



Commercial Real Estate Executive Survey:

# Planning for Efficiency & Growth



# Survey Background

## Key survey themes

- Team & talent
- Fundraising & acquisitions
- Technology



## Respondent profiles

- Senior leaders of US-based GPs
- 71% Principals or CEOs



## Survey dates

- Survey fielded September 24-October 2, 2020; N = 45
- Results made available October 13, 2020

# Executive Summary



## Team & Talent

- Half of survey participants plan to increase the size of their team over the next year, and many plan to increase spending on outsourced talent as well.
- Most sponsors outsource (or plan to outsource) accounting or fund administration today.



## Technology

- Respondents who are spending more on software this year as compared to last year are outperforming those who have not increased technology investment.
- They are twice as likely to be on track to raise more capital this year than last and more likely to do more acquisitions this year than last.



## Fundraising & Acquisitions

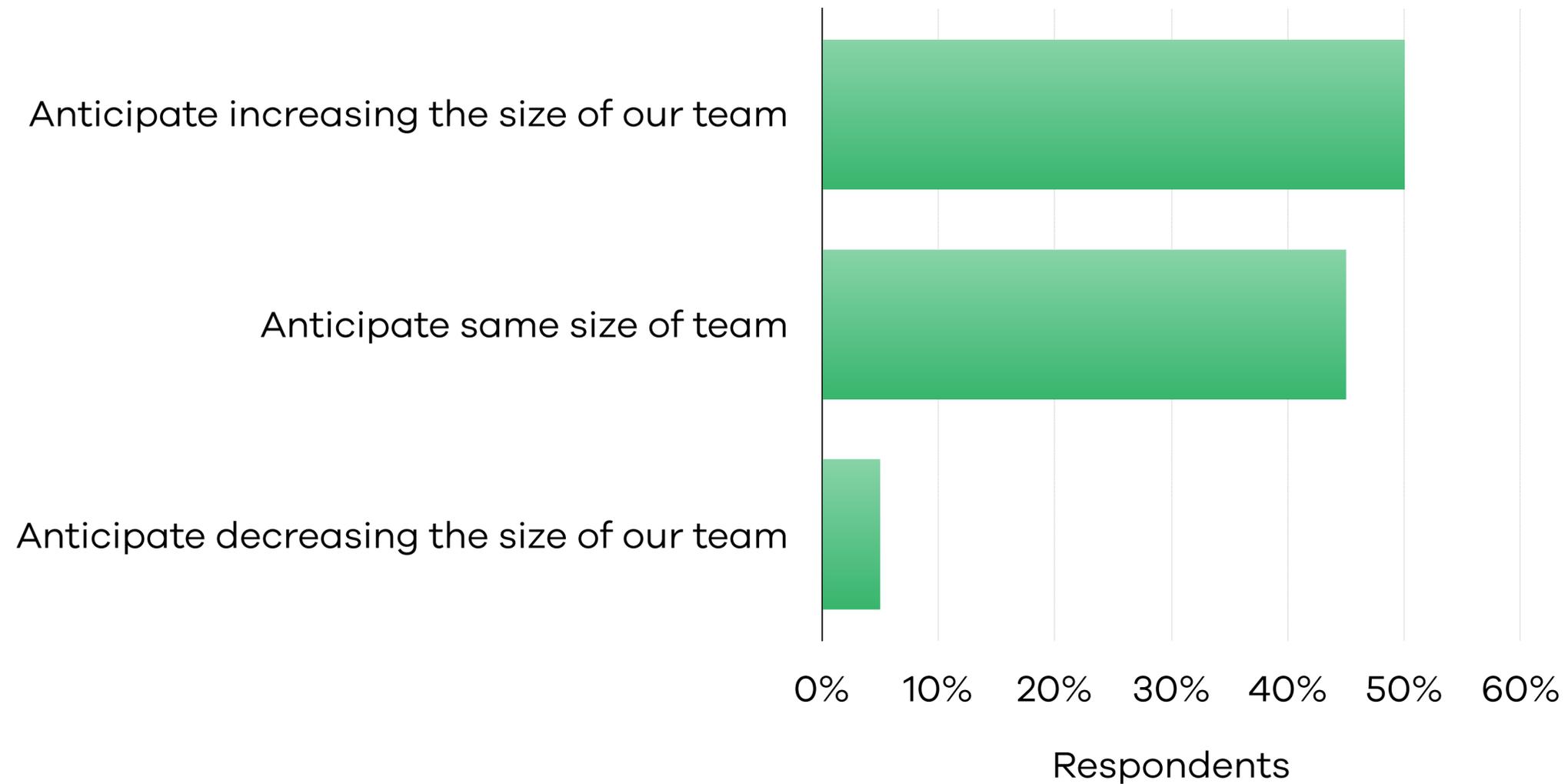
- Sponsors report mixed fundraising performance this year and most say they are on track to acquire less than last year, but growth is expected ahead.
- 87% expect to raise more capital next year as compared to this year, and 89% expect more acquisitions.

