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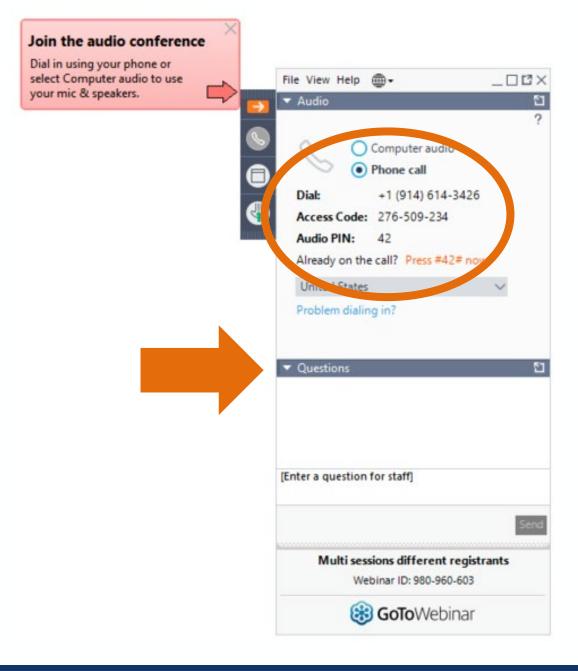


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### **Alts Series**

# Q2 2019 "Vault View" NTR & BDC Quarterly Review Summary







# **Blue Vault**

Our goal is to provide the most in-depth and thorough research available on alternative investments, including nontraded REITs, BDCs, and Closed-End Funds, Interval Funds and Private Offerings to help educate financial advisors and help protect investors.

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# Nontraded REITs Q2 2019



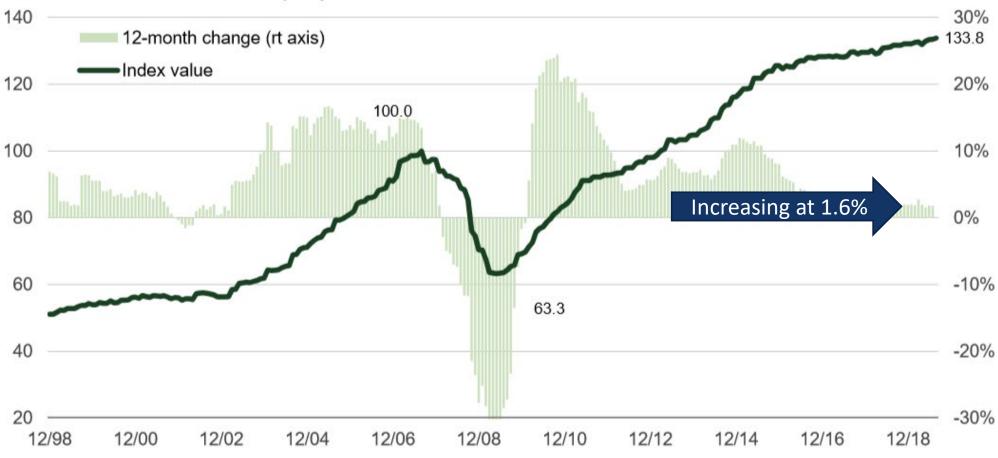
## Nontraded REITs Q2 2019 Stories

- NTR Capital raise increased to \$2.792 billion in Q2 from \$1.533 billion in Q1 2019, an 82% increase
- Blackstone REIT raised \$2.019 billion in Q2 2019, over 72% of NTR capital raise
- JLL raised 6.2% and Black Creek raised 5.2% of NTR capital raise in Q2 2019
- Starwood broke escrow December 21, and raised \$135.5 million in Q2 2019 for a 4.9% share after raising \$86 million in Q1 2019
- Phillips Edison Grocery Center REIT III to merge with Phillips Edison & Co. in Q4
- Most recent new entrants include InPoint CRE Income, Procaccianti Hotel REIT,
   Cottonwood Communities and Oaktree REIT
- Blackstone REIT acquired 161 properties for \$3.161 billion, 71.5% of total values
- CNL Healthcare Properties sold 59 properties for \$1.344 billion, 49% of total disposition values



# Commercial Property Prices Up 1.6% Over Past 12 Months





Change in Commercial Property Values

As of August 31, 2019



### Industrial, Student Housing, Apartments Up, Hospitality & Net Lease Flat

### **Green Street CPPI: Sector-Level Indexes**

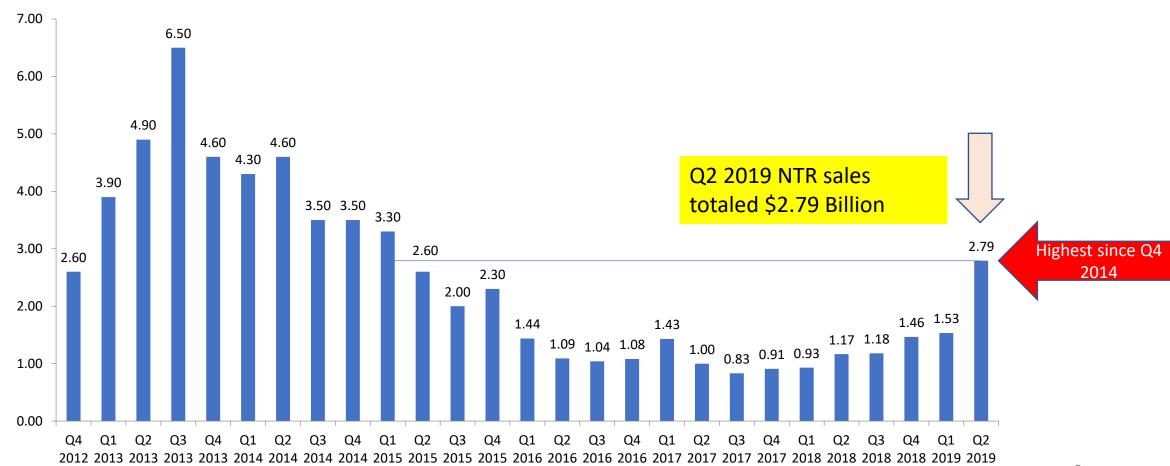
	Index	Change in (	Commercial Prop	erty Values
	Value	Past Month	Past 3 Mos	Past 12 Mos
All Property	133.8	0%	1%	2%
Core Sector	132.7	0%	1%	2%
partment	148.3	2%	2%	Up
dustrial	157.7	1%	5%	10%
all	107.4	-6%	-6%	Down
ffice	116.6	1%	1%	3%
rip Retail	111.5	1%	1%	2%
ealth Care	141.8	1%	1%	1%
dging	109.2	0%	0%	0%
anufactured Home Park	225.9	5%	5%	18%
et Lease	99.0	0%	0%	Flat
elf Storage	179.7	1%	1%	1%
udent Housing	155.3	2%	2%	5%

Last 12 months as of August 31, 2019

### NTR Sales Trends



# Nontraded REIT Capital Raise (in \$ Billions) (Quarterly, through June 30, 2019)





# New Sponsors or Offerings in Q2 2019

### SPONSOR SUSPENDED OFFERING: NEW 2018 AND 2019 OFFERINGS:

Phillips Edison Grocery Center REIT III (6/14/19)

Nuveen, LLC (1/18)

Rodin Global Property Trust (3/18)

Oaktree Capital Management (4/18)

Phillips Edison Grocery Center REIT III (5/18)

Rodin Income Trust (5/18)

Strategic Student & Senior Housing Trust (5/18)

Cottonwood Communities (8/18)

