

JUNE 24, 2015



IREI.COM
ROUND 1 UX DESIGN
SPECIFICATION

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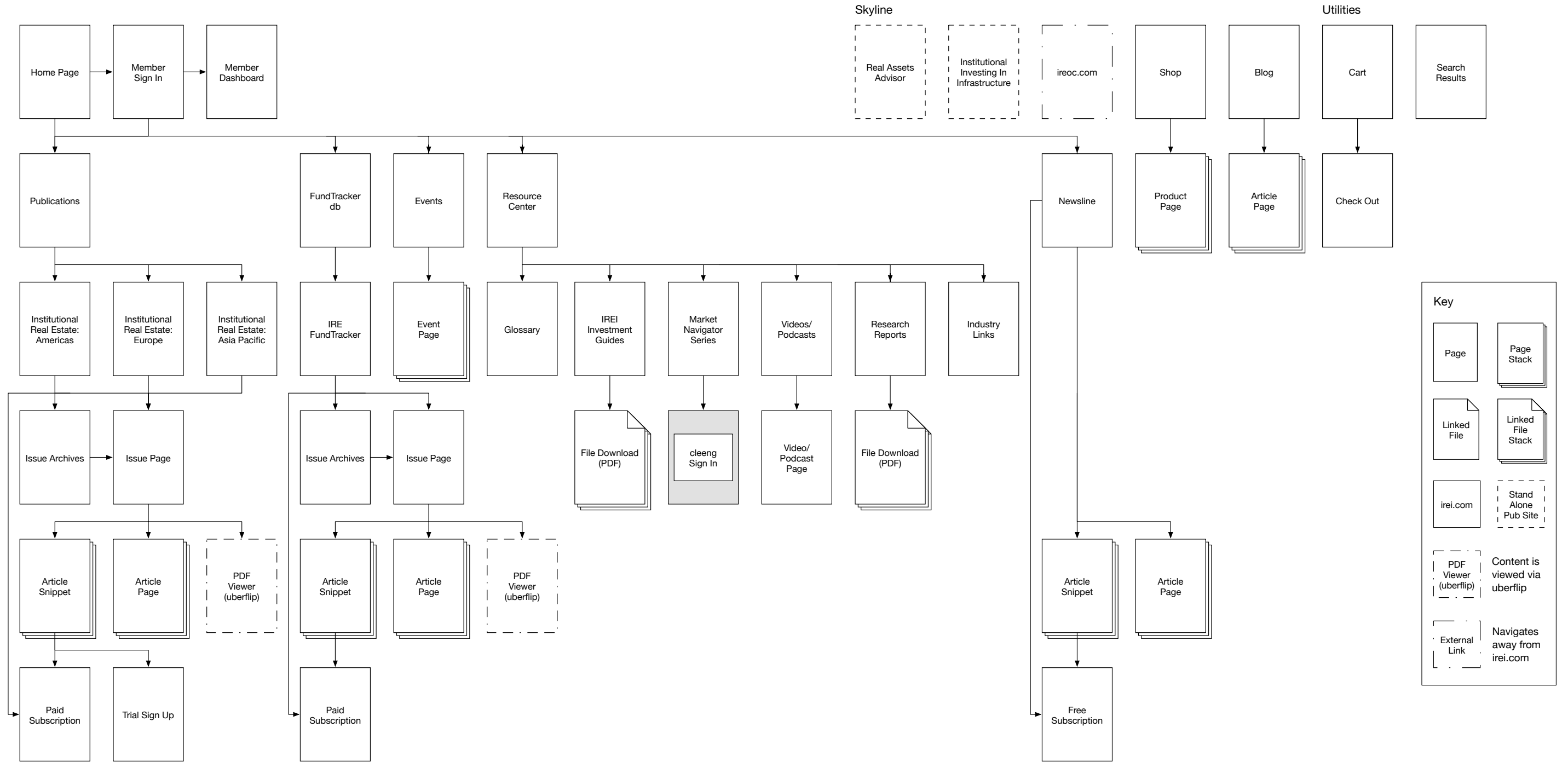
UX design specifications

The User Experience Design phase, or UX design, focuses on clarifying the structure and behavior of a web experience. Work is aimed at determining “what happens when I click or tap on this”, defining what should be on the page and illustrating content hierarchy. While it may indicate content display requirements, UX design does not specify visual appearance.

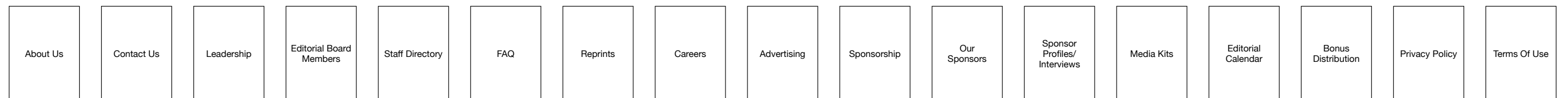
EMPHASIS ON CLARIFICATION

- Not visual design
- Illustrates content structure
- Clarifies and documents content requirements

