

The Probate Sale Process

A Realtor's Perspective — Appointment to Closing

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Every estate is different. The process Wayne follows never is.

01 Appointment & Intake

Wayne contacts the Personal Representative within 24 hours, introduces himself, and gathers property details, access info, and the estate timeline.

02 Property Assessment

Wayne conducts a thorough walkthrough, identifying deferred maintenance, safety issues, and any items that affect value or marketability.

03 Pricing & Valuation

A detailed CMA is prepared — court-ready if needed. Wayne coordinates with a certified appraiser when required by the estate or probate court.

04 Prep & Marketing

Wayne manages cleaning, repairs, and staging through his vetted contractor network, followed by professional photography and full MLS exposure.

05 Offers & Negotiation

All offers are reviewed and communicated clearly to the PR and attorney. Wayne negotiates to maximize the estate's return and protect all parties.

06 Contract to Closing

Wayne coordinates with title, lenders, and all parties. Attorney-ready documentation at every milestone. No surprises at the closing table.

How Wayne Makes Your Job Easier


- ✓ Contacts the Personal Representative within 24 hours of referral
- ✓ Communicates directly with the PR — you're never playing telephone
- ✓ Provides written status updates at every key milestone
- ✓ Prepares court-ready valuations and documentation when required
- ✓ Manages all property prep through a vetted contractor network
- ✓ Coordinates with title to ensure clean, on-time closings
- ✓ Handles grieving heirs with discretion and professionalism
- ✓ Flags title issues, liens, and occupant problems early
- ✓ Available directly by phone or email — no voicemail maze

Why Attorneys Refer to Wayne


20+ Years Maryland Real Estate Experience


Expert Property Valuation


Discreet With Grieving Families


Direct Access — No Team Member Hopscotch

Ready to Add a Reliable Probate Realtor to Your Network?

Free 10-minute consultation — no obligation.
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