

Take My Real Estate Please

A case study in the Opportunities
and Challenges of Real Estate Gifts

AFP Florida Suncoast Chapter
February, 2013

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Charitable Estate and Gift Planning Specialists
www.connellandassoc.com

for PDF of presentation
www.connellandassoc.com/articles




Castello di Casole, Tuscany



What you get offered?





GIFTS OF REAL ESTATE:
Give a Home. Give Hope.

FOR YEARS, NATIONAL GEOGRAPHIC has enriched your life at home. Now, for the first time, your home can enrich National Geographic—and the world. Your donation of real estate (a home, second home, or other property) benefits the planet by supporting research and exploration. The same donation benefits you by providing a substantial tax break. Contact National Geographic to learn how your home can make all the difference in the world.


For more information, please call
The Office of Estate Planning at National Geographic
Tel: (800) 226-4438 | Email: plannedgiftinfo@ngs.org
National Geographic is a 501(c)(3) tax-exempt organization.

www.nationalgeographic.org/donate

CELEBRATING
125
YEARS A NEW AGE OF EXPLORATION

PHOTO: NAMISH RATHNATTE COPYRIGHT © 2013 NATIONAL GEOGRAPHIC SOCIETY

- n National Geographic launches first ever real estate gift ad



Do you really want to do Real Estate — Board Objections

- n How do we know what it is worth?
- n Real estate values are going down we will get stuck with it!
 - n **REAL ESTATE** - The average single-family home nationwide peaked in value on 6/30/07 but has dropped by 17% from that maximum value as of 6/30/12
 - n **HOUSING VALUES** - The average home price in the USA dropped by 19.4% (in aggregate, not per year) over the 5-years ending 3/31/12 (source: Office of Federal Housing Enterprise Oversight)
- n I know someone who has been trying to sell property for over 4 years, why would we take it?
- n It is costly to keep and costly to sell, just get cash instead. Too much unknown liability exposure.
- n Lack of qualified staff for the intake, management and sale of property



Do you really want to do Real Estate

— Staff response

- n We get many gifts of non-cash assets
- n Unlike stocks where we know the value we will have to get at least two appraisals to know the value
- n Most real estate gifts will be \$100,000+
 - n **HOMES** - The average sales price of an existing home sold in the USA during April 2012 (\$177,400) was +7% greater than the average sales price of an existing home sold in April 2009 (source: National Assoc. of Realtors)
- n A charity can hold real estate until the market comes back



Do you really want to do Real Estate

— Staff response

- n Opportunity for donor to make a significant gift with an asset no longer needed
 - n Sell
 - n Downsize
 - n Offload management responsibilities
 - n Give outright for deduction to offset other income
- n We can use charitable strategies to acquire land around our campus
- n A knowledgeable consultant can assist with this gift



Real Estate Myths



1. If offered a real estate gift there must be something wrong with it
2. Staff time and expense are not worth it
3. Most real estate gifts are deferred so we will not have cash for many years



Real Estate Myths



4. Most properties have a mortgage
5. Owners do not like to have development folks talk about their real estate holding
6. Never accept real estate for a gift annuity

n Source: Debunking Myths about Real Estate Gifts, Dennis Bidwell,
www.bidwelladvisors.com

Why Real Estate?