# Team & Talent



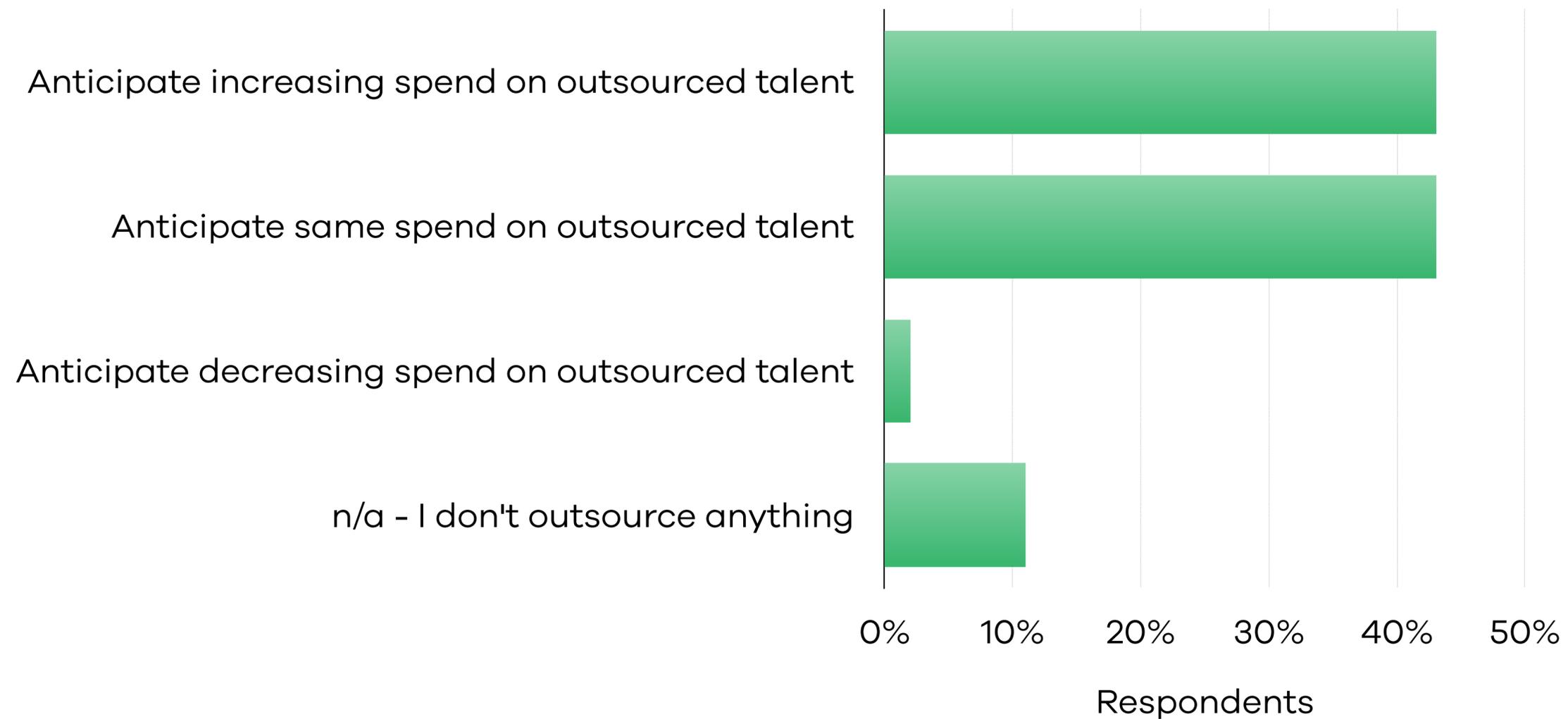
# Half plan to increase size of their team over next year

Q: How do you anticipate the number of your full time staff changing over the next 12 months?



