

Bonjour Estate Sales

HELPFUL QUESTIONS TO ASK WHEN COMPARING ESTATE SALE COMPANIES

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How many years has your company actually been conducting estate sales for clients?

Ask specifically how long the company has been operating and conducting estate sales for clients. "Years of experience" or "combined experience" can include time spent as estate sale shoppers, collectors, resellers, or online sellers and may not reflect how long the company has actually been managing estate sales. An established operating history can give you a clearer picture of the company's experience managing homes, clients, staff, shoppers, pricing, security, sale proceeds, and the many situations that can arise before, during, and after a sale.

What is your estate sale fee, and what does it include?

Ask what's covered by the percentage and whether preparation, research, pricing, staging, advertising, staffing, and post-sale services are included.

Is there a minimum fee?

A company may charge a percentage of proceeds but also have a minimum charge if the sale doesn't generate enough to reach that amount. Ask how they handle it if the sale does not make enough to cover their minimum.

Are there any additional charges?

Ask specifically about clean-out, dumpsters, trash removal, additional labor, credit-card processing, advertising, security, additional structures, and other possible expenses.

How do you determine whether my home is a good candidate for an estate sale?

A reputable company should be willing to explain whether an estate sale makes sense rather than simply accepting every sale.

How will my items be researched and priced?

Ask who handles pricing, what resources they use, and how they approach specialty items, antiques, collectibles, jewelry, artwork, and other potentially valuable pieces.

How will you market the sale?

Find out where the sale will be advertised, how far in advance marketing begins, whether photographs are used, and whether the company has an established following of estate sale shoppers.

How many people will be working in my home?

Ask about both the preparation crew and sale-day staffing. You should understand who will have access to the property.

How do you handle security?

Ask how the company manages entry, jewelry and other valuable items, cash and credit-card transactions, and areas of the home that aren't part of the sale.

Are you insured and bonded?

Ask what business protections the company carries and don't hesitate to request documentation when appropriate.

What happens to items that don't sell?

Find out whether the company assists with donations, clean-out, continued marketing, or other options—and whether any of those services cost extra.

When and how will I receive my proceeds?

Ask when payment is issued and what type of sale accounting or settlement statement you'll receive.

What happens if I need to cancel or change the sale?

Understand the cancellation terms before signing, particularly once the company has begun preparing the estate.

NOTES:**Don't Compare on Percentage Alone**

A lower estate sale fee doesn't necessarily mean a lower overall cost, just as a higher projected sales estimate doesn't guarantee a better result. Look at the entire agreement, the services included, the company's experience and business practices, and how clearly your questions are answered.

Most importantly, make sure you understand what the company will do, what you will be responsible for, and what you will pay before signing an agreement.

Considering an estate sale? We're happy to answer your questions and explain how our process and pricing work before you make a decision.

We hope you found this list helpful! 😊