



Estate Sale Guide

UNDERSTANDING THE
PROCESS OF ESTATE SALES



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The steps.



- Establish the status of the estate (probate process)
- Identify the executor of the estate
- Hire an agent experienced in estate sale properties
- Sort through the estates personal finances
- Review the home's insurance policy
- Understand the tax implications of selling the property
- Dispense and sort personal property
- Prepare the house for sale
- Follow advice of your experienced estate sales agent and begin the process of sale

Get the advice of the estate attorney before beginning the sale of the property.





The details.

PROBATE

Probate is a court-supervised process that oversees the dispensation of the entire estate—including the sale of the house. This is done so that the proper people are granted the right to and responsibility for the estate, and so that estate debts get paid as part of the process.

EXECUTOR TRUSTEE

A Will, or the probate court, will appoint a personal representative to be the decision maker for the estate. That person typically makes the big decisions, such as what to sell, when to sell and for how much. This is a big responsibility. The executor will normally work closely with the lawyer as well as the family to bring the estate to a close.

COURT

The role of the probate court is to make sure that all estate debts are paid and assets are allocated to the correct beneficiaries. The term probate is used to describe the legal process that manages the assets and liabilities left behind by a recently deceased person. This can take several weeks or months to complete.





The sale.

- Understanding the process of the estate sale is of utmost importance
- Do not confuse this with any other sale of a home. It is not as simple as just listing and selling the home
- There are many factors that can complicate an estate sale
- Be sure that you are adhering to the advice of the attorney handling the estate
- Remove as many personal items from the home as possible
- Vacant homes are often targets of theft - remove all valuables
- Do minor repairs and touchups as needed



Let's get started together!

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