



Ten things you **need to know** before you invest in a real estate fund or syndication.



For more information, schedule call with us

TempoFunding.com/IRCall



Welcome & Introduction

If you've been searching for a way to grow your wealth without the headaches of tenants, toilets, or turbulent markets, you're in the right place. This guide was designed to show you how to build a resilient portfolio through passive commercial real estate investments that work for you, not the other way around.

At Tempo, we believe the smartest investors are informed investors. That's why this isn't just a brochure, it's a blueprint. Inside, you'll discover how to identify quality commercial real estate opportunities, reduce risk through smart diversification, and build steady income streams in any economy.

There are two ways to invest:

1. **Individual Deals** - Target the properties, markets, and operators that resonate most with your investment goals.
2. **Invest in Diversified Funds** - Let our expert team curate a balanced portfolio across multifamily, self-storage, retail, and other proven sectors in high-growth U.S. markets.

Whichever path you choose, you'll gain access to the same disciplined underwriting, market insight, and investor-first approach that has made Tempo a trusted partner for accredited investors nationwide.

By the end of this guide, you'll not only understand *how* to invest passively - you'll know exactly what your next step should be. Explore even more insights, interviews, and market updates:

[Watch our YouTube: Tempo Family of Funds & Syndications](#)

[Listen to the Big Mike Fund Podcast: Available on Apple, Spotify & More](#)

Meet Your Guide: About Mike Zlotnik



This guide was created by the Tempo Family of Funds and Syndications team, led by **Mike Zlotnik**, Founder CEO of TF Management Group, LLC and host of the Big Mike Fund Podcast (BigMikeFund.com).

Known in real estate circles as “Big Mike” for both his stature and his presence, Mike is respected for his personal integrity, analytical skill, and ability to guide investors through both strong and challenging markets.

Mike’s journey began far from the world of private real estate. Born in Moldova, then part of the Soviet Union, he immigrated to the United States in 1989 at the age of 18. Arriving with limited resources, he relied on hard work, determination, and a commitment to learning to build a new life. After earning his Bachelor’s degree in Mathematics from SUNY Binghamton, he spent nearly 15 years in the IT industry, managing risk, business intelligence, and system quality for large-scale enterprises.

Even while building a successful technology career, Mike pursued his passion for real estate starting in 2000 as a passive investor, drawn to its predictability, tangible value, and clear risk-return profiles. In 2009, he started Tempo and has since launched multiple real estate investment funds and syndications, providing accredited investors with access to institutional-quality opportunities in multifamily, self-storage, retail, industrial, and specialty projects nationwide.

Mike is a lifelong learner, active member of real estate mastermind groups, and a strong advocate for disciplined underwriting, active asset management, and transparent investor communication. His guiding philosophy: protect investor capital first, then focus on growth. His life story - from overcoming early challenges to leading a respected investment firm - serves as a reminder that with focus, integrity, and the right partnerships, long-term wealth is possible for anyone willing to take the journey.

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Investor Benefits

At Tempo, we focus on four core principles - **education, transparency, performance, and trust** - guiding every investment and every interaction.

Rigorous Due Diligence

We thoroughly evaluate each operator, market, and property using disciplined underwriting and conservative assumptions to identify strong opportunities while managing downside risk.

True Diversification

Our funds and syndications span multiple asset classes, geographic markets, and risk profiles - including multifamily value-add, self-storage, hotel redevelopments, industrial properties, and more - helping reduce volatility and create stability.

Exclusive Access

We source off-market, institutional-quality opportunities that are typically unavailable to individual investors, often with stronger structures, better collateral, and attractive risk-adjusted returns.

Aligned Interests

We invest alongside our clients and structure returns so our success is directly tied to yours.

Flexible Strategies

Whether you're focused on consistent income, long-term growth, or a mix of both, we offer multiple funds and individual deal syndications to meet your objectives. Our investments are also self-directed IRA and qualified account friendly.

Experienced Partnerships

We work with seasoned operators who have decades of experience and proven execution across multiple market cycles.

Transparency & Support

From secure online portals to quarterly reports, monthly updates, and live investor calls, you'll always have clear visibility into your investments. Independent fund administration and third-party audits reinforce accountability.

What We Do

Most investors know that commercial real estate can be a powerful way to build long-term wealth - but finding the right opportunities is another story. The best deals rarely make it to the public. They're shared behind closed doors, often before they're even under contract, and reserved for those with the right relationships and the expertise to evaluate them.

