

Disclaimer

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- On all matters touched upon by this presentation, it is recommended that you consult with your attorney for: 1) definitive interpretations of the laws and regulations involved, and 2) specific guidance on your business practices.
- The stories you are about to hear are true. The names were changed to protect the innocent.



Old Republic National Title Insurance Company

- Third largest national title insurance underwriter with 15.2% market share.
- Total premiums written nationwide in 2018: \$2.28 hillion
- billion.
 15.70% market share in
- Michigan
 Old Republic offers title insurance products and other real estate related services through many different divisions.
- Since 1992, Old Republic has received the highest overall financial ratings in the industry











Just	what	is a	trust?
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A **trust** is an agreement between the creator of the trust and the trustee of the trust to manage the trust assets for benefit of someone.

The trust creator is called the "settlor" or "grantor" or "trustor" or "trustmaker".



The trustee is the person appointed by the Settlor to manage the assets. A successor trustee is a person to act as the trustee in the event that the initial trustee is unable or unwilling to continue acting as trustee.



The trustee manages the trust assets for the benefit of the "beneficiaries" of the trust and may ultimately distribute the assets to the beneficiaries, according to the terms of the trust.



For example, in his will, Mr. X creates a trust by appointing Mrs. Y to act as trustee on his death. Upon his death all of his assets go to the trust, and are distributed to the beneficiaries of the trust when they turn 18. The beneficiaries are Mr. X's minor children. This is called a testamentary trust (that is, a trust created in a will). OLD REPUBLIC TITLE A living trust (also called an *inter vivos* trust) is a revocable trust where the settlor also appoints him or herself as trustee. Usually the settlor is also the initial beneficiary. When the settlor dies, a We can put the living and the trust into a living trust successor trustee takes over and acts on behalf of the remaining beneficiaries under the terms of the trust. OLD REPUBLIC TITLE Revocable or Irrevocable If a trust is revocable, it may be revoked by the settlor at What is a any time. revocable trust? OLD REPUBLIC TITLE



An irrevocable trust cannot be revoked. Transferring property to the trustee of an irrevocable trust is like deeding the property to a

third-party. The settlor no longer has any power over the property.

An irrevocable trust, if properly set up and administered, may shield assets from claims against the settlor by creditors.





A revocable trust does not offer the trust protection from claims against the settlor.

If the trustee has the power to revoke the trust, creditors can go after trust property and liens against the settlor will attach to trust property.

When the grantor in a conveyance reserves to himself an unqualified power of revocation, he is thereafter deemed still to be the absolute owner of the estate conveyed, so far as the rights of his creditors and purchasers are concerned. MCL 556.128



Trusts and Title Problems

Problem 1: Just who is the trustee

A typical living trust.

Settlor is the trustee and initial beneficiary.

Successor trustee takes over when the initial trustee is incapacitated or dies.

Incapacity will be determined by the opinion of a Licensed medical doctor.







