



California Probate Property Seller Checklist

How to Sell a Probate Home the Smart Way — Without Costly Mistakes

Step 1: Confirm Your Authority

- 1 You are officially appointed executor or administrator
- 2 Understand full vs limited authority
- 3 Know if court confirmation is required

Step 2: Assess the Property

- 1 Is the home vacant or occupied?
- 2 Evaluate overall condition
- 3 Identify repairs or maintenance

Step 3: Understand Your Options

- 1 Sell as-is
- 2 Light improvements
- 3 Maximize value

Step 4: Determine Value

- 1 Professional market analysis
- 2 Compare recent sales
- 3 Assess buyer demand

Step 5: Prepare if Needed

- 1 Remove belongings
- 2 Light cleaning or staging
- 3 Focus on ROI repairs

Step 6: Market Effectively

- 1 Professional photos

- 2 MLS + online exposure
- 3 Target multiple buyer types

Step 7: Review Offers

- 1 Consider terms, not just price
- 2 Evaluate timelines
- 3 Understand contingencies

Step 8: Meet Legal Requirements

- 1 Provide notices
- 2 Follow IAEA
- 3 Prepare for court confirmation

Step 9: Close the Sale

- 1 Finalize documents
- 2 Coordinate escrow
- 3 Prepare for distribution

Common Mistakes to Avoid

- 1 Overpricing
- 2 Over-improving
- 3 Waiting too long
- 4 Hiring inexperienced agents

Need Help?

Get a clear, no-pressure plan tailored to your situation.

Request Your Free Consultation Today

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