

A&D ARCHITECTURE & DESIGN

MY VIEW OF ESTATE LIQUIDATIONS

With Rita Amendola, principal, The Unfurnishers
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Moving is the third most stressful and emotional event following death and divorce. After these situations, one often ponders a house full of possessions and asks, "What's this stuff actually worth?" To confirm, hire professionals who can provide clear perspectives as to the value of tangible property, and, offer insights into keeping it or selling it. However, this is when problems begin! Especially after the death of a parent, minor conflicts become major conflicts between heirs, communication breaks down, tensions rise, and soon the family is at war. The best liquidation campaign is a coordinated team effort between the client (usually the trustee or executor) and the liquidator with the goal to create an environment that maximizes profