



6 Key Roles in an Estate Sales Team That You Never Knew

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An estate sales team is a group of professionals specializing in organizing and conducting sales of personal property from an estate. This typically occurs when someone needs to liquidate assets due to downsizing, moving, or after a family member has passed away. Here are some key components and roles within an estate sales team:

1. **Estate Sale Manager/Coordinator:** Responsibilities include overseeing the entire operation, from initial consultation with the client to the final day of the sale. They plan the layout of the sale, price items, manage advertising, and handle negotiations with buyers.
2. **Appraisers:** An experienced appraiser is extremely important! They must have the knowledge to be able to evaluate items to be sold and provide pricing based on current market value. They specialize in various categories such as jewelry, art, antiques, or everyday household items.
3. **Sales Staff:** Sales staff are key to the success of an estate sale. They assist during the actual sale days. They set up items, answer questions from buyers, manage the checkout process, and provide security for the items on sale.
4. **Marketing Specialist:** Responsibilities are to promote the estate sale through various channels like social media, email newsletters, local newspapers, and online estate sale platforms.
5. **Logistics and Setup Crew:** This crew will arrange the physical setup of the sale, including tables, displays, and signs. They also handle the post-sale cleanup and disposal of unsold items.
6. **Security Personnel: (Optional Depending on the Value of the Estate)** These personnel provide security during the sale to prevent theft and manage crowds.

Importance of an Estate Sales Team

An estate sales team is crucial because they ensure that the sale is conducted efficiently and professionally. They help maximize the return from the sale while minimizing the stress and emotional burden on the estate owners or heirs. Additionally, they handle all aspects of the sale, from legal compliance and pricing to final transactions and cleanup, making the process seamless and more manageable for the client.

When selecting an estate sales team, it's important to look for experienced professionals with strong references, clear communication skills, and a track record of successful sales. They should also be transparent about their fees and the services they provide.

We would love to set up a consultation with you to go over the steps in taking care of an inherited property. There are several things that we can do to help you with this stressful process. **Schedule an Appointment Today:**

- a) We can coordinate with an estate sales team to help you with the contents of the property.
- b) We handle all clean up and repairs, so you don't have to.
- c) We pay all real estate fees in reference to the sale of the home.
- d) We offer a competitive, no hassle, cash offer to purchase the inherited property.
- e) All of our transactions are win-win. You have to be happy with the purchase price and so do we! If we can't come to an agreement, we walk away friends!

Who are we? **About LJE Property Solutions** and **About Our Team**

Contact Us Today On...



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