BREAKWATER
CAPITAL

Why Investors Work With Breakwater

OBJECTIVE GUIDANCE. THOUGHTFUL PLANNING. LONG-TERM PERSPECTIVE.

Investors often come to us during important transition points—selling a property, completing a 1031 exchange, evaluating income needs, reducing management responsibilities, or planning for future liquidity.

Our role is not simply to present investments. We help investors evaluate options, understand tradeoffs, and build strategies aligned with their financial goals, risk tolerance, and long-term objectives.

Independent Advice

We operate with open architecture and are not tied to any sponsor or product. Our recommendations are always aligned with your best interests.

Institutional Due Diligence

Every opportunity is evaluated through a rigorous, multi-layered process across the sponsor, property, and offering structure—designed to protect capital and seek long-term performance.

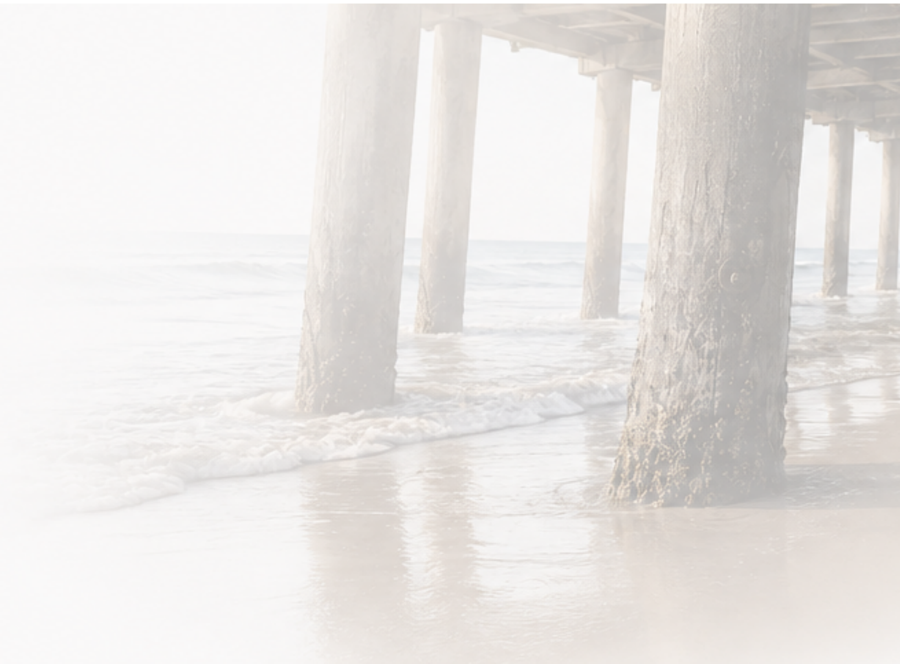
Customized Solutions

We evaluate the full spectrum of solutions to design strategies that fit your goals, tax situation, and risk tolerance.

Long-Term Partnership

We are with you beyond the transaction, providing ongoing guidance and a trusted relationship as your needs evolve.

What Does Breakwater Capital Do?



Breakwater Capital simplifies the investment process for high-net-worth investors by connecting you with experienced operators and institutional-quality opportunities designed for unique transactions.

We manage the details, provide clarity around your options, and help you move forward with confidence and peace of mind.

** Referrals available upon request*

Our Role

01 EDUCATE

Educate clients on all suitable strategies and available options.

02 UNDERSTAND OBJECTIVES

Understand client's investment objectives and criteria.

03 PERFORM DUE DILIGENCE

Vet sponsors and perform due diligence on investments.

04 SELECT STRATEGIES & OPERATORS

Provide access to sophisticated strategies and operators.

05 ANALYZE & REVIEW

Assist clients with property analysis including reviews of financials and fee structures.

06 COORDINATE EXCHANGE

Oversee and coordinate the entire 1031 exchange process.

07 PROVIDE ADVICE

Provide investment advice outside of just 1031 exchanges.

08 ONGOING SUPPORT

Maintain client relationships and assist with any future needs.

What Sets Us Apart

A PARTNER YOU CAN TRUST.
SOLUTIONS THAT PUT YOUR GOALS FIRST.

The right 1031 strategy begins with understanding your goals—not recommending a product. Our role is to provide education, evaluate opportunities objectively, and help you make informed decisions with confidence.

EDUCATION FIRST

We help investors understand the full range of available strategies before discussing specific investments.

INDEPENDENT GUIDANCE

Our recommendations are driven by investor objectives—not sponsor relationships or product preferences.

EXPERIENCE MATTERS

Having guided hundreds of exchanges, we understand the complexities that can arise and how to navigate them efficiently.

SELECTIVE DUE DILIGENCE

We perform extensive sponsor and investment review before presenting opportunities to clients.

STRATEGY BEFORE PRODUCT

Every recommendation begins with your goals, income needs, risk tolerance, and long-term objectives.

PLANNING BEYOND THE EXCHANGE

We help investors think through future liquidity, estate planning, income replacement, and portfolio considerations.

