Setter

Volume Report H1 2026

27th Edition

First in the secondary market.

Highlights

The Setter Volume Report analyzes global secondary market activity in H1 2026 and covers the following topics:

› Total Volume of Secondary Deals

› Breakdown of Volume between LP-led and GP-led

› Breakdown of Volume by Type of Assets Purchased

› Breakdown of Volume by Geography of Assets Purchased

› Maturity of Funds Purchased

› Profile of Buyers

› Number of Deals and Average Deal Size

› Payment Terms

› Execution Risk

› Buyers' Scope of Interest

› Buyers' Target Returns

› Profile of Sellers

› Percentage of Intermediated Deals

› Predicted Secondary Deal Volume

› Change in Level of Buyer Competition

› Changes in Debt Levels

› Pricing

› Expected Hiring

› Expected Returns of Secondary Purchases

› Expected Distribution and NAV Changes

› General Partners' Approach to the Secondary Market

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The survey

As the secondary market continues to grow and evolve, we seek to take a comprehensive and methodical approach to quantifying the market and identifying trends. Using a survey approach, we directly asked principals the same questions that buyers, sellers and secondary fund LPs often ask us. How many transactions were completed in H1 2026? How much was completed in LBO, venture, real estate, infrastructure, private credit, energy, real asset and hedge fund secondaries? How many GP-led transactions were completed? What are the expected returns and buyer debt levels?

This report summarizes the results of our 35-question survey of the most active global buyers in the secondary market for alternative investments, conducted at the end of June 2026. Volume is defined as total exposure (NAV + unfunded in USD) purchased by the respondents, including only deals where a binding agreement was entered into during H1 2026. Please note that all values throughout the report are denoted in USD.

We were pleased by the high response rate, as 90 of the 144 most active and regular buyers in the secondary market agreed to share their confidential results (see partial list of participants on page 26). The respondents to our survey represented 78.6% of total market volume, making it the most reliable, consistent and exhaustive study of the industry's activities.

Being mindful of response bias, we compared the list of respondents to those who had declined to respond and did not find any obvious or meaningful differences in the known and observed levels of activity between the two groups. We then estimated and charted the total volume, number of transactions, and other reported figures herein by prorating the survey results based on the proportion of small, medium and large buyers that participated.

We hope you find the results interesting and useful. We welcome any questions and would be happy to provide further insights into the results.

More Insight.

In the secondary market, knowledge is power.
By providing granular custom portfolio analysis and industry-leading market research, we empower our clients to make the most informed decisions.

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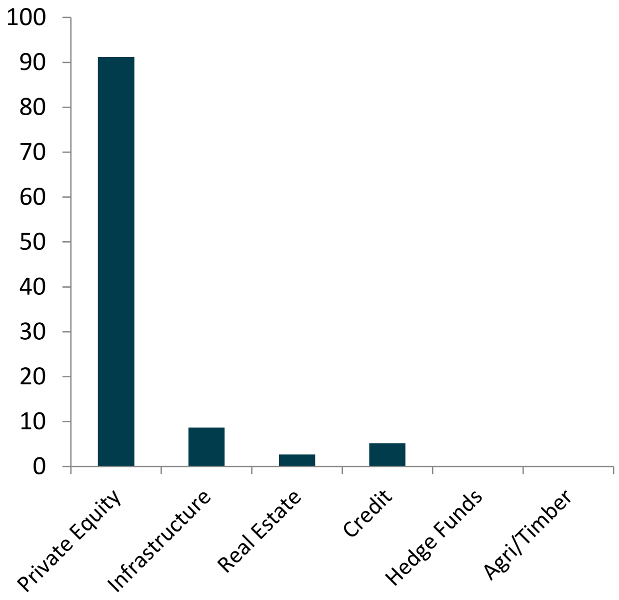
Total volume

Total secondary market volume for H1 2026 was $107.74 billion. This is the volume estimate derived from the 144 secondary buyers surveyed with dedicated secondary efforts and includes 118 secondary funds, 14 funds of funds, 5 hedge funds, 5 investment consultants, 1 family office and 1 pension. We believe this estimate is reliable, as the 90 survey respondents alone reported $84.69 billion of volume in their survey responses. **The figure is conservative, as it does not include the activity of over 2,000 opportunistic and non-traditional buyers,** whose combined activity may be significant, and it also does not capture activity in the secondary market for shares in venture-backed companies. For instance, the activities of sovereign funds such as ADIA, ADIC, GIC and Temasek were excluded entirely, even though some have built teams dedicated to secondary purchases.

Types of assets purchased



Private Equity (GP-led[1] & LP-led): $91.17 billion (0.7% decrease YoY)

Infrastructure (GP-led & LP-led): $8.64 billion (104.6% increase YoY)

Real Estate (GP-led & LP-led): $2.65 billion (20.1% increase YoY)

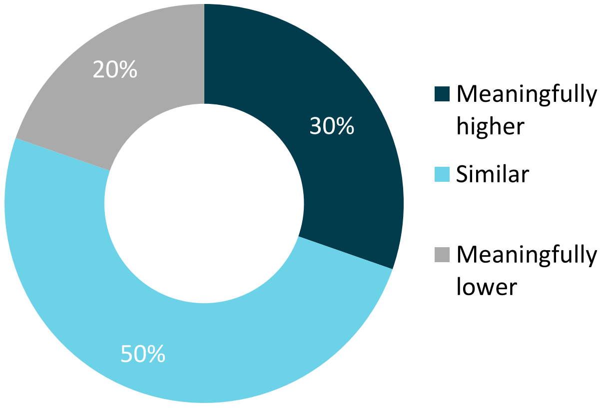
Private Credit (GP-led & LP-led): $5.14 billion (35.4% increase YoY)

Hedge Fund sales: $67 million (10.9% decrease YoY)

Agriculture/Timber Funds (GP-led & LP-led): $86 million (18.3% decrease YoY)

[1] GP-led deals include fund recapitalizations, tenders, continuation funds and fund liquidations.

H1 2026 volume vs. H1 2025 volume

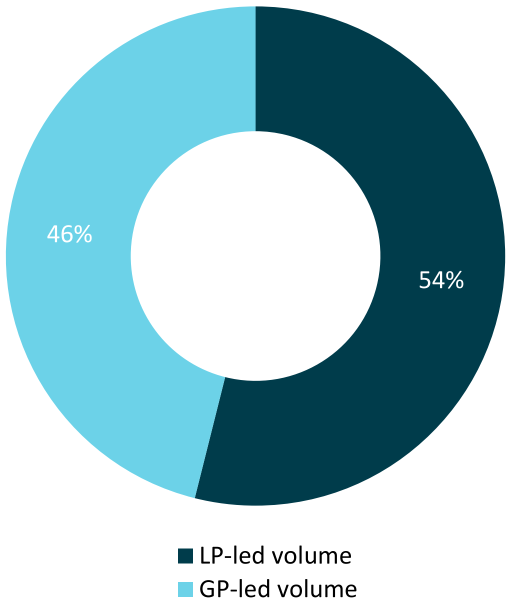


H1 2026 volume increased 5.4% compared with H1 2025, which was $102.23 billion.

By volume, respondents representing 30.3% of total reported volume indicated meaningfully higher activity in H1 2026, compared with 50.0% indicating similar activity and 19.7% indicating meaningfully lower activity than in H1 2025.

Assets purchased

LP-led vs. GP-led secondaries

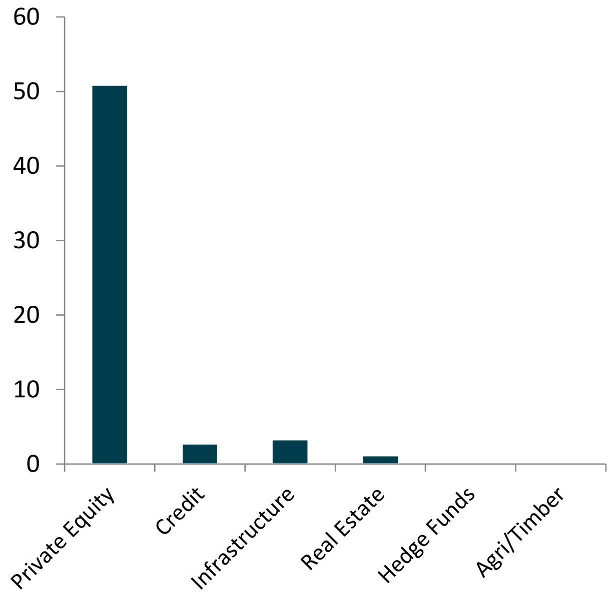


Fund secondaries (LP-led) declined 2.4%, from $59.49 billion in H1 2025 to $58.09 billion in H1 2026. GP-led secondaries increased 16.2%, from $42.74 billion in H1 2025 to $49.65 billion in H1 2026.

