



Selling Property for an Estate

A Practical Guide for Executors,
Administrators & Trustees



Shaun Hill

Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021 | hillpropertygroup@gmail.com
www.hillpropertygroup.com

Selling Property for an Estate

A Practical Guide for Executors, Administrators & Trustees

Your Local Resource

- ✓ Certified Probate & Trust Specialist
- ✓ Local Sacramento market expertise
- ✓ Clear guidance from start to finish
- ✓ Strategic pricing to maximize value
- ✓ Trusted network of local professionals
- ✓ Flexible selling options, including as-is
- ✓ Responsive communication throughout
- ✓ Compassionate, no-pressure approach
- ✓ Complimentary consultation

Common Questions

- Can I sell the home as-is?
- Should I make repairs first?
- How is the home's value determined?
- How long will the sale take?
- Do I need court approval to sell?
- What if there are multiple heirs?
- How do trust sales differ from probate?
- What if the home is still occupied?
- What happens after I accept an offer?



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com



Scan to Access Full Guide

Schedule a complimentary, no-obligation consultation to discuss your estate property and the selling process.

Understanding Probate & Trust Sales

Every estate is different.

Always consult your attorney regarding legal requirements before making decisions.

Probate Sale

A probate sale occurs when real estate is sold as part of an estate under the authority of the court or a personal representative.

Trust Sale

A trust sale is typically managed by the successor trustee according to the trust document and often does not require court supervision.

General Process

- Determine authority to sell
- Secure and insure the property
- Evaluate condition and market value
- Decide whether repairs are worthwhile
- Prepare the home for market
- Accept an offer
- Complete escrow



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com

First Steps After Taking Responsibility

Taking the right first steps can help prevent delays and preserve the value of the estate.

What to Do Next

- ✓ Secure the property
- ✓ Locate important documents
- ✓ Verify insurance coverage
- ✓ Forward mail
- ✓ Notify utility companies
- ✓ Change locks if appropriate
- ✓ Maintain the property
- ✓ Gather financial records
- ✓ Speak with your attorney
- ✓ Begin evaluating the home's value



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com

Should You Sell As-Is or Make Repairs?

Every property is different. Sometimes a few inexpensive improvements produce a significant return.

Selling As-Is

- Faster sale
- Less upfront costs
- Ideal for homes needing extensive work
- Easiest option

Making Improvements

- Higher selling price
- More buyer interest
- Better first impressions
- Potentially higher net proceeds



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com

Preparing the Home for Sale

Simple improvements often make the biggest difference.

Key Steps

- ✓ Deep clean
- ✓ Declutter
- ✓ Landscaping
- ✓ Fresh paint

Additional Steps

- ✓ Minor repairs
- ✓ Professional photography
- ✓ Home staging (when appropriate)
- ✓ Pre-listing inspections (when beneficial)



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com

Understanding Home Value

Pricing correctly from the beginning often results in stronger offers and fewer days on market.

What Influences Value

- ✓ Location
- ✓ Condition
- ✓ Size & floor plan
- ✓ Recent comparable sales
- ✓ Market demand
- ✓ Interest rates
- ✓ Buyer competition
- ✓ Inventory on market



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com

Common Questions About Selling

Do we have to make repairs before selling?

No. Many estate properties are sold in their current condition. Together, we'll determine whether simple improvements are likely to increase the sale price or whether selling as-is is the better financial decision.

How long does the process take?

Every estate is different, but once a property is listed, many homes receive an offer within a few weeks. Escrow typically closes in about 30 days after an offer is accepted.

Can we sell if we don't live nearby?

Absolutely. Many of my clients live outside the Sacramento area. Electronic signatures, video meetings, and local coordination make it possible to complete nearly every step remotely.

What if the home is full of belongings?

This is one of the most common situations. I can connect you with trusted local estate sale companies, donation organizations, junk removal services, and cleaners.

How do we know what the home is worth?

I provide a detailed market analysis based on comparable sales, current competition, neighborhood trends, and the home's condition so you can make an informed decision.

Will selling costs come out of pocket?

In most cases, no. Typical selling expenses are paid through escrow from the proceeds at closing.



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com

Your Estate Resource Network

Selling an estate property often involves much more than simply listing a home. Through years of working with families throughout the Sacramento region, I've built relationships with trusted professionals who can help throughout the process.

Professionals I Can Connect You With

- ✓ Estate Planning Attorneys
- ✓ Title & Escrow Companies
- ✓ Estate Sale Companies
- ✓ Professional Organizers
- ✓ Junk Removal Services
- ✓ Donation Services
- ✓ House Cleaners
- ✓ Contractors
- ✓ Handymen
- ✓ Painters
- ✓ Landscapers
- ✓ Movers
- ✓ Property Inspectors
- ✓ Professional Photographers



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com

Tips for Maximizing Your Home's Value

You don't always need an expensive remodel to increase value.
Many buyers are simply looking for a clean, well-maintained home.

Before Listing Your Home

- ✓ Remove obvious clutter
- ✓ Deep clean the property
- ✓ Touch up interior paint if needed
- ✓ Replace burned-out light bulbs
- ✓ Improve curb appeal
- ✓ Keep utilities turned on
- ✓ Secure important documents and valuables
- ✓ Gather garage remotes, keys, and manuals
- ✓ Address obvious safety concerns

Before Spending Money

Talk with your real estate professional first.

Some improvements produce an excellent return, while others may add little value.

I can help you decide where your money is best spent.



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com

Why Families Choose Hill Property Group

Selling an estate home requires more than market knowledge.

It requires patience, communication, and an understanding of the unique circumstances families face.

What You Can Expect

Local Expertise - Serving Sacramento, Placer, El Dorado, and Yolo Counties.

Probate & Trust Experience - Specialized training focused on estate property sales.

Honest Advice - Recommendations based on your goals—not pressure to sell quickly.

Clear Communication - Regular updates so everyone understands what comes next.

One Point of Contact - From preparing the property through closing escrow, I'll help coordinate each step of the process.

Professional Marketing

- Professional photography
- Online advertising
- MLS exposure
- Open houses
- Broker outreach
- Targeted digital marketing



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com

Before Making Any Decisions...Let's Talk

Estate sales are different from traditional real estate transactions. Families are often navigating legal responsibilities, emotional decisions, and unfamiliar processes all at once.

My Role

My role is to provide knowledgeable guidance, clear communication, and practical solutions so you can move forward with confidence.

Whether you're just beginning the process or preparing to sell an estate property, I'm happy to answer your questions and explain your options.

What's Included

- ✓ Home Value Analysis
- ✓ Real Estate Consultation
- ✓ Selling Strategy Review
- ✓ Repair vs. As-Is Evaluation
- ✓ Local Market Guidance
- ✓ Contractor & Vendor Referrals



Shaun Hill
Broker | Certified Probate & Trust Specialist
DRE #02143669

916-520-9021
hillpropertygroup@gmail.com
www.hillpropertygroup.com



Scan to Access Full Guide

Schedule a complimentary, no-obligation consultation to discuss your estate property and the selling process.