

HONORING THE MEMORY, HANDLING THE DETAILS
BY BRIANA BROOKINS



Selling a Family Home





A Note From Me

An inherited or longtime family home carries memory as well as value. Selling it is rarely just a transaction, it is the close of a chapter, often during a tender time. I move gently here. I will guide the practical steps with patience and respect, and keep the process from becoming one more thing that is too heavy to carry.

This guide walks you through it calmly. It is not legal or tax advice, those decisions belong with your attorney and a tax professional, but it will help you know what is ahead.

Briana Brookins



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First, the Order

When a home comes through an estate, a few things usually come before listing. The legal side, probate or trust steps, settled with your attorney. Clear authority to sell, who holds it and any approvals needed. A current understanding of the home's value. And agreement among family or heirs on the plan. I am glad to wait while the legal pieces settle, and to coordinate with your attorney so the timing lines up.



When Family's Involved

Family sales often mean several people with feelings and opinions. What keeps it smooth. One agreed point of contact, so I am not pulling everyone in different directions. A shared, clear timeline everyone can see. A pricing strategy backed by data, so no one feels the number was arbitrary. And space for the emotional part, without letting it stall the practical part.





Preparing It Gently

You do not have to do this all at once, or alone. Start with what matters, photograph and keep what holds memory. Sort the rest in passes, with estate-sale or donation help I can connect you to. We will decide together what is worth doing before listing, and what is not. Cleaning, light repairs, and staging, handled by trusted hands.





Pricing It Fairly

With family homes, a defensible price matters even more, because everyone wants to feel it was handled well. I will show you the comparable sales, the current competition, and the reasoning, so the number is something the whole family can stand behind. Fair and clear keeps the peace as much as it sells the home.





Tax & Legal, Flagged

Inherited property can carry specifics worth knowing before you sell, things like how the property's value is treated and any timing considerations. These belong to your attorney and a tax professional. I will simply make sure they are in the conversation early, not discovered late, so there are no surprises at the table.





How I Help

Patiently, respectfully, and on your timeline. I will handle the marketing and the moving parts with care, coordinate with your attorney, and treat the home like what it is, a place that mattered. You carry the memory. I will carry the logistics, gently.



When the Family Is Ready

This is a move I handle with extra care, because it deserves it. When the family is ready, or when your attorney is, I am a gentle, steady call. This guide is general information, not legal or tax advice.



A GENTLE HAND FOR
A TENDER MOVE



Here When You're Ready

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