GP-led secondaries increased from 41.8% of total volume in H1 2025 to 46.1% in H1 2026.

Survey respondents estimated that the split between fund and GP-led secondaries in three years will be 49.7% LP-led and 50.3% GP-led.

Breakdown of LP-led fund secondaries



Private equity (non-credit): $50.83 billion (4.5% decrease YoY)

Infrastructure: $3.27 billion (5.1% increase YoY)

Real estate: $1.12 billion (26.9% increase YoY)

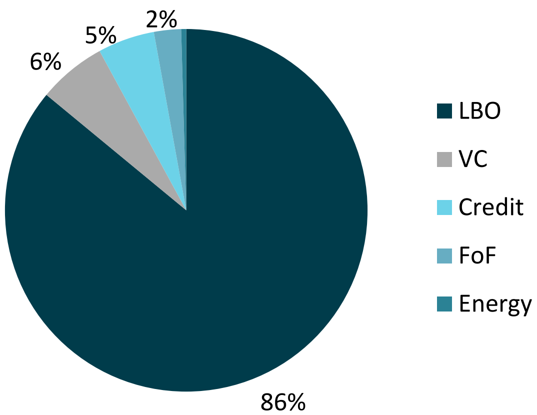
Private Credit: $2.71 billion (28.4% increase YoY)

Hedge funds: $67 million (10.9% decrease YoY)

Agriculture/Timber: $86 million (18.3% decrease YoY)

Types of funds purchased

Private equity funds



LBO - $46.04 billion
(Down 5.1% YoY from $48.52 billion)

VC - $3.26 billion
(Up 14.7% YoY from $2.84 billion)

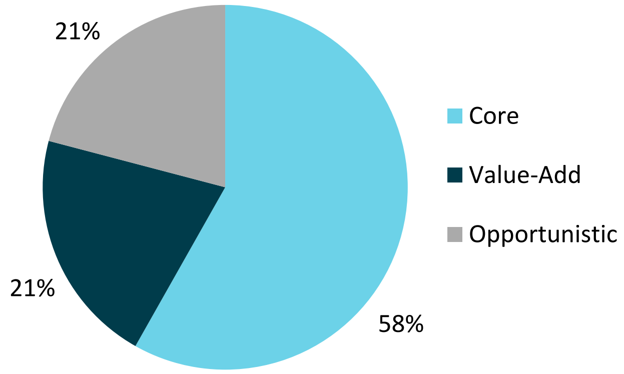
Private Credit - $2.71 billion
(Up 28.4% YoY from $2.11 billion)

FoF2 - $1.29 billion
(Down 15.0% YoY from $1.52 billion)

Energy - $240 million
(Down 24.0% YoY from $315 million)

[2] Includes total for both Fund of Funds and Secondary Funds

Real estate funds



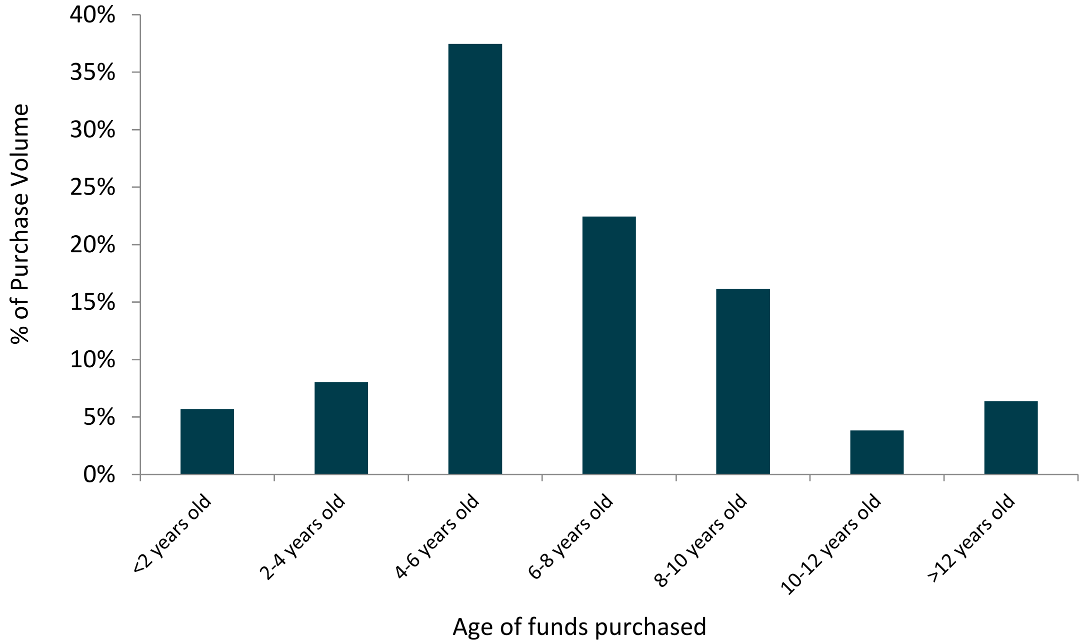
Core - $653 million
(Up 28.9% YoY from $506 million)

Value-Add - $235 million
(Up 7.9% YoY from $217 million)

Opportunistic - $235 million
(Up 46.1% YoY from $161 million)

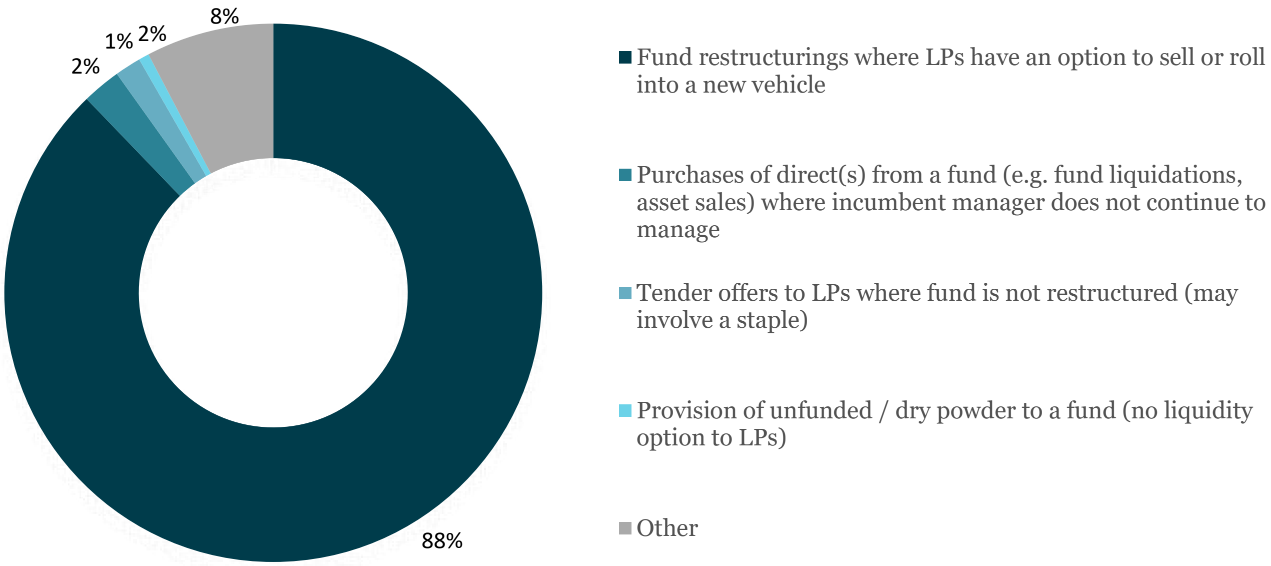
Maturity of funds purchased

Buyers purchased fund interests across a range of vintages, both in portfolios and on a single-line basis. The estimated volume-weighted average age of purchased fund interests was 6.45 years, down from 6.76 years in H1 2025.

