FOUR SPRINGS PARTNER SUMMIT

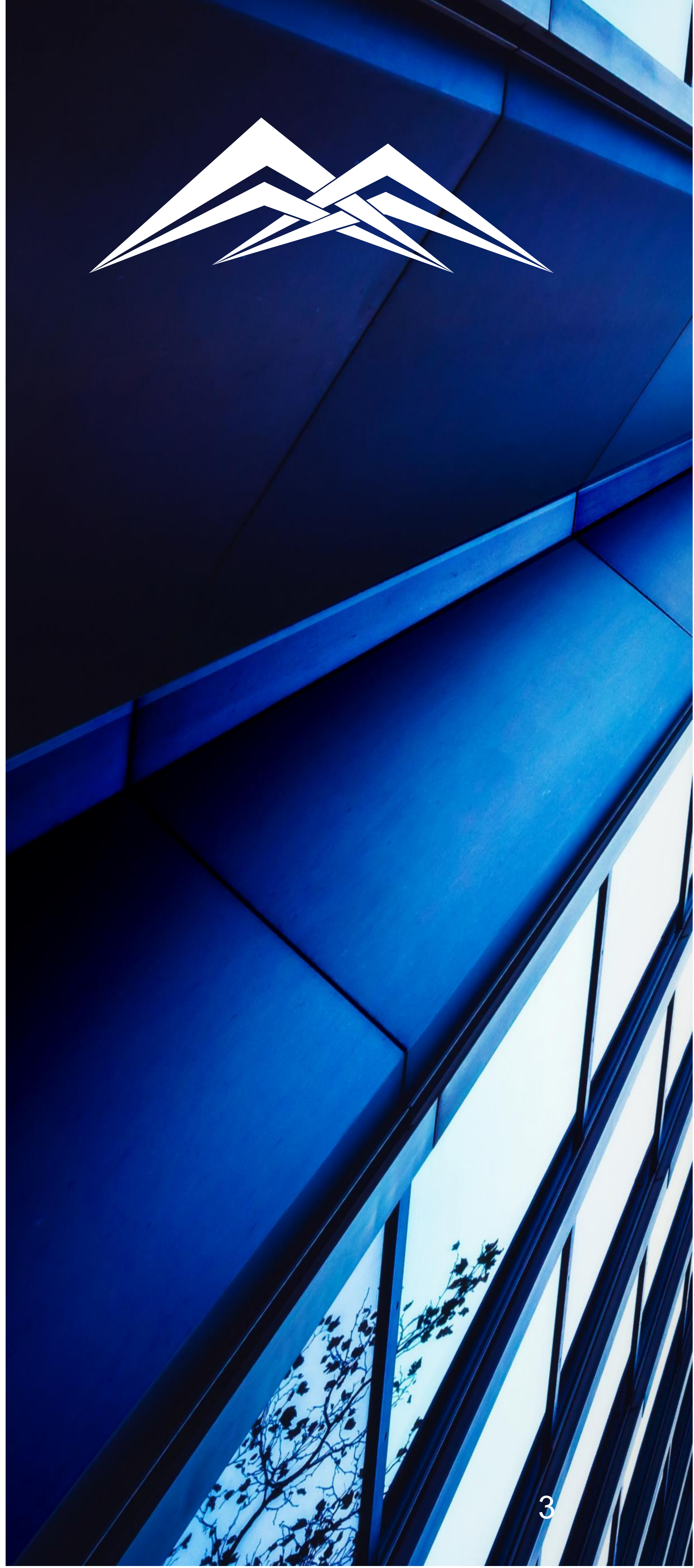
WELCOME

Presentation
Overview

FOUR SPRINGS
PARTNER SUMMIT

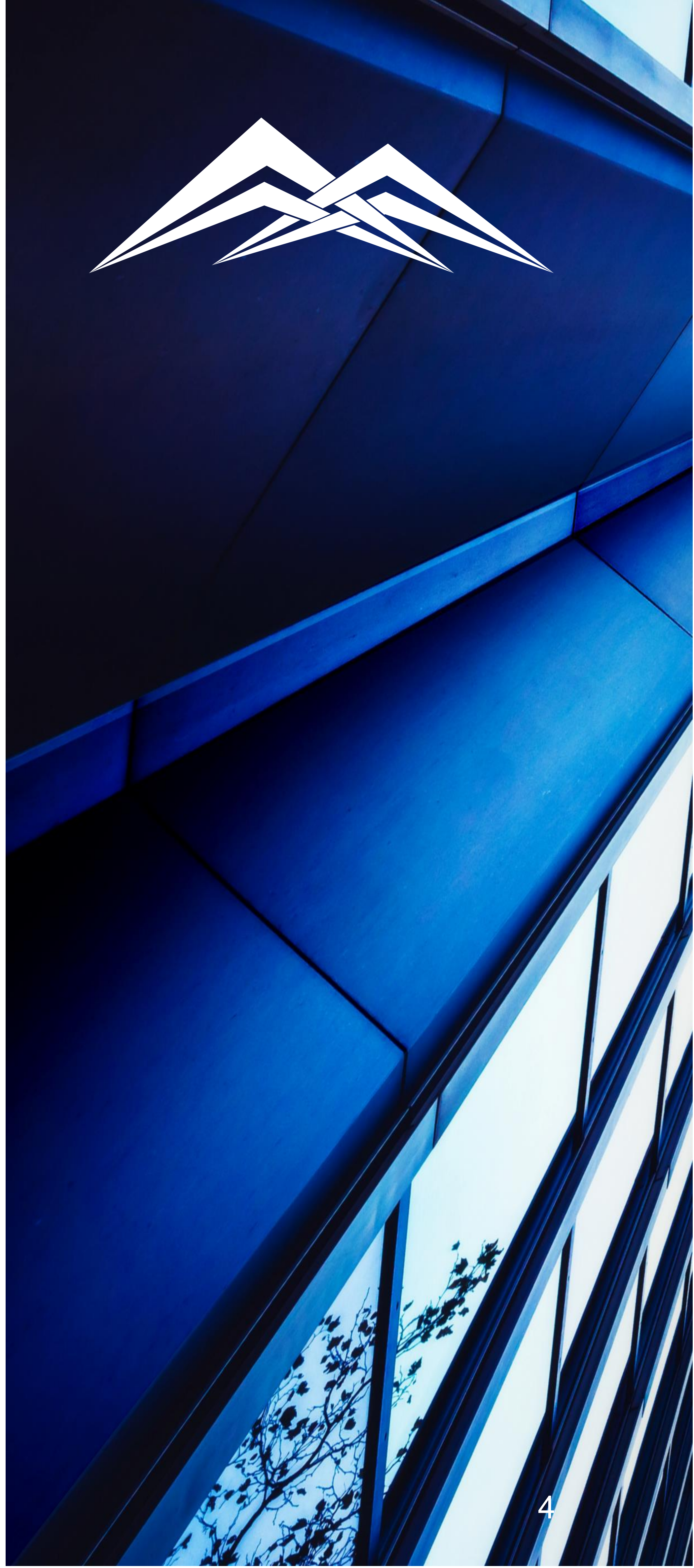
Coby R. Johnson, *Chief Executive Officer, Wheelhouse Capital Group*

Mr. Johnson has served as the Chief Executive Officer of Wheelhouse since May 2024. From June 2014 through April 2024, Mr. Johnson served as the President of Wheelhouse, and from its formation in July 2012 through April 2024, Mr. Johnson served as its Chief Operating Officer and a trustee. From October 2010 until July 2012, Mr. Johnson was a Managing Director of Four Springs Capital, L.L.C. ("FSCL"), focusing on all aspects of net lease real estate acquisition and investment. Prior to joining FSCL, Mr. Johnson led the alternative investments group of a financial services firm, served in business development, operational and advisory roles for enterprises in industries including real estate, financial services and technology, and practiced corporate and securities law at major firms in Boston and Philadelphia. Mr. Johnson has participated in numerous real estate and capital markets transactions, including public and private equity and debt financings. Mr. Johnson received a B.A. in Economics from the University of Illinois — Urbana and a J.D. from Emory University School of Law.



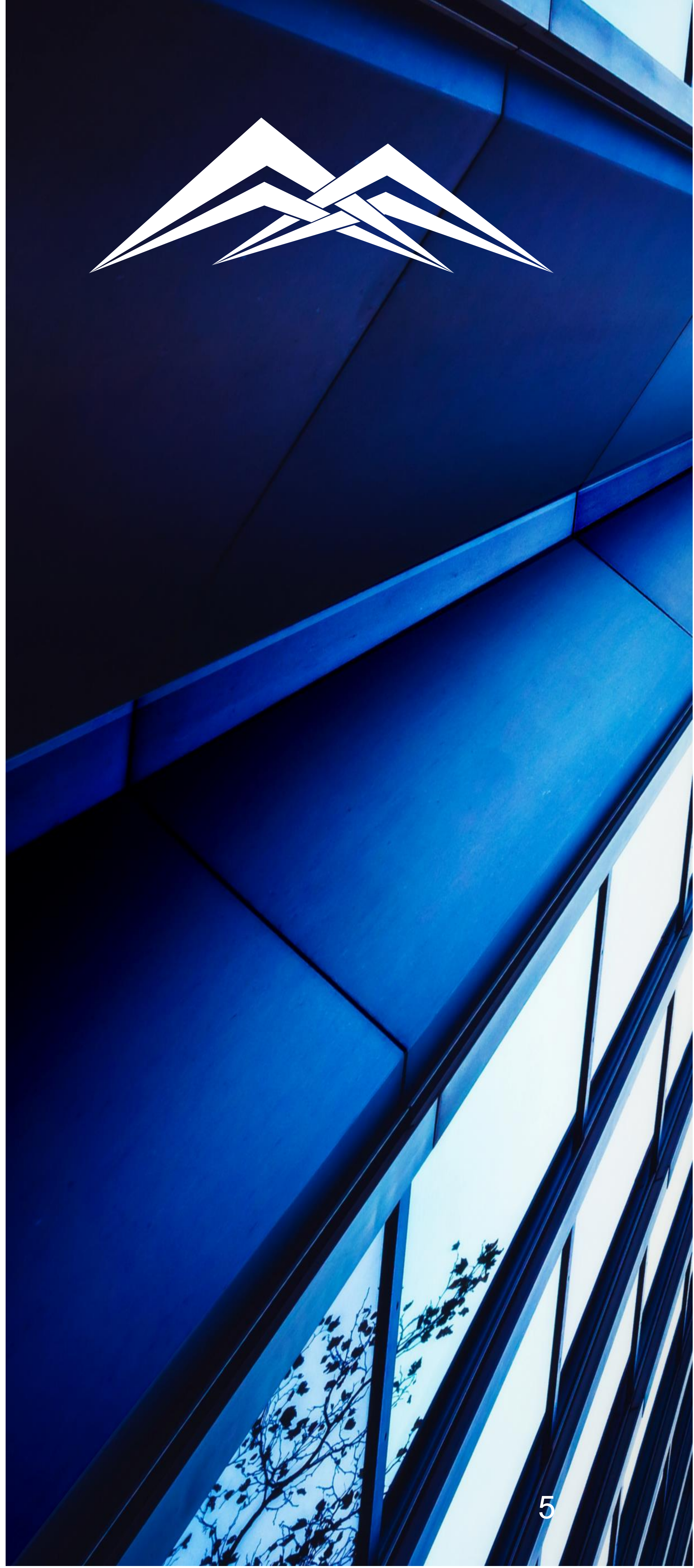
Jared W. Morgan, *Head of Acquisitions, Wheelhouse Capital Group*

Mr. Morgan has served as Head of Acquisitions of Wheelhouse since August 2016. From May 2013 until July 2016, Mr. Morgan served as Vice President of Acquisitions at Spirit Realty Capital, Inc., responsible for sourcing new acquisitions. From August 2006 until July 2011, Mr. Morgan was the Vice President, Dispositions and Acquisitions, of Sovereign Investment Company and started his career with BT Alex Brown and Arthur Andersen. Mr. Morgan has served as Operating Partner of Excess Space Retail Services, Inc. and was co-founder of an Apollo Real Estate Advisors venture. Mr. Morgan earned a B.A. from Colby College.



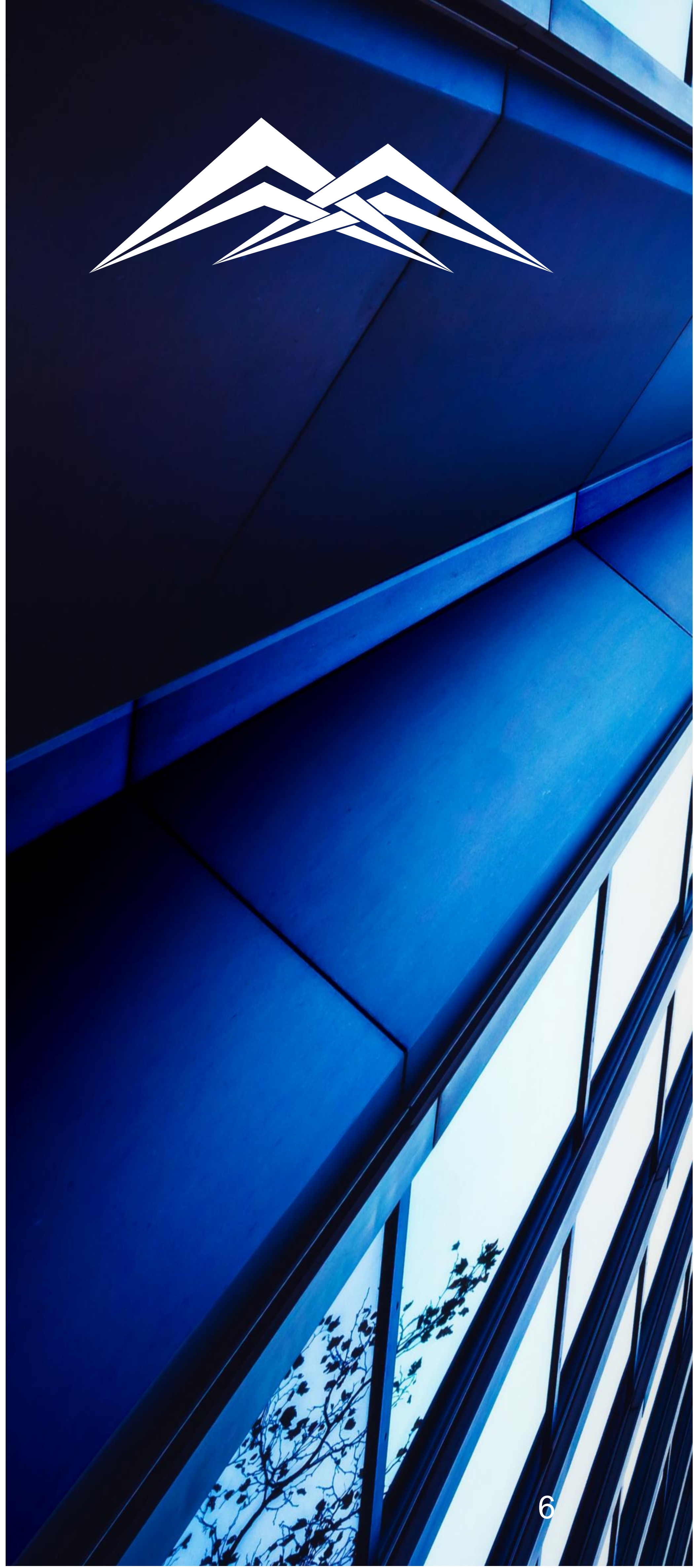
Matt Woehnker, *President, Four Springs Capital Markets*

Mr. Woehnker serves as President of Four Springs Capital Markets. Mr. Woehnker brings extensive experience and expertise to the role, having held senior leadership positions at Blackstone, WBI Investments, BlackRock, and Lord Abbett. Mr. Woehnker's career is marked by a proven track record in driving strategic growth, enhancing client relationships, and leading high-performing teams. Most recently, he served as Principal within Blackstone's Private Wealth Solutions business. Prior to his tenure at Blackstone, Mr. Woehnker was Head of Business Development at WBI Investments, a boutique asset management and wealth-tech firm, where he successfully expanded distribution channels with wirehouses, independent broker-dealers, RIAs, and various platform providers.



David Gorenberg, *Director of 1031 Education, Four Springs TEN31 Xchange*

Mr. Gorenberg is the Director of 1031 Education for Four Springs. An attorney licensed in NJ and PA since 1991, he has advised clients on 1031 Exchanges since 1992. Before joining Four Springs, Mr. Gorenberg served as National Director of 1031 Exchange Services for a Fortune 15 bank, where he built its exchange platform from the ground up, ultimately generating more than $850 million in annual deposits. He has also held leadership roles with several national Qualified Intermediaries. Mr. Gorenberg is a frequent author and speaker on 1031 Exchanges, TIC and DST replacement property solutions, and related IRS guidance, including Revenue Procedure 2002-22 and Revenue Ruling 2004-86. He regularly provides continuing education for accountants, attorneys, financial planners, real estate professionals, and investors nationwide. He has presented for numerous industry organizations and has lectured at The Wharton School, Penn State University, Rutgers University, and other institutions. He has also appeared on radio and television programs discussing legal and real estate topics. A Past President of the Federation of Exchange Accommodators, Mr. Gorenberg has served as Co-Chair of its Ethics Committee and on various other committees. He has additionally served on boards of REALTOR® associations, civic groups, and other professional organizations across multiple states.



FOUR SPRINGS TEAM

Bill Lehew, *SVP, Strategic Accounts, Wheelhouse Capital Group*

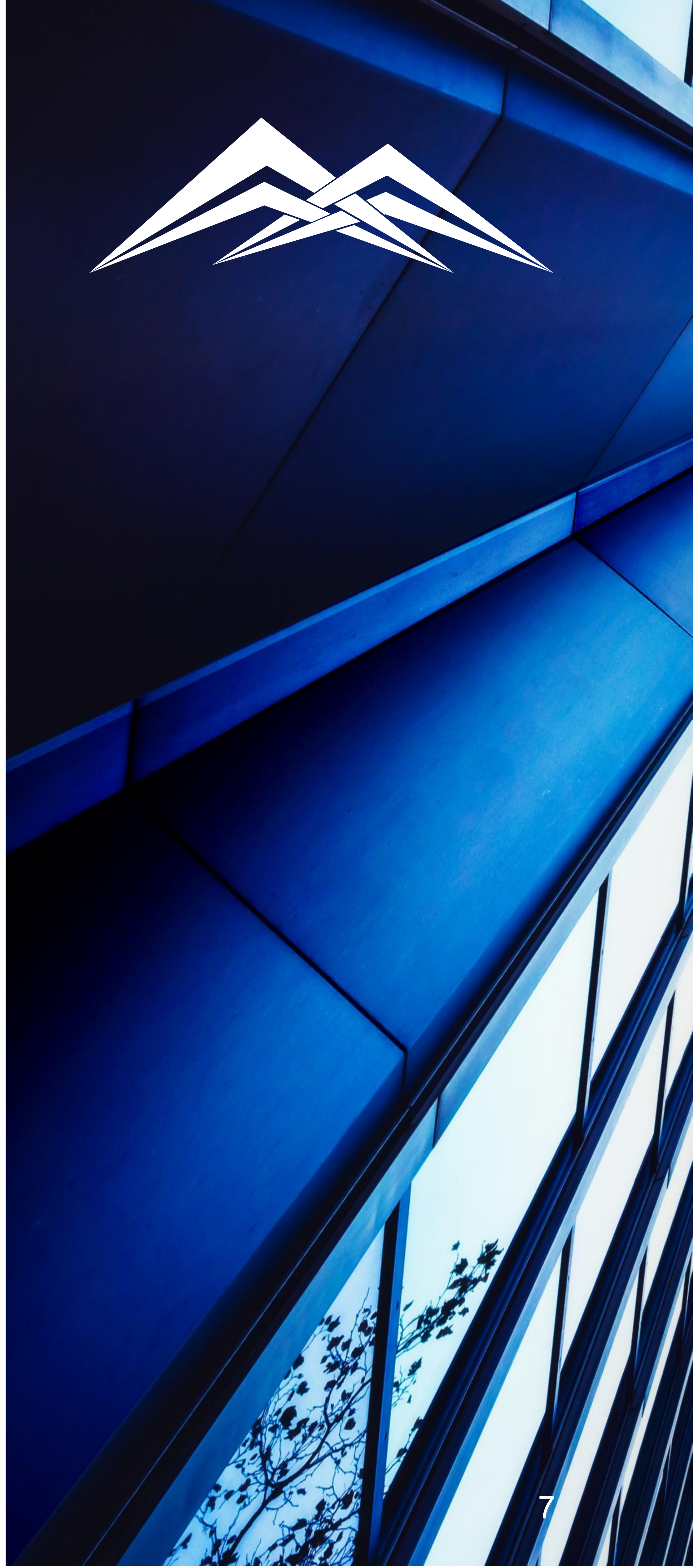
Bill Lehew has more than 35 years experience in the financial services industry, and he has been involved in all aspects of distribution, sales and marketing of various financial products. Prior to joining Four Springs, Lehew served at Walton Global and Hines Securities, where he held various leadership positions. He has raised and directed asset acquisition in private placements, mutual funds, annuities, unit trusts, REITs and BDCs. Lehew is a long time Rotarian, past President of Charlotte Sales and Marketing Executives, serves on the Foundation Board of Visitors at Newberry College and a graduate of The Citadel.

Lyndsey Keller, *VP, Strategic Accounts, Wheelhouse Capital Group*

Lyndsey Keller has more than 20 years of experience in the alternative investment industry. She spent over two decades at Hines Private Wealth Solutions, where she served in senior roles spanning strategic accounts, project management, and investor events, most recently as Director of Investor Events. In those roles, she partnered closely with broker-dealers, RIAs, and executive leadership to support national distribution initiatives, due-diligence meetings, and advisor engagement across multiple investment platforms. Keller holds an MBA from Stephen F. Austin State University and a BBA from Texas A&M University.

Elizabeth Murphy, *Sr. Director of Marketing, Wheelhouse Capital Group*

Elizabeth Murphy serves as Senior Director of Marketing at Wheelhouse Capital Group. Previously, she led retail marketing strategies for the RIA audience at PGIM, specializing in private credit and real estate solutions. Her financial services background includes extensive residential mortgage marketing experience at Princeton Mortgage and Homebridge Financial Services. Throughout her career, Elizabeth has successfully led cross-functional teams to deliver integrated campaigns that drive measurable business outcomes. Elizabeth holds a BBA in Marketing from Hofstra University.



FOUR SPRINGS FIRM HISTORY & TRACK RECORD

FOUR SPRINGS
PARTNER SUMMIT

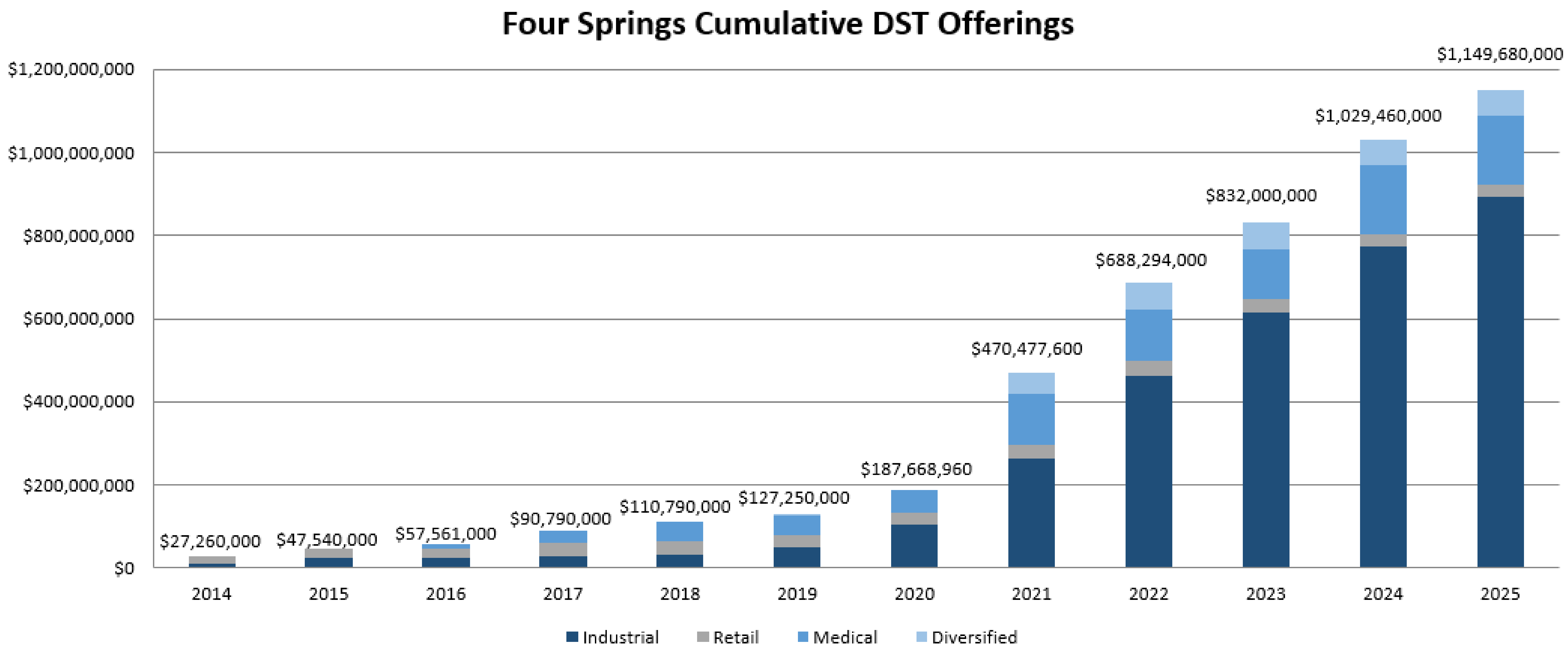
FOUR SPRINGS TEN31 XCHANGE, FOUNDED IN 2014

Four Springs TEN31 Xchange ("FSXchange") is an active DST sponsor specializing in single-tenant industrial, medical and retail properties leased to investment grade and other creditworthy tenants on a long-term basis. We implement a comprehensive property screening, due diligence, and underwriting process prior to a DST offering. Our approach emphasizes ongoing asset management, property reviews, and financial reporting. FSXchange's offerings are distributed through Four Springs Capital Markets, providing access to a diverse network of financial professionals.