FS Credit Real Estate Income Trust (8/18)

Procaccianti Hotel REIT (8/18)

InPoint Commercial Real Estate Income (5/19)



# NTRs with Limited Operations Q2 2019

Limited Operations REIT	Туре	Effective Date	Investment Style	Public Gross Offering Proceeds Raised (\$ Millions)		Real Estate Assets Count 6/30/2019	Distributions Declared	Debt on Balance Sheet (\$ Millions)
Cottonwood Communities, Inc.	Multifamily	8/13/2018	Core	\$50.6	Α, Τ	1	5.00%	\$34.9
InPoint Commercial Real Estate Income, Inc.	Debt	5/3/2019	Debt	\$0.6	A, T, S, D, I	27 Loans	7.68%	\$361.8
Oaktree Real Estate Income Trust, Inc.	Diversified	4/30/2018	Core	\$0.0	T, S, D, I	1 JV, 1 Loan	NA	\$44.1
Phillips Edison Grocery Center REIT III, Inc. (to merge with PECO Q4 2019)	Retail	5/8/2018	Core	\$4.4	A, T, I	3 + JV	6.00%	\$20.5
Strategic Student & Senior Housing Trust, Inc.	Stdt. & Senior Hsg.	5/1/2018	Core	\$5.2	A, T, W, Y, Z	6	6.00%	\$207.2

# Quarterly Metric Trends

Industry Statistic for All NTRs	stry Statistics Q2 I NTRs Me		Q1 2019 Medians	Q4 2018 Medians	Q3 2018 Medians
Gross Equity Raised	Open REITs	116.0	\$104.5	\$100.0	\$110.4
Since Inception (\$ Millions)	Closed REITs	724.8	<b>\$</b> 735.1	\$566.0	\$773.5
Gross Equity Raised	Open REITs	14.8	\$14.8	\$9.7	\$11.0
Q1 2019 (\$ Millions)	Closed REITs		\$0.0	\$0.0	\$0.0
Total Assets	Open REITs	319.1	\$276.9	\$278.0	\$227.6
(\$000s)	Closed REITs	1013.5	\$1,031.7	\$796.4	\$1,138.6
Cash and Equivalents	Open REITs	16.2	\$9.3	\$10.0	\$9.6
(\$000s)	Closed REITs	34.0	\$39.4	\$29.6	\$48.6
FFO Payout	Open REITs	87%	82%	127%	105%
Ratio-YTD*	Closed REITs	128%	127%	113%	112%
MFFO Payout	Open REITs	96%	95%	110%	119%
Ratio-YTD*	Closed REITs	117%	119%	117%	117%
Debt Ratios	Open REITs	48%	43%	41%	51%
DEDI KALIOS	Closed REITs	52%	53%	53%	52%
Interest Coverage	Open REITs	2.0	2.1	3.1	2.6
Ratio-YTD*	Closed REITs	2.5	2.4	1.9	2.7

Improving

Increasing

Constant

Increasing

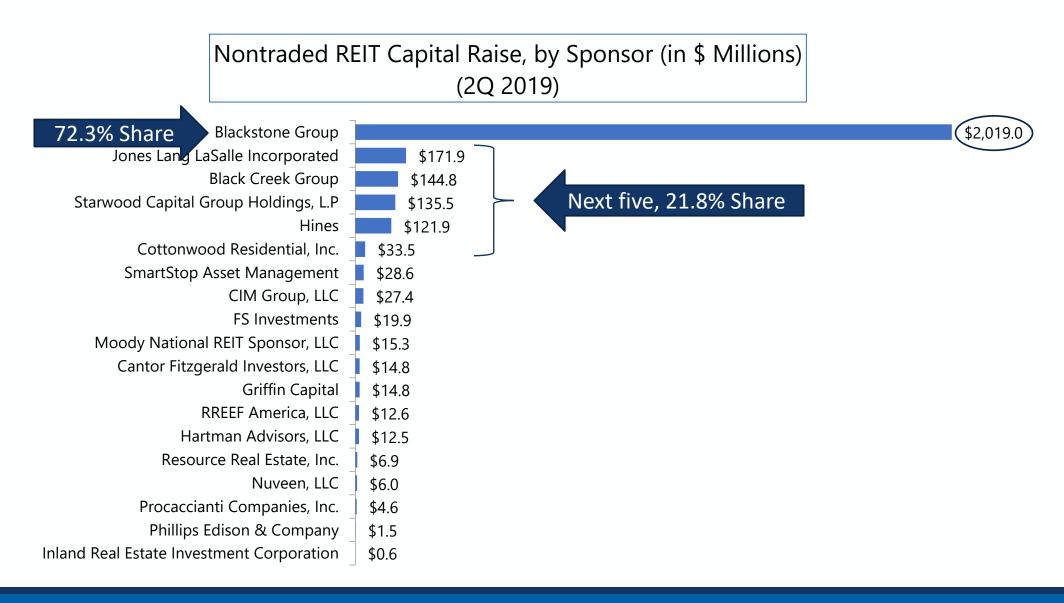
Decreasing

Increasing

# NTR Full-Cycle Events in YTD 2019

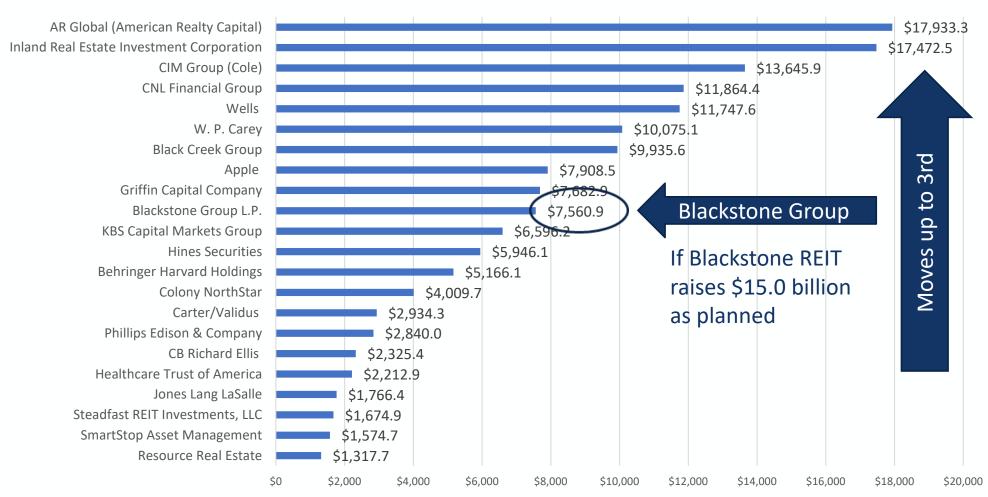
Nontraded REIT	Date of Inception	Date of Full Liquidity Event	Liquidity Event Type	Initial Offering Price	Estimated Full-Cycle Value
American Finance Trust, Inc.	4/4/13	1/9/19	Class B-2 shares converted to Class A shares	\$25.00	\$ 15.00
American Realty Capital - Retail Centers of America, Inc.	8/18/11	1/9/19	Due to merger with AFIN, full-cycle with AFIN	\$10.00	\$ 5.78
American Realty Capital Healthcare REIT III, Inc.	8/20/14	3/7/19	Liquidation of assets	\$25.00	\$ 18.04
Strategic Storage Growth Trust, Inc.	1/20/15	1/24/19	Merger w Success Story for Inc. Investors	\$10.00	\$ 12.00