That's where Tempo comes in.

We've carved out a niche where the big players don't play, and the small players find it too big. Our team is deeply connected to top-tier, vertically integrated sponsors and operators - people who call us first when a strong opportunity arises. This gives our investors access to vetted, high-quality deals in multifamily, self-storage, retail, industrial, and specialty projects across high-growth U.S. markets.

Every investment we present has passed our rigorous due diligence process, often enhanced by what we call "**collective due diligence**"- leveraging insights from our trusted network of other fund managers to stress-test deals from multiple perspectives.

Whether you prefer the hands-off diversification of our professionally managed funds or the ability to hand-pick individual syndication deals, we're here to help you invest with **confidence, clarity, and control.**

Our Disciplined, Hands-On Process:

1. **Identify** - We source high-quality, under-the-radar opportunities, often before they reach the open market.
2. **Review & Analyze** - We dig into project costs, operating budgets, financials, and local market data to validate each investment's viability.
3. **Negotiate** - Our scale allows us to negotiate favorable terms with sponsors and operators - always with our investors' best interests in mind.

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4. **Monitor** - We track business plan execution, timelines, and financial performance while maintaining active communication with sponsors.
5. **Visit & Verify** - Our team conducts site visits and maintains accountability to ensure projects stay on track.
6. **Optimize Exits** - We work to maximize value at sale or refinance, adjusting strategies as market conditions evolve.

While sponsors or developers handle day-to-day operations, our asset management team stays deeply involved, ensuring every investment is monitored, optimized, and positioned for long-term success.

From multifamily value-add projects to open-air shopping centers, NNN Industrial properties, and other properties our portfolio is built with care, discipline, and a focus on delivering strong risk-adjusted returns through multiple market cycles.

Stay in the Loop on Exclusive Opportunities

The best opportunities often move quickly - and they're rarely advertised on the traditional platforms.

Join our email list to receive early access to vetted deals, market insights, and investment updates straight to your inbox.

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Know Your Investment Goals

Investing is a powerful way to build long-term wealth and create financial security, but before making any decisions it's important to clearly define your goals. Understanding your investment objectives will help guide your choices, match you with the right strategies, and keep you focused during both market highs and lows.

Here are six key elements to consider when shaping your personal investment plan:

1. **Risk Tolerance:** How much risk are you comfortable taking on?
2. **Cash Flow Needs:** Do you want ongoing income or are you aiming for long-term growth?
3. **Total Return Expectations:** Are you focused on maximizing returns, preserving capital, or a mix of both?
4. **Tax Efficiency:** Are you investing through a tax-advantaged account or looking to minimize taxable income?
5. **Time Horizon:** How long can you leave your money invested before you need access?
6. **Liquidity Requirements:** Do you need flexible access to your capital, or can it be locked away for a few years?

Match your Strategy to Your Stage of Life

Your life stage will have a big impact on your investment goals. If you're planning for retirement, think about when you want to retire and how much passive income you'll need to live comfortably. If you're preparing for your children's education, consider the timing and cost of tuition.

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You may also be investing for legacy planning, charitable giving, or simply to build long-term wealth. No matter the purpose, the clearer you are about your goals, the more confident you'll be when choosing investment opportunities.

Stay Flexible, Think Long-Term

Even passive investments aren't entirely hands-off. Markets evolve, and so do your personal circumstances. Regularly reviewing your investment strategy and adjusting it as your goals change is key to long-term success. What works for you now may not be the best fit five years from now, and that's okay.

Successful investors maintain a clear plan, but they also stay flexible. A long-term mindset, paired with periodic check-ins, can help you adapt and stay on track, regardless of how the market moves.

In Conclusion

Once you're clear on your goals and what kind of investor you are, the next step is understanding what to look for in a real estate fund!

The following section outlines the 10 key questions every investor should ask before putting money into any passive investment in a commercial real estate fund or syndication. These principles will help you evaluate opportunities with clarity, confidence, and purpose.



1. Is it Safe?

“Safety” in real estate investing is always relative. Some investment strategies show years of strong performance, only to falter when the market shifts. Others may start slowly but end up outperforming expectations over time. The key lesson: don’t judge a fund by its short-term returns.