<u>Problem 2: Deeding property to the trust, instead of the trustee.</u>

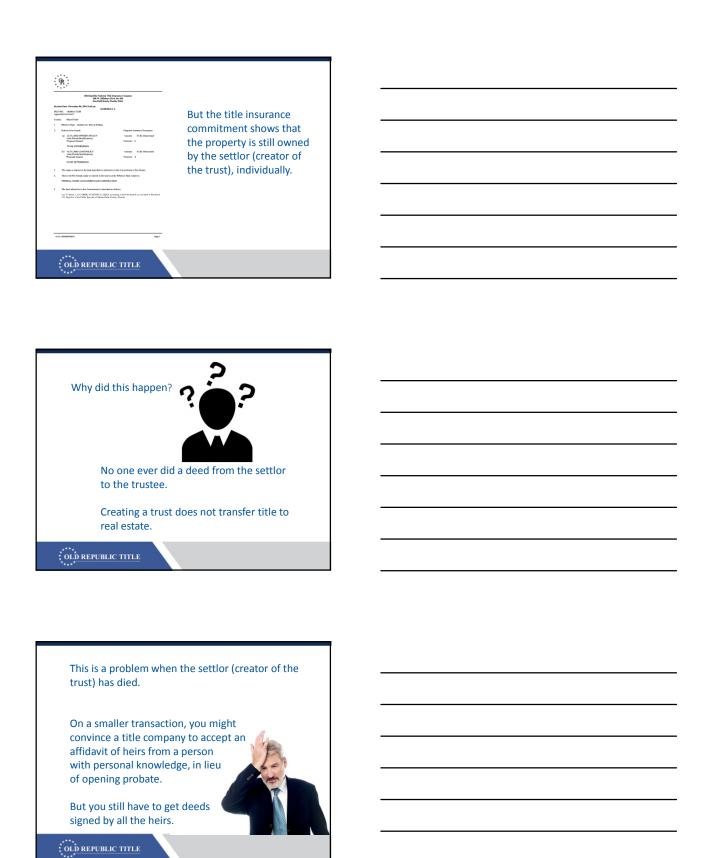
A trust is a document, or a relationship, whose terms are spelled out in a document. A trust is not a legal entity.

Property should be titled in the trustee, and the trust itself should be identified, such as "John Smith, as trustee of the John Smith Living Trust dated 06/12/2012".



Titling the property in the trustee, along with the name of the trust allows the title company to compare the title to the property with any certificate of trust that is, or will be, recorded. Titling the property differently can cause problems! OLD REPUBLIC TITLE "But what happens if the grantors deeded to the trust, instead of to the trustee?" Such as a deed to: The Paul Jones Living Trust dated 10/01/2001. Technically, the deed is void as there is no legal grantee. OLD REPUBLIC TITLE "How do I fix it?", you may ask. Talk to your title company. They may be willing to insure over it. Otherwise you will have to get a new deed from the grantor to the trust..... (or a new title company). OLD REPUBLIC TITLE

But wait, it gets worse!	
While deeding to the trust, instead of the trustee, is	
bad, deeding to the trustee, without describing the trust is worse.	
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★ BAD	
★ BAD WORSE	
WURSL	
OLD REPUBLIC TITLE	
A deed to, for example, John Smith, trustee,	
without a description of the trust vests title in	
John Smith, individually. *	
That can be a huge problem if Mr. Smith has had state or federal	
tax liens filed against him.	
Page 18 18 18 18 18 18 18 1	
*	
*Michigan Land Title Standard 8.2.	
OLD REPUBLIC TITLE	
Problem 3: Failure to deed the property to the trustee of the trust at all.	
The trust is signed, and later on the settlor and initial trustee dies. The successor trustee wants to distribute	
the property to the beneficiaries, or sell the property.	
1 2 m	
Too late to print out and sign the deed	
OLD REPUBLIC TITLE	



<u>Problem 4: Property deeded in to trust, but deeded out individually.</u>

Assume the following facts:

- 1. John Jones owns the property.
- John Jones has a living trust created and deeds the property to John Jones, as trustee for the John Jones Living Trust dated June 1, 2016.
- 3. John Jones decides to sell the property, and sells it by warranty deed, signing as John Jones (and nothing else).
- 4. Does the purchaser have good title?



Yes, according to an unpublished opinion of the Michigan Court of Appeals.

Under these circumstances, the court concluded that

the trustee intended to transfer the property to the buyer, but simply left off the "description" that he was acting as trustee. The court found the transaction was valid.

McDonnell v Erickson, unpublished opinion per curiam of the Court of Appeals issued June 26, 2014 (Docket No. 315343).



Problem 5: Passive Trusts

A passive trust is a trust where the trustee has no duties.

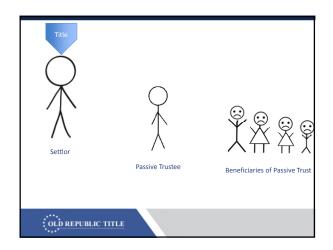


The trustee can only do what the beneficiaries of the trust tell him or her to do.

