

**3 Elective  
N.J. Continuing Edu-  
cation Credits  
C20200015**

**When:**

Monday  
June 5, 2017

**Time:**

1:00 pm—4:00 pm

**Location &  
Contact Info:**

PCBOR®

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Passaic County Board of REALTORS®

## Tax Deferred Real Estate Exchange

By Neil I. Kilstein, Esq.



Sellers of land, industrial, retail and office properties face substantial taxes on their gains unless they make a qualifying Section 1031 reinvestment. This detailed course will provide you with the knowledge you need to obtain listings from reluctant owners and double your commission income by brokering the acquisition of the exchange property.

• *About Neil:*

Neil has been our Board counsel for more than forty years. His practice includes complex real estate transactions including development, acquisitions, sales, leasing and brokerage law. He also deals with estate planning and administration and business purchases and sales.

Neil is a graduate of New York University, magna cum laude (accounting major) and of the Harvard Law School. He is admitted to practice in both New Jersey and New York.

*Session topics include:*

- 1031 Exchange
- Rules governing 1031 tax-deferred real property exchanges
- Tips to easily recognize exchange situations
- How to explain 1031 exchange to clients
- Tax-saving benefits of the 1031 Exchange

If you have a disability that requires special accommodation, please contact us 973-305-1100