

# About Us!

## NexTrend Securities, Inc.

### 1031 Delaware Statutory Trust (DST)



**“OUR FIRM'S CORE BELIEF RESTS SOLELY ON OUR  
CLIENT'S OBJECTIVE OF PRESERVATION OF CAPITAL  
AND WEALTH ACCUMULATION.”**

Mark S. Cherlin, Founder, President and  
Chief Compliance Officer (CCO)  
NexTrend Securities, Inc.

***Registered FINRA Broker-Dealer for Over 24 years***

# **NexTrend Securities, Inc.**

## **Focused on 1031 Delaware Statutory Trust (DST)**

### **Real Estate Transactions**

Since 1997, NexTrend Securities, Inc. has operated through many different market conditions and business cycles. The Firm is focused on 1031 Delaware Statutory Trust (DST) real estate properties for accredited and institutional investors. The only transactions that the Firm executes on behalf of its customers are 1031 DST and Private Placement real estate transactions.

Together, the senior management team of the firm has more than 100 years of financial services experience. Having witnessed many dynamic market environments and ever-changing market cycles, the NexTrend management team understands what is involved in building, managing and growing our clients financial wealth. By eliminating traditional brokerage bureaucracy and cookie cutter one-size fits all products, we are able to focus on the individual needs of our real estate clients.

We understand that each client faces their own unique financial situation. We also recognize and understand the benefits of buying and selling real estate and the impact a transaction may have on an individual/entity's real estate portfolio.

Our focus is on delivering a superior level of customer service and providing our clients with high quality institutional grade real estate investments. We take pride in maintaining the highest level of support, accessibility, and industry-specific knowledge to fit our clients needs.



NexTrend Securities typically works with real estate sponsors offering fractional ownership in real estate properties that are considered institutional grade and professionally managed with an added benefit of being able to replace debt on a non-recourse basis. Interests in these properties may qualify as a "Like-kind" exchange and are only available to accredited investors.

We are not tied to any single 1031 DST real estate sponsor, marketing organization, or outside entity. We never lose sight of who makes us great, and we treat you as an extension of our real estate investor family. Our professional and knowledgeable staff is ready to support and assist you with building your 1031 DST portfolio. We view our relationship as a lasting partnership and strive to be more than just the required broker-dealer to execute your real estate transactions.

**Process, Knowledge, Ease of Doing Business** and **Confidentiality** are the cornerstones of our organization. "Doing the right thing is always the right thing" is the guide to our business operations and decision-making process.



## Process

1031 DST real estate investments are vetted both internal and externally prior to making properties available to our clients.

There is a significant amount of due diligence that is undertaken and relied upon during the private placement memorandum (PPM) process. In addition, we review independent third-party due diligence reports and compile our own internal reports reviewing the offering from both a quantitative and qualitative perspective. Finally, our team visits the property for an additional on-site review.

We believe managing our client's risk with customized and diversified 1031 DST real estate investments better positions them to have their real estate investments meet their needs and expectations.



## Knowledge

NexTrend Securities concentrates on 1031 DST exchanges and private placement real estate investments. We provide an environment where representatives exchange ideas, engage with our product partners, and work directly with industry top sponsors. 1031 DST and real estate private placements transaction is what we do. We believe NexTrend Securities is the best fit for 1031 DST investors. We provide support and access to major real estate sectors, including multifamily, industrial, hospitality, medical, mini storage, industrial, senior care and student housing.

## Ease of Doing Business

Our back office and operations staff will work with you to assist with new account paperwork and with filling out transaction documentation. We send out prospectuses for all potential transactions and take care of as much paperwork as we can to make your life as easy as possible when it comes to your real estate transactions. Our professional staff is ready to pick up the phone when you call to address any need you may have. We make doing business as easy as we can.

## Confidentiality

We take our role in this process very seriously and know that confidentiality can make or break a successful relationship. Our success is based on this understanding and the trust you have placed in us.

## Areas We May Assist:

- Matching debt and equity on a replacement property
- Meeting the 45-day identification deadline
- Providing opportunity to potentially defer capital gains from a "Like-kind" exchange
- Providing an alternative to daily property management
- Left-over boot
- Elimination personal guarantees
- Solution for investor with bad or no credit who cannot replace a mortgage
- Flexible investment amounts with the ability to easily split into multiple DST's
- Customized private 1031 properties (You are the only investor)
- Cost Segregation
- Introducing clients to our network of institutional buyers for the purchase or sale of real estate



It is our mission to be your valued broker-dealer for your 1031 Delaware Statutory Trust (DST) and other real estate transactions. NexTrend Securities will provide you with the knowledge, resources, product inventory, and personal attention necessary to help you achieve your goals.

We look forward to working with you so please let us know if there is any additional information we can provide. Thank you.

Very truly yours,  
NexTrend Securities, Inc.



## **For More Information Please Contact**

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**[www.nexttrend1031.com](http://www.nexttrend1031.com)**

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**Important Risk Disclosures - For Accredited Investors Only.** This information has been prepared for educational purposes only and does not constitute an offer to purchase or sell any security. This material is not to be interpreted as tax or legal advice.

**Specific Risks Associated with Investing in a 1031 Delaware Statutory Trust (DST)** include but are not limited to substantial fees and expenses, inability of the DST to actively manage the property, strict timing limitations and risk of not meeting requirements for 1031 exchange tax treatment, and other negative tax consequences. There are risks associated with investing in real estate and DST properties including loss of entire investment principal, declining market values, tenant vacancies, lack of liquidity with restrictions on ownership and transfer. Potential cash flow, returns and appreciation are not guaranteed and could be substantially lower than anticipated. Diversification does not guarantee profits or protection against losses.

**Additional Risks and Considerations related to investing in 1031 DST commercial real estate** include, but are not limited to, general real estate risks, financing risks, tax risks, interest rate risk, management risks, operating risk, market risks such as supply and demand, changing market demographics, tenant turnover, tenants inability to pay rent, acts of God such as earthquakes, floods or other uninsured losses. There are also potential risks relating to the trust structure and the potential for adverse changes in laws and regulations. NexTrend Securities, Inc. is not a tax advisor and does not provide tax advice.

**General Risks Associated with Investments in Private Placements Offerings** include but are not limited to the fact that private placement offerings are not suitable for all investors, are speculative, illiquid, involve a high degree of risk, and include the possibility of complete loss of your investment. For more information on 1031 DST real estate and private placements please go to <https://www.nexttrend1031.com>.

**Note:** Any pictures depicted in this document are for example purposes only and may be currently or previously owned by DST Sponsors or their affiliates.