



REZNICK GROUP **IMPACT**

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The \$10B Non-traded REIT Industry: Reznick Group Principals Share Insight

On December 7-8, Reznick Group Principals [Rick Shaefer](#) and [Gregg Bloomberg](#) showed attendees how to navigate pertinent issues facing the non-traded REIT industry at the [Information Management Network's 7th Annual Western Non-traded REIT Symposium](#). A \$10B a year industry, non-traded REITs were the focal point of the Symposium which is the largest non-traded REIT gathering on the West Coast. The Symposium brought together top-level executives to network and learn about the leading issues facing the industry as the gathering boasted a robust panel of subject matter professionals.

Despite regulatory pressure for increased transparency and challenges with unit pricing, the non-traded REIT industry has realized significant growth resulting in \$65B in capital to date.

Reznick Group [REIT](#) Principal, Rick Shaefer, moderated the panel on "Forming, Executing & Communicating Distribution/Dividend Policy in the Current Environment." Attendees were guided through a maze of considerations related to distribution/dividend issues such as:

- REIT policies and processes used in arriving at distribution/dividend policies
- Working with the Board of Directors and determining information to be presented
- Strategies and outcomes of communicating with broker/dealers and end-investors
- The evolving non-traded REIT business model in light of tighter regulation and increased transparency

Reznick Group Principal, Gregg Bloomberg, was a panelist on "Doing REIT JV Deals – Tax and REIT Qualification Issues Abound." While the panel was structured as an *actual* deal negotiation between a REIT and non-REIT advisor, Bloomberg addressed the following issues:

- REIT qualification rules in the context of joint ventures
- Issues that trigger structure modification contingencies
- Who pays for costs associated with changes in structure and the corresponding ramifications to the contemplated IRRs

To learn about Reznick Group's services related to non-traded REITs, please [contact](#) your Reznick Group professional services representative. To view and register for upcoming Reznick Group events, please visit www.reznickgroup.com/conference-events.