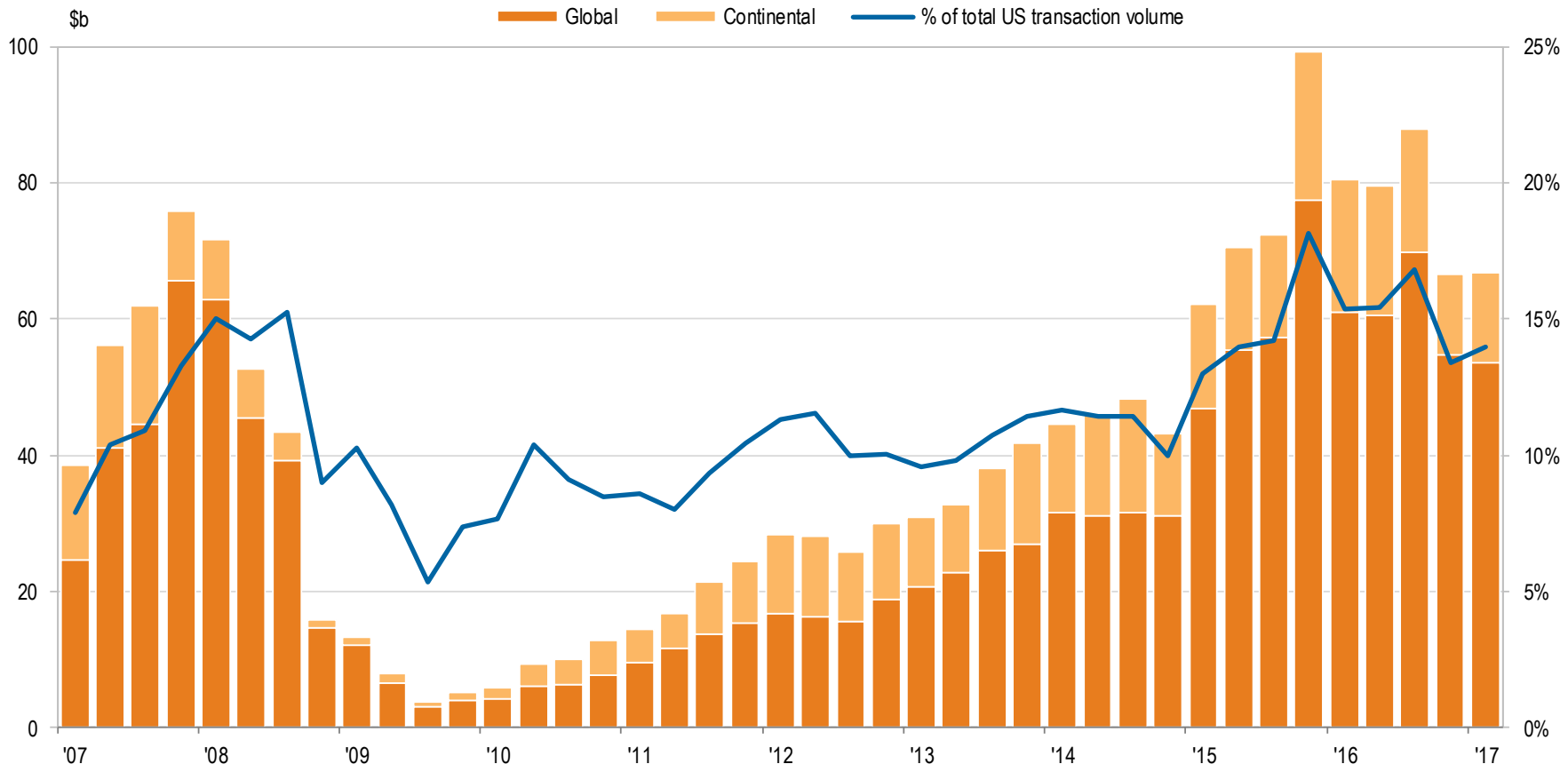
REAL CAPITAL ANALYTICS

US Cross-Border Investment Highlights

Jim Costello, Senior Vice President

May 2017

THE SCALE OF CROSS BORDER PROPERTY DEALS



Trailing 4-quarter data

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WHICH COUNTRIES ARE BUYERS?

