

ESTATE SALE PROCESS CHECKLIST

Copyright – Janelle Stone Estate Services, LLC (2022)

Clients often ask what they need to do before an Estate Sale and about the estate sale process. It can be an overwhelming experience without a professional to guide you. Here is a summary of “where to start” and “what to do”.

DON'T THROW ANYTHING AWAY! Don't throw away anything unless it's truly trash. You will need to go through your important papers and files and remove those. If there is something someone can use, let the professionals decide what to sell and what to toss.

DECIDE WHAT FAMILY MEMBERS ARE TAKING. Decide and identify the items family members are taking from the home before you call us to look at your sale. It's easy to use colored post-it notes and write a name. We take our sales based on the quality and quantity of what will remain in the estate.

DO YOU NEED AN APPRAISAL? Families often need an appraisal for division of property among family members or Probate. We offer Fair Market Value Appraisals for these purposes. Janelle Stone was trained by The International Society of Appraisers (ISA) for 12 years and has been an Independent Appraiser for 39 years. Wen Stone has been an Independent Appraiser for 4 years.

SCHEDULE AN IN-HOME CONSULTATION. When all items that family or friends are keeping have been identified or removed from the estate, call and schedule a complimentary consultation. We will do a “walk-through” and give you insight and wisdom gleaned over our years of experience. We will offer suggestions if you aren't sure what to do with specific items.

CHOOSE THE RIGHT COMPANY - You only get one chance at an Estate Sale. Unless you are confident that the person you have chosen does the highest quality sales and has a spotless reputation, talk to several Estate Liquidators. Ask about their experience, their background, their appraisal knowledge, staging, marketing, years in the business and their following of loyal customers. Your goals and the goals of the Estate Liquidator should be parallel.

SIGN THE CONTRACT - When you sign the contract, make sure you understand the entire agreement and everything in it. Ask questions. The contract should protect you and your heirs as well as the Estate Sale company. Janelle Stone Estate Services, LLC has a contract that is easy to navigate, written in plain English and spells out every detail of the Estate Sale process. Never use an Estate Sale company that has a vague contract or one that doesn't have a contract at all.

HAND US THE KEYS AND LET US GO TO WORK - We are professional Estate Liquidators with years of experience. This is where you can step back and watch the transformation. We will clean, shine, polish, stage, price and market your sale. Our goal is to make your home look its best. When it's up to our standards, you will maximize profits.

SET UP OF THE SALE - Because we will be going through everything in the house, it will get messy before it gets better. Because of the disruption to the home, we recommend that nobody lives in the home during the set up. This also makes it easier for our crew to work without distractions.

SALE DAY - Our sales are typically held on Friday and Saturday. For very large sales, we will conduct a 3-day sale. Sunday is normally reserved for final pickup of large items and removal of our supplies. Occasionally, items will need to be picked up at a later date if that is an option.

ATTENDING THE SALE - We have found that it can be very emotional for family members to attend the sale. You might want to plan an outside activity on sale days. Your heirlooms will go to great new homes and the new owners will start a new chapter with your family treasures.

WORK TOGETHER - A successful sale depends on the client and the Estate Liquidator working together. In the end, you will be pleased that you hired us. If there are concerns, we have found that simple communication will solve any potential problems.

AFTER THE SALE - Once the sale has ended, you may choose to go through items that did not sell. We can recommend donation organizations that will pick up most of the items. Because of the times we live in, it can be difficult to find companies who will pack and take all leftover items. Ultimately, it's your choice of how the leftovers are disposed.

CASH THE CHECK - You will receive a summary presentation and a check within 14 days of the conclusion of the sale. Once you receive your check, cash it and take a vacation.... you deserve it!