

ESTATE SALE FREQUENTLY ASKED QUESTIONS

What does an estate sale liquidation entail?

In most cases, estate liquidations include coming into your home and accessing the project. After you hire a professional, they should sort, clean, organize, research, price, market and sell your collection and furnishings from your home. At the end the sale days they should haul off or remove any items that did not sell. Some may even clean the house, garage and yard for you if you chose so that you can market the house and not have to worry about any more work on your end.

How do I know if I need to have an estate sale?

When your home or the home of your loved one has enough items in it to fill a small apartment or small home, you have enough. Most liquidators need to have a full or nearly full home to have a sale in order to bring in lots of clients to give you the best price on your more expensive and collectible pieces. If you have only a few things, consignment or a buyout might be more up your alley.

How do I choose an estate sales liquidator to help me?

You may interview different companies to have your sale, try to keep in mind these people will be handling your family heirlooms. If you feel you can trust them alone in your house and that you can communicate openly with them about your wishes, you are probably safe to hire them. Do check for licenses and or references prior to choosing as many have just started out and may be hard to track down for payment. You will know when you have met the right 'fit' for your sale.

What do I need to do to prepare for an estate sale?

Almost all estate sales liquidators have one common request: DO NOT throw away anything at all and let them do the dirty work.

How long will it take to give an estate sale?

It normally takes a 2 weeks from start to finish to sort, clean, trash, tag, stage, price, market and sell all items. This also includes a complete house clean out should you specify it.

How will I know what sold and for how much?

If requested, a reputable and trustworthy company could give you an inventory of the sale's large items sold at the end of the liquidation. This should be easy to read and understand.

What am I responsible for during the sale?

In most cases, absolutely nothing. It is nice if you give your hired professionals a contact phone number so that they can call you from time to time to check on any issues that do come up like, "Should we sell a coin collection that we found or would you care to keep it".

What happens if my family has hidden money inside the house and it is found by the liquidator? Photos? Personal papers?

Any reputable and responsible liquidator will simply set these things aside, along with anything else that seems too personal to sell without permission, and have the family come and retrieve it or will mail it upon request.

How does the liquidator get paid from my sale?

Estate liquidators work on a commission from the net proceeds of the estate sale itself. You should not have to pay any money out of pocket.

What if I decide I want to keep something out of the sale?

A reputable liquidator will allow you to simply ask and the liquidator should comply. Some estate liquidators have clauses in their contracts saying you must pay for any items you decide to keep after signing the contract (we don't).

What if I should decide that I want to cancel the sale after this company has worked on it for awhile? What happens?

Estate liquidators usually charge you for their time worked and the money spent on advertising. This is not preferred but they understand when people change their minds and hearts.