

Basic Family Portfolio & Succession Issues

- How Many Properties?
- Who Acquired each Property? When?
- What Legal Entities Own the Property? Who Owns / Controls Each Entity?
- Who Controls the Property? Who Manages the Property?
- Who is the Legal Decision-Maker? The Actual Decision Maker?
- Relationship of Family Members?
- Current Real Estate Experience for Each Owner?
- Estate Planning / Legacy Issues?
- Current Tax Basis of Property for Each Owner? Other Tax Planning Issues?
- Desire to Reinvest in Real Estate & What Type? Or in Other Assets?
- Desire to Separate Ownership?
- Do Any Family Members Want to be Actively Involved in Investment / Development?
- Risk Profile of Ownership?
- Real Estate Reinvestment Goals & Exit Strategies?
 - Maintain the Property?
 - Enhance and Improve Income / Cash Flow / Financing?
 - Sell the Property and Purchase New Investment Property?
 - Sell Some of the Property and Redevelop the Remainder?
 - Re-Entitle and Then Sell?
 - Re-Entitle, Construct New Improvements and Sell?
 - Re-Entitle, Construct New Improvements, and Hold for Investment?
- Who Will Fund the Cost of the Work? How?
- Lawyer / CPA / Other Investment Advisors?