

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 Contact us at 4500 Cooper Road, Cincinnati, Ohio 45242 Tele 513-412-3483 or email at steve@robisontaxlaw.com

1031 Advisor is focused on helping you discover, develop and identify ideas to win clients by reducing their taxes and increasing their wealth.

WHY “ONE SIZE DOES NOT FIT ALL” IN SECTION 1031 EXCHANGES?

Eighteen years as a Qualified Intermediary has taught me that no two tax deferred exchanges are alike. Each client has unique goals and needs.

My most important job as an advisor is to explore with the client his reasons for selling his property and his or her best opportunities for purchasing replacement property.

We ask the client, if you were King/Queen for a day, what would you like to do

with this money?

Many times the client will not and should not do an Exchange. We might decide that there are more compelling reasons to structure the sale in a different way.

For example, the other day, a client came in who was selling 1.2 million dollars worth of vacant lots. We were able to defer all of his gain using a qualified retirement plan. As advisors, we need to be nimble enough to help structure the transaction to fit

the needs of the client. Together, we can use our years of experience to navigate through the Exchange and meet the needs and wants of your client.

Further, as a Board Certified Tax Attorney, our tax opinions shield our clients against tax penalties with their exchanges or other transactions. Only a qualified tax attorney can provide this for you. Don't leave home without it.

WHAT IS A “REVERSE EXCHANGE” AND HOW CAN IT WORK FOR YOUR CLIENT?

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 improvement 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.