

Dear BREIT Stockholder,

As we celebrate our fifth anniversary since the launch of Blackstone Real Estate Income Trust, Inc. ("BREIT"), we want to thank you for your continued support. We are proud of our performance once again this year, having generated a 28.7% return for 2021, of which 4.8% represents income.<sup>1,2</sup> Since inception, BREIT has consistently delivered strong results, with a 12.4% annualized net return,<sup>1</sup> outperforming both the listed and unlisted REIT indices.<sup>3</sup>

When we launched BREIT in 2017, we sought to bring Blackstone Real Estate's decades of proven investment experience to individual investors. Over the past five years, we have constructed a high-quality, diversified portfolio built to outperform various market cycles.<sup>4</sup> Our portfolio was resilient during COVID-19, and BREIT is well-positioned in the current market environment. We believe commercial real estate fundamentals remain compelling and, as inflation rises, BREIT can provide a valuable hedge and capture outsized cash flow growth.

Consistent with our time-tested investment approach, our \$94B portfolio is thematically oriented toward areas of high conviction in sectors and markets where we see opportunities for outsized growth.<sup>5</sup> BREIT's real estate portfolio of highly diversified properties are 95% occupied overall and concentrated in markets across the U.S. in the South and West which are experiencing higher population growth.<sup>6</sup> The portfolio is 82% weighted to industrial and residential, two of the best performing sectors where growth is outpacing inflation.<sup>7</sup>

This year, we continued to use BREIT's scale and our ability to move with speed to execute large, complex transactions where competition was limited. Two signature investments, summarized below, included operating platforms with expertise and relationships that enhance our ability to source proprietary investment opportunities.

- **QTS Data Centers** (\$10 billion transaction/\$3 billion at BREIT share) is concentrated in top-tier data center markets and leased to leading tech, media and financial service companies, benefiting from growth in data consumption as the economy moves online.
- **Home Partners of America** (\$6 billion transaction) is an owner/operator of single-family home rentals that makes home ownership accessible to more people with its unique resident-led lease-purchase model. Residential has been a top performing sector because new supply has remained significantly lower than new household formation for the last decade.<sup>8</sup>

We are proud of the differentiated performance we have delivered over the past five years and are grateful for the responsibility you have entrusted with us.

Sincerely,



**Frank Cohen**  
Chairman of the Board  
& Chief Executive Officer



**A.J. Agarwal**  
President & Director



**Wesley LePatner**  
Chief Operating Officer  
& Director



**Brian Kim**  
Head of Acquisitions and  
Capital Markets & Director

## Performance Highlights

# 28.7%

2021 net return  
for Class S<sup>1</sup>

# 12.4%

ITD annualized net  
return for Class S<sup>1</sup>

# 92%

of distributions  
characterized as Return  
of Capital (ROC) in 2021<sup>9</sup>

5 YEAR ANNIVERSARY

## 2021 YEAR IN REVIEW

### Key Highlights

BREIT continues to deliver impressive performance

# 28.7%

2021 net return for Class S<sup>1</sup>

# 12.4%

ITD annualized net return for Class S<sup>1</sup>

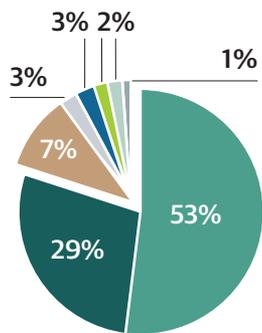
# \$94B

total asset value<sup>5</sup>

### Real Estate Portfolio Snapshot

Diversified portfolio with concentrations in the sectors and markets we believe will outperform<sup>4,6,7</sup>

#### Property Type<sup>10</sup>

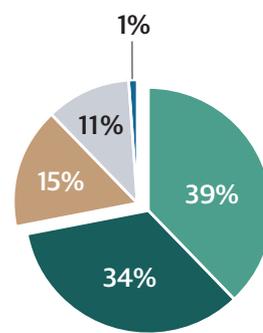


## 82%

concentrated in Residential and Industrial

Residential Industrial Net Lease Hospitality  
Self Storage Data Centers Retail Office

#### Geography<sup>11</sup>



## 73%

concentrated in the South and West regions of the U.S.

South West East  
Midwest Non-U.S.

