

## *Tax-Free Sale*



Gene and Carol were age 55 when they purchased some development land outside of town. They thought it would be a good investment that they could later sell for a higher price.

Over the years, the development from the town has moved toward the property and their land is now next to a large commercial store. They now rent the property to the commercial store and it is used for overflow parking.

**Gene:** We have owned this property for over 10 years. It has been a good investment and increased in value. We have received just enough rental income in the last few years to pay the taxes. However, we now would like to sell.

**Carol:** It would be nice if we could sell without paying a large tax. Our tax advisor has told us that if we were to sell, there would be a large capital gains tax. We also could use some tax deductions this year.

The good news is that Gene and Carol can use a special trust to receive three very nice benefits. The benefits are:

- **Bypass Capital Gain**
- **Increase Income**
- **Charitable Deduction**



**Gene:** We are delighted with our special trust. The trust has a name and is called a unitrust. With our unitrust, we saved about \$36,000 in capital gains tax and almost \$18,000 in income taxes. That is over \$54,000 in tax savings.

**Carol:** Plus, we increased our income. The land was producing almost no income before. Now, we receive over \$12,000 in income each year. This increased income is one of my favorite parts of the plan.

**For more information on one of the following options please call or e-mail Gerry Taylor at United Way of Northeast Georgia 706-543-5254 or [gerryktaylor@bellsouth.net](mailto:gerryktaylor@bellsouth.net).**

1. You would like to receive a presentation of the Tax-Free Sale plan.
2. You have property and would like to see an illustration with your property value and your ages.