Estate sale quote comparison worksheet

Compare up to three companies for a sale in Central Texas on the same terms. Fill in one column during each call or walk-through, then compare what you would keep.

	Company 1	Company 2	Company 3
Company name			
Date of walk-through			
Commission %			
Commission is on (total?)			
Minimum or setup fee			
Labor / staging			
Advertising			
Card processing			
Haul-away / cleanout			
Cancellation or removal fee			
Other charges			
Example total sales			
Minus commission			
Minus all fees			
You keep (example)			

Use the same example total for every company, say $10,000. Then try a smaller and a larger total: minimums matter most when sales are small. The example is arithmetic only, not a promise of what will sell.

When you call a company, say: “Joel from Fairhaven Design sent me.”

Service and payment

	Company 1	Company 2	Company 3
Sale dates offered			
Who supervises sale day			
Security for valuables			
Payout date after sale			
Payment method			
Final statement shows items?			
Unsold items: donate, buy, haul?			
Who pays for removal			
References given			
Insurance or bonding shown			

The formula

What you keep = total sales – commission – every agreed fee – refunds or adjustments. Sales tax collected from shoppers is separate from your proceeds; ask how the company handles it.

Notes

When you call a company, say: “Joel from Fairhaven Design sent me.”