

WHY REAL ESTATE EXCHANGING?



OBJECTIVES

IREX and other exchange groups, in general, are meant to be Broker to Broker marketing organizations.

They are not meant to be Brokers to Public marketing organizations. This group feature is what makes exchange groups unique.

SOLUTIONS

The goal is to attract skilled Brokers to become members of IREX. Here are some benefits of an exchange group:

BENEFITS

1. There are only so many buyers and sellers in the local market where we operate. The market is a pie that must be shared among competing brokers. The more brokers, the more each broker must compete for a piece of the pie.

2. But what if there was an organization that actually made the pie bigger? That's what an exchange group does. When brokers get together to share ideas, deals get done that otherwise wouldn't.

3. As an investment-oriented real estate broker, you need lots of tools in your tool belt and our group exposes you to:

- 1031 Exchanges,
- Reverse Exchanges
- Land Trusts
- Delaware Statutory Trusts
- Syndications
- Options
- Notes
- Sale/Leasebacks
- Land Contracts
- Cost Segregation & more!

4. Nationwide Reach: Market is not limited to the Indianapolis market. Brokers from other markets are active in our group.

You become who you surround yourself with. If you are ready to take the next step in your real estate career, surround yourself with the experts in an exchange group.



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