

Estate Sale Timeline and Checklist

1 Month Before the Sale

- Set the date and time frame
- Check on local rules for estate sale signs
- Go through each room and decide what you will sell, keep, or gift
- Do your research on pricing for common items like books
- Do more research on big-ticket items like couches or TVs
- Start saving shopping bags, boxes, and newspaper
- Arrange to rent or borrow folding tables if you don't have any

Two Weeks Before the Sale

- Decide where in the neighborhood and around town you want to place your signs
- Purchase supplies to make your signs
- Neon poster board
- Thick black marker
- Duct tape
- Print out your price tags
- Clean, dust, or polish your items as needed
- Borrow or buy a fanny pack or apron with pockets if you don't have one

One Week Before the Sale

- Place estate sale listings on social media and sites like Craigslist
- Determine prices for each item and tag them appropriately
- Tag items you will keep or gift as "Not for Sale"
- Make estate sale signs

A Few Days Before the Sale

- Set up a table with shopping bags or newspapers to wrap fragile items
- Set up a table for making purchases
- Group smaller, inexpensive items together
- Get change from the bank:
 - 25–50 one-dollar bills
 - 5–10 fives and tens
 - A roll or two of quarters, dimes, and nickels

The Morning of the Sale

- Hang your estate sale signs around town
- Pack your apron or fanny pack with change, a pen, and a calculator
- Put the bags, newspapers, and boxes close to the checkout area

After the Sale

- Take down your estate sale signs
- Deposit the money you made — if you're downsizing, consider depositing it in a retirement account
- Gather your leftover items and post them online, send them to a donation center, or follow through with other plans you made for the items that didn't sell

