



FORT VEGA

EUROPEAN
REAL ESTATE
CAPITAL
MARKETS
2026

INTRODUCTION

The European real estate capital market is undergoing a significant transition. Traditional sources of funding— primarily institutional capital and bank lending—are becoming increasingly selective, with a clear focus on stability, liquidity, and predictable income streams.

As a result, the capital landscape is shifting. **Private, flexible, and non-traditional sources of capital are expected to play a leading role in 2026**, filling gaps left by more conservative market participants.

INSTITUTIONAL CAPITAL

Institutional investors remain active but are narrowing their investment focus. Key characteristics of current institutional capital allocation:

- Preference for **core, income-generating assets**
- Emphasis on **stability and predictability**
- Reduced appetite for **operationally intensive sectors**

This shift is driven by:

- Increased market uncertainty
- Reduced portfolio diversification benefits
- The transformation of certain asset classes into **operating businesses rather than passive investments**

As a consequence, many institutions are reallocating capital toward **infrastructure**, which offers:

- Long-term income visibility
- Stronger inflation protection
- Alignment with public policy and ESG frameworks

BANK LENDING

The outlook for real estate debt markets is improving.

With easing inflation and stabilising interest rates:

- Competition among lenders is increasing
- Financing conditions are gradually improving
- 2026 may represent an **attractive window for debt financing**

However, banks remain fundamentally conservative:

- Focus on **prime, low-risk assets**
- Lower leverage levels
- Slower credit processes

Banks show limited appetite for:

- Value-add strategies
- Operationally complex assets
- Non-core properties

As a result, bank financing is often less suitable for investors seeking **flexibility, speed, or higher-risk returns.**



NON-BANK LENDERS

Non-bank lenders and private credit providers are rapidly expanding their presence in the market.

Key drivers include:

- Significant global private wealth (estimated to exceed institutional capital by a factor of four)
- Demand for more flexible financing structures
- Gaps left by traditional lenders

Typical participants:

- Family offices
- High-net-worth individuals (HNWIs)
- Private credit funds

These investors are characterised by:

- Greater willingness to accept **complexity and operational risk**
- Longer investment horizons
- Ability to invest through market cycles

Their role is increasingly critical in financing **non-core and value-add opportunities**.

PRIVATE EQUITY

Private equity funds are becoming a dominant force, particularly in **value-add and operational real estate**.

Unlike traditional investors, private equity focuses on:

- Active asset management
- Operational improvements
- Value creation through execution rather than yield

This approach reflects a broader market shift:

- Real estate is increasingly treated as an **operating business**
- The distinction between real estate and private equity is becoming less defined

Private equity strategies are therefore central to unlocking value in more complex or repositioning-driven assets.

CONCLUSION

European real estate capital markets in 2026 are defined by **structural change and capital diversification**.

While institutional investors and banks remain important, their cautious and selective approach is reducing their dominance. This creates space for **private capital and private equity**, which are increasingly shaping the market through more flexible, risk-tolerant, and execution-driven strategies.

The result is a more dynamic capital environment, where access to funding depends not only on asset quality, but also on the ability to structure, operate, and actively manage investments.