



**RELEASE DATE: October 1, 2009**

**Qualified Intermediary Company, IPE 1031, Acquires Iowa Exchange**

*Leading 1031 exchange companies join forces to become premier provider of qualified intermediary services in Iowa.*

Des Moines, Iowa – Amid tumultuous economic times, many companies are seizing opportunities to gain market share through acquisitions. IPE 1031, the leading provider of qualified intermediary services in the State, is no exception having recently acquired its primary competitor, Iowa Exchange.

In a Section 1031 exchange, investment property owners are able to defer capital gains taxes if they reinvest proceeds from a property sale into new property. In addition to meeting certain time deadlines, taxpayers doing a 1031 exchange must follow complex rules and requirements under the Internal Revenue Code. Qualified intermediary companies serve as the accommodator for transactions in which taxpayers seek to take advantage of the tax deferral provisions of Section 1031.

David and Katie Brown are the owners of IPE 1031. Both have law degrees from Drake University Law School. After practicing law for a number of years, the Browns recognized the opportunity to build a successful qualified intermediary company with one local competitor participating in the market. That local competitor was Iowa Exchange. “Iowa Exchange was the ‘go-to’ qualified intermediary in Iowa at the time we opened the doors at IPE 1031 in 2003,” said Katie. Iowa Exchange was founded in 1991. “Iowa Exchange was the pioneering provider of exchange services in Iowa and has a loyal customer base. The opportunity to acquire our strongest competitor was too good to pass up,” Katie explained.

IPE 1031 has taken an “under the radar” approach to building its business into the largest provider of qualified intermediary services in the State. “Our marketing approach is based on education, word-of-mouth referrals and treating our exchangers and advisors with care and respect,” said David. “Our goal is to build loyalty and market share by serving as the premier resource on 1031 exchange issues.” David is the editor of the 1031 Section of the Iowa State Bar Association Tax Manual, the primary 1031 instructor for the Iowa Association of Realtors and Iowa State Bar Association, and he speaks regularly at gatherings for those in the real estate, legal, accounting and banking fields.

Kris and Scott Modica purchased Iowa Exchange in 2007 and have continued the company’s tradition of serving as a respected resource for exchangers. The Modicas decided to sell their business after Scott accepted an employment position in Virginia. “We really enjoyed the business and appreciate the relationships we have had with our exchangers,” Kris said. “We

considered several options to continue operating Iowa Exchange ourselves. However, once we visited with the Browns, it became clear to us that they are in a unique position to continue the high level of service our clients have come to expect from us. IPE 1031 is highly respected and they have a proven track record for success. We could not be more pleased with the arrangement with them. Our clients couldn't be in better hands."

**Media Contact**

David Brown  
President, IPE 1031  
(515) 279-1111  
dbrown@ipe1031.com

Katie Brown  
Vice President, IPE 1031  
(515) 279-1111  
kbrown@ipe1031.com