

EPRA Fund Managers Survey 2026

Looking towards a bright
future for the listed real
estate sector

SEPTEMBER 2026



Read the report to
understand investor
allocations and
preferences within the
listed real estate sector.



Purpose

EPRA, the European Public Real Estate Association, asked institutional investors to respond to a survey on their views and sentiment towards European listed real estate. This report is a consolidated review of the responses. It serves as a thank you to those institutional investors that took the time and effort to offer their thoughts on the sector. It also provides valuable insight to the EPRA membership, the listed real estate sector and the wider investment community.

It is designed to enable an interactive dialogue between investors and listed real estate companies, and among investors. It also acts as an important tool for investors to gauge current methods of sector analysis and review their approaches to future investment. We have asked institutional investors to consider their investment appetite within a three-year time horizon. This report develops and compares the analysis undertaken in 2024 and we look forward to repeating this exercise and being able to measure changes in sentiment over time.



KEY HIGHLIGHT OF THE REPORT

72% of generalists expect to be **at least benchmark weight** over the next three years.

For the scope of this analysis, EPRA has categorised institutional investors into two distinct categories.



GENERALISTS

Fund managers that invest across all sectors, including the listed real estate sector.



SPECIALISTS

Institutional investors that predominantly invest in listed real estate companies.

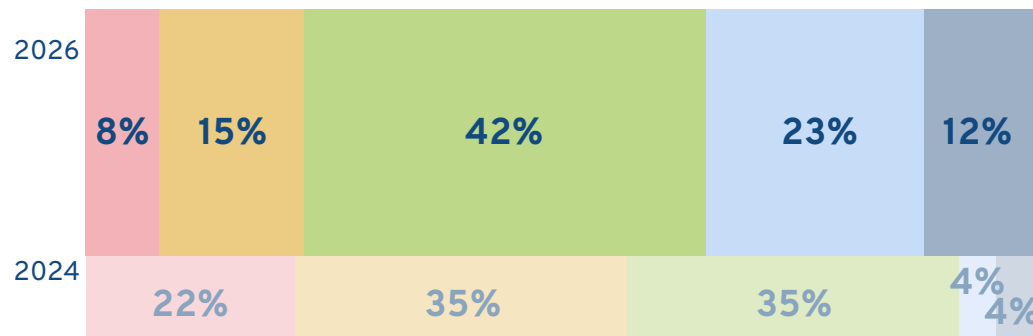


Looking ahead over the next three years, how bullish or bearish are you towards the listed real estate sector in comparison to the past three years?

