

Norris & Stevens

APARTMENT INVESTORS JOURNAL

Creating Value in Investment Real Estate®
Brokerage and Management for Apartment Investments

Planning Your Exit Strategy

Every investor should know and understand where they are in their investment life cycle. This knowledge will affect the decisions you make regarding your investments. *The final stage of an investment life cycle is the exit.*

It is important to proactively plan your exit strategy before you are ready to exit the investment market. Investors choose to leave the market for a number of reasons — change of strategy, the need for cash for personal reasons, health issues or death. Some investors choose to cash out, while other investors choose to leave the market by passing their investment portfolio to their heirs.

Whatever the reasons, the objective is the same: maximize value/minimize taxes. *Poorly planned exit strategies could cost you tens — even hundreds — of thousands of dollars.*

For example, let's say an investor owns a twenty unit apartment property free and clear. The asset is valued at

\$1,200,000 dollars. Upon the investors passing, he wishes to leave the asset to his children. He feels satisfied that he left over a million dollars to his children. However, *with proper planning this investor could leave his children a \$4,000,000 dollar plus asset with additional tax benefits.* Which would you choose?

There are a number of factors that need to be addressed and options to be considered when planning your exit strategy. It is important to work with a knowledgeable real estate investment specialist, as well as your tax advisor.

Call me to schedule an investment property portfolio review. Let me help you maximize your wealth.



NANCY MCNEILL

Over 7 years' experience in apartment brokerage. Previous experience in international business development in high tech telecommunications. BS in Business Administration from Capital University in Columbus, Ohio. Licensed broker in Oregon.

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