ZAHN PROPERTIES

LYON STAHL REAL ESTATE

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LYON STAHL
INVESTMENT REAL ESTATE

THE TEAM

SAMUEL MURPHY

Associate Agent

Areas of Expertise

- 1031 Exchanges | Triple Net Leases | Multi-Family | Retail | Industrial
- 310.650.8798 | Samuel@LyonStahl.com

Sam acts as a strategic partner for real estate investors, helping them successfully navigate the South Bay Market. He utilizes his deep understanding of value & investment analysis to secure the best results for his clients.

Sam has a background in the commercial real estate appraisal industry and enjoys the act of finding solutions for the ever evolving real estate market. His primary goal is matching real estate investors with investment properties that make sense financially and fit lifestyle needs!

JACK THEODORE

Operations Manager/ Associate Agent

Areas of Expertise

- 1031 Exchanges | Triple Net Leases | Residential | Multi-Family | Commercial
- 310.562.2224 | Jack.Theodore@LyonStahl.com

DAVID CALDERON

Director of Marketing

Areas of Expertise

- Graphic Design for Digital and Print | Paid Ads | SEO
- Website Development | E-mail Marketing

AUSTIN ZAHN

First Vice President

- $37 Million in Sales in 2024
- Top Producer for Lyon Stahl
- Serving clients from Los Angeles to Long Beach
- Multi-Family | Commercial
- 1031 Exchanges | Triple Net Leases

Austin Zahn manages his team and is a First Vice President of Lyon Stahl Real Estate. With a specialty in Los Angeles based investment real estate from multi-family apartment buildings to land use development deals and triple net assets. Austin recognizes the severity of each investment and is able to provide a level of expertise to assist in accomplishing his client's goals. His ability to market and sell properties has grossed his client's hundreds of thousands above expectations; his negotiating and salesmanship skills have successfully assisted dozens of buyers into the best market position possible.

1031 tax-deferred exchanges are an area of focus in which Austin has proven himself countless times to be the right man for the job. His knowledge of the commercial industry, nationwide cap rates, and ability to assess the fundamentals of a sound out-of state investment, are what separate him when looking to exchange. It is attention to detail, a severe work ethic, and a hands on personable approach, that allows Austin to find the right solutions for each client's unique situation.

Austin has earned the honors of a Top Producer in 2018, 2019, 2020, 2021, 2023, and 2024 closing over $450 million in total gross sales. Prior to joining Lyon Stahl, he was awarded "rookie of the year" with his previous firm where he closed over $12 million in sales his first year.

Austin is born and raised in Hermosa Beach, attended Redondo Union High School, and graduated from University of Southern California in 2011, where he earned All-American honors while playing on the USC men's volleyball team. He represented the United States as a member of the USA National Team in both domestic and international competition.

When Austin is not negotiating real estate for his clients he spends his free time with his family and friends, playing volleyball, surfing, and snowboarding.

WHAT OTHERS SAY

"Austin was a pleasure to work with! He made everything very easy and very stress free. He also responded to all of my phone calls and texts in a timely manner. I will be recommending him to all of my friends and family."

★★★★★ - Sharon P.

"Austin did an amazing job and was extremely easy to work with. Very knowledgeable on triple net deals. He was very thorough about the entire exchange buying process. I highly recommend Austin."

★★★★★ - Doug W.

"Our experience working with Austin on the sale of our investment property was perfect. We got an offer we were very happy with and had no setbacks during the closing process. When we're ready to sell our next property, we will be calling Austin again to assist us."

★★★★★ - Mary K.

"Very friendly and went over and above what you would expect. Trustworthy knowledge of home purchasing. Absolutely love our home!! Would definitely use Austin again if ever needed!"

★★★★★ - Shawn C.

WHAT OTHERS SAY

"I worked with Austin Zahn. He is very professional and honest. He helped us every step of the process. He is very responsive and responsible. Having him on the team makes a huge difference".

★★★★★ - Payam S.

"Austin and his team did a fantastic job selling our 8-unit apartment in El Segundo. He negotiated a very good price and was on top of the entire process so the closing went off without a hitch. As a real estate attorney I have closed over $5 billion of commercial real estate transactions and have worked with dozens of real estate agents. Austin is one of the best--competent and honest. I highly recommend him."

★★★★★ - Dennis K.