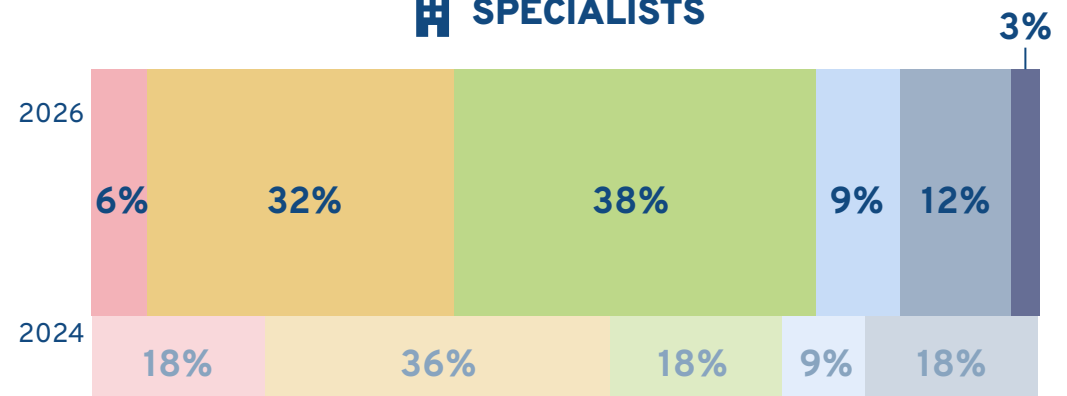
QUESTION 1



GENERALISTS



SPECIALISTS

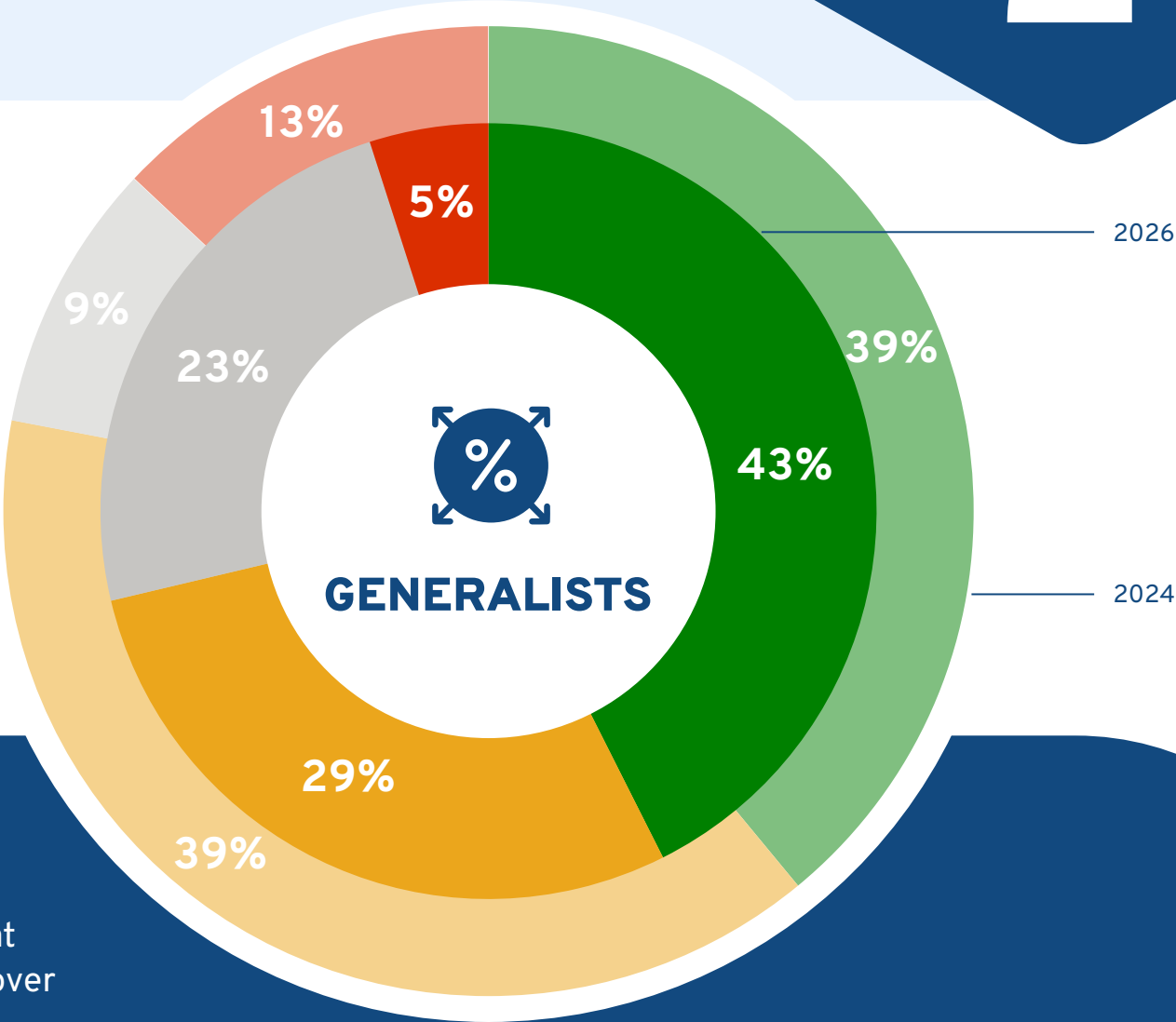
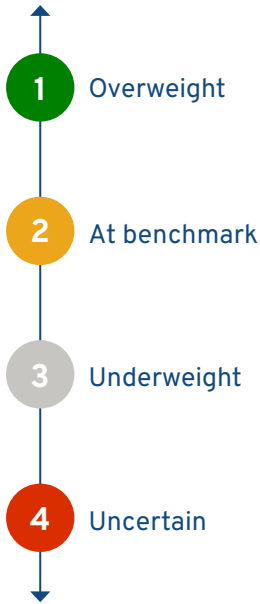


Conclusion

In 2026, specialists are more positive about the next three years than generalists and more positive than they were in 2024.

QUESTION
2

Over the next three years, what is your likely allocation to the listed real estate sector?



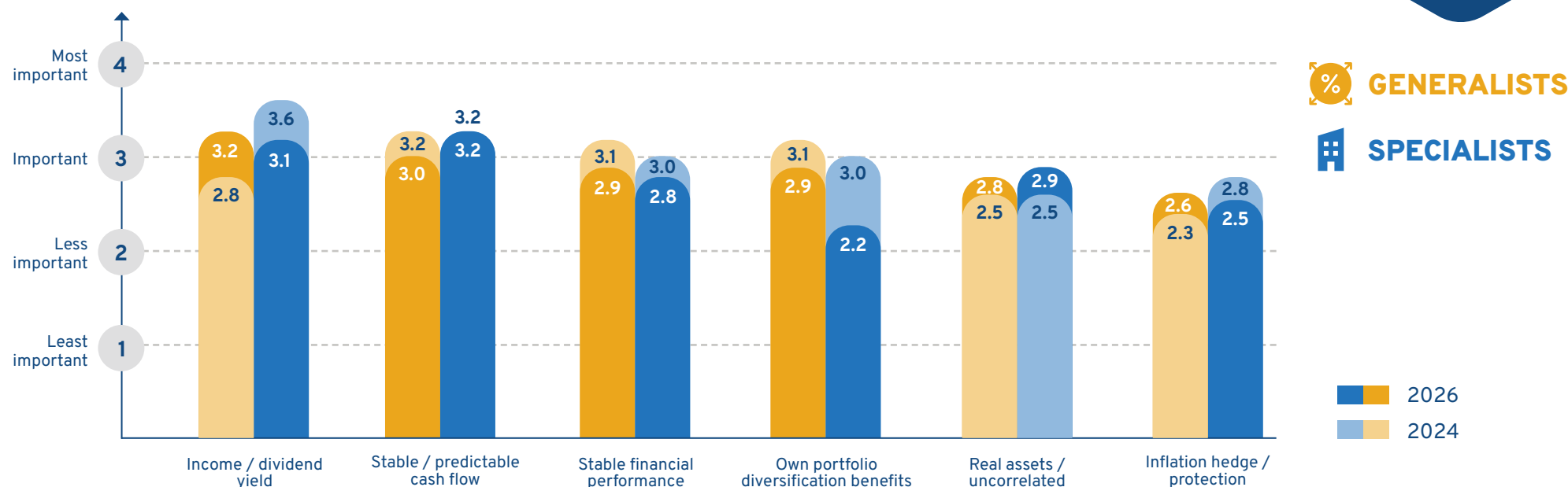
Conclusion

In 2026, 72% of generalists expect to be at benchmark or higher in listed real estate over the next three years.

