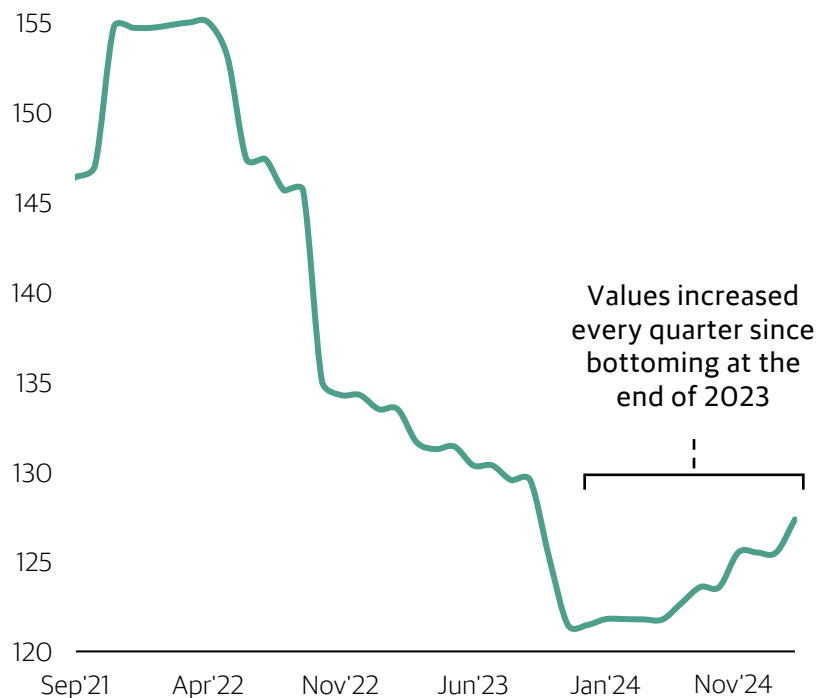


# BREIT Positioned to Benefit From Real Estate Recovery

We believe BREIT is positioned for outperformance as the cycle turns and the real estate recovery unfolds<sup>1</sup>

Green Street U.S. Commercial Property Price Index<sup>1</sup>



## Key Takeaways

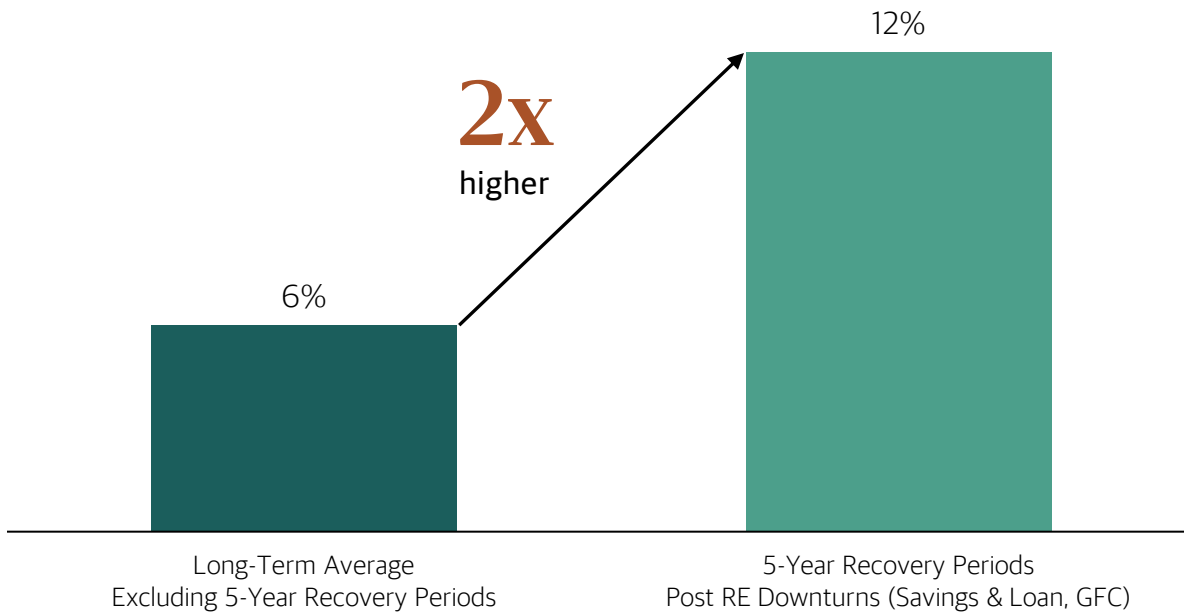
1. Real estate values have bottomed in our key sectors
2. Historically, RE outperforms during recovery periods
3. Powerful tailwinds: lower cost of capital + declining new supply
4. BREIT is very well positioned in top sectors and markets

