Costly Mistakes that Representatives and Trustees Make When Selling Real Estate

(AND HOW TO AVOID THEM)

Fiduciary Notice

Managing an estate, probate property, or living trust real estate in the San Gabriel Valley or Northeast Los Angeles comes with strict legal responsibilities and financial risks. Avoid these seven common pitfalls to protect beneficiary value and streamline estate administration.

MISTAKE 1 Rushing into repairs before checking estate guidelines.

The Fix: Over-improving an inherited home rarely yields a 1:1 return. Focus only on high-ROI touch-ups or sell as-is depending on trust requirements and fiduciary obligations.

MISTAKE 2 Accepting a fast "investor cash offer" below true market potential.

The Fix: Off-market investors target probate leads to acquire homes at 60-70% of market value. A targeted, non-invasive marketing strategy often yields multiple competitive offers even for extreme fixers.

MISTAKE 3 Miscalculating the timeline for probate court confirmation.

The Fix: Failing to align real estate listings with probate court milestones leads to lapsed buyer contingencies and broken escrow deals.

MISTAKE 4 Failing to secure full buy-in from co-beneficiaries early.

The Fix: Establish written alignment on pricing strategy and target proceeds before placing the property on the market to prevent costly family disputes.

MISTAKE 5 Overlooking California Proposition 19 tax implications.

The Fix: Tax laws regarding inherited real estate changed dramatically with Prop 19. Consult with your legal/tax team and real estate advisor before changing title or structure.

MISTAKE 6 Leaving the home vulnerable or uninsured.

The Fix: Vacant property insurance is critical. Unoccupied homes in the San Gabriel Valley and NELA face higher risks of vandalism, maintenance leaks, and code compliance issues.

MISTAKE 7 Hiring a traditional agent without probate certification.

The Fix: Probate and trust transactions require specific documentation, court protocols, and fiduciary expertise. Standard sales tactics can cause major legal delays.

"Ralph brought structure and calm to an overwhelming process. When managing our family estate, we didn't know whether to fix the property, sell to an investor, or list traditionally. Ralph laid out every financial scenario clearly without any sales pitch."

— SGV & NELA ESTATE PERSONAL REPRESENTATIVE

Confidential Fiduciary Guide Prepared for SGV & Northeast Los Angeles Homeowners, Executors & Trustees

Call (626) 482-1481