TRACK RECORD HIGHLIGHTS

- **$1B** in Assets Under Management
- **100%** of Programs Distributing at Original Projected Rates
- **60+** Properties Acquired
- Over **10 years** of Experience Sponsoring DST Programs
- **30+** Sponsored DST Programs
- **151%** Average Total Return on Full Cycle Programs
- **99.84%** of Base Rents Collected
- **5.29%** Average Annual Return on Active DST Programs

DISCIPLINED GROWTH



PRIOR PERFORMANCE

Active DST Programs

Program Name	Offering Date	Total Equity Raised	Original LTV	Offering Price	Total Distribution 2024**	Average Annual Distribution from Inception through 05/31/2025
Industrial Properties						
FSC Industrial I, DST	03/15/2018	$10,200,000	0.00%	$10,200,000	5.83%	5.67%
FSC Industrial III, DST	07/22/2019	$4,850,000	48.22%	$9,365,968	5.75%	5.75%
FSC Industrial IV, DST	10/30/2020	$22,035,000	49.30%	$43.457,500	5.75%	5.75%
FSC Industrial V, DST	12/01/2020	$5,466,000	48.87%	$10,691,000	6.00%	6.00%
FSC Industrial 6, DST	02/01/2021	$20,084,000	49.10%	$39,456,851	6.59%	6.55%
FSC Industrial 7, DST	03/05/2021	$23,532,000	49.58%	$46,673,670	4.85%	4.85%
FSC Industrial 8, DST	06/01/2021	$38,320,000	47.91%	$73,565,000	5.17%	5.09%
FSC Industrial 9, DST	01/26/2022	$69,890,000	48.76%	$136,390,000	4.74%	4.72%
FSC Industrial 10, DST	06/10/2022	$32,300,000	0.00%	$32,300,000	4.35%	4.32%
FSC Industrial 11, DST	12/15/2022	$19,680,000	38.21%	$31,848,000	5.10%	5.05%
FSC Industrial Portfolio 27, DST	04/21/2023	$78,325,000	47.97%	$150,525,000	5.15%	5.15%
FSC Industrial 32, DST	10/21/2024	$82,705,000	48.12%	$159,430,000	5.05%	5.05%
Medical Office Properties						
FSC Healthcare I, DST	08/03/2016	$5,320,000	46.80%	$10,000,000	5.25%	5.25%
FSC Healthcare III, DST	12/08/2017	$4,352,500	48.41%	$8,437,500	5.00%	5.00%
FSC Healthcare IV, DST	06/07/2018	$11,845,000	50.24%	$23,802,432	5.50%	5.50%
FSC Healthcare V, DST	06/10/2020	$3,350,000	48.49%	$6,504,000	5.00%	5.00%
FSC Healthcare 6, DST	05/13/2021	$16,620,000	47.34%	$31,563,537	5.50%	5.50%
FSC Healthcare 7, DST	10/18/2021	$18,695,000	48.01%	$35,957,033	5.50%	5.50%
FSC Diversified 1, DST	09/13/2021	$26,965,000	46.83%	$50,715,000	5.84%	5.80%
FSC Diversified 2, DST	04/20/2022	$15,105,000	0.00%	$15,105,000	4.62%	4.56%
FSC Healthcare 28, DST	04/10/2024	$10,567,000	0.00%	$10,567,000	5.00%	5.00%
FSC Healthcare 29, DST	08/07/2024	$14,956,000	0.00%	$14,956,000	5.00%	5.00%
Retail Properties						
FSC Automotive I, DST	10/15/2018	$6,675,000	0.00%	$6,675,000	5.50%	5.50%

Past performance is not indicative of future results

Full Cycle DST Programs

Program Name	Program Offering Date	Property Sale Date	Hold Period (Years)	Offering Price	Property Sales Price	Average Rate of Return (ARR)	Total Return
Retail Properties							
FSC BJ Tilton NH, DST	05/15/2014	08/11/2022	8.25	$7,330,000	$7,718,480	7.74%	163.83%
FSC AS Jonesboro AR, DST	08/15/2015	08/11/2022	6.99	$8,015,000	$7,554,131	6.27%	143.89%
FSC AS Mt. Juliet TN, DST	10/17/2014	08/11/2022	7.82	$8,650,000	$8,183,639	4.75%	137.17%
Industrial Properties							
FSC GM Lebanon IN, DST(1)	11/06/2014	05/31/2026	11.57	$11,280,875	$11,280,875	3.66%	142.34%
FSC MRC Odessa TX, DST	09/14/2015	03/01/2024	8.47	$12,103,310	$13,400,000	9.27%	178.51%
Medical Office Properties							
FSC Healthcare II, DST	08/14/2017	11/22/2024	7.28	$4,135,000	$4,325,000	5.61%	140.85%

PRIOR PERFORMANCE

FSX Bridge Financing Full Cycle Track Record (since 2020)

Program	Offering Date	Capital Raised	Senior Bridge	Days to Repay Senior Bridge	Days to Repay 100% of Bridge
Industrial IV	Oct-20	$22,035,000	$15,424,500	16	101
Industrial V	Dec-20	$5,466,000	$3,826,200	18	58
Industrial 6	Feb-21	$20,084,000	$14,058,800	20	34
Industrial 7	Mar-21	$23,532,000	$16,472,400	43	71
Healthcare 6	May-21	$16,620,000	$11,634,000	21	61
Industrial 8	Jun-21	$38,320,000	$26,824,000	50	77
Diversified 1	Sep-21	$26,965,000	$18,875,500	21	50
Healthcare 7	Oct-21	$18,695,000	$13,086,500	21	25
Industrial 9	Jan-22	$69,890,000	$48,923,000	36	72
Diversified 2	Apr-22	$15,105,000	$12,839,250	48	62
Industrial 10	Jun-22	$32,300,000	$27,455,000	417	585
Industrial 11	Dec-22	$19,680,000	$13,776,000	41	98
Industrial Portfolio 27	Apr-23	$78,325,000	$54,827,500	266	420
Healthcare 28	Apr-24	$10,567,000	$8,981,950	188	368
Healthcare 29	Aug-24	$14,956,000	$12,712,600	274	289
Industrial 32	Oct-24	$82,705,000	$57,893,500	154	223
Aviation Infrastructure	Jul-25	$22,350,000	$18,997,500	102	123
Industrial 34	Dec-25	$50,200,000	In Process	In Process	In Process

INVESTMENT STRATEGIES

DST Offerings for 1031 Replacement Properties

Fractional ownership in institutional quality real estate designed for clients seeking tax deferral and stable, passive income.

- **Structure:** Delaware Statutory Trust (DST) providing ownership interests in institutional-quality real estate assets, eligible for 1031 exchanges.
- **Asset Focus:** Industrial, medical, and infrastructure net lease properties.
- **Key Benefits:**
  - › **Tax Deferral:** Seamless 1031 exchange execution to defer capital gains tax.
  - › **Passive Income:** Turnkey investment eliminating investor property management responsibilities.
  - › **Exit Flexibility:** Multiple disposition strategies, including UPREIT transactions (Section 721), cash sales, and flexible exit mechanisms.

FSX Inventory Financing Fund

A specialized fund to facilitate DST property acquisitions while offering attractive, risk-adjusted returns and flexible participation for investors.

- **Structure:** Short-duration credit opportunity with defined investment parameters.
- **Investment Options:**
  - › **Permanent Capital:** Preferred return structure with sponsor catch-up provisions and profit participation.
  - › **Loan Participation:** Short-term exposure (6–12 months) with principal returned on a select transaction basis.
- **Key Benefits:**
  - › **Real Estate Backed:** Collateralized by unsold DST beneficial interests.
  - › **No Upfront Management Fees:** 100% of returns are directed to investor distributions.

INTEGRATED INVESTMENT ECOSYSTEM

Our integrated platform means investors work with a single team that understands the entire lifecycle—from acquisition and financing to syndication and asset management—resulting in a streamlined process and consistent execution.

DST Programs

- Tax-deferred exchange solutions
- Access to Institutional-quality real estate

SEAMLESS INTEGRATED INVESTMENT ECOSYSTEM

FOUR SPRINGS TEN31 XCHANGE

Inventory Financing Fund

Short-term bridge financing for Acquisitions

CHARACTERISTICS OF NET LEASE

01

STABLE CASH FLOW

Net leases often involve long-term leases, providing a consistent and predictable income stream.

02

REDUCED MANAGEMENT RESPONSIBILITY

With tenants handling some or all operations, landlords face less daily management and maintenance.

03

INFLATION HEDGE

Contractually ensured rent increases help fight inflation costs.

04

LESS RISK OF UNEXPECTED COSTS

Net leases are not subject to increases in cost for taxes and insurance since that is normally borne by the tenant.

DIFFERENTIATED NET LEASE STRATEGY

Strategy principally driven by disciplined investment approach and rigorous underwriting process to enhance portfolio quality

REAL ESTATE FIRST

Real Estate First Approach to Confirm Strong Real Estate Fundamentals

- Rent/sf vs. market
- Price/sf vs. replacement cost
- "Mission Critical" facilities
- Alternative uses

High-quality, diversified portfolio with strong real estate fundamentals

+

TENANT CREDIT

Rigorous Underwriting of Tenant Credit to Assess Risk of Payment Default

- Creditworthy tenants
- National or regional presence
- Strong position in industry/market

Seeks to provide predictable cash flow

+

LEASE STRUCTURE

Structuring of Leases to Move Operating Expenses to the Tenant

- NNN or NN leases
- Long-term (10+ years)
- Annual/periodic rent bumps

Opportunity for organic and external growth

ACTIVE ASSET MANAGEMENT

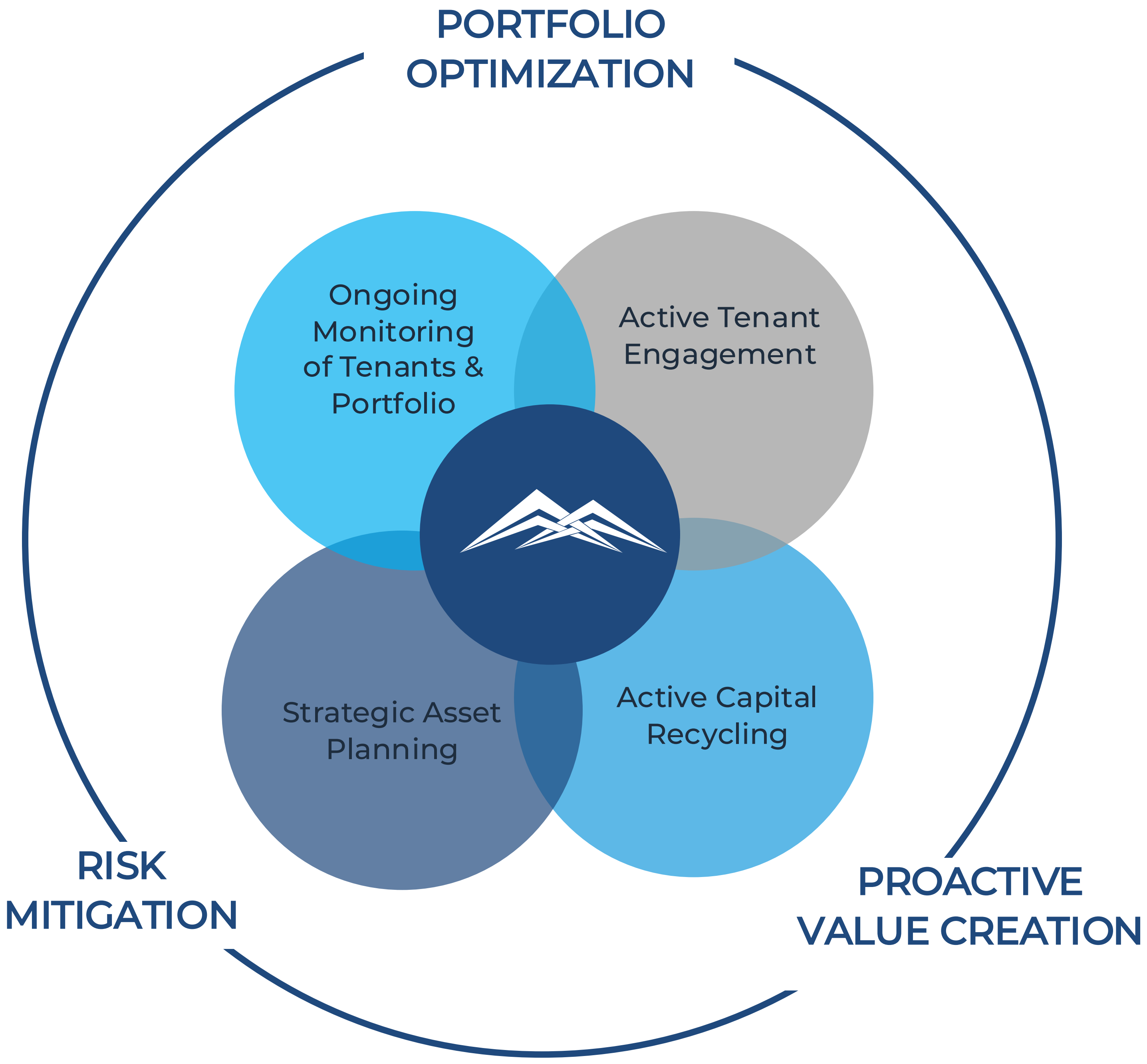
Continuous Tracking of Tenant and Property Performance has Resulted in Attractive Risk-Adjusted Returns

TENANT & PORTFOLIO MONITORING

- Ongoing assessment of tenant credit, lease compliance, and property condition
- Regular site visits and performance reviews to identify early signs of risk
- Integration of market and industry data to inform portfolio decisions

STRATEGIC ASSET PLANNING

- Align asset-level initiatives with long-term portfolio objectives
- Use data-driven insights to guide reinvestment, repositioning, and lease strategies
- Prioritize capital allocation to maximize value and mitigate exposure



ACTIVE TENANT ENGAGEMENT

- Consistent tenant engagement with on-site tenant representative builds strong relationships
- Prior to lease maturity, active tenant engagement on lease renewal / extensions

ACTIVE CAPITAL RECYCLING

- Opportunistic capital recycling allows us to capture increased property equity
- Active monitoring leads to mitigation of risk when properties are sold before value degrades
- Since inception through 5/31/25, sold 100+ properties for gross proceeds of $450+ MM

CASE STUDY

How a Triple Net Lease (NNN) Structure Protects Investors in Disasters

A DST sponsored by FSXchange includes a Domino's Pizza, LLC distribution facility in Odenton, Maryland.

- **Incident**: Fire at Domino's facility (Nov 2025). No injuries reported, visible damage to roof. Operations temporarily suspended while equipment was relocated to other facilities. FSX was on-site shortly after the incident.
- **Lease Structure & Investor Protections**: Under the NNN agreement. tenant covers repairs, insurance, and rent, and is required to continue paying rent during the restoration period.
- **Why NNN**: Shields investors from unexpected costs.
- **Key Takeaway**: The Odenton fire event underscores why FSXchange prioritizes comprehensive property screening, due diligence, and underwriting with a focus on opportunities in NNN sectors: to deliver predictable income and minimize investor risk, even in the face of unexpected disasters.

Triple net leases dominate sectors such as industrial, retail, and single-tenant medical properties, where tenants assume responsibility for taxes, insurance, and maintenance.

Macroeconomic Market Opportunity: A Look Inside the Commercial Real Estate Industry

Peter Bauman, *Senior Managing Director, Institutional Property Advisors*

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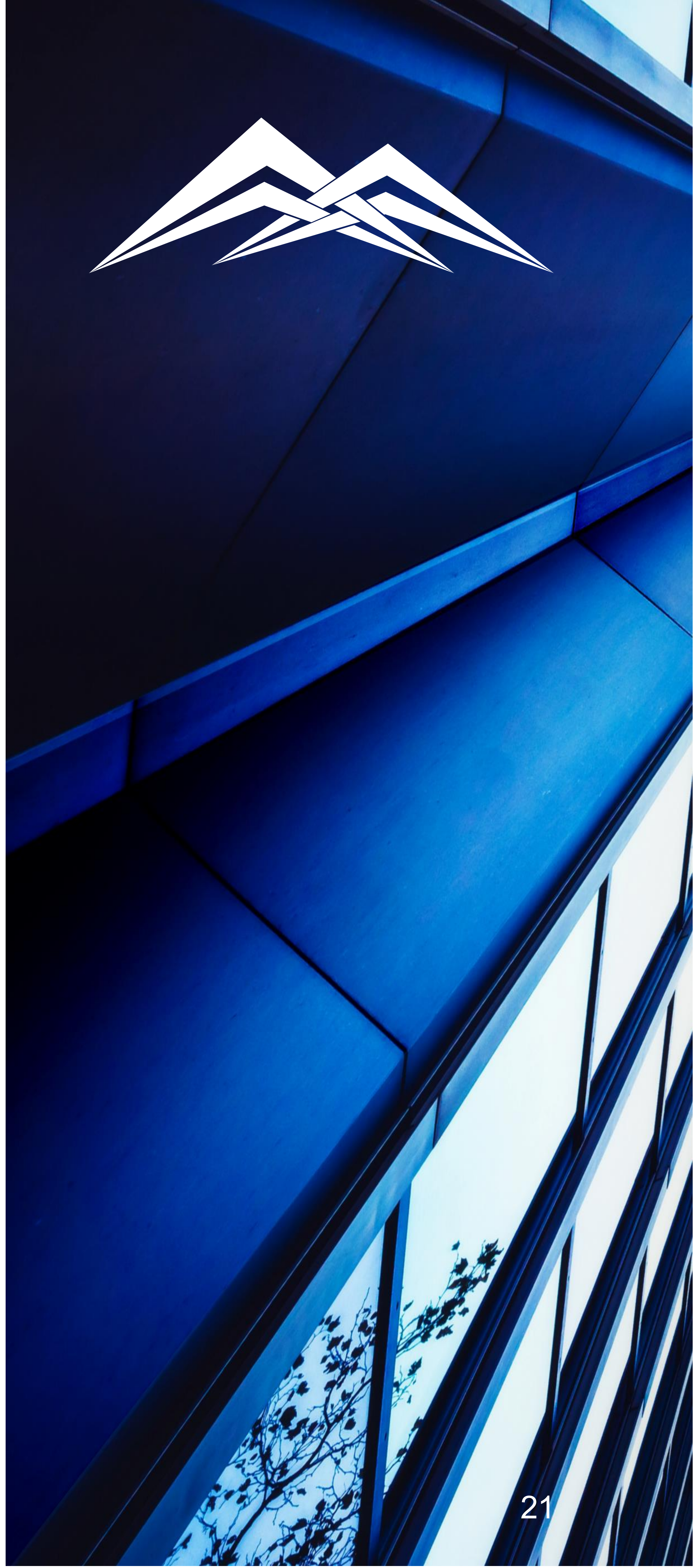
Mr. Bauman is an award-winning industry leader specializing in the sale, purchase and recapitalization of office and industrial investment properties throughout Arizona. He also has substantial experience in single-tenant property sales nationwide, and has worked with major investors including REITs, institutional investors, private equity groups, private capital investors, 1031 Exchange investors and foreign investors. Prior to joining IPA, Mr. Bauman was a Senior Director with JLL, and before that chaired Colliers International's Net Lease Practice Group, where he was named a Top Producer. He received his Bachelor of Science in Oceanography and Bachelor of Arts in Geology from California State University – Humboldt, and he is a member of NAIOP and ICSC.



OUR IPA TEAM

Leading Investment Team

Marcus & Millichap
BAUMAN MOFFITT TEAM

2026 January Summary

$30.25M
Sales Volume

4 *Closings in 3 States*

4 *Properties This Month*

$99.858M
2026 Under Contract & Non-Refundable

8 *Transactions*

8 *States*

8 *Properties*

2025 Transaction Summary

27
Total Transactions

16
Total Number of States

37
Total Properties

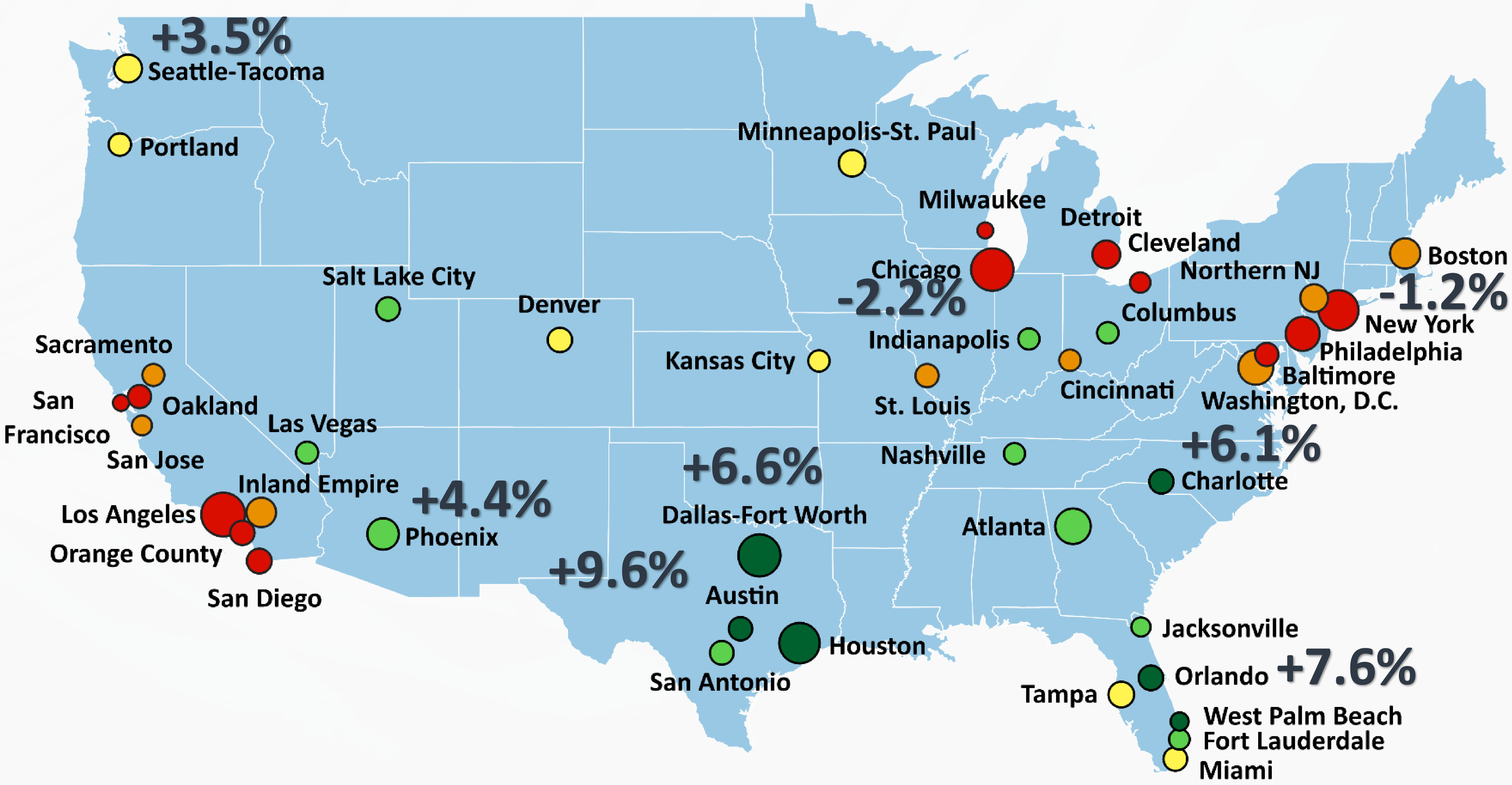
$238,528,690
Sales Volume

Population Growth Forecast Over The Next 5 Years: Momentum Continues To Favor The Sunbelt

U.S.: +1.2%

5 Year Population Growth Forecast

- Greater than 6%
- 4% to 6%
- 2% to 4%
- 0% to 2%
- Less than 0%



Five-year period from 2026 through 2030
Sources: IPA Research Services, U.S. Census Bureau, Moody's Analytics

