



## Visintainer Group Investing in the Valley



Visintainer Group is an investment real estate company that was founded in 2017 by Brett Visintainer. Visintainer founded the company after he

realized there was a need in the Central Valley for investment real estate services.

The Group works with investors who are interested in finding ways to generate income and cash flow from ag, retail and multifamily properties.

Visintainer Group differs from a traditional real estate company because their sole focus is commercial investments and sales, not residential and leases. They work with investors and owners of agricultural land and commercial property.

“I saw an opportunity for investment real estate in the Central Valley because there were not a lot of companies specializing in it,” said Brett. “The majority of the companies that were working with local investors were outside of the area, which is why I decided to start my own company here locally.”

To date, Visintainer Group has eclipsed \$500 million in sales and 160 transactions. While their presence is here locally, Visintainer Group has a national reach, closing transactions in 16 different states.

Visintainer Group utilizes a database to market and maximize their clients’ property value to create competition, as well as customize a specific plan based upon their clients’ needs and risk.

They provide a variety of services to their clients, but one of the more important benefits available to the agricultural community is the 1031 Exchange.

A 1031 Exchange (IRS Code, Section 1031) allows sellers to “exchange” property, while deferring capital gains taxes. Sellers could place all their profits into new property

(exchange it) and defer paying any liability, or they could place a portion into the new property and only pay taxes on what they keep.

Visintainer Group then helps their clients find a property to purchase outright, or invest into, so they can generate cash flow.

“A 1031 Exchange is one of the most important opportunities people in the agricultural community should be discussing, especially with SGMA,” said Visintainer. “The reason this is a great option for farmers is because their land has appreciated significantly over the years, and the liability would be massive if they just sold the property outright instead of exchanging it into a new one.”

They work with a variety of agricultural clients in the Central Valley and understand the importance of the challenges they are facing. Finding the best possible solution for their clients is their top priority.

**“We are client centered and focused, and we want to make sure our client is getting the best properties and the best deals.”**

“Our goal is to always help our clients and to meet their financial objectives,” said Visintainer. “We are client centered and focused, and we want to make sure our client is getting the best properties and the best deals.”

Visintainer Group is also a Friends of the Family Farm Premium Member.

“We understand agriculture is the bedrock of this community, so we felt it was very important to be involved in Farm Bureau and to stay abreast of the local and national issues faced on the farm,” said Visintainer. “This is just a small way we can support the agriculture community as an ancillary service provider.”

“We are a local resource, and we are here to support our clients and their objectives when it comes to investing.”

To learn more about Visintainer Group, visit [visintainergroup.com](http://visintainergroup.com).