A licensed Real Estate Broker Realtor who acts as an agent for a buyer and seller is required by a code of ethics to keep himself informed as to movements affecting real estate in his community as to property interests, market values, etc. They are usually professionally competent in the technical matters of handling property such as listing, advertising, and showing He is knowledgable concerning paper work that goes with the selling or buying of property. He will also have the information about the current mortgage market.

V. PROPERTY MANAGEMENT

Effective utilization of real estate requires good administration. When a trustee accepts the responsibility of the management of the family estate, he is subject to an implied pledge to protect and promote the interests of the trust.

The growing complexity of the problems involved in planning, operating, and maintaining trust property and real estate in general has resulted in the growth of property management specialists, and the trust manager may at some time or another leave the management of a particular building in the hands of a certified property manager. Typically, the property manager acts for the trust in all matters pertaining to the operation of the property which is under his direction, including leasing, renting, rental collection, selection of tenants, repair, maintenance, renovation, grounds maintenance, and even in issuing an auditor's report on the operating cost and surplus income. The entire portfolio of properties may be placed in the hands of an agent, or sometimes only a single property. The choice will be at the discretion of the trustees, or directors, whichever the case may be.

VI. FINANCING

Acquiring property by purchase, gift or grant, provides a modus operandi for financing the orderly development and conservation of trust assets resulting in a faster build-up of the estate. The financing of the ownership of trust properties and the use of its holdings is carried on by financial institutions, or private investors, or by loans from other not-for-profit organizations or other trusts. As a rule, real estate type of financing is long range in character and usually provides for the pledge of greater or lesser degrees of interest in real property as security for the loan.