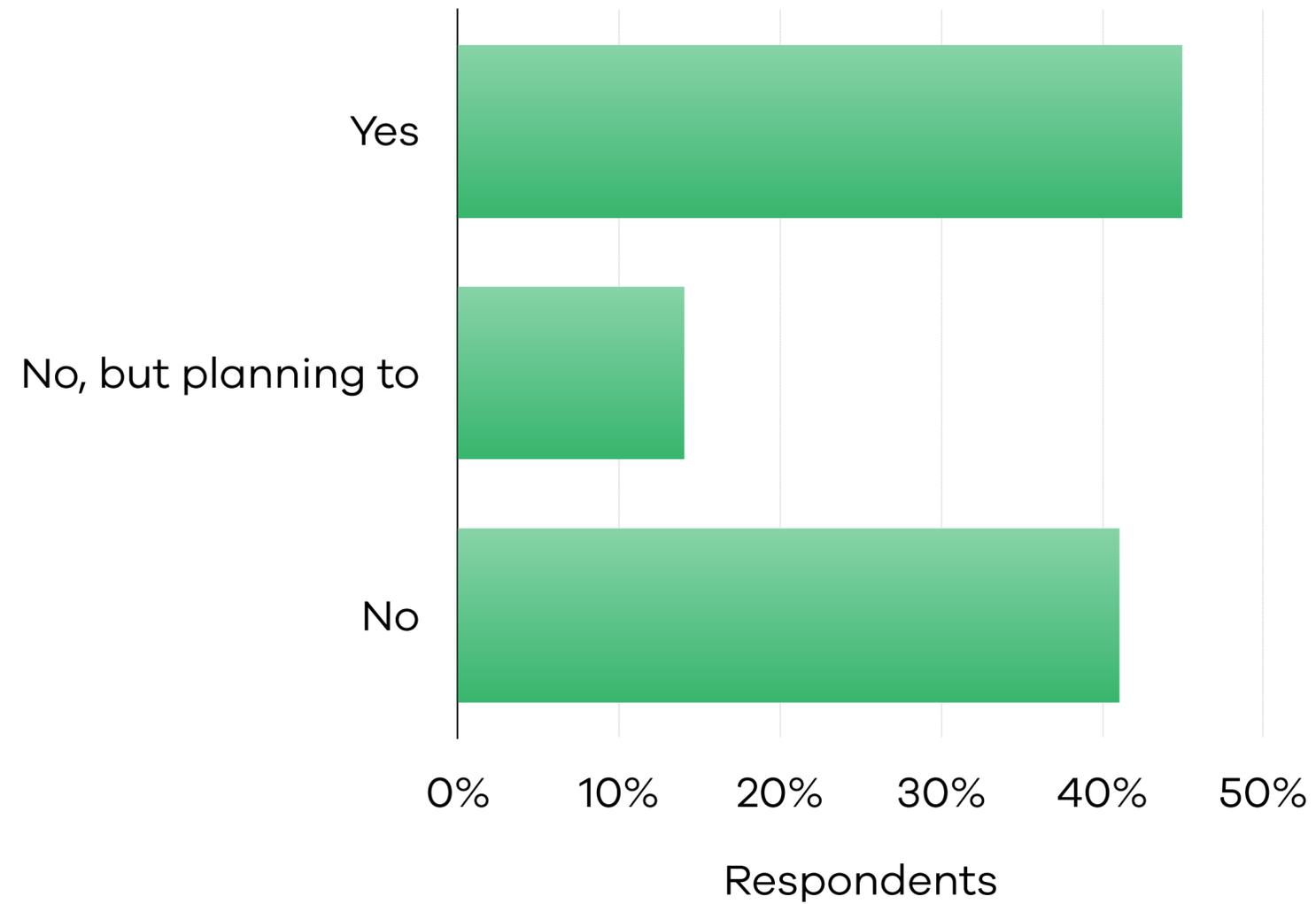
# Many plan to increase outsourcing spend

**Q: How are you thinking about spending on outsourced talent overall over the next 12 months?**



# Most outsource accounting functions (or plan to)

Q: Do you outsource accounting or fund administration today?



