

# Comparing Offers on an Inherited Home Without Looking Only at Price

Organize offer terms and estate-specific questions for the authorized seller and their advisers.



Read the current online edition:

[realtylistingco.com/learn/inherited-homes/compare-estate-home-offers/](https://realtylistingco.com/learn/inherited-homes/compare-estate-home-offers/)

# The Problem

Heirs may focus on the biggest offer number while the authorized seller must also understand conditions, dates and required approvals. A comparison sheet can help organize the discussion, but it cannot decide who has authority to accept an offer or which outcome the estate should choose.

Your goal: Organize offer terms and estate-specific questions for the authorized seller and their advisers.

## Collect Complete Offer Documents

Ask the authorized representative or agent for the full documents needed for review, including relevant attachments. Record when each offer was received and its stated expiry. Do not rely on a text-message summary as the entire proposal. Keep any sharing restrictions and sensitive buyer information in mind.

## Compare Terms in Separate Rows

List price, deposit, financing, inspection and other conditions as written. Add proposed closing, possession and included property where relevant. Use document references rather than guessing how a clause works. A higher figure may arrive with different uncertainties; those differences need professional explanation before the family treats the offers as equivalent.

## Identify Estate-Specific Questions

Ask the estate's local attorney and transaction professionals who may negotiate or sign and whether additional approvals affect the timetable. Keep proposed dates provisional until those requirements are understood. New York Courts provides a state-specific example of estate fiduciary roles; actual authority and sale procedure require local review.

## Prepare the Decision Discussion

Write the unresolved questions, responsible adviser and required response date next to the comparison. Ask for a separate professional explanation of likely costs and any uncertain proceeds. Record the actual authorized decision outside the worksheet through the required process. Completing a comparison or discussing an offer must not be mistaken for acceptance.

## A Practical Example

A higher price comes with a different financing condition and closing date. Record all three differences for review instead of ranking offers by price alone.

Illustrative example, not a case history or a recommended legal outcome.

## When to Get Help

This is not an offer evaluation opinion, net-proceeds calculation or acceptance instrument. Authority, court requirements, contract deadlines and legal effects need professional review.

## Sources and Further Reading

Source guidance reviewed October 28, 2026. The organizing steps and example are RealtyListingCo's educational framework.

- New York Courts – Estate Fiduciaries (New York example)

<https://www.nycourts.gov/help/when-someone-dies/fiduciary-estate>

- NAIC – Title Insurance and Public Record Searches

<https://content.naic.org/insurance-topics/title-insurance>

### YOUR NEXT STEP CHECKLIST

## Your Next Steps

☐ Complete documents retained

☐ Expiry dates verified

☐ Authority checked

☐ Conditions compared

☐ No acceptance implied by this checklist

One thing to do today: Obtain complete offer documents through the authorized representative or agent.

## Professional Advice Disclaimer

This guide is general education, not legal, financial or tax advice. Requirements vary by jurisdiction, documents and individual circumstances. Consult appropriately qualified local professionals before consequential decisions or signatures. Probate, title/vesting, authority to act, co-heir rights and transfers require property-specific review. Having keys, paying bills, a family relationship or being named in a will does not establish authority for every task. Consult local probate or estate counsel, a title professional and a tax professional as relevant before contracts, distributions or transfers. Use qualified providers for insurance, condition and safety questions. Read our full Educational Disclaimer.

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