How to Write the Winning Offer

Dear Agents,

Thank you for your interest in this exceptional Mira Mesa property. We're in a competitive market where thoughtfully prepared offers make all the difference.

No death in home. Owner did not pass away in house.

Alarm on house: Call or text agent for access code: 949-244-8394. The code will also show up in the Sentri app once the box is opened.

Below are helpful guidelines to increase the chances of your client's offer standing out:

Property Owner: THE ESTATE OF THERESA ANNE DRURY

Title Action Attorney: Robert Daniels Esq. 760-781-3464. Okay to call with questions.

Target Escrow Period: 180 days or sooner

Possession: Close of Escrow

Earnest Money Deposit: 3% Minimum – Requested but not required

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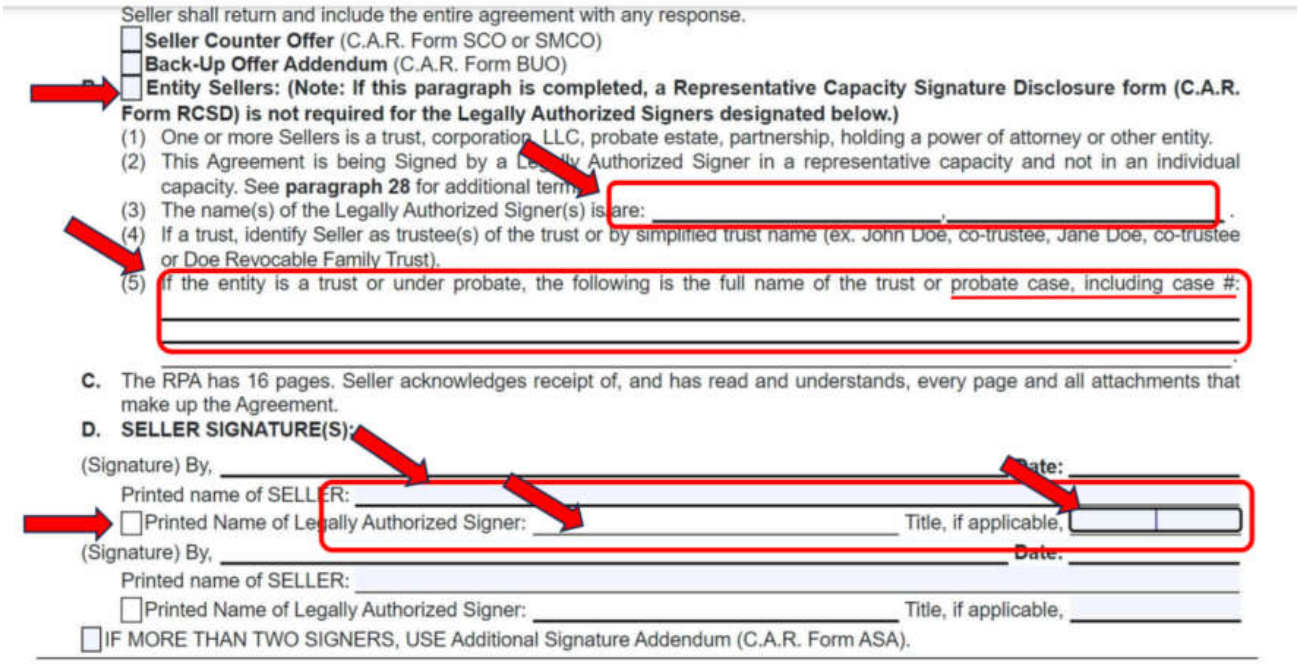
Seller's Choice of Services (Please Do Not Request Substitutions):

- **Escrow:** Prominent Escrow
- **Title:** First American Title – Halley Packard
- **Home Warranty:** "First American – CRES" Rosie Poole (949) 400-7789
- **NHD Report:** "Property ID – NHD"

Additional Offer Guidelines:

- **Cross Quali cation May Be Requested:**
  Scott Evans, Team Evans - Tel (619) 723-7289 / Scott.Evans@ccm.com
- https://crosscountrymortgage.com/san-diego-ca-4018/scott-evans/
  Note: No obligation to use cross country mortgage
- **Recommended Contingency Periods:**
  - Inspections: 10 Days
  - Appraisal: 12 Days
  - Loan / Title: 6 months or less