Please rank the importance of these listed real estate sector attributes.

QUESTION

3



Conclusions

Generalists have updated sector attributes since 2024.

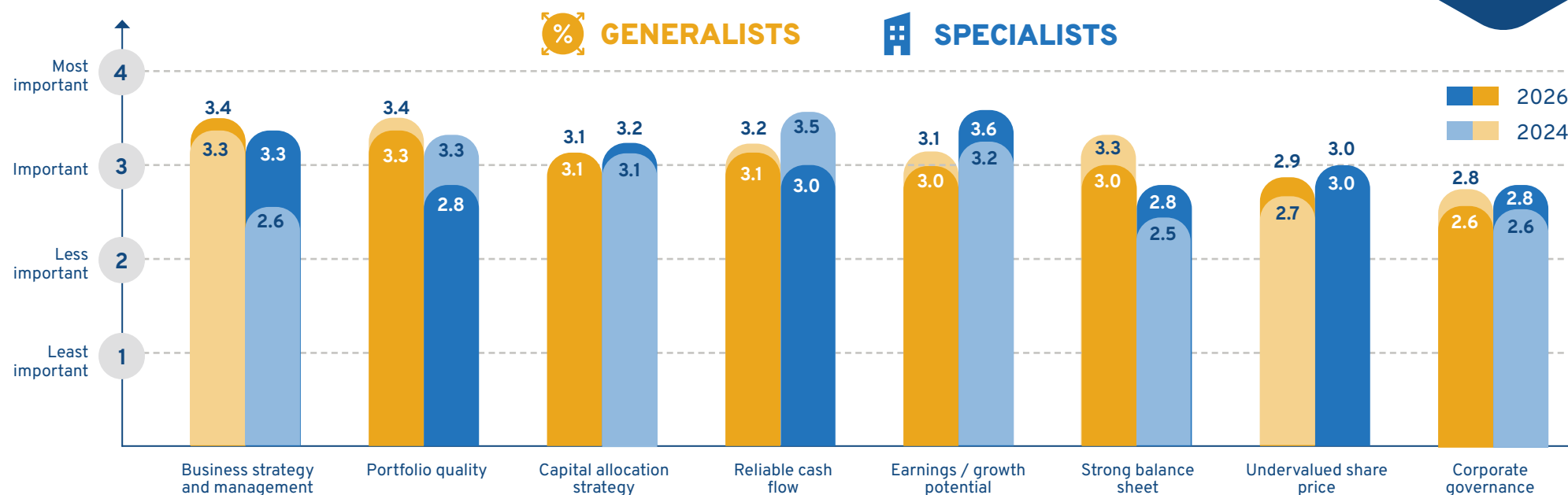
To generalists, income / dividend yield is a persistently important attribute, rising to the top in 2026 from second in 2024.

Specialists now highlight Stable / predictable cash flow and Income / dividend yield over Real assets.

What prompts your investment in a particular listed real estate company?

QUESTION

4

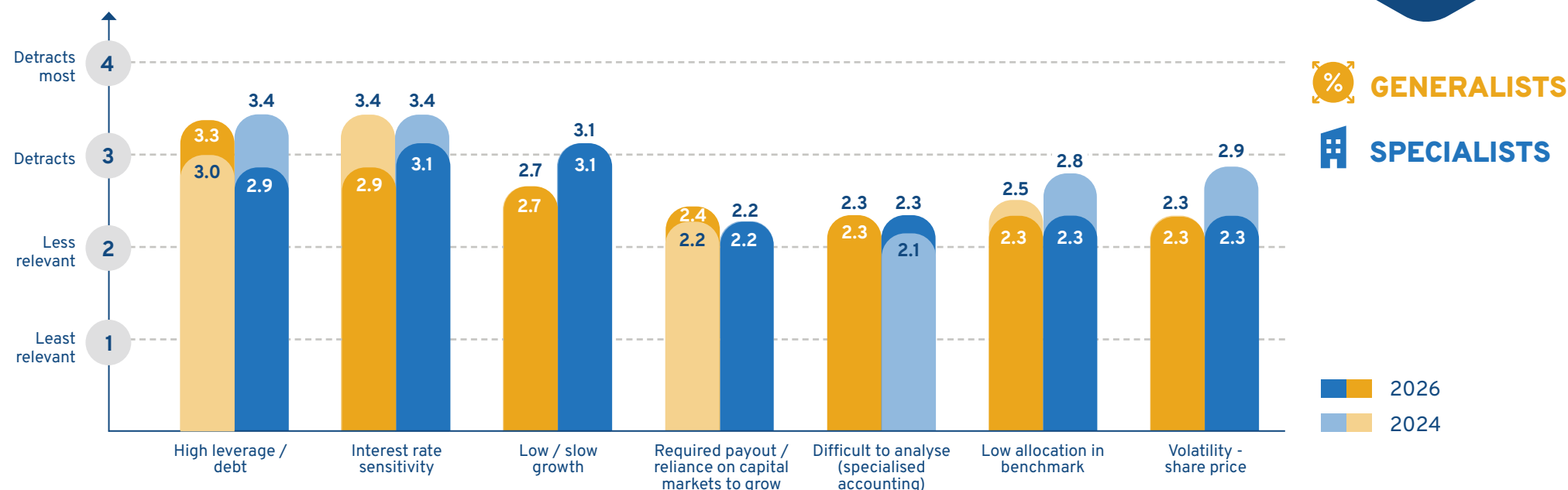


Conclusions

Business Strategy & Senior Management rises to the fore across all investors in 2026.

