

# What you can expect from a Family Affairs Estate Sale

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## **Step 1: You and Family Affairs Services LLC both sign a contract detailing:**

- Setup & Sale dates
- Commission details & Sale procedures
- Our fee: although it can vary, our typical fee is 40% which covers all services listed below

All we need from you is a key to the estate and an estate contact so that setup and the sale can run smoothly and we can keep you informed.

## **Step 2: Sale Setup - typically 5-10 days**

- Display items (on tables with table cloths) - perceived value is important!
- Clean/wash items (if necessary)
- Fill a "Family Box" (if necessary) of any personal items we come across that are not appropriate for sale (ie. Photos, documents, etc.)
- Price items
- Advertise the sale – Our website, Private Email List, KSL, Craig's List, Facebook, Instagram, EstateSales.net/.org

You do not have to be present during setup

## **Step 3: Family & Friends Sale (if desired)**

- If you have family and close friends that would like to purchase some of the estate items we can hold private showings or a 2-hour private sale prior to the public sale

## **Step 4: Public Sale**

- Typical 3-day sales are: 10am-3pm; Thursday - Saturday  
We'd love to work out a sale schedule that works best for you.

You do not have to be present during the sale. We will act on your behalf in the sale of your items.

## **Step 5: Post Sale**

- Although we pride ourselves on selling over 95% of the items in most estates you will probably have a few items that do not sell. At this point you have four main options:
  1. You keep the unsold items to either sell them yourself or distribute as you see fit
  2. We empty the home (after you've had time to review the unsold items) and sweep/vacuum as we leave. We will leave the estate in a clean, tidy manner so that it is ready to sell (if that is your next step). Removal or disposal of hazardous waste or food/water storage may be an additional fee. We will leave the estate in a tidy manner, however it will not be deep cleaned.
  3. We sell everything (or most things) to a bulk buyer (Antique, furniture or specialty dealer) and add the income to your sales total. Often there is not enough value in the remaining items for this option but we can discuss this at the end of the sale.
  4. Any combination of the above three options
- **Within 1 day** of our last cleanup day (our last day in your home) we will return your key(s)
- **Within 10 days of the last day of the public sale you will receive:**
  1. A copy of every invoice written at your estate sale
  2. A summary of your sale including a spreadsheet of every invoice and sale totals
  3. A check in the amount of your total sales minus Family Affairs' commission

## **Why choose Family Affairs Services LLC?**

- We promise we won't be doing multiple sales at the same time. You get our full attention for the duration of your sale as well as our full customer list!
- We treat your estate and your items as if they were our own. We act on your behalf during the sale and are looking out for your best interest. We take more time setting up and pricing than any other company in Utah.
- We're one of the few companies that have all-inclusive fees. We don't charge extra for special services such as cleanout or staffing.
- We've been in the estate sale, appraisal and antiques business over 35 years!
- We only do the very best sales each year (approx. 8-10). We don't over-burden our clientele, who are always looking forward to another one of our sales.

We look forward to working with you!