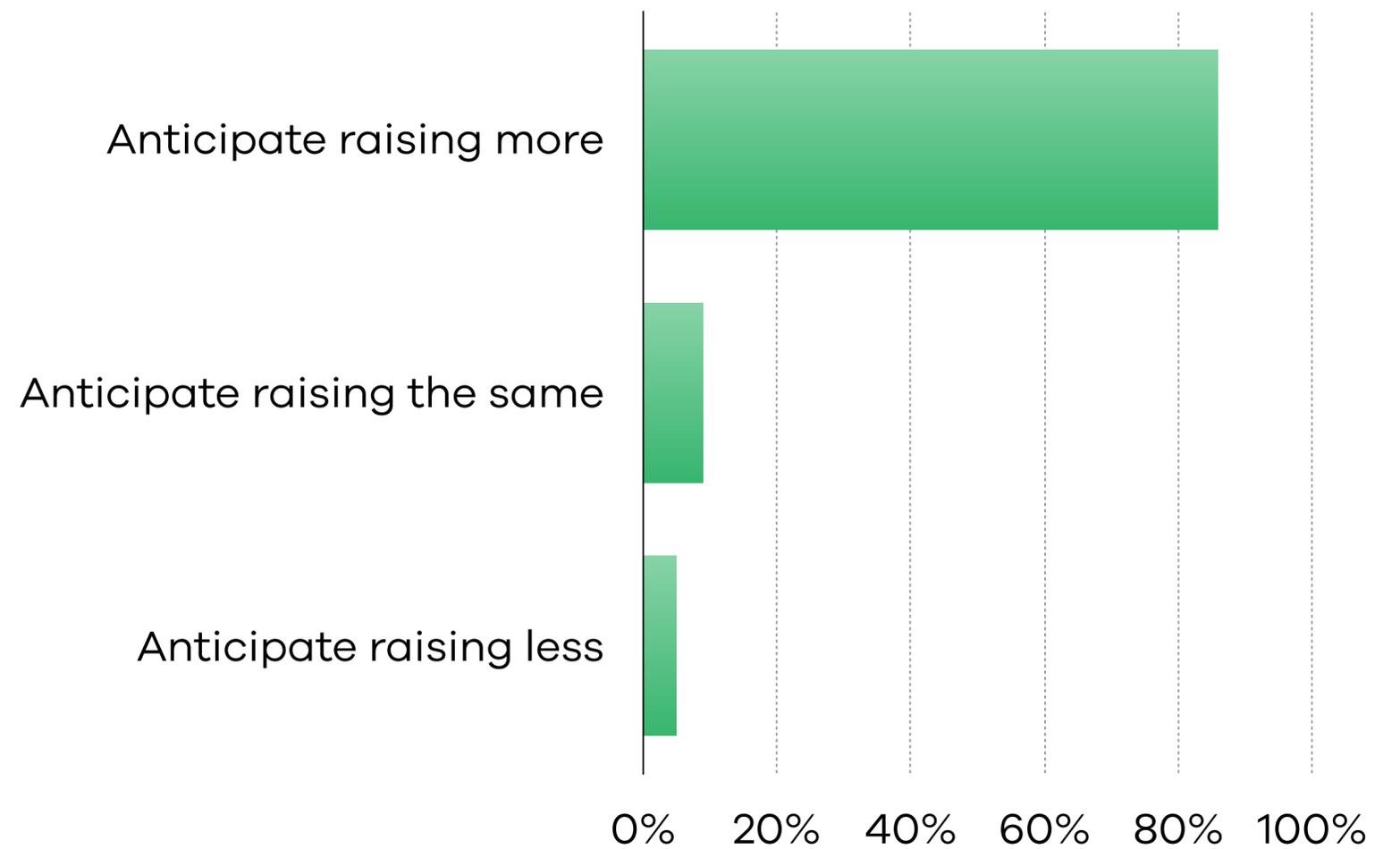