Passive trusts are often set up for the sole purpose of hiding the ownership of the property.









Domestic Asset Protection Trusts (DAPTs).

A DAPT is a specialized, irrevocable trust that allows the settlor to be a beneficiary and still exercise some control.

A DAPT is primarily used to shield assets from creditors, ex-spouses, etc.

You are not likely to see a DAPT unless dealing with a very sophisticated (read wealthy) customer, with substantial assets.



Problem 6: Trust Property Held Jointly

Paul had a living trust created. He deeded his property to his brother John, as trustee of the Paul Trust, and his sister Mary, as joint tenants with full rights of survivorship.

What's wrong with that??.....



A court would probably find them to be tenants in common, with a 50% interest each. Tenants Common OLD REPUBLIC TITLE **Certificates of Trust** There used to be two forms of certificates of trust. MCL 565.431 et. seq. was found in the real estate section of the Michigan statutes. MCL 700.7912 et. seq. is found in the Michigan Trust Code section of Michigan statutes. OLD REPUBLIC TITLE The main difference between the two was that a trust code certificate of trust could be signed by a successor trustee. The real estate certificate of trust could not. That forced successor trustees to hire a lawyer to draft and sign a certificate of trust if one was needed. OLD REPUBLIC TITLE

MCL 700.7912 et. seq. Trust Code Certificate of Trust

- 1.The name of the trust and the date of the trust instrument and any amendments.
- 2. The name and address of the currently acting trustee.
- $\ensuremath{\mathsf{3.The}}$ powers of the trustee relating to the purposes for which the certificate is being offered.
- 4.The revocability or irrevocability of the trust and the identity of any person holding a power to revoke the trust.
- 5.The authority of co-trustees to sign or otherwise authenticate and whether all or less than all are required in order to exercise powers of the trustee.



A purchaser who relies on a certificate of trust is considered a *bona fide* purchaser.



That is important!



Is it necessary to record a certificate of trust?

What About Land Title Standard 8.3?

A DEED BY A TRUSTEE UNDER A TRUST WHOSE NECESSARY TERMS ARE EXPRESSED IN THE INSTRUMENT CREATING THE TRUSTEE'S ESTATE DOES NOT VEST MARKETABLE TITLE OF RECORD IN THE GRANTEE UNLESS THE INSTRUMENT CONTAINING THE TRUST TERMS OR A CERTIFICATE OF TRUST EXISTENCE AND AUTHORITY COMPLYING WITH THE REQUIREMENTS OF ACT 133 OF THE MICHIGAN PUBLIC ACTS OF 1991 (A) IS OF PUBLIC RECORD, (B) ESTABLISHES A VALID TRUST AND (C) CONTAINS A VALID AUTHORITY FOR THE CONVEYANCE.



But what does that even mean????	
Despite the reputation of the Land	
Title Standards as authoritative,	
there is no known support for the	
statement that title is not	
marketable if a certificate of trust is not recorded.	
MCL 565.431 An instrument conveying, encumbering, or otherwise affecting an interest in real	
property, executed pursuant to an express trust, may be accompanied either by a copy of the trust agreement or by a certificate of trust existence and authority	
copy of the trust agreement or by a certificate of trust existence and authority	
OLD REPUBLIC TITLE	
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Trustees and Dowers of Attorney	
Trustees and Powers of Attorney	-
Not favored. The trustee is a fiduciary chosen to act	
trustee.	
However, when the settlor is the trustee sometimes	
the title company will agree to insure.	
the title company will agree to moure.	-
Be prepared to answer the following questions:	
OLD REPUBLIC TITLE	
No.	
1. Does the trust authorize the trustee to use a	
power of attorney?	
,	
2. Does the power of attorney state that the power	
to act as trustee is being delegated?	
3. Is the trustee making the actual decision to	
sell/mortgage and is the attorney in fact merely carrying out the trustee's wishes,	
merery carrying out the trustee's wishes,	
OR, is the attorney in fact making the decisions?	
,	
OLD REPUBLIC TITLE	







