

University of Chicago Booth School of Business
Fourth Annual Real Estate Conference

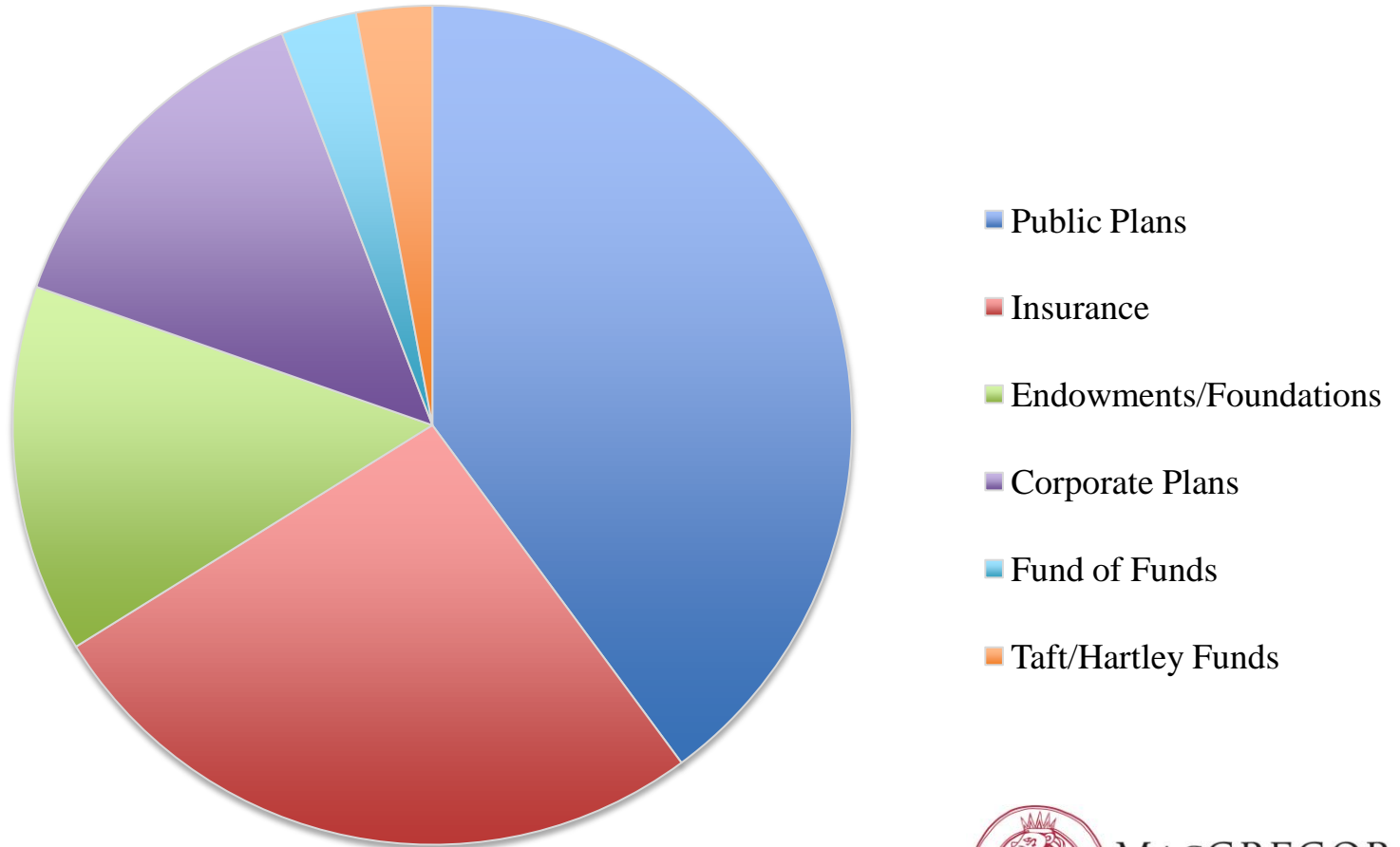
Consultants Panel
November 11, 2010



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MacGregor Institutional Real Estate Investor Universe

500+ investors, over \$1 trillion of real estate holdings



Regional Trends – Organizational Formats for Real Estate

United States

- Limited staff / organization
- Minimal direct or operator holdings
- Organizational formats require diverse real estate products

Canada

- Real estate investment staff / operating company in institution
- Direct investment capability within the Canadian marketplace

