

- **Options to Lighten Your Load**
 - DIY: Sell house contents yourself - solo or w/ family help
 - Get Professional help
 - Both: START EARLY and allow plenty of lead time!

- **DIY Selling**
 - Ask Family and Friends what they may want to buy and/or what you are willing to give them
 - Garage/Yard Sale for select items – *e.g.*, garage, basement, storage things that you are willing to sell inexpensively
 - Advertise specific items in local Newspapers or online site options (*e.g.*, eBay, ETSY, Valley Trader, etc.)
 - Place items on consignment at Second-Hand stores in your area
 - PROs - No Middleman or commission
 - CONs – High workload and unknown people at your home, plus online options and stores charge commissions and shipping.

- **Getting Professional Help**
 - Engage an Auction company that sells from your home; 2 options
 - Company advertises contents on- line and hosts an in-person sale at your home with their staff (Seller usually not present)
 - Buyers buy & remove items on day of sale
 - Auction company advertises and holds on-line Auction w/ payment online (example is RASMUS auction company in Virginia)
 - Buyers P/U items from your home or from Auction house site at scheduled dates/times. If the latter, the auction company moves all items from the home to their site.
 - Auction company fees vary for their service, but they do the work – not you!
 - Auction House Sale
 - They take everything you want to sell from your home on Consignment and sell at their site at a scheduled auction – usually w/ buyers in person and on-line.

- You pay pick-up fees and commission (e.g. ~30%) on sale prices
 - Depending on the company, they may or may not let you set a “Reserve” price for some items.
 - If you set a Reserve, you may get items back if the Reserve price is not met.
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- **Give-Aways when all else fails – take the tax deduction**
 - Goodwill Industries
 - AMVETS
 - Local Churches
 - Local Charities
 - A Dumpster!

 - **START EARLY and if you are thin-skinned, let the professionals handle the sale**