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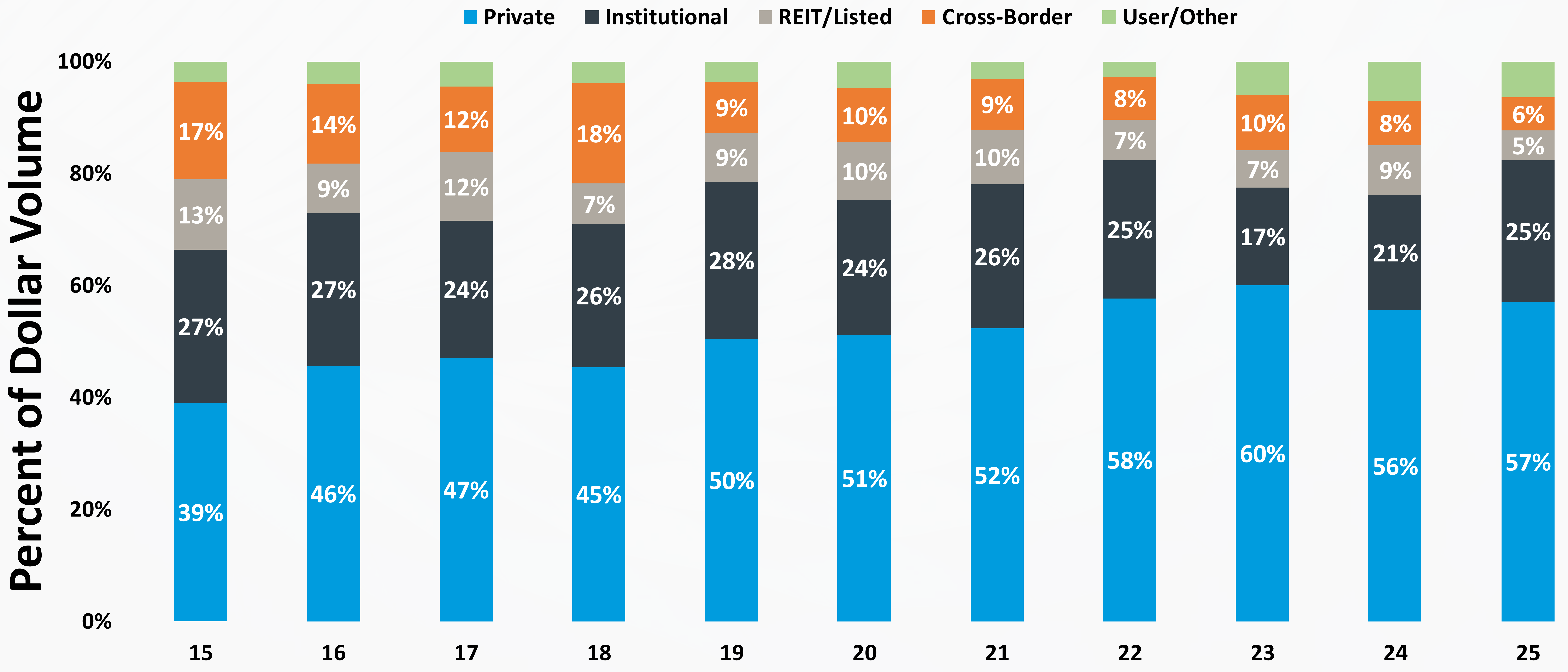
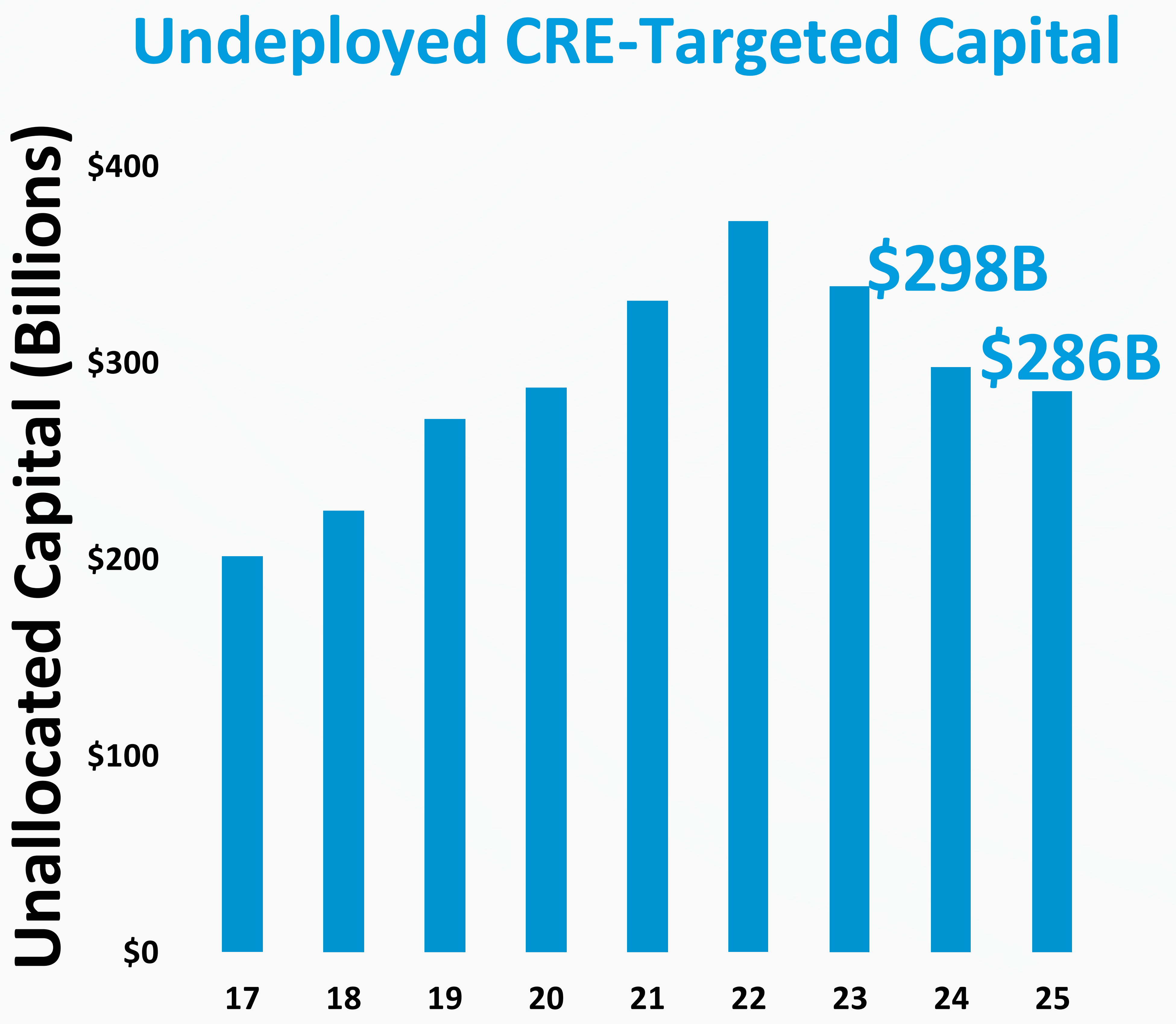
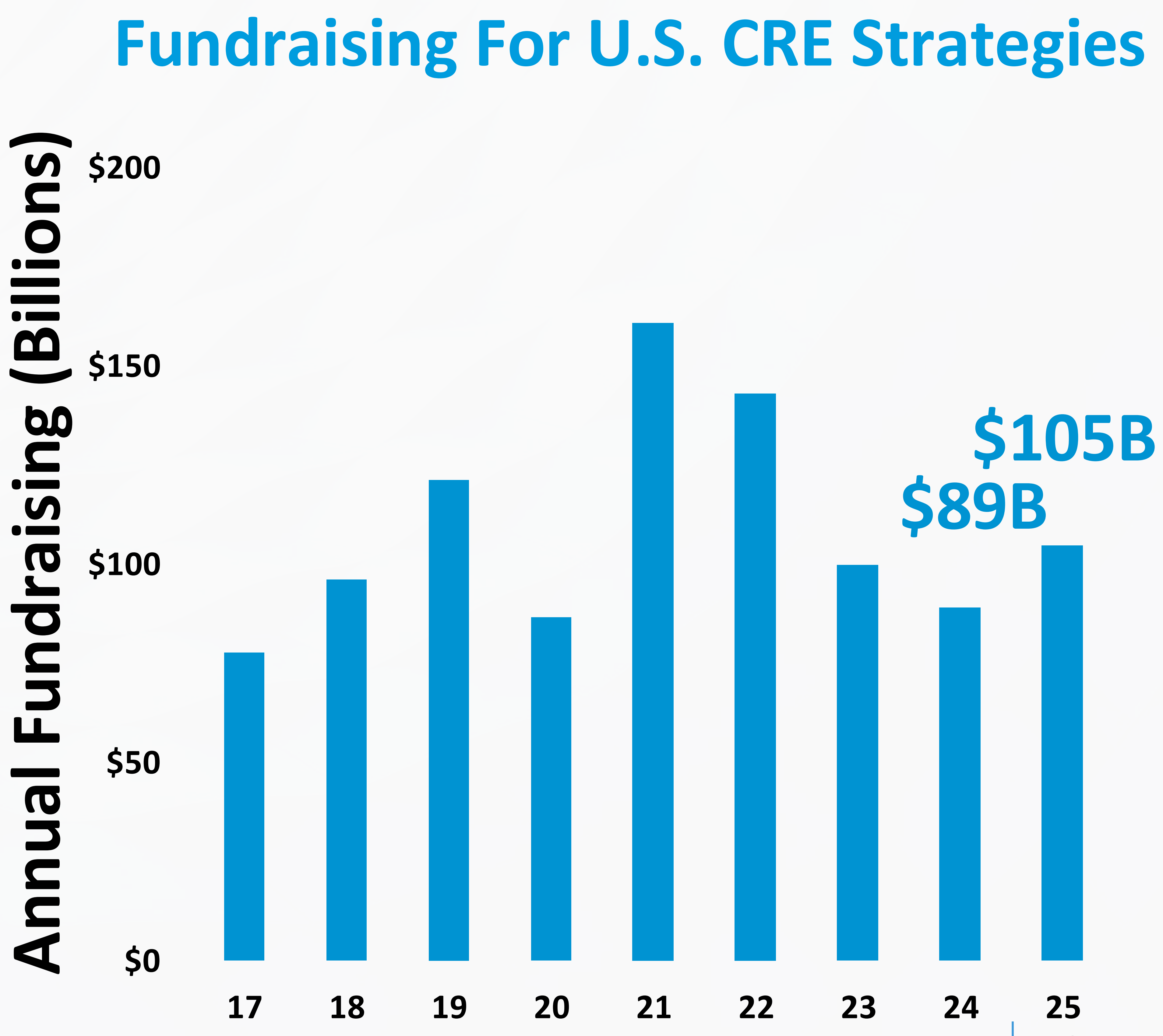
U.S. Commercial Real Estate Buyer Composition



Includes apartment, retail, office, industrial and hospitality sales $2.5 million and greater
Sources: IPA Research Services, Real Capital Analytics

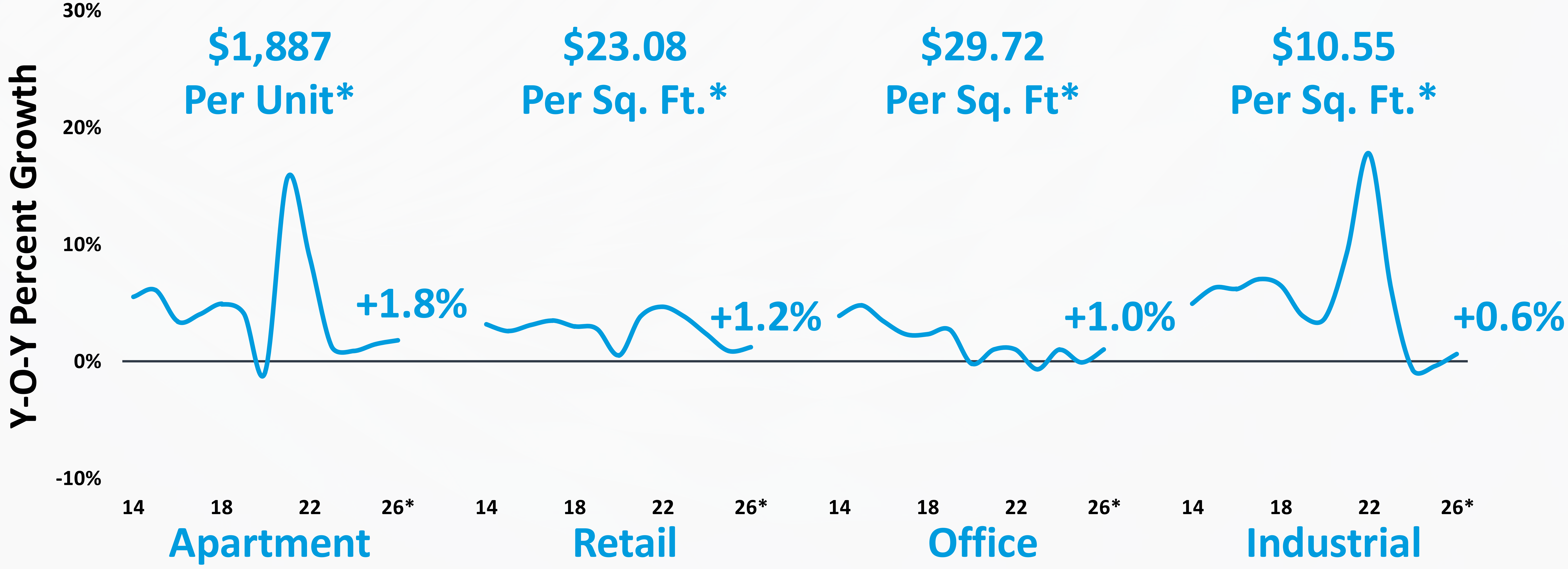
Capital Positioning To Deploy?
Institutional Fundraising On The Rise





Dry powder in closed-end funds; U.S. firms targeting North American real estate
Sources: IPA Research Services, Preqin

National Commercial Real Estate Rent Growth



* Forecast
Sources: IPA Research Services, CoStar Group, Inc., RealPage, Inc.

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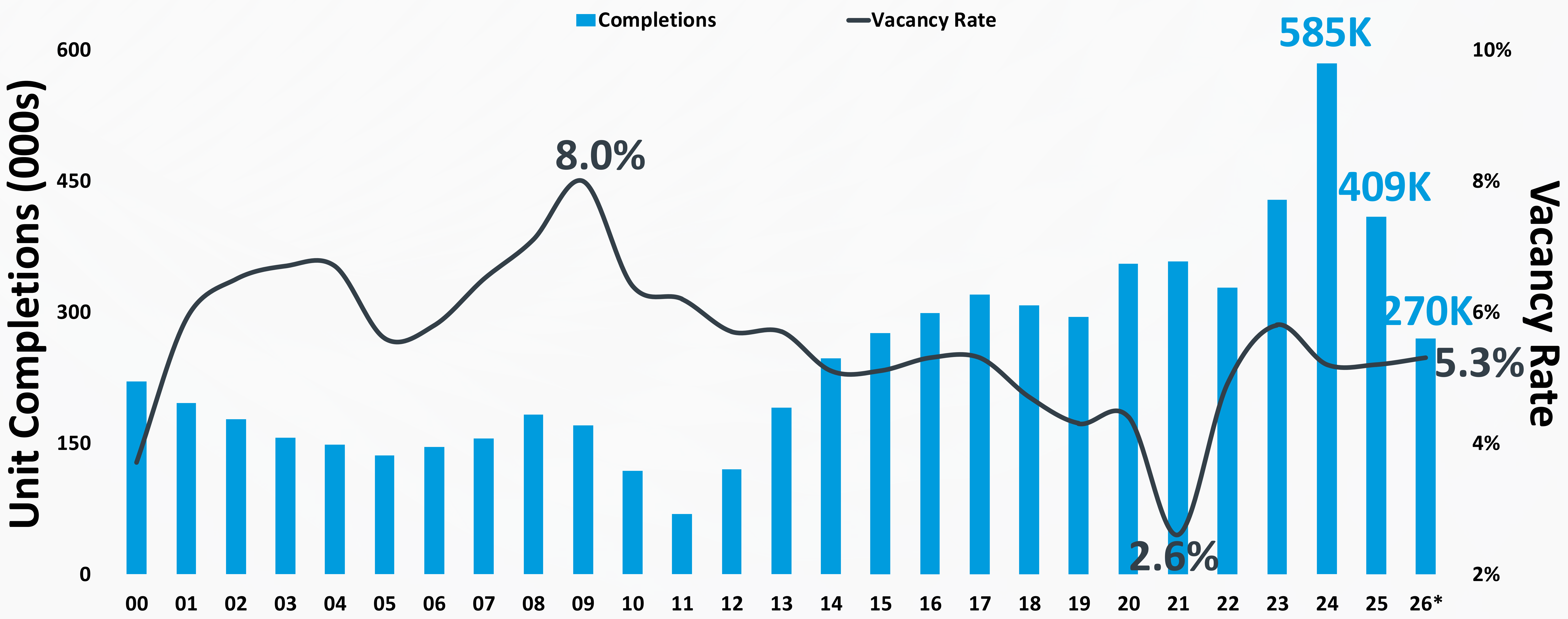
Slowing National Apartment Demand To Push Vacancy Marginally Higher Despite Supply Pullback



* Forecast
Sources: IPA Research Services, RealPage, Inc.

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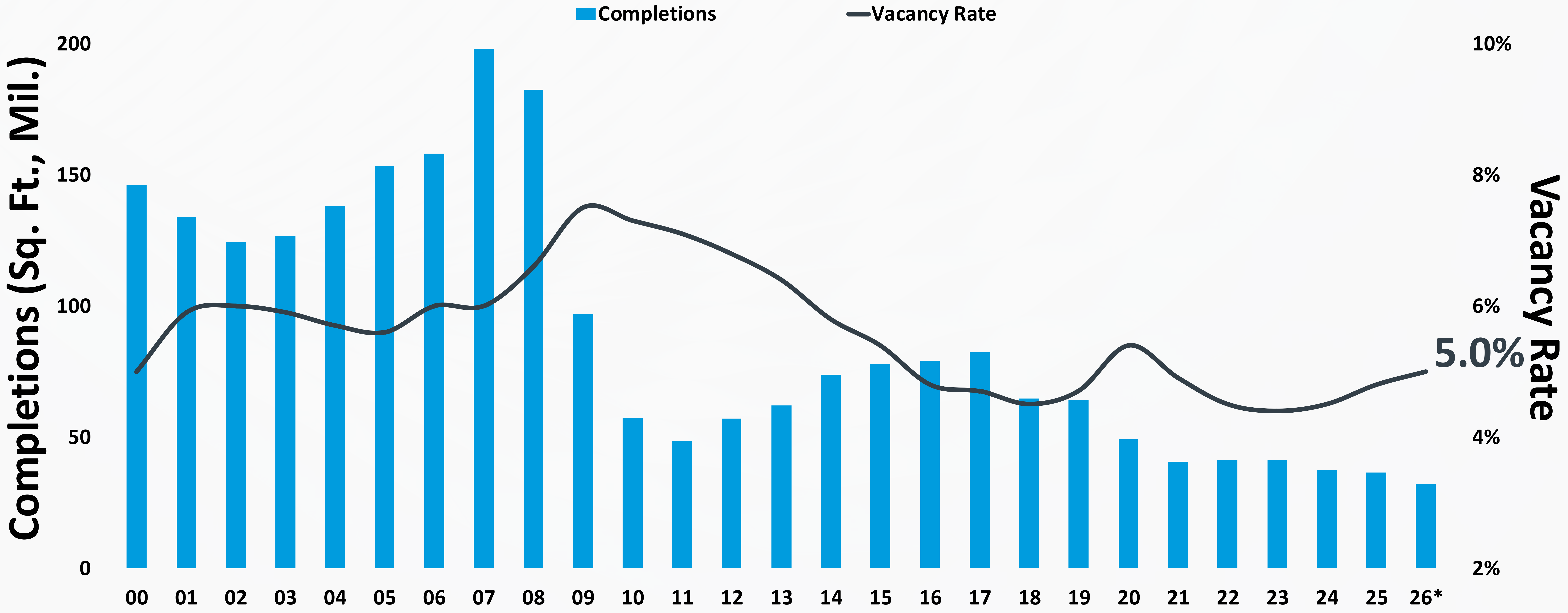
Subdued National Retail Construction Helps Maintain Low Vacancy Rates



**Forecast
Sources: IPA Research Services, CoStar Group, Inc..

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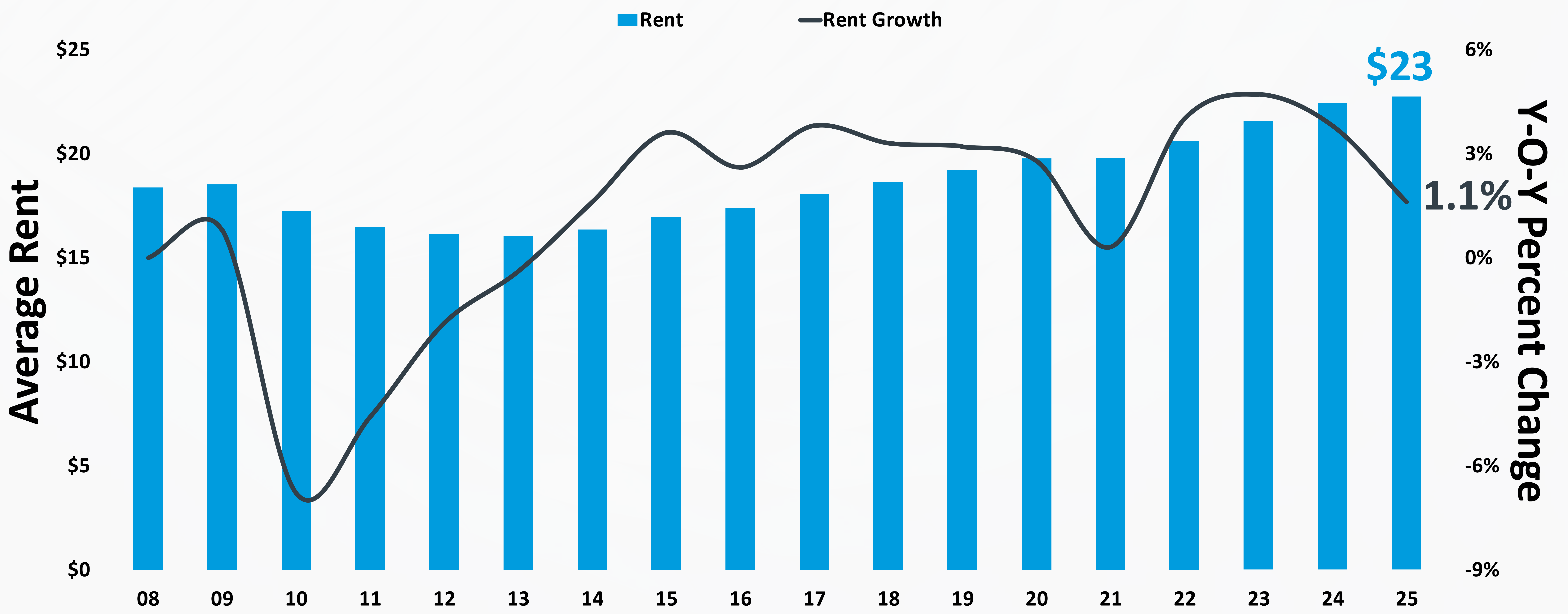
Single-Tenant Retail
Rent Levels Hit New Peak While Annual Growth Normalizes



Sources: IPA Research Services, CoStar Group, Inc..

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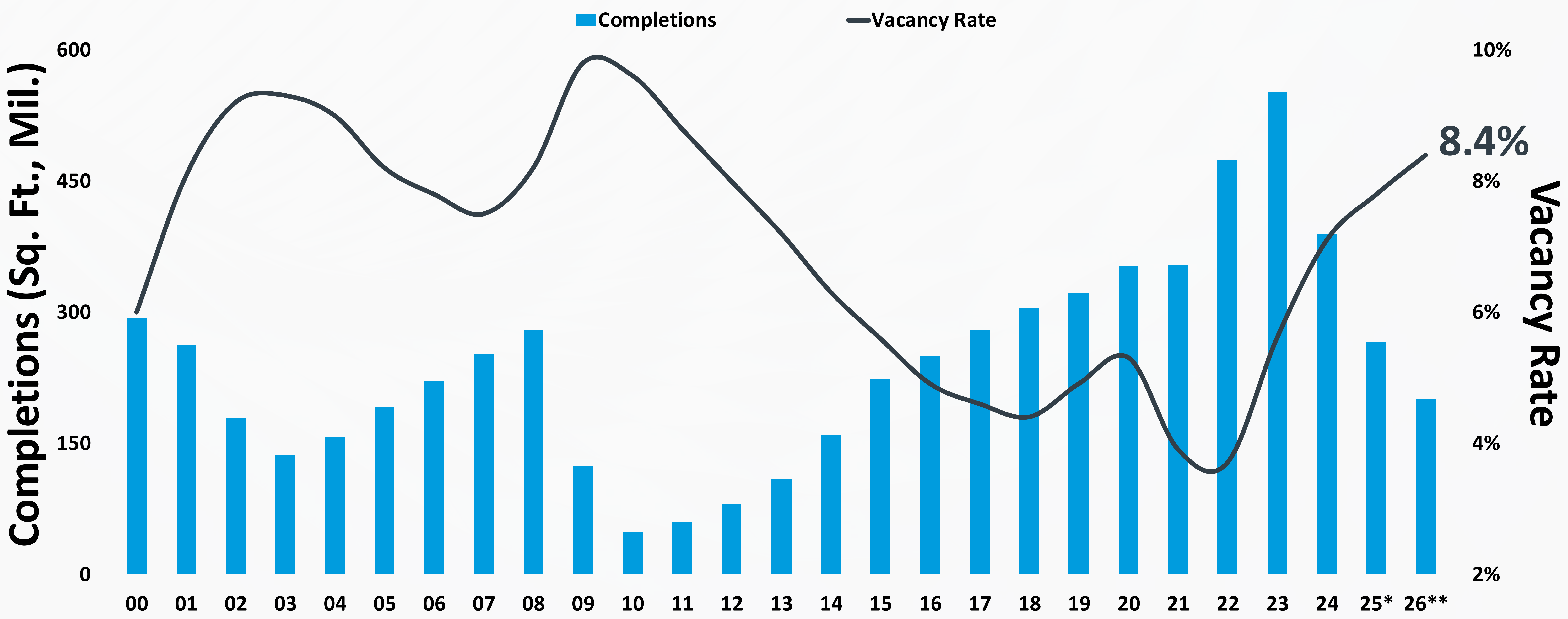
Industrial Supply Wave Tapering, Vacancies Elevated In Big Box Industrial Markets



* Estimate
** Forecast
Sources: IPA Research Services, CoStar Group, Inc..