Specialists highlight the importance of Earnings & Growth Potential.

What detracts most from the investment appeal of the listed real estate sector?

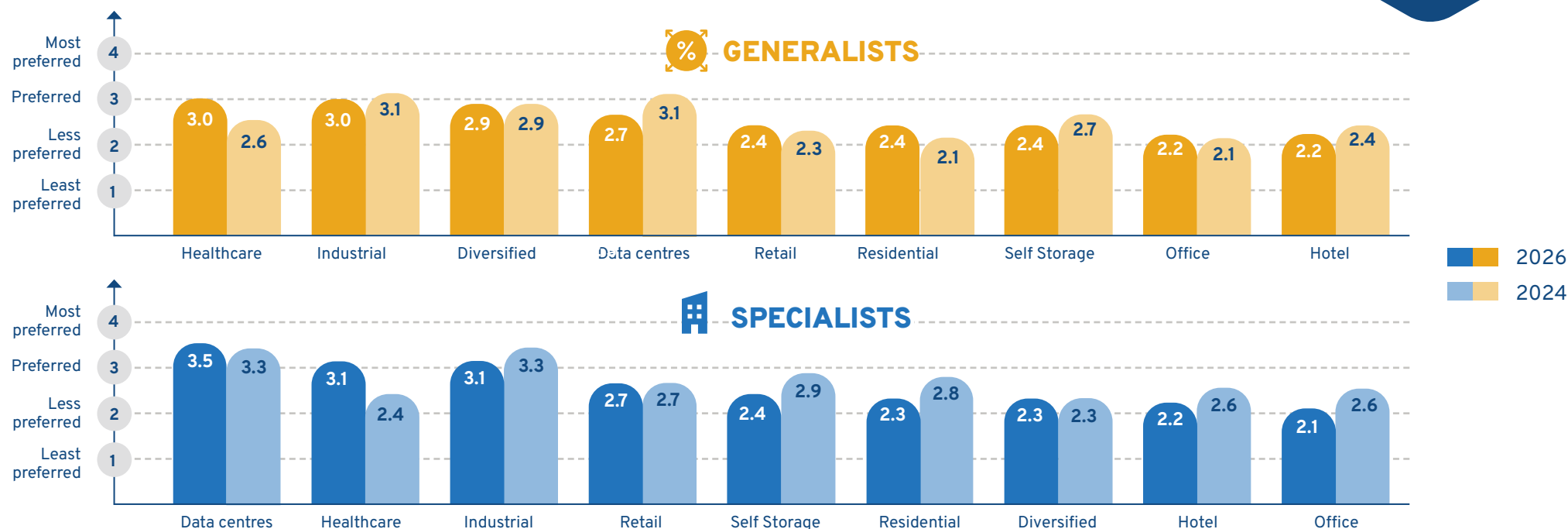


Conclusions

Generalists highlighted High Leverage / Debt as the major detractor with Interest Rate Sensitivity moving from first to second position.

Specialists were consistent throughout both periods that Interest Rate Sensitivity is the major detractor to investment.

Please rank your preferred listed real estate sectors for the coming three years?



Conclusions

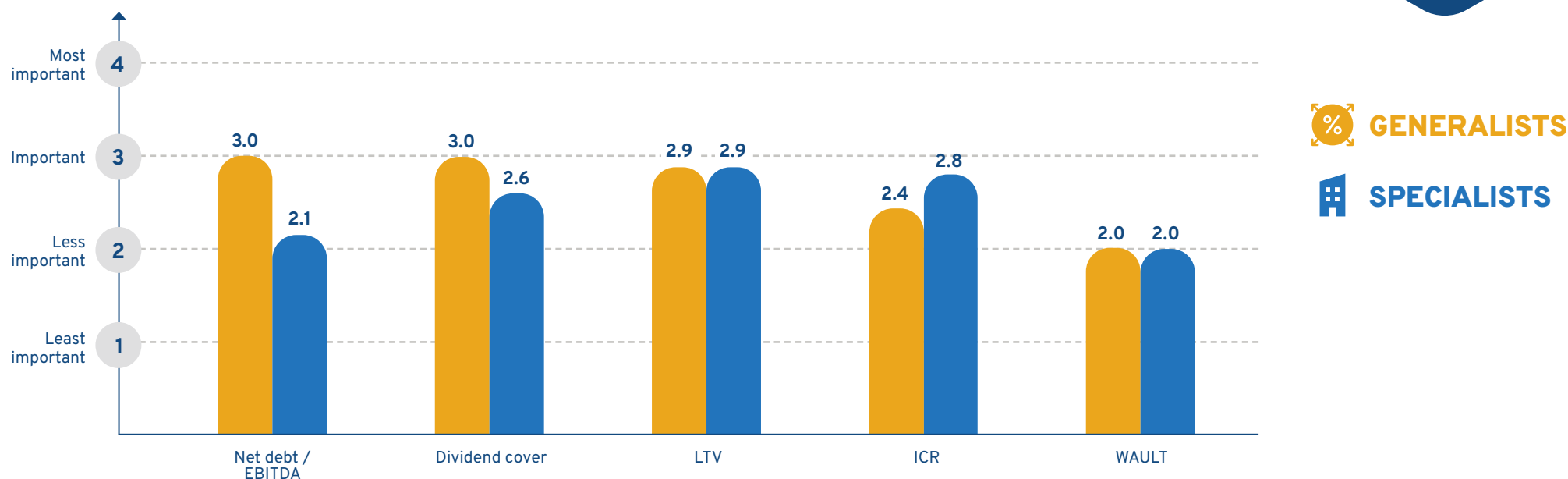
While 2024 was all about Industrial and Data Centres across the board, 2026 sees the emergence of Healthcare and Diversified over Data Centres for generalists.

