

Inherited a Home?

5 Steps to Selling During or After Probate



Friendly note: Real-estate guidance only. This is not legal or tax advice. Clients should follow their attorney's instructions and consult a CPA.

- 1** Establish Authority & Secure the Property
 - Who can sign? → provide Letters or Trust docs
 - Secure & Insure → Re-key, switch to estate/trust insurance, keep utilities ON
 - Condition check → photos + simple inventory of personal property

- 2** Choose the Selling Path (speed v net proceeds)
 - Traditional MLS → Widest exposure usually highest net.
 - As-Is MLS → Minimal prep, still open to inspections; often quicker to market
 - Direct Cash Buyer → Faster close (7-14 days), least hassle, typically lower net (useful for reverse mortgages or costly repairs)

- 3** Helpful Docs & Info
 - Title/Leins → Mortgage/HELOC, solar agreements, leased items
 - Basics → utilities, recent tax bill, permits, reverse mortgage statements

- 4** Prep → List → Escrow (Typical Flow)
 - Light prep → trash, deep clean, lightbulbs, etc
 - Offers → review offers, negotiate repairs or credits, manage septic/well or UST
 - Escrow → Cash can be short, court confirmation when required.

- 5** How I Support Both Attorney & Client
 - Same day CMA/BPO and repair v as-is seller net sheets
 - Vendor coordination
 - Weekly status updates
 - Discreet, compassionate service for complex family dynamics.



Stacey Decker Cabrera

Principal Broker | 503-858-9998 | stacey@pnwrealtylexpert.com
Licensed in Oregon & Washington

Pricing Paths Comparison



Path	Approx Timeline	Prep Effort/ Up-Front Costs	Inspections Repairs	Best When
Traditional MLS	30-45 days (after offer)	Moderate	Yes - negotiable	House is marketable
As-Is MLS	14-30 days (after offer)	Low	Yes - set expectations	Dated homes with projects
Cash Only	7-14 days (after offer)	Minimal	Limited	Urgent & Big repairs

Pricing Paths Worksheet

- Traditional MLS expected range: \$ _____ — \$ _____
- As-Is MLS expected range: \$ _____ — \$ _____
- Direct Cash indicative range: \$ _____ — \$ _____
- Prep/repairs budget (if any): \$ _____
- Estimated closing costs: \$ _____

Offer - Closing Costs - Prep/Repairs - Liens/taxes/HOA = Net Proceeds



Ask your attorney/CPA for legal/tax specifics.

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