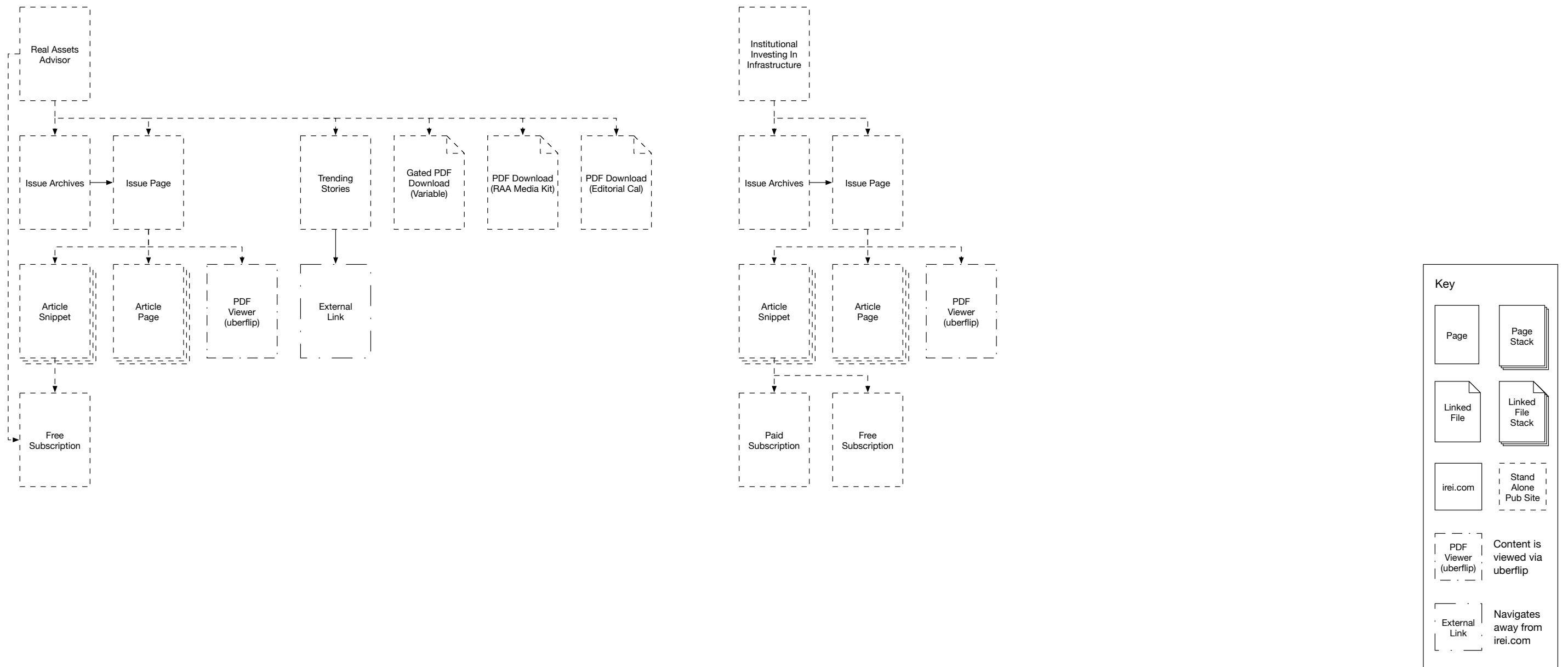
IREI.COM - INITIAL SITEMAP



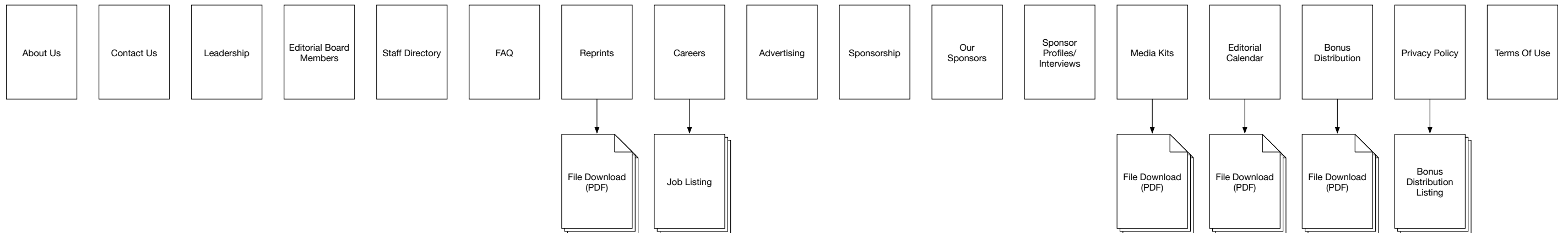
Footer



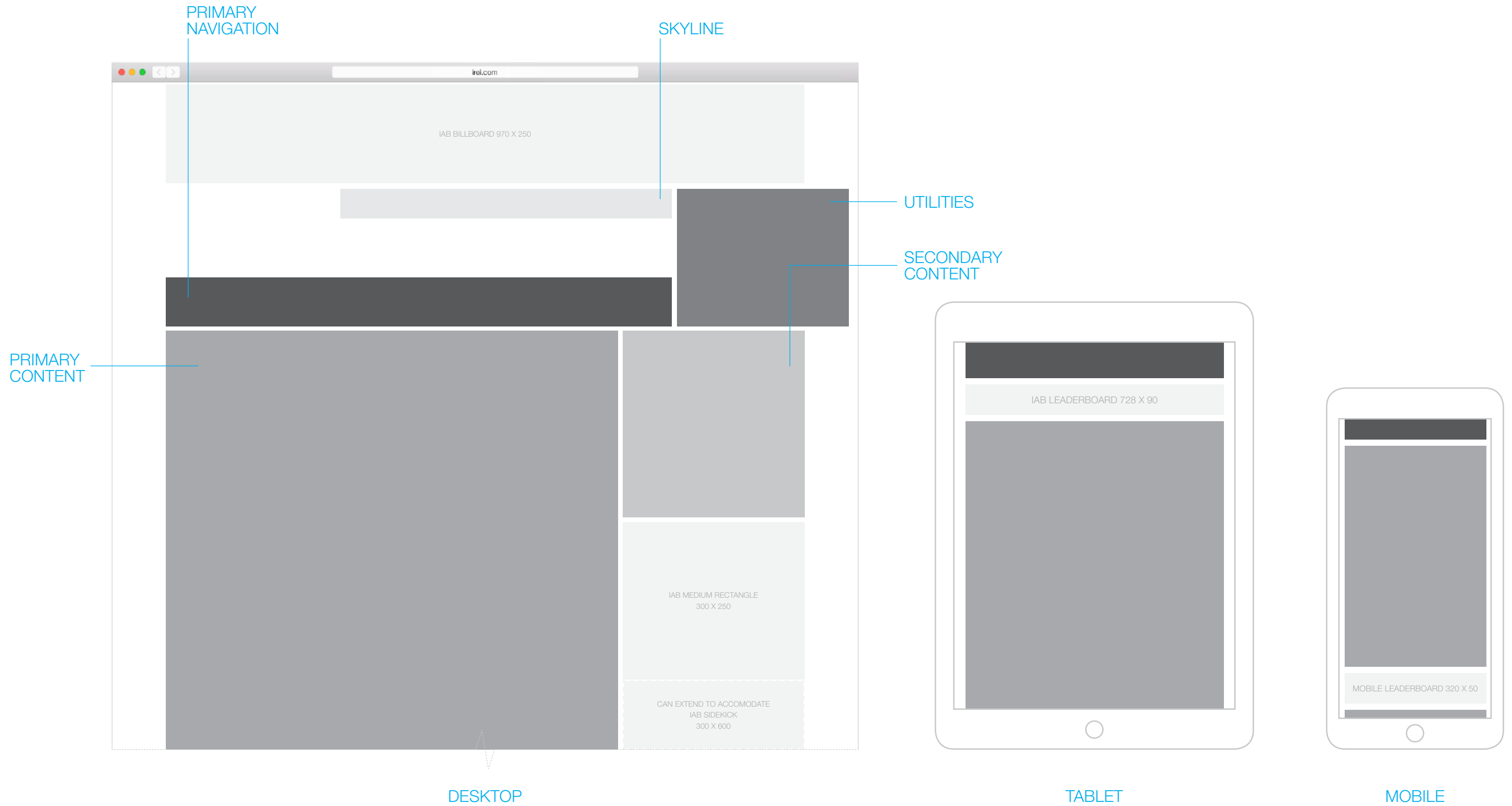
IREI.COM - INITIAL SITEMAP



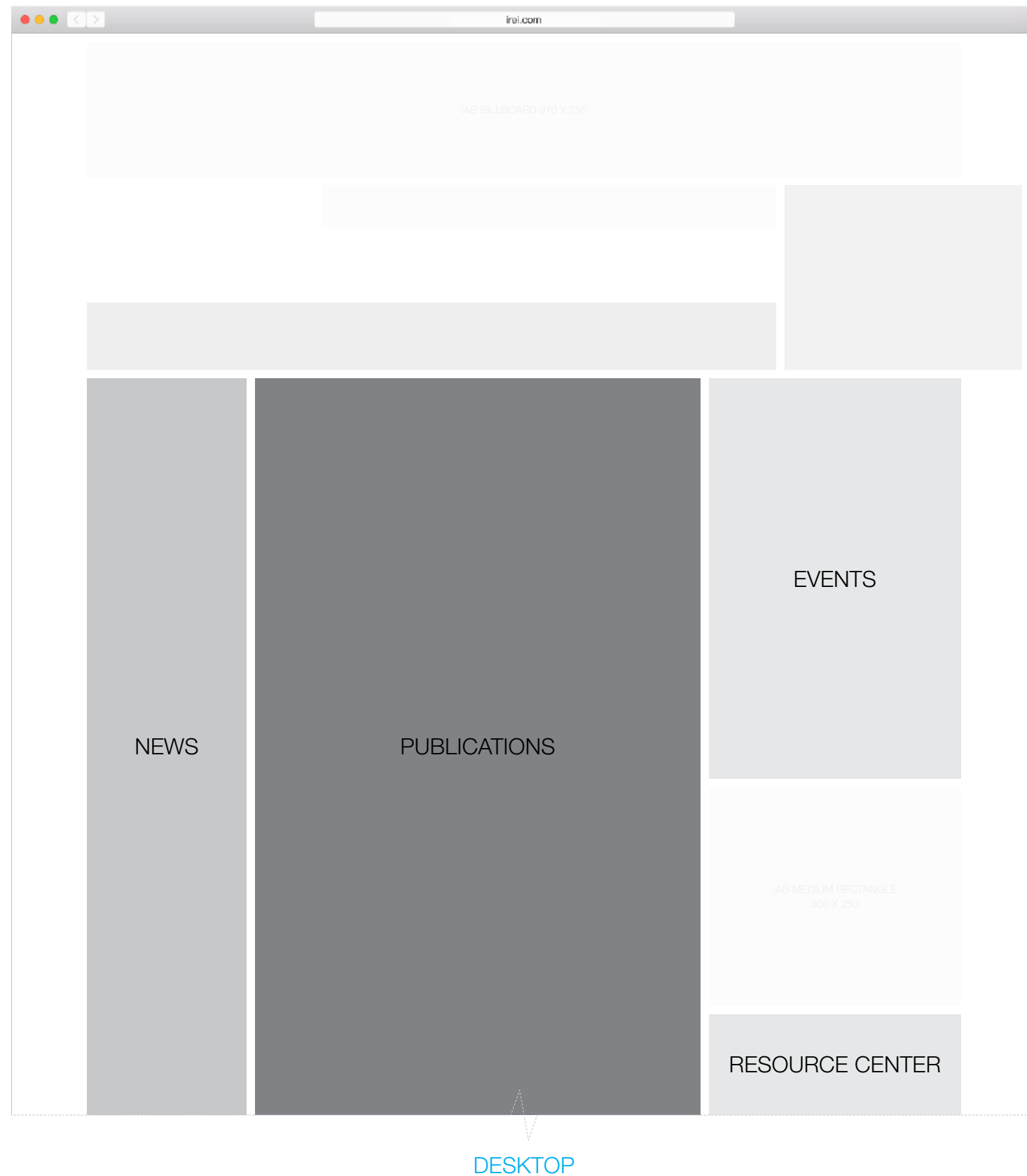
Footer



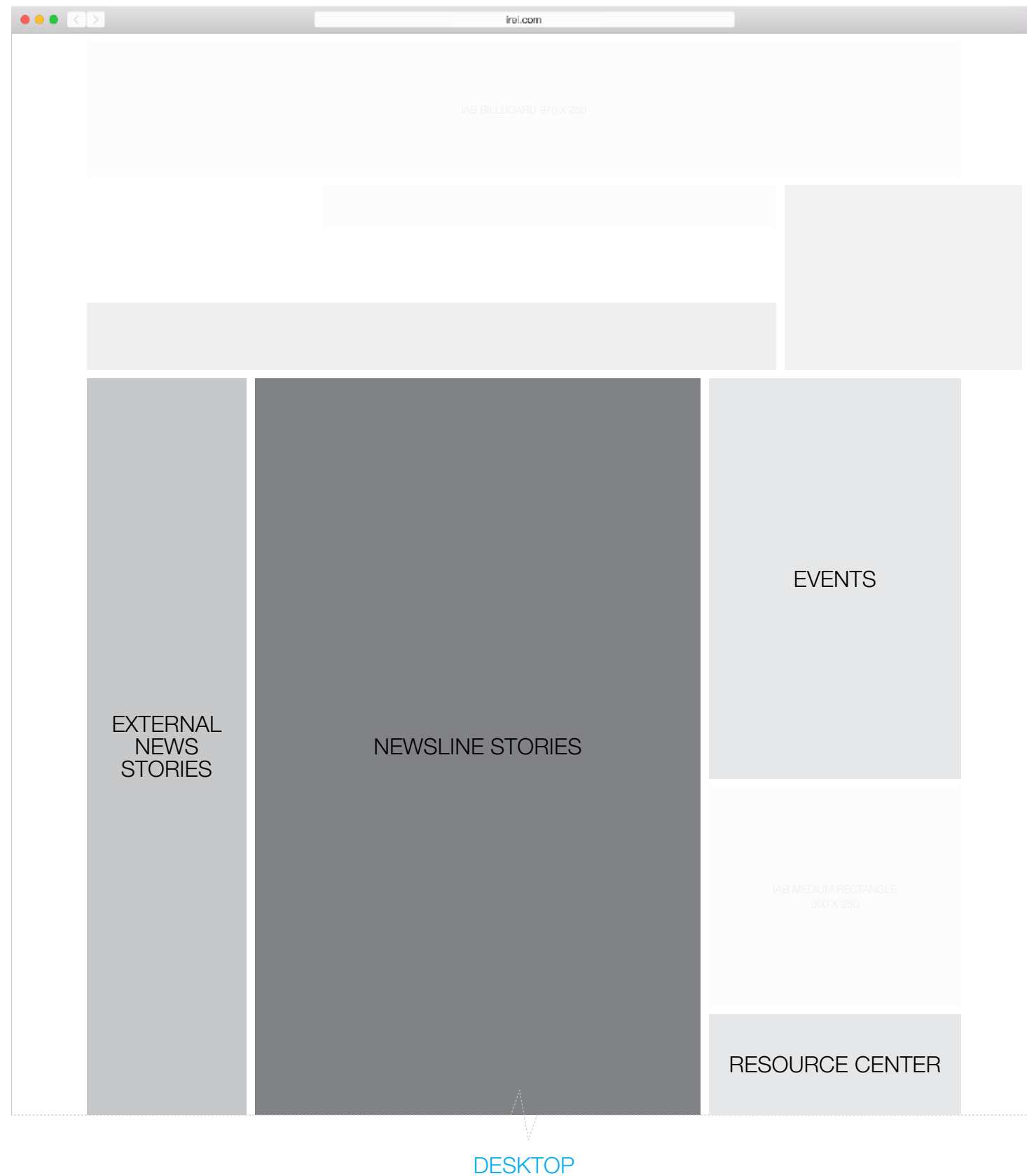
