

How to protect Real Estate Assets through Divorce and Beyond



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Attaining and protecting the real estate goals of every client is always demanding. However, when the emotional and financial toll of divorce comes into play, the challenges are far more complicated.

That's why Richard Lombari, CEO of Lombari Real Estate Wealth Advisors, became a Real Estate Collaboration Specialist in Divorce (RCS-D™), a Realtor® designation that requires advanced training. He specializes in helping homeowners, before the divorce, by coordinating and streamlining communication with other professionals on their team. This may include a Family Law Attorney, Mediator, Financial Planner, Accountant, and others all working together to provide the caliber of timely, relevant, and accurate information to make informed choices.

Most realtors don't have the background, specific training, or trusted network in areas related to divorce. Consequently, they may not have the right answers to crucial questions. Or even know the right questions to ask their clients at this vulnerable time. Often, they may overlook important strategies. All of those errors can lead to costly mistakes.

"Minimizing my clients' stress levels during and after divorce is a priority for me. Having experienced a divorce myself, I am extremely aware of all the distractions and pressures they are facing. They know

I'm on their side. I provide objective critical guidance and support based on my knowledge, experience, and empathic approach to meeting their financial and emotional needs," says Lombari.

Before deciding whether to keep or sell the family home, as well as other investment properties, many questions need to be addressed ...

- Was the home a premarital asset belonging to one spouse? Or shared property purchased after the marriage?
- What is the condition of the home? Even living in the home, you may not be aware of certain issues. Have termites taken residence in your attic? Has there been structural settling of the home? Have the roof or air conditioning units reached the end of their lifespans?
- Have the taxes, insurance, homeowner association, or utility rates risen beyond your ability to carry them?
- Is this a wise time to downsize to a smaller residence with a lower tax burden? Or time to relocate to another community?

To keep your house for all the right reasons, you need a real estate agent specializing in divorce – an RCS-D™ designee.

As an RCS-D™ Realtor®, Lombari is committed to helping clients navigate the multitude of factors involved in the property division process. He guides them in deciding whether one spouse will retain the house and buy the other spouse out. He addresses how and when repairs and other projects must be completed before listing. He also identifies exploitation and focuses on minimizing delays and other obstacles.

Backed by more than thirty years in the industry, Lombari's goal is to show clients how to avoid legal and financial pitfalls while focused on protecting their credit and other interests in the most efficient and stress-free manner.

Whether your divorce is completed, just beginning, or somewhere in between, Lombari can help you determine your best options now for a stronger financial future.

Lombari holds a Real Estate Broker License in both California and Florida and is a Certified International Property Specialist (CIPS), Certified Residential Specialist (CRS), and a Graduate of the Realtor Institute (GRI). He earned the prestigious designation of Certified Luxury Home Marketing Specialist (CLHMS) and was inducted into the Million Dollar Guild of the Institute of Luxury Home Marketing.

In addition, he has earned Certifications in Real Estate Investing, Advanced Negotiations, Luxury Homes, and Real Estate Collaboration — Divorce and Probate.

Richard Lombari specializes in serving real estate markets as an RS-DS expert in the Westside communities including Beverly Hills, Brentwood, Santa Monica, Pacific Palisades, Malibu, Venice, and Marina del Rey areas.

Learn more about Lombari Real Estate Advisers by visiting: <https://www.lombarirealestateadvisors.com>.

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