

2026 Commercial Real Estate Investor Planning Workbook

Section 1 — Investor Snapshot & Objectives

Investor / Entity Name: _____

Primary Decision Maker(s): _____

Primary Markets: _____

Primary Asset Types: _____

Estimated Portfolio Value: _____

Total Annual NOI: _____

Risk Tolerance: Low / Moderate / High

2026 Success Definition: _____

Top 3 Priorities: _____

Section 2 — Strategic Moves Planner

Re-underwrite portfolio using 2026 assumptions.

Target distressed & mispriced assets selectively.

Focus on assets where you control value creation.

Treat debt as a strategic tool.

Upgrade market & location discipline.

Improve lease structures.

Optimize tax & ownership structures.

Maintain liquidity & flexibility.

Build exit optionality.

Assemble the right advisory team.

Section 3 — Risk & Mistake Self-Audit

Carrying outdated market assumptions.

Over-leveraging.

Refinancing & liquidity risk.
Chasing yield without risk understanding.
Ignoring location fundamentals.
Passive asset management.
Failure to cut losses.
Ignoring opportunity cost.
Overconfidence & bias.
Lack of exit optionality.
Weak advisory team.

Section 4 — Month-by-Month Planning

January: Portfolio & strategy reset.
February: Debt & capital structure.
March: Market & acquisition strategy.
April: Tax & ownership strategy.
May: Asset optimization.
June: Liquidity readiness.
July: Mid-year review.
August: Exit planning.
September: Acquisition execution.
October: Risk management.
November: 2027 positioning.
December: Year-end consolidation.

Section 5 — Asset Worksheets

Property overview & loan summary.
Performance snapshot.
Risk analysis.
Value creation opportunities.
Exit strategies.
Action plan.

Section 6 — Capital & Liquidity Dashboard

Available reserves & dry powder.

Liquidity health check.

Capital deployment plan.

Stress test.

Section 7 — Advisory Team Alignment

Broker, lender, CPA, attorney, property manager.

Strategic partners.

Alignment & performance review.

Section 8 — Year-End Review & 2027 Setup

2026 performance summary.

Lessons learned.

Portfolio direction.

2027 objectives.