



professional  
profile

EXETER  
REAL ESTATE GROUP

# Steve Monk

BROKER★AGENT magazine

“If you’re not part of the solution, you’re part of the problem,” is a motto Steve Monk, vice president and regional manager of Exeter 1031 Exchange Services, LLC takes to heart both in his business and personal life. Whether it be working with developmentally challenged children and adults, as a coach for the Fresno Junior Grizzlies League or helping clients outline their options for tax-deferred exchanges, often finding unique options not presented by other companies, Steve is committed to helping others surmount challenges and resolve their problems.

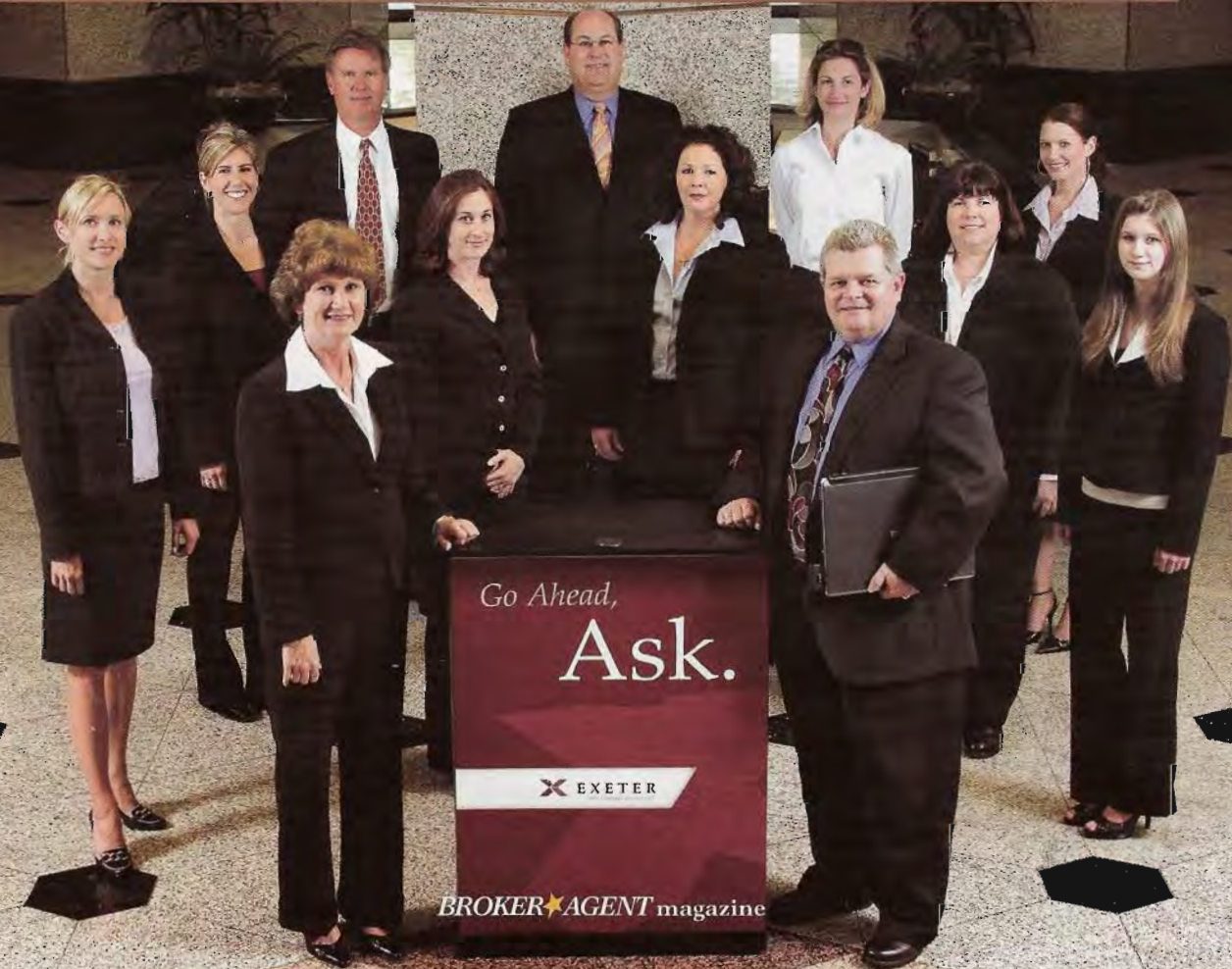
Steve is focused professionally on 1031 exchanges which are possible through Section 1031 of the Internal Revenue Code. A 1031 exchange allows investors to defer income tax liabilities that arise from the sale of rental property. Such a suspension can be indefinite, providing the investor maintains his exchange of like-kind rental properties throughout his life, a method Steve has termed, “Swap ‘til you drop.” Both partial and full tax deferrals are available, depending on the certain conditions met by investors. As explained by Steve, “Sellers must meet certain requirements to defer 100 percent of federal, and in most cases, state, capital gain and depreciation recapture income tax liabilities on the sale of investment property. Generally, for full tax deferral, the seller must acquire like-kind replacement property that is equal to or greater in

net value than the relinquished property; must reinvest all of the net proceeds or cash from the sale of the relinquished property; and must replace the same amount of debt that was paid off on the sale of the relinquished property with new debt of an equal amount on a like-kind replacement property.”

