

THE BUILDERS DECONSTRUCTION ADVANTAGE

HOW BUILDERS CAN TAKE ADVANTAGE OF THE
BENEFITS OF DECONSTRUCTION AND DONATION
TO GROW THEIR BRAND AND THEIR BUSINESS.

FOR YOUR CLIENTS, IT IS "FOUND MONEY!"



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WHY CHOOSE DECONSTRUCTION?

Deconstruction allows builders to offer more value to buyers and, the deconstruction process takes virtually no additional effort on behalf of the builder.

Residential remodeling and development is a highly competitive business. Clients are looking for a builder with the knowledge, skill, and experience to complete the project and help them save money on the project. Deconstruction gives you a unique opportunity to impress your clients by providing a creative cost-saving tool that makes a transaction more valuable and cost-effective while providing tangible benefits to the community and is beneficial to the environment.

When a client is considering a major renovation or the property is a complete teardown, the builder can offer a way for the seller (or a buyer of a redeveloped property) to receive a tax benefit from the deconstruction and donation of salvageable materials and make the builders offering more attractive. This donation can offer tax benefits as a competitive advantage, creates more winning bids, and lead to smoother transactions.

Since Green Donation Consultants facilitates the process, the deconstruction process requires virtually no additional work to the builder. In addition, your clients will be grateful that you saved them a considerable amount of money.



BENEFITS TO THE BUILDER

- **A Competitive Advantage and More Referrals**
- **Strategic Selling Tool to Close the Sale**
- **No-Cost, Salvageable Materials Value Estimates**
- **Virtually No Additional Work for the Builder**

WHAT IS THE BUILDER'S DECONSTRUCTION ADVANTAGE?

Deconstruction is an environmentally friendly alternative to demolition because it diverts waste from local landfills and returns repurposed and recycled materials to the community for reuse.

Deconstruction is also the creative way to structure a purchase or sale contract to provide additional value for your clients. This deconstruction differentiator allows a builder to provide sellers their price while adding back tax benefits without grossly overpaying to beat out the competitors' bids on the property.

THE DECONSTRUCTION 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 the builder who can complete the deconstruction process.



Receive Tax Savings

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

DECONSTRUCTION: THE BUILDER'S SECRET WEAPON

For clients remodeling a home kitchen, doing a complete renovation, or selling a property as a complete teardown? Choosing deconstruction over demolition saves the client money, helps your community, and helps save the planet!

Deconstruction Helps You To:

1. Creates more winning bids with no additional work.
2. Maximize the property value for the client.
3. Provides significant tax benefits to the seller.
4. Supports local non-profit organizations.
5. Creates more attractive bids for the teardown targets.
6. Can provide tax benefits for redeveloped property buyers.
7. Keeps waste out of landfills.
8. Creates job opportunities.

Green Donation Consultants provides a free no-obligation, salvageable materials value estimate so you can determine your client's tax-savings when bidding on a teardown or marketing a redeveloped site.

DECONSTRUCTION vs. DEMOLITION

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