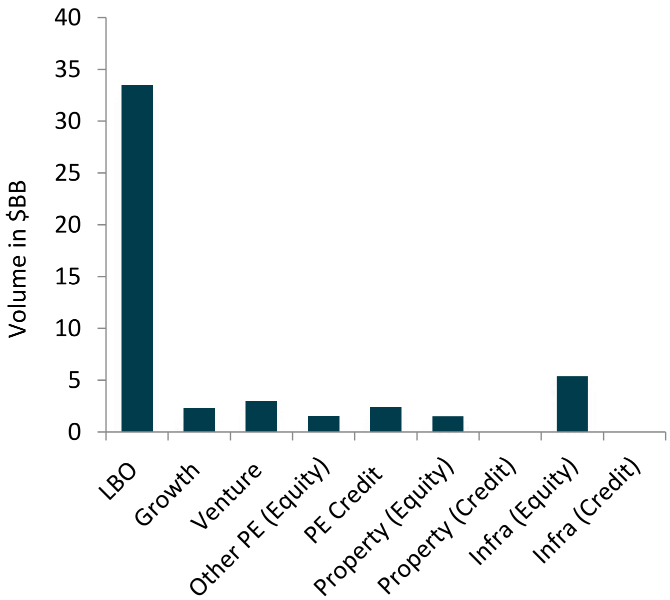


Types of GP-led secondaries

Types of deals completed

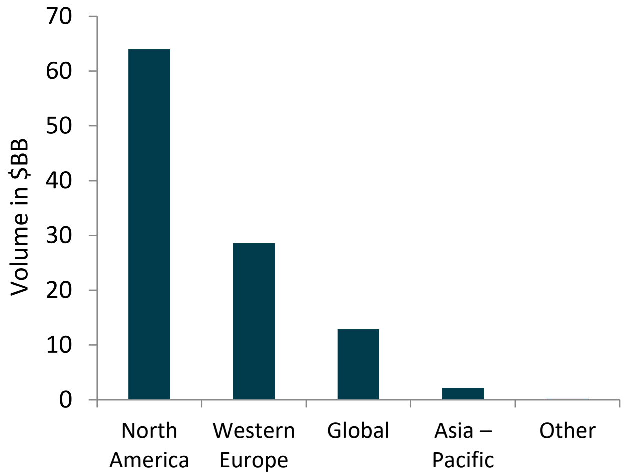


Types of assets purchased in GP-led deals



The results represent a volume-weighted average of buyers' reported GP-led transaction-type mixes: 67.4% LBO, 4.7% Growth, 6.1% Venture, 4.8% Credit, 3.1% Other Private Equity (non-debt), 3.1% Real Estate (non-debt), 10.8% Infrastructure (non-debt) and 0.1% Infrastructure (credit).

Geography of assets purchased



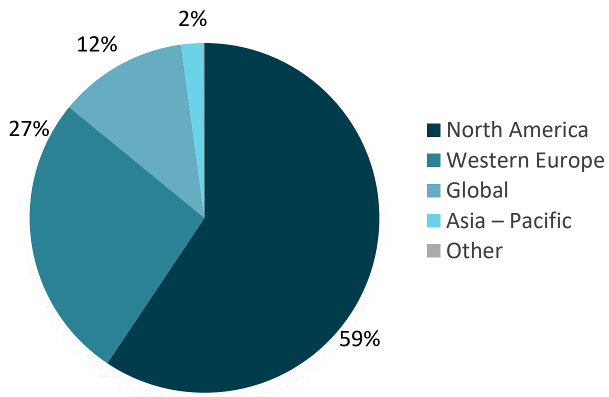
North American and Western European focused funds/GP-leds accounted for the vast majority of assets purchased in H1 2026:

North America - $63.97 billion
(Up 5.9% YoY from $60.42 billion)

Western Europe - $28.60 billion
(Up 9.0% YoY from $26.23 billion)

Global - $12.86 billion
(Up 5.8% YoY from $12.15 billion)

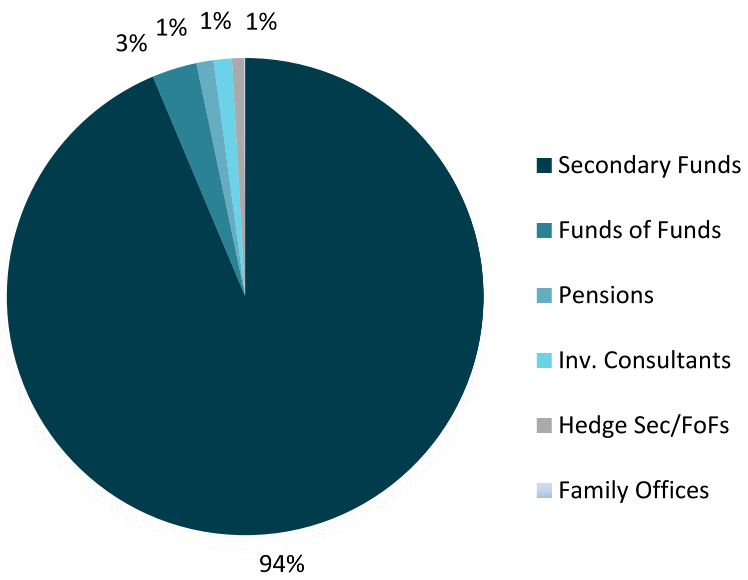
Asia-Pacific - $2.13 billion
(Down 29.7% YoY from $3.03 billion)



In percentage terms, North American assets accounted for 59.4% of total volume, Western European assets accounted for 26.5%, global assets accounted for 11.9% and Asia-Pacific assets accounted for 2.0% of sales.

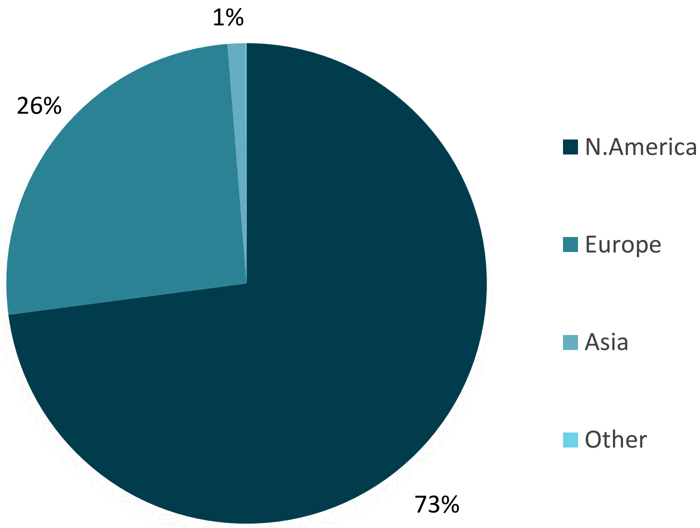
Profiles of buyers

Types of buyers



Secondary funds were again the most active buyers, accounting for 93.7% ($100.91 billion) of total purchases, while funds of funds accounted for 3.0% ($3.28 billion).

Locations of buyers[3]



North American buyers transacted the most, accounting for 72.9% of total volume in H1 2026, up from 70.6% in H1 2025.

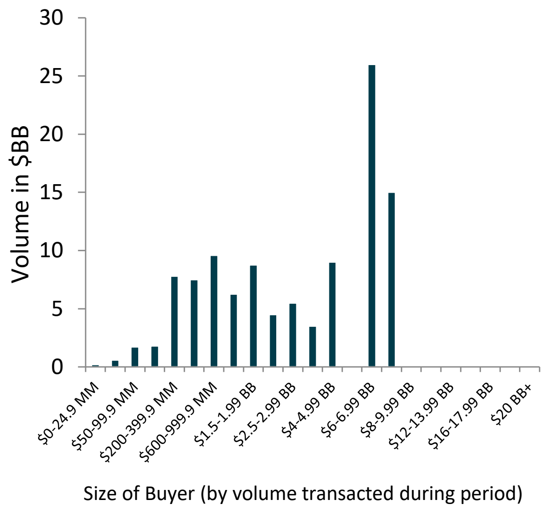
European buyers accounted for 25.8% of total volume in H1 2026, down from 28.1% in H1 2025.

[3]Location is based on head office location.

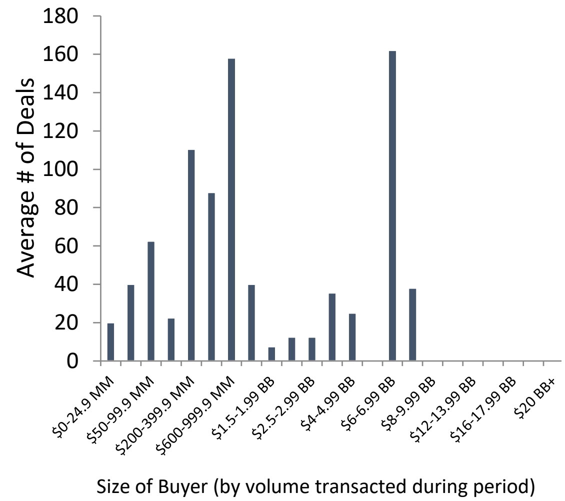
Activity levels of small, medium and large buyers

Applying the survey respondents' dollar volume and transaction numbers, while taking into consideration the proportion of small, medium and large buyers that did not participate, we estimated the market share of small, medium and large buyers as follows:

Volume distribution by size of buyer



Avg. number of deals by size of buyer



35 large buyers (defined as those that deployed $600 million or more in H1 2026) purchased $88.10 billion, representing approximately 81.8% of total volume across an estimated 604 transactions, with an average deal size of $145.93 million. Large buyers accounted for 81.9% of total volume in H1 2025.

