

244–252 Broad Street

Downtown Kingsport, TN 37660 | Historic Boutique Hotel & Loft Redevelopment

OFFERING PRICE	BUILDING SIZE	BASIS	ZONING
\$1,570,000	±25,043 SF	≈\$63 / SF	B-2 CBD

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Historic Boutique Hotel & Loft Redevelopment

244–252 Broad St, Kingsport, TN 37660 | 400-Space Municipal Parking Garage



CONCEPTUAL RENDERING

SALE PRICE

\$1,570,000

±25,043 SF

≈ \$63 per square foot

KINGSPORT BRANDED ADR

\$130 – \$137

Published Nightly

\$116 market-wide average

COMPRESSION PEAKS

\$210+

Race Weekends & Fun Fest

Market absorbs premium pricing

THE RATE DATA SUPPORTS THE CONCEPT

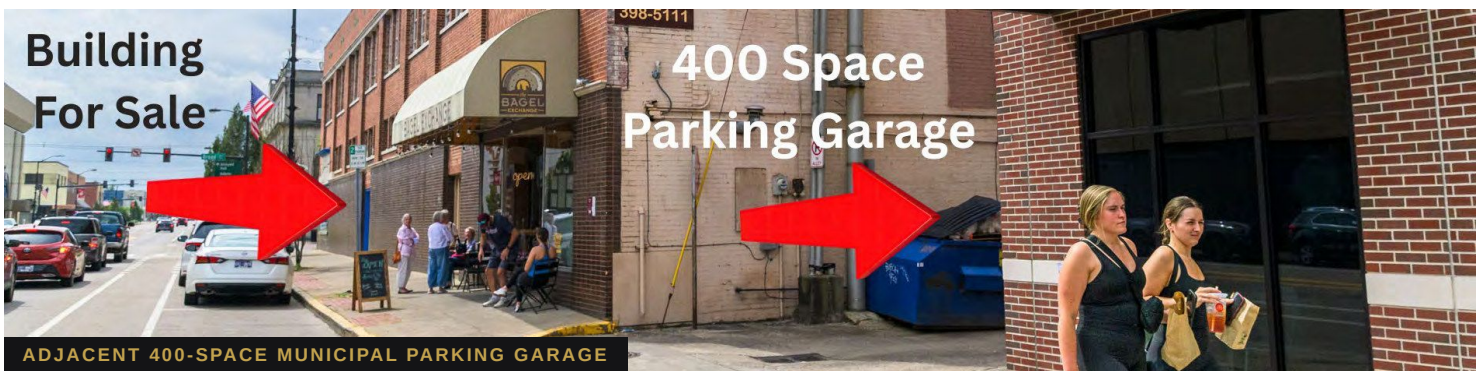
Where Fortune 500 business travel meets 12M+ Smoky Mountains travelers.

Downtown Kingsport has no boutique hotel. Not one. The city's lodging supply is concentrated in highway-corridor select-service product — and even that stock commands rates that make the boutique math work. Leading branded hotels publish nightly rates of **\$130 to \$137**, with the market averaging roughly **\$116** across all properties. During compression events — Bristol Motor Speedway race weekends and Kingsport's Fun Fest — published rates climb past **\$210 per night**, proving the market absorbs premium pricing whenever supply tightens.

Now compare the peer markets. Nashville's Davidson County hotels averaged a **\$199** daily rate at 67% occupancy in 2025. The Franklin/Brentwood Cool Springs corridor — a suburban select-service market with more than 6,000 rooms — typically prices between **\$120 and \$170**, with peaks well above \$230. Kingsport's top-of-market rates are already within striking distance of Cool Springs product, **while the acquisition basis here is a fraction of Williamson County land and construction costs.**

THE THESIS

The rate gap is narrow. The basis gap is enormous. That spread is the opportunity.



ADJACENT 400-SPACE MUNICIPAL PARKING GARAGE

A Differentiated Tier — Not a Rate Competitor

Historic Downtown Core | Opportunity Zone Redevelopment



A differentiated historic-building hotel at this corner would not compete on rate with highway select-service stock — **it would establish its own tier**. In comparable secondary markets, boutique conversions in historic downtown cores routinely price **\$30 to \$60 above the local branded average**, driven by guests who choose character, walkability, and a downtown address over an interstate exit. With Broad Street's restaurants and entertainment venues, and the momentum of 2,500 new downtown residential units, the demand drivers for exactly that guest are already in place.

THE STRIPPED SECOND FLOOR IS THE SUBSTANTIAL IMPROVEMENT PATH

For Opportunity Zone investors, the building's configuration is a rare advantage: the second floor is already stripped to shell, presenting a **pre-defined substantial improvement path** for Qualified Opportunity Fund compliance. Rather than demolition risk and discovery surprises, the redevelopment scope is visible from day one — guest rooms above, lobby, food and beverage, and street-level activation below. Combined with the downtown incentive stack — TIF, PILOT, KEDB façade and redevelopment grants, and Tennessee Main Street programs — the capital stack for a boutique hospitality project here is stronger than the raw purchase price suggests.

