



# AREA

ASSOCIATED REALTY OF THE AMERICAS



## SPOTLIGHT ON

# *Ann Arbor, Michigan*

*In this issue:*

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ASSOCIATED REALTY OF THE AMERICAS

*"All the news that fits."*

*Our members are 110% committed to excellence in our real estate profession. Our mission encompasses: Sharing BEST Practices with our colleagues; treating all referrals with the utmost of care, honesty and integrity; and being involved in organized real estate for the betterment of our profession."*

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A R E A M E R I C A S . C O M



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## Thoughts from Seth Task

We are so pleased and honored to welcome our two newest members to AREA (read "Welcome Members" article). Membership is nearing capacity but we still have a ways to go. Great work by **Gail** and the team.

The AREA Commercial Call had relevancy for all of our members as our guest speakers, **Brett Hansen** (son of Hans) and **Sarah Brengarth** of the Gensler Corporation, architects, gave a wonderful presentation on the latest guidelines for strategies for workplace safety during these times. <https://www.gensler.com/gri/us-workplace-survey-2020-summer-fall>

Please make sure you sign up for the November 9, 2021 **Gala Dinner Cruise** for members and guests in San Diego. Guest will embark at 5:45 P.M. from the Marina of the Marriott Hotel and return at 9:00. Sumptuous buffet, music and dancing plus a cash bar and yes ... an evening with great friends. \$130.00 Per Member/Guest. Cancellation through September with full refund. Don't miss out! On-line registration through the AREA website is available. Limited. so, hurry!

Our **Virtual Retreat** will be this coming July 15th. Watch for details.

Enjoy your Spring, get vaccinated and Katie bar the door!

Seth



As an independent contractor with HelmsBriscoe, I can help you streamline the meeting planning process by managing the time-consuming task of researching, contracting, and evaluating venues for your organization's events!



**Ali McQueen Cannon**  
Manager, Global Accounts  
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# MEMBER OF THE YEAR *Nominees*



**Jeanne  
Radsick**

A REALTOR for the past quarter century, she was President of the California Association of REALTORS® in 2020 and is affiliated with Century 21 Jordon-Link and Company. She was nominated for her outstanding service to the California Association during the Pandemic.



**Rosanna  
Garcia**

A second generation owner of a 55-year-old real estate brokerage firm located in Sacramento; she was nominated for her excellence in serving the Women's Council of California during the pandemic.



**Leslie Rouda  
Smith**

A REALTOR for over 35 years, she is affiliated with Dave Perry and Associates of Dallas and is also the 2021 President-Elect of the National Association of REALTORS®. Leslie was nominated for her outstanding service to the NAR while serving as First Vice President of that organization during the Pandemic.



**Vince  
Malta**

A third generation REALTOR®, Vince, who has been in the business for 44 years, is the immediate Past President of the National Association of REALTORS® and is the CEO and broker of Malta and Associates of San Francisco. He was nominated, in part, for his outstanding service to the Association during the pandemic.



**Seth  
Task**

A REALTOR for 17 years, Seth is the current President of the Ohio Association of REALTORS and leads the Task Team of BHHS Professional Realty located in the greater Cleveland area. He was nominated for his outstanding service to Associated Realty of the Americas, of which he chairs the Advisory Board, during the pandemic.

# Welcome **NEW MEMBERS**



**Stephanie Biello**  
*Philadelphia, PA*  
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## **STEPHANIE BIELLO**

Stephanie Biello is a licensed broker in Pennsylvania in Philadelphia's Rittenhouse Square, Montgomery County, Bucks County and East Falls areas as well and is the current President of the Philadelphia Association of REALTORS®.

Stephanie began her real estate career in 2002. She is one of 15 selected to the Leadership PAR program. (A select group of Realtors® are chosen for this year-long program, which focuses on team-building skills, public speaking, working with volunteers, government affairs and how to improve and expand leadership styles. The program features nationally known speakers and is designed to enhance skills to better serve the community and the real estate industry.)

In 2017, Stephanie will serve for a second term on the Legislative Committee of the Pennsylvania Association of Realtors (PAR) representing Greater Philadelphia Association of Realtors (GPAR). She also was appointed again for 2017 to PAR's Horizon Committee, the strategic thinking arm of PAR set up to generate questions, identify issues and recommend items to be added to PAR's Strategic Plan. Stephanie also has been very active in continuing education, completing additional courses in real estate law, real estate finance, property valuation, real estate investment and a range of other topics.



