

OPTIONS FOR PEOPLE WHO HAVE ESTATE? (+... -)

Do on own or hire professional??

1. BUYOUT -sell complete or partial to buyer,
pay to remove, haul rest
Fast...costly
2. STORAGE (keep)= postpone decisions
good if new home not available...costly, >work
3. DONATE = locate appropriate charities that will accept
pay to remove rest
appreciated...>work, timing is issue, need
vehicle and muscle
4. AUCTION = auctioneer picks up for resale at later date
fast...uncertainty of outcome, pay for removal
of remains
5. ESTATE SALE/YARD SALE = sell or hire to sell items not
taking with you
>\$... >work

Frequently used Terms

- ESTATE -** LIFETIME ACCUMULATION OF PERSONAL ITEMS & COLLECTIONS, HOUSEHOLD ITEMS
- BUNDLE -** GROUPING ITEMS FOR SALE BY SELLER or FOR PURCHASE BY BUYER TO INCLUDE GOOD AND LESS DESIRABLE ITEMS IN ONE LOT
- STAGE -** SET UP ITEMS FOR SALE IN WAY THAT MAKE THEM APPEALING TO BUYER
- CONSIGN -** GIVE ITEMS TO SOMEONE TO SELL OVER TIME @ A SIZABLE % COST
- BUYOUT -** PURCHASE OF FEW ITEMS FROM ESTATE (PARTIAL) OR ENTIRE ESTATE (COMPLETE) FOR SET FEE
- ONLINE SALES -** ONLINE STORES AND EBAY AUCTION ARE OFTEN USED TO DETERMINE ROUGH (often inaccurate) ESTIMATE OF ITEM'S VALUE

What is an ESTATE SALE?

- 1) difference between yard sale and estate sale
- 2) goal
- 3) why hire professional
- 4) % or hourly

Tips when hiring an estate sale professional

- interview- free consultation w/out pressure to buy
- attend a sale to see like/dislike
- examine policies/attitudes which indicate level of respect for personal items

** Don't clean out even garage or attic before consultation

TIPS TO HELP EMOTIONAL DECLUTTERING

- 1) Start easy - bathroom not clothes or library.
- 2) Really listen to what family says they want and why. Don't assume someone will want it later.
- 3) Give an item its last hurrah; take a pic, show grandchild, find closure.
- 4) Keep best; toss rest. Display 1 pc. of collection instead of box loads.
- 5) Digitize and save in file sharing service.
- 6) Think positively about creating time or space for yourself not about losing or giving up things.

Or contact The Church Ladies!!
2SHACL@gmail.com

YARD SALE TIPS

1. Pick a date and times; have a cancellation backup.
2. Ask a friend to help. Don't go it alone; but agree on "rules".
3. Advertise: Craigslist, Marketplace, Newspapers.
4. Price most expensive items first, then as much as you can.
Bundle low priced items to avoid making change.
5. Get lots of one dollar bills and change.
6. Have packing paper, boxes, bags on hand for purchases.
7. Expect Early Birds; decide policy beforehand
8. Expect to be asked to bargain prices; decide policy beforehand.
9. Don't let anyone inside your home.
10. There will be a different clientele each day so you don't have to mark items down immediately on second day.

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WHAT TO DO WITH LEFTOVERS???

Stuff that didn't sell

"Free" on Marketplace

Books - Bin in supermarket parking lot, library bookstores,

Furniture - Salvation Army, GoodWill, Immigrant resettlement,
Habitat For Humanities Restore

Old Blankets/sheets – Humane Society

Toiletries – Homeless Shelters, Food Pantries

Rags – GoodWill

Coats, Hats, Gloves – Homeless Shelters

Clothes – Local Thrift Shop, Salvation Army, GoodWill

Electronics - GoodWill