ADVISOR CASE STUDIES

RE WEALTH

Rental Real Estate Planning, In Practice

Market context, advisor workflow, and six advisor-led examples where property data changed the client conversation.

6 client conversations

Temporary landlord strategy, problem-property sale analysis, paid-off-rental refinance planning, REPS timing, rent review, and partial asset disposition.

1 advisor workflow

Use tax returns and property details to compare client-ready planning tradeoffs without rebuilding the analysis in spreadsheets.

RE WEALTH

Rental Properties Often Sit Outside The Advisor Workflow

Many clients own rentals. The information rarely shows up like an investment account feed. Advisors need property-level context: performance, taxes, equity, debt, and the next decision in front of the client.

10M

Taxpayers report rental property

Many are ordinary "mom-and-pop" landlords who already fit inside an advisor's client base.

$7T

Estimated directly held rental value

A large client asset class often receives less structured advice than investment accounts.

Why clients care

Rental properties affect retirement timing, tax exposure, liquidity, concentration, and cash-flow reliability.

Why advisors hesitate

Property data is scattered across tax returns, closing disclosures, loan details, rent rolls, and client memory.

Where REWealth fits

Organize property facts into performance metrics, planning scenarios, and client-ready reports.

RE WEALTH

From Static PDFs To Property-Level Planning

Advisors already collect much of the raw material: tax returns, closing disclosures, loan details, and client notes. REWealth structures those inputs so the advisor can review property-level metrics and compare concrete planning paths.

Manual workflow

- Tax returns, closing disclosures, and spreadsheets stay disconnected.
- Passive losses, basis, debt, and return metrics are tracked manually.
- Rental advice becomes ad hoc and hard to price consistently.

>

REWealth workflow

- Read tax-return data and enrich property facts where available.
- Review cash flow, ROE, IRR, rent-vs-market, sale, refinance, and tax-sensitive scenarios.
- Export client-ready reports that support focused planning conversations.

Data gathering

Start with Schedule E, Form 8582, depreciation schedules, closing disclosures, and loan details.

Analysis

Spot underperformers, lazy equity, negative cash flow, rent gaps, sale taxes, and reinvestment paths.

Communication

Translate property data into plain-English choices and next actions for the client.

RE WEALTH

Rental Analysis Can Be A Defined, Billable Service

A rental-property review is easier to package when the advisor can explain what drives the work: property count, unit count, debt, tax history, ownership complexity, and the decision being modeled. REWealth gives advisors a repeatable analysis layer behind that service.

Ongoing service models

- Rental real estate add-on tier.
- Annual minimum or complexity bands.
- Planning retainer plus transaction-analysis projects.
- Pricing that scales with unit count and property complexity.

One-time project models

- Rental portfolio check-up.
- Report for fee or prospecting report.
- Deal analysis or market underwriting.
- Sale, refinance, 1031, REPS, or partial asset disposition review.

Price the work around the real workload: properties, units, debt, tax history, and decision complexity. Then deliver a repeatable rental-property review clients can act on.

Example offer page: rewealthplanning.com/year-end-checkup

RE WEALTH

Using Home Equity As A Retirement Bridge

01

A near-retiree couple had meaningful home equity, limited investment savings, and a spouse who wanted to retire sooner.

The advisor question

Could the clients buy a more suitable forever home, rent their current home for a limited period, and then use the later sale proceeds to reduce housing costs in retirement?

Current home

Identify equity, mortgage payment, and rental potential.

Temporary rental

Model cash flow during the transition period.

Section 121 timing

Plan for sale before the primary-residence exclusion window becomes an issue.

Mortgage recast

Test how proceeds could lower the new housing payment.

> **REWealth gave the advisor a way to connect home equity, temporary rental cash flow, Section 121 timing, and a later mortgage recast in one retirement-income conversation.**

Case numbers

$2,600/mo

Estimated rent for the current home.

$1,200/mo

Projected rental cash flow.

$340k

Estimated eventual sale proceeds.

~$280/mo

Modeled new mortgage payment after paydown/recast.

RE WEALTH

Moving Past Cash Flow on a Problem Duplex

02

A real estate investor client had a cash-flowing duplex, a major plumbing issue, and return metrics that were getting less attractive.

The advisor question

Even with $7,626 of annual cash flow after debt, the clients were facing a $10k-$15k plumbing decision. The advisor needed to compare repairing and holding against selling, paying the tax, and redeploying the net proceeds.

Hold or repair

Keeping the $7.6k annual cash flow also meant potentially putting another $10k-$15k into a property with falling projected returns.

Sell and redeploy

Pay ~$12k in estimated sale taxes and free roughly $96k for a more diversified investment portfolio.

REWealth helped the advisor quantify the sale path: avoid another $10k-$15k repair cycle, pay ~$12k in tax, and redeploy roughly $96k.