Note: As of November 30, 2024, unless otherwise indicated. Financial information is approximate. Represents BREIT's view of the current market environment as of the date appearing in this material only, which is subject to change. There can be no assurances that any of the trends described herein will continue or will not reverse. **Past performance does not predict future returns.** There can be no assurance that any Blackstone fund or investment will be able to implement its investment strategy, achieve its investment objectives or avoid substantial losses. See "Disclosures-Trends".

## History as our guide: outsized private real estate performance potential

### Returns Post-GFC and S&L Periods<sup>2</sup>

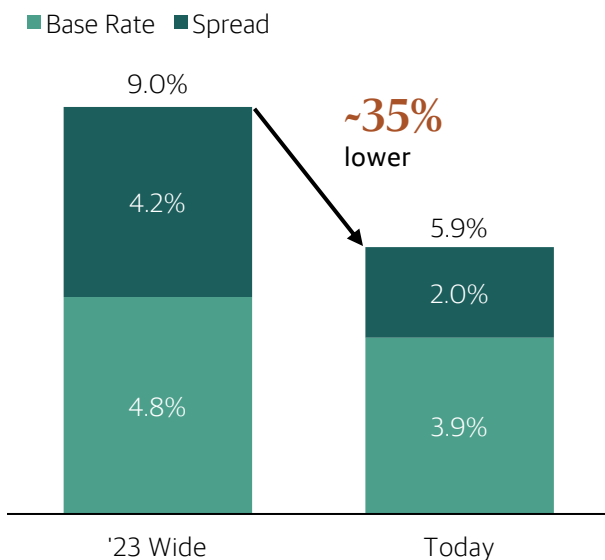
Private Real Estate Annualized Average Total Returns



## Lower cost of capital can be highly supportive of real estate values

### Declining Financing Costs<sup>3</sup>

Representative U.S. BX Transactions



### Power of Declining Cap Rates\*

- Lower interest rates typically lead to lower real estate cap rates\* (higher valuation multiples)
- While not directly correlated, the impact of lower interest rates on cap rates can be quite pronounced

### Hypothetical Illustration\*\*<sup>4</sup>



\*A cap rate (capitalization rate) is the expected yield on a property and is a metric that is used to assess risk and potential return of a real estate investment, calculated by dividing a property's net operating income (NOI) by its current market value. A number of factors can influence cap rates, including interest rates, comparable market transactions and market dynamics such as real estate supply and demand.

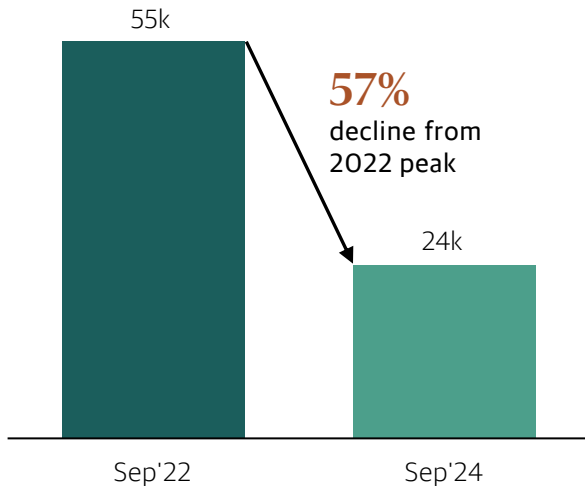
\*\*The above example is for informational purposes only and there can be no assurance that actual results will be similar. Assumes no other changes to factors, positive or negative, influencing real estate values, including, without limitation, interest rates and net operating income. A change to any such factors could result in materially different performance.

