PRIVATE REAL ESTATE IN DEFINED CONTRIBUTION SURVEY

2025

A comprehensive study of DC capital raising, structuring and enterprise metrics in the real estate investment management industry

DCREC
DEFINED CONTRIBUTION REAL ESTATE COUNCIL

NAREIM
The business of real estate investment management

NCREIF

PREA
pension real estate association

The Private Real Estate in DC Survey 2025

The Private Real Estate in Defined Contribution (DC) Survey is the only comprehensive study delving deeply into defined contribution capital raising, structuring, organizational metrics and best practices of real estate investment managers.

Produced for the fifth year, the Private Real Estate in Defined Contribution Survey is released in partnership with DCREC (the Defined Contribution Real Estate Council), NAREIM (the National Association of Real Estate Investment Managers), NCREIF (the National Council of Real Estate Investment Fiduciaries) and PREA (the Pension Real Estate Association).

The Survey covers:

- Scale and growth of DC offerings and the management of DC real estate vehicles
- Breakdown of trends, including DC real estate capital flows from 2020 through year-end 2024
- Organizational resources currently used and planned for the future in supporting DC real estate strategies

Representing more than $1.3 trillion in gross AUM and a cross-section of the industry in terms of size, strategy and geography, 21 real estate investment management firms in the US responded to the Private Real Estate in Defined Contribution Survey 2025 between May and July 2025. Assets are represented as of December 31, 2024.

The information in this report is not intended to provide, and should not be relied upon for, investment advice or recommendations. The information and materials contained in this report are provided "as is" and "as available" and as such, DCREC, NAREIM, NCREIF and PREA do not warrant the accuracy, adequacy or completeness of this information and materials and expressly disclaims liability for errors or omissions in this information and materials. This information has been prepared solely for the persons to whom it is delivered. The information contained herein is strictly confidential and, accordingly, may not be reproduced, distributed or published by any recipient for any purpose without prior written consent.

Diane Smola & Brandon Millen
Co-Presidents, **DCREC**

Dan Dierking
President, **NCREIF**

Reesa Fischer
CEO, **NAREIM**

Zoe Hughes
CEO, **PREA**

DCREC (the Defined Contribution Real Estate Council) was formed in 2012 to promote the inclusion of investments in direct commercial real estate and real estate securities, including REITs, within defined contribution plans. Its goal is to improve participant outcomes by furthering education about, advocacy for, and best practices of such investments. Members include many of the leading providers of real estate investment products to the defined contribution marketplace.

NAREIM™ (the National Association of Real Estate Investment Managers™) is the industry association dedicated to the business and organizational strategy of real estate investment management. Founded in 1990, NAREIM represents more than 100 management firms with combined assets under management of more than $3 trillion. Our focus is on peer-to-peer networking, where the only conversations are candid and brutally honest.

NCREIF (the National Council of Real Estate Investment Fiduciaries) serves the institutional real estate investment community as a non-partisan collector, validator, aggregator, converter and disseminator of commercial real estate performance and benchmarking information. With over 500 members, NCREIF collects both property and fund level information from its members on a quarterly and monthly basis, brings members together for two conferences a year and provides educational training and development.

Founded in 1979, **PREA** (the Pension Real Estate Association) is a non-profit trade association for the global institutional real estate investment industry. PREA serves its members engaged in institutional real estate investment through the sponsorship of objective forums for education, research initiatives, membership interaction and the exchange of information.

Table of contents

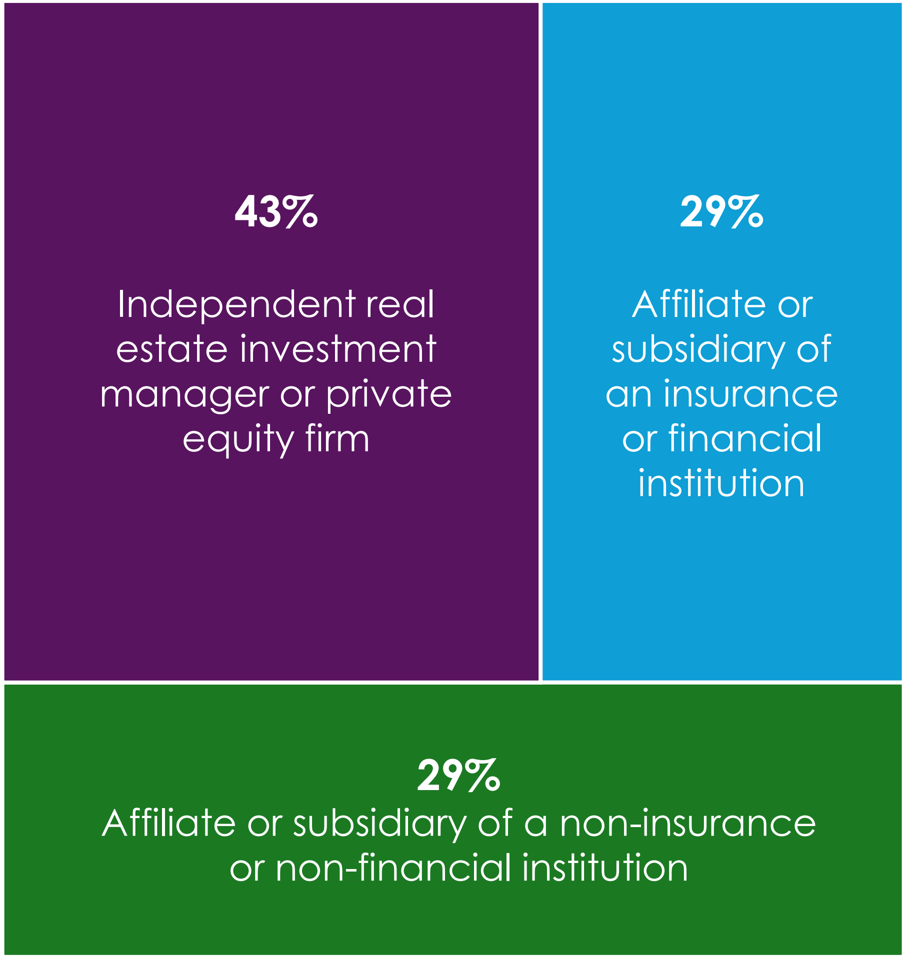
MANAGER DEMOGRAPHICS

This section of the report provides summary demographic information for the manager survey respondent group, including an overview of their organization type and current DC strategies. Specific data presented includes the following:

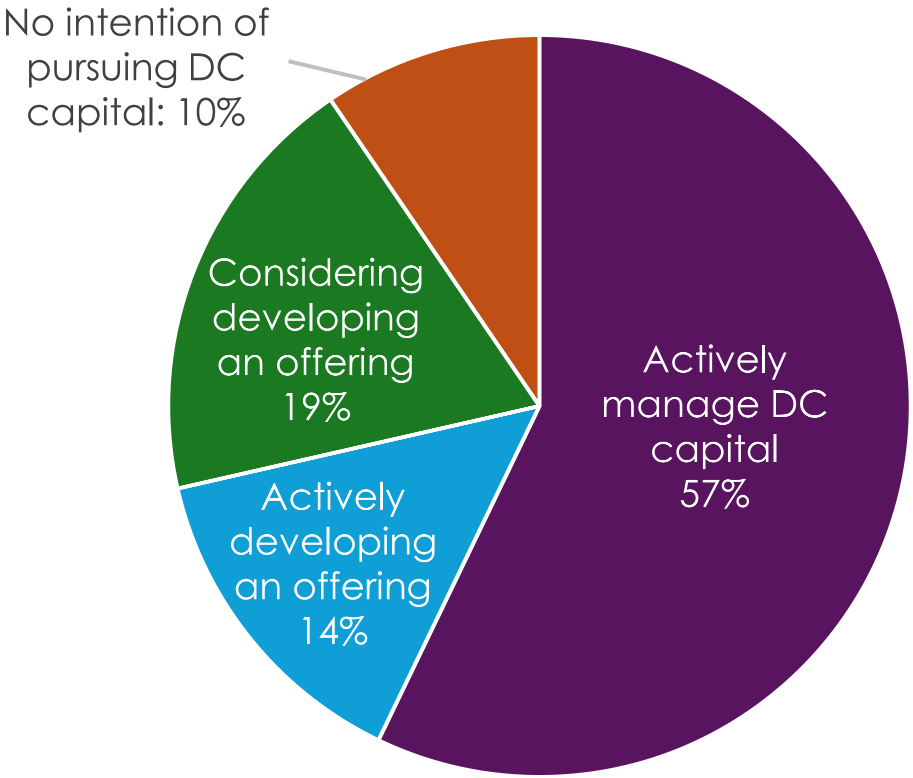
- Organization type (independent manager, affiliate/subsidiary)
- Current efforts in the DC space
- Timeline for launch for firms considering DC products

