

STRUCTURED INSTALLMENT SALE

TURN YOUR REAL ESTATE EQUITY
INTO LONG-TERM, TAX-DEFERRED INCOME

A structured installment sale allows you to defer capital gains tax by spreading payments over time—often by transferring the sale proceeds into an annuity.



KEY CONSIDERATIONS



STRUCTURED INSTALLMENT SALE:

This method allows a seller to defer capital gains tax on the sale of investment property by spreading payments over time using an annuity.



ALTERNATIVE OPTION (1035 EXCHANGE):

If you already own an annuity and want to change it, that is done via a 1035 exchange, not a 1031 exchange.



TAX CONSEQUENCES:

If you sell a property and directly purchase an annuity without using a proper structure, it will trigger immediate capital gains tax on the profit.



FLEXIBILITY:

Structured sales allow for a customized payment schedule to meet income needs.

BENEFITS OF MOVING TO AN ANNUITY



PASSIVE INCOME:

Converts active real estate management into steady income.



DIVERSIFICATION:

Moves capital from one asset into a diversified financial instrument.



TAX-DEFERRED GROWTH:

Continues to grow investments without immediate tax consequences.

CAPROCK
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