



Successful Estate Sale Checklist

The list below will help you make the best decision possible when choosing a company to handle your home and possessions.

- Don't throw anything away...** that means linens, canned food, cleaning supplies, clothing etc. Everything in the home has the potential to sell. Remember, anything can be donated or tossed if need be after the sale has ended. Why not give it a chance to sell first?
 - Decide what is NOT for sale** and tag it, or remove it from the home entirely. Knowing what items you or a family member(s) would like to keep prior to calling a company helps them to determine many factors when it comes to your sale during the consultation.
 - Round up the troops!** Two heads (or more) are always better than one. Having a close friend or family member available to help you with the process can relieve stress and ensure good decisions are made.
 - Decide on a deadline.** Know when your deadline for the sale is so you're prepared when a company inquires. Keep in mind that some companies require a 4 - 6 week lead time, especially during the busy summer months.
 - Plan the post-sale services you need.** You should be prepared for between 5% - 25% of the contents to be leftover after the sale. Do you want to box the leftovers and organize donations yourself or would you prefer someone do that for you? Is the home already sold? Does it need to be completely cleaned out? These are all questions you can ask your liquidator to ensure you're taken care of.
 - Do your homework.** Now that you're fully prepared, ensure you choose the right company with the steps below:
 - Check reviews!** Without a review, how can you ensure they are telling the truth? Here are the three most important places to look:
 - Google
 - Yelp
 - Facebook
 - Pick your top 2 or 3**
 - Visit their website** and poke around. Ensure you like the message they are sharing.
 - Visit one of their sales - this is the most important step** and the best way to see how the company would treat your home / items.
 - Beware of Dealers and Stores.** If you speak to a liquidator and they tell you they have a shop, they are looking to buy items or they are a dealer, that is a problem. These individuals are on the hunt for items for their own personal gain. The company you choose should have no other interest than helping you liquidate your home.
 - Call to book a consultation** (the consultation should always be free! - beware if it is not)
 - Company 1: _____
 - Answered
 - Didn't answer - left a message.
 - Company 2: _____
 - Answered
 - Didn't answer - left a message.
 - Company 3: _____
 - Answered
 - Didn't answer - left a message.
- *If the company did not answer, what was the turnaround time for their returned call? You want to work with a company who makes their clients a priority.

- Interview the companies.**

A typical appointment includes a walkthrough of the home to start, followed by the sit down interview, contract review and sale percentage agreement. For a list of questions to ask please review our website FAQ's to ensure a successful interview!

 - Ask if they are bonded and insured.**

If a company is bonded and insured this means that they are covered if an employee theft were to take place at the home on behalf of the company and ensures any damage to the property / bodily injury to a customer during the sale is covered by the companies insurance.
- Review the contracts.**

Beware of hidden fee's, advertising deposits and labor costs. If you see something you do not like, see if they will work with you.
- Choose a company.**

When you are 100% sure you've met the right the company remember it is best to give them as much lead time as possible. Try not to take more than 2 - 3 business days to get back to them. However, if you see red flags, continue your search. It will pay off in the end to be sure. REMEMBER: Low commissions do not equal good service.
- Sign the contract.**

Schedule a date to sit down with the company of your choice to sign the contract. **Always remember to obtain a copy of the contract for your records!**
- Ensure all post-sale services are scheduled.**

You've likely already discussed the options for after the sale but it is always a good idea to make sure those services are scheduled and you are informed of those dates.
- Relax!**

Now that you've hired a professional, let them do the rest of the work. You've done more than enough and with all the research you've done, you can trust them to take care of the rest!
- Plan something fun to do during the sale days.**

The company you choose should not mind if you stop by the sale, you've visited their sales before! However, the sale can be very emotional for family and friends and it is typically recommended that you occupy those days with something you enjoy doing instead.
- Leave a review!**

Share your experience with the company you chose online. It helps the company by allowing them to receive critical feedback and it allows others to hear your positive experience and could help them make the right choice in the future.
- Tell your friends.**

Many people are not educated on the proper steps to take when it comes to having an estate sale leaving them vulnerable. Share this checklist and your positive experience with your friends to ensure they all have a similar experience!