For specialists, Healthcare rises to third place from last, being equal to Industrial and both behind Data Centres.

QUESTION

7

Please rank the following risk metrics in order of importance to you.



Conclusions

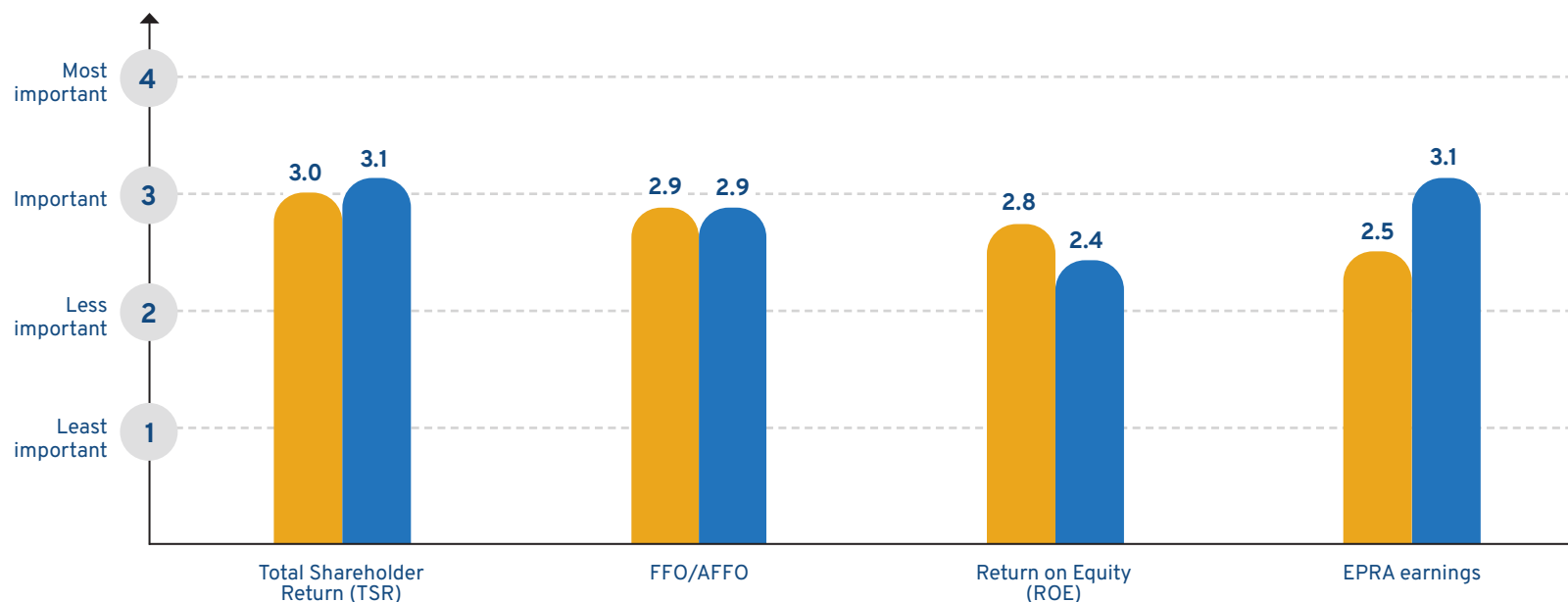
Generalists focus on Net debt / EBITDA like specialists.

Generalists also highlight Dividend cover more than specialists, who prefer LTV and ICR ahead.

QUESTION

8

Please rank the following return metrics in order of importance to you.



