

OAKLAND DRIVE - WINCHELL NEIGHBORHOOD ASSOCIATION

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"Cleaning Out and Garage Sale Preparation"

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Having been in the antiques, estate sales, and garage sale business for over 40 years, I have acquired lots of opinions on those topics. I would like to share some of those thoughts with you with an understanding that you probably have had plenty of experiences in this arena as well.

WHY CLEAN OUT?

All I really can say about this is that you will know when it is time:

- Perhaps the fact that you have a three car garage and the cars are all parked in the driveway OR
- Your children have returned from college with a truckload of stuff OR
- You have a family member die and leave you a household full of stuff that has been moved to your basement OR
- You want to move but you don't know what to do with your excess furniture and other belongings OR
- You have tired of collecting Beanie Babies and you want them gone OR
- Whatever the reason, you know that you need to clean out some of your belongings.
- It might also be that you would like to have some additional cash.

"If you have a lot of stuff, get rid of it!"

WHAT ARE THE OPTIONS FOR CLEANING OUT?

- Ask family members to take items that you *no longer use or want*.
- Donate to local charities and non-profits.
- Hire someone to do a sale for you.
- Sell the items individually (*eBay/antique dealer*)
- Get an offer from a buyer for a "buyout" of everything.
- Have a garage sale of your own.
- And many others options in combination with the above.

WHAT YOU SHOULD THINK (OR WORRY) ABOUT?

- Some items may have extreme value and should be protected.
- Sterling and Gold are at record highs and you should be careful when selling:
 - Pure sterling silver – marked "sterling" or ".925"; sell by weight...weigh & figure out its value first before taking somewhere to sell to help you get ***fair market value for it***.
 - Gold – ranges from 10k to 24k; rule of thumb – 3 oz. jewelry =1 oz. pure gold
- Collectibles such as Hummels, collector plates, beanie babies, Precious Moment figurines, Avon and Beam bottles, dolls, bears, and many other commodities are no longer bringing a good price.
- Silver Plated items – virtually no value (as a precious metal)
- Good crystal still sells

- Pricing your items for sale can be troublesome. Basically, it is a matter ***of do you want to get top dollar for each item OR do you want to get rid of each item?*** There is a difference!!

- Pricing Rule of Thumb – ask no more than 30% of the retail price when the item was new

- A garage sale is a lot of work and requires **a great deal of preparation (research on pricing expensive items/organizing/being ready early on sale day, etc.)** as well as time for the day of the sale.
- Be safe.

WHERE DO I GET HELP?

- To sell gold or sterling, give me a call and I will give you some direction.
- Local antique dealers will help you with what an item might be worth (or offer to buy).
- Use the internet (especially eBay to get an idea for what an item might be worth).
- For estate sales, there are many of us available with a variety of services and rates. I am happy to supply some names and contacts. I have a sample contract available.

- Ask family members (or neighbors) to help prepare the sale and help with the actual sale.
- There are a lot of charities that will pick up items.
- After the sale, there are cleanout services available. Some of them are pricey so be careful.

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