

Considering an Estate or Down-Sizing Sale?

The following information is a thorough description of the estate and down-sizing sale process and specifically how TIPPIT ESTATE SALES & SERVICES would conduct a residential, estate, relocation, or down-sizing sale to meet your unique selling goals.

We would be happy to provide a free consultation to help you decide if an estate sale is the best choice for you!

- **What exactly is an estate sale?**

The term “estate sale” generally refers to the sale of personal property. Personal property includes furniture, appliances, china, books, linens, fine and costume jewelry, tools, garden equipment -- anything and everything of value found in and around a home and its adjacent outbuildings.

An estate sale differs from a garage sale because an estate sale involves the entire contents of a household, is professionally hosted, and is normally held inside the home over a 3 to 4 day period.

- **Who needs an estate sale?**

An estate sale is an ideal medium for selling a large volume of personal property. For example, if you are retiring and down-sizing, moving out-of-state, moving to an assisted living or nursing facility, or liquidating a loved one’s household. In such situations, an estate sale is a far superior alternative to an auction. Whatever your reason, “We can help!”

- **No antiques or collectibles?**

That’s ok! Practical, everyday household items are also very popular. Everyone loves a good sale and you may be surprised at what will sell!

- **How can TIPPIT ESTATE SALES & SERVICES help me?**

We have the experience and resources to organize, price, and hold a sale of your personal property without you having to lift a finger! You can simply walk away and let the professionals at TIPPIT ESTATE SALES & SERVICES conduct a turn-key sale; from the initial the planning to final clean-up.

- **How does the estate sale process work?**

TIPPIT ESTATE SALES & SERVICES will organize, attractively display, research price, advertise, and sell the contents of an entire estate. We will work with you, the client, to provide a comfortable, secure, and profitable estate sale. Likewise, we will work with estate sale customers to provide an enjoyable shopping experience for them as well.

Typically we start working in the home several weeks prior to the actual sales event, depending on the amount of work that needs to be done. We study the physical arrangement of your home and property to determine the best way to showcase your estate. We bring all items needed to set up your sale including tables, display cases, and locking display boxes.

We provide exceptional attention to detail in presenting your items to their best advantage. We advise our clients not to throw ANYTHING away. Heed the old adage that “ones man’s trash is another man’s treasure”! All common household goods, pots and pans, cleaning products, old cosmetics, linens, old newspapers, garage items...virtually EVERYTHING in a home can bring in revenue at your sale.

- **How much does an estate sale cost?**

There are NO upfront or out-of-pocket costs to you. Typically, we charge a minimum of 35% of the gross sale following deduction of applicable sales tax. The percentage varies however according to the work involved and the size of the sale.

Our percentage covers our sales commission, all labor costs, remittance of sales tax, and the cost of city licenses or permits as required.

Advertising costs, credit card fees, and any additional fees, such as dump fees for excessive trash removal, will be discussed, clearly noted on the contract, and deducted from the net proceeds at the conclusion of the sale. All costs will be disclosed prior to signing the contract.

When the sale is over we make an appointment to deliver payment of your net sale proceeds. The visit provides an opportunity to discuss the settlement information with you.

Otherwise, you may elect to receive payment through a check mailed to you. The check is mailed within 7 business days. We include a detailed settlement sheet.

At any time we will be happy to discuss your sale with you and come to an agreement that is fair to all. Our business has been built upon the referral of happy clients. An important component to client satisfaction is achieving a clear understanding of, and agreement to, the sale's terms.

- **What kind and how much advertising is necessary to effectively promote your sale?**

Our goal is to bring motivated buyers to your sale! At no cost to you, we will provide the following:

- ◆ Your sale will be promoted on our website.
- ◆ Notices of your sale will be sent to our email contacts.
- ◆ We will post highly visible, professionally printed signs leading the way to your sale from every major intersection.