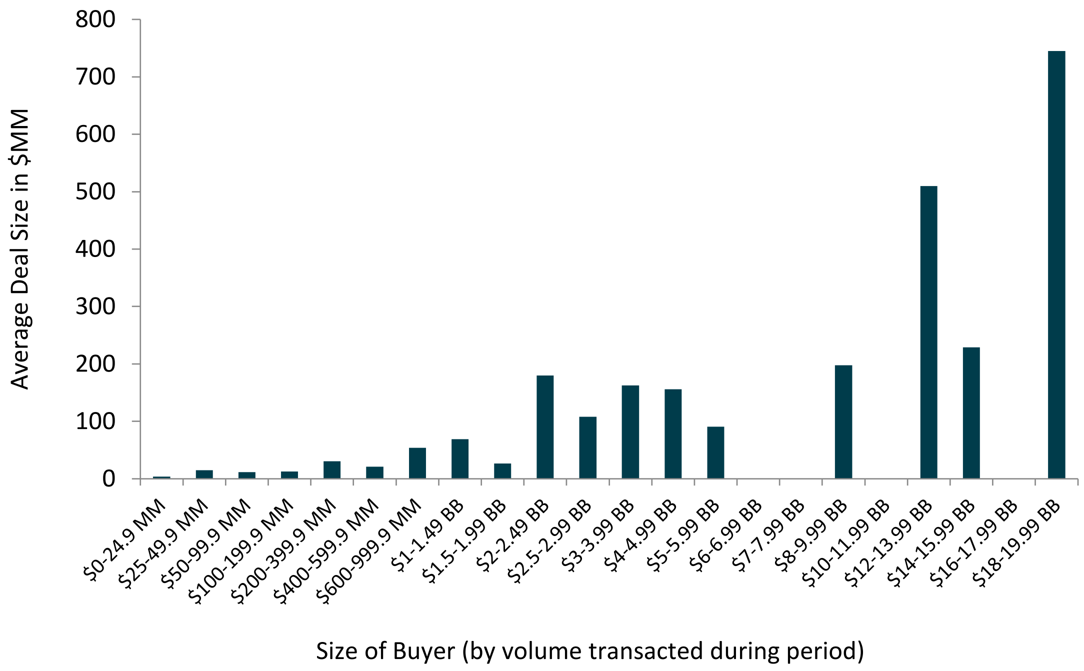
53 medium-sized buyers (defined as those that deployed $100 million to $599.9 million in H1 2026) purchased $17.10 billion, representing approximately 15.9% of total volume across an estimated 408 transactions, with an average deal size of $41.86 million. Medium-sized buyers accounted for 15.3% of total volume in H1 2025.

56 small buyers (defined as those that deployed less than $100 million in H1 2026) purchased $2.54 billion, representing approximately 2.4% of total volume across an estimated 254 transactions, with an average deal size of $10.00 million. Small buyers accounted for 2.8% of total volume in H1 2025.

Number of deals and average deal size

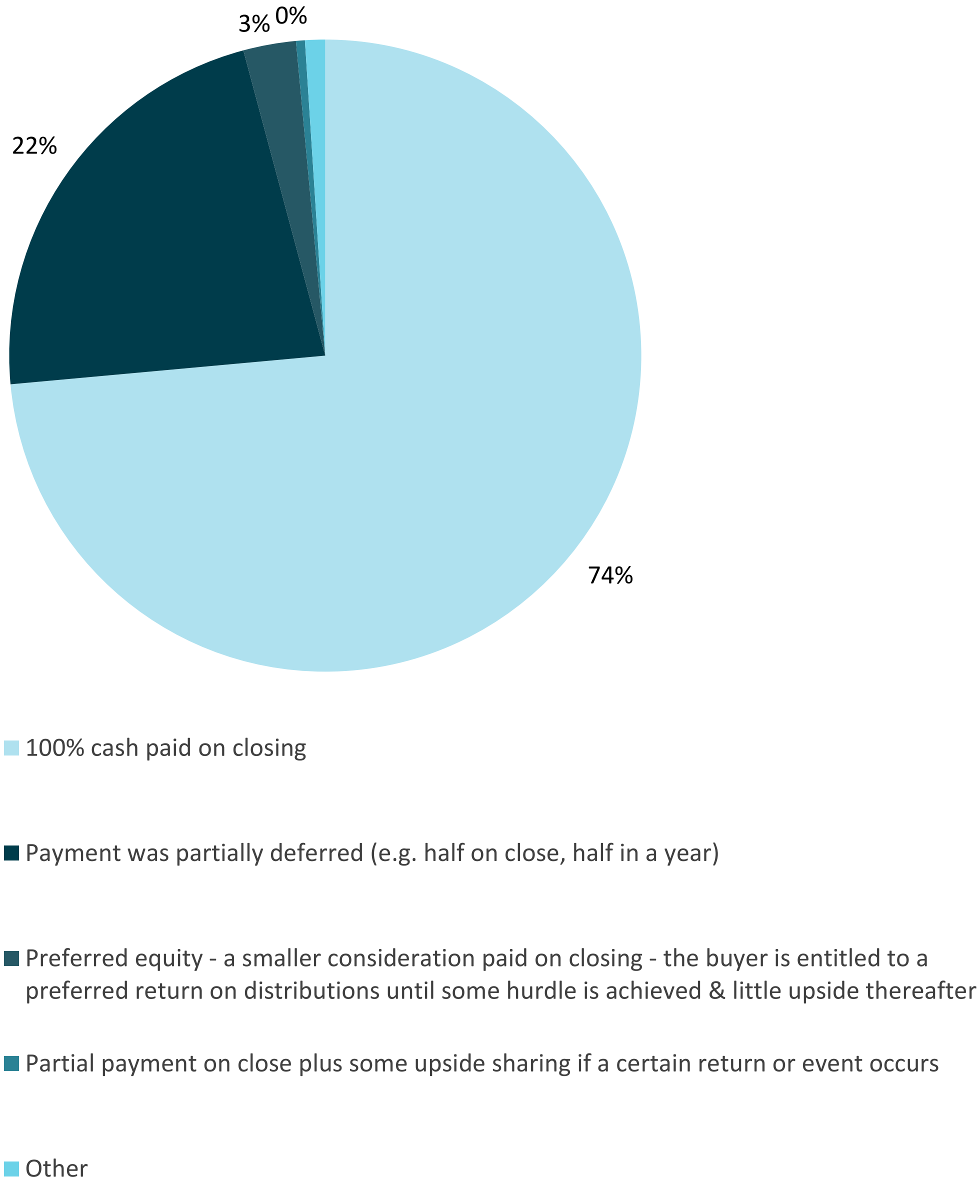
We estimate that secondary buyers completed 1,266 transactions in H1 2026, with an average size of approximately $85.10 million. The estimated number of transactions declined 4.7% from 1,329 in H1 2025, while the average deal size increased 10.6% from $76.94 million.

Average deal size by size of buyer



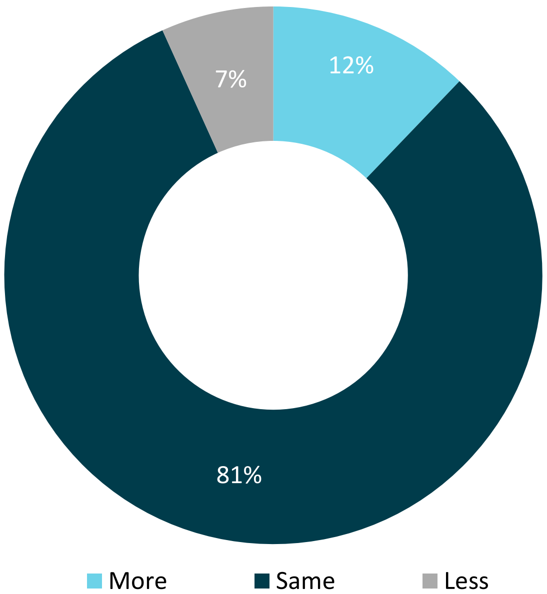
Payment terms

Buyers' reported deal mixes, weighted by their reported dollar volume, indicated an average all-cash share of 73.6%, while 26.4% involved other payment terms or structuring. Within the volume-weighted average reported deal mix, 22.3% involved partial payment at closing with the remainder deferred, down from 37.8% in H1 2025.



