



**FIRST AMERICAN
EXCHANGE COMPANY**

**OUR QUALIFIED INTERMEDIARY
ADVANTAGES BRING YOU
PEACE OF MIND.**

Experience, nationwide service, financial strength—the Qualified Intermediary you choose should offer these, along with solid credentials in 1031 Tax-Deferred Exchanges. That's what you can expect from First American Exchange.

Our transaction expertise is backed by our parent company, The First American Corporation, whose revenues exceed \$4 billion. We protect you with a multimillion-dollar fidelity bond and with errors and omissions insurance from a leading underwriter. In some states, a closing protection letter from First American Title Insurance Company is also provided.

Before starting the process of selling a property that may be a part of an exchange transaction, call First American Exchange Company or access our Web site at www.firstexchange.com. Let us help you reap the rewards of your investment. It's a smart move.

First American Exchange is a Qualified Intermediary and is precluded from giving tax or legal advice. You must consult with your tax or legal advisor about your specific circumstances.



preserving equity

saving tax dollars

benefiting from experts

a wise
INVESTMENT



First American Exchange Company

**A QUALIFIED INTERMEDIARY IN
1031 TAX-DEFERRED EXCHANGES**



*First American
Exchange Company*

welcome

**TO A POWERFUL TOOL
THAT CAN WORK TO YOUR
FINANCIAL ADVANTAGE.**

When you sell your interest in an investment property and buy another, you may face a large capital gain and the prospect of paying federal taxes on it—and in some states, state taxes as well. So your attorney, tax advisor, or real estate professional may suggest a tax-deferred exchange under Section 1031 of the Internal Revenue Code.

A 1031 Exchange allows you to dispose of investment properties and acquire “like-kind” properties while deferring federal capital gains taxes. Most states with a capital gains tax offer a similar tax advantage, too. Bottom line: a 1031 Exchange lets you reinvest sale proceeds that would otherwise be paid to the government as capital gains taxes.

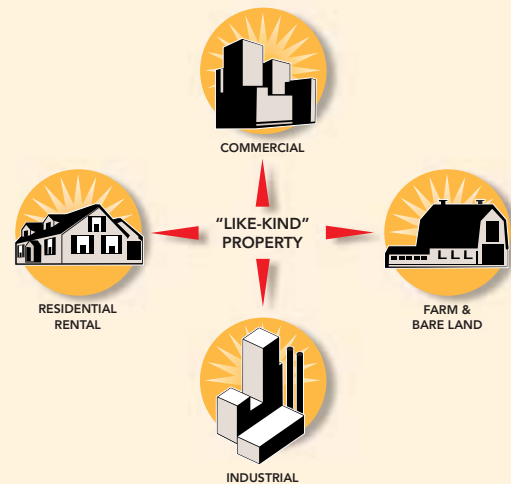
Let's assume you acquired a property for \$800,000 four years ago. It has a current mortgage balance of \$600,000 and has appreciated to \$1,800,000. During the period you owned the property you have taken depreciation deductions of \$100,000. Your long term capital gains tax would total \$175,000 calculated as follows:
\$1,000,000 appreciation gain x 15% = \$150,000;
\$100,000 depreciation recapture x 25% = \$25,000.

	SALE	EXCHANGE
Current value	\$ 1,800,000	\$ 1,800,000
Mortgage payoff	(600,000)	(600,000)
Tax on \$1,000,000 appreciation @ 15%	(150,000)	<i>deferred</i>
Tax on \$100,000 depreciation recapture @ 25%	(25,000)	<i>deferred</i>
Available for reinvestment	\$ 1,025,000	\$ 1,200,000
Value of replacement property assuming 30% down	\$ 3,416,667	\$ 4,000,000

IT STARTS WITH "LIKE-KIND" PROPERTIES.

Any real or personal property can be exchanged, provided it's held "for productive use in a trade or business," or "for investment," and is exchanged for property of like-kind that will also be held for one of these same purposes.

Most real property is considered "like-kind" to other real property. A single-family rental unit, for example, may be used to acquire another like it, or to purchase a warehouse, retail center, or office building. Like-kind limitations on personal property are more restrictive; assets must be classified similarly under government accounting classifications.



THE RULES ARE CLEAR AND SIMPLE:

IDENTIFICATION PERIOD The property you're acquiring must be identified within 45 days of the transfer of the first relinquished property.

