download capabilities

With the press of a button, selected data can be downloaded directly into Excel spreadsheets for further analysis, graphing and manipulation. To the extent that no regulations forbid it, you also can download data to produce call lists and mail merge documents for marketing campaigns.

Having this type of data accessible on a 24/7 basis will help you enhance your presentations, pitch books, investor reports, research white papers and marketing efforts - keeping you one more step ahead of your competition.

*All data and alerts are accessible via your desktop, smartphone or other mobile device.*





# Flexible payment options

You have several options to finance and automatically renew your subscription:

- You can subscribe on a month-to-month basis and have your credit card automatically debited at the beginning of each month (12-month subscription agreement required).
- You can subscribe on an annual renewal basis at a reduced rate and save 15% by arranging to have the renewal rate debited from your credit card at the beginning of each subscription year.
- Or you can subscribe on an annual basis by requesting to have your company billed each year for your subscription fee.

- All subscriptions can be cancelled at any time after the first full year of service.

All subscriptions are continue until quit.

**Yearly billing:** \$3,995 (credit card);  
\$4,740 (bill me)

**Monthly billing:** \$395 per month for 12 months

All qualified investors and LP's, fund of funds/multi-managers qualify for a special discounted pricing of \$500 annually.

Discount pricing for multiple users at one firm.

**For more information** on IREI.Q database, visit [irei.com/ireiq.com](http://irei.com/ireiq.com), email **[dataserviceteam@irei.com](mailto:dataserviceteam@irei.com)** or contact our data services department at **925-244-0500**.

**To subscribe now,** visit  
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