Note: As of November 30, 2024, unless otherwise indicated. Represents BREIT's view of the current market environment as of the date appearing in this material only, which is subject to change. There can be no assurance that any Blackstone fund or investment will be able to implement its investment strategy, achieve its objectives or avoid substantial losses. See "Disclosures-Trends".

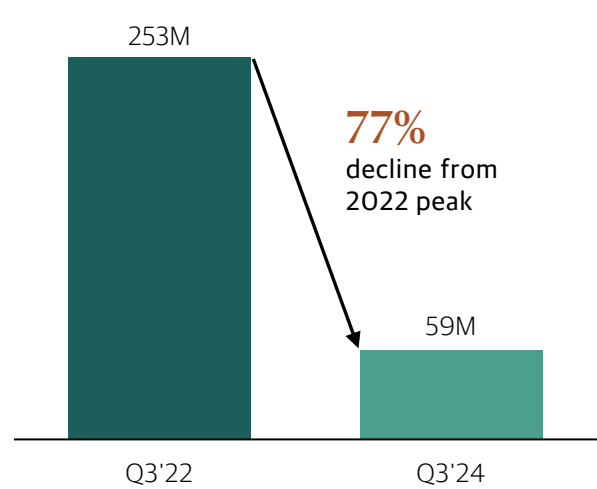
# Declining new supply is a tailwind for real estate fundamentals

## New Construction Near 10-Year Lows<sup>5</sup>

U.S. Multifamily Construction Starts  
Units, Trailing Twelve-Month Average

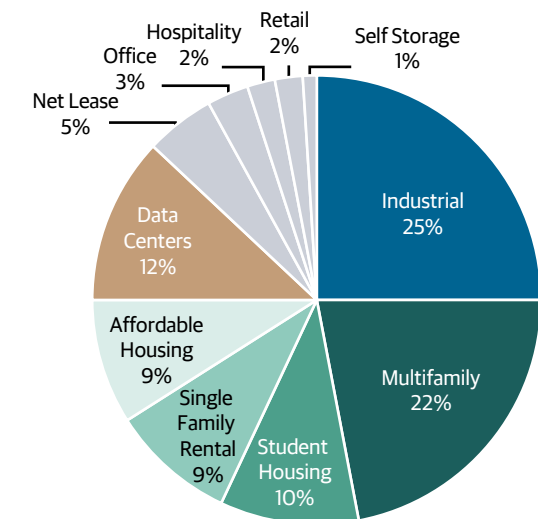


U.S. Industrial Construction Starts  
Square Feet



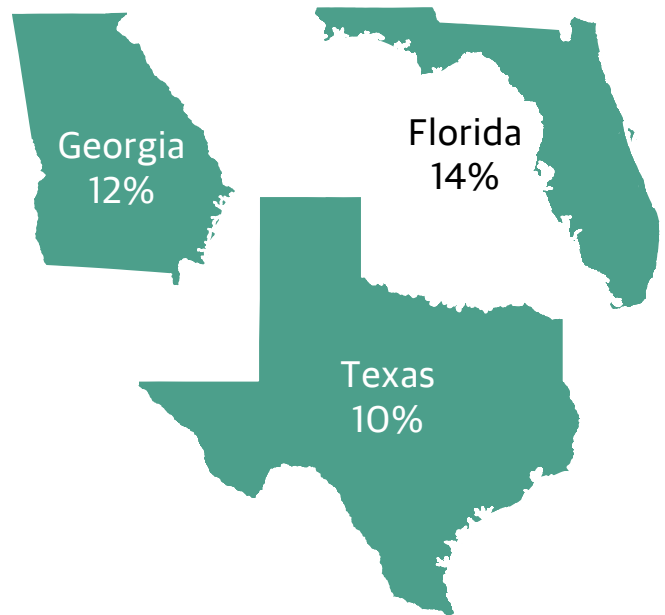
We believe BREIT is particularly well positioned to benefit from these tailwinds given our concentration in top sectors and geographies<sup>6,7</sup>

## 87% Rental Housing, Industrial & Data Centers<sup>6</sup>



## -70% Sunbelt Markets<sup>7</sup>

Largest 3 States



Note: As of November 30, 2024, unless otherwise indicated. Represents BREIT's view of the current market environment as of the date appearing in this material only, which is subject to change. There can be no assurance that any Blackstone fund or investment will be able to implement its investment strategy, achieve its objectives or avoid substantial losses. See "Disclosures-Trends".