### 2021 Investment Highlights\*



Home Partners of America  
\$6B purchase price\*



QTS Data Centers  
\$3B purchase price\*



Ace Affordable Housing Portfolio  
\$8B purchase price\*



Canyon 2.0 Industrial Portfolio  
\$2B purchase price\*



Acorn 2.0 Multifamily Portfolio  
\$2B purchase price\*

\*Represents BREIT's purchase price at share.

## NOTES

All figures are approximate and as of December 31, 2021, unless otherwise indicated. The terms "we," "us" and "our" refer to BREIT with reference to portfolio and performance data. In all other instances, including with respect to current and forward-looking views and opinions of the market and BREIT's portfolio and performance positioning, as well as the experience of BREIT's management team, these terms refer to BREIT's adviser, BX REIT Advisors L.L.C., which is part of the real estate group of Blackstone Inc. (together with its affiliates, "Blackstone"), a global investment manager, which serves as BREIT's sponsor ("Blackstone Real Estate").

Certain information contained in this material constitutes "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 the negative versions of these words or other comparable words thereof. These may include BREIT's financial estimates and their underlying assumptions, statements about plans, objectives and expectations with respect to future operations, statements with respect to acquisitions, statements regarding future performance, and statements regarding identified but not yet closed acquisitions. Such forward-looking statements are inherently uncertain and there are or may be important factors that could cause actual outcomes or results to differ materially from those indicated in such statements. BREIT believes these factors also include but are not limited to those described under the section entitled "Risk Factors" in its prospectus and annual report for the most recent fiscal year, and any such updated factors included in its periodic filings with the Securities and Exchange Commission (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 BREIT's prospectus and other filings). Except as otherwise required by federal securities laws, BREIT undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future developments or otherwise.

1. Represents Class S (without sales load) shares. Performance varies by share class. In 2021 net returns for the other share classes are as follows: Class S shares (with sales load) 24.4%; Class T shares (without sales load) 29.4%; Class T shares (with sales load) 25.0%; Class D shares (without sales load) 29.0%; Class D shares (with sales load) 27.1%; Class I shares 30.2%. Inception to date net returns for the other share classes are as follows: Class S shares (with sales load) 11.6%; Class T shares (without sales load) 13.0%; Class T shares (with sales load) 12.2%; Class D shares (without sales load) 13.5%; Class D shares (with sales load) 13.1%; Class I shares 13.4%. Returns shown reflect the percent change in the NAV per share from the beginning of the applicable period, plus the amount of any distribution per share declared in the period. All returns shown assume reinvestment of distributions pursuant to BREIT's distribution reinvestment plan, are derived from unaudited financial information, and are net of all BREIT expenses, including general and administrative expenses, transaction-related expenses, management fees, performance participation allocation, and share class-specific fees, but exclude the impact of early repurchase deductions on the repurchase of shares that have been outstanding for less than one year. The inception dates for the Class S, T, D and I shares are January 1, 2017, June 1, 2017, May 1, 2017 and January 1, 2017, respectively. The returns have been prepared using unaudited data and valuations of the underlying investments in BREIT's portfolio, which are estimates of fair value and form the basis for BREIT's NAV. Valuations based upon unaudited or estimated reports from the underlying investments may be subject to later adjustments or revisions, may not correspond to realized value and may not accurately reflect the price at which assets could be liquidated. As return information is calculated based on NAV, return information presented will be impacted should the assumptions on which NAV was determined prove to be incorrect. Past performance is not necessarily indicative of future results. Inception to date ("ITD") returns are annualized consistent with the IPA Practice Guideline 2018.
2. Represents the income component of the total return for 2021 for a Class S investor and is not representative of all investors' 2021 return. This income return varies by share class and equals 4.9% for Class T, 5.5% for Class D and 5.8% for Class I. Calculation reflects the aggregate amount of 2021 distributions declared assuming the reinvestment of distributions pursuant to BREIT's distribution reinvestment plan, divided by the applicable net asset value per share as of December 31, 2020. Returns are derived from unaudited financial information and are net of all BREIT expenses, including general and administrative expenses, transaction related expenses, management fees, performance participation allocation, and share class specific fees, but exclude the impact of upfront sales commissions and early repurchase deductions on the repurchase of shares that have been outstanding for less than one year. Past performance is historical and not a guarantee of future results.
3. As of December 31, 2021. Listed REITs are represented by the MSCI U.S. REIT Index. Represents the MSCI U.S. REIT Index's annualized total return since January 1, 2017. January 2017 was chosen as the start of the time frame to match BREIT's inception that month. The MSCI U.S. REIT Index is a free float-adjusted market capitalization index that is comprised of equity REITs. The index is based