A trustee is a FIDUCIARY under the law. MCL 700.1212 Fiduciary relationship. (1) A fiduciary stands in a position of confidence and trust with respect to each heir, devisee, beneficiary, protected individual, or ward for whom the person is a fiduciary. A fiduciary shall observe the standard of care described in section 7803 and shall discharge all of the duties and obligations of a confidential and fiduciary relationship, including the duties of undivided loyalty; impartiality between heirs, devisees, and beneficiaries; care and prudence in actions; and segregation of assets held in the fiduciary capacity. With respect to investments, a fiduciary shall conform to the Michigan prudent investor rule. OLD REPUBLIC TITLE 700.7803 Impartiality; use of standards of Michigan prudent investor rule. The trustee shall act as would a prudent person in dealing with the property of another, including following the standards of the Michigan prudent investor rule. If the trustee has special skills or is named trustee on the basis of representation of special skills or expertise, the trustee is under a duty to use those skills. OLD REPUBLIC TITLE Self dealing is prohibited—unless the trust itself allows for it. Similarly, gifts by the trustee are prohibited—unless the trust allows it.

What do you think?

Bob is the trustee for his father, John's, living trust. The trust specifically authorizes gifts, but not self dealing. Bob and his half-bothers, Sven and Lars, are not beneficiaries of the trust.

Bob's father goes into a nursing home. Bob deeds the property to himself and his two half-brothers, Sven and Lars. Is the transaction valid?



OLD REPUBLIC TITLE

Probably yes as to Sven and Lars, but no as to Bob. While the trust authorized gifts, as to Bob the transaction was both a gift and self dealing.

Next question....same trust.

Bob wants to buy his father's trust property, and deposit the money into the trust's bank account to take care of his father. Bob has the property appraised by an independent appraiser and pays the trust one dollar more than the appraised amount.



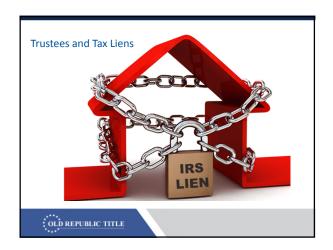
Maybe. But Bob, as trustee, is a fiduciary. Could he have done more? Could he get more money for the property by listing with a competent REALTOR®? If the transaction is challenged, Bob will have to prove that the best interests of the trust were served.

Last question.

The trust specifically states that if John is still in a nursing home six months after going to live there, Bob is authorized to deed the property to himself for one dollar.



Bob finally gets the house!



Problem #1

Richard is trustee of his wife's (Liz) living trust. Richard is not a beneficiary. A federal tax lien is recorded against Richard.



Answer #1.	
The lien does not attach to the trust property.	
There <i>could</i> be a different result if Richard was a beneficiary under the trust. The IRS might be entitled to his share of the proceeds.	
OLD REPUBLIC TITLE	
	-
Problem #2	
Richard is the settlor and beneficiary of his own living trust. A lien is recorded against Richard individually.	
OLD REPUBLIC TITLE	
Answer Problem #2	
The lien attaches!!	
OLD REPUBLIC TITLE	

Things that are "trust-like".



Self-directed IRA's and some types of pension and profit sharing plans can hold title to real estate. These are not state-law trusts, but are creatures of the Internal Revenue Code.

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Nevertheless, we treat them as if they were trusts.

With a self-directed IRA, instead of a trustee, there is a "custodian". The custodian signs all documents, and not the beneficiary (or owner of the IRA). A typical signature line might be:

Equity National Bank, as custodian for Paul Jones IRA, account number 23832

John Smith

By: John Smith Its: Vice President

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By the way,



When dealing with self-directed IRA's and pension and profit sharing plans, it is generally *not* wise to rely on your title company for tax advice.

