

**For Immediate Release**

Contact Info:

Shilpa Mysoor  
Nationwide Exchange Services  
310-276-7731  
Smysoor@bluesplashpr.com

Frank Felker  
Monarch Title  
703-852-3145  
frank@monarchtitle.net

**Monarch Title, Inc. Selects Industry-Leading Qualified Intermediary Nationwide Exchange Services (NES) to Enhance 1031 Tax-Deferred Exchange Offering.**

McLean, VA, April 19, 2006 - In another local real estate industry first, Monarch Title, Inc., a title and settlement company headquartered in McLean, Virginia with six offices throughout the Washington, DC area, announced today that they have commenced offering 1031 tax-deferred exchange services through an alliance with Nationwide Exchange Services (NES) of Cupertino, California.

NES is a Qualified Intermediary that provides a full suite of customer-driven 1031 tax-deferred exchange solutions with the uppermost level of customer service at the industry's most competitive pricing. This strategic decision of NES as the preferred 1031 Qualified Intermediary partner highlights Monarch Title's commitment to offer a full range of best-in-class services to its customers.

"Our new alliance with NES allows us to offer DC-area real estate investors 1031 qualified intermediary services for only \$399," stated Jerry Boutcher, CEO of Monarch Title. "This price is less than one-half of what other firms charge and, when you consider NES's experience handling thousands of exchanges since 1990, represents a fantastic value."

Today, NES performs numerous successful 1031 exchange transactions across the nation. NES applies advanced technologies and business processes to create new standards of customer-driven products and services for tax-deferred 1031 exchanges. Michael Halloran, President of Nationwide Exchange Services, states, "The addition of Monarch Title as one of our preferred

partners allows us to provide their customers with the highest level of 1031 transaction visibility, superior customer service and compliance with regulatory standards at the most competitive price in the market. This will further position Monarch Title above other title companies in their ability to fully meet diverse customers' strategic needs."

"Monarch Title is a premier settlement company and provides exceptional high-quality services to top producing real estate clients in Maryland, Virginia and Washington DC. NES, also known for providing superior service, is thrilled to partner with Monarch Title and grow our strategic alliances," said Scott Nathanson, Vice President and Managing Director at NES. "At \$399 for a delayed 1031 exchange, NES offers its comprehensive service at the most competitive fees in the marketplace to legal, financial and real estate service providers."

#### **About Monarch Title, Inc.**

Monarch Title provides residential and commercial real estate title and settlement services to buyers and sellers throughout the Metropolitan Washington, DC area. Currently, with six locations strategically located throughout the region, Monarch is the Washington area's fastest growing settlement company. The firm presents real estate training classes to both consumers and industry professionals in Maryland, Virginia and the District of Columbia. Monarch's CEO, Jerry Boutcher, is host of the area's most popular real estate radio show, "Open House with Jerry Boutcher" and also authors a weekly newspaper column.

#### **About Nationwide Exchange Services**

Nationwide Exchange Services (NES – [www.nationwide1031.com](http://www.nationwide1031.com)) is a leading Qualified Intermediary for 1031 tax-deferred exchanges. Since 1990, NES has conducted tens of thousands of successful 1031 exchange transactions across the nation. Today, NES applies advanced technologies and business processes to create new standards of customer-driven products and services for tax-deferred 1031 exchanges. NES is one of the nation's only Qualified Intermediaries that operates with the standards and controls that meet the needs of US financial institutions and their regulatory requirements.