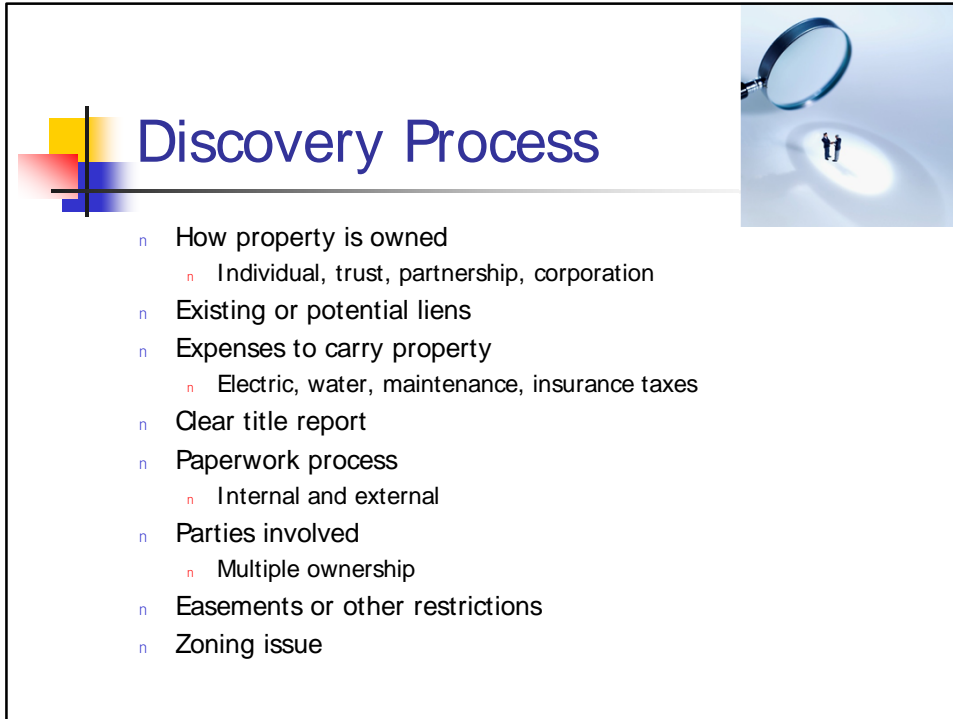


- n Intergenerational transfer of wealth
- n 75% of individuals over age 65 own one or more homes
 - n Many retired seniors have a mortgage on their real estate. Back in 1989, just a little over a quarter of all households (26.4%) were living as "retired with a mortgage"
 - n By 2007, nearly half (46.5%) of all households could be considered as living "retired with a mortgage." This is a 76% increase in just 18 years
- n Most seniors have no debt on property
 - n 48% of households headed by individuals 65 to 74 had no debt (Source: Federal Reserve 2007 study of consumer finances)
- n Personal residences comprise about 10% of all estate assets
- n Other real estate comprise about 7% of all estate assets

Why Real Estate?

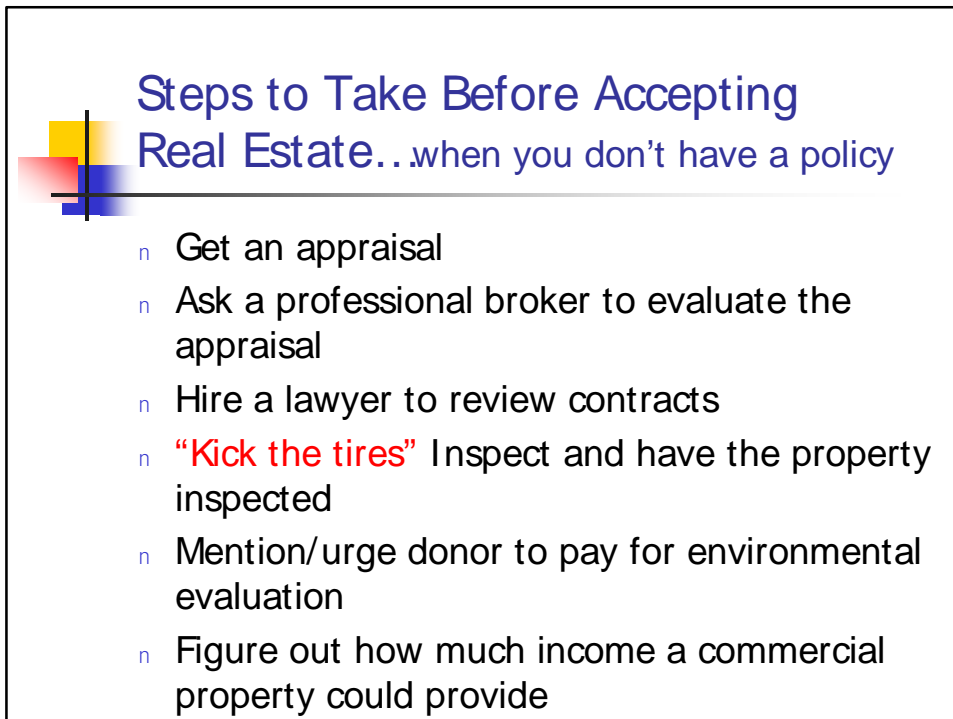
- n Highest percentage of mortgage-free homeowners, 29.3% (Source: Zillow.com)
 - n Pittsburgh
 - n Tampa
 - n New York
 - n Cleveland
 - n Miami



The graphic for the 'Discovery Process' slide features a stylized logo on the left consisting of overlapping yellow, red, and blue squares with a black crosshair. On the right, there is a small image of a magnifying glass focusing on two tiny figures standing on a large coin.

Discovery Process

- n How property is owned
 - n Individual, trust, partnership, corporation
- n Existing or potential liens
- n Expenses to carry property
 - n Electric, water, maintenance, insurance taxes
- n Clear title report
- n Paperwork process
 - n Internal and external
- n Parties involved
 - n Multiple ownership
- n Easements or other restrictions
- n Zoning issue

The graphic for the 'Steps to Take Before Accepting Real Estate' slide features the same stylized logo as the previous slide on the left.

Steps to Take Before Accepting Real Estate...when you don't have a policy

- n Get an appraisal
- n Ask a professional broker to evaluate the appraisal
- n Hire a lawyer to review contracts
- n **"Kick the tires"** Inspect and have the property inspected
- n Mention/urge donor to pay for environmental evaluation
- n Figure out how much income a commercial property could provide



Steps to Take Before Accepting Real Estate...when you don't have a policy

- n Determine monthly costs of keeping the property and project future maintenance costs
- n Identify all potential risks owning the property and selling it in the future
- n Figure out how to manage the property once it is gifted and purchased

Source: Chronicle of Philanthropy, August 2009

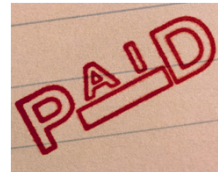
- n **NO TIMESHARES**



Mortgage on Property



- n Reduces equity of fair market value and creates a bargain sale
 - n Recourse – against the property and the owner
 - n Non-recourse – solely against the property
- n Mortgage removal strategies
 - n Pay off
 - n Transfer to other property
 - n Charity short term low interest loan
 - n Charity purchase percentage interest





CERCLA statue



- n Comprehensive Environmental Response, Compensation, and Liability Act of 1980 (Superfund Act)
- n Any person, or entity in the chain of title (even briefly) can be held liable for environmental cleanup, even if it did not in any way contribute to the hazardous waste
- n Solutions:
 - n Single Member Charitable LLC
 - n Supporting Organization
 - n FLIP charitable remainder unitrust



Getting the Word Out Marketing Matrix

- n Take advantage of all marketing strategies
 - n Internal
 - n External
 - n Web site
 - n Personal Visits



What is Real Estate Worth?