**Stacy Stahl**  
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## **STACY STAHL**

Specializing in residential and small commercial properties in Key West and the Florida Keys for the last 16 years, Stacy is a member of the Florida Realtor Honor Society and was recognized as the 2018 Realtor of the Year for the Key West Association of Realtors. Stacy Stahl 2020 National Association of Realtors Leadership Academy Member 2019 National Association of Realtors Chair, Small Board Forums 2019 Florida Realtors District 4 Vice President 2017 Key West Association of Realtors President Certified Residential Specialist (CRS).



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**OFFERING  
Bridge Debt & Preferred Equity**



## It's finally here!

RPR has launched a completely revamped website, with easier access to an array of data, tools and reports. The new RPR is cleaner, simpler, and offers users a more overall intuitive experience. It's also been reorganized to help you find your most-used features and saved items.

We hope you love it! And as you get familiar with it, we want you to know that you have access to various types of learning resources:

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RPR's Printable Guides are laser-focused, step-by-step walkthroughs to a specific subject. They're easy to follow and apply.

A "refreshed" RPR blog with articles, announcements, and news you can use.

Have a question or need quick help? The Knowledge Base area of our blog is a great resource for FAQs, popular articles, product release updates and more.

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## On the **Lighter Side** with **Trinkie**

Featuring Tahoe's Trinkie Watson and her wit and wisdom.

*Church People with Typewriters – Bulletins or announcements:*

*The sermon this morning: "Jesus Walks on the Water."*

*The sermon tonight: "Searching for Jesus."*

*Church People with Typewriters – Bulletins or announcements:*

*"Don't let worry kill you off - Let the Church help!"*

*Church People with Typewriters – bulletins and announcements.*

*Miss Charlene Mason sang "I will not pass this way again," giving obvious pleasure to the congregation.*



**Trinkie Watson**  
*Lake Tahoe, CA*

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## LIVING WITH AN OLDER HOME

There's more to be aware of in older homes beyond period details and original fixtures. For buyers who think they're ready to take the plunge, what should they expect? From electrical issues to energy inefficiency, these homes can often use some significant improvements to maximize safety and comfort.

Energy inefficiency is probably the number one issue with older homes. Most older homes were constructed with single-pane windows; if these windows are still in use, they likely don't fit very well. Replacement windows can be very expensive, but will contribute immensely to reduced energy use and lower heating and cooling costs. Most replacement windows are available in several styles and at different price points, so finding one that suits the look of an older home is easier than ever.

Like single-pane windows, poor insulation will also waste energy and money. The most important and easiest area of the home to insulate is the attic, but walls and floors above ventilated crawlspaces should be insulated as well if possible. The attic may already have insulation but it may be inadequate by current standards.

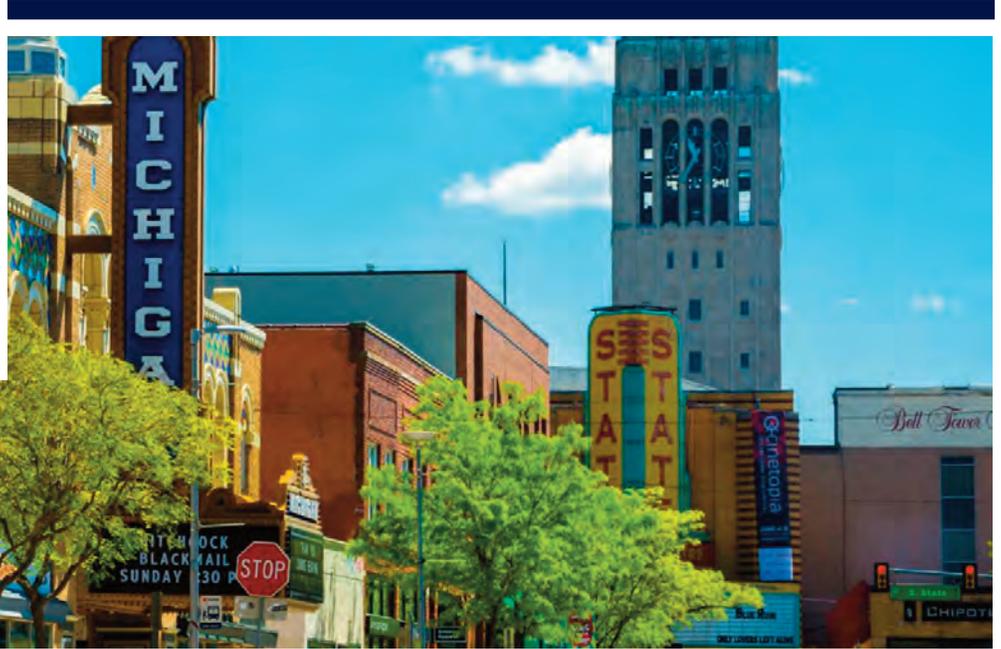
If the home has older water pipes, they should be checked to identify the material and determine if they need to be replaced. Some older materials such as galvanized steel, iron, and even lead are still in use today even though new construction does not allow them. Replacement options include copper and CPVC piping.