According to Steve, 1031 exchanges in the Central Valley are unique in a number of ways. He feels that the Central Valley is often under-rated by those who think of it as a simple, traditional community. Businesses and investors are quite sophisticated and entrepreneurial, yet conservative and careful when it comes to property exchanges. A great amount of capital stays in the Central Valley because investors want to be able to watch over their investments. In addition, 1031 exchanges in the Central Valley are particularly unique because of the agricultural influence, which can add complexity to a property exchange. Steve’s knowledge of 1031 exchange strategies, coupled with his familiarity with agribusiness, make him a valuable resource to businesses and investors in the Valley.

Steve holds a B.S. in business administration, as well as a minor in finance and in real estate from CSU, Fresno. He has been a licensed REALTOR® for 10 years and has been with Exeter 1031 Exchange

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Services for one year. In addition to his educational and professional experience, Steve belongs to many organizations including the Fresno Association of REALTORS®, the Society of Industrial and Office REALTORS®, the Urban Land Institute, the International Council of Shopping Centers (ICSC), the Society of Industrial and Office Properties (SIOR), the National Association of Industrial and Office Properties (NAIOP), the California Escrow Association (CEA), the Central Valley Escrow Association (CVEA), the Northern California Escrow Conference (Nor-Cal), the Northern California Chapter of CCIM, the AIR Commercial Real Estate Association (AIR), and the Federation of Exchange Accommodators (FEA). He has also been featured as a guest author for a few of these organizations, including the Society of Industrial and Office REALTORS® and the Urban Land Institute. Steve has earned a number of awards for his outstanding work in the 1031 exchange field, including: Diversified Exchange Corporation's National Salesperson of the Year in 1993 and 1994, TransUnion Exchange's National Salesperson of the Year in 1995, and Exeter 1031 Exchange Services' National Salesperson of the Year in 2006. He is expected to win Exeter's award again this year.

Fully committed to his profession and clients, Steve is equally compelled to give back to the community through his involvement with Challenger League Sports, Junior Grizzlies Baseball, Fresno Area Down Syndrome Society, Madera Ranchos Kiwanis and "Third Thursday" lunchtime Investor's Club meetings. "The Valley is not just a place where I work; it's also where I grew up and where I make my home. That's why I'm very involved in community service. I enjoy giving back to the Central Valley, whether I'm helping an investor or volunteering in community events. I like to help people realize their dreams."

In 2002, Steve became involved in Challenger League Sports as a coach and has since become a member of the board of directors and the fundraising chairman. His goal is to promote growth and build an atmosphere where every person will have a chance to succeed regardless of their disability. He is also involved with Junior Grizzlies, a program that enables all people with developmental challenges to competitively play baseball. In addition to his involvement with Challenger League Sports, Steve also participates in the Fresno Area Down Syndrome Society as a member and has been actively involved in fundraising for the National Down Syndrome Society.

Steve strives to provide professional development for community leaders and other members of the community through "Third Thursday" lunchtime Investor's Club meetings. These meetings enable Steve and other investors and professionals to share



information, ideas, and personal experiences on all types of investments, including real and personal property exchanges. For Steve, it is one more way to help others attain their goals by providing educational programs on 1031 exchanges.

Steve is a hard-working, driven professional who is very motivated to be the best at whatever he does. He thrives on competition and focuses his energy on helping others attain success. His values of hard work and motivation are closely aligned with Exeter 1031 Exchange Services' optimistic, "can-do" mentality which helps him maintain his competitive drive, and in turn provide investors with unique solutions under strict deadlines.

Several members of the Central Valley community have taken note of the tremendous effort Steve invests in both his professional and personal work. Tom Hyatt, owner of Hyatt Real Estate, speaks of

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Steve Monk's outstanding character: "He's caring and tolerant and one of the few people that really gives back. His integrity is above reproach; he's a perfect gentleman ... If more were like him this country would be a whole lot better." Brian Folland, financial planner at Montauk Financial, references Steve's superb knowledge of 1031 exchanges: "He is as knowledgeable as anyone I've ever met in the 1031 industry. He's very client oriented—he's done a great job for my clients and I. I recommend him very highly." Al Zaldanna, who works with Steve in community service, states: "Steven Monk is tremendous. He takes time even though he's busy at work. He's patient and great with these kids that want to learn so much."

Diligent, honest, and committed to excellence, Steve Monk is an outstanding choice for investors interested in 1031 exchanges. He devotes himself fully to his clients and works closely with their tax attorneys and CPAs to help advise them on the appropriate method to use to complete their exchanges. With over 22 years of experience in real estate and 1031 exchanges Steve is invaluable to his clients. As a local, Central Valley professional he is readily accessible and pleased to meet with investors in person, providing excellent service through presenting possibilities and helping people attain

goals. "When I help someone reach a new plateau or meet a challenge head on, it creates for me enormous personal satisfaction. Helping people do things they never thought possible is what life is all about." ★



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