"Austin and Jack were great to work with. I engaged with them to help sell a multi-family property in Inglewood. The market was getting a bit soft - but Austin and Jack were very effective at marketing the property and securing multiple offers. Once we were under contract, Austin and Jack assisted me through each remaining phase of the process... right up to closing. The team was thorough - but not pushy.Overall, they were very pleasant to work with. I'd definitely work with them again"

★★★★★ -Frank M.

OVER $450MM IN TRANSACTIONS

PAST TRANSACTIONS

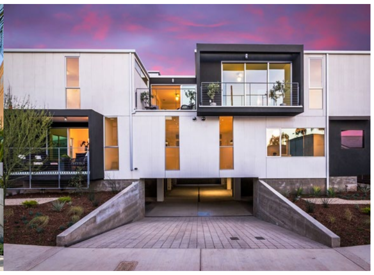
MULTI-FAMILY RESIDENCES



TRIPLE NET LEASE


LAND USE DEV / NEW CONSTRUCTION





SINGLE-FAMILY RESIDENCES



MAXIMIZING PROPERTY EXPOSURE

When you list your property with Zahn Properties, you get the full suite of marketing services giving your property maximum exposure. From pre-marketing to digital and print marketing, your property's story will be told and seen by the most likely buyers...no matter where they are located.

austin@lyonstahl.com www.austinzahn.com @zahn_properties Zahn Properties

AUSTINZAHN.COM

Your home will be featured on my personal website which gets thousands of monthly visitors browsing for properties in Los Angeles County.

SOCIAL MEDIA

We ensure maximum digital exposure by having your property posted on social media sites, reaching thousands of people locally and across the world.

VIRTUAL VIDEO TOURS

We bring your property to life with a mobile-friendly video that gets viewed by thousands. For new construction, buyers can tour each room of the property virtually, envisioning themselves as the owner. For multi-family or investment properties, we will highlight the exterior of the location without disturbing existing tenants.

HIGH-NET-WORTH DATABASE

Our database of local and out-of-state high-net-worth buyers gives you instant access to likely purchasers of your property. Many of our buyer clients are waiting for a property like yours to hit the market.

PROFESSIONAL PHOTOGRAPHY

Photography - has never been more important to selling real estate than it is today. Our expert photographer will capture the best views of your property to share its story and create appeal with buyers.

Drone Photography - Our use of drone photography and video captures breath taking views of the property and showcases the location.

MARKETING EXPOSURE YOU DESERVE

PRINT MARKETING - We highlight our new listings in local print syndications. Whether it be local newspapers or magazines, we target highly trafficked print channels to increase exposure.

PROSPECTING - our dedicated agents spend time each day personally contacting all potential buyers in the market. In doing so, we can discuss the merits of our exclusive listings, and inform them of your property's unique qualities that make it an ideal investment.

BROKER COOPERATION - We have great working relationships with the local brokerage community and work closely with other top agents in the market. This actively expands our network of potential buyers.

EMAIL MARKETING - Our thoroughly curated email list of verified real estate investors receives regular updates, including our off-market and new listings. Our newsletter is thoughtfully designed to educate, entertain, and connect with our qualified buyers.

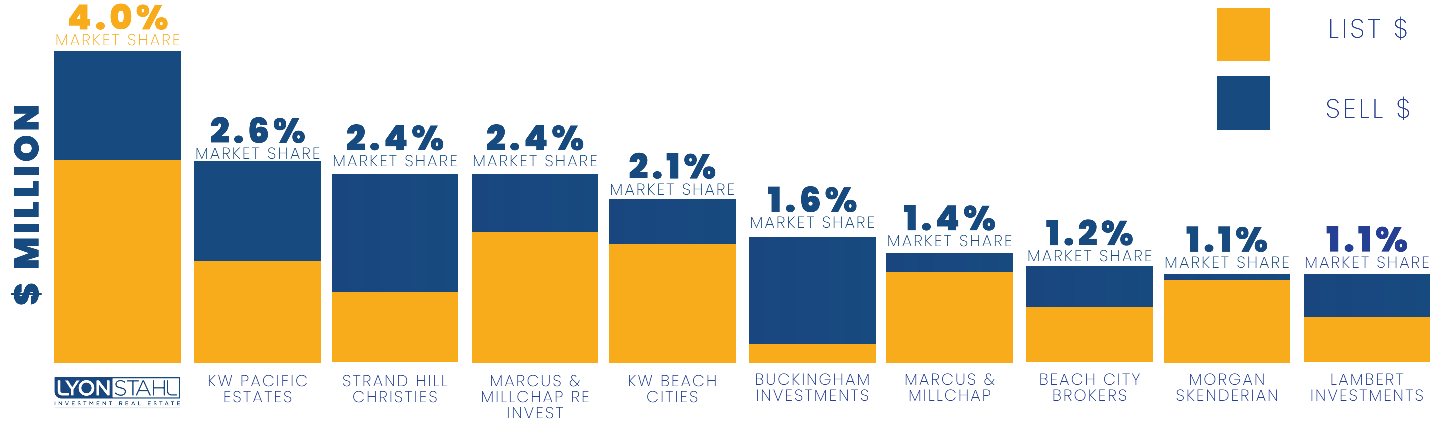
DIRECT MARKETING - Direct mail is a proven, established method of reaching motivated, quality buyers. We dedicate a significant portion of funds to generate high quality leads via targeted direct marketing campaigns.

