

## 2024 ANNUAL SHAREHOLDER LETTER

## Dear Friends and Partners,

*Embrace the uncomfortable.* That was my personal motto for 2024, a year marked by elevated interest rates, heightened market volatility, suppressed asset values, and a scarcity of equity capital for real estate. This challenging backdrop tested every aspect of our resolve as we worked to build an investment platform centered on collaboration, integrity, and conviction.

Despite the headwinds, I find myself reflecting with gratitude and pride on what we accomplished.

## 2024 HIGHLIGHTS

The past year marked significant achievements for PointBlank Ventures:

- 1. Strategic Investments:** Closed 5 transactions with investments ranging from mixed-use, retail, and self-storage. These investments align with our commitment to high-conviction, high-quality assets that drive superior returns.
- 2. Expanded Relationships:** Formalized 2 new Co-GP relationships with market-leading operators, reflecting our belief in collaborative growth.
- 3. Advisory Success:** Delivered tailored strategic advisory services to institutional clients, including the capitalization of one of the southeast's largest master-planned, mixed-use developments.
- 4. Operational Growth:** Strengthened our leadership team and operational capacity with the addition of 2 partners, enabling us to better serve our clients and scale our impact across markets.

Our success is a testament to the relentless work ethic of our team, the trust of our capital partners, and the generosity of our advisors. Together, we've navigated a challenging environment while staying grounded in our integrity and faith. To everyone who has supported us, we extend our deepest gratitude.

## LOOKING AHEAD TO 2025

Nearly two years ago, we set out to build a unique investment platform—one that fosters collaboration over competition, connecting capital to the best opportunities in the Sunbelt. Our Co-GP model, though more complex and financially restrained, aligns with our belief in prioritizing investor needs. This approach not only scrutinizes deals but also rigorously evaluates sponsor expertise, aligning with institutional LPs to ensure long-term value creation.

The challenges of the past few years have created opportunities that may define the next decade, particularly in the Sunbelt—where demographic and economic trends continue to drive demand. A few key insights shape our strategy for the year ahead:

- Sunbelt Resilience:** Markets like Atlanta, Charlotte, Nashville, and Raleigh remain at the forefront of population and job growth, creating sustained demand across multifamily, storage, and mixed-use sectors.
- Opportunities in Distress:** With an estimated \$900 billion in commercial real estate loans maturing in the next two years, we see compelling opportunities to acquire high-quality assets at a discount to replacement cost. This dislocation allows disciplined investors to secure assets with strong fundamentals while repositioning them for future cycles.

- Economic Environment:** Despite lingering macroeconomic uncertainties, easing inflation and potential interest rate cuts in 2025 signal a more favorable environment for real estate investors. Industry reports anticipate a rebound in transaction volumes as financing conditions improve and institutional capital seeks to capitalize on undervalued assets. These shifts, combined with pent-up institutional demand, present a fertile environment for acquiring undervalued assets with long-term growth potential.
- Legislative Impacts:** Shifting legislation and tax policies will create new opportunities for creative real estate strategies. From the potential extension of the Opportunity Zone program to the reinstatement of 100% bonus depreciation, our team will stay ahead of these changes to ensure our investment strategies maximize returns while contributing to long-term, sustainable growth.

Building on these insights, our focus for 2025 is clear and our mission remains unchanged: to build generational relationships by connecting capital to the best opportunities. In 2025, we will:

- 1. Deepen Operator Partnerships:** Collaborate with leading operators (our Co-GP partners) across our target markets and sectors.
- 2. Launch Our First Investment Vehicle:** A critical step in our journey, this investment vehicle will allow us to act with greater speed and precision in seizing market opportunities.
- 3. Prove Our Thesis:** Acquire and enhance irreplaceable, income-producing assets at discounts to replacement costs, proving the strength of our investment strategy.
- 4. Raise Expectations:** We will continue to uphold our core values of integrity, excellence, and responsibility, ensuring that every decision reflects our commitment to delivering exceptional results and raising expectations.

## BURN THE BOATS

Our motto for 2025 is simple: Burn the Boats. It reflects our commitment to bold, decisive action in the face of uncertainty—rooted in our unwavering belief in our partners, our team, and our collective vision.

We approach this year energized by the possibilities, humbled by the challenges, and deeply grateful for the trust you place in us. Thank you for being an integral part of PointBlank Ventures.

Warm Regards,



**Jared R. Londry**  
Managing Partner, PointBlank Ventures