

IRE.IQ 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 IRE.IQ?

IRE.IQ 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

IRE.IQ is the industry's longest established and now subscription-based database.

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

IRE.IQ tracks more than 6,000 global institutional real estate investment programs – over 1,100 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, IRE.IQ 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, IRE.IQ 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 IRE.IQ 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, IRE.IQ 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, IRE.IQ 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, IRE.IQ can help you identify and underwrite potential institutional-quality borrowers.

Intuitive user interface

IRE.IQ 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

IRE.IQ 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

IRE.IQ 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

- IRE.IQ 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.



IRE.IQ subscription options

For organizations that are not IREI sponsors or iREOC members, IREI offers three subscription options for IRE.IQ.

# Unique Users	Annual Cost
Up to 3	\$10,000
4-10	\$25,000
11-30	\$35,000

IREI Data Partners are eligible for discounted pricing. If you're interested in becoming a Data Partner, please contact us to learn about eligibility requirements.

If your organization is an IREI Sponsor or iREOC member and you'd like to request access, please contact your firm's IREI representative. If you're unsure who that is, feel free to use the contact information provide below.

All qualified investors are eligible for a special discounted pricing.

For more information on IRE.IQ or to schedule a demo, visit **www.irei.com/ireiq** or email Jim Valente at **j.valente@irei.com** or call him at **+1 312-718-5958**.

HEADQUARTERS

2010 Crow Canyon Place, Suite 455
San Ramon, California 94583 U.S.A.
telephone +1 925-244-0500
fax +1 925-244-0520

ASIA PACIFIC

1 Raffles Place, Level 19 & 20
One Raffles Place, Tower 2
Singapore 048616

EUROPE

35 New Broad Street
London EC2M 1NH
United Kingdom

Karen Palma
Manager, Data Services
k.palma@irei.com
925-244-0500, x 136

www.irei.com/ireiq
www.irei.com