

Minnesota Probate Listings

A Realtor's Guide to Probate Listings

How to Turn Weekly Probate Filings Into Real Listing Opportunities

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A Realtor's Guide to Probate Listings

By Minnesota Probate Leads

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Minnesota Probate Leads

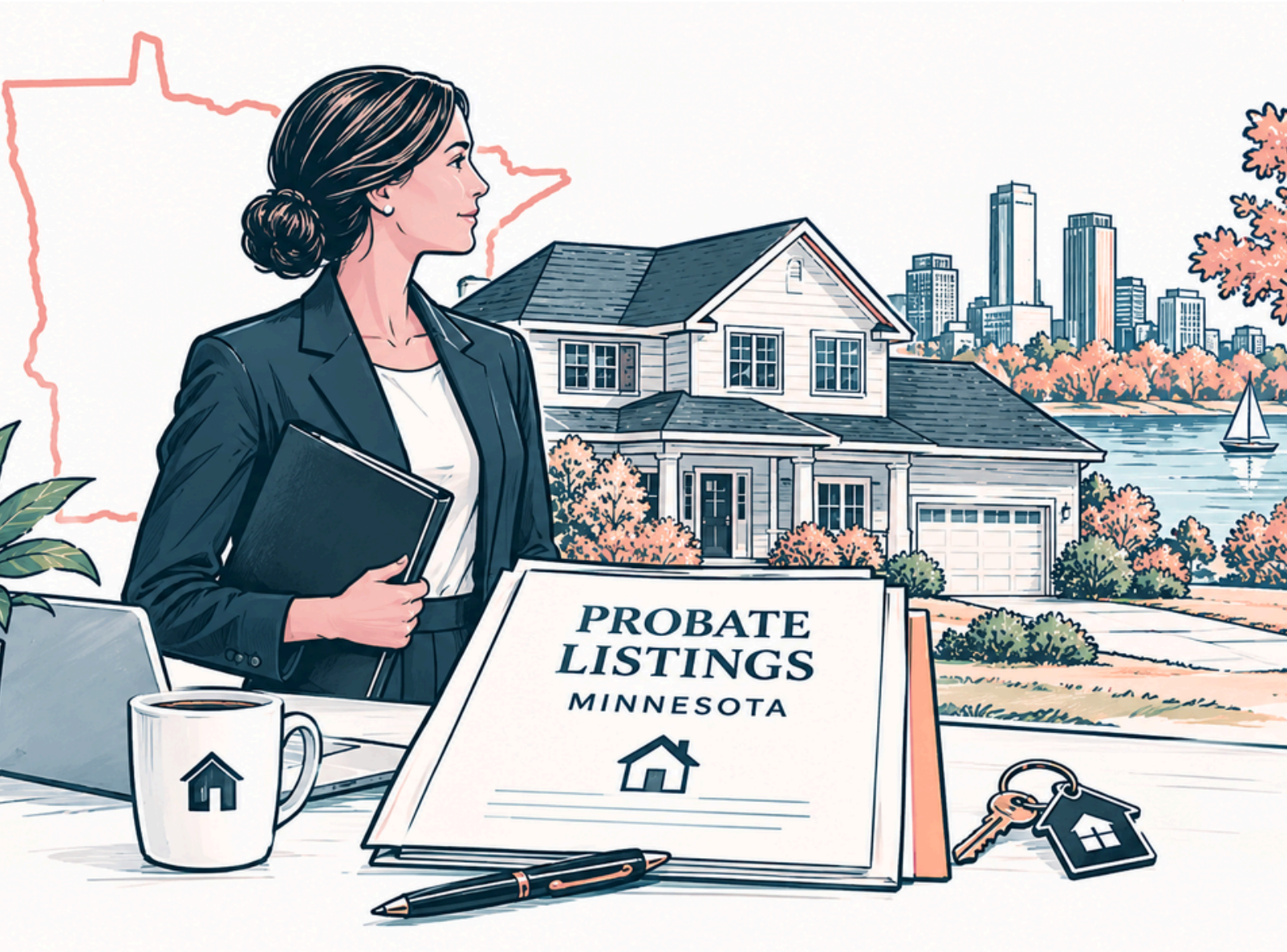


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Foreword

> Every real estate market has hidden opportunities—pockets of inventory that aren't advertised, aren't widely known, and aren't fought over by dozens of agents at once. In Minnesota, one of the strongest of these opportunities has always been probate. Yet for years, most agents have either overlooked it or assumed it was too complicated, too sensitive, or too difficult to navigate.

The truth is the opposite.

Probate listings are often the most straightforward, motivated, and predictable opportunities an agent can work. Families inherit homes they don't want to maintain. Personal representatives need help quickly. Estates need to be settled. And every week, new filings appear—quietly, consistently, and almost entirely untouched by the broader market.

This book was created to help Minnesota Realtors understand and use that opportunity with confidence.

What you're about to read is not theory. It's a practical system built around real Minnesota probate filings—organized, cleaned, and delivered weekly so you can focus on outreach instead of research. The goal is simple: to help you find more listings, reduce competition, and build a steady pipeline of business in a market where inventory is scarce and every advantage matters.

If you've been searching for a way to stand out, to work smarter, and to tap into a source of listings most agents never touch, you're in the right place. The chapters ahead will show you exactly how to turn weekly probate filings into real conversations, real appointments, and real listings.

Let's begin.

Introduction

Inventory is tight. Competition is fierce. And every Minnesota Realtor knows the feeling of chasing the same listings as twenty other agents, hoping this time will be different. But what if you could step out of that crowded lane entirely? What if you could work a source of listings that most agents never touch—a source that quietly produces opportunities every single week? That source is probate.

Probate filings are one of the most reliable, consistent, and overlooked paths to new listings in Minnesota. Every week, families inherit homes they don't want to keep. Personal representatives are suddenly responsible for property they never planned to manage. Estates need to be settled, assets need to be liquidated, and homes need to be sold. Yet most agents never see these opportunities until they're already listed—and by then, it's too late.

This book exists to change that.

You're about to learn a step-by-step system for turning weekly Minnesota probate filings into real listing opportunities. Not theory. Not guesswork. A practical, repeatable workflow that agents across the country use to build steady pipelines of off-market inventory—without cold calling neighborhoods, buying expensive leads, or competing with half the MLS.

Each chapter will walk you through exactly how probate works, how to read a filing, how to ethically approach families, and how to position yourself as the trusted professional who can help them move forward. You'll see real examples, real scripts, and real strategies you can use immediately.

And most importantly, you'll learn how to use the weekly probate leads we generate for Hennepin, Ramsey, Dakota, and Anoka counties—the four most productive probate counties in Minnesota. These leads are curated, cleaned, and organized so you can focus on outreach instead of research. By the time you finish this book, you'll know exactly how to turn those weekly filings into conversations, how to turn conversations into appointments, and how to turn appointments into listings.

If you're an agent who wants more inventory, less competition, and a predictable source of new business, probate is one of the strongest opportunities available to you. This book will show you how to use it.

Let's get started.



CHAPTER ONE

Why Probate Is the Most Overlooked Listing Source in Minnesota

Why Probate Is the Most Overlooked Listing Source in Minnesota

> Every Realtor in Minnesota wants more listings. Every agent wants a steady pipeline. And every brokerage wants inventory that doesn't require competing with half the MLS. Yet week after week, one of the strongest sources of motivated sellers goes almost entirely untouched: probate.

Probate filings quietly appear in Minnesota's court system every single week. Families inherit homes they don't want to maintain. Personal representatives suddenly find themselves responsible for property they never planned to manage. Estates need to be settled, assets need to be liquidated, and homes need to be sold. These situations create real, immediate listing opportunities — but most agents never see them.

Not because the opportunities aren't there. But because the information is buried. Probate filings are public, but they're not simple. They're scattered across multiple systems, filled with legal terminology, and often require careful reading to determine whether real estate is involved. Most agents don't have the time, patience, or expertise to sift through dozens of filings every week just to find the few that matter.

That's where this book — and the weekly probate leads we generate — come in.

Instead of spending hours digging through court documents, you receive a clean, organized list of Minnesota probate cases that actually involve real estate. No guesswork. No legal research. No wasted time. Just the opportunities that matter.

And those opportunities matter more than most agents realize.

Why Probate Listings Matter

Probate listings tend to be:

Motivated

Heirs often want to sell quickly. They don't want to maintain a second home, pay taxes, or deal with repairs.

Uncontested

Most agents aren't working probate. That means less competition and more room to build relationships.

Predictable

Probate filings happen every week, in every season, regardless of market conditions.

Consistent

Even when traditional inventory dries up, probate continues to produce new opportunities.

High value

Many probate properties are single-family homes in established neighborhoods — exactly the type of inventory buyers want.

For Realtors, probate is one of the rare sources of listings where timing, consistency, and motivation all align. But the key is access. You can't work probate opportunities if you don't know they exist. And you can't build a probate pipeline if you're relying on chance.

That's why having a weekly feed of real estate-related probate filings is so powerful.

It gives you:

01

A steady stream of off-market opportunities

02

A way to stand out from other agents

03

A predictable workflow you can follow every week

04

A competitive advantage most agents will never develop

05

A source of listings that doesn't depend on market cycles



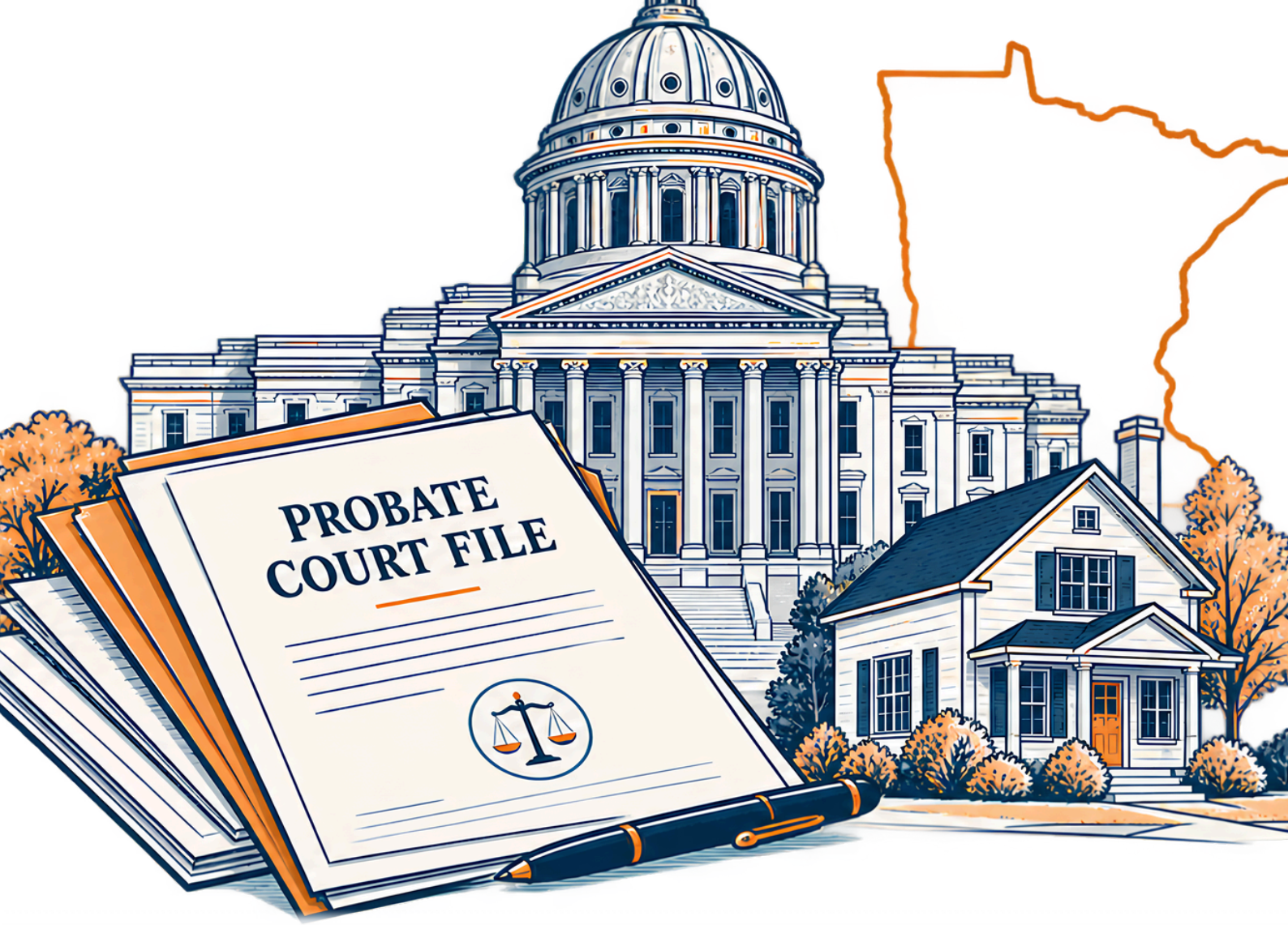
Probate isn't complicated once someone else does the hard part. When the legal sorting, filtering, and verification are already done for you, probate becomes one of the simplest and most effective listing sources available to Minnesota Realtors.