RESPONSIVE PAGE ANATOMY



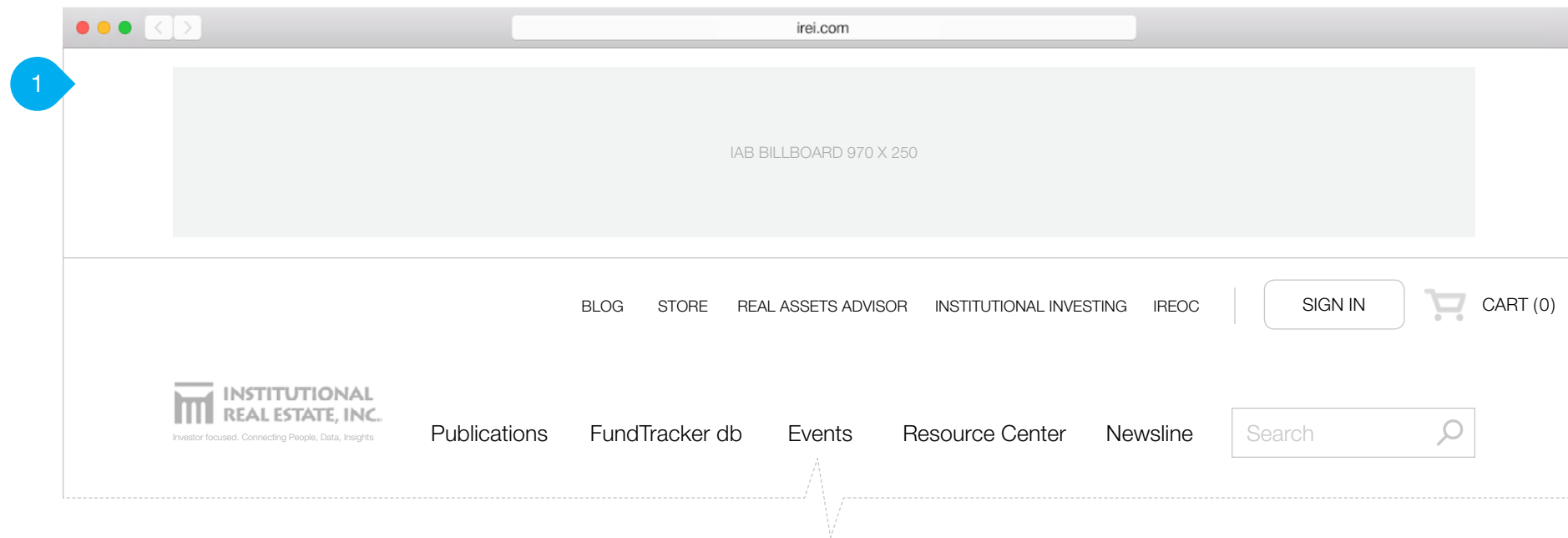
HOME PAGE CONTENT MAPPING



NEWSLINE LANDING PAGE CONTENT MAPPING



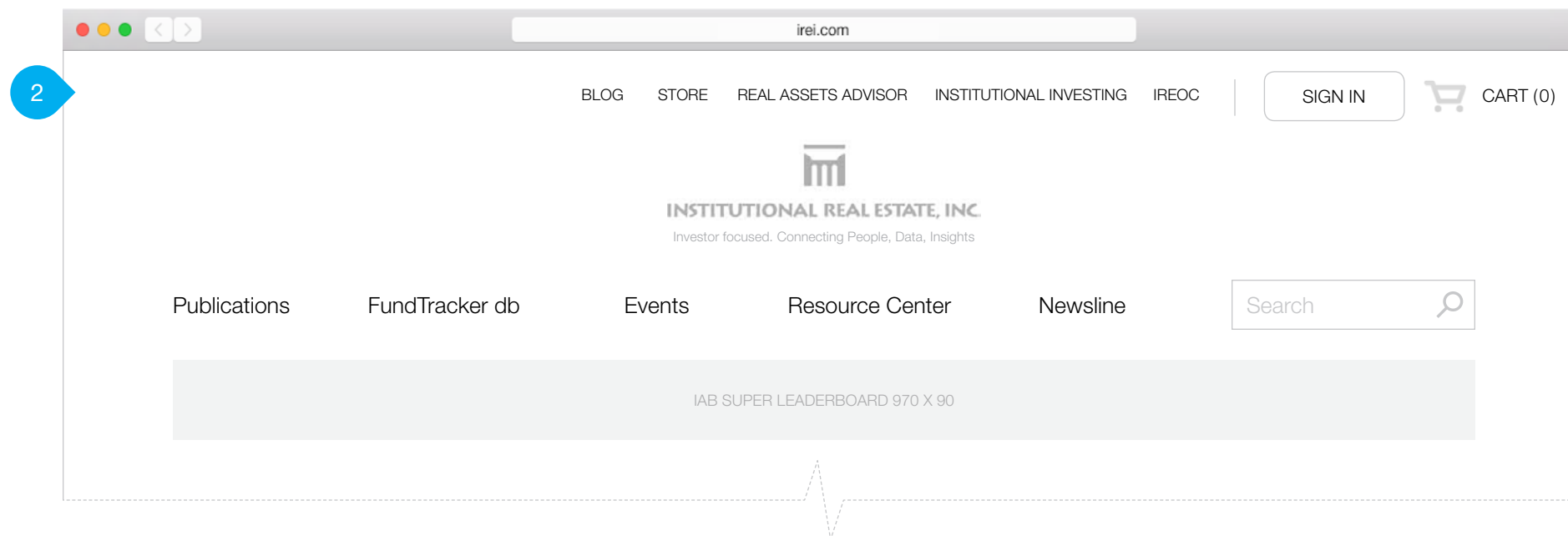
IREI.COM HEADER VARIATIONS



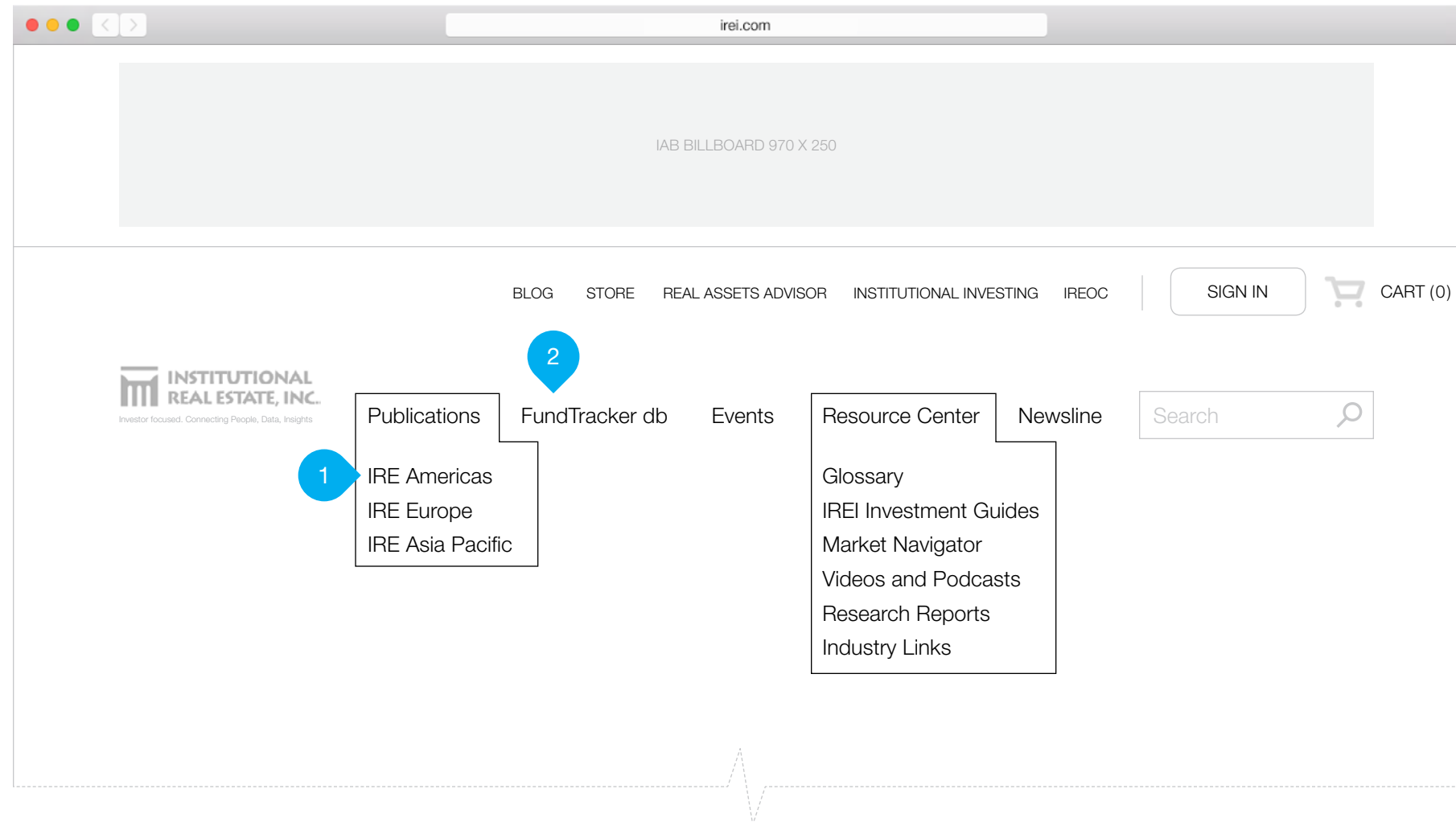
NOTES

1. Header variant A
Ad space is separated above main site content area.

2. Header variant B
Ad space is incorporated into page layout.



IREI.COM NAVIGATION FLYOUTS



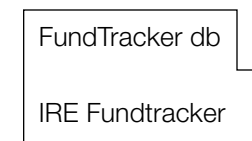
NOTES

1. Flyout navigation element

Clicks/taps on this element navigate the user to the corresponding current issue landing page.

