

# Starwood Real Estate Income Trust (SREIT) Well-Positioned for the Long-Term

**SREIT is a Hand Selected Portfolio of High-Quality, Stabilized, Income-Producing Real Estate** and seeks to provide investors with a unique combination of portfolio benefits, including<sup>1</sup>:

- Stable, tax-efficient income
- Capital appreciation over time
- Potential hedge against inflation
- Limited correlation to the equity and fixed income markets

**SREIT is managed by Starwood Capital Group**, one of the world's leading real estate investment managers with over 30 years of experience navigating market cycles. We believe SREIT's portfolio is uniquely positioned in the three key areas that matter today and drive performance over the long-term.

## Key Drivers of Performance



All data is as of March 31, 2025 unless otherwise noted. This sales material does not constitute an offer to sell nor a solicitation of an offer to buy or sell securities. An offering is made only by the prospectus. **This material must be read in conjunction with the Starwood Real Estate Income Trust, Inc. prospectus in order to fully understand all of the implications and risks of the offering of securities to which the prospectus relates. A copy of the prospectus must be made available to you in connection with any offering.** No offering is made except by a prospectus filed with the Department of Law of the State of New York. Neither the Securities and Exchange Commission nor any other regulatory body has approved or disapproved of our securities or determined if our prospectus is truthful or complete. Neither the Attorney General of the State of New York nor any other regulatory body has passed on or endorsed the merits of this offering. Any representation to the contrary is a criminal offense. The selected images of certain SREIT investments above are provided for illustrative purposes only, are not representative of all SREIT investments of a given property type and are not representative of SREIT's entire portfolio. For more information, visit [www.starwoodnav.reit](http://www.starwoodnav.reit)

# 1. Asset Class Selection

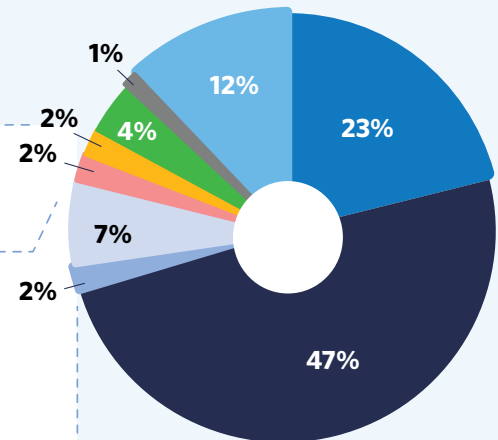
**91%** Allocated to Asset Classes with Strong Long-Term Fundamentals

**87%** Rental Housing, Industrial, and Real Estate Loans

**4%** Other sectors with strong fundamentals

- |                          |                     |          |
|--------------------------|---------------------|----------|
| ■ Market Rate Apartments | ■ Real Estate Loans | ■ Office |
| ■ Affordable Housing     | ■ Self-Storage      | ■ Other  |
| ■ Industrial             | ■ Extended Stay     |          |
| ■ Single-Family Rental   |                     |          |

**Other includes:** Hotels, Medical Office and Retail



## SREIT Rental Housing Portfolio<sup>2</sup>

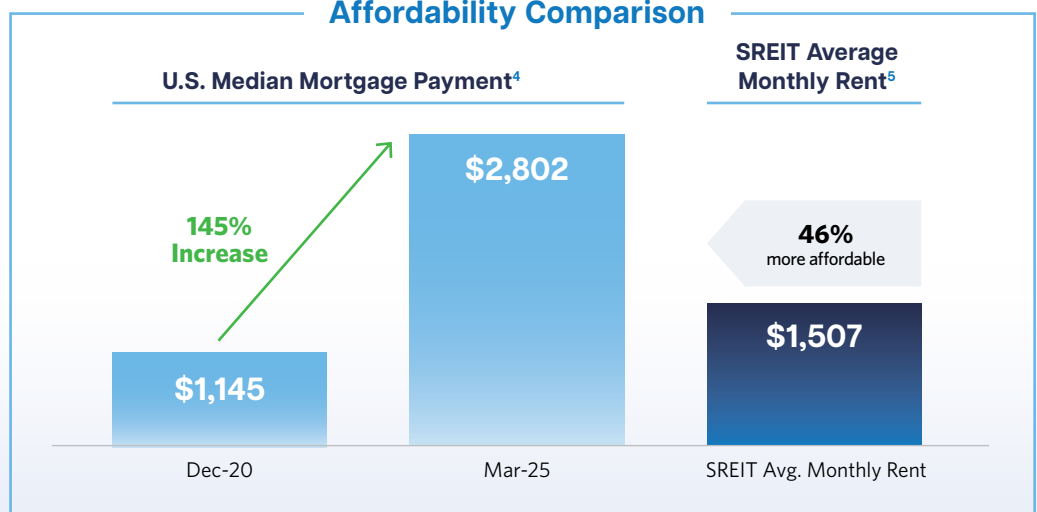
- SREIT's largest asset class: **71% invested in rental housing**
  - Market rate multifamily apartments** (2/3 of our rental housing portfolio)
  - Affordable housing** (1/4 of our rental housing portfolio)
  - Single-family rentals**
- Performance driven by:
  - 4-5 million** unit housing shortfall
  - Relative affordability compared to homeownership
- The rent-to-income ratio is a healthy **22%**<sup>3</sup>
- 96%** occupied since inception



