



THE ESTATE HOME SALE PROCESS

A GUIDE TO HELP EXECUTORS SELL FAMILY MEMBER'S HOMES
WITH AS LITTLE STRESS AS POSSIBLE

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YOU ARE PROCESSING THE LOSS OF SOMEONE CLOSE TO YOU AND HOW YOUR LIFE WILL BE FOREVER DIFFERENT.

And you have been given the role of executor/executrix of the estate. There is a lot of work to do. Accounts to close, people to contact and a home to sell.

This home could have a lot of personal memories for you. Each piece of furniture can trigger real emotions. Either positive or negative. Maybe you had a very loving relationship with the deceased. Maybe it was a very painful one.

Regardless, you are now being asked to put those valid emotions aside and think about the business of selling a home.

And not only selling the home but going through the difficult process of clearing out all the furniture, clothes, paperwork, etc this person has accumulated during their lifetime. These possessions are not just things but reminders of the time you spent together.

MY GUESS IS YOU'VE BEEN ASSIGNED THIS ROLE BECAUSE YOU ARE SOMEONE WHO GETS THINGS DONE.

But, you are also someone who has a lot on your plate.

The problem with the home sale is you are not only busy, but very possibly a car ride or even an airplane ride away from the home!

You want to do the right thing by getting the most money for the sale possible but how can you from your position? Plus, to get the work done, it's going to cost money. Cash that you wish you or the estate had liquid.

The home might have something broken that if it is repaired could make the estate more money. It could have outdated paint or carpet with lingering odors that if replaced, could significantly increase the value.

These repairs could end up being \$5,000-25,000. We all might agree that if those repairs were done, it could net you and the heirs an additional \$10,000-100,000 in more money.

Maybe one of the heirs is well off enough to be able to lend the money for the repairs. Unfortunately, this puts a lot of pressure on that person who may not feel entirely comfortable outlying that kind of cash.

And, even if your family had the available funds, someone still needs to go through all the effort of coordinating the work. And let's face it, there are some real emotions tied to this project.

The bottom line is you want to do a good job for the other heirs and get as much money from the sale of the home as possible.

THIS IS ALSO WHY I CREATED MY ESTATE HOME SALE PROCESS - A GUIDE TO HELP EXECUTORS SELL FAMILY MEMBER'S HOMES WITH AS LITTLE STRESS AS POSSIBLE.

It's designed to help people like you sell a home that's part of the estate even if you are not physically there.



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STEP ONE: **ASSESS THE SITUATION**

Typically, the process starts with a phone call. During the call, we go over a number of things including where you are in the process and how I can gain access to the property. I then will go out to the home to see what condition the home is in. It's possible the person passed having not locked their front door. There might be fruit or meat rotting on the counter or in the trash can.

We go in to take an initial assessment of the home's current condition. We will take walk through photos. You may not have seen the home in a while so we shoot each room from multiple angles so you know exactly the home's condition.

After seeing the home, we will talk again together to figure out our game plan moving forward. We will also make recommendations of repairs/cleaning/security based on the immediate needs. We don't want anything that will cause further damage. We also don't want to take any action without your approval.



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STEP TWO:

HAVE THE HOME PREINSPECTED

Now that we know the home's initial concerns, we will have the home preinspected to further understand what else might be wrong with the home. We want to look at everything from the roof to the foundation.

Without this deep dive, we might not know about a plumbing leak in the crawlspace. There might be rodents in the attic. The roof might be close to failing. There might be a sewer pipe that is cracked.

By having this information upfront, we will be 1 step ahead of the buyers. Otherwise, we could be at the mercy of buyer's inspectors. If they find issues, they could beat us up on price after they get the exclusive right to buy the home.

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STEP THREE: SUPERVISE REPAIRS/CLEANUP

Now that we know the complete situation with the house, we can start repairs and clearing out the furniture, clothes, etc. .

We want your home to shine! We understand that cash can be tight in this situation. Finding the funds to make those needed repairs could be rough. This is why I'll pay for the repairs at zero interest and you can pay me back at escrow. Our goal is to help you save time and make you as much money as possible!

We will go through the inspection report with you either over zoom or in person to decide what items we recommend doing vs leaving it as is.

This includes removing furniture from the home as well as updating cosmetic issues like flooring, paint and landscaping. We have contacts in the estate sales arena that can help get market value for any furniture/home goods your family doesn't want to keep. Anything left over from the sale will be donated so the estate can get the tax credit.

The estate can either oversee this work or have us coordinate it. Regardless of who coordinates the work, they can borrow funds from me at zero interest.

If you live locally, we will recommend contractors and have you schedule the work. If you are out of the area, we can coordinate these repairs for you if necessary. Don't worry, we'll give you weekly reports on the status of the work.

We only get 1 chance to get in front of the parade of buyers who are looking for a home like yours. If we are not ready, then ready to go buyers will pass your home over. By doing all the legwork up front, you are setting the estate up to get top dollar!



