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MICHELLE PRICE
REALTY GROUP

A REAL ESTATE RESOURCE

For Legal Professionals

Divorce · Probate · Trust and Estate

Court-adjacent sales managed with fiduciary precision and documented results.

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Recent Results

A representative sample of matters managed across practice areas.

DIVORCE SALE · THOUSAND OAKS

191 days → 13 days

A property had been listed for 191 days under a court-appointed agent without selling. We repositioned the home, reestablished structured communication across all parties and their counsel, and sold it in 13 days at strong market value. The opposing counsel on that matter later referred a new client directly, based on how the process was managed.

RESIDENTIAL SALE · WESTLAKE VILLAGE

\$325,000 over list price

1938 Stonesgate Street sold in 10 days with multiple offers at \$2,100,000. The outcome followed a deliberate launch strategy: precise positioning, elevated marketing, and a timed open house designed to generate early competitive interest.

TRUST SALE · LAKE SHERWOOD

6 days to escrow · 97% of list

A \$2.5 million trust property came to us with significant deferred maintenance. Before any work began, we audited every proposed improvement for ROI and fiduciary appropriateness, protecting the trustee from unnecessary expense. The property went into escrow in 6 days at 97% of list price.

WORKING WITH US

What Attorneys Can Expect

A consistent standard across every referral, every matter, every client.

Same-day response. Every inquiry from an attorney or referred client is acknowledged the same business day.

Pricing documentation built to hold. Whether it must withstand beneficiary review, opposing counsel scrutiny, or court examination, we produce it to that standard from the outset.

Vendor coordination handled. Preparation, repairs, staging, and access management are handled by our team.

A neutral, steady presence. Our role is to manage the real estate process without adding friction to the legal matter. We resolve issues at the transaction level.

A client experience that reflects well on the introduction. Every referred client is treated as a reflection of the trust behind the referral.

FROM A REFERRING ATTORNEY

“I am a divorce attorney in Agoura Hills. I have used Michelle in several of my high-conflict cases. Michelle is a professional in every aspect of the word. Not only does she find creative ways to get it done and maximize value, but she also makes everyone’s lives easier. Not only do I appreciate her, but I wholeheartedly recommend her.”

— RYAN GOLDS, FAMILY LAW ATTORNEY | AGOURA HILLS, CA

Divorce and Family Law Matters

Neutral, structured, and professionally managed from listing through close.

When property is part of a divorce, the real estate process can either move resolution forward or create friction. That difference comes down to how the agent manages communication, how pricing is documented, and how transaction-level issues are resolved before they return to counsel.

RISK	HOW WE ADDRESS IT
<p>1 Party Misalignment When alignment breaks down across parties, the transaction stalls and re-engages attorney time.</p>	<p>We build independent rapport with all parties from the outset and restore alignment at the transaction level before it returns to counsel.</p>
<p>2 Opposing Counsel Dynamics Adversarial posture between counsel can bleed into transaction decisions, turning property matters into extensions of the litigation.</p>	<p>We engage opposing counsel directly as a neutral when needed, keeping property decisions in their proper lane.</p>
<p>3 Communication Gaps Inconsistent information breeds suspicion. Unresolved questions migrate back to counsel as workload that should have stayed at the transaction level.</p>	<p>We communicate proactively and consistently to all parties throughout, so questions are answered before they become grievances.</p>
<p>4 Preparation as Proxy Dispute In high-conflict matters, repair, staging, and pricing decisions become battlegrounds that delay listing and erode proceeds.</p>	<p>We present data-driven preparation recommendations with documented market rationale, removing the subjective element that fuels disagreement.</p>
<p>5 Pricing Without Defensible Support Unsupported pricing invites dispute and can be challenged in settlement negotiations or court.</p>	<p>Our team brings 20+ years of institutional valuation experience at Countrywide Financial, Bank of America, and Auction.com. We produce documentation both parties and counsel can rely on independently.</p>
<p>6 Misreading Deadline Pressure Treating court-mandated timelines the same as party preferences creates compliance failures or distorted decisions.</p>	<p>We distinguish hard legal deadlines from negotiable preferences from day one, building every plan around the former.</p>

Probate Sales

Documentation, process fluency, and pricing discipline from first contact through court confirmation.