- n Assessment date is available on all US properties
- n The kind of home a family owns usually reflects its economic status
- n Primary source is the assessor for the county or township where the property is located
 - n Assessed value
 - n Market value



What is Real Estate Worth?

- n Links to assessor's websites:
 - n www.pulawski.net
 - n www.publicrecords.netonline.com
- n Rough idea of market value
 - n www.zillow.com
- n Spend a little money?
 - n www.knowX.com has indexed real estate information from most counties across the country, costs \$7 per record.

What is Real Estate Worth?

- n Appraisal requirements
- n Qualified appraiser
- n Property description
- n Fair market value
- n Comparable sales and other specifics
- n Environmental issues



Sample Assessor Printout

ROB TURNER, CFA
 www.hcpafl.org
 TAMPA, FL

HILLSBOROUGH COUNTY PROPERTY APPRAISER

ABOUT HCPAFL IMPORTANT INFORMATION PROPERTY RECORD SEARCH ORDER MAPS LINKS EMPLOYMENT OPPORTUNITIES

Back To HOME

PROPERTY RECORD

OWNER NAME SEARCH

ADDRESS SEARCH **Mailing Address**

FOLIO NO. SEARCH

PIN NO. SEARCH

TANGIBLE **APPLY FOR HOMESTEAD EXEMPTION ONLINE**

OWNER NAME SEARCH **NEARBY SALES**

ADDRESS SEARCH

FOLIO SEARCH

SEARCH GIS

SALES SEARCH

ADVANCED PROPERTY SEARCH


PROPERTY TAX

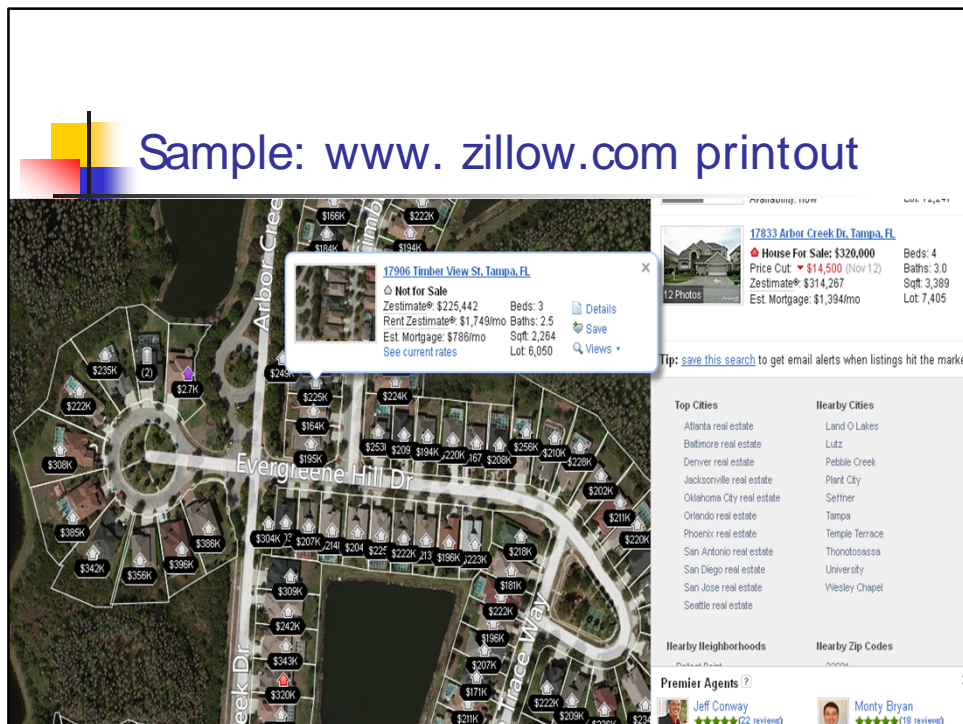
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 Folio: 059403.4152
 Prior PIN: A-16-27-20-ZZZ.000001-91660.0
 Prior Folio: 0593990000
 Tax District: TH TAMPA
PROPERTY USE: 0100 SINGLE FAMILY R
 Plat Book / Page: 90 / 74
 Neighborhood: 216005.00 | Arbor Green Area
 Subdivision: 5TR | ARBOR GREENE PHASE 7 UNIT 2

VALUE SUMMARY

TAXING DISTRICT	MARKET VALUE	ASSESSED VALUE	EXEMPTIONS	TAXABLE VALUE
County	\$169,781	\$169,594	\$50,000	\$119,594
Public Schools	\$169,781	\$169,594	\$25,000	\$144,594
Municipal	\$169,781	\$169,594	\$50,000	\$119,594
Other Districts	\$169,781	\$169,594	\$50,000	\$119,594

GIS MAP





Take my real estate... please!!!!