Whether repositioned as a **boutique hotel, luxury loft apartments, mixed-use residential, creative office, or hospitality-driven redevelopment**, few properties in Downtown Kingsport offer comparable scale, visibility, accessibility, and redevelopment flexibility in an opportunity zone.

Positioned on one of Downtown Kingsport's most prominent intersections, **244–252 Broad Street** presents a rare opportunity to acquire a **±25,043-square-foot** historic mixed-use building with immediate income, exceptional redevelopment potential, and arguably one of the strongest boutique hotel sites in the downtown market.

INCOME DURING CONSTRUCTION

Collect \$4,000 monthly rent during build-out.

Who's capturing the upside — you or the developer cashing out?

When you buy a stabilized asset, the previous owner has already harvested the value. Acquiring vacant or underutilized property and executing a heavy value-add or adaptive reuse strategy lets you **create** the value instead of paying for someone else's margin.

Rate data disclosure: Reflects published pricing from major hotel booking platforms and market research sources as of mid-2026 (Nashville Convention & Visitors Corp; Booking.com; Trivago; Priceline; Trip.com; Visit Franklin) and is provided for illustrative purposes only. Figures for the Kingsport and Franklin/Brentwood markets are not STR- or CoStar-audited market ADR. Prospective purchasers should conduct their own hospitality feasibility analysis and verify all market data, incentive eligibility, and Opportunity Zone requirements with their own qualified advisors.

Loft Development & Sales Metrics

Tri-Cities Region, TN | Kingsport Market Analysis

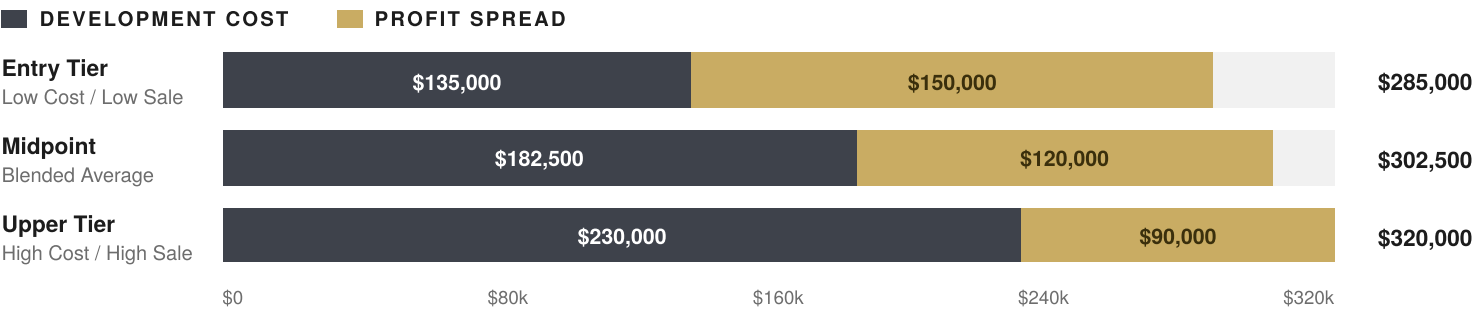
KEY FINANCIAL INDICATORS (PER DOOR)

LOFT SALES PRICE \$285k – \$320k Per Door Actual Sales Data	DEVELOPMENT COST \$135k – \$230k Per Door Actual Permitted Records	NET PROFIT SPREAD \$90k – \$150k Per Door Estimated Margin
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DETAILED FINANCIAL BREAKDOWN

Metric Category	Low End	High End	Midpoint / Avg	Data Source & Context
Loft Sales	\$285,000	\$320,000	\$302,500	ACTUAL SALES Kingsport Market
Development Cost	\$135,000	\$230,000	\$182,500	PERMITTED RECORDS Tri-Cities, TN
Calculated Spread	\$90,000	\$150,000	\$120,000	MARGIN \$ Profit / Door

COST VS. SALE PRICE — MARGIN VISUALIZATION



All figures per door. Profit spread segment equals sale price less development cost within each tier.

INVESTMENT SUMMARY & TAKEAWAYS

Strong Profitability Profile

The market data demonstrates a significant margin spread of **\$90,000 to \$150,000 per door** between development costs and final sales prices for loft properties in the Tri-Cities area. With development costs capped around **\$230,000** and top-tier sales reaching **\$320,000**, projects in Kingsport present strong potential upside and favorable risk-reward metrics.

Data Sources & Disclaimers: Loft sales figures based on actual completed sales in Kingsport, TN. Cost data compiled from actual permitted municipal records across the Tri-Cities, TN region. Figures are presented per door (unit) and represent general market benchmarks. All figures subject to project-specific verification.

Conceptual Loft Renderings

Downtown Kingsport, TN | Representative Finish Level

TARGET FINISH & LAYOUT



CONCEPTUAL RENDERING



CONCEPTUAL RENDERING

DESIGN DRIVERS SUPPORTING \$285K–\$320K PER DOOR

- Open-plan great room with island kitchen
- Original brick, timber and exposed structure retained
- Large restored window openings — downtown and ridge views
- 10 ft.+ ceilings with exposed mechanical

Images on this page are artist conceptual renderings — illustrative of design direction and finish level only, not photographs or representations of any specific unit or building.

