

Probate Property.

Your essential guide
to making probate
property safe, secure
and ready for sale.

THE
PROBATE
PROPERTY
SHOP.COM

WHERE PROBATE PROPERTY SELLS

The specialist
probate estate agency.



Selling probate property creates not just huge emotional challenges for a bereaved family but complex practical ones, too.

This guide explains what you need to know about dealing with probate property.

It covers everything from the importance of keeping the property safe, secure and properly insured, to sound advice for getting it ready for sale and how to achieve the best price for the beneficiaries.

It could have been far longer, but we wanted to keep things simple. When you've finished reading through it, if you've got any additional queries or would like to have a more in-depth conversation, please get in touch. We're here to help you.



A handwritten signature in black ink that reads "Nigel Adams". The signature is written in a cursive style with a horizontal line underneath.

Nigel Adams MA (Cantab)
Managing Director

Making it safe and secure.

Getting specialist insurance

Most people don't realise that general household insurance doesn't cover property that is left empty for more than a couple of weeks.

For a probate property, you need specialist vacant property insurance. This is significantly more expensive than normal insurance and it also comes with strict conditions that must be met to maintain the cover.

Contact your current insurer to explain the situation and see if they can give you a quote. You should also shop around to find the best deal for your needs – we can put you in touch with some companies that specialise in these policies. Read the small print carefully.





Taking care of the heating and electricity

During the winter, empty properties are at greater risk of burst pipes. Your insurers will insist on the central heating being left on at a set temperature or drained down completely. They'll also consider electrics to be a fire risk in empty homes, so you'll almost certainly need to turn off the electricity (unless it's being used to keep the central heating running). We have plenty of trade contacts if you need a hand.

Paying regular visits

Insurers usually require regular, recorded visits to the property, sometimes every 14 days. If it's not practical to do this yourself, you could ask a friendly neighbour. Alternatively, we can arrange property inspections for you, complete with written reports and photographs. Whatever you decide, don't keep the records in the property, for obvious reasons.

Creating peace of mind

It might be a good idea to change the locks and even to install an alarm system – they are less expensive than you might think, and a good sales feature too. We can recommend reputable fitters in the area.

An overgrown garden is a red flag that a property is empty, so getting a gardener in regularly to keep it nice and tidy is a great security measure, as well as making the house look more appealing to buyers when you come to sell. If you need help finding one, we can help.

Getting it ready for sale.

Clearing the house

One of the most difficult steps for any family dealing with probate property is the house clearance. It's not simply bricks and mortar; it's a home full of memories, which can make this task feel overwhelming. It's important to take your time.

It can be helpful for each family member to visit and choose items of sentimental value they would like to keep. From a probate point of view, if there are any items of significant financial value, you'll need a formal contents valuation.

After you've removed everything of sentimental or monetary value, the next step is to get the property emptied of what's left, cleaned, and the garden tidied, so it can be viewed in the best light by potential buyers.

Removing the negatives

If there are major structural issues, we can help you obtain quotes to make it easier for buyers to get a mortgage agreed. The costs for repairs are often a lot lower than you'd think. Being upfront from the start also creates goodwill all round and can speed up the sales process, because buyers know what they are getting involved with.

We can put you in touch with people to help at any stage, from final clearance and cleaning to repairs, regular maintenance and gardening.

The background of the entire page is a close-up photograph of a dark-stained wooden surface. It features intricate, raised carvings of floral and scrollwork patterns, including acanthus leaves and circular medallions. The lighting creates deep shadows and highlights the texture of the wood and the relief of the carvings.

Obtaining a valuation.

For probate purposes, you need an open-market valuation. This is the price the property can be expected to actually sell for at any given time.

Most people will get a number of valuations from estate agents. The alternative is a “Red Book” valuation from a member of the Royal Institute of Chartered Surveyors (RICS), which can be expensive.

You also need to provide a separate valuation for contents. It may be worth going through a local auction house if there are unusual items of significant value.

Deciding the best way to sell to get the highest price.

Empty probate property may be in a relatively poor state of repair, have structural issues or even development potential. This means it can be better to sell by more specialist methods – sealed bids (informal tender) or auction.

We offer every route to market and can help you choose the right one for your property.

There's more information on our website or you could pick up our second essential guide – to getting the best possible price for your probate property.



If you need advice, just call.

The Probate Property Shop is the first estate agent in the UK specialising solely in marketing and managing probate property.

It's a unique, nationwide service created with one single goal: to help families and executors achieve the best possible price, using our expertise and experience to make a difficult time a little bit easier and a lot less stressful.

Free valuation and property inspection

Why not get in touch for a free property valuation and to chat through the information you need for your specific circumstances, so you can make an informed choice?

Special offer

If you decide to instruct us, we'll also arrange free property inspections for the first three months for your peace of mind.

**THE
PROBATE
PROPERTY
SHOP.COM**

WHERE PROBATE PROPERTY SELLS



0203 758 7650



enquiries@theprobatepropertyshop.com

TheProbatePropertyShop.com is both a trading name and registered trademark of BigBlackHen.com Ltd.