

# BOOSTING CLIENT SUCCESS: LEGAL 1031 AND THE BENEFITS OF 1031 EXCHANGES

## WHO ARE WE

Legal 1031 Exchanger Services, LLC (“Legal 1031”) is a qualified intermediary for 1031 exchanges. A 1031 exchange utilizes Section 1031 of the Internal Revenue Code as a means of deferring capital gains tax when a taxpayer is selling business or investment real estate and wishes to use the proceeds to buy other business or investment real estate.

Legal 1031 is managed by Todd R. Pajonas, Esq., and Matthew K. Scheriff, CPA, and is backed by a team of attorneys, CPAs, and exchange coordinators, all of whom are experts in the field of 1031. Additional information can be found at [www.legal1031.com](http://www.legal1031.com).

Legal 1031 provides training and continuing education classes for attorneys, accountants, real estate brokers and other real estate professionals, who want to better understand 1031 exchanges.

## WHAT WE DO

As a qualified intermediary for 1031 exchanges, Legal 1031 has three primary functions:

- 1** We prepare the 1031 specific documents necessary to structure the sale and purchase of real estate as an IRC Section 1031 exchange.
- 2** We act as the independent escrow agent to hold the net proceeds that result from the sale of real estate.
- 3** We provide our clients with information and customer service, but never tax or legal advice, in order to help them understand and properly structure their 1031 exchange.

## WHO ARE OUR CLIENTS

Our clients are those who are selling business or investment real estate, both commercial and residential, and who wish to defer some or all of their capital gains tax. Accordingly, Legal 1031 aligns with professionals who work with corporations, LLCs, partnerships, trusts, individuals, and any other type of entity selling business or investment real estate.

One of Legal 1031’s strengths is the customer service we provide our “middle market” clients, which are typified by transactions under \$10M. These clients, rely more heavily on the expertise of Legal 1031 to understand their transactions, and thus require a greater degree of hand-holding.

Our larger 1031 exchange clients, typically REITs or real estate focused investment funds, are typified by complex, high dollar value transactions. The complexity of these transactions means that we spend a significant amount of time working with their tax and real estate advisors to help structure their transactions.

## WHEN TO GET US INVOLVED



Legal 1031 is a customer service focused business, oftentimes becoming involved in the early planning stages, and taking the time to discuss each transaction with our clients. We are happy to help your clients understand the intricacies of a 1031 exchange transaction. In all events, Legal 1031 must be involved with a potential transaction before the closing of the client’s sale property.



### CONTACTS:

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