

# Income Property Sales for Fiduciary Professionals

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Trust Attorneys | Estate Planners  
Probate Counsel | Professional Fiduciaries

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## The Problem I Solve

When a trust, estate, or conservatorship holds income-producing real property in Los Angeles, the disposition process carries stakes that go beyond the transaction itself. The sale price, the process you followed to get there, and the paper trail you kept all become part of the record—potentially subject to review by beneficiaries, co-trustees, or the court.

Most commercial real estate brokers are not set up for this. They market to property owners, not to the professionals who manage dispositions under fiduciary constraints. The result is a gap: you end up doing extra work to ensure the broker's process, documentation, and communication meet the standard your situation requires.

I've built my practice to close that gap. My job is to run a sale process that holds up to scrutiny—so you spend less time managing the broker and more time managing the administration.

## Who I Work With

I work as a resource for fiduciary professionals who need a broker that understands the constraints and documentation requirements of their engagements:

- **Trust & estate attorneys** managing property dispositions as part of trust administration, estate settlement, or trust litigation
- **Probate attorneys** handling court-supervised sales under IAEA or full court confirmation
- **Estate planners & CPAs** advising clients on whether to hold, sell, or exchange inherited or trust-held income property
- **Professional fiduciaries & conservators** responsible for managing and liquidating real property assets on behalf of their clients
- **Partition action attorneys** overseeing court-ordered or negotiated sales of co-owned income property

Whether you have a specific property to discuss or want a standing relationship with a broker you can refer clients to, I'm set up for both.

## What I Bring to Your Engagement

### A Sale Process Built for the Record

Every disposition I handle is run with the assumption that the process will be reviewed. That means competitive exposure to the broadest qualified buyer pool, a documented offer-and-negotiation process, and a clear written record of how the sale price was achieved. You shouldn't have to reconstruct the rationale after the fact—my reporting builds it in real time.

### Court-Ready Valuations

I provide Broker Opinions of Value in a detailed, structured format that includes comparable sales analysis, income capitalization, and submarket context. These are built to support a petition, trust accounting, or beneficiary communication—not as one-page price estimates. If you also need a licensed appraiser, I can coordinate that process and ensure the BOV and appraisal align in methodology.

### Fluency in Your Process

I'm familiar with the procedural requirements you're working within: Notice of Proposed Action timelines, overbid mechanics, Letters Testamentary and Letters of Administration, court confirmation hearing procedures, and the documentation expectations of LA County probate courts. You won't need to brief me on how your process works—I'll adapt to it.

### Reporting You Can Use

I provide regular written marketing updates covering showing activity, buyer inquiries, offers received, and market feedback. These reports are formatted for direct inclusion in fiduciary records. If your engagement has specific reporting requirements—such as periodic updates to a court-appointed referee or co-trustee—I'll match that format.

### Transfer Tax Strategy

Measure ULA's additional transfer taxes at the \$5M and \$10M thresholds can materially impact net proceeds on higher-value assets. I work closely with your tax counsel to evaluate pricing strategy, timing considerations, and structuring options that account for the transfer tax exposure.

### 1031 Exchange Coordination

When a trust or estate intends to defer gain through a 1031 exchange, I coordinate the identification and acquisition of replacement property within the statutory timelines. I also work with DST (Delaware Statutory Trust) sponsors for situations where the trust or beneficiaries want to transition out of active property management while maintaining tax deferral.

## How I Handle Specific Situations

Different engagements have different constraints. Here's how my process adapts to the situations I most commonly handle:

### Trust Administration Sales

I provide the trustee with a formal BOV, develop a marketing plan, run the competitive sale process, and deliver a complete documentation package for the trust accounting. If beneficiaries have questions about pricing or process, I'm available to speak with them directly or provide written summaries the trustee can distribute.

### Probate Sales (IAEA & Court Confirmation)

For IAEA sales, I run a standard competitive marketing process and coordinate with counsel on Notice of Proposed Action timing. For court-confirmed sales, I structure the marketing to attract buyers who understand the overbid process, and I attend the confirmation hearing to manage the bidding if overbids occur.

### Partition Actions

I work with partition attorneys as either a listing broker or as a resource for the court-appointed referee. I provide valuations, market the property, and manage the sale in coordination with the court's timeline. I'm also available to provide BOVs in buyout negotiations between co-owners before a sale becomes necessary.

### Conservatorship Dispositions

I understand the additional scrutiny conservatorship sales receive and structure my process accordingly. Every step is documented with the expectation of court review, and I coordinate directly with the conservator and counsel to ensure the timeline aligns with court scheduling.

