



**KB Palm Terrace, DST**  
Orange County  
Acquired: 6/1/21



**KB Olympus, DST**  
Central Valley  
Acquired: 3/25/21



**KINGSBARN**<sup>®</sup>  
REAL ESTATE CAPITAL

Introduce Your Clients to a Great Passive  
Real Estate Investment Opportunity ...

**a Delaware Statutory Trust (DST)**

- ✓ 1031 Exchange-Eligible
- ✓ Commissions Paid to Real Estate Professionals
- ✓ California Properties for California Investors



**KB Redhawk Medical, DST**  
Inland Empire  
Acquired: 10/20/21



**KB Gramercy Plaza, DST**  
Los Angeles  
Acquired: 6/11/21



**KB Parkshore, DST**  
Sacramento  
Acquired: 10/8/21



**Fullerton Towers**  
Orange County  
Acquired: 11/11/21

# YOU CAN EARN **COMMISSIONS!**

## **DSTs ... A SIMPLIFIED 1031 EXCHANGE SOLUTION**



With a DST, you can complete a 1031 exchange into an institutional-quality property without having to obtain your own financing. The debt is obtained by the DST and is allocated to each investor on a pro-rata basis.



A DST acquisition is streamlined so that a purchaser and/or their advisor(s) can review all due diligence materials promptly in Kingsbarn's online Document Vault. Typically, a purchaser would have to order their own reports and then wait 30-45 days to receive the reports before any review would be possible.



The closing process is designed to go at the speed that the purchaser chooses. Once the purchaser is ready to invest, they can close in as few as a couple of days.

## **REAL ESTATE PROFESSIONALS BENEFIT BY PRESENTING DSTs TO CLIENTS WHO NEED THEM**



By adding DSTs to your repertoire of real estate investments, you provide your clients with an option that may be the most appropriate and preferred investment vehicle for many.



DSTs can be a great way to secure listings from those owners whose main concern is what future property they will exchange into once their current property is sold.



Collecting a brokerage commission in a matter of days instead of months, without a lot of hand-holding through the financing process, makes selling a DST easy and efficient. Kingsbarn protects brokers with a brokerage fee agreement that is signed in advance of any purchase. Brokerage fees are paid through escrow at the closing.

## HOW DO I GET STARTED?

1

Set up a call with your local Kingsbarn representative to familiarize them with your client's exchange requirements.

2

The next step is most typically a telephone call with your client and your Kingsbarn representative as an introduction to Kingsbarn's DST program.

3

If your client expresses a genuine interest, fill out the Broker Fee Agreement and have your client complete Kingsbarn's Purchaser Questionnaire.



Just provide the escrow agent with your brokerage account wiring instructions and you're ready to go!

4

There will be more questions asked and answered.... If your client wants to move forward, Kingsbarn will coordinate the simple closing process.

## WHO IS ELIGIBLE?

- 1 You must be a California real estate licensee.
- 2 Your client must be an accredited investor.<sup>†</sup>
- 3 Your client must be a resident of the state of California.



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<sup>†</sup>To claim accredited investor status, an individual must meet at least one of the following requirements: a) Have a net worth exceeding \$1 million individually or combined with a spouse (excluding value of primary residence), or b) Have earned income exceeding \$200,000 (\$300,000 if combined with a spouse) during each of the last two calendar years. The individual must also reasonably expect to maintain these income thresholds during the current year.



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Kingsbarn Real Estate Capital LLC, is an affiliate of Kingsbarn Realty Capital, an experienced national commercial real estate firm. Kingsbarn Real Estate Capital provides real estate investors with 1031-exchange eligible property ownership through its Delaware Statutory Trust ("DST") program. Kingsbarn's management team has decades of combined experience and has acquired over \$5 billion of commercial real estate throughout the United States.

A Kingsbarn DST investment provides purchasers with an investment that is free of day-to-day management responsibilities, as Kingsbarn and its third-party management partners professionally conduct all property and asset management activities. Our investors receive property operating statements and ownership distributions monthly, including a year-end tax package.

San Francisco

San Jose

Central California

Los Angeles

Orange County

Inland Empire

San Diego

800.242.1000 ■ [KingsbarnCA.com](http://KingsbarnCA.com)