



THE  
**1031 ACADEMY**

Sponsor-Independent  
**1031 EXCHANGE  
EDUCATION FOR  
ADVISORS**



**2026**

**For Financial Professional  
Use Only**

# Everyone's Talking About the Great Wealth Transfer. Almost Nobody Is Talking About the Real Estate.



**Trillions of dollars in real estate held by Baby Boomers and older generations will change hands in the years ahead, and most advisors are not positioned to guide that transition.**

A 2023 joint study by Wealth Management IQ and Realized found that 62% of financial advisors view investment real estate advising as a key differentiator for their practice, yet only 39% say they are actively advising on it today. The gap between what advisors want to offer and what they are equipped to offer is the opportunity.

Cerulli Associates' U.S. HNW Markets 2024 report puts the real estate slice of that transfer at \$25 trillion, assets that will either move to heirs with proper planning or create a costly, reactive scramble without it.

“

**You don't need to be an expert.  
You need to be conversant.**

*- David Gorenberg, JD, CES®, CDEI, Director of 1031 Education*

”

**That's the standard The 1031 Academy sets for advisors.**

Not mastery of the tax code, but enough command of the process to be the quarterback, coordinating attorneys, CPAs, and qualified intermediaries instead of watching the transaction default to real estate professionals outside the client relationship.



# 1031 Exchange Education, Built Around How Advisors Actually Learn

The 1031 Academy is reshaping how financial advisors think about investment real estate. For too long, the wealth management industry has treated investment real estate as someone else's domain, an asset class outside the advisory relationship. By giving advisors the knowledge and vocabulary to engage on 1031 exchanges, The 1031 Academy is expanding the advisor's role from portfolio manager to comprehensive wealth strategist. Advisors who leverage these educational offerings are better equipped to retain multigenerational client relationships, prevent unnecessary tax drag on real estate transitions, and unlock trillions in real estate assets that would otherwise remain outside managed wealth.

## Led by Industry Veterans

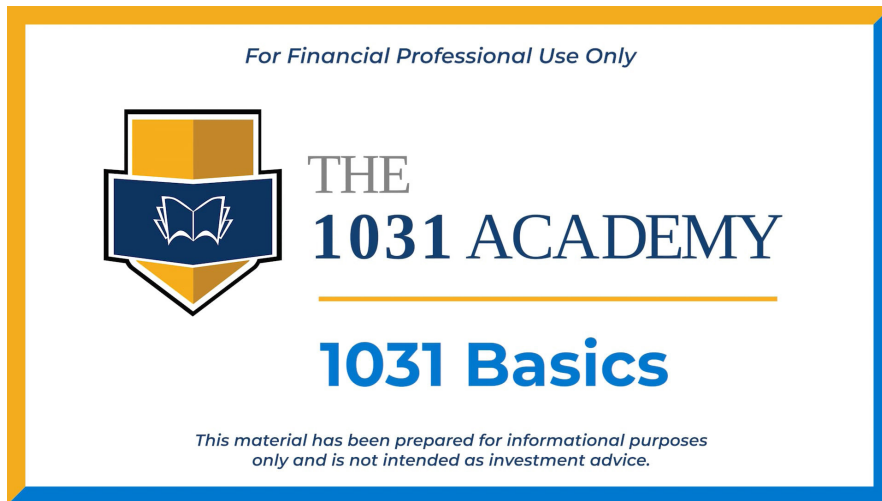
**David Gorenberg, JD, CES®, CDEI**  
**Director of 1031 Education**

A dedicated and successful professional, David Gorenberg has over a quarter-century of experience in business development and public speaking. His dynamic personality enables him to make effective presentations to groups both large and small, at all professional levels. David has written and spoken extensively on 1031 exchange transactions under Section 1031 of the Internal Revenue Code, and on Tenant-In-Common and Delaware Statutory Trust investment properties as like-kind replacement solutions under IRS Revenue Procedure 2002-22 and Revenue Ruling 2004-86. David is also past president of the Federation of Exchange Accommodators (FEA).

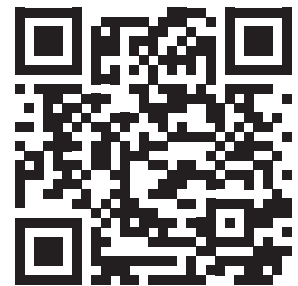


# Start with the Basics.

The 1031 Basics series covers the core concepts every financial professional needs to engage confidently on 1031 exchanges: from the fundamental case for using one, to the compliance rules that determine whether it succeeds or fails. Each video is a standalone resource paired with a one-page guide you can reference and share. Watch the full series or start with whatever's most relevant to your practice right now.



