



The Evolution of REITs in Türkiye: A New Roadmap

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Over the past decade, Türkiye's economic transformations, accelerating urbanization, and evolving investment trends have created the need for a new positioning for Real Estate Investment Trusts (REITs). Today, REITs go beyond serving solely as an investment instrument; they are emerging as influential actors shaping the social and economic fabric of cities. According to Ernst & Young's Real Estate Investor Trends 2025 report, investor interest in commercial real estate across Europe and the MENA region has been rising, driven by the search for safe havens and the need for inflation protection. In Türkiye, this trend is mirrored by the growing prominence of REITs.

This evolution is not driven solely by financial demand; it also requires a more strategic perspective in areas such as user experience, location optimization, sustainable development, and portfolio diversification. GYODER's Türkiye REIT Sector Report, published at the end of 2024, reinforces this shift. The report emphasizes the importance of thematic specialization, noting that REITs investing in sectors such as data centers, hotels, shopping malls, and logistics not only broaden their investor base but also offer significant advantages in terms of stable income potential.

According to the Central Bank of the Republic of Türkiye's Commercial Real Estate Price Index data for the first quarter of 2025, annual value increases were recorded at 21.4% in Istanbul, 37.5% in Ankara, and 35.3% in Izmir. These figures demonstrate that commercial real estate investments can remain resilient even in highly volatile environments, proving to be a stable vehicle for long-term value creation.

Deloitte's Real Estate Predictions 2025 report further indicates that investors are now focusing not only on the present but also on long-term investment planning. In this context, investment decisions are increasingly shaped by comprehensive market analysis, detailed valuation studies, and multi-dimensional risk scenarios. Projects offering sustainable rental income are becoming a higher priority for investors, given their predictable cash flows, solid financial structures, and strategic positioning.

On the other hand; another key driver shaping this overall landscape is technological advancement. AI-powered valuation systems, big data analytics, and automated risk assessment models are enabling faster, more accurate, and data-driven investment decisions.



According to PwC's Global Real Estate Outlook 2025 report, AI applications not only enhance operational efficiency but also optimize investment return timelines. For REITs in Türkiye, this technological transformation presents a new opportunity—particularly in enabling precise portfolio analysis and improving the predictability of sustainable investments.

In this transformation journey, investor relations play a crucial role in aligning the company's strategy with market expectations. By ensuring transparent communication, timely disclosure of material developments, and effective engagement with both domestic and international stakeholders, investor relations functions help build trust, support informed decision-making, and enhance the long-term value perception of the company.

In conclusion, the REIT sector in Türkiye is undergoing a new phase of structural transformation. This shift brings an investment approach that is data-driven, thematically specialized, technology-integrated, and focused on long-term strategies. In this new roadmap, REITs continue to strengthen their position as both carriers of economic stability and safe harbors for investors.