

BUYER'S GUIDE

ACQUISITION STRATEGY & 1031 EXCHANGE ROADMAP

A practical guide to identifying, underwriting, and acquiring multifamily or mixed-use investment property.

**THE BEST ACQUISITION WORK
BEGINS BEFORE THE CLOCK.**

01

DEFINE CRITERIA

Translate goals into a focused buy box.

02

FIND OPTIONS

Source public and private opportunities.

03

UNDERWRITE

Compare income, risk, and capital needs.

04

EXECUTE

Coordinate diligence, financing, and closing.

THE PATH TO A CONFIDENT ACQUISITION

CLEAR CRITERIA. FASTER DECISIONS. BETTER CONTROL.

A disciplined search connects investment objectives, financing, underwriting, and diligence. The workstreams below often overlap - especially when a 1031 deadline is involved.

1

INVESTMENT STRATEGY BEFORE THE SEARCH

- Define asset type, geography, price range, hold period, return goals, and risk tolerance.
- Build a buy box that separates essential criteria from preferences.

2

CAPITAL & ADVISOR ALIGNMENT PARALLEL WORKSTREAM

- Confirm equity, financing capacity, ownership structure, and decision makers.
- For a 1031 exchange, involve the qualified intermediary and tax/legal advisors early.

3

SOURCE & SCREEN ACTIVE SEARCH

- Monitor on-market inventory and pursue off-market opportunities through targeted outreach.
- Screen location, operations, pricing, capital needs, and strategic fit.

4

UNDERWRITE & TOUR RAPID REVIEW

- Analyze rent roll, leases, income, expenses, debt, cash flow, and capital requirements.
- Tour the property, test assumptions, and compare the opportunity with alternatives.

5

OFFER & AGREEMENT NEGOTIATION

- Structure price, deposit, contingencies, financing, diligence, access, and closing terms.
- Negotiate for both investment merit and certainty of execution.

6

DILIGENCE TO CLOSING CONTRACT TO CLOSE

- Coordinate physical, financial, legal, environmental, appraisal, and lender reviews.
- Track conditions, approvals, funds, and closing deliverables with the full advisory team.

OUR ROLE

We turn investment goals into a focused search, compare risk and return, and keep the buyer, lender, attorney, tax advisor, qualified intermediary, and closing team aligned.

02

1031 EXCHANGE ROADMAP

HOW A 1031 EXCHANGE WORKS

TAX DEFERRAL DEPENDS ON STRUCTURE, DOCUMENTATION, AND DEADLINES.

Section 1031 may defer recognition of gain when qualifying real property held for investment or business is exchanged for like-kind U.S. real property. It is a property-for-property exchange - not simply a sale followed by a later purchase.

PREP

BEFORE THE SALE CLOSES SET THE EXCHANGE UP

Engage a qualified intermediary and tax/legal advisors. Confirm eligibility, taxpayer/ownership structure, buy box, financing, and sourcing plan. Do not receive or control the exchange proceeds.

DAY 0

RELINQUISHED PROPERTY TRANSFERS THE TWO CLOCKS START

The sale closes under the exchange structure and the qualified intermediary holds the proceeds. The 45-day identification period and 180-day exchange period run concurrently.

DAY 45

IDENTIFICATION DEADLINE IDENTIFY IN SIGNED WRITING

Clearly describe replacement property and deliver the identification to an eligible exchange party. Common limits are the 3-property rule, 200% rule, or 95% exception.

DAY 180

ACQUISITION DEADLINE RECEIVE THE REPLACEMENT PROPERTY

Complete the acquisition by the earlier of 180 days after the transfer or the due date, including extensions, of the tax return for the transfer year.

WHY NSRA STARTS BEFORE DAY 0

- Define the buy box and decision rules before urgency rises.
- Screen public, private, and off-market opportunities continuously.
- Underwrite, tour, compare, and negotiate quickly without skipping diligence.
- Maintain credible backup properties before the Day 45 deadline.
- Coordinate property information and transaction dates with the client's advisors.

CORE GUARDRAILS

- Qualifying property is held for investment or business - not primarily for sale or personal use.
- U.S. real property is not like-kind to real property outside the United States.
- Cash or other non-like-kind property may create currently taxable gain.
- A 1031 exchange defers tax; it does not erase it. Report the exchange on IRS Form 8824.
- Use your qualified intermediary, CPA/tax attorney, lender, and closing counsel for compliance.

Educational overview only; not tax or legal advice. Rules are fact-specific and can change. Consult qualified advisors before closing.

Official references: [IRS Publication 544](#) and [IRS Like-Kind Exchanges - Real Estate Tax Tips](#).

THE BOTTOM LINE

Early preparation creates options. Options create negotiating leverage and support disciplined, deadline-driven execution.