Northstate Estates - Estate Sales and Liquidation Management

OUR ESTATE SALE PROCESS

Helping you turn a difficult job into a simple one.

We understand that going through a home full of belongings can be overwhelming.

Whether you're settling a loved one's estate, downsizing, moving, or simply trying to clear a property, there can be a lot to figure out —

-What is valuable? -What should be sold? -What should be donated? -What needs to be hauled away? -Where do you even start?

That's where our compassionate team at Northstate Estates comes in.

Our job is to take as much of that work off your shoulders as possible while treating your home and belongings with the respect they deserve.

---

1. WE START WITH A WALKTHROUGH

Every estate is different, so we start by meeting with you at the property.

We'll walk through the home together, look at what you have, listen to what you need, and talk about your timeline.

We'll help determine:

- What may be worth selling
- What should potentially be donated
- What should be removed
- What can be sold through an estate sale
- What may be better suited for another selling method
- What needs to happen after the sale

You don't have to have everything figured out before we arrive.

That's what we're here for.

---

2. WE SORT & ORGANIZE

Once we've agreed on a plan, we get to work.

We carefully go through the home and organize the belongings into appropriate categories.

Our goal isn't simply to "get rid of stuff."

We want to give the belongings a chance to find a new home and, when possible, bring value back to the estate.

We'll identify items that may have resale value and separate them from items that should be donated or disposed of.

---

3. WE PREPARE THE HOME

A successful estate sale is about more than putting price tags on things.

We organize and stage the items so shoppers can actually see what is available.

We'll arrange furniture, group similar items together, display smaller items, and make the home feel as inviting and easy to shop as possible.

The better the presentation, the better the opportunity to sell.

---

4. WE PRICE & RESEARCH ITEMS

We do our best to price items based on their condition, desirability, and the current market.

We'll research items when appropriate and use our experience to determine realistic selling prices.

Our goal is to find the balance between:

Getting you the best return possible

and

Actually getting the items sold.

An estate sale isn't an appraisal, and certain high-value or specialty items may benefit from an outside appraisal or specialized buyer.

When something falls outside our expertise, we'll tell you.

---

5. WE ADVERTISE THE SALE

Once the home is ready, we work to get people through the door.

We'll photograph the sale, advertise the event, and promote the items that we believe will attract buyers.

The goal is simple:

Get the right people to the sale.

More qualified shoppers means more opportunities for your belongings to sell.

---

6. WE HANDLE THE SALE

When sale day arrives, **you don't have to be there.**

We'll handle the shoppers, questions, negotiations, checkout, and day-to-day operation of the sale.

Our team will be there to help customers while keeping an eye on the property and the belongings inside.

You can step away and let us handle it.

---

7. WE KEEP YOU INFORMED

We believe you should always know what's happening with your estate.

We'll communicate with you throughout the process and keep you informed about important decisions, timing, and anything that requires your attention.

Our goal is for you to feel like you're working **with us**, not handing your home over to strangers.

---

8. AFTER THE SALE

When the sale is over, we're not done.

We'll determine what remains and follow the plan we agreed upon with you.

Depending on your needs, remaining items may be:

DONATED
Items that can still benefit someone else.

RECYCLED
Materials that can be responsibly recycled.

REMOVED
Items that need to be hauled away and disposed of properly.

RESOLD
Items that make sense to sell through another channel.

We'll work toward leaving the property ready for its next chapter.

---

9. THE FINAL CLEANOUT

If you've hired us for a complete cleanout, we'll remove the remaining belongings and leave the property **broom-swept and ready for whatever comes next.**

Whether that means putting the house on the market, turning it over to a new owner, preparing it for a rental, or simply closing this chapter for your family — we'll help get it there.

OUR PROMISE TO YOU

We know we're not just walking into a house full of "stuff."

We're walking into someone's home.

There may be family photographs, furniture that's been in the family for generations, handwritten notes, collections, and belongings that carry memories.

We can't promise that every item will have monetary value.

But we can promise to treat the home and the people connected to it with **honesty, respect, and care.**

Our goal isn't just to empty a house.

It's to make a difficult process a little easier.

WHAT YOU NEED TO DO

Before we begin, we simply ask that you remove anything you absolutely want to keep.

Family photographs, documents, jewelry, personal records, sentimental items, firearms, cash, and anything else you don't want included should be set aside beforehand.

If you're unsure whether something should stay or go, **ask us before removing or donating it.**

Sometimes the things that don't look valuable at first can surprise you.

READY TO GET STARTED?

The first step is simple.

Give us a call and we'll come take a look.

We'll walk through the property with you, listen to what you need, and explain your options.

No pressure. No judgment. Just a straightforward conversation about the best way to move forward.

NorthState Estate Sales
Estate Sales • Estate Cleanouts • Junk Removal

Phone: (530) 828-4121
Email: NorthstateEstates@Gmail.com
Website: Northstate-Estates.com

Serving Chico and the surrounding North State.