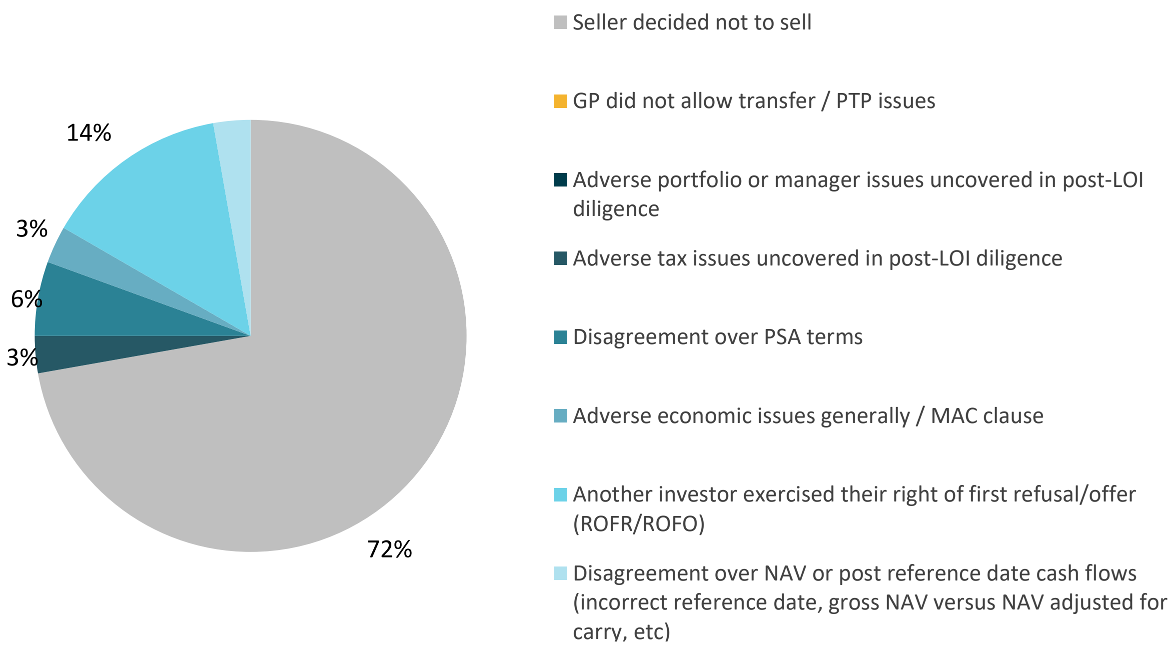
Execution risk

Percentage of deals that fell apart



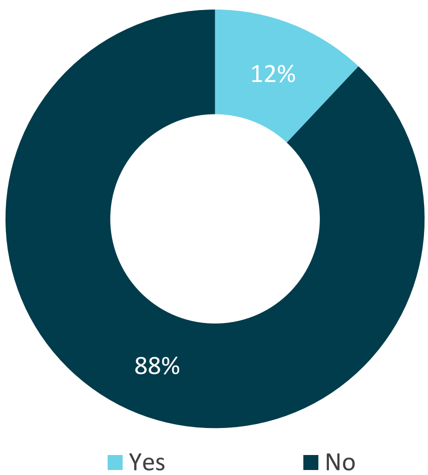
The majority of respondents had the same proportion of deals fall through in H1 2026 as in H1 2025. Approximately 12.2% reported more deals falling through, down from 15.3% in H1 2025, while 6.8% reported fewer deals falling through.

The main reason deals fell apart was that the seller decided not to sell (72.2%). Other reasons included another investor exercising a right of first refusal or offer (13.9%), disagreement over PSA terms (5.6%), and adverse tax issues, adverse economic issues or a MAC clause, and disagreement over NAV or post-reference-date cash flows (2.8% each).



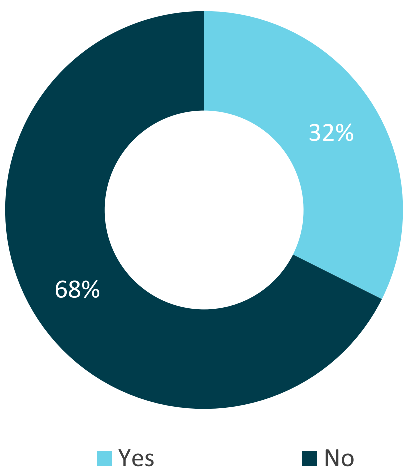
Buyers’ scope of interest

Buyers broadening their focus in H1 2026



12.0% of participants broadened their secondaries focus in H1 2026 to include other alternative investment types such as GP-leds, infrastructure and private debt.

Buyers that intend to broaden their focus over the next 12 months

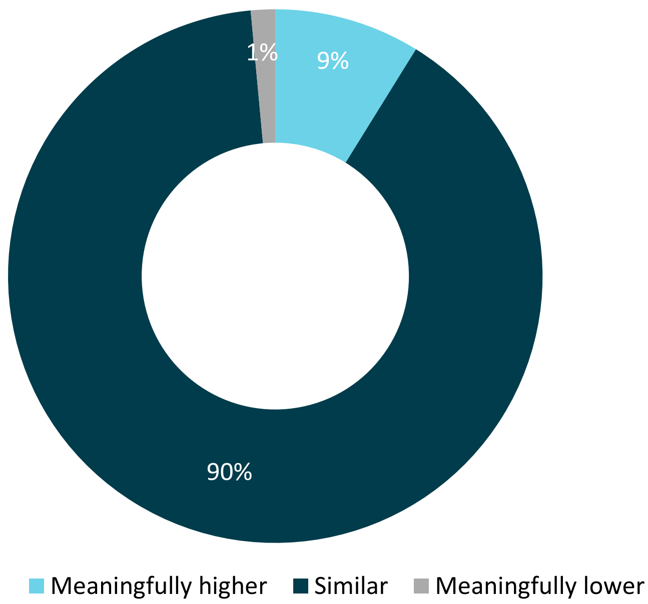


32.4% of participants plan to broaden their secondaries focus over the next 12 months to include other alternative investment types.

Respondents also expected to increase their headcount by 4.8% over the next 12 months.

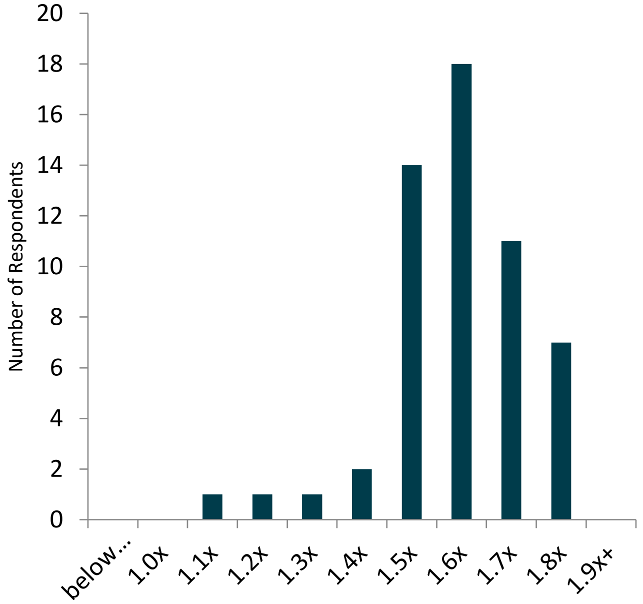
Leverage and returns

Level of debt used by buyers



Debt use was broadly unchanged in H1 2026. 89.7% reported similar use, 8.8% meaningfully higher use and 1.5% meaningfully lower use than in H1 2025.

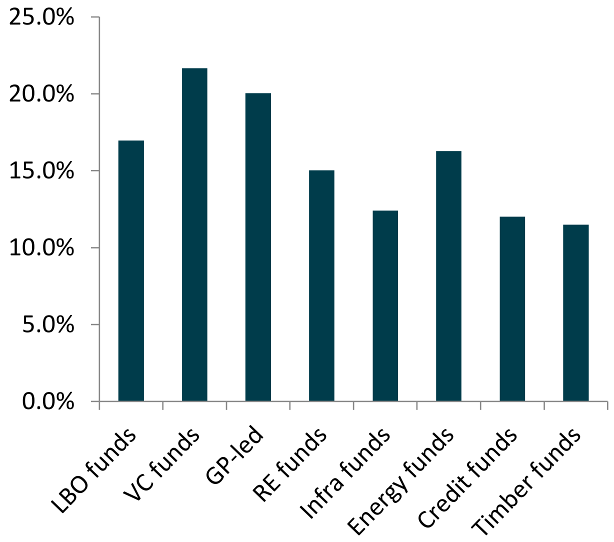
Expected multiple for secondary deals completed in H1 2026



Respondents predicted that the average gross multiple for secondary deals completed in H1 2026 will be 1.59x, slightly above the 1.57x expected for H1 2025 deals in the prior survey.

