

Common Objections in Probate Real Estate and How to Overcome Them

1. 'We're not ready to sell right now.'

Response: I completely understand. The probate process can feel overwhelming, and there's no rush to make any decisions before you're comfortable. My goal is simply to offer information that can help you when the time comes. Would it be okay if I send you some resources so you have everything you need when you're ready?

2. 'We already have a realtor we're working with.'

Response: That's great to hear! Working with someone you trust is key during this process. Probate real estate, however, is a very specific niche with its own rules and challenges. If your agent isn't specialized in probate, I'd be happy to offer my expertise as a probate specialist to make sure everything goes smoothly. It's about ensuring you have the right guidance.

3. 'The property isn't ready to be soldit needs repairs.'

Response: Many probate properties need some level of repair or updates before they're sold, and that's completely normal. One option is to sell the property 'as-is,' which can save you from the hassle and cost of fixing it up. I've helped many clients do this, and I'd be happy to discuss what that process might look like for you.

4. 'We want to keep the property in the family.'

Response: That's a beautiful decision, and I completely respect that. If there's anything I can help with in terms of valuing the property, or even offering some advice on managing an inherited property, please don't hesitate to reach out. Even if you're not selling, it's always good to understand the property's worth.

5. 'We're still waiting for court approval.'

Response: That makes sense, and I know that waiting for probate court approvals can take time. In

the meantime, I can help with a no-obligation property evaluation or advise on steps you can take now so you're prepared when the approval comes through. Let's ensure everything is ready to move forward smoothly when the time is right.

6. 'We're going to handle the sale ourselves.'

Response: That's admirable, and I fully respect that. Selling a probate property can be a bit tricky because it involves specific legal steps, and I'm here to help if you ever need guidance along the way. Even if you're managing the sale, having a probate real estate expert in your corner can make things a lot smoother.

7. 'The estate is too complicated; we're still sorting things out.'

Response: I completely understand. Probate often involves more than just real estate, and it can take time to sort everything out. I can offer you some insights on how to simplify the property sale aspect whenever you're ready, and I'd be happy to help reduce the burden so you can focus on the rest of the estate.

8. 'We're just waiting for the right market conditions.'

Response: It's always smart to consider the market, especially with such an important asset. That said, probate real estate doesn't always follow the typical market trends. I've worked with many families who sold successfully regardless of market conditions because there are always buyers looking for probate properties. I'd be happy to give you an idea of what the market looks like right now.

9. 'I'm overwhelmed and not sure where to start.'

Response: I completely understand. The probate process can feel like a lot, especially with everything else going on. My job is to make the real estate part as simple as possible for you. Let's take it step by step. I'd love to offer you a free consultation to help break everything down and ease some of that burden.

10. 'We don't think we need a realtor to sell this property.'

Response: Many people feel that way, and it's understandable. Probate properties, though, come with some unique challenges that are different from a standard real estate sale. By working with a probate real estate expert, you can ensure that all the legal details are handled correctly, and you get the best possible outcome. I'd love to share how I've helped others in your position.