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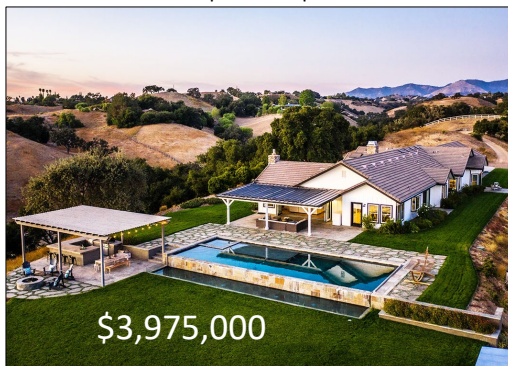
**Laura ranks in the top half of 1% of Berkshire-Hathaway Realtors globally, top 1.5% Nationwide.**



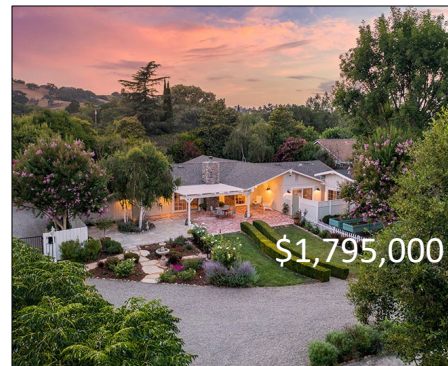
228 Valhalla Drive | 93463 | **PENDING**



1177 Mesa Rd, Montecito | **SOLD - Seller & Buyer**



2502 Pepper Tree Ranch Rd, Santa Ynez | **SOLD**



2354 Olivet Avenue Los Olivos | **PENDING**

## **A decision in 2022 to Stay in Place or Sell pivots on, at least, these factors:**

- ▶ Personal circumstances – **health, retirement funds, cash flow**
- ▶ Given timing, taxes, etc. selling for the **“right price”**
- ▶ Are you eligible under **Proposition 19** – move your tax basis?
- ▶ Tax on property appreciation – **Capital Gains!**
- ▶ **Moving - where is the best place to make your new home?**

## **Collaboration ▶ Laura Drammer & Paul Stansen**

- ▶ **64-combined** years expertise in Real Estate, Legal, & Tax advice
- ▶ More than **\$750MM** in representations
- ▶ **We stay personally involved** in every file – start to finish
- ▶ Our goals include:
  - ▶ Helping you make informed decisions \*
  - ▶ Maximize **NET** sales price \*
  - ▶ Mitigate legal & tax liability exposures \*

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**\* TURN OVER FOR DETAILS**

## DECISION: SELL OR STAY IN PLACE

After 20+ years in your residence, a decision to stay OR sell in 2022 might be your most important next decision!

- 1/ **Setting the right listing price,**
- 2/ **moving existing real property tax to new home,**
- 3/ **tax on capital gains / appreciation &**
- 4/ **selecting the right Team to assist.**

<https://lauradrammer.com>

<https://stansen.com/taxes>

## PRICE YOUR HOME TO SELL

CONSULT **LAURA DRAMMER** ▶ **805-448-7500**

To be candid, there is more to this task than simply looking at Zillow.com or other online services to get to an accurate property valuation! **Laura** will expertly conduct a property evaluation, share comps, to assess best sales price.

## PROPOSITION 19 - TAX PORTABILITY

Buying a new personal residence means higher real property taxes, until now!

Homeowners (**≥ 55**, disabled, or those with destroyed homes), may **transfer the taxable value of their residence to a replacement** primary residence:

- ▶ **Anywhere** in California
- ▶ **Without regard to value**
- ▶ **Up to three times**
- ▶ **Within two years of the sale**

We will help you determine / qualify for eligibility & process the application.

Please visit <https://stansen.com/taxes/> for more information.