Just Sold? Turn That Gain Tax-Free.

Capital Gains Rollover | Qualified Opportunity Fund Strategy

Roll capital gains from the sale of a property, a business, or crypto into a Qualified Opportunity Fund — **defer the tax you owe now, and pay \$0 on the growth.**

WHAT COUNTS AS AN ELIGIBLE GAIN

ELIGIBLE GAIN

Property

Sold a rental, land, or another appreciated property and have a capital gain.

Examples
Rental · Land · Investment Property

ELIGIBLE GAIN

A Business

Sold a company, partnership stake, or other business interest at a profit.

Examples
Company Sale · Partnership Stake

ELIGIBLE GAIN

Crypto & Stocks

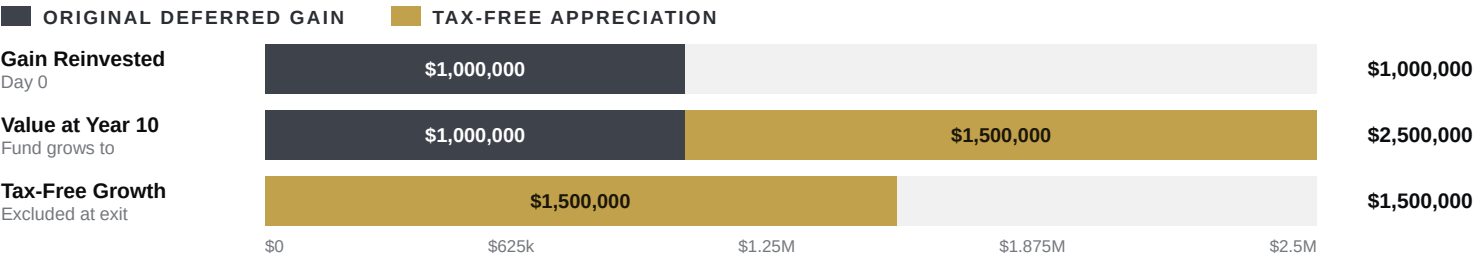
Cashed out crypto, stock, or other appreciated assets — short or long term.

Examples
Crypto · Stock · Other Assets

HOW IT WORKS

STEP	WHAT HAPPENS	TIMING	WHY IT MATTERS
1 Realize a capital gain	Sell property, a business, or crypto at a gain	Day 0	TRIGGER Starts the 180-day clock
2 Reinvest the gain	Roll it into a Qualified Opportunity Fund	Within 180 days	DEFERRAL Tax on the gain is deferred
3 Hold the investment	Stay invested in the fund	10 years	EXCLUSION Growth is never taxed
The Result	\$0 federal tax on the appreciation	10-Year Hold	PERMANENT 2025 federal tax law

WORKED EXAMPLE — SALE OF A PROPERTY OR BUSINESS



Illustrative only. The original gain is deferred, not erased; the 10-year exclusion applies to the new growth.

KEY TAKEAWAYS

Now Permanent

The **2025 federal tax law made Opportunity Zones a permanent part of the tax code**, removing the sunset that previously limited the strategy. A gain from the sale of property, a business, crypto, or stock can be rolled into a Qualified Opportunity Fund within 180 days — deferring the tax now and excluding the appreciation entirely after a 10-year hold. Note that a house “flip” itself usually produces ordinary income, which does not qualify — Opportunity Zone treatment requires a capital gain.

Disclosures: This is general information, not tax, legal, or investment advice. Opportunity Zone eligibility, reinvestment deadlines, holding-period requirements, and fund qualification rules are set by federal statute and regulation and are subject to change. Figures shown are illustrative and do not represent a projection or guarantee of performance. Confirm your situation with a qualified CPA or tax attorney before investing.

Premier Downtown Location — Broad & Center

Downtown Kingsport, TN | B-2 Central Business District



PUBLIC PARKING	POPULATION / 60 MI	SECOND FLOOR	BASIS
1,800+	1.2M	±8,000+ SF	≈\$63 / SF

Located at the intersection of **Broad Street and Center Street**, the property occupies one of the highest-profile commercial corners in Downtown Kingsport. The surrounding district continues to benefit from ongoing public and private investment while attracting new restaurants, breweries, retail concepts, galleries, entertainment venues, and residential redevelopment.

The building sits **immediately adjacent to one of Downtown Kingsport's newest public parking garages** — an amenity rarely available to historic downtown redevelopment opportunities — solving the hurdle that stalls most downtown hotel projects. More than **1,800 public parking spaces** are available throughout Downtown Kingsport.

