

## SBRPA's Business Partners

Featured Business Partner: Aimpoint Investments



### An Exit Strategy for Owners of Investment Property

1031 Exchange & Delaware Statutory Trust (DST) Advisors



**Aimpoint Investments** specializes in helping owners understand **1031 Like-Kind Exchanges** and **Delaware Statutory Trust (DST)** investments. We offer property owners burdened by tenants, maintenance, and regulations a structured way to step away from active management while maintaining exposure to institutional-quality real estate.

Many rental property owners have spent years dealing with tenants, toilets, trash, and navigating an increasingly complex regulatory environment. Rising operating costs and the demands of hands-on management are prompting owners to explore alternative real estate investment options. We take an educational approach to help owners understand how exchanging away from direct ownership may align with their long-term financial, estate planning, and lifestyle goals.

Our mission is to provide clarity on how DST investments differ from traditional property ownership. **Aimpoint Investments** works collaboratively with your existing advisors (CPA, attorney, and real estate professionals) to promote informed decision-making. We do not provide tax or legal advice, but serve as a resource to help owners better understand their options and ask the right questions.

If you are exploring a sale, exchange, or retiring from management responsibilities, **Aimpoint Investments** can help evaluate options that may align with your goals.

#### What is a 1031 exchange?

A 1031 exchange allows an investment or business-use property to be sold and replaced with another qualifying property while deferring capital gains taxes. The transaction must follow IRS rules and timelines, and funds must remain with a qualified intermediary during the exchange period. The result is a continuity of investment rather than cashing out of real estate.

#### What qualifies as like-kind property?

For real estate, like-kind is broadly defined. An apartment building can be exchanged for commercial, industrial, or fractional ownership interests in qualifying structures. The replacement property must be held for investment or business use rather than personal occupancy. The focus is on investment intent rather than identical property-type. Additionally, exchangers are allowed to sell a property located in one state and purchase a replacement property in another. This may appeal to owners seeking a shift to markets with higher income potential.

#### What is a Delaware Statutory Trust (DST)?

A DST is a legal ownership structure that allows multiple investors to hold fractional interests in institutional-quality real estate. Professional asset managers, called Sponsors, handle leasing, financing, and operations. Investors receive proportional income and potential appreciation while the Sponsor manages the day-to-day and asset management responsibilities.

#### Are DSTs considered like-kind for 1031 exchanges?

IRS guidance recognizes DST interests as qualifying replacement property under a Revenue Ruling issued in 2004. If the DST is structured properly and in accordance with the ruling, the purchase of beneficial interests qualifies as replacement property under Section 1031. This enables investors to transition from active property management into a passive ownership structure. Aimpoint Investments helps navigate the challenging environment of DST investments and Sponsors to promote informed decision-making.

## About the Founder



**Trevor Flor, MBA, MSRE**  
*President & Investment Consultant*

*Trevor Flor is a Santa Barbara-based 1031 Exchange and DST Investment Advisor. A UCSB grad and former Navy F-18 pilot, Trevor has over 20 years of experience in real estate finance, underwriting and securities. Trevor believes in an education-first approach to real estate investing, and focuses on providing clarity and disciplined analysis for owners evaluating real estate decisions. He holds an MBA and a Master's Degree in Real Estate. Trevor lives in Santa Barbara with his wife Mika, and together they enjoy recreational flying, traveling to Asia and Europe, sailing, hiking and trying all the great restaurants in town.*

**Contact us today at [www.aimpointinvest.com](http://www.aimpointinvest.com) or 805-708-3951.**

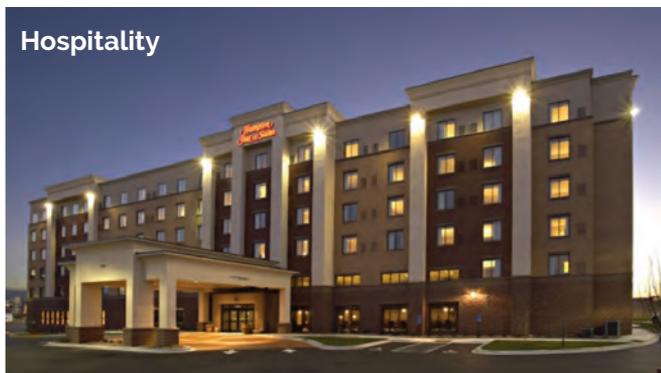
Some examples of the institutional property-types available to investors in a DST (Delaware Statutory Trust) include:



Multifamily



Industrial



Hospitality



Student Housing



Retail



Senior Housing

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