Generic Wise Man

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Title Issues in Divorce	
DIVORCE	
Pesky issues that create title problems later on.	
OLD REPUBLIC TITLE	
	
True Title Story #1 Tom and Mary owned a house. They both signed the	
250k note and mortgage.	
Mary is awarded the house in the divorce.	
The divorce judgment says that the mortgage on the	
house is Tom's sole responsibility and he indemnifies her from any loss or damage as a result.	
OLD REPUBLIC TITLE	
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Tom stops making payments	
Tom stops making payments and files for bankruptcy.	
The bank forecloses on the house, sells it at foreclosure	
sale, and ultimately sues Mary for a deficiency judgment.	
Is that legal?	

YES!	
The bank was not part of the divorce action and the	-
judgment of divorce has no effect on the rights of the bank.	
BICCONIC	-
BIGBANK -	
OLD REPUBLIC TITLE	
· · ·	·
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Takaaway	
Takeaway:	
<i>✓</i> 3	
Divorces only have an affect on the parties.	
Third parties, such as	
lenders, are unaffected.	
OLD REPUBLIC TITLE	
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True Title Story #2	
Todd and Lisa got married and then divorced. Todd owned the house, which had a value of \$200,000.00.	
The judgment of divorce stated that Lisa got the house, and that Lisa was indebted to	
Todd in the amount of \$100,000.00.	
Lisa was ordered to pay Todd the \$100,000.00 over the following	
three years.	
OLD REPUBLIC TITLE	

Lisa sold the house, left town, and disappeared.

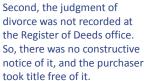


AND....





Todd lost for two reasons. First, the judgment referred to a debt, not a lien.





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Moral of the story:

If you want something to be a lien, call it a lien. Don't leave it up to interpretation, and record the judgment.





True Title Story #3

The real estate was owned by John. Mary was awarded ownership of 2838 Western Circle Drive, which was described in the judgment as "2838 Western Circle Drive".

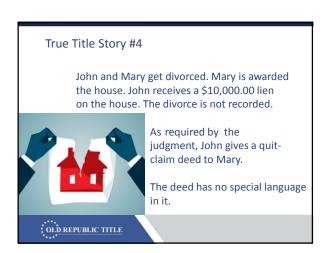
Who owns the acreage and the property on the other side of the driveway? Can John sell it?

Who owns the guest house just North of the main house? Can Mary sell it?











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The quit-claim deed gives up ALL interest that John has in the property, including his lien rights.

A title company may ask to see the unrecorded divorce, to avoid being brought into a lawsuit later on, but is not required to.

Since the judgment is not recorded, and the deed is unrestricted, a purchaser would be a bona-fide purchaser.



So how could John have protected himself?

The deed could have said "subject to a lien in favor of John as stated in the judgment of divorce dated June 1, 2015",

or

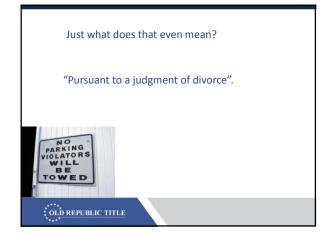


"Subject to a \$10,000.00 lien in favor of the grantor".

But beware of:

"Pursuant to a judgment of divorce".