Manager demographics

MY ORGANIZATION IS BEST DESCRIBED AS:
Number of respondents: 21



MY ORGANIZATION'S CURRENT EFFORTS IN THE DC MARKET CAN BE BEST DESCRIBED AS:
Number of respondents: 21



Of the 19% of firms considering developing a DC product, 75% expected to be ready to launch within 3 years and 25% expect to be ready in 3-5 years.

DC CAPITAL FLOWS

In this section, the Defined Contribution Survey reports capital raised from DC investors for all private real estate strategies, including dedicated DC real estate vehicles as well as traditional institutional real estate vehicles. Specific data presented includes the following:

- Inflows and outflows
- Total DC capital flows
- Inflows from new investors
- Inflows from new investors by type of vehicle
- Inflows by vehicle type
- Outflows by vehicle type
- DC capital in open-end funds

Note: The history of flows in dedicated and institutional products reported in this Survey are not directly comparable to those in prior surveys owing to reclassifications of historical flows by some respondents.

Net AUM of DC capital in real estate

According to the 2025 Survey and an analysis of DC capital held within institutional real estate open-end funds, there was more than $45bn of net AUM of DC capital invested in private real estate as of the end of December 2024. That comprised $37.5bn of net AUM invested in dedicated real estate DC vehicles and $7.8bn of net AUM of DC capital in institutional open-end funds.

$45.3bn

Total net AUM of DC capital in private real estate, as of December 31, 2024 (1)

$37.5bn

Total net AUM invested in dedicated real estate DC vehicles (1)

$7.8bn

Total net AUM of DC capital in institutional open-end funds (2)

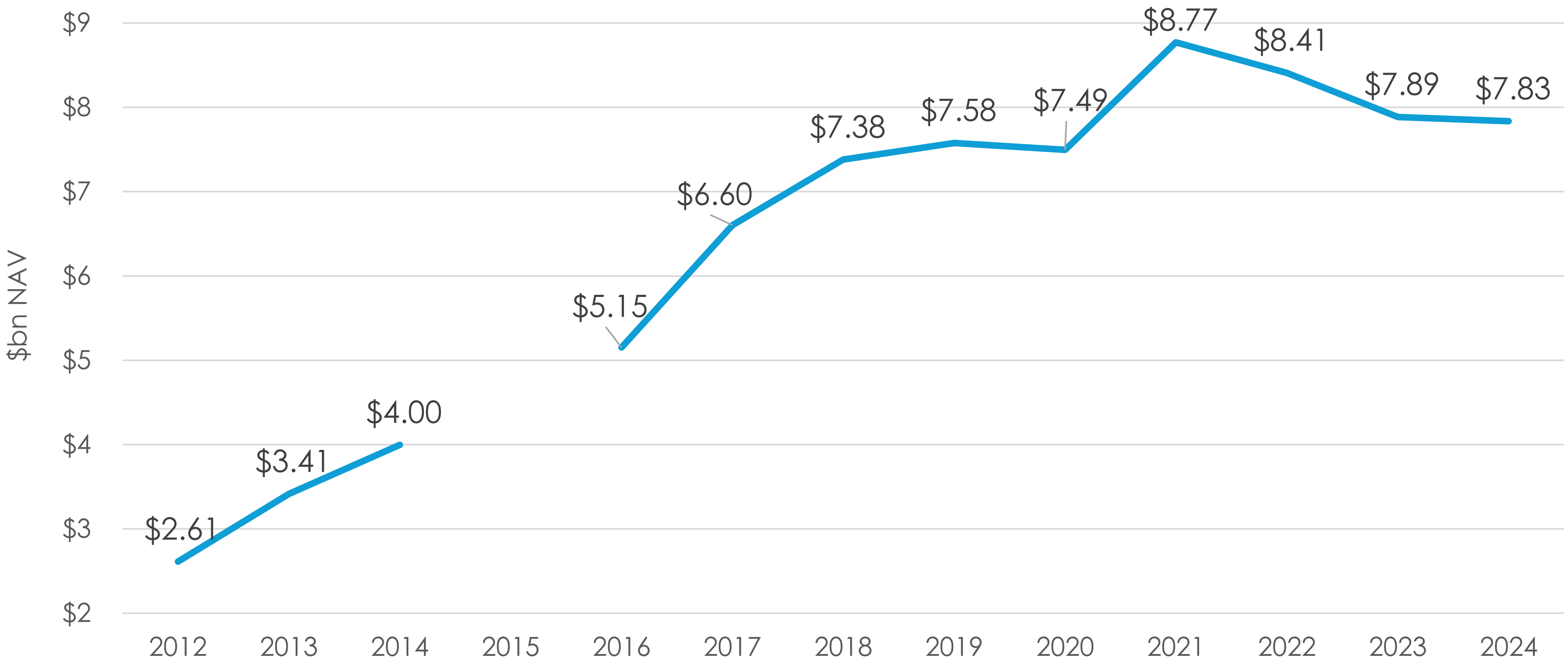
Source:

1. *Net AUM invested in dedicated real estate DC vehicles, the Private Real Estate in Defined Contribution Survey 2025. Note, the AUM invested in dedicated real estate vehicles is not comparable to past surveys owing to changes in the classification of participant responses.*
2. *Net AUM of DC capital in institutional open-end funds: 2025 PREA Investor Composition Survey of Core, Diversified Funds*

