



[www.LegaciesEstateSales.com](http://www.LegaciesEstateSales.com)

[Info@LegaciesEstateSales.com](mailto:Info@LegaciesEstateSales.com)

**720-279-0079**

## **The Estate Sale Process ~ What to Expect ~ Preparation**

**Updated for Covid-19 changes**

We have re-worked our sales format to be much more flexible in today's environment. Keeping everyone safe is our top priority! We have created hybrid type sales using several platforms combined including Online Estate Sales, auctions, and appointment only sales. We still allow in-home shopping, but with a limited number of shoppers.

**IMPORTANT:** Living in the home while having an estate sale is not possible. An estate sale will make your home unlivable. The common scenario surrounding an estate sale is the home has been sold, is under contract and we have the sale for the 2 weeks up to the closing date, leaving a few days for any clean-out.

**AVOID THIS COMMON MISTAKE:** You have a house full of treasures and start giving things away to family, friends, and neighbors to help shrink it all down! After you have given away as much as you possibly can, you call an estate sale company. The problem is, you have given away the "estate" and are now left with all the items you could not even give away for free, at which point you only need a clean-out crew. **If you are getting a lot of pressure from family, friends and neighbors and do not want to deal with it, DON'T!** Let us! Tell everyone you have hired a company to handle it and they can contact us directly about any items they are interested in.

### **PREPARING**

You are not expected to unbox items or move things around for us. We have specific ways of properly staging a house, trying to anticipate what we need is a waste of your time. Let us handle it!

If needed, we can block off one room in the house, usually a bedroom, and put a "Do not enter" sign on the door for the days of the sale. This gives you a place to move items that are

not for sale but cannot be removed from the home yet. Feel free to do this part on your own, we only deal with items that will be sold.

Any large items (furniture) that cannot be removed from the home and cannot be moved into the private room will be marked "Not for sale".

We will need keys or the garage code to the home to begin our staging and organizing process. We work between 9:00 am to 8:00pm daily, weekends included if necessary.

Everything will be cleared out of cupboards, closets, drawers, etc. and organized, priced, and displayed. Or photographed for an online sale.

Tables, display cases, and shelves will be provided by us, we will also utilize existing furniture to help display items for sale, unless told not to.

Furniture may be rearranged to better showcase each piece as well as to help create a pleasant shopping experience for buyers.

We almost ALWAYS come across personal papers, photos, jewelry, etc. while going through everything. Your sentimental and personal items will be boxed up and placed someplace safe.

As we organize and sort through the home, we will be photographing and marketing your sale through several ad campaigns. At this point all items that are priced, photographed and advertised cannot not be removed from the home. Family members and friends wishing to purchase items must wait until the doors open on the first day of the sale (some exceptions apply).

We pay special attention to how we advertise your sale. We not only utilize all estate sale platforms where estate sale shoppers frequent, but we also advertise on other venues to bring attention to a much wider variety of shoppers. Mass advertising begins the day we start staging, we add pictures daily. By the time the estate sale begins, we will have already reached thousands of shoppers.

FOR AN IN-HOME SALE: The sale itself is typically two to three days depending on the size of the house and the number of items. Thursday/Friday/Saturday are common estate sale days. This will be open to the public and managed by us, the owners. A cashier table is set by the front door making it easier to maintain control and flow. Your more valuable items will be near the cashier. We have appropriate staffing during the sale to manage the expected number of shoppers. There will be only one way in and out of the house during the sale, to maintain proper security.

For a three-day sale we will not bargain on the first day! We will stay strict the second day but will consider reasonable offers discreetly. The third and final day will be a 50% off day with the intention of selling off the remaining items.

FOR ONLINE SALES: We may spend up to a week photographing and listing your items online to be sold using a "Buy it Now" format. The online sale will run for approx. one week. The purchaser will pay online for the item then schedule a time with us to come pick up their purchase at the home, at which time we invite them to come in and shop more.

We will be at your sale from start to finish, managing every detail to ensure your home and property are in good hands, any additional staff will be family members or trusted friends, never strangers or "here today- gone tomorrow" employees.

We accept credit cards at our sales to attract more shoppers plus allow them to make larger purchases.

After the sale you can expect anywhere from 5% – 25% of your items to remain. At this point, we will give you the opportunity to look through what is left and decide if there is anything you may want to keep. We will discuss what happens to the remaining items if that was not already agreed upon during the consultation.

**Items we will not sell nor dispose of:**

1. Cans of paint or varnish (stain). Hazardous chemicals like paint thinner/motor oil
2. Overflow construction materials from home: Tile, carpet and flooring.
3. Open tubes and bags of construction materials such as tile mud & grout, cement, or bags of sand. Cut pieces of lumber laying around
4. Large appliances that don't work.
5. Personal papers such as saved children's schoolwork, tax returns, school/college textbooks, artwork, diplomas and personal business papers.
6. Old analog TVs
7. Broken and/or un-sellable furniture and couches/recliners too dirty to sell (stains, pet odors)