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## Notes

1. Green Street Advisors, as of November 30, 2024. Reflects the Commercial Property Price Index for All Property, which captures the prices at which U.S. commercial real estate transactions are currently being negotiated and contracted. "Key sectors" refer to rental housing, industrial and data centers, which accounted for 87% of BREIT's real estate asset value as of November 30, 2024.

2. NCREIF, as of June 30, 2024. Reflects the NFI-ODCE levered gross total return. Long-term average excluding 5-year recovery periods reflects annualized average 5-year returns from June 30, 1993 to June 30, 2024, excluding the 5 years following the Savings and Loan ("S&L") Crisis (starting June 30, 1993) and Global Financial Crisis ("GFC") (starting December 30, 2009). 5-year recovery periods post real estate ("RE") downturns reflect the average of annualized 5-year returns following the Savings and Loan Crisis and the Global Financial Crisis. Performance data shown represents the performance of an index and not that of BREIT. The NFI-ODCE index reflects total returns of various private real estate funds excluding management and advisory fees and should not be considered reflective of the performance of BREIT. See "Index Definitions" for more information.

3. Blackstone Proprietary Data, as of November 7, 2024. Represents estimated senior financing rates for high-quality portfolio transactions. Base rate reflects 3-year SOFR swap rate ('23 wide as of October 18, 2023, and today as of November 7, 2024). Spread reflects weighted average spread across all rating tranches applied to estimated rating agency capital structures from each respective period. There can be no assurance that financing costs will continue to decline and changes in this measure may have a negative impact on our performance.

4. Assumes a stabilized, income-generating property with a 5% cap rate and 50% LTV. The hypothetical example is for information purposes only to illustrate potential impacts to private real estate returns. Assumes no other changes to factors, positive or negative, influencing real estate values, including, without limitation, interest rates and net operating income. A change to any such factors could result in materially different performance. Does not reflect the impact of all expenses, including potential fees. Conversely to the hypothetical illustration presented, a 10bps increase in cap rates (decrease in multiple) equates to a -4% potential decrease in real estate returns. There can be no assurance that the actual results will be similar to the example set forth herein. The potential impact of sustained lower interest rates on real estate cap rates is not directly correlated and may occur over time. This example does not constitute a forecast, and all assumptions herein are subject to uncertainties, changes and other risks, any of which may cause the relevant actual, financial and other results to be materially different from the results expressed or implied by the information presented herein. No assurance, representation or warranty is made by any person that the hypotheticals herein will be achieved, and no recipient of this example should rely on such hypotheticals.

5. Declining new supply refers to new construction starts in the multifamily and industrial sectors. Multifamily reflects Axiometrics, as of September 30, 2024. Reflects change in T-12 months average U.S. housing unit starts for institutional multifamily properties tracked by Axiometrics. 2022 peak represents the 12-month period ended September 30, 2022.

Privately owned multifamily starts are distinct from completions (which have recently been elevated) and permits and total housing starts (which include both single family and multifamily), which may differ in volume over a given period. As of November 30, 2024, the multifamily (including senior housing) and affordable housing sectors accounted for 22% and 9% of BREIT's real estate asset value, respectively. Industrial reflects CoStar data, as of September 30, 2024, and represents 77% decline in new industrial construction starts from the 2022 peak of Q3 2022 to Q3 2024. As of November 30, 2024, the industrial sector accounted for 25% of BREIT's real estate asset value.

6. As of November 30, 2024. "Property Sector" weighting is measured as the asset value of real estate investments for each sector category divided by the asset value of all of BREIT's real estate investments, excluding the value of any third-party interests in such real estate investments. Rental housing includes the following subsectors: multifamily (22%, including senior housing, which accounts for <1%), student housing (10%), single family rental housing (9%, including manufactured housing, which accounts for 1%) and affordable housing (9%). Please see BREIT's prospectus for more information on BREIT's investments. "Top sectors" refer to rental housing, industrial and data centers and are represented by annualized performance of publicly traded REITs since BREIT's inception compared to other major REIT sectors as reflected by NAREIT data as of November 30, 2024.

