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HORIZON REAL ESTATE PROBATE AND TRUST HELP

Top 3 Questions Asked by Personal Representatives Responsible for a San Diego House in Probate or Trust



Top 3 Questions Asked by Personal Representatives Responsible for a San Diego House in Probate or Trust!

by Kim Ward, Horizon Real Estate

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Top 3 Questions Asked by Personal Representatives Responsible for a San Diego House in Probate or Trust 3



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Want answers to the top 3 questions that administrators and executors responsible for a property in probate or a trust have about how to make the house market ready? This is the place!

Question 1:

Should I make repairs or updates to the probate or trust property for sale?

The answer is...Maybe. Each property is unique. Experience shows that making cost effective repairs can bring a much higher price at the time of sale. Trustee Marilyn chose to increase the value of her father's estate house in Lakeside with fresh interior paint and new carpet. When buyers viewed her father's house, they could see that it wasn't brand new, but it was move-in ready. The result was multiple offers received and negotiated, AND the house sold at a price higher than the original list price.

On the other hand, many probate and trust properties have deferred maintenance to the point that the best step is to remove the personal possessions and clear out any debris. An as-is sale can also be lucrative because there are many investors with construction teams that will **pay top dollar** for the estate house regardless of the condition.

Marilyn's father prepared her for the time when his battle with cancer would end. He had a living trust and Marilyn was his designated trustee. The family was willing to help her with whatever needed to be done to prepare their father's house for sale, but they really didn't know how much or how little they should do.

Marilyn needed answers ... Should the carpet be replaced or just cleaned? Should the inside of the house be painted? Is it important to update the appliances? What about the landscaping and the fence?

Marilyn called the Free Consumer Awareness hotline for people like her who had lost family members and got the help she needs. She learned about making strategic, cost-effective repairs so her father's house would sell for the highest price.

CALL

Probate and Trust Consumer Awareness Hotline today at

888-812-1244 extension 444

Or visit: www.ProbateAndTrustHelp.com



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Question 2:

How to determine what to do to prepare the property for sale?

You will not be alone in figuring this out once you have me on the team! We will complete a room by room review and then if it appears the house would sell for a higher price with some **cost effective repairs**, I will introduce you to qualified people to help prepare the property for sale. The first step is to obtain bids from each of them. Once the bids are received for things like paint, flooring, cleaning the interior and windows, plus any other type of repairs, we will review them together to decide if the money invested will bring a higher sales price. Of course, you as the personal representative of the estate will make all the decisions.



Question 3:

How do I choose a real estate agent to help me prepare, market and successfully sell the estate house?

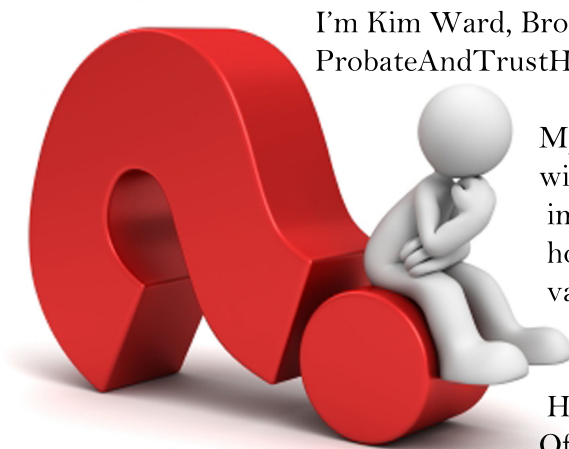
You are free to choose any real estate agent you like, but it is important to remember that probate and trust real estate sales can be complicated legal matters. Most agents are not experienced or well versed in the probate or trust sale process. It makes sense to choose a real estate consultant, like me, who specializes in helping personal representatives with real estate in probate or a trust. My team has helped hundreds of personal representatives. We understand the intricacies of pricing, presenting and marketing such properties, including the estate rules and all the specialized paperwork. Your real estate agent will represent your financial and legal interests throughout the transaction; being able to understand and explain the process is essential.



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I'm Kim Ward, Broker/Owner of Horizon Real and developer of ProbateAndTrustHelp.com.

My purpose is for you to be outrageously happy with the help I provide. I trust you found this important information on how to make an estate house market ready for a successful sale....of value.

I would like to give you a copy of my booklet, How to Sell Your House For Top Dollar - Fast. Of course, no-obligation. Just call my office at

619.741.0111 and ask Laura to send you your free booklet.