# Sales by NTR Sponsors

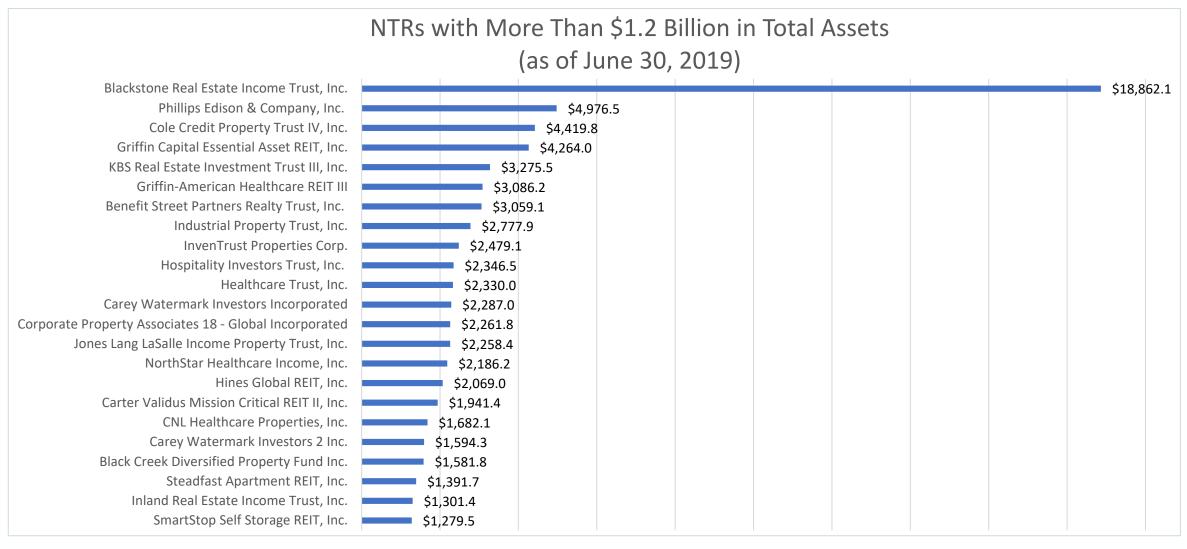


# Sales by NTR Sponsors





# Largest Nontraded REITs by Total Assets (\$ Millions)



# Continuous Offerings

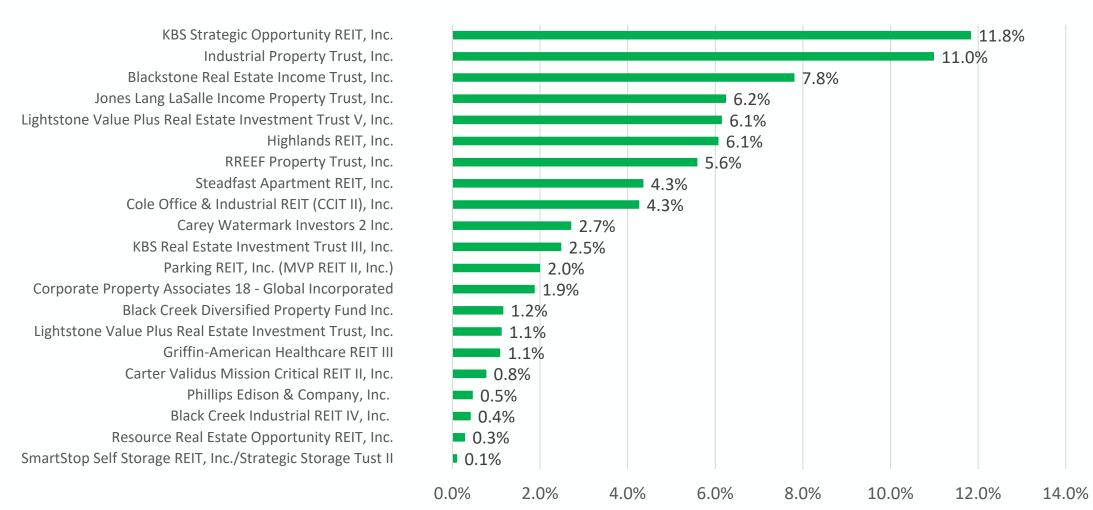
Nontraded REIT	Туре	LifeStage	Sponsor and/or Advisor	NAV Cycle	Offering Type
Blackstone Real Estate Income Trust, Inc.	Diversified	Growth	Blackstone Group	Monthly	Initial
CIM Income NAV, Inc. (formerly Cole REIS (Daily NAV)	Diversified	Growth	CIM Group	Daily	Follow-On
Griffin Capital Essential Asset REIT, Inc.	Diversified	Growth	Griffin Capital Corporation	Daily	Follow-On
Hines Global Income Trust, Inc.	Diversified	Growth	Hines Securities	Monthly	Follow-On
Starwood Real Estate Income Trust, Inc.	Diversified	Growth	Starwood Capital Group Holdings, L.P	Monthly	Initial
Nuveen Global Cities REIT, Inc.	Diversified	Limited Ops	Nuveen, LLC	Monthly	Initial
Black Creek Diversified Property Fund Inc.	Diversified	Stabilizing	Black Creek Group	Daily	Follow-On
Black Creek Industrial REIT IV, Inc.	Industrial	Growth	Black Creek Group	Monthly	Initial
Jones Lang LaSalle Income Property Trust, Inc.	Diversified	Stabilizing	Jones Lang LaSalle Incorporated	Daily	Follow-On
RREEF Property Trust, Inc.	Diversified	Stabilizing	RREEF America, LLC	Daily	Follow-On

# Estimated Returns for Continuous Offerings

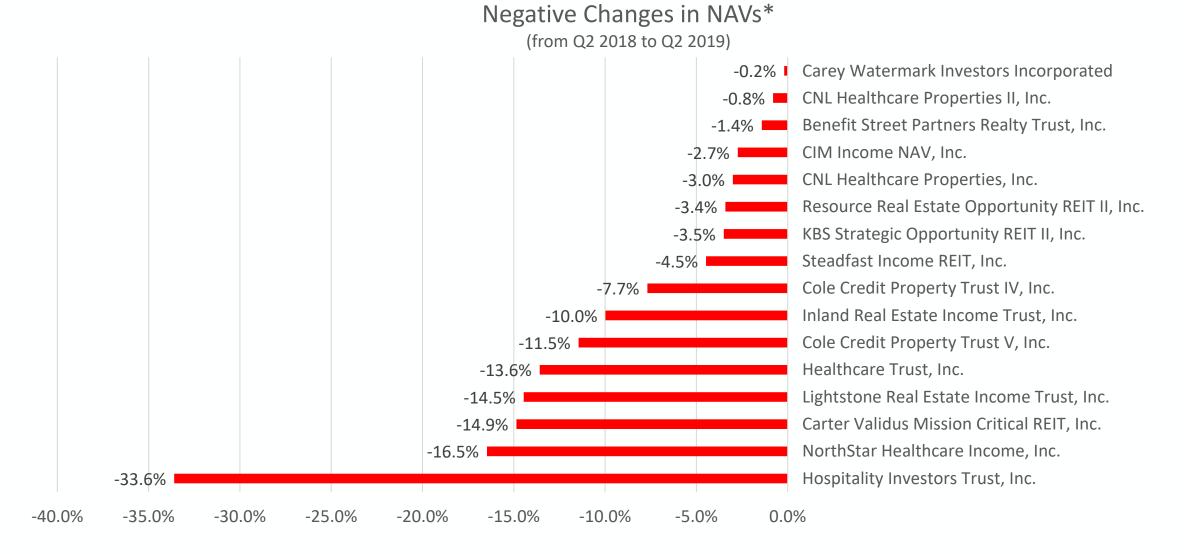
DEIT	Class	NAV as of				2019 Distribution	YTD 2019 Estimated	
REIT	Class	12/	31/2018	6/30/2019	NAV	Yield	Return	
Black Creek Diversified Property Fund Inc.	I	\$	7.4377	\$ 7.30	-1.85%	5.14%	0.72%	
Black Creek Industrial REIT IV, Inc.	1	\$	10.0571	\$ 10.0583	0.01%	5.42%	2.72%	
Blackstone Real Estate Income Trust, Inc.	1	\$	10.7984	\$ 11.08	2.61%	5.78%	5.50%	
CIM Income NAV, Inc.	I	\$	18.25	\$ 18.04	-1.15%	5.35%	1.52%	
Griffin Capital Essential Asset REIT, Inc.	S	\$	9.69	\$ 9.64	-0.52%	5.72%	2.34%	
Hines Global Income Trust, Inc.	1	\$	10.10	\$ 10.15	0.50%	6.18%	3.59%	
Jones Lang LaSalle Income Property Trust, Inc.	M-I	\$	12.13	\$ 12.18	0.41%	4.15%	2.49%	
RREEF Property Trust, Inc.	1	\$	14.16	\$ 14.42	1.84%	5.18%	4.43%	

