



# Balfour Capital Group Digital Realty Trust, Inc.

Digital Realty Trust, Inc. is a leading global provider of data center, colocation, and interconnection solutions. Operating as a real estate investment trust (REIT), the company owns, acquires, develops, and operates data centers through its subsidiary, Digital Realty Trust, L.P. As of June 2023, Digital Realty has over 300 facilities in more than 50 metropolitan areas across 25+ countries on six continents.

## 1. Top 5 Competitors

Digital Realty's primary competitors in the data center and colocation industry include:

- Equinix Inc.
- NTT Communications
- Switch Inc.
- Global Switch Ltd.
- CyrusOne Inc.

## 2. Largest Institutional Shareholders

As of the latest filings, the largest institutional shareholders of Digital Realty Trust are:

- Vanguard Group Inc. – 15.56% ownership
- BlackRock Advisors LLC – 8.20% ownership
- Cohen & Steers Capital Management, Inc. – 6.62% ownership
- Norges Bank – 6.46% ownership
- State Street Corporation – 5.95% ownership

## 3. Management Team

- Andrew (Andy) Power – President & Chief Executive Officer
- Matt Mercier – Chief Financial Officer
- Greg Wright – Chief Investment Officer
- Cindy Fiedelman – Chief Human Resources Officer



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## 4. Revenue

- For the twelve months ending March 31, 2025, Digital Realty reported revenue of \$5.631 billion, representing a 2.96% increase year-over-year.

## 5. Institutions with Buy Recommendations:

Several financial institutions have issued buy recommendations for Digital Realty Trust, including:

- UBS
- Bank of America Merrill Lynch
- Barclays
- J.P. Morgan

## 6. Analyst Sentiment Summary

Analysts have a consensus rating of "Outperform" for Digital Realty Trust, with an average target price of \$185.84. The target price ranges from a low of \$139.00 to a high of \$220.00.

## 7. Insider Buying and Selling (Last 24 Months)

Over the past 24 months, insiders have sold a total of 11,488 shares of Digital Realty Trust, amounting to approximately \$1.62 million. Notable insider sales include:

- Cindy Fiedelman – \$346,250
- Jean F.H.P. Mandeville – \$731,061
- Matt Mercier – \$471,873.20
- Peter C. Olson – \$73,969

There is no significant insider buying reported during this period.