2. FundTracker db flyout

Navigation element to IRE Fundtracker is nested under FundTracker db as illustrated.



IREI.COM GLOBAL FOOTER

The screenshot shows the footer of the IREI.COM website. It features the IREI logo and name at the top left. A list of navigation links is organized into two columns. A callout box on the right promotes the IREI mobile app, with buttons for the App Store and Google Play. At the bottom, there is a copyright notice, contact information, and social media icons for Facebook, Twitter, LinkedIn, and YouTube. Three blue callout bubbles with numbers 1, 2, and 3 point to specific elements: 1 points to the navigation links, 2 points to the app promotion box, and 3 points to the social media icons.

1

**INSTITUTIONAL
REAL ESTATE, INC.**

- About Us
- Contact Us
- Leadership
- Editorial Board Members
- Staff Directory
- Glossary
- Frequently Asked Questions
- Reprints
- Careers

- Advertising
- Sponsorship
- Our Sponsors
- Sponsor Profiles & Interviews
- Media Kits
- Editorial Calendar
- Bonus Distribution

2

Get the IREI app

Our app is free and available at the Apple iTunes App Store or Google Play. Apps are available for your iPhone, iPad and Android devices.

Available on the App Store

ANDROID APP ON Google play

3

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2274 Camino Ramon, San Ramon, California 94583 U.S.A. | Telephone +1 925-244-0500 | Fax +1 925-244-0520

f t in YouTube

NOTES

1. A place for tertiary content

Tertiary content, or content that is indirectly involved in conversion, should be housed in the footer.

2. Persistent driver to apps

Give visitors who are looking for your apps a link on every page.

3. Outbound social links

Keep outbound links out of primary conversion paths.

IREI.COM
HOME PAGE

The screenshot shows the IREI.COM home page layout. At the top is a navigation bar with links for BLOG, STORE, REAL ASSETS ADVISOR, INSTITUTIONAL INVESTING, and IREOC, along with a SIGN IN button and a CART (0) icon. Below the navigation is a search bar and a grid of content blocks. Three blue callout boxes with numbers 1, 2, and 3 point to specific elements: 1 points to a news article in the left sidebar, 2 points to a carousel of featured events, and 3 points to an event promotion box in the right sidebar.

1. Content eyebrow
Displays content category and tag information.

2. Main hero carousel element
Main hero content accommodates multiple content blocks. Carousel UI only appears if at least 2 or more articles are set to appear in the main hero.

3. Expand event promotion space
Consider allowing multiple events to appear in the event area of the home page.

NOTES

1. Content eyebrow

Displays content category and tag information.

2. Main hero carousel element

Main hero content accommodates multiple content blocks. Carousel UI only appears if at least 2 or more articles are set to appear in the main hero.

3. Expand event promotion space

Consider allowing multiple events to appear in the event area of the home page.

IREI.COM PUBLICATIONS LANDING

IAB BILLBOARD 970 X 250

BLOG STORE REAL ASSETS ADVISOR INSTITUTIONAL INVESTING IREOC | SIGN IN CART (0)

INSTITUTIONAL REAL ESTATE, INC.
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Publications FundTracker db Events Resource Center Newswire Search

Our Publications

IREI is the leading publisher of news and insights for the institutional real estate industry. Our publications provide institutional investors, investment managers and consultants with news and feature articles focused on the firms, events, issues and trends shaping the institutional real estate landscape.

INTSITUTIONAL REAL ESTATE
Americas

Read More

1 IRE - AMERICAS
A country on the rise: Mexico presents attractive opportunities for cross-border real estate

INTSITUTIONAL REAL ESTATE
Europe

Read More

IRE - EUROPE
We have a choice: This market is changing but still offers strong investment opportunities

INTSITUTIONAL REAL ESTATE
Asia Pacific

Read More

IRE - ASIA PACIFIC
Adding value: Varied strategies are blurring the lines between the risks commonly associated with

NOTES

- 1. Current issue sample content**
Displays first article from the corresponding current issue.

IAB BILLBOARD 970 X 250

BLOG STORE REAL ASSETS ADVISOR INSTITUTIONAL INVESTING IREOC SIGN IN CART (0)

INSTITUTIONAL REAL ESTATE, INC.
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Publications FundTracker db Events Resource Center Newsline Search

Institutional Real Estate Americas

Exclusive industry insight for tax-exempt investors — pension funds, endowments and foundations. A monthly publication offering analysis of market trends related to pension fund investment in private equity real estate. It covers the people, trends, and events driving this dynamic market, and features the industry's most extensive information on manager searches, new product offerings and pension fund

IRE - AMERICAS
July 1, 2016
Vol. 28, Number 7

START YOUR FREE TRIAL NOW

SUBSCRIBE

PAST ISSUES

2 From The Current Issue

IRE - AMERICAS
A country on the rise: Mexico presents attractive opportunities for cross-border real estate

IRE - AMERICAS
On balance: New accounting standards require leases be recorded on balance sheets, which has implications for

IRE - AMERICAS
The construction conundrum: How labor shortages impact commercial real estate

NOTES

1. Public vs. signed in CTAs
Displays appropriate CTA cluster for non-registered, non-subscriber users. Signed in, active subscribers will be presented with the CTA cluster as illustrated.

Signed in user CTA cluster

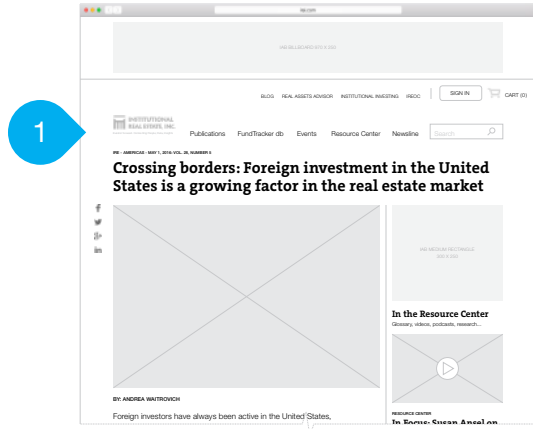
INSTITUTIONAL REAL ESTATE AMERICAS
July 1, 2016
Vol. 28, Number 7

READ IN THE ISSUE VIEWER

PAST ISSUES

2. Issue content
Issue content displays as illustrated.

IREI.COM ARTICLE PAGE - GATED



irei.com

IAB BILLBOARD 970 X 250

BLOG STORE REAL ASSETS ADVISOR INSTITUTIONAL INVESTING IREOC SIGN IN CART (0)

INSTITUTIONAL REAL ESTATE, INC. Investor focused. Connecting People, Data, Insights. Publications FundTracker db Events Resource Center Newswire Search

IRE - AMERICAS MAY 1, 2016: VOL. 28, NUMBER 5

Crossing borders: Foreign investment in the United States is a growing factor in the real estate market

BY: ANDREA WAITROVICH

Foreign investors have always been active in the United States, but recent years have attracted new players to U.S. gateway cities. The primary differences are the types of investors, with new players such as sovereign wealth funds, and their new investment goals. Some need to look beyond their borders because their home markets are unable to absorb the amount of capital they want to put to work in real estate; others are seeking a better investment environment.