SEARCH ENGINE - More and more buyers are turning to the internet to search for investment opportunities. We are constantly updating our website with best practices in search engine optimization to ensure that your property will receive maximum exposure.

LYON STAHL
MARKET SHARE

2024 MULTI-FAMILY STATISTICS

Lyon Stahl has the highest market share of sales volume compared to other brokerages in the South Bay.



TRACK RECORD

We've had hundreds of sales throughout Los Angeles:

12 STEP CHECKLIST

When you decide to sell your property, these are the steps we take to produce the best price and terms as quickly as possible

1 INTRO TO YOUR PROPERTY

Become familiar with the unique characteristics of your property, lot size, square footage, and zoning.

2 RESEARCH YOUR CURRENT MARKET

How much are properties similar to yours selling for? What are the terms of the sale?

3 KNOW YOUR PROPERTY

Perform a "walkthrough" of your property for any repairs that need to be made prior to marketing for sale.

4 SET A PRICE

Once you know the characteristics of your property, set a realistic price the property will sell for.

5 MARKETING/BUDGET

Marketing requires a full scope of print and digital media, custom designed and properly executed in order to reach the highest number of qualified buyers.

6 LIST OF PROSPECTIVE BUYERS

At Lyon Stahl, we have an unmatched database of direct investors looking for properties like yours.

7 RECEIVE OFFERS

Now it's time to negotiate the best price and terms possible.

8 TOUR THE PROPERTY

Allow the prospective buyer to perform inspections and walk the property as part of their physical contingencies.

9 GET YOUR PAPERWORK IN ORDER

A number of forms are required for the legal sale of your property. In addition to the purchase contract and counter offers, there are approximately 20 other forms a seller is required to provide.

10 NEGOTIATE FINAL TERMS OF SALE

Buyers need to come to agreement in writing regarding:

- Price
- Inspection Contingencies
- Financing Contingencies
- Date of Closing
- Transaction Coordinator

11 FINAL WALKTHROUGH

Tour the property one last time with buyer, having them sign off on the condition of the property prior to closing.

12 CLOSING THE PROPERTY

At closing, we will prepare and deliver all keys in possession. Escrow will complete all paperwork and disburse funds. We'll look forward to showing our appreciation for your business.

A GUIDE TO A 1031 EXCHANGE

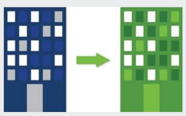
Hi, I own an investment property just like you and I am ready to sell with *Lyon Stahl Investment Real Estate.* My only concern was having to pay capital gains taxes, which I consider a **guaranteed loss.** Instead, I've decided to defer paying taxes through a process called **1031 exchange.**

Let's take a closer look at how this process works and how it can benefit you!

Traditional Sale:

If I sell my investment property without completing a 1031 exchange, **my taxes could exceed 20-35%** of the capital gain!

1031 Exchange:



Using a 1031 exchange, I can reinvest all of the proceeds from the sale of my investment property and defer paying all those taxes. This allows me to ***keep 100% of my capital working for me!***

Step 1: Decide to Exchange

I want to sell my investment property but I don't want to pay capital gains taxes, so I'm going to complete a 1031 exchange. To start the process all I need to do is set up a free consultation with Lyon Stahl Investment Real Estate!