- n **Opportunity**
 - n charitable motivation
 - n donor has excess real estate
 - n residence, vacation home, land
 - n planning estate distribution
 - n lifestyle change
 - n children have no use for property
 - n no heirs



Take my real estate... please!!!!



n Opportunity

- n sale would mean significant taxes
- n own property without debt
- n desires debt forgiveness
- n desires tax reduction
- n desires life simplification
- n major \$100k gift opportunities
- n may fund a life income plan for self or others

Types of Real Estate

- n Personal residence
- n Vacation home
 - n Non-rental
 - n Rental property
- n Commercial property
 - n Used in taxpayers business
 - n Motels, recreational parks
- n Condominium
- n Farmland
- n Investment real estate
 - n Apartments, office buildings
- n Raw land



Gift of Real Estate

- n Outright or Fractional Interest
- n Bargain Sale
- n Life Estate
- n **Gift Annuity for 85% FMV**
- n 18 month Deferred Annuity
- n Simultaneous Closing
- n Installment Sale
 - n Installment bargain sale
- n Unitrust and Sale
- n FLIP Unitrust
- n Charitable Lead Trust

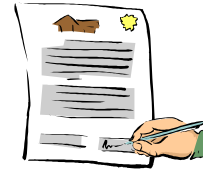


Real Estate CGA – Case Study

- n Why a gift annuity strategy?
- n Donor objectives
- n Charity objectives
- n Evaluation strategies
- n Decision matrix
 - n CEO, CFO, Board, Development
- n IRS requirements
- n Detail information in Newsletter at link--
 - n www.connellandassoc.com/Newsletters/October2012issue.htm



Why a CGA




- n Most popular life income split interest agreement
- n Simple to set up, no trust drafting
- n Negotiated with donor and/or advisors
- n Convenience factors for donor
- n Risk factors for charity
 - n Longevity
 - n Investment



What Does It Take to earn \$1,000


- n It took **\$24,000** invested in a taxable money market earning +4.18% (the national average yield 5 years ago at Thanksgiving 2007) to generate a yearly return of \$1,000
- n It now takes **\$5,000,000** invested in a taxable money market earning +0.02% (the national average today) to generate yearly taxable income of \$1,000 (source: BTN Research).
- n **Commentary:** One of the major advantages of a charitable gift annuity for those individuals who have charitable intent is to increase their income and decrease their taxes. Prime candidates for CGAs are those individuals who have remembered your charity in their will.




**Real Estate Evaluation Form for Charities Accepting Homes, Land
or Other Real Estate for Charitable Gift Annuity Agreement**

Donor: _____ Donor Age: _____
 Donor: _____ Donor Age: _____
 Normal Charitable Gift Annuity Rate: _____
 Real Estate gift annuity rate = ACGA rate -.05% _____

PLANNING TOPIC(A)	PLAN 1(B)	PLAN 2(C)	Formula(D)	EXAMPLE(E)
Appraised value for tax deduction	\$0.00	\$0.00	D2	\$150,000.00
Selling adjustment(% of value)	0.00%	0.00%	D3	10.00%
Selling adjustment value	\$0.00	\$0.00	D2*D3	\$15,000.00
Gross Sale Price	\$0.00	\$0.00	D2-D4	\$135,000.00
Selling expenses (% of sale for commission, transfer fees, other expenses)	0.00%	0.00%	D6	8.00%
Total expenses	\$0.00	\$0.00	D5*D6	\$10,800.00
Cash received by charity	\$0.00	\$0.00	SD5-D7	\$124,200.00
Carrying expenses before sale of asset (insurance, taxes, assessments, management fees, other)	\$0.00	\$0.00	D9	\$3,000.00
Adjustment for annuity income paid to donor prior to asset sale (estimate one year payment)	\$0.00	\$0.00	D10	\$8,000.00
Total cash received by charity to fund annuity agreement	\$0.00	\$0.00	SD8-(D9+D10)	\$113,200.00
Annual annuity payment	\$0.00	\$0.00	D12	\$8,000.00
Annuity rate on appraisal value	??	??	D12/D2	5.33%



Donor



- n June is a 85 year old
- n Recently widowed
- n Good health
- n Financially secure
- n Prior experience with gift annuities
- n Florida resident considering relocation to be closer to family/friends
- n Considering retirement community

Donor Asset

- n Built in 2004
 - n 3 bedrooms
 - n 2 baths
 - n Large lot
- n 2,500 square ft
- n Appraisal # 1
 - n \$180,000
- n Appraisal # 2
 - n \$185,000
- n No mortgage



Charity: Chapters Health System



CHAPTERS
HEALTH SYSTEM SM

- n Hospice that took care of deceased husband
- n First real estate gift annuity
- n Guidelines
 - n FMV discount 10-15%
 - n Considered outright gift, fully deductible
 - n Rate discount -.05% of ACGA rates to max of 7.0%