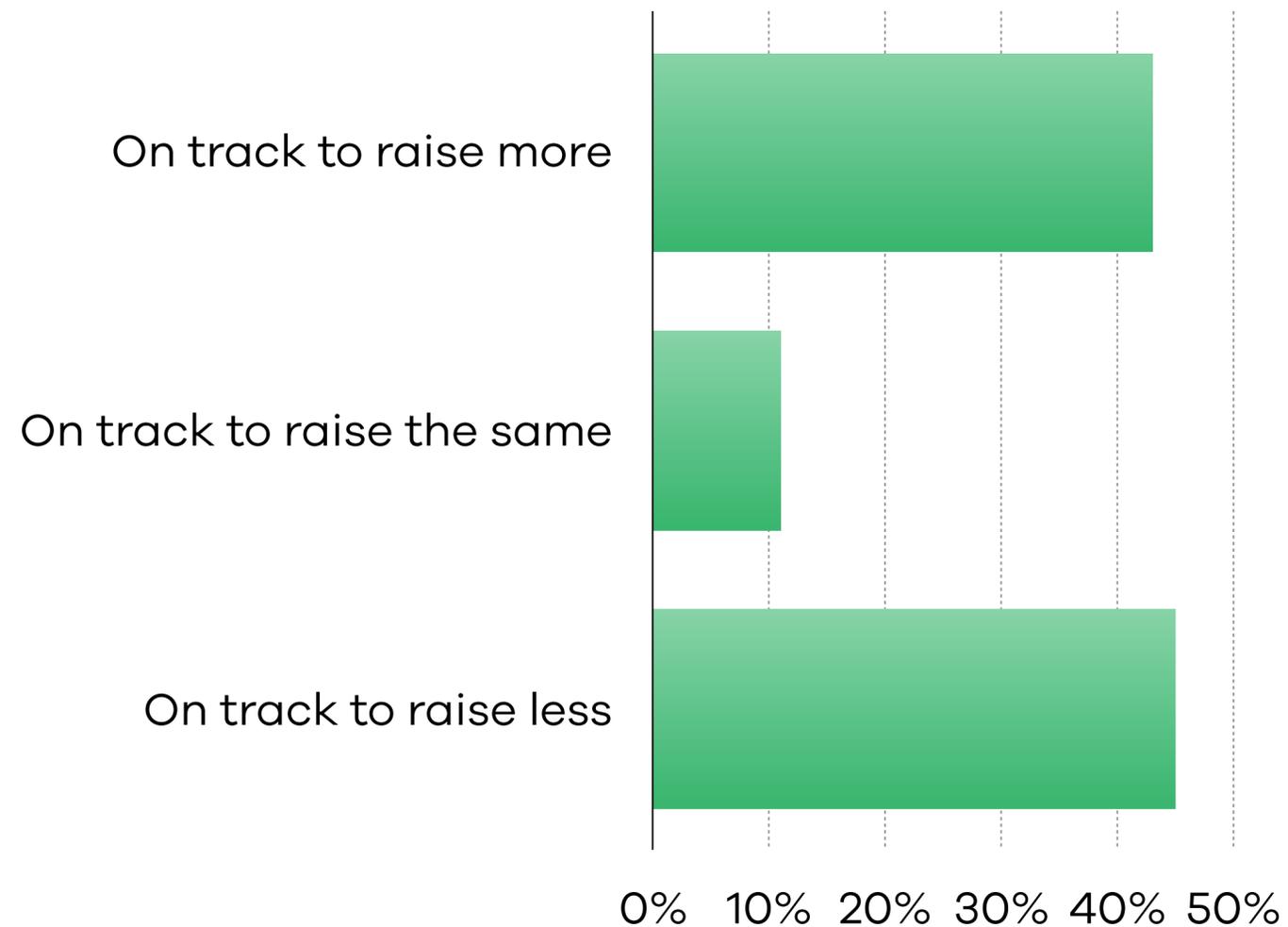
# Fundraising & Acquisitions