Foreign investment activity in the United States totaled nearly \$90 billion in direct property acquisitions in 2015, compared with \$42 billion in 2014.

START YOUR FREE TRIAL NOW

To read this full article you need to be subscribed to Institutional Real Estate Americas. Start your 30 day trial for \$xx

IAB MEDIUM RECTANGLE 300 X 250

In the Resource Center
Glossary, videos, podcasts, research...

RESOURCE CENTER
In Focus: Susan Ansel on

NOTES

1. **Optional hero image**
All article content can have a hero image, displays as illustrated.

IREI.COM FUNDTRACKER DB LANDING

irei.com

IAB BILLBOARD 970 X 250

BLOG STORE REAL ASSETS ADVISOR INSTITUTIONAL INVESTING IREOC | SIGN IN CART (0)

INSTITUTIONAL REAL ESTATE, INC.
Investor focused. Connecting People, Data, Insights

Publications **FundTracker db** Events Resource Center Newslines Search

FundTracker db

With more than 4,500 global real estate funds in the database — and over 900 of them actively trying to raise a combined total of \$350 billion — FundTracker gives investment managers and placement agents access to information to keep an eye on the competition and strategically position their products and marketing efforts. In addition to its extensive coverage of real estate funds, you will find data on more than 400 of the leading infrastructure funds in the industry.

FundTracker is a powerful, extensive database loaded with data and information on investors, funds, investment managers and placement agents and is backed by 25 years of institutional real estate industry research and reporting.

For more information on IREI's FundTracker database or to schedule a live demo, contact Cynthia Kudren at c.kudren@irei.com or +1 917-620-4666

1 SCHEDULE DEMO NOW

Currency converter
Work smarter and get the data you need in the format you need. Exchange rates updated daily.

Exclusive to FundTracker
Along with data on closed-end and open-end fund offerings, review separate accounts, club deals and co-investments, joint ventures, and oversight management service offerings.filing with the SEC.

Customizable daily or weekly email alerts!
We'll alert you via email when updates are made to the database. You also may specify which companies you would like to watch.filing with the SEC.

Institutional Real Estate FundTracker
The publication is included with your subscription to the FundTracker db.

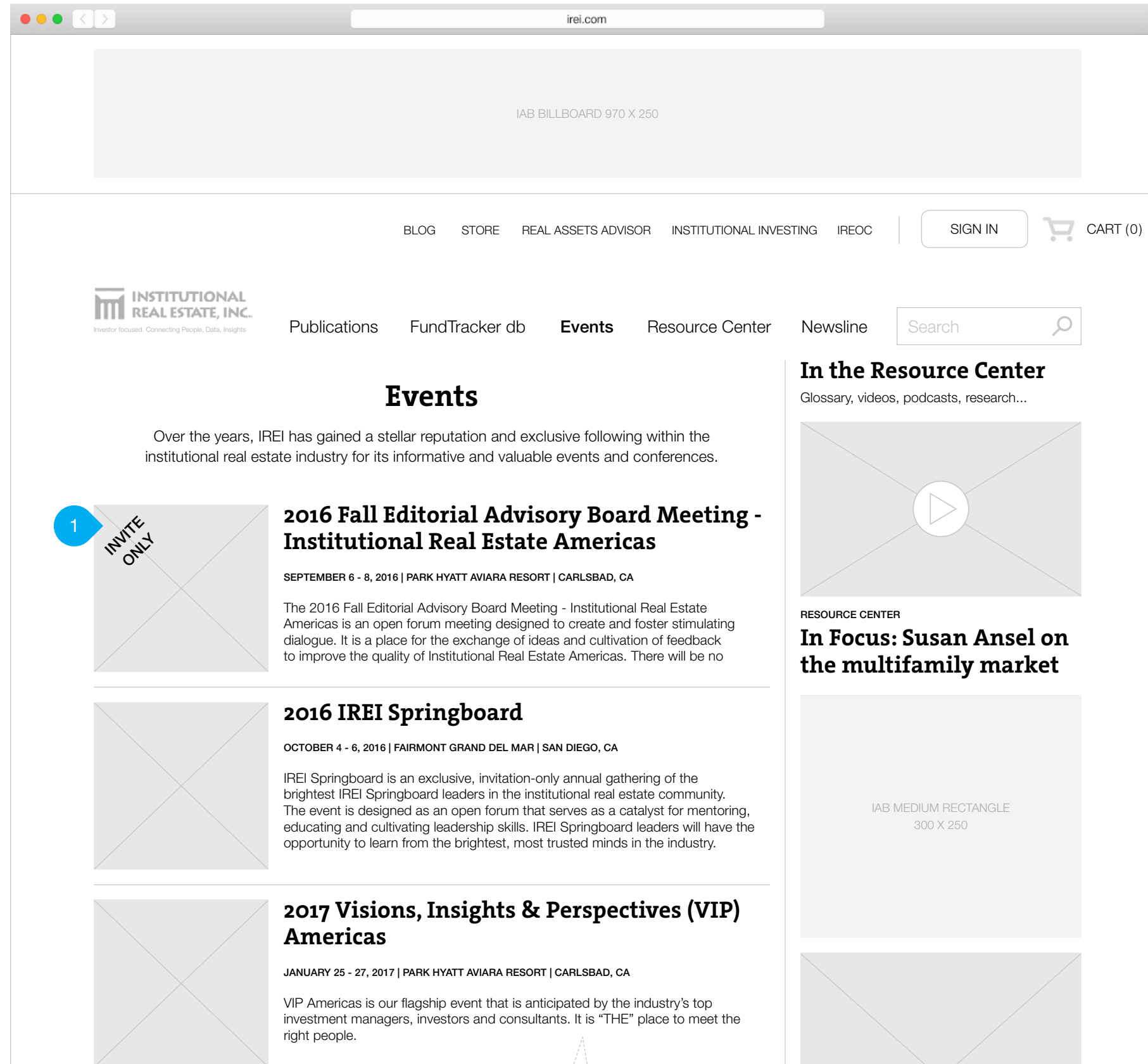
- Comprehensive overview of fund offerings and fundraising activity in the private equity real estate arena.
- Analysis and insights into fundraising activity and trends.
- Fund news, with summary tables of recent investor commitments and recent fundraising activity.

IAB MEDIUM RECTANGLE 300 X 250

NOTES

1. Demo lead-gen CTA
Taps/Clicks navigate to existing demo sign up page.

IREI.COM
EVENTS LANDING



NOTES

- 1. Invite Only flag
Consider more explicit “invite only” flag for relevant events.

IREI.COM EVENT PAGE

The screenshot shows a web browser window with the URL 'irei.com'. At the top, there is a large grey placeholder for an 'IAB BILLBOARD 970 X 250'. Below this is a navigation bar with links for 'BLOG', 'STORE', 'REAL ASSETS ADVISOR', 'INSTITUTIONAL INVESTING', and 'IREOC', along with a 'SIGN IN' button and a 'CART (0)' icon. The main header features the 'INSTITUTIONAL REAL ESTATE, INC.' logo with the tagline 'Investor focused. Connecting People, Data, Insights'. Navigation links include 'Publications', 'FundTracker db', 'Events', 'Resource Center', and 'Newsline', followed by a search bar. The main content area is dominated by a large grey placeholder for an image. To the right, there is a section titled 'In the Resource Center' with a sub-header 'Glossary, videos, podcasts, research...' and a video player placeholder. Below this is a 'RESOURCE CENTER' section with the title 'In Focus: Susan Ansel on the multifamily market'. At the bottom right, there is another placeholder for an 'IAB MEDIUM RECTANGLE 300 X 250'. The event details section on the left includes social media icons for Facebook, Twitter, Google+, and LinkedIn, followed by the event title '2017 Visions, Insights & Perspectives (VIP) Americas', the dates 'JANUARY 25 - 27, 2017 | PARK HYATT AVIARA RESORT | CARLSBAD, CA', and a blue notification bubble with the number '1'. A horizontal menu below the event details lists 'The Event', 'Speakers', 'Advisory Board', 'Hotel & Venue', 'Sponsors', and 'Contacts'. The main text describes the event as a flagship event for investment managers, investors, and consultants, highlighting its networking opportunities and quality agenda.

