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Property Income Advisors, Inc. is a real estate advisory firm with professional expertise and a focused niche exclusively assisting Gulf-based clients in the investment and management of United States commercial real estate.

With offices in the United States and the Middle East, we provide a turnkey real estate investment management platform for acquisitions, financing and sales, as well as comprehensive asset management capabilities.

Our career experience includes the successful asset management of more than 13 million square feet of United States commercial real estate valued in excess of \$2 billion. In addition, we have directed property acquisitions, dispositions, financings and lease transactions totaling more than \$3 billion.

Property Income Advisors, Inc. has nationwide experience and maintains strong national relationships to insure success in all of the major markets in the United States. Our clients consist of Gulf-based high net-worth investors, family offices, private banks and institutions.

State of the Market

Non-U.S. Real Estate Investors Continue to Favor the U.S. as the Top Global Market to Allocate Funds

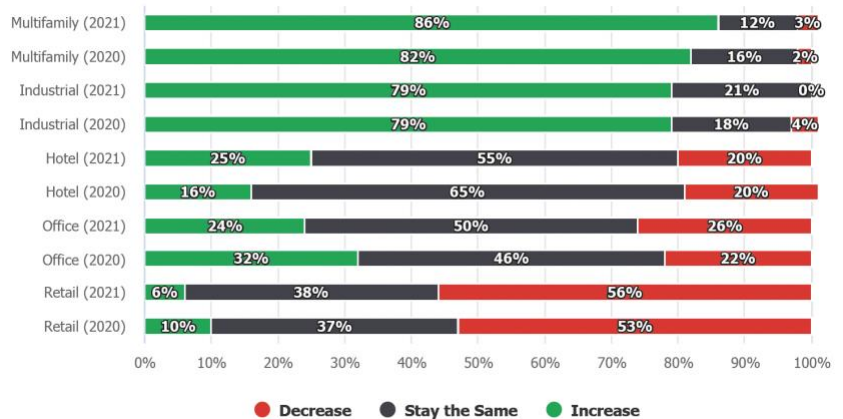
Three in Four Non-U.S. Investors Expect to Increase U.S. Real Estate Investment Allocations During 2021

The *Association of Foreign Investors in Real Estate (AFIRE) International Investor Survey* for 2021 has been published recently. AFIRE, representing almost 200 organizations from 24 countries with about US\$3 trillion in real estate assets under management, gathers member opinions annually on the goals, challenges and impacts of international investors on U.S. real estate opportunities.

Survey results indicate that three in four international investors plan to increase their 2021 U.S. real estate investment activity. Factors attracting this interest include range and quality of assets available, portfolio diversification, income return and ease of doing business. Another factor also noted in the survey is that the U.S., with the help of its strong COVID-19 vaccination campaign, is one of the few global regions starting to get the pandemic under control.

Exposure Intent (Three to Five Years)

Source: AFIRE



Apartment and Industrial Sectors Most Desired, Focus Shifts to Secondary and Some Tertiary Markets

While multifamily and industrial properties are the most favored asset classes by a wide margin, international investor optimism is reflected by growing interest in secondary and tertiary U.S. markets



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in the search for higher income. Even so, gateway cities will still offer non-U.S. investors considerable stability.

Austin, TX, Boston, MA and Dallas, TX earned the top three slots as the most desired U.S. cities to invest in. This is the first time a tertiary city has ever placed in the top three let alone at the top of the list. Austin's first-place ranking signals a significant shift in strategy by international investors away from the U.S. gateway cities. More than 60% of respondents expect to increase investment activity into tertiary cities over the next three to five years, rising to about 80% for investment into secondary cities.

Top Ten U.S. Markets for Investment by Non-U.S. Investors

The top ten U.S. cities ranked by the *AFIRE* survey respondents for real estate investment in 2021 by non-U.S. investors are shown below:

1. Austin, Texas (30%): Austin offers a deep pool of labor, a unique and popular lifestyle, a commitment to business and real estate expansion and the highest projected population growth in the U.S. over the next five years.

2. Boston, Massachusetts (30%): Outstanding educational institutions act as a talent magnet for its powerful tech industry. Affordability and congestion are issues Boston is trying to cope with.

3. Dallas, Texas (29%): With the fourth most populous MSA in the U.S., Dallas/Fort Worth continues to be able to accommodate a steady expansion of its urban perimeter.

4. Atlanta, Georgia (25%): Atlanta's once neglected urban core is seeing a resurgence of intown living, and the suburbs are becoming "hipsturbias" as walkable, mixed-use developments are created.

5. New York, New York (21%): The major gateway city of the U.S. Hit hard and early by COVID-19. New York always comes back.

6. Los Angeles, California (19%): The area's abundance of suburban submarkets is considered a strength and downtown has seen a remarkable resurgence, especially in the multifamily sector.

7. Seattle, Washington (19%): Seattle real estate remains in expansionary mode. 8.8 MSF of office space and 5 MSF of industrial space are being added with strong continuing demand

8. San Francisco, California (17%): A major gateway city of the U.S. and the technology hub of the world.

9. Charlotte, North Carolina (12%): Charlotte is attracting technology and manufacturing firms, as it continues to diversify its economy beyond the banking sector.

10. Denver, Colorado (12%): An 18-hour city with a very active downtown and urban-like suburban nodes.

To view the entire *AFIRE International Investor Survey*® report please go to: [AFIRE 2021 Survey](#)

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