GENERALISTS



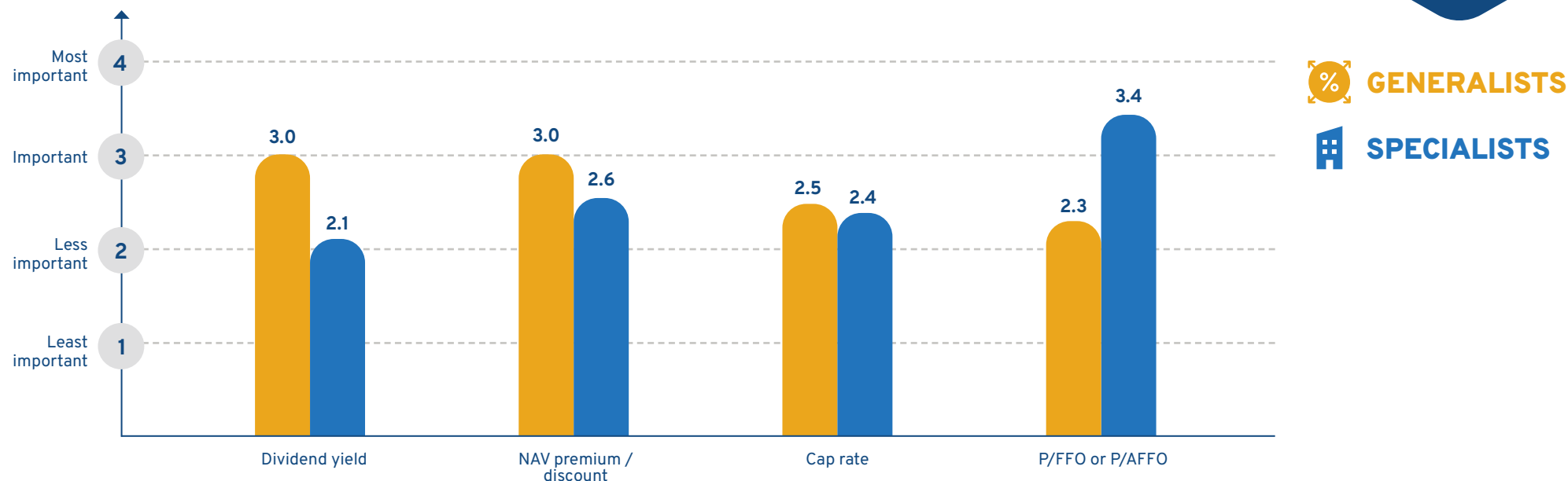
SPECIALISTS

Conclusions

There is an agreed primary focus on Total Shareholder Return (TSR).

Specialists then refer to EPRA earnings while generalists refer to FFO/AFFO.

Please rank the following valuation metrics in order of importance to you.



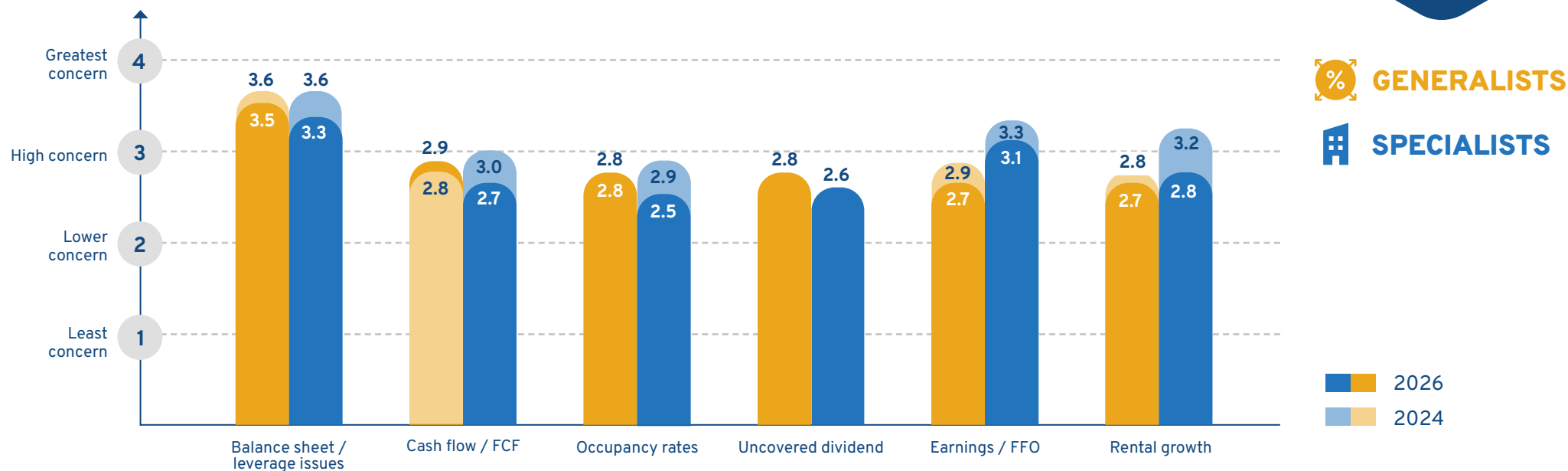
Conclusions

Dividend Yield is considered by generalists to be the joint leading valuation metric, alongside NAV premium/discount.

Specialists recognise P/FFO or P/AFFO as the most relevant metric by a significant margin.

Please rank the shortfalls that raise the greatest concern for you in relation to listed real estate?