It All Starts with Creating Curb Appeal

The first impression people have of the house is what it looks like from the outside. Here are some tips to make San Diego homebuyers want to go inside:

- Tidy up the outside by removing any leaves, debris, branches, and other “yard clutter” to make a neat and tidy appearance.
- Spruce up the lawn by cutting, trimming, weeding, and fertilizing where necessary. A great-looking lawn makes a better impression than a neglected lawn.
- Fresh bark around the base of trees and flowerbeds gives a fresh and maintained look for a small amount of money.



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The Entryway Sets the Stage

The San Diego buyers' first moments in a probate or trust house are their moments of greatest anticipation about what's to come. It's here in the entryway that you set the stage for the San Diego buyer experience throughout the rest of the house.

- Does the front entrance and front door make a good first impression? A fresh coat of paint can make a good door...great. Replace any torn or worn screen doors, and make sure the door is in perfect working order. No squeaking, jamming, or sticking locks. Make it effortless to get into the house.
- Does the front entrance light work? Replace the light bulbs to brighten up the entry, and make sure the light is on if people are coming at dusk or after dark.
- If the entryway is small, brighten it up with a bright light bulb and a light-colored coat of paint.



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Tips for Every Room In the House

- Give the house a real “once over” cleaning. Have it cleaned from top to bottom. Clean houses have a competitive edge over dirty houses.
- Clean and deodorize carpets, paying special attention to high-traffic areas and stains that can be removed.
- Check all the light fixtures and lamps, replacing burned-out or low-light bulbs with bright white bulbs.
- If necessary, have the interior walls painted. Paint is relatively cheap, and a great return on investment. It doesn’t have to be white, but stay away from the other end of the spectrum. Neutrals are usually best.
- Make sure the house smells its best at all times. We have a saying “if they can smell it, we can’t sell it”.



Making the Most of the Kitchen and Dining Room

The kitchen is the heart of the San Diego home, and it’s the most highly valued room by San Diego buyers, so you want to make it show its best. Here are some tips to create a captivating kitchen:

- Cut down on visual clutter by removing items normally stored on the counter. This will help the kitchen look more spacious.
- The eat-in kitchen should have a table and chairs in it. San Diego buyers like to see an eat-in kitchen, but often don’t have the vision to see it as such without the furniture.
- Thoroughly clean all the appliances and cupboards, including the inside of the oven and microwave. San Diego homebuyers look everywhere!
- If the kitchen cabinets show wear and tear, consider painting them. A simple trick to update the look of your cabinet doors is to replace your current knobs with new ones. It’s much cheaper than getting a new kitchen, and it sure can make a difference.



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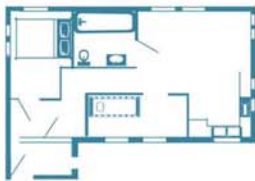


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Can the San Diego Homebuyers See Themselves Living In the Living Room?

The living and family rooms are where the San Diego buyers will do most of their “living,” so you want to make the space as inviting as possible.

- Have the fireplace cleaned
- Leave some lights on during the day. A green solution is to replace various bulbs with energy efficient bulbs. The penny’s in electric expense is well worth it!
- If the carpeting is in bad shape, shampoo it or replace it.
- Open the drapes and blinds. Nothing is more depressing than walking into a San Diego home where shades, curtains and drapes are closed.



Make the Bathroom Sparkle

Next to the kitchen, the bathroom is the room that gets the most scrutiny. Try these tips to impress the San Diego homebuyers:

- Remove the trashcan to clear floor space – you want the bathroom to appear as big as possible.
- A new shower curtain is a great investment – very little money for a big impact.
- Hang matching new towels; go for the best-looking towels you can. Like shower curtains, they add a nice impact.
- Remove everything from the countertop, except pretty soap sets, candles or fresh flowers.
- Check the faucets for leaks, drips or disrepair. Repair or buy new faucets if they are leaky or worn out.
- Scrub tiles and bleach the grout so it all sparkles.
- Paint the vanity if it shows excessive wear and tear. Replacing knobs can give an updated look to an older vanity.



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Look at the Beautiful Bedrooms!

Bedrooms are a key part of the San Diego home buying experience. And, bigger is better. Here are some tips to make your bedrooms look bigger and brighter:

- New bedspreads and decorator pillows make a bedroom look inviting. When preparing a vacant house to be market ready, a tip that I use is to “make a bed” using bins and an inflatable bed. San Diego buyers tend to view vacant bedrooms as small; installing a bed lets them know their bed will fit!
- Remember that San Diego buyers are most likely going to look in the closets, so a better place to hide things is under the bed. Make sure the closets are as spacious looking as they can be.



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