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National Industrial Vacancy Rates
Rank By Rate

Top 10 Metros	2025 Vacancy Rate	Y-O-Y Bps Change
Minneapolis-St. Paul	4.2%	10
Cleveland	4.3%	90
Detroit	5.0%	80
Louisville	5.1%	0
Cincinnati	5.5%	-40
St. Louis	5.5%	130
Nashville	5.6%	90
Milwaukee	5.7%	160
Pittsburgh	5.8%	80
Chicago	5.9%	30
United States	7.8%	70

Bottom 10 Metros	2025 Vacancy Rate	Y-O-Y Bps Change
Charleston	16.6%	50
San Francisco	16.6%	270
Austin	15.4%	320
Phoenix	13.2%	-30
Las Vegas	12.6%	140
San Antonio	11.7%	200
San Diego	10.3%	200
Baltimore	10.0%	220
Charlotte	9.9%	90
Seattle-Tacoma	9.7%	180
United States	7.8%	70

Sources: IPA Research Services, CoStar Group, Inc.

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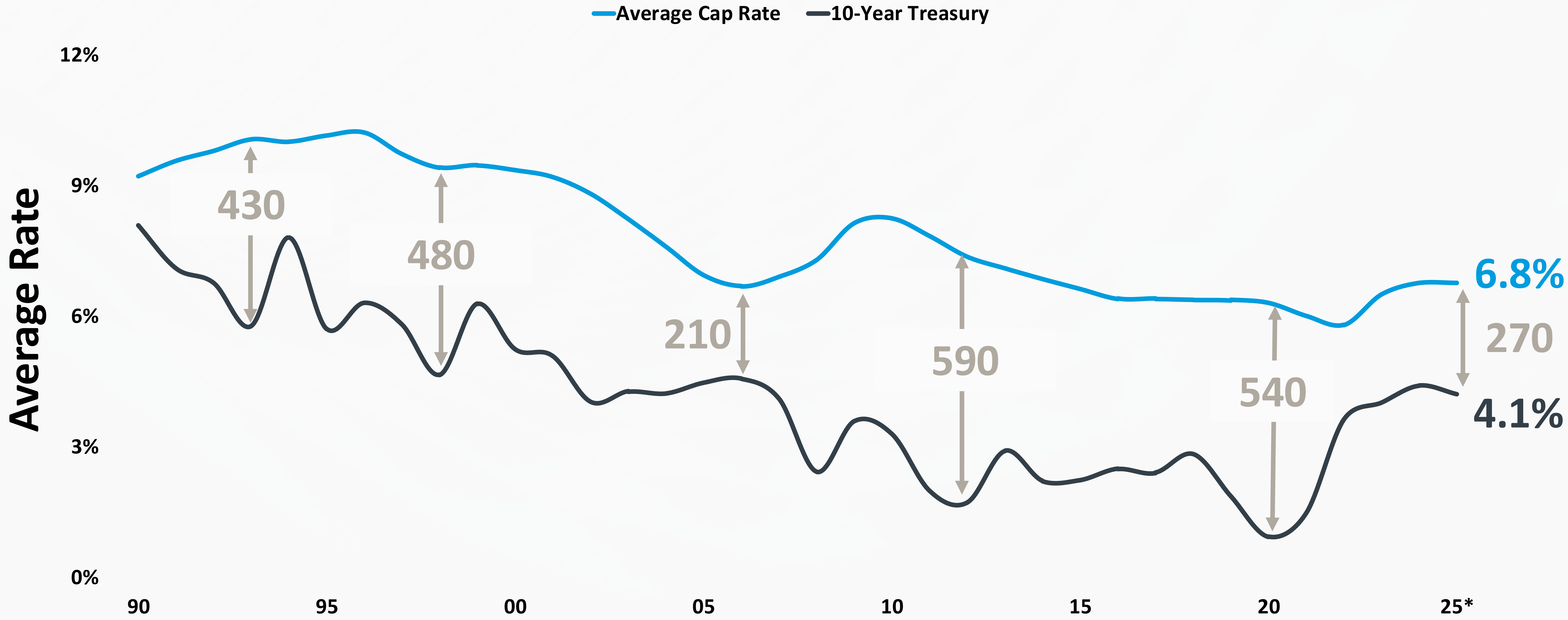
National Average CRE Cap Rates Have Recalibrated ($1M+); Widest Yield Spread Since 2021



* Through December 31
Includes apartment, retail, office, and industrial sales $1 million and greater
Sources: IPA Research Services, CoStar Group, Inc., Real Capital Analytics, Federal

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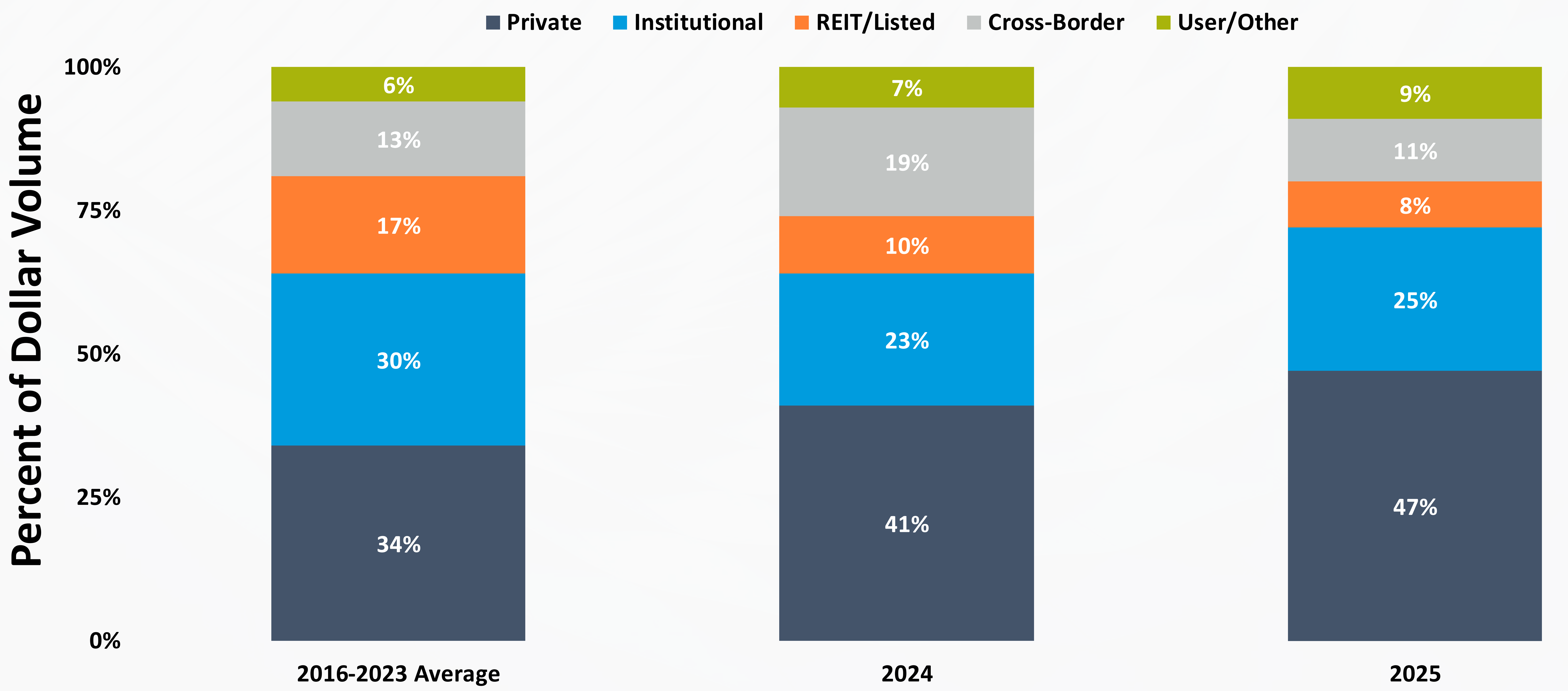
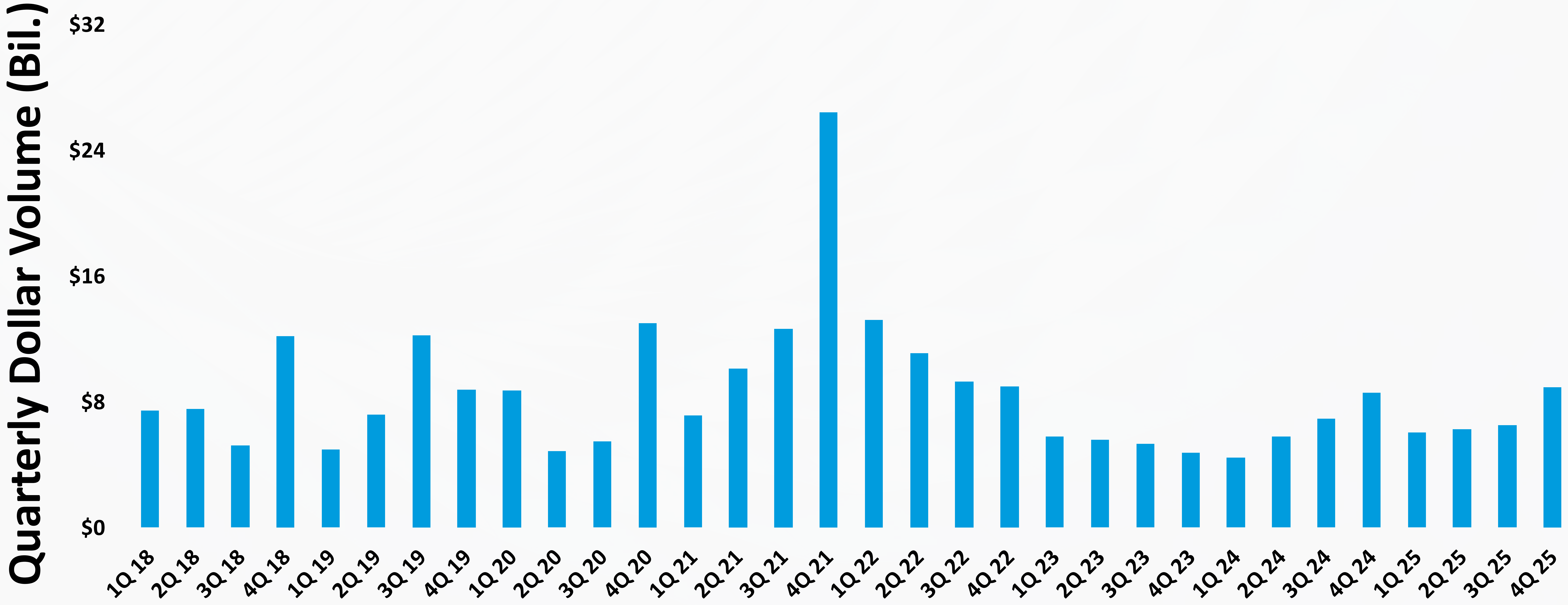
National STNL Industrial Buyer Composition



Includes single-tenant industrial sales $2.5 million and greater
Sources: IPA Research Services, Real Capital Analytics

IPA INSTITUTIONAL PROPERTY ADVISORS

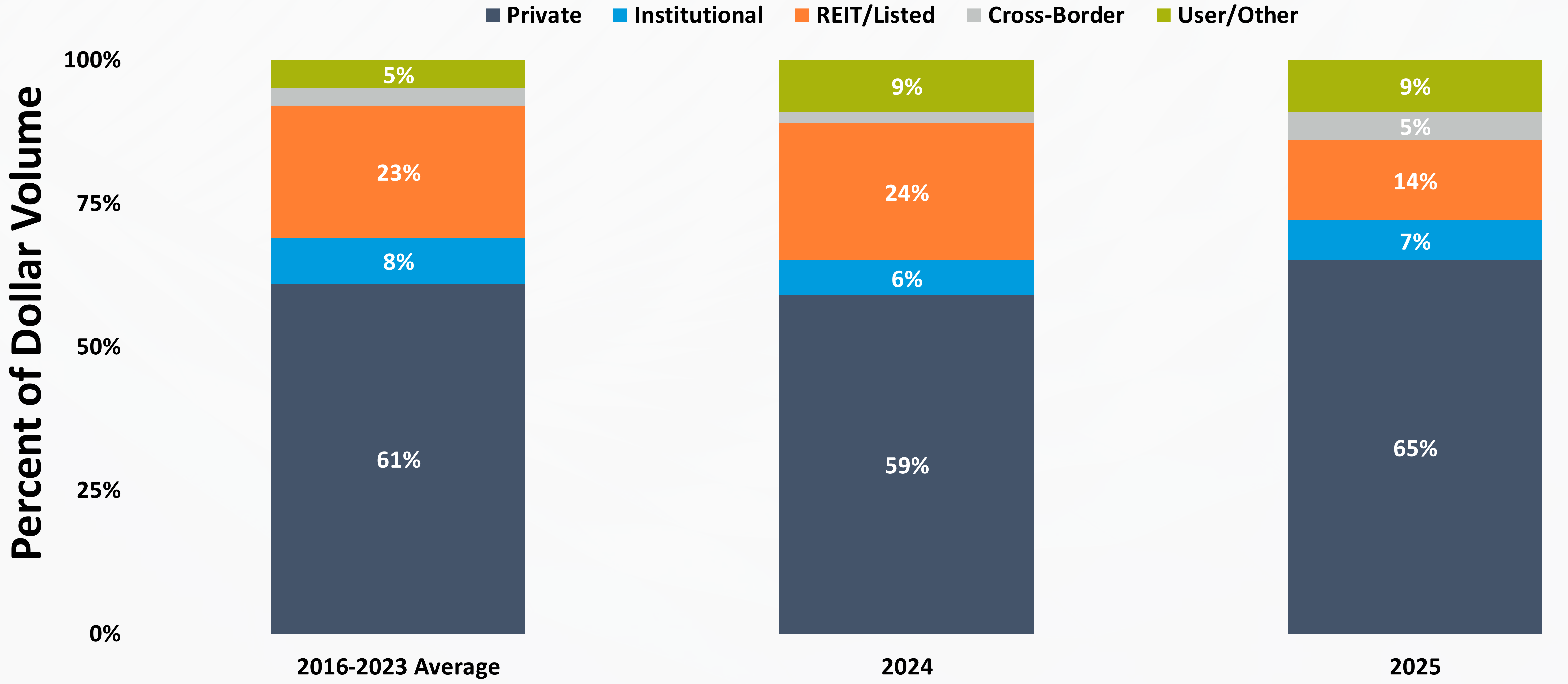
National STNL Industrial Dollar Volume



Includes single-tenant industrial sales $2.5 million and greater
Sources: IPA Research Services, Real Capital Analytics

INSTITUTIONAL PROPERTY ADVISORS

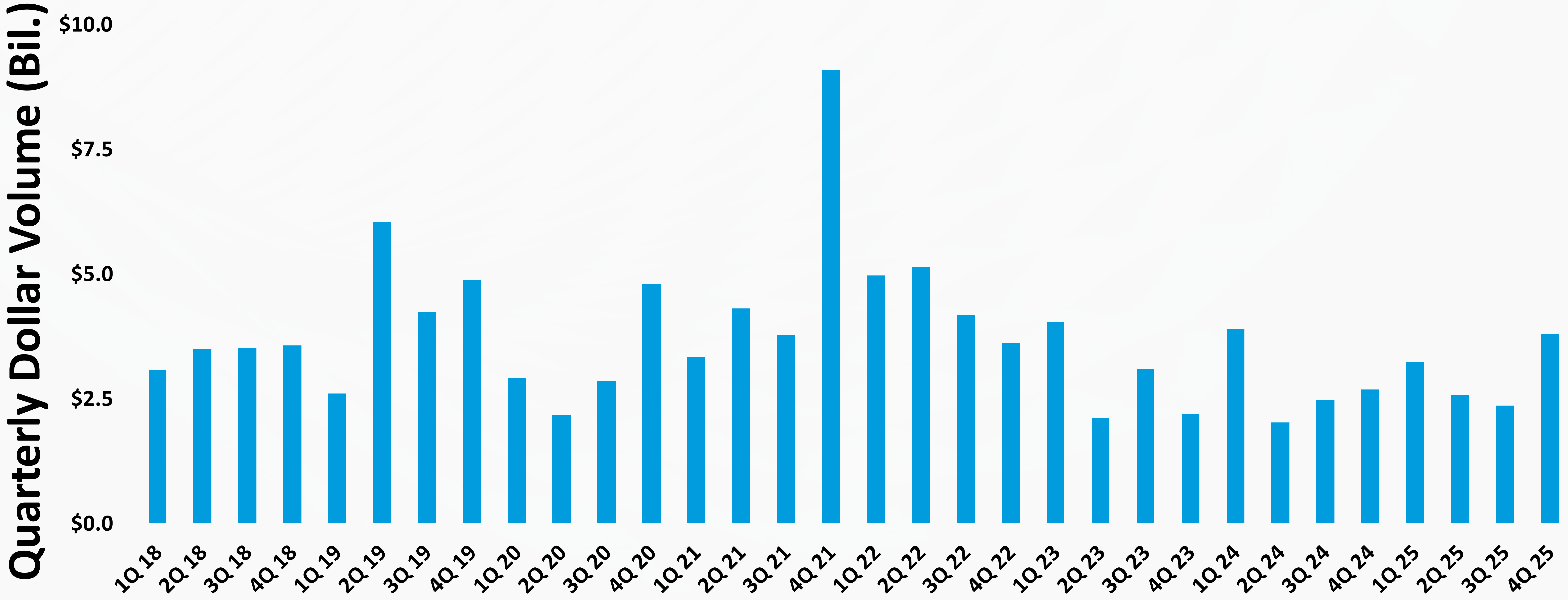
National STNL Retail Buyer Composition



IPA INSTITUTIONAL PROPERTY ADVISORS

Includes single-tenant retail sales $2.5 million and greater
Sources: IPA Research Services, Real Capital Analytics

National STNL Retail Dollar Volume



Includes single-tenant retail sales $2.5 million and greater
Sources: IPA Research Services, Real Capital Analytics

IPA INSTITUTIONAL PROPERTY ADVISORS

2026 Real Estate Outlook

- The U.S. Economy Positive, But Fragile
- Job Creation Stalling & New Household Formation Likely To Slow
- Upper Income Households Driving Consumption – Stock Market Key
- Consumers Positioned To Sustain Spending… If They Choose To
- Retail Real Estate Favored As Other Property Types Face Headwinds
- Debt Financing Widely Available With Accretive Rates
- Capital Flows To CRE Appear Positioned To Rise

IPA

National Economic & CRE Overview

February 19, 2026

OFFICE AND INDUSTRIAL
TEAM CAPABILITIES

IPA | INSTITUTIONAL PROPERTY ADVISORS

Colliers

A capital markets review & forecast

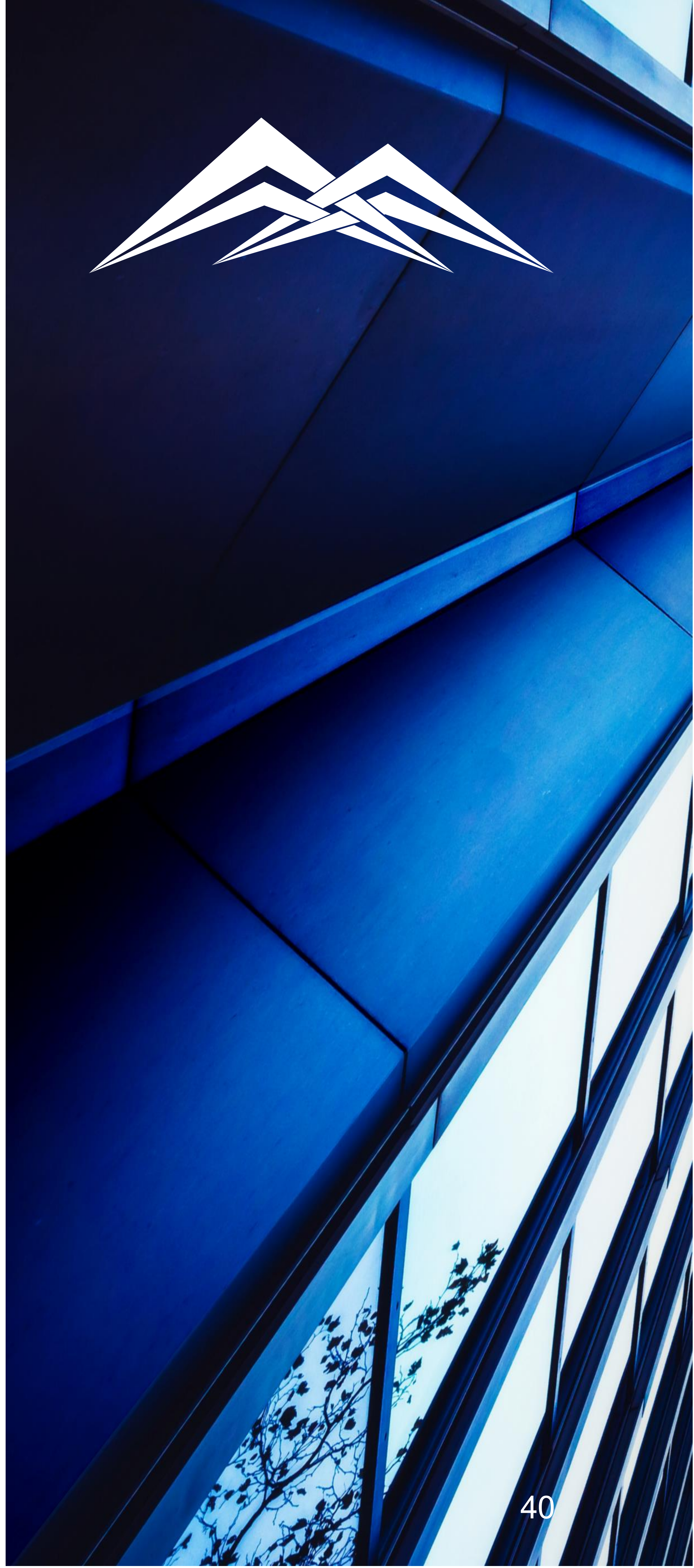
Return to Stability

Jeremy Thornton, CRE
Executive Vice President
Structured Finance Advisory Group

February 2026

Jeremy Thornton, *CRE, Executive Vice President, Colliers*

Mr. Thornton has over 20 years of experience in the sourcing and structuring of debt and equity capital for commercial real estate investment and development across the US and abroad. His expertise encompasses a broad spectrum of capitalization strategies including debt and equity financing for ground-up construction, acquisitions, and portfolio recapitalizations of all major asset classes. After spending the early part of his career in the real estate private equity space in Japan, Mr. Thornton returned to the US to work for a large international commercial real estate investment bank. He then went on to work for a real estate investment management and development firm prior to transitioning to the advisory side of the business in 2010. Mr. Thornton takes a highly analytical, data-driven approach to crafting optimal capitalization strategies catered to his clients' investment objectives.



Structured Finance Advisory Group

The Colliers International Structured Finance Advisory Group is a leading commercial real estate capital markets platform that offers **a full range of debt and equity placement and advisory services** catered to meet the ever-expanding needs of growing commercial real estate companies. **Leveraging a wealth of transactional experience**, long-standing industry relationships and proprietary technology, we deliver *outlier* capital markets solutions to optimize real estate investments nationwide.

- **$21+ Billion** in transaction experience
- **450+ capital sources** represented
- Expertise in **all major CRE product types**
- **National** coverage
- **360-degree** perspective
- **Local** depth. **Global** reach.

US Treasury Yield Trend

Highlights

1. 10-YR UST yields **down 30 bps** since February 2025
2. Inflation has **cooled but stalled** above target rates.
3. Fed Funds target rate has been cut **6 times over the last 2 years.**

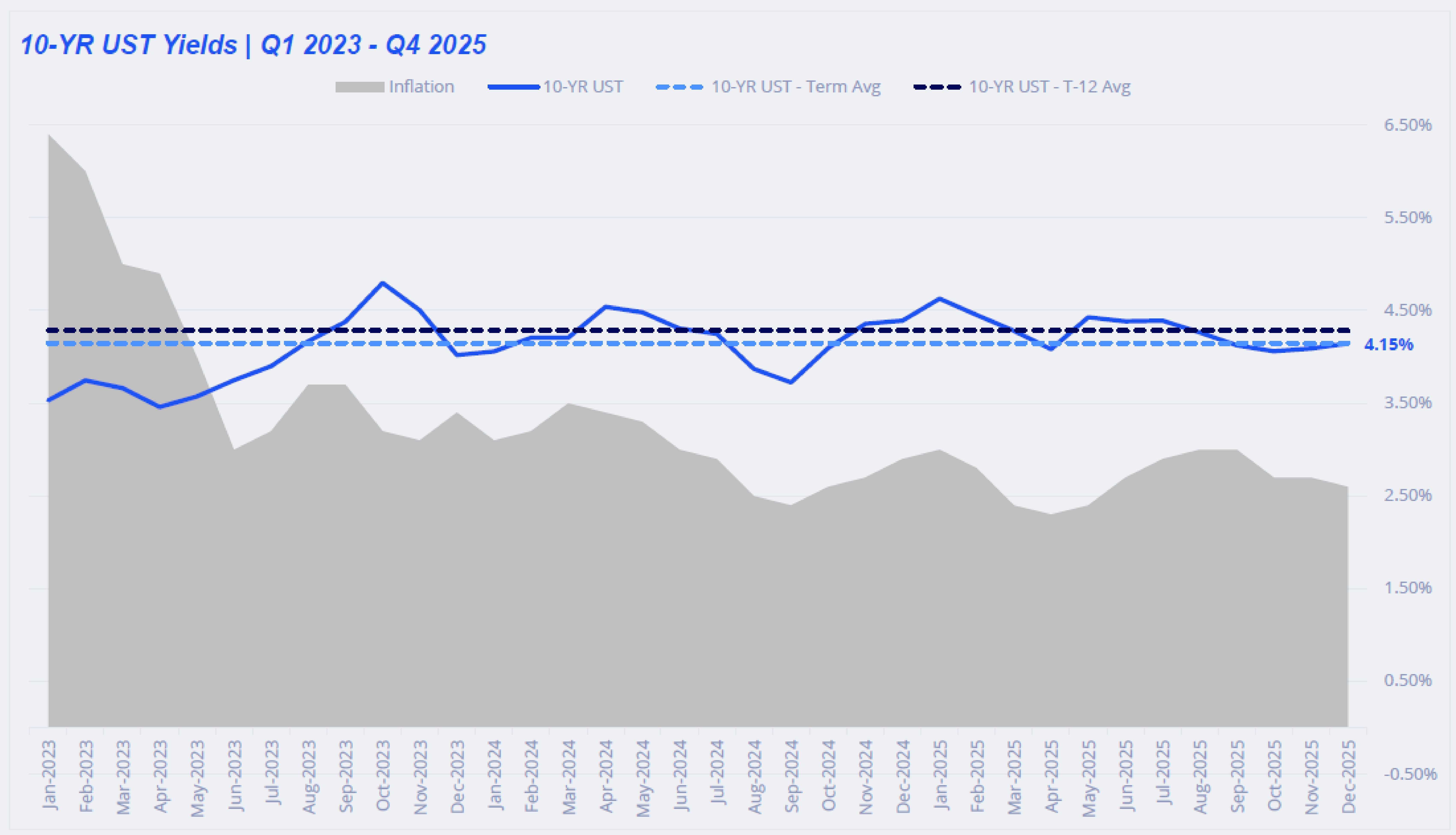
Key Takeaways

4%+ 10-year UST yield is the new baseline.

