



# **Selling a Loved One's Home: A Simple Guide for Heirs**



# **This Guide Will Help You Understand**

- ✓ Who has the legal authority to sell the home
- ✓ How to secure the property and protect belongings
- ✓ Whether to sell as-is or prepare the home
- ✓ What determines the home's value
- ✓ What steps come next

# **Selling a Loved One's Home:**

## **A Simple Guide for Heirs**

When a parent or loved one passes away, selling their home can feel like one of the most emotional and overwhelming parts of settling the estate. Whether the property is held in a trust or going through probate, you may be balancing grief with a long to-do list. This short guide offers a simple, supportive overview to help you move forward with confidence and care.

### **Where to Begin – Legal Authority and Documents**

Before anything else, it's important to understand who has the legal authority to sell the home. If the property is held in a trust, the successor trustee typically has the power to act. If the home is part of a probate estate, the court will appoint a personal representative—sometimes called an executor or administrator. Once that person is confirmed, they'll be able to make decisions about the sale. It also helps to begin gathering important documents early, including the death certificate, trust or will (if applicable), preliminary title report, and any mortgage or insurance information. This is why it's important to start working right away with a real estate agent experienced in trust and probate sales.

### **Secure the Property and Its Contents**

One of the most urgent but sometimes overlooked steps is making sure the home is secure. After a loved one passes, vacant homes can be vulnerable to break-ins, vandalism, or even unintentional damage such as leaks or pests. Change the locks, stop newspaper or mail delivery, and consider installing temporary cameras or security systems. Putting a few lamps on timers can also help the home appear occupied. If there are valuables or sentimental items in the home, it's wise to inventory and remove them early in the process. These simple actions can protect the property and provide peace of mind during the transition.

## **Personal Property and Home Preparation**

One of the most emotionally difficult parts of this process is deciding what to do with your loved one's belongings. Take your time if possible, and consider involving other family members to ensure important or sentimental items are handled thoughtfully. You may want to bring in a professional organizer, estate sale company, or donation service to help sort, clear, and clean. Once the personal property is handled, your agent can walk you through what, if anything, should be done to prepare the home for sale. In some cases, simple cleaning and yard work may be enough. In others, you may want to consider minor updates or repairs to help the home appeal to today's buyers—or you may decide to sell it as-is.

## **Pricing and Marketing**

Pricing an inherited home is often more complex than it seems. These homes are sometimes dated or have unique layouts, and comparable sales may not tell the full story. A thoughtful market evaluation should consider the home's condition, location, and current buyer demand. Marketing also plays a critical role. Even a well-loved family home with older features can shine when it's presented professionally—with high-quality photos, an engaging description, and exposure across multiple channels. A well-marketed home can create more interest, attract more buyers, and ultimately sell for more.

## **Support You Can Trust**

Selling a family home after a loss isn't just a transaction—it's a major life transition. You deserve someone in your corner who understands both the practical and emotional sides of this experience. I'm Janey Bishop, a hands-on real estate broker with specialized training in probate, trust, and senior transitions. I hold professional designations including CPE, CPRES, RCSD, SRES, CTEC, and an MBA. I work closely with families like yours across Los Angeles and Ventura Counties to make the process as smooth, respectful, and

informed as possible. Whether you need help connecting with clean-out services, understanding the legal process, or simply figuring out where to begin, I'm here to support you every step of the way.

If you have questions, want to talk through your situation, or need help planning your next steps, feel free to reach out. I offer no-pressure consultations and would be honored to help your family during this important time.



## **Janey Bishop**

Residential Real Estate Broker

DRE# 01838769

CPE • CPRES • RCSD • SRES • CTEC • MBA

Probate • Trust • Senior Downsizing

Serving Los Angeles & Ventura Counties

Phone: 818-570-1144

Email: [Janey@JaneyBishop.com](mailto:Janey@JaneyBishop.com)

Websites: [www.JaneyBishop.com](http://www.JaneyBishop.com) | [www.SFVProbate.com](http://www.SFVProbate.com)