

GARAGE SALES

Another Way to Sell Your Stuff

Garage sales and estate sales are great ways to get rid of extra items and make extra money. But there's another way to get rid of a lot of extra stuff, and that's an auction.

WHEN TO HOLD AN AUCTION

If you live in a rural setting or have high-value items or items that would generate great interest, holding an auction would be a great way to get rid of your excess property. Unlike estate sales, auction houses aren't going to be interested in the entire contents of your home. Generally, they have a dollar value threshold for items they will sell.

Some auction houses will even handle the real estate portion of the estate. Another advantage of holding an auction is that the sale can generally happen sooner than an estate sale, depending on the weather. The auction company will come in, organize the contents of the house, then host the sale, often on the property itself. The auction house will also advertise and find buyers for the sale.

THE AUCTIONEER

His job is more than just



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fast talk. Auction professionals, the National Auctioneers Association says, excel in marketing and advertising. Their primary role is to develop a campaign to promote the quick and profitable sale of your property. They're usually also appraisers and experts in their particular fields of sale, such as

antiques, art or livestock.

There are several designations you can look for, the NAA says, to make sure you're getting one of the top auction professionals:

- **AARE:** Accredited Auctioneer, Real Estate.
- **AMM:** Auction Marketing Management.
- **BAS:** Benefit Auctioneer

Specialist.

- **CAI:** Certified Auctioneers Institute.
- **CAS:** Contract Auction Specialist.
- **CES:** Certified Estate Specialist.
- **GPPA:** Graduate Personal Property Appraiser.
- **MPPA:** Master Personal Property Appraiser.

When you're looking to hire an auction company, just like when you're hiring any professional, you want to talk to several companies before making a final decision. Some questions the NAA suggests asking:

- Ask about their contract or written proposal for your auction. Get specific details on what is involved.
- Find out how the sale will be marketed. A great sale depends on great marketing.
- Ask about setup and clean-up.
- Ask for references and check them.

ATTENDING THE AUCTION

If you find yourself on the other side of the hammer, don't be nervous. Professional auctioneers can keep you from accidentally walking home with a new farm. You can absolutely attend an auction without bidding and take home nothing but a load of free knowledge.

You may see another person out in the audience yelling; that's the ringman who yells bids back to the auctioneer from the crowd. And don't worry about scratching your nose during the show. To successfully bid during the auction, you'll need a special paddle or card handed out at the beginning. If you don't want to bid, just keep that under your arm and you'll be fine.

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SELLER'S TIP

Hire a Professional

Hire an auction professional that specializes in the area that you want to sell, like automotive or real estate. They will help you get top dollar for your property.

AD SPACE