DC capital in open-end funds

DOLLARS OF NET ASSET VALUE FROM DC CAPITAL SOURCES HELD IN CORE, DIVERSIFIED OPEN-END FUNDS

Source: 2025 PREA Investor Composition Survey of Core, Diversified Funds

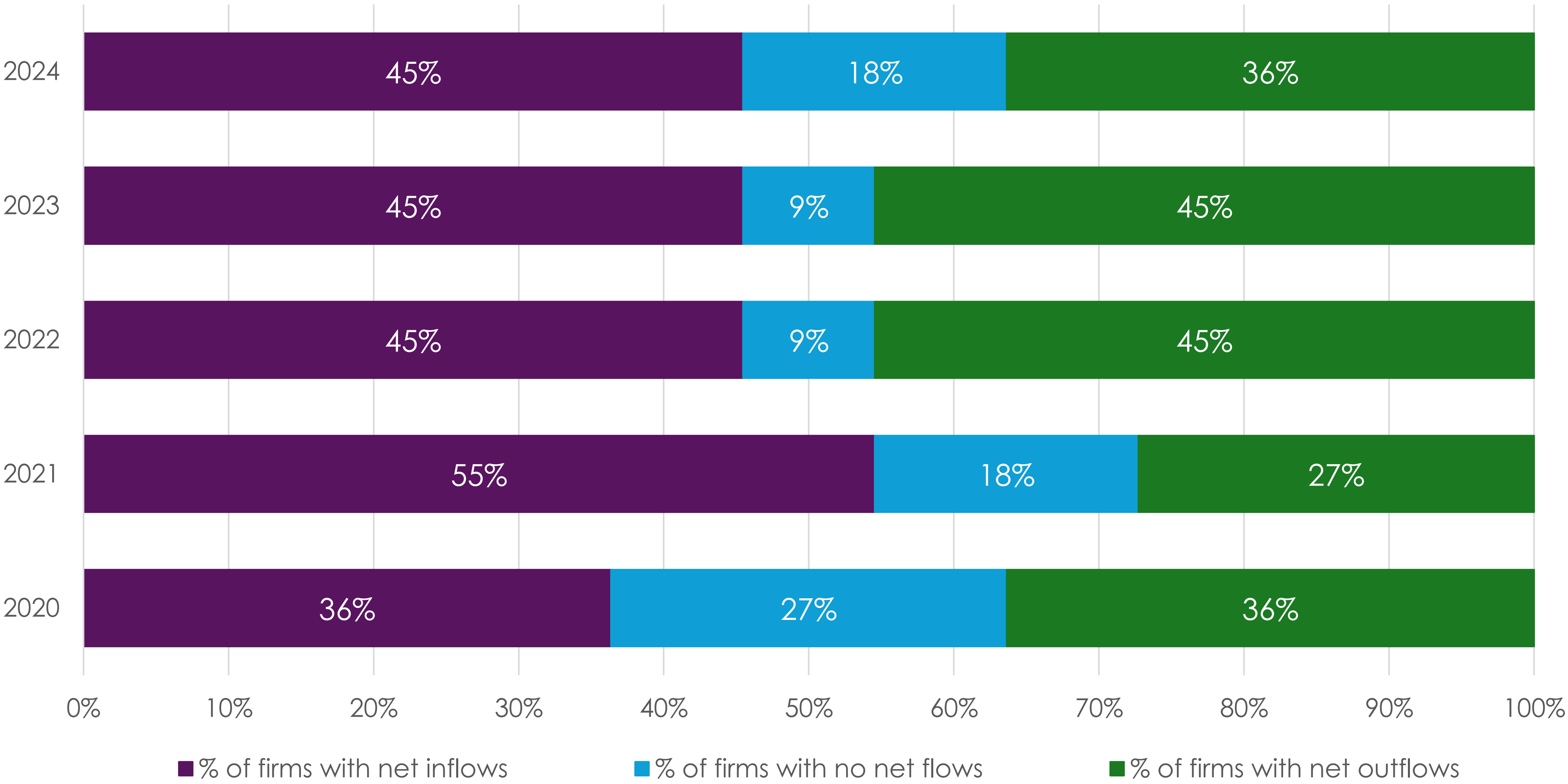


Data is not available for 2015. Based on funds in the MSCI/PREA ACOE Index. The sample of funds varies across years as some funds did not provide data for some years, and because of changes in the constituent funds in the index. Therefore, trends over time should be interpreted with caution.

DC capital flows: Inflows vs outflows

PERCENTAGE OF FIRMS EXPERIENCING NET INFLOWS vs NET OUTFLOWS

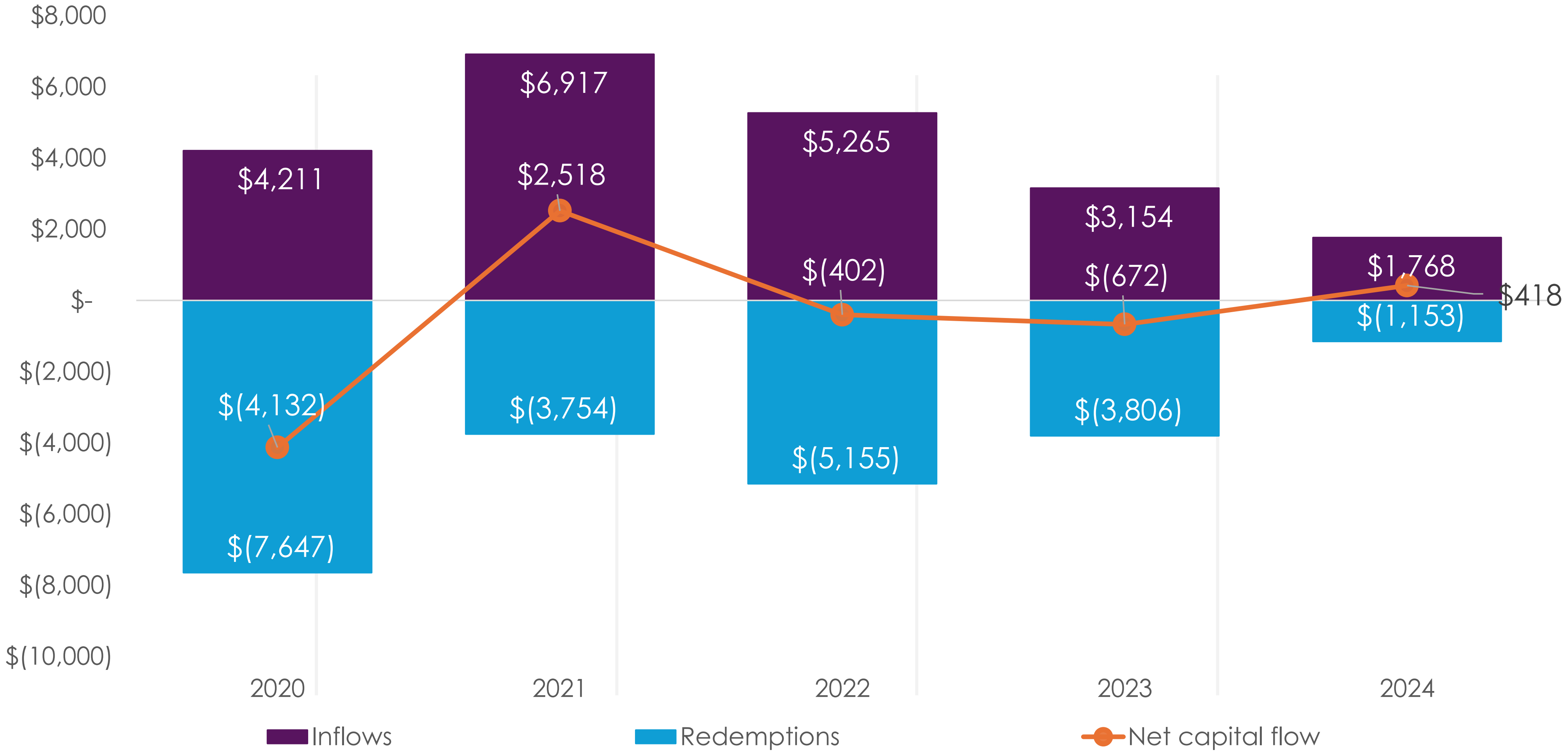
Number of respondents with active DC products: 11



Note: The history of flows in dedicated and institutional products reported in this survey are not directly comparable to those in prior surveys owing to reclassifications of historical flows by some respondents.

Total DC capital flows

TOTAL PRIVATE REAL ESTATE DC CAPITAL FLOWS OVER THE PAST FIVE YEARS($M)
Number of respondents with active DC products: 11



Note: The history of flows in dedicated and institutional products reported in this survey are not directly comparable to those in prior surveys owing to reclassifications of historical flows by some respondents.