### Positive Changes in NAVs\*

(from Q2 2018 to Q2 2019)

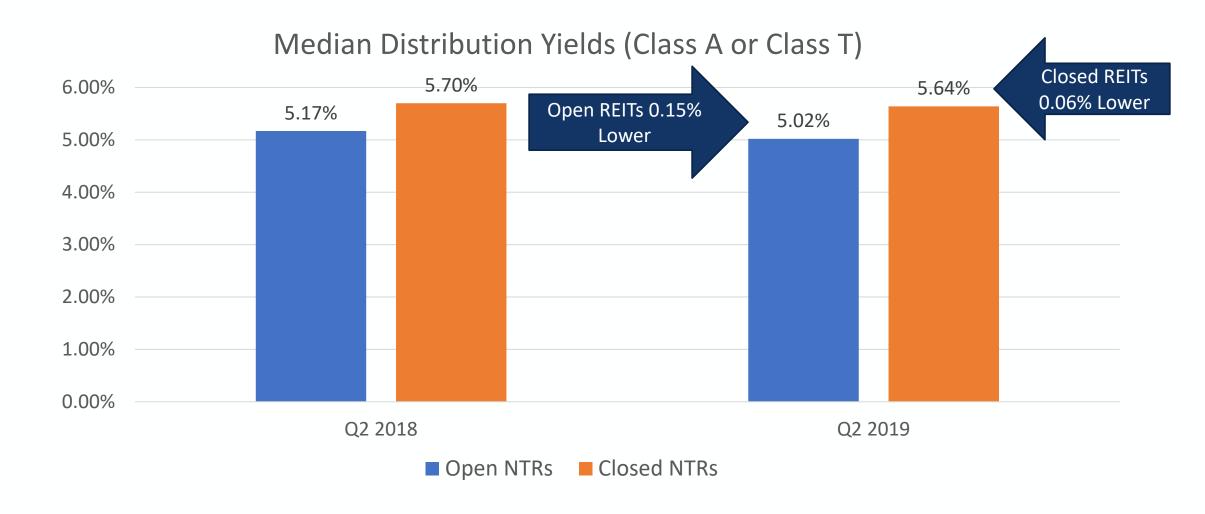


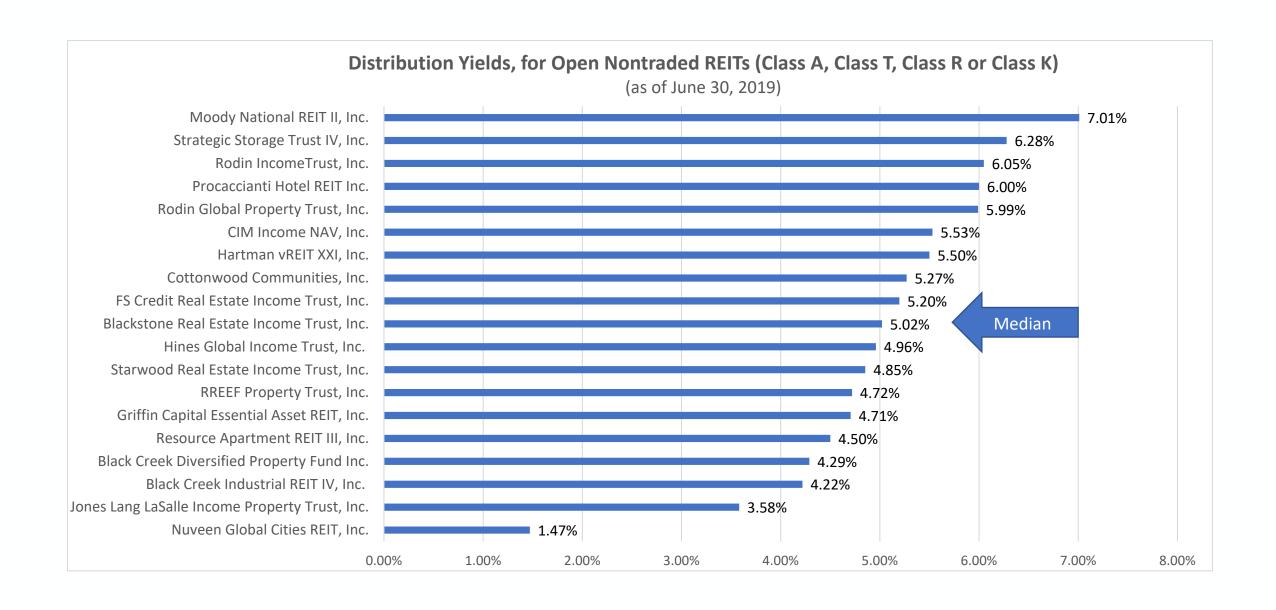
\*NAVs per share for one share class only, "as of" dates vary for most NTRs



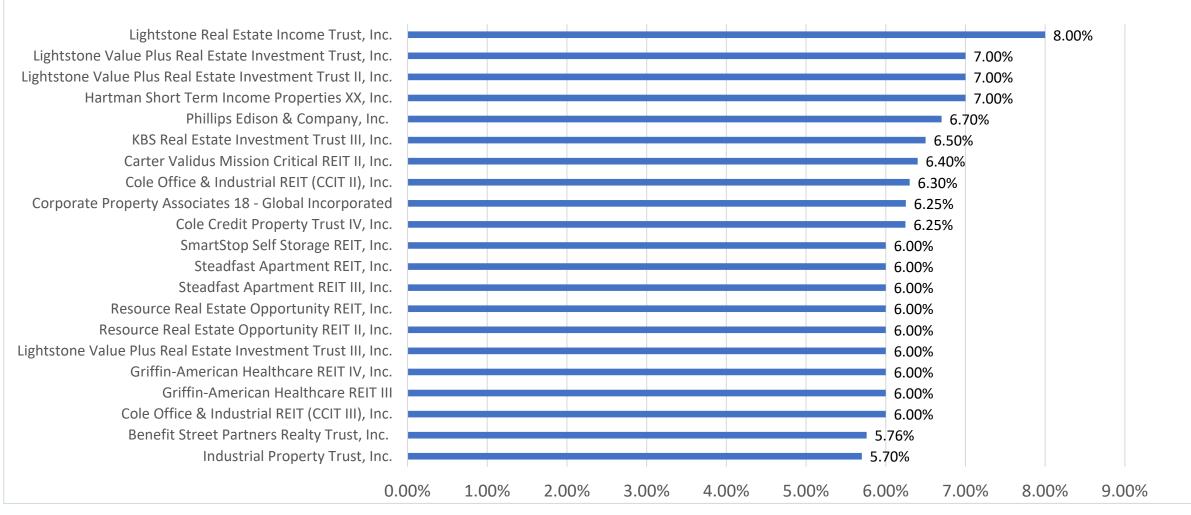
\*NAVs per share for one share class only, "as of" dates vary for most NTRs