Newspaper advertising is crucial to the success of your sale! On your behalf and with your approval, we will write and purchase advertisements announcing your sale in all appropriate area newspapers.

- **What happens to the items that don't sell?**

TIPPIT ESTATE SALES & SERVICES strives to sell everything. We believe our client is best served when everything is sold. We price fairly for you and reasonably for the buyer.

We use the following price schedule for a 3 day sale:

- ◆ Days 1 and 2: All items are sold "priced as marked". Prices however are negotiable and buyers are invited to leave an offer on any item in which a negotiated price was not agreed upon.
- ◆ Day 3: Most remaining items are discounted 50% or more, depending on the desirability of the item.
- ▶ Discount prices **exclude** all items you protected with a reserve price. ◀

The 3 day pricing process helps to ensure that as few items as possible remain at the end of the sale and also encourages return buyers. There are several options for dealing with any left-over items. Those options will be discussed during your "no obligation" consultation.

Why should you choose TIPPIT ESTATE SALES & SERVICES to conduct your sale?

1. We are fully **licensed and insured** and are uniquely qualified to help you. We do so professionally, honestly, promptly, and successfully. Our client's satisfaction is our highest priority.

Donna Tippit, your professional estate sale consultant, is a **Certified Personal Property Appraiser** and a member of the **Certified Appraisers Guild of America**. She is a graduate of the prestigious **Missouri Auction School** and is trained in all aspects of the auction and liquidation industry.

2. We have many years of **experience** as both estate sale buyers and sellers, so we know how to make your sale appealing to potential buyers.
3. We will gladly **meet with you and** any of **your key decision-makers**, including your attorney or accountant. Our first meeting is at no cost or obligation to you.
4. We handle all of the **details** so you don't have to...and we do it well!
Logical organization and creative display of merchandise, appropriate pricing, effective advertising, collection and timely remittance of sales tax, knowledgeable and courteous sales staff, and accurate, detailed accounting are the qualities by which we will conduct your sale.
5. Hiring a real **professional** can help eliminate much of the stress associated with selling your personal items. You will be treated with sensitivity and your property treated with care and respect.
6. We accept all major **credit cards** which boosts your sale's monetary success. The convenience of paying with a credit card allows many buyers to purchase items they otherwise would not have the immediate funds available for making those purchases.

• What additional services does TIPPIT ESTATE SALES & SERVICES offer?

1. If you are **moving**, prior to your sale, we can securely pack the belongings you wish to keep and arrange for your move.
If your move is within the local area, we can even unpack and set up your items so your new home will be waiting for you to arrive.
2. If you are **down-sizing** and only have a few items to sell, we can help you decide the best way to market those items. Many options are available outside the scope of an estate sale.
3. After meeting with you and discussing your sale, you may decide an **auction** is the best approach for liquidating your items. TIPPIT ESTATE SALES & SERVICES can arrange and conduct your auction.
4. If you choose the auction option, you may decide to have your real estate included in the auction. **Real estate auctions** are fast becoming a popular way of selling real property. We will be happy to explain how the real estate auction process works.
You may decide to hold an estate sale and, at a later date, have a real estate auction. All options can be tailored to suit your specific situation and needs and we will provide all the information to help you decide what is in your best interest.
5. We offer professional, detailed **appraisals** of personal property for insurance purposes.
6. We can sell and ship an item for you through an on-line auction site such as **EBay**.
7. We offer a **clean-out service** for unoccupied homes which includes rubbish removal and clean-up of the yard and home in preparation for sale or occupancy.

How can I arrange for my free consultation with Tippit Estate Sales and Services?

We will be most happy to conduct a free, no obligation consultation at the property site in order to discuss the possibility of hosting a sale for you and answering questions you may have. Please call **918-533-7353** to arrange an appointment that is convenient for you.

**Thank you for considering the professionals at
TIPPIT ESTATE SALES & SERVICES for your
Estate, Relocation, or Down Sizing needs!**



“We Can Help!”