Outdated electrical systems can still sometimes be found in older homes and may not only be dangerous, they can make the house uninsurable in some situations. Even if no danger is present, we use much more electricity in our homes today and the capacity of older systems may be inadequate. Only a qualified electrician should attempt any repairs or updates to a home's electrical system.

With careful maintenance and a nod to history, older homes can be comfortable, stylish, and even energy efficient in the right hands.

*Stephanie Bowling*  
Director of Marketing, Pillar To Post Home Inspectors Inc.





## SPOTLIGHT: Ann Arbor, Michigan

Ann Arbor, Michigan is a beautifully unique college town, home to a thriving community of makers, doers, artists and entrepreneurs. The area is also best known as the home of the University of Michigan, legendary annual events, fairy doors and bookstores galore.

Our city consistently makes “best of” lists in almost every category and it’s no wonder as to why. Ann Arbor plays host to some of the country’s best restaurants, cultural gems, sprawling parks and so much more!

But if you’re still on the fence about moving here, read on, because today we’re sharing a handful of reasons why Ann Arbor is one of the best places to live in the world. And once you’ve decided to make the move—and trust us, you will.

Ann Arbor is nothing if not eclectic, from the annual Hash Bash to our unique fairy doors scattered all throughout the town. Plus, there’s always something exciting to do here—no matter what your interests are. Where else can you find an all-night dollar pizza down the street from a world-famous classical performance venue? In Ann Arbor, you’ll find amazing farmers’ markets, excellent shopping, top-rated restaurants, incredible craft beer and heavenly bookshops, all within a few blocks of each other. Not to mention, the sheer amount of wonderful events that are happening all year long—both virtually and in-person.



### We’re a cultured community

Ann Arborites’ place a strong emphasis on the arts and celebration of culture, and it shows. Our city is home to visual and performing arts, live music, art fairs, galleries and so much more. Enjoy a show from the Ann Arbor Symphony Orchestra at The Michigan Theater; catch a performance at the Arthur Miller Theatre; explore the University of Michigan Museum of Art; or watch your favorite national performers live at Hill Auditorium. Whatever form of art you’re interested in, there’s a place just for you here in A2!

### Our education system is top-notch

Ann Arbor is home to the world-renowned University of Michigan. On its own, our hometown university has consistently ranked on National University Rankings amongst other Ivy League superstars like Yale and Harvard. And through the university, our town has been blessed with community and kid-friendly educational

centers like the University of Michigan Museum of Art, Matthaei Botanical Gardens & Nichols Arboretum, the Kelsey Museum of Archaeology, the Stearns Collection of Musical Instruments, the Exhibit Museum of Natural History and so many more.

But it isn’t just our top-notch university that makes Ann Arbor a destination for education; we also happen to be home to a fantastic public school system! So no matter how old you are or your children are, there is a spectacular education waiting for you here in A2.

## It's a great place to raise a family



If you have a family or are planning to start one soon, you've chosen a great place to call home. Thanks to our beautiful parks system, strong school districts and educational attractions, Ann Arbor is one of the most kid-friendly and family-friendly cities in the state and in the country! WalletHub ranked us highly in Best Places to Raise a Family in Michigan.

### ... AND BY SINGLE!

Ann Arbor was recently named one of the best cities in the United States for singles by Value Penguin and we aren't surprised! All of the things that make our city so desirable for families are great for young professionals as well. Plus, our growing economy, fantastic nightlife and thriving cultural attractions are just cherries on top for those who aren't looking to settle down just yet.

### Our brews are next level

If we had to create a list of things Ann Arbor is known for, beer and coffee would definitely be on there. Since exploding in the 1990s, the Ann Arbor craft beer scene has been enjoying a resurgence in craft, style and the sheer number of breweries available. And beer lovers around the entire state have been enjoying it, too! But that's not all. Ann Arbor is also home to some pretty spectacular coffee shops where you can sip on some non-alcoholic brews.