*Past 4 Quarters to Q1'17

Rank	Country	# Props	% of Total Vol	Vol ($b)	YOY Chg
1	China	515	22.8%	16.5	10%
2	Canada	449	21.0%	15.1	-40%
3	Germany	66	7.8%	5.6	60%
4	Singapore	70	7.5%	5.4	-18%
5	South Korea	17	6.2%	4.5	21%
6	Japan	37	4.7%	3.4	131%
7	United Kingdom	28	4.3%	3.1	25%
8	Switzerland	187	4.2%	3.0	-6%
9	Israel	49	3.9%	2.8	91%
10	Hong Kong	28	3.7%	2.6	60%
11	Qatar	16	2.6%	1.9	-65%
12	Saudi Arabia	5	2.5%	1.8	1337%
13	France	15	2.1%	1.5	686%
14	Kuwait	8	1.4%	1.0	107%
15	Spain	5	1.1%	0.8	-18%

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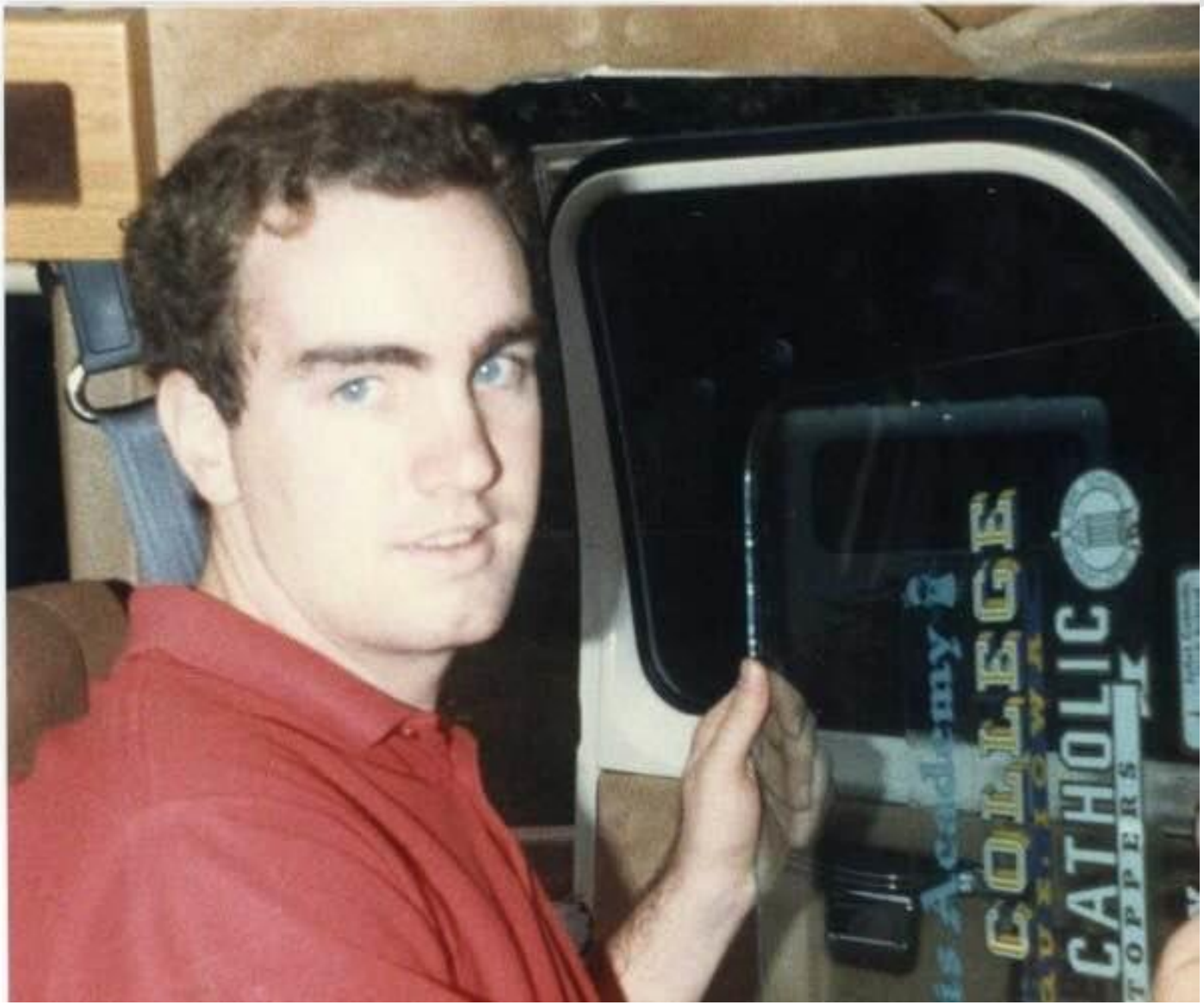
JIM IN THE 1980's