In the chapters ahead, you'll learn exactly how to use these weekly filings to build conversations, appointments, and listings.

You'll learn how to approach families respectfully, how to position yourself as a trusted professional, and how to turn probate into a consistent part of your business.

But before we get into scripts, workflows, and outreach strategies, it's important to understand why probate works — and why it works so well for agents who commit to it.

Probate isn't just another lead source. It's a listing source most agents will never touch. **And that's exactly why it works.**



CHAPTER TWO

Understanding Minnesota Probate Filings

Understanding Minnesota Probate Filings

Most Realtors have heard of probate, but very few understand how it actually works — and even fewer know how to use it to find listings. That's not their fault. Probate is wrapped in legal terminology, scattered across multiple court systems, and full of details that don't matter to an agent's day-to-day work.

The good news is you don't need to become a probate expert to benefit from probate listings. You just need to understand the basics — and let someone else handle the legal digging.

This chapter gives you a simple, plain-English explanation of what probate is, why it creates listing opportunities, and how to interpret the information you'll see in your weekly probate leads.

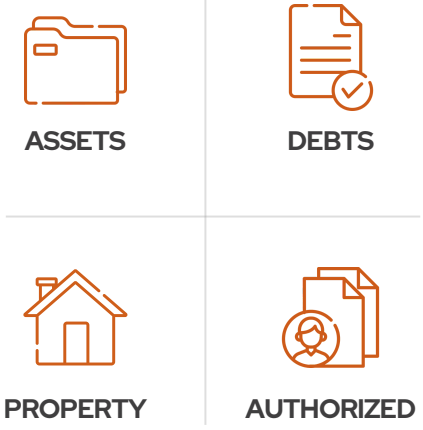
No legal jargon. No court navigation. No DIY research.

Just the essentials you need to turn probate filings into new business.

What Probate Actually Is (The Realtor Version)

Probate is the legal process that happens after someone passes away. The court steps in to make sure:

- the person's assets are identified
- debts are settled
- property is distributed
- and someone is legally authorized to handle everything



That "someone" is called the personal representative (PR). They're often a family member, and they're the person you'll eventually talk to.

HERE'S THE PART THAT MATTERS TO YOU

If the deceased owned real estate, the personal representative often needs to sell it.

That's the opportunity.

Why Probate Creates Listing Opportunities



01

Heirs rarely want to keep the home



02

Maintaining a second property is expensive



03

Taxes, insurance, and utilities continue



04

The estate needs to be settled



05

The PR is legally responsible for the property



06

Many homes are vacant and need attention

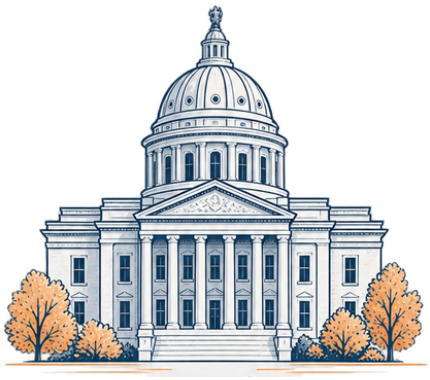
These situations create motivated sellers — not distressed sellers, but practical sellers who need a professional to help them move forward.

And because most agents never see probate filings, the competition is dramatically lower than traditional listing sources.

THE PROBLEM

Probate Information Is Hard to Access

01	They're spread across multiple county systems
02	They use legal terminology that's unfamiliar to most agents
03	Real estate involvement is not always obvious
04	Some filings contain no property information at all
05	Others require reading multiple documents to confirm real estate
06	Many filings are irrelevant and waste time







This is why most agents ignore probate entirely.

Not because the opportunity isn't good — but because the information is buried.

The Solution: Clean, Curated Probate Leads Delivered Weekly

READ → FILTER → VERIFY → ORGANIZE

Instead of digging through court documents, you receive:

- Only the filings that involve real estate
- Only the counties that produce consistent opportunities
- Only the cases that matter to your business
- Only the information you need to take action

We handle the legal reading, the filtering, the verification, and the organization. You get a clean list of opportunities — ready to work.

This is what makes probate accessible to Realtors. Not the court system. Not legal research. But curated, real-estate-focused probate leads delivered every week.



The Key Terms You'll See in Your Weekly Leads (Plain English)

You don't need to memorize probate law. You just need to understand a few simple terms that appear in your weekly list.

01



Personal Representative (PR)

The person legally responsible for the estate. This is the person you'll eventually contact.

02



Attorney of Record

The attorney assisting the PR. Sometimes helpful for introductions, sometimes not necessary.

03



Homestead Value

The assessed value of the primary residence. This helps you estimate potential listing value.

04



Other Real Estate (Yes/No)

Indicates whether the estate may include additional property. A "Yes" can mean multiple opportunities.

05



Notes

This is where we add value-added insights — not legal jargon. You'll see things like:

- "Vacant home"
- "PR lives out of state"
- "Multiple heirs"
- "Likely rental property"
- "Estate may need quick sale"

These insights help you prioritize outreach and understand the situation before you make contact.

Why You Don't Need to Read Court Documents Yourself

Here's the truth: Realtors shouldn't be spending hours reading probate filings.

Your time is better spent:



talking to families



building relationships



preparing listings



showing homes



closing deals

Let us handle the legal sorting.

You handle the real estate.

This division of labor is what makes probate a practical, profitable listing source.

THE BIG PICTURE

Probate Is Simple When Someone Else Does the Hard Part



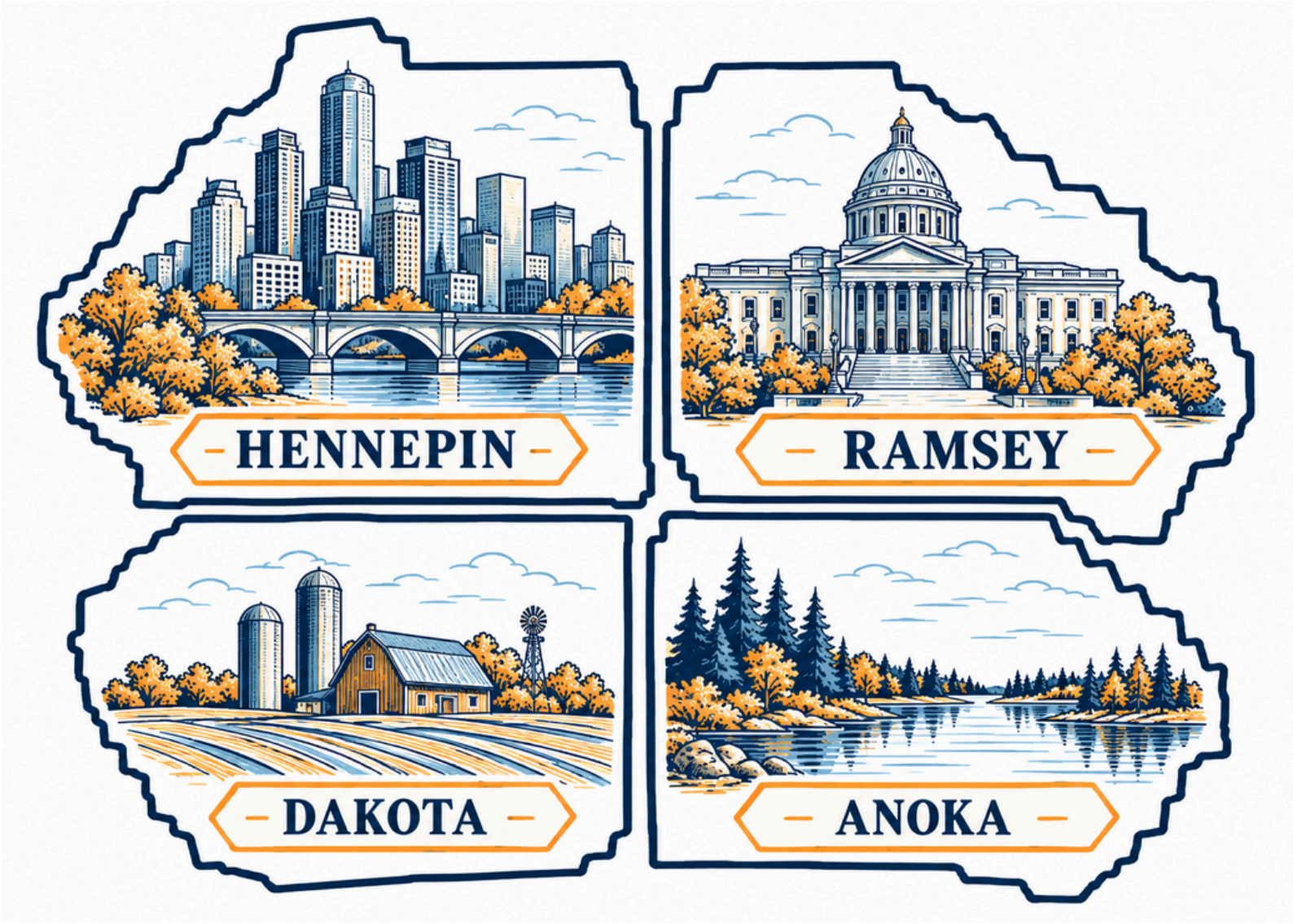
Probate filings can be confusing when you're looking at raw court documents. But when they're cleaned, filtered, and organized for real estate professionals, probate becomes one of the simplest listing sources you can work.

- You don't need to understand probate law. You don't need to navigate court systems.
- You don't need to interpret legal terminology.
- You just need to understand the basics — and use the weekly leads to build consistent outreach.

In the next chapter, we'll break down how to read a probate lead using the exact 14-column format you'll receive each week.

You'll learn what each column means, how to prioritize cases, and how to turn information into action.

> **Probate isn't complicated. It's just hidden. And now you have the key.**



CHAPTER THREE

The Four Counties That Matter Most

The Four Counties That Matter Most

Not all probate filings are created equal. In Minnesota, some counties produce a steady flow of real-estate-related probate cases, while others generate filings that rarely involve property or are too inconsistent to build a reliable pipeline.

If you're going to work probate successfully — and predictably — you need to focus on the counties that consistently produce opportunities.

That's why this book (and your weekly probate leads) focus on Hennepin, Ramsey, Dakota, and Anoka. These four counties represent the strongest, most reliable, and most opportunity-rich probate markets in the state.

This chapter explains why these counties matter, what makes them different, and how focusing on them gives you a competitive advantage most agents will never develop.



Why These Four Counties Produce the Best Probate Opportunities

Minnesota has 87 counties, but only a handful consistently generate probate filings that involve real estate. The reasons vary — population density, housing turnover, demographic trends, and estate characteristics — but the outcome is the same:

These four counties produce the majority of probate listings in Minnesota.

Let's break them down.