Step 2: Sell Property

After I sell my investment property with Lyon Stahl, I don't take receipt of the proceeds. Instead, the funds will be held by a qualified intermediary, likely an exchange accommodator.

Step 3: Find Property

Once the qualified intermediary holds the proceeds from the sale, I'll work with Lyon Stahl Investment Real Estate to find suitable replacement properties to identify.

Step 4: Buy Property

Once I decide which of the identified properties to acquire, Lyon Stahl will help me with the purchase and the qualified intermediary will forward the funds for closing!

1031 EXCHANGE TIMELINE

From the day I close escrow on the sale of my investment property with Lyon Stahl, I start the clock on my 1031 Exchange Timeline. I now have 45 calendar days to identify a possible replacement property and 180 calendar days (including weekends and holidays) to close escrow on it. I need to make sure I don't miss these deadlines because the IRS is very strict.

1 Properties Must Be "Like-Kind"

In a 1031 exchange, the replacement property must be "like kind" to the relinquished property. The good news is that generally, any real estate held for investment or business purposes in the US is considered "like kind". The difference in type, grade and quality doesn't matter.

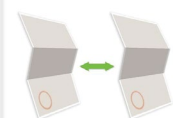
For example, you can exchange your multi-family rental property for a larger apartment building, or exchange into a commercial property instead.

The **two major exceptions in a 1031 exchange** are my personal residence and vacation home. These aren't considered to be of *"like kind"* to any real estate held for investment or business purposes and therefore, cannot be used in a 1031 exchange. (There are however certain other tax shelters that apply to the sale of one's personal residence.)

To avoid paying any capital gains taxes I need to reinvest all of the proceeds from the sale of my investment property. In other words, the value of the replacement property must be equal to or greater than the value of the relinquished property in order to defer paying any capital gains taxes.

3 Titles Must be Identical

The ownership entity on title for the replacement property must be identical to ownership entity on title for the relinquished property.



PROPERTY IDENTIFICATION RULES

3-PROPERTY RULE

I can identify up to 3 replacement properties and complete my exchange by purchasing either one (or all) of them, regardless of their total value.

or

200% RULE

I can also identify more than 3 replacement properties and purchase as many of these properties as I want, so long as their total value doesn't exceed 200% of the value of my relinquished property.

or

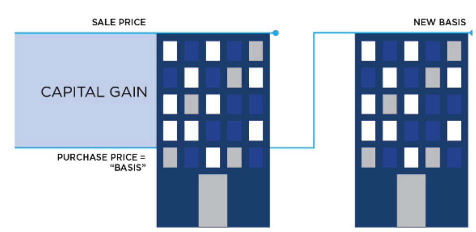
95% RULE

If neither of the other 2 rules fit my needs, I can also identify any number of replacement properties regardless of their total value, as long as I purchase 95% of the total value of all the properties identified.

BENEFITTING YOUR HEIRS

I can keep deferring my capital gains taxes using the 1031 exchange process until it's time to pass my assets on to my heirs. When that happens, the basis by which the capital gains are determined steps up to the current market value.

When my heirs go to sell the property for its current value, no capital gains would be recognized!



DELAWARE STATUTORY TRUST (DST)

A Delaware Statutory Trust (DST) is an entity that is used to hold title to investment real estate. This is similar to a Limited Liability Company (LLC) holding title to real estate. However, unlike an LLC, a DST 1031 property is a multifamily apartment building or triple net (NNN) leased retail or office property but can include medical office buildings, government leased buildings, and warehouses.

REQUIREMENTS

- Use a Qualified Intermediary (QI)
- Identify a like-kind replacement property within 45 days of closing escrow on the relinquished property
- Close on the replacement property within 180 days of the sale of the relinquished property.
- Reinvest the full funds of the net sales proceeds into the replacement properties

Once your exchange is complete into a DST all the funds from the sales are equity in the building

TWO STRATEGIES

1 PASSIVE INCOME/ LEVERAGE

- Long term ownership (5-10 years)
- Minimum investment may be as low as $100 000
- No need to deal with the "Terrible T s' (Toilets trash & tenants) as the building is managed for you
- The lender makes only one loan to one borrower if you cant qualify for a loan yourself there is no need
- Passive Income from typically a class A building with a typical return of anywhere between 5-15%

