FOR INVESTMENT PROPERTY OWNERS

THINKING ABOUT A 1031 EXCHANGE?

The basics to know before you sell — especially the two deadlines that matter most.

Judy Moynihan, REALTOR®
Century 21 North East | Licensed in Massachusetts & New Hampshire
978-360-9495 | JudyMoynihan.com

What is a 1031 exchange?

If you own rental, multifamily, commercial, land or other investment real estate, a **1031 exchange** may let you sell one qualifying investment property and buy another while **deferring some or all of the taxable gain**.

Sell one investment property. Buy another. You may be able to defer some taxes.

“Like-kind” does not mean identical

You generally do **not** have to sell a two-family and buy another two-family. The replacement property can be a different type of qualifying investment real estate.

For example:

Multifamily	→	**Commercial**
Rental property	→	**Investment land**
Investment land	→	**Rental property**

The two numbers you really need to know and remember

45	**180**
DAYS TO IDENTIFY **your replacement property**	**DAYS TO COMPLETE** **the replacement purchase***

These deadlines are strict. They come quickly. That is why the planning should start before you list or sell the investment property — so you already have a strategy for the next property.

*The 180-day period can be shortened by the applicable tax-return due date. Your professional team should confirm the exact deadline for your exchange.

Who handles the 1031 exchange money?

This is where the **Qualified Intermediary** — often called the QI — comes in. The QI is the person or company that handles the **1031 exchange itself** and holds the exchange funds.

You do not take the sale proceeds yourself. The QI helps move the money from the property you sold into the replacement property.

Simple way to think about it:
The QI handles the exchange money. The closing attorney or title company handles the real-estate closing.

Who does what?

YOU + YOUR REALTOR®	Decide what you are selling, what you want to buy next, and find the replacement property within the timeline.
QUALIFIED INTERMEDIARY	Handles the 1031 exchange process and exchange funds.
CLOSING ATTORNEY / TITLE	Handles the real-estate closing, title, documents and recording.
CPA / TAX ADVISER	Handles the tax analysis and confirms how the exchange applies to you.

Massachusetts & New Hampshire

A 1031 exchange is based on **federal tax law**, but Massachusetts and New Hampshire can have different state tax and closing considerations.

You can potentially sell qualifying investment property in Massachusetts and buy qualifying investment property in New Hampshire — or the other way around — but your CPA and closing attorney should review the state-specific details.

Because I am licensed in **both Massachusetts and New Hampshire**, I can help with the real-estate side on both ends: pricing and selling the current property, finding the replacement property, and keeping the search moving within the 45-day and 180-day timeline.

Best time to start?
Before you list or sell. The earlier we talk about the next property, the easier it is to plan around those strict 45-day and 180-day deadlines.

THINKING ABOUT A 1031 EXCHANGE?

Let’s talk before you list or sell so we can plan the real-estate side correctly.

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