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Press Release Distribution Report

March 10, 2026

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Distribution Report

Ross Iannarelli: How Changes to Accredited Investor Rules Could Transform Real Estate Syndications

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United States, 12th Mar 2026 - The definition of an accredited investor has remained relatively stable for years: individuals earning over \$200,000 annually, \$300,000 combined with a spouse, or possessing \$1 million in assets excluding primary residence. But changes are under consideration that could dramatically expand the pool of individuals eligible to participate in real estate syndications.

"Right now there's a few criteria," says Ross Iannarelli, Co-founder and COO of [Relli](#). "It's in the judicial system right now where you can take an exam, kind of like a test, a questionnaire. It's kind of what they want to do to say if you pass this, that you are an intelligent enough individual to make a smart decision with your money."

Why This Matters

The current accredited investor framework assumes wealth correlates with investment sophistication. A high earner or someone with substantial assets presumably understands risk and can afford losses. But this misses many sophisticated individuals who don't meet arbitrary income thresholds.

A knowledge-based test would fundamentally shift access from wealth-based to competency-based. Someone earning \$150,000 who deeply understands real estate finance could potentially qualify, while someone earning \$250,000 with no investment knowledge might not.

"That alone is going to let people access a lot of different private markets, whether it be private companies that are yet to IPO," Iannarelli notes. "For real estate, it's going to allow us to take a lot of these opportunities and make them available to a much broader audience."

The regulatory change wouldn't necessarily push entry points down to retail levels. Operators could maintain \$5,000 or higher thresholds while still reaching a significantly larger pool of potential participants. The constraint isn't transaction size but eligibility criteria.

The Operator Perspective

For real estate operators, the change creates both opportunity and challenge. The opportunity comes from reaching individuals who previously couldn't participate regardless of interest or sophistication. The challenge comes from needing systems to manage larger participant bases.

"Maybe you don't go full retail, you stay accredited, make the entry point \$5,000 or something like that," Iannarelli explains. "You're still going to find an even larger market of

people that are interested in real estate at that price point and want to get involved."

Operators managing relationships with 50 or 100 participants can handle individual communication. Operators targeting 500 or 1,000 participants need automated systems, consistent messaging, and scalable processes. The infrastructure requirements differ dramatically.

This creates competitive separation. Operators who build proper systems before regulatory changes take effect will be positioned advantageously. Those waiting to see what happens will need to develop infrastructure quickly once the market expands.

The Platform Consideration

Digital platforms like Relli have built infrastructure to onboard, verify, educate, and connect thousands of individuals with multiple operators. Adding an exam-based qualification layer could integrate into existing verification processes.

"Giving people something that's a little bit more tangible is going to be important," Iannarelli says. "We're seeing regulatory things change where they want to open up what is an accredited investor."

The timing aligns with broader democratization trends across investment markets. Cryptocurrency exchanges, fractional stock ownership, and alternative investment platforms all moved toward accessibility over the past decade. Real estate syndications represent one of the last major asset classes maintaining strict wealth-based access restrictions.

What Operators Should Consider

Waiting for regulatory changes to finalize before building infrastructure means starting from behind. Operators could consider developing participant communication systems, automated nurturing processes, and scalable relationship management approaches now.

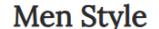
"I think anytime you give people a way to participate in a way that provides more transparency is important," Iannarelli reflects. "All of us grew up knowing that real estate is one of the best investments, but it's one of the few investments that has the least amount of education as far as what am I looking for and where do I even look."

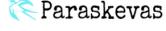
If and when the regulatory framework changes, the question for operators will be whether they prepared before or after competitors developed systems to reach the newly eligible market.

To learn more about Relli's platform, visit www.relli.co

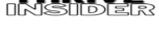
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	View Release	News Portal	Media & Information	US, UK, MX	100k visit/month
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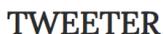
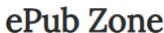
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Logo	Link	Type	Industry	Top 3 Visiting Countries	Potential Audience
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Logo	Link	Type	Industry	Top 3 Visiting Countries	Potential Audience
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Logo	Link	Type	Industry	Top 3 Visiting Countries	Potential Audience
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Baretnews	View Release	News	Business	UK, CA, US	4000 visit/month
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Logo	Link	Type	Industry	Top 3 Visiting Countries	Potential Audience
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Logo	Link	Type	Industry	Top 3 Visiting Countries	Potential Audience
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Logo	Link	Type	Industry	Top 3 Visiting Countries	Potential Audience
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