

CAROLINA LAND CONNECTION

Connecting buyers and sellers of quality land for single-family homes, recreation, residential development, farms, and investment.

WWW.CAROLINALANDCOMPANY.COM

TAX PLANNING FOR APPRECIATED LAND VALUE

Over the years, your real estate investment has grown substantially and may or may not be producing an income stream. You would like to sell this asset but if you do sell, you will be faced with a significant capital gains tax. What are your alternatives?

While there are several techniques available, one of the most popular is the Charitable Remainder Trust (CRT). With a Charitable Remainder Trust, you can:

- Support your favorite charity or alma mater
- Eliminate your capital gains tax
- Receive an income tax deduction
- Produce an income stream for life or a set period of years
- Transfer the appreciating asset out of your estate

The Charitable Remainder Trust is a split-interest trust for which there are two beneficiaries: an income beneficiary and a charitable beneficiary. The income beneficiary is you and, if married, your spouse. The charitable beneficiary is the charitable organization of your choice. The CRT is an irrevocable trust, which means it cannot be terminated or revoked once established. However, the charitable beneficiary for a CRT may be changed at any time.

The IRS states that a Charitable Remainder Trust must distribute at least 5% of the net fair market value of its assets. Although you are allowed to skip a year, the IRS states that the distribution must eventually equal 5% per year. Always remember that the higher the payout, the lower the charitable income tax deduction.

What about my children or other heirs?

Charitable Remainder Trusts are designed to give the main asset to a charity while providing you with an income. What about children or other heirs? Upon the death of the last income beneficiary, the remaining assets are transferred to the charitable beneficiary and the income stops. To provide a gift to your heirs as well as to the charity, you can establish a Wealth Replacement Trust or an Irrevocable Life Insurance Trust (ILIT). Some or all of the income from the Charitable Remainder Trust may be used to fund the ILIT. When the ILIT is properly structured, its proceeds will not be included in your estate and your heirs will receive a larger after-tax inheritance.

With proper planning, your appreciated asset can become less taxing and provide a greater benefit for your charity and heirs. A Charitable Remainder Trust is just one of the techniques available. The formation of any trust is as individual as the donor. Always consult your accountant and estate tax attorney before making any major financial decision. It is your asset. It is your gift. Make it the greatest it can be.

We express our appreciation to Buddy Corn of Benefit Review for his contributions to this article. Buddy can be reached at (864) 467-0065 or buddycorn@charter.net.

www.benefit-review.com

CAROLINA
LAND COMPANY
THE LAND BROKERS

INVESTMENT OPPORTUNITIES



Duncan Road — 20± Acres

Duncan Road, Traveler's Rest, SC

Private pond, beautiful mountain view, city water, and sewer. Excellent site for a subdivision or equestrian estate. Close to Furman University and the Carolina Swamp Rabbit Trail.

\$18,500 per acre



Highway 252 — 50± Acres

Hwy 252 at Boyd's Mill Pond Road, Laurens Co.

Heavily wooded with young pines and mature hardwood bottom areas. Excellent deer habitat with food plot area. Ample road frontage.

City water available on Highway 252.

\$215,000



Bracken Road — 84.14± Acres

Bracken Road, Greenville, SC

Near multiple major employers & the Southern Connector. 40 acres zoned RMA (A) and 44 acres zoned R10 (B). Water & sewer service available.

Tracts also available separately; call for rates.

\$9,650 per acre



Highway 146 — 132.56± Acres

Hwy 146 & Cedar Shoals Church Rd, Enoree, SC

Spartanburg County property with great mixture of hardwoods and pasture and a small stream. Ample road frontage, public water and gas service. Less than 7/10 mile from I-26.

\$6,900 per acre



Highway 414 — 21.49± Acres

Highway 414, Traveler's Rest, SC

Hardwoods, streams, and views of Glassy Mountain located just 17 miles from downtown Greenville. Great topography and 1,278'± road frontage. City water and natural gas available.

\$12,900 per acre



Fowler Circle — 60.3± Acres

780 Fowler Circle, Greenville, SC

Excellent location within 5 miles of I-85, I-385, & Southern Connector. Numerous beautiful home sites. Streams and 650'± Reedy River frontage. Zoned RS.