Hennepin County: The Probate Powerhouse

Hennepin is the largest county in Minnesota, and it produces more probate filings than any other county — often by a wide margin. Because of its size and diversity, Hennepin offers:

- A wide range of property types
- High-value homes in established neighborhoods
- Frequent filings involving real estate
- A steady, predictable flow of new cases every week

> For Realtors, Hennepin is the backbone of a probate strategy. If you want consistent opportunities, this county delivers them.

Ramsey County: High Density, High Turnover

Ramsey County is smaller geographically but dense in population, which creates a unique advantage: more estates, more filings, and more homes entering probate.

Ramsey often produces:

- Older homes with strong resale demand
- Properties in walkable neighborhoods
- Estate homes that need updates or repairs
- Motivated personal representatives who want quick solutions

> Many probate properties in Ramsey are ideal for both traditional buyers and investors, giving you multiple ways to monetize each opportunity.

Dakota County: Suburban Stability and Strong Inventory

Dakota County offers a different kind of probate opportunity — one rooted in suburban consistency. Families who have lived in their homes for decades often leave behind well-maintained properties in desirable neighborhoods.
Dakota probate filings frequently include:

- Single-family homes with strong buyer demand
- Properties in stable, high-value suburbs
- Estates that prefer a smooth, professional sale
- Homes that are easy to list and easy to market

> For agents who want predictable, high-quality listings, Dakota is a reliable source.

Anoka County: Quiet but Consistent

Anoka County doesn't produce as many filings as Hennepin or Ramsey, but it delivers steady, meaningful opportunities — especially for agents who want less competition.

Anoka probate cases often involve:

- Long-held family homes
- Properties with equity
- Estates that need guidance
- Sellers who appreciate proactive outreach

> Anoka is the "quiet" county — fewer agents work it, fewer filings slip through the cracks, and the opportunities are often easier to convert.

Why Focusing on These Four Counties Gives You an Advantage

Most agents scatter their efforts across too many areas. They chase listings wherever they appear, hoping something sticks. Probate doesn't work that way.

Probate rewards consistency.

By focusing on the four counties that produce the strongest opportunities, you gain:

Predictability
New filings appear every week

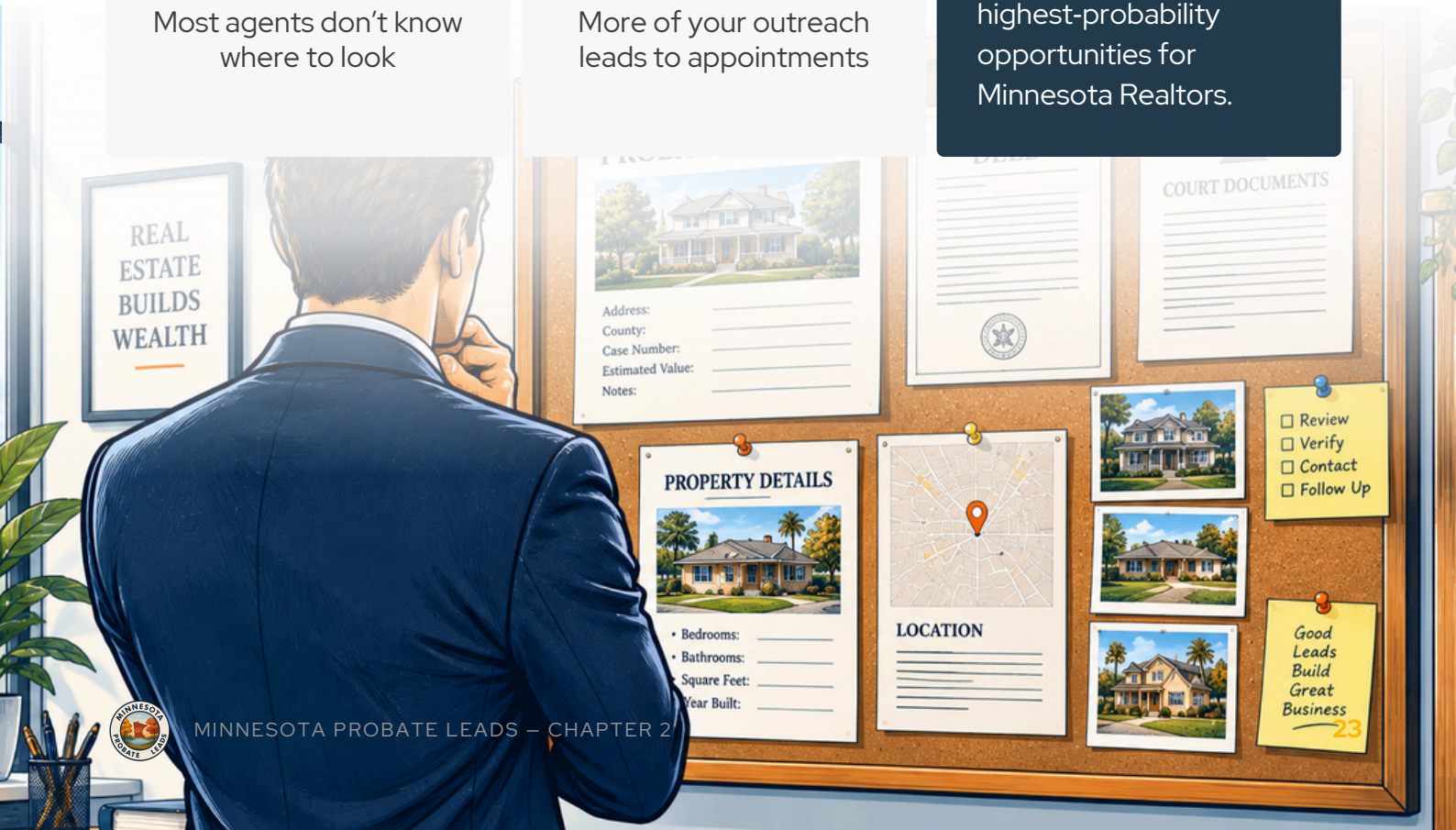
Efficiency
You're not wasting time on counties with low yield

Expertise
You learn the patterns and nuances of each county

Competitive advantage
Most agents don't know where to look

Better conversion rates
More of your outreach leads to appointments

This is why your weekly probate leads are built around these four counties. They represent the highest-value, highest-probability opportunities for Minnesota Realtors.



Why You Don't Need to Expand Beyond These Counties

Agents sometimes ask whether they should work probate in other counties. The short answer is: not unless you want inconsistent results.

Outside of Hennepin, Ramsey, Dakota, and Anoka:

- Probate filings drop sharply
- Real estate involvement becomes less predictable
- Opportunities are sporadic
- The time spent researching outweighs the potential return

Your weekly leads eliminate this problem entirely.

You get the counties that matter — and none of the noise.

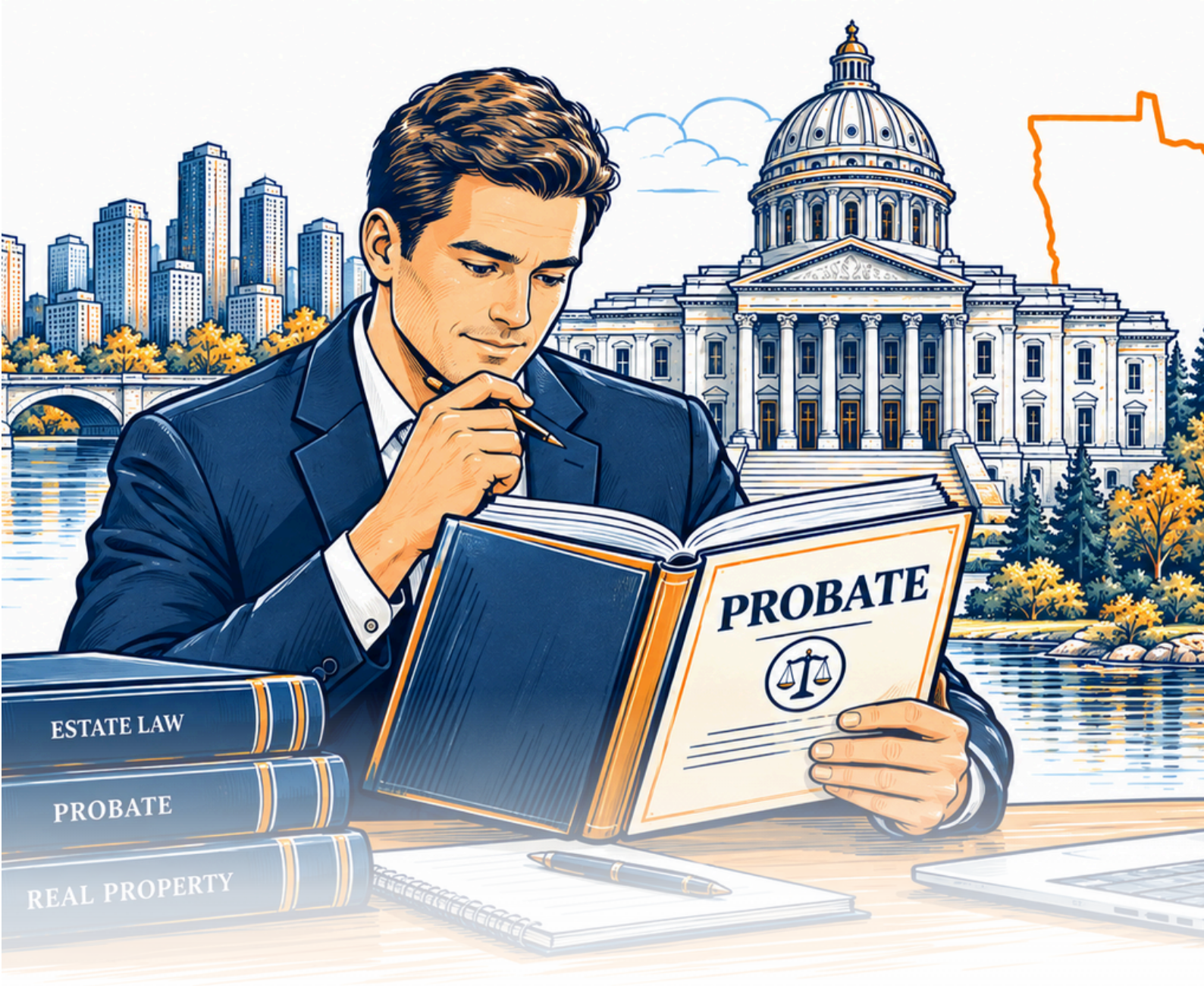
The Big Picture: Focus Creates Results

Probate is one of the few listing sources where narrowing your focus actually increases your opportunities. By concentrating on the four counties that consistently produce real-estate-related probate filings, you build a pipeline that is:



Steady → **Predictable** → **Manageable** → **Profitable**

In the next chapter, you'll learn how to read a probate lead using the exact 14-column format you receive each week. This is where the system becomes actionable — and where you'll start seeing how simple probate can be when the information is already organized for you.



CHAPTER FOUR

How to Read a Probate Lead

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How to Read a Probate Lead

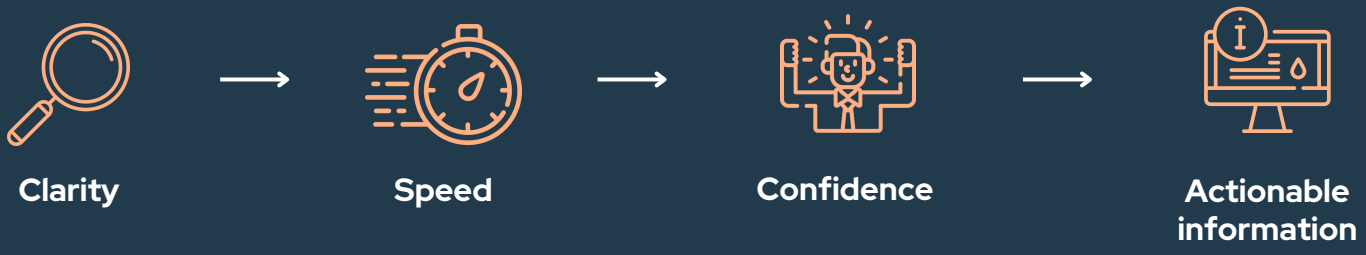
Probate filings can look complicated when you're staring at raw court documents — dozens of pages, legal terminology, and information scattered across multiple forms. But when the data is cleaned, organized, and distilled into a simple 14-column format, probate becomes one of the easiest listing sources you can work.

