

Bluerock Names Former Morgan Stanley Exec to Head National Accounts

Bluerock Capital Markets, a distributor of investment products and the dealer manager for Bluerock Real Estate, has hired former executive director and head of national accounts for Morgan Stanley Investment Management, Emily Calcagno, to serve as the executive vice president and head of its national accounts and relationship management group.

In her new role, Calcagno will be responsible for managing the national accounts team to further develop strategic partnerships with broker-dealers, increase Bluerock's brand awareness, open new distribution channels, and grow Bluerock Capital Markets' sales and distribution platform nationally.

Bluerock's offering platform includes an institutional closed-end real estate interval fund, Total Income+ Real Estate Fund; Bluerock Residential Growth REIT's preferred stock and warrants offering, and Bluerock Value Exchange's 1031-exchange programs.

"Emily's background and extensive experience in successfully managing a large team of national accounts managers in all channels of distribution including the major wirehouses, regional member firms, independent broker dealers, banks and registered investment advisors, completes the last leg of our latest strategic initiative to fully expand our institutional product offerings into all distribution channels as well as further accelerate our expansion into the wealth RIA markets," said Jeffrey Schwaber, CEO of Bluerock Capital Markets.

Calcagno has more than 18 years of capital markets experience and has held multiple leadership roles, most recently, serving as head of national accounts for Morgan Stanley Investment

Management since 2011.

Calcagno previously served as vice president of relationship management for RiverSource Investments and senior vice president and director of relationship management for J&W Seligman.

She earned a bachelor's degree in economics from Trinity College in Hartford, Connecticut and maintains an active certified investment management analyst designation and FINRA registrations 7, 24, and 63.

Bluerock, headquartered in Manhattan with regional offices across the U.S., is a national alternative investment management firm with more than \$5 billion in assets under management.

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