

TAXATION OF FOREIGN INVESTORS IN U.S. REAL ESTATE

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Objective

Non-U.S. persons routinely invest in the U.S. real estate market. Numerous international tax implications accompany cross-border investment activity and this presentation will serve as an overview of the taxation of various cross-border holding structures.

Agenda

- Economic context
- International tax terminology (U.S. inbound)
- Common holding structures
 - Income tax compliance and IRS reporting guidelines
 - Investors' long-term goals and economic objectives
 - Planning considerations

Economic Context

- Freddie Mac's first quarter 2015 real estate report
- Foreign direct investment ("FDI") and economic growth
- U.S. real estate market
- Promotion of FDI in U.S. real estate via tax treaties

Concepts and Terminology...

- U.S. source income (IRC § 861)
- U.S. trade or business (IRC § 871(b))
- U.S. Effectively Connected Income
 - "ECI" (IRC § 864(c))
 - Taxation analogous to that of U.S. persons
 - Graduated tax rates under IRC § 1
 - "Permanent establishment" articles of applicable tax treaties

...Concepts and Terminology

- U.S. Fixed, Determinable, Annual or Periodic income
 - "FDAP" (IRC § 871(a))
 - Essentially a combination of passive and portfolio income
 - Flat 30% tax rate
 - Tax treaties play a significant role in this area
- Withholding Agent (Treas. Reg. § 1.1441-7(a))
- United States Real Property Interest
 - "USRPI" (Treas. Reg. § 1.897-1)

Holding Structure No. 1

Direct Individual Ownership

Operational Income: FDAP

- Operational income
 - FDAP by default
 - Flat 30% tax at source
 - Expenses are foregone

Operational Income: ECI

- Operational income
 - "Net basis" election (IRC § 871(d))
 - Treats the income as ECI even though it is not
 - Expenses become deductible
 - Manner of making the election (Treas. Reg. § 1.871-10(d))

Sample Net Basis Election Statement

Taxpayer's Name – ITIN #XXX-XX-XXXX 12/31/201X Tax Year End

Election to Treat Real Property Income as Effectively Connected with U.S. Business Under Internal Revenue Code § 871(d) and Treas. Reg. § 1.871-10

Taxpayer is making an election to treat real property income as effectively connected with a U.S. trade or business. Taxpayer is the beneficial owner of the following real property, owned by an LLC in which taxpayer has an interest:

- 1. Single residence home with the following address: a. 123 Any Street, Any Town, AS XXXXX
- 2. There have been no substantial improvements on the property since acquisition.
- 3. There has not been a revocation or new election under this section.

Documentation Requirements

- The withholding agent's role and obligations
- ECI is taxable under a separate set of rules and is not subject to withholding
- Form W-8ECI