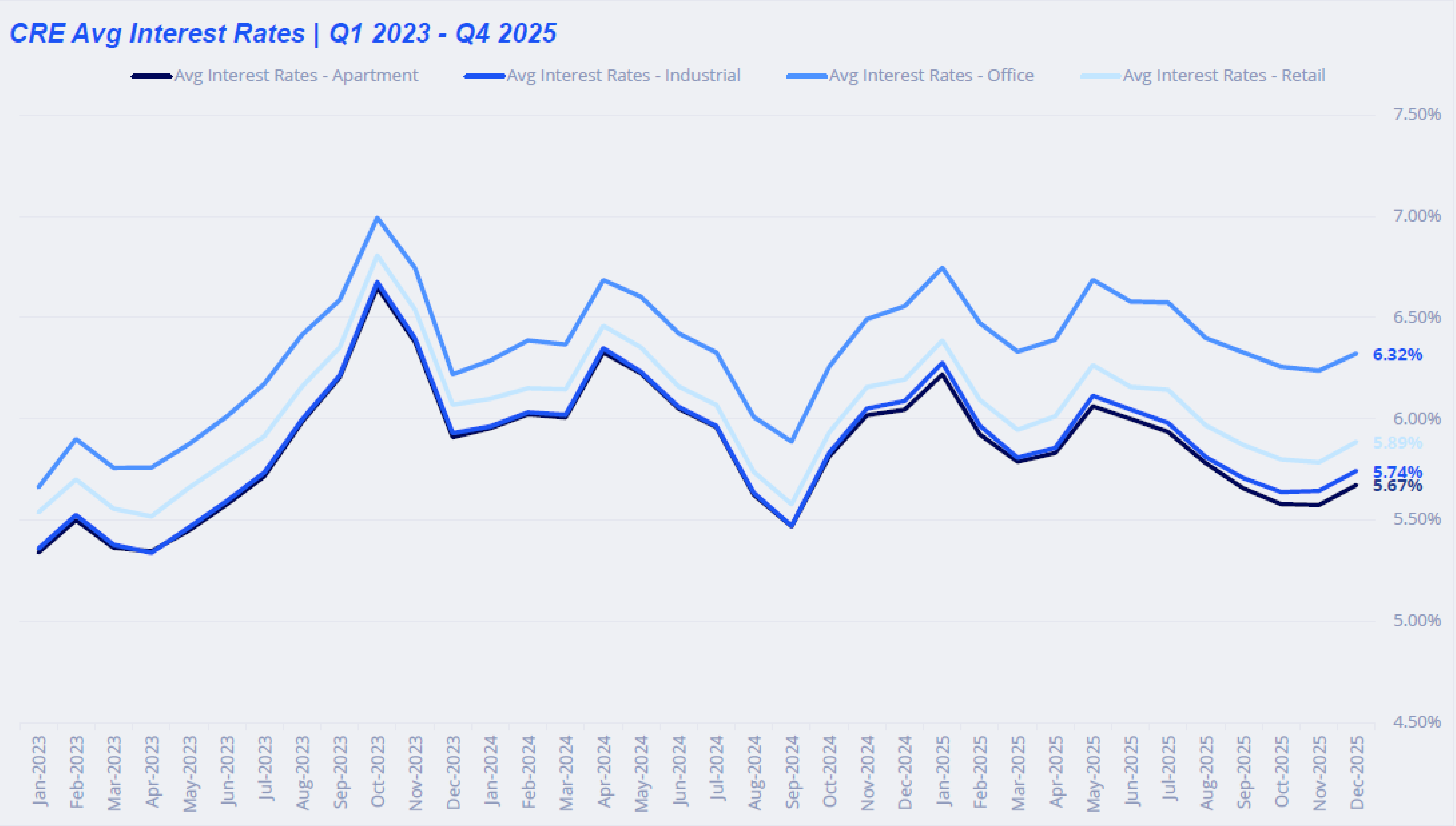
Credit spread sensitivity is now more critical.

A sustained 4%+ UST yield supports structurally higher cap rate equilibrium versus the 2005-2021 era.

Lower volatility improves execution.



CRE Interest Rate Trajectory



Highlights

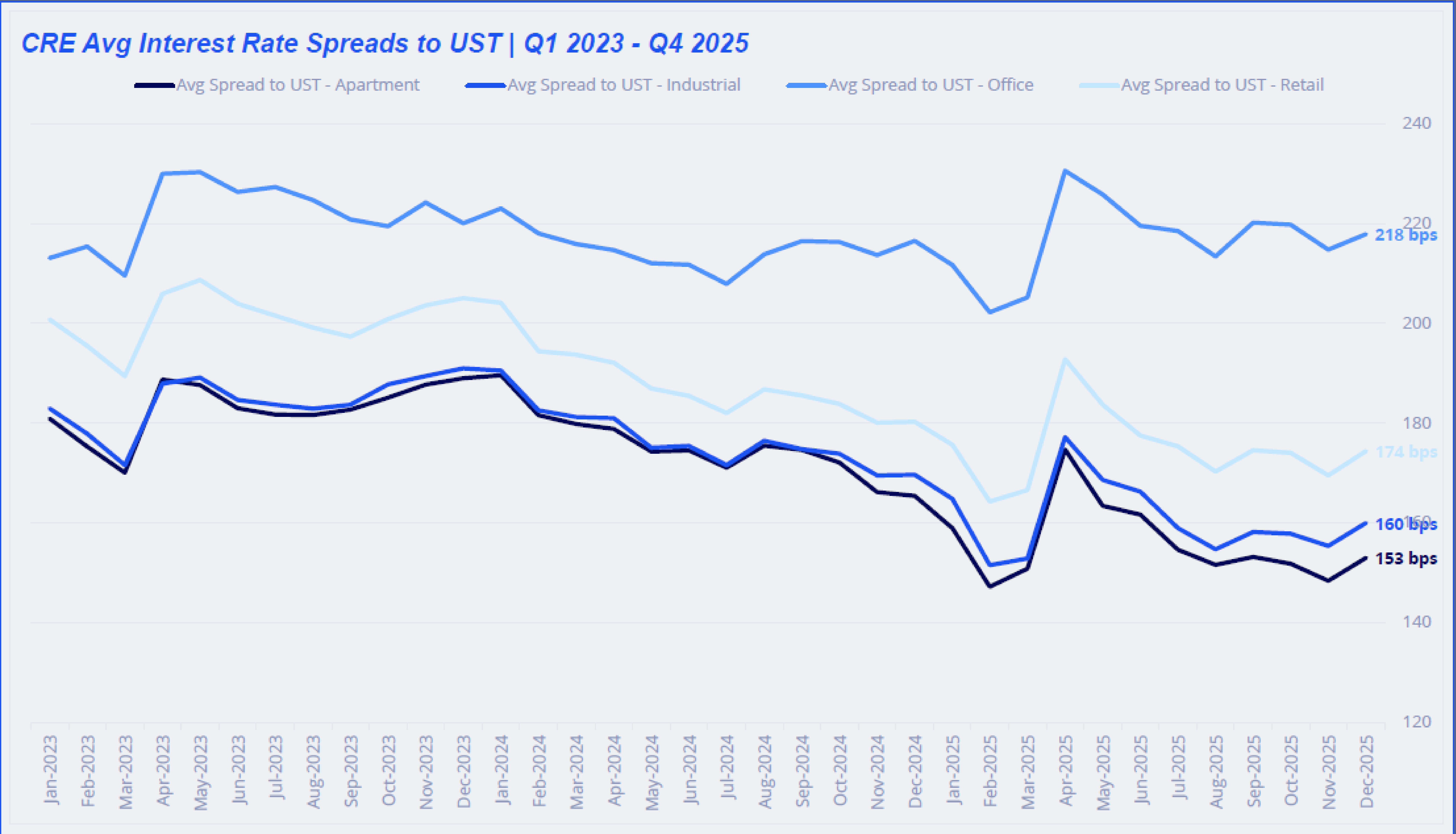
1 Avg interest rates YoY:

- Office: **-24 bps**
- Industrial: **-35 bps**
- Retail: **-30 bps**
- Apartment: **-38 bps**

Key Takeaways

Reduction in all-in interest rates a result of lower credit spreads driven by an increased confidence in market stability.

Lender Credit Spreads

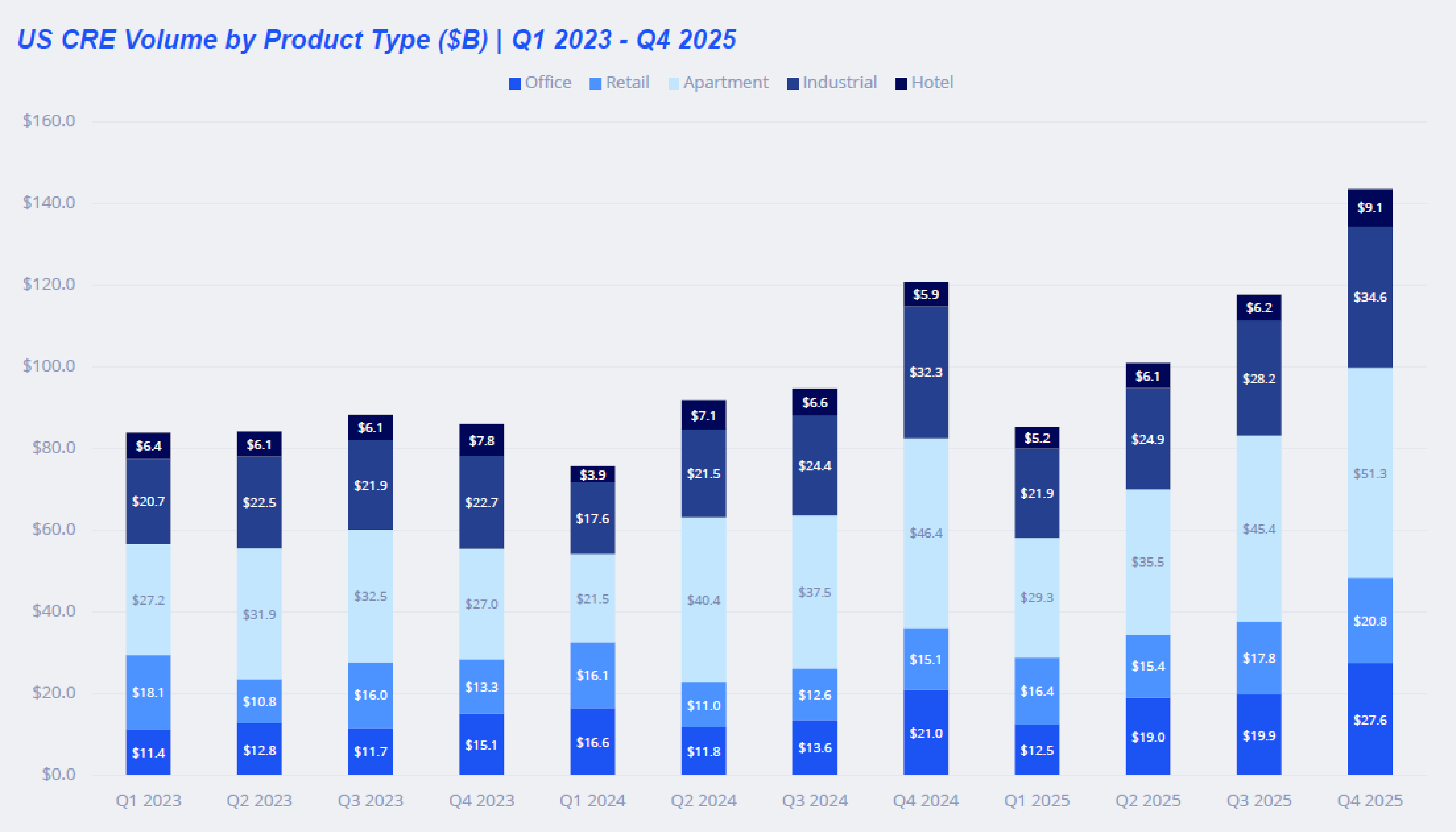


Highlights

1. Avg credit spreads have materially tightened over the past 6 months driven increased confidence in market stability and a significant decline in BBB bond yields.

2. Credit spreads expected to continue to tighten as lender appetite grows.

National Volume Composition

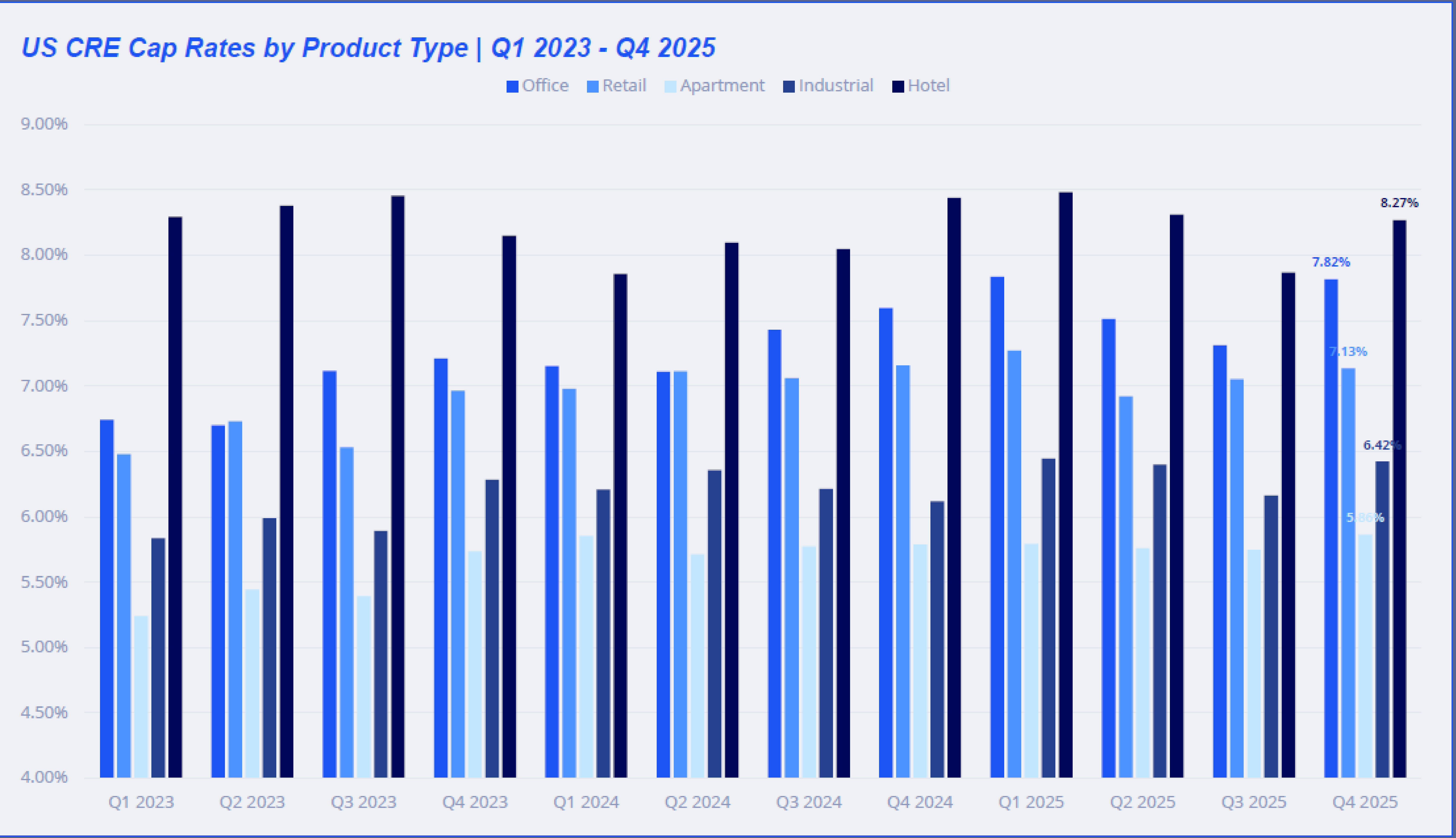


Highlights

1. Q4 Year-over-Year change:
- Office: **+31%**
- Industrial: **+7%**
- Retail: **+38%**
- Apartment: **+11%**
- Hotel: **+54%**

2. 2024 vs 2025:
- Office: **+25%**
- Industrial: **+3.3%**
- Retail: **+28%**
- Apartment: **+12%**
- Hotel: **+15%**

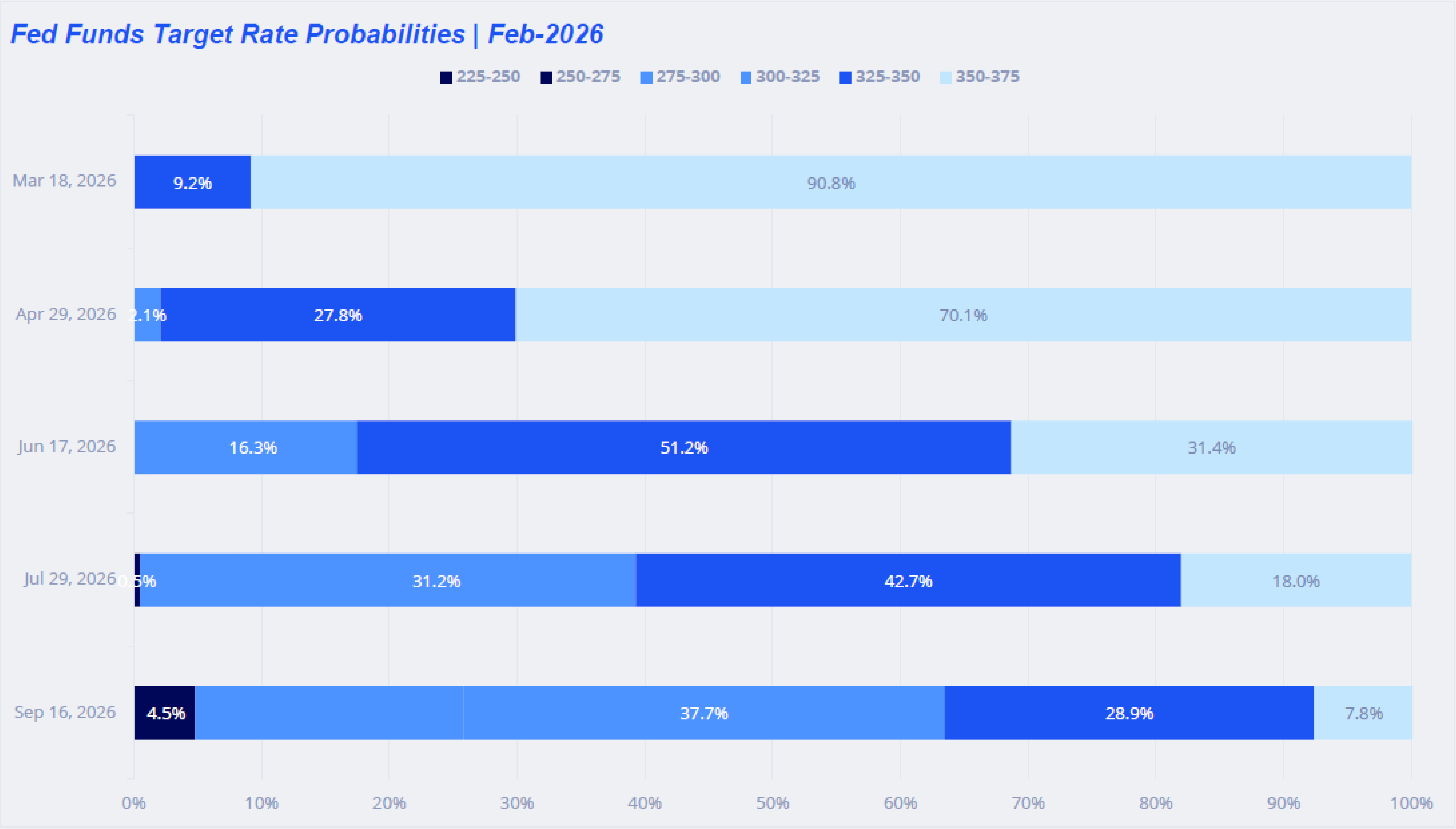
Cap Rates by Product Type



Highlights

1 Year-over-Year change:
- Office: **+30 bps**
- Industrial: **+30 bps**
- Retail: **-3 bps**
- Apartment: **+7 bps**
- Hotel: **-17 bps**

Fed Funds Target Rate



Highlights

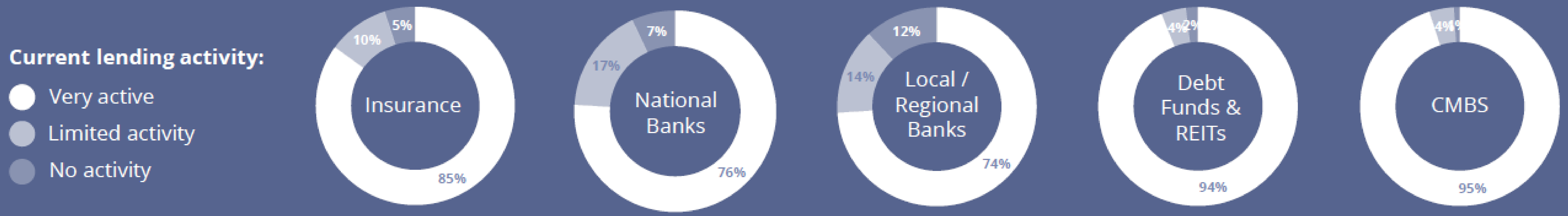
1. Market is pricing a gradual easing cycle through 2026.
2. Leaning towards first 2026 rate cut in Q2.

Debt Capital Liquidity in Q1 2026:

Significant debt liquidity entering 2026

Recent lender survey inclusive of banks, life insurance companies, debt funds & conduits (CMBS).

"Are you aggressively pursuing new CRE lending opportunities in 2026"



Key takeaways

- **General consensus is that we're entering a new real estate cycle. Fundamentals are stabilizing and market sentiment is improving.**

1

Interest rates expected to moderate, stimulating transaction volume over the next 12 months.

2

Cap rates have risen but may now be peaking, **setting the stage for modest compression –** especially for high-quality, in-demand CRE sectors.

3

Liquidity in the debt capital markets remains strong – providing support for increased transaction volume in the near term.

Behind the Scenes of Building a DST

FOUR SPRINGS
PARTNER SUMMIT

WHAT PEOPLE THINK GOES INTO A DST VS. REALITY

What People Think Goes Into a DST

- Buy a property
- Put it into a DST trust
- Add financing
- Write a PPM
- Offer it to investors
- Distribute cash flow
- Exit in 7–10 years

"It's just real estate with a tax wrapper."

What Really Goes Into Building a DST

- Institutional-level asset sourcing and screening
- Market, tenant, and downside scenario analysis
- Detailed underwriting and stress testing
- Debt structuring and lender negotiations
- IRS-compliant DST legal structuring
- Tax counsel and securities law coordination
- Third-party due diligence reports
- Reserve modeling and cash management planning
- Alignment of fees, incentives, and sponsor capital
- Broker-dealer review and suitability standards
- Ongoing asset management and reporting
- Risk mitigation across market cycles—not just at launch

"It's a regulated investment product built to survive real-world conditions."

THE MAJOR COMPONENTS OF A DST

Property Sourcing & Investment Philosophy	Structuring & Legal Formation	Capital Stack & Financing	Due Diligence & Risk Assessment	Offering & Distribution
Asset selection criteria	DST trust structure	Equity raise mechanics	Third-party reports	PPM creation
Market fundamentals	Compliance with IRS rules	Loan terms and covenants	Financial modeling	Broker-dealer review
Hold strategy and exit assumptions	Sponsor vs. trustee roles	Interest rate strategy	Stress testing assumptions	Suitability standards
Operations and value preservation	Operational guardrails	Reserves and cash management	Downside scenarios	Ongoing reporting obligations

KEY CONSIDERATIONS IN EVALUATING A DST

Process Over Promises

Is there a repeatable, disciplined approach?

Transparency Over Engineering

Are risks clearly disclosed, or engineered away on paper?

Asset Strength Over Financial Gimmicks

Does the deal stand on its own without artificial support?

Alignment Over Optics

Are incentives aligned for the full hold period?

THE ROLE OF MASTER LEASES

The Common Misconception

- “A master lease reduces risk”
- “It guarantees income”
- “It protects investors during vacancies”

What a Master Lease Actually Is

- A sponsor or affiliate leases the property from the DST
- Sponsor guarantees a fixed rent stream to investors
- Risk is *shifted*, not eliminated

Why Master Leases are Often Unnecessary:

- Strong DSTs are built on in-place cash flow, conservative leverage, adequate reserves, and durable tenancy.
- Master leases are often used to mask lease-up risk, smoot early cash flow optics, and compensate for aggressive underwriting.

