

**How to Write a Great Offer – 1208 N SAINT MARYS CT, LONG BEACH, CA 90813-3330
APN: 7274-001-033**

Dear Agents,

Thank you for your interest in this exceptional Long Beach property.

Occupants should be moving out on or before 9-1-2026

We're in a competitive market where thoughtfully prepared offers make all the difference. Below are helpful guidelines to increase the chances of your client's offer standing out. Seller will consider concessions (buyer commission), based on the offer price.

This property may only qualify for a cash sale as it will not currently qualify for financing in its present condition and renovations are needed.

Probate sale with full authority. (no court confirmation needed)

Property Owner: The Estate of Roberto Flores

Administrator (full authority) Miguel Angel Hernandez Segoviano

Probate Case # 25STPB05196

Target Escrow Period: 30 days

Possession: Close of Escrow

Earnest Money Deposit: 3% – Requested

Seller's Choice of Services (Please Do Not Request Substitutions):

- **Escrow:** Prominent Escrow
 - **Title:** Stewart Title – Victoria Bowling
 - **Home Warranty:** None as home will not qualify.
 - **NHD Report:** "Property ID"
 - **Inspections:** Seller to receive a copy of any and all inspections, asap once completed.
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Additional Offer Guidelines:

- **Cross Qualification May Be Requested:**
Nancy Ibarra 714-625-1298

- **Recommended Contingency Periods:**

- 15 day Notice of Proposed Action (NOPA), sent out by attorney after all constancies have been removed and deposit is in escrow. We do not anticipate any objections or issues closing escrow.
- Inspections: 17 Days
- Appraisal: NA (none) unless it's a renovation investment loan - 17 Days
- Loan: NA (none) unless it's a renovation investment loan - 17 Days
- **All-Cash Offers Preferred and may be needed to close escrow.**

- **The Property is Sold "AS-IS"**

- No repairs will be made.
- Do not request seller-paid repairs.
- Property needs a complete makeover but if you have a renovation crew, you can maybe do it for \$80,000.

- **Avoid These Common Offer Recommendations:**

- Please make it easy for the seller to receive and to potentially accept. The more work I have to do in a seller counter, the longer the response and potential acceptance will take.
- Please include me and my broker's information: Erik Kaiser DRE#01111620, RE/MAX TerraSol #01451217. RPA pg 16. Check Box: "Entity Sellers"

Seller to be an estate: "The Estate of Roberto Flores"

Authorized Signer (Administrator): Miguel Angel Hernandez Segoviano

- List his name on each spot on (b) (3). "Miguel Angel Hernandez Segoviano"
- Estate name goes on line # (5). D: Seller is the: "The Estate of Roberto Flores". Also list the probate case number: "Case # 25STPB05196"
- Authority – No court confirmation required. Treated as a traditional sale for the most part.

Seller shall return and include the entire agreement with any response.

Seller Counter Offer (C.A.R. Form SCO or SMCO)

Back-Up Offer Addendum (C.A.R. Form BUO)

Entity Sellers: (Note: If this paragraph is completed, a Representative Capacity Signature Disclosure form (C.A.R. Form RCSD) is not required for the Legally Authorized Signers designated below.)

(1) One or more Sellers is a trust, corporation, LLC, probate estate, partnership, holding a power of attorney or other entity.

(2) This Agreement is being Signed by a Legally Authorized Signer in a representative capacity and not in an individual capacity. See **paragraph 28** for additional terms.

(3) The name(s) of the Legally Authorized Signer(s) is/are: _____

(4) If a trust, identify Seller as trustee(s) of the trust or by simplified trust name (ex. John Doe, co-trustee, Jane Doe, co-trustee or Doe Revocable Family Trust).

(5) If the entity is a trust or under probate, the following is the full name of the trust or probate case, including case #: _____

C. The RPA has 16 pages. Seller acknowledges receipt of, and has read and understands, every page and all attachments that make up the Agreement.

D. SELLER SIGNATURE(S):

(Signature) By, _____ Date: _____

Printed name of SELLER: _____

Printed Name of Legally Authorized Signer: _____ Title, if applicable, _____

(Signature) By, _____ Date: _____

Printed name of SELLER: _____

Printed Name of Legally Authorized Signer: _____ Title, if applicable, _____

IF MORE THAN TWO SIGNERS, USE Additional Signature Addendum (C.A.R. Form ASA).

- Include the PA-PA and PA form (Probate Addendum Purchase Agreement, Probate Advisory) – Please make sure to check the boxes on RPA page: 4: (PA-PA, PA) and provide the form as well with the RPA.

Important Offer Notes:

- Write Your Best Offer First – Seller May Not Counter.
- Do Not Contact Listing Agent Asking, “What Will It Take.”
- Please Allow a Minimum of 3 Days for Seller Response.
- OFFER DEADLINE: TBD – Subject to Market Activity

Offer Submission Instructions:

Submit your **complete offer package** as **1 PDF** **le if possible**, including:

- Signed RPA, PA-PA, PA
- Proof of Funds
- Lender or POF (dated within the last 25 days)
- Any additional supporting documentation needed
- Entity Purchase Documentation Needed – See supplements for title required docs for entity purchases e.g. LLC buyers

- Sellers only care about the highest and best offer

Email all offers to:


 Erik Kaiser – erikfkaiser@gmail.com / 949-244-8394

Listing Agent:

Erik Kaiser

RE/MAX TerraSol

DRE #01111620

 Call/Text: 949-244-8394

 Email: erikfkaiser@gmail.com

Office Hours for Offer Inquiries: 9 AM – 6 PM Daily

RE/MAX TerraSol: 21230 Beach Blvd. Huntington Beach CA 92648 / (949) 244-8394