

**NAREiM**

*Becoming a*  
**MEMBER**

# Driving enterprise growth and investment returns through real estate investment management benchmarking and best practice

NAREIM is the industry association dedicated to the business of real estate investment management. Founded in 1990, NAREIM today represents real estate investment management firms with combined assets under management of more than \$2.5 trillion.

For more than 30 years, NAREIM has focused on organizational management strategy and best practices, delivering its value to members through benchmarking research and peer networking.

We are deliberately a small association to ensure truly candid conversations — and idea sharing — among peers, across our functional groups. You want to know how best to grow and scale your business. You want to know how your peers are doing the same. NAREIM is the place where those conversations take place.

NAREIM members represent a diverse group of real estate investment management professionals, organizations and strategies.

**\$2.5tn**

NAREIM members have \$2.5tn in collective gross AUM

**\$7bn**

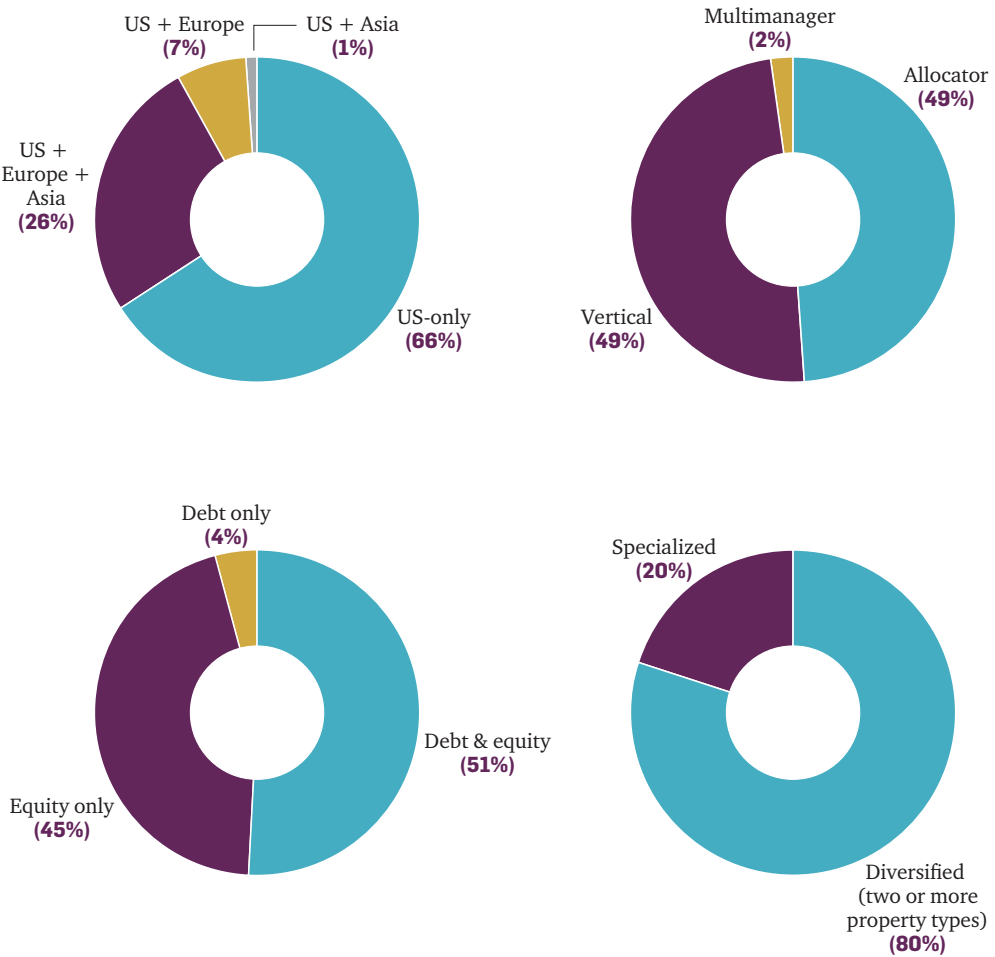
The median AUM of a NAREIM member is \$7bn

**105**

NAREIM has 105 corporate member firms

(as of January 2023)

TYPE OF MEMBERS



OF SPECIALIZED MANAGERS, THE TOP 3 SECTORS ARE

- Top 3 sectors by AUM:**

  - 1. Industrial
  - 2. Residential
  - 3. Office
- Top 3 sectors by # of managers:**

  - 1. Residential
  - 2. Industrial
  - 3. Office

# NAREIM

Delivering value for members through meetings & networking, benchmarking research and thought leadership.

