

## **Fund Fact Sheet**

I-SHARE (TIPWX)

The Bluerock Total Income+ Real Estate Fund ("TI+" or "Fund") is a public, closed-end interval fund utilizing a multi-manager, strategy, and sector approach. The Fund provides exposure to institutional private equity real estate (iPERE) securities alongside some of the nation's largest endowment and pension plans.

## **Strategy**

A comprehensive **multi-strategy, multi-manager, multi-sector approach**\*\*, primarily investing in a strategic combination of highly-rated<sup>†</sup> institutional private real estate securities and public real estate securities.

\*\* The Fund's primary investment objective is to generate current income while secondarily seeking long-term capital appreciation with low to moderate volatility and low correlation to the broader markets.

#### **Features & Benefits**

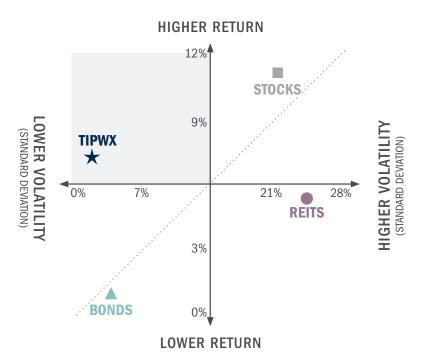
- PORTFOLIO PLACEMENT: Core real estate allocation, income allocation, total return vehicle, and inflation hedge
- DISTRIBUTION RATE\*:

**5.25%** annual rate; paid quarterly. (65% Historical Average Tax-Efficiency, see page 2).

## Historical Returns & Volatility Comparison of Major Indexes - Inception (4.1.2014) through 9.30.2023

## TOTAL ANNUALIZED RETURNS AND VOLATILITY

Inception (4.1.2014) through 9.30.2023



	TOTAL Annualized Return	STANDARD DEVIATION	SHARPE RATIO
★ TI+ FUND	7.13%	1.74%	4.90
▲ BONDS	1.02%	5.33%	-0.07
REITS	5.23%	25.06%	0.22
STOCKS	11.11%	21.65%	0.67



RISK-ADJUSTED RETURN
(AS MEASURED BY THE ANNUALIZED SHARPE AND SORTINO RATIOS)

OF ALL DOMESTIC '40 ACT FUNDS IN THE 10- YEAR AND SINCE INCEPTION PERIODS ENDING 9.30.2023<sup>1</sup>

**Sharpe Ratio** is a measure of the return of an investment based on the level of risk (volatility). A higher number indicating a higher return per unit of risk.

**Standard Deviation** measures volatility by calculating the daily dispersion of returns from the mean.

**Sortino Ratio** is a measure of the return of an investment based on the level of downside volatility. A higher number indicates a higher return per unit of downside.

**Total Return:** Expressed in percentage terms, Morningstar's calculation of total return is determined by taking the change in price, reinvesting, if applicable, all income and capital gains distributions during the period, and dividing by the starting price. Annualized returns are returns over a period scaled down to a 12-month period. This scaling process allows investors to objectively compare the returns of any assets over any period.

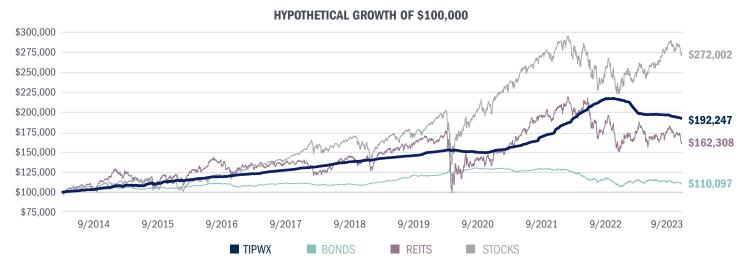
Page Sources: Morningstar Direct | TI+: I-share, TIPWX | Stocks: S&P 500 Total Return | Bonds: Bloomberg U.S. Aggregate Bond Index | Public REITS: MSCI U.S. REIT Index † The term 'highly-rated' refers to Institutional Investment Funds screened, reviewed and rated by Mercer Investments, LLC's proprietary due diligence process.

Equities, bonds and real estate have distinct risk and liquidity factors. It is not possible to invest in an index. You cannot invest directly in an index and unmanaged indices do not reflect fees, expenses or sale charges. Please see page 10 for a description of the risks and comparisons of the investment indexes selected. Past Performance is not necessarily indicative of future results.

<sup>&</sup>lt;sup>1</sup> Results reflect the A share, the Fund's longest running share class and I Share. Source: Morningstar Direct, annualized Sharpe and Sortino Ratios based on daily data from 10.22.2012-9.30.2023. Using Morningstar data compiled by Bluerock Fund Advisor, LLC, the Fund (TIPRX, no load) generated the highest Sharpe and Sortino Ratios in the 10-year and since inception periods among 6,181 and 5,883 open end, closed end, and exchange traded U.S. mutual funds, respectively. The Fund (TIPWX) generated the highest Sharpe and Sortino Ratios in the since inception period among 6,385 open end, closed end, and exchange traded U.S. mutual funds. Sharpe Ratio, Sortino Ratio, and standard deviation are only three forms of performance measure. Please see definitions of open-end, closed-end, and exchange-traded fund structures below.