7. As of November 30, 2024. "Region Concentration" represents regions as defined by the NCREIF and the weighting is measured as the asset value of real estate properties for each regional category divided by the asset value of all of BREIT's real estate properties, excluding the value of any third-party interests in such real estate properties. Sunbelt markets refer to the South and West regions of the U.S. as defined by NCREIF. The three states displayed accounted for 36% of BREIT's real estate asset value as of November 30, 2024. "Top geographies" refer to Sunbelt markets, which benefit from higher population growth vs. rest of the U.S. as reflected by U.S. Bureau of Economic Analysis, as of June 30, 2024. Represents 5-year compound annual growth rate of population from mid-quarter Q2 2019 to mid-quarter Q2 2024. While BREIT generally seeks to acquire real estate properties located in growth markets, certain properties may not be located in such markets. Although a market may be a growth market as of the date of the publication of this material, demographics and trends may change and investors are cautioned on relying upon the data presented as there is no guarantee that historical trends will continue or that BREIT could benefit from such trends. . Our portfolio is currently concentrated in certain industries and geographies, and, as a consequence, our aggregate return may be substantially affected by adverse economic or business conditions affecting that particular type of asset or geography.

## Disclosures

Neither this material nor any of the external content linked herein (collectively, this "Content") constitutes an offer to sell, or a solicitation of an offer to buy, any security or instrument in or to participate in any trading strategy with any Blackstone fund or other investment vehicle. If any such offer is made, it will only be by means of an offering memorandum or prospectus, which would contain material information including certain risks of

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## Disclosures (Cont'd)

investing. Opinions expressed reflect our current opinions as of the date appearing in this Content only and are based on our opinions of the current market environment, which is subject to change. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict or guarantee, and are not necessarily indicative of, future events or results. Certain information contained in the materials discusses general market activity, industry or sector trends, or other broad-based economic, market or political conditions and should not be construed as research or investment advice.

The terms “we”, “us” and “our” refer to BREIT with reference to portfolio and performance data. In all other instances, including with respect to current and forward-looking views and opinions of the market and BREIT’s portfolio and performance positioning, as well as the experience of BREIT’s management team, these terms refer to BREIT’s adviser, BX REIT Advisors L.L.C., which is part of the real estate group of Blackstone Inc. (“Blackstone”), a premier global investment manager, which serves as BREIT’s sponsor (“Blackstone Real Estate”).

The properties, sectors and geographies referenced herein do not represent all BREIT investments. The selected investment examples presented or referred to herein may not be representative of all transactions of a given type or of investments generally and are intended to be illustrative of the types of investments that have been made or may be made by BREIT in employing its investment strategies. It should not be assumed that BREIT’s investment in the properties identified and discussed herein were or will be profitable or that BREIT will make equally successful or comparable investments in the future. Please refer to <https://www.breit.com/properties> for a complete list of real estate investments (excluding equity in public and private real estate related companies).

Certain information contained in this material has been obtained from sources outside Blackstone, which in certain cases has not been updated through the date hereof. While such information is believed to be reliable for purposes used herein, no representations are made as to the accuracy or completeness thereof and none of Blackstone, its funds, nor any of their affiliates takes any responsibility for, and has not independently verified, any such information. This information involves a number of assumptions and limitations, and you are cautioned not to give undue weight to these estimates.

**Blackstone Proprietary Data.** Certain information and data provided herein is based on Blackstone proprietary knowledge and data. Portfolio companies may provide proprietary market data to Blackstone, including about local market supply and demand conditions, current market rents and operating expenses, capital expenditures, and valuations for multiple assets. Such proprietary market data is used by Blackstone to evaluate market trends as well as to underwrite potential and existing investments. While Blackstone currently believes that such information is reliable for purposes used herein, it is subject to change, and reflects Blackstone’s opinion as to whether the amount, nature and quality of the data is sufficient for the applicable conclusion, and no representations are made as to the accuracy or completeness thereof.

**Trends.** There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict or guarantee, and are not necessarily indicative of, future events or results.

