

#### OP Unit Deals — Overview

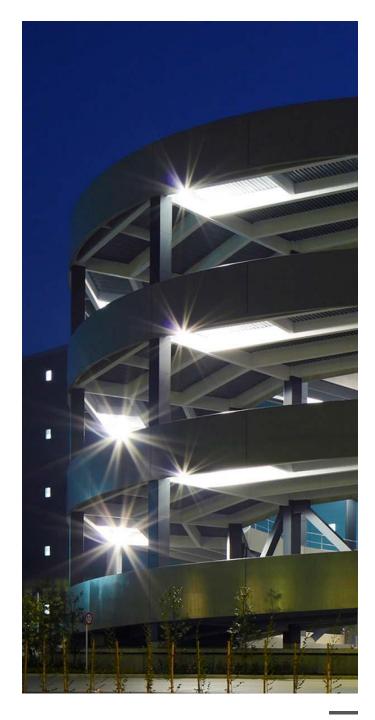
- OP unit (or simply "unit") transactions are taxdeferred exchanges of real estate for units in an operating partnership ("OP")
- Designed to give real estate owners access to a more diversified portfolio of assets while allowing them to defer the taxes associated with gains from a sale
- OP units can be redeemed for cash or stock of the REIT, at the option of the REIT, in the future (typically after one year)





### OP Unit Deals — Contributors

- Each contributor receiving units must be "accredited" as defined under the federal securities laws, generally:
  - Institutional investors such as banks, insurance companies, pension funds, etc.
  - Any entity with total assets in excess of \$5 million
  - High net worth individuals
    - Net worth of at least \$1 million (exclusive of home)
    - Net income of \$200,000 or \$300,000 with spouse





#### OP Unit Deals — Benefits

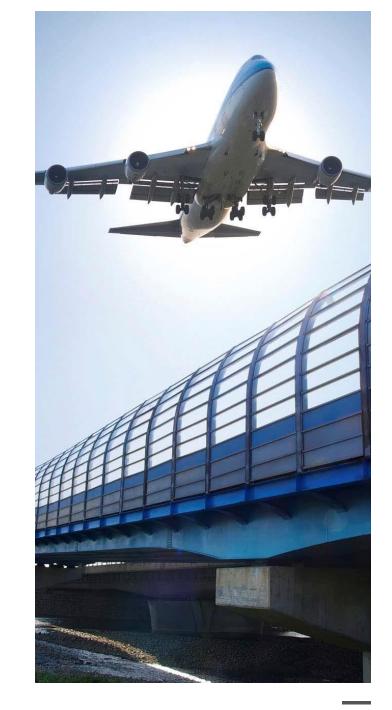
- Tax Deferral defers built-in tax gain of contributed properties until a later redemption of the OP units or sale of the contributed assets
- Liquidity The sale of all or a portion of the OP units or REIT stock issued upon redemption can generally be accomplished with greater ease and speed than selling individual real estate assets
- Income Source OP unit holders receive a distribution equivalent to dividends on common stock of the REIT
- Diversification OP unit holders participate in the appreciation and income of a broader, more diversified real estate portfolio





# OP Unit Deals — Benefits (continued)

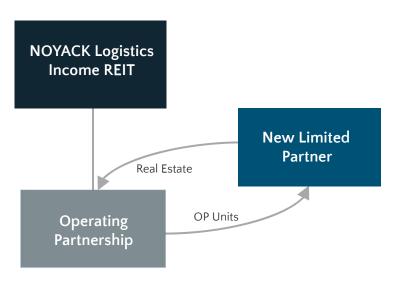
- Capital Appreciation OP unit holders benefit from the appreciation in value of the portfolio of assets
- Recapitalization Eliminates the need to refinance or raise equity; no capital calls
- Estate Planning OP units currently have the following benefits in estate planning:
  - Divisibility facilitates the transfer of wealth to multiple parties
  - Spread tax liability tax recognition can be managed by the unit holders
  - Stepped-up basis at death
  - Aid in resolving differing partners' or families' investment objectives





# OP Unit Deals — Benefits (continued)

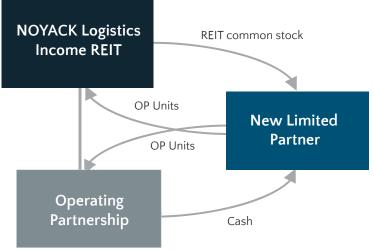
### Contribution



Properly structured, the gain and resulting tax are deferred until redemption.

Tax Benefits Illustration	
Original Asset Value	\$100
Current Asset Value	\$150
Tax Basis	(50)
Gain on Sale	\$100
Tax Rate	X 37%
Deferred Tax Liability	\$ 37

# **Upon Redemption**



Gain and resulting tax are triggered upon redemption. Other factors such as appreciation and basis depreciation are considered as well.



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