

# YOUR GUIDE TO A probate sale

For those who have lost a loved one, this guide offers step-by-step help to navigate the probate home-selling process with clarity and peace of mind.

DEIDRE WILSON  
& ASSOCIATES  
real



WHEN A LOVED ONE HAS PASSED AND  
YOU INHERIT THEIR ESTATE, YOU'RE LEFT  
WITH A LOT OF QUESTIONS:

"WHAT IF I LIVE FAR  
AWAY?"

"WHAT DO I DO NOW?"

"HOW DOES THIS EVEN  
WORK?"

**MY SPECIALTY** IS IN GUIDING MY CLIENTS  
THROUGH THE PROBATE PROCESS FROM THE  
PERSPECTIVE OF SELLING REAL ESTATE.

LOSING SOMEONE IS AN INCREDIBLY  
DIFFICULT EXPERIENCE, AND NAVIGATING A  
PROBATE REAL ESTATE SALE SHOULDN'T ADD  
TO THAT BURDEN. I'M HERE TO MAKE THIS  
PART OF THE JOURNEY AS SMOOTH AND  
MANAGEABLE AS POSSIBLE.



# Nice to Meet You



## **DEIDRE WILSON, MBA**

**REALTOR®, TEAM LEAD**  
**NVRED # S.0191375**

Losing a loved one is an emotional and challenging time, and having to handle their estate can feel overwhelming. Navigating the probate process, especially when it involves selling a home, adds layers of complexity that require specialized knowledge and a compassionate approach.

My specialty is helping people in this difficult chapter by guiding them through the probate process with understanding and expertise. I'm here to help you manage the details, streamline the steps, and make the process of selling the home(s) as smooth as possible, so you can focus on healing and moving forward.

# The Probate Process at a Glance

1

## FILE FOR PROBATE

- Identify, Interview and Retain a Nevada probate attorney.
- File a Petition to Open Probate and Appoint an Administrator with the court
- Await approval and the Letters of Administration and Notice to Creditors.

2

## INVENTORY THE ESTATE

- The estate administrator will need to compile a list of the estate's assets, including any owned real estate.

3

## APPRAISE THE PROPERTY

- The estate may need a professional property appraisal to establish the market value for sale and tax purposes.





# Preparing the Home for Sale



## ESSENTIAL HOME PREPARATIONS

Always talk to your lawyer and realtor before embarking on improvements to real property. While painting, professional cleaning, decluttering, landscaping, etc. – can help the property to sell faster, not all improvements generate an ROI. So be sure to ask before starting because you don't want to waste time or money.

## PRICING STRATEGY

If the estate required a time of death (TOD) appraisal, then pricing the property has a bit more guard rails. If no appraisal is required, lean on the expertise of your local Realtor. Overpricing probate properties can be very detrimental to the timeliness of the sale and the final sale price.

## HIRING A REALTOR EXPERIENCED IN PROBATE SALES

Probate sales are very unique. You want a Realtor experienced in the detailed nuances of probate, the attorneys involved and the probate court approval process. Time is money!



# Selling the Property

## LISTING THE HOME

My job is to maximize the sales price of the property to ensure the highest amount of money for the estate. I do a walk-through with the court appointed administrator to discuss options for listing as-is and the benefit of changes/improvements prior to going on the market.

## ACCEPTING OFFERS AND COURT APPROVAL

Once an offer (or many) comes in, I review it before presenting to ensure it will meet probate court standards. Once we have an accepted offer in hand, your attorney may file a petition to get onto the probate court calendar for the probate judge's sale approval. Typically court dates are 3-4 weeks from offer acceptance.

## CLOSING THE SALE

Once a sale is approved by the judge then orders are filed and title/escrow can record the sale. Once sale is complete, commission and closing costs are paid and proceeds are held in the probate attorney's escrow account.



# Closing the Estate

## AFTER THE SALE

After the property is sold, the funds are held in the probate attorney's escrow account until the estate is closed.

## EMOTIONAL CLOSURE

Losing a loved one is a very trying and emotional time. My job is to make the property sale as minimally stressful as possible. Take this time to practice a lot of self care – as it is a very emotionally, mentally and physically taxing time to handle the estate of a loved one.

**Thank you for allowing me to be part of this important journey during such a sensitive time. I know that navigating the probate process while handling the emotions of loss is challenging, and I am truly honored to provide the guidance and support you need.**

**If you have any questions or concerns along the way, please don't hesitate to reach out. I'm here to make this experience as seamless as possible, and I look forward to helping you every step of the way.**





# Client Reviews



**Lauren Rae**

Local Guide • 25 reviews • 2 photos



★★★★★ 20 weeks ago

Deidre is a kind soul and absolutely wonderful realtor. She helped sell my grandpa's home after he passed and handled everything perfectly. Not once did I feel stressed out or worried. She's smart, extremely efficient and the sell was super quick with a great outcome! I would highly recommend every single time!!! Thank you Deidre for your help and for always being so kind. We appreciate you!!!



**Jenny Crownover**

3 reviews • 0 photos



★★★★★ Mar 25, 2023

I was very happy working with Deidre. From day one she managed the process of selling an inherited condo with ease for me. We met briefly in person before I returned to California. She assisted coordinating painters/repair people for me since I was from out of state. I believe the condo was priced well. It likely would have sold sooner had I not listed it during the holidays. I thought to move the condo I may need to buy all new appliances or replace the bathroom flooring but she assured me there was no need to put money into the property when it would sell without it.



**Deidre Wilson, Vegas Realtor®**

Owner

May 7, 2023

Thank you Jenny for your trust and business. I'm so glad for you and your siblings that we could quickly and successfully close this chapter in Las Vegas. Grateful for clients like you!



**Nat Wolfe**

1 review • 0 photos

★★★★★ 4 weeks ago **NEW**

Deidre was recommended to us by another realtor as a realtor experienced in the Vegas area since we are from out of town. Boy she hit a home run in every step of the process! We are very pleased with her service🥰



**Deidre Wilson, Vegas Realtor®**

Owner

Just now

Nat, thank you and Richard so much for your trust in getting Richard's late mother's home sold. The probate process isn't always easy to navigate and you both were dream clients throughout the sale. Grateful for you both, your business and your trust.



312-576-5448



sold@deidrewilson.com



deidrewilson.com

# Recent Probate Sales + Listings

- 2613 Calico Hearts Ct – Sold as-is, multiple offers received
- 4114 Jessica Marie – Pending in 17 days, over list price, with multiple offers received.
- 821 Star Pine Drive – Pending in 24 hours, \$50,000 over appraised value; cash, as-is
- 2029 Lawry – Sold in 6 days with over 13 offers received.
- 516 Tabony Avenue – Sold in 50 days, 102% SP/LP, with challenging financing and solar issues on the property.
- 5145 Tennis Ct – Sold in 70 days with multiple offers received; property in poor condition.
- 6720 Cabra Circle – Sold in 10 days, 102.70% SP/LP, with multiple offers received.
- 2518 Old Town Drive – Sold in 14 days, 102.5% SP/LP, with multiple offers received.
- 6645 Desperado – Sold in 15 days, 100% SP/LP, \$30,000 over TOD appraisal, cash, and as-is.
- 1046 Chanterelle – My first probate and a unique sale involving multiple stakeholders within the deceased's family, where I managed both clients in the transaction.

**Over \$5M in probate listings sold.**



**DEIDRE WILSON  
& ASSOCIATES**

real