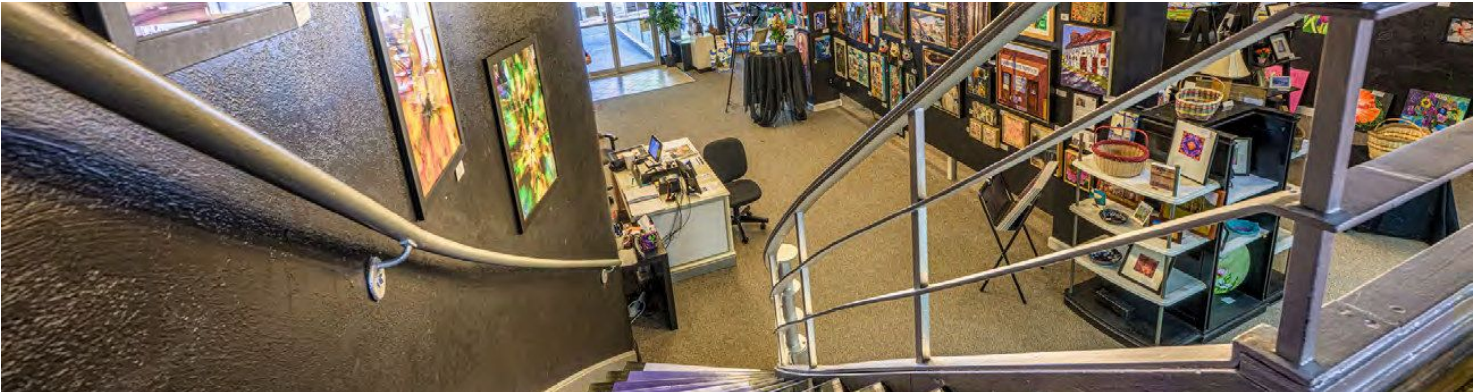
The block is surrounded by regional and national operators including **Starbucks, Food City, Beef 'O' Brady's, Truist, First Horizon Bank, Regions Bank, HomeTrust Bank, and CrossFit**, with City Hall, restaurants, retail, and downtown employers all within an easy walk.

Offered at **\$1,570,000** (approximately **\$63 per square foot**), the property benefits from outstanding vehicular exposure and walkability. The first floor has already undergone significant redevelopment and is leased to a diverse mix of destination-oriented tenants, while the expansive **±8,000+ SF second floor has been stripped to its shell** and prepared for redevelopment — substantially reducing future construction costs.

Kingsport's **B-2 Central Business District** zoning provides one of the city's broadest commercial use classifications, allowing future owners considerable flexibility as market demand evolves.

REGIONAL DRAW

1.2 million population within a 60-mile radius.



Why Kingsport — Growth Without the Boom-Bust Risk

Construction Cost Advantage | Grant & Incentive Stack

OFFICE VACANCY

4.0%

Outperforming national average

RETAIL VACANCY

1.5%

Unusually tight across the sector

MULTIFAMILY VACANCY

5.6%

Steady, measured absorption

RETAIL BUYING POWER

10–24%

Higher per dollar of rent vs. peers

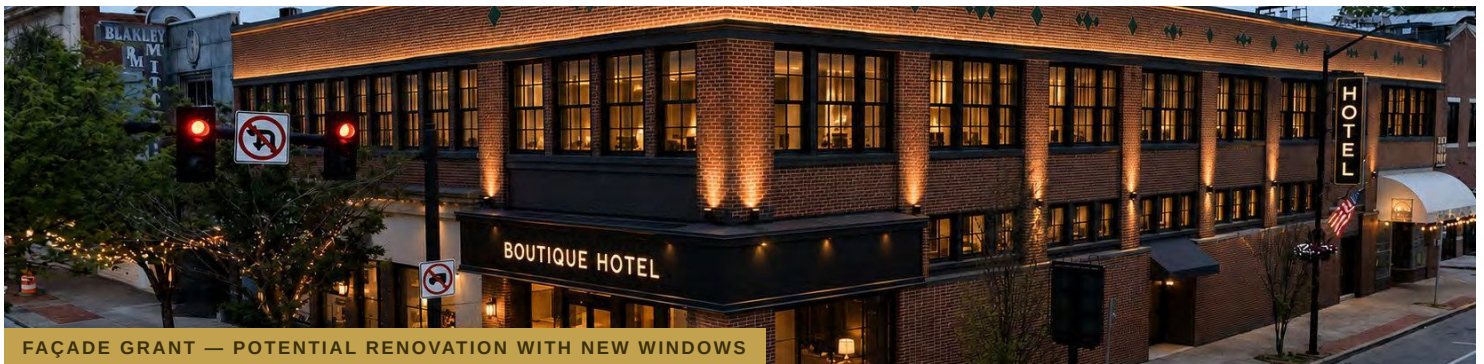
Kingsport's steady, measured growth is its quiet advantage. Fast-growing markets like Nashville often **overbuild during boom cycles and pay for it in vacancy spikes** — Kingsport doesn't carry that risk. Buying power per dollar of retail rent runs **10% to 24% higher than Knoxville, Nashville, and Asheville, NC**. Rent is ultimately funded by tenant revenue, which is tied directly to the purchasing power of the surrounding population. In Kingsport, that relationship is more favorable.

CONSTRUCTION COST & GRANT (DIG) PROGRAM

MULTIFAMILY BUILD COST	\$ / SF	PER UNIT
Kingsport	\$175	\$175,000
Chattanooga	\$200	\$200,000
Knoxville	\$210	\$210,000
Nashville	\$245	\$245,000
Asheville, NC	\$235	\$235,000

The same construction-cost advantage holds true for retail and remodel work. Kingsport hard costs run meaningfully below peer markets, and when paired with **Opportunity Zone tax advantages, façade improvement grants, and the City's Redevelopment Grant and Downtown Loan programs**, projects achieve a superior basis and stronger risk-adjusted returns.