Form W-8ECI

Certificate of Foreign Person's Claim That Income Is Form W-8ECI Effectively Connected With the Conduct of a Trade or (Rev. February 2014) **Business in the United States** OMB No. 1545-1621 ► Section references are to the Internal Revenue Code. ▶ Information about Form W-8ECI and its separate instructions is at www.irs.gov/formw8eci. Department of the Treasury ▶ Give this form to the withholding agent or payer. Do not send to the IRS. Note. Persons submitting this form must file an annual U.S. income tax return to report income claimed to be effectively connected with a U.S. trade or business (see instructions). Instead, use Form: · A beneficial owner solely claiming foreign status or treaty benefits W-8BEN or W-8BEN-E A foreign government, international organization, foreign central bank of issue, foreign tax-exempt organization, foreign private foundation, or government of a U.S. possession claiming the applicability of section(s) 115(2), 501(c), 892, 895, or 1443(b) Note. These entities should use Form W-8ECI if they received effectively connected income and are not eligible to claim an exemption for chapter 3 A foreign partnership or a foreign trust (unless claiming an exemption from U.S. withholding on income effectively connected with the W-8BEN-E A person acting as an intermediary Note. See instructions for additional exceptions. Identification of Beneficial Owner (see instructions.) Name of individual or organization that is the beneficial owner 2 Country of incorporation or organization Name of disregarded entity receiving the payments (if applicable) Type of entity (check the appropriate box): Individual Corporation Partnership Simple trust Complex trust Estate Government Grantor trust Central bank of issue ☐ Tax-exempt organization Private foundation International organization Permanent residence address (street, apt. or suite no., or rural route). Do not use a P.O. box or in-care-of address. City or town, state or province. Include postal code where appropriate. Business address in the United States (street, apt. or suite no., or rural route). Do not use a P.O. box or in-care-of address. City or town, state, and ZIP code U.S. taxpayer identification number (required - see instructions) 8 Foreign tax identifying number SSN or ITIN EIN Reference number(s) (see instructions) 10 Date of birth (MM-DD-YYYY) Specify each item of income that is, or is expected to be, received from the payer that is effectively connected with the conduct of a trade or business in the United States. (attach statement if necessary) Part II Certification Under penalties of perjury, I declare that I have examined the information on this form and to the best of my knowledge and belief it is true, correct, and complete. I further certify under penalties of perjury that: . I am the beneficial owner (or I am authorized to sign for the beneficial owner) of all the payments to which this form relates, . The amounts for which this certification is provided are effectively connected with the conduct of a trade or business in the United States. . The income for which this form was provided is includible in my gross income (or the beneficial owner's gross income) for the taxable year, and The beneficial owner is not a U.S. person. Sign Furthermore, I authorize this form to be provided to any withholding agent that has control, receipt, or custody of the payments of which I am the Here beneficial owner or any withholding agent that can disburse or make payments of the amounts of which I am the beneficial owner I agree that I will submit a new form within 30 days if any certification made on this form becomes incorrect. Signature of beneficial owner (or individual authorized to sign for the beneficial owner) Date (MM-DD-YYYY) I certify that I have the capacity to sign for the person identified on line 1 of this form.

Dispositional Income: FIRPTA

- Foreign Investment in Real Property Tax Act ("FIRPTA") enacted in 1980
- Gain of NRAs always treated as ECI even though it is not (IRC § 897)
- Purchaser required to withhold 10% of the gross purchase price from the foreign seller (IRC § 1445(a))

Exceptions to FIRPTA Withholding

- Domestic law provides several exceptions. Three of the most commonly invoked exceptions include:
 - Affidavit of U.S. personhood (IRC § 1445(b)(2))
 - Statement from the IRS (IRC § 1445(b)(4)(B))
 - Purchaser's acquisition of principal residence under \$300,000 (IRC § 1445(b)(5))

Additionally, an applicable tax treaty may articulate either lower rates of, or a complete exemption from, withholding.

Holding Structure No. 2

Ownership Through Domestic Corporations

Ownership Through Domestic Corporations

- Operational income
 - Worldwide tax regime (IRC §§ 61, 11)
 - Limited liability, avoidance of FIRPTA and branch profits taxes
 - Profit repatriation
 - Default 30% withholding on FDAP (IRC § 1441)
 - Treaties play a very significant role in this area

Documentation Requirements

- Domestic corporation is the withholding agent
- An applicable treaty will either significantly reduce the default rate or eliminate withholding entirely
- Form W-8BEN

Form W-8BEN

Form W-8BEN Certificate of Foreign Status of Beneficial Owner for United States Tax Withholding and Reporting (Individuals) (Rev. February 2014) OMB No. 1545-1621 ► For use by individuals. Entities must use Form W-8BEN-E. ► Information about Form W-8BEN and its separate instructions is at www.irs.gov/formw8ben. Department of the Treasury Internal Revenue Service ▶ Give this form to the withholding agent or payer. Do not send to the IRS. Do NOT use this form if: Instead, use Form: You are NOT an individual • You are a beneficial owner claiming that income is effectively connected with the conduct of trade or business within the U.S. Part I Identification of Beneficial Owner (see instructions) 2. Country of citizenship Name of individual who is the beneficial owner Permanent residence address (street, apt. or suite no., or rural route). Do not use a P.O. box or in-care-of address. City or town, state or province. Include postal code where appropriate. Country Mailing address (if different from above) City or town, state or province. Include postal code where appropriate. U.S. taxpayer identification number (SSN or ITIN), if required (see instructions) 6 Foreign tax identifying number (see instructions) Reference number(s) (see instructions) 8 Date of birth (MM-DD-YYYY) (see instructions) Claim of Tax Treaty Benefits (for chapter 3 purposes only) (see instructions) I certify that the beneficial owner is a resident of within the meaning of the income tax treaty between the United States and that country. Special rates and conditions (if applicable—see instructions): The beneficial owner is claiming the provisions of Article % rate of withholding on (specify type of income): of the treaty identified on line 9 above to claim a Explain the reasons the beneficial owner meets the terms of the treaty article: Certification Under penalties of perjury, I declare that I have examined the information on this form and to the best of my knowledge and belief it is true, correct, and complete. I further certify under penalties of perjury that:

