

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

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

HELPING YOU AND YOUR CLIENTS UNDERSTAND THE HIDDEN 80%



From time to time I am called upon to help advisors with 1031 Exchanges that have either failed, or to avert failure by qualified intermediaries who do not understand the subtleties of tax law.

A client in my office yesterday stated it succinctly when she said “**How do I know which Qualified Intermediary to Choose?**” She had been given the names of various QI's, an individual employed by a Title Company, Real Estate Attorney, a Litigation Attorney and myself. From my point of view, a Section 1031 exchange is 99% tax law and 1% timekeeper.

You know in your own practice that a slight change in the facts, changes the result of the transaction. This is especially true in tax transactions and Section 1031 exchanges. Our job is to carefully advise our clients and their advisors as to their potential options and the tax consequences as well as keep the documentation straight. Qualified Intermediaries who are not tax attorneys are simply not qualified to opine on whether a partnership can distribute its real estate to its partners 3 days before the closing. They are simply working in the dark. The IRS endorses this position by stating in Circular 230 that “**only attorneys with a knowledge of all areas of federal tax law may issue a tax opinion**”. This is the case with Section 1031 exchanges. Our tax opinions protect *you from malpractice claims and your client from the IRS*. Rely on Strategic Property Exchanges, LLC and Stephen L. Robison, Esq. for all your 1031 exchanges.

WHAT IS THE PROPER COST OF AN EXCHANGE, ANYWAY?

It is a well known fact in the exchange business that **there are no licensing requirements** to call yourself a Qualified Intermediary.

So, as a result, for many in the exchange business, since they lack the education or training to stand out, the only distinguishing factor is low cost. As a Board Certified Tax Attorney with 20 years experience, I believe that **knowledge and experience** is the best criteria for selecting a Qualified Intermediary. Long after the exchange has been completed, no one will remember the fee paid if the IRS fails the exchange during an audit.

A well known rich businessman's wife broke her hip. The businessman got the best bone surgeon in town to do the operation. The operation consisted of lining up the broken hip and putting in a screw to secure it. The operation went fine, and the doctor sent the business man a fee for his services of \$5000. The businessman was outraged at the cost, and sent the doctor a letter demanding an itemized list of the costs. The doctor sent back a list with two things: 1 screw \$1; Knowing where to put it in \$4999.

Rely on Strategic Property Exchanges for all your 1031 exchanges to avoid the IRS knowing where to put the screws to your clients.

Steve's Email bag:

“I have a vacation home [all personal use] I would like to trade for another vacation property and a boat that [he felt] would qualify for 2nd residence since it has a working bathroom on board. Please advise.” This individual felt that it was **really unfair** that his didn't qualify as a 1031 exchange. Til' next month....