This chapter shows you exactly how to read the weekly probate leads you'll receive, what each column means, and how to use the information to prioritize your outreach. You don't need to understand probate law. You don't need to navigate court systems. You just need to understand the structure of the lead list — and how each piece of information helps you turn filings into listings.

Why This Format Matters

The 14-column format was designed specifically for Minnesota Realtors. Every column exists for a reason, and together they give you a complete snapshot of each probate case — without requiring you to dig through legal documents yourself.

This format gives you:



It's the difference between "probate is confusing" and "probate is simple."

Let's walk through each column.

The 14 Columns Explained

01

County



Identifies which of the four key counties the filing came from: Hennepin, Ramsey, Dakota, or Anoka.

02

Filing Date



Shows when the probate case was opened. Newer filings often mean:

- the PR is just beginning the process
- the property may be vacant
- the estate may need help quickly

Older filings can still be valuable, but newer ones often convert faster.

03

Case Number



The official court reference number.

04

Decedent Name



The name of the person who passed away.

05

Personal Representative (PR) Name



The most important contact in the filing.

06

PR Mailing Address

Where you will send your direct mail

07

PR City / State / ZIP

Breaks out the mailing address for clarity.

08

Attorney Name

Included for strategic reasons.

Why Attorney Information

- Confirms the filing is legitimate
- Helps you understand complexity
- Optional secondary contact
- Adds credibility
- Helps avoid mistakes
- Strengthens trust

09

Attorney Address

Included for verification.

10

Homestead Value

Assessed value of the primary residence.

11

Other Real Estate (Yes/No)

Indicates additional property.

12

PR Phone Number (If Available)

Helpful for follow-up

13

Property Address (If Identified)

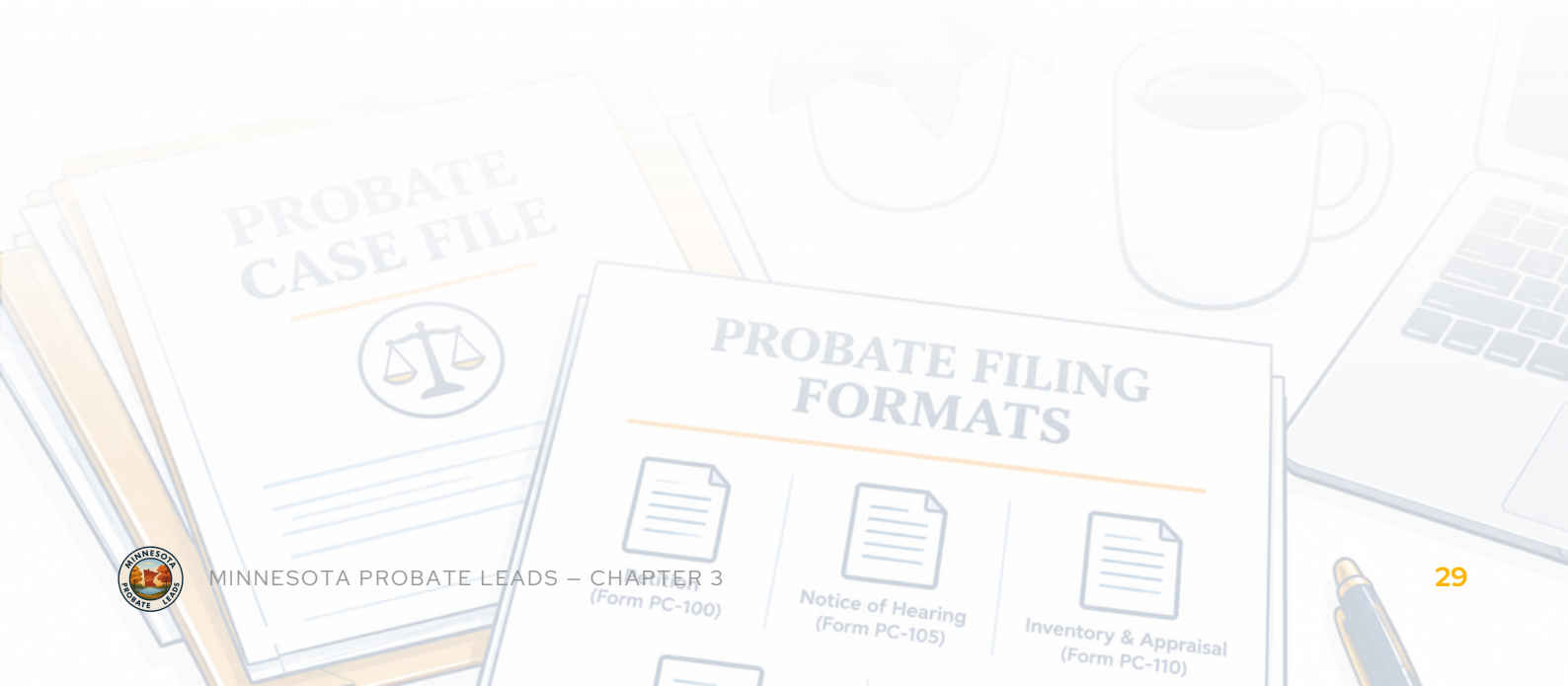
Helps you research and prepare.

14

Notes

Value-added insights such as:

- "Vacant home"
- "PR lives out of state"
- "Multiple heirs"
- "Likely rental property"
- "Estate may need quick sale"



How to Use the Lead List Effectively

01 Review new filings

02 Identify high - priority cases

03 Prepare direct mail

04 Send outreach

05 Follow up

06 Convert appointments

The Big Picture

The 14-column format turns complex legal filings into simple, actionable opportunities. You just need to read the list — and take action.

In the next chapter, we'll cover ethical outreach, including the exact letters you can send to PRs and how to communicate respectfully and professionally.





CHAPTER FIVE

How Realtors Can Ethically Approach Probate Families

Professional, Respectful Outreach That Builds Trust

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How Realtors Can Ethically Approach Probate Families

Probate is one of the most powerful listing sources in Minnesota — but it's also one of the most sensitive. Families are dealing with loss, responsibility, and unexpected decisions. Personal representatives (PRs) often feel overwhelmed, unsure where to begin, and pressured to make choices quickly.

This is why ethical outreach matters.

When done respectfully, probate outreach isn't intrusive. It's helpful. It's professional. And it's often welcomed by PRs who suddenly find themselves responsible for a home they didn't expect to manage.

This chapter will show you how to approach probate families in a way that feels natural, compassionate, and professional — while still positioning you as the agent who can help them move forward.

Why Ethical Outreach Works

Most PRs are not offended by probate outreach. In fact, many appreciate it.

Here's why:



They didn't choose this situation



They didn't plan to manage a property



They often live far away



They may not know where to start



They may need help sooner than they expected



They want clear, simple options

When you reach out respectfully, you're not bothering them — you're giving them clarity during a stressful time.

The key is how you reach out.

Why Direct Mail Is the Best Method

Direct mail is the most effective and most respectful way to communicate with PRs. It works because:

- It's nonintrusive
- It gives PRs time to process
- It doesn't pressure them
- It feels professional
- It reaches PRs who live out of state
- It reaches PRs who won't answer unknown phone numbers
- It allows you to introduce yourself gently

Phone calls can feel abrupt. Emails are often ignored. Door knocking is inappropriate.

Direct mail is the perfect balance of professionalism and sensitivity.

The Mindset of a Personal Representative

Most PRs:



Are dealing with grief



Are juggling paperwork



Are unsure what to do with the property



Are trying to settle the estate quickly



Want to avoid mistakes



Appreciate clear, simple guidance



Prefer professionals who are calm, respectful, and knowledgeable

Your job is not to "sell" them. Your job is to help them.

What Ethical Outreach Looks Like

Ethical outreach is simple:

- ✓ You acknowledge the situation
- ✓ You offer help without pressure
- ✓ You provide options
- ✓ You respect their timeline
- ✓ You make it easy for them to respond
- ✓ You never assume they want to sell
- ✓ You never push for a listing appointment
- ✓ You never use aggressive language

Your letters should feel like:

- ⇨ A resource
- ⇨ An introduction
- ⇨ A professional courtesy

Not a sales pitch.

What Ethical Outreach Does Not Look Like

Avoid anything that feels:

- ⚠ Urgent
- ⚠ Demanding
- ⚠ Presumptive
- ⚠ Sales-heavy
- ⚠ Emotional
- ⚠ Intrusive
- ⚠ Opportunistic

Never say things like:

"You need to sell quickly." "I can help you get rid of the property."

These statements can feel insensitive or presumptive.

Instead, use language that is:

- ⇨ Neutral
- ⇨ Professional
- ⇨ Supportive
- ⇨ Optional

Why Your Lead List Makes Ethical Outreach Easier

Your weekly probate leads give Realtors everything they need to communicate ethically:

- ⇨ PR name
- ⇨ PR mailing address
- ⇨ County
- ⇨ Filing date
- ⇨ Homestead value
- ⇨ Other real estate indicators
- ⇨ Notes that help you understand the situation
- ⇨ Attorney information

THIS ALLOWS YOU TO CRAFT OUTREACH THAT IS:



ACCURATE → **RESPECTFUL** → **PERSONALIZED** → **RELEVANT** → **PROFESSIONAL**

You're not guessing. You're not assuming. You're not intruding.



Why Some Agents Contact the Attorney First

Some agents choose to contact the attorney when:

- Verifying the PR's mailing address
- Confirming whether the estate plans to sell
- Preferring a more formal introduction
- Wanting to avoid premature PR contact
- Ensuring outreach is appropriate

This is optional — but it gives Realtors flexibility and confidence.

Your Goal: Build Trust, Not Pressure

Probate outreach is not about pushing for a listing. It's about positioning yourself as the professional who can help when the PR is ready.

Your letters should:

01	02	03	04	05	06
Introduce yourself	Explain why you're reaching out	Offer help	Provide options	Invite them to contact you	Reassure them there is no pressure

Probate is a long-game strategy. Ethical outreach is what makes it work.

What Comes Next

The next chapter teaches the probate listing conversation — how to speak with PRs once they respond, how to position yourself professionally, and how to guide them toward a listing without pressure.



CHAPTER SIX

The Probate Listing Conversation

How to Guide PRs With Clarity and Confidence

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The Probate Listing Conversation

When a Personal Representative (PR) responds to your letter — whether by phone, email, or mail — you've already done the hardest part. They reached out. They're curious. They're open to help. Now your job is simple: guide the conversation in a way that feels natural, respectful, and professional.

Probate conversations are different from traditional listing appointments. They're not about pitching. They're not about convincing. They're about helping someone who didn't choose this situation understand their options and feel supported.

This chapter shows you exactly how to handle that first conversation, how to position yourself as the trusted professional, and how to move toward a listing without pressure.

The Goal of the Probate Conversation

Your goal is not to "close" the PR. Your goal is to:



Build trust



Understand their situation



Offer clear options



Reduce their stress



Position yourself as the solution



And let them decide the timeline

Probate listings often come from calm, steady conversations — not aggressive sales tactics.

Why PRs Respond to Your Letter

PRs reach out because:



They're overwhelmed



They don't know where to start



They're responsible for a home they didn't expect to manage



They want clarity



They want options



They want someone who understands probate

Your letter reached them at the right moment. Your tone was respectful. Your message was simple. Your offer was helpful.

Now they want to talk.

The Structure of a Probate Conversation

A good probate conversation has four parts:



ACKNOWLEDGMENT →



DISCOVERY →



GUIDANCE →



NEXT STEPS

1 | Acknowledgment

Start by acknowledging the situation without being emotional or presumptive.

