

# Extraordinary estate services

*Estate Sales ~ Buy Outs ~ Fair Market Value Appraisals ~ Trash Outs ~ Vehicle Liquidation*

## Bob Brackney's TOP TEN LIST:

Questions to ask potential estate companies before you hire them, so that you can have the best possible sale.

- ONE **Are you licensed and bonded? Can I get a copy of your license and bond papers?  
How long have you been in business?**  
Extraordinary Estate Services (EES) is licensed and bonded and will provide copies upon request. We have been serving San Diego community since 1977.
- TWO **Before a sale, do you check with a Homeowners Association, mobile home park manager, condo or senior facility?**  
EES will. Sometimes estate sales are not allowed in structured communities and securing permission will alleviate a world of trouble.
- THREE **Do you have client references?**  
EES offers a list of valued Clients you may call for references concerning our services.
- FOUR **How do you know how to price items?**  
EES has almost 40 years experience in buying and selling in order to establish a fair market value for your merchandise.
- FIVE **Do you have professionals who you use in the liquidation of fine metals, jewelry, artwork, collectibles, etc.?**  
EES relies on trusted relationships with individuals and web sites who, in their respective fields, have always delivered a high caliber of expertise and service
- SIX **How do you keep track of the sales from the estate sale?**  
EES uses forms listing items sold and what items sold for. You receive a copy of those forms with the proceeds from your sale.
- SEVEN **Will you bring in other peoples (or your own) merchandise to sell in my estate sale?**  
EES does not. We focus on your items only, so that you have the best chance to have a successful sale without competition from another estate sales' merchandise.
- EIGHT **How long does this process take after you receive the key to my home?**  
EES needs one week, in most cases. We start setting up Monday and can usually finish on Thursday. Usual sale dates are Friday and Saturday, sometimes Sunday. While sorting through items in the home, if we find any personal papers, photos, hidden jewelry, money, or memorabilia, we separate those items for the client to evaluate. If necessary, we will clean in order to provide the best presentation of your merchandise. If a home has an unusually large amount of merchandise, we may have a two-weekend sale. In most cases though, we can have the home empty, trash disposed of and broom swept in one to three days after the last sale day. There are no costs for estate sale set up. However, some homes need, prior to setting up, what we call a trash out. We charge an hourly fee for us to remove trash in order to set up the sale. During the week of the sale from start to finish all work performed is under the % commission established prior to a sale.
- NINE **What happens after the sale? Do you walk away after the sale is over? This decision is up to estate**  
EES does not. After the sale is over, if estate wants our services, there is also an hourly charge for boxing, trashing out items we cannot donate or sell if the estate needs that service. We give you options like a local online auction that gives you the best way to further liquidate your merchandise or donate items to your choice of charities. We can make arrangements for those options, if necessary. We bag and haul all trash away, broom sweep and leave your home clear for any repairs that might need to be done to either rent or list your home.
- TEN **How do you advertise my sale?**  
EES advertises the day of the sale on estatesales.net, Craigslist, Union Tribune (online and in the paper), our web site and street signage, which is always removed the last day of the sale.
- ONE MORE THING--  
We have heard all kinds of stories. Companies will come into your home and offer to buy some of your most valuable items before you have made up your mind about who will conduct your sale. They will ask to take your items on "consignment". Those might be your most valuable items-- and you might need those items to draw customers to your sale. Our advise, use caution, and if you do decide to sell anything, do not make a decision without a clear and concise contract indicating what they are taking and a time frame for them to sell the item. You must protect yourself from those that are looking out for their best interests rather than yours. Do a thorough search on the Internet on the company that you have chosen.

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