NOTES

1. Content anchors

Clicks/taps on these elements navigate the user to the corresponding page depth. All event information will display inline.

IREI.COM RESOURCE CENTER - BROWSE

irei.com

IAB BILLBOARD 970 X 250

BLOG STORE REAL ASSETS ADVISOR INSTITUTIONAL INVESTING IREOC | SIGN IN CART (0)

INSTITUTIONAL REAL ESTATE, INC.
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Publications FundTracker db Events **Resource Center** Newsline Search

Resource Center

IREI offers numerous resources to help you stay informed on the institutional real estate and infrastructure marketplace, and many are free. Following is a listing of our most popular resources.

Get started by browsing below or start with a search.

1 **Browse** Search

Glossary of Terms

Our glossary of industry terms is one of the most visited sections of our site. We work continually to keep it current and are always adding new terms. In addition, if you ever can't find an industry word you are looking for, let us know. We'll research it and add it for you.

IREI Investment Guides

IREI Investment Guides are a value-added component to a subscription to Institutional Real Estate Americas or Institutional Real Estate Newsline. As a subscriber to one of the two publications, you will receive a number of investment guides as a PDF format throughout the year, by email. You will

Market Navigator

Our Market Navigator Video workshop is the only comprehensive 12-chapter series on the institutional real estate industry. Led by IREI's CEO, Geoffrey Dohrmann, the series offers invaluable insights and knowledge making it a must for your corporate library.

Videos & Podcasts

Watch and listen to the latest industry updates and trends wherever you are. Our podcasts are one more way for you to stay up-to-date on the global institutional real estate investment market wherever you are. Also, available on your mobile devices with Stitcher Radio and Apple Podcasts apps.

Research Reports

Find the latest industry reports including reports that have been authored by IREI or by many well-known industry firms.

Industry Links

Our Market Navigator Video workshop is the only comprehensive 12-chapter series on the institutional real estate industry. Led by IREI's CEO, Geoffrey Dohrmann, the series offers invaluable insights and knowledge making it a must for your corporate library.

NOTES

1. Browse view

All content within the Resource Center is displayed, acting as a routing page.

IREI.COM RESOURCE CENTER - SEARCH

IAB BILLBOARD 970 X 250

BLOG STORE REAL ASSETS ADVISOR INSTITUTIONAL INVESTING IREOC | SIGN IN CART (0)

INSTITUTIONAL REAL ESTATE, INC. Investor focused. Connecting People, Data, Insights

Publications FundTracker db Events **Resource Center** Newslines Search

Resource Center

IREI offers numerous resources to help you stay informed on the institutional real estate and infrastructure marketplace, and many are free. Following is a listing of our most popular resources.

Get started by browsing below or start with a search.

Browse Search

Enter a keyword to begin, e.g., Infrastructure Research, Compliance, Asset Management...

1 Suggested Content

- RESOURCE CENTER - VIDEO
In Focus: Francois Quinty on WA Rail Corridor
- RESOURCE CENTER - RESEARCH REPORT
Europe Infrastructure Strategic Outlook 2016
- RESOURCE CENTER - MARKET NAVIGATOR SERIES
What Can Market Navigator Do For You?

NOTES

1. Search view

Resource Center specific search, all searches performed here are constrained to content within the Resource Center.

1. Suggested content

Displays 3 content items from with the resource center. Content can be specified to appear here or most recent content appear.

IREI.COM RESOURCE CENTER - DEEP CONTENT

The screenshot shows the IREI.COM website interface. At the top, there is a navigation bar with links for BLOG, STORE, REAL ASSETS ADVISOR, INSTITUTIONAL INVESTING, and IREOC, along with a SIGN IN button and a CART (0) icon. Below this is the IREI logo and a search bar. The main content area is titled 'Research Reports' and includes a sub-header: 'Find the latest industry reports including reports that have been authored by IREI or by many well-known industry firms.' There is a blue notification bubble with the number '1' next to this text. Below the sub-header are four filter tabs: 'All', 'Reports For Investors', 'Reports For Investment Managers', and 'FundTracker Reports'. The first report listed is 'Europe Infrastructure Strategic Outlook 2016' by 'COURTESY OF DEUTSCHE ASSET MANAGEMENT'. The second report is 'PCCP Market Commentary: Looking in the Rear View Mirror Fourth Quarter 2015' by 'COURTESY OF PCCP LLC'. Both reports have a 'DOWNLOAD REPORT' button. On the right side, there is a sidebar for 'FundTracker db' with a description: 'FundTracker gives investment managers and placement agents access to information to keep an eye on the competition and strategically position their products and marketing efforts.' Below the sidebar is a placeholder for an 'IAB MEDIUM RECTANGLE 300 X 250' ad. At the top of the page, there is a placeholder for an 'IAB BILLBOARD 970 X 250' ad.

NOTES

1. Content anchors

Clicks/taps on these elements navigate the user to the corresponding page depth. All report content will display inline.

IREI.COM STORE LANDING

IAB BILLBOARD 970 X 250

BLOG **STORE** REAL ASSETS ADVISOR INSTITUTIONAL INVESTING IREOC | SIGN IN CART (0)

INSTITUTIONAL REAL ESTATE, INC.
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Publications FundTracker db Events Resource Center Newslite Search

Store

The IREI store is the only online book retailer tailored to meet the needs of the institutional real estate industry executive. Our expertly curated topics range from real estate finance to environmental issues.

1 SPECIAL REPORT

When Main Street Meets Wall Street: The History and Development of the REIT and CMBS Markets

LIST PRICE | SUBSCRIBER PRICE
\$795.00 | \$795.00

Add To Cart

SPECIAL REPORT

The Language & Culture of the Pension Real Estate Investment Market

LIST PRICE | SUBSCRIBER PRICE
\$795.00 | \$795.00

Add To Cart

SPECIAL REPORT

Emerging Markets: A Global Real Estate Perspective on Growth and Development

LIST PRICE | SUBSCRIBER PRICE
\$795.00 | \$795.00

Add To Cart

NOTES

- 1. Physical product**
Only physical products appear in the store.

IREI.COM
PRODUCT PAGE

irei.com

IAB BILLBOARD 970 X 250

BLOG **STORE** REAL ASSETS ADVISOR INSTITUTIONAL INVESTING IREOC
SIGN IN CART (0)

**INSTITUTIONAL
REAL ESTATE, INC.**
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[Publications](#)
[FundTracker db](#)
[Events](#)
[Resource Center](#)
[Newslines](#)

SPECIAL REPORT
When Main Street Meets Wall Street: The History and Development of the REIT and CMBS Markets
AUTHOR: INSTITUTIONAL REAL ESTATE, INC.
PUBLISHED: 2011

<small>LIST PRICE</small>	<small>SUBSCRIBER PRICE</small>
\$795.00	\$795.00

Add To Cart

Product Details

A look at the history and development of the REIT and CMBS markets, the advantages and disadvantages of the public marketplace, and the prospects for the future of real estate securitization.