- I am the individual that is the beneficial owner (or am authorized to sign for the individual that is the beneficial owner) of all the income to which this form relates or am using this form to document myself as an individual that is an owner or account holder of a foreign financial institution.
- The income to which this form relates is:
 - (a) not effectively connected with the conduct of a trade or business in the United States.
 - (b) effectively connected but is not subject to tax under an applicable income tax treaty, or
 - (c) the partner's share of a partnership's effectively connected income,
- The person named on line 1 of this form is a resident of the treaty country listed on line 9 of the form (if any) within the meaning of the income tax treaty between the United States and that country, and
- For broker transactions or barter exchanges, the beneficial owner is an exempt foreign person as defined in the instructions.
 - Furthermore, I authorize this form to be provided to any withholding agent that has control, receipt, or custody of the income of which I am the beneficial owner or any withholding agent that can disburse or make payments of the income of which I am the beneficial owner. I agree that I will submit a new form within 30 days if any certification made on this form becomes incorrect.

Sign Here

Signature of beneficial owner (or individual authorized to sign for beneficial owner)

Print name of signer

Capacity in which acting (if form is not signed by beneficial owner)

Form 8833

Form 8833 (Rev. August 2006) Department of the Treasury

Treaty-Based Return Position Disclosure Under Section 6114 or 7701(b)

OMB No. 1545-1354

Attach to your tax return.

Attach a separate Form 8833 for each treaty-based return position taken. Failure to disclose a treaty-based return position may result in a penalty of \$1,000 (\$10,000 in the case of a C corporation) (see section 6712).

Address in country of residence Address in the United States

Check one or both of the following boxes as applicable:

- The taxpayer is a dual-resident taxpayer and is disclosing a treaty-based return position as required by Regulations section 301.7701(b)-7

- 1 Enter the specific treaty position relied on:
 a Treaty country
 Article(s)
 2 List the Internal Revenue Code provision(s) overruled or modified by the treaty-based return position
 3 Name, identifying number (if available to the taxpayer), and address in the United States of the payor of the income (if fixed or determinable annual or periodical). See instructions.
- 4 List the provision(s) of the limitation on benefits article (if any) in the treaty that the taxpayer relies on to prevent application of that article ▶
 - Explain the treaty-based return position taken. Include a brief summary of the facts on which it is based. Also, list the nature and amount (or a reasonable estimate) of gross receipts, each separate gross payment, each separate gross income item, or other item (as applicable) for which the treaty benefit is claimed

Disposition of a USRPHC's Stock

- Generally, capital gains from the sale of U.S. stock by NRAs are not subject to U.S. tax
- United States Real Property Holding Corporations ("USRPHC") pose an exception to the general international income sourcing rule of IRC § 865(a)(2)
- Basic idea: At least 50% of the FMV of the corporation's assets constitute USRPIs (IRC § 897(c)(2))

Holding Structure No. 3

Ownership Through Foreign Corporations

Ownership Through Foreign Corporations

- Operational income
 - FDAP by default
 - Flat 30% tax at source
 - Expenses are foregone
 - "Net basis" election (IRC § 882(d))
 - Treats the income as ECI even though it is not
 - Expenses become deductible

Branch Profits Tax (IRC § 884)

Operational income

- Mechanism to effectuate back-end parity
- Additional 30% tax (unless reduced by an applicable treaty) in addition to the regular corporate income tax typically renders this arrangement uneconomical
- No additional taxation (and thus no withholding) upon profit repatriation