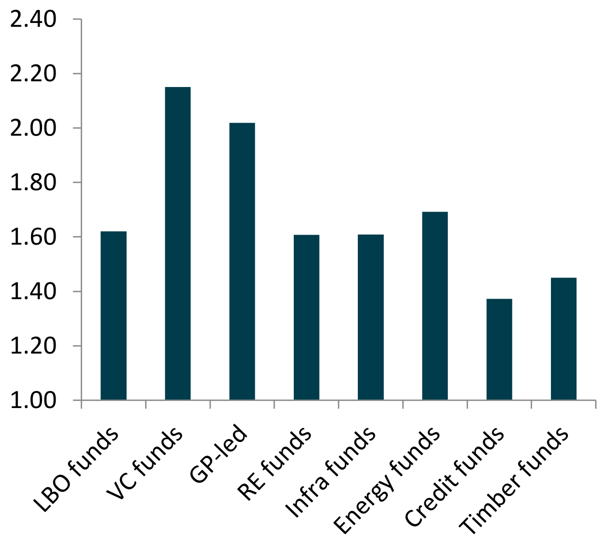
Buyers’ target returns

Targeted IRRs on secondary purchases



When underwriting new purchases, buyers’ targeted IRR was 17.0% for LBO funds, 21.7% for VC funds, 20.1% for GP-led deals, 15.0% for real estate funds, 12.4% for infrastructure funds, 16.3% for energy funds, 12.0% for performing debt funds and 11.5% for timber funds.

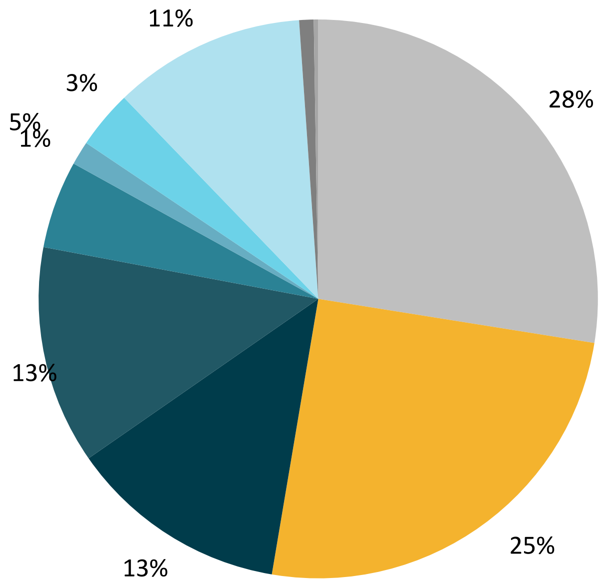
Targeted multiples on secondary purchases



On average, buyers’ targeted multiple was 1.62x for LBO funds, 2.15x for VC funds, 2.02x for GP-led deals, 1.61x for real estate funds, 1.61x for infrastructure funds, 1.69x for energy funds, 1.37x for performing credit funds and 1.45x for timber funds.

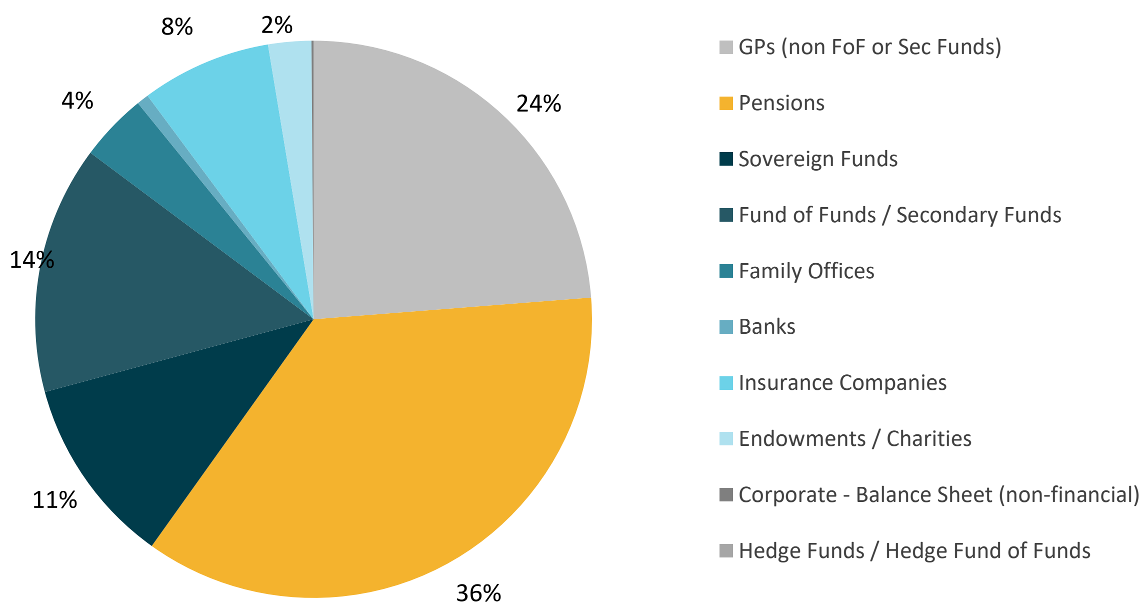
Seller profiles

Types of sellers in H1 2026

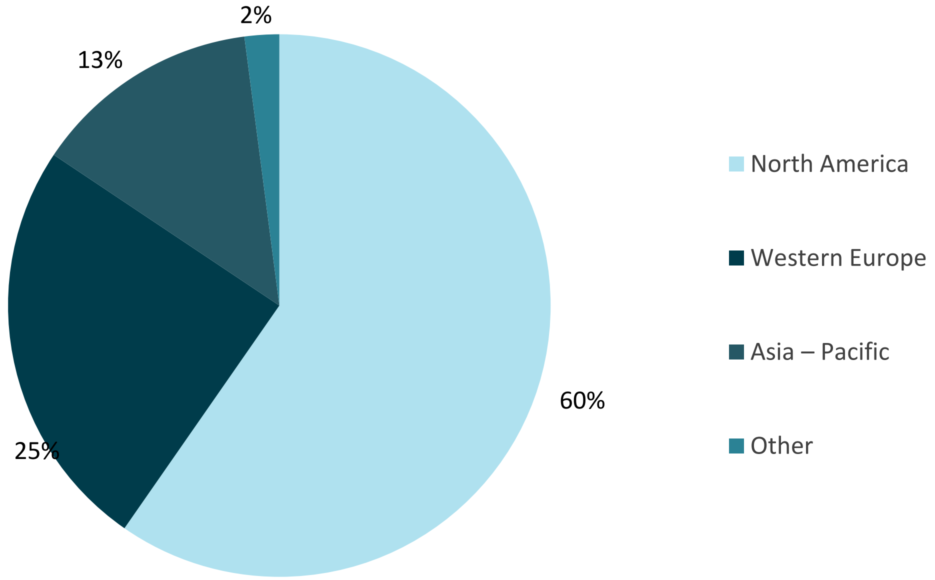


GPs that are not funds of funds or secondary funds and pensions were the most active sellers in H1 2026, making up 27.5% and 25.1% of volume, respectively. Most buyers expect pensions to be the largest sellers over the next six months, representing 36.1% of expected transaction volume.