on MSCI USA Investable Market Index (IMI), its parent index, which captures large, mid and small caps securities. With 137 constituents, it represents about 99% of the U.S. REIT universe. Unlisted REITs are represented by the Stanger NAV REIT Total Return Index's annualized total return from January 1, 2017 to September 30, 2021. January 2017 was chosen as the start of the time frame to match BREIT's inception that month. The Stanger NAV REIT Total Return Index currently includes 17 NAV REITs with a total of 87 separate share classes. NAV REITs are publicly-registered offerings that generally provide liquidity of up to 5% of net assets per quarter (20% per annum) with an underlying reported value that is generally based upon appraisals.

4. A diversified portfolio does not eliminate risk or indicate a higher level of returns.
5. Represents BREIT's total asset value which is measured as (i) the asset value of real estate investments (based on fair value), excluding any third party interests in such real estate investments, plus (ii) the equity in our real estate debt investments measured at fair value (defined as the asset value of our real estate debt investments less the financing on such investments), but excluding any other assets (such as cash or any other cash equivalents). The total asset value would be higher if such amounts were included and the value of our real estate debt investments was not decreased by the financing on such investments.
6. Occupancy is an important real estate metric because it measures the utilization of properties in the portfolio. Occupancy is weighted by the total value of all consolidated real estate properties, excluding our hospitality and net lease investments, and any third party interests in such properties. For our industrial, data center, retail and office investments, occupancy includes all leased square footage as of the date indicated. For our multifamily, student housing and affordable housing investments, occupancy is defined as the percentage of actual rent divided by gross potential rent (defined as actual rent for occupied units and market rent for vacant units) for the three months ended on the date indicated. For our single family rental investments, the occupancy rate includes occupied homes for the three months ended on the date indicated. For our self storage, manufactured housing and senior living investments, the occupancy rate includes occupied square footage, occupied sites and occupied units, respectively, as of the date indicated. Hospitality investments owned less than twelve months are excluded from the average occupancy rate calculation. BREIT is concentrated in markets with high population growth relative to the U.S. average. U.S. Census Bureau, as of July 2020, released in May 2021.
7. Performance of residential and industrial public REITs in 2021 and since BREIT's inception provided by FTSE Nareit Equity REITs. Inflation figures provided by the Bureau of Labor Statistics' Consumer Price Index. BREIT's sector allocation is 53% Residential, 29% Industrial, 7% Net Lease, 3% Hospitality, 3% Self Storage, 2% Data Centers, 2% Retail and 1% Office. Sector allocation weighting is measured as the asset value of real estate investments for each sector category (Residential, Industrial, Net Lease, Hospitality, Self Storage, Data Centers, Retail, Office) against the total asset value of all real estate investments, excluding the value of any third party interests in such real estate investments. "Real estate investments" includes our direct property investments, unconsolidated investments, and equity in public and private real estate-related companies. "Residential" includes multifamily and other types of rental housing such as manufactured, student, affordable and single family rental housing, as well as senior living.
8. Single family rental REITs were one of the top-performing property sectors over the past year. Morningstar as of December 31, 2021. Household formations and completions sourced from U.S. Census Bureau and U.S. Department of Housing and Urban Development, as of year-end 2020 (most recently available annual observation).
9. Represents percentage of distributions characterized as Return of Capital (ROC) in 2021. Each investor's tax considerations are different and consulting a tax advisor is recommended. Any of the data provided herein should not be construed as investment, tax, accounting or legal advice.
10. "Property Type" weighting is measured as the asset value of real estate investments for each sector category (Residential, Industrial, Net Lease, Hospitality, Self Storage, Data Centers, Retail, Office) against the total asset value of all real estate investments, excluding the value of any third party interests in such real estate investments. "Real estate investments" includes our direct property investments, unconsolidated investments, and equity in public and private real estate-related companies. "Residential" includes multifamily and other types of rental housing such as manufactured, student, affordable and single family rental housing, as well as senior living.
11. "Geography" weighting is measured as the asset value of real estate properties and unconsolidated investments for each geographical category (South, West, East, Midwest, Non-U.S.) against the total asset value of all (i) real estate properties, excluding the value of any third party interests in such real estate properties, and (ii) unconsolidated investments. "Non-U.S." reflects investments in Europe and Canada.