EXAMPLES

> **Thank you for reaching out. I know handling an estate can involve a lot of moving parts. I appreciate you contacting me. My goal is simply to help you understand your options.**

This sets a calm, professional tone.

2 | Discovery

Ask simple, neutral questions to understand the property and the PR's needs.

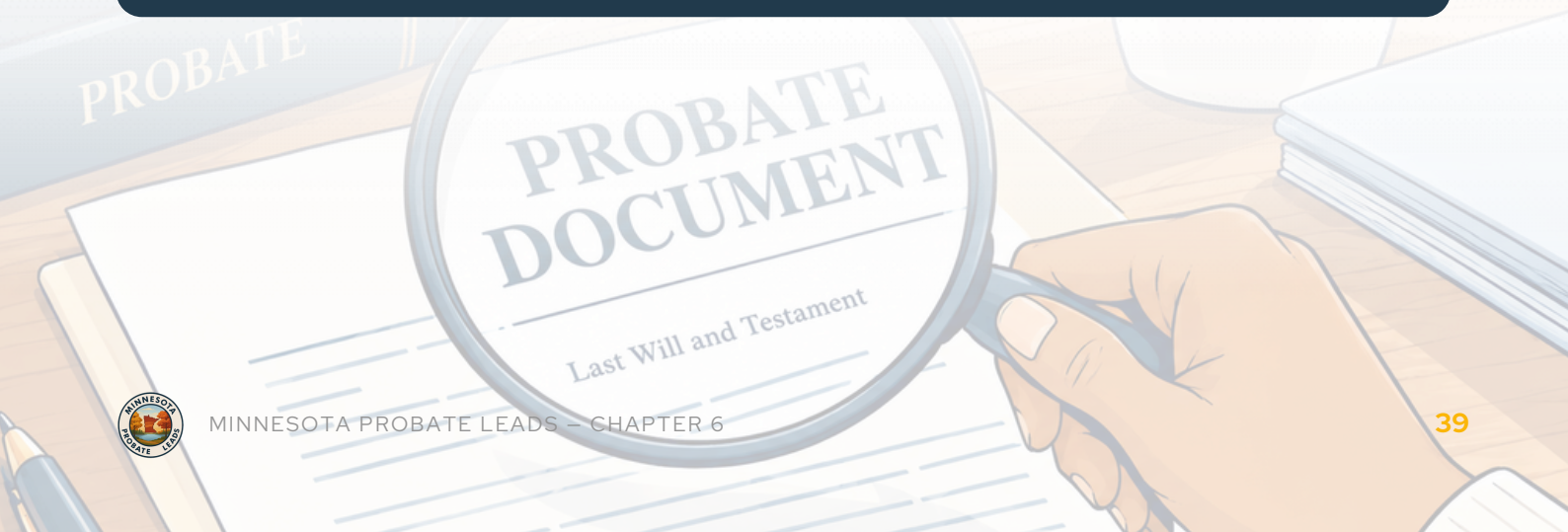
EXAMPLES

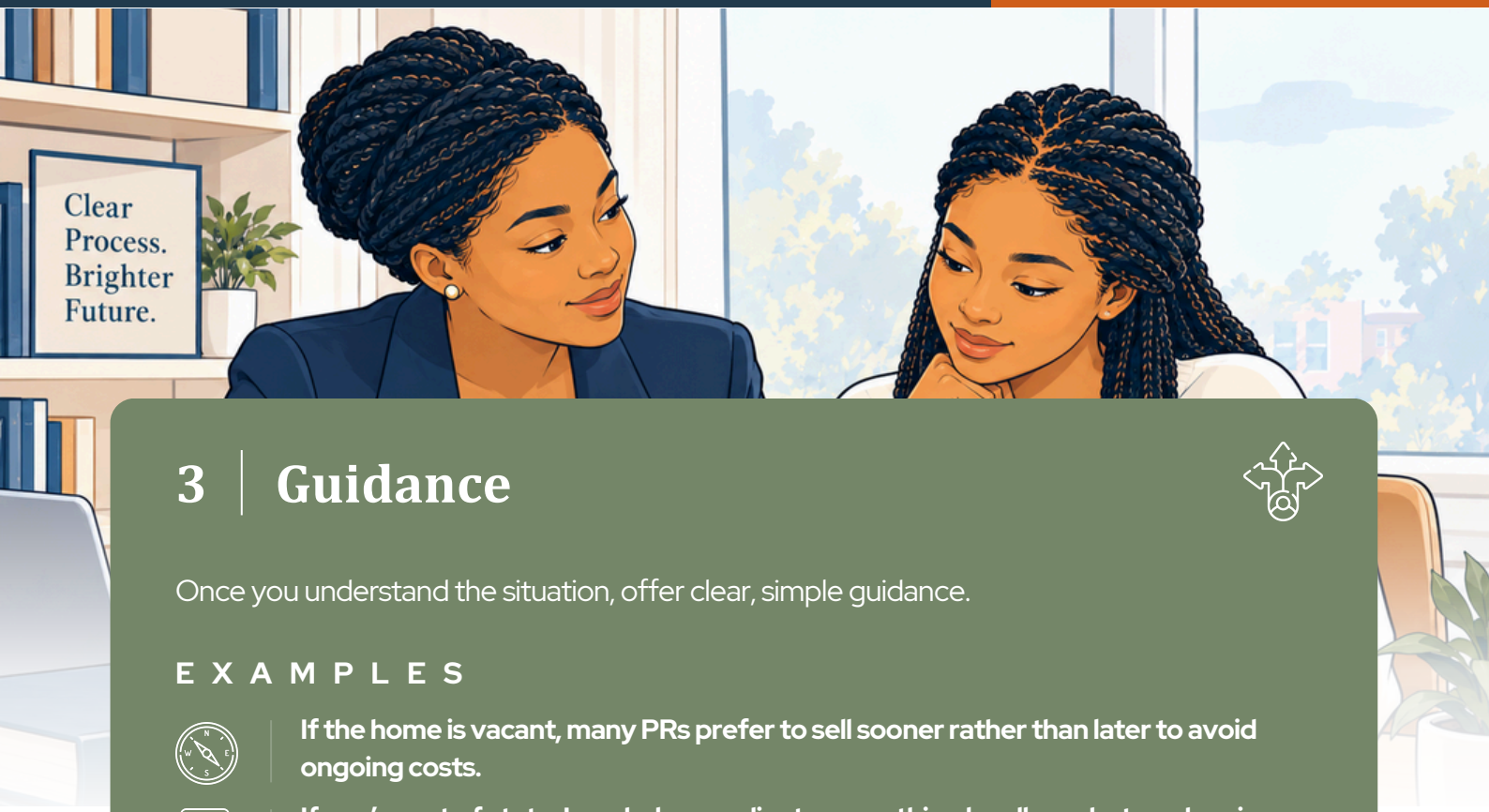
- **Is the home currently occupied or vacant?**
- **Are you local, or are you managing the estate from out of state?**
- **Have you had a chance to visit the property yet?**
- **Is the estate planning to sell the home, or are you still exploring options?**

These questions help you understand:

- Urgency
- Condition
- Logistics
- Timeline
- Motivation

And they show the PR that you're thoughtful and professional.





3 | Guidance

Once you understand the situation, offer clear, simple guidance.

EXAMPLES

If the home is vacant, many PRs prefer to sell sooner rather than later to avoid ongoing costs.

If you're out of state, I can help coordinate everything locally – photos, showings, repairs, and closing.

If you're still deciding, I can give you a no-pressure market analysis so you know what the home is worth.

You're not pushing. You're helping.

4 | Next Steps

End the conversation with a simple, optional next step.

EXAMPLES

Would you like me to take a quick look at the property and give you an idea of its market value?

If you'd like, I can stop by and give you a sense of what the home might need before listing.

I can prepare a simple market overview for you – no pressure at all.

The PR should feel:

- Supported
- Informed
- Not rushed
- Not pressured
- Confident in you

This is how probate listings convert.

Why This Conversation Works

This approach works because:



PRs are overwhelmed



PRs appreciate clarity



PRs want options



PRs respond to professionalism



PRs dislike pressure



PRs trust calm, steady guidance

You're not selling. You're helping them solve a problem.

And when you help someone solve a problem, they choose you.

How Your Lead List Supports This Conversation

Your weekly probate leads give you the information you need to have confident, informed conversations:



PR name



PR mailing address



Filing date



Homestead value



Attorney information



Notes



Other Real Estate: Yes/No

You're not guessing. You're prepared.

The Most Important Skill: Patience

Probate listings often convert weeks or months after the first conversation. PRs move slowly because:

- They're grieving
- They're overwhelmed
- They're unsure
- They're waiting for court steps
- They're coordinating with heirs

Your job is to stay calm, stay helpful, and stay available.

The agent who stays consistent wins the listing.

What Comes Next

The next chapter shows how probate listings turn into repeat business — referrals, investor relationships, and long-term opportunities.





CHAPTER SEVEN

Turning Probate Listings Into Repeat Business

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Turning Probate Listings Into Repeat Business

> One of the biggest misconceptions about probate listings is that they're "one-and-done" opportunities — a single property, a single transaction, and then the relationship ends. In reality, probate listings often create multiple opportunities for Realtors who know how to work them correctly.

A probate case isn't just a listing. It's a doorway into a network of people who need help, trust professionals, and often have additional real estate needs.

This chapter shows you how to turn each probate listing into repeat business, referrals, investor relationships, and long-term opportunities that continue long after the estate is settled.

Why Probate Creates Repeat Business

Probate listings naturally lead to additional opportunities because:

- PRs often own their own homes
- Heirs may need to buy or sell
- Families may have multiple properties
- Estates may include rental homes or land
- Attorneys may refer future clients
- Investors love probate inventory
- PRs appreciate professionals who make their lives easier

Probate isn't just a listing source — it's a relationship source.

When you help someone through a stressful, complicated situation, they remember you. They trust you. And they often come back to you when they need help again.

OPPORTUNITY #1

The PR's Personal Real Estate Needs

Many PRs:

- Live out of state
- Want to move closer to family
- Want to downsize
- Want to sell their own home
- Want to buy after the estate settles



When you help them sell the estate property, you become the natural choice for their personal real estate needs.

Examples

- PR wants to sell their own home
- PR wants to buy locally
- PR wants to relocate
- PR wants to invest inheritance funds

Probate listings often lead to second listings or buyer transactions.

OPPORTUNITY #2

Heirs Who Need Real Estate Help

Heirs frequently:

- Inherit money
- Move into new life stages
- Need to buy homes
- Need to sell homes
- Need investment guidance



When you help the PR, the heirs see your professionalism – and many will reach out when they need help.

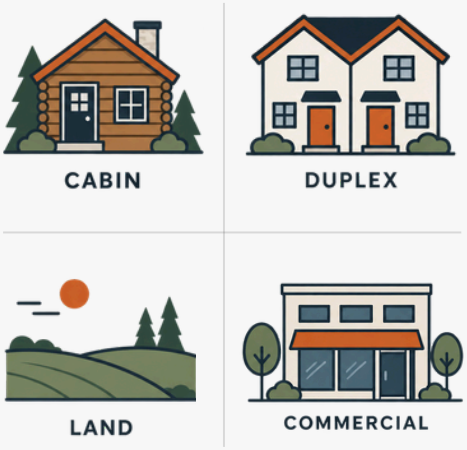
Examples

- Multiple heirs are involved
- Heirs live in different states
- Heirs disagree on what to do
- Heirs want to invest their inheritance

Your probate listing becomes a referral engine.

OPPORTUNITY #3

Additional Properties in the Estate



Your weekly probate leads include a column for Other Real Estate (Yes/No).

A "Yes" can mean:

- Rental homes
- Duplexes
- Cabins
- Land
- Investment properties
- Commercial buildings

Many estates include more than one property.

