



COMMON MISTAKES IN PROBATE ESTATE SALES THAT CAN BE EASILY AVOIDED!!

1. **Your Realtor should be a Certified Probate Specialist;**
2. There are Local & State Court rules that must be followed during the sale of a Probate property. Make sure your Realtor knows the Rules;
3. Broker's Commissions are regulated by the Court & can NOT exceed 5%; **We only charge 4% ☺**
4. Your Realtor will need to obtain a **Title Report** for you & start working on clearing any problems with Title, liens, judgements, etc.
5. Your Realtor may need to **Evict** anyone on the property, including hostile family members, tenants, squatters....
6. Your Realtor may need to contact the mortgage company or any other lien holder & stop **"Notice of Default" or "Foreclosure" status**; If there is a **Reverse Mortgage** on the home, you must make sure you pay the Property Taxes and Insurance or else they will accelerate foreclosure; If the home is **worth less than what is owed**, we can get you cash for keys;
7. Be careful **of "Predatory Investors!"** They will take advantage of you and make tons. Call us for a **FREE** Market Analysis before you sell.
8. Your Realtor needs to be able to work with the "Referee" appraiser, your attorney, the Courts, the current buyer & any other buyers who show up during the Court Overbid hearing to purchase the probate property at the **overbid hearing**. Your Realtor may need to go to Court & present information to the Judge concerning the properties condition, the buyer's qualifications, the Referee's appraisal, & anything else the Judge may want to know or done;
9. Local Court Rules state the property is to be **sold As-Is; no repairs, no warranties**. Seller is only required to have water heater strapped & CO detectors. It is better for the heirs to sell the home through Probate. If you put the home in your name & then sell it, it is no longer subject to the Probate Rules. **The heirs may suffer tax consequences, have to do repairs to the home, & pay higher commissions which they would not have to do if they sold the home through Probate.**
10. Your Realtor must be able **to obtain an offer of at least 90% of the appraised value;**
11. **It is a proven fact that Realtors sell the home for 20% - 40% higher than selling through your attorney's office or a private investor.** You have the right under California law to select any realtor you desire. You are not obligated to settle for any realtor chosen by your probate attorney. If you prefer a private realtor, we are here to help. We specialize in guiding you through the entire probate process, not just the sale of your loved-one's real estate. And you will enjoy personal, one-on-one service throughout the process.
12. You did NOT call us for help in your Real Estate Probate Transaction!!!! **We do all of the above & more. We only charge 4% flat rate commission ☺**

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