

DOWNLOADABLE REALTOR RESOURCE

ESTATE SALE & CLEAN-OUT BRIEF

A WolfPatt guide for listing agents

Know when a listing needs an estate sale or full clean-out first — and how WolfPatt clears the path to MLS in Chandler & the East Valley.

BROUGHT TO YOU BY



wolfpattrealty.com

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LISTINGS THAT NEED SALE OR CLEAN-OUT FIRST

- ☐ **Homes packed after a lifetime**
rooms, garage and closets still full of belongings.
- ☐ **Estate or probate timelines**
heirs need items sold or donated before a showing plan.
- ☐ **Safety and access issues**
pathways blocked, rooms unusable for photos or tours.
- ☐ **Odor, pest or debris concerns**
clean-out and deep clean before any marketing push.
- ☐ **Seller or family bandwidth**
no one available to sort, price or haul for weeks.

A PRACTICAL PRE-LIST TIMELINE

Week 1 — Assess

Walk the home, photo key areas, set keep / sell / donate goals with family.

Week 2 — Sell & sort

Estate sale or auction window; parallel donation staging for remaining goods.

Week 3 — Clear & clean

Haul-off, deep clean, minor repairs and surface refresh for photos.

Week 4 — Market-ready

Final walk with you, photo day and MLS launch with a clear, showable home.

ESTATE SALES, AUCTIONS & CLEAN-OUTS

01

Estate Sales

Pricing, staging & sale-day staffing

02

Auctions

Online or on-site for higher-value lots

03

Clean-Outs

Full haul-off, donation & disposal

04

Deep Clean

After clear-out, ready for photos

05

Coord Hub

One contact for heirs & agents

COMMUNICATION TIPS FOR AGENTS

- **Set expectations early**
share a target photo date so sale and clean-out reverse-plan from it.
- **Keep heirs updated**
short weekly notes beat long silences when emotions run high.
- **Protect valuables**
agree on "do not sell" items before the sale floor opens.
- **Align on access**
lockbox, codes and showing blackout days during sale weekends.
- **Stay listing-focused**
you own pricing and launch; we own the clear-out path to get there.

CALL WOLFPA TT WHEN YOU SEE...

Full-house density

Every room, garage and shed still loaded — photos would hurt more than help.

Family conflict risk

Multiple heirs with different priorities; a neutral operator helps.

Tight escrow pressure

A buyer or probate clock is ticking and the house still isn't empty.

You need one vendor

Sale, haul, clean and light prep under one WolfPatt plan.

NEXT STEP

SEND US THE ADDRESS + PHOTOS

We'll walk the home, flag what matters and give you a clear plan — so your listing hits the MLS ready.

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PARTNER WITH



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