

# GIFTS OF REAL ESTATE

*Gift Planning at the University of Virginia Darden School of Business*

## *Making a Real Impact With Real Estate*

Despite fluctuations in the real estate market, owning real estate has been a wonderful investment over the years. But, if your vacation home, vacant lot, farm or office building has lost its usefulness or has become expensive or cumbersome to maintain, your property could make an excellent gift in support of the area or program of your choice at Darden.

### **What Are My Options for Donating Real Estate?**

#### ***Make an Outright Gift***

If you give your real estate outright to the University of Virginia Darden School Foundation, you will be eligible for a charitable income tax deduction based on the full fair market value of the real estate. You will avoid the capital gains tax you would have had to pay if you had sold the property.

A generous gift of real estate can help Darden uphold its high standards of honor and academic rigor and offer an outstanding student experience.



[darden.virginia.edu/plannedgiving](https://darden.virginia.edu/plannedgiving)

#### **EXAMPLE: AN OUTRIGHT GIFT**

*Sam wants to make a gift to support the Darden School Foundation but many of his assets are illiquid. The undeveloped land he bought several years ago for \$10,000 was recently appraised for \$100,000.*

*If Sam sells the land himself, he will owe \$13,500 in capital gains tax and pay the expenses of sale — but if he gives the land to Darden, he will not recognize any capital gain, will be eligible for an income tax deduction for the land's full \$100,000 fair market value and will have removed the value of the property from his estate. Most importantly, Sam will have made a meaningful contribution to his designated area or program at Darden.*

#### **Fund a Charitable Remainder Trust**

Real estate can be used to fund a special kind of trust called a “Flip” Charitable Remainder Unitrust (“Flip CRUT”). A “Flip CRUT” document is drafted and your property is transferred to the trust. Once the property is sold, the trust will provide you with annual payments for the rest of your life or for a term of up to 20 years. Prior to the sale, any income

#### **EXAMPLE: A CHARITABLE REMAINDER TRUST**

*Joyce owns a parcel of land, purchased for \$250,000, which recently appraised for \$500,000. At 60, Joyce is ready to retire and wants to supplement her income. If she sells the property, she will incur \$73,500 in capital gains tax, realtor fees and other expenses.*

*Instead, Joyce transfers her land to a 6 percent “Flip CRUT.” She is eligible to claim an immediate income tax charitable deduction of \$161,385 and will receive quarterly income payments for life. When the land is sold, Joyce will receive an annual 6 percent “unitrust” payment. At her death, the remaining assets in the trust will be distributed to Darden for the purposes she has designated.*

the property may generate will be distributed to the income beneficiary from the CRUT. Payments from the trust are based on a set percentage between 5 and 7 percent of the total trust value each year. These payments begin on January 1 of the year following the sale of the property. In addition, you will be eligible for an immediate income tax deduction.

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**DARDEN SCHOOL**  
of BUSINESS



At the end of the trust term, the remaining assets will pass to the University of Virginia Darden School Foundation to be used for the purposes you designate. You will also have removed the assets from your estate, eliminating any estate tax, which may otherwise be due.

### ***Make a Gift Through Your Will or Living Trust***

Some of the earliest gifts to the University were gifts of real estate given through wills and living trusts. Designating Darden a beneficiary of a gift of real estate in your will could save your estate thousands of dollars in taxes. Your gift of real estate may be designated for Darden's general use or numerous programs. We encourage you to let us know about your gift. Sharing this information helps Darden fully understand the vision behind your intentions and ensures that there is a plan in place for implementing them.

### ***Give the Remainder Interest in Your Home – and Retain the Right to Live There***

If you want to receive a current income tax deduction for the gift of your home to the University of Virginia Darden

School Foundation, but you would like to continue living there for the rest of your life, you could give a "remainder interest" in your home and retain a "life estate" for yourself. You will be eligible for a current income tax deduction based on the value of the remainder interest you have given, and you will retain the right to live in and maintain your home for the rest of your life.

### ***Give a Fractional Interest***

On a case-by-case basis, Darden may accept a gift of a fractional interest

in real estate. You will be eligible for a charitable income tax deduction equal to the appraised value of the interest you transfer.

## **The Cornerstone Society – Letting Us Say Thank You**

On 6 October 1817, President James Monroe and former Presidents Thomas Jefferson and James Madison gathered at a ceremony to lay the cornerstone of Pavilion VII, the first structure at the University of Virginia.

Just as this cornerstone provided the foundation for the University's first building, the Cornerstone Society is laying the groundwork for the University's achievements in the decades ahead. The Cornerstone Society is the community of alumni, parents and friends who have made planned gifts to the University or its related foundations through wills, living trusts or retirement plan assets; gifts of life insurance; charitable gift annuities; and charitable remainder or lead trusts.

### **How Can We Help You?**

**Call** +1-434-243-4825

**Email** [plannedgiving@darden.virginia.edu](mailto:plannedgiving@darden.virginia.edu)

**Mail**

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