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STEP FOUR:

PUT THE HOME ON THE MARKET

The home is ready! After all the work you have done to the home, it's time to tell anyone and everyone! We love telling the story of the home and all you've done to make this property worth top dollar.

We'll figure out our final list price and tell the world! We do this in various ways. We have a professional sign installed, we have color flyers made, and mail postcards. We make sure my Realtor colleagues tell their buyers. On the electronic side, your home is advertised on many websites. We also promote it through Facebook and Instagram.

Now we wait and let the market do its thing. We give it a minimum of 4 full days for buyers to submit offers and get nervous that their offer might need to be stronger. Before you can accept an offer, we first summarize each offer to 1 page. That way, you don't need to look at each 20+ page offer, page by page. Instead, you can see them all together! This lets you pick the BEST one!

Our hard work has paid off and you've got an accepted offer that you're happy with in your hands.



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STEP FIVE: CLOSING

At this point, we want to make sure the offer closes on time. We will be reaching out to you at least 3 times each week to make sure all is in ship shape. And if we do find a snag, we will find it and work on it faster than many realtors because we review each transaction so often.

We'll make sure the Buyer's lender has everything they need in order to loan on this home for our final sales price. We can't guarantee that the value will come in at the offer price but we will do everything in our power to influence it to get you the highest value!

After helping over 500 families with their real estate transactions, I've seen more than my fair share of things that can go wrong with the deal. I put all that work for you to help ensure as smooth a process as possible! And it has. You are ready to close the chapter on your family's loss. Even if you're out of state, we'll be sure to keep in touch.

JUST IMAGINE...

- You were tasked with the huge responsibility. You've done the best you could for your family. At this point, it's over and the dust has settled.
- The home has been sold. All the personal belongings have either been distributed to family, sold or donated. And you feel a sense of satisfaction that you got much more money from the sale than if it had gone as-is.



DON'T JUST TAKE MY WORD FOR IT.

Zach lent us over \$13,000 for repairs, carpet and painting. It really helped us transform the house! His team's level of communication and outline of the entire process helped the selling the home go smoothly. We strongly recommend working with Zach and his team!

- Matt & Courtney Austin ★ ★ ★ ★ ★

The house we were selling needed a ton of work. The furnace needed to be replaced. There were numerous plumbing issues. And the house needed a cosmetic facelift. Zach's team coordinated the entire process with us being out of state and made it so much less stress.

We thought selling a home long distance would be really difficult and it wasn't due to all the checkins. We didn't have to fly there once! They handled everything! By him fronting over \$20K, it made things so much easier!

If you are in the market for a stress free process in selling or buying a home, we recommend Zach!

- Paula Battle ★ ★ ★ ★ ★

We recently sold our home with Zach and his team. In getting ready for the sale, there were some items that needed repair. Zach fronted the money for those things (including carpet and new paint) because we didn't have that money at the time. Having an agent that does that really took a lot of stress off us. When you think about putting a home on the market, there is a lot to do. The stress is how do we pay for that? Because of those improvements, we sold our house for way over listing price!

- Julia Nausley ★ ★ ★ ★ ★

ABOUT ME:

When I got into real estate in 2003, it was easy. There were so few Realtors and so many people buying and selling. I felt like I was a natural. Here I was, a brand-new agent and selling homes left and right. I felt like I had the golden touch... everything I touched turned to gold! After only a few years of this, life was great. I had an assistant, a stay-at-home wife and a 1-year-old. We felt on top of the world.

Then 2007 happened and the bottom fell out. The housing market I had come to rely on was in shambles.

Overnight, my income took an 80% pay cut. I had gotten so complacent with the hot market. The best analogy I have is to imagine a fisherman who rows their boat out into the water. The fish jump into his boat and he comes home thinking he is a great fisherman. That was me! I never put a line in the water. The problem is, when the fish stop jumping, you don't catch any fish.

During this time, we accumulated over \$100,000 in credit card debt. We were expecting our second child and I was freaked out! A few years later, my marriage started going downhill. It went from bad to worse.

It wasn't easy, but we were able to save our finances by paying off all the debt. We were not as successful with the marriage. After years of individual and couples therapy, we separated and fully divorced a few years ago. I've learned a lot about myself during this time.

It's been a journey. With real scars. Battle wounds. With all that under my belt, I learned how to have real conversations with clients. People don't move because moving is fun. People move because life happens. New jobs, growing families, divorce, death of a loved one.



You want someone who has been there and can walk you through it without judgment. Anyone can be an order taker. It's easy to be a yes man. You don't need that for the biggest financial asset you have.

You need someone who's willing to ask the hard questions. To give you sound advice. You're moving somewhere you're not familiar with. It's important you have someone you can trust with your biggest asset. So that you are squared away when things are good but more importantly, when things get hard.

I'd love to start that conversation with you.



IF YOU WANT TO TAKE THE NEXT STEP, BOOK A STRATEGY CALL WITH ME TO DISCUSS YOUR SITUATION.

Call me at

(253) 820-9808

or send me an email at

zach@zachentwistle.com



For the electronic version of the guide click here.