

THE ESTATE PROPERTY GUIDE

YOU INHERITED A HOME

Here's the way through.

For families and personal representatives — the property side of an estate, in plain English, with a team built to carry it.



AN ARIZONA BROKERAGE, BUILT DIFFERENTLY

BEFORE ANYTHING ELSE

First — we're sorry you're reading this.

Nobody plans to become the person in charge of a loved one's house. The job usually arrives in the same season as grief, paperwork, and family phone calls — with no training and high stakes.

This guide makes one part of that job manageable: **the property**. What happens to a home during an estate, the three ways it can be resolved, and exactly how we help at every step. No jargon where plain words work. No pressure anywhere.

Two promises before you turn the page. We work for the family's decision, not our own — every path here comes with written numbers so your family chooses with facts, and we execute whichever path you choose. And we never practice law: we are a licensed Arizona brokerage that works alongside your probate attorney every week. If you don't have counsel yet, we'll gladly introduce you.

"The estate's largest asset, handled like it matters."

— Michael Boykin, Designated Broker, Chat.RealEstate

01

STEP ONE, ALWAYS

The Two Numbers.

Before any decision, the estate deserves to know what the house is worth — **two ways, in writing, within 24 hours.**



Value as-is, today

What the home would bring in its current condition, on the family's timeline. This is the speed number — real, documented, and available in weeks, not months.



Value renovated

What the home would bring after targeted updates — coordinated by us with trusted local contractors, funded by the estate, with the projected return shown in writing first. Dated homes commonly gain 15 to 25 percent.



In writing, with the evidence

Recent neighborhood sales with photos, the price-per-square-foot trend, and the assumptions behind both numbers — an AI-backed analysis, reviewed before it reaches you.

Why it matters: a personal representative answers to the heirs — and sometimes the court. A dated, written valuation is your protection. When someone asks “how do we know we got a fair price?”, the answer is a report, not a recollection.





PATH ONE · RESOLUTION, ON YOUR TIMELINE

02

WHEN THE FAMILY WANTS IT DONE

Sell as-is. Clean, fast, documented.

Sometimes the right answer is *done*. The family is spread across three states, the house needs work nobody wants to manage, and every month it sits costs the estate taxes, insurance, and worry.

For those estates, we bring **vett**ed buyers who purchase in **current condition** — no repairs, no showings calendar, no waiting on a buyer's loan. These sales typically close in two to four weeks, on the date the estate chooses, through a licensed title company with every document broker-reviewed.

The honest trade: speed costs money.

The as-is number is real, but it is usually below what the renovated path returns. That is exactly why you get both numbers first — so the family chooses the trade with open eyes, never because it was the only option presented.

03

WHEN THE NUMBERS SUPPORT IT

Renovate first. Then sell.

Many estate homes are structurally sound but dated — the carpet, the kitchen, the paint of a house someone loved for thirty years. Buyers pay dramatically less for dated.

- ✓ **We coordinate; the estate decides and funds.** Renovations are the estate's investment in its own asset — paid by the estate directly, or on deferred-to-closing terms when a contractor offers them. The brokerage doesn't fund the work; we make it easy to get done right.
- ✓ **Nobody in the family manages a job site.** We coordinate trusted local contractors who scope, schedule, and complete the work. The personal representative approves the plan and the budget; we manage the coordination.
- ✓ **The math is shown, not promised.** The Two Numbers report shows renovated value, estimated cost, and the projected difference — in writing, before anyone commits to anything.
- ✓ **And if the numbers don't support it, we say so.** A renovation that doesn't return more than it costs is a bad path — the report will show that plainly.



04

WHEN YOU WANT FULL MARKET VALUE

The full-service listing.

When the family wants full market exposure, the home lists with a brokerage built differently — an AI engine working the file around the clock, supervised by a designated broker who reviews every document.



A private portal for every heir

The brother in Ohio and the sister in California see the same live file: documents, milestones, offers, in real time. The “any update?” phone tree ends on day one.



Every document, broker-reviewed

Estate sales draw more scrutiny than ordinary sales. Every contract and disclosure is AI-analyzed and reviewed under broker supervision — a file built to withstand a second look.



Deadlines watched by a machine

Inspection windows, appraisal timelines, closing dates — tracked automatically, chased automatically, escalated to a human when it matters.