A LONG-TERM RELATIONSHIP

Most investors face additional tax, estate planning, liquidity, and investment decisions long after an exchange is complete.
Our goal is to remain a trusted resource as those needs evolve, helping you make informed decisions today and in the years ahead.

Outcomes We Help Clients Achieve

Successful exchanges are about more than completing a transaction.

Whether your priorities include income, tax efficiency, risk management, diversification, liquidity, or simplified ownership, we keep these outcomes at the center of every strategy we evaluate and every recommendation we make.

These outcomes guide our process and shape the strategies we design for you.

Preserve & Protect Capital

Reduce debt and safeguard what you've built while positioning for future growth.

Maximize After-Tax Results

Structure exchanges intentionally to keep more of what you earn.

Build Flexibility & Optionality

Create liquidity windows and exit strategies on your terms.

Diversify Risk & Exposure

Reduce concentration risk across sponsors, markets, and asset classes.

Create Reliable Cash Flow

Generate consistent income to support your lifestyle and long-term goals.

Simplify Ownership

Reduce management burden and leverage experienced partners who execute.

Our Process

A STRUCTURED APPROACH. PERSONALIZED GUIDANCE.

Every 1031 exchange is different, but the process should never feel complicated.

Over the years, we have helped investors navigate hundreds of exchanges by following a disciplined process built around education, due diligence, and personalized guidance. From the initial discovery conversation through closing and beyond, our role is to simplify decision-making, coordinate the details, and help investors move forward with confidence.

While the specific recommendations may vary, our commitment remains the same: provide objective guidance, evaluate appropriate solutions, and remain actively involved throughout the entire exchange process.

01 DISCOVERY

Understand your objectives, financial goals, investment preferences, income needs, and long-term priorities.

02 STRATEGY REVIEW

Review available exchange solutions and discuss the potential benefits, tradeoffs, risks, and expected outcomes of each approach.

03 EVALUATION & SELECTION

Refine the strategy, evaluate specific investment opportunities, and perform sponsor and property due diligence.

04 COORDINATION & EXECUTION

Coordinate paperwork, timelines, sponsor communication, qualified intermediary requirements, and closing logistics.

05 ONGOING SUPPORT

Remain available after closing to assist with future exchanges, liquidity needs, estate planning considerations, and portfolio decisions.

From thoughtful strategy to seamless execution, we are with you every step of the way.

DISCOVERY

WE START BY LISTENING.
SO WE CAN BUILD WHAT'S RIGHT FOR YOU.

Every successful 1031 exchange begins with a clear understanding of your unique situation. Our discovery process helps us learn what matters most to you—so we can design a strategy that's aligned with your goals and built around your needs.

GOALS
What are you looking to achieve? Income, diversification, liquidity, growth, or a combination?

PASSIVE OR ACTIVE APPROACH
Would you prefer a passive investment, or do you want direct control over the asset?

ASSET CLASS PREFERENCE
Do you lean toward multi-family, retail, industrial, office, or another property type?

PREFERRED LOCATION
Are there specific markets or regions that align with your strategy?

DEBT PREFERENCES
What level of leverage are you comfortable with for your next investment?

BACKUP PLAN
It's always smart to have options. We help you think through contingencies so you're prepared.

INCOME REPLACEMENT

Your current income needs matter—today and in the future.

What is your current level of net income?
Let's evaluate the income your existing property or portfolio generates today.

How can we improve upon that?
We explore opportunities to increase income, reduce volatility, improve tax efficiency, and create greater flexibility based on your objectives.

GENERAL DISCLOSURE:

All investing involves risk of loss of some or all principal invested. Past performance is not indicative of future performance. There can be no guarantee that any investment or strategy will achieve its stated objectives. Speak to your tax and/or financial professional prior to investing. Securities and advisory services through Emerson Equity LLC, member FINRA and SIPC and a registered investment adviser. Emerson is not affiliated with any other entity identified herein.

REAL ESTATE / 1031 RISK DISCLOSURE:

- **There is no guarantee** — that any strategy will be successful or achieve investment objectives.
- **Potential for property value loss** — All real estate investments have the potential to lose value during the life of the investments.
- **Change of tax status** — The income stream and depreciation schedule for any investment property may affect the property owner's income bracket and/or tax status. An unfavorable tax ruling may cancel deferral of capital gains and result in immediate tax liabilities.
- **Potential for foreclosure** — All financed real estate investments have potential for foreclosure.
- **Illiquidity** — These assets are commonly offered through private placement offerings and are illiquid securities. There is no secondary market for these investments.
- **Reduction or Elimination of Monthly Cash Flow Distributions** — Like any investment in real estate, if a property unexpectedly loses tenants or sustains substantial damage, there is potential for suspension of cash flow distributions.
- **Impact of fees/expenses** — Costs associated with the transaction may impact investors' returns and may outweigh the tax benefits.
- **Stated tax benefits** — Any stated tax benefits are not guaranteed and are subject to changes in the tax code. Speak to your tax professional prior to investing.