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2022 Ones to Watch: Dwight Kay, Founder & CEO at Kay Properties & Investments

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What recent project, transaction or accomplishment are you most proud of? I think the accomplishment I am most proud of so far is the record year Kay Properties recorded in 2021. The

firm posted \$610 million of equity from accredited investors which represented a 49.5% increase over the previous year. Why this is so impressive to me is because it represents the total vision of Kay Properties coming into focus. This means a fully operational integrated real estate team of consummate professionals that assist our clients using our best-in-industry only real estate investment platforms.

What does it take to succeed in your specific industry? Because the Delaware Statutory Trust is a complex tax code, the only way to succeed is if our clients are fully educated on 1031 Exchanges and the Delaware Statutory Trust (DST) investment vehicle. That's why we spend a great deal of time, energy, and resources to make sure each client is fully aware of the required timelines, nuances, and especially the risks, benefits, and strategies available to DST investors. On top of that, it also takes having relationships with a variety of DST sponsor companies that have access to investment-grade properties that are only available to Kay Properties clients.

What led you to your current profession? I built Kay Properties and Investments with the vision of reducing concentration risk for investors by providing them a broad menu of DST opportunities available for their 1031 exchanges and cash investments. I wanted to ensure that our clients were not putting their hard-earned nest eggs in one single basket. Instead, I sought to avoid concentration risk by providing investors with the options of spreading their equity over many properties, geographic locations, tenants, DST sponsor companies, and DST offerings. As a result, I started building relationships with DST sponsors in the industry that were willing to develop debt free DST solutions for investors.

What are the Top 3 Items for Your Bucket List? My bucket list for the future really revolves around building a real estate investment firm that is poised for success regardless of market conditions. Specifically, this means emphasizing a defensive stance when it comes to investment strategies to minimize downside risk. It also means continuing our dedication to our "integrity first" business model that emphasizes transparency, education, and one-on-one relationships with our clients that provide custom investment solutions. Finally, we want to create a company that embraces professionalism and provides a climate where our team members can not only reach their goals, but also exceed them.

What do you like to when not working? I am a proud husband and father of four children, ages 1-to-13. I think that explains my time when not working.