

1031 ADVISOR

Serving the Professional Advisors to Real Estate Clients since 1989



Stephen L. Robison, J.D., LL.M.

Providing tax advice on Like Kind Exchanges.

Strategic Property Exchanges, LLC serves as Qualified Intermediary on Section 1031 Exchanges, including forward, reverse, and parking arrangements.

For more information call 513-412-3483 or email at steve@robisontaxlaw.com

In Next Month's Issue

- When is your letter to a client a "Tax Opinion"
- Be a Hero, don't let your clients file Form 4797

Coming Up in October

- What is a "Reverse Exchange" and How Can It Work for Your Client? (Part II)

AUGUST 15, 2004— A HISTORIC DATE

This is our inaugural monthly newsletter for the 1031 Advisor. This newsletter is dedicated to the Real Estate and Tax Professionals who advise their clients regarding Like Kind Tax Deferred Exchanges. We are a professional full service Qualified Intermediary. We assist your clients with forward exchanges, reverse exchanges, build to suit exchanges, park-

ing arrangements and personal property exchanges.

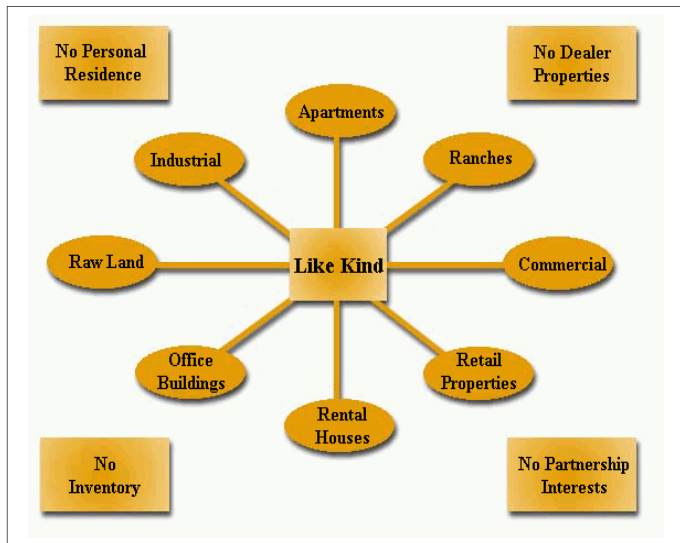
I am an Ohio State Bar Association Certified Specialist in Federal Tax Law and have been a practicing tax attorney in the State of Ohio for 18 years. We hope that this newsletter will keep you informed, enlightened and amused in the coming years. We are very proud of our Section 1031—Like Kind Ex-

change Services to the professional community over the past 18 years. We have decided to augment our service by providing accurate, innovative and timely monthly advice to help you advise your client! Count on us to guide you and your client through the exchange professionally and error free.

WHAT IS A "REVERSE EXCHANGE" AND HOW CAN IT WORK FOR YOUR CLIENT? PART I

One of the most rewarding aspects in the practice of law is when we are able to solve problems for clients. Reverse Exchanges represent an area in which real estate attorneys and tax attorneys can assist clients in meeting their goals. Reverse Exchanges are ideally suited where:

- A real estate investor does not have the ability to identify suitable property within the 45 days and acquire such property within the 180 days
- An investor must close on the replacement property before the sale of the relinquished property
- The real estate investor wants the purchase side of the exchange tied down before the sale of the relinquished property
- The client's business needs require immediate purchase and/or improve-



The above graph depicts what types of property are "Like Kind".

ment of the replacement property followed by the sale of the existing property once the client has moved into the replacement property

- A client is looking for a unique property and must

acquire it when available, such as bank foreclosures or other types of properties

- A client who does not know when the existing property might sell because of various issues.