



# GERMANTOWN ESTATE: EXCEEDING EXPECTATIONS

**Trusted  
Estate Partners™**  
THE HOUSE AND EVERYTHING IN IT

Estate Cleared Out, Sold and Settled in 71 Days – Netting Our Client 30% More Than Expected!

**Subject Property:**  
Gaithersburg, MD

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*Can't say thank you enough to Amy and Andy at Trusted Estate Partners. When my sister-in-law passed away unexpectedly last November we were faced with sorting out a life that was in total chaos. As we live 4 hours away, it was a daunting task. We had to wade through mountains of debris in her home to just find pertinent papers that we needed as the Executor, as well as trying to clean out and get the townhome ready to sell. Trusted Estate Partners was recommended to me by the lawyer we engaged to facilitate the probate process. Without this recommendation we wouldn't have known where to turn.*

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## Background

The Estate consisted of an early 80's "Contemporary Style" townhouse with only one bedroom – a quirky loft with a large outdated bathroom. Lots of personal property, nearing a hoarding situation, held little to no monetary value. The Executor did not want to keep any of the decedent's belongings. Her sole interest was to sell whatever personal property could be sold, clear the rest, and sell the real property quickly to pay off the mortgage. Trusted Estate Partners focus:

- Determine which of the personal belongings could be sold;
- Arrange for distribution, and sale of personal property;
- Coordinate disposal of remaining personal property; and
- Sell the house "as-is," at the highest price possible, in the shortest amount of time.

## Challenges

The family had to travel four hours each way to complete the daunting task of sorting through personal belongings. They had the added burden of paying for hotel rooms and meals, compounded by the fact that the Estate had very limited funds. And, there was an existing mortgage on the property for which the family had been paying with no guarantee of recouping their money. They faced serious complications and realities:

- The selling season was coming to an end;
- The property was functionally obsolete; and
- They needed the property sale to exceed the existing mortgage.



## About Trusted Estate Partners

Trusted Estate Partners provides complete estate liquidation services to attorneys, trustees, PRs, and families facing estate settlement, downsizing and other life transitions. From our perspective, the Client experience is what matters most. Because each situation is different, we customize the logistics plan to meet each Client's needs and goals. Not only do we take care of "the house and everything in it," we take care of the Client and what matters most to them.

*"Amy and Andy walked us through the process and took care of every issue, since we lived so far away. They marketed the home, finished the clean-up and got the home ready to auction. They helped us determine that an auction was the best choice in our circumstances. When the house went to auction, it actually sold for far more than we could have hoped for. We were able to handle all paperwork by email and phone thus eliminating yet another trip up there for us. The whole process went more smoothly than we could have imagined. Many kudos and heartfelt thanks to Trusted Estate Partners! -- Dana Evans"*

## Logistics

After assessing the situation and needs, Trusted Estate Partners created a Personalized Plan with an aggressive timeline to have the house cleaned out and ready to market as soon as possible. With the Plan in place, they assembled the appropriate alliance partner team and supervised all of the work to ensure that the Client did not have to make any further trips.

Trusted Estate Partners' handling of the logistics not only enabled the Client to step away, but also eliminated their "overwhelming stress" and, ultimately, reduced the time to liquidation of both the personal property and sale of the house.

## Results

Using specialized tools including a proprietary analytical model and in-depth market evaluation system, Trusted Estate Partners assessed the feasibility of every sale option for the house. Factoring in the existing mortgage, holding costs, relevant market statistics, and the need to sell quickly, it was determined that the property should be auctioned "as-is where-is," including all of the remaining contents.

Benefits to Client and Estate:

- House was sold in "as-is" condition, with remaining personal property, in only 10 weeks; and
- The Estate netted **\$31,400.00** more than the reserve price and the mortgage balance (without the Client having to pay realtor commissions or closing costs).