



Gifts of Real Estate

They Don't Have to Be Perfect
or

Somebody Has to Own Baltic Avenue

February 22, 2022 PRESENTED BY: Pete Sommerfeld, Senior Philanthropic Advisor



What Is Your Organization's Current Practice

- We actively solicit gifts of real estate in all forms
- We accept them on a case by case basis
- We only accept them as outright gifts
- We do not accept them, period.
- We discourage donors from considering them



Introduction

- So, Why Do I Want to Pursue Gifts of Real Estate?

- \$28,000,000,000,000



Additional Motivation

- That figure does not include real estate held in companies, both publically traded and privately held.
- Depending on your donor's holdings, this could have the potential for funding their largest gift.



Your Donors' Motivation

- A Desire to Help
- Tax Issues
- A Simplified Lifestyle
- Additional Income
- Portfolio Cleansing



Issues to Address When Evaluating a Potential Gift Property

- Title/Ownership
- Physical Condition
- Cost to Maintain
- Environmental Concerns
- Marketability



How Do You Make Decisions?

- What is your internal process?
- What factors are most important?
- What is your tolerance for risk?



Let's Think This Through Together

- Who needs to be involved in the process?
- Do you need more information?
- What are the most relevant factors?
- Are there potential issues?
- Thumbs Up or Thumbs Down?



How Would You Advise Jim?

- Developable land only
- Residential rental only
- Commercial rental only
- Developable land & Residential rental
- Residential rental & Commercial rental
- Developable land & Commercial rental
- All three properties



Would You Pursue These Gifts?

- Robert & Margaret only
- Kenneth & Mary only
- Patrick only
- Robert & Margaret and Kenneth & Mary
- Kenneth & Mary and Patrick
- Robert & Margaret and Patrick
- All three properties



Final Thoughts and Questions

- No gift of real estate is perfect
- How much imperfection are you willing to live with?
- “You win some. You lose some. Some get rained out. But, you gotta dress out for all of ‘em.” Yogi Berra



If You Have More Questions

- Pete Sommerfeld
- sommerfe@ohsu.edu
- 503-220-8328



Thank You