Adaptive reuse projects, on average, come in **16% less expensive** and **18% faster** than ground-up construction — and often deliver **10–15% higher ROI** (Deloitte Report). **Deals actually pencil.**



FAÇADE PROGRAM APPLICATION

Encourages revitalization of building facades and improvement of the aesthetics of the city's Central Business District, with grant assistance through the Kingsport Economic Development Board (KEDB) for the City of Kingsport, Tennessee.

REDEVELOPMENT PROGRAM APPLICATION

Encourages revitalization of building sites with special emphasis on aesthetics in the Central Business District, through the KEDB. Special emphasis is given to CBD projects; however, the grant is applicable to all parts of the city.

Learn more about grants and incentives: kingsporttn.gov/ecd/incentives

Existing Income, Destination-Oriented First Floor

Active Ground Floor | Redevelopment-Ready Second Floor

TENANT

Kingsport GellyBall

Experiential entertainment concept drawing families and groups downtown

TENANT

The Bagel Exchange

Daily food-and-beverage traffic and morning foot-traffic anchor

TENANT

Impressions Fine Art

Destination retail and cultural draw — month-to-month lease

These businesses create consistent activity throughout the day while activating the street frontage and enhancing the property's long-term redevelopment appeal. An investor can continue collecting rental income while planning a phased redevelopment of the upper level. **Rent roll and financials are available upon execution of a confidentiality agreement (NDA) — contact the listing agent.**

SECOND FLOOR VALUE-ADD — STRIPPED & READY

The approximately **8,000+ square-foot** second floor has already been stripped to its structural shell, significantly reducing demolition costs and accelerating redevelopment timelines. Potential strategies include boutique hotel guest rooms, luxury residential lofts, executive apartments, creative office suites, event space, and mixed hospitality concepts. The existing historic structure offers generous ceiling heights and architectural character that are increasingly difficult to replicate through new construction.

Notably, the stripped second floor pairs naturally with an Opportunity Zone strategy: OZ rules generally require **substantial improvement** to the property after purchase, and this building already has its improvement runway defined — **the second floor is the project.**

HISTORIC ASSET WITH LIMITED COMPETITION

Historic downtown buildings represent an inherently limited asset class. Unlike suburban commercial developments, **additional historic inventory cannot be created.** As Downtown Kingsport continues attracting new residents, businesses, restaurants, and visitors, existing historic buildings become increasingly valuable because of their authenticity, walkability, and redevelopment flexibility. At approximately **\$63 per square foot**, the property offers investors a premier downtown corner at a basis significantly below replacement cost.

DOWNTOWN RESIDENTIAL MOMENTUM

PERMITS / 5 YEARS	NEW RESIDENTIAL UNITS	STERCHI SUITES COMP
1,200+	≈2,500	\$265 / SF

Demand for quality downtown residential product continues strengthening throughout Kingsport, creating a growing built-in customer and workforce base for street-level retail, hospitality, and services. One recent example is the historic **Sterchi Suites** condominium development at 217 Broad Street, where a residence sold in July 2026 for approximately **\$265 per square foot**, demonstrating buyer demand for renovated historic downtown living. While every project differs and future values cannot be guaranteed, the transaction reflects continued investor and buyer interest in adaptive reuse projects throughout Downtown.

UNDER CONSTRUCTION

Brickyard Village — a 50-acre master-planned community within walking distance of Downtown.

