BEFORE YOU CLOSE ON AN INVESTMENT PROPERTY

The One Call Every Investor Should Make Before Closing

Every real estate investor knows the closing checklist by heart: title work, financing, inspections, due diligence on the rent roll or the pro forma. But there's a step most investors skip entirely — one that can quietly leave hundreds of thousands of dollars on the table before the ink is even dry.

That step is checking whether the property qualifies for government funding.

A Blind Spot in Most Deals

Brokers, lenders, and attorneys are experts in their lanes, but government funding rarely lives in any of those lanes. It sits in a separate world of federal, state, and local programs — historic tax credits, brownfield remediation funds, affordable housing incentives, energy efficiency rebates, opportunity zone benefits, and more — each with its own eligibility rules tied to location, property type, and intended use.

Because these programs aren't part of a standard closing process, most investors never find out a property qualified until it's too late to capture the value. Once the deal has closed and the capital stack is locked in, the opportunity to layer in government funding is often gone.

Why a Pre-Closing Check Matters

A property doesn't need to be labeled a 'redevelopment project' or a 'municipal deal' to qualify for public funding. Multifamily buildings, mixed-use properties, self-storage facilities, industrial sites, and even straightforward acquisitions can all sit inside a zone or fall under a program that most investors don't know exists.

Running a funding check before you close accomplishes three things:

- It identifies grant, credit, or incentive programs the property may qualify for based on location and use
- It gives you leverage — funding potential can factor into negotiations, financing structure, or your underwriting
- It protects the timeline — many programs have applications tied to acquisition dates, so acting before closing preserves eligibility that disappears after

What This Looks Like in Practice

The process starts with a straightforward review: the property address, intended use, and deal structure are checked against active federal, state, and local funding programs. From there, eligible opportunities are identified, and a plan is built for pursuing them — in parallel with, not in place of, the closing timeline already in motion.

With 50 years of experience navigating government funding and more than $500 million secured to date, the goal is simple: connect investors with the funding opportunities that drive real value, before the window to capture them closes.

Strategic Connections. Real Funding. Real Results.

A pre-closing funding check costs an investor nothing but a conversation — and it can be the difference between a good deal and a great one. If you have a property under contract or in due diligence, it's worth finding out what it might qualify for before you sign.

Before You Close, Let's Check What It Qualifies For.