### Distribution Yield Trends

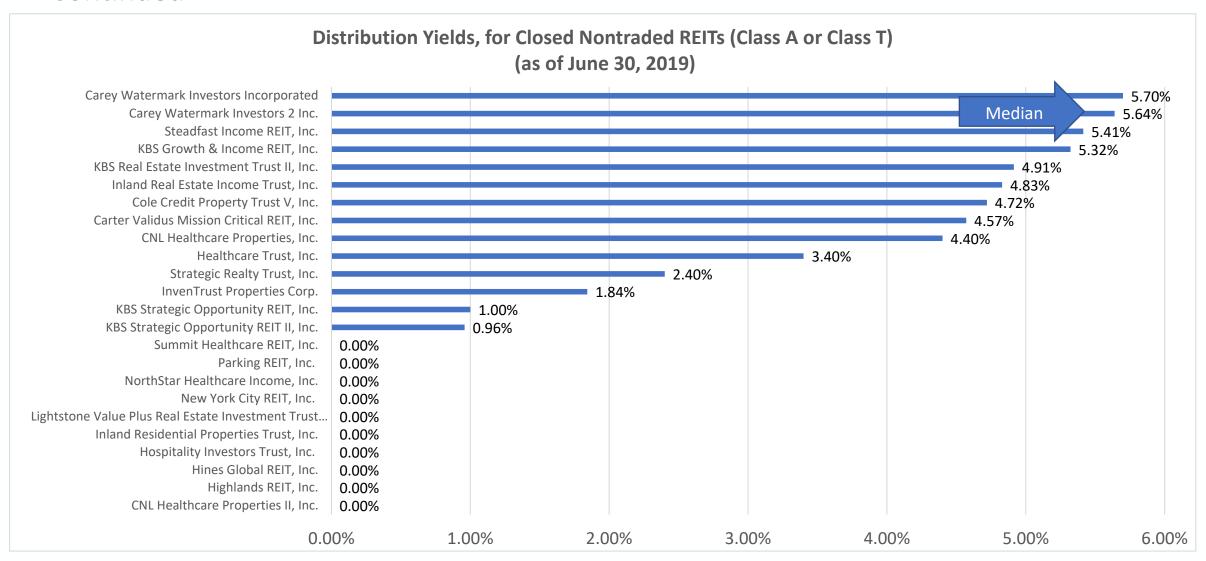








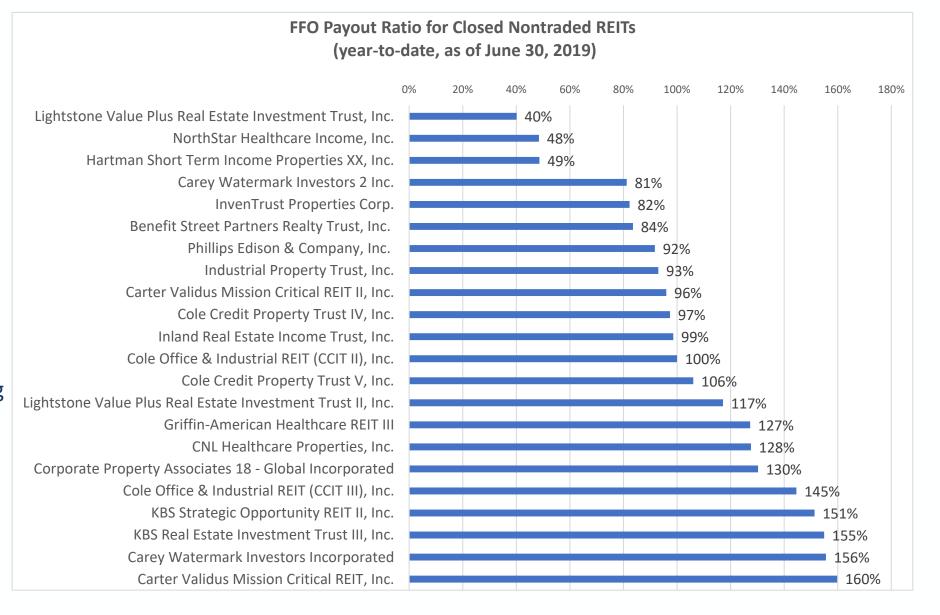
### Continued



# FFO Payout Ratios — Closed REITs

See individual REIT report pages for MFFO payout ratios (2015 thru Q2 2019).

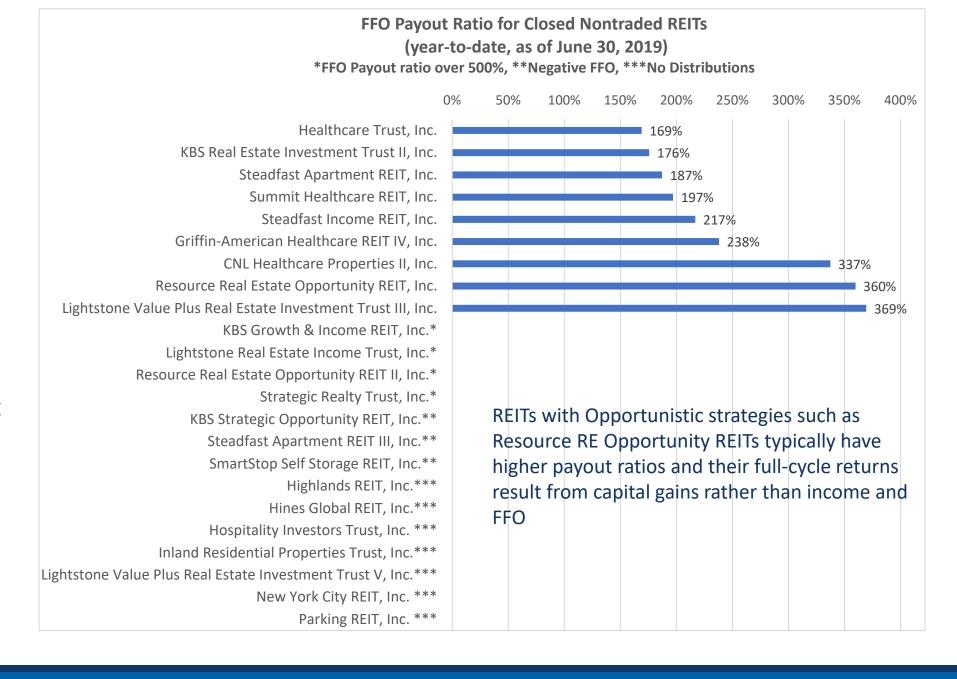
MFFO payout ratios are reported based upon both total distributions including DRIP proceeds and cash distributions only.