Table of Contents

- Real Estate Investment Trusts 2
- What Is a REIT? 2
- Types of REITs 2
- What Qualifies as a REIT? 2

You might also like 1

SPECIAL REPORT
Emerging Markets: A Global Real Estate Perspective on Growth and Development

<small>LIST PRICE</small>	<small>SUBSCRIBER PRICE</small>
\$795.00	\$795.00

NOTES

1. Cross-sell area

Displays up to 3 additional items. Items can be manually specified or will show 3 most recent items.

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IREI.COM NEWSLINE CONTENT STRUCTURE

EXISTING

Currently news content is organized into 7 top level categories, with 5-7 subcategories within each parent category. Content can be associated with and appear in multiple categories/subcategories.

Global

Fundraising
Investors
People
Research
Transactions

Americas

Fundraising
Investors
People
Research
Transactions

Europe

Fundraising
Investors
People
Research
Transactions

Asia Pacific

Fundraising
Investors
People
Research
Transactions

Dealmakers

Hotel
Industrial
Office
Retail
Multifamily
People
Other Property Types

Infrastructure

Investment Products
People
Research
Searches & Commitments
Transactions

Real Assets

PROPOSED

This structure first makes a distinction between IRE Newsline branded content and syndicated(external) news content. Content categories are unique, tags can be applied to all content.

IRE Newsline ← — — — — — → News

A story is associated with only one of 5 top level categories

Americas | Europe | Asia Pacific
Dealmakers | Infrastructure



Then it can be tagged with any of the following topics

Fundraising | Investors | People | Research | Transactions

Hotel | Industrial | Office | Retail | Multifamily | People

Other Property Types | Investment Products | Transactions

Searches & Commitments



Category and tag info is displayed in the “eyebrow” element



IRE Newsline branded content is
prepended with “Newsline”

NEWSLINE - ASIA PACIFIC - RESEARCH

**Global foreign direct
investment hits \$1.76t in 2015**

BY: ANDREA WAITROVICH

In 2015, global flows of foreign direct investment rose by about 38 percent, to \$1.76 trillion, the highest level since



Syndicated(external) content
displays category and first tag

AMERICAS - RESEARCH

**Multifamily vacancies
rise downtown** [🔗](#)

Tens of thousands of new apartments are now opening in central business districts (CBDs) around the country. Some will have a hard time finding residents.

IREI.COM NEWSLINE LANDING

The screenshot shows the IREI.COM Newsline Landing page. At the top, there is a navigation bar with links for BLOG, STORE, REAL ASSETS ADVISOR, INSTITUTIONAL INVESTING, and IREOC, along with a SIGN IN button and a CART (0) icon. Below the navigation bar is the IREI logo and a search bar. The main content area is divided into several sections. On the left, there is a vertical list of news items, each with a category and a headline. On the right, there is a featured event section and a resource center section. Annotations 1-4 are placed on the page to highlight specific elements.

1. All News Americas Europe Asia Pacific Dealmakers Infrastructure

2. TA Associates fund raises \$613m
NEWSLINE - AMERICAS - FUNDRAISING
BY: ANDREA WAITROVICH
TA Associates Realty has raised more than \$613 million for its 11th fund, according to a filing with the SEC. Realty Associates Fund XI has a \$1.5 billion equity fundraising target. A final close date has not been announced.

3. M&G Investments mulls new junior debt fund
EUROPE - FUNDRAISING
M&G Investments, the international investment arm of Prudential Plc,

4. Revcap raises \$34m for fourth fund
DEALMAKERS - RETAIL
Revcap Advisors has raised \$34.2 million for Kitty Hawk Capital Partners IV, according to a filing

PGIM Real Estate raises £300m for European debt fund
NEWSLINE - ASIA PACIFIC - RESEARCH
BY: ANDREA WAITROVICH
Pramerica Real Estate Capital, a division of PGIM Real Estate, has raised £300 million (\$425.91 million) for Pramerica Real Estate Capital VI. The value-added European fund has an equity fundraising target of £1 billion

FEATURED EVENT
IREI: Infrastructure Strategies 2016
IREI brings together institutional investors and investment managers who are actively investing in the infrastructure asset class

In the Resource Center
Glossary, videos, podcasts, research...

NOTES

1. Newsline sub-navigation

Defaults to display all news. Clicks/taps on elements displays only content within corresponding category.

2. IRE Newsline content

All Newsline content displays here.

3. News content

All syndicated(external) news content displays here.

4. External link flag

Indicates this link navigates to an external URL.

IREI.COM ARTICLE PAGE - NEWS

The screenshot shows a web browser window with the URL 'irei.com'. At the top, there is a large grey placeholder for an 'IAB BILLBOARD 970 X 250'. Below this is a navigation bar with links for 'BLOG', 'STORE', 'REAL ASSETS ADVISOR', 'INSTITUTIONAL INVESTING', and 'IREOC', along with a 'SIGN IN' button and a 'CART (0)' icon. The main header features the 'INSTITUTIONAL REAL ESTATE, INC.' logo with the tagline 'Investor focused. Connecting People, Data, Insights'. Navigation links include 'Publications', 'FundTracker db', 'Events', 'Resource Center', and 'Newsline'. A search bar is located on the right. The article content is titled 'TA Associates fund raises \$613m' and is dated 'JUNE 22, 2016'. It is categorized under 'NEWSLINE - AMERICAS - FUNDRAISING - TRANSACTIONS - PEOPLE - INDUSTRIAL'. The author is 'ANDREA WAITROVICH'. The article text describes the fund's fundraising target and investment strategy. A sidebar on the right contains a placeholder for an 'IAB MEDIUM RECTANGLE 300 X 250', a section titled 'In the Resource Center' with a link to 'Glossary, videos, podcasts, research...', and a video player with a play button. Below the video player is a section titled 'RESOURCE CENTER' with the headline 'In Focus: Susan Ansel on the multifamily market'.

IAB BILLBOARD 970 X 250

BLOG STORE REAL ASSETS ADVISOR INSTITUTIONAL INVESTING IREOC SIGN IN CART (0)

INSTITUTIONAL REAL ESTATE, INC.
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Publications FundTracker db Events Resource Center **Newsline** Search

1 NEWSLINE - AMERICAS - FUNDRAISING - TRANSACTIONS - PEOPLE - INDUSTRIAL
JUNE 22, 2016

TA Associates fund raises \$613m

BY: ANDREA WAITROVICH

TA Associates Realty has raised more than \$613 million for its 11th fund, according to a filing with the SEC.

Realty Associates Fund XI has a \$1.5 billion equity fundraising target. A final close date has not been announced.

The fund is expected to invest in industrial (40 percent), office (40 percent), apartment (15 percent) and retail (5 percent) assets, renovating the properties and bringing in new tenants. Investments will average \$25 million. The investment period is two years from the final closing date.

Fund XI has started to invest its capital. Assets include the 129,220-square-foot office complex Crown Pointe in Kirkland, Wash. At the end of 2015, the fund had several investments in the pipeline, totaling seven properties in Colorado, Massachusetts, New York state, Texas, Virginia and Washington state.

It is the firm's first fundraising effort since it was taken over by Rockefeller Group International, a subsidiary of Mitsubishi Estate Co. Ltd.

Realty Associates Fund X closed in 2012 with \$1.55 billion in

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FED PRIME RATE	3.5%	FED PRIME RATE	3.5%	FED PRIME RATE	3.5%	FED PRIME RATE	3.5%	FED PRIME RATE	3.5%	FED PRIME RATE	3.5%	FED PRIME RATE	3.5%	FED
-0.00%	0.0%	-0.00%	0.0%	-0.00%	0.0%	-0.00%	0.0%	-0.00%	0.0%	-0.00%	0.0%	-0.00%	0.0%	-0.00

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- IREI to provide consolidated feedback 06/29/16
- COG1 to present UXD Round 2 07/08/16
- COG1 to present Visual Design Round 1 07/08/16
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