



BIRGO
REALTY

**THRIVE
REPORT**

2024



2024: Community – Together We THRIVE

As we reflect on the year of 2024, we are inspired by the ways our theme, “**Community: Together We THRIVE**”, has shaped our journey this year. With gratitude for the dedication and creativity of our team, the trust of our investors, and the support of our partners, we can proudly say that this year has been defined by connection and collective progress.

Of course, we experienced noteworthy challenges in 2024. Persistently higher interest rates and broad uncertainty in the real estate market tested both our team and our strategy. But such challenges often clarify what matters most, and we leaned into our values – Teamwork, Humility, Rhinoceriality, Integrity, Vision, and Excellence – to guide us through adversity and deliver another year of strong results.

Despite the headwinds, 2024 has been a remarkable year:

- **Residents:** We served **4,314 residents**, ensuring their homes are places of safety and stability.
- **Investors:** We crossed over **\$45m of distributions**, achieving a **22.2% IRR** on exited assets, and we grew our investor base to **235 individuals** across **26 states**, a reflection of the trust that fuels our work.
- **Team:** Our team expanded to over **100 Birgonites**, each contributing their unique talents to our mission of improving lives through real estate.
- **Properties:** We closed over **\$73 million in transactions** and now serve **66 properties**, creating jobs and enhancing communities along the way.
- **Community Engagement:** Our team contributed over **400 hours to community service**, strengthening connections and fostering goodwill.

Beyond the metrics, this year was about deepening relationships and building community. From addressing loneliness among residents with events and initiatives, to fostering team spirit through collaboration and celebration, we’ve witnessed the profound impact of coming together with purpose.

As we look ahead to 2025, we are filled with excitement and optimism. Together, we have proven that community is not just a theme, but the foundation of all we do. It’s what propels us forward and unites us in our mission.

Thank you for being an integral part of this journey. Your contributions have made all the difference, whether as a team member, investor, or partner. **Together, as a community, we thrive.**

With gratitude,

Dan Croce Andrew Reichert Shannon Reichert



Impact Statement

Birgo has a strong commitment to a high standard of **social, financial, and environmental stewardship**. Our **impact framework** connects our actions to a defined set of outcomes and identifies major elements of change that we believe are **key to improving lives through real estate**. By measuring our impact, we can reflect and make informed decisions, focusing our resources on the highest priorities to maximize our impact.





Our Residents



Number of Residents Served:
4,314

Third-Party Rent Assistance:
\$855,259

Our Average Rent:
\$926

Our Avg Rent as a % of HH Income:
26%

Resident Satisfaction:
4.5/5.0



JESSE M.
The Trails at Mariemont

“ March 2024, we moved into The Trails at Mariemont, we both felt so welcomed by the staff. Our reason for moving was so my wife could have a one floor plan due to her having stage 4 Metastatic Breast Cancer. Her final days were well spent here, no steps, friendly neighbors, as well as the property manager Jason. It made Angie's last day easy. She passed on Sept. 23, 2024 and I was able to move onto a one bedroom shortly after. All I can say is thank you for everything! ”



Our Investors

Number of Birgo Capital Investors:
235

Number of States Birgo Capital Investors Are From:
25

Number of Investors Who Have Invested in Multiple Funds
133

Capital Payback:
\$45,245,486

Investor Satisfaction:
4.6/5.0

Quarters of Consecutive Distributions
29

IRR:
22.2%

Our stewardship of investor capital allows our investors to impact the world through their various endeavors, some of which are highlighted below.



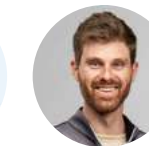
Sanjeev Bahri

Sanjeev founded and opened the Mgunga Serengeti safari lodge in Tanzania in collaboration with the Tanzanian government.



Michael Butler

Michael is the CEO of Cascadia Capital and opened up the firm's 6th office, with the newest location in mid-town Manhattan.



Troy Demmer

Troy completed a capital raise of \$100 million for Pittsburgh-based Gecko Robotics.



Ali Swart

Ali was promoted to Partner and Managing Director of Wealth Planning at Pittsburgh-based Waldron Wealth Management.



Arun Gupta

Arun celebrated the launch of his book "Venture Meets Mission: Aligning People, Purpose, and Profit to Innovate and Transform Society".





Our Team

Number of Employees Served:
102

Number of Employee Outings:
12

Employee Satisfaction:
4.5/5.0
★★★★☆



“ Birgo is the first company I’ve ever worked for that goes above and beyond to help you feel appreciated and heard as an employee and not as just an “employee” but an important piece to the company. Birgo felt like a welcoming and positive family from day one and everyone in the company wants to see you succeed in and out of the work day. ”



BROOKE MOLLICA



JASON TREXLER

“ Birgo is - hands down - the best company I’ve ever worked for! It’s so refreshing to be employed at an organization that really cares about its people, tenants and lives its core values. It’s a privilege to work here, and I can’t think of anywhere else I’d rather work! Thank you, Birgo, for this opportunity! ”

Professional Development Hours:
3,372

Mental Health, Counseling, Wellness Hours:
1,912

Female and/or BIPOC Team Members
56%

“ I love working at Birgo because of the culture. It is built on collaboration, respect, and a shared commitment to excellence. We celebrate each other’s successes, value diverse perspectives, and create an environment where everyone feels supported and empowered to thrive. ”



MELISSA LINDNER





Our Properties

Number of Properties Served:

66



Dollars Towards Property/
Community Improvements:

\$5,375,000



“Living in this Maplewood apartment has been an absolute dream! From the modern amenities to the convenient location, every aspect of my experience has been top-notch. I would also like to thank Jakob for making the process of applying for the apartment simple and stress free. I give it a glowing 5-star review without hesitation.”

ANDREW O.
Maplewood West Apartments



“Shout out to Birgo Realty in North Versailles, PA. Maintenance always does an excellent job anytime something needs to be fixed or done. They respond quickly to resolve any issues which makes it really nice to live here. Claudette and her staff have shown themselves to be not just professional but also compassionate and understanding in certain difficult situations, which truly means a lot to me, more than they know. I love how they are updating the apartments, painting the hallways, and replacing the carpeting. Thanks to the people who cut the grass and plow the snow in the winter, and everyone else who keeps this place looking so great!”



ELIZABETH D.
Landmark Apartments



Our Communities

Number of Communities Served:
27

Hours of Community Service:
403



**LIGHT OF LIFE
RESCUE MISSION**
Pennsylvania

“ We couldn't do what we do without your help. Thank you for your work and the ways you sacrifice and serve to love people well. ”



Our Environment

Electricity and Related Money Saved:

kWh Saved:
1,828,901

Dollars Saved:
\$201,179

Tons of CO2 Saved:
809

Water and Related Money Saved:

Gallons Saved:
31,478,695

Dollars Saved:
\$992,838

Tons of CO2 Saved:
128





Our Core Values
THRIVE

Teamwork
Humility
Rhinocerality
Integrity
Vision
Excellence