### And our food scene is unlike any other

If you need another reason to want to move here, how about our incredible food scene? Ann Arbor, whether that's pub food, global flavors, American classics or casual eateries Please feel free to read our Guide to 14 Zingerman's Businesses in Ann Arbor.

### It's affordable

You would think all the amazing things about Ann Arbor would come at a lofty price, but in reality, it's a fairly affordable one. Penny

Hoarder conducted a ranking, 25 U.S. Cities That Millennials Can Afford—and Actually Want to Live In, which rounded up the most livable cities ranked for their price, their fun and everything in between. And of course, Ann Arbor made the list.



### It's all about the people

It's no secret we love Ann Arbor, but we firmly believe we wouldn't be one of the country's best places to live without the best locals, residents and visitors. And during hard times—whether it's an environmental disaster or a pandemic—the remarkableness of our locals is just exemplified even further. Over the past few months, we've

witnessed locals flock to support small businesses, help deliver food to the needy, donate blood, pack lunches for children, and so much more. Ann Arbor is a beautiful place to live, not only because of our art



scene, delicious food, fabulous education system and quirky lifestyle but also because locals never give up an opportunity to support one another. We couldn't do it without Them!

### Come Visit Us! We'd Love to Have You!



**Bill Milliken**  
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This is a place to share your thoughts and ideas. Please feel free to send a commentary to THE FORUM to Carl at [carl@areamericas.com](mailto:carl@areamericas.com) to published exactly as received.

# North America Gets a New Super Railway, “Highway”

BY JOHN K. GLAAB, CIPS



Canadian Pacific Railway (CPR) has recently announced that it has purchased Kansas City Southern Railway (KCS)

With the purchase, CPR will link the Port of Lazaro Cardenas in the Mexican state of Michoacán with the Port of Vancouver, British Columbia in Canada.

When we drive from our home in Uruapan, Michoacán, we frequently see convoys of trucks loaded with cars coming from Asia. On the other side of the highway long trains with double deck containers, head for the Eastern seaboard of the United States. Through agreements, products are off loaded from Asia at Lazaro Cardenas and travel via train through Mexico, across the US – Mexico border to New York state and beyond. All shipments are “in bond” requiring no repeated customs inspections.

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*The deep-sea port of Lazaro Cardenas annually handles more tonnage than either Long Beach or Los Angeles in the United States.*

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Hong Kong billionaire Li Ka Sheng through his Hutchison Port Holdings, the largest port management company in the world has invested billions of dollars in Lazaro including a high-tech port for automobiles and trucks. Vancouver folks will remember Li and his Pacific Concord real estate company. They purchased what had been the site of the Vancouver World Fair, “Expo 86.” The site is now graced with luxury condominiums and hotels.

The new Canadian Pacific and Kansas City Southern venture opens up many additional investment opportunities. Imagine products from Canada; lumber, coal and raw materials from British Columbia. along with oil and gas from the province of Alberta together with wheat from Saskatchewan, coming by rail to Lazaro Cardenas for shipment all over the world. Heading North will be goods from Asia, steel (Lazaro is the site of one of the largest steel mills in the world with material coming from Michoacán’s mines) as well as a plethora of Mexican goods and agricultural products such as avocados and mangos.

This will bring new meaning for the US-Mexico-CA treaty which replaced the old NAFTA treaty in 2020.

Further information:

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# Legal Update

by Double Aces Dennis and Diana

## REX Lawsuits

It has been reported that Jack Ryan, the CEO and co-founder of REX, which employs salaried agents, supposedly charges sellers a 2% listing fee, and supposedly has a policy of never paying outside brokers – has been working directly with the DOJ to share recordings and other evidence that there are “many ways that the NAR and MLSs set their practices to extract money from buyers and sellers.”

Where REX is an MLS member, it is reported that they “offer \$1 to a buyer’s broker as commission.” Or, they hire other brokerages to expose their listings to the market. Yet, their business model is NOT to use the MLS – market properties on their platform.

REX sued NAR and Zillow alleging antitrust violations for NAR rules that require Zillow to segregate non-MLS listings from MLS listings. Now, that Zillow has joined many MLSs, they are using a different platform to comply with IDX rules. REX’s marketing exposure supposedly has been impaired. In December, REX sued the State of Oregon for its law prohibiting brokerages from offering consumers rebates. REX supposedly plans to sue at least 10 more States with similar laws. REX’s business model offers one-half of the buyer broker’s commission for cooperation to their buyers as a “rebate.”

Stay tuned as these lawsuits unfold.