- **The Property is Sold "AS-IS"**
    - No repairs will be made. Seller of course would most likely entertain anything related to major components but will prefer not to be nickel and dimed.
    - Do not request seller-paid repairs.
    - Home is **turnkey and move-in ready**.
- **Avoid These Common Offer Mistakes:**
    - Fill out all loan information, including max interest rates. Like we were trained to do 20 years ago.
    - Please do not include requests for repairs, credits, or additional seller costs.
    - If you could, please make sure the offer is completed to make it easy for the seller to receive, review and to potentially accept. Please include me and my broker information: Erik Kaiser DRE#01111620, RE/MAX TerraSol #01451217.
    - RPA pg 16. Check Box: "Entity Sellers"
        - **Seller to be:** "THE ESTATE OF THERESA ANNE DRURY.",
        - **Legally Authorized Signer** "WAYNE T. DRURY, Administrator". Case# 25PE000958C. Full Authority – No court con rmation required. Treated as a traditional sale for the most part. *See title action that will take a few months to complete. This should be a contingency for "clear title".


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 – Please make sure to check the boxes on RPA page: 4: (4-a, 4-b)
    - OTHER TERMS: Please feel free to list "Offer subject to NOPA 15 day waiting period and no objections".

- Typically sent by attorney after inspection contingency is removed. Explanations: please ask your broker or google this before you call me. 😊

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**

Please include the following as well in "other remarks" per attorney request:

"Buyer acknowledges and/or agrees to the following terms:

This is an exempt seller Probate Sale.

Seller is the duly appointed administrator of the Estate of Theresa Anne Drury, Superior Court of California, County of San Diego, Probate Case No. 25PE000958C, and holds full authority to convey the Property. Seller discloses that a deed recorded outside the chain of title, Document No. 2025-0235314, has been recorded against the Property. Seller cannot represent, warrant, or guarantee that any title insurance carrier will issue a policy insuring Buyer's interest prior to entry of a nal judgment in the quiet title action. Seller has commenced a quiet title action in the Superior Court of California, County of San Diego, Case No. 25CU58229C, to extinguish Document No. 2025-0235314 and establish clear title. Seller estimates entry of judgment to be in approximately six months, but cannot guarantee, warrant or assure Buyer of this timeline. Any delay in closing attributable solely to the pendency of the quiet title action shall not constitute a default by Seller.

No Representation or Warranty: The property is sold "as-is, where-is," with all faults and without any representation or warranty of any kind, express or implied, by the Seller or the Seller's representative.

This includes, but is not limited to, representations or warranties concerning:

Condition of the Earth or Soil: The condition, suitability, or stability of the earth, soil, or other subsurface conditions underlying the property for the Buyer's intended future use.
Physical Condition: The condition of the roof, foundation, or any structural or non-structural component of any improvements located on the property.
Suitability for Use: The condition, suitability, or tness of any improvements on the property for occupancy, habitation, or other intended use by the Buyer.
Utilities and Systems: The operability or condition of any utility systems, appliances, plumbing, electrical, HVAC systems, or other mechanical components on the property.

Survey or Title Matters: The accuracy of any survey, plat, boundary, legal description, or title matters related to the property, including any encroachments, easements, or encumbrances.

The Buyer acknowledges and agrees that the Seller will not perform or cause to be performed any repair, replacement, or rehabilitation work related to the property, nor will the Seller remediate any existing or future conditions of the property.

The Buyer further acknowledges that they are relying solely on their own inspections, evaluations, and investigations of the property and that neither the Seller, as a duciary acting within applicable probate laws, nor their representatives have made, nor shall they make, any representations or warranties as to the condition, suitability, or tness of the property for any particular use or purpose"

I do believe that there are few windows that will need to be replaced (2 in living room, 2 in family room) which would amount to about $3,500 but nothing immediately. They are foggy etc.

Offer Submission Instructions:

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

- Signed RPA
- Proof of Funds
- Lender Pre-Approval
- Any additional supporting documentation needed
- No love letters please, highest and best will win
- No blind offers

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