If an investment firm ever claims their investment is “guaranteed safe,” that’s a major red flag. Not only is it misleading - it’s illegal. Remember, no one can legally guarantee investment safety. If they do, it’s time to walk away. Fast.

At Tempo, we believe that an investment's safety is defined by how well it manages and mitigates risk. Here are four key factors to evaluate:

1. Investment Strategy

Some strategies are more conservative than others. Lower-risk strategies tend to offer more predictable but modest returns. Riskier strategies might target higher returns, but come with greater volatility. It’s essential that the strategy matches both the current market cycle and your personal risk tolerance.

2. Diversification

Diversification isn’t just about owning more than one property, it’s about spreading risk across multiple layers. With a **fund investment**, you gain built-in diversification across asset types, geographic markets, and experienced operators, all managed under one strategy. With individual syndications, you choose the specific deals that resonate with you, whether that’s a property type, a market you believe in, or an operator you trust, while still building your own mix over time. Both paths help reduce risk and position your portfolio to perform through different market conditions and economic cycles.



3. Underwriting & Due Diligence

Good underwriting goes beyond just reviewing spreadsheets. It includes assessing the property, sponsor, and projected outcomes under various market scenarios. Prudent underwriting is the backbone of a safe investment.

4. Downside Protection

What happens if things don't go as planned? Strong downside protection, such as “deep value buy” investments with very conservative low loan-to-value (LTV) ratios, can significantly reduce the risk of loss. Look at the “margin of safety” in the predictability of cash-flows, credit quality of tenants, acquisition price relative to current market pricing and reconstruction costs and other factors that create defensive characteristics of a given investment.



Investor Insight: *No investment is risk free, but a smart investor can identify deals that are structured for resilience. Ask the tough questions and understand how a deal sponsor protects your capital before you invest.*



2. What Returns Can I Expect?

Returns in real estate investing are never guaranteed, only projected. Responsible investment managers offer conservative estimates based on data, experience, and risk modeling. The key metric to pay attention to is not the top-line return, but the risk-adjusted return.

Some managers may advertise high returns using aggressive assumptions. That might look good on paper, but it often comes with hidden risks. At Tempo, we take a conservative approach. Setting expectations we believe are achievable, then working to exceed them.

Understanding Preferred Returns (“Pref”)

Most deals offer a Preferred Return. A Preferred Return is a threshold return that must be paid to investors before the manager shares in profits. While it’s an important feature, it's not a guarantee. If the deal or fund underperforms, the full Pref may not be reached.

Balancing Risk and Reward

Lower-risk investments typically offer more stable, but lower, returns. Higher-risk strategies may yield greater upside, but they also come with more volatility and less predictability.

The goal is to find a deal or fund that matches your individual risk tolerance and investment goals, not simply chase the highest return.



Investor Insight: *Look for managers who emphasize risk-adjusted returns and explain how they arrive at their projections. Deals that strike the right balance between caution and opportunity often deliver the most consistent, long term results.*

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3. How Do I Get Paid as an Investor?

Private commercial real estate investments typically generate returns for investors in two main ways:

1. **Ongoing Income (Cash Flow)** - In these deals, managers often distribute a portion of their operating income on a regular basis, typically quarterly. These distributions represent income generated by the asset(s), such as rents or interest from loans.
2. **Capital Gains (Appreciation/Growth)** - This is when assets are sold or refinanced at a profit, that gain is distributed to investors. These are often larger, one-time payouts that occur after value has been added to the property.

Different types of funds have different payment profiles depending on their strategy:

Income Funds focus on current cash flow. Most of the return is delivered through steady, predictable income distributions. This is ideal for investors seeking reliable passive income.

Growth Funds focus on long-term appreciation. Returns are generally realized on the “back end” after assets have gone through a value-add process and are sold or refinanced. Early cash flow may be minimal or nonexistent.

Growth & Income Funds offer a mix of both. You’ll typically receive some level of current income, along with upside potential through future capital gains.



Takeaway: *Investing for Growth strategy usually sacrifices current income to receive a greater return upon the sale of the investments. Investing for Income typically is more of a “steady-eddie” strategy and historic returns may help predict future performance. Your investment capital objectives should match the fund strategy in order to be a good match.*

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4. What Are the Tax Implications?

Real estate is one of the most tax-advantage asset classes available to investors. And thanks to the recent passage of the 2025 the One Big Beautiful Bill, real estate investors may see even more favorable tax treatment moving forward. The bill made permanent 100% bonus depreciation, increased deductions for pass-through income, and updated incentives for investing in energy efficient properties. These changes will help many real estate investors boost after-tax returns.