# Fundraising results mixed, growth expected in 2021

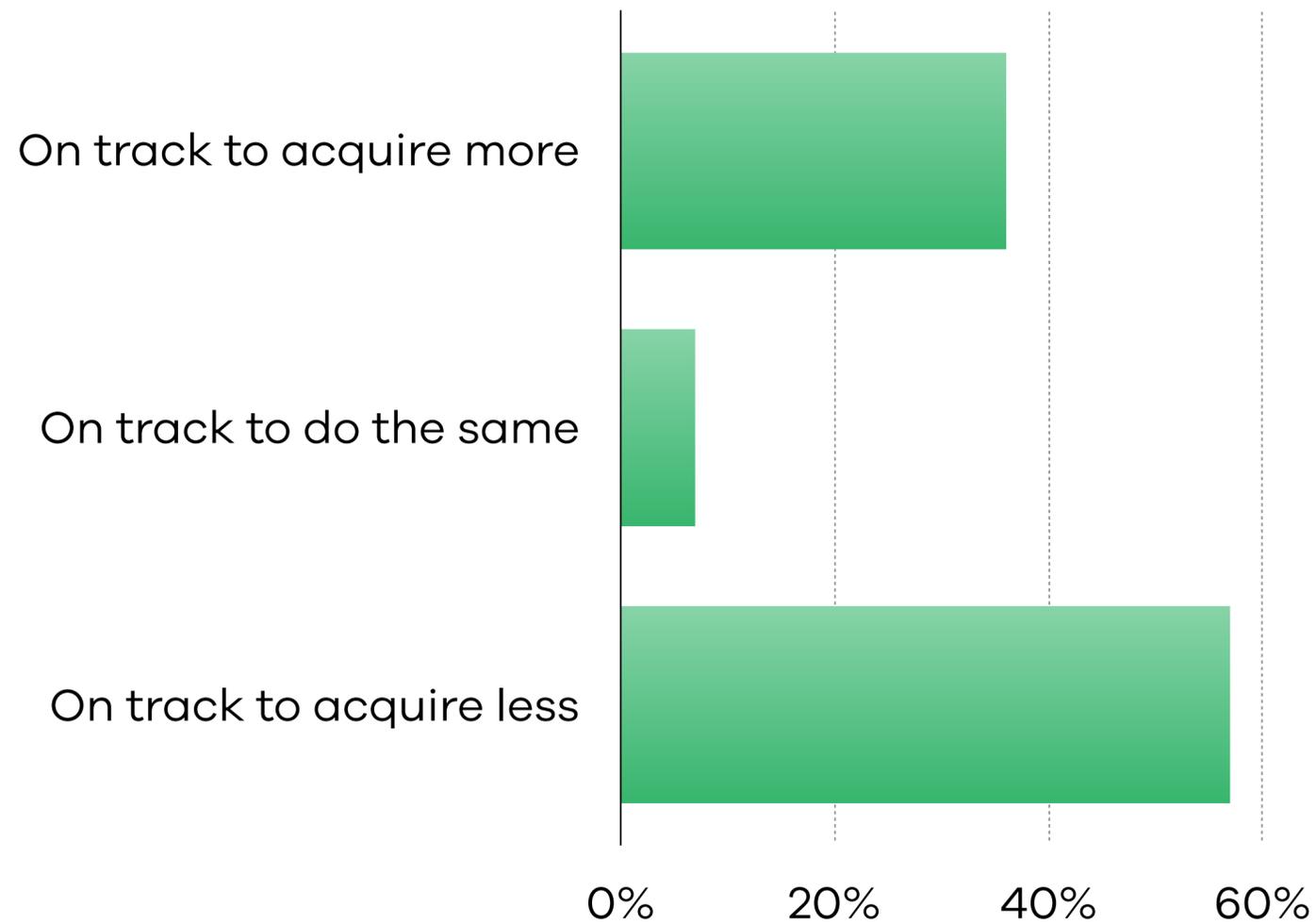
**Q: What do you anticipate your fundraising performance to be *this year* compared with last year?**