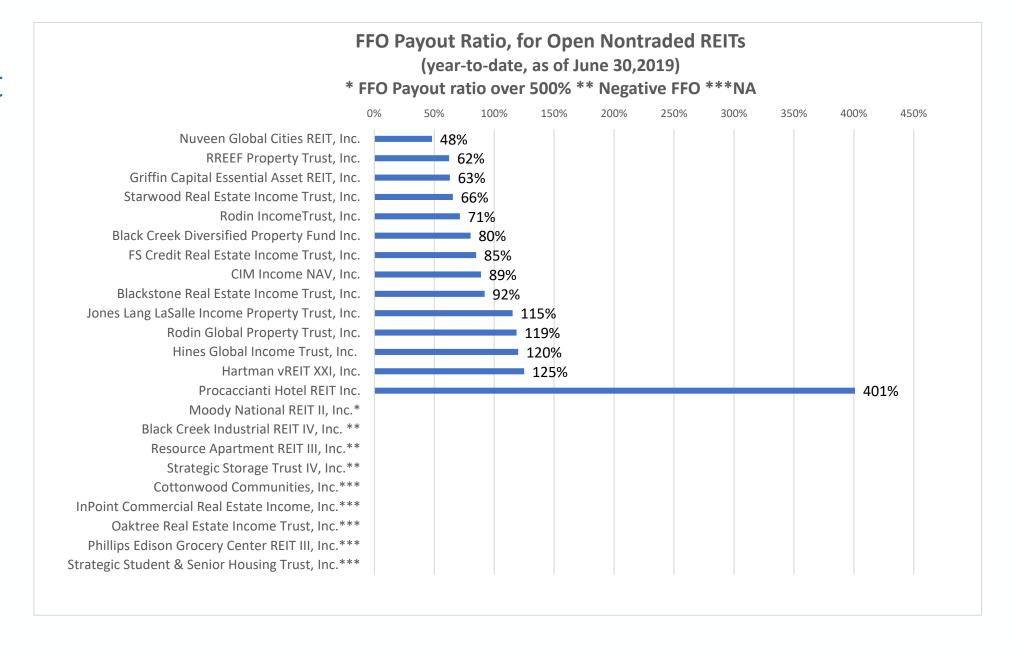
# FFO Payout Ratios – Closed REITs (continued)

See individual REIT report pages for MFFO payout ratios (2015 thru Q1 2019)

MFFO payout ratios are reported based upon both total distributions including DRIP proceeds and cash distributions only.



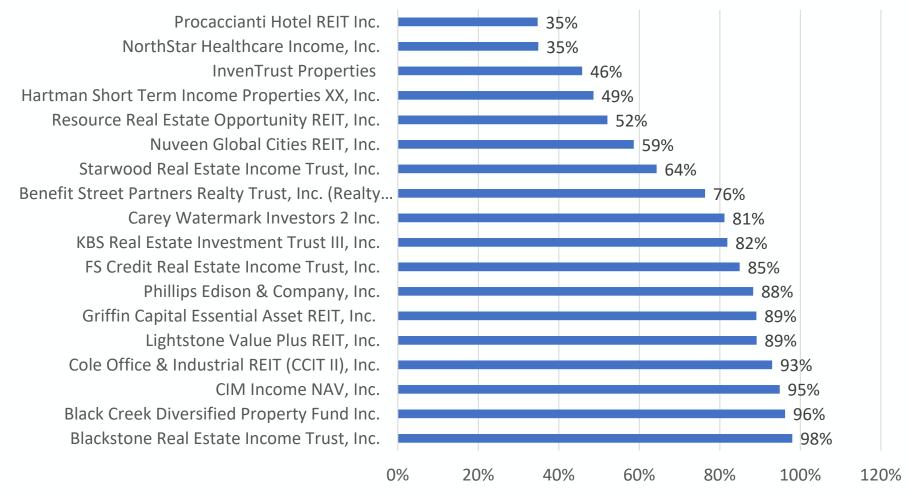
# FFO Payout Ratios-Open REITs



## YTD MFFO Payout Ratios

### Q2 2019 YTD Lowest MFFO Payout Ratios

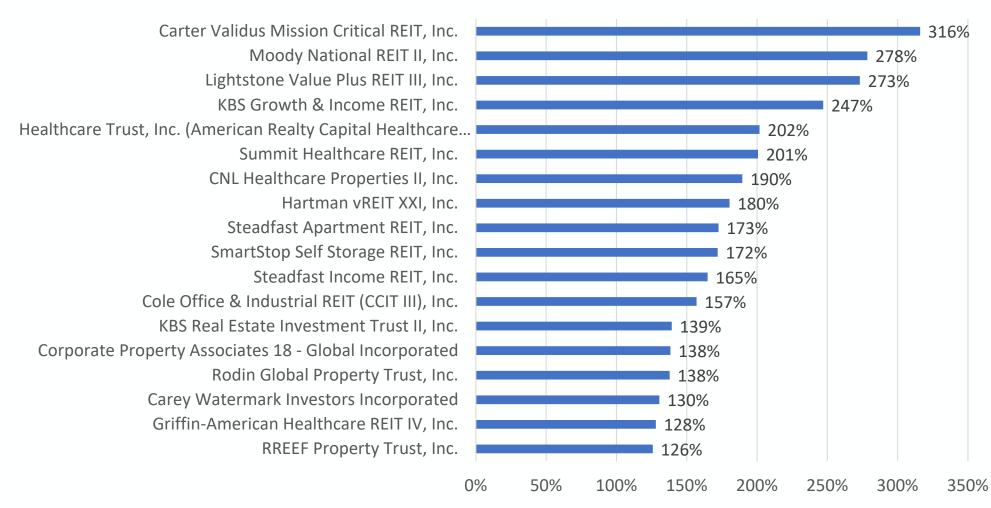
(Excluding NTRs Without Distributions)



## YTD MFFO Payout Ratios

### Q2 2019 YTD Highest MFFO Payout Ratios

Excluding MFFO Payout Ratios over 500% and Negative MFFO



# NTR Redemption Trends\*

# **Average Share Redemption Rates Quarterly Percentage of Outstanding Shares**



<sup>\*</sup> Among NTR programs with active SRP programs only, excluding self tender offers



# Nontraded BDCs Q2 2019

# Nontraded BDC Quarterly Review

BDC Industry Review: Second Quarter 2019

**BLUE** VAULT.

**BDC Industry Review: Second Quarter 2019** 



### Metric Definitions and Explanations

#### Portfolio Details

Includes a summary of the portfolio holdings for the current period as reported on the BDC's balance heet. Items categorized as inswetments include debt investments, preferred equity, common equity and other short-term investments. Cash and Cash Equivalents include cash on the balance sheet and other cash-like liquid assets.

This section also includes a current overview of the BDCs investment strategy as it relates to the types of investments it makes, the industries the fund is focused on and the size of companies the fund plans to invest in. Specifics found in this section include the number of porfolio companies and the investment management advisor. Also included is whether the fund employs a Total Return Swap (TRS) and the value of the assets in the TRS.

The initial offering date is defined as the date the BDC was considered "effective" by the SEC and began raising money in its public offering. The number of months effective indicates how long the BDC has been raising capital, while the anticipated close date is the date the BDC anticipates dosing the BDC to new investments. The public offering price and reinvestment price per share are based on prices as of the end of the quarter being reported.

#### Net Asset Value (NAV) Per Share

The result of the fair value of total assets less total liabilities divided by the total number of shares outstanding. This figure is reported publicly by the BDC at least every quarter.

#### Gross Offering Proceeds

Defined as the sales of nontraded BDC shares plus shares purchased through dividend reinvestment plans during the public offering.