While every investor's situation is different, there are few core strategies that real estate investors typically use to reduce taxable income and enhance overall performance.

1. Depreciation & Amortization

Real estate deals often pass along depreciation to investors. Even if the properties are generating positive cash flow, depreciation allows investors to reduce their reportable income, sometimes to zero. This can generate large up-front losses on paper, helping to offset not only passive income, but in some cases, even active income for those who qualify as real estate professionals. Learn more about how to become a Real Estate Professional on our website, or contact us.

NOTE: 100% *bonus depreciation* creates huge tax benefits in year 1. Speak with a CPA to learn more or reach out to discuss with our team.

2. Capital Gains Treatment

When properties are held for more than a year and sold, profits are typically taxed at long-term capital gains rates, which are generally lower than ordinary income tax rates. This makes the growth component of real estate investing more tax-efficient than traditional income-producing investments.

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3. Passive Income Advantages

Distributions from real estate funds and syndications are generally considered passive income, which can be offset by passive losses (like depreciation). In many cases, this dramatically reduces the tax burden on income from the investment.

4. IRA & Retirement Account Compatibility

Commercial real estate funds and syndications can be held in self-directed IRAs, Roth IRAs, and other qualified retirement accounts. These vehicles allow earnings to grow tax-deferred or even tax-free, depending on the account type, making them a strategic option for long-term planning.

The Role of Your CPA

Every investor's tax situation is different, and investment managers are not tax advisors. A good real estate CPA can help you. It is important to understand how different income types affect your tax liability, maximize the use of depreciation and losses, and decide which account type is best for a given investment.



Takeaway: *If this section sounds vague, it is - purposely. The point is to always talk to your CPA about the tax consequences of any investment. Most investment managers are not CPAs and should not give you tax advice. They should be able to explain to your CPA what assets the fund invests in and the likely tax consequences, but your CPA should be the best source of tax advice.*



5. How Liquid Are My Investments?

Unlike stocks or mutual funds, real estate syndications and close-ended fund investments are typically illiquid. Meaning, you can't easily cash out at any time. However, in an open-ended fund, liquidity varies depending on the fund's structure and underlying assets. It's important to understand how and when you can access your capital.

Understanding Liquidity of Syndications vs Open-Ended and Close-Ended Funds

Syndications - These usually have a defined timeline (commonly 3–7 years) and are illiquid, meaning investors generally can't access their capital until the property is sold or refinanced. This structure is well-suited for those who want targeted exposure to individual assets with a clear, project-specific business plan.

Open-Ended Funds - These funds continuously raise and deploy capital. They usually have a lock-in period (often 12-24 months) during which your money cannot be withdrawn. After that, redemptions are typically allowed on a quarterly basis, depending on fund performance and available cash. It's important to note that in volatile markets, redemptions may be delayed or suspended to protect the fund's stability.

Close-Ended Funds - These funds raise a fixed amount of capital during an initial window, then invest and manage assets until a final exit – typically 5-7 years. There is no redemption option until the fund liquidates the assets.

Liquidity Also Depends on Asset Type

Short-term lending strategies may allow for quicker liquidity if the fund is structured to allow redemptions. Longer-term projects, like ground-up development or value-add multifamily, often require years before cash is available.





Takeaway: *Private Real Estate investments are not liquid! Make sure you have sufficient liquidity elsewhere. Redemption mechanisms in Open-ended Real Estate funds can provide some liquidity, but market conditions could “freeze” fund’s liquidity.*

Know the lock-in period (open-ended fund) or fund life-cycle time (close-ended fund or syndication) for your investment, and be comfortable that the types of investments made by the fund coincide with your future cash needs should you need to pull some or all of your investment.



6. What Are The Fees?

Every real estate deal charges fees, but the right fee structure can align incentives and help ensure successful execution. It's important to understand what you're paying for and how those fees impact your returns.

Fees typically fall into two categories:

- Operational Fees - cover the day-to-day management of the fund.
- Performance Fees - Reward the manager when returns exceed a set threshold

Common Fund Fees

1. Management Fees

This is the annual fee paid to the fund manager to oversee operations, source deals, and manage the portfolio. It typically ranges from 1.5% to 2% of assets under management (AUM).

