

From Inherited Property to Market-Ready

A practical guide to help Personal Representatives organize, clean out, prepare, and position an inherited property for a successful sale.



The goal is not to make an inherited property look new.

It is to make it orderly, presentable, understandable, and ready for the market.

A Clear Path Forward

Preparing an inherited home doesn't have to be overwhelming. By working through a few key steps in the right order, you can protect the property, simplify the process, and position it for a successful sale.



*This guide will walk you through each of these steps, with practical tips and checklists to help you move from an inherited property to a market-ready home with **confidence**.*

SAM XAVIER

REALTOR® | CalRE #01449986
probatetrustagent.com



COLDWELL BANKER
REALTY

Before You Clean Out the House

A little organization up front can prevent expensive mistakes later.

An inherited home often contains a lifetime of belongings. Taking a thoughtful, step-by-step approach helps you protect what's important, avoid unnecessary costs, and set the stage for a smooth and successful sale.



01 SECURE WHAT MATTERS

Before removing anything, identify and protect items that may have personal, financial, or legal value.

- Important papers and documents (wills, trusts, financial records, deeds, etc.)
- Jewelry, photographs, collectibles, and family keepsakes
- Medications and items requiring special handling (e.g., firearms)
- Anything specifically identified for a beneficiary
- If you're unsure, set it aside. It's better to ask questions now than to lose something important.

02 SORT BEFORE YOU REMOVE

Once important items are secured, sort the remaining contents into clear categories.

- Keep with the estate (e.g., items that will remain with the property)
- Family/beneficiary items (those to be distributed)
- **Sell** (through an estate sale, online, or private sale)
- **Donate** (to qualified charitable organizations)
- **Dispose** (junk removal or proper disposal)
- If ownership or disposition is uncertain, set the item aside rather than making a decision during cleanout.

03 CLEAR THE PROPERTY

After sorting, coordinate the removal of items from the home.

- Engage estate-sale professionals if appropriate.
- Schedule donation pickups for usable items.
- Arrange for junk removal, hauling, and proper disposal of unwanted items.
- Don't forget often-overlooked areas: garages, sheds, attics, basements, and exterior storage.
- Remove all debris and leftover items to ensure the property is truly clear.

04 CLEAN THE SLATE

With the contents removed, clean the home thoroughly. A clean, open space allows you to see the property clearly and assess what comes next.

- Deep clean all rooms, including kitchens and bathrooms.
- Address odors, accumulated dirt, and wear.
- Clean windows, floors, and surfaces.
- Clear walkways and improve light and visibility.
- Take down any remaining wall hangings or personal items.
- A clean, empty home is easier to evaluate, easier to show, and more appealing to potential buyers.

Don't renovate around the contents.

Emptying and cleaning the property often changes what actually needs attention.

SAM XAVIER

REALTOR® | CalRE #01449986
probatetrustagent.com



**COLDWELL BANKER
REALTY**

Ready for the Market

Once the house is cleared, preparation becomes much easier to judge.

With the home empty and clean, you can now focus on the final steps that make it show well, attract the right buyers, and move toward a successful sale.



01 TAKE A FRESH LOOK

With furniture, belongings and clutter gone, it's much easier to see the property clearly and assess what buyers will notice first.

- Walk through the home with a critical eye.
- Look at lighting, odors, damaged or worn surfaces, and obvious deferred maintenance.
- Evaluate curb appeal and landscaping.
- Consider the overall impression from a buyer's perspective.

02 HANDLE THE DETAILS THAT MATTER

Complete the preparation already decided upon. Focus on the items that improve presentation, safety and marketability.

- Replace burned-out bulbs and fix minor maintenance items.
- Touch up paint where appropriate.
- Address small repairs that make a meaningful difference.
- Improve curb appeal (landscaping, entry, exterior surfaces).
- Ensure the property is safe, accessible and presentable.
- Focus on execution—not remodeling.

03 PREPARE FOR PHOTOGRAPHY & SHOWINGS

Presentation matters. A clean, well-prepared property helps buyers focus on the home—not the work that remains.

- Remove cleaning supplies, tools and leftover debris.
- Open blinds and window coverings to let in light.
- Maximize interior and exterior lighting.
- Tidy exterior spaces, including entry, patios and walkways.
- Consider whether limited staging or a simple, neutral presentation would help buyers visualize the space.
- Make the home easy to show.

04 POSITION IT FOR THE RIGHT BUYER

The condition of the home helps determine the likely buyer pool and pricing strategy. A well-positioned property attracts the right interest and reduces time on the market.

- A beautifully maintained home, a dated but functional home and a fixer should not be marketed the same way.
- Match the marketing strategy to the property's condition and the intended buyer pool (owner-occupant, investor, or other).
- Be realistic about pricing and market expectations.
- Don't apologize for what the property is—position it accordingly.

Market-ready doesn't mean perfect.

It means the property is prepared, presented, priced and positioned for the buyers most likely to value it.



FROM CLEANOUT TO CLOSING

Sam can help evaluate the property after cleanout, identify preparation that may improve marketability, coordinate appropriate vendors, establish a pricing and marketing strategy, and manage the real-estate transaction through closing.

SAM XAVIER

REALTOR® | CalRE #01449986
probatetrustagent.com



**COLDWELL BANKER
REALTY**