



PERE

06 December 2013

And the nominees are...

Polls open today for the 2013 Global PERE Awards. Now is the time for you, our expert readers, to determine which firms and individuals stood out from the crowd this past year.

Chances are, this week you've been in a mad rush to finalize transactions that need to be closed before the holiday deadline. But already we here at PERE have been reflecting upon 2013 as it draws to a close. Which is our way of saying it is time to once again open up the voting to the PERE Global Awards, now in its eighth year.

We know the market has been waiting for this moment because we've received many recommendations in the many award categories. We also know they mean a lot because they are independent. There is no sponsorship and no panel of judges. We've drawn up the short list, now it is up to our readers to vote for the people and organisations that made headlines in 2013.

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North American Categories

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1. North American Industry Figure of the Year

Christopher Merrill, Harrison Street Real Estate Capital

The co-founder and chief executive showed niche property types can attract serious investor capital

Albert Tylis, NorthStar Realty Finance

Shook up the US secondaries market with two unexpected blockbuster deal

Ralph Rosenberg, Kohlberg Kravis Roberts

Success in capital raising and deal-making for KKR's debut \$1 billion real estate fund

Timothy Walsh, New Jersey Division of Investment

Led the state pension through a record-breaking \$1 billion real estate secondaries sale and aggressive expansion into international real estate

Other (please specify)

2. North American Firm of the Year

The Carlyle Group

Launched its largest fund to date, acquired a multi manager business, partnered with Canopy Investments on a US commercial real estate lending program and hired Adam Metz as head of international real estate

Harrison Street Real Estate Capital

Raised a \$750 million fund, and struck a record breaking self-storage deal on the way to \$1 billion of transactions to become the largest private investor for education, healthcare and storage sectors

Kohlberg Kravis Roberts

Showed mainstream private equity firms can make an impact in the industry by attracting \$700 million for its first dedicated real estate fund and backed it up with deals in the US and Europe

NorthStar Realty Finance

Burst on the scene to become the firm to call for secondaries deals after first buying \$765 million of fund interests from TIAA-CREF and then \$925 million from New Jersey Division of Investment

Other (please specify)

3. North American Institutional Investor of the Year

California Public Employees' Retirement System (CalPERS)

Formed a \$3 billion industrial joint venture with Bentall Kennedy, made first investments for a new real estate emerging manager program and awarded a \$250 million multifamily mandate to Invesco

New Jersey Division of Investment

Achieved an unprecedented \$1 billion real estate secondaries sale and showed a strong international real estate push, including a large investment in Blackstone Real Estate Partners Asia

Public Sector Pension Investment Board (PSP Investments) of Canada

Completed around \$3.1 billion of deals such as a US multifamily development portfolio with Greystar Real Estate Partners and a €1 billion European industrial joint venture with Segro

Teacher Retirement System of Texas

Another year of commitments both in the US and Europe, including backing KKR's new fund with \$300 million and Tristan Capital in Europe

Other (please specify)

4. North America Deal of the Year

Starwood Capital Group for its \$1.64 billion acquisition of seven US malls from Westfield

New Jersey Division of Investment for the sale of \$925 million secondary interests to NorthStar Realty Finance and Goldman Sachs Asset Management

The Blackstone Group for its \$2.4 billion purchase from GE Capital to start a US multifamily platform

Rockpoint Group for its acquisition and financing of 49.5 percent interest in 1345 Avenue of the Americas and 605 Third Avenue in Manhattan from Fisher Brothers for more than \$2 billion

Other (please specify)

5. North America Exit of the Year

The Blackstone Group for the IPO of Brixmor, formerly Centro US Properties Group

Goldman Sachs Real Estate Principal Investment Area (REPIA) for selling its 40 percent stake in New York's General Motors Building for \$1.4 billion in the largest single-asset property deal in the US in recent years

Harrison Street Real Estate Capital for completing the largest self-storage portfolio transaction to date, selling 43 properties for approximately \$315 million

TPG Capital and **Oaktree Capital Management** for the IPO of a stake in US homebuilder Taylor Morrison, giving TPG a \$1 billion gain

Other (please specify)

6. North America Capital Raise of the Year

- **Crow Holdings Capital Partners**

Successfully raised \$1 billion for its sixth US diversified RE fund, Crow Holdings Realty Partners VI, beating its target of \$750 million

- **Harrison Street Real Estate**

Harrison Street Real Estate Partners IV corralled \$750 million for its education, healthcare and storage niche property sector fund

- **Kohlberg Kravis Roberts**

Managed \$700 million so far for KKR Real Estate Partners Americas Fund targeting \$1 billion

- **KTR Capital Partners**

Secured an impressive \$1.2 billion for KTR Industrial Fund III, far above the initial \$750 million target and equal to its previous two funds combined

Other (please specify)