

PRIVATE MARKET BRIEFING • JULY 16, 2026

US Market Signals

Q1 / Q2 - From Edenwell Investor Base

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Underwriting Has Tightened Across the Board

- 1 Occupancy and near-term rent trajectories getting scrutinised at Desktop Due Diligence level. Institutional investors look at market reports from JLL, Newmark, CBRE.
- 2 Cycle timing matters as much as the asset. Many allocators want to enter once a recovery is visible. Current sentiment: Too early to enter in many markets. Fallback to historically established and known markets. No signals to spearhead the next cycle, rather wait for “green light” indicators.
- 3 Capital is rotating toward the most liquid, highest-conviction corridors within any given state — even strong secondary submarkets face harder scrutiny than 18 months ago.
- 4 Rent assumptions and financial models of developers / project owners are being tested against historically achievable comps. High reliability on hard numbers, less opportunistic institutional capital

Ticket-Size Gap



\$25M+

Typical institutional minimum check size today — up materially from a few years ago. Depending on dry powder, up to \$200m portfolio deployments / acquisitions. Dry powder needs to be deployed - doesn't find pockets



~\$3M

Where most family-office minimums now cluster — a very different anchor point.



\$10–20M

The range increasingly falling between two stools:

too small for institutions, too large for a single family office.

Tendency to have 2-3 LPs in this equity range.



Cap stack room

Equity wants visible seniority and cushion in the capital stack, risk protection.

Development debt leverage ~80% is being scrutinised

Source: Edenwell investor conversations, spring 2026.

Stricter Mandates

- 1 It's no longer enough to check most of the boxes — most allocators we're speaking with need all of them.
- 2 Impact and ESG-oriented capital is concentrating in Opportunity Zones, affordable and workforce housing — even where market-rate product carries regional affordability
- 3 International brokerage firms report equity is taking longer and is more difficult to secure in 2026 than 12–18 months ago, and pricing higher. Low double-digit numbers.
- 4 Net effect: A lot of dry powder. More specific non-negotiable deployment criteria. Fewer active bidders per deal, longer cycles, tougher to get a foot in the door, and more negotiating leverage for the capital - more than ever

Takeaways



Pauses precede openings

Institutional hesitation has historically preceded the best entry points into a cycle. More opportunistic capital will be a step ahead. Opportunities are already there, flying under the radar of institutional mandates.



Capital is rotating in

Family offices and international allocators are slowly stepping into the gap institutions are leaving open. “Needle in the haystack”-principle for GPs. Longer cap raise periods must be calculated for. Patience. Longer breath. Lowered expectations of a quick transaction



Cross-border re-engagement

Global cross-border capital into US real estate grew again in 2025 after four years of decline, despite political uncertainty. Residential rental is one of the sectors it's prioritizing. A matter of identifying those players ready to allocate in the US. Strong deal origination partners.



Timing is the edge

Assets built to deliver as the cycle turns - 2027/28 - are exactly where that capital wants to be positioned. It's a matter of matching a great product with open-minded capital.

Source: MSCI Cross-Border Capital Report; Cushman & Wakefield, Knight Frank 2026 Investor Survey.

REPLAY

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