

Estate and Trust Assistance

Estates and Trusts have their own set of challenges for Trustees, Executors and Conservators. Often being an out-of-area seller can seem overwhelming, even for the most organized of people.

It is my responsibility to alleviate the seller of projects they may prefer to not deal with, allowing them the opportunity to deal with the personal and emotional challenges they are experiencing. Here are some ways I can help:

- It is my responsibility to help the seller maximize the net to the trust or estate and to minimize the cost in preparing the property. I will give the seller options, then they can decide how much they want done.
- I can provide a budget for preparing the home. All work would be approved by the seller prior to being done.
- I will arrange for the services needed to prepare the home and meet them at the property for access.
- Sometimes sellers prefer to arrange for their own services. I can provide a list of service providers that I, other Realtors or my clients have found to be competent.
- Often there are miscellaneous issues that arise such as finding a set of keys, a pool that is turning green, an alarm that is going off. I am happy to attend to these types of surprises.
- Electronic signatures have made long-distance escrows much easier. Once a seller is no longer in the area, signatures can be taken care of via the internet or fax. Escrows can be done with accommodation signings by title/escrow companies that are in the seller's neighborhood.

In a time when sellers are taxed with numerous responsibilities, it is my job to make their life easier, and I enjoy doing just that.