### Driving Demand: Cost of Living

The average rent in our rental housing portfolio is **46% more affordable** than the median U.S. mortgage payment today


### Affordability Comparison

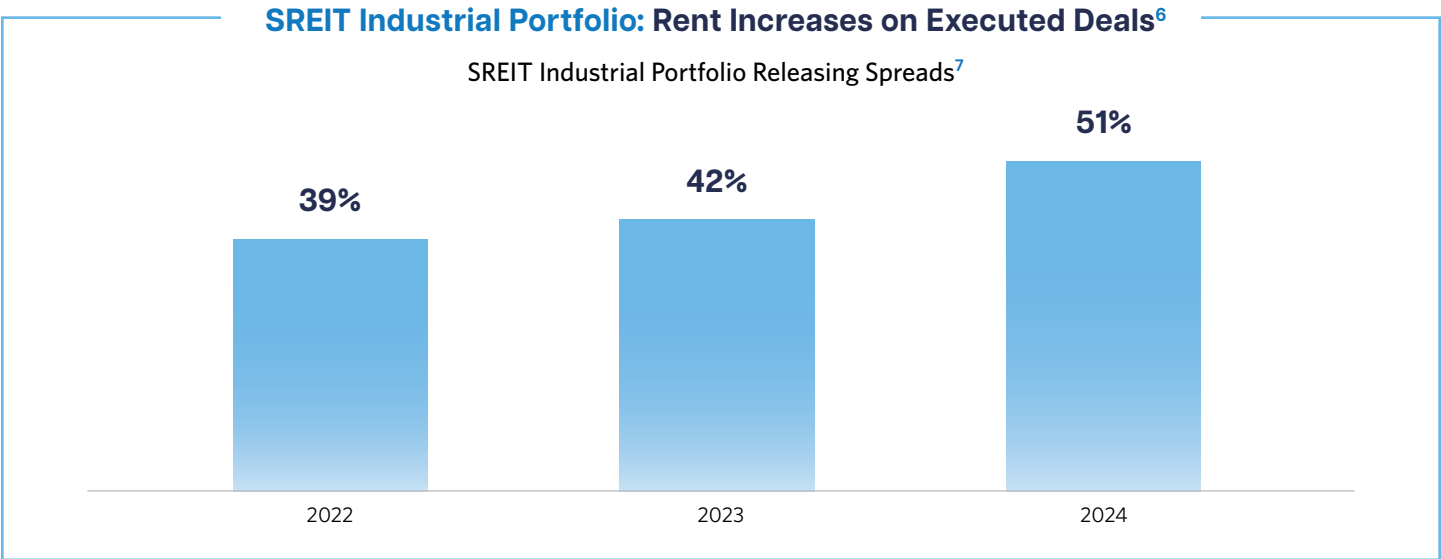


# SREIT Industrial Portfolio<sup>2</sup>

- SREIT's second largest asset class: **12% invested in Industrial**
- 98% occupied** since inception with 4.7-year average lease duration
- In-place leases are **20%** below market
- Performance is driven by the continued growth in e-commerce activity

- Portfolio concentration in infill / last mile and infrastructure centric locations
- Emphasis on mid-bay, multi-tenant assets





## Limited Exposure to Office

Not all office is created equal: SREIT owns Class A or Trophy quality properties that are 89% occupied in strong, low cost markets, with more than 6 years of average lease duration.

