

Private Commercial Real Estate: Now and Then.

Private Real Estate, Now – Current Income Returns

Income returns on commercial property have been particularly attractive in recent times relative to other investment alternatives. Aggressive Federal Reserve policies aimed at promoting economic recovery (close to 0% short-term interest rates and several rounds of asset purchases) have pushed cash and Treasury yields down near record lows. While corporate bond and equity dividend yields are attractive, they still generally do not match those available from commercial real estate.

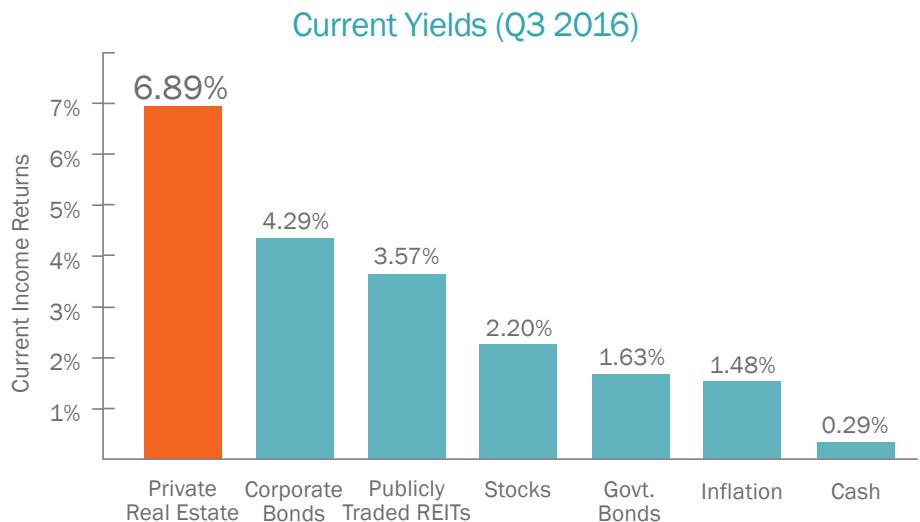
Private Real Estate, Then – Total 20-Year Returns

Historically, real estate (as represented by the NCREIF Property Index (NPI), and the FTSE NAREIT All Equity REITs Index) has been the best performing asset class over the last 20 years, with returns exceeding those of stocks and bonds.

While publicly-listed real estate exhibited slightly higher returns over the past 20 years, it is also characterized by higher volatility.

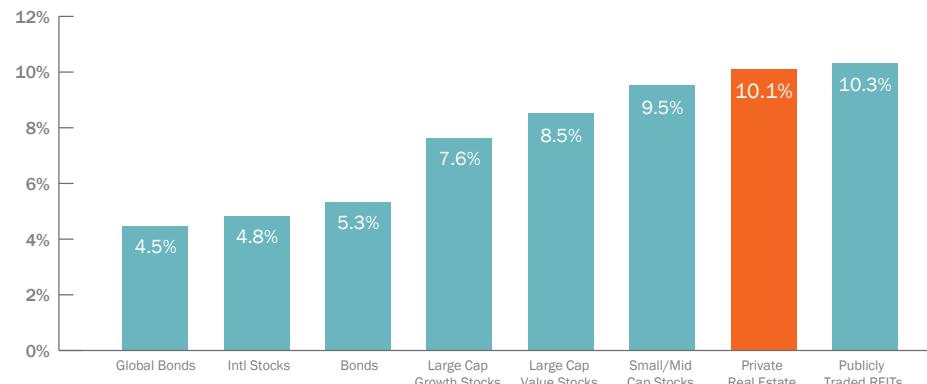
NOTE: A portion of REIT distributions may be paid from sources other than cash flows from operations, such as from the proceeds of this Offering, borrowings, or a return of capital. Corporate bonds are subject to guarantees by the issuer, and their values are inversely correlated to interest rates. Historically, the equity appreciation of stocks has exceeded that of other asset classes. Government Bonds are backed by the U.S. Government.

The NPI measures the performance of an immense pool of private individual commercial real estate properties on an unleveraged basis. The FTSE NAREIT All Equity REITs Index measures all U.S. tax-qualified equity REITs with more than 50 percent of total assets in qualifying real estate assets other than mortgages secured by real property.



Past performance is no guarantee of future results. Sources: CoStar OIRA current cap rates (Private Real Estate); Moody's Seasoned Baa Corporate Bond yield (Corporate Bonds); NAREIT All Equity REITs total return (Publicly-Traded REITs); S&P 500 (Stocks); 10-Year U.S. Treasury (Government Bonds); U.S. CPI Urban Consumers SA (Inflation); 3-Month U.S. Treasury Yield (Cash).

20-Year Return Average (1996-2016)



Past performance is no guarantee of future results. Sources: JP Morgan Global Government Bond Index (Unhedged) (Global Bonds); MSCI EAFE Index (International stocks); Barclays U.S. Aggregate Bond Index (Bonds); Russell 1000 Growth Index (Large-cap U.S. growth stocks); Russell 1000 Value Index (Large-cap U.S. value stocks); Russell 2500 Index (Small- and mid-cap U.S. stocks); NCREIF Property Index (Private Real Estate); FTSE NAREIT All REITs (Publicly-traded REITs).

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