



Estate Sale Checklist

With thoughtful planning, your move can go smoothly. Be sure to discuss any downsizing needs with your Personal Relocation Manager for ongoing support.

An estate sale or garage sale is a popular way to offload many items at once. Both types of sales require planning, advertising, pricing items, and answering questions from shoppers. You can schedule the sale when it is convenient for you, set your own prices, and decide if you are open to negotiating prices. This checklist provides you with tips to consider when planning an estate sale.

Hiring a professional estate sale company usually costs between 35 to 50% of the sale's gross. A reputable estate sale professional will, upon request, complete a complimentary home visit and discuss their assessment with you. You can then decide between hiring a professional company or doing it yourself.

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Planning

- Allow yourself at least one month to prepare the home and items for sale
- Consider scheduling the sale from Thursday through Sunday
- Advertise in local newspapers, mobile apps, and social media
- Make the effort to clean items before the sale
- Research prices online to determine the best pricing; talk to an appraiser
- Get permits, if required in your neighborhood; research estate sale tax laws

Prep Days

- Mark prices clearly on items
- Ask friends and family to assist with set-up and during the sale
- Consider parking needs and add street signage to guide buyers
- Stock up on supplies including bags, tape, tissue paper, and change
- Create a table where everything is \$1, \$5, or \$10
- Set up a checkout area with a cash box
- Consider traffic patterns when setting up rooms
- Try to sell items in the room of the home where they belong

Days of the Sale

- Leave large bills in full sight when making change
- Offer discounts if multiple items are purchased
- Play relaxing background music
- Keep tables and displays attractive
- Try to sell multiple items in lots
- Have the entry and exits attended at all times
- Offer or sell bottled water
- Take down the street signs when the sale is over

Your community's Moving Made Easy® program offers future residents home sale and relocation support through the one-on-one guidance of a Personal Relocation Manager. Personal Relocation Managers are real estate and relocation experts who provide support, education, and advocacy, compliments of your community.

“Moving Made Easy® made our transition easier and better!

— John C.

To learn more, tell your community: “I’d like a Personal Relocation Manager to call me.”