


# Straight Talk on TICs.



*Introducing William L. Exeter, President and CEO  
of Exeter 1031 Exchange Services, LLC.*

"Just five years ago, only a handful of 1031 exchange qualified intermediaries were considered experts in *Tenants-In-Common* (TIC) investment properties. I was one of those. In fact, in the early nineties I handled one of the first equity raise escrows for a TIC transaction. So I understand the many details that go into administering 1031 exchanges using TICs as replacement properties.

"TICs represent a way to beat the 1031 clock by providing a solution to the pending replacement property deadline. They enable investors to acquire a fractional interest in large, institutional-quality properties that are probably more stable, secure and profitable than what could be acquired through sole ownership.

"Like other tax-deferred strategies, TICs can be complex and risky. Every client's financial story is unique and must be approached that way. There are many details to sort out. And there are the client's overall financial goals to consider.

"So at Exeter, we listen. We share what we know. We execute with discipline and integrity. If you have questions, call us anytime, 24/7. We're always available to give you an immediate answer on any kind of tax-deferred exchange."

*Go Ahead, Ask.*

 **EXETER**  
1031 Exchange Services LLC

*Call: 866.393.8377*