



DWELLING™ | REAL ESTATE

CERTIFIED PROBATE & TRUST SPECIALISTS

OUR MONTHLY COMMUNIQUE



COME INSIDE™ to learn about our Probate Services

Hello!

There are many areas of specialty in real estate. Years ago I decided to establish myself as a Certified Probate & Trust Specialist because of my caring nature and compassion in handling sensitive matters for the family after the passing of a loved one.

Having experienced the loss of several family members and having been the Executor of my mother's estate as well as my late partner, I feel fully equipped to service the need of those in our communities who have suffered the same loss.

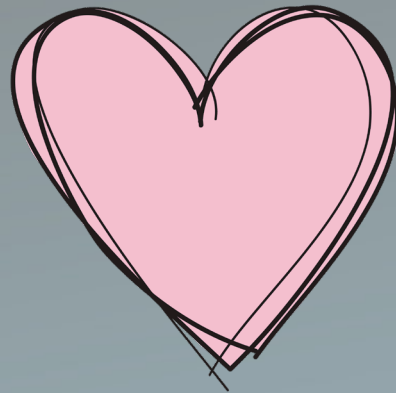
Aside from being trustworthy and empathetic, I have assembled a team of probate specialists with the same demeanor and devotion who are here to serve when the need arises. My team looks forward to working with attorneys and legal professionals specializing in Estate Planning, Trust and Probate Law as well as the families who need our services.

Sincerely,



Robert Cipolloni
DWELLING™ | REAL ESTATE
CEO, President
Broker of Record | Advisor





Compassion is the greatest form of love humans have to offer.

Rachel Joy Scott



So, what is a Certified Probate & Trust Specialist?

CPTS are trained to help navigate the probate court system. This includes monitoring all legal deadlines and making sure that they are not missed. We can and will provide guidance on the necessary legal steps and the documentation coordinations that are required in the probate process.

We can also minimize the potential for disputes between heirs.

In addition to guiding you through the paperwork and other legal aspects of probate court, we can recommend the inspectors, appraisers, contractors and other professionals. This ensures that the passed-down property is accurately appraised, necessary repairs are being made and that the property is ready to go on the market.

We will walk you through the following steps as per the probate court's rules:

- **Marketing and Education of the Market Activity and Comparables**
- **Skillful Negotiations**
- **Management of the Sale and Escrow Processes**

We will help you go to market, sell and manage the process of an estate-passed property, and see to it that the sale of the property is as successful as possible. We will maintain outstanding communication among all heirs, minimizing conflict and making an already emotional process easier for all involved.

At DWELLING™ | REAL ESTATE we endeavor to enrich the lives and deepen the experiences of our clients as we work side-by-side with them on the journey.



TRUST

“Relationships of trust depend on our willingness to look not only to our own interests, but also the interests of others.”

Peter Remnant



WHAT IS THE PROBATE PROCESS?

The probate real estate process may seem confusing between the court proceedings and legal documents; however, probate properties will typically follow the same course. In general, there are four main steps to the probate process (though exact proceedings can vary depending on the state).

1. Executor Of The Estate: For the probate process to begin, an Executor of the estate must be appointed. Typically, the Executor is named in a decedent's will, but if not, the court will appoint an Administrator to fulfill the role. The will includes whether or not an heir will inherit the property or if it will be sold.

2. Property Appraisal: If the property will be sold, the Executor will then determine - in collaboration with the real estate professional - a listing price for the subject property. The list price may be determined after an appraisal with the help of a real estate agent experienced in probate sales.

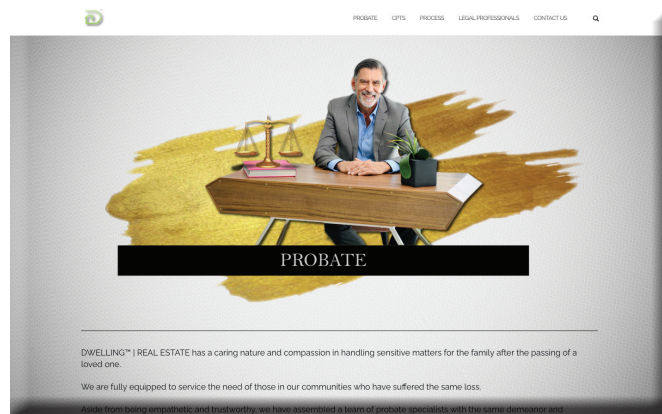
3. Property Listing: After the listing price is established, the property will then be prepared for the market. The real estate agent working with the property will market it with a strategic marketing plan to attract the highest possible offer.