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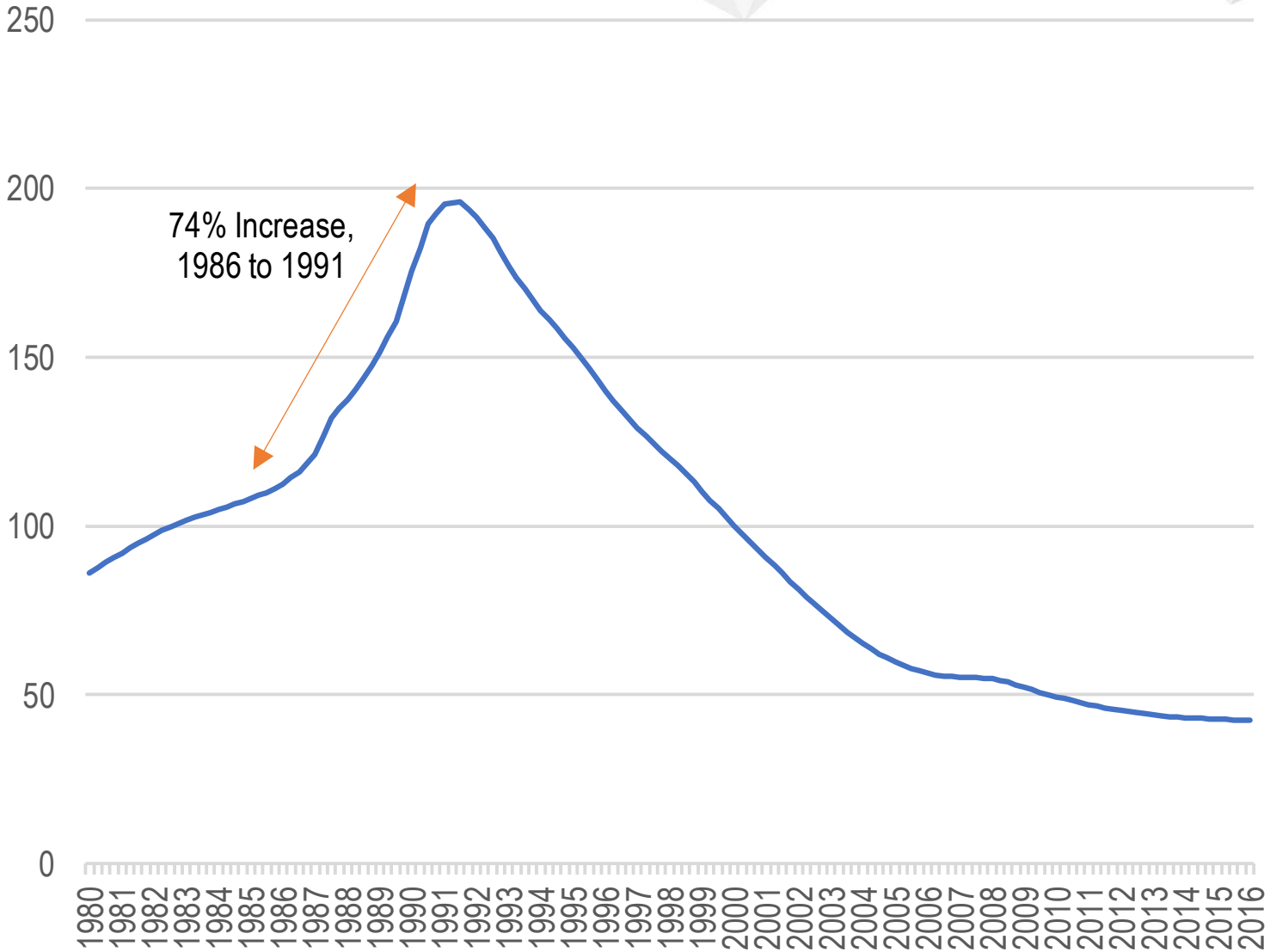
JAPAN IN THE 1980's