QUESTION 10



Conclusions

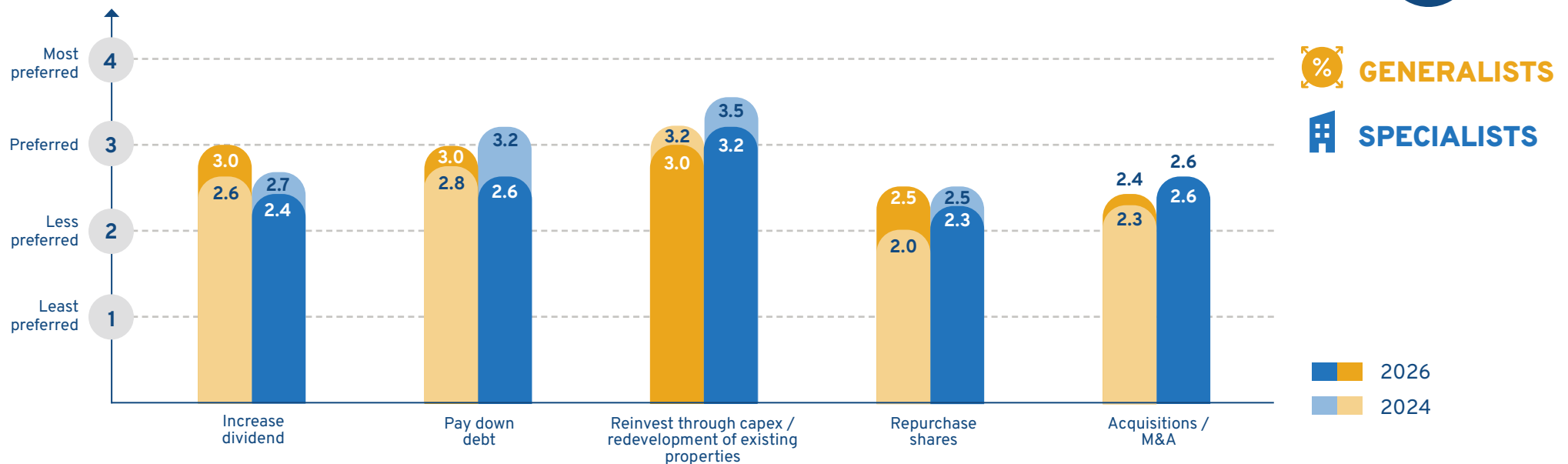
There is broad agreement that Balance Sheet and Leverage Issues are the most common shortfalls of concern.

While both are then concerned most about Cash Flow / FCF shortfalls, generalists next focus is on Occupancy, which is seen as the least concern for specialists.

Please rank your capital deployment preferences for the listed real estate sector over the next 3 years?

QUESTION

11



Conclusions

Generalists demonstrate more interest in Increase dividends compared to 2024

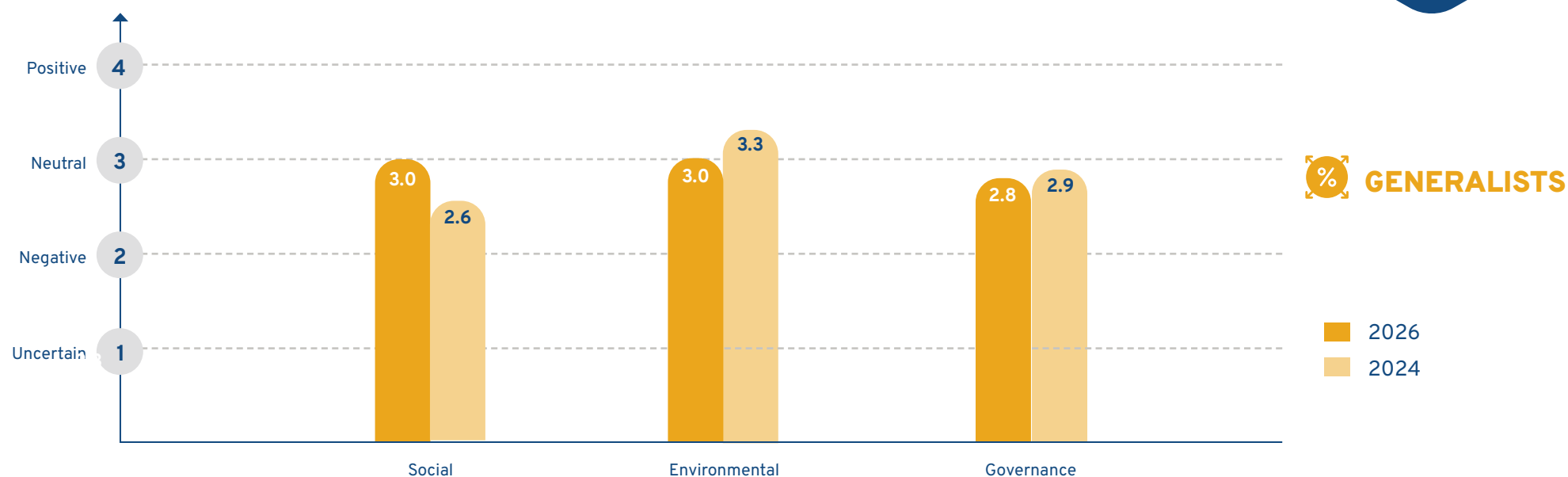
Generalists are also equally interested in paying down debt and using proceeds for reinvestment.

Specialists continue to prefer Reinvest through capex / redevelopment of existing properties.

How does the listed real estate sector's ESG risk compare to other equity sectors in your investment universe?

QUESTION

12



Conclusions

Generalists believe listed real estate's ESG risk is broadly similar to other equity sectors.

Please rank the global megatrends that are most important to your investment thesis?