### Inherited Property / Step-Up in Basis Situations

When heirs or trustees are evaluating whether to sell shortly after a step-up in basis, I provide a current market valuation, net proceeds analysis, and—if relevant—1031 exchange options. I help the decision-makers understand what the property is worth today so they can make an informed hold-vs-sell decision with their tax advisors.

## Asset Types & Market Coverage

### Property Types I Handle

| Asset Type                            | What I Provide   |
|---------------------------------------|--|
| <b>Apartment Buildings (5+ units)</b> | My primary specialization. Deep knowledge of LA rent control (RSO), submarket pricing, buyer demand by unit count and location, soft-story retrofit implications, and Measure ULA exposure.      |
| <b>Retail Properties</b>              | Valuation and sale of single-tenant and multi-tenant retail, including NNN-leased assets and owner-user opportunities. Tenant credit analysis and lease review as part of the marketing package. |
| <b>Industrial / Warehouse</b>         | Sale of industrial assets including manufacturing, distribution, and flex space. Environmental considerations (Phase I/II) addressed in the marketing and due diligence process.                 |
| <b>Mixed-Use</b>                      | Properties with both residential and commercial components. I prepare separate income analyses for each component to support accurate valuation and buyer underwriting.                          |

### Geographic Coverage

I cover income property sales across Greater Los Angeles, with the deepest concentration in the following submarkets:

- **Westside:** Beverly Hills, Santa Monica, West Hollywood, Culver City, Brentwood, West Los Angeles, Mar Vista, Palms
- **San Fernando Valley:** Sherman Oaks, Encino, Van Nuys, North Hollywood, Studio City, Tarzana, Woodland Hills
- **Central LA & Hollywood:** Hollywood, East Hollywood, Koreatown, Mid-Wilshire, Silver Lake, Echo Park
- **South Bay & beyond:** Available for income property dispositions throughout LA County on a case-by-case basis

## What Working With Me Looks Like

I try to keep the process straightforward and predictable. Here's the typical sequence from initial conversation through close:

### 1. Initial Consultation

You share the basics—property address, ownership structure, any constraints on timing or process. I give you an honest preliminary read on value and marketability. No obligation, no pressure. If it's not the right fit, I'll tell you.

### 2. Broker Opinion of Value

I prepare a detailed, court-ready BOV covering comparable sales, income analysis, and submarket conditions. This is yours to use in your administration regardless of whether we move forward with a listing.

### 3. Marketing Strategy

I present a written marketing plan tailored to the property and the constraints of your engagement. This covers pricing strategy, buyer targeting, exposure channels, timeline, and the documentation I'll produce throughout the process.

### 4. Active Marketing & Offers

The property goes to market. I provide regular activity reports and present all offers in writing with my analysis. You and your client make the decisions—I give you the information and context to make them confidently.

### 5. Escrow & Due Diligence

I manage the transaction through closing: coordinating inspections, tenant estoppels, title clearance, and any court confirmation or exchange requirements. I keep you updated in writing at each milestone.

### 6. Close & Documentation

After recording, I deliver a complete file including marketing summary, offer history, closing documents, and any supporting materials needed for trust accountings or court filings.

#### Accessibility

I'm available by phone, email, or text throughout the engagement. If your client, a beneficiary, a co-trustee, or a referee needs to speak with me directly, I'm happy to do that—it's often the most efficient way to keep things moving.

## About Jason Matatiaho

I'm an income property broker at Lyon Stahl Investment Real Estate, focused exclusively on the sale of apartment buildings and commercial assets across Greater Los Angeles. My practice is built around a straightforward idea: run a clean process, provide honest analysis, and make the transaction as predictable as possible for everyone involved.

I work with private investors, family offices, and—increasingly—with trust attorneys, estate planners, and fiduciary professionals who need a broker that understands the additional layer of diligence and documentation their engagements require. I've handled trust dispositions, probate sales, partition actions, and sales involving co-ownership disputes, inherited properties, and court-supervised transactions.

I'm also deeply familiar with the regulatory and tax landscape specific to Los Angeles income property: RSO rent control, Measure ULA transfer taxes, soft-story retrofit requirements, 1031 exchanges, and step-up in basis planning. This isn't theoretical—it's what I deal with on every transaction.

### Let's Talk

If you have a property situation to discuss—or just want to establish a relationship for future referrals—I'm happy to connect. No pitch, no obligation. Call, email, or text anytime.

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