



THE STEEL CITY AGENT
AMANDA TIHEY | REALTOR®



A COMPASSIONATE GUIDE FOR FAMILIES & EXECUTORS

Selling an Estate Home

What to Know. What to Expect. How to Move Forward.

When a loved one passes, or when health requires a transition to long-term care, the family home often becomes one of the most significant and sensitive matters to resolve. This guide is written for the families and executors who are navigating that process — with clarity, patience, and care.

"There is no right way to feel during this process. There is, however, a right way to handle the home — and I'm here to make sure that part is taken care of with the respect it deserves."

— Amanda Tihey, The Steel City Agent



Amanda Tihey

REALTOR® | Keller Williams Exclusive
The Steel City Agent — Southwestern PA

Handled with patience.
Handled with respect.

Understanding the Situation

Estate sales and end-of-life property transitions come in many forms. Here's how to identify where you are — and what comes next.

If you're reading this, you're likely in the middle of something hard. Maybe you've recently lost a parent. Maybe a family member's health has changed and a move to assisted living or memory care is necessary. Maybe you've been named executor of an estate and aren't quite sure what that means yet. Whatever brought you here — this guide is meant to make at least one part of this easier.

The Most Common Estate Sale Situations



After a Passing

A loved one has passed and the home is part of the estate. The executor — named in the will or appointed by the court — is responsible for managing the sale. This is the most common estate sale scenario and carries both legal responsibilities and deeply personal weight.



Transition to Care

A family member is moving to assisted living, a nursing facility, or memory care. The home may need to be sold to fund ongoing care costs, or the family may be managing the transition while a loved one is still living. This situation requires both urgency and sensitivity.



Planning Ahead

In some cases, a homeowner — while still healthy — is proactively planning for the eventual sale of their home as part of estate planning. This is the least stressful scenario and offers the most flexibility. Getting a professional valuation now can inform financial and legal planning.

Who Is Typically Involved

The Executor or Administrator

The person legally responsible for managing and settling the estate. If there is a will, the executor is named in it. If not, the court appoints an administrator. This person has the legal authority — and responsibility — to sell the home.

Heirs & Beneficiaries

The individuals who will inherit from the estate. They may have opinions about the home, sentimental attachments, or competing interests. The executor has final authority, but managing family dynamics around the family home is one of the most common challenges.

Estate Attorney

Handles the legal side: probate filings, title clearance, and ensuring the sale is properly authorized. Amanda works closely with estate attorneys and can coordinate directly with your legal counsel throughout the process.

The Real Estate Agent

Provides a professional valuation, markets the home, manages showings, and navigates offers — all while working within the timeline and constraints of the estate process. Not every agent has experience with this. Amanda does.

PENNSYLVANIA PROBATE — A BRIEF NOTE

In Pennsylvania, the sale of estate property typically requires the executor to have Letters Testamentary (or Letters of Administration) issued by the Register of Wills. These documents confirm the legal authority to sell. Depending on the estate, probate can take weeks to months. Amanda can begin preparing the home and marketing strategy while probate is in process — so there's no delay once authorization is granted. Your estate attorney will guide the legal timeline; Amanda handles everything on the real estate side.

The Process, Step by Step

A clear roadmap helps when everything else feels uncertain. Here is exactly how an estate sale works — and how Amanda guides you through each stage.

01

Reach Out — Even Before You're Ready

You don't need to have everything figured out to make a first call. In fact, the earlier Amanda is involved, the more she can help — whether that's providing a confidential valuation for the estate attorney, advising on what the home needs before listing, or simply walking through the property with you so you know what you're working with.

Note: There is no cost and no obligation for an initial consultation. Many families call months before they're ready to list.

02

Assess the Home's Condition Honestly

Estate homes are often older, may have deferred maintenance, and haven't been updated in years. That's completely normal — and doesn't have to be a problem. Amanda will walk the property with you and provide a straightforward assessment: what genuinely needs to be addressed, what can be disclosed and priced around, and what's better left for the buyer to handle. She won't oversell repairs or push unnecessary expenses.

Note: Heirs are not required to make repairs. Many estate homes sell 'as-is' — there are buyers specifically looking for these properties.

03

Clear the Home at Your Own Pace

One of the most emotionally heavy tasks in an estate sale is going through a lifetime of belongings. Amanda can connect you with estate sale companies, donation organizations, senior move managers, and junk removal services — all vetted and trusted in the Pittsburgh area. The home doesn't need to be empty to list, but it does need to be presentable. She'll guide you on what matters most.

Note: Estate sale companies can often handle the contents professionally and generate additional proceeds for the estate.

04

Establish the Right Price

Pricing an estate home requires balancing two things: honoring what the property meant to the family, and being realistic about what today's buyers will pay. These are not always the same number. Amanda will provide a thorough Comparative Market Analysis based on current data and help you understand exactly where the home stands in today's market — clearly and without pressure.

