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## Estate Sale Check List

- 1. Don't throw anything away.** Sure, some things are really trash. But you would be surprised to find that people collect a variety of things that you might consider trash, including, but not limited to, match books, buttons, marbles, old toys (especially guns, trucks and cars), old greeting cards, postcards, football programs, restaurant menus, etc. When in doubt, let the experts decide.
- 2. Remove all items that are not for sale.** Before you call an Estate Sale Professional, have family members remove the items that will not be included in the sale. We take the sale based on the quality and quantity of what remains. Once a contract is signed, no items should be removed from the home.
- 3. Do your homework!** Call several estate liquidators and ask them about their experience, their background and how long they have been in the business. Ask for recent references. Do they have a business license and are they insured?
- 4. Beware of a conflict of interest!** If you speak to a liquidator and they tell you they have a shop or are a dealer, that is a "red flag." They could potentially buy from you and sell for a profit because they are pricing those items.
- 5. Have an in-home evaluation.** After you have removed everything you want to keep from the sale, have an estate liquidator come to the home to do an evaluation. See if you are comfortable with them. Ask them about their selling techniques, discounting, and record keeping, what type of payment they accept and how soon you can expect payment after the sale. They will be handling your money and your items, so you must have a high level of trust.
- 6. Choose the estate liquidator.** This is the most important step. You only have one chance to choose the right company. Make sure you are comfortable with them. Review the contract and make sure you understand all of the conditions. Ask questions if you are unsure of anything!
- 7. Set a date for the sale.** Sometimes dates must be changed so be flexible if possible. It will all work out.
- 8. Let the professionals do their job.** Step back and let the professionals do their work. They are the experts here; so let them do their job. If you have questions, be calm and upfront with concerns. There are always "bumps in the road", but with communication, most problems can be solved or they go away on their own.
- 9. Attending the sale.** You are, of course, welcome to attend the sale. However, we have found that it can be very emotional for family members. You might want to plan another activity that day so you won't worry about it.
- 10. Work together.** A successful sale depends on the client and the liquidator working together. In the end, you will be grateful that someone else did the hard work and everything went to a good home.
- 11. After the sale** there will be things that did not sell. The contract you signed should specify what should be done with the items that are left. The company can leave the items with the owner or they can be organized and boxed and given to the charity of your choice.
- 12. When the sale is over** cash the check and take a vacation. You deserve it!