4. Approval and Sale: Once an offer is received, the real estate professional will negotiate the terms to the satisfaction of both parties. An official notice will be mailed to all heirs of the estate, establishing a 15-day period to object to the property's sale. If there are no objections, a court date will be scheduled where the sale of the house will move forward.

How Long Does Probate Take?

The typical probate process can be affected by the number of heirs, any issues with the execution of the will, and any taxes or debts attached to the property. Additionally, the state and local laws where the property is located could impact the overall timeline.

In some cases, probate can take as little as six months, though this is not always the norm. The presence of a will can speed things along greatly. The reason being, a will signals that the property has already been assigned to a specific beneficiary. That heir can then decide, with the collaboration of the estate attorney, on how to move forward with the property.



COME INSIDE™ Our New Website

An amazing resource!

We are pleased to offer you our new website to use in your probate selling and buying process.

Based on its ease of use, simplicity and performance, our website will make your buying and selling experience feel less overwhelming and instead feel more productive!

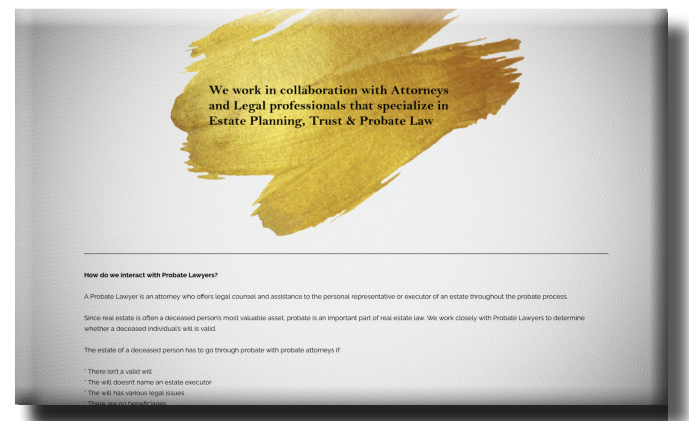
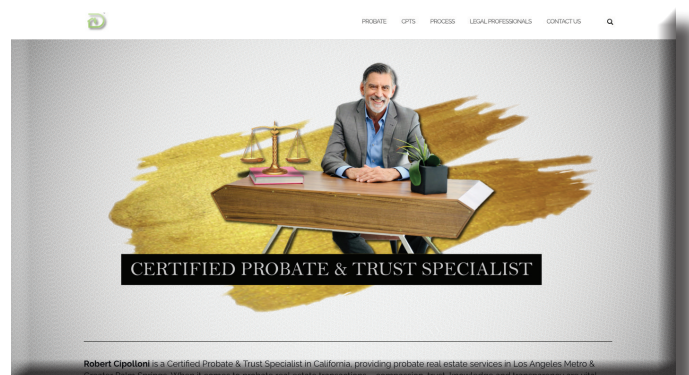
To give you a head start on your journey, we have designed the website to be one of the best high profile websites in the real estate market. As a seller it provides you A+ marketing distinction and profile. It will attract buyers!

My marketing team and I hope that it will provide you a fun and useful immersive experience.

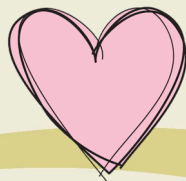
The new website features:

- Listings
- Videos
- Maps
- Offering Memorandums
- Flyers
- Market Information
- Regular Updates
- Resources
- Contact Information
- Device Compliance
- Social Media Associativity

www.dwellingre.com/probate/



**Thank you for considering our Probate team to
be a part of settling your loved one's estate.**



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