#### O Current Distribution Rate and Historical Distributions

The current distribution rate is calculated based on annualized distributions and the public offering price as of quarter-end. Historical distributions show the actual distributions paid per share in dollars over the past six quarters.



#### Sources of Distributions

Note – Comparisons may differ due to some funds using GAAP numbers while others use tax numbers when showing sources of distributions. In funds showing taxable income sources of distributions, unpaid incentive fees and other fees may show as "Other" for sources of distributions.

Net Investment Income – Income earned from Investments during the quarter or year less investment and operating expenses. Expense support or the reimbursement of expense support may be subtracted from or added, respectively, to operating expenses. This portion of income is the recurring portion and should represent a majoritry of distributions.

Capital Gains — Gains or losses from investments that were sold in the quarter or year. Although it is an important component of income to the fund, capital gains can be unpredictable and may not be consistent from quarter to quarter.

### Full-Cycle BDC Update

#### FS Investment Corporation

FS Investment Corporation was the first nontraded BDC in existence, which began operations in 2009. On April 16, 2014, the BDC was listed on the New York Stock Exchange under the symbol "FSIC". The stock closed at 55.4 on December 18, 2018, the last day of trading prior to the acquisition of Corporate Capital Trust.

#### Corporate Capital Trust

Corporate Capital Trust began operations in 2011. On November 14, 2017, shares began trading on the New York Stock Exchange under the symbol "CCT". The stock closed at \$12.88 on December 18, 2018, the last day of trading prior to its acquisition by FS Investment Corporation.

#### FS KKR Capital Corp

On December 19, 2018, FS Investment Corporation ("FSIC") completed its acquisition and merged with Corporate Capital Trust ("CT"). In accordance with merger, each outstanding share of CCT common stock was converted into the right to receive 2.552 shares of FSIC common stock, with CCT stockholders receiving cash in lieu of fractional shares of FSIC common stock. Following the completion of the merger, the merged BDC was renamed FS KIR Capital Corp. and began trading on the NYSE under the ticker symbol FSIC The stock looked at S5.36 on December 19, 2018, the date the merger was completed. Since the merger on December 19, 2018 and through August 30, 2019, the stock has a range of S5.09-56.64, disoing at S5.56 on August 30, 2019.

#### Griffin Capital BDC Corp. Transition

On September 29, 2017, Griffin Capital BDC Corp. ("Griffin BDC") transferred all of its assets to Griffin institutional Access Credit Fund ("Griffin IP"), a non-diversified, doesd-end management investment company that is operated as an interval fund, in exchange for Class Fshares of Griffin IF. Griffin IP assumed all of the liabilities of Griffin BDC. As a result of this reorganization, all of Griffin BDCs shareholders are now shareholders of Griffin IF. Griffin BDC has cancelled all its authorized shares and is now discoved. Prior to this reorganization, Griffin BDC reported total assets of approximately \$41.0 million, both as of June 30, 2017.

Ticker	FSK
Market Cap (08/30/19)	\$2.93 billion
Closing Price (08/30/19)	\$5.65
NAV per Share (06/30/19)	\$7.88
Premium/(Discount) to NAV	-28.3%
Assets Under Management	\$7.7 billion
Initial Listing Price (4/16/14)	\$10.25
Initial Offering Price	\$10.00
Annual Dividend Yield (08/30/19)	13.5%
Quarterly Dividend Per Share	\$0.19



Traded BDCs as a whole have experienced volatility for much of 2015 through 2019. The Wilshire BDC Index (^VWIBDC) was down 12.46% in 2015, up 11.33% in 2016, down 8.71% in 2017, and down 11.68% in 2018. The index is up 15.07% year-to-date through August 30, 2019.

# BLUE VAULT...



# Nontraded **BDC**

**Industry Review** 

**Second Quarter 2019** 

### www.BlueVaultPartners.com

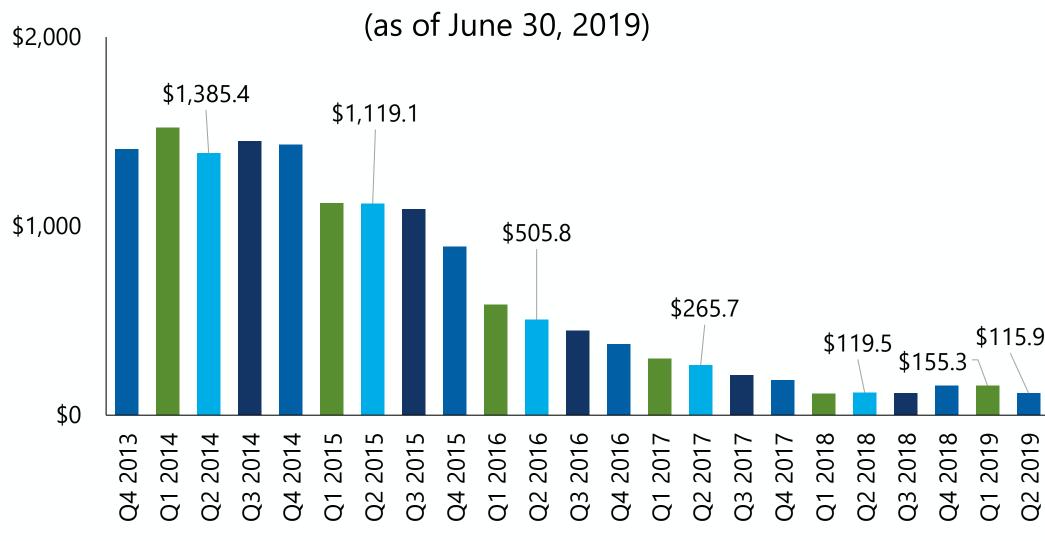
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# Nontraded BDCs Industry Assets

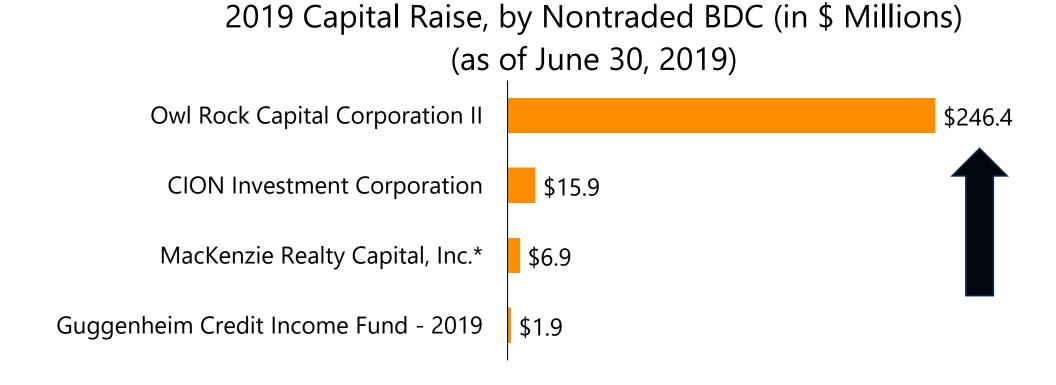
Total Industry Assets (in \$ Millions) (as of June 30, 2019)