### INDEX DEFINITIONS

An investment in BREIT is not a direct investment in real estate, and has material differences from a direct investment in real estate, including those related to fees and expenses, liquidity and tax treatment. BREIT’s share price is subject to less volatility because its per share NAV is based on the value of real estate assets it owns and is not subject to market pricing forces as are the prices of the asset classes represented by the indices presented. Although BREIT’s share price is subject to less volatility, BREIT shares are significantly less liquid than these asset classes, and are not immune to fluctuations. Private real estate is not traded on an exchange and will have less liquidity and price transparency. The value of private real estate may fluctuate and may be worth less than was initially paid for it.

The volatility and risk profile of the indices presented is likely to be materially different from that of BREIT including those related to fees and expenses, liquidity, safety, and tax features. In addition, the indices employ different investment guidelines and criteria than BREIT; as a result, the holdings in BREIT may differ significantly from the holdings of the securities that comprise the indices. The indices are not subject to fees or expenses, are meant to illustrate general market performance and it may not be possible to invest in the indices. The performance of the indices has not been selected to represent an appropriate benchmark to compare to BREIT’s performance, but rather is disclosed to allow for comparison of BREIT’s performance to that of well-known and widely recognized indices. A summary of the investment guidelines for the indices presented is available upon request. In the case of equity indices, performance of the indices reflects the reinvestment of dividends.

BREIT does not trade on a national securities exchange, and therefore, is generally illiquid. Your ability to redeem shares in BREIT through BREIT’s share repurchase plan may be limited, and fees associated with the sale of these products can be higher than other asset classes. In some cases, periodic distributions may be subsidized by borrowed funds and include a return of investor principal. This is in contrast to the distributions investors receive from large corporate stocks that trade on national exchanges, which are typically derived solely from earnings. Investors typically seek income from distributions over a period of years. Upon liquidation, return of capital may be more or less than the original investment depending on the value of assets.

An investment in BREIT differs from the NFI-ODCE in that such index represents various private real estate funds with differing terms and strategies.

- The NFI-ODCE is a capitalization-weighted, gross of fees, time-weighted return index with an inception date of December 31, 1977. Published reports also contain equal-weighted and net of fees information. Open-end funds are generally defined as infinite-life vehicles consisting of multiple investors who have the ability to enter or exit the fund on a periodic basis, subject to contribution and/or redemption

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## Disclosures (Cont'd)

- (cont'd) requests, thereby providing a degree of potential investment liquidity. The term diversified core equity typically reflects lower risk investment strategies utilizing low leverage and is generally represented by equity ownership positions in stable U.S. operating properties diversified across regions and property types. While funds used in the NFI-ODCE have characteristics that differ from BREIT (including differing management fees and leverage), BREIT's management feels that the NFI-ODCE is an appropriate and accepted index for the purpose of evaluating the total returns of direct real estate funds. Comparisons shown are for illustrative purposes only and do not represent specific investments. Investors cannot invest in this index. BREIT has the ability to utilize higher leverage than is allowed for the funds in the NFI-ODCE, which could increase BREIT's volatility relative to the index. Additionally, an investment in BREIT is subject to certain fees that are not contemplated in the NFI-ODCE.

### FORWARD-LOOKING STATEMENT DISCLOSURE

This material contains forward-looking statements within the meaning of the federal securities laws and the Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by the use of forward-looking terminology such as "outlook," "indicator," "believes," "expects," "potential," "continues," "identified," "may," "will," "could," "should," "seeks," "approximately," "predicts," "intends," "plans," "estimates," "anticipates", "confident," "conviction" or other similar words or the negatives thereof. These may include financial estimates and their underlying assumptions, statements about plans, objectives, intentions, and expectations with respect to positioning, including the impact of macroeconomic trends and market forces, future operations, repurchases, acquisitions, future performance and statements regarding identified but not yet closed acquisitions. Such forward-looking statements are inherently subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in such statements. We believe these factors include but are not limited to those described under the section entitled "Risk Factors" in BREIT's prospectus and annual report for the most recent fiscal year, and any such updated factors included in BREIT's periodic filings with the SEC, which are accessible on the SEC's website at [www.sec.gov](http://www.sec.gov). These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this document (or BREIT's public filings). Except as otherwise required by federal securities laws, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future developments or otherwise.