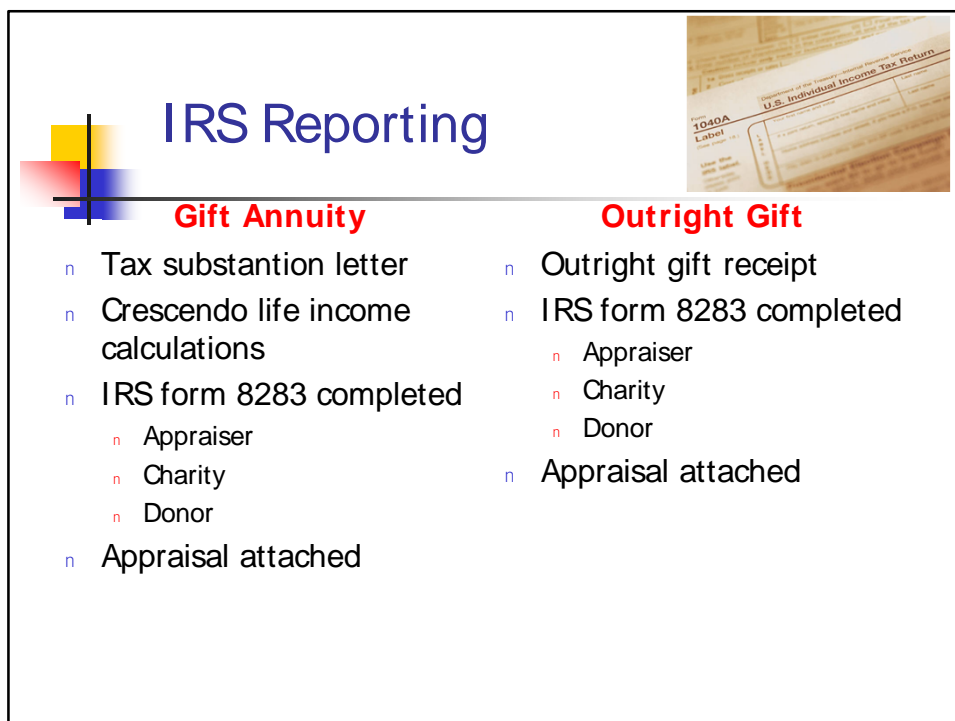
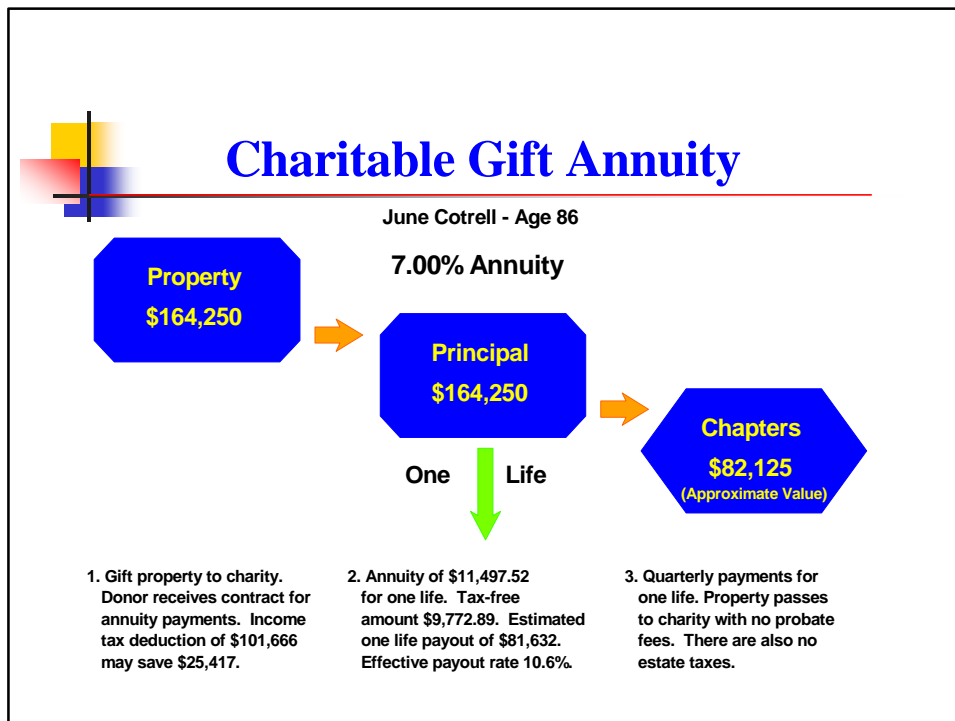
Proposal and Memorandum of Understanding

- n Rights and responsibilities of each party
- n FMV of asset for annuity \$164,250
 - n Average value of two appraisal \$182,500
 - n 10% discount = \$18,250
 - n Net value \$164,250
- n ACGA annuity rate for age 85 = 7.80%
- n Maximum rate offered = 7.0%
- n Two charitable deductions
 - n One for discount \$18,250
 - n One for gift annuity \$101,666
- n Skip first short payment



Proposal and Memorandum of Understanding

- n Legal description of property
- n Free and clear of all encumbrances
- n Draft gift annuity agreement with values and payments
- n Responsibility for closing costs, taxes, transfer fees, transfer of utilities
- n Final inspection of deeds, documents, property prior to transfer
- n Statement of IRS rules on transfer, charitable deduction value and reporting responsibilities



A presentation slide with a white background. In the top left corner, there is a small graphic consisting of overlapping yellow, red, and blue squares with a black crosshair. To the right of this graphic, the title 'What is your real estate worth?' is written in blue. Below the title, there is a large, 3D, green dollar sign graphic. To the left of the dollar sign, there is a bulleted list of requirements for real estate gifts. The list is as follows:

- n IRS 8283 form – new for 2012
 - n \$500 or more of property
 - n \$5,000 or more signed by appraiser
 - n Charity signature to acknowledge receipt of property
- n IRS 8282 form for charity
 - n 125 days of sale of property
 - n When sale is within three years of gift date
- n Appraisal requirements
 - n 60 day rule or tax filing rule
- n Charity restricted from doing appraisal

Form 8282 (Rev. 12-2013)
 Name(s) shown on your income tax return

Section B. Donated Property Over \$5,000 (Except Certain Publicly Traded Securities)—List in this section only items (or groups of similar items) for which you claimed a deduction of more than \$5,000 per item or group (except contributions of certain publicly traded securities reported in Section A). An appraisal is generally required for property listed in Section B (see instructions).