Probate sales involve procedural constraints most agents are not equipped to handle. The relationship between the referee valuation, the 90 percent floor, and court confirmation requires pricing expertise and documentation discipline that goes beyond standard market practice.

RISK	HOW WE ADDRESS IT
<p>1 Referee Valuation Too High When the referee valuation exceeds true market value, it creates a pricing problem that extends time on market and increases administration costs.</p>	<p>Our team's 20+ years of institutional valuation experience allows us to engage directly with the referee process with credible, documented support, not just a market opinion.</p>
<p>2 Below-90% Offer, No Documentation When a legitimate offer comes in below 90% of the referee valuation, most agents are not equipped to support the documentation process the court may require.</p>	<p>We can compile condition evidence, market data, and comparable support into a documented case file for the attorney and executor to present to the court.</p>
<p>3 Pricing That Misreads the 90% Floor Pricing only to the market without accounting for the referee valuation creates listings that cannot close or leave proceeds short.</p>	<p>We price relative to both the market and the referee valuation, ensuring the strategy is executable within the procedural constraints of the sale.</p>
<p>4 Executor Left to Source Vendors Executors without reliable resources face delays, cost overruns, and quality issues that reduce proceeds.</p>	<p>We bring a vetted vendor network including movers, packers, contractors, and landscapers, managing scope and cost on the executor's behalf.</p>
<p>5 Condition Not Documented for Court Condition issues that affect price in a traditional sale become evidentiary matters in probate. Undocumented problems create vulnerability.</p>	<p>We document condition thoroughly from the outset, creating a defensible record that supports pricing decisions and protects the executor if questions arise.</p>
<p>6 Multi-Party Communication Breakdown When communication breaks down among executor, counsel, and beneficiaries, disputes and attorney workload follow.</p>	<p>We act as liaison between all parties, providing structured communication so expectations are managed and issues are resolved before they escalate.</p>

Trust and Estate Sales

Fiduciary discipline at every stage. Documented decision rationale from preparation through close.

Trustees are accountable for every preparation decision, vendor cost, and pricing rationale, and that accountability does not end at closing. An agent who treats a trust property like any other listing creates exposure the trustee may not recognize until a beneficiary raises a question.

RISK	HOW WE ADDRESS IT
<p>1 Condition Assessed Through the Wrong Lens Deferred maintenance and dated interiors reduce the buyer pool, extend days on market, and increase administration costs. Most agents assess condition cosmetically.</p>	<p>We assess condition through a fiduciary lens, identifying what affects buyer demand and timeline, not just what looks dated.</p>
<p>2 Preparation Without ROI Discipline Trustees have an obligation to maximize proceeds. Agents who over-prepare waste estate resources. Agents who under-prepare leave money on the table.</p>	<p>We provide data-driven preparation recommendations covering what to do, what to skip, and why, so every decision has a rationale the trustee can stand behind.</p>
<p>3 Vendor Selection Without a Neutral Check When trustees rely on family-recommended vendors without independent oversight, scope and cost can drift beyond what the estate should bear.</p>	<p>We provide independent oversight to ensure scope and cost serve the estate rather than what is simply convenient.</p>
<p>4 Beneficiary Expectations Not Documented Beneficiaries not involved in preparation and pricing decisions frequently object after the fact, creating disputes that require attorney re-engagement.</p>	<p>Documented decision rationale at every stage gives trustees and their counsel a defensible record if beneficiaries raise questions.</p>
<p>5 Pricing Without Defensible Support A trustee's pricing decision may need to be defensible to beneficiaries, co-trustees, or a court. Pricing built only for the market is not built for that standard.</p>	<p>Our team brings 20+ years of institutional valuation experience at Countrywide Financial, Bank of America, and Auction.com. We produce documentation that holds up to beneficiary and court scrutiny.</p>

GETTING STARTED

Reaching Us

A brief email or call is all that is needed.

Share a general overview of the property and circumstances and we will respond the same day, handle the conversation with discretion, and take it from there. Our goal is to make the referral easy and the client feel well cared for from the first contact.

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