## 1031 BASICS SERIES



## Topics Covered

### Why Consider a 1031 Exchange?

The strategic case for a 1031 exchange and what's at stake when clients don't use one.

### Understanding Replacement Properties

What qualifies as like-kind property, the four exchange structures, and how to think about replacement options.

### Navigating the 1031 Exchange

The rules that determine whether an exchange succeeds or fails, and the missteps that most commonly derail them.

### The Role of the Qualified Intermediary

The one professional you cannot do a 1031 exchange without, and exactly what they do.

### How to Start a 1031 Exchange

The five steps to setting up a compliant exchange—and why timing matters more than most people realize.

### The 1031 Exchange Dictionary

The essential 1031 exchange glossary for financial professionals. Learn 20+ key terms defined in plain English.

# 1031 Quick Start Guide

## What is a 1031 Exchange?

A 1031 Exchange (named after IRC Section 1031) allows real estate investors to defer capital gains taxes when selling an investment property by reinvesting the proceeds into a "like-kind" replacement property.

## How It Works

### 1 Sell Your Property

- ✓ Select qualified intermediary (QI) before closing
- ✓ Close on sale - proceeds go to the QI
- ✓ Do not touch the money yourself
- ✓ Clock starts the day after closing date - you have 45 days to identify your replacement property

### 2 Identify Replacement Property

- ✓ Identify qualified replacement properties
- ✓ Submit properties in writing to your QI
- ✓ Must be signed and dated
- ✓ Deadline can not be extended

### 3 Close on New Property

- ✓ Purchase equal or greater value
- ✓ Reinvest all proceeds
- ✓ QI transfers funds at closing
- ✓ Take title in same name or entity
- ✓ Must close within 180 days

### Key Benefits

- » Defer capital gains taxes indefinitely
- » Defer depreciation recapture taxes
- » Build wealth faster by reinvesting tax savings
- » Portfolio diversification opportunities
- » Consolidate or expand holdings
- » Estate planning advantages

### Key Rules to Defer Taxable Gains

- » **Buy Equal or Up:** The new property's value must be greater than or equal to the sold property
- » **Replace Debt:** You must take on equal or greater debt or add cash to avoid taxable boot
- » **Reinvest All Cash:** Use all net proceeds towards the replacement property.
- » **Same Taxpayer:** Same ownership entity on title

### Common Mistakes To Avoid

- » Receiving sale proceeds directly
- » Forgetting written identification
- » Changing ownership entity
- » Missing the 45-day or 180-day deadlines
- » Buying property worth less than sold
- » Waiting until last minute to close

## Property Identification Rules

You can identify potential replacement properties by using any one of these three IRS-approved methods:

- » **3-Property Rule:** Identify up to 3 properties regardless of total value (most common). You may close on one, two, or all three.
- » **200% Rule:** Identify any number of properties as long as combined fair market value is  $\leq 200\%$  of sold property.
- » **95% Rule:** Identify any number of properties of any total value, but you must close on at least 95% of the identified value.

## Exchange Strategy: Consider a Delaware Statutory Trust (DST) as a 1031 Replacement Property

A DST is a simplified 1031 exchange option offering institutional-grade properties without management responsibilities.

- ✓ No property management
- ✓ Fractional ownership
- ✓ Professional asset management
- ✓ Faster closing process
- ✓ Fast closing process
- ✓ Lower investment minimums

## Example: How to Defer Taxable Gains

### If:

Property Is Sold For: \$1,000,000  
Existing Mortgage Is: \$300,000  
Your Equity Is: \$700,000

### Then:

Must Purchase:  $\geq \$1,000,000$   
New Debt Needed:  $\geq \$300,000$   
Equity to Invest: \$700,000



# Bring The 1031 Academy to Your Firm



## Course Catalog

Select a topic that aligns with the interests of your group, or select multiple courses for a half-day 1031 Boot Camp. Courses can be customized for your audience and delivered in-person or webinar style.

### 1031 Exchange Concepts

An introduction to the basics of 1031 exchanges including time restrictions, like-kind, and more.

### Intermediate 1031 Exchanges

Reviews the basics, and includes discussion of related party issues, reverse exchanges, and alternative replacement property options.

### Advanced 1031 Exchanges

Review of intermediate topics and includes (G)(6) restrictions, partnership issues, easements, and other complex issues.

### 1031 Exchange Business Growth

How to educate your clients and include 1031 exchanges in their financial strategy.

### Bespoke 1031 Exchange

Customized content and duration based on your specific needs and requirements.

## Get Started

Visit **The1031Academy.com** to explore 1031 Basics, the blog, webinars, and courses.

**Tell us about your team, and we'll show you how The 1031 Academy can be customized for your practice.**



THE  
**1031** ACADEMY

**Everything a financial  
professional needs to know to  
lead a 1031 conversation.**

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