

Key Private Bank Trust Real Estate Services

Trust real estate holdings are major assets that require specialized expertise. Trust Real Estate Officers are skilled in managing the numerous professional resources essential to the overall investment performance. From lease negotiation to long-term strategy, our mission is to manage our clients' property to realize its maximum potential.

Benefits

Key Private Bank offers property management to its clients as both a solution and convenience:

- Can eliminate need for probate and out-of-state ancillary administration
- No interruption in management in the event of death, incapacity or other unseen circumstances
- Free up your personal time and relieve stress
- Professional property management
- Access to comprehensive Master Insurance Policy providing flood, earthquake, and vacancy coverage
- Key Private Bank team management puts synergies to work for you to manage both real property and other portfolio assets

Discipline

As a national bank, Key Private Bank is uniquely qualified to provide property management services:

- Adherence to fiduciary standards of care
- Comprehensive due diligence process for vendor selection and payment
- Structured, disciplined decision-making
- Oversight of activities by both internal and external examiners
- Formal annual property review procedure
- Real estate officers undertake ongoing internal and external training and education

Capacity

Key Private Bank real estate officers are experienced and capable of managing a wide array of real estate assets:

- Commercial
- Office
- Industrial
- Residential
- Agricultural
- Mineral

Services

Key Private Bank offers its property management services throughout the country:

- Timely payment of utilities, property taxes, insurance, and real estate-related expenses
- Client communication, accounting, and recordkeeping
- Oversee repairs, renovations, and capital improvements
- Rent collection, lease enforcement, and adherence to property obligations
- Facilitate purchase, sale, and leasing of real estate

Experience

Key Private Bank has offered real estate solutions to its clients for decades. We currently have nine full-time real estate officers. Our property professionals are located in six regional offices from coast to coast. Our average real estate officer has more than 28 years of trust banking experience and almost 20 years of property management experience.

Credentials of incumbent real estate officers include the following:

- Certified Property Manager (CPM), Institute of Real Estate Management
- Professional Landman, American Association of Professional Landmen
- Licensed real estate brokers—various states

Key Private Bank



Insurance products are offered through KeyCorp Insurance Agency USA Inc. (KIA). Variable insurance products are securities and are offered through Key Investment Services LLC (KIS), member FINRA/SIPC. KIS and KIA are affiliated with KeyBank National Association (KeyBank). Investment and insurance products made available through KIS and KIA are:

NOT FDIC INSURED • NOT BANK GUARANTEED • MAY LOSE VALUE • NOT A DEPOSIT • NOT INSURED BY ANY FEDERAL OR STATE GOVERNMENT AGENCY

KIS, KIA and KeyBank are separate entities, and when you buy or sell securities and/or insurance products you are doing business with KIS and/or KIA, and not KeyBank. Key.com is a federally registered service mark of KeyCorp. ©2016 KeyCorp. **KeyBank is Member FDIC.** 161122-165792