NEW MEXICO PROBATE SOLUTIONS

Honest Guidance • Proven Expertise

NEW MEXICO ESTATE PROPERTY RESOURCE

The New Mexico Probate Resource Guide

Helping Personal Representatives Navigate Probate Real Estate with Confidence

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A PERSONAL NOTE FROM JOHN

A Calm Place to Start

If you're holding this guide, you're likely serving as the personal representative, helping with an estate, or trying to understand what comes next. My hope is that this resource gives you clarity, confidence, and a strong place to begin.

Probate is personal for me. After my mother passed away, I helped settle her estate. Years later, I walked through that process again while settling my father's estate. Going through probate twice gave me a perspective that goes far beyond real estate.

For more than 22 years, I've helped people buy and sell real estate in New Mexico. Over time, probate became one of the primary focuses of my work because I understand both the real estate side and the practical challenges an estate can create. That's why I founded New Mexico Probate Solutions.

My goal is simple: give you clear information, connect you with trusted local professionals when needed, and help you make confident decisions every step of the way. I'm not an attorney and I don't provide legal advice, but I can explain the real estate side of probate and help coordinate everything in between.

As you read, highlight anything that applies to your situation and write down questions on the notes pages near the back. You don't need every answer before calling. We can begin with the property, the estate's priorities, and the next decision in front of you.

John Sheffer
Founder, New Mexico Probate Solutions

NOT SURE WHERE TO BEGIN?

Call me at 505-385-1272. We'll identify the estate property's next step and the right professionals to help.

This guide is educational information, not legal, tax, or financial advice. Probate rules and individual circumstances vary. Consult qualified professionals. John Sheffer is a real estate professional, not an attorney.

YOUR ROAD MAP

Contents

PROBATE IN PLAIN ENGLISH

What Probate Does

Probate is the legal process of settling someone's affairs after death: proving the will, appointing someone to act, paying valid debts and taxes, and transferring what remains to the rightful heirs. New Mexico follows the Uniform Probate Code, and many estates use an informal, uncontested process without a courtroom hearing.

Personal Representative

The person appointed to manage the estate. Other states may use the word executor. This person has legal duties and authority to act.

Letters

The court document proving authority. Letters Testamentary apply when there is a will; Letters of Administration apply when there isn't.

Informal Probate

The standard uncontested path, usually filed with the county probate court with limited court involvement. New Mexico Courts currently lists a $30 probate-court filing fee; verify it before filing.

Formal Probate

A court-supervised district court process used for disputes, an unclear will, or complex issues.

Community Property

New Mexico is a community-property state. A surviving spouse generally already owns half of the marital community property, and probate addresses the decedent's share. If someone dies without a will, state law determines who inherits that share.

New Mexico by the Numbers

3 years

Probate can generally be filed from five days through three years after death.

3 months

A probate case must remain open for at least three months before it can close.

4 to 6 months

An uncontested estate without major property issues can often be completed in this range. Complex estates may take longer.

No inheritance tax

New Mexico doesn't impose an inheritance tax. Estate-tax and fiduciary-income-tax filing rules may still apply.

Do You Even Need Full Probate?

Small Estate Affidavit

A qualifying estate of $50,000 or less, after liens, with no real property may use an affidavit after 30 days when no personal representative appointment is pending or granted, without opening full probate.

Surviving-Spouse Homestead Affidavit

A separate affidavit may transfer a qualifying community-property home after six months when the property-tax assessed value is $500,000 or less and the other requirements are met.

Assets That May Skip Probate

Living-trust property, survivorship ownership, a recorded transfer-on-death deed, and accounts or policies with named beneficiaries may pass outside probate.

Informal Probate

An estate with solely owned real property or assets beyond the small-estate path will often use informal probate when uncontested.

Quick self-test: Is a home or land titled only to the decedent or as tenants in common? Is everything under $50,000 with no real estate? Is a surviving spouse inheriting a community-property home? The answers help identify which path to confirm.

NOT SURE WHICH PATH MAY APPLY?

Ask me for a complimentary title check and a clear list of questions to confirm with the right professional.

Probate Milestones: Step-by-Step

1 Application / Petition for Probate

What it is: The formal request to the court to open probate. This usually includes the will, if there is one, a death certificate, and basic information about heirs and assets.