Part I Information on Donated Property—To be completed by the taxpayer and/or the appraiser.

4 Check the box that describes the type of property donated:

a ☐ Art (contribution of \$20,000 or more)
 d ☐ Art (contribution of less than \$20,000)
 g ☐ Collectibles**
 i ☐ Other

b ☐ Qualified Conservation Contribution
 e ☐ Other Real Estate
 h ☐ Intellectual Property

c ☐ Equipment
 f ☐ Securities
 j ☐ Vehicles

*Art includes paintings, sculptures, watercolors, prints, drawings, ceramics, antiques, decorative arts, textiles, carpets, silver, rare manuscripts, historical memorabilia, and other similar objects.
 **Collectibles include coins, stamps, books, gems, jewelry, sports memorabilia, dolls, etc., but not art as defined above.
 Note. In certain cases, you must attach a qualified appraisal of the property. See instructions.

(a) Description of donated property (if you need more space, attach a separate statement)

(b) If tangible property was donated, give a brief summary of the overall physical condition of the property at the time of the gift

(c) Appraised fair market value

A B C D

(a) Date acquired by donor (mo., yr.)

(b) How acquired by donor

(c) Donor's cost or adjusted basis

(d) For bargain sales, enter amount received

See instructions

(e) Amount reported on Section 179 election

(f) Multiple listing price (if applicable)

A B C D

Part II Taxpayer (Donor) Statement—List each item included in Part I above that the appraisal identifies as having a value of \$500 or less. See instructions.

1 I declare that the information on this Part II above has to the best of my knowledge and belief an appraised value of not more than \$500 per item. Enter identifying letter from Part I and describe the specific item. See instructions.

Signature of taxpayer (donor) Date

Part III Declaration of Appraiser

I declare that I am not the donor, the donee, a party to the transaction in which the donor acquired the property, employed by, or related to any of the foregoing persons, or related to any person who is related to any of the foregoing persons, and, in my capacity as the donor, donee, or party to the transaction, I performed the majority of my duties during my tax year for other persons.

Also, I declare that I am not a person who, because of my qualifications as described in the appraisal, I am qualified to make appraisals of the type of property being valued. I certify that the appraisal fees were not based on a percentage of the appraised property value. Furthermore, I understand that a false or fraudulent overstatement of the appraised value as described in the qualified appraisal or this Form 8282 may subject me to the penalty under Section 6701(a) (falsity) and asserting the underpayment of tax liability. In addition, I understand that I may be subject to a penalty under Section 6701(a) if I know, or reasonably should know, that my appraisal is to be used in connection with a return or claim for refund and a substantial or gross valuation misstatement results from my appraisal. I affirm that I have not been barred from practicing evidence or testimony by the Office of Professional Responsibility.

Signature Title Date

Business address (including room or suite no.)

City or town, state, and ZIP code

Part IV Donee Acknowledgment—To be completed by the charitable organization.

This charitable organization acknowledges that it is a qualified organization under section 170(c) and that it received the donated property as described in Section B, Part I, above on the following date:

Furthermore, if the organization sells, exchanges, or otherwise disposes of the property described in Section B, Part I (or any portion thereof) within 3 years after the date of receipt, it will file Form 8282, Donor Information Return, with the IRS and give the donor a copy of that portion. This acknowledgment does not represent agreement with the claimed fair market value.

Does the organization intend to use the property for an unrelated use? ☐ Yes ☐ No

Name of charitable organization (donor) Employer identification number

Address (number, street, and room or suite no.) City or town, state, and ZIP code


Authorized signature Title Date

Form 8282 (Rev. January 2007) Department of the Treasury Internal Revenue Service		Donee Information Return (Sale, Exchange, or Other Disposition of Donated Property) ▶ See instructions.		OMB No. 1545-0008 Give a Copy to Donor
What Parts to Complete: <ul style="list-style-type: none"> • If the organization is an Original Donee, complete <i>Identifying Information</i>, Part I (lines 1a-1d and, if applicable, lines 2a-2d), and Part III. • If the organization is a Successor Donee, complete <i>Identifying Information</i>, Part I, Part II, and Part III. 				
Identifying Information				
Print or Type	Name of charitable organization (donee)		Employer identification number	
	Address (number, street, and room or suite no.) (or P.O. box no. if mail is not delivered to the street address)			
	City or town, state, and ZIP code			
Part I Information on ORIGINAL DONOR and SUCCESSOR DONEE Receiving the Property				
1a Name of original donor of the property		1b Identifying number(s)		
1c Address (number, street, and room or suite no.) (P.O. box no. if mail is not delivered to the street address)				
1d City or town, state, and ZIP code				
Note. Complete lines 2a-2d only if the organization gave this property to another charitable organization (successor donee).				
2a Name of charitable organization		2b Employer identification number		
2c Address (number, street, and room or suite no.) (or P.O. box no. if mail is not delivered to the street address)				
2d City or town, state, and ZIP code				

Introducing the
**HIGHER FORM
OF GIVING PROGRAM**

For Gifts of Real Estate

Administered by
The Education Foundation
of the CCIM Institute



**HOW WE MAKE GIFTS OF REAL ESTATE
BETTER TO GIVE & RECEIVE**

Step 1.
Fundraisers approach potential donors of real estate properties with help from the **Higher Form Of Giving Program** that clearly defines the ease of process and depth of advantages.