2. Administration Fees

Paid to a third-party fund administrator for bookkeeping, statements, and financial reporting. These fees usually range from 0.2% to 0.5% of AUM and may decrease as the fund grows.

3. Audit & Tax Prep Fees

Funds that undergo annual third-party audits or provide K-1s for investors often include audit and tax prep costs as part of operating expenses. These are typically fixed fees based on the size and complexity of the fund.

4. Carried Interest / Performance Fees

Once the fund returns exceed the Preferred Return (Pref) to investors, the manager may receive a percentage of profits - often 20% to 30% of the upside. This rewards performance and aligns the manager's interests with yours.

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5. Asset Acquisition Fees

Some funds charge a fee (e.g. 1% of invested capital) to compensate for sourcing and underwriting new deals.

Why Fees Matter—And When They Don't

Fees are not inherently bad. In fact, reasonable fees allow managers to build infrastructure, attract talent, and maintain strong operations. What matters most is whether the fees are transparent, reasonable, and tied to performance. With most well-structured offerings, your full investment amount goes to work, no separate bill comes to you. Fees are built into the deal itself and are not deducted directly from your contribution. This ensures the manager's success is tied to the investment's success.



Takeaway: *There must be an alignment of interest between investment managers and investors through the carried interest/performance fees. Standard fees (Mgmt, Admin, etc) are necessary to enable a successful operation of the deal.*



7. What Is the Manager's Experience?

A commercial real estate deal is only as strong as the person (or team) managing it. The manager plays a critical role in setting the strategy, selecting investments, and making decisions throughout the life of the investment. The experience, track record, and communication style can directly influence your results.

What to Look for in an investment manager:

1. Experience & Track Record

The best managers have navigated both booming markets and economic downturns—adapting strategies, protecting investor capital, and still finding ways to deliver results. Consistent performance over multiple market cycles is far more telling than a single strong year.

NOTE: Don't look for perfection. Look for Managers with integrity and transparency that learn well from their experience. Even Warren Buffett made many mistakes, but he learned a great deal from them. Remember that Bernie Madoff had a perfect track record until it became clear that he ran a ponzi scheme.

2. Strategic Execution

Finding a promising deal is only the beginning. A strong investment manager knows how to bring that deal across the finish line, collaborating with sponsors, managing construction and lease-up timelines, and keeping business plans on track to achieve targeted outcomes.

3. Transparency and Communication

Can you get to know, like and trust them? Do they communicate clearly? Are they upfront about performance and risk? Good investment managers provide regular updates, respond to questions, and operate with full transparency. Ask for examples of how they've handled challenges in past deals. The right partner will have a clear process for adapting and protecting your investment when conditions change.

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4. Values and Philosophy

Is this the right investment for you in this stage of life? Is their investment philosophy conservative or aggressive? Do they prioritize capital preservation or maximum upside? You want a manager whose approach aligns with your comfort level and goals.

Do Your Homework

Remember, numbers alone don't tell the full story. Trust, communication, and alignment of interests are equally important in choosing the right investment partner. Review their reporting materials. Look at how they performed during tough times, not just in strong markets. If a manager avoids talking about a tough deal or dodges questions about losses, that's a red flag. Experienced managers should be able to clearly explain how they handled challenges and what they learned.



Takeaway: *It is important that you know, like, and trust the manager. Integrity, trustworthiness, transparency, excellent communications, strong investment experience and conservative investment philosophy are some of the key elements of the successful manager profile.*



8. How Are Investment Decisions Made?

A great deal isn't built on luck - it's built on a repeatable, disciplined process. How a manager sources, evaluates, and selects investments is one of the most important factors in long-term success.

Behind the Scenes: How Smart Managers Operate:

1. Sourcing Deal Flow

Top managers rely on strong relationships and networks to access quality off-market deals. They typically work with experienced sponsors, brokers, and developers who bring repeatable, proven opportunities, not just whatever's listed on the market.

2. Underwriting Criteria

Each deal should go through a rigorous underwriting process that includes financial modeling, market analysis, sponsor evaluation, and stress testing. Conservative assumptions - rather than optimistic projections - are the hallmark of a responsible manager.

3. Investment Blueprint

The best managers don't chase random deals. They follow a consistent investment strategy that fits the fund's goals or align with investor's interests. Like a builder following a blueprint, the manager should have clear criteria for what qualifies as a strong investment.

