

Northeastern Wisconsin Woodworkers Guild

Estate sale guide to selling tools

By Steve Lockhart and Ted Zabel

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Guild members are often asked to provide advice to a survivor of a member or friend who has passed regarding how to “sell the tools” There is no one solution or simple answer to this question. The most favorable solution depends on the level of knowledge of the survivor as well as the time available. Another area of difficulty which is common is that survivor does not know much about the value of the tools or even what some of the tools are called. Many times advertising with photos does not identify tools shown by their correct name. (Thank goodness for pictures!) Tools that appear valuable could be hard to even give away and some rusty old tools could be worth hundreds of dollars.

Pricing

The key to a successful sale is pricing. Low pricing will often result in more buyer interest resulting in a quick sale. “Market pricing” will often result in a sale but with fewer possible buyers and a longer time to find a buyer. Pricing “too high” may cause potential buyers to avoid your sale.

Photos Good photos are essential in any kind of online advertising. Make sure and include views from several angles and all the “accessories” included. The extra photos may not mean much to the seller but could offer invaluable info to the buyer (like whether and what kind of a motor is included)

Craigslist A very common way to sell tools is on Craigslist, (free to both buyers and sellers) Two important considerations for Craigslist listings: Very good quality photos of each of the items for sale along with a fair price (see above)

One often cited disadvantage of Craigslist is that you will have to allow strangers into the house to look at the tools and the seller may expect to help lift the heavy items.

Facebook Marketplace An “up and coming” venue to advertise items for sale (for free)

If you want to maximize exposure of your items we recommend advertising on as many venues as possible. Recommendations to include good quality photos and a fair price apply here also.

Commercial sale options

There are several commercial sale options. These methods often minimize the time and effort to dispose of tools. The commercial seller, of course, will charge fees but may be helpful in providing an appropriate selling price. But make sure you understand the complete fee structure.

Auction

Depending on the amount and value of the tools, an auction may be appropriate. Most auctions today are online. Auctions may be exclusive to you if your quantity is large enough. For a smaller quantity of items auctioneers will combine items from other owners to make one larger auction. Auctioneers may offer to pick up the tools to move them to their facility which minimizes your work and time but results in an added cost to you.

Auctioneers in the Green Bay area are: Massart Auctioneers, La Count Auctioneers.

Kaukauna: Robert J Loderbauer Auctioneer & Estates LLC

Used tool stores

Bay Ridge Plywood & Supply 2446 Bay Settlement Rd, Green Bay 920 468 1923

This business has been around for many years but recently added used tools to their inventory.

They have several options to sell tools for clients.

If there is a large enough number (and value) involved they may be willing to move the tools to the store to sell.

For individual tools they offer two options. Either sell them the tool for whatever they offer or else they would take it on consignment and you would get paid when the tool sells. The approximate dollar amount you would receive is half the sale price. (a little bit more on consignments)

(check with Bay Ridge for current options available)

Tool Pro Green Bay 1754 Memorial Dr, Green Bay 920 491 1000

Buys and sells used tools (and sells new tools) They are willing to discuss options. (ask for Steve)

Donating to a charity

To minimize the effort involved and provide a charitable contribution, lots of folks are donating tool items from estates to a “charity store” such as the ReStore, Goodwill, and others. One advantage: The charities may be willing to pick up the items.

Many churches and other charities operate charitable stores or special sales. In some cases they may retail the items on Ebay or other commercial sites to maximize their proceeds.