## Growth of \$100,000 (Total Return)

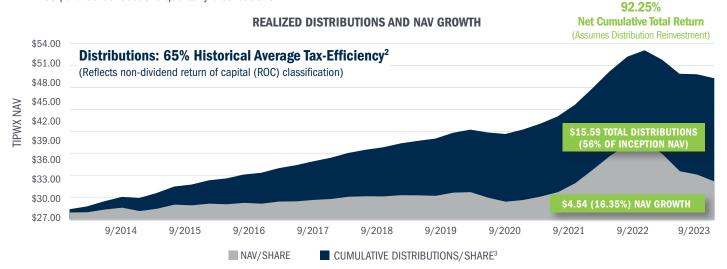
TI+ Fund has delivered an attractive total return since inception through the most recent quarter (4.1.2014 - 9.30.2023), driven by capital appreciation of its underlying real estate investments and consistent distribution payments.



All tabular and chart return data reflect total return, which reinvests, if applicable, all income and capital gains distributions during the period, divided by the starting price. **Past performance is not necessarily indicative of future results.** 

## TIPWX: Net Asset Value (NAV) and Distribution History - Inception (4.1.2014) through 9.30.2023

TI+ Fund seeks to pay a distribution at an annualized rate of 5.25%. The distribution rate is based on current NAV which may increase or decrease. TIPWX has paid 38 consecutive quarterly distributions.



<sup>2</sup> 65% is the simple average of the calendar year return of capital ("ROC") and non-dividend distribution portion of distributions from 01.01.2013-12.31.2022. ROC, for tax purposes, should be distinguished from an economic return of capital, where an investor is repaid out of its own contributions rather than from the economic profits of the investment. As a tax law concept, an ROC is not tied to an investment's financial performance. ROC distributions reduce the stockholder's tax basis in the year the dividend is received, and generally defer taxes on that portion until the stock is sold.

<sup>3</sup> Cumulative Distributions: The collective sum of the Fund's I-shares distributions since Fund inception, reflected as of each quarter end. This does not necessarily represent actual investment results for any individual investor.

Net Cumulative Total Return: the aggregate net amount that an investment has gained or lost over time, independent of the period of time involved.

The performance data quoted here represents past performance. Current performance may be lower or higher than the performance data quoted above. Investment return and principal value will fluctuate, so that shares, when redeemed, may be worth more or less than their original cost. Past performance is no guarantee of future results. The Fund's performance, especially for very short periods of time, should not be the sole factor in making your investment decisions. For performance information current to the most recent month end, please call toll free 844-819-8287 or go online to bluerock.com/ti-fund/performance.

The total annual fund operating expense ratio, gross of any fee waivers or expense reimbursements, is 1.78% for I-share. The Fund's investment adviser has contractually agreed to reduce its fees and/or absorb expenses of the Fund, at least until January 31, 2024 to ensure that the net annual fund operating expenses will not exceed 1.70% for I-share, subject to possible recoupment from the Fund in future years. Please review the Fund's Prospectus for more detail on the expense waiver. Results shown reflect the full fee waiver, without which the results would have been lower.

\* The Fund's distribution policy is to make quarterly distributions to shareholders. The level of quarterly distributions (including any return of capital) is not fixed. However, this distribution policy is subject to change. The Fund's distribution amounts were calculated based on the ordinary income received from the underlying investments, including short-term capital gains realized from the disposition of such investments. Shareholders should not assume that the source of a distribution from the Fund is net profit. All or a portion of the distributions consist of a return of capital based on the character of the distributions received from the underlying holdings, primarily Real Estate Investment Trusts. The final determination of the source and tax characteristics of all distributions will be made after the end of the year. Shareholders should note that return of capital will reduce the tax basis of their shares and potentially increase the taxable gain, if any, upon disposition of their shares. There is no assurance that the Company will continue to declare distributions or that they will continue at these rates.

## Key Performance Metrics - Inception (4.1.2014) through 9.30.2023

	CUMULATIVE TOTAL RETURN	ANNUALIZED RETURN	STANDARD DEVIATION	SHARPE RATIO	ALPHA	BETA
TIPWX	92.25%	7.13%	1.74%	4.90	VS.	VS.
BONDS	10.10%	1.02%	5.33%	-0.07	5.64%	0.03
REITS	62.31%	5.23%	25.06%	0.22	5.47%	0.03
STOCKS	172.00%	11.11%	21.65%	0.67	5.38%	0.02

## **Drawdown** - Inception (4.1.2014) through 9.30.2023



## Returns - Through 9.30.2023

	1 YR	3 YR	5 YR	INCEPTION <sup>4</sup>
TIPWX	-11.18%	8.74%	6.78%	7.13%
BONDS	0.64%	-5.21%	0.10%	1.02%
REITS	3.18%	5.70%	2.82%	5.23%
STOCKS	21.62%	10.15%	9.92%	11.11%

## TIPWX Quarterly Returns - Inception (4.1.2014) through 9.30.2023

	Q1	Q2	Q3	Q4	ANNUAL
2023	-4.13%	-0.31%	-2.33%	_	_
2022	7.83%	6.16%	1.12%	-4.85%	10.14%
2021	3.00%	3.64%	5.78%	7.97%	21.91%
2020	1.27%	-1.43%	-0.73%	2.57%	1.64%
2019	2.00%	1.30%	1.33%	2.79%	7.62%
2018	1.77%	2.55%	1.60%	1.23%	7.34%
2017	0.88%	2.44%	1.57%	1.98%	7.05%
2016	0.95%	1.17%	0.05%	1.99%	6.30%
2015	2.69%	-0.69%	2.88%	3.43%	8.53%
2014	_	_	1.44%	2.53%	_

