

# HOLD YOUR REAL ESTATE - DON'T SELL!

I avoid giving personal financial advice as I am not a financial advisor, and I prefer not to delve into managing others' finances.

Personally, my investments are in Canadian real estate and the Vanguard exchange-traded fund that tracks the S&P 500 in US\$.

I set it and I forget it – that's my style of investing.

I also refrain from advising on buying or selling shares in any Canadian or international corporations.

However, many clients ask me what to do with their money, especially after selling their dental and extracting the paid-up-capital (PUC) that sat idle for years...



My initial advice is straightforward: if you own the dental real estate, keep it. Canadian real estate is a robust long-term investment, and I recommend that you maintain control and ownership of the land.

## **Generational wealth is best earned, over time, in real estate**

Many clients, post-practice sale, are interested in freeing up the capital that has been tied up in their real estate and they wish to disassociate from the property housing the dental practice.

For some – it's emotional and for others they want the “clean-break” that I started writing about almost 30 years ago. Some of you may remember my “**Take the Money & RUN!**” seminars of the 1990's?

I understand the desire to separate from the real estate after selling your business. It's clean.

There are investors in the Canadian market looking to acquire properties housing dental practices. If you wish to sell and you own the real estate, I have potential buyers.

But let me say this again:

### **My advice is to HOLD your Canadian real estate investments**

Thank you for considering this significant financial decision.

Want a free opinion of the value of your dental real estate?

**Text the office address to me @ 416-520-7420.**

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Record