Why it matters: Without this filing, nothing else can move forward. This is how the court gains oversight and gives the Personal Representative authority.

Who does it: The proposed Personal Representative, often with help from a probate attorney, probate real estate professional, or court clerk.

2 Court Hearing & Appointment

What it is: A judge or probate court reviews your petition and supporting documents. If approved, you are officially appointed as Personal Representative.

Why it matters: In New Mexico, you may receive Letters of Administration, the legal proof that allows you to act for the estate.

Who does it: The probate court or district court. You attend or submit documentation as required.

3 Establish the Estate Entity

What it is: Set up the estate's financial identity. This may include requesting an Employer Identification Number from the IRS and opening an estate bank account.

Why it matters: This separates estate money and assets from personal funds and supports clean records for taxes, expenses, and distributions.

Who does it: The Personal Representative, sometimes with help from the probate court, CPA, probate real estate professional, or banker.

4 Notice to Creditors

What it is: A court-approved legal notice published in a local newspaper to alert potential creditors or unknown heirs when required. In New Mexico, notice is generally published once a week for three successive weeks.

Why it matters: It creates a clear window for creditors to file claims. In New Mexico, creditor deadlines depend on the type of notice given and should be confirmed with an attorney or the court.

Who does it: The Personal Representative, usually working with the local newspaper and guided by an attorney or court clerk.

Probate Milestones: Step-by-Step

5 Inventory & Accounting

What it is: A complete list of all estate assets, including real estate, bank accounts, vehicles, business interests, and personal property.

Why it matters: The court and heirs must know what the estate owns. This sets the foundation for paying debts and distributing assets.

Who does it: The Personal Representative, often supported by appraisers, CPAs, or attorneys.

6 Manage Estate Finances

What it is: Collect estate income, such as rents, dividends, and refunds. Pay debts, settle claims, and sell assets if necessary.

Why it matters: Ensures debts and taxes are handled before distributions. Protects the Personal Representative from personal liability.

Who does it: The Personal Representative, often with support from accountants, real estate professionals, and vendors.

7 Ongoing Reporting

What it is: Courts may require interim reports showing income, expenses, and progress.

Why it matters: Keeps the estate transparent and compliant. Missing reports can delay closing the estate.

Who does it: The Personal Representative, sometimes with accountant or attorney assistance.

8 Asset Evaluation

What it is: A formal valuation of the estate's assets, usually conducted near the time of death. This establishes the stepped-up basis, the adjusted value of assets used for tax purposes. The valuation applies whether the asset is sold or passed on to heirs.

Why it matters:

1. Determines the correct value for the estate's final tax filings.
2. Ensures heirs receive accurate cost basis for capital gains when they sell inherited property, now or in the future.
3. Provides documentation for the court and IRS.

Who does it: The Personal Representative, often with the help of appraisers, real estate brokers, accountants, or financial professionals.

Probate Milestones: Step-by-Step

9 Taxes

What it is: Filing any of the decedent's unfiled personal tax returns, an estate fiduciary tax return, and in rare cases an estate tax return.

Why it matters: Federal and New Mexico taxes must be settled before closing. IRS and New Mexico tax authorities can delay distribution if filings are missed.

Who does it: Personal Representative, with a CPA or tax preparer.

10 Final Accounting & Distribution Plan

What it is: A detailed report of everything collected, spent, and proposed for distribution. Filed with the court for approval.

Why it matters: Protects the Personal Representative by showing every dollar was handled properly.

Who does it: Personal Representative, often with CPA or attorney review.

11 Closing the Estate

What it is: Court review of the final accounting, approval of the distribution, and discharge of the Personal Representative.

Why it matters: Ends the Personal Representative's legal responsibility and allows heirs to receive their inheritance.

Who does it: The court formally closes the case.

KEEP THE PROPERTY PART OF THE PLAN

As the legal and financial milestones move forward, I can help you stay focused on the property's condition, value, and next real estate decision.

Trusted Third-Party Professional Guidance

One Call. The Right Professionals. Peace of Mind.

Settling an estate often requires multiple professionals. Instead of searching on your own, I can help connect you with trusted, pre-screened vendors who understand New Mexico estate needs.

Hiring a probate or estate attorney is often the best way to protect the estate and avoid costly delays. In some cases, an attorney may still be needed.