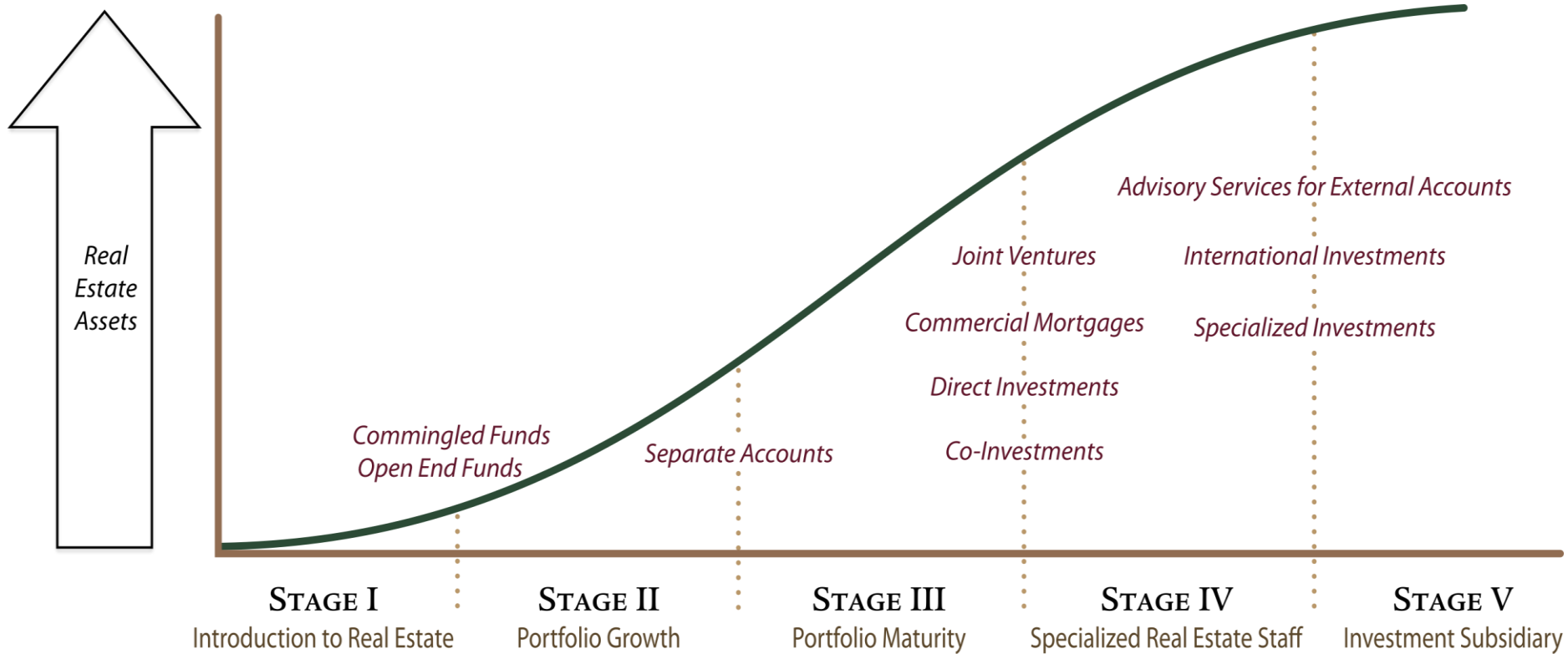
Europe

- Direct holdings in home markets, real estate products abroad
- Aspects of both U.S. and Canadian organizational formats



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MacGregor Stages of Institutional Real Estate Organization

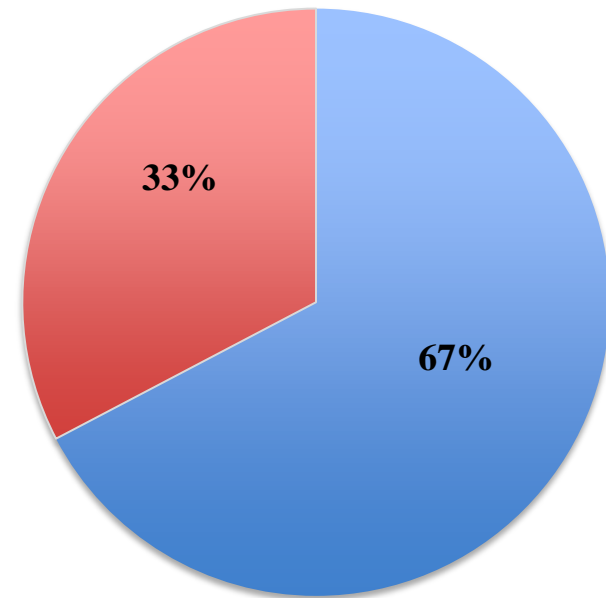


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Role of Pension Real Estate Consultants

- Pension Real Estate Consultants provide services for investors at every organizational stage
- Asset allocation, manager selection and performance measurement
- Roles become more specified for Stage VI or V Institutions

Majority of U.S. Public Pension Plans Engage Consultants



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Real Estate Fund of Funds

Types of Firms

Capital Aggregator

- Equity capital from small investors
- Diversified strategies
- Traditionally high-yield focus

Separate Accounts

- Specific mandates from sophisticated institutions
- Emerging Managers / Emerging Markets / Urban Development
- Single large commitments



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