#### STANDARD DEVIATION (VOLATILITY)

	1 YR	3 YR	5 YR
TI+ FUND	1.53%	2.13%	1.81%
BONDS	8.75%	7.26%	6.44%
REITS	25.42%	24.07%	30.50%
STOCKS	20.53%	21.52%	26.26%

**Standard Deviation:** measures volatility by calculating the daily dispersion of returns from the mean.

#### **ALPHA**

	1 YR	3 YR	5 YR
TI+ FUND	VS.	VS.	VS.
BONDS	-16.68%	6.54%	4.76%
REITS	-16.82%	6.27%	4.65%
STOCKS	-17.14%	6.23%	4.56%

Alpha: The excess return relative to the return of the benchmark index

### BETA

	1 YR	3 YR	5 YR
TI+ FUND	VS.	VS.	VS.
BONDS	0.03	0.02	0.02
REITS	0.02	0.02	0.02
STOCKS	0.02	0.01	0.02

**Beta:** A measure of systematic risk (volatility), or the sensitivity to movements in a benchmark.

#### **SHARPE RATIO (RISK-ADJUSTED RETURN)**

	1 YR	3 YR	5 YR
TI+ FUND	-14.20	4.53	3.92
BONDS	-0.69	-1.40	-0.38
REITS	-0.10	0.21	0.04
STOCKS	1.16	0.55	0.45

**Sharpe Ratio:** is a measure of the return of an investment based on the level of risk (volatility). A higher number indicating a higher return per unit of risk.

#### **UP/DOWN PERIOD PERCENT**

	1 YR	3 YR	5 YR
TI+ FUND	58.36% / 41.64%	82.92% / 17.08%	84.17% / 15.83%
BONDS	64.11% / 35.89%	64.11% / 35.89%	67.36% / 32.64%
REITS	63.84% / 36.16%	66.21% / 33.79%	67.85% / 32.15%
STOCKS	65.21% / 34.79%	66.21% / 33.79%	67.74% / 32.26%

**Up Period Percent:** the percentage of days a security/index increased or is unchanged. **Down Period Percent**: the percentage of days a security/index decreased.

Page Sources: Morningstar Direct | T1+: I-share, TIPWX | Stocks: S&P 500 Total Return | Bonds: Bloomberg U.S. Aggregate Bond Index | Public REITS: MSCI U.S. REIT Index. Additional fund performance details available at bluerock.com/ti-fund/performance.

There are limitations when comparing across various asset classes. Equities, bonds and real estate have distinct risk and liquidity factors. It is not possible to invest in an index. You cannot invest directly in an index and unmanaged indices do not reflect fees, expenses or sale charges. Please see page 10 for a description of the risks and comparisons of the investment indexes selected. Past Performance is not necessarily indicative of future results.

<sup>&</sup>lt;sup>4</sup> Since Inception. Inception date for I-share is April 1, 2014.

## Fund Assets Under Management: \$5.96 Billion

**Exposure to Underlying Portfolio:** One of the Largest Diversified Institutional Real Estate Portfolios





7,100+ properties





**32%** weighted average loan-to-value<sup>6</sup>

### Sector Diversification

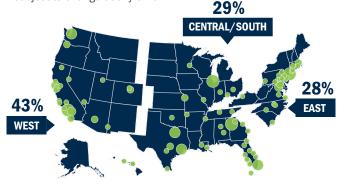
The sector diversification presented represents examples of how the Fund's private institutional investments are allocated as of the date herein; subject to change at any time.



Specialty includes self storage, student housing, senior housing, medical office, and land properties.

## **Geographic Diversification**

The regions and allocations presented represent the Funds' institutional fund investments as of the date herein, but is subject to change at any time.



7,100+ Properties

## Sample Investors of the Underlying Holdings<sup>†</sup>

- Allstate Investment Management
- Blue Cross & Blue Shield Association
- California State Teachers' Retirement System (CalSTRS)
- Colorado Health Foundation
- Florida State Board of Administration
- Ford Pension Fund (US)
- General Electric Pension Trust

- Illinois Municipal Retirement Fund
- Indiana Public Retirement System
- Los Angeles Fire & Police Pension Fund
- Maryland State Retirement and Pension Fund
- Nestlé USA Pension Plan
- New Jersey Division of Investment
- New York State Teachers' Retirement System (NYSTRS)

- Ohio Police & Fire Pension Fund
- Orange County Employees' Retirement System
- Pennsylvania Public School Employees' Retirement System
- Seattle City Employees' Retirement System
- Teacher Retirement System of Texas
- Union Pacific Corporation Master Retirement Trust

## Sample Properties Within the Fund's Underlying Investments



PRINCIPAL ENHANCED PROPERTY FUND Carlyle Overlook | Washington, D.C.



**MORGAN STANLEY PRIME PROPERTY FUND** 



**PROLOGIS TARGETED U.S. LOGISTICS FUND** 



**INVESCO U.S. INCOME FUND** NoHo Flats | Tampa, FL

AMLI Cherry Creek | Glendale, CO Redlands Dist. Center 2 | Redlands, CA

Source: Pregin.com, Freedom of Information Act. The organizations referenced above are not associated with or invested in Bluerock or the Total Income+ Real Estate Fund. The list includes a sampling of organizations that held investments in at least two of the underlying portfolio holdings as of the date published. A complete list is available upon request. These organization's investment holdings are subject to change at any time. Data as of 9.30.2023

The underlying sector and geographic diversification statistics presented herein reflects the Fund's weighted average ownership in the underlying investments. Portfolio holdings are subject to change at any time and should not be considered investment advice. Underlying portfolio data as of 9.30.2023. Diversification does not ensure profit. The organizations referenced above are not invested in Bluerock or the Bluerock Total Income+ Real Estate Fund, and they may not be invested in the funds in which the Bluerock Total Income+ Real Estate Fund invests. Holdings are subject to change. Fund investment objective details are available at bluerock.com/ti-fund/documents.

