

Family Owned Property Creates Generational Wealth

The Challenge:

Property Owner was coming up on the end of a long term lease. Options at the property were limited due to improvements/permitted uses. Owner only wanted to sell if they could complete a time constrained 1031 Exchange into Net Leased Investments with 10+ years of lease term.

Action:

1. CP Realty contacted all Buyers who had purchased a similar property within a 20 mile radius over the last year.
2. The eventual Buyer was identified within 30 days.
3. CP Realty identified nine feasible Net Leased Investment options for the 1031 Exchange before close of escrow on the downleg.
4. Five offers were made and two were accepted and closed within the 1031 Exchange timeline.



Result:

- Identified willing and able buyer within 30 days of assignment.
- Successfully closed escrow 43 days thereafter.
- CP Realty also represented the Buyer, saving the client 0.5% in commission fees due.
- Located two out of state Net Leased Investment properties in non-income tax states that were newly constructed, occupied by National credit Tenants, and had 13 and 20 year NNN lease terms.
- **Increased annual net income by 279%.**

Testimonial:

“When we first explored the idea of a sale, we were not comfortable with paying capital gains tax. Jordan and Pat took the time to advise us on how the specifics of a 1031 Exchange process worked and how it would benefit our family. Their experience with 1031 Exchanges made this process smooth and successful. The teams attention to detail and willingness to answer any and all questions helped us feel confident in our decisions. The CP Realty Advisors team helped our family create generational wealth.” - Vicki Robertson & Tracey Corea

