

DOWNLOADABLE REALTOR RESOURCE

INHERITED HOME LISTING ROADMAP

A WolfPatt guide for listing agents

A calm, step-by-step path from "we just inherited Mom's house" to photo day, for heirs in Chandler & the East Valley and the agents guiding them.

BROUGHT TO YOU BY



wolfpattrealty.com

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WHAT HEIRS ARE JUGGLING

- **Grief and guilt**
every drawer holds a memory, so decisions feel heavier than they look.
- **Distance**
many heirs live out of state and can only fly in for a weekend or two.
- **Several voices**
siblings may disagree on what to keep, sell or donate, and on timing.
- **A full house**
decades of belongings, a garage, a shed and sometimes a vehicle or two.
- **Paperwork pace**
the legal side moves on its own clock, so the house plan has to flex.

SECURE & ASSESS THE HOME

- ☐ **Lock it down**
change or re-key access, set a lockbox and confirm who holds keys.
- ☐ **Keep it insured and powered**
utilities on, vacancy coverage checked with the insurer.
- ☐ **Protect the important stuff**
papers, photos, jewelry and keepsakes boxed and set aside.
- ☐ **Walk and photograph**
room-by-room photos so out-of-town heirs can weigh in remotely.
- ☐ **Name one point person**
one family contact for the agent and for WolfPatt keeps it simple.

SELL, AUCTION, DONATE OR CLEAR?

Estate sale

Plenty of furniture, decor and household goods buyers want. Best when there is time for a sale weekend.

Auction

Collectibles, tools, art or higher-value pieces that do better with a wider online audience.

Donate

Good-condition items left after the sale. Family gets a receipt; the home clears faster.

Full clean-out

Low-value contents, a tight timeline, or heirs who simply want it handled. Haul-off and disposal.

A 30-DAY PATH TO PHOTO DAY

1

Week 1

Secure the home, walk it with the family, pull keepsakes.

2

Week 2

Family picks what to keep; we plan the sale or auction.

3

Week 3

Estate sale or auction, then donation runs.

4

Week 4

Clean-out, haul-off and a deep clean.

5

Photo day

Final walk with you, then photos and launch.

Timelines flex with the family and the legal process. Questions about probate or title go to the family's attorney.

CONVERSATION STARTERS FOR HEIRS

- **"There's no rush to decide everything today."**
Start with keepsakes; the rest can wait a week.
- **"Who should be our one point of contact?"**
One voice for the family avoids mixed messages.
- **"What would you like us to never sell?"**
Get the do-not-sell list in writing before any sale.
- **"Would photos and a weekly update help?"**
Remote heirs relax when they can see progress.
- **"I work with a team that can handle the contents."**
Introduce WolfPatt early, before photo day slips.

HOW WOLFPATT HELPS HEIRS

01

Sorting

Keepsakes found &
set aside with
family

02

Estate Sales

Pricing, staging &
sale-day staffing

03

Auctions

Wider reach for
higher-value items

04

Clean-Outs

Donation, haul-off
& a deep clean

05

Coordination

One contact &
updates for remote
heirs

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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