

Estate Sales and Reducing Your Stuff

What exactly IS an estate sale?

- When is an estate sale appropriate?
 - ANYTIME... But really, when you are changing your lifestyle.
- How long does it take to put on an estate sale?
 - Plan for a minimum of 3 weeks after you sign the contract. Your estate company will negotiate the terms, but some larger companies are booked out, while others are able to accommodate a shorter time line.
- Why would I have an estate sale instead of a garage sale?
 - Quite Simple, three things....More money, Less effort for you (all set up and pricing), Expertise (Advertising/ Marketing, Client list, Day(s) of Sale labor) in the value of your items.
- How are estate sales advertised? Who comes to them?
 - Internet, client lists, direct email.
 - Groupies! Ask my 70 year old mom and her "biddie" friends.

Estate sale companies

- How do I find an estate sale company?
 - EstateSales.net- look for companies that hold sales regularly.
 - Attend sales of prospective companies
 - Are the workers pleasant?
 - Is the home well staged?
 - Are the items well displayed?
- What do estate sale companies charge?
 - Depends on the size of the company, reputation, experience
 - Plan on a MINIMUM of 35%, but can go up from there.
- When do I contact an estate sale company?
 - The earlier the better.
 - ESC (Estate Sale Companies) will walk you through what to keep/ sell/ clean
 - Give a week for set up prior to the sale (big companies have very efficient crews... Smaller companies may be in your space for a longer time period)
- What things CANNOT be sold by an estate sale company?
 - Mattresses
 - Guns/ weapons have special handling requirements

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What goes into an estate sale?

- How do I protect the stuff I don't want to sell?
 - You MUST remove or clearly tag all items that you are keeping PRIOR to the sale.
 - Once you are under contract, what is in the home (and not tagged) is under obligation to the ESC
 - The ESC can charge you their % for you to pull something out of the sale AFTER you are under contract (remember, they are basing their profit- the % they charge you on what they see available for the sale)
- Can I make special requests?
 - Absolutely, within reason.
 - The ESC can make requests as well (such as a thorough cleaning by a maid service before staging and setup)
- Can I provide a list of people who might be interested in my things?
 - Absolutely... HOWEVER, most ESC will not all a "pre" sale. They will contact your list and explain what they might be interested in purchasing. The buyer would have to be first at the door the first day of the sale and pay the price set by the ESC.
- What should I expect when the estate sale is over?
 - You can negotiate this as well.
 - You can have the ESC handle the final liquidation (donation, further auction, placement in another Estate sale)
 - You can request (there will be a fee) the home is left "broom swept"

How do I prepare my home for an estate sale?

- Where do I start?
 - Start packing things that are DEAR to you.
 - EX. Baby pics (go digital)
 - Family heirlooms
 - Momentos
 - Rent a SMALL space to store your items for a month or two
 - Get STURDY bins- Black tubs with yellow lids
 - Pack for the long term... Granny's china may be shifted several times before you unpack... You don't want crumbles when you open the bin
 - Decide if you are leaving DIRECTLY after the sale or before... This would negate the need to rent storage if you already have a place.
- What should get my highest priority?
 - Things you cannot replace, like ever.... MOST things can be replaced
- What should I throw away before the estate sale ("that rusty spoon is trash, not treasure")?
 - NOTHING until the ESC has viewed the space. The Rusty Spoon might have value and need some polishing

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Estate Sale DO's	Estate Sale DON'T's
<ul style="list-style-type: none"> ● Pack and remove all items that you will keep. 	<ul style="list-style-type: none"> ● Throw away anything... Everything has value.
<ul style="list-style-type: none"> ● Interview multiple companies. 	<ul style="list-style-type: none"> ● Have a "pre" garage sale.
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