

# 1031 ADVISOR

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**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](mailto:steve@robisontaxlaw.com)

## In Next Month's Issue

- Happy Holidays from Strategic Property Exchanges, LLC.
- Year End Considerations

## WHAT IS A TENANT IN COMMON INVESTMENT?

As advisors, we are familiar with the typical tenancy in common arrangement. There is a new kid on the block, whom we as advisors must get to know. Tenant in Common Investments, a.k.a. TIC's are sweeping across real estate landscapes like the proverbial tidal wave. This one time sleepy business, which 5 years ago had perhaps 5 players, had 35 registered sponsors at the beginning of 2003 and 75 sponsors by 2004. The volume of business has expanded from perhaps 100 million five years ago to an estimated 1.5 billion this year. These investments and the accompany-

ing documents represent a dizzying array of options and pitfalls.

In a nutshell, the "sponsor" of the Tenancy in Common Interest will identify and arrange to purchase an office building, shopping center or other investment property; raise equity by selling TIC interests to real estate investors through a network of securities brokers; and arrange to borrow the rest of the purchase price from a lender. Investors who qualify may choose from a number of investment options, offering diversification by location and property type. They

can either buy a TIC interest outright or transfer the proceeds of a previous property sale in order to qualify as a Section 1031 exchange, which allows them to defer capital gains. These properties are managed by an affiliate of the sponsor and the net rents, after expenses, are paid to the investor. It is well known throughout the industry that investors rarely have this 5 pound wonders reviewed by counsel because of the cost. Rely on our experience at Strategic Property Exchanges, LLC to help you and your client navigate through these TIC investment opportunities.

The following seminar is sponsored by Lorman Education Services.  
For more information please call us at 513-412-3483.

## Like Kind Real Estate Exchanges In Ohio

This one-day seminar is designed for attorneys, accountants, CPAs, controllers, presidents, vice presidents, business owners and managers, enrolled agents, financial planners, commercial real estate brokers and investors.

Cincinnati, Ohio  
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