



AUCTION CHECKLIST: KNOW WHAT WILL SELL

As you downsize, it's important to keep in mind what will sell at auction. We partner with online auction houses to help you get the most value out of your estate. Use the guide below to determine what items are most likely to sell for high value at an auction, and the ones an auctioneer will be the most interested in.

- ❑ **Vintage toys:** especially items produced before 1989. Look for Transformers, Legos, G.I. Joe, Star Wars, tin and cast-iron toys and anything related to robots. Hubley and Marx are top brands.
- ❑ **Collections:** like stamps, coins, comic books or baseball cards. Silver coins have high value for their metal content and unused stamps are worth more. Condition dictates the value.
- ❑ **Vintage clothing and hats:** (must be in top condition). Items from the 1940s and earlier are often hand-made and more valuable. Post-1950, designer items will fetch more.
- ❑ **Mid-century housewares:** especially baking pieces from Fiesta, Pyrex, or Glasbake. Vintage mixers from KitchenAid and Sunbeam or other period appliances can also be valuable.
- ❑ **Jewelry:** even costume pieces. Look for silver, low-carat gold, and Bakelite pieces.
- ❑ **Original art and other decorative pieces:** does not have to be worn from a well-known artist! Paintings are preferred over sculpture.
- ❑ **Antique, handmade or specialty workshop tools:** particularly woodworking tools. Any specialized or heavy-duty tool made prior to 1980 is likely to have a high resale value.
- ❑ **Furniture:** antiques older than 100 years and high-quality handmade furniture in hardwood or quality veneers. Classic mid-century furniture is also very popular.
- ❑ **Historical collections:** especially those with a story behind them that can be authenticated.
- ❑ **Vintage accessories:** like fountain pens, watches, smoking paraphernalia, eyeglasses and more. The funkier and more vibrant, the better!