

Types of REITs

	STOCK EXCHANGE-LISTED REITS	PUBLIC NON-LISTED REITS NAV PNLRs	PUBLIC NON-LISTED REITS Life Cycle PNLRs	PRIVATE REITS
Overview	REITs registered with the SEC that are permanent entities whose shares are listed and trade on national securities exchanges, such as the NYSE and NASDAQ.	REITs that are registered with the SEC but whose shares intentionally do not trade on a national securities exchange. NAV PNLRs, which comprise the majority of PNLRs marketed today, are permanent entities that provide shareholders with regular ability to sell shares back to the REIT at the current Net Asset Value (NAV) as described below.	REITs that are registered with the SEC but whose shares intentionally do not trade on a national securities exchange. Life cycle PNLRs are generally limited duration entities that generally do not provide opportunities for investors to sell shares until a major liquidity event at the end of the REIT's "life cycle".	Private REITs, sometimes called private placement REITs, are offerings that are exempt from SEC registration under Regulation D of the Securities Act of 1933 and whose shares intentionally do not trade on a national securities exchange. Private REITs generally can be sold only to institutional investors, such as large pension funds, and/or to "Accredited Investors" generally defined as individuals with a net worth of at least \$1 million (excluding primary residence) or with income exceeding \$200,000 over two prior 2 years (\$300,000 with a spouse).
Share Price	Shares are listed and priced, like any other publicly traded stock, on a national securities exchange, such as the NYSE and NASDAQ.	NAV PNLRs provide NAV updates on a daily, weekly, or monthly basis.	18 months after the conclusion of the offering, Life Cycle REITs provide NAV updates at least annually.	Subject to terms of the offering.
Liquidity	Shareholders can sell shares at any time at the market price. Shares are traded, like any other publicly traded stock, on a national securities exchange, such as the NYSE and NASDAQ.	NAV PNLRs provide liquidity by offering periodic, e.g., typically monthly, repurchase options at the stated NAV up to a certain percentage of declared net asset value.	Traditionally, life cycle PNLRs aimed at providing liquidity through an event such as listing on a national securities exchange, selling all or substantially all its assets, or entering into a merger or business combination.	Shares are not traded on a public securities exchange and are not generally liquid. Redemption programs for shares vary by company and may be limited, non-existent, and/or subject to change.
Asset Valuation	Listed REITs valued by market price and NAV is estimated by buy-side and sell-side analysts.	Published NAV reflecting third party appraisals and portfolio valuation.	18 months after the conclusion of the offering, published NAV reflecting third party appraisals and portfolio valuation.	No public or independent source of performance data available for tracking private REITs.
Performance Benchmarks	Numerous independent performance benchmarks available, including the FTSE Nareit Index family.	Some independent performance benchmarks available.	Performance benchmarks generally not available.	Performance benchmarks generally not available.
Commissions and Servicing Fees	Brokerage fees the same as for buying or selling any other publicly traded stock.	Brokerage costs vary by company and may include upfront commissions which typically have been lower than in life cycle PNLRS and/or trailing servicing fees. Many NAV REITs have multiple share classes with distinct fee structures.	Brokerage costs vary by company and may include upfront commissions and/or performance based trailing fees.	Brokerage costs vary by company, but may include formation fees, annual management fees and a percentage of profits.
Dividends	Required to distribute a minimum of 90% of taxable income to shareholders in the form of dividends.	Required to distribute a minimum of 90% of taxable income to shareholders in the form of dividends.	Required to distribute a minimum of 90% of taxable income to shareholders in the form of dividends.	Required to distribute a minimum of 90% of taxable income to shareholders in the form of dividends.
Management	Typically internally managed by full-time officers and employees.	Typically externally advised and managed by a registered investment advisor under the Investment Advisers Act of 1940.	Typically externally advised and managed.	Typically externally advised and managed.
Minimum Investment Amount	None.	Typically \$1,000 - \$2,500 initial investment. Investors may be subject to suitability requirements imposed by some states.	Typically \$1,000 - \$2,500 initial investment. Investors may be subject to suitability requirements imposed by some states.	Typically \$1,000 - \$25,000; private REITs that are designed for institutional or accredited investors generally require a much higher minimum investment.
Independent Directors	A majority of independent directors required.	A majority of independent directors required.	A majority of independent directors required.	Subject to the terms of the offering.
Investor Control	Shareholders re-elect directors.	Shareholders re-elect directors.	Shareholders re-elect directors.	Subject to the terms of the offering.
Regulation	Subject to regulation by the SEC, state corporation laws, and the rules of the exchanges, e.g., NYSE or NASDAQ.	Subject to regulation by the SEC, FINRA and state corporation and securities law, and NASAA guidelines.	Subject to regulation by the SEC, FINRA and state corporation and securities law, and NASAA guidelines.	Subject to state corporation and securities law.
Disclosure Obligation	Required to make regular financial disclosures including quarterly unaudited and annual audited financial results under the Securities Exchange Act of 1934, including 10-Qs, 10-Ks, 8-Ks and proxy statements.	Required to make regular financial disclosures including quarterly unaudited and annual audited financial results under the Securities Exchange Act of 1934, including 10-Qs, 10-Ks, 8-Ks and proxy statements. Pursuant to FINRA Notice 15-02, Financial Industry Regulatory Authority (FINRA) rules require additional broker-dealer disclosure of valuation methodology.	Required to make regular financial disclosures including quarterly unaudited and annual audited financial results under the Securities Exchange Act of 1934, including 10-Qs, 10-Ks, 8-Ks and proxy statements. Prospectuses are frequently updated and include monthly NAV supplements. Pursuant to FINRA Notice 15-02, Financial Industry Regulatory Authority (FINRA) rules require additional broker-dealer disclosure of valuation methodology.	Exempt from SEC registration and related disclosure requirements under Regulation D.