4. Sponsor Vetting

Even the best property can go sideways with the wrong operator. That's why experienced managers work with proven sponsors - people who've successfully executed similar projects in the past and are aligned with the fund's standards.

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Takeaway: *The best manager finds assets through long-term relationships with successful project sponsors.*



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9. Understanding Syndications vs. Open Funds and Closed Funds

What are the differences between Syndications, Open-End and Closed-End Funds?

Real estate syndication, open-end funds, and closed-end funds are three distinct ways to invest in real estate - each with its own structure, level of control, and liquidity. Different investment types also have different payment profiles depending on their strategy.

Real Estate Syndication (Individual Deal)

A syndication is typically a deal-specific investment where multiple investors pool their capital to purchase a single property, such as an apartment complex, shopping center or industrial building. These are structured as private partnerships led by a sponsor, who handles acquisition, financing, management, and the eventual exit. Investors participate passively and earn returns through income distributions and profits at sale. Syndications usually have a defined targeted timeline (commonly 3 - 7 years) and are illiquid, meaning you can't access your capital until the property is sold or refinanced. This structure works well for investors who want targeted exposure to a single asset with a clear, project-specific plan.

Open-End Real Estate Fund

An open-end fund is more flexible and diversified. These funds continuously raise capital and allow investors to enter or exit periodically after an initial lock-up period. Managed by a professional team, they invest in a portfolio of properties across markets and sectors. While not as nimble as public markets, they appeal to those who value consistent access to capital and broader diversification.

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Closed-End Real Estate Fund

A closed-end fund sits between syndications and open-end funds. These funds raise a fixed amount of capital during a fundraising period, then close to new investors and follow a set strategy over 5 - 10 years. Capital is committed upfront, with distributions paid as income is generated or assets are sold. Though still relatively illiquid, closed-end funds provide built-in diversification across multiple deals while maintaining a defined timeline.

Each structure - syndication, open-ended fund, or closed-ended fund - offers a different mix of control, diversification, liquidity, and potential returns. Some investors are drawn to the hands-on transparency of a single property syndication. Others prefer the stability and scale that comes from a diversified fund.

The real question is: which approach fits *your* investment goals, timeline, and comfort level with risk? In the next chapter, we'll break down the decision-making process so you can choose the structure - or combination - that works best for you.



Takeaway: *Most real estate funds are close-ended. Traditional long-term investments are made through close-ended funds. However, open-ended funds do come into play providing generally better liquidity, but are more complex to run.*



10. Should I Invest in a Fund or Individual Deal?

Now that you understand how syndications, open-end funds, and closed-end funds work, the next step is figuring out which approach best aligns with your strategy.

Funds offer built-in diversification across multiple properties, markets, and operators. This can help smooth returns over time and reduce the impact of any single asset underperforming. They're also completely hands-off - ideal for investors who want to commit capital once and let the management team handle acquisitions, operations, and eventual exits.

Individual deals, on the other hand, give you the freedom to choose exactly where your money goes. You can invest in properties that match your convictions, whether it's a specific market, asset class, or business plan. While these deals tend to be less diversified and have longer hold periods, they can offer higher potential returns when executed well.

Understanding Projections

Whether you invest in a fund or an individual deal, all projected returns are just that - projections. Responsible managers base their estimates on historical data, market research, and detailed underwriting models. Typically, you'll see a **base case** (most likely scenario), **upside** (best-case scenario), and **downside** (worst-case scenario) outlined in the investment materials. These scenarios help you evaluate risk and set realistic expectations, but actual results may differ depending on market conditions, execution, and unforeseen events.

Ultimately, the choice comes down to your personal preferences. Many experienced investors choose to combine both strategies - leveraging funds for diversification, stability, and steady cash flow, while using individual deals to target specific opportunities with higher potential

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upside. This blended approach can provide the balance of predictable income and strategic growth, while also giving you flexibility to adapt as market conditions change.



Takeaway: *If you value simplicity and diversification, funds can provide a strong, stable foundation. If you enjoy selectivity, transparency, and targeted upside, syndications may be more appealing. For many, the most effective strategy is to use both - building a portfolio that captures the strengths of each approach.*



What You've Learned So Far

Real estate investing isn't just about deciding where to place your capital - it's about building a strategic plan, choosing the right approach, and partnering with professionals who can execute with discipline and expertise.

