

INVESTOR PULSE SURVEY

WHAT IS HAPPENING TO REAL ESTATE VALUES AND DEMAND?

RBC Capital Markets Real Estate Group conducted a survey of Canada's top real estate investors in September 2020 to gauge their views and evolving strategies on the national real estate investment market. We are pleased to share with you a summary of the survey results below.



Which of the following best describes your investment strategy with respect to Canadian real estate for the balance of 2020?





What would you consider the greatest challenge to pursuing new investments in Canadian Real Estate in 2020?

THE PULSE Buyers view uncertainty

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Buyers remain interested in Canadian investment opportunities but will be more selective

In a post-COVID world, how has your view of global real estate changed?



14%

More bullish

on global

markets;

diversification

continues to

be important







26% More bullish on Canadian markets; prefer to

invest close

to home

No change

12% 21% Less bullish Less bullish on Canadian on global markets; markets; concerned concerned about global about future trade and growth prospects geopolitical

dynamics

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Heightened geopolitical risk abroad will cause some Canadian investors to stay at home in 2020

of NOI to be the biggest to establish value benchmarks Uncertainty of NOI obstacle in 2020

For which property types would you rank yourself as a "net buyer" in 2020?





THE PULSE Canadian investors want more development



How would you

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