Next Up: The PRO Act. On March 9, 2021 the House passed the PRO Act. If passed by the Senate and put into law the act would make the ABC test to determine independent contractor status the law of the land. Passage of the PRO Act would be a HUGE BLOW to independent contractor status for Realtors. President Biden has said he will sign the bill. Right now the word on the hill says the bill lacks sufficient support in the Senate. The bill is being pushed by unions. The bill bears watching because the impact on real estate including local, State, and National Associations. Put simply, if Real Estate Brokerages have to start paying salaries and medical expenses for Realtors most Realtors would have to face aly offs.

Update on one aspect of the DOJ Settlement with NAR: A section of the settlement would allow non-participant lockbox access WITH THE SELLER’S PRIOR APPROVAL. Seller’s will have to be informed of the consequences of letting people who are not bound by the rules Realtors are if such a lockbox is placed on a home. We await the publication in May of the NAR rules in regard to the entire DOJ settlement.



# Empathy

CARL BOSSE

During the first few years I was involved in setting up AREA I traveled three times to Europe to engage with fellow FIABCI members in order to foster contacts for future, potential, business opportunities. On some of these sojourns, I was aided by a German expatriate who also happened to be the Honorary German Consul located in Phoenix. On one particular trip, which began in Amsterdam, we ended up in St. Petersburg in the coastal area of Russia.

Once known as Leningrad, it was the sight of a great and ferocious battle in WWII between forces of the Soviet Union and Germany that brought horrendous casualties to the population of that great city and began the road to the downfall of the Nazi regime.

After landing, we drove south, down a beautiful and very wide esplanade, headed toward the city, upon which was located our hotel, interestingly called “Day’s Inn”. Four lanes of traffic were divided by a massive park like open space. And, as we drew near the hotel, one could see a magnificent Memorial dedicated to the great battle located in the center of the vast open space dividing the traffic flow.

I had an open day and was alone, as my companion had headed downtown for another meeting. So, deciding to look at the Memorial I headed out on a brisk, Spring day to walk to it and have a look. Although it was directly in front of the hotel, it was a trek of a mile or so, first turning left, then, crossing the great esplanade and entering the grounds into what appeared to be an open amphitheater from the north entrance from which I had come.



THE WW II WAR MUSEUM - ST. PETERSBURG, RUSSIA

Upon reaching it, I was surprised that was a very large open space containing concrete seating, many statues, a small arena at the bottom, but, apparently little else, until I spotted a large door at the east side of the landing far below. So, I went down, and sure enough the door was open and I walked into a box office housing several ticket booths, but, only one open, where one could purchase a ticket to enter

the underground museum. I had no Russian currency and the attendant would not take a credit card, so, dutifully, I returned to the hotel, made the exchange and returned; (A full hour.) which, upon entering and a quick inspection, I, apparently, was the single guest in this magnificent edifice.

There were, perhaps, a half dozen or more attendants, none speaking English, but all with smiles, pointing here and there. I had browsed for an hour or so, deeply touched by what I saw in the display cases, which included, in addition to photos; artifacts down to torn clothing, pots and pans, house hold photos etc. The massive destruction laid upon this otherwise defenseless community was not only devastating but so overwhelmingly cruel. "How could anyone have survived", I thought, as viewed these chronical of horror so beautifully preserved as to render one's consciousness a prisoner to the suffering these poor people endured.

It was then that one lady came over and beckoned me to follow. Outside of a smile, this was the first inkling that anyone actually cared that I was in the museum. She took me over to a very large



TODAY



ST. PETERSBURG – UNDER SIEGE

door, where she, placing her forefinger to her lips as if to ask for quiet, opened the massive doors and I was escorted into a large theatre, taken to the preeminent seat in the house, handed a bottle of water, and pointed to sit. Shortly thereafter the theatre darkened and then, in Russian without translation, a truly magnificent movie began chronicling the events of that horrible attack with breathtaking movies and photos, a musical score of such profound effect that it had to have been written by Tchaikovsky himself. I have no idea how long it lasted. I was riveted to my seat and totally encapsulated by its vision, majesty and ability to capture the details of the siege that ended with the Russians forcing the Nazi's out until the last sniper had been annihilated. As it ended, I rose, turned and began to exit and then noticed, standing behind me at the door, was the entire staff. All with huge smiles. Each embraced me as I left as I returned their hugs with full force. I would never again fear the people of Russia. We were and are one. They suffered, endured, shared and then, in a mutual moment of compassion and understanding, had embraced me as one of them. It remains among the most special moments of my entire life.