By now, you've explored the essential questions every investor should ask before committing to a real estate fund or syndication. You've gained clarity on:

- ✓ How to evaluate the safety, structure, and return potential of an investment
- ✓ What shapes liquidity, tax implications, and fees - and why transparency matters
- ✓ How the track record and strategy of the fund manager can impact your outcome
- ✓ The key differences between funds and syndications, and where each excels
- ✓ How to align your investments with your goals, timeline, and risk tolerance

No matter your starting point, these principles give you the knowledge to make informed, confident investment decisions. The more clearly you define your financial objectives - and use the right tools to evaluate opportunities - the stronger your path toward long-term real estate success.

Your next step is about action. Now that you understand the basics, it's time to explore current opportunities, connect with experienced investment partners, and put your strategy into motion. Whether that means researching specific syndications, reviewing available funds, or simply continuing your education, remember: every great portfolio started with a single, well-informed decision.

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Keep Learning with Tempo

At Tempo, we believe the best investors are the ones who stay engaged, keep learning, and build relationships with trusted partners. Whether you're ready to take the next step into a fund, explore a specific syndication, or simply continue expanding your knowledge, we're here to guide you.

Here's how to stay connected and take action:

Subscribe to the Big Mike Fund Podcast for deep dives into market trends, strategies, and real investor stories. Join weekly conversations about real-world investing, market cycles, and passive income tips.

👉 TempoFunding.com/big-mike-fund-podcast

Visit our YouTube Channel for educational videos, deal insights, and behind-the-scenes updates.

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Join our investor community to be notified of upcoming opportunities and events. Browse articles, download tools, and use our real estate glossary to sharpen your knowledge.

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Glossary of Key Real Estate Investment Terms

Accredited Investor - An individual or entity that meets specific income, net worth, or professional criteria set by the SEC, allowing them to participate in private real estate offerings.

Asset Allocation - The process of spreading investments across different asset classes (e.g., multifamily, self-storage, retail) to balance risk and return.

Asset Management - The ongoing oversight of an investment property or portfolio to ensure business plans are executed, performance is optimized, and investor goals are met.

Capital Gains - Profit earned from the sale of an investment property or asset, typically taxed at a capital gains rate.

Capital Preservation - An investment strategy focused on protecting the original invested principal while aiming for modest returns.

Carried Interest (Performance Fee) - A share of the profits paid to the fund manager after investors receive their preferred return.

Close-Ended Fund - A real estate investment vehicle that raises a set amount of capital during a fundraising period and invests for a fixed term (often 5 - 10 years) before exiting.

Collective Due Diligence - A review process where multiple fund managers collaborate to evaluate and stress-test a potential deal.

Diversification - A strategy to reduce risk by investing in multiple properties, markets, and asset types.

Downside Protection - Safeguards built into an investment, such as conservative leverage or first-lien positions, to limit potential losses.

Due Diligence - The detailed investigation and analysis of a potential investment, including property inspection, financial review, and market research.

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Exit Strategy - The planned method of selling or refinancing an investment to return capital and profits to investors.

Fund Administrator - A third-party firm that handles the accounting, reporting, and compliance for an investment fund.

Illiquidity - The lack of ability to quickly convert an investment into cash without a significant loss in value.

Leverage - The use of borrowed capital to increase potential returns on an investment.

Liquidity - The ease and speed with which an investment can be converted into cash.

Net Operating Income (NOI) - A property's total income minus operating expenses, not including financing costs or taxes.

Open-Ended Fund - A real estate fund that continually raises and deploys capital, allowing investors to enter or exit periodically after a lock-up period.

Passive Income - Earnings received with minimal ongoing effort, often from rental income or fund distributions.

Preferred Return ("Pref") - A set percentage of return that must be paid to investors before the manager receives a share of profits.

Risk-Adjusted Return - A measure of how much return is generated relative to the amount of risk taken. Self-Directed IRA – A retirement account that allows the holder to invest in alternative assets such as real estate.

Syndication - A deal-specific investment where multiple investors pool funds to acquire a single property, managed by a sponsor.

Sponsor (Operator) - The person or company that organizes the investment, manages the property, and executes the business plan.

Tax-Advantaged Investing - Structuring investments to reduce taxable income or defer taxes through strategies such as depreciation or qualified retirement accounts.

Underwriting - The financial modeling and analysis used to assess the viability and risk of a potential investment.

