



Gifts of Real Estate

They Don't Have to Be Perfect
or

Somebody Has to Own Baltic Avenue

March 16, 2022 PRESENTED BY: Pete Sommerfeld, Senior Philanthropic Advisor



What to Expect

- Charities & Gifts of Real Estate
- Your Clients & Gifts of Real Estate
- Ways to Make Gifts of Real Estate
- Actual Gift Stories



How Charities View Gifts of Real Estate

- Actively solicit gifts of real estate in all forms
- Accept them on a case by case basis
- Only accept them as outright gifts
- Do not accept them, period.
- Refer them to a third party
- Discourage donors from considering them



Why Would Charities Pursue Gifts of Real Estate?

- \$28,000,000,000,000



Additional Motivation

- That figure does not include real estate held in companies, both publically traded and privately held.
- Depending on the donors' holdings, this could be the best asset to gift and have the potential for funding their largest gift.



Issues Charities Face When Evaluating a Potential Gift Property

- Title/Ownership
- Physical Condition
- Cost to Maintain
- Environmental Concerns
- Marketability

How Do Charities Make Decisions?

- What is their internal process?
- What factors are most important?
- What is their tolerance for risk?



A Donor's Motivation

- A Desire to Help
- Tax Issues
- A Simplified Lifestyle
- Additional Income
- Portfolio Cleansing



How Your Clients Can Give Real Estate

- Outright
- Life Income Gift
- Bargain Sale
- Retained Life Estate
- Retained Life Estate/Charitable Gift Annuity
- Estate Distribution



How Does All This Come Together?

- Primary Residence on John's Landing (Estate Distribution)
- Primary Residence on Council Crest & Vacation Home (Bargain Sale)
- Seasonal Home in the Desert (Retained Life estate)
- Primary Residence in Central Oregon (RLE/CGA Combination)
- Vacant Land in Washington County & Vacant Office Building (CRUT)
- Multifaceted Outright Gift



Final Thoughts and Questions

- No gift of real estate is perfect
- How much imperfection are all parties willing to live with?
- “You win some. You lose some. Some get rained out. But, you gotta dress out for all of ‘em.” Yogi Berra



If You Have More Questions

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Thank You