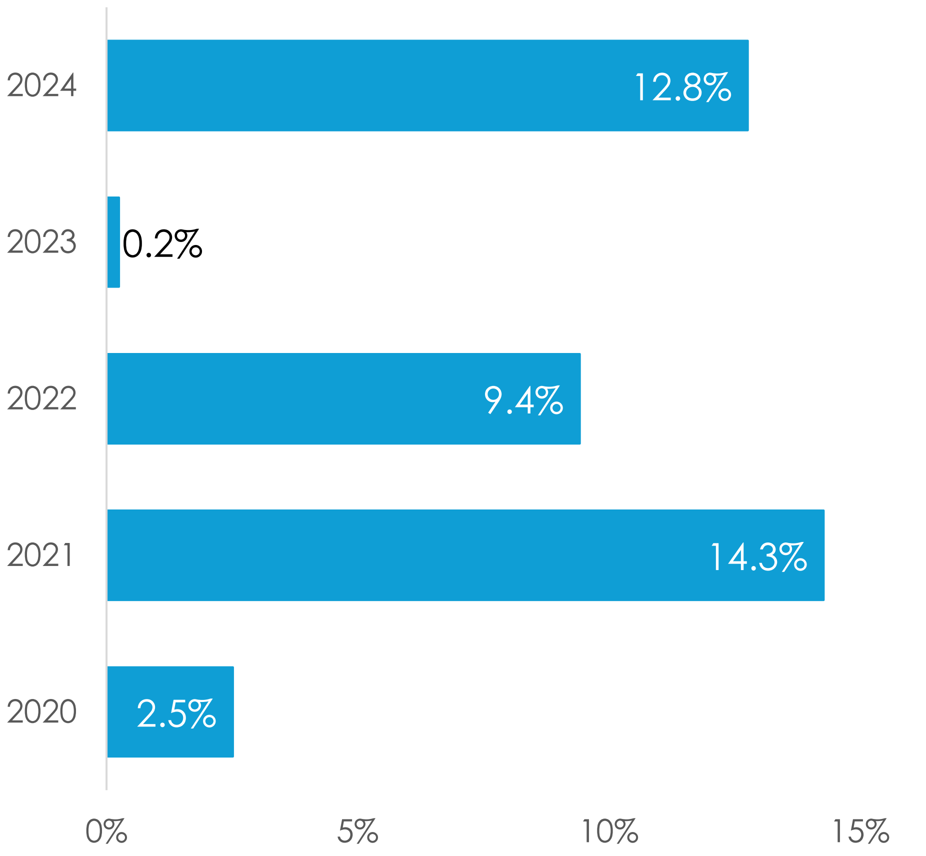
 The Private Real Estate in Defined Contribution Survey 2025.

DC capital flows: New investors

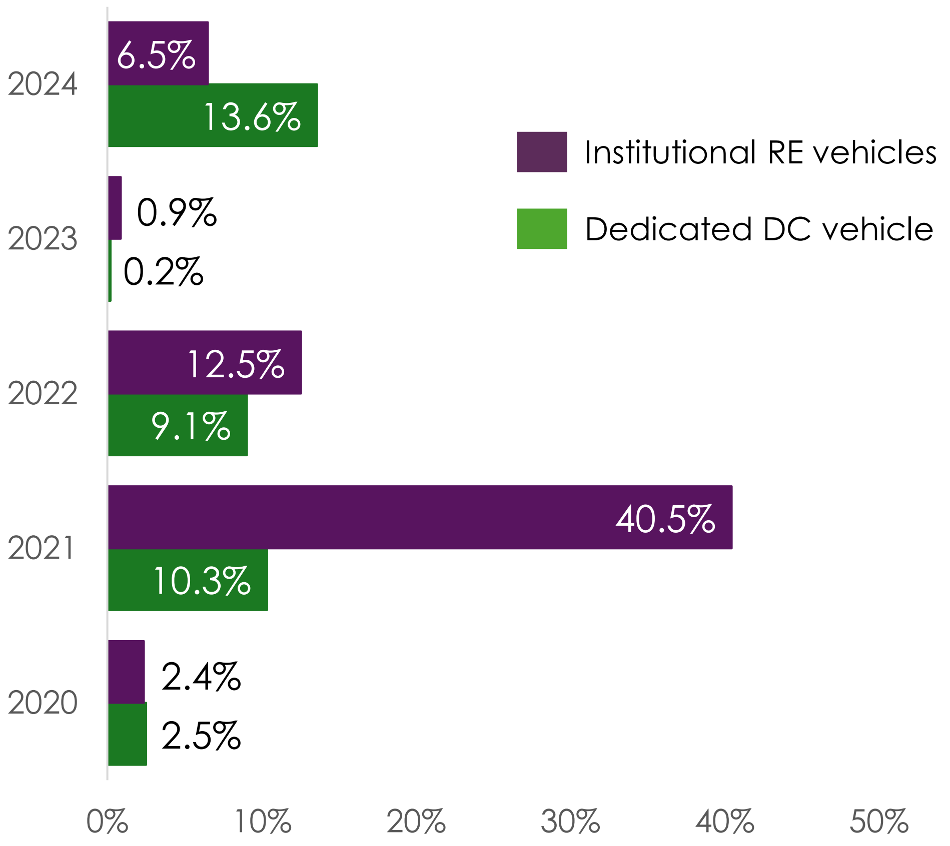
PERCENTAGE INFLOWS FROM NEW INVESTORS/MANDATES

Participants provided data on capital inflows from new investors to dedicated real estate DC vehicles as well as institutional real estate vehicles. Below the data is broken out into new investor inflows irrespective of vehicle and broken out into dedicated DC and non-dedicated vehicles. Note that these numbers are not directly comparable to figures in prior surveys owing to reclassifications of historical flows by some respondents. Number of respondents with active DC products: 11