I understand some people try to save money by handling probate themselves. If you don't hire an attorney, I'm a certified probate specialist that can guide you and connect you with the right vendors and help keep the estate on track. While I cannot provide legal advice, I can help you avoid common mistakes and know when to bring in legal support.

Other Vendors I Can Connect You With

- **Accounting & Tax Pros** - Returns, estate taxes, valuations
- **Estate Sale & Clean-Out Services** - Auctions, donations, clean-outs
- **Appraisers** - Homes, jewelry, vehicles, collectibles
- **Financial & Insurance Advisors** - Preserve value and manage funds
- **Contractors & Maintenance** - Secure and prepare properties
- **Mortgage & Finance** - Refinancing and estate loan options
- **Investors** - Quick cash buyer network
- **Title & Escrow Professionals** - Title, transfer, and closing support

Why Call John First?

- **Save time and stress** with one point of contact
- **Pre-vetted professionals** who understand probate and estate needs
- **Probate real estate guidance** even when legal support is still needed

GUIDANCE FROM A TO Z, EXCEPT L FOR LAW

I can coordinate the real estate side and connect you with trusted professionals, including the right attorney and vendor team for your estate.

Call 505-385-1272 or visit NMProbateSolutions.com/contact

General information only. Not legal advice. Confirm legal questions with a qualified New Mexico probate attorney or court.

IMMEDIATE RESPONSIBILITIES · DO THESE FIRST

The First 30 Days

Stabilize first. The goal isn't to empty the home or rush into a sale. The goal is to prevent loss, protect information, and preserve the estate's choices.

Order certified death certificates. Banks, insurers, title companies, and the court may request certified copies. Eight to ten copies may be useful, depending on the estate.

Secure the home. Collect keys and remotes. Change or rekey locks when appropriate. Secure windows, gates, sheds, garages, and vehicles.

Call the insurer. Report the death and ask about vacancy, occupancy, inspections, and any change in coverage. Get answers in writing.

Keep needed utilities active. Water, power, gas, heating, cooling, security, and internet may protect the property.

Locate the original will and important records. Check safes, files, safe-deposit boxes, and the attorney who prepared the documents.

Forward and secure mail. Protect bills, statements, tax notices, and information that may reveal accounts or assets.

Photograph the home and contents. Create a dated room-by-room record before removing or distributing anything.

Track every expense. Keep receipts and ask the attorney or accountant how estate costs should be paid and recorded.

Don't distribute assets yet. Confirm authority, creditor issues, taxes, ownership, and beneficiary rights first.

Ask me for the complimentary First 30 Days and Probate Property Security checklists.

THE DOCUMENT CHECKLIST

Gather What You Can Find

You don't need every document before asking for help. Start with what is available and make a list of what is missing.

Legal Documents

- ☐ Certified death certificates
- ☐ Original will and codicils
- ☐ Trust documents
- ☐ Marriage or divorce records when relevant
- ☐ Personal representative appointment and Letters

Financial Accounts

- ☐ Bank and credit union statements
- ☐ Investment and retirement accounts
- ☐ Life insurance and beneficiary information
- ☐ Recent tax returns
- ☐ Income, debts, and recurring payments

Real Estate File

- ☐ Deeds and title information
- ☐ Mortgage and home-equity statements
- ☐ Property tax and assessor records
- ☐ Insurance policy and agent contact
- ☐ HOA records, keys, remotes, and access codes

Vehicles & Personal Property

- ☐ Titles and registrations
- ☐ Appraisals for valuables or collections
- ☐ Storage-unit details and keys
- ☐ Photos and an initial inventory
- ☐ Known ownership or distribution instructions

Digital & Ongoing

- ☐ Phone and email access
- ☐ Password information if lawfully available
- ☐ Subscriptions and automatic payments
- ☐ Mail forwarding
- ☐ Utility and service-provider contacts

Debts & Obligations

- ☐ Credit cards and loans
- ☐ Medical and final expenses
- ☐ Mortgage, taxes, HOA dues, and liens
- ☐ Vehicle loans and leases
- ☐ Property utilities and maintenance bills

Missing a deed or property record? I'll help identify what to locate next and connect you with the right local resource.

Why Notice Matters

What it does

- Alerts creditors that the estate is being administered.
- Provides a process and deadline for presenting claims.
- Helps protect the estate and personal representative from late claims when the legal requirements are followed.