NAREIM is a small association for a reason — so you can candidly talk and network with your peers in the industry.



Each year, NAREIM delivers to every professional, at each of our member firms, the ability to participate in in-person and virtual meetings across 12 distinct functional groups.

NAREIM's functional groups cover the following functions:

- |   |   |
|---|---|
| <ul style="list-style-type: none"><li>• Acquisitions</li><li>• Architecture &amp; Engineering</li><li>• Asset Management</li><li>• Capital Raising &amp; IR</li><li>• Data &amp; Information Management</li><li>• DEI</li></ul> | <ul style="list-style-type: none"><li>• Executive Officer</li><li>• Legal, Compliance &amp; Risk</li><li>• Marketing &amp; Communications</li><li>• Portfolio Management</li><li>• Sustainability</li><li>• Talent Management</li></ul> |
|---|---|



Our meeting format is centered around small breakout group collaborative sessions where members:

- Review live case studies from fellow members.
- Evaluate solutions, live and together, during breakout groups and roundtable activities.
- Report back and share best practices with the peer group to be applied in the short, medium and longer term.

To see the latest meeting and networking schedule, visit: [nareim.org/event](https://nareim.org/event)

Making sense of data to drive enterprise research growth and investment returns through real estate investment management benchmarking and best practices.

Each year, NAREIM produces four enterprise benchmarking research reports in partnership with Ferguson Partners.

Compensation

The only industry survey providing over 400+ pages of individual position compensation reports, including base, bonus, long-term incentives, promote/carry, co-investment and benefits within real estate investment management, and the detailed compensation of 120+ different positions.

Released annually in September.



Global Management

The only industry benchmarking survey with over 65+ individual data points broken down by AUM and risk strategy covering strategic, organizational, financial and operational best practices.

Released annually in July.



DEI

The only corporate industry benchmark for DEI metrics and best practices in commercial real estate globally tracking diversity across gender and ethnicity across seniority and job functions globally, as well as DEI program strategies and practices. Produced in collaboration with NCREIF, RealPAC, PREA and ULI.

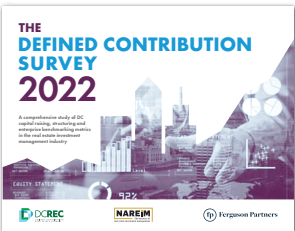
Released biennially in January.



Defined Contribution

Benchmarking research focused on defined contribution capital raising, liquidity requirements, organizational and structuring best practices. Produced in collaboration with the Defined Contribution Real Estate Council.

Released annually in September.



NAREIM research is not for sale. Research is available to participating NAREIM members only.

Member pulse surveys

NAREIM provides members the opportunity to ask peers questions on pressing organizational issues. Recent member polls and surveys include tech and innovation budgets, DEI vendor due diligence, WFH, benefits and travel perks, and treasury management.

Members have the opportunity to contribute articles to NAREIM's magazine, contact peers and nurture the next generation of real estate talent.

**Job Fair, Resume Book**

NAREIM members can connect directly with hundreds of real estate and business undergraduate and graduate students from across the US through the NAREIM Job Fair, Resume Book and the Jeff Barclays Fellows program.

**NAREIM Jeff Barclay Fellows Program**

Named after the late Jeff Barclay, former NAREIM chairman, CIO of Clarion Partners and head of Goldman Sachs' real estate group, the NAREIM Jeff Barclay Fellows award is given to five outstanding graduate students each year. The program affords a unique learning and networking opportunity to attend the fall Executive Officer meeting, as well as other NAREIM functional meetings through the year, and the chance to be published in Dialogues magazine.

**Peer group database**

Members can directly reach out to their peers through attendee lists shared after each in-person and virtual meeting, as well as through the NAREIM member directory.

**Meeting takeaways**

NAREIM also produces takeaway reports from meetings and promotes members at external industry events and with media publications.

**Dialogues**

Members are invited to contribute thought-leadership articles to NAREIM's biannual magazine. Dialogues is published and distributed in association with IREI, a B2B publication distributed to more than 8,000 real estate investment professionals.