Dispositional Income

- As in the case of dispositions by foreign individuals,
 FIRPTA applies
- The branch profits tax can be avoided in the year of complete termination of a U.S. trade or business with some planning (Treas. Reg. § 1.884-2T)

Holding Structure No. 4

Ownership Through Partnerships

Ownership Through Partnerships

- Ownership of U.S. real estate by NRAs through partnerships (whether foreign or domestic) involves distinct U.S. tax consequences
- Not a taxpaying entity. Rather partners are taxed on their share of ECI directly regardless of whether the income is actually distributed.
- Two different withholding regimes apply to partnerships with foreign partners
 - Guaranteed payments and FDAP (IRC § 1441)
 - ECI allocable to foreign partners (IRC § 1446)

ECI Allocable to Foreign Partners

- Net basis election made at the partner level
- Withholding under IRC § 1446 is essentially an indifferent mechanism
 - Exists in exception to the rule exempting ECI from withholding
 - Withheld and paid in advance regardless of whether distributions are made and regardless of the foreign partners' ultimate U.S. tax liabilities
 - Withholding rate is the highest rate applicable under IRC § 1 (presently 39.6% for individuals)
 - Withholding tax returns (Forms 8804 and 8805) in addition to annual income tax returns (Form 1065)

Form 8804, Page 1

Annual Return for Partnership Withholding Tax (Section 1446) OMB No. 1545-0123 **8804** ► Attach Form(s) 8804-C and 8805. ▶ Information about Form 8804 and its instructions is at www.irs.gov/form8804. For calendar year 2014 or tax year beginning , 2014, and ending Check this box if the partnership keeps its records and books of account outside the United States and Puerto Rico Part I Partnership 1a Name of partnership b U.S. employer identification number (EIN) c Number, street, and room or suite no. If a P.O. box, see instructions. For IRS Use Only BD FF d City or town, state or province, country, and ZIP or foreign postal code. If a foreign address, see instructions CAF FP EDC Part II Withholding Agent 2a Name of withholding agent. If partnership is also the withholding agent, enter "SAME" and do not complete lines 2b, 2c, or 2d. b Withholding agent's U.S. EIN c Number, street, and room or suite no. If a P.O. box, see instructions. d City or town, state or province, country, and ZIP or foreign postal code. Part III Section 1446 Tax Liability and Payments Enter number of foreign partners Enter number of Forms 8805 attached to this Form 8804 h Enter number of Forms 8804-C attached to Forms 8805 Total effectively connected taxable income (ECTI) allocable to foreign partners (see instructions): Total ECTI allocable to corporate partners 4a Reduction to line 4a for state and local taxes under Regulations section 1.1446-6(c)(1)(iii) . Reduction to line 4a for certified foreign partner-level items submitted using Form 8804-C 40 Combine lines 4a, 4b, and 4c . 44 Total ECTI allocable to non-corporate partners other than on lines 4i, 4m, and 4q 4e Reduction to line 4e for state and local taxes under Regulations 4f Reduction to line 4e for certified foreign partner-level items submitted using Form 8804-C 4h Combine lines 4e, 4f, and 4g . . . 28% rate gain allocable to non-corporate partners 4i Reduction to line 4i for state and local taxes under Regulations section 1.1446-6(c)(1)(iii) . . 4j Reduction to line 4i for certified foreign partner-level items submitted using Form 8804-C Combine lines 4i, 4j, and 4k. 41 m Unrecaptured section 1250 gain allocable to non-corporate 4m Reduction to line 4m for state and local taxes under Regulations section 1.1446-6(c)(1)(iii) 4n Reduction to line 4m for certified foreign partner-level items 40 Combine lines 4m, 4n, and 4o 4p For Paperwork Reduction Act Notice, see separate Instructions for Forms 8804, 8805, and 8813.