**Q: What do you anticipate your fundraising performance to be *next year*?**

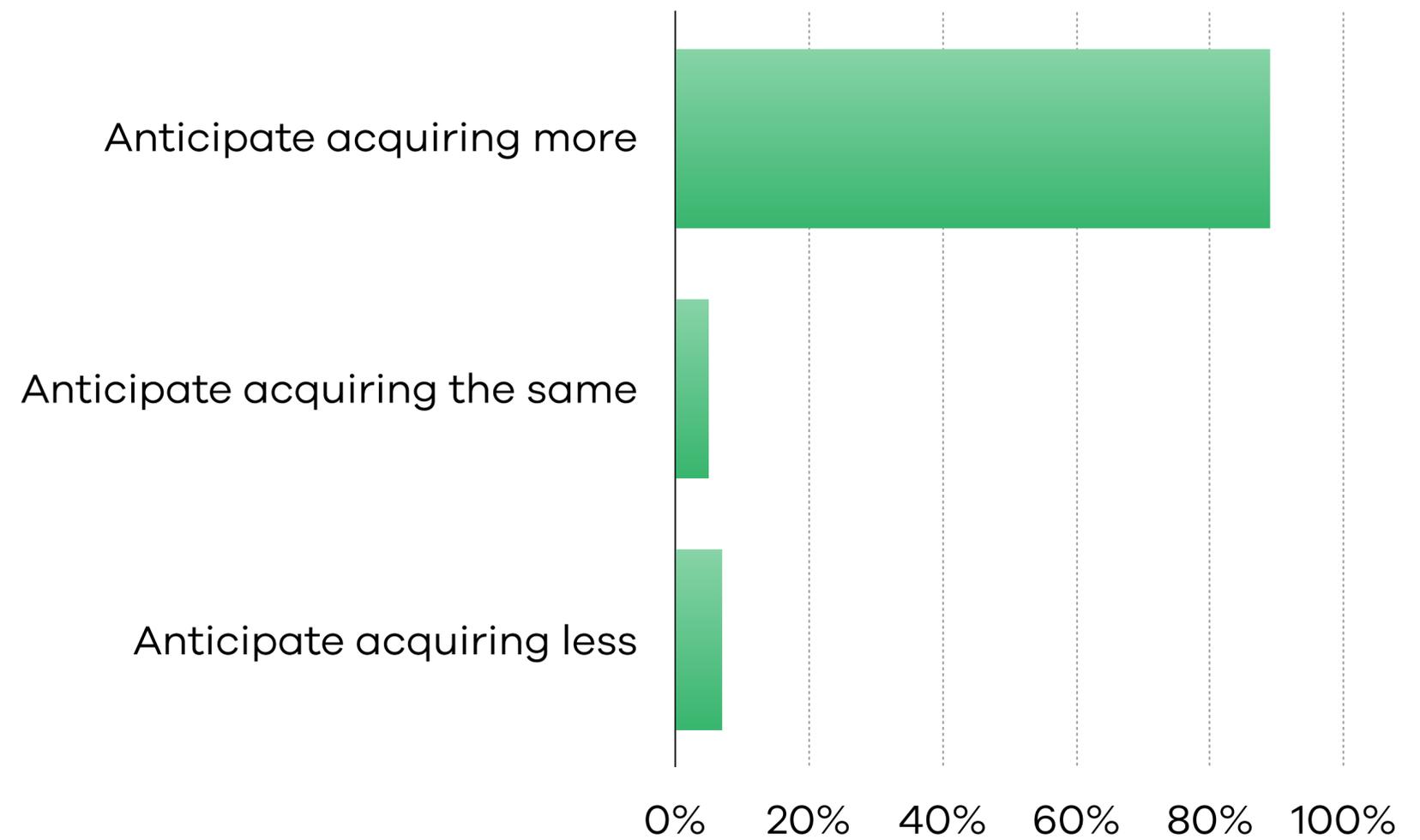


# Acquisitions expected to pick up in 2021 as well

**Q: How would you characterize your acquisitions pipeline *this* year compared with last year? (as measured in dollar value)**



**Q: How do you anticipate your acquisitions pipeline to look *next* year as compared with this year? (as measured by dollar value)**