**Example of SREIT Office: 60 State Street, Boston, MA**

<ul style="list-style-type: none"><li>Class A/Trophy quality</li><li>Acquired March 2020: 91% occupancy at acquisition</li></ul>	<ul style="list-style-type: none"><li>March 31, 2025: 95% occupied</li></ul>	<ul style="list-style-type: none"><li>In-place rents have grown 15% since acquisition*</li></ul>
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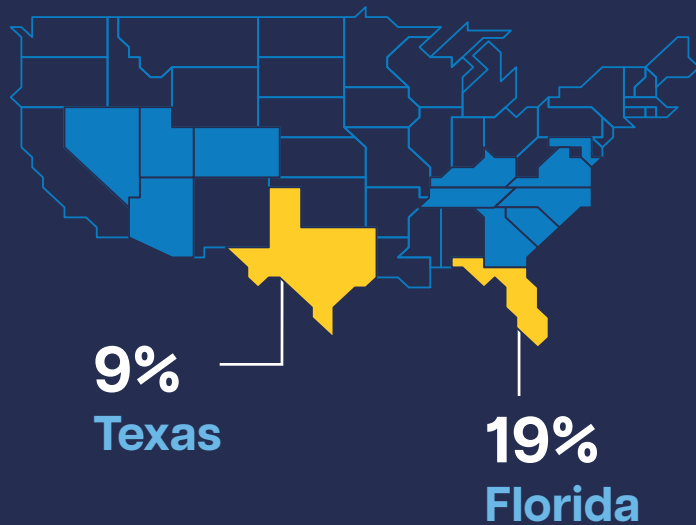


\* Calculation compares November 30, 2024 in-place base rent vs. acquisition, and excludes temporary free rent provided to tenants for recently signed leases.

## 2. Market Selection

### Invested in High-Growth Sunbelt Markets

SREIT is focused in the high-growth Sunbelt markets due to **higher levels of job, income, and population growth**, as well as low-to-no income taxes and better relative affordability when compared to the major gateway markets. We believe affordability and workforce mobility are key factors driving performance for these Sunbelt markets, particularly in rental housing.



**80%**

Concentrated in the Southeast and Southwest U.S.

**~30%**

In the Two Fastest Growing States: Florida and Texas

**9%**

In International Markets For Further Diversification



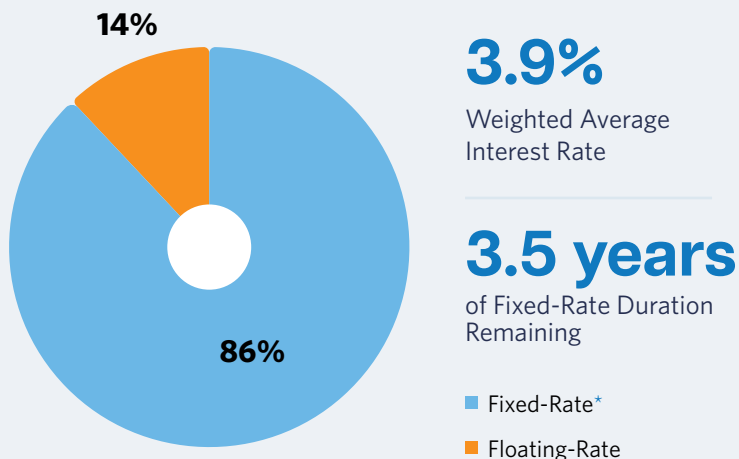


### 3. Debt Structuring

Most importantly, SREIT's debt structure can not be replicated today

This valuable asset enables SREIT to deliver stable, monthly distributions of operating cash flow, and will help SREIT navigate through the current environment.<sup>8</sup>

#### SREIT Balance Sheet



\* Secured property debt; includes fixed-rate debt plus floating rate debt that is hedged with interest rate caps and swaps that are lower than the current SOFR rate.