% OF INFLOWS FROM NEW INVESTORS: ALL DC CAPITAL

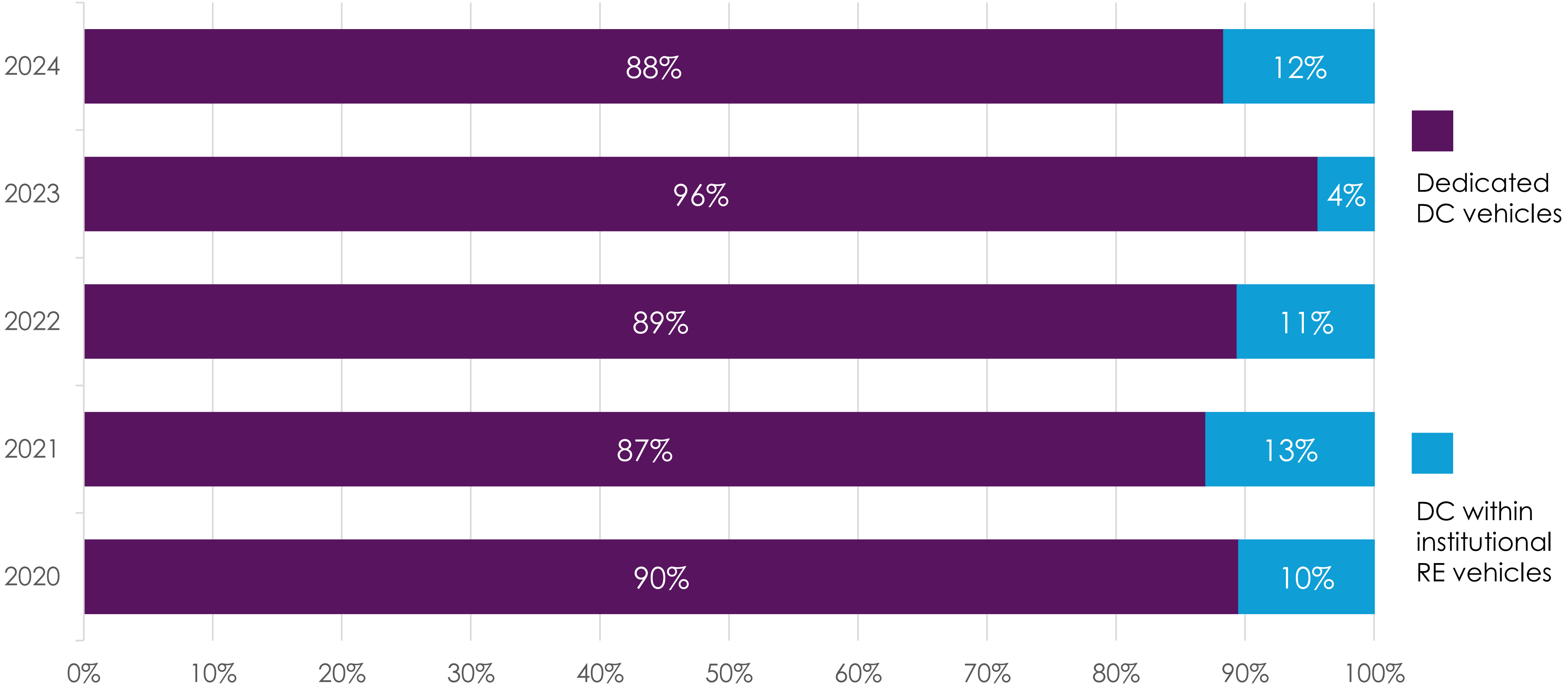


% OF INFLOWS FROM NEW INVESTORS: BY VEHICLE TYPE



DC capital inflows: By vehicle type

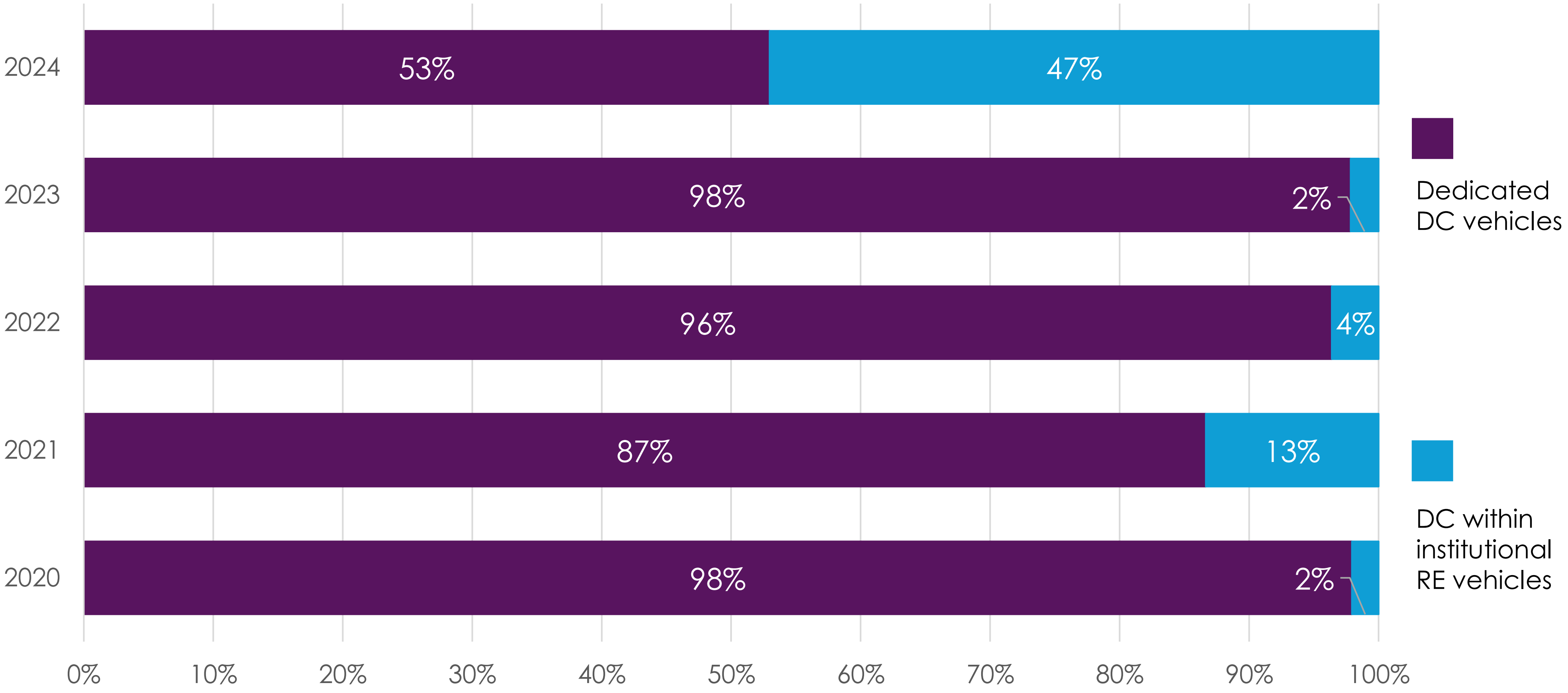
PERCENTAGE OF INFLOWS: BY TYPE OF VEHICLE
Number of respondents with active DC products: 11



The Private Real Estate Defined Contribution Survey 2025 collected data on DC capital flows into dedicated real estate DC vehicles, institutional real estate vehicles and retail funds. DC capital inflows to retail funds was insignificant. Note that these numbers are not directly comparable to figures in prior surveys owing to reclassifications of historical flows by some respondents.

DC capital outflows: By vehicle type

PERCENTAGE OF OUTFLOWS: BY TYPE OF VEHICLE
Number of respondents with active DC products: 11



The Private Real Estate Defined Contribution Survey 2025 collected data on DC capital flows into dedicated real estate DC vehicles, institutional real estate vehicles and retail funds. DC capital inflows to retail funds was insignificant. Note that these numbers are not directly comparable to figures in prior surveys owing to reclassifications of historical flows by some respondents.

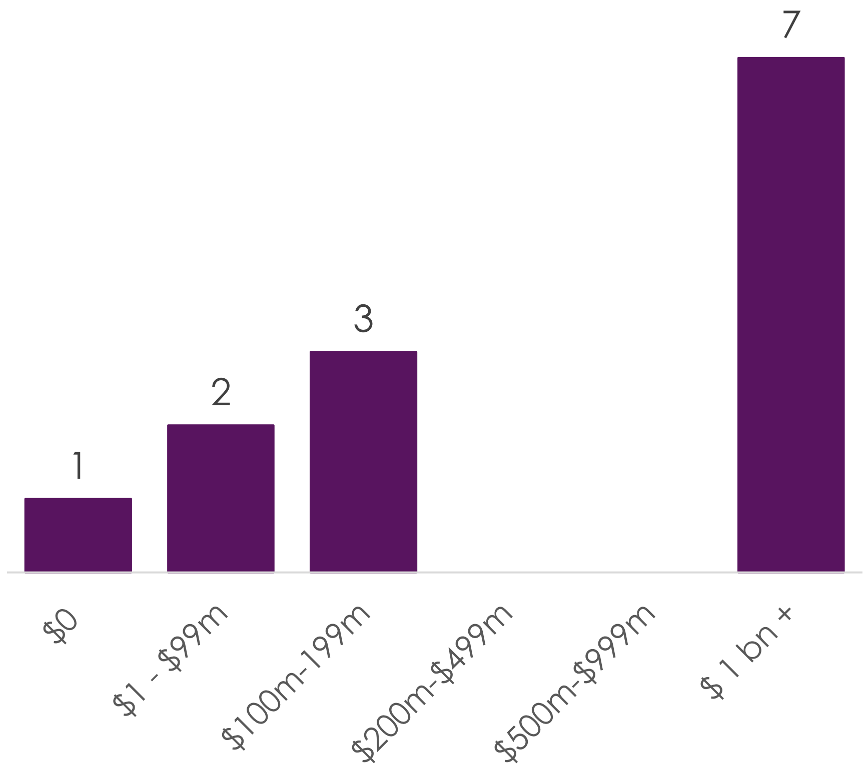
DC REAL ESTATE STRATEGIES

This section covers dedicated product offerings and strategies for the DC channel particularly related to AUM, target allocations and liquidity policies. Specific data presented includes the following:

- Total DC AUM held by dedicated DC real estate vehicles
- Distribution of DC AUM
- Target allocations
- Prevalence of liquidity caps
- Time periods for liquidity caps

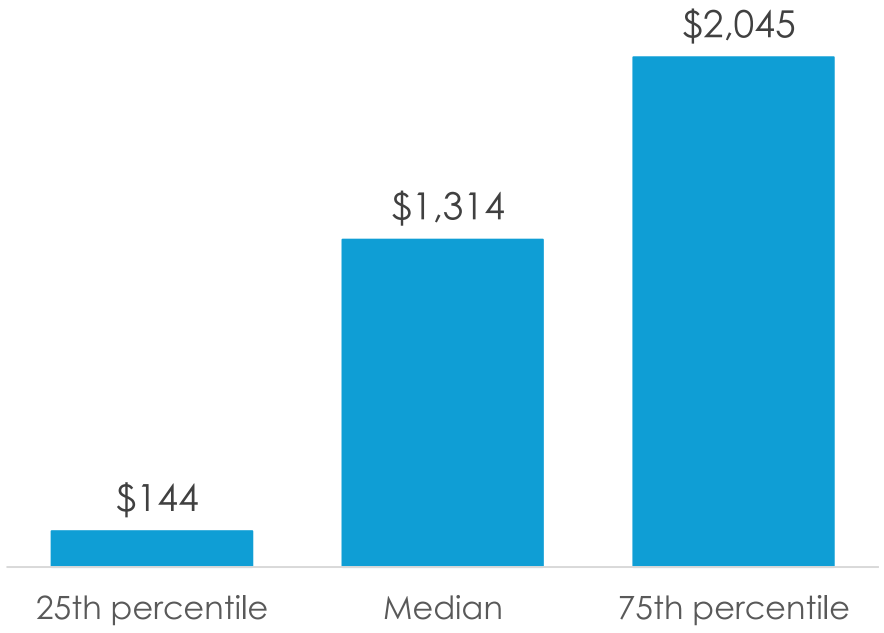
Distribution of DC AUM

AUM OF DEDICATED DC VEHICLES IN 2024
Number of vehicles: 13



Note: One vehicle was recently established and had no AUM at the time of reporting

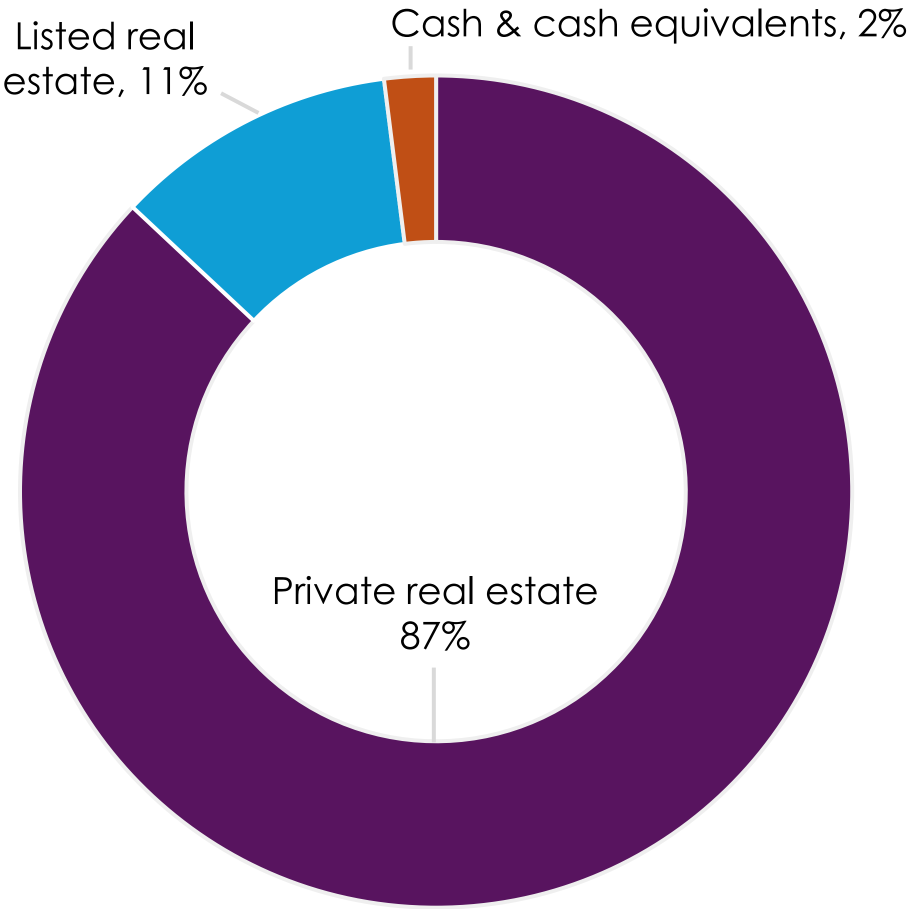
SIZE OF DEDICATED DC VEHICLES ($m)
Number of vehicles: 12