## Portfolio Holdings as of 9.30.2023

	INVESTMENT PORTFOLIO	GROSS ASSET VALUE (\$MM)	NUMBER OF PROPERTIES	TYPICAL MINIMUM INVESTMENT	AVG INVESTMENT SIZE (\$MM)	OCCUPANCY <sup>5</sup>	LTV <sup>6</sup>	INCEPTION YEAR
PRIVA	TE EQUITY REAL ESTATE (Target of 35-45 Selection	ct Managers   %	of gross investr	ments)				
10.74%	IQHQ	\$3,806	36	\$5,000,000	\$106	N/A	60%	2019
8.70%	Prologis Targeted US Logistics Fund	\$25,300	742	\$5,000,000	\$34	97%	15%	2004
4.69%	Realterm Logistics Income Fund	\$4,205	217	\$5,000,000	\$19	99%	37%	2018
4.28%	CBRE U.S. Logisitics Partners	\$4,520	40	\$5,000,000	\$113	99%	33%	1973
4.27%	Brookfield Premier Real Estate Partners	\$10,452	189	\$5,000,000	\$55	93%	47%	2016
4.21%	Cortland Growth & Income Fund	\$7,575	78	\$5,000,000	\$97	94%	53%	2017
3.96%	Clarion Lion Industrial Trust	\$34,242	780	\$2,500,000	\$44	98%	28%	2002
3.65%	Ares Industrial Real Estate Fund	\$5,241	204	\$10,000,000	\$26	95%	34%	2021
3.59%	Carlyle Property Investors	\$14,090	212	\$5,000,000	\$66	92%	50%	2013
3.59%	CBRE U.S. Core Partners	\$11,953	232	\$10,000,000	\$52	95%	31%	2013
3.57%	Invesco U.S. Income Fund	\$4,962	51	\$5,000,000	\$97	94%	33%	1980
3.02%	Prudential PRISA II	\$17,100	149	\$5,000,000	\$115	87%	36%	2000
3.01%	RREEF Core Plus Industrial Fund	\$3,226	96	\$5,000,000	\$34	98%	8%	2017
2.51%	Clarion Lion Properties Fund	\$21,040	188	\$5,000,000	\$112	91%	24%	2019
2.36%	Sentinel Real Estate Fund	\$3,100	36	\$10,000,000	\$86	91%	21%	2016
2.36%	Prudential PRISA III	\$6,100	92	\$5,000,000	\$66	86%	38%	2003
2.07%	Invesco Core Real Estate Fund	\$16,644	132	\$250,000	\$126	93%	27%	1976
2.02%	Blackstone Property Partners U.S.	\$31,500	1,309	\$5,000,000	\$24	91%	47%	2004
1.85%	Morgan Stanley Prime Property Fund	\$42,819	542	\$10,000,000	\$79	94%	22%	2014
1.80%	TA Realty Core Property Fund	\$8,100	90	\$5,000,000	\$90	96%	23%	2015
1.70%	Clarion Gables Multifamily Trust	\$5,713	107	\$5,000,000	\$53	96%	43%	2018
1.49%	TA Realty Logistics Fund	\$959	17	\$5,000,000	\$56	88%	18%	2021
1.42%	BPP Life Science Fund	\$23,900	123	\$10,000,000	\$194	92%	42%	2020
1.35%	Bridge Workforce Housing Fund I	\$2,130	27	\$1,000,000	\$79	94%	50%	2017
1.18%	Principal Enhanced Property Fund	\$5,167	63	\$5,000,000	\$82	97%	37%	2004
1.13%	Bain Capital Real Estate Fund I	\$3,301	81	\$10,000,000	\$41	92%	54%	2011
1.03%	Stockbridge Smart Markets Fund	\$4,925	143	\$5,000,000	\$34	96%	23%	2011
1.00%	RREEF America REIT II	\$18,047	130	\$5,000,000	\$139	91%	21%	1998
0.87%	Harrison Street Core Property Fund	\$14,045	401	\$10,000,000	\$35	90%	24%	2018
0.35%	AEW Core Property Trust	\$9,922	77	\$5,000,000	\$129	96%	27%	2007
0.31%	Harrison Street Data Center	\$544	6	\$5,000,000	\$91	99%	46%	2021
0.17%	Harrison Street Life Science	\$618	7	\$5,000,000	\$88	81%	53%	2021
0.11%	Bain Capital Life Science Fund	\$137	3	\$5,000,000	\$46	N/A	18%	2020
0.00%	Stockbridge Value Fund II	\$24	1	\$5,000,000	\$24	74%	75%	2014
88.39%	IPERE TOTALS / AVERAGES	\$365,404	6,601	\$193,750,000	\$55	93%	<b>32</b> %	2011
REAL	ESTATE DEBT SECURITIES							
3.69%	Freddie Mac Securitized Multifamily Notes	\$4,958	274	\$50,000,000	\$18	_	_	_
1.45%	Bridge Debt Strategies Fund IV	\$4,330	109	\$5,000,000	\$40	_	_	_
	H/2 Special Opportunities Fund V	\$985	21	\$1,000,000	\$47			
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0.79%	Ares Real Estate Enhanced Income Fund	\$4,467	44	N/A	\$102			_
0.72%	Bridge Debt Strategies Fund III	\$1,810	64	\$1,000,000	\$28			
7.91%	REAL ESTATE DEBT TOTALS/AVERAGES	\$16,550	512	\$57,000,000	\$32	_	_	
PUBL	IC REAL ESTATE EQUITY SECURITIES AND CAS	<b>H</b> (Target of 25-	50 Real Estate S	Securities)				
2.50%	PUBLIC REAL ESTATE SECURITIES	_	_	_	_	_	_	_
1.20%	CASH	_	-	_	_	_	-	_
		\$381,954	7,113	\$250,750,000	\$54	93%	32%	2011

