

# 5 Things You Should Know Before Selling an Inherited Home

The essential guide for heirs  
navigating probate real estate

A photograph of three people, an older man and two women, sitting at a wooden table and looking down at a document. The man is on the left, wearing a light-colored sweater over a collared shirt. The woman in the center is wearing a light-colored blazer over a white top. The woman on the right is wearing a brown sweater. They are all focused on the document in front of them.

**Rob St Onge**

Certified Probate & Trust Specialist

909-200-9102

DRE 01914112

# **Welcome to Your Probate Home Selling Guide**

**If you've recently inherited a property, you may be feeling a mix of emotions—grief, confusion, or even overwhelm. It's entirely normal to feel this way, and you're not alone. This guide is here to empower you by outlining your options and steering you away from common pitfalls, so you can navigate this transition with clarity and confidence.**

**As a Certified Probate & Trust Specialist and licensed Realtor, I specialize in assisting heirs throughout Southern California, even if you live out of state. My mission is to provide practical advice, expert support, and a compassionate approach to ensure you make informed decisions for your inherited property.**

# **1. You Don't Have to Fix It to Sell It**

**One of the most common misconceptions about selling an inherited home is that you must first clean, repair, renovate, or stage the property. While this may be necessary in some situations, inherited homes are typically sold as-is, saving you valuable time and money.**

**Selling a property as-is doesn't mean sacrificing quality offers; with the guidance of an experienced agent (like me), we'll present the home in a way that appeals to motivated buyers. You can achieve a fast and efficient sale - without lifting a hammer.**



## 2. Managing From Afar: Out-of-State? No Problem

Trying to manage the sale of a property from another city—or even another state—may seem like an insurmountable task. Here's where my expertise truly shines. I work hand-in-hand with heirs living across the country, taking care of local tasks such as clean-outs, locksmith services, inspections, and showings. You'll maintain complete control over the process without needing to be physically present. The burden is lifted, and the process becomes seamless.



### **3. Don't Rush to Sell Below Market Value**

**It can be tempting to accept quick-cash offers from investors, particularly when you're feeling emotionally drained or overwhelmed. However, many of these offers undervalue the property by 30–40%, meaning you may lose significant equity. The good news? You have options. Whether it's a traditional sale or exploring innovative off-market strategies, I'll guide you toward the choice that preserves the full value of your property—and protects your financial future.**





## 4. Understanding Legal and Tax Implications

Selling an inherited home often brings legal and tax questions, including concerns about probate delays, title transfers, and capital gains taxes. These matters can feel daunting, but you don't have to navigate them alone. I collaborate with a network of trusted probate attorneys and tax professionals to provide you with clear answers and expert assistance. You'll have peace of mind knowing every detail is handled properly.



## **5. Reducing Stress—You Deserve Peace of Mind**

**An inherited home isn't just a property; it represents a chapter of your family's story. Selling it can feel emotionally charged and complex, especially if there are multiple heirs involved. My role is to simplify the process, honor your family's legacy, and ensure that every decision is made with empathy and expertise. From the first consultation to the closing day, I'll be there to manage every detail.**



# Let's Talk About Your Next Steps

Whether you're ready to sell your inherited property or simply exploring your options, I'm here to provide guidance and support. Let's connect for a free consultation to discuss your unique circumstances and create a plan that aligns with your goals.

**Schedule a free consultation:**

<https://api.leadconnectorhq.com/widget/bookings/probate>

- **Call/Text: 909-200-9102**
- **Email: [rob@realtydude.com](mailto:rob@realtydude.com)**
- **Web: [www.probatehomepro.com](http://www.probatehomepro.com)**

**Rob St Onge**  
**Certified Probate & Trust Specialist**  
**Licensed Realtor | DRE #01914112**