\$19,900 per acre



FEATURED PROPERTY:

239.51± ACRES IN GREER'S "GOLDEN BOX"



Ann Drive — 34.74± Acres

Ann Drive, Liberty, Pickens County

Beautiful, rolling pasture with some wooded areas. Perfect for an equestrian estate. Near Hwy 123 for easy access to Liberty, Pickens, Clemson, and Greenville. Water & sewer service available.

\$11,500 per acre



Beaver Dam Road — 29.9± Acres

Beaver Dam Road, Greenville, SC

Peaceful mountaintop with incredible 360° views. Located just 0.3 miles from Highway 25 North and 2.6 miles from Highway 11.

City water is available.

\$18,000 per acre



Fork Shoals Road — 13.27± Acres

2017 Fork Shoals Road, Greenville, SC

Peaceful tract with streams, a pond, and a good mix of open areas and trees. Easy access to Southern Connector. Public water and gas service are available. Zoned RS.

\$21,500 per acre



- Rare opportunity in fast-developing Greer area
- Minutes from I-85, BMW Manufacturing, and the Village at Pelham Medical Complex
- Available for purchase separately or in any combination

We are offering for purchase three adjoining tracts located in Greer's "Golden Box," the fast-developing area located south of I-85, west of Highway 101, and east of Highway 14. Tracts A and B are 36.86± acres and 30.91± acres, respectively. Tract C covers approximately 171.74 acres. These tracts are available as individual parcels or may be purchased in any combination.

Tracts A and B are predominantly wooded with some open areas and offer frontage on Bennett's Bridge Road. Each is an ideal location for a single-family home with acreage, horse farm, or equestrian estate. Tract C boasts 780± feet of frontage on the Enoree River, frontage on Abner Creek, and a private pond of approximately 1.7 acres. It offers frontage on Bennett's Bridge, Brockman McClimon, and Van Patton Roads. City water is available to all tracts and all improvements are being sold in "as-is" condition. This exceptional investment can be

yours for \$33,900 - \$35,000 per acre.

CAROLINA LAND COMPANY
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RECENT LAND SALES IN UPSTATE SOUTH CAROLINA

Address	County	Acreage	Price/Acre	Sale Date
Augusta Road	Greenville	107.5	\$5,000	5/07
Bolding Road	Pickens	44.12	\$3,989	6/07
Coleman Trail	Greenville	24.19	\$10,128	7/07
Fork Shoals Road*	Greenville	13.27	\$19,000	9/07
Fox Squirrel Ridge Road	Pickens	65.76	\$3,345	6/07
Ridge Road	Greenville	39.76	\$6,288	7/07
Scuffletown Road	Greenville	139.6	\$35,108	6/07
South Harrison Bridge Road*	Greenville	128.0	\$9,500	8/07

* Denotes a transaction in which Carolina Land Company assisted in closing. The above information is from sources deemed reliable, but Carolina Land Company makes no guarantee or warranty regarding its accuracy.

HOW CAN WE HELP YOU?

Carolina Land Company specializes in selling vacant land or properties where the value of the land exceeds the value of any improvements on site. Our primary geographic area includes all of the counties in Upstate South Carolina and Western North Carolina. We can:

- Provide a broker's opinion of your property's value
- Identify the most likely buyers for your land and conduct targeted marketing
- Manage buyer negotiations and facilitate the transaction from offer to purchase
- Determine the highest and best use for your property

Call Scott Cornelson or Pat McNamara today and let us help you make selling your land an easy and rewarding experience.

INTERESTED IN BUYING OR SELLING VACANT LAND IN SOUTH CAROLINA?

If so, complete the information below and send it to: PO Box 787 Greenville, SC 29602 or fax (864) 271-0370.

Name: _____ Address: _____ City, State, Zip: _____

Company Name: _____ Phone: _____ Email: _____

I am interested in: Buying land in _____ County. Number of Acres: _____

Selling land in _____ County. Number of Acres: _____

Additional Comments: _____