Step 2.
When the giver is ready to move forward, specialists from the **Higher Form Of Giving Program** make direct contact and begin the donation process.

Step 3.
Marketing of property may be turned over to a CCIM (Certified Commercial Investment Member) Designee, a recognized expert in the commercial and investment real estate industry (in the case of residential properties, properly qualified professionals are enlisted). The elite corps of CCIMs and their affiliates include brokers, leasing professionals, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers, and other allied professionals. The global commercial real estate network of 15,000 CCIM members close thousands of transactions annually, representing more than \$200 billion in value.

Step 4.
The property may be sold and the charitable organization receives a donation.

Step 5.
Everybody feels good.

The Education Foundation of the CCIM Institute was established in 1988 to advance and support the educational and research initiatives that enhance the value and prestige of the CCIM designation and other career-building programs of the CCIM Institute. To find out more, please visit us at www.ccimef.org.

Giving
fundraisers
new reasons
to aim
higher



The all-in-one solution that's good for all

A down economy hasn't been the only roadblock to charitable fundraising. Until recently, the generosity of those wishing to donate real estate to just causes has been thwarted because of perceived risks to the recipients. In fact, 80% of real estate offered to charity have been turned away due to:

- Fear of drain and scope creep on time and resource challenged staffs;
- Costs of investigation including legal issues,
- Hidden encumbrances, and any or all other due diligence issues;
- Environmental risks;
- Holding costs including maintenance, entitlements and market futures.

Now with the **Higher Form Of Giving Program**, fundraisers may be able to secure the **donation of real estate-related assets** with less risk and no hands-on involvement. With its best-of-class real estate heritage, the Education Foundation of the CCIM Institute is uniquely qualified to facilitate these problematic real estate donations for any qualified charity.

BUILDING DONATIONS ON A SOLID FOUNDATION

- The **Higher Form Of Giving Program** allows the donor to make a charitable donation of real estate to the charity or charities of the donor's choice.
- Everything in between is administered by the non-profit Education Foundation of the CCIM Institute, the leader in creating and delivering the commercial real estate industry's highest level of education, technology and research for best transactional and ethical practices, with 15,000 members around the world.
- The Program is run by professional specialists

from all real estate disciplines, from financial to compliance, selected by the Education Foundation of the CCIM Institute for their years of experience and success in the most difficult and obscure transactions of this kind.

HIGHER POTENTIAL THROUGH LOWER RISK

Besides an appraisal fee paid by the donor that is later reimbursed from escrow, there is absolutely no financial responsibility for the giver, recipient or transaction agent:

- The **Higher Form Of Giving Program** takes care of all legal and financial aspects of the gift and the process to translate it into cash for the recipient receives even before the property is finally disposed.
- We cover every front-end cost (besides appraisal) for investigative, due diligence processes with all parties and the banking relationships that enable direct cash settlements.

EVERYONE BENEFITS FROM GIFTS OF REAL ESTATE

- For **Fundraisers** involved with qualifying foundations, charities and non-profits, the willingness of donors to provide charitable donations of real estate is an avenue for needed funding to help offset reduced donations in other categories.
- **Donors** may qualify for a tax benefit based on the current fair market value of the property, not the original purchase price. This type of gift is completely federal tax code compliant and

accepted by the IRS. The advantages of this credible and philanthropic giving of real property may include:

- ~ Satisfaction of helping worthy charitable causes
- ~ Positive public relations opportunities
- ~ Sizeable charitable deductions for a number of years
- ~ Reduction or elimination of capital gains taxes with a possible income stream for the donor while directing funds to a charity through a trust
- ~ Freedom from a financially draining, under performing property
- ~ Elimination of property taxes
- ~ Elimination of property maintenance and other obligations
- ~ Elimination of liability and insurances

- **Individual estate, trust, and tax professionals** can now advise on the fiscal advantages of disposing of real estate by making a charitable contribution.

LET'S GET MOVING

Everyone agrees that charitable fund raising is a challenge and needs a stronger economy to prosper. Another avenue for charitable contributions is from the gifting of real estate.

That's why the **Higher Form Of Giving Program** is the right idea at the right time. To find out how we can help you get involved, contact:

Doug Strickland
Director of Real Estate Gifting
(877) CCIMEF1 (224-6331)
info@ccimef.org

Do You Own Property?



GW accepts gifts of all types of real estate. For information on how you can turn your property into a lasting legacy at GW, look on the opposite side of this page and return the coupon on the right.

Yes, I'm Interested.

