# **Exchange Addendum:**

# When Selling:

"It is the intent of the Seller to complete an IRC Section 1031 tax deferred exchange by trading property herein to Starker Services, Inc. Buyer agrees to acknowledge an Assignment at the request of Seller at no additional cost or liability to Buyer."

Commercial Property

# When Buying:

"It is the intent of the Buyer to complete an IRC Section 1031 tax deferred exchange by trading property herein to Starker Services, Inc. Seller agrees to acknowledge an Assignment at the request of Buyer at no additional cost or liability to Seller."





# STARKER SERVICES, INC.

National Exchange Intermediary

# Why Starker Services?

- · Oldest National Exchange Intermediary
- Toll-Free Exchange Hotline
- Same Day Document Preparation
- Free Consultation and Review
- Fully Insured Funds
- Offices Nationwide
- Complete Exchange Support 1031 Exchange Video 325 Page Hardcover Book National Newsletters Investor Workshops

#### **Corporate Headquarters**

Los Gatos, California (408) 356-8100

# (800) 332-1031

#### **Northwest Headquarters**

Seattle, Washington (888) 302-1031 Portland, Oregon (503) 241-1031

#### Nationwide

Phoenix/Scottsdale, Arizona (877) 329-1031 Chico, California (530) 898-1031 Sacramento, California (916) 348-1031 Denver, Colorado (877) 328-1031 Orlando, Florida

(800) 696-1031 (407) 696-0448 **Atlanta, Georgia** (404) 352-1031

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Boston, Massachusetts (617) 723-8228

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(800) 399-1031 (507) 645-0130

Reno, Nevada (800) 280-1031

Scranton, Pennsylvania (888) 676-1031

Dallas, Texas (214) 340-6700

Salt Lake City, Utah (801) 466-1031

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Reston, VA (703) 391-0776

Lenexa, KS (913) 375-1031

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# STRUCTURE OF EXCHANGING

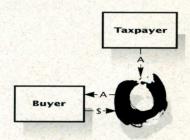
The tax deferred exchange, as outlined by Internal Revenue Code 1031, is the best method available for investors to defer capital gain taxes on the sale of real or personal property. Delayed and simultaneous exchanges are possible through the use of a Qualified Intermediary as defined in the 1991 Treasury Regulations. In a delayed exchange, the replacement property must be designated within 45 days of closing escrow on the relinquished property. The replacement property escrow must close within 180 days of clos-

ing the relinquished property.

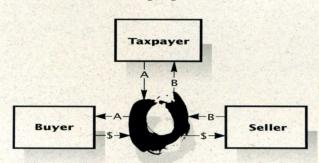


# **Exchange Steps...**

Property "A" is transferred to the Intermediary, and then sold to the buyer. The cash proceeds from the sale are delivered to the Intermediary. One half of the exchange, commonly referred to as **PHASE I**, is now complete.



**PHASE II** begins once a purchase contract is signed with a seller. The Intermediary is assigned the contract and purchases property "B". The exchange is completed when the replacement property is transferred back to the taxpayer pursuant to the "Exchange Agreement".





# Creating an Exchange

Step #1 - Selling

- A. Find Buyer
- B. Open Escrow
- C. Call Starker Services, Inc.

Step #2 - Buying

- A. Find Property
- B. Open Escrow
- C. Call Starker Services, Inc.



# Exchange Strategies

- Property Consolidation
- Property Diversification
- Geographic Relocation
- Greater Leverage
- Management Alternatives
- Increased Cash Flow
- Estate Planning
- Freedom from Joint Ownership
- Relocation of a Business