Note: If the estate has multiple heirs with different opinions on price, objective market data is the most constructive starting point.

05

List, Show, and Receive Offers

Once the home is ready and probate is cleared, Amanda handles the full marketing process — professional photography, MLS listing, online syndication, and targeted outreach to buyers looking for estate and as-is properties. She coordinates showings around the family's schedule and presents all offers with a clear explanation of terms so the executor can make informed decisions.

Note: Amanda is experienced in presenting offers to executors working with estate attorneys — including the documentation required for estate sales in Pennsylvania.

06

Navigate the Closing

Estate closings require a few additional steps compared to a standard sale — confirmation of executor authority, specific deed language, and sometimes court approval depending on the estate structure. Amanda works proactively with the title company and estate attorney to ensure every document is in order well ahead of closing day, so there are no last-minute surprises.

Note: Proceeds from the sale go to the estate account and are distributed to heirs per the will or court order — not directly to individuals at closing.

Common Challenges — and How to Handle Them

Every estate sale comes with its own complexity. Here are the situations Amanda sees most often — and the practical guidance to navigate them.

Family Members Disagree on Selling

When heirs have different opinions — one wants to keep the home, another needs cash quickly, a third is attached to the memories — it can create real tension. The executor has the legal authority, but Amanda can help by providing objective market data that takes emotion out of the price debate. When everyone has the same facts, decisions become easier.

The Home Hasn't Been Updated in Decades

This is extremely common in estate sales. Older homes with original kitchens, dated bathrooms, and aging systems are simply priced accordingly — and there is a strong buyer pool for them. Amanda will help you understand the as-is market value, identify any repairs that lenders may require, and position the home honestly to attract the right buyers.

Probate Is Taking Longer Than Expected

Pennsylvania probate timelines vary. Amanda uses this time productively — assessing the home, connecting the family with clearout resources, preparing the marketing strategy, and building a buyer pipeline so that when authorization arrives, the listing can go live without delay.

A Family Member Is Living in the Home

Sometimes a sibling, adult child, or other relative is still living in the estate property. This adds complexity to access, condition, and motivation. Amanda navigates this diplomatically, respecting everyone's situation while keeping the transaction moving — and is experienced in working through these dynamics with estate attorneys when needed.

The Home Has Sentimental Items Everywhere

The house still looks — and feels — exactly like someone lived there. That's actually okay for early showings in some cases, but for most buyers, a clearer space helps them visualize the home's potential. Amanda will advise on what to address before photographs and what can wait. She works at the family's pace, not a rigid timeline.

Out-of-State Executors or Heirs

Many executors don't live in Pennsylvania. Amanda manages the entire process remotely when needed — virtual walkthroughs, digital document signing, coordinating with local contractors and estate services, and keeping the executor fully informed without requiring them to fly in for every step. The entire transaction can be handled from anywhere.

The Weight of a Family Home

A family home is rarely just real estate. It's where birthdays were celebrated, where children grew up, where parents aged. The kitchen still smells familiar. The yard still holds evidence of someone's life. Selling it — for whatever reason — is an act of closure, and that deserves to be acknowledged.

Amanda doesn't rush this process. She's worked with families in grief, families in conflict, and families stretched thin across time zones and disagreements. What she's learned is that the families who do best are the ones who give themselves permission to feel what they feel — and then hand the logistics to someone they trust. That's what she's here for.

Resources Amanda Can Connect You With

ESTATE SERVICES

- › Estate sale companies
- › Senior move managers
- › Donation coordination
- › Junk and cleanout services

LEGAL & FINANCIAL

- › Pennsylvania estate attorneys
- › CPAs familiar with estate tax
- › Financial advisors for heirs
- › Title companies with estate experience

HOME PREPARATION

- › Trusted contractors for repairs
- › Cleaning services
- › Landscaping and curb appeal
- › Staging consultation if needed

TAKE THE FIRST STEP — WHEN YOU'RE READY

You Don't Have to Figure This Out Alone.

There is no rush to call, and no pressure when you do. Many families reach out simply to understand what the home might be worth, what the process looks like, and what their options are. That conversation is free, private, and entirely on your timeline.

When you're ready to take the next step — whether that's a valuation, a walkthrough, or just a conversation — Amanda is here. She has helped many Pittsburgh-area families through this process and understands what it takes to handle it with the care it deserves.

Reach Amanda



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What You Can Expect:

- ✓ A private, no-pressure conversation — no obligation to list
- ✓ A confidential home valuation for the estate
- ✓ Honest guidance on condition, pricing, and timeline
- ✓ Direct coordination with your estate attorney
- ✓ Connections to trusted estate sale and cleanout services
- ✓ Full remote management available for out-of-state executors
- ✓ Patience, discretion, and genuine care throughout



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AMANDA TIHEY | KELLER WILLIAMS EXCLUSIVE | SOUTHWESTERN PENNSYLVANIA

Moving you from where you are now... to where you want to be!™

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