☐ Please send me more information about gifts of Real Estate

☐ I am interested in giving a gift of Real Estate

Approximate Value: _____

Name: _____

Address: _____



Phone: _____

E-Mail: _____

THE GEORGE
WASHINGTON
UNIVERSITY
WASHINGTON DC

For more Information, please contact:
Chase Magnuson,
Director of Planned Giving for Real Estate
202-994-4979 or chasem@gwu.edu
or visit www.gwu.edu/give/waystogive/plannedgifts

Clip & Mail to:
The George Washington University
Office of Planned Giving - Real Estate
2100 M Street, NW, Suite 310
Washington, DC 20037

Say Yes Three Times and Receive a Huge Cash Rebate

Yes, I'm a UCSD alumnus
Yes, I'm selling a home or looking to buy a home
Yes, I want a huge cash rebate

Introducing the Alumni Rebate Program

You're in the market for a new home. So you will be listing your existing one. As a member of the UCSD Alumni Association, you can earn large rebates on either or both home sales by enlisting in the Alumni Rebate Program free of charge.

How does it work? HomeSold, a division of Fidelity National Financial Corporation, maintains a nationwide network of participating real estate agents who give back a share of their commissions in exchange for their participation in the program.

These savings are turned over to you in the form of a cash rebate paid when your home is sold or purchased. All you have to do, when you're ready, is contact us. We assign a top performing real estate agent to assist you with your transaction. We choose only the very best agents from among the nation's major real estate companies.

We also assign a special coordinator to assist you on all the details of your sale or purchase. Your satisfaction will be his or her top priority.

Take the stress out of buying or selling your home by leaving all the details to us. And earn thousands of dollars in cash.

The **Alumni Rebate Program** is presented by HomeSold with financing available from Greenlight Financial Services.



How huge is huge?

Proceeds on sale of existing home	\$300,000
Real estate agent rebate on sales commission	\$2,250
Purchase price on new home	\$400,000
Real estate agent rebate on purchase commission	\$3,000
Total rebate using Alumni Rebate Program	\$5,250

The example above is based upon real estate agents receiving a 3% commission on the actual sales price and purchase price of a home. Your actual rebate may vary.


Visit
www.alumnirealestateservices.com

Call
 (800) 615-4699

The Amazing Charitable Gift Annuity

Trading One's Home for Cash and a Gift Annuity



Peggy was eager to move into her dream unit at Rose Villa but couldn't sell her home in West Vancouver. She then read an article in the *Senior Messenger* about the real estate program at Fort Vancouver National Trust whereby the Trust acquires one's residence in exchange for cash and a charitable gift annuity. Peggy inquired and the exchange was executed within a six-week period.

As the illustration shows, Peggy received cash that she used for her down payment at Rose Villa and, beginning in December of 2010, will receive life-income payments from her gift annuity. (Peggy's rate is higher at 7.2% by deferring payments for one year.) Peggy declared, "This really worked well for me. I'll also leave a testamentary endowment gift to the Trust that will bear my name and provide some perpetual support to their very special mission."

Peggy's Gift Plan

Home
\$265,000

↓

Cash - \$66,250
Costs - \$38,750
Annuity - \$160,000

One ↓ Life

Peggy - Age 78
7.2% Annuity

→

Fort Vancouver National Trust
\$150,000

Annual payout of \$11,520 for one life. Tax free portion of \$7,880.

Please run me a confidential illustration. Below is my information:

Home address: _____

Approximate value: \$ _____ Age(s) for gift annuity: _____

Owner's contact information (phone or email) _____

Mail, phone or email your information to Tom.


Photo: Tom Bashwiner and Peggy

Rates for One Life Gift Annuities*

Age	Rate	Age	Rate
60	5.0%	76	6.4%
61	5.1%	77	6.6%
62	5.1%	78	6.7%
63	5.2%	79	6.9%
64	5.2%	80	7.1%
65	5.3%	81	7.3%
66	5.4%	82	7.5%
67	5.4%	83	7.7%
68	5.5%	84	7.9%
69	5.6%	85	8.1%
70	5.7%	86	8.3%
71	5.8%	87	8.6%
72	5.9%	88	8.9%
73	6.0%	89	9.2%
74	6.1%	90+	9.5%
75	6.3%		

* Rates for Two Life Annuities are slightly lower

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Consultants for Real Estate Gifts

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Real Estate for Charities
www.realestateforcharities.org
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BIDWELL ADVISORS
Header Real Estate Philanthropy and Other Services for Non-Profits and Private Property Owners
(413) 584-2732



**Feb. 26 Webinar:
"How to Attract, and Close,
the Right Real Estate Gifts"**

Dear James,

Please spread the word among your colleagues that I will be teaming up with WealthEngine and the Alford Group to offer a free Webinar, "How to Attract, and Close, the Right Real Estate Gifts," on February 26, 2013, at 2:00 pm EST. To sign up, [click here](#).

More and more development professionals are turning their attention to the single largest asset category for many of their donors, their real estate holdings. This session will review trends in real estate gift activity, the variety of real estate gift structures being used to fit particular donor situations, three case studies, and emerging best practices across the country.

Session will cover:

- Why there has been growing interest in real estate gifts
- What types of real estate gifts are being given, and the profile of those who give
- The menu of real estate gift structures, and the situations where each is appropriate
- Three case studies: Outright gift of a Florida condominium;

Services We Offer

- Real Estate Gift Services
- Assistance to Private Property Owners
- Strategic and Development Planning
- Real Estate Acquisition and