Our Estate Sale Process — At a Glance

This one-page overview outlines what clients can expect when working with Donna Davis Estate Sales, from the first phone call through staging and sale preparation.

Step 1: Initial Phone Consultation

We begin with a brief phone call to discuss timing, authority to proceed if applicable, and the general scope of the estate. This helps determine whether an in-home consultation is appropriate.

Step 2: In-Home Consultation

We walk through the property with the client to review items being considered for sale and identify items to be excluded. If the sale is a good fit, we review services, fees, and gather information for the estate sale contract.

Step 3: Contract & Scheduling

Once the contract is signed, we schedule the estate sale dates and the dates we will return to begin setup and preparation.

Step 4: Staging & Pricing

We stage the sale using our tables, displays, and checkout area. Items are researched and priced based on desirability and the local market to create a well-organized, easy-to-shop sale.

Client Preparation Checklist

The following checklist helps ensure a smooth setup and successful estate sale. Completing these items before our scheduled setup date is essential.

- Remove all items you intend to keep from the sale area
- Place kept items in a designated room or area that can be blocked off
- Locate paperwork for high-value items (artwork, signed or numbered pieces, jewelry, collectibles) if available
- Secure personal documents, medications, firearms, and sensitive items
- Confirm utilities are on (electricity, air conditioning or heat as needed)
- Ensure clear access to rooms, cabinets, and outdoor areas included in the sale
- Arrange for pets to be secured or off-site during setup and sale days
- Remove trash and obvious non-sale items prior to setup

Each estate sale is unique. Additional preparation may be requested depending on the contents of the home.