Case numbers

$7.6k/yr

Annual cash flow after debt.

$10k-$15k

Modeled plumbing repair range.

~$12k

Estimated sale tax from depreciation recapture and long-term capital gains.

~$96k

Cash available to reinvest after the taxable sale.

RE WEALTH

Reviewing Idle Equity In A Paid-Off Rental

03

A retired client wanted to keep the property. The advisor needed to quantify the opportunity cost of trapped equity.

The advisor question

The rental produced income. After years of appreciation, return on equity had fallen. The advisor modeled rent increases and a cash-out refinance to compare keeping the property with redeploying some equity.

Paid-off rental
Start with property value, rent history, and tax basis context.

Raise rents
Update the analysis after improving under-market rent.

Cash-out refi
Test debt service and effect on IRR/ROE.

Redeploy equity
Compare keeping the property with using extracted capital elsewhere.

REWealth helped the advisor make opportunity cost visible without forcing the client to sell a property they still wanted to own.

Case numbers

$650k-$700k
Estimated property value range.

$14k/yr
Prior cash-flow level before later rent changes.

+$1k/mo
Rent increase modeled in the case.

~$500k
Equity modeled through a cash-out refinance.

RE WEALTH

Coordinating REPS Across High-Income Years

04

A high-income rental-property household had large passive losses and a spouse considering Real Estate Professional Status.

The advisor question

Could the clients coordinate REPS, material participation, cost segregation, and depreciation timing in a way that fit their current high-income years without ignoring future tradeoffs?

Confirm facts

Review hours, documentation, material participation, and CPA coordination.

Model 2025

Test the current-year impact before assuming the strategy works.

Extend to 2026

Apply the same logic to another property with remaining depreciable basis.

Check future income

Compare accelerated deductions against lower expected income in later years.

REWealth gave the advisor a year-by-year analysis to test REPS, cost segregation, depreciation timing, and CPA review before the clients committed to the strategy.

Case numbers

$571k
AGI for the planning year.

$479k
Taxable income for the planning year.

32%
Tax-rate input used to evaluate deduction timing.

$31.6k
Estimated deferred tax benefit in the 2026 cost-seg scenario.

RE WEALTH

Finding Rent Drag Across a Rental Portfolio

05

A client owned 10 rentals, including long-held properties where market-rent gaps were hard to see property by property.

The advisor question

Which properties were behind market rent, which properties were creating negative cash flow, and how much annual cash flow might be available if rents moved closer to current market medians?

Schedule E

Read rentals from Schedule E instead of starting with a blank property list.

Property enrichment

Fill in property and loan data where available.

Market rents

Run comps by address and unit mix to compare current rent with median rent.

Client report

Export the findings into an advisor-branded planning deliverable.

> **REWealth helped the advisor find rent drag across the portfolio and frame a focused rent-review conversation with the client.**

Case numbers

10

Rentals in the reviewed portfolio.

4.0% to 4.8%

Portfolio ROE: current rent versus market-rent scenario.

$11.3k/yr

Estimated potential additional yearly cash flow from rent alignment.

$12.2k

Negative cash-flow drag across the portfolio.

RE WEALTH

Preparing A Roof Replacement Tax Question For The CPA

06

A rental owner replaced a roof during the year, and the old roof still appeared to have remaining tax basis.

The advisor question

Could the client and CPA evaluate whether the old roof's remaining adjusted basis should be deducted when the replaced asset was disposed of?

Roof replacement
Enter the renovation as a capitalized improvement.

Replacing item
Flag that the new roof replaced an existing component.

Disposition helper
Estimate historical cost, prior depreciation, and remaining adjusted basis.

CPA review
Send the estimate to the CPA for agreement and implementation.

REWealth gave the advisor a clean estimate of the old roof's cost, accumulated depreciation, remaining basis, and potential Form 4797 loss for CPA review.

Case numbers

$25k
New roof cost.

$14.3k
PPI-adjusted historical cost estimated for the old roof.

$4.9k
Allocated accumulated depreciation used in the estimate.

$9.47k
Estimated Form 4797 loss prepared for CPA review.

RE WEALTH

Property-level analysis gives advisors a more focused client conversation.

Across these six cases, the advisor workflow stayed consistent: organize the property, calculate the tradeoffs, and give the client a concrete next decision.

Analyze

Cash flow, ROE, IRR, debt service, repairs, rent assumptions, tax-sensitive sale details, REPS, partial asset disposition, and household-level impact.

Compare

Hold, sell, refinance, exchange, rent temporarily, repair first, align rents, redeploy capital, or time deductions across tax years.

REWealth helps financial advisors serving rental real estate clients organize property data, compare planning paths, and produce client-ready reports.