



## EXECUTIVE SUMMARY

Since 1983, Hartman<sup>1</sup> has maintained its value-oriented investment focus. Hartman seeks to take advantage of its leasing and property management divisions to generate increased operating income to enhance property values, rather than relying only on periodic lease rate increases and an improving economy to increase property values.

## WHO MIGHT CONSIDER INVESTING?

### Investors Who Seek:

- Consistent monthly distributions<sup>6</sup>
- Growth in the value of their investment
- Greater portfolio diversification via a passive, non-correlated, real estate investment

## INVESTMENT OBJECTIVES:<sup>2</sup>

- Pay attractive and stable cash distributions to stockholders
- Preserve, protect and return stockholders' capital
- Realize growth in the value of our investments
- Offer intermittent liquidity at NAV through an ongoing quarterly redemption program\*

## SHARE REDEMPTION PROGRAM:<sup>7</sup>

### FOR CLASS S, CLASS A, AND CLASS T

ANNIVERSARY YEAR	REDEMPTION PRICE
1 <sup>st</sup> – 3 <sup>rd</sup> YEAR	NO REDEMPTION
THEREAFTER	NAV

### FOR CLASS I

ANNIVERSARY YEAR	REDEMPTION PRICE
1 <sup>st</sup> YEAR	NO REDEMPTION
THEREAFTER	NAV

<b>Program Size<sup>3</sup></b>	\$185,000,000
<b>Investment Vehicle</b>	Real Estate Investment Trust (REIT) common shares
<b>Price per Share<sup>4</sup></b>	Class I Shares: \$10.17 (DRIP Shares: 10.17) Class S Shares: \$10.55 (DRIP Shares: \$10.17) Class A Shares: \$11.31 (DRIP Shares: \$10.17) Class T Shares: \$10.83 (DRIP Shares: \$10.17)
<b>Net Asset Value</b>	\$10.17 for all share classes
<b>Minimum Investment</b>	\$10,000 non-qualified (\$5,000 qualified)
<b>Holding Period<sup>5</sup></b>	This is a NAV REIT offered in perpetuity. Investors may redeem shares on a quarterly basis at NAV without penalty*
<b>Annual Distribution<sup>6</sup></b>	Class I Shares: 6.39% (based on \$10.17 purchase price) Class S Shares: 5.16% (based on \$10.55 purchase price) Class A Shares: 5.75% (based on \$11.31 purchase price) Class T Shares: 5.00% (based on \$10.83 purchase price, net of shareholders services fee)
<b>Tax Reporting</b>	Form 1099
<b>Property Types</b>	Office, retail, light industrial, warehouse
<b>Property Locations</b>	Markets and sub-markets with high growth potential
<b>Acquisition Leverage<sup>8</sup></b>	Target 50%
<b>Target Acquisition Size</b>	\$5–\$15 Million

<sup>1</sup>"Hartman" refers to Allen R. Hartman and all affiliated companies. <sup>2</sup>There can be no assurance that these objectives will be achieved. <sup>3</sup>Effective January 14, 2020, we are offering \$185,000,000 of our common shares to the public and \$4,000,000 of DRIP shares in our initial public offering. <sup>4</sup>Each share class has different commission schedules and Class T shares have an annual distribution and shareholder service fee. The 1% annual shareholder servicing and distribution fee is limited as set out in the Prospectus and is deducted from distributions paid. Class A shares have a higher front end selling commission of 7%, which is a one time fee charged at the time of purchase; however, there is no ongoing distribution and shareholder fee. <sup>5</sup>This goal is not a requirement of the company and the company has no obligation to execute on this goal. Shares of our common stock are illiquid. No public market currently exists for our shares, and our charter does not require us to liquidate our assets or list our shares on an exchange by any specified date, nor does it ever require that we provide a liquidity event for our shareholders. If you purchase shares in this offering, it will be difficult for you to sell your shares, and if you are able to sell your shares, you will likely sell them at a substantial discount. Neither our company's articles nor bylaws require that we execute on this goal. No adverse consequences will occur to our external advisor if this goal is not achieved. The current offering ends January 14, 2022 unless sooner terminated or extended a follow-on offering to January 14, 2023. The company must obtain the approval of a majority of our shareholders to defer the liquidation or to approve an alternate strategy if the company has not begun the process of liquidation as set forth in the Prospectus. <sup>6</sup>While the program has and continues to pay distributions monthly, the issuance of distributions is not guaranteed. To date, distributions have been paid from offering proceeds and in the future may be paid from offering proceeds and other sources other than cash from operations. For the period of inception to December 31, 2018, 100% of distributions have been paid from offering proceeds. <sup>7</sup>The "Share Redemption Program" is at the discretion of the Board of Directors and is limited annually to no more than 5% of the weighted average number of shares outstanding during the 12-month period immediately prior to the effective date of the redemption. The Board may suspend or terminate the program at any time. The minimum number of shares presented for redemption shall be at least 25% of the shareholder's shares. <sup>8</sup>Our board of directors has adopted a policy to generally target our aggregate borrowings to approximately 50% of the aggregate value of our real property assets unless substantial justification exists that borrowing a greater amount is in our best interests. 50% leverage is a future target. vREIT XXI is currently in the offering period during which time borrowings may exceed this amount.