EXCHANGE PERIOD The acquisition of your replacement property must be completed by the earlier of 180 days from transfer of the relinquished property or the due date of your tax return for the year in which the relinquished property was transferred.

TRADING UP To be fully tax-deferred, the property you're acquiring must have value and equity equal to, or greater than, the relinquished property.

YOU MAY IDENTIFY THE REPLACEMENT PROPERTY BY YOUR CHOICE OF THE:

3-PROPERTY RULE Three properties, no matter what their value, or

200 PERCENT RULE Any number of properties, as long as their combined fair market value isn't more than twice that of all relinquished property, or

95 PERCENT RULE Any number of properties, regardless of their combined fair market value, as long as you acquire 95 percent of that total value.

first american

MAKES THE PROCESS SEAMLESS FOR YOU



[STEP 1] PURCHASE CONTRACT—RELINQUISHED PROPERTY

You and your buyer enter into the Relinquished Property Purchase Contract. It should contain a "cooperation clause" obligating the buyer to cooperate in structuring the transaction as a 1031 Exchange. Contact us for a sample "cooperation clause."

[STEP 2] RELINQUISHED PROPERTY EXCHANGE DOCUMENTS

Contact us and we'll prepare an Exchange Agreement, an Assignment of the Relinquished Property Purchase Contract (assigning your rights as seller to us), a Notice of the Assignment (for delivery to the buyer), and instructions to the settlement agent.

[STEP 3] CLOSING THE RELINQUISHED PROPERTY

At closing you'll convey your property directly to the buyer. This conveyance will represent a transfer from you to us in exchange for other property that you'll receive at a later date. It also represents our sale to the buyer for cash.

[STEP 4] RELINQUISHED PROPERTY PROCEEDS AND FORMS

Following closing, we'll receive and hold the net sale proceeds and provide you with forms to identify replacement property prior to the end of the identification period.

[STEP 5] PURCHASE CONTRACT—REPLACEMENT PROPERTY

After you've identified suitable "like-kind" replacement property and decided which property you intend to acquire, you'll enter into the Replacement Property Purchase Contract with the seller. This contract should also contain a "cooperation clause."

[STEP 6] REPLACEMENT PROPERTY EXCHANGE DOCUMENTS

We'll prepare an Assignment of the Replacement Property Purchase Contract (assigning your rights as buyer to us), Notice of the Assignment (for delivery to the seller), and instructions to the settlement agent.

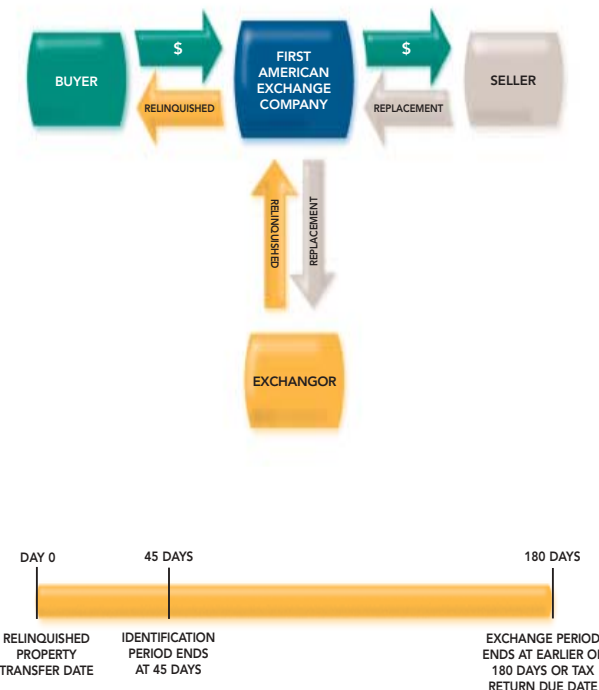
[STEP 7] CLOSING THE REPLACEMENT PROPERTY

We'll deliver funds to the settlement agent to acquire the replacement property. The seller will convey the replacement property directly to you. The conveyance will represent our purchase from seller and our transfer to you in completion of the exchange. Remember, this closing must occur within 180 days of the relinquished property closing (or by your tax return due date, if earlier).

[STEP 8] KEEPING YOU INFORMED AND FINAL RECONCILIATION

Throughout the process, we'll keep you and your advisors informed. In the end, we'll furnish a complete reconciliation of funds received and paid, together with any interest earned.

THE 1031 EXCHANGE PROCESS



Depend on our experts to keep the process simple, and the results rewarding.
Call First American Exchange Company today.