Important reminders

- Publication and mailed notice serve different purposes.
- Known creditors may require direct notice.
- Keep proof of publication and copies of mailed notices.
- Heirs and beneficiaries have separate notice rights.

New Mexico timing

New Mexico law contains different creditor deadlines depending on the type of notice and the facts. A published notice generally runs once a week for three successive weeks. Claims may be limited after four months from first publication. A creditor who receives qualifying written notice may have a separate deadline.

Confirm before relying on a deadline.

Ask a qualified New Mexico probate attorney or the court which notices are required and how the applicable deadline should be calculated.

Stay organized

Keep a notice log with the creditor name, mailing address, date sent, publication dates, proof received, response, and claim status.

While creditor claims are being confirmed, I can keep the estate's real estate tasks organized and moving.

Protect One of the Estate's Largest Assets

The personal representative may have a duty to preserve estate property. Regular attention protects value and reduces avoidable loss.

Secure access	Change or rekey locks when appropriate. Collect spare keys. Secure doors, windows, gates, garages, sheds, and vehicles.
Confirm insurance	Ask about vacancy, occupancy, inspections, alarms, exclusions, and required maintenance.
Keep needed utilities active	Prevent freeze, water, heat, security, and access problems. Monitor unusual use.
Maintain the exterior	Arrange yard care, weed control, trash removal, pest checks, gutter cleaning, and regular visits.
Watch New Mexico weather	Protect pipes, monitor roofs and drainage during monsoon season, and address weeds and fire risk.
Handle urgent repairs	Stop active leaks, broken windows, unsafe access, electrical hazards, and other damage before it grows.
Protect security and privacy	Limit public discussion of vacancy. Consider smart locks and a camera system. Protect account papers and identity documents.
Keep a property log	Record visits, work completed, vendor invoices, photos, meter readings, and expenses.

Not sure what the property needs? I'll help you focus on work that protects value and avoid repairs or cleanout that may not pay off.

SIX COSTLY MISTAKES TO AVOID

Six Costly Mistakes to Avoid

After a thousand plus transactions and years of specializing in probate, I see the same handful of errors drain estates again and again. Every one of them is preventable.

MISTAKE 01

Letting the Insurance Lapse

Vacant home clauses can void coverage within 30 to 60 days. One kitchen fire or frozen pipe in an uninsured house can consume the entire inheritance. Call the insurer in week one.

MISTAKE 02

Distributing Assets Too Early

Handing out money or property before debts, taxes, and claims are resolved can make you personally liable for the shortfall. Patience protects you; get receipts for everything.

MISTAKE 03

Mixing Estate and Personal Money

Paying estate bills from your own account (or vice versa) creates an accounting nightmare and invites disputes. Open the estate account early and run every dollar through it.

MISTAKE 04

Waiting Too Long to Start

Grief makes delay natural, but carrying costs compound monthly, documents get harder to find, and New Mexico's three year window to open probate is real. Small steps now beat a scramble later.

MISTAKE 05

Taking the First Cash Offer

Investors mine probate filings and mail aggressive offers within days. Selling 20 to 30 percent under market to save two weeks is rarely the right trade for the heirs. Value the home independently first.

MISTAKE 06

Going Completely Alone

You do not need to hire an army, but a probate savvy attorney for the filings and a probate experienced agent for the home each pay for themselves. Borrow experience where it counts.

> “The families who come through probate best are not the ones who knew everything. They are the ones who asked early.”
>
> **John Sheffer · Certified Probate Specialist**

Managing / Distributing Assets & Belongings

When a loved one passes, one of the most emotional and overwhelming parts of probate can be handling their personal belongings. From sentimental keepsakes to valuable assets, every item needs to be thoughtfully managed.

1. Distribution Among Heirs

- Fair Division: Personal property can be divided among heirs based on sentimental value or by legal direction
- **Helpful Tool:** EstateExec.com offers software ($199 one-time) that allows executors to catalog, manage, and distribute assets fairly while keeping full records for the estate.