## **Underlying Institutional Investment Managers** (Select; Subject to Change)

































Morgan Stanley













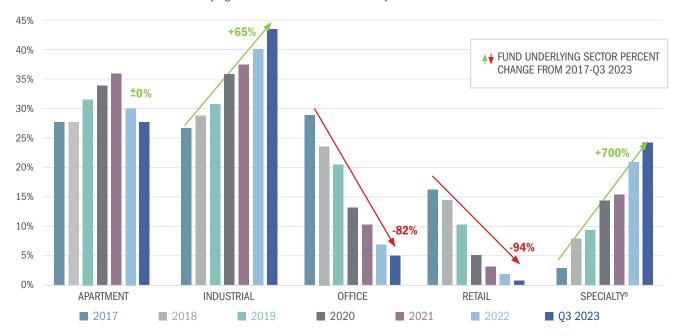
<sup>&</sup>lt;sup>5</sup> Occupancy rates reported from underlying managers, average is the simple average of all private funds. Generally excludes properties under construction, but generally includes properties in lease-up.

<sup>6</sup> Weighted average loan to value: outstanding loan balance divided by the total value of the underlying real estate. For IQHQ and Harrison Street Life Science, estimated based on expected leverage target.

<sup>&</sup>lt;sup>7</sup> The Fund expects to invest in the privately offered subordinate classes of K-Notes. Because more-senior classes have payment priority over subordinate classes of K-Notes, the value of subordinate K-Notes is highly sensitive to the default rate and foreclosure recovery rate on the underlying apartment loans. Subordinate K-Notes are also subject to liquidity risk because they are not available to the investing public and have a limited secondary market composed of institutional investors.

## TI+ Underlying Sector Allocations Over Time

• The chart below shows the Fund's underlying sector allocations in the last 6 years versus the institutional real estate benchmark index.



<sup>8 &</sup>quot;Specialty" - Includes self storage, student housing, senior housing, medical office, data center, hotels, and land properties.

## 94% of the Fund's Underlying Private Portfolio Allocation is Invested in High Growth/High Conviction Sectors

SECTOR	SECTOR DEMAND DRIVERS	SUBSECTORS	CURRENT ALLOCATION VS. BENCHMARK
INDUSTRIAL	2023-2027 projected 96% occupancy rate and 5% annualized rent growth. <sup>9</sup>	<ul><li>★ Last-Mile Warehouse</li><li>★ Cold Storage</li></ul>	+25%
RESIDENTIAL	<ul> <li>4.3 million new market-rate multifamily units will be needed by 2035 to keep up with demand. 10</li> <li>Homeownership at record unaffordability with the difference in monthly payments between renting and owning a home eclipsing \$1,100.11</li> </ul>	<ul><li>Single Family Rentals</li><li>Affordable Class A Apartments</li></ul>	-9%
SPECIALTY/ LIFE SCIENCE	History suggests that the life sciences industry is better positioned that many others to weather an economic recession this year. <sup>12</sup>	<ul><li>♣ Life Science</li><li>♠ Media/Content</li></ul>	+179% (15% LIFE SCIENCE ALLOCATION)
REAL ESTATE DEBT	<ul><li>Capital preservation</li><li>Yield enhancement</li></ul>	<ul><li>↑ Multifamily Loans</li><li>↑ First Mortgages</li></ul>	8% Active Debt Allocation

The Underlying sector allocations presented herein reflects the Fund's weighted average ownership in the underlying investments.

Portfolio holdings are subject to change at any time and should not be considered investment advice. Underlying portfolio data as of 9.30.2023. Diversification does not ensure profit. The organizations referenced above are not invested in Bluerock or the Bluerock Total Income+ Real Estate Fund, and they may not be invested in the funds in which the Bluerock Total Income+ Real Estate Fund invests. Holdings are subject to change. Fund investment objective details are available at bluerock.com/ti-fund/documents. For a detailed list of current holdings, please visit bluerock.com/ti-fund/investment-holdings.

<sup>&</sup>lt;sup>9</sup> Source: Green Street Industrial Sector Update, August 2023, forecast based on supply and demand forecast and estimated Market Revenue per Available Foot (M-RevPAF), for top 50 U.S. markets. <sup>10</sup> Source: NMHC, NMHC and NAA to Congress: "America is facing a housing affordability crisis", March 2023. <sup>11</sup> Source: Marcus & Millichap, Special Report: Natural Disasters and Insurance Risk, September 2023. <sup>12</sup> Source: CBRE, 2023 U.S. Life Sciences Outlook, April 2023.

# **Institutional Private Equity Real Estate (iPERE)**

## Real Estate: An Important Diversifying Portfolio Component

#### **REAL ESTATE HAS HISTORICALLY PROVIDED:**

- Higher income than bonds;
- Tax advantages;
- Lower volatility to the broader markets; and
- Capital appreciation.

