

“A Sale is a Sale is a Sale”NOT

When it comes to the sale or purchase of real property through probate, trust or conservatorship, “a sale is a sale is a sale” ***does not apply***. While sellers, buyers and even some real estate agents may believe that there’s not much difference between a ‘regular’ sale and a probate sale, The Sanborn Team knows that the differences are significant and, when overlooked, potentially costly.

Here’s an example:

In California, probate and trust properties are sold ***as-is***. The term doesn’t allow a lot of room for interpretation. *As-is* means that trash can be removed, the rooms can be swept, the lawn mowed (if there is one), but that’s just about it. No repairs, no quick coats of paint, no replacements of broken windows, no patches to the damaged roof. AS IS. Period.

Recently, when looking for an agent to represent the sale of a real property through probate, the seller interviewed The Sanborn Team as well as the real estate agent who specialized in the neighborhood. The local agent had a great track record and the seller thought that would benefit the transaction. In a standard sale, it would.

When the seller came to talk with The Sanborn Team and we discussed the requirement to sell the property as-is, the seller was very surprised because the neighborhood agent had advised all sorts of repairs, updates and even staging for the property. Not only would those changes have been costly to the client, but also may disqualify for an “as is” sale!

When it comes to the sale or purchase of real property through probate, trust or conservatorship, **experience and technical expertise matter**. The Sanborn Team has more than 30 years working with probate and estate attorneys, fiduciaries, accountants, trustees, administrators, conservators and a dynamic network of cooperating agents to provide critical knowledge and personable service to clients throughout California.

Contact us at 310-777-2858.

No excuses. Just great service.