Estate sale or estate auction? A decision sheet

Tick what is true for the home, then call at least one estate sale company and one auction house.

Points toward a sale at the house

- ☐ A full household of furniture, kitchenware and everyday items
- ☐ Easy parking and a layout shoppers can walk through
- ☐ A few weeks are available for setup
- ☐ Neighborhood rules allow a public sale

Points toward an auction

- ☐ Tools, equipment, vehicles, trailers or farm items
- ☐ Collections or antiques with buyers outside the area
- ☐ The home must stay closed to the public, or is already listed
- ☐ Items can be moved to an auction house, or sold online with one pickup day

Ask both kinds

	Estate sale company	Auction house
Company name		
Commission % and on what total		
Other fees		
Minimum or items refused		
Payout date and method		
Statement shows		
Unsold items plan		

When you call a company, say: “Joel from Fairhaven Design sent me.”