

RESULTS REALTY

When Experience & Integrity Matter

A Limited Liability Company

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REAL ESTATE TAX NEWS

I had a conversation with a land owner the other day and she shared with me that her lawyer warned her not to sell anything because "capital gains taxes are over 40%". Due to this conversation, I felt compelled to share real data about capital gains tax rates.

Following are the tax rates for long term capital gains such as, selling land.

CAPITAL GAINS TAX RATES:

Capital gains vs. ordinary income rates:

*15% income tax rate - federal capital gains taxes are 0%

*25-28% or 32% income tax rate - federal capital gains are 15%

*39% income tax rate - federal capital gains are 20%

States also have state capital gains taxes and each state has different rates so, you will need to visit with your accountant for those individual rates.

Why am I talking about capital gains taxes? Selling land is considered a long term capital gain when you sell it for more than your original basis on the property.

Which, leads me to one of my favorite subjects to discuss; IRS Tax Code Section 1031 Exchanges - or - Like Kind Exchanges. Exchanges can either delay or alleviate your capital gains tax load.

I always ask clients early on if they have thought about an exchange. These decisions require planning and strategy. Exchanges are an incredible wealth preservation tool that not enough people utilize. There are many misunderstandings and misconceptions about exchanges and we continue to see individuals miss incredible opportunities due to their accountant or attorney turning them away from an exchange due to a lack of knowledge or understanding of Exchanges.

If you are interested in learning how an Exchange can help you, call us for an appointment. We can help you better understand how exchanges can retain your wealth. We have the knowledge and experience with either Forward - Reverse exchanges or multi-parcel exchanges and can assist you to successfully execute your exchange. We can also assist you with the sale of your property. Whether you want to sell to a tenant, neighbor, family member or, if you need full blown marketing services to find a buyer, Results Realty is the company to help you with all of your real estate needs.

Results Realty provides
**Real Results
for
Real People**

STATE OF THE MARKET

I never have a day go by that someone does not ask "what is the market doing today?" That is getting to be a complicated question to answer. The market has been and continues to be adjusting to the agricultural economy. Even with these adjustments, prices are still strong in many areas. Recreational land values are starting to out pace ag use values on rough ground. Recreational land sales have been very brisk in our office. Our biggest obstacle at this time is inventory, we just don't have enough. We have plenty of buyers and nearly all of them are cash buyers. Investors are back in the market as well for the 1st time in quite a few years.

Give us a call or send us an email. We want to visit with you about selling your property.

**TENS OF THOUSANDS
OF ACRES SOLD ALL
ACROSS SOUTH
CENTRAL KS
SINCE 2008**

RECENT SALES

All of these Private Listings were SOLD within the first 14 days of being Listed or, SOLD prior to advertising!

160 Ac. Gray County - SOLD

100 Ac. Reno County - SOLD

80 Ac. Reno County - SOLD

40 Ac. Reno County - SOLD

7 Ac. Reno County
w/ home & improvements -
Under Contract

127 Ac. Reno County -
Under Contract

**We still have interested
buyers - we just need
Listings!**

Results Realty provides the following services:
Real Estate Auctions,
Private Listings,
Consulting,
&
1031 Exchanges

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Are auctions the Right
Thing to do in Today's
Market Place?
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