

Institutional Real Estate Americas

The investor-focused global real estate publication

We are grateful to the members of our Editorial Advisory Board, who represent the interests of our readers, for providing us with their guidance in developing the following editorial calendar.

2024 Editorial Calendar

January

Tomorrow's core

Core real estate assets have always been a portfolio staple for institutional investors, given their income-generating qualities and sought-after locations. But at a time when traditional property types such as office and retail have struggled because of the COVID-19 pandemic, nontraditional and specialty sectors (think data centers and cold storage, respectively) have been gaining traction. As the real estate industry evolves, how are investors defining — and redefining — core real estate in their portfolios?

Debt management

Which loans are coming due, and what are managers doing about it? Will there be debt available for loan maturities, and will it be sufficient to repay landlords' existing indebtedness? How are investors addressing maturing loans in today's environment? Is it better or more feasible to pay down the debt, or refinance at today's rates? Are any investors seeing compelling distressed opportunities due to liquidity needs of sellers?

Ad reservations due: November 17

Ad materials due: December 1

Bonus distribution:

Institutional Real Estate, Inc.

2024 Visions, Insights & Perspectives (VIP) *Americas*

February

To sell or not to sell, that is the question

What are investors doing with assets in their portfolio? What are the biggest challenges in investors' real estate portfolios? How are investors addressing these challenges? What are the largest risks and concerns investors face regarding their existing portfolio? Are investors comfortable that their managers are thinking clearly about values in both an acquisitions and asset management context?



The money talks

A report from the *Institutional Real Estate Americas*, *Europe* and *Asia Pacific* Editorial Advisory Board meetings in the second half of 2023. 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 given current economic conditions, and what are their plans for 2024?

Ad reservations due: December 21

Ad materials due: January 4

March

Female leaders of the industry

Female leaders, from those new to the industry to real estate veterans, share their views and insights on the past, present and future.

2024 Editorial Calendar



Asset allocation and the denominator effect

Has the denominator effect moderated at all given the improvement in the equity markets? With public markets rallying, are investors finding they are underallocated to real estate?

Ad reservations due: January 19
Ad materials due: February 2

April

The true shades of ESG green

A couple of years ago, industry experts said they needed transparency and benchmarks to understand an ESG approach. Where are we now? Is considering ESG risks bringing in the right returns? It is an important issue, but should it drive investment?

Residential's rent regulation riddle

Rent controls have been on the rise in various residential markets around the globe. Rent caps can provide predictable income streams and aid urban social mobility but can also reduce the incentives needed to drive supply and quality. Which markets offer the best balance between tenant affordability and investor returns — and which ones are deterring investment?

Ad reservations due: February 16

Ad materials due: March 4

Bonus distribution:

Institutional Real Estate, Inc.

2024 Spring Editorial Advisory Board Meeting - Americas

May

AI and technology

How will AI affect real estate usage? If AI replaces many tasks currently done by junior staff, how will the industry develop a pipeline of talent if fewer junior staff are needed going forward? And if investment managers are using AI, is this on the acquisitions, management or fundraising side (or somewhere else)?

Survey says

Every year, Institutional Real Estate, Inc. surveys institutional investors around the world to determine their investment intentions. 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: March 22

Ad materials due: April 5

June

Learn from the past

The commercial real estate industry has seen a lot in the past four years. Those with experience say a change in cycle has happened before, and we all need to calm down and take a breath. Let's explore the real estate cycles of the past and what they can tell us about the future.

COVID favorites update

How are property sectors that became investor favorites during the COVID-19 pandemic, such as life sciences, doing now? Have the investment opportunities panned out? Or was it a flash in the pan?

Ad reservations due: April 19

Ad materials due: May 3

Bonus distribution:

Institutional Real Estate, Inc.

2024 Visions, Insights & Perspectives (VIP) Infrastructure

2024 Editorial Calendar

July/August

Sun Belt rising

There has been rapid population growth in Sun Belt areas, which has increased investors' interest in the region in recent years. How do investors view the stability and volatility of the Sun Belt real estate markets compared with other regions? What are the primary risks that investors perceive in Sun Belt markets? How are Sun Belt communities enhancing infrastructure resilience to withstand climate-related challenges, such as flooding, hurricanes and extreme heat, and what innovative solutions are being implemented to mitigate risks?

Seas the money

Is it time to go overseas? What factors are U.S. institutional real estate investors considering when evaluating overseas markets for investment opportunities, and how do they assess the potential risks and returns compared to domestic markets? What are the preferred entry strategies for U.S. institutional investors looking to enter foreign markets? How do global trends, such as urbanization, demographic shifts and technological advancements, influence the investment decisions of institutional real estate investors in foreign markets, and what opportunities do these trends present for cross-border investment strategies? Are investors increasing or decreasing non-U.S. real estate allocations in the current environment? Is there a good reason for U.S. pension plans to invest directly in international real estate? And if so, how do investors benchmark their international investment performance?

