Our Estate Sale Process: What to Expect

We believe a successful estate sale begins with clear communication and a well-defined process. Below is an overview of what clients can expect when working with our company, from the first call through staging, pricing, and preparation.

Before We Schedule Your Estate Sale Consultation

We begin with a brief phone consultation to understand your situation, timing needs, legal authority if applicable, and the general scope of items to be included in the sale. This helps determine whether an in-home consultation is appropriate.

In-Home Estate Sale Consultation

During the scheduled visit, we walk through the property—indoors and outdoors—to review items being considered for sale. Clients identify items not to be included. If the sale is a good fit, we review services, fees, and gather contract information. Initial planning photos may be taken.

Contract & Scheduling

Once the client confirms they would like to proceed and the estate sale contract is signed, we schedule the sale dates and the dates we will return to begin preparation and setup.

Staging and Pricing Your Estate Sale

We provide tables, table coverings, protective floor mats when needed, and a dedicated checkout table. Items are removed from drawers and cabinets, grouped with like items, and placed for easy shopping. Kitchen items may be left in place or removed depending on accessibility. Items out of reach are brought down for viewing.

Glass display cases are used for smaller high-value items, while larger valuable items are positioned near the cashier. Items are researched and priced according to desirability and the local market. Signed or numbered items may affect value, and clients are encouraged to locate documentation when possible. Pricing expectations are discussed prior to the sale.

Clients must remove all items they wish to keep and place them in a clearly designated area that can be blocked off prior to setup. Each estate sale is unique, and some sales may require additional planning based on the contents of the home.