#### **CONSTRUCTING A DIVERSIFIED PORTFOLIO**



## Real Estate has Historically Increased Returns/Reduced Risk when Added to a Traditional Portfolio

For the trailing 20 years through Q2 2023, a 20% institutional real estate allocation would have increased returns on a traditional 60/40 stock/bond portfolio by 40 basis points and reduced volatility by 155 basis points.<sup>13</sup>



	TRADITIONAL PORTFOLIO	DIVERSIFIED PORTFOLIO	% CHANGE
Annualized Return	7.84%	8.24%	+40 bps
Volatility <sup>13</sup>	9.69%	8.14%	-155 bps

Basis Points (bps): one hundredth of one percent.

The above graphic is intended for illustrative purposes only to show potential benefits of real estate with in a diversified portfolio. This should not be considered a recommendation of any product or strategy or investment advice.

There are limitations when comparing the Bluerock Total Income+ Real Estate Fund and institutional private real estate to stock, bond, and public real estate indices. Stocks, bonds and public real estate securities offer daily liquidity, while closed-end interval funds offer liquidity only on a periodic basis. Public stocks are subject to market fluctuations and deteriorating general market conditions will reduce the value of stock securities. When interest rates rise, the value of bond securities tends to fall. Real estate securities may decline because of adverse developments affecting the real estate industry and real property values. Real estate securities may possess certain tax benefits such as depreciation which are not typically available in stock and bond securities. You cannot invest directly in an index and unmanaged indices do not reflect fees, expenses or sales charges. Please see definitions for a description of the risks and comparisons of the investment indexes selected.

<sup>&</sup>lt;sup>13</sup> Volatility as measured by standard deviation.

# **Institutional Private Equity Real Estate (iPERE)**

- The NCREIF Property Index is one of the best measures of the performance of U.S. institutional real estate.
- Launched in 1978 with a 45+ year track record and includes nearly 10,900 institutional quality properties comprising over \$895 billion in market value.

# Historically High Risk-Adjusted Returns (as measured by the Sharpe Ratio) - Periods Ending 6.30.2023

- iPERE has historically generated attractive income returns and higher risk-adjusted returns than stocks and bonds
- iPERE has experienced lower correlation and volatility to the broader markets



# NCREIF Property Index: Strong Returns During Multiple Market Cycles

- Historical 6.8% average annual income return (1978 - 2022)
- 45+ year history with 41 years of positive returns

#### NPI ANNUAL TOTAL RETURN AND INCOME RETURN

01.01.1978 - 12.31.2022



<sup>† &</sup>quot;Institutional-quality" real estate generally refers to a property of sufficient size and stature to merit attention from large national or international investors including pension funds, insurance companies, endowments, investment banks, hedge funds, and REITs.

NCREIF Property Index (NPI): Institutional private equity real estate (iPERE) can be described as high-quality commercial properties that are usually congregated in large investment portfolios managed professionally on behalf of third-party owners or beneficiaries. The leading benchmark index for iPERE is the National Council of Real Estate Investment Fiduciaries Price Index (NPI) which represents a collection of nearly 10,900 institutional properties representing all major commercial property types within the U.S. The NPI is a quarterly time series composite total rate of return measure of investment performance of a very large pool of individual commercial real estate properties acquired in the private market for investment purposes only. All properties in the NPI have been acquired, at least in part, on behalf of tax-exempt institutional investors - the great majority being pension funds. As such, all properties are held in a fiduciary environment.

Sharpe Ratio: Measurement of the risk-adjusted performance calculated by subtracting the annualized risk-free rate (3-month Treasury Bill) from the annualized rate of return for a portfolio and dividing the result by the annualized standard deviation of the portfolio returns.

Source: Morningstar Direct from 7.1.2003-6.30.2023, periods ending June 30, 2023. | Stocks: S&P 500 | Bonds: Bloomberg U.S. Aggregate Bond Index | REITs: MSCI U.S. REIT Index | iPERE (Institutional Private Equity Real Estate) total return from the National Council of Real Estate Investment Fiduciaries Property Index (NPI). Asset returns are shown for informational purposes only. Comparison excludes one year period as there are insufficient data points to calculate quarterly standard deviation. You can not invest in an index. Index data does not reflect the deduction of fees and other expenses which would reduce returns. Past performance is not necessarily indicative of future results.

#### Institutional Advisor and Sub-Advisors



A LEADING INSTITUTIONAL ALTERNATIVE ASSET MANAGER

#### **FUND ADVISOR**

#### PORTFOLIO MANAGEMENT | STRATEGY DEVELOPMENT

- \$15.0 Billion Acquired and Managed Assets
- Principals with 100 Years Combined Investing Experience



THE WORLD'S LARGEST ASSET ADVISOR

## SUB-ADVISOR

## INSTITUTIONAL PRIVATE EQUITY REAL ESTATE

- \$16.2 Trillion in Assets Under Advisement
  - \$354 Billion of Assets Under Management. 14
- 75+ Year Investment History
- 12.000 Clients Worldwide
- 1,990 Real Estate Strategies Rated<sup>15</sup>



### **SUB-ADVISOR**

#### PUBLIC REAL ESTATE SECURITIES

- \$870 Billion in Assets Under Management
- 48 Year U.S. Real Estate Investment History
- 1,777+ Institutional Clients

Data as of 9.30.2023.

#### **Fund Details**

- STRUCTURE: A 1940 Act, continuously offered, nondiversified, closed-end interval fund.
- FUND ADVISER: Bluerock Fund Advisor, LLC
- MINIMUM INVESTMENT AMOUNT: \$1,000,000; can be waived
- ADD-ON INVESTMENT AMOUNT: None
- SUBSCRIPTION PROCESSING: Electronic order entry; direct
- SUBSCRIPTION ACCEPTANCE: Daily
- TICKER | CUSIP | INCEPTION: I-share | TIPWX | 09630D407 | April 1, 2014
- ERISA/IRA ACCEPTABLE: Yes

- MANAGEMENT FEE: 1.50%
- NAV PRICING: Daily
- LIQUIDITY FEATURE\*\*\*: The Fund is an interval fund designed for long-term investors. Unlike many closed-end investment companies, the Fund's shares are not listed on any securities exchange and are not publicly traded. There currently is no secondary market for the shares and the Advisor does not expect that a secondary market will develop. Limited liquidity is provided to shareholders only through the Fund's quarterly repurchase offers for no less than 5% of the Fund's shares outstanding at net asset value. There is no guarantee that shareholders will be able to sell all of the shares they desire in a quarterly repurchase offer.
- INVESTOR TAX STATUS: Accepts both taxable and tax-exempt investors.
- TAX REPORTING: 1099-DIV

<sup>&</sup>lt;sup>14</sup> Source: Mercer Investments, LLC as of March 2023. Mercer's Assets Under Advisement are derived from a variety of sources, including, but not limited to, third-party custodians or investment managers, regulatory filings, and client self-reported data. Mercer's Assets Under Management include Mercer Investments LLC and global affiliates and may differ from regulatory filings.

<sup>&</sup>lt;sup>15</sup> Mercer Real Estate Strategies: Mercer Investments, LLC's real estate strategies and rankings maintained in their proprietary Global Investment Manager Database (GIMD). Strategies include all worldwide public and private, equity and debt, core, core plus, value-add, opportunistic, private and public securities and fund of funds that contain real estate-related strategies as part of the investment offerings.

<sup>\*\*\*</sup> Liquidity provided through quarterly repurchase offers for no less than 5% of the Fund's shares at net asset value. There is no guarantee that an investor will be able to sell all shares in the repurchase offer.

### **Risk Disclosures**

Not FDIC Insured | No Bank Guarantee | May Lose Value

Investing in the Fund involves risks, including the risk that you may receive little or no return on your investment or that you may lose part or all of your investment.

The ability of the Fund to achieve its investment objective depends, in part, on the ability of the Advisor to allocate effectively the Fund's assets across the various asset classes in which it invests and to select investments in each such asset class. There can be no assurance that the actual allocations will be effective in achieving the Fund's investment objective or delivering positive returns.

Limited liquidity is provided to shareholders only through the Fund's quarterly repurchase offers for no less than 5% of the Fund's shares outstanding at net asset value. There is no guarantee that shareholders will be able to sell all of the shares they desire in a quarterly repurchase offer. Since inception, the Fund has made 43 repurchase offers, 36 have resulted in the repurchase of all shares, and seven have resulted in the repurchase of less than all shares tendered. In connection with the August 2023 repurchase offer, the Fund repurchased 37.403% of all shares tendered. Quarterly repurchases by the Fund of its shares typically will be funded from available cash or sales of portfolio securities. The sale of securities to fund repurchases could reduce the market price of those securities, which in turn would reduce the Fund's net asset value.

An investment in shares represents an indirect investment in the securities owned by the Fund. The value of these securities, like other market investments, may move up or down, sometimes rapidly and unpredictably. The Fund is "non-diversified" under the Investment Company Act of 1940 and therefore may invest more than 5% of its total assets in the securities of one or more issuers. As such, changes in the financial condition or market value of a single issuer may cause a greater fluctuation in the Fund's net asset value than in a "diversified" fund. The Fund is not intended to be a complete investment program.

The Fund is subject to the risk that geopolitical and other similar events will disrupt the economy on a national or global level. For instance, war, terrorism, market manipulation, government defaults, government shutdowns, political changes or diplomatic developments, public health emergencies (such as the spread of infectious diseases, pandemics and epidemics) and natural/environmental disasters can all negatively impact the securities markets.

The current novel coronavirus (COVID-19) global pandemic and the aggressive responses taken by many governments, including closing borders, restricting international and domestic travel, and the imposition of prolonged quarantines or similar restrictions, as well as the forced or voluntary closure of, or operational changes to, many retail and other businesses, have had negative impacts, and in many cases severe negative impacts, on markets worldwide. Potential impacts on the real estate market may include lower occupancy rates, decreased lease payments, defaults and foreclosures, among other consequences. It is not known how long such impacts, or any future impacts of other significant events described above, will or would last, but there could be a prolonged period of global economic slowdown.

The Fund will concentrate its investments in real estate industry securities. The value of the Fund's shares will be affected by factors affecting the value of real estate and the earnings of companies engaged in the real estate industry. These factors include, among others: (i) changes in general economic and market conditions; (ii)changes in the value of real estate properties; (iii) risks related to local economic conditions, overbuilding and increased competition; (iv) increases in property taxes and operating expenses; (v) changes in zoning laws; (vi)casualty and condemnation losses; (vii) variations in rental income, neighborhood values or the appeal of property to tenants; (viii) the availability of financing; (ix) climate change; and (x) changes in interest rates. Many real estate companies utilize leverage, which increases investment risk and could adversely affect a company's operations and market value in periods of rising interest rates. The value of securities of companies in the real estate industry may go through cycles of relative under-performance and over-performance in comparison to equity securities markets in general.