Note, this chart excludes one fund with zero AUM

Target allocations

AVERAGE TARGET ALLOCATIONS
Number of vehicles: 13



DISTRIBUTION OF TARGET ALLOCATIONS
Number of vehicles: 13

Real estate target allocation

25th percentile	84.8%
75th percentile	94%

REIT target allocation

25th percentile	0%
75th percentile	15%

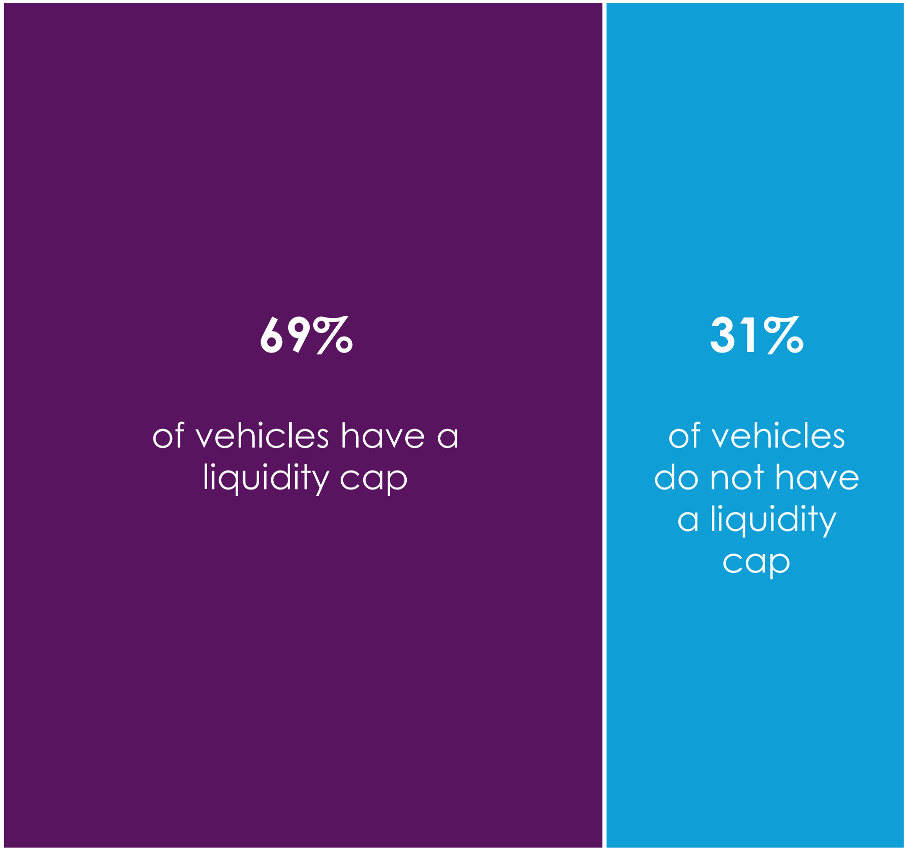
Cash equivalent target allocation

25th percentile	0%
75th percentile	2%

Liquidity

PREVALENCE OF LIQUIDITY CAPS

Number of vehicles: 13



DISTRIBUTION & TIME PERIOD OF LIQUIDITY CAPS

This data is reflective of the 69% of participants with liquidity caps

LIQUIDITY CAP

AVERAGE	9.6%
MEDIAN	10%

TIME PERIOD FOR LIQUIDITY CAPS

QUARTERLY	67%
LESS THAN QUARTERLY	33%

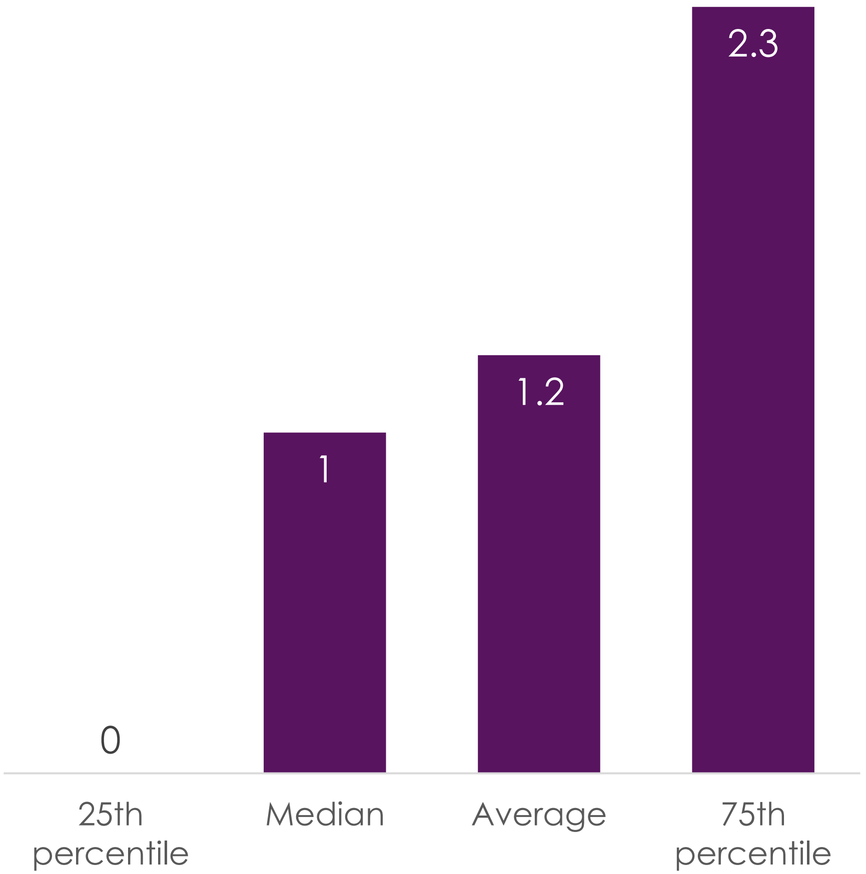
ORGANIZATIONAL RESOURCES

This section looks at how real estate investment managers are staffing their DC real estate strategies. Specific data presented includes the following:

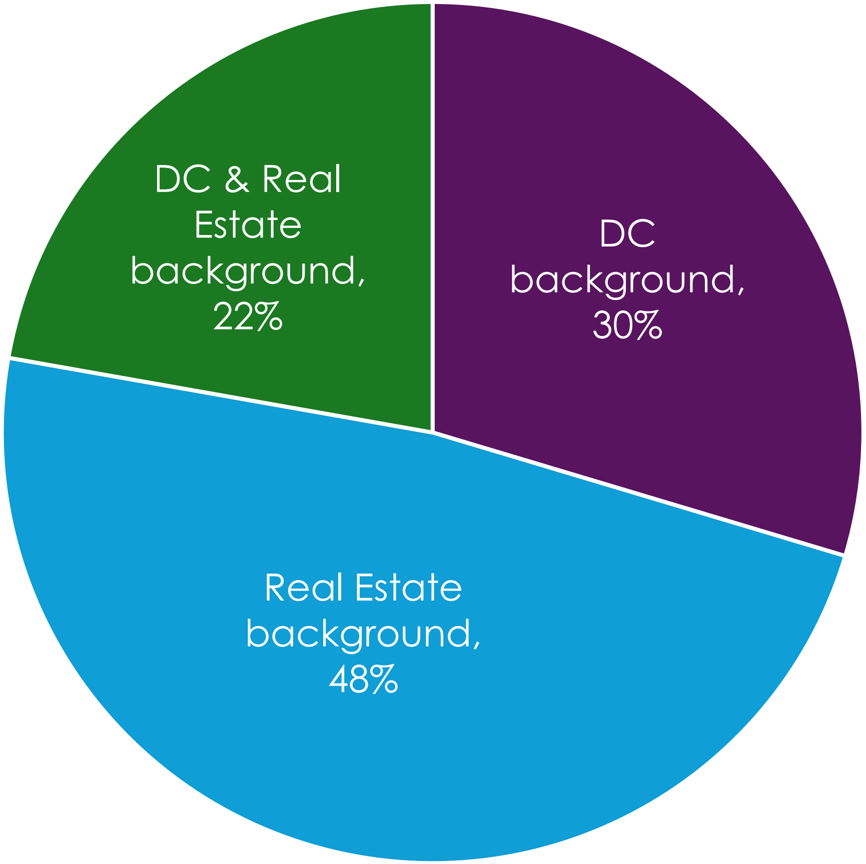
- Number of dedicated DC professionals
- Background of dedicated DC professionals
- DC capital raising strategies
- Time allocation of dedicated DC professionals
- Hiring plans

Employee resources: Dedicated to DC

NUMBER OF DEDICATED DC PROFESSIONALS
Number of respondents with active DC products: 11



BACKGROUND OF DEDICATED DC PROFESSIONALS
Number of respondents with active DC products: 11