Offers handled in the open

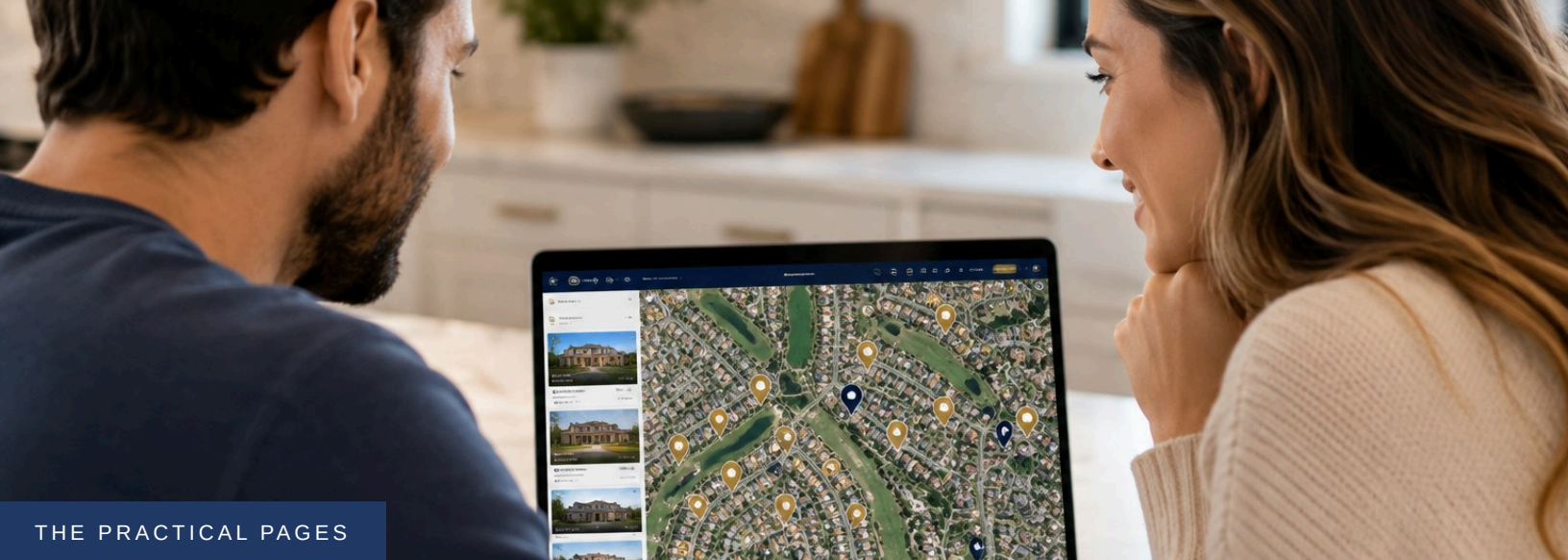
Every offer logged, presented with market context, and answered on the record — a paper trail the personal representative can show anyone.



What happens, in order.

STEP	WHAT IT MEANS	HOW WE HELP
1 Authority	The court issues Letters naming a personal representative (PR) who can act for the estate.	We coordinate timing with your attorney — and never get ahead of your authority.
2 Protection	The property is secured, insured, and kept powered.	Our first-30-days checklist (next page) covers every item.
3 The numbers	The estate learns what the house is worth — in writing.	The Two Numbers report, within 24 hours.
4 The decision	The family chooses: speed, value, or full market.	Three paths, all priced, all documented — we execute the one you choose.
5 The sale	Offers, escrow, closing.	AI-managed file · private portal for every heir · designated broker review on every document.
6 Proceeds	The sale funds to the estate, and the PR holds a complete record of a job done right.	Every valuation, offer, and decision documented for the file.

Words you'll hear, translated: a **personal representative** (or executor) is the person the court authorizes to act for the estate. **Letters** are the court document proving that authority — title companies will ask for them. **Vesting** is how ownership is written on the deed; it determines who signs. **As-is** means selling in current condition, with no repairs by the estate.



THE FIRST 30 DAYS

A PR's property checklist.

- ✓ Secure the home — locks, alarm codes, a key inventory.
- ✓ Call the insurance carrier: vacant homes need the policy adjusted, not cancelled.
- ✓ Keep utilities on — power and water protect the house.
- ✓ Locate the deed, the latest mortgage statement, and any HOA info.
- ✓ Forward the mail; photograph the contents before anything moves.
- ✓ Hold personal property until your attorney says the timing is right.
- ✓ Get the Two Numbers — even if the family won't decide for months.

QUESTIONS EVERY FAMILY ASKS

Plain answers.

What does this cost up front?

No fees to us up front — commissions settle from escrow at closing, and the valuation report is free. If the family chooses the renovation path, that work is the estate's cost: coordinated by us, approved by the PR, with the math in writing first.

Do we need the court's permission to sell?

It depends on the Letters — that's an attorney question, and we coordinate with yours so the sale never gets ahead of the law.

The house still has a mortgage.

Common and fine — the loan is paid from the sale at closing; the estate receives the difference.

The heirs don't agree.

Written numbers help families decide with facts instead of feelings — and the portal means nobody wonders what's happening.

We're not ready yet.

Then don't sell yet. Get the numbers, secure the house, decide when the family is ready. The door stays open.

***One conversation.
Two numbers.
Zero obligation.***

Free · Written · Within 24 hours

CHAT.REALESTATE

Estate & Probate Property Services · Arizona

(602) 860-6110 — answered 24 hours a day
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