Ad reservations due: May 20

Ad materials due: June 3

September

Amenities galore

"If you build it, they will come" is a key theme in the 1989 Oscar-winning film *Field of Dreams*. A similar sentiment once held true for real estate development. Now, as the COVID-19 pandemic continues to reshape how people interact with the built environment to live, work and play, having abundant amenities has become a key way for property owners to keep and attract tenants. Including energy-related amenities, what are the top trends in this space globally?

Queue dynamics

Fundraising redemption queues have become a critical aspect for core open-end real estate funds, especially during periods of market volatility or economic uncertainty. A group of property funds for institutional investors ended 2022 with a record \$20 billion in withdrawal requests, according to IDR Investment Management. The firm's index of open-end diversified core equity funds showed the largest waiting line for redemptions since the Great Recession. What does it look like now? What can we learn from 2022 and 2023?

Ad reservations due: July 22

Ad materials due: August 5

Bonus distribution:

Institutional Real Estate, Inc.

2024 Fall Editorial Advisory Board Meeting - *Americas*

Institutional Real Estate, Inc.

2024 Editorial Advisory Board Meeting - *Europe*

October

Let's 'shop' for success

2023 continued to be an active year for retail expansion, with new store opening announcements comfortably exceeding closure announcements, according to JLL. Is today a good time to start investing in retail? With all the headwinds that the retail industry has had to face over the past decade, what proved to help most with its resilience? What investment strategies can those who decide to invest in brick-and-mortar properties adopt to be successful in the long run? What are property managers and tenants doing to attract consumers? How are retailers leveraging AI technologies to enhance customer experiences both online and in-store? How important do you think the convenience factor will be in driving consumers to choose grocery delivery over other grocery options? How do you think drone deliveries will impact retail?

Niche and you shall find

Investors have been increasingly diversifying their real estate portfolios by exploring niche assets that offer unique investment opportunities. Some emerging niche real estate assets include car washes, gas stations, travel real estate and cemetery market, to name some. What new niches assets are you seeing? Are these considered hidden gems for investment portfolios? What is the most compelling

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niche sector in the market today from a risk-adjusted return perspective?

Ad reservations due: August 19

Ad materials due: September 3

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2024 IREI Springboard

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2024 Editorial Advisory Board Meeting – *Asia Pacific*

November

Access to power

As data center demand continues to grow, so does the need for electricity, cooling systems and physical hookups to the power grid, but these resources are being stretched thin. As major markets globally become more saturated, new data centers are having trouble accessing power, and data center hubs such as Northern Virginia in the United States are being tapped out. What are data center providers, regulators and governments doing to address the industry's energy crunch? How does this affect investment portfolios? Where are the next hot places for data center development and investment, and which governments/countries/states are incentivizing such developments?

Evaluation day

What tools do institutional investors use to evaluate their current real estate investment managers and compare them with other managers? What tools do investors use to monitor their current real estate portfolio managers? What is the structure of an investor's team? What is the optimal size? What can managers do better/differently going forward to attract investors' interest?

Ad reservations due: September 19

Ad materials due: October 4

Bonus distribution:

Institutional Real Estate, Inc.

2024 iREOC Annual Membership Meeting

Institutional Real Estate, Inc.

2024 Editorial Advisory Board Meeting – *Institutional Investing in Infrastructure (i3)*

December

Office look back

At the end of 2023, *Institutional Real Estate Americas* published a two-part series on the office market. Part 1 discussed the challenges facing the office sector

amid the shift to hybrid work arrangements and explored how this transition affected the dynamics of supply and demand within the market. Part 2 discussed the increasing trend of repurposing underutilized or obsolete office buildings into residential spaces. One year later, let's take another look at the office market. Are investors saying the same things, or is there a new outlook on what is to come with the office sector?

Senior housing's affordability problem

As the population ages and the demand for senior housing continues to grow, affordability has emerged as a concern. With rising housing costs outpacing the incomes of many older adults, accessing suitable and affordable housing options has become increasingly challenging. How does the affordability problem in senior housing affect the investment landscape in the real estate sector? Are there emerging investment opportunities in the senior housing sector that focus specifically on providing affordable housing solutions?

Ad reservations due: October 21

Ad materials due: November 4

Note: Publication content is subject to change without notice. The editorial calendar for H1 2025 will be available in October.

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