SELLING A HOME FROM AN ESTATE OR TRUST

THE REAL ESTATE SIDE, STEP BY STEP



This is for executors, personal representatives and trustees who have a house to sell and an attorney handling the legal side. I work alongside your attorney and keep you both in the loop, so the sale doesn't turn into one more thing you have to manage.

HOW I HANDLE THE SALE

1. **I walk the house first.**
   I see it in person before I say anything about it.
2. **Access and clean-out get handled.**
   My vendors take care of access and the clean-out, working around what you and the family decide to keep, sell or donate.
3. **You get a straight call on prep.**
   As-is, light prep or real updates. I've invested in real estate since 2005, and I only suggest fixing what brings back more than it costs.
4. **Price comes from comparable sales.**
   Recent sales of similar homes set the number.
5. **You see your options side by side.**
   A listing plan, plus cash offers on the house as it sits if you want to compare, each with an estimated net.
6. **You and your attorney get the same update.**
   I keep you both updated, with the same information, through closing.

> **I'm a Realtor, not an attorney. Legal questions stay with your attorney, who will tell you what the court requires before the house can be sold.**

WHAT I NEED FROM YOU

- [ ] Keys, garage codes and anyone else with access
- [ ] Utility accounts and who is paying them
- [ ] Repair issues you already know about
- [ ] Anything the family wants to keep, sell or donate
- [ ] Who has authority to sign, and your attorney's contact information

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Call or text, and tell me where the house is.

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