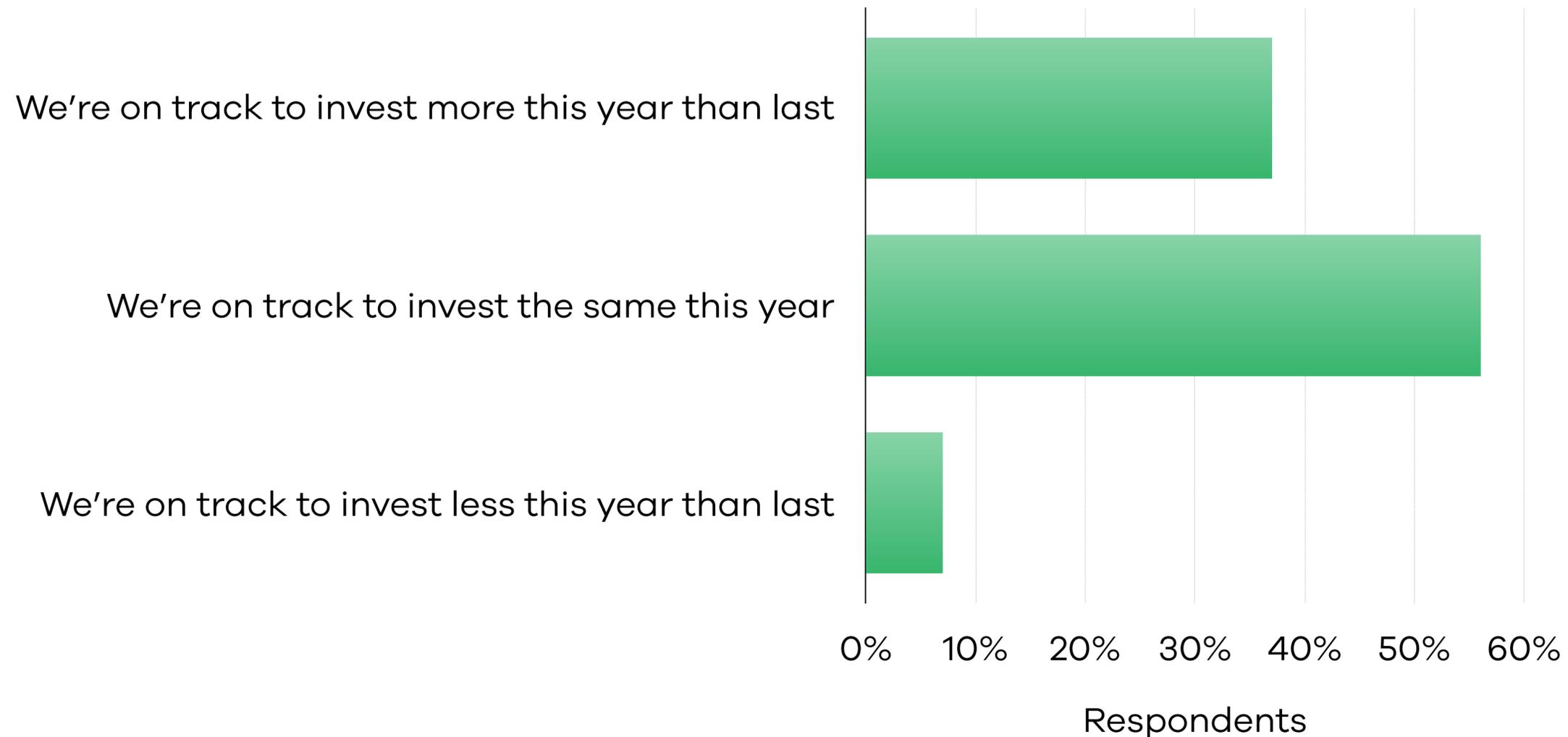


# Technology



# Nearly a third are increasing technology investment...

**Q: How has your investment in software changed this year as compared to last year?**



## ...And those who are outperform their peers

67%

Of sponsors who report increasing their investments in technology **are on track to raise more capital in 2020** versus 2019 (**as compared to 31%** who say the same of those who are spending the same or less on software this year)

53%

Of sponsors who report increasing their investments in technology **are on track to complete more acquisitions** (as measured by dollar value) in 2020 versus 2019 (**as compared to 31%** who say the same of those who are spending the same or less on software this year)

# Additional data provided to survey respondents

This document represents a summary of results from selected questions. Participants received the response data for all questions, covering topics such as:

- Goals and priorities
- Challenges and risks
- Macro outlook
- ....and more

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