Only 7% of  
SREIT's Debt  
Financing  
is rolling in  
2025

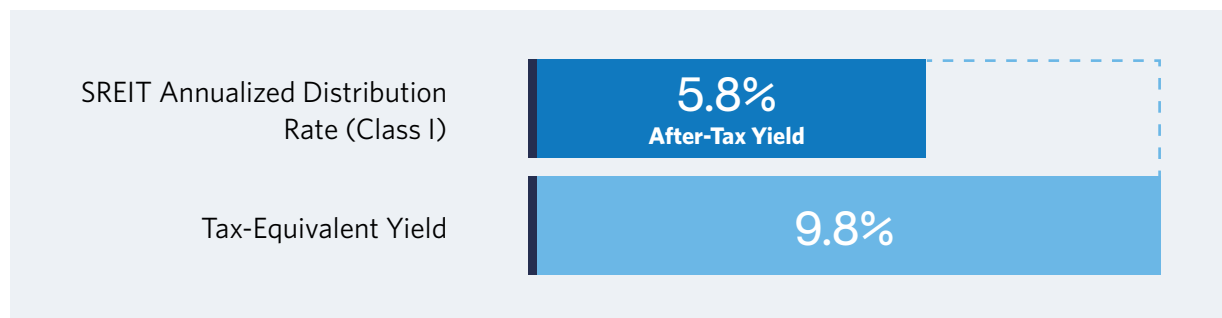


# Why Now?

## 1

### Tax-Efficient Income

Beyond low correlation and low volatility, SREIT has real underlying assets that seek to provide inflation protection and tax-efficient income.<sup>9</sup>



## 2

### Improving Real Estate Dynamics

- **Valuations:** Real estate markets may be at or near bottom
- **Interest Rates:** Lower interest rates are positive for real estate valuations over the long term
- **Capital Markets:** Improving with lenders reentering the market
- **Supply:** Peaking this year but new starts slowing rapidly
  - **Multifamily:** New construction starts are down 57% from peak in April 2022 and are expected to continue to decline further<sup>10</sup>
  - **Industrial:** New construction starts have also declined materially, dropping 76% since a high in 3Q 2022<sup>11</sup>

## 3

### Opportunity to Deploy Capital

- We believe investment opportunities will largely come from the same sectors SREIT already owns: multifamily and industrial
- We anticipate there will be opportunities to invest in debt or preferred equity resulting from owners with loans coming due or broken capital structures
- SREIT will also look to deploy capital into the data center space, which is an area where Starwood Capital has built a significant presence in its other investment vehicles

**If you are considering investing in private real estate, we believe SREIT offers a strong, well-positioned portfolio.**

**To learn more, please visit [www.starwoodnav.reit](http://www.starwoodnav.reit)**

# Disclosures

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**Past performance does not guarantee future results.** Financial data is estimated and unaudited. All figures as of December 31, 2024 unless otherwise noted. Opinions expressed reflect the current opinions of SREIT as of the date appearing in the materials only and are based on SREIT's opinions of the current market environment, which is subject to change. Certain information contained in the materials discusses general market activity, industry or sector trends, or other broad-based economic, market or political conditions and should not be construed as research or investment advice.

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

**Third Party Information.** Certain information contained in this material has been obtained from sources outside Starwood, which in certain cases have not been updated through the date hereof. While such information is believed to be reliable for purposes used herein, no representations are made as to the accuracy or completeness thereof and none of Starwood, SREIT, nor any of their affiliates takes any responsibility for, and has not independently verified, any such information.

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

1. There can be no assurance we will meet our investment objectives. The payment of distributions is not guaranteed and distributions may come from the sale of assets, offering proceeds or borrowings. While our shares are less volatile, they have limited liquidity compared to publicly-traded REITs. The appraisal of properties is subjective and any volatility smoothing biases in the appraisal process may lower the volatility of our NAV and cause our NAV to not accurately reflect the actual value of such properties.
2. Data provided by Starwood Capital Group.
3. Data as of October 2024. Rent to income ratios are based on move-ins in the last 12 months for SREIT's market-rate apartments.
4. Source: Redfin as of March 31, 2025.
5. Average effective rent as of December 31, 2024.
6. Data provided by Starwood Capital Group. For our multifamily investments, occupancy represents the percentage of all leased units divided by the total unit count as of the date indicated. Affordable Housing estimated rents reflect Starwood Proprietary Data and expectations of market/legal rent growth.
7. Rent increases on recent SREIT industrial leasing represent leasing spreads and compare new or renewal rents to prior rents or expiring rents, as applicable. Vacancy reflects trailing 12-month average in SREIT's industrial portfolio.
8. The payment of distributions is not guaranteed and distributions may come from the sale of assets, offering proceeds or borrowings.
9. NAV of non-traded REITs may be subject to volatility related to the values of their underlying assets. A portion of REIT distributions may be tax deferred given the ability to characterize ordinary income as Return of Capital ("ROC"). ROC distributions reduce the stockholder's tax basis in the year the distribution is received, and generally defer taxes on that portion until the stockholder's stock is sold via redemption. Certain non-cash deductions, such as depreciation and amortization, lower the taxable income for REIT distributions. Investors should be aware that a REIT's ROC percentage may vary significantly in a given year and, as a result, the impact of the tax law and any related advantages may vary significantly from year to year. SREIT's return of capital was 92% in 2019, 100% in 2020, 100% in 2021, 100% in 2022, and 100% in 2023. SREIT's Return of Capital for 2024 was 100%, which means the maximum effective tax rate on SREIT's 2024 distributions is 0%. This assumes the maximum ordinary tax bracket of 37% and includes the 3.8% Medicare surtax that is applied to the net investment income above certain thresholds. Please note the effective tax rate is after the 20% reduction in rates introduced under the Tax Cuts and Jobs Act of 2017.
10. Data as of November 2024. Source: U.S. Census Bureau, U.S. Department of Housing and Urban Development.
11. Data as of Q3 2024. Source: CoStar.

