

# THE REAL ESTATE BROKER DECONSTRUCTION ADVANTAGE

HOW AGENTS AND BROKERS CAN TAKE  
ADVANTAGE OF THE BENEFITS OF  
DECONSTRUCTION TO GROW THEIR BUSINESS.

FOR YOUR CLIENTS, IT IS "FOUND MONEY!"



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# WHY CHOOSE DECONSTRUCTION?

*Deconstruction allows buyers to afford more, and takes virtually no additional effort for the agent.*

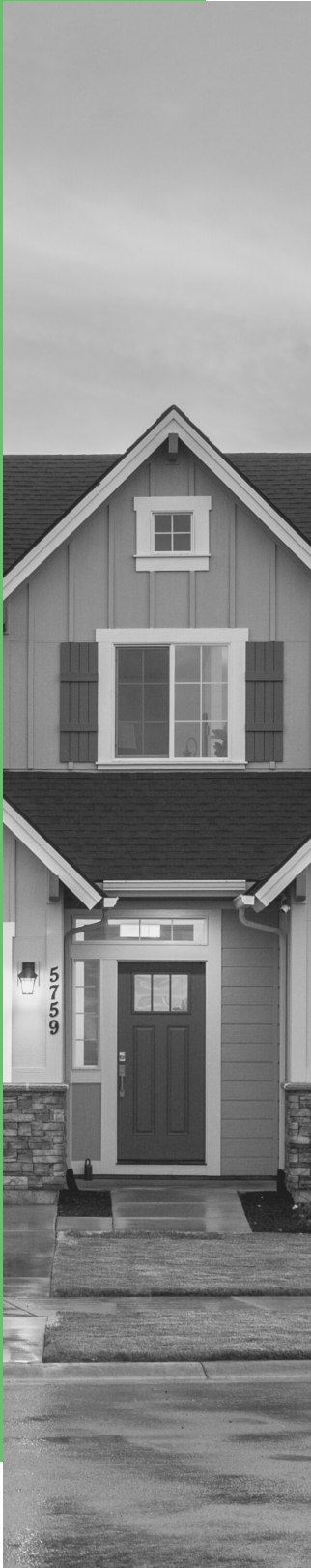
Real estate is a highly competitive field. Clients are looking for an agent with the knowledge, skill, and experience to help them find the perfect property while saving them money. Deconstruction gives the agent a unique opportunity to impress their clients by providing a creative cost-saving tool to defray anticipated renovation costs while providing benefits to the community and the environment.

When a client is considering a major renovation or the property is a complete teardown, the high initial costs can be an obstacle to closing a sale. Agents offering the deconstruction concept provide their clients a creative solution that does the following: provides a hidden value in donation tax benefits, wins competitive bids, offsets renovation costs, and leads to more referral business.

Since Green Donation Consultants facilitates and coordinates the process, utilizing deconstruction does not require any additional work or cost to the agent. In addition, your clients will be grateful you won the bid and saved them a considerable amount of money.

## **BENEFITS TO THE AGENT:**

- **Competitive advantage and more referrals.**
- **A strategic tool to close the transaction.**
- **No-cost, salvageable material value estimates.**
- **Virtually no additional work for the agent.**



# WHAT IS DECONSTRUCTION?

Deconstruction is the process of carefully and selectively dismantling a building to salvage its components. Being an environmentally friendly alternative to demolition, it diverts waste from local landfills and returns re-purposed, recycled materials to the community.

Deconstruction is a creative way to structure a purchase or sale contract to provide additional value for your clients. Green Donation Consultants facilitates the process, so it does not require additional work for the agent. You can grow your business faster and build your brand as the "green-friendly" deconstruction-qualified specialist!

## THE PROCESS: IT IS SIMPLE!



### Receive an Estimate

Green Donation Consultants provides a no-cost, no-obligation value estimate of the salvageable material from the property.



### Choose a Charity

The seller (or buyer) chooses a tax-exempt charity from a national network of local non-profit organizations that can utilize your donated materials.



### Deconstruct Your Property

We connect you with trustworthy deconstruction contractors that will dismantle the property or a builder who can complete the deconstruction process during the renovation.



### Receive Tax Savings

We provide a final appraisal document with the IRS Form 8283 for the tax professional to include with the donor's tax return.

# SAVE BIG WITH DECONSTRUCTION

*Choosing deconstruction over demolition saves your client money, helps the community, and helps save the world.*

*Offering the deconstruction alternative helps agents in the following ways:*

1. No additional work for you.
2. Creatively maximizes your client's property value.
3. Provides significant tax benefits to the buyer or seller.
4. Creates more attractive bids for teardowns.
5. Builds a "green" brand by keeping waste out of landfills.
6. Supports local non-profit organizations.
7. Creates job opportunities.

Green Donation Consultants facilitates the whole process and provides your client a no-cost, no-obligation estimate of salvageable material value so they can determine potential tax-savings when contemplating a transaction.

## DECONSTRUCTION vs. DEMOLITION

	Deconstruction	Demolition
<b>Cost of labor</b> Approximate cost to level a 9,500 SF structure	-\$53,500	-\$24,400
<b>Disposal of Debris</b> The cost to dispose of debris on your property	\$0	\$8,900
<b>Total Cost</b> The cost to move debris off of your property	-\$53,500	-\$32,300
<b>Value of Donated Materials</b> The appraised value for the materials donated to a Non-Profit	\$784,000	\$0
<b>Actual Cash Benefit from Donated Materials</b> The total tax write-off for the owner of the structure, assuming 40% tax bracket between Federal and State	\$313,600	\$0
<b>Net Benefit to Owner</b> Actual tax benefit minus the cost to bring down the structure	\$260,100	-\$32,300

Your bid for a teardown property would be \$260,100 higher in real value to a seller, or your finished redeveloped property could offer an additional \$260,100 in tax benefits to the buyer. The above numbers are based on the hypothetical deconstruction of a 9,500 sqft whole house. Actual numbers will vary and may be higher or lower based on geography, materials, and appraised values.