Source: JAPAN REAL ESTATE INSTITUTE (JREI), HTTP://WWW.REINET.OR.JP > ENGLISH

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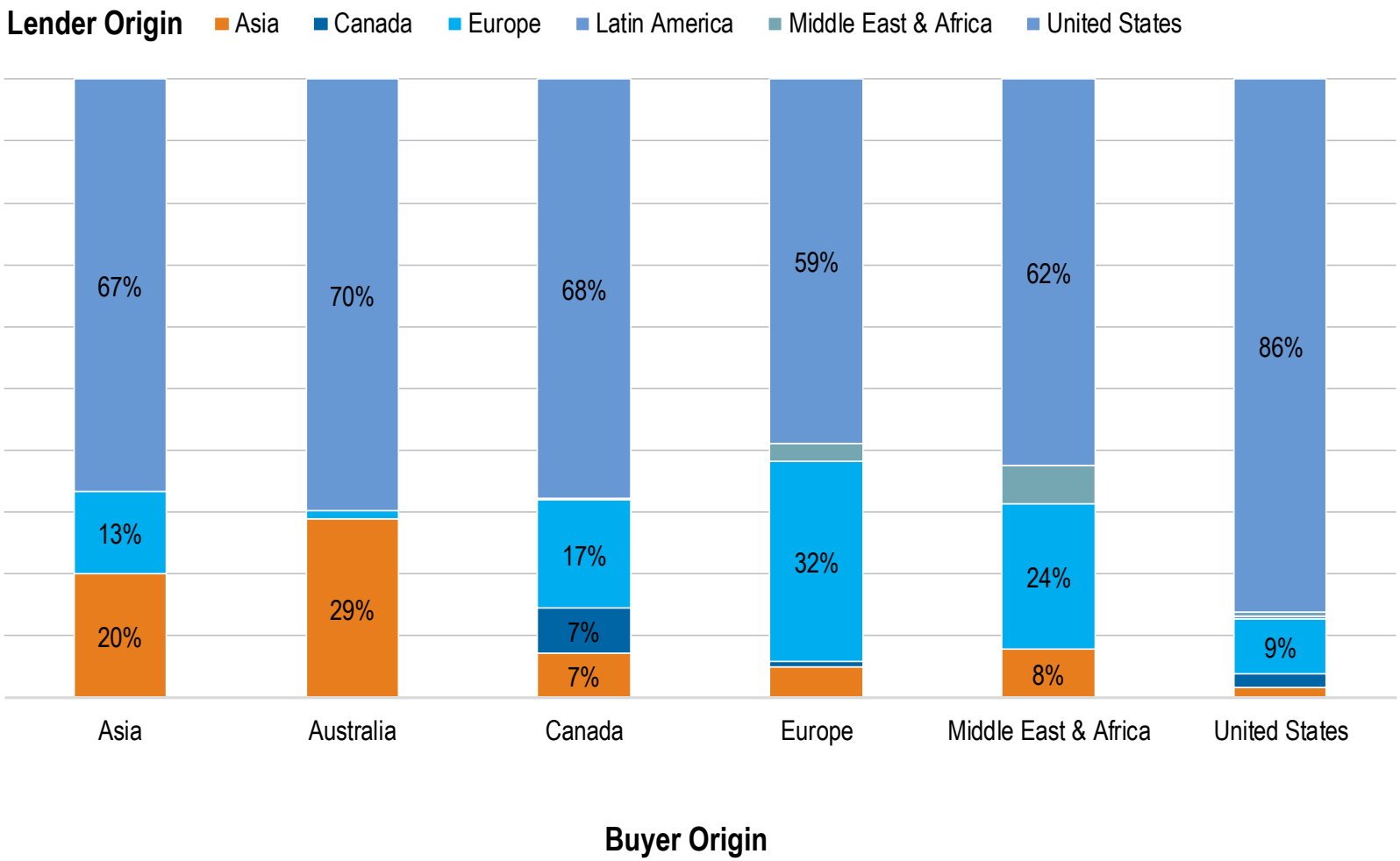
THIS TIME IT IS DIFFERENT?

Origin of Debt Capital by Buyer Region



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Thank You!

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