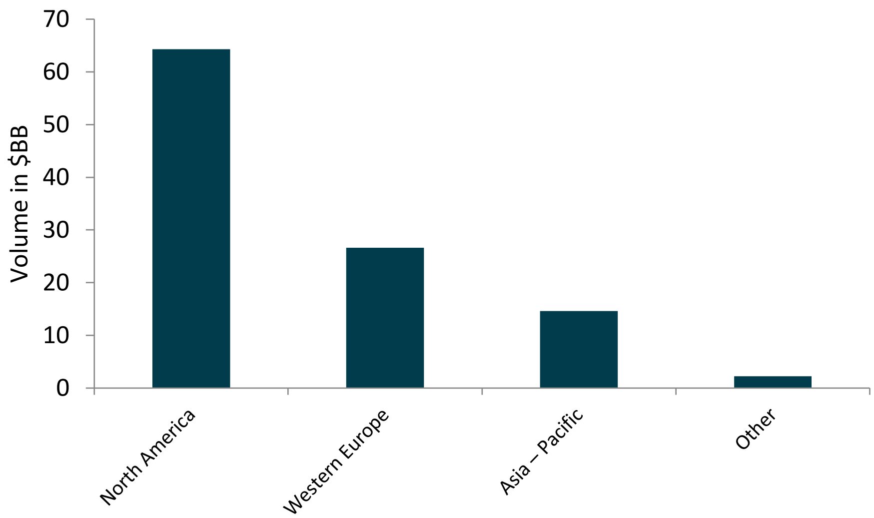
Expected sellers over the next six months



Seller location

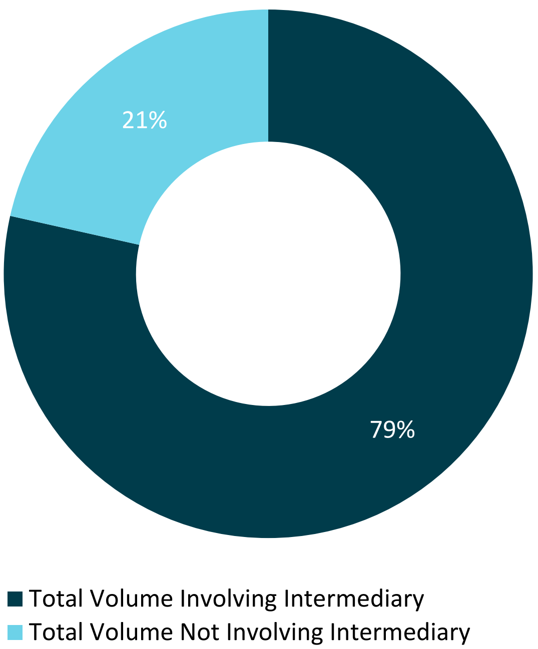


North America accounted for the majority of seller volume in H1 2026. North American sellers sold $64.29 billion (59.7% of total volume, versus 61.5% in H1 2025), while Western European sellers sold $26.61 billion (24.7%, versus 20.7%). Asia-Pacific sellers sold $14.62 billion (13.6%, versus 11.6%), and other geographies accounted for $2.22 billion (2.1%, versus 6.1%).



Intermediation and level of competition

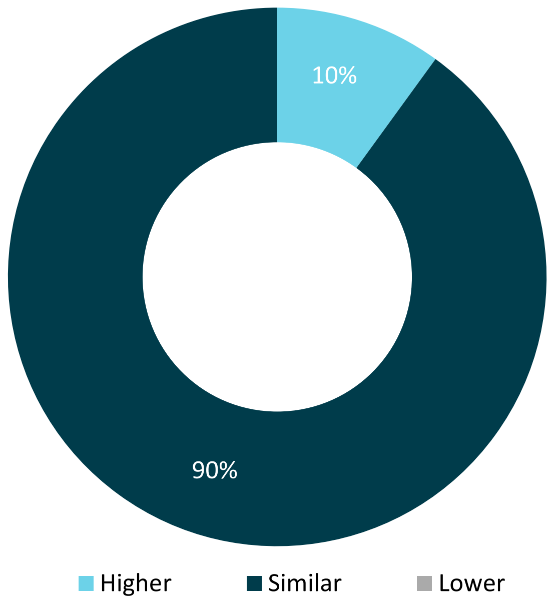
Volume of intermediated transactions



Approximately 78.5% of total secondary volume involved an intermediary on either the buy-side or sell-side, up from 73.8% in H1 2025.

In volume terms, agents intermediated an estimated $84.59 billion of transactions, $9.19 billion more than in H1 2025, representing an increase of 12.2%.

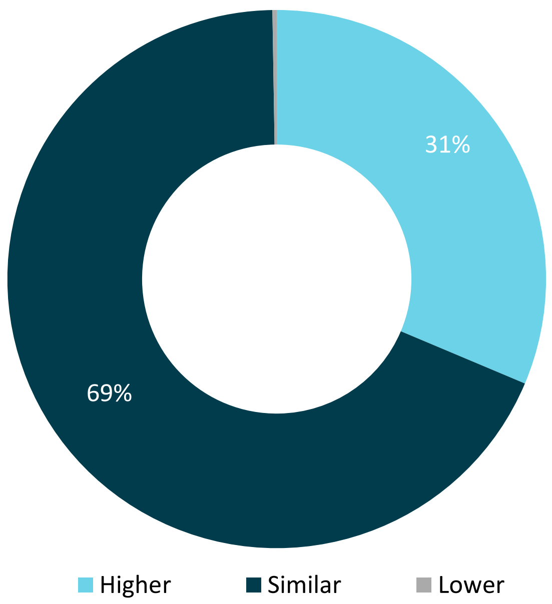
Buyer competition for deals



90.0% of respondents felt buyer competition in H1 2026 was similar to H1 2025, while 10.0% felt competition was meaningfully higher. No respondents felt buyer competition was lower.

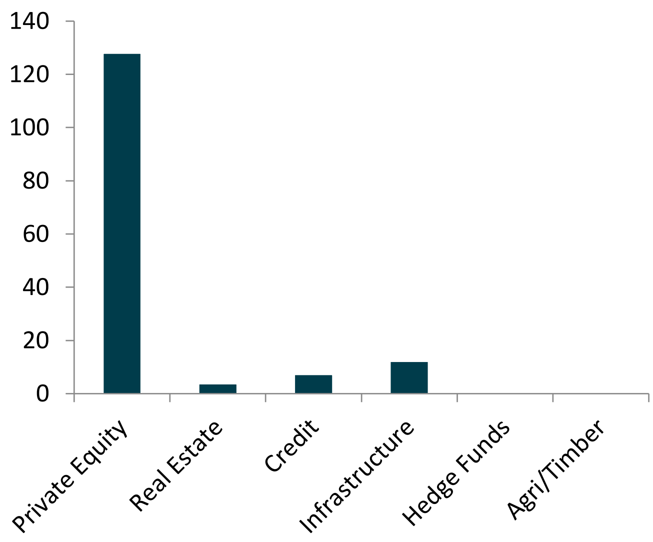
Projected volume for H2 2026

How H2 2026 volume will compare to H1 2026



Respondents representing 31.3% of reported volume expected their H2 2026 activity to be meaningfully higher than in H1 2026. Respondents representing 68.4% of reported volume expected similar activity, while respondents representing 0.3% expected meaningfully lower activity.

Predicted volume for H2 2026

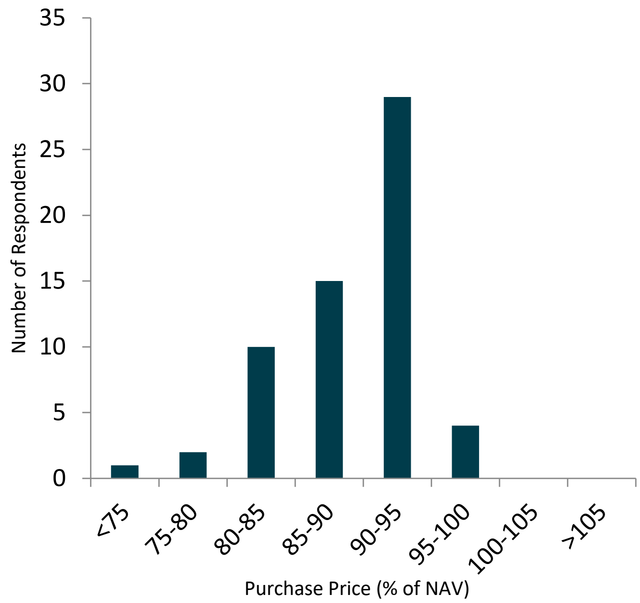


Respondents predicted total secondary volume of $151.27 billion for H2 2026, 25.8% above the $120.24 billion H2 forecast made in the H1 2025 report.

Assuming proportions do not change in H2 2026, GP-led secondaries will be $69.71 billion and fund secondaries will be $81.55 billion. This suggests H2 2026 volume of $128.00 billion for private equity, $7.21 billion for private credit, $3.71 billion for real estate, $12.13 billion for infrastructure, $94 million for hedge funds and $120 million for agriculture and timber.