PARKING

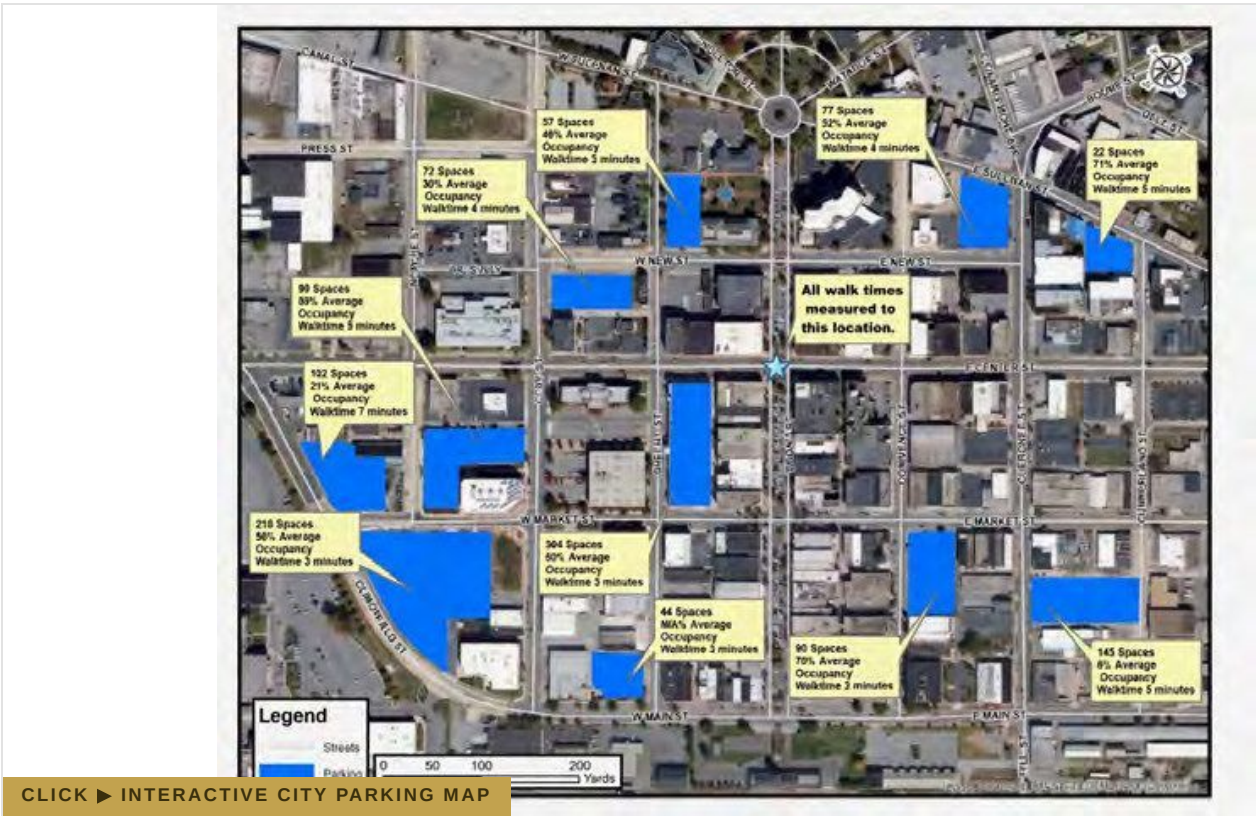
1,800+ Public Parking Spaces Downtown

364-Space Garage | 3-Minute Walk (≈100 Yards)



The nearby **364-space parking garage** sits roughly 100 yards from the front door — a three-minute walk. Structured parking of this kind is the single most common obstacle to downtown hotel and loft conversions, and here it is already built, public, and in place.

DOWNTOWN PARKING INVENTORY MAP



ADJACENT GARAGE	WALK TIME	DOWNTOWN TOTAL
364 Spaces	3 Min	1,800+

Combine With 255 Broad Street

≈51,100 SF Combined | 85–100 Keys

Need up to 50,000 SF?

Combine with **255 Broad Street** directly across the street. Combined (≈51,100 SF) the site supports **85–100 keys**, which crosses into upper-midscale flag territory and gives you the scale to support the rooftop and cellar concepts. [View the 255 Broad Street listing →](#)

Urban Lofts, Boutique Hotel & Signature Rooftop Bar Historic Landmark Downtown - Signature Spaces

Turnkey Event Center

The second-floor event venue features a commercial kitchen, beautiful arched windows, abundant natural light, and impressive downtown views. The space is immediately suitable for weddings, corporate events, private functions, conferences, or hospitality expansion.



FOR SALE / LEASE

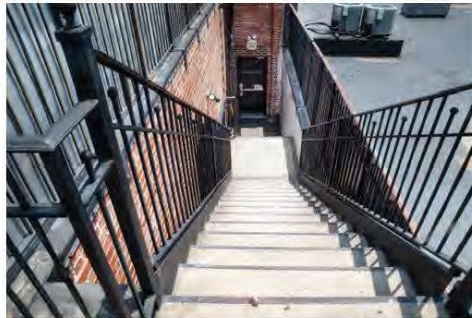
Historic Cellar

Rather than a traditional basement, the property features a character-rich historic cellar complete with elevator access and the original bank vault. The space is perfectly suited for a signature hospitality concept including a speakeasy, craft cocktail lounge, whiskey bar, wine cellar, tasting room, cigar lounge, private club, or exclusive event venue.



Rooftop Deck

One of Downtown Kingsport's premier rooftop opportunities, the expansive rooftop offers panoramic city views and tremendous potential for a rooftop restaurant, cocktail bar, lounge, event venue, or private hospitality space.



Upper Floors

Large open floor plates, abundant natural light, exposed brick, and high ceilings create an ideal environment for luxury loft apartments, boutique hotel rooms, executive offices, creative workspaces, or mixed-use redevelopment.



\$294M Capital Improvement Plan 2025–2029

Kingsport, TN | Infrastructure & Beautification Initiatives



MAIN STREET REBUILD — IN PROGRESS

Kingsport is undergoing significant infrastructure and beautification work aimed at revitalizing its downtown and enhancing public spaces. These projects — often referred to as *city scapes* or *rebuild* initiatives — modernize infrastructure while improving aesthetics and quality of life.

PROGRAM HIGHLIGHTS

1 Main Street Rebuild Project

Revitalizing the downtown corridor from Market Street to Sullivan Street; ongoing for roughly two years. Replaces aging water, sewer and stormwater lines, moves utilities underground, and stabilizes the road base — with stamped brick crosswalks, landscaping and bulb-outs.