2. Selling Assets

Not every item can or should be kept. Options include:

- Estate Sale Companies - Organize and run household sales.
- Clean-Out Companies - Quickly remove unwanted belongings.
- Consignment / Auction Houses - Ideal for high-value items.
- Donation Centers - Provide tax-deductible receipts for usable goods.
- Vehicle Sales - I can provide cash offers for cars, trucks, SUVs, RVs, boats, golf carts, or farm equipment.

3. Evaluation of Assets

Larger or more valuable assets may need professional evaluation:

- Step-Up Basis - Assets are often re-valued at the date of death for tax purposes. This is critical for your final tax filings, whether the items are sold or kept.
- Appraisals - Jewelry, vehicles, antiques, firearms, art and other collectibles should be formally appraised to establish value. This will help immensely on your final estate tax filing and often saves heirs tens of thousands of dollars in unnecessary capital gains taxes.

Why This Matters

As executor, it's your responsibility to preserve and account for all estate property. Taking an organized approach reduces conflict, ensures fairness, and protects you legally.

MAKE A PLAN FOR ESTATE BELONGINGS

I'll help you choose the right next step and trusted resource for items that may need to be kept, sold, donated, or appraised.

Personal Property Management

Handling Assets & Valuables

Why It Matters

From vehicles and jewelry to tools and household furniture, personal property can be overwhelming to evaluate, organize, distribute or sell. I help you protect family keepsakes, maximize value, create distribution plans and clear what's no longer needed.

I Coordinate Evaluations, Appraisals & Cash Offers

- Vehicles, Boats, RVs
- Art
- Firearms
- Furniture
- Tools
- Collectibles
- Antiques
- Home Decor

How I Help

If items need to be evaluated, sold, or cleared, I can help you find the right path. I may be able to purchase certain items myself. If I am not the right buyer, I can connect you with trusted evaluators, buyers, and sales channels so personal property and assets are handled legally, respectfully, and profitably.

Call me first if there are belongings or inherited assets that need to be reviewed. I can help you compare options before anything is sold, donated, or cleared from the property.

HAVE ESTATE ITEMS TO EVALUATE, SELL, OR CLEAR?

Call me first: 505-385-1272

General information only. Not legal advice. Confirm personal property and estate administration questions with a qualified New Mexico probate attorney or court.

Confirm Authority and Property Obligations

When Can Assets Be Sold?

After the personal representative is appointed and receives Letters, estate assets may often be sold to pay valid debts and expenses or prepare for distribution. Authority and required procedures depend on the estate.

- Before appointment, property generally can't be sold.
- After appointment, confirm the will, Letters, title, notices, approvals, and any court requirements.
- Disputes, minors, incapacity, liens, foreclosure, or complex title issues may require added professional review.

Don't sign based on assumptions.

Confirm who holds title and who has authority before marketing, accepting an offer, or signing documents.

Mortgages, Loans, Leases & Liens

Mortgages: Keep payments current when appropriate. Confirm the balance, escrow, payoff, insurance, and any reverse-mortgage deadline.

Auto loans and other secured debts: Continue appropriate payments while the estate evaluates assumption, refinance, return, or sale.

Leases: Notify the lessor and compare return, termination, transfer, or other available options.

Taxes, HOA dues, and liens: Identify balances early. Unpaid items can delay or prevent a sale or transfer.

Next steps: Gather loan and lease documents, keep records, and coordinate with the attorney, title company, servicer, and other qualified professionals.

I can help identify title, payoff, and authority questions early, before they delay marketing, an offer, or closing.

Real Estate Options & Solutions

Navigating Real Estate Transfers, Finance & Selling Options

New Mexico Probate Solutions

While I help with more than just the sale of real estate, my role is to guide you through the real estate side of probate. That may include helping you understand selling options, coordinating with title professionals, connecting you with mortgage or financing resources, and helping you decide whether to keep, sell, or transfer inherited property.

See Subsequent Pages For Details On Each Of Your Options

Mortgage & Finance

I can help you identify when mortgage or financing questions need to be addressed and connect you with the right lending or financial professionals.

Title & Ownership Transfer

I do not provide legal advice or transfer title, but I can help you understand when title questions may affect the real estate and connect you with the right title or legal professionals.

Owner Financing Solutions

If heirs are considering creative sale options, I can help explain how owner financing may affect the real estate sale and help you structure it correctly.

Real Estate Listing Services

If selling on the open market makes sense, I can help price, prepare, market, and negotiate the sale of inherited real estate.

