

Guide to Selecting an Estate Sale Company & Getting Ready for Sale

- Make contact with your estate liquidator ASAP to check availability. It takes 2 weeks or more to prepare a sale. Large sales can take even longer.
- Schedule an on-site meeting to discuss your needs.
- Ask about insurance specifics.
- Verify with your neighborhood HOA that an estate sale is allowed at the premises. If it is a gated community, see what the HOA wants do about the gates the days of the sale.
- Decide which items to liquidate and removed items you are keeping.
- Do not throw anything away.
- Gather any receipts, sales slips or appraisals that relate to items being liquidated.
- If a vehicle, boat or tractor is to be sold have the registration available.
- Document all items to be excluded from the estate sale. If you have a reserve (minimum) price have them documented also.
- Keep standard homeowner's liability insurance in place. Ensure the Electrical, Water, AC/Heat are on at the premises. Wi-Fi should be on if possible.
- If you are selling the house have Realtor with flyers to distribute during the sale.
- Consider what should be done with items leftover from the sale.
- Get everything in writing, so there are no surprises

Estate Sale Company can relieve your stress and maximize your revenue if you let them do your job. There are many good-great estate sale companies in San Antonio, but there are some you may not be happy with the results. The advice below should help you select the right estate sale company for you.

If the estate sale company has an upcoming sale, go to it. Do not let the estate sale company know. You want to see how they are staffed, priced, organized, signage and interaction with customers. The best day to go is the last day of the sale to see how much is still left and inquire how they plan to sell the remainder.

Places to find Hidden Treasures

- Behind dressers and art & picture frames
- Under Tables & Chairs
- In Drawers (check under paper lining also)
- Under beds, mattresses and cushions.
- Inside books
- Closets especially top shelves
- In all clothing pockets and drape items
- Inside shoes and shoe boxes
- Dressers, items folded into shirts, in socks or under garments
- Purses and wallets
- Inside old savings books
- Inside file cabinets
- Inside toilet tank
- Fridge / Freezers/ Ice Cube Trays & Jars
- Pantry, inside boxes, baskets and jars
- Garage, jars and tool boxes
- Above the water heater
- Behind works of art

References & Testimonials are a double edge sword. They could be from friends or family or perhaps their goals are totally different than yours. While, you should consider them, do not put all your weight into making a selection based on this.

The same can go for experience. While experience is generally preferred, it can be an issue if the company is not always looking to improve. Many businesses are creatures of habit.

We went shopping at many of the estate sale companies in town to see what they did well and what they could improve. In some cases, the newer companies did a better job. I have been a liquidator since 2003 and always looking to improve my methods to get better results for clients.

The amount charges depend on several factors, but the two most important is how much revenue the sale will generate and how much labor will be needed to

get ready and managed the sale. Most companies charge a commission based on sales.

If any company gives you a % rate without seeing the estate, do not use them. They are either overcharging you or will take shortcuts to reduce expenses or take some of the items in the house. That is the same reason never use a company that has the lowest rate. You will probably regret it and in the end net less after expenses.

You should get a written contract and all expenses should be explained. There should be no surprises. San Antonio Estate Sales LLC does not charge upfront and takes from the proceeds. Some of the things you could be charged extra for are cleaning up after the sale, credit card fees and donating items to name a few.

Many estate sale companies will charge you their commission rate, if you pulled items after the contract is signed. Their rates are based upon on what is left and if you start taking stuff, it isn't fair.

One estate sale company thought that he would do about \$50,000 in a sale. When he came back about \$30,000 was gone that the family had sold in a garage sale for \$1,100. He walked away and the family took a large hit by being greedy. So, take whatever, you want before the contract is signed.

Reports are critical to be able to verify what is sold. San Antonio Estate Sales LLC
Uses electronic scanning, for more accurate checkout and detailed reports.

You should have insurance on the house during the sale. However, the estate sale company should be licensed, bonded and insured.

Credit cards should be taken during a sale. They account for 33-50% of our sales, that would be lost otherwise.

Estate sale company should not bring in items from outside sources. However, family members should be allowed to bring items to sell during the sale. San Antonio Estate Sales LLC can track the sales of each family member.

There are a lot of ways to market the sale. The biggest three to bring customers in are estatesales.net, estate company customer list and road signs. Make sure the estate sale company does that at a minimum.

Sign up lists can be helpful especially in these times with Covid-19. San Antonio Estate Sales LLC uses SMS to make it easier and safer for the shoppers and neighbors. They can wait in their car, until alerted by text message.

It is a big debate whether to allow purchases before the sale start. If customers go to your sale and are among the first and several items gone already, can lead to major problems. San Antonio Estate Sales LLC prefers to wait until sale starts.

One of the biggest things is when the sale is scheduled. The estate sale company may not be able to get to yours until several weeks, if they are busy. It generally takes at least two weeks to be ready for a sale. The date should be listed in the contract.

Many estate sales companies do not want family members present during the sale. They are not trying to hide anything, but family members have caused many issues in the past for estate sale businesses.

They try to get involved in negotiations, don't like what is said about items or the house or in the way during a sale. This results in lower revenue for the company and the family.

You should know how the estate sale company determines prices. We research items, and know from past experience our sales and others. We use numerous places to research such as Etsy, eBay and Mercari to name a few. We only look for what the items that have been sold, not items listed and still for sale. Our goal is to sell as much the first day.

Our discounts are as follows. The first day is full price, but on items \$50 or higher we will consider offers, but it must be higher than the second day price. On a two-day sale, we are 33-70% off second day and the last hour sell shopping baskets full of merchandise for \$15-\$20 per basket.

On a 3-day sale, we are 33-50% off on the second day and 50-70% off on the third day. If there is an item with a reserve price, we will not go lower than that price.

Core Values

- 1.Integrity- Doing what we know is right especially when no one is watching.
- 2.Excellence- Performing to the best of our ability at all times.
- 3.Commitment- Dedicated to the client at hand.
- 4.Compassion- Respect the client and family in a time of need

Some of our other differences from most or all estate sale companies in the area are as follows:

1. We use barcoding to scan all items for more detailed client reports.
2. We can sell your stuff online at the same time with real time inventory.
3. We can track individual family members items if needed. For example, if a family member decides to add some stuff to the sale.
- 4.Our guarantee is simple. If you do not get your funds in 3 business days or less, we will give you an additional 20% from our proceeds.

Contact us today for a free consultation at 210-664-5050 or visit <https://saesllc.com>