2 LIQUIDITY

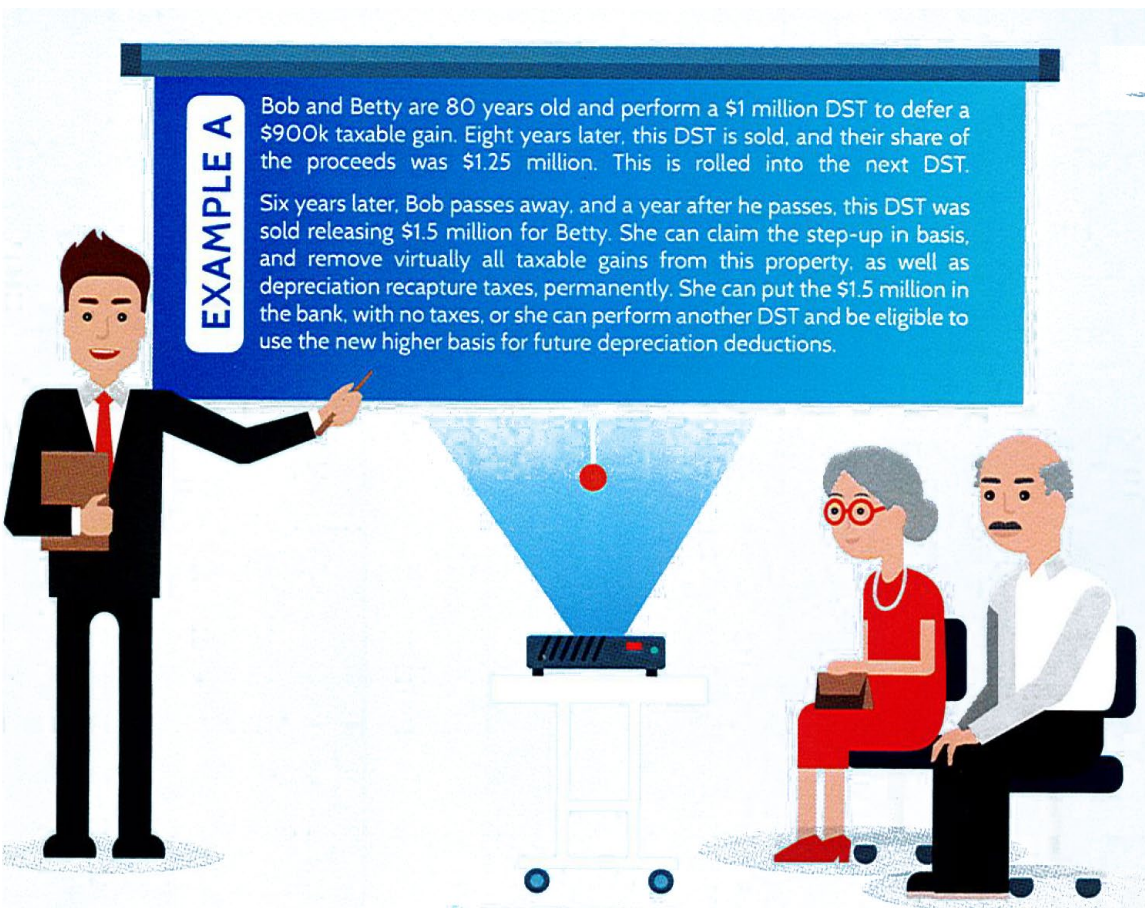
In order to retrieve your funds, refinance a high percentage out of the DST. Refinancing is a non-taxable event. This, then allows you to turn your equity into liquidity without paying capital gains tax.

You have now pulled out, 80 percent of your cash tax free and have 20% of your equity in a DST.

You must leave some money in without refinancing to break even on the money that is still currently in the DST. Let's use 20% as an example.

You can keep deferring your capital gains tax until it's time to pass the assets on to your heirs. This allows for a step up in basis for your spouse or heirs on the equity that is left in the DST. Otherwise, the capital gains tax would be higher than the equity you have in the property.

Once the DST is sold your spouse or heirs with then receive that 20% tax free. This process allows for a way around capital gains tax.



EXAMPLE B

In addition, while they owned the DST, additional accelerated depreciation was taken, reducing their taxes. The sponsor of the DST providing the accelerated depreciation used a “cost segregation study”.

ZAHN
PROPERTIES

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