SELLER'S FIRST 7 ADVANTAGE • PROBATE, TRUST & INHERITED HOMES

Estate First 7 Report

Week-one market report for the authorized decision maker and counsel

SAMPLE REPORT
Illustrative figures only.
Not a real property or estate.

Every listing in the Seller's First 7 Advantage program ends its first week on the public market with this report. It gives the personal representative or trustee, and their attorney, one organized record of how the property was marketed, what buyers said, and how each offer compares, so the next decision is clear and documented.

1 Property & Authority

Property	Single-family home, 3 bd / 2 ba, Chula Vista, CA (sample)
Legal seller	[Private: internal copy only]
Authority	Probate, full IAEA authority, confirmed by counsel and title
Report date	Day 7 of public marketing

2 Court, Notice & Property Status

Pending	Notice of Proposed Action after acceptance; 15-day objection period per counsel
Occupancy	Vacant; locks changed; vacant-home policy in force
Security	Checked after each showing day; no issues
Known items	Leased solar system: transfer terms requested

3 Launch Activity

21	9	3	2
inquiries	showings	offers	pending

- MLS launch Day 1 after authority and compliance confirmed
- Agent and buyer outreach Day 4, as approved by the seller

4 Showing Feedback

- **Most common:** original kitchen and baths; buyers priced in updates
- **Positive:** lot size, location, single-level layout
- **Questions:** solar lease transfer, roof age, possession date
- **Buyer mix:** 5 owner-occupants, 4 investors

5 Offer Matrix

Offer	Price	Financing / Proof of Funds	Contingencies	Close	Certainty Notes
A STRONGEST	$752,000	Conventional, 25% down; pre-approval verified	Appraisal 10 days; no inspection	30 days	Owner-occupant; accepts solar lease transfer
B	$740,000	Cash; proof of funds verified	None; as-is	14 days	Fastest close; lower price
C	$765,000	FHA, 3.5% down; pre-qualification only	Inspection 17 days; appraisal; repairs likely	45 days	Highest price, lowest certainty

6 Estimated Net Range

Seller proceeds based on Offer A, before loan payoff, estate debts, and distribution.

$688,000 to $701,000

After estimated commissions, closing costs, and solar lease handling. Confirm with escrow and counsel.

7 Recommendation & Next Step

Recommend	Counter Offer A at $758,000; hold Offer B as backup
Approves	Personal representative, after review with counsel
Open risks	Solar lease transfer approval; appraisal on Offer A
Next milestone	Counter response in 48 hours; then Notice of Proposed Action through counsel

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Going the Extra Mile for You

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