When a Master Lease *Might* Make Sense

- Transitional assets with short-term known disruptions
- Clearly defined, limited-duration use
- Fully disclosed economics and risks

Lifecycle Management of a DST

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BEING A BASIS BUYER

01

YOUR VALUE IS ANCHORED IN RENT LEVELS, NOT SHORT-TERM MARKET CAP RATES

02

BELOW-MARKET RENT CREATES A NATURAL HEDGE AGAINST CAP-RATE MOVEMENT.

03

LONG-TERM LEASES PROVIDE INCOME STABILITY THAT CAP RATES DON'T CAPTURE

04

EXIT CAP RATE IS ONLY ONE VARIABLE—BASIS AND CASH FLOW DRIVE REAL OUTCOMES

LIFECYCLE OF A DST

ORIGINATION AND ASSET SELECTION

- Market and asset screening
- Initial underwriting and return modeling
- Risk identification and downside scenarios
- Consideration of future exit strategy

STRUCTURING AND DUE DILIGENCE

- DST legal formation
- Financing structure and lender negotiations
  Third-party reports
- Final underwriting and stress testing

OFFERING AND CAPITAL RAISE

- PPM and offering materials prepared
- Broker-dealer and due diligence review
- Equity raise and investor onboarding
- Closing and acquisition

OWNERSHIP AND OPERATIONS

- Passive ownership for investors
- Professional asset and property management
- Cash flow distributions
- Ongoing reporting and compliance
- Active risk

DECISION POINT AND EXIT

- Hold vs. sell analysis
- Market and capital markets evaluation
- Asset disposition or refinance
- Capital return to investors

UPREITS AS A STRATEGIC EXIT

Feature	Sponsor Elected UPREIT	Mutual Option UPREIT
Who Controls the Decision	Sponsor / REIT	Investor and REIT
Investor Consent Required	No	Yes (both parties)
Timing of Conversion	Predetermined or sponsor-triggered	Mutually agreed
REIT Obligation to Acquire	Yes (by structure)	No
Investor Autonomy	Low	High
Valuation Discipline	Sponsor-set or formulaic	Negotiated / aligned
Primary Risk to Investor	Loss of control; mistimed conversion	Execution only when aligned
Typical Use Case	Liquidity event or roll-up strategy	Capital preservation & flexibility

CASE STUDY

Preserving Capital Through UPREIT Structuring in Distressed Leases

FSC GM Lebanon IN, DST was a single-tenant DST sponsored by FSXchange. The property, located in the Lebanon Business Park in Indianapolis, was leased to Gander Mountain, a well-known outdoor recreation retailer.

The Challenge: Bankruptcy and Lease Rejection
After DST syndication, the tenant, filed for Chapter 11 bankruptcy. As part of the restructuring process, the tenant rejected the lease and vacated the property. This created a "dark" asset - a vacant industrial building with no incoming revenue stream.

While net-lease real estate is generally stable, tenant bankruptcies can occur. A well-capitalized sponsor with an affiliated REIT can utilize advanced structuring to mitigate risk, converting a potentially disastrous asset failure into a preserved investment within a diversified portfolio.

The Solution: Utilization of the UPREIT Structure
Rather than liquidating the asset at a distressed price, FSX prioritized the preservation of investor capital and provided an option for DST investors to exchange their interests for Operating Partnership (OP) Units in FSX's affiliated REIT as a 721 Exchange. This resulted in measurable results for investors through:

- **Capital Preservation:** Investors were able to tender their distressed DST interests for OP Units priced at a value equal to their original investment amount. This effectively shielded them from the principal loss associated with the lease rejection.
- **Restored Income Stream:** The OP Units provided were structured to offer increasing distributions, replacing the lost rental income with dividends from a diversified REIT portfolio.
- **Liquidity Options:** The structure included a liquidation preference and an opportunity for investors to tender their OP Units back to the REIT after a specified hold period, offering a clear exit strategy that did not exist in the vacant DST.

The FSX Due Diligence Framework

FOUR SPRINGS
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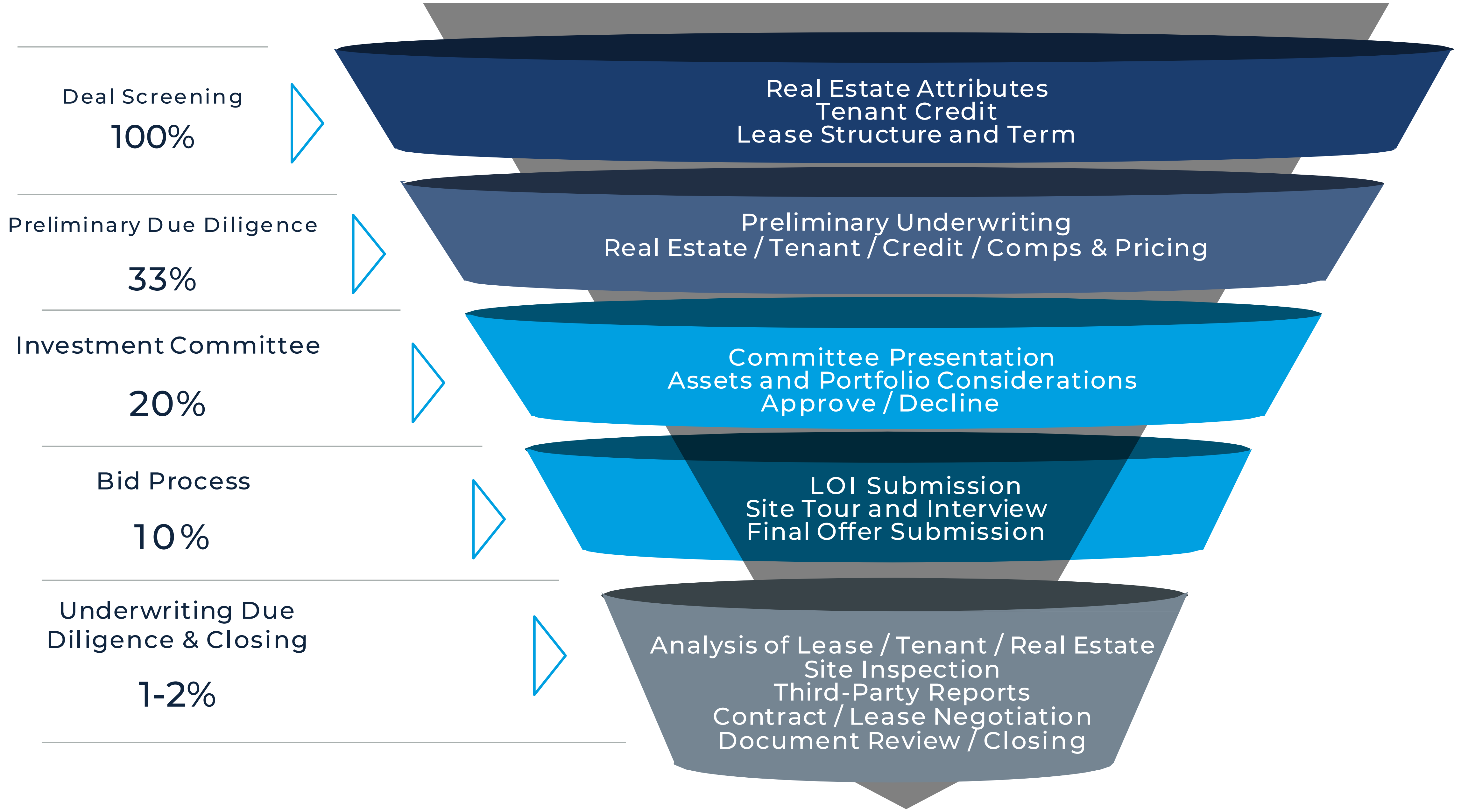
DUE DILIGENCE THAT BEGINS BEFORE ACQUISITION

Comprehensive and Efficient Pipeline Management

Scope of underwriting and acquisition activity on a consolidated basis



Inclusion into Portfolio

Tenant/Asset Monitoring	Capital Recycling	Tenant Engagement

DILIGENCE IN ACQUISITIONS

Asset Classes:	Targeting Industrial, Medical and Retail properties throughout the US market
Deal Size:	$10-$200M for individual properties and $100M for portfolio acquisitions
Lease Term:	10+ years remaining on the primary term with 2.5%+ annual rental increases. Portfolio WALT* of 10 years +
Credits:	Investment grade and strong, sub-investment grade Tenants with a minimum EBITDA of $50M
Lease Structure:	NNN and NN with **minimum** Landlord responsibility
Pricing:	For Q2 2025, FSX is solving for a 5%+ coupon to DST investor. Translates to an **acquisition cap** rate in low 6% to 7+% range

** Weighted average lease term*

BUILDING BLOCKS OF DUE DILIGENCE

Third Party Credit Report

Investment Philosophy

Tenant Credit Report

Investment Committee Review

Outside Counsel

Property Inspection and Appraisal

Lease structure

Market Analysis

Industry/ Sector Analysis

Broker-Dealer Due Diligence

Third Party Due Diligence

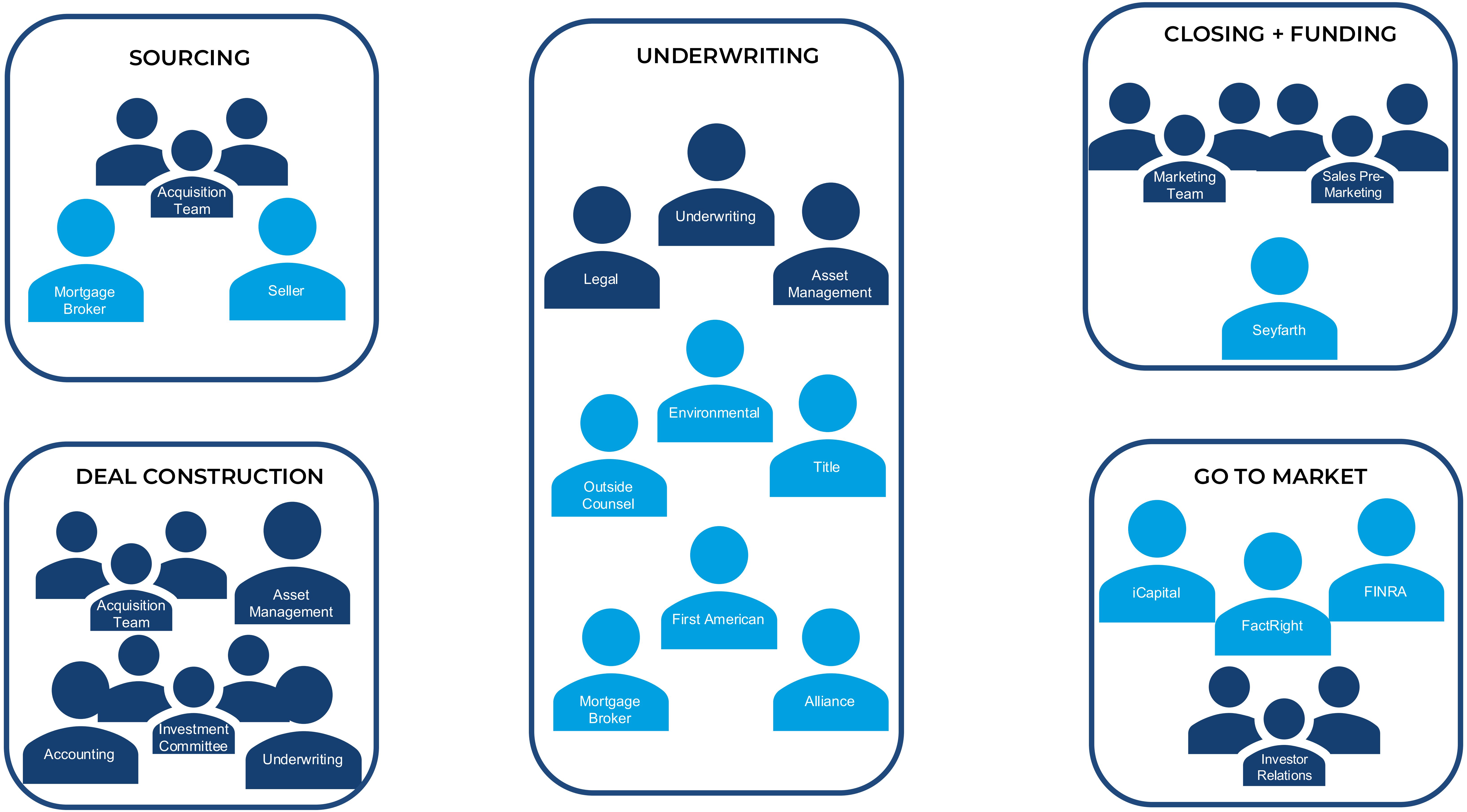
Industry Forecasting

Financial Modelin
g

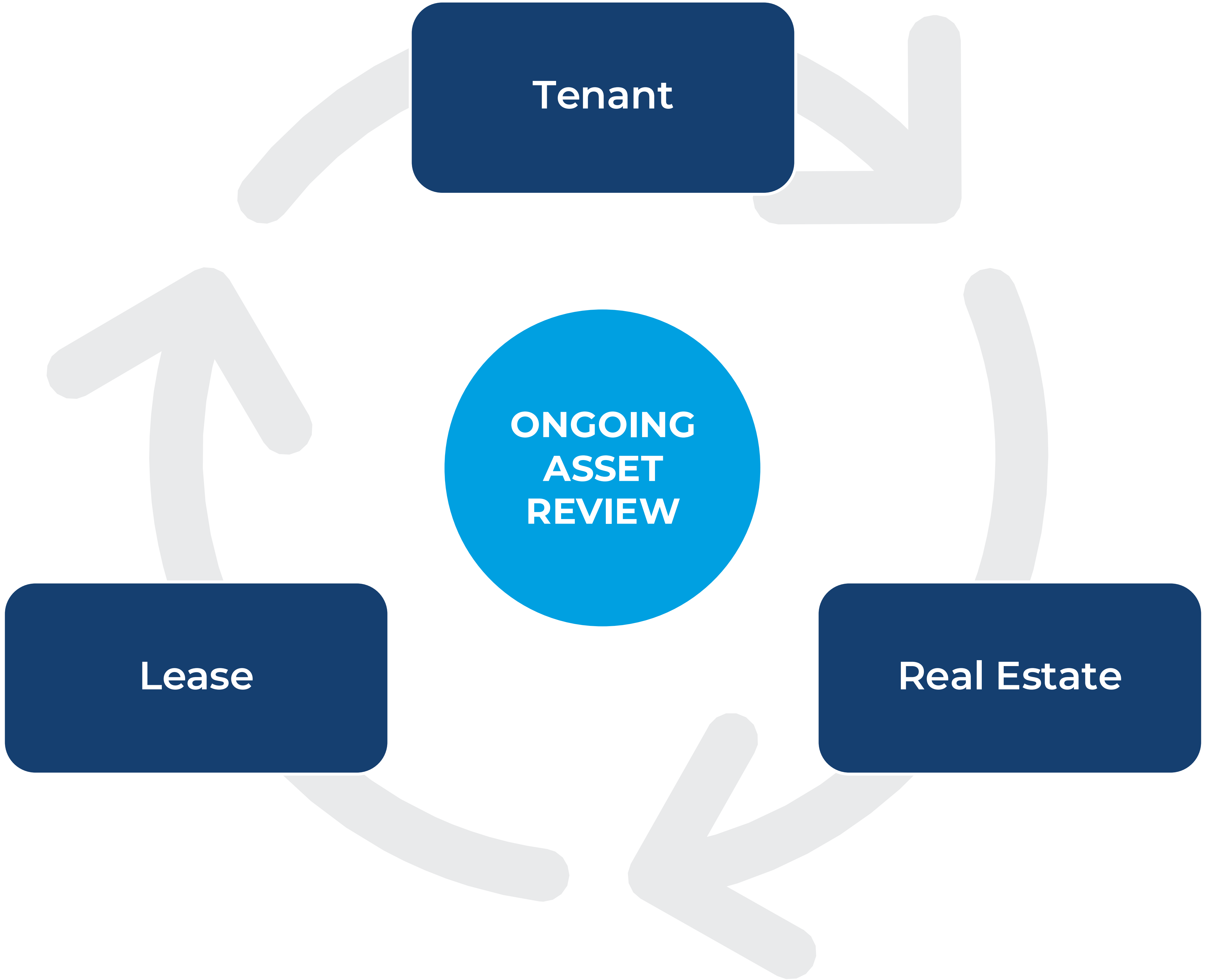
Underwritin
g

Debt Financing

INDUSTRIAL 34



CONTINUITY OF DUE DILIGENCE

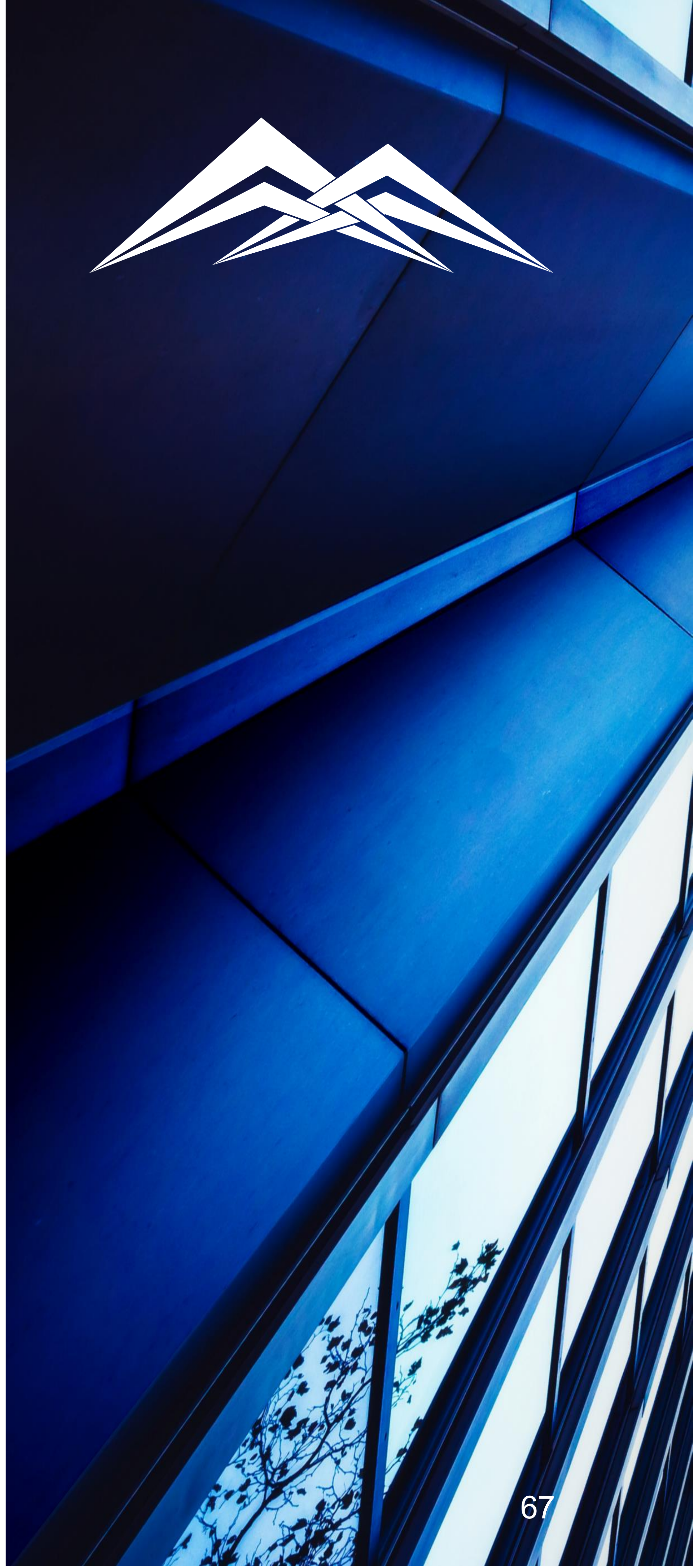


Non-Traded REITs as a DST Sponsor

FOUR SPRINGS
PARTNER SUMMIT

Andrew Rosivach, *Managing Director, Wolfe Research*

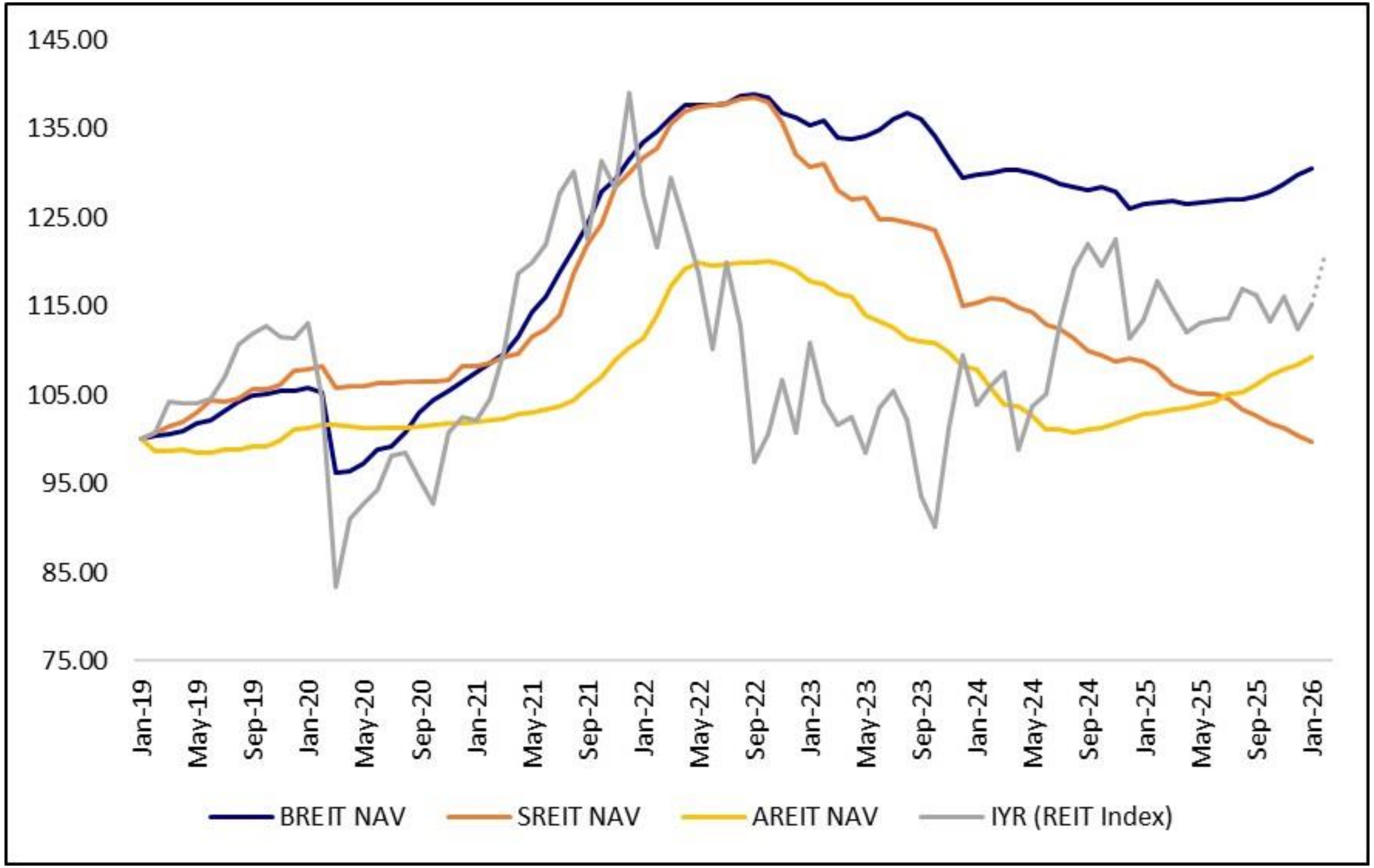
Mr. Rosivach is a Managing Director and head of Wolfe Research's REIT team, having joined the firm in February 2021. In 2025, Mr. Rosivach ranked 2nd in Extel's All-America Research Team poll. Prior to Wolfe Research, Mr. Rosivach was the Chief Credit Officer at STORE Capital. Previously, he covered REITs for 20 years, most recently as a Managing Director at Goldman Sachs. While at Goldman Sachs, Mr. Rosivach was a leading analyst in the firm's internal client vote poll. Mr. Rosivach graduated from Yale University with degrees in Economics and History, with a magna cum laude distinction in both majors, and is a CFA® charter holder.