<b>EXAMPLE ANALYSIS</b>	Cost Basis 5/1/1964	\$410,000
Cost Basis <b>INCREASE</b> Capital Improvements +		\$275,000
Estimated <b>ADJUSTED</b> COST BASIS		<b>\$685,000</b>
Less Any Existing Mortgage Debt		<b>(\$423,000)</b>
RPA Sales Price - <b>2022</b>		\$3,150,000
ALL <b>Closing Costs</b> : Escrow, Title, Realtors		<b>(\$220,500)</b>
<b>NET Sale Proceeds BEFORE Taxes</b>		\$2,506,500
EST'D REPORTABLE CAPITAL GAIN		\$2,244,500
Tax Filing <b>SINGLE</b>	\$250,000	
Tax Filing <b>MARRIED</b>	\$500,000	<b>(\$500,000)</b>
EST'D CAPITAL GAIN subject to tax		<b>\$1,744,500</b>
9.3%	1-12.3%	\$162,239
15.0%	0%-15%-20%	\$261,675
3.8%	MEDICARE SURTAX	<b>0</b>
Total Estimated FTB + IRS Tax	<b>24.3%</b>	\$423,914
<b>Est'd Distribution After Tax</b>		<b>\$2,082,587</b>

## LEVERAGE YOUR APPRECIATION

CONSULT **PAUL STANSEN** ▶ **818-512-1715**

**Increased property value** –appreciation – inevitably leads to tax on capital gains. If not exempt, some of that value increase is taxable as a Long-Term Capital Gain. **If you are considering selling, you have 3 basic options**

- **Pass title at death** (with a **stepped-up basis**), or
- **Pay the Tax in the year of sale** (factoring in any **increase to cost basis**), or
- **Possibly Defer or Eliminate the tax** .. **YES**, there are tax strategies.

Let's sharpen the pencil to calculate how best to manage your gains. Number crunching, discussion, will lead to informed decision making and tax mitigation.

# TAX ESTATE PLANNING

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Attorney CA 165037 / CO 13821  
Broker CA 00923138 / CO 100078181

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## WHAT ARE YOUR RESIDENTIAL CONCERNS & TAX ESTATE PLANNING SITUATION?

### DO THESE CIRCUMSTANCES FIT YOUR CURRENT STATUS

Aged 55+ ▪ 20+ Year Ownership ▪ Equity Exceeds \$250/500K §121 Exemption ▪ Residence ▪ Open to Conversation

#### CASH FLOW

Maintaining a steady, **predicable cash flow** is important to many. If the lion share of your NET worth is tied up in house equity, selling to access cash flow may be needed.

#### “RIGHT” SIZE

Often homes **owned for 20+ years** no longer match needs & maintenance costs justify right-sizing. Have you **outgrown** the need for & cost of this home?

#### ESTATE PLANNING

For the benefit of maintaining **positive cash flow through retirement** & providing a financial legacy for others, selling may be wise.

#### MOVING

Deciding to move, for whatever reasons, requires serious attention pivoting on timing, **home’s FMV, tax on cap gains**, and more.

#### CAPITAL GAINS

Many homeowners are unaware of the several ways to contend with **capital gains tax exposure**. This is where we assist.

### WHAT ARE YOUR OPTIONS?

1

#### DEATH

Beneficiaries receive stepped up basis – FMV of Residence at Date of Death

There is no property sale & no access to built up equity except, perhaps, from a reverse mortgage but refinances in retirement years can be very difficult.

2

#### COST BASIS

Whatever you paid for the property becomes the # from which CG calc starts

Homeowner reports and fully pays the CAP GAIN TAX **in the year of sale** – the amount of combined State & Federal tax depends on your tax bracket but could amount to as much as ~37% of the taxable portion after applicable exemptions.

\* Subject to Calculation \*

3

#### COST+ BASIS

The original cost of the property **PLUS** capital improvements

4

#### DEFER - ELIMINATE

We customize Tax Estate Plans that DEFER or ELIMINATE Tax on Capital Gains

There are numerous ways to **reach your goal by several available customized tax estate plans**.

In order to know which plan is best for any particular homeowner, **we scrutinize key financial data (i.e., personal financial statement, tax returns, existing estate planning)**.

Taken together, these documents provide a based from which a customized tax estate plan can be crafted that meets a homeowner’s retirement needs and objectives.