*Carl Bosse, who resides in Green Valley, Arizona, is the founder and President of Associated Realty of Americas. A graduate of Georgetown's School of Foreign Service his experience in real estate includes commercial developments management in Arizona and Mexico and residential developments and management in Arizona. AREA was begun in 2006 and currently has 178 members throughout North America involved in all facets of real estate. He has been a member of the National Association of REALTORS® since the early 1970's.*

We'd love to share your stories in the Forum.  
Please send your commentary directly to Carl marked: Copy for the Forum!

A Memo From David White & Associates

## How do you help a landlord that wants to retire and get that listing that may not have happened?

Whether or not you are aware, you probably know clients or prospective clients looking for a way out of being a landlord, but do not want the tax burden of capital gains and depreciation recapture that comes with a sale.

Maybe they have reached retirement age, want to travel, are tired of managing properties, and would like a passive income while deferring capital gains tax.

Sure, a traditional 1031 will get them out of their current property but puts them back into the landlord role on the new property. There are many property owners doing nothing to change their circumstances for that very reason, and they have no interest in selling.

If you could show them an option that fits their needs, they may be inclined to list that property!

Delaware Statutory Trusts (DST) investments are recognized by the IRS as like/kind real estate investments for 1031 and 1033 exchanges. They are similar in nature to T.I.C. investments but provide more investor protection including non-recourse financing.

The properties are operating and leased prior to client investment. Income starts on the close date. The same rules apply as conventional exchanges regarding use of an intermediary and 45/180-day exchange rules.. DST shares offer easy division to heirs and retain step-up in basis at death. DSTs can be used as the only exchange property or as a filler for unspent "boot."

Exchanging a property with debt is an option. Many DSTs include leverage that is passed to the buyer without qualification or loan application. Unlike a T.I.C., the investor

does not need to form an LLC or provide their own financing or cash to replace relinquished debt. The process is much simpler and affords additional consumer protections. Additionally, if the internal leverage in a DST purchase exceeds their debt requirement, the buyer obtains additional real estate creating a new depreciation schedule.

An investor can sell one property and purchase several DSTs to gain further industry and geographic diversification.

A Summary of DST Features and Risks:

- Defer taxes on rental or investment property sale
- Provide steady monthly income from professionally managed properties
- Avoid the need to add cash or qualify for debt to meet exchange numbers. Leveraged DSTs can solve financing problems
- Identify a back-up property in case a 1031 purchase fails
- Provide a "filler" to complete an exchange and avoid boot.
- Eliminate day to day management of rental properties
- Help solve reduced income problems due to vacancy, high tenant turnover, rent control and increasing expenses.
- Provides simple estate planning. Shares are divided among beneficiaries while retaining step up in basis.
- For those retiring and selling their business

*Kirk Dobson and Chris Riel offer products and services using the following business names: David White & Associates – insurance and financial services | Ameritas Investment Company, LLC (AIC), Member FINRA/SIPC – securities and investments | Ameritas Advisory Services (AAS) – investment advisory services. AIC and AAS are not affiliated with David White & Associates. Representatives of AIC and AAS do not provide tax or legal advice and should not be construed as a recommendation. Investors should consult their tax advisor or attorney regarding their situation.*

property, they provide tax deferral and income.

- For 1033 involuntary transfers sales via imminent domain
- Sell a single property and diversify into multiple real estate sectors and locations, all while deferring taxes and retaining step-up in basis at death
- DSTs are securitized investments. Investors must meet Accredited Investor Requirements as defined by the SEC: In the United States, to be considered an accredited investor, one must have a net worth of at least \$1,000,000, excluding the value of one's primary residence, or have income at least \$200,000 each year for the last two years (or \$300,000 combined income if married) and have the expectation to make the same amount this year. The term "accredited investor" is defined in Rule 501 of Regulation D of the U.S. Securities and Exchange Commission (SEC).
- An investment in the Interests of the Trust involves significant risk and is suitable only for Investors who have adequate financial means, desire a relatively long-term investment and who will not need immediate liquidity for their investment and can afford to lose their entire investment.

- The Interests are subject to legal restrictions on transfer and resale and Investors should not assume they will be able to resell their interests.
- There is no public market for the Interests.
- Investors may not realize a return on their investment for years, if at all.
- There are various tax risks, including the risk that an acquisition of an Interest may not qualify as a Section 1031 Exchange.

David White & Associates can help. Contact Chris Riel or Kirk Dobson for more information.



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