

A BIT OF WHAT WE DO

- Work closely with attorneys, trustees, fiduciaries and other representatives, to assure that the transaction is handled professionally to meet their expectations.
- Provide detailed information on all comparable sales in the area.
- Arrange 24-hour access for agents to show the property to prospective buyers (except for occupied and multi-unit properties).
- Counsel agents and prospective buyers on the offer process and all aspects of the real property transaction.
- Promote word-of-mouth marketing by sharing listing information with skilled agents in the area and with past clients so they can pass along the information to their friends, family and associates.
- Handle offers and all subsequent paperwork.
- Attend court proceedings (if needed).
- Open escrow and manage progress to conclusion.
- Ensure closing documentation processed accordingly



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**THE RIGHT
TEAM FOR
YOUR TEAM**

Dynamic Solutions For a Dynamic Environment

WHAT WE BRING TO THE TABLE

- Knowledgeable handling of the offer process and subsequent paperwork
- Understandable counseling of agents and prospective buyers
- Decades of experience with probate, trust and conservatorship

When a probate or trust calls for the sale of real property, one of your most valuable allies is a knowledgeable real estate team. Your team can provide you with information about market conditions, pricing and strategies. An experienced team can also help you, and your clients, to understand the transaction - and to get the terms you want and need. Free of the emotional ties that sometimes complicate decision-making, a skilled team can save you time, money and headaches and support you as you make important choices during the transaction.

WHAT TO LOOK FOR

- Your team should be up to date on local and regional markets and experienced in meeting the requirements of the court.
- Your team needs an established network of qualified, trained associates throughout the region who can assist with properties beyond local neighborhoods.
- A qualified team will make sure that you have the most current contract documentation and disclosure forms for real property transactions.
- Your team should be able to provide straightforward explanations in non-technical terms to lawyers, accountants, trustees, administrators, conservators and, of course, clients.
- Your team should be available whenever you have a question - by office phone, cell phone, pager, voicemail, e-mail - and prepared to respond promptly.
- Look for a team who is trusted by your professional colleagues. Successful real estate teams are full-time professionals and, like doctors and lawyers, develop long-lasting relationships with their clients. The time you invest now in your selection could yield a friend and

Probate real estate sales are complicated legal matters and most real estate agents are not experienced or well-versed in the process. It makes sense to choose an agent who specializes in probate and trust real estate, and who understands the intricacies of pricing, marketing and presenting such properties. We represent your interests throughout the transaction; being able to understand and explain the process is essential.

Have any questions? We're always available to answer them. The Brass Team has more than 40 years of experience with probate and trust sales of real property. We are sensitive to the need for confidentiality, clear thinking, timely explanations, aggressive marketing, astute negotiations and, in many cases, quick sales.