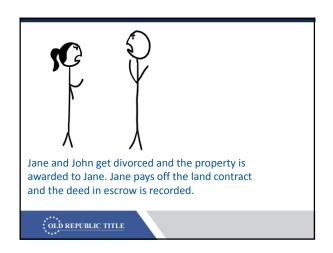


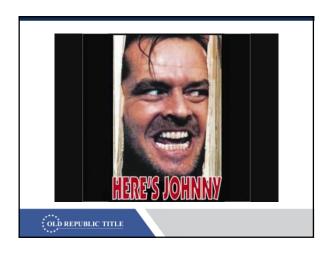




URBAN LEGEND	
But what if the judgment doesn't have language	
about recording the judgment at the register of deeds? That is, the self-actuating language. What if	
one of the parties refuses to sign a deed? I thought that language in the judgment was necessary.	
If the judgment awards the property to someone,	
recording the judgment transfers title. Special language is unnecessary.	
OLD REPUBLIC TITLE	
MCL 565.401	
(1) If a final judgment is rendered in any suit or action at law that affects or relates to the title of real estate, by a	
court with competent jurisdiction, a copy of the judgment, duly certified by the clerk of the court and under the seal of the court, may be received and recorded	
in the office of the register of deeds for the county where the real estate is situated. When recorded, the judgment	
has the same effect as evidence and notice of title as the recording of deeds and other conveyances, and the	
register of deeds is entitled, for the recording of the judgment, to the same fees as for the recording of deeds.	
OLD REPUBLIC TITLE	
True Title Story #5	
(this one happens about once every two weeks)	
(this one happens about once every two weeks)	
How to buy a house John and Jane buy some property on land contract.	
on Land Contract	
OLD REPUBLIC TITLE	







The Trust/Divorce Combo

Brad is getting a divorce from Angie. The property is titled in "Brad and Angie, as trustees of the Brad and Angie Living Trust dated November 3, 1997".



Angle is awarded the property in the divorce.

Problems?

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- Technically, Brad and Angie don't own the property. They own it as trustees of the trust only. Has the property really been awarded to Angie?
- 2. The divorce judgment appears to take the property out of trust. What happens if Angie dies? Does the successor trustee of Angie's trust (if there is one) administer the property or must Angie's estate be probated?





Probate (or Estate) Ownership



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Estates of Inheritance

At English common law there were two estates of inheritance: fee simple and fee tail.

Fee tail ownership only allowed the owner to transfer the property (by deed or will) to his immediate heirs—basically his oldest male child. This was intended to keep the large-feudal tracts of land from being split up. Every subsequent owner would be similarly bound. The property stayed in the family.

A deed for a fee tail estate would typically read "to John Smith, and the heirs of his body".

The fee tail estate in land has been abolished by law. An attempt to create a fee tail results in fee simple.

Fee simple remains as the estate by which nearly everyone holds title.



Fee Simple

At early English common law, a fee simple estate could only be created by specific language. The deed had to say the name of the grantee and then recite "his heirs".

By statute the magic "his heirs" language is no longer necessary to create the estate inheritance called "Fee Simple":

It shall not be necessary to use the words "heirs and assigns of the grantee" to create in the grantee an estate of inheritance; and if it be the intention of the grantor to convey any lesser estate, it shall be so expressed in the deed.

MCL 565.153



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Attributes of Fee Simple

Freely alienable (sellable). Restrictions on its sale are generally void.

Allows the use of the land for any purpose that does not adversely affect neighboring property (subject to government regulation of course).

Includes subsurface rights and the right to sever them.



Fee simple ownership that has no limitations is called "Fee Simple Absolute".



On the death of the owner, title to real estate automatically vests in the heirs of the owner. Even if nothing else is done.



Rut

This ownership by the heirs is subject to right of the personal representative of his or her estate to do something else with the property. Once again, we use the word "Estate", but his time with a different meaning. In the context of dead people and probate proceedings, an "estate" is the total of everything the person owned at the time he or she died. Sometimes this "estate" is called the probate estate or the decedent's estate. OLD REPUBLIC TITLE Probate proceedings provide an orderly way to: 1. Pay debts of the deceased. 2. Orderly distribute the assets of the deceased according to the will or according to law if there is no will. 3. Pay estate taxes, if any. OLD REPUBLIC TITLE When probate proceedings are started, the court will appoint a person to be the "personal representative" of the decedent's estate. The personal representative is given "letters of authority".

> WIS, TREATS, WIS, TREATS, WIS, TREATS, WIS, TREATS, WIS, TREATS, WIS CORE, WIS CORE, WIS CORE, WIS CORE

This document tells you if the personal representative can deal with real estate without court permission.

The personal representative has the task of distributing the deceased's property according to his or her will, or according to the laws.

Like a trustee, a personal representative is a fiduciary and is subject to the gift and self-dealing rules we previously discussed.

Often, the personal representative is also an heir, and must transfer estate property to himself—Expect that such a transaction will get scrutiny and that court permission may be necessary.





OLD REPUBLIC TITLE says:

Thank You!