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## CONSIDER THESE RISK FACTORS BEFORE INVESTING

THIS IS NEITHER AN OFFER TO SELL NOR A SOLICITATION OF AN OFFER TO BUY THE SECURITIES DESCRIBED HEREIN. AN OFFERING IS MADE ONLY BY PROSPECTUS FILED WITH THE SECURITIES AND EXCHANGE COMMISSION ("SEC"). THIS SALES AND ADVERTISING LITERATURE MUST BE PRECEDED OR ACCOMPANIED BY A CURRENT HARTMAN vREIT XXI, INC. ("vREIT XXI") PROSPECTUS. AS SUCH, A COPY OF THE CURRENT PROSPECTUS MUST BE MADE AVAILABLE TO YOU IN CONNECTION WITH THIS OFFERING AND SHOULD BE READ IN ORDER TO MORE FULLY UNDERSTAND THE IMPLICATIONS AND RISKS OF THE OFFERING OF SECURITIES TO WHICH IT RELATES. NON-TRADED REIT INVESTMENTS ARE NOT SUITABLE FOR ALL INVESTORS. INFORMATION ABOUT INVESTING IN A SPECIFIC NON-TRADED REIT MUST BE ACCOMPANIED BY A PROSPECTUS, WHICH SHOULD BE READ PRIOR TO INVESTING.

Neither the SEC nor any other state or federal regulator has passed on or endorsed the merits of this offering or these securities or confirmed the adequacy or accuracy of the prospectus. Any representation to the contrary is unlawful.

All information contained in this material is qualified in its entirety by the terms of the current prospectus. Investors should consider a program's investment objectives, risks, charges and expenses before investing. The achievement of any goals is not guaranteed. For more complete information about investing in vREIT XXI, including risks, charges and expenses, refer to our prospectus. Securities offered through D.H. Hill Securities, LLLP, Member FINRA/SIPC, 1543 Green Oak Place, Suite 100, Kingwood, TX 77339. 800.880.2212.

**Please read the prospectus in its entirety, before investing, for complete information and to learn more about the risks associated with this offering such as:**

- Shares of our common stock are illiquid. No public market currently exists for our shares, and our charter does not require us to liquidate our assets or list our shares on an exchange by any specified date, nor does it ever require that we provide a liquidity event for our shareholders. If you purchase shares in this offering, it will be difficult for you to sell your shares, and if you are able to sell your shares, you will likely sell them at a substantial discount.
- We set the initial offering price of our shares arbitrarily. It is unrelated to the book or net value of our assets or to our expected operating income.
- We have no operating history, and because we have not identified any investments to acquire with offering proceeds, we are considered to be a "blind pool." You will not have the opportunity to evaluate our investments before they are acquired.
- We are dependent on our Advisor and its affiliates to select investments and conduct our operations and this offering. Adverse changes in the financial condition of our Advisor or our relationship with our Advisor could adversely affect us.
- There are substantial conflicts of interest regarding compensation, investment opportunities and management resources among our Advisor, our Sponsor, our affiliates and us. Our agreements with our affiliates were not determined on an arm's-length basis and may require us to pay more than we would if we exclusively dealt with third parties.
- This is a "best efforts" offering. If we are unable to raise substantial funds then we may lack diversification in our investments.
- We expect to incur debt, which could adversely impact your investment if the value of the property securing the debt falls or if we are forced to refinance the debt during adverse economic conditions.
- Our charter permits us to pay distributions from any source, including from offering proceeds, borrowings, sales of assets or waivers and deferrals of fees otherwise owed to our Advisor. As a result, the amount of distributions paid at any time may not reflect the performance of our properties or our cash flow from operations. Any distributions paid from sources other than cash flow from operations may reduce the amount of capital we can invest in our targeted assets and, accordingly, may negatively impact your investment.
- There is no guarantee that we will pay distributions at any particular level, or at all. If distributions are declared and paid, the amount of the distributions paid may decrease or distributions may be eliminated at any time. Due to the risks involved in the ownership of real estate, there is no guarantee of any return on your investment, and you may lose all or a portion of your investment.
- If we fail to qualify as a REIT, the amount of income available for distributions to be paid to you will be reduced.
- We pay substantial fees and expense reimbursements to our advisor and its affiliates. These fees and reimbursements were not negotiated at arm's length and therefore may be higher than fees payable to unaffiliated parties..

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