



Chinese investment in U.S. real estate is at an all time high this year and at this pace, China will invest several times over the amount invested last year. In short, Chinese firms and investors are betting that the potential returns in the American property markets will be higher than in other areas of the world.

In this dynamic marketplace, Chinese investors and investment managers face a long list of critical challenges—from identifying U.S. investment opportunities and enhancing transaction potential to addressing complex U.S. tax issues.

KPMG can help you meet these challenges. Our dedicated professionals bring U.S. real estate knowledge and experience to help you identify investment opportunities, assess value, and navigate U.S. tax laws and regulations. In addition, we can stand behind you as a trusted tax, audit and advisory service provider ready to assist you in structuring and auditing your investments, advising on portfolio issues, performing due diligence and risk management and helping to ensure that you have access to the skill sets you need to fully capitalize on your U.S. real estate investments.

We bring a coordinated service approach to the investment life cycle. Our highly experienced team is well positioned to advise you through each phase – from raising capital to acquiring assets to divestment – and has established a track record for delivering results to our clients. We can work with you to provide an understanding of the full range of implications of your proposed investments—including U.S. taxation. All of these services, backed by our deep industry knowledge, can help you build a solid foundation for making key decisions on your U.S. real estate investments.

U.S. Real Estate Services

Our professionals have experience working with both global and China based investors and investment managers and have the resources available to provide you with the following:

- ✓ Balanced and realistic assessments of the pros and cons (from a tax perspective as well as from an investor's perspective) of contrasting courses of action to allow you to make informed decisions
- ✓ Identification and leverage of opportunities to limit and defer tax
- ✓ Models of the tax consequences on a variety of assumptions about investment returns and timing
- ✓ Comprehension of, and compliance with, U.S. tax filing and payment requirements
- ✓ Strategic insights and relevant guidance—encompassing transaction support and related tax implications, asset valuation, and due diligence—locally and through the global network of KPMG International member firms
- ✓ Collaboration with your legal advisers to manage the identified U.S. tax risks and achieve the envisioned structuring outcome

Our Experience

Tax implications can have a make-or-break impact on any investment. What are the pros and cons of alternative courses of action for structuring a deal? How will a particular structure be affected by income taxes or tax exemptions? Do the administrative costs of a particular investment structure outweigh the advantages?

KPMG's US Tax Services team based in Hong Kong provides our clients with practical, real-time U.S. tax advice. We can deliver balanced and realistic assessments of your structuring options, supported by quantitative models. These can help you make informed decisions, identify and capture opportunities, understand and comply with tax filing and payment requirements and structure your U.S. investments effectively.

Our team continually monitors the U.S. legislative, judicial, and regulatory tax landscape to keep you apprised of trends and key issues, and help you understand how new technical or regulatory tax developments may impact your business.

We collaborate with the global network of KPMG professionals from our audit, tax and advisory disciplines to provide our clients with coordinated expert advice.

Contact Us



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Wade focuses on transactional tax planning and regularly advises on mergers, acquisitions, divestitures and recapitalizations. Wade has extensive experience in the structuring of U.S. real estate investments (residential, commercial and development projects) for Asia based investors.



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Dylan serves a broad range of Chinese enterprises doing business in the U.S. Dylan has extensive experience in leading multi-disciplinary tax projects and coordinating with professionals within KPMG's various tax specialty practices. His current and former clients include Chinese leaders in technology, media and entertainment industries, consumer markets and real estate companies.



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Melissa is dedicated to serving financial services industry clients. She specialises in a wide range of complex U.S. tax matters including planning and structuring real estate acquisitions, dispositions, and debt restructurings. She also has extensive experience managing large compliance engagements. Her client base includes several high profile real estate and private equity funds.

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