THE REAL ESTATE Whisperer
whisperre.com

CE FOR PROFESSIONAL ADVISORS

When a Client Asks About a DST

What advisors should know about Delaware Statutory Trusts, from the 1031 exchange to the fine print

1.0 hours of CE for CFP®, CPA, and Enrolled Agents Professionals

About the program

A client is tired of managing rental property but doesn't want to pay the tax to get out. Someone mentioned a Delaware Statutory Trust, and now they want your opinion. It's a fair question, and it deserves a balanced answer.

This CE Approved program titled **DSTs Demystified: A Guide for Real Estate Investors and Their Advisors** explains how DSTs work and how they're used in a 1031 exchange. You'll get comfortable with the language that comes with them, including fractional ownership, passive income distributions and limited liability, and see how a DST compares with owning property directly.

Just as important, we look at the other side: limited liquidity, loss of control, fees and sponsor risk, and the questions to ask before a client commits. A case study shows how a DST may or may not fit within a client's broader financial plan.

You'll leave better prepared to discuss DSTs with clients, and with a clearer sense of when to bring in a CPA, attorney or other specialist.

Key takeaways

- How a DST is structured, and how it works within a 1031 exchange
- The language of DSTs: fractional ownership, passive income distributions and limited liability
- How a DST compares with direct property ownership, including control, liquidity and diversification
- The risks and costs to weigh, and the questions to ask before a client invests
- A case study showing how a DST may or may not fit within a client's broader financial plan.