

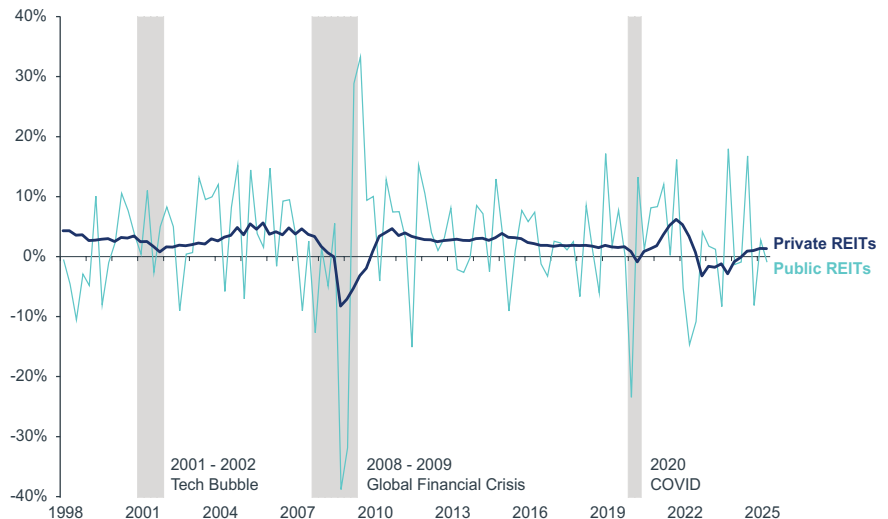
Clarion Calls: Beyond the Ticker - Private vs. Public REITs

Which Real Estate Investment Trust (REIT) is Right for You?

What You Need to Know

- ✓ Private REITs offer diversification, potentially improving the risk-adjusted return of a mixed-asset portfolio
- ✓ Public REITs offer more frequent liquidity and access
- ✓ Private market vehicles have evolved such that today, both are readily available via high-quality investment managers

QUARTERLY TOTAL RETURNS PRIVATE REITS VS. PUBLIC REITS



Private REITs - Strategic Investments, Newly Accessible and Provide Diversification Benefits

- **Diversification:** Investments are made across property types and regions, offering low correlations, to stocks, bonds, and publicly traded REITs.
- **Income-driven with potential for more stable returns:** Historically, private REITs have provided a higher current income and lower volatility.
- **Long-term investment horizon:** Illiquidity provides the opportunity for a potential return premium.
- **Independent valuation:** Shares are priced using third-party appraisals based on market comparables and data, keeping the fund aligned with the net asset value (NAV) of its underlying properties.

Public REITs - Tactical Investments, Easily Accessible but With More Volatility

- **Limited diversification:** Typically focused on a single property type.
- **High volatility:** Prices are influenced by market sentiment and are highly correlated to stocks.
- **Short-term investors:** Market timing plays a critical role in investment performance.
- **Access:** Liquid and traded on the stock exchange.

Source: Clarion Partners Global Research, NCREIF, S&P, Bloomberg, 2Q25. Private Real Estate = Expanded NPI. Expanded NPI includes all NPI properties and all qualified alternative assets. Alternative assets include storage, senior housing, others (including data centers and parking). Publicly Traded Real Estate = NAREIT All Equity REIT Index. Past performance is not indicative of future results and incomes may change more rapidly and significantly than under standard market conditions. This material does not constitute investment advice, nor does it constitute an offer in any product or strategy offered by Clarion Partners LLC and should not be viewed as a current or past recommendation to buy or sell any securities. Any specific investment referenced may or may not be held in a Clarion Partners client account. It should not be assumed that any investment, in any property or other asset, was or will be profitable. Investment in real estate involves significant risk, including the risk of loss. Investors should consider their investment objectives, and it is strongly suggested that the reader seek his or her own independent advice in relation to any investment, financial, legal, tax, accounting or regulatory risks and evaluate their own risk tolerance before investing.