

In general, a trust is a relationship in which one person holds title to property, subject to an obligation to keep or use the property for the benefit of another.

What is a trust and how does it work?

A **trust** is a fiduciary arrangement that allows a third party, or trustee, to hold assets on behalf of a beneficiary or beneficiaries. Trusts can be arranged in many ways and can specify exactly how and when the assets pass to the beneficiaries.

What happens to property in a trust after death?

When the maker of a revocable trust, also known as the grantor or settlor, dies, **the assets become property** of the trust. If the grantor acted as trustee while they were alive, the named co-trustee or successor trustee will take over upon the grantor's death.

How long can a house stay in a trust after death?

A trust can remain open for **up to 21 years after** the death of anyone living at the time the trust is created, but most trusts end when the trustor dies and the assets are distributed immediately.

Who owns the property in a trust?

The trustee controls the assets and property held in a trust on behalf of the grantor and the trust beneficiaries. In a revocable trust, the grantor acts as a trustee and retains control of the assets during their lifetime, meaning they can make any changes at their discretion.

COMMON MISTAKES IN TRUST ESTATE SALES THAT CAN BE EASILY AVOIDED!!

1. **Your Realtor should be a Certified Trust Specialist;**
2. There are Local & State Court rules that must be followed during the sale of a Trust property. Make sure your Realtor knows the Rules;
3. Most Realtors will charge 6% commission. **We only charge 4% ☺**
4. Your Realtor will need to obtain a **Title Report** for you & start working on clearing any problems with Title, i.e. liens, judgements, etc.
5. Your Realtor may need to **EVICT** anyone on the property, including hostile family members, tenants, squatters....
6. If there is a **Reverse Mortgage** on the home, you must make sure you pay the Property Taxes and Insurance or else they will accelerate foreclosure;
7. Your Realtor may need to contact the mortgage company or any other lien holder & stop **"Notice of Default" or "Foreclosure"** status;
8. Be careful **of "Predatory Investors!"** They will take advantage of you and make tons. Call us for a **FREE** Market Analysis before you sell;
9. We have all the services you need, from Estate Liquidators, Garage Sale Hosts, clean out crew, locksmith, maid service, donation companies and any other service you will need;
10. If the home is **worth less than what is owed**, we can get you cash for keys;
11. **It is a proven fact that Realtors sell the home for 20% - 40% higher than selling through your attorney's office or a private investor.** You have the right under California law to select any realtor you desire. You are not obligated to settle for any realtor chosen by your attorney. If you prefer a private realtor, we are here to help. We specialize in guiding you through the entire process, not just the sale of your loved-one's real estate. And you will enjoy personal, one-on-one service throughout the process.
12. You did NOT call us for help in your Real Estate Trust Transaction!!!! **We do all of the above & more. We only charge 4% flat rate commission ☺**

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