2 Downtown Public Art & Aesthetic Enhancements

New vinyl wraps on utility boxes featuring local history, funded by a Tennessee Arts Commission grant (June 2024). A comprehensive Downtown Master Plan developed by TSW Design guides the creation of a vibrant downtown for future generations.

3 Other Major City Upgrades

Riverwalk Park Expansion — \$7.8M BlueCross BlueShield of Tennessee Foundation grant adding amenities along the 11-mile Greenbelt. **Bays Mountain Park** — nature center renovation, expanded gift shop, restored observation tower. **Street Resurfacing** — \$2.5M covering Moreland Drive, Fall Creek Road and others. **Scott Adams Memorial Skatepark** — new facility planned for Brickyard Park.

4 City Visioning & Future Development

The “Only Kingsport” campaign promotes the city as the “City of Originals.” Over **1,200 residential permits** in five years have produced roughly **2,500 new residential units**, alongside redevelopment of the Dobyns-Taylor Warehouse and expansion of the IMAX theater at Fort Henry Mall.



DOWNTOWN PUBLIC ART PROGRAM

For the most up-to-date information, visit the City of Kingsport's official engineering project page or the dedicated Main Street Rebuild Project website.

Tourism & Regional Visitor Draw

Great Smoky Mountains | Outdoor Recreation | Downtown Dining

GREAT SMOKY MTNS NP

12.5M

Annual Visitors

North entrance 90 miles

PIGEON FORGE AREA

21M+

Annual Visitors

Dollywood ≈1 hr 34 min by car

TROUT FISHING

5 Min

From Downtown

South Holston & Fort Patrick Henry

DOWNTOWN DINING & DRINK



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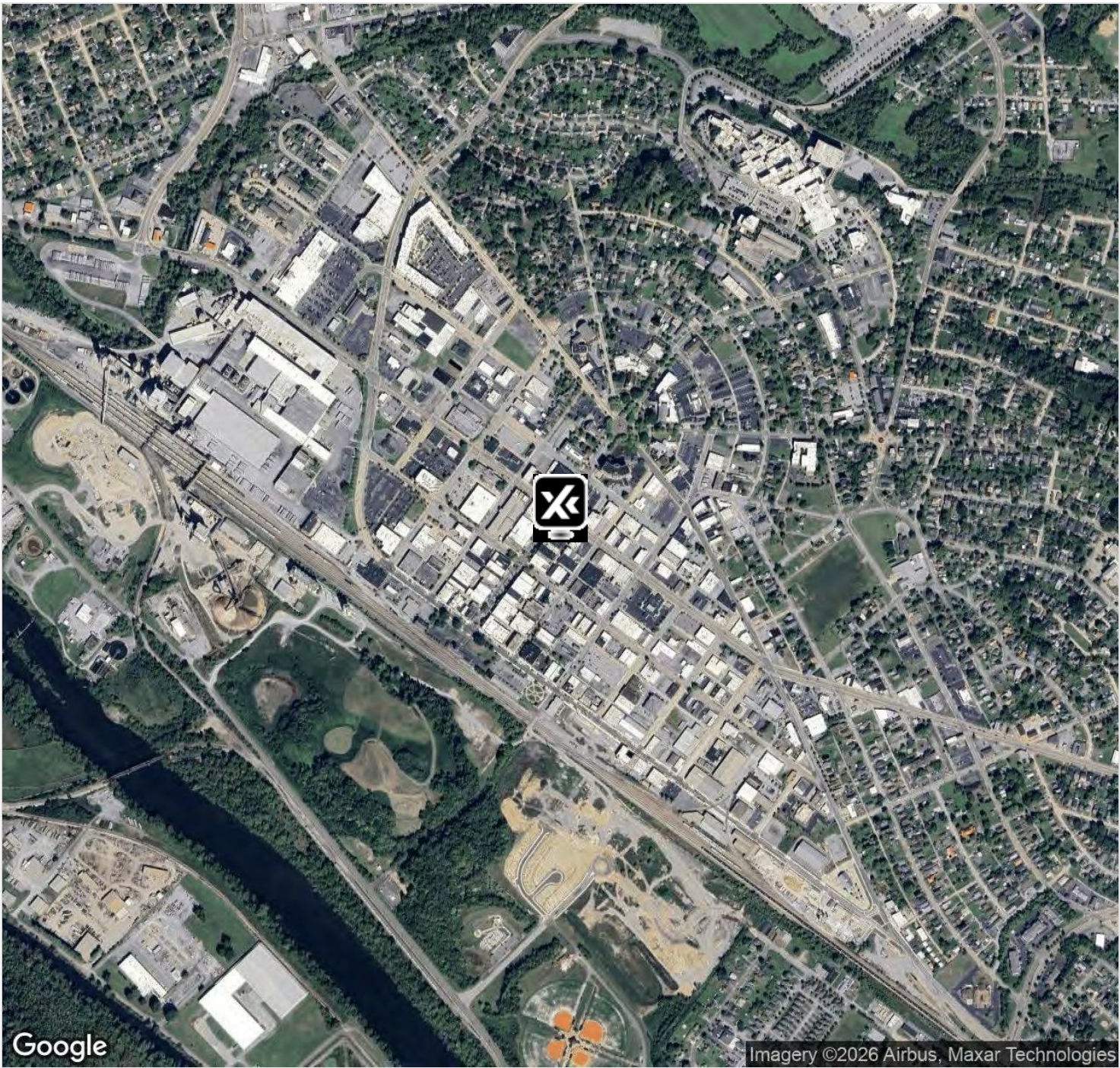