QUESTION

13



Conclusions

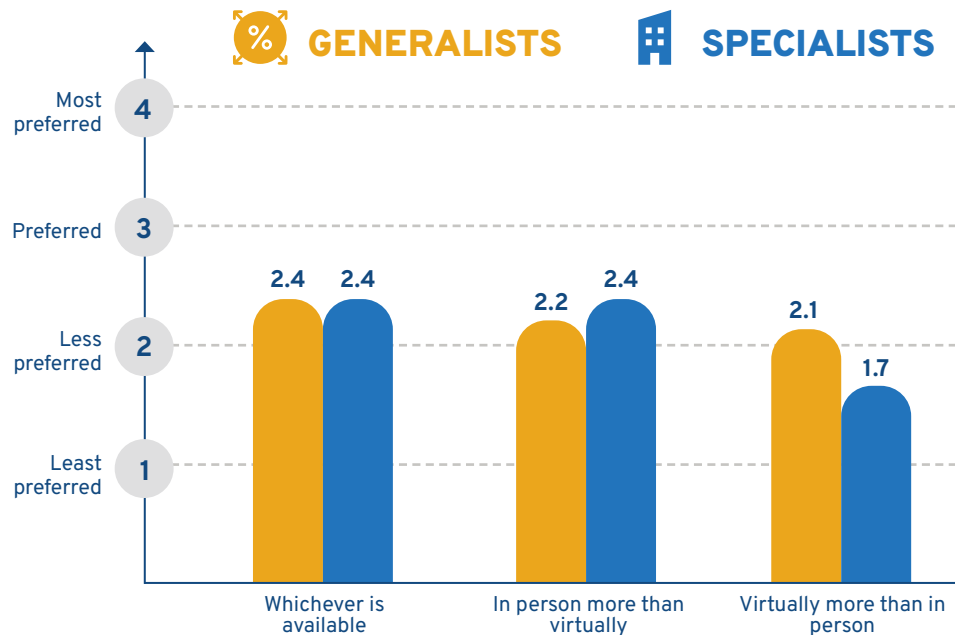
Digital Transformation continues to be the leading investment thesis for both groups.

For 2026, specialists continued secondary focus is on Demographics, with generalists highlighting Geopolitical uncertainties.

Please rank your preferred method to engage with a company you have not previously researched?

QUESTION

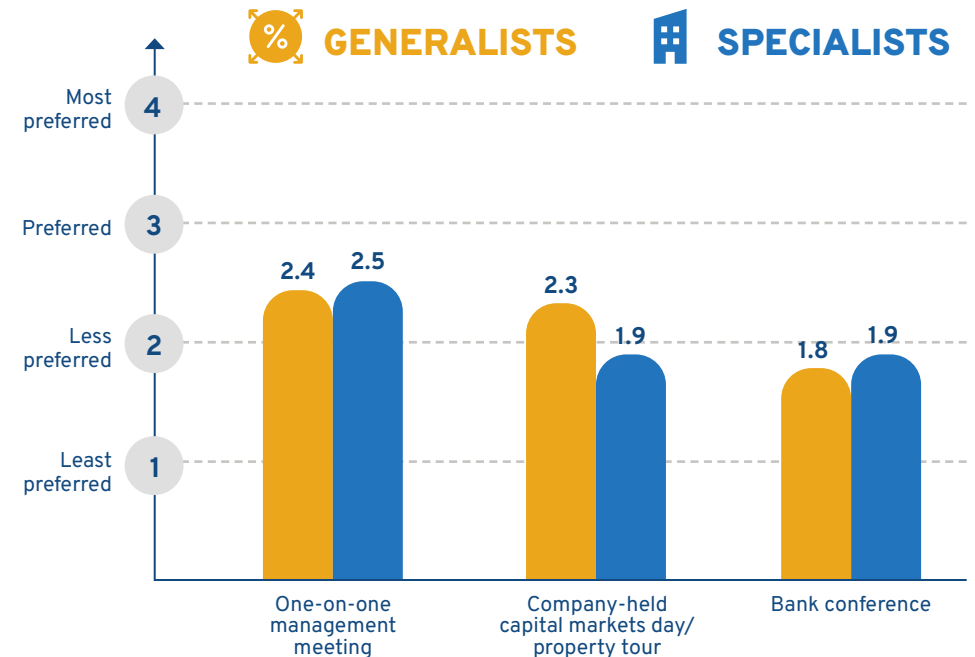
14



What is your preferred due diligence method for a listed real estate company?

QUESTION

15



Conclusions

As may be anticipated, specialists in 2026 demonstrated less interest in virtual meetings than generalists.

Generalists continue to prefer One-on-one management meetings and Company held capital markets days for listed real estate due diligence.

Overall conclusions

- Specialists are more positive about the coming three years compared to 2024 and they are more positive than generalists. **72% of generalists expect to be at least benchmark weight over the next three years**, with 43% expecting to be overweight
- In comparison to 2024, **generalists emphasise the importance of dividends** through responses relating to capital deployment, preferred valuation metric and preferred risk metric
- In comparison to 2024, **specialists have shifted their preference** for reliable cash flow **to earnings / growth potential**
- 2026 sees **Healthcare emerge as an important investment theme** for generalists (joint top with Industrial), and grow in importance for specialists (joint second with Industrial and after Data Centres)





About EPRA

EPRA's mission is to promote, develop and represent the European public real estate sector. We achieve this through the provision of better information to investors and stakeholders, active involvement in the public and political debate, promotion of best practices and the cohesion and strengthening of the industry.

Founded in 1999, EPRA is a not-for-profit association registered in Belgium. With more than 277 members, covering the whole spectrum of the listed real estate industry (companies, investors and their stakeholders), EPRA represents over 1.049 tn EUR of real estate assets and 95% of the market capitalisation of the FTSE EPRA Nareit Europe Index.

**FOR MORE INFORMATION,
PLEASE CONTACT:**

EPRA Investor Outreach Team
io@epra.com

**Square de Meeus 23
B-1000 Brussels, Belgium**

+32 (0)2 739 1010