Form 8804 (2014)

Form 8804, Page 2

Form 88	04 (2014)					795		Page 2
q		ed net capital gain (including qualifie ction 1231 gain) allocable to non-corp		49	1 1			
r		tion to line 4q for state and local to 1.1446-6(c)(1)(iii)		4r	C)		
s		tion to line 4q for certified forei ted using Form 8804-C	gn partner-level items	4s	C)		
t	Combi	ne lines 4q, 4r, and 4s				. 4	t	
5	Gross	section 1446 tax liability:						
а		y line 4d by 35% (.35)		5a				
ь		y line 4h by 39.6% (.396)		5b				
C		y line 4l by 28% (.28)		5c				
d		y line 4p by 25% (.25)		5d				
e		y line 4t by 20% (.20)		5e				
f		es 5a through 5e		15		. 5	f	
6a	line 1a	ents of section 1446 tax made by the during its tax year (or with a request and amount credited from 2013 Form	for an extension of time	6a				
ь	the pa	n 1446 tax paid or withheld by anoth rtnership identified on line 1a was a enter only amounts reported on Form a) 8805 to Form 8804)	partner during the tax (s) 8805 and attach the	6ь				
c	the pa	n 1446 tax paid or withheld by anoth rtnership identified on line 1a was a enter only amounts reported on For rm(s) 1042-S to Form 8804)	partner during the tax m(s) 1042-S and attach	6c				
d	partne of a L	n 1445(a) or 1445(e)(1) tax withheld rship identified on line 1a during the t J.S. real property interest (enter only s) 8288-A and attach the Form(s) 8288	ax year for a disposition y amounts reported on	6d				
е	1a du	n 1445(e) tax withheld from the partring the tax year for a disposition of the terminal of the	of a U.S. real property	6e				
7	Total	payments. Add lines 6a through 6e				. 7		
8	Estima	ted tax penalty (see instructions). Che	8					
9	Add lir	es 5f and 8	. 9					
10	for the	ce due. If line 7 is smaller than line 9 full amount payable to "United Stand Form 8804" on it	tes Treasury." Write the				D	
11	Overp	ayment. If line 7 is more than line 9, e	nter amount overpaid .			. 1	1	
12	Amour	nt of line 11 you want refunded to you	► 1:	2				
13	Amour	nt of line 11 you want credited to nex	t year's Form 8804	13				
Sign Here	an ba	nder penalties of perjury, I declare that I have ex d belief, it is true, correct, and complete. Decla sed on all information of which preparer has any Signature of general partner, limited liability	aration of preparer (other than g knowledge.		partner, limited liability (ithholding agent) is
		member, or withholding agent			Title			Date
Paid Prepa	arar	Print/Type preparer's name	Preparer's signature		Date		eck if	PTIN
		Firm's name ▶	Fire	m's EIN ►	•			
Use (Cilly	Firm's address ►				Ph	one no.	
								Form 8804 (2014)

Form 8805

Departm	ent of the Treasure	of Section 1446	5 W	uctions is at www.irs.gov/form8805.	20	OMB No. 1545-0123 2014 Copy A for Internal Revenue Service Attach to Form 8804				
1a	Foreign partner's name	b U.S. identifying number	5a	Name of partnership		b U.S. EIN				
c	Address (if a foreign address, see in	nstructions)	c Address (if a foreign address, see instructions)							
2	Account number assigned by partn	Withholding agent's name. If partnership is also the withholding agent, enter "SAME" and do not complete line 7.								
3	Type of partner (specify-see instru	ictions) ►	1							
4	Country code of partner (enter two-	letter code; see instructions)	7 Withholding agent's U.S. employer identification number							
8a	Check if the partnership identified of	on line 5a owns an interest in o	ne or	more partnerships						
b	Check if any of the partnership's effe	ectively connected taxable inco	me (E	CTI) is exempt from U.S. tax for the pa	rtner i	dentified on line 1a .				
9	Partnership's ECTI allocable to partner for the tax year (see instructions)									
10	Total tax credit allowed to partner u									
	Claim this amount as a credit again	10								
Sche	dule T—Beneficiary Informa	tion (see instructions)								
11a	Name of beneficiary		c	Address (if a foreign address, see in	struct	ions)				
ь	U.S. identifying number of beneficia	ary	1							
12	Amount of ECTI on line 9 to be inclu	uded in the beneficiary's gross	ne (see instructions)	12						
13	Amount of tax credit on line 10 that	the beneficiary is entitled to cl	aim c	n its return (see instructions)	13					
For Do	nanuark Raduation Ast Notice acce	anarata Instructiona for Forma	9904	990E and 9913	00705	Earm 8805 (2014)				

Questions