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Aerial Map

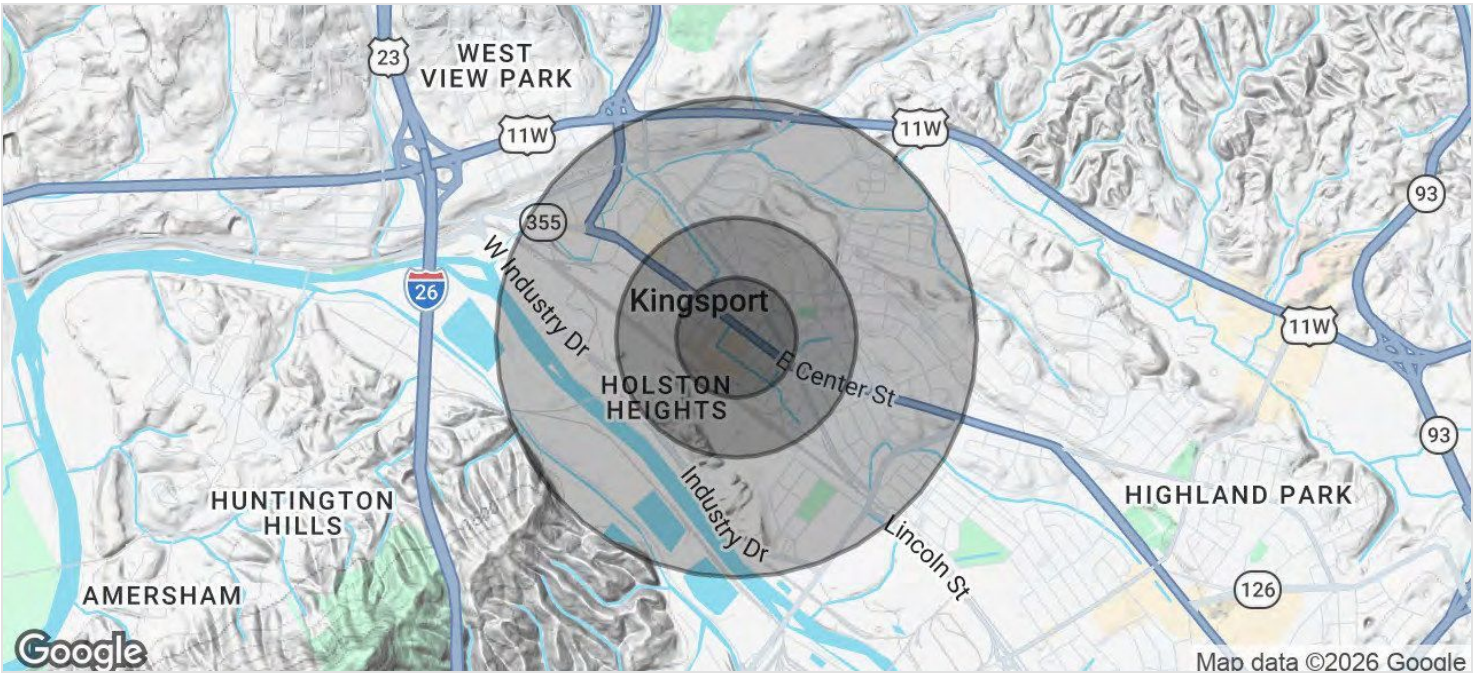
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INTERSECTION	DISTRICT	BUILDING
Broad & Center	B-2 CBD	±25,043 SF

Demographics Report

244–252 Broad Street | 5, 10 & 20-Mile Radii



POPULATION	5 MILES	10 MILES	20 MILES
Total Population	68,168	115,655	287,747
Average Age	43.2	44.9	44.3
Average Age (Male)	42.3	43.9	42.9
Average Age (Female)	44.7	46.2	45.6

HOUSEHOLDS & INCOME	5 MILES	10 MILES	20 MILES
Total Households	29,874	49,948	121,107
# of Persons per HH	2.3	2.3	2.4
Average HH Income	\$75,345	\$81,794	\$77,733
Average House Value	\$205,833	\$244,585	\$248,060

Source: 2023 American Community Survey (ACS)

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Disclaimer: Any references to 1031 Exchanges, DST, or Opportunity Zone benefits are provided for informational purposes only and reflect a general summary of the cited statutes and regulations as written. They are not tax or legal advice, are not a guarantee of any tax treatment or outcome, and do not account for any individual's circumstances. Opportunity Zone, 1031, and DST provisions carry specific deadlines and conditions and are subject to change by legislation or regulation. Prospective investors should consult their own qualified tax advisor, attorney, and CPA before making any investment decision.