## Forward-Looking Statement Disclosure

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

# Summary of Risk Factors

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**An investment in Starwood Real Estate Income Trust, Inc. involves a high degree of risk. These securities are not liquid instruments. You should purchase these securities only if you can afford the complete loss of your investment. You should carefully read the information set forth in the “Risk Factors” section of the prospectus before buying our shares. Risks include, but are not limited to:**

- We have incurred GAAP net losses attributable to stockholders and an accumulated deficit in the past and may incur GAAP net losses attributable to stockholders and continue to have an accumulated deficit in the future.
- This is a “blind pool” offering. You will not have the opportunity to evaluate our future investments before we make them.
- Since there is no public trading market for shares of our common stock, repurchase of shares by us will likely be the only way to dispose of your shares. Our share repurchase plan provides stockholders with the opportunity to request that we repurchase their shares on a monthly basis, but we are not obligated to repurchase any shares and may choose to repurchase only some, or even none, of the shares that have been requested to be repurchased in any particular month in our discretion. In addition, repurchases are subject to available liquidity and other significant restrictions. Further, our board of directors may modify or suspend our share repurchase plan if it deems such action to be in our best interest and the best interest of our stockholders. As a result, our shares should be considered as having only limited liquidity and at times may be illiquid.
- We cannot guarantee that we will make distributions, and if we do we may fund such distributions from sources other than cash flow from operations, including, without limitation, the sale of assets, borrowings, return of capital or offering proceeds, and we have no limits on the amounts we may pay from such sources.
- The purchase and repurchase price for shares of our common stock are generally based on our prior month’s NAV (subject to material changes as described in the prospectus) and are not based on any public trading market. While there are independent annual appraisals of our properties, the appraisal of properties is inherently subjective, and our NAV may not accurately reflect the actual price at which our properties could be liquidated on any given day.
- We have no employees and are dependent on Starwood REIT Advisors, L.L.C. (the “Advisor”) to conduct our operations. The Advisor will face conflicts of interest as a result of, among other things, the allocation of investment opportunities among us and Other Starwood Accounts (as defined in the prospectus), the allocation of time of its investment professionals and the substantial fees that we will pay to the Advisor.
- This is a “best efforts” offering. If we are not able to raise a substantial amount of capital, our ability to achieve our investment objectives could be adversely affected.
- There are limits on the ownership and transferability of our shares.
- If we fail to qualify as a REIT and no relief provisions apply, our NAV and cash available for distribution to our stockholders could materially decrease.
- The acquisition of properties may be financed in substantial part by debt. The use of leverage involves a high degree of financial risk and will increase the exposure of the investments to adverse economic factors.
- Investing in commercial real estate assets involves certain risks, including, but not limited to: changes in values caused by global, national, regional or local economic performance, the performance of the real estate sector, unemployment, stock market volatility and other impacts of the COVID-19 pandemic, demographic or capital market conditions; increases in interest rates and lack of availability of financing; vacancies, fluctuations in the average occupancy and room rates for hospitality properties; and bankruptcies, financial difficulties or lease defaults by our tenants.
- A change in U.S. tax laws could adversely impact benefits of investing in our shares.

Unless otherwise noted, the information in this document is only as of the date hereof and is subject to change. This communication is confidential and is intended solely for the person to whom it has been delivered. It may not be copied or distributed to the public.



Starwood Capital, L.L.C. (FINRA/SIPC) is the dealer manager for the Starwood Real Estate Income Trust, Inc. offering.

For more information, please visit [www.starwoodnav.reit](http://www.starwoodnav.reit)

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