Quick 'As-Is' Sale

I can help you compare the pros and cons of a faster cash or as-is sale, especially when the property needs repairs, cleanout, or a simpler sale path.

Not sure which real estate option fits the estate? I'll help you compare the choices and understand the tradeoffs before you decide.

Quick Sale / Cash Offers

The Fastest & Simplest Option

A cash sale is one possible path for inherited real estate. It can help when the estate needs speed, certainty, no repairs, less cleanout, or a simpler way to move forward. My role is to help you compare this option clearly and protect your next step.

Why Families Choose This Option

- Eliminate high mortgages, avoids foreclosure, liens, or tax penalties.
- Settle the estate quickly to distribute funds to heirs.
- Eliminate the hassle of clean-up, showings, and repairs.
- When the preparation required for a traditional sale is not feasible.

For families who value speed, simplicity, and certainty, this option provides peace of mind.

How I Can Help

- I may be able to make a cash offer myself.
- If I’m not the best fit, I can connect you with my trusted investor network.
- I can help you compare a cash offer against a traditional sale before you decide.

Important Reminder

A cash offer is not always the highest price. But it may be the right choice when speed, simplicity, repairs, cleanout, or family circumstances matter more.

IS A CASH OFFER THE RIGHT FIT?

I'll help you compare the offer, the property's market value, the timeline, and the estate's priorities before you decide.

Cash Advances on an Estate

Sometimes families need access to estate funds before probate is complete. A probate cash advance may be one option, but it is important to understand the costs, risks, and alternatives before making a decision.

Want the Full Breakdown?

Scan the QR code or visit the link below to learn more about inheritance cash advances, why families may consider them during probate, how they differ from a traditional loan, and how to request more information. Use it as a starting point before deciding whether an advance fits your situation.

Before you accept an advance, make sure you understand your options.

NMProbateSolutions.com/cash-advance

My Role

I partner with trusted funding companies to provide clear, fair options for families who need cash quickly. I am a certified probate specialist (not an attorney) who reviews estates, advises on next steps, and connects you with providers, including advance options, so you can protect your family's interests.

Considering an estate advance for property expenses? I'll help compare the cost with other real estate options.

General information only. Not legal, tax, or financial advice. Confirm estate, title, and advance questions with qualified professionals.

Keeping Real Estate in the Family

Solutions for Keeping Real Property & Assets

Why It Matters

Many heirs want to keep inherited real estate for family use, legacy reasons, or future value. This often requires sorting out title, ownership, financing, and family decisions before the property can be kept or transferred smoothly.

Title Services

Whether you plan to sell or keep inherited real estate, title and ownership records are often one of the most overlooked, and most important, parts of the process.

I work with trusted real estate attorneys and title agencies to ensure a clear, legal transfer from your loved one to the rightful heirs, making the transition simple and stress-free.

Mortgage & Finance Solutions

When heirs choose to keep real estate, there are often financing needs to address. From buying out family members, to paying estate debts, the right loan or structure makes all the difference.

I can connect you with lenders, attorneys, and programs that specialize in estate situations, offering solutions such as traditional mortgages, refinances, equity access, or options for resolving reverse mortgages.

Long-Term Ownership

Long-term ownership may mean moving into the property yourself, keeping it in the family, or holding it as part of a larger estate plan.

Either way, the goal is to preserve value, avoid confusion, and make sure the right people are involved before decisions are made.

What About Renting?

I don't provide rental-property or property-management services. Renting can add landlord duties, repairs, insurance questions, tenant risk, management costs, financing concerns, and possible delays in closing the estate. Compare those responsibilities with keeping or selling before committing.

Thinking about keeping the property? I'll help compare title, financing, ownership, and sale options before you commit.

Traditional Listing / Full Market Sale

Personalized Planning to Help Maximize Estate Value

When the goal is to sell an inherited property for the strongest possible price, a traditional listing may be the best path. I review your specific estate, property condition, timeline, and local market so you can understand your options and make a clear plan before moving forward.

Why This Option May Make Sense

- You want to help maximize the sale price.
- The property has strong market potential.
- The estate has time to prepare, market, and negotiate.
- You want a clear, professional sales process.
- You want experienced guidance from pricing through closing.