# BDC Capital Raise By Quarter (in \$Millions)



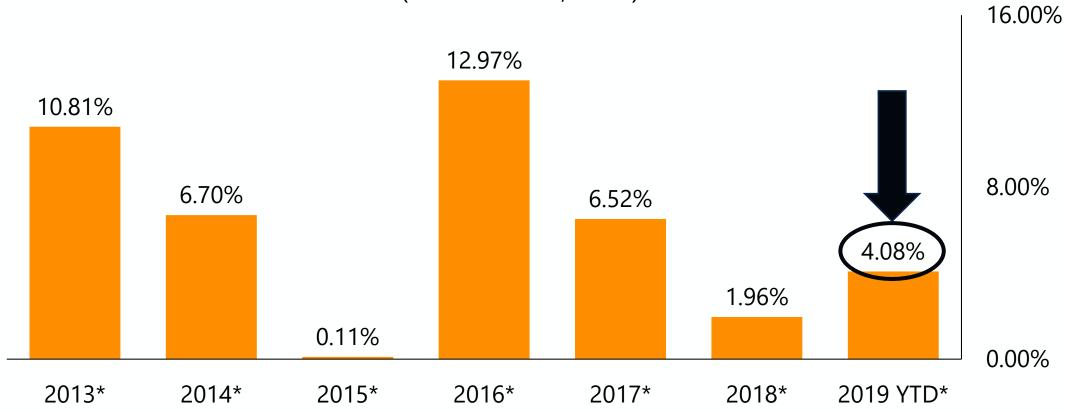
# Nontraded BDCs Capital Raise by Program



### Nontraded BDCs Performance Returns

### Median Total Returns of Nontraded BDCs

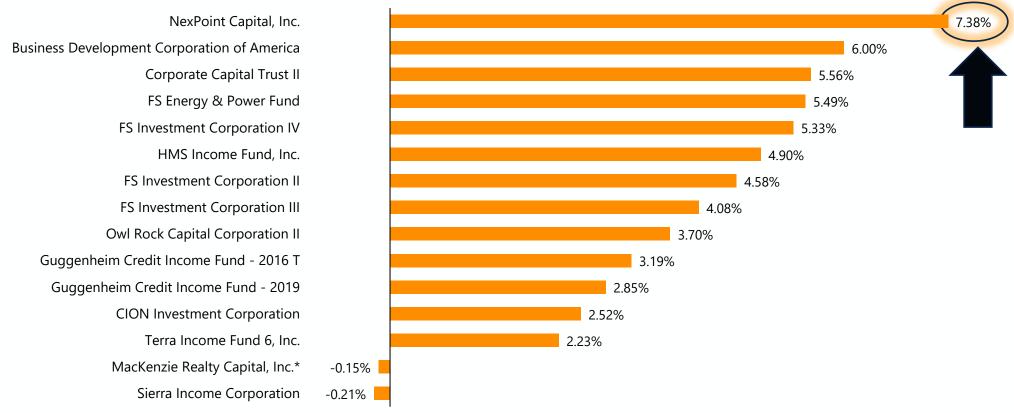
(Total Return of NAV + Distributions)
(as of June 30, 2019)



<sup>\*</sup>MacKenzie Realty Capital, Inc. has a fiscal year ending June 30. Total returns reported above correspond to calendar

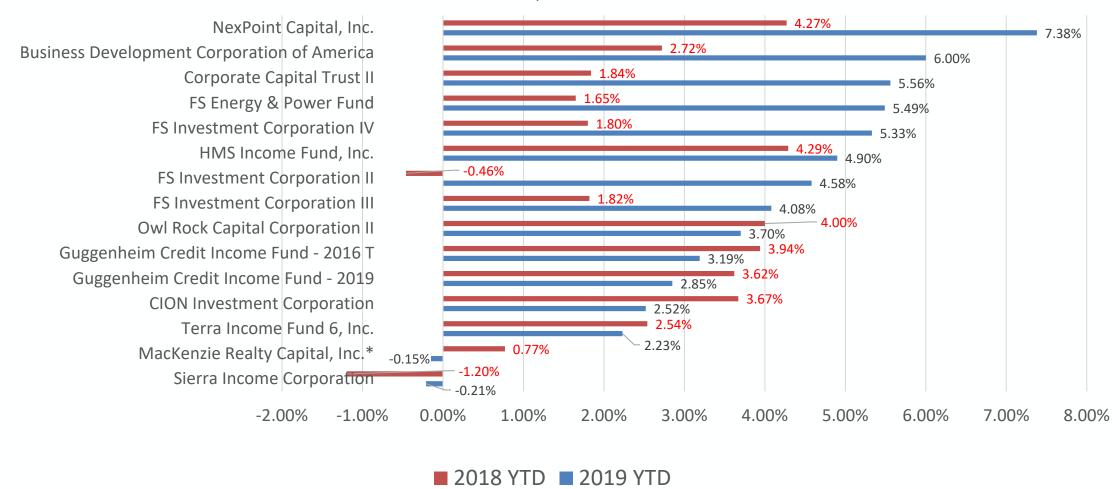
### Nontraded BDCs Performance Returns

Performance Returns, by nontraded BDC (as of June 30, 2019)



<sup>\*</sup>MacKenzie Realty Capital, Inc. has a fiscal year ending June 30. All metrics reported above correspond to calendar quarters for consistency purposes. Due to the delay in filing the 10-K, 2019 YTD is three months.

### BDC Year-Over-Year 6-Month Returns As of June 30, 2018 and 2019



# Biggest Take-Aways for Q2 2019

- NTR Capital raise increased 82% to \$2.79 billion in Q2 from \$1.53 billion in Q1
   2019
- Blackstone REIT raised \$2.02 billion in Q2 2019, over 72% of NTR capital raise
- Blackstone REIT acquired 161 properties for \$3.16 billion, 71% of all acquisitions
- CNL Healthcare Properties sold 59 properties for \$1.34 billion
- Nontraded BDC capital raise fell to \$116 million in Q2 2019 from \$155 million in Q1 2019
- Median total returns for nontraded BDCs rebound in Q2 2019 to 4.08% YTD compared to just 1.96% in 2018
- All but two nontraded BDCs had positive returns YTD 2019, and most improved from Q2 2018

# **Upcoming Webinars:**

Performance Series Webinar:

A Deeper Look at CIM and SmartStop

Sept. 24<sup>th</sup> at 2:00 pm EDT

Alts Series Webinar:

Nontraded REITs
2.0: Your Clients
Deserve Private
Real Estate Returns

Sept. 26<sup>th</sup> at 2:00 pm EDT

Performance Series Webinar:

A Deeper Look at Leitbox, Sixty West and Triton Pacific

Oct. 8<sup>th</sup> at 2:00 pm EDT

For information and registration links, go to www.bluevaultpartners.com/event-calendar



# **Stay Informed**

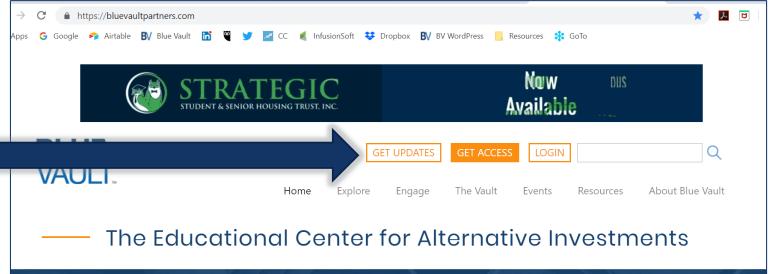


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Get the most relevant alternative investment industry content, including nontraded REITs, BDCs, and Closed-End Funds, Interval Funds and Private Offerings, delivered right to your inbox.







# Questions



# **Thank You!**

To download the Blue Vault Nontraded REIT Industry Review, BDC Industry Review, and Interval Funds please visit our Blue Vault website at:

www.bluevaultpartners.com