NAV VERSUS REITS

BREIT/AREIT NAVs' Upward Trend Continues, Contrasting SREIT

Time series of REIT index (IYR) to BREIT, SREIT and AREIT NAV (January 31 2019 =100)



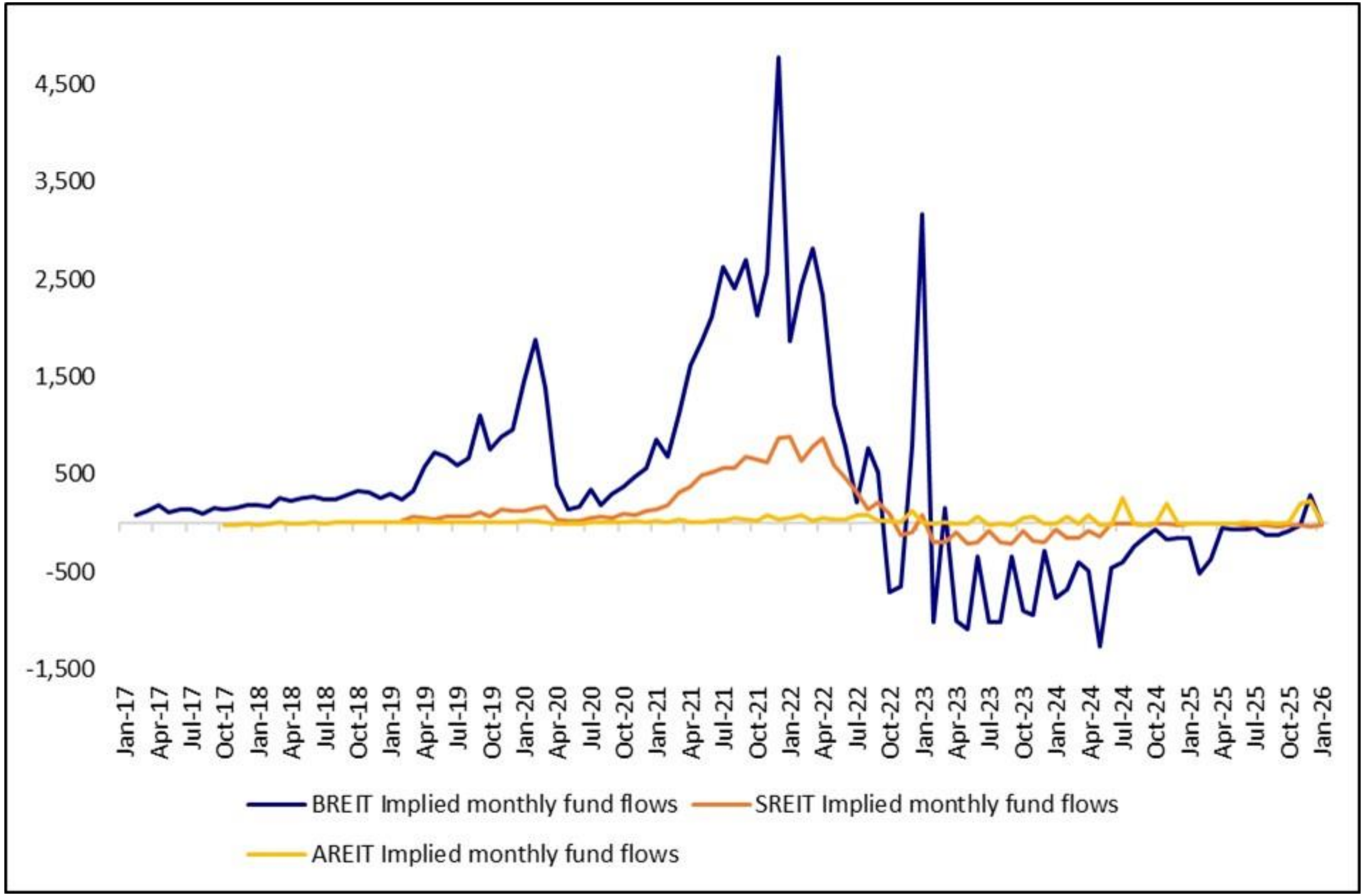
Source: Wolfe Research, Company Filings, FactSet Feb-26 IYR Performance taken as of 2/17

WOLFE RESEARCH

FUND FLOWS

BREIT Saw A Slight Reversal in Flows Trend after Net Inflows for the First Time in 2 Years in December

Implied monthly fund flows (in $ mm)

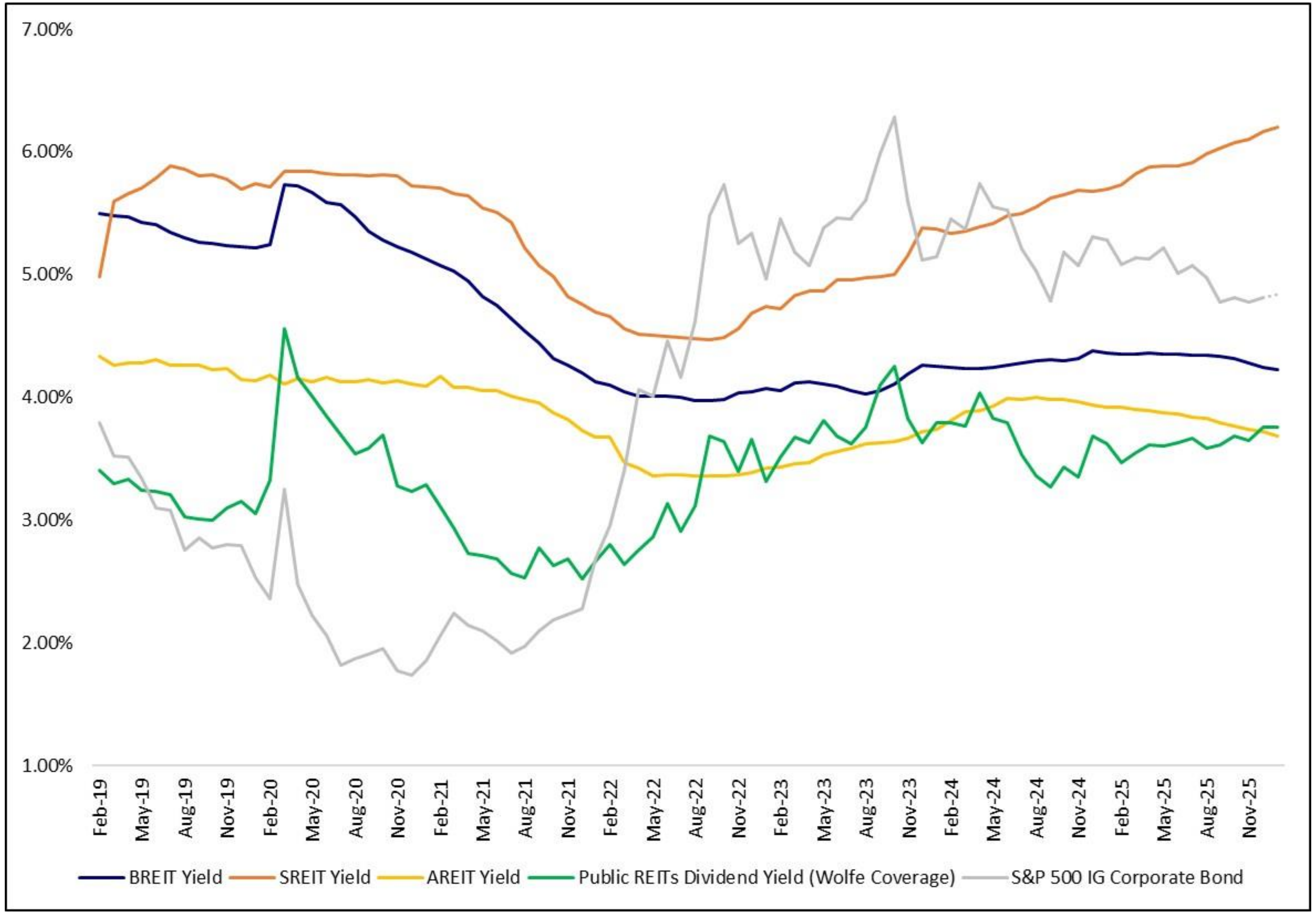


Source: Wolfe Research, Company Filings

YIELD

BREIT and SREIT Yields Remain Above Wolfe's Public REITs Coverage Average Yield

Corporate bond index yield and Wolfe's public REIT coverage yield versus annualized non-traded REIT yield

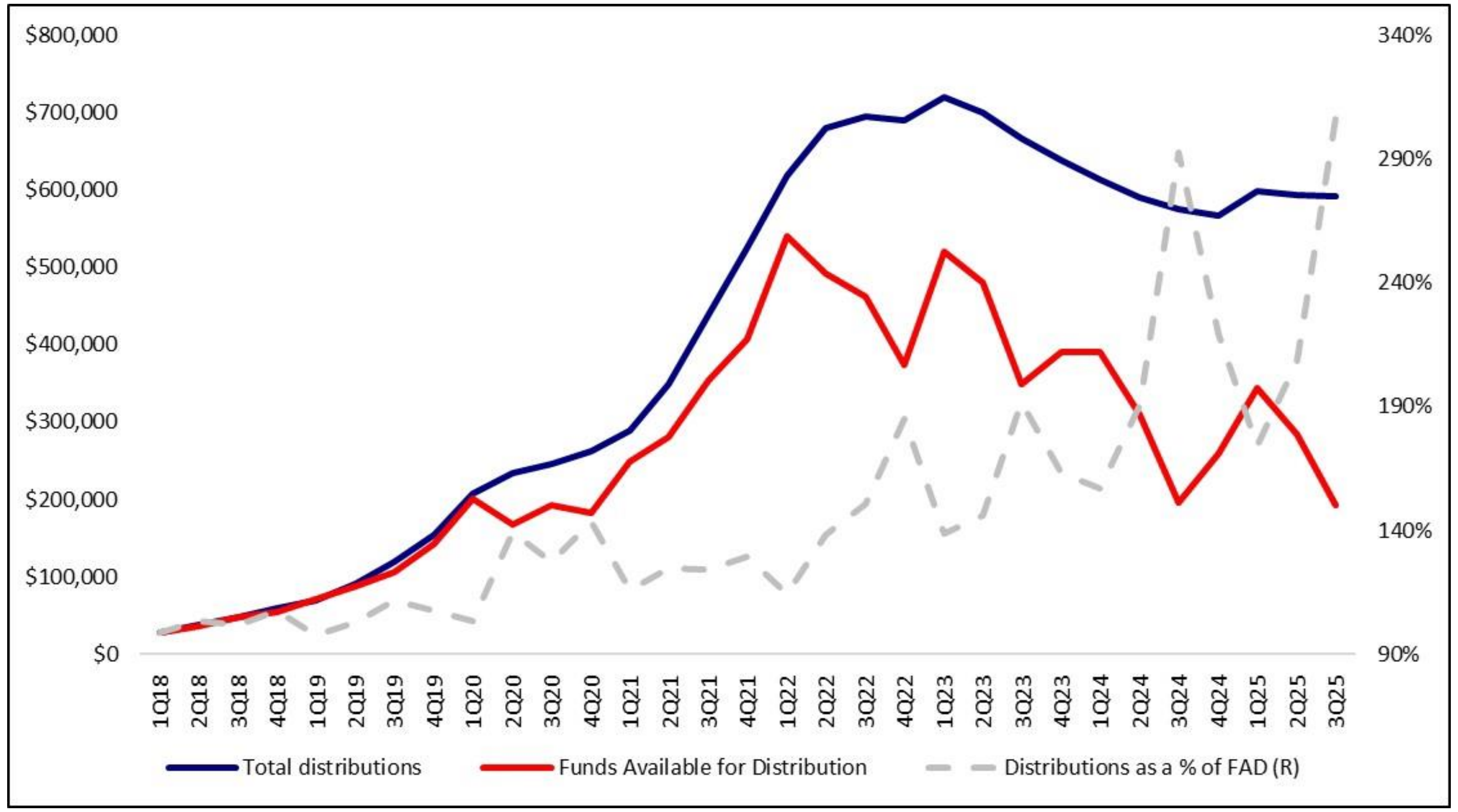


Source: Wolfe Research, Company Filings, FactSet Feb-26 Corporate Bond Yield taken as of 2/17

WOLFE RESEARCH

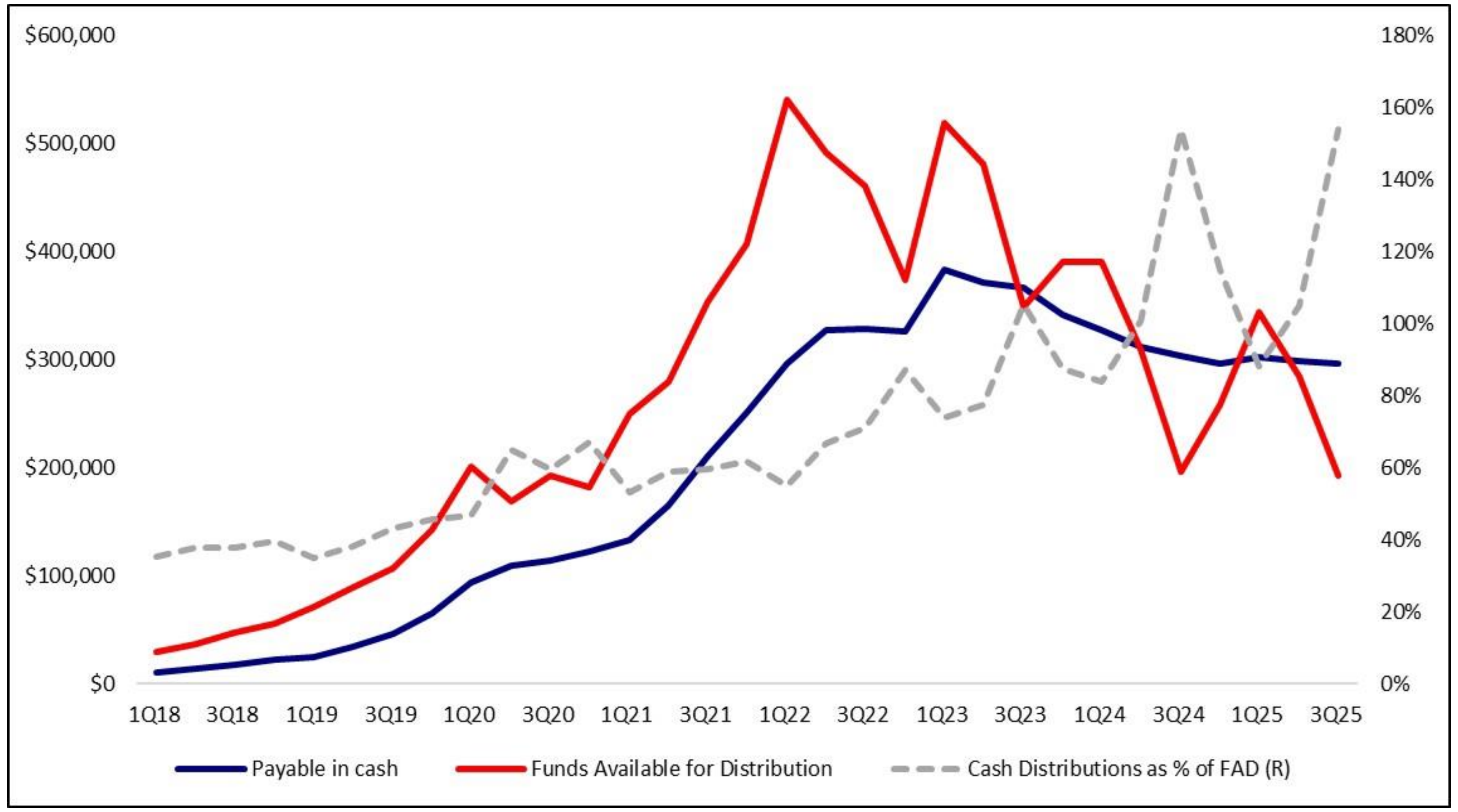
DIVIDEND COVERAGE

BREIT's Distributions as a Proportion of Funds Available for Distribution Reached Nearly 3x BREIT's total distribution and Funds available for distribution



Source: Wolfe Research, Non-Traded REIT Report November 2025 Company Filings

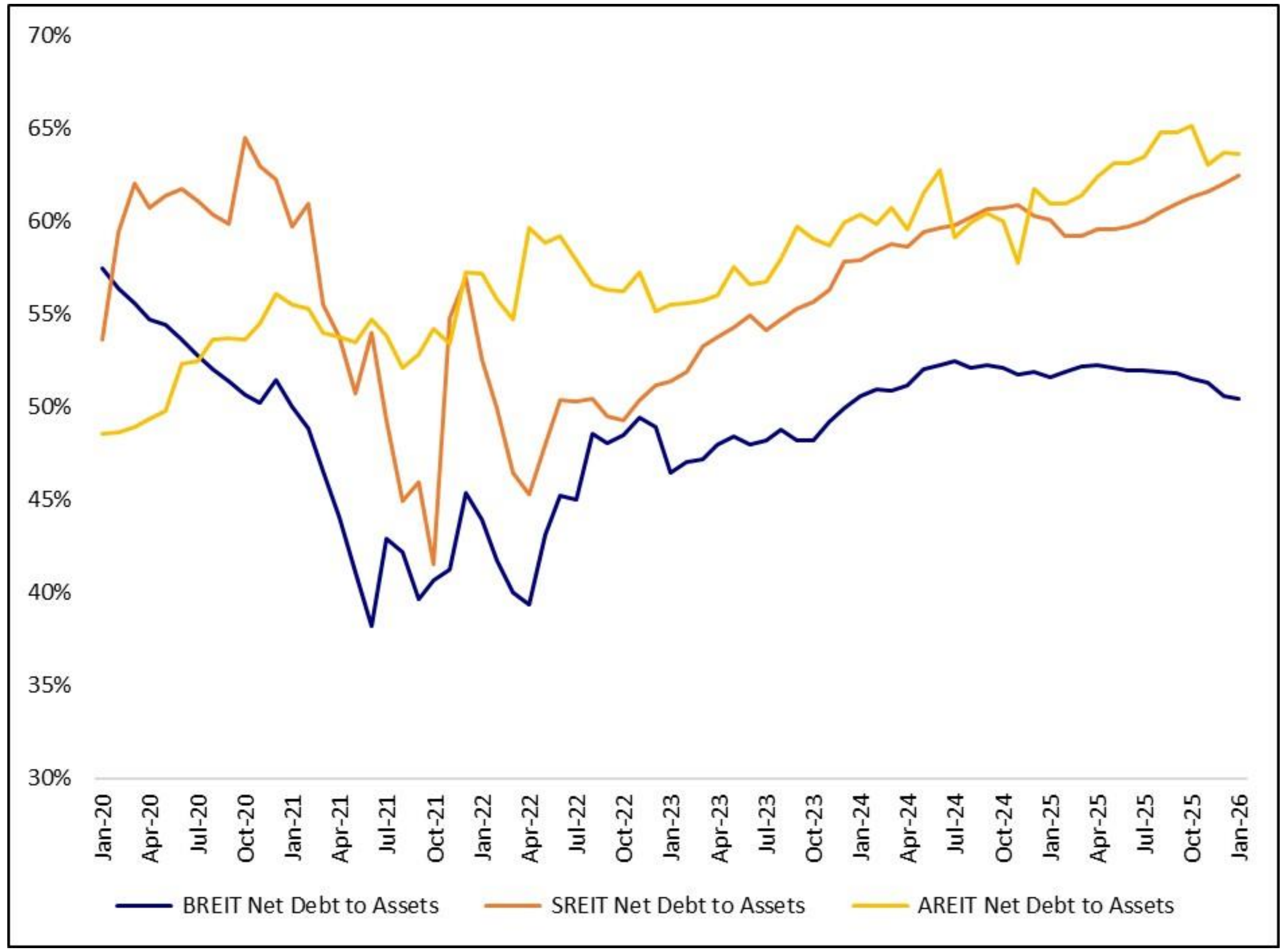
Distribution Paid in Cash Meaningfully Exceeded FAD to Record Levels in 3Q
Cash Distributions as % of Funds Available for Distribution



Source: Wolfe Research, Non-Traded REIT Report November 2025 Company Filings

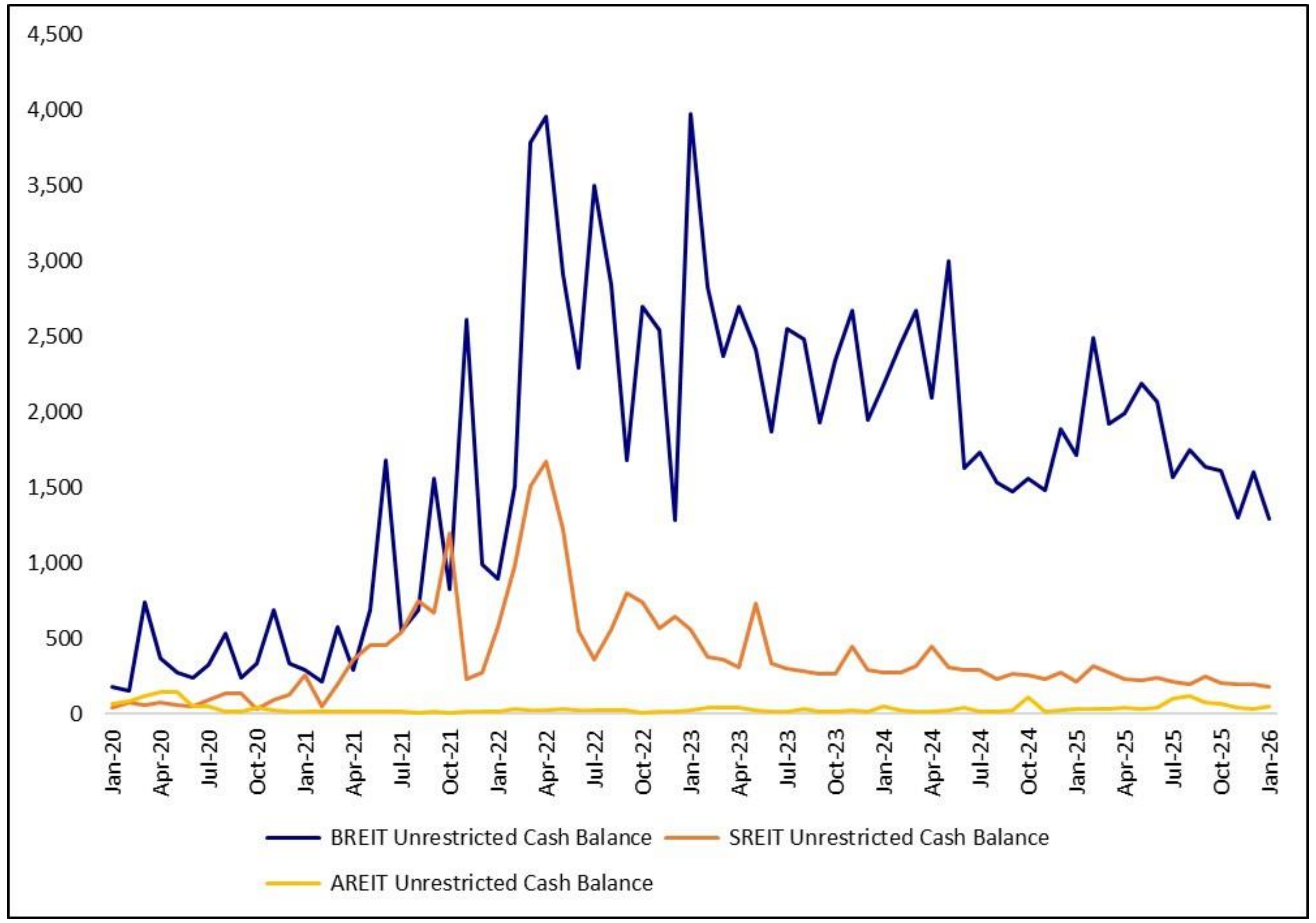
BALANCE SHEET

Leverage Went Down Month over Month for BREIT
Time Series of Net Debt to Total Assets for the Non-Traded REITs



Source: Wolfe Research Non-Traded REIT Report December 2025, Company Filings

Cash Balance Increased for BREIT in January
Time Series of unrestricted cash balance (in $ mm) for the Non-Traded REITs



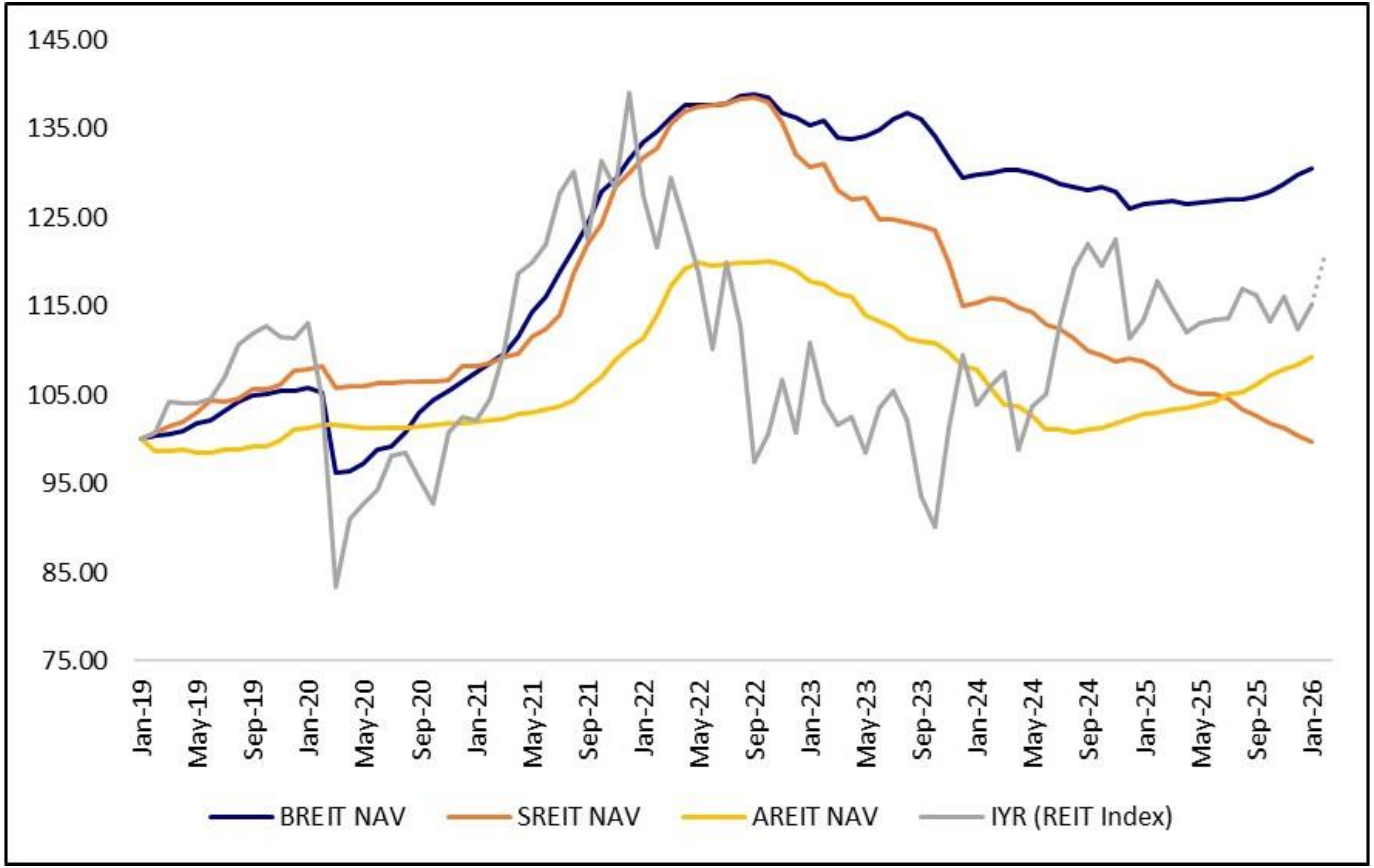
Source: Wolfe Research Non-Traded REIT Report, Company Filings