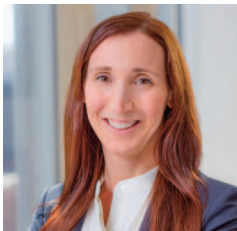


NAREIM's programming is led by NAREIM members. Having a small group of members help with this effort is an important piece of the NAREIM process and provides those involved with unique networking opportunities and a chance to learn directly from peers about best practices and innovation.

NAREIM Board of Directors (October 2022–September 2023)



**Chair: Josh Myerberg**  
Managing Director,  
*Morgan Stanley*  
*Real Estate*



**Vice Chair:**  
**Kristin Renaudin**  
CFO,  
*Stockbridge Capital*



**Treasurer:**  
**Jeff Newman**  
President,  
*Karney Properties*



**Chair Emeritus:**  
**Ryan Krauch**  
Executive Managing,  
Director, *Affinius Capital*



**Bobby Bransfield**  
Head of Fund  
Management, *Prologis*



**Reisa Bryan**  
Global COO,  
*Nuveen Real Estate*



**Tiffany Gherlone**  
Head of Asset  
Management, *UBS Realty*



**Jeff Giller**  
Head of Real Estate,  
*StepStone Group*



**Tim Kessler**  
Global COO,  
*LaSalle Investment*  
*Management*



**John Ockerbloom**  
Head of US Real Estate,  
*Barings Real Estate*  
*Advisors*



**Bryan Thornton**  
Managing Partner,  
*PCCP*

Join NAREIM's committees that cover the following functions:

Executive Committees

- Board of Directors
- Compensation
- Defined Contribution
- Diversity, Equity & Inclusion
- Membership

Program Committees

- Acquisitions
- Architecture & Engineering
- Asset Management
- Capital Raising & IR
- Data & Information Management
- Executive Officer
- Legal, Compliance & Risk
- Marketing & Communications
- Portfolio Management
- Sustainability
- Talent Management



NAREIM welcomes real estate investment management organizations to join our community.

<b>MEMBER</b> <i>Real estate investment managers</i>
Full access to all NAREIM programming, meetings & networking events, benchmarking research, member directory, member surveys/polls and member content.
Contribute to Dialogues magazine, published in association with IREI and distributed to more than 8,000 CRE executives.
Participating members can access the Compensation Survey, Global Management Survey, DEI Survey and Defined Contribution Survey.
<b>Annual dues:</b> <i>Members with more than \$1bn AUM: \$12,000</i> <i>Emerging members with less than \$1bn AUM: \$6,000</i>

<b>UNDERWRITING MEMBER</b> <i>Organizations that work with and support real estate investment managers</i>
Invitation to attend and participate in the planning committees for member meetings and virtual connections. Intimate, engaged networking with senior leaders across departments within real estate investment management firms. Note, NAREIM limits the number of underwriting member organizations that can join to ensure a strict ratio of managers to providers.
Contribute to Dialogues magazine, published in association with IREI and distributed to more than 8,000 CRE executives.
Receive the executive summaries of the Compensation Survey, Global Management Survey, DEI Survey and Defined Contribution Survey.
Full access to the member directory, meeting takeaways and member-initiated surveys and polls.
<b>Annual dues:</b> \$25,000



## **BOARD OF DIRECTORS**

**[www.nareim.org/boardofdirectors](http://www.nareim.org/boardofdirectors)**

## **EXECUTIVE AND PROGRAM COMMITTEES**

**[www.nareim.org/committees](http://www.nareim.org/committees)**

## **STAFF**

**Zoe Hughes**  
CEO

**Sanyu Kyeyune**  
Head of Programming

**IvyLee Rosario**  
Meeting Director

**Alexandria Gonzalez**  
Meeting & Member Coordinator

## **WHY NAREIM?**

NAREIM is a unique association in the real estate investment management industry.

We provide unrivalled access to benchmarking data and best practices that helps management teams scale and grow their organizations. In an environment of increasing complexity, diversity of product offerings and rising expenses, management teams need to understand what strategies work — and which provide the greatest return on investment.

Through research, best practice education and networking, NAREIM offers a safe space for managers to candidly discuss insights and ideas, and to learn from one another what it takes to be best in class.

To join the NAREIM community of real estate investment managers, please contact:

**Zoe Hughes, CEO**  
**[zhughes@nareim.org](mailto:zhughes@nareim.org)**  
**917.355.3957**

## **NAREIM**

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**[www.nareim.org](http://www.nareim.org)**