A significant portion of the Fund's underlying investments are in private real estate investment funds managed by institutional investment managers ("Institutional Investment Funds"). Investments in Institutional Investment Funds pose specific risks, including: such investments require the Fund to bear a pro rata share of the vehicles' expenses, including management and performance fees; the Advisor and Sub-Advisor will have no control over investment decisions may by such vehicle; such vehicle may utilize financial leverage; such investments have limited liquidity; the valuation of such investment as of a specific date may vary from the actual sale price that may be obtained if such investment were sold to a third party.

Additional risks related to an investment in the Fund are set forth in the "Risk Factors" section of the prospectus, which include, but are not limited to the following: convertible securities risk; correlation risk; credit risk; fixed income risk; leverage risk; risk of competition between underlying funds; and preferred securities risk

Investors should carefully consider the investment objectives, risks, charges and expenses of the Bluerock Total Income+ Real Estate Fund. This and other important information about the Fund is contained in the prospectus, which can be obtained by calling toll free 844-819-8287, or online at bluerock.com/ti-fund/documents. The prospectus should be read carefully before investing.

The Bluerock Total Income+ Real Estate Fund is distributed by ALPS Distributors, Inc (ALPS). Bluerock Fund Advisor, LLC is not affiliated with ALPS, Mercer Investments, LLC, or DWS.

Additional fund performance details available at bluerock.com/ti-fund/performance. Investors may be eligible for a reduction in sales charges. Please see the Fund Prospectus for details. Please note that the indices are for informational purposes only and are not reflective of any investment. As it is not possible to invest in the indices, the data shown does not reflect or compare features of an actual investment, such as its objectives, costs and expenses, liquidity, safety, guarantees or insurance, fluctuation of principal or return, or tax features.

#### **Definitions**

**Alpha:** A measure of performance on a risk-adjusted basis. Alpha takes the volatility (price risk) of a mutual fund and compares its risk-adjusted performance to a benchmark index. The excess return of the fund relative to the return of the benchmark index is a fund's alpha.

**Annualized Standard Deviation:** The standard deviation of the daily percentage change in an investment. Standard deviation shows how much variation from the average exists with a larger number indicating the data points are more spread out over a larger range of values.

**Beta:** a measure of systematic risk (volatility), or the sensitivity of a fund to movements in a benchmark. A beta of 1 implies that you can expect the movement of a fund's return series to match that of the benchmark. A value of less than 1.0 implies that the fund is less volatile than the index.

Down Period Percent: Percentage of days a security/index decreases.

**Internal Rate of Return:** Discount rate which makes the present value of the sum of future cash flows equal to zero.

**Maximum Drawdown:** The maximum decline a security experiences prior to reaching its previous peak.

**Sharpe Ratio:** Measurement of the risk-adjusted performance calculated by subtracting the annualized risk-free rate (3-month Treasury Bill) from the annualized rate of return for a portfolio and dividing the result by the annualized standard deviation of the portfolio returns.

**Up Period Percent:** Percentage of days a security/index increases or is unchanged.

MSCI US REIT Index (Public REITs): A free float-adjusted market capitalization weighted index comprised of equity REITs that are included in the MSCI US Investable Market 2500 Index, with the exception of specialty equity REITs that do not generate a majority of their revenue and income from real estate rental and leasing operations. The index represents approximately 85% of the US REIT universe (www.msci.com). Returns shown are for informational purposes and do not reflect those of the Fund. You cannot invest directly in an index and unmanaged indices do not reflect fees, expenses or sales charges. Risks include rising interest rates or other economic factors that may negatively affect the value of the underlying real estate.

Bloomberg U.S. Aggregate Bond Index: A broad-based flagship benchmark that measures the investment grade, US dollar-denominated, fixed-rate taxable bond market. The index includes Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM pass-throughs), ABS and CMBS (agency and non-agency). Provided the necessary inclusion rules are met, US Aggregate eligible securities also contribute to the multi-currency Global Aggregate Index and the US Universal Index, which includes high yield and emerging markets debt. Risks include rising interest rates or other economic factors that may negatively affect the value of the underlying bonds.

**S&P 500:** An index of 500 stocks chosen for market size, liquidity and industry grouping, among other factors. The S&P 500 is designed to be a leading indicator of U.S. equities and is meant to reflect the risk/return characteristics of the large cap universe (Investopedia).

Open-end funds, closed-end funds, and exchange-traded funds have significant differences in liquidity.

An **open-end fund** is a type of mutual fund that does not have restrictions on the amount of shares the fund can issue. The majority of mutual funds are openend, providing investors with a useful and convenient investing vehicle. Shares are bought and sold on demand at their net asset value (NAV), which is based on the value of the fund's underlying securities and is calculated at the end of the trading

A **closed-end fund** is organized as a publicly traded investment company by the Securities and Exchange Commission (SEC). Like a mutual fund, a closed-end fund is a pooled investment fund with a manager overseeing the portfolio; it raises a fixed amount of capital through an initial public offering (IPO). The fund is then structured, listed and traded like a stock on a stock exchange. Unlike open-end funds, closed-end funds trade just like stocks. While open-end funds are priced only once at the end of the day, closed-end funds are traded and priced throughout the day. Closed-end funds also require a brokerage account to buy and sell, while an open-end fund can often be purchased directly through a fund provider.

An ETF, or **exchange-traded fund**, is a marketable security that tracks a stock index, a commodity, bonds, or a basket of assets. Although similar in many ways, ETFs differ from mutual funds because shares trade like common stock on an exchange. The price of an ETF's shares will change throughout the day as they are bought and sold. The largest ETFs typically have higher average daily volume and lower fees than mutual fund shares which makes them an attractive alternative for individual invectors.