WOLFE RESEARCH

MARKET CORRELATION

BREIT/AREIT NAVs' Upward Trend Continues, Contrasting SREIT

Time series of REIT index (IYR) to BREIT, SREIT and AREIT NAV (January 31 2019 =100)



Source: Wolfe Research, Company Filings, FactSet Feb-26 IYR Performance taken as of 2/17

WOLFE RESEARCH

The 1031 Academy: Educational Resources for Firms and Teams

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Do not edit
How to change the design

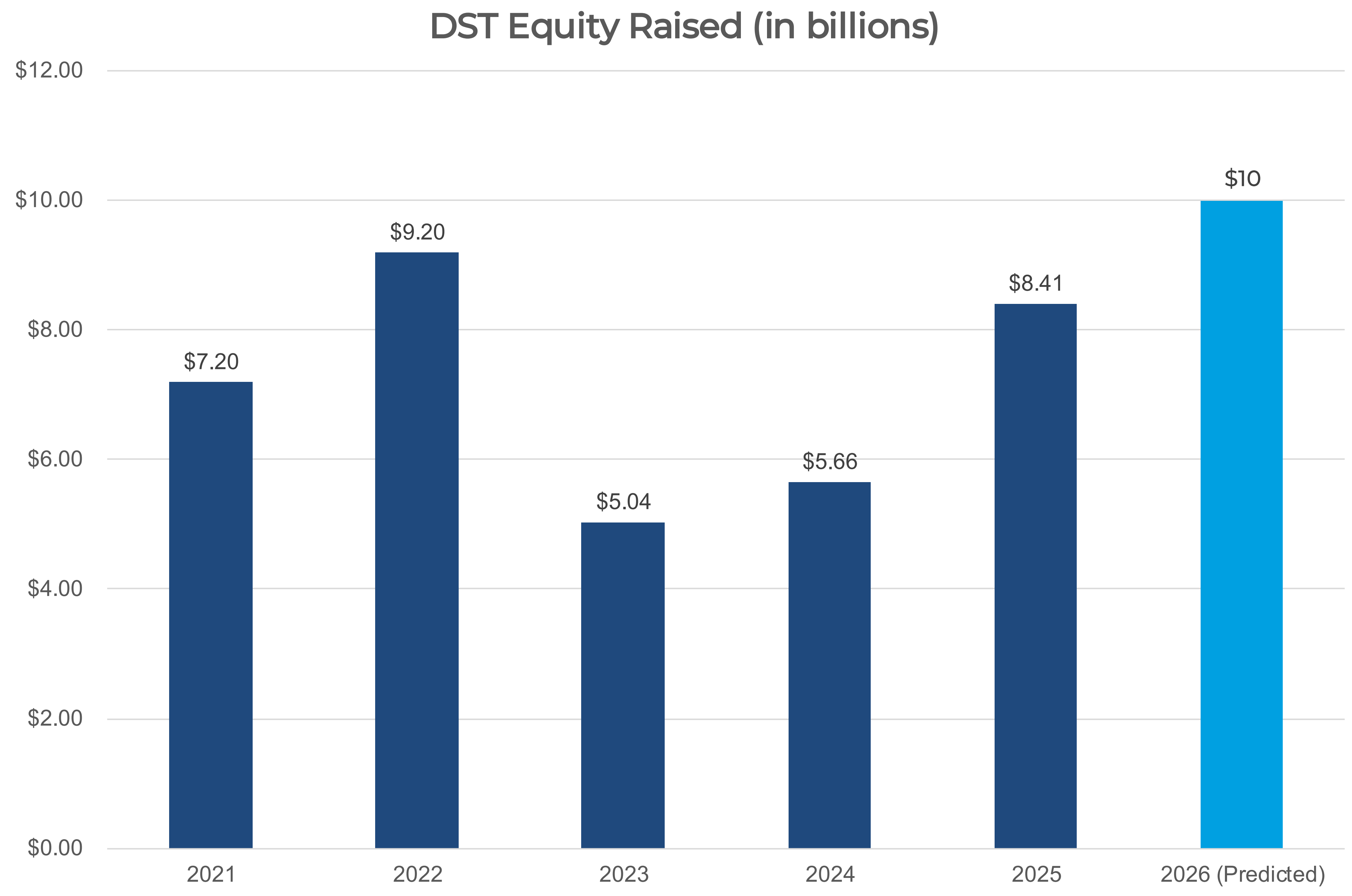
What are you hearing from your team about gaps in education and resources for 1031 exchanges and DSTs?

WHY YOUR TEAM NEEDS 1031 EDUCATION

62% of Financial advisors view advising clients on investment property as a key differentiator, yet only **39% are actively advising on investment properties**

Real estate assets alone could account for roughly **$18 – $25+ trillion** of generational transfer from Baby Boomers to their heirs in coming decades

1031 Exchanges are a powerful tax-deferral tool for real estate investors but are largely underutilized



Source: Mountain Dell Consulting

1031 ACADEMY EDUCATION OFFERINGS

1031 Basics Series

Six core topics to introduce financial professionals to 1031 Exchanges

1031 Academy Courses

In-depth courses customized for your team or office to gain a deeper understanding of 1031 Exchanges

Timely Digital Content

Short social media videos and blog posts covering timely market and industry topics

Webinar Series

Live and on-demand fireside chats to cover market opportunities and industry trends

IRC §1031

Section 1031(a)(1) provides:

"No gain or loss shall be recognized on the exchange of **real property** held for productive use in or a trade or business or for investment if such **real property** is exchanged solely for **real property** of like-kind which is to be held for productive use in a trade or business or for investment."

Note that Section 1031 provides for <u>deferral</u> of taxes, not complete elimination.

THE VALUE OF 1031 EXCHANGES

A 1031 Exchange allows the property owner to potentially defer four levels of taxation:

- Federal Capital Gain (15% to 20%)
- Tax on depreciation recapture (25%)
- State income taxes (up to 13.3%), if applicable
- Net Investment Income Tax (NIIT; 3.8%), if applicable

LONG-TERM CAPITAL GAINS RATES

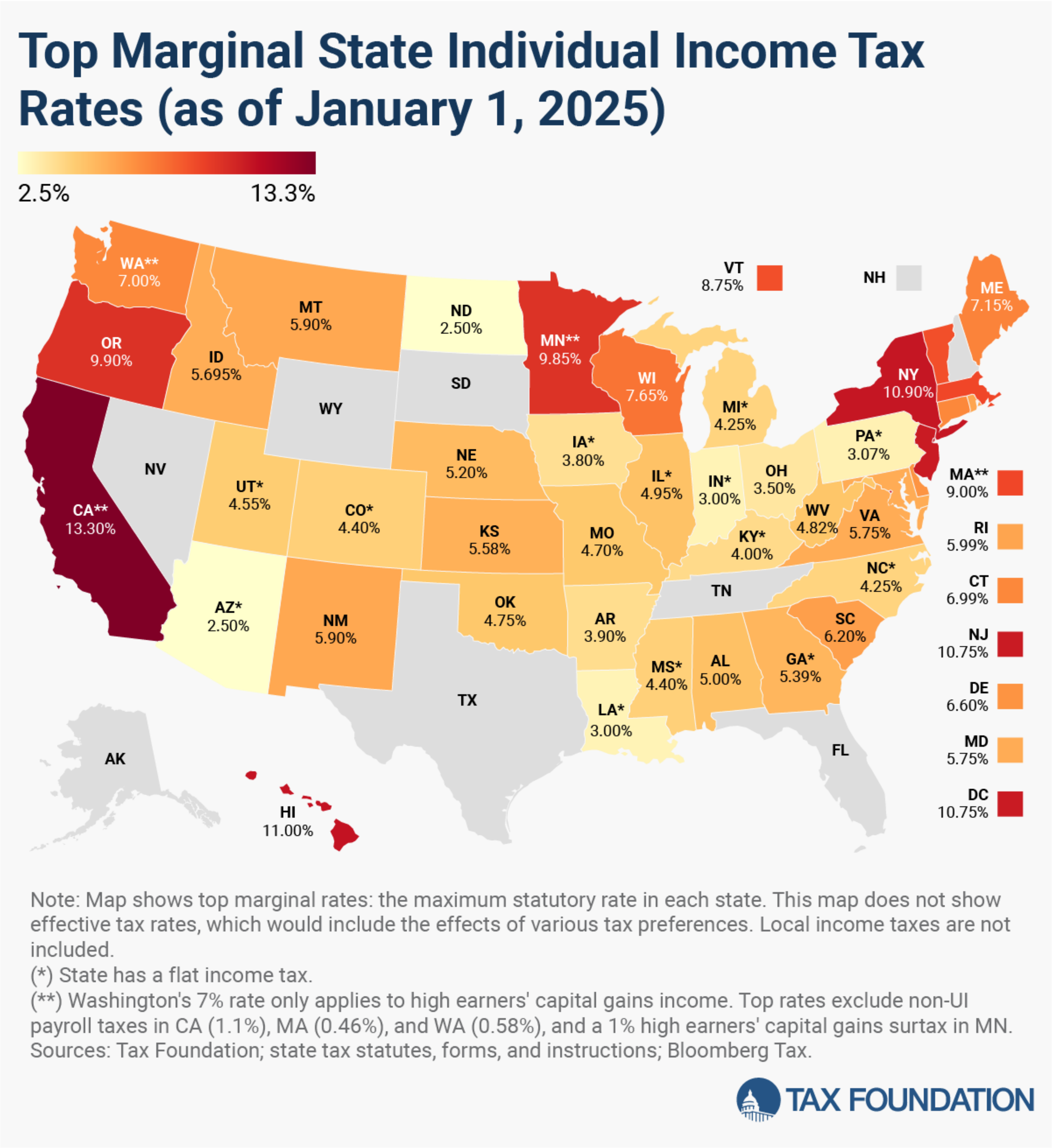
2025 Long-Term Capital Gains Tax Brackets

TAX BRACKET/RATE	SINGLE	MARRIED FILING JOINTLY	HEAD OF HOUSEHOLD
0%	$0 - $48,350	$0 - $96,700	$0 - $64,750
15%	$48,351 - $533,400	$96,701 - $600,050	$64,701 - $566,700
20%	$533,401+	$600,051+	$566,701+

THE COLLEGE INVESTOR

Source: TheCollegeInvestor.com

TAX RATES BY STATE



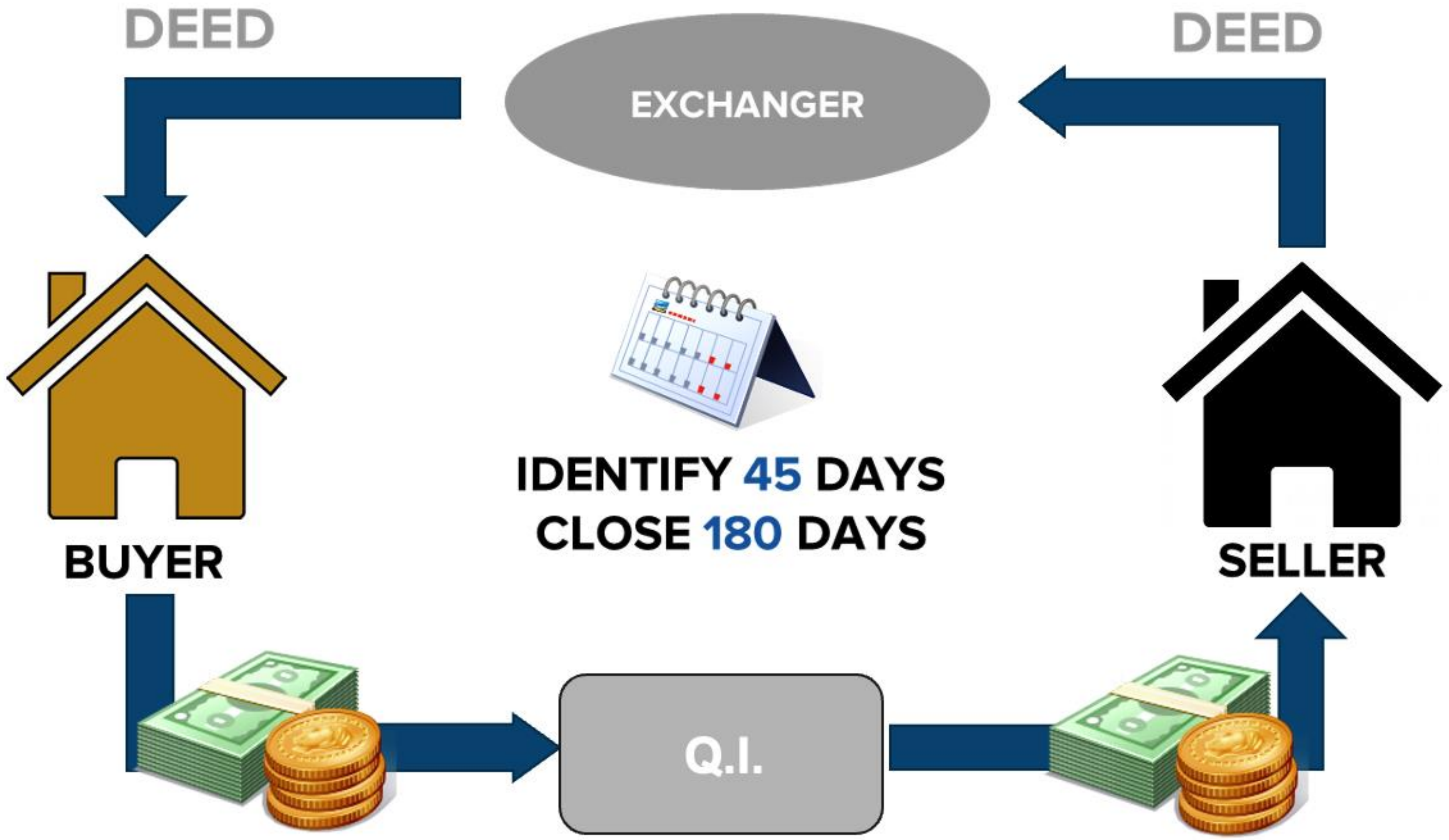
▪ Federal Tax	20%
▪ CA State Tax	13.3%
▪ NIIT	3.8%
▪ Combined	37.1%

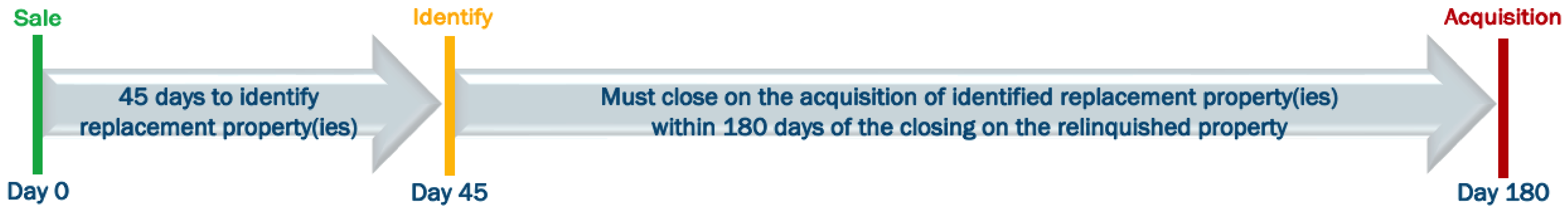
▪ PLUS Depreciation Recapture

SALE VS EXCHANGE

SALE		EXCHANGE	
Sale Price	$900,000	Sale Price	$900,000
Expenses	- $80,000	Expenses	- $80,000
Adjusted Basis	- $220,000		
Taxable Gain	$600,000		
Net After Tax Proceeds ($820,000 – 200,000 taxes)	$620,000	Gross Proceeds (1031 = tax deferral)	$820,000

THE PROCESS


DEED
EXCHANGER
DEED
IDENTIFY 45 DAYS
CLOSE 180 DAYS
BUYER
SELLER
Q.I.


Sale
Identify
Acquisition
45 days to identify replacement property(ies)
Must close on the acquisition of identified replacement property(ies) within 180 days of the closing on the relinquished property
Day 0
Day 45
Day 180

WHAT IS LIKE-KIND?

Real property held for business, trade, or investment

Residential
- Single-Family
- Duplexes
- Multi-Family

Industrial
- Factories
- Data Centers
- Warehouses
- Solar / Wind Farms

Commercial
- Office
- Medical
- Retail

Agricultural
- Pasture Land
- Timber Land
- Farms

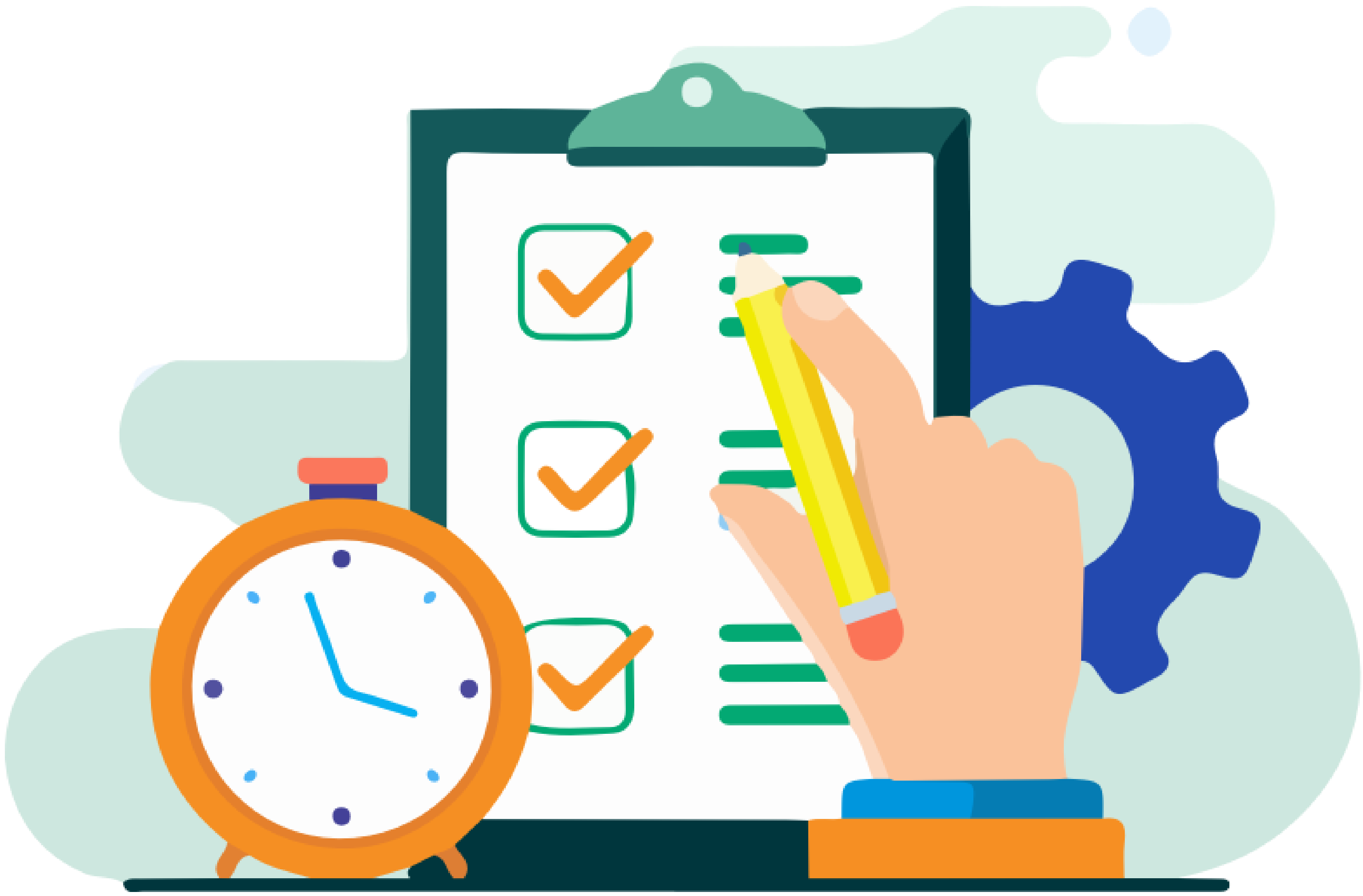
All business or investment real estate is like-kind

DELAYED EXCHANGE – TIME LIMITS

- 1984 Congress amended Section 1031
  - 45-day identification period
  - 180-day exchange period runs concurrently
    - Or due date of tax return, whichever is earlier
  - Calendar days, not business days
  - No extensions
  - Exchange starts on date of recording, or when burdens and benefits of ownership of relinquished property are transferred, whichever is first

IDENTIFICATION REQUIREMENTS

- Signed, and in writing
- Delivered
  - QI or seller of replacement property
- Unambiguously described
  - Street address
  - Legal description
  - Distinguishable name (e.g., Madison Square Garden; Willis Tower; etc.)
- May be revoked or amended, with same formality as above



IDENTIFICATION RULES

3 Property Rule	Up to 3 properties of any value
200% Rule	Any number of properties (greater than three) so long as the value does not exceed 200% of the relinquished properties
95% Rule	Exchanger violated first two rules, therefore must acquire at least 95% of the value of all properties identified

SECTION 1031 IN A NUTSHELL

- To obtain **complete deferral of capital gains taxes**, the taxpayer should:
  - Receive **nothing except like-kind** property
  - Adhere to the 45-day and 180-day time limits
  - Replacement property must be **equal or greater in value** to the relinquished property
  - Must have **equal or greater equity** in the replacement property
  - Must have **replace the debt** on the replacement property
  - Taxpayer must avoid **constructive receipt** of exchange proceeds
    - Use a **qualified intermediary (QI)**

1031 ACADEMY COURSES

1031 Exchange Concepts

Introduction to the basics of 1031 exchanges including time restrictions, like-kind, and more.

Intermediate 1031 Exchanges

Explore related party issues, reverse exchanges, and alternative replacement property options.

Advanced 1031 Exchanges

Review of intermediate topics, and includes (G)(6) restrictions, partnership issues, easements, and other complex issues.

Grow Your Business Through 1031 Exchanges

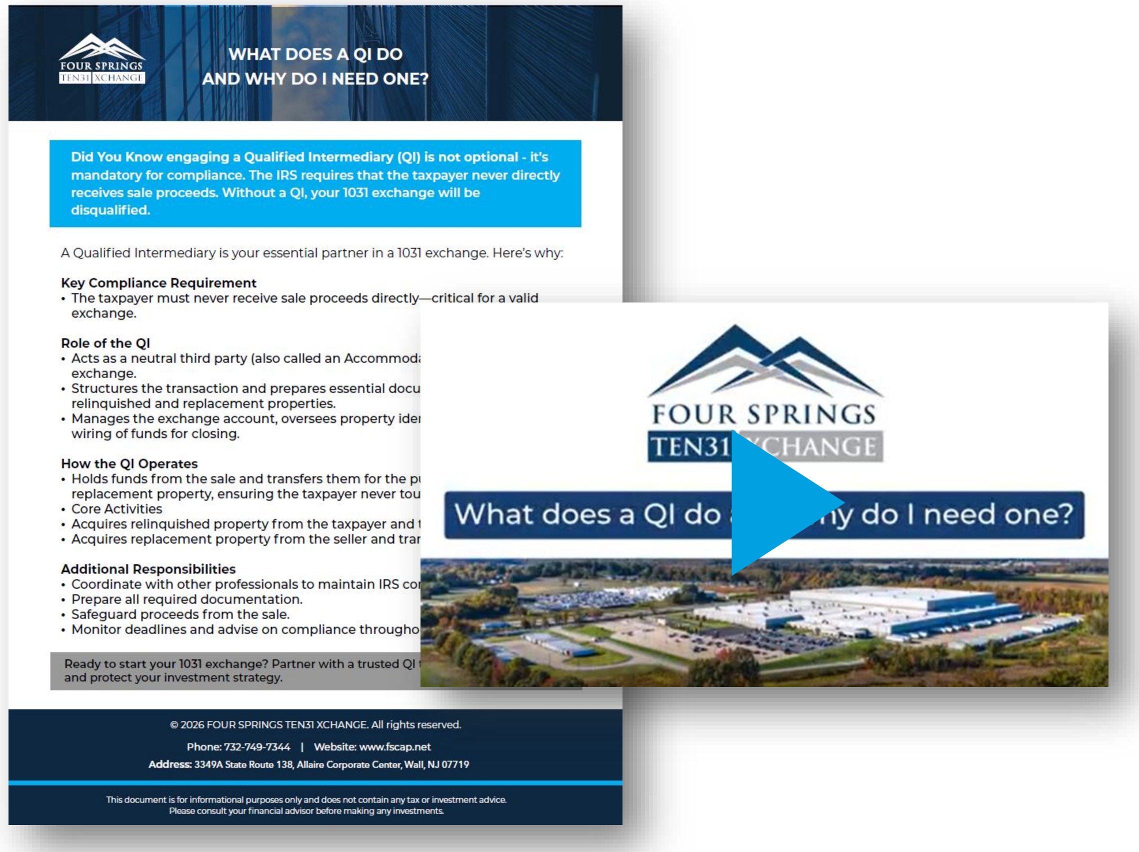
How to educate your clients and include 1031 exchanges in their portfolios to enhance their tax-deferred investment strategy.

Bespoke 1031 Exchanges

A custom course tailored to your team or firm and their educational needs.

Combine multiple courses for a half-day Boot Camp

1031 BASICS SERIES



THANK YOU

FOUR SPRINGS
PARTNER SUMMIT

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TITLE SLIDE

Details

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