



Selling a real estate asset that is part of your retirement plan is similar to a regular real estate transaction. This infographic gives an example of the process involved in selling a property that is owned by your IRA.

For more information, visit: www.TheEntrustGroup.com/realestate

Step

1

Work with a real estate agent who is familiar with self-directed IRAs and place the property on the market.



Step

2

The Buyer will draw up a purchase contract, which your administrator will sign on behalf of your retirement plan. Make sure the Seller on the purchase agreement is your IRA.



Step

3

Complete a "Sell Direction Letter" along with the necessary required documents and submit them to your self-directed IRA administrator. Instruct your administrator to liquidate the asset via the Sell Direction Letter.



Step

4

Any money you receive from the sale of the property will be deposited into your IRA. The sale proceeds must be payable to your Plan Name and Account Number. The property sale is consummated between your IRA and the Buyer.



In 2013, sellers typically sold their homes for 97% of the listing price. - National Association of Realtors

Congratulations, you have now sold your property!