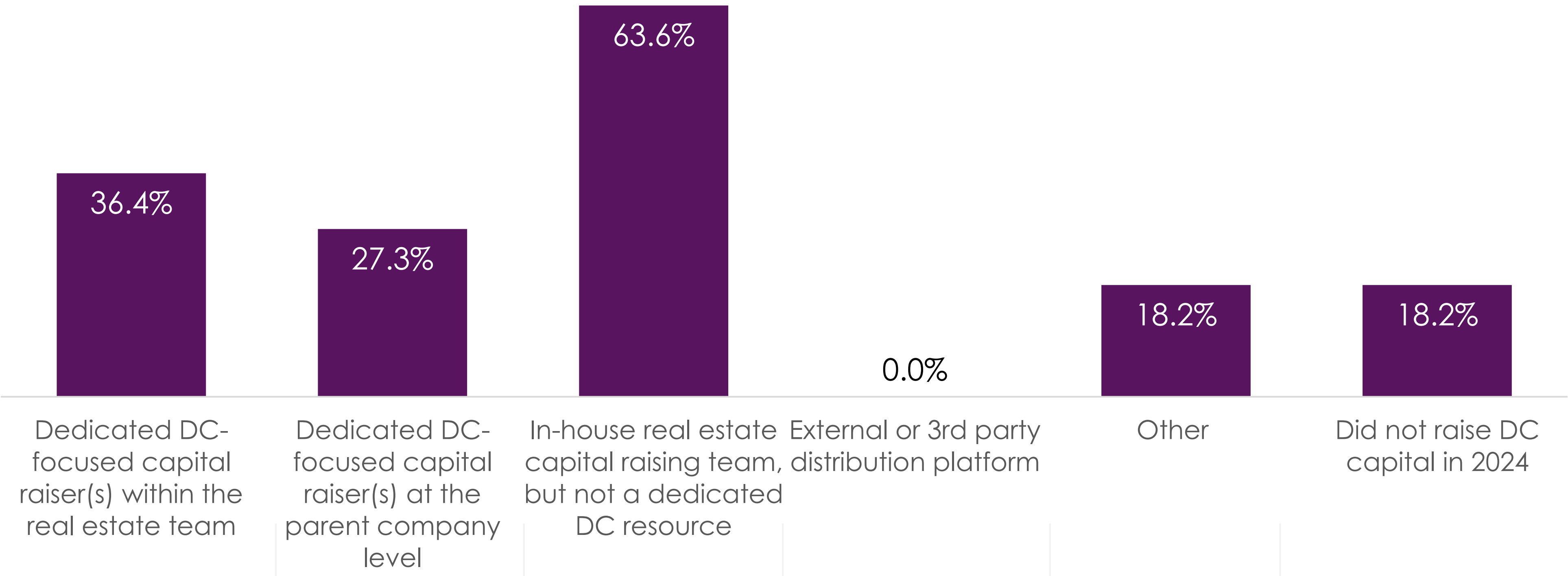


 The Private Real Estate in Defined Contribution Survey 2025.

Employee resources: DC capital raising

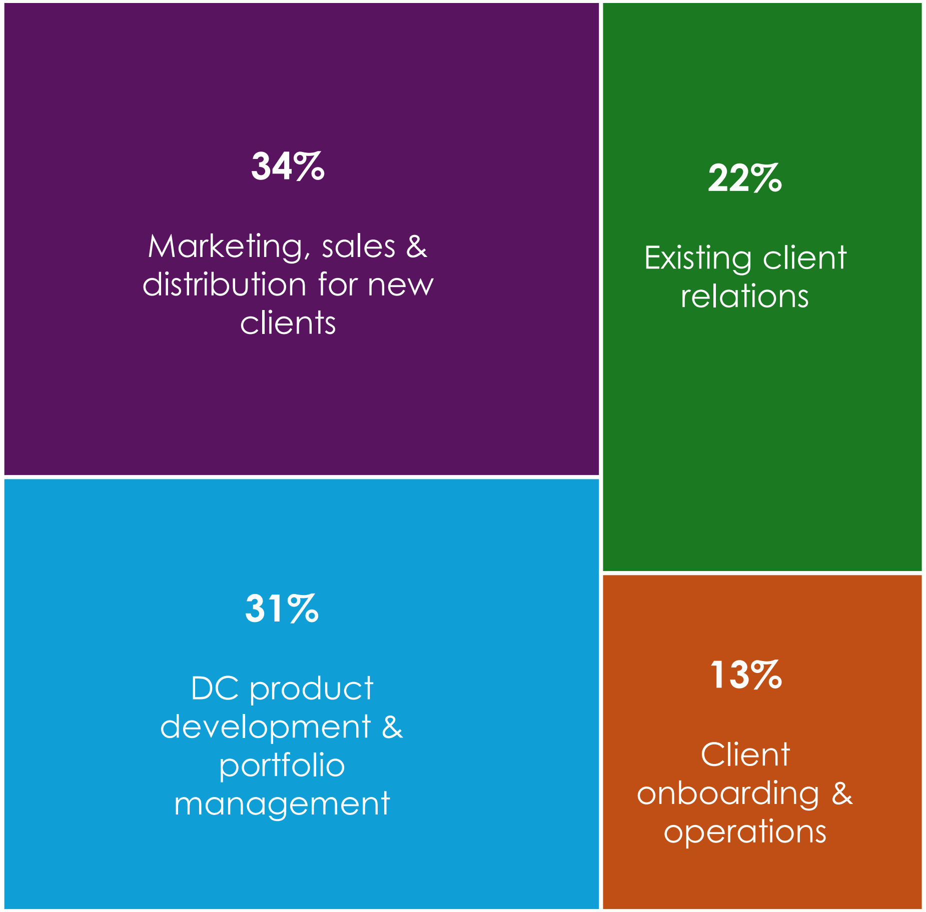
DC CAPITAL RAISING STRATEGIES, BY PERCENTAGE OF RESPONDENTS

Percentages may not equal 100% as firms may utilize more than one method. Number of respondents with active DC products: 11

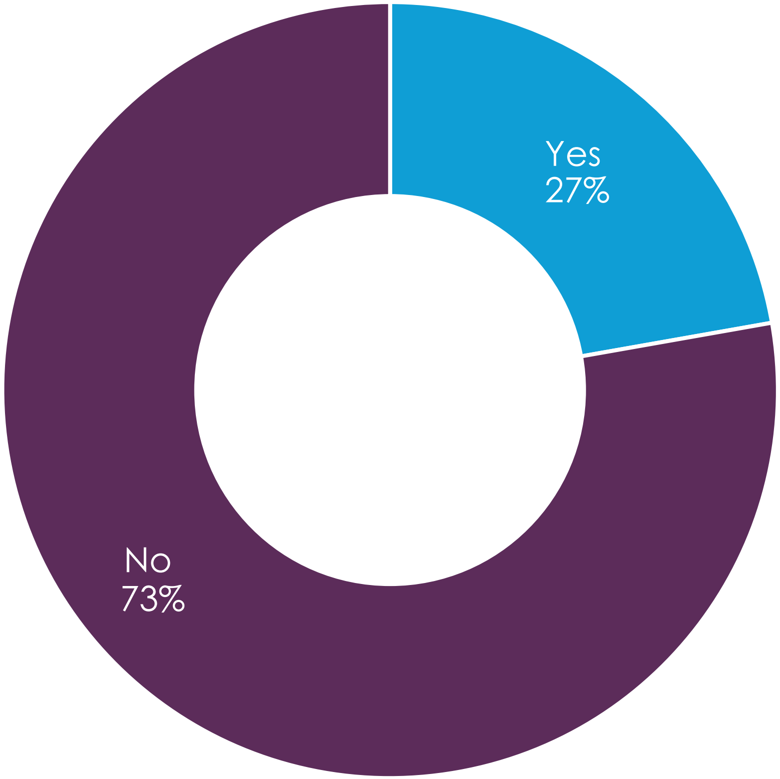


Employee resources: Responsibilities

TIME ALLOCATION OF DEDICATED DC PROFESSIONALS
Number of respondents: 6



HIRING PLANS: DO YOU ANTICIPATE ADDING TO THE DC PRODUCT TEAM IN THE NEXT 12 MONTHS?
Number of respondents: 6



Of the 27% of participants planning to increase headcount, all firms expected to increase by one DC professional

DCREC
215 E. Ridgewood Ave
Suite 201
Ridgewood, NJ, 07450
www.dcrec.org

NAREIM
1021 Broad St
Suite 1096
Shrewsbury, NJ, 07702
www.nareim.org

NCREIF
105 W. Madison
Suite 1313
Chicago, IL 60602
www.ncreif.org

PREA
100 Pearl St
13th Floor,
Hartford, CT, 06103
www.prea.org

DCREC DEFINED CONTRIBUTION REAL ESTATE COUNCIL

NAREiM The business of real estate investment management

NCREIF

PREA pension real estate association