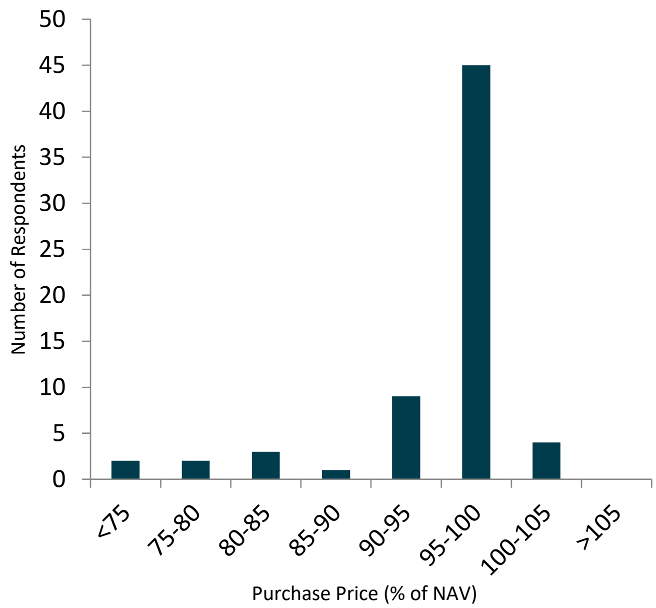
Pricing in H1 2026

Average price for fund sales



Respondents estimated that the average price for fund sales was 89.1% of NAV in H1 2026.

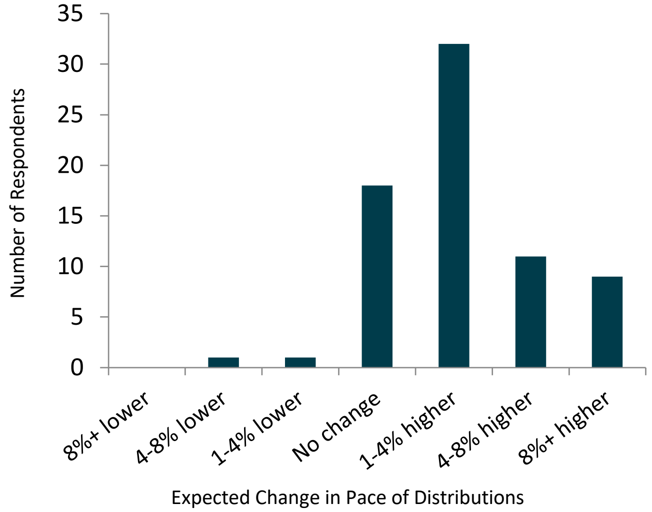
Average price for GP-led deals



Respondents estimated that the average price for GP-led deals was 94.8% of NAV in H1 2026.

Expected distribution and NAV changes in H2 2026

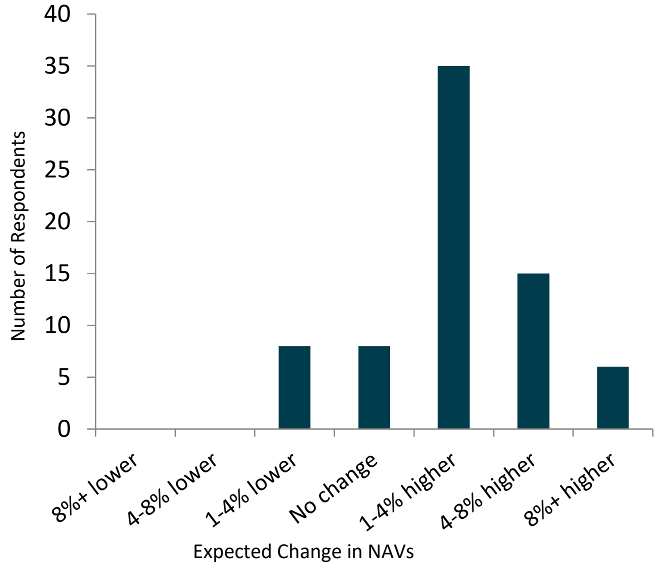
Expected change in distributions



Respondents expect the pace of distributions to increase by 3.2% in H2 2026.

This is approximately in line with the H1 2025, when respondents expected distributions to increase by 3.1% in the following six months.

Expected change in NAV

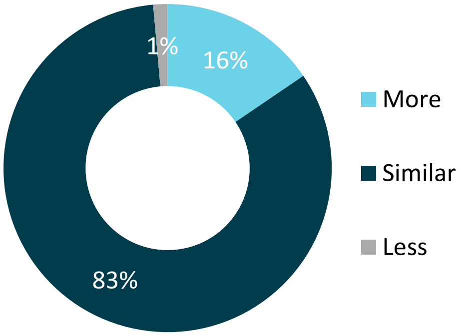


On average, respondents expect NAV valuations to increase by 3.0% in H2 2026 compared with H1 2026.

This is slightly above H1 2025, when respondents expected NAVs to increase by 2.9% over the following six months.

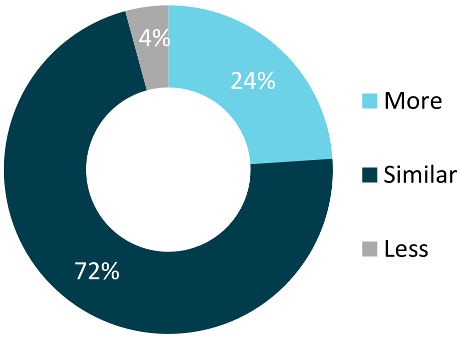
General partners’ approach to the secondary market

Liquidations and restructurings



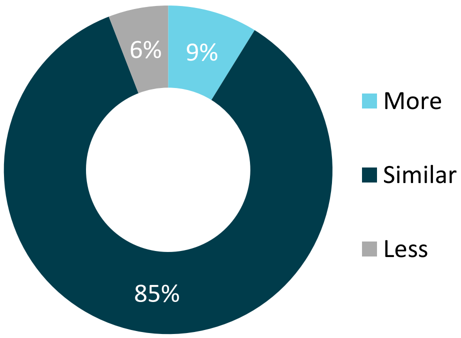
15.5% of respondents felt that meaningfully more GPs attempted to liquidate or restructure older funds in H1 2026 compared with H1 2025.

Staples sought by GPs



23.9% of respondents felt that meaningfully more GPs sought staples in H1 2026 compared with H1 2025.

GPs’ restrictiveness on transfers



Most respondents felt that GPs’ restrictiveness on transfers did not change in H1 2026 compared with H1 2025: 85.3% reported no change, 8.8% reported greater restrictiveness and 5.9% reported less restrictiveness.

Select respondents

50 South Capital
Aberdeen Standard Investments
Adams Street Partners
Alpinvest Partners
AltamarCAM Capital
Apogem Capital
Arcano Capital
Ares Management Corporation
Bee Alternatives Limited
Blackrock
Capital Dynamics
CF Private Equity
Churchill Asset Management
Coller Capital
CPPIB
Dawson Partners
Eurazeo
Flexstone Partners
Future Standard
Glouston Capital Partners
Golding Capital Partners
Grosvenor Capital Management
Hamilton Lane
HarbourVest Partners
Headlands Capital
Heron View Partners
Hollyport Capital
HQ Capital
ICG Enterprise Trust
Industry Ventures
Jasper Ridge
Jera Capital
Kline Hill Partners
Knightsbridge Advisers
Macquarie Asset Management
Montana Capital Partners
Morgan Stanley
Multiplicity Partners AG
Neuberger Berman
Newbury Partners
North Sky Capital
Northleaf Capital
Oddo BHF Private Equity
Overbay Capital Partners
Pantheon Ventures
Partners Group
Pathway Capital Management
Pomona Capital
RCP Advisors
Roc Partners
Sagard Private Equity Solutions
Schroder Adveq
Stafford Capital
StepStone Group
Strategic Partners
Sturbridge Capital
Sweetwater Private Equity
Tikehau Capital Advisors
Top Tier Capital Partners
TPG NewQuest
TR Capital
UBS Asset Management
Velocis
W Capital
Warana Capital
Willowridge Partners

About Setter

Established in 2006, Setter Capital is a leading independent advisory firm specializing in providing liquidity solutions for fund managers and institutional investors in the secondary market for alternative investments. We serve a diverse client base including some of the world's largest pensions, endowments, investment consultants and fund managers. To date, Setter Capital has completed over 2000 transactions, representing more than $40 billion in liquidity across venture capital, private equity, infrastructure, real estate, real asset, and hedge fund investments.

Setter Capital's mission is to make the secondary market more transparent and efficient for all market participants. To this end, Setter provides the market with complimentary secondary market research and analytical tools such as:

The Setter Volume Report ™
The semi-annual report that provides the most comprehensive and accurate assessments of the secondary market.

The Setter30 ™
The quarterly ranking of the most sought-after venture-backed companies in the global secondary market.

The Setter Liquidity Rating™
A unique rating system that allows buyers, sellers and creditors to assess the relative liquidity of over 7000 different fund families.

The Setter Liquidity Report ™
A 17-page comprehensive review of an investor's portfolio addressing all aspects of active portfolio management and construction.

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Voted Top VC Directs Broker

SecondaryLink Award 2023, 2024 and 2025