What I Review With You

- Your specific estate situation and timeline
- Property condition and needed preparation
- Current market value and pricing strategy
- Whether to sell as-is, make repairs, or prepare for the open market
- Cleanout, staging, photography, and presentation options
- Personalized marketing and buyer strategy
- Offers, negotiations, and closing expectations

Why Clients Hire Me

I am a Certified Probate Specialist with more than 22 years of real estate experience and personal experience handling both of my parents' individual estates. I understand the local New Mexico market, the emotions that can come with inherited property, and the details that help protect value. My clients hire me because I bring clear guidance, local expertise, strong marketing, and a practical plan built around your specific estate needs.

WANT TO MAXIMIZE THE ESTATE'S PROPERTY VALUE?

Call me at 505-385-1272 or scan the QR code for a no-obligation estate property consultation.

505-385-1272

NMProbateSolutions.com/contact

Not ready to schedule yet? Read John's Google reviews and hear why so many past clients have hired him.

Search: John Sheffer Albuquerque Realtor Probate Specialist Reviews

FREQUENTLY ASKED QUESTIONS

Common Probate Property Questions

How long does probate take?

There isn't one set length. Creditor issues, taxes, title problems, disputes, and property condition can affect the timeline.

Can property be sold before probate is finished?

Often, yes, after the personal representative has authority and the sale follows the will, court requirements, title needs, and New Mexico law.

Can heirs live in the property?

Possibly, but occupancy should be addressed with the personal representative and attorney. Insurance, expenses, access, maintenance, fairness, and a move-out plan matter.

Who pays the mortgage, utilities, insurance, and taxes?

These may be estate expenses, but payment sources and priorities depend on the facts. Keep records and get legal and accounting advice.

Can the house be cleaned out?

Yes, after authority, inventory, beneficiary rights, valuable items, documents, and the sale strategy have been addressed.

Should repairs be made?

Only after comparing cost, time, risk, and likely return. Safety and damage prevention come first.

Is a cash offer the best choice?

Sometimes, but not automatically. Compare qualified buyers, complete terms, convenience, timing, and likely net proceeds.

When should John be contacted?

As soon as real property may be part of the estate. Early guidance protects choices, even when a sale is months away.

Still have a question? Call me at 505-385-1272. You don't need every answer before we talk.

PRACTICAL RESOURCES

Ask for the Help You Need Next

John can provide practical worksheets, checklists, and local referrals for the estate's next step.

First 30 Days Probate Checklist	Early calls, records, security, and immediate property tasks.
Probate Property Security Checklist	Insurance, utilities, locks, mail, maintenance, and visit logs.
Estate Inventory Worksheet	Property, accounts, documents, and items that need special handling.
Estate Cleanout Checklist	What to keep, value, donate, sell, remove, or leave for a buyer.
Probate Paperwork Checklist	Court, title, insurance, tax, and property records.
Inherited Home Sale Checklist	Preparation steps based on the chosen sale strategy.
Property Strategy Comparison	Likely price, costs, work, time, risk, and estimated net proceeds.
Vendor & Professional Referral List	Attorneys, title, appraisers, estate sales, cleanout, security, repairs, management, financing, and qualified buyers.

You did not ask for this job. Don't do it alone. Call John to help you through the process from start to finish.

I'll help identify the most useful checklist or worksheet for your situation and connect you with the right local help.

Notes & Questions for John

Use these pages to jot down anything you would like to ask, clarify, or discuss during your consultation.

Helpful Prompts

- Questions I want to ask John
- Concerns or decisions I need help thinking through
- Important deadlines or follow-up items

More Notes to Consider

- People involved in the estate I may need to mention
- Documents, details, or property information I need to gather
- Anything from this guide I want clarified

Write your notes below:

Property & Estate Notes

You can use this page for property details, next steps, names, reminders, or anything else you want ready before speaking with John.

Quick Reference

Property Address: ____________

Estate Status: ___________

Important Date: ______________

Best Contact Method: _________

Additional notes:

NEW MEXICO
PROBATE SOLUTIONS
Honest Guidance • Proven Expertise

YOUR NEXT STEP

You Don't Have to Do This Alone

Before you sell, transfer, clean out, repair, or accept an offer, call me. I'll help you compare the property's real options, protect the estate's value, and coordinate the trusted New Mexico professionals you need from start to finish.

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