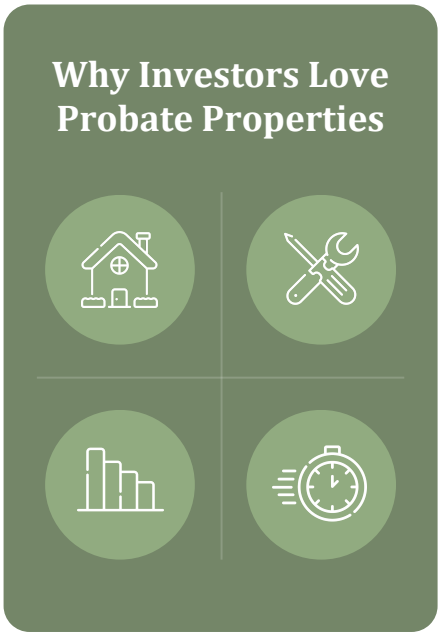
A single probate case can turn into:

- Multiple listings
- Multiple buyer opportunities
- Multiple investor deals

This is why your lead list is so valuable — it identifies these opportunities early.

OPPORTUNITY #4

Investor Relationships



Investors love probate properties because:

- Many are vacant
- Many need updates
- Many have equity
- Many can close quickly
- Many are in desirable neighborhoods

Many estates include more than one property.

A single probate case can turn into:

- Repeat buyers
- Pocket listings
- Long-term relationships
- Fast closings
- Steady income

Probate is one of the best ways to build an investor network without cold-calling or chasing wholesalers.

OPPORTUNITY #5

Attorney Referrals



This is one of the most overlooked benefits of probate work.

When you handle a probate listing professionally:

- Attorneys notice
- Attorneys appreciate your clarity
- Attorneys appreciate your communication
- Attorneys appreciate your respect for the process

Many estates include more than one property.

If they trust you, they may:

- Refer future PRs
- Recommend you to families
- Call you when a property needs to be sold
- Include you in their professional network

This is why your lead list includes attorney information — it's not just context, it's opportunity.

OPPORTUNITY #6

Estate Professionals and Service Providers



Probate listings often require:

- Cleaners
- Movers
- Estate sale companies
- Contractors
- Stagers
- Landscapers

When you coordinate these services, you become the "go-to" Realtor for estate professionals.

They may refer:

- Future PRs
- Families needing help
- People preparing for downsizing
- Seniors transitioning to assisted living

Probate listings create a network of professionals who trust you.

OPPORTUNITY #7

Long-Term Community Presence

When you consistently work probate:

- You become known
- You become trusted
- You become the local expert
- You become the agent families call
- You build a reputation for professionalism



PROBATE LISTINGS CREATE A LONG-TERM BRAND IDENTITY

> **"This is the agent who helps families through probate."**

That reputation leads to:

- Referrals
- Repeat business
- Community trust
- Long-term stability

This is how probate becomes a career-long advantage.

Why Your Weekly Probate Leads Make This Possible

Your weekly lead list gives Realtors:

- Consistent opportunities
- Predictable workflow
- High-value cases
- Multiple potential listings
- Investor-friendly properties
- Attorney connections
- Heir networks
- Long-term relationships

Probate isn't just a listing source. It's a business-building system.

What Comes Next

The next chapter shows real Minnesota case examples — anonymized but realistic — demonstrating how probate listings turn into:

- Multiple transactions
- Repeat business
- Investor deals
- Attorney referrals
- Long-term relationships





CHAPTER EIGHT

Real Minnesota Probate Case Studies

How One Filing Turns Into Multiple Transactions

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Why This Conversation Works

Probate listings aren't theoretical. They're real, practical, and consistently productive across Hennepin, Ramsey, Dakota, and Anoka counties. This chapter shows actual Minnesota probate scenarios — anonymized but realistic — demonstrating how a single probate filing can turn into multiple transactions, referrals, investor relationships, and long-term business.

These examples illustrate the patterns you'll see again and again when working probate consistently.



EXAMPLE #1

The Out-of-State PR (Hennepin County)

Filing Summary

- PR lives in Arizona
- Home is vacant
- Homestead value: $410,000
- Notes: "PR out of state; likely motivated"

What Happened

The agent mailed a simple letter. Two weeks later, the PR called:

I'm trying to handle everything from Arizona. I don't even know where to start.

The agent coordinated:

- Locksmith
- Cleaning
- Photography
- Minor repairs
- Staging
- Showings

The home sold in **12 days.**

Additional Opportunities

- PR asked the agent to sell a rental property
- PR referred the agent to a cousin
- PR later bought a home in Arizona through the agent's referral partner

TOTAL TRANSACTIONS: 3 | **SOURCE:** ONE PROBATE FILING

EXAMPLE #2

The "We're Still Deciding" Heirs (Ramsey County)

Filing Summary

- Three heirs
- PR local
- Home occupied by one heir
- **Notes:** "Multiple heirs; possible disagreement"

What Happened

The agent mailed a letter. The PR called but said:

We're not sure what we're doing yet.

The agent stayed patient and checked in monthly. They provided:

- Market analysis
- Repair suggestions
- Timeline overview
- Options for selling as-is

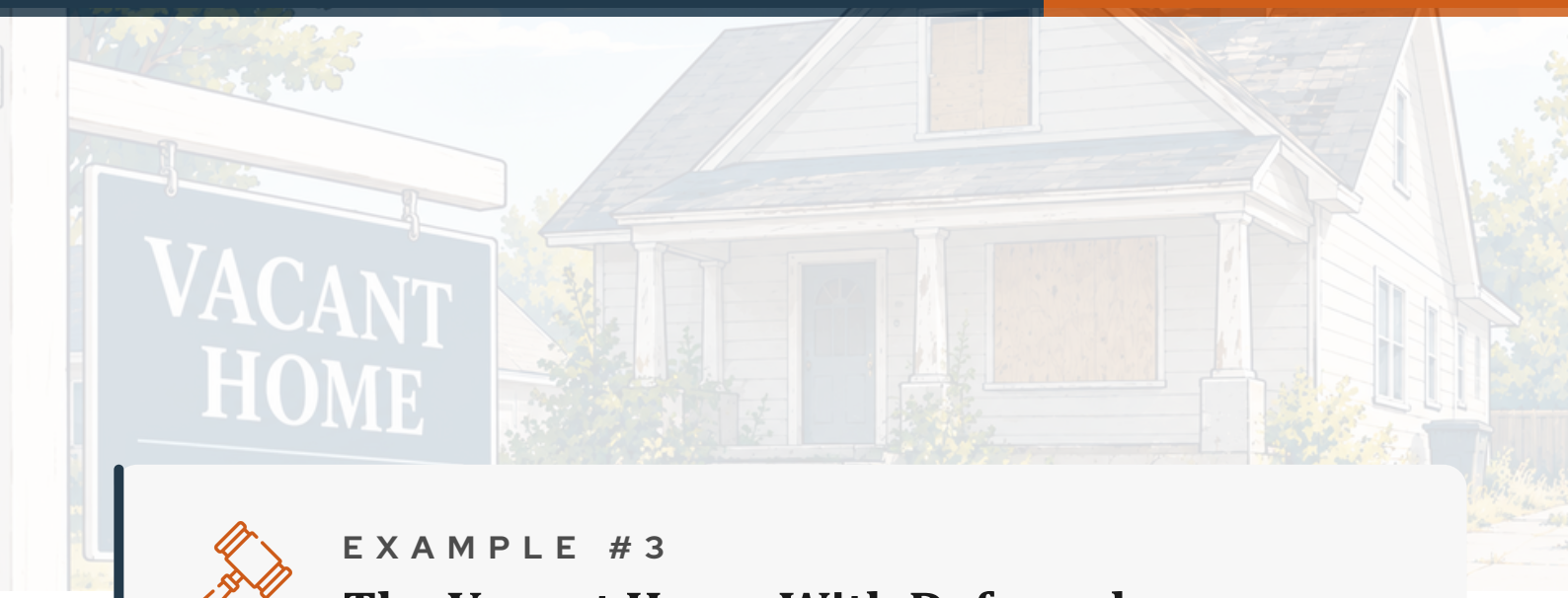
Three months later, the heirs agreed to sell.

Additional Opportunities

- One heir needed to buy
- One heir needed to sell
- Attorney referred the agent to another probate client

TOTAL TRANSACTIONS: 4 | **SOURCE:** ONE PROBATE FILING





EXAMPLE #3

The Vacant Home With Deferred Maintenance (Dakota County)

Filing Summary

- PR lives 90 minutes away
- Home vacant
- **Notes:** "Likely deferred maintenance; PR distance may create urgency"

What Happened

The agent mailed a letter. The PR responded quickly:

I don't have time to drive back and forth. Can you handle everything?

The agent coordinated:

- Junk removal
- Cleaning
- Minor repairs
- Contractor bids
- Listing prep

The home sold to an investor.

Additional Opportunities

- Investor asked for more probate properties
- PR referred the agent to a coworker
- Investor later bought two more homes

TOTAL TRANSACTIONS: 4 | **SOURCE:** ONE PROBATE FILING

EXAMPLE #4

The "Other Real Estate: Yes" Case (Anoka County)

Filing Summary

- PR local
- Homestead value: $320,000
- Other Real Estate: Yes
- **Notes:** "Possible rental property"

What Happened

The agent mailed a letter. The PR called:

There's the main home, plus a rental we need to sell.

Additional Opportunities

- Tenant needed to buy
- PR asked the agent to sell land in northern Minnesota
- Attorney referred another estate with two properties

TOTAL TRANSACTIONS: 5 | **SOURCE:** ONE PROBATE FILING

EXAMPLE #5

The Attorney Referral (Hennepin County)

Filing Summary

- PR elderly
- Attorney heavily involved
- Notes: "Attorney may be primary contact"

What Happened

The agent mailed the PR and also sent a courtesy letter to the attorney. The attorney called:

The PR is overwhelmed. I'll coordinate with you.

Additional Opportunities

- Attorney referred two more probate clients
- One client had three properties
- PR later asked the agent to sell their own home

TOTAL TRANSACTIONS: 6 | **SOURCE:** ONE PROBATE FILING

EXAMPLE #6

The “Slow Burn” Case (Ramsey County)

Filing Summary

- PR local
- Home occupied
- **Notes:** “PR may wait months before selling”

What Happened

The agent mailed a letter. The PR called but said:

We’re not ready yet.

The agent stayed in touch every 60 days with:

- Market updates
- Repair suggestions
- Neighborhood sales data

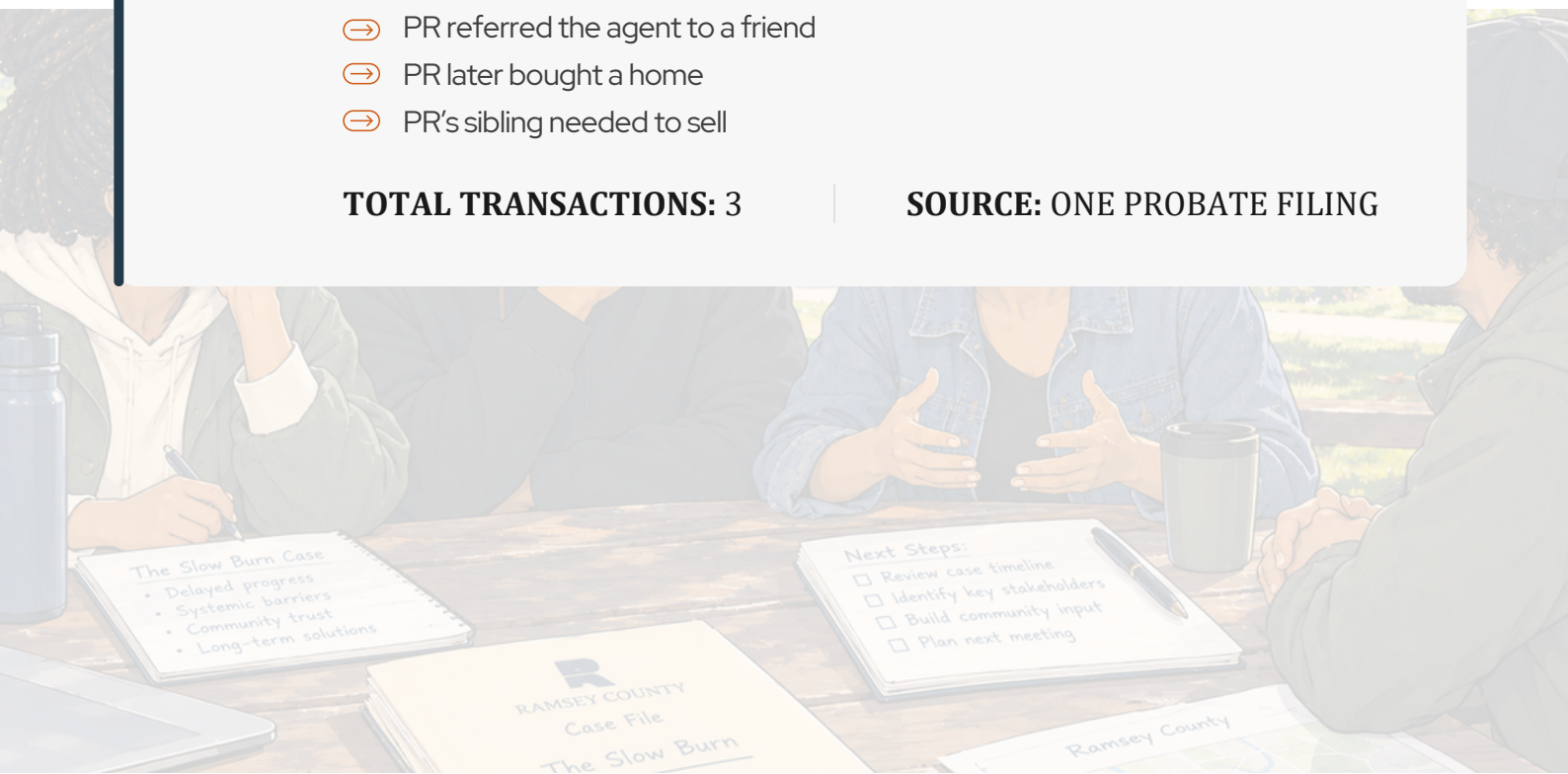
Eight months later, the PR called:

We’re ready now. You’ve been the only one who stayed in touch

Additional Opportunities

- PR referred the agent to a friend
- PR later bought a home
- PR’s sibling needed to sell

TOTAL TRANSACTIONS: 3 | **SOURCE:** ONE PROBATE FILING



The Pattern Is Clear

Across all four counties, probate filings consistently turn into:



Multiple listings



Buyer transactions



Investor deals



Attorney referrals



Long-term relationships

Probate isn't a one-off opportunity. It's a pipeline.

What Comes Next

The next chapter teaches your weekly probate workflow — the exact routine that turns each week's lead list into outreach, conversations, appointments, and listings.



CHAPTER NINE

Your Weekly Probate Workflow

A Simple, Repeatable System for Consistent Listings

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Why This Conversation Works

> Probate success doesn't come from guessing, improvising, or waiting for the "right" opportunity. It comes from a simple, repeatable weekly routine — a workflow that turns each week's probate filings into outreach, conversations, appointments, and listings.

This chapter gives you a clear, step-by-step system you can follow every week using the probate leads you receive for Hennepin, Ramsey, Dakota, and Anoka counties. When you follow this workflow consistently, probate becomes predictable, manageable, and profitable.

This is the exact routine used by agents who build steady pipelines from probate — and it's designed to fit easily into your existing business.

The Goal of the Probate Conversation

Probate filings appear every week. Families need help every week. New opportunities emerge every week. When you work probate consistently:



PRs begin responding



Conversations build



Listings accumulate



Referrals grow



Investors take notice



Attorneys remember you

Probate becomes a pipeline, not a project.
Your weekly lead list is the engine — this workflow is the steering wheel.

The Weekly Probate Workflow

The workflow has six steps, and each one is simple, clear, and repeatable.



STEP #1

Review the New Leads (10–15 minutes)

When you receive your weekly probate list:

- Scan the counties
- Note the filing dates
- Look for out-of-state PRs
- Check for "Other Real Estate: Yes"
- Read the Notes column
- Identify vacant homes or motivated situations

You're not analyzing. You're not researching. You're not digging through court documents.

You're simply reviewing the curated information.

This step takes minutes — because the hard work has already been done for you.



STEP #2

Prioritize High-Probability Cases (10 minutes)

Some probate cases convert faster than others. Your lead list makes it easy to spot them.

High-probability indicators include:

- PR lives out of state
- Home is vacant
- PR mailing address far from property
- "Other Real Estate: Yes"
- Multiple heirs
- Deferred maintenance
- Older filing dates
- Attorney heavily involved
- PR elderly or overwhelmed

You don't need to overthink this. Just mark the cases that stand out.

These are the ones you'll mail first.

STEP #3

Prepare Your Letters (15–20 minutes)

Direct mail is your primary outreach method.

Each week:

- Print your letters
- Personalize the PR name
- Include your contact information
- Keep the tone neutral and professional
- Avoid emotional language
- Avoid pressure
- Keep the message simple

The letters included at the end of this book are designed specifically for probate outreach — use them exactly as written.

You don't need to reinvent anything. You just need to send them consistently.



STEP #4

Prepare Your Letters (15–20 minutes)

Mailing your letters is the most important step in the workflow. Why?

Because probate outreach works through:

- Consistency
- Professionalism
- Gentle contact
- Timing

PRs respond when they're ready — not when you're ready.
Your job is to be present every week.

Mail your letters:

- To the PR
- Using the mailing address in your lead list
- With no pressure
- With no urgency
- With no assumptions

This is the foundation of your probate pipeline.

STEP #5

Track Responses and Follow Up (10 minutes)

When PRs respond:

- Answer calmly
- Ask simple questions
- Offer guidance
- Provide options
- Avoid pressure
- Move at their pace

Use a simple spreadsheet or CRM to track:

- Who responded
- When they responded
- What they said
- Their timeline
- Their property details
- Your next step

Probate is a long-game strategy. Tracking responses helps you stay organized and consistent.

STEP #6

Stay in Touch (5–10 minutes per week)

Many probate listings convert weeks or months after the first contact.

Your follow-up should be:

- Gentle
- Professional
- Optional
- Helpful

Examples:

- A market update
- A neighborhood sales report
- A simple check-in
- A reminder that you're available

Never push. Never pressure. Never assume.

Consistency wins probate listings — not urgency.

How Long This Workflow Takes

Most agents complete the entire weekly workflow in 45–60 minutes. That's less than the time it takes to:



01

Host an open house



02

Door knock a neighborhood



03

Cold call expired listings



04

Chase online leads



05

Attend a networking event

And probate produces far better results.

Why This Workflow Works

This workflow works because:



Probate filings appear every week



PRs respond when they're ready



Direct mail is respectful and effective



Your lead list is curated and accurate



Your letters are professional and gentle



Your follow-up builds trust



Your consistency builds momentum

Probate isn't complicated. It's consistent. And consistency creates listings.

Why Your Weekly Lead List Is the Key

This workflow only works because your lead list:

- Identifies real-estate-related probate cases
- Filters out irrelevant filings
- Includes PR mailing addresses
- Includes attorney information
- Includes homestead values
- Includes "Other Real Estate" indicators
- Includes value-added notes
- Focuses on the four most productive counties

You're not guessing. You're not researching. You're not digging through court documents.

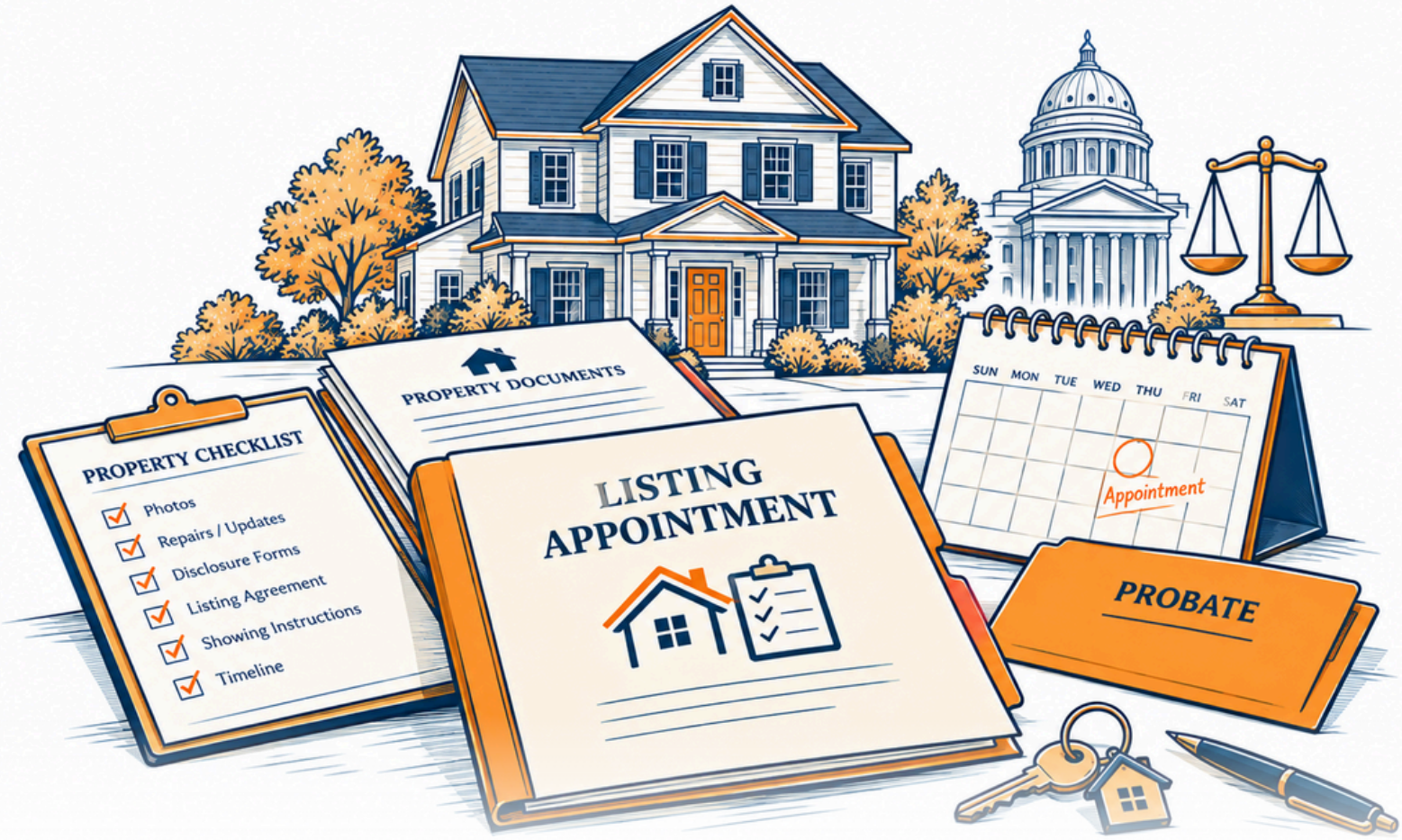
You're working a clean, curated list — and that's what makes probate simple.

What Comes Next

The next chapter teaches how to prepare for probate listing appointments — what to bring, what to say, how to guide the PR, and how to avoid common mistakes.

After that, you'll move into the letter templates included at the end of the book.





CHAPTER TEN

Preparing for the Probate Listing Appointment

How to Walk In Confident, Calm, and Prepared

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Preparing for the Probate Listing Appointment

When a Personal Representative (PR) agrees to meet with you, you've reached a major milestone. Probate appointments are different from traditional listing appointments — they're calmer, more sensitive, and often more logistical than sales-driven. The PR isn't interviewing multiple agents. They're not shopping around. They're not trying to negotiate aggressively.

They're looking for someone who can help them move forward.

This chapter shows you exactly how to prepare for a probate listing appointment so you walk in confident, organized, and ready to guide the PR through a process they didn't choose but now must manage.



Why Probate Appointments Are Different

Probate appointments are unique because:

- PRs didn't plan to sell a home
- PRs often feel overwhelmed
- PRs may live out of state
- PRs may not know the property's condition
- PRs may be dealing with grief
- PRs may be coordinating with multiple heirs
- PRs may be unsure what the estate requires

Your role is not to "pitch." Your role is to clarify, simplify, and support. When you approach probate appointments with calm professionalism, PRs trust you immediately.

What to Bring to a Probate Listing Appointment

You don't need a complicated presentation. You need clarity, simplicity, and tools that help the PR understand their options.

1 | A Simple Market Analysis (CMA)

Keep it clean and easy to understand:

- Recent comparable sales
- Neighborhood trends
- Price range estimate
- Days-on-market averages

PRs don't want a 40-page packet. They want a clear picture of value.

2 | A Property Preparation Checklist

Probate homes often need:

- Cleaning
- Decluttering
- Minor repairs
- Junk removal
- Ward work

Bring a simple checklist showing:

- What matters
- What doesn't
- What's optional
- What you can coordinate

This positions you as a problem-solver, not a salesperson.

3 | A Timeline Overview

PRs often ask: **How long will this take? What happens first?**

Bring a one-page timeline showing:

- Evaluation
- Preparation
- Listing
- Showings
- Offer
- Closing

This reduces anxiety and builds trust.

4 | A List of Trusted Vendors

Probate listings often require:

- Cleaners
- Contractors
- Locksmiths
- Estate sale companies
- Junk removal
- Landscapers

Bring a list of vendors you trust. It shows you're prepared to handle the details.

5 | A Simple Explanation of Your Role

PRs think in terms of:

- "I need help."
- "I need someone local."
- "I need someone who can coordinate everything."

Bring a one-page summary of how you help:

- Manage the process
- Coordinate vendors
- Handle showings
- Communicate with heirs
- Work with attorneys
- Simplify decisions

This positions you as the guide.

6 | A Copy of Your Letter

Bring the same letter you mailed to the PR.

It reinforces:

- Your professionalism
- Your consistency
- Your tone
- Your respectfulness

It reminds the PR why they reached out.

How to Prepare Yourself Before the Appointment

Your mindset matters as much as your materials. Prepare by:

1 | Reviewing the Lead List Details

Look at:

- PR name
- Filing date
- Homestead value
- Notes
- Attorney information
- "Other Real Estate: Yes/No"

Walk in informed and confident.

2 | Understanding the PR's Situation

Ask yourself:

- Are they out of state?
- Are they overwhelmed?
- Are they unsure?
- Are they dealing with multiple heirs?
- Is the home vacant?

This shapes your tone and app

3 | Preparing for Common Questions

PRs often ask:

- "Do we need to fix anything?"
- "Can we sell as-is?"
- "How fast can this happen?"
- "Do the heirs need to sign?"
- "Does the attorney need to approve?"

You don't need legal expertise — just clarity:

- "You can sell as-is."
- "We can move at your pace."
- "I'll coordinate with your attorney."

4 | Planning to Be the Calmest Person in the Room

Probate appointments are emotional.

Walk in with:

- Patience
- Empathy
- Professionalism
- Clarity
- No pressure

This is how probate listings convert.

How to Conduct the Appointment

Use this structure:

01

Start With Gratitude

Thank you for meeting with me. My goal today is simply to help you understand your options.

02

Ask Simple Questions

Examples:

- "Is anyone living in the home?"
- "Have you visited the property?"
- "Are you hoping to sell soon, or still exploring options?"

These guide the conversation naturally.

03

Walk Through the Property Together

Take notes on:

- Condition
- Repairs
- Updates
- Deferred maintenance
- Personal items

Be respectful and observant.

04

Present Options, Not Pressure

Offer three paths:

- Sell as-is
- Make minor improvements
- Full preparation for top dollar

Let the PR choose the pace.

05

Explain the Timeline

Show how simple the process can be.

06

Offer to Coordinate Everything

Say:

I can handle everything locally — photos, showings, vendors, communication, and coordination with your attorney.

This is what PRs want.

07

End With a Gentle Next Step

Examples:

- "Would you like a market overview?"
- "Would you like me to coordinate a cleaning estimate?"
- "Would you like me to prepare the listing paperwork when you're ready?"

No pressure — just support.



Why This Chapter Matters

This chapter prepares Realtors to:



Walk into probate appointments confidently



Communicate professionally



Reduce PR stress



Build trust



Convert listings



Create long-term relationships

And it reinforces the value of your weekly probate lead list — because everything in this chapter depends on having clean, accurate, real-estate-focused probate data.

What Comes Next

The next section of your book contains the exact letters you can send to PRs — ready to print, ready to mail, and ready to generate appointments.



CHAPTER ELEVEN

How to Use the Letters in Your Probate Workflow

How to Use the Letters in Your Probate Workflow

The letters in this appendix are designed to make probate outreach simple, ethical, and effective. Each letter follows the principles outlined in Chapter 5: respectful communication, clear information, and no pressure. Realtors can choose the version that best fits their personality and the situation.



Initial Outreach Letters

Use these when you first contact the personal representative. They introduce you, explain why you're reaching out, and offer help without assumptions. Choose the tone that matches your style — warm, direct, or minimalist.



Out-of-State PR Letters

These are for personal representatives who live outside Minnesota. They focus on distance, logistics, and local support. Out-of-state PRs often appreciate knowing someone can handle everything on the ground.



Vacant / Deferred Maintenance Letters

Use these when the notes in your weekly lead list indicate the home may be vacant or need attention. These letters offer practical help without implying urgency or making assumptions about the family's situation.



Follow-Up Letters

These are optional but helpful. If you don't hear back after your initial outreach, a gentle follow-up can reopen the conversation. Three tone variations are provided so you can choose the one that fits your approach.

How Often to Send Letters

Most agents send one initial letter and one follow-up. Some send a third letter months later to keep the door open. The key is consistency — probate works best when you follow a simple, repeatable outreach routine.

Why Direct Mail Works

Direct mail is respectful, nonintrusive, and reaches PRs who may not answer unknown calls or emails. It gives families time to process and respond when they're ready.

These letters are tools — use them as part of your weekly probate workflow to build conversations, appointments, and listings in a way that feels professional and appropriate.

About Minnesota Probate Leads

If you want to use the probate workflow described in this book, you can access weekly Minnesota probate filings for Hennepin, Ramsey, Dakota, and Anoka counties at:
www.minnesotaprobateleads.com

Each weekly list is curated, cleaned, and organized into a 14-column format designed specifically for Realtors. The goal is simple: to help you focus on outreach instead of research, and to turn weekly probate filings into real conversations, appointments, and listings.

INITIAL OUTREACH LETTERS (3 Versions)



VERSION #1

Warm, Minnesota-Polite

Dear

PR Name _____

My name is

AgentName _____

, and I'm a local Realtor who assists families with real estate during probate. You're listed as the personal representative for the estate of

DecedentName _____

, so I wanted to reach out and offer help if the property needs to be evaluated or sold.

Many families appreciate having clear information and simple options as they work through the process. If you'd ever like guidance, I'm available with no pressure or expectations.

Warm regards,

AgentName _____

Phone _____

Email _____

INITIAL OUTREACH LETTERS (Cont,d)

VERSION #2

Direct, Calm, Professional

Dear

PR Name _____

My name is

AgentName _____

, and I help personal representatives with real estate matters during probate. I'm reaching out because you're listed as the PR for

DecedentName _____

, and I wanted to offer support if the home needs attention.

I can provide a straightforward market assessment, discuss options, and answer questions whenever you're ready. There's no obligation — just information if you need it.

Sincerely,

AgentName _____

Phone _____

Email _____

INITIAL OUTREACH LETTERS (Cont,d)

VERSION #3

Short, Clean, Minimalist

Dear

PR Name _____

I'm

AgentName _____

, a local Realtor who works with families during probate. If the property in the estate of

DecedentName _____

needs to be evaluated or sold, I can offer clear guidance whenever you're ready.

Best,

AgentName _____

Phone _____

Email _____

OUT-OF-STATE PR INITIAL OUTREACH (3 Versions)



VERSION #1

Reassuring, Distance-Aware

Dear

PR Name _____

My name is

AgentName _____

, and I'm a Minnesota Realtor who assists families managing property from out of state. Since you're listed as the personal representative for the estate of

DecedentName _____

, I wanted to offer help if the home here needs attention.

I can handle on-site evaluations, photos, market information, and local coordination so you don't have to travel. If you'd like support at any point, I'm here to help.

Warm regards,

AgentName _____

Phone _____

Email _____

OUT-OF-STATE PR INITIAL OUTREACH (Cont'd)



VERSION #2

Practical, Logistics-Focused

Dear

PR Name _____

My name is

AgentName _____

, and I assist out-of-state personal representatives with Minnesota real estate during probate. If the property in the estate of

DecedentName _____

needs evaluation or preparation, I can help manage everything locally.

I can provide updates, coordinate tasks, and make the process easier from a distance. There's no obligation — just support if you need it.

Sincerely,

AgentName _____

Phone _____

Email _____

OUT-OF-STATE PR INITIAL OUTREACH (Cont'd)



VERSION #3

Short, Efficient

Dear

PR Name _____

I'm

AgentName _____

, a Minnesota Realtor who helps out-of-state PRs with local property.
If the home in the estate of

DecedentName _____

needs attention, I can handle everything here and keep you updated.

Best,

AgentName _____

Phone _____

Email _____

VACANT / DEFERRED MAINTENANCE LETTER (3 Versions)



VERSION #1

Gentle, Non-Assumptive

Dear

PR Name _____

My name is

AgentName _____

, and I assist families with real estate during probate. If the property in the estate of

DecedentName _____

is currently vacant or needs attention, I can help evaluate its condition and outline simple options.

Vacant homes often require coordination, and I can make that process easier whenever you're ready.

Warm regards,

AgentName _____

Phone _____

Email _____

VACANT / DEFERRED MAINTENANCE LETTER (Cont'd)

VERSION #2

More Direct, Still Respectful

Dear

PR Name _____

My name is

AgentName _____

, and I help personal representatives with real estate during probate. If the home in the estate of

DecedentName _____

is vacant or has deferred maintenance, I can provide a clear assessment and help coordinate anything needed to prepare it.

If you'd like support or information, I'm available.

Sincerely,

AgentName _____

Phone _____

Email _____

VACANT / DEFERRED MAINTENANCE LETTER (Cont'd)

VERSION #3

Short, Action-Oriented

Dear

PR Name _____

I'm

AgentName _____

, a local Realtor. If the property in the estate of

DecedentName _____

is vacant or needs work, I can provide a quick evaluation and outline next steps.

Best,

AgentName _____

Phone _____

Email _____

FOLLOW-UP LETTERS
(3 Versions — Tone Variations)



VERSION #1

Gentle Check-In

Dear

PR Name _____

, I hope you're doing well. I reached out recently regarding the property in the estate of

DecedentName _____

and wanted to follow up in case you have questions or need information.

If you'd like guidance on the home, timelines, or options, I'm here to help whenever it's convenient for you.

Warm regards,

AgentName _____

Phone _____

Email _____

FOLLOW-UP LETTERS (Cont'd)



VERSION #2

Direct, Professional Follow-Up

Dear

PR Name _____

, I'm following up on my earlier letter regarding the property in the estate of

DecedentName _____

. If the home needs to be evaluated or if you're considering next steps, I can provide clear market information and practical options.

Feel free to reach out anytime.

Sincerely,

AgentName _____

Phone _____

Email _____

FOLLOW-UP LETTERS (Cont’d)



VERSION #3

Direct, Professional Follow-Up

Dear

PR Name _____

, Just a quick note to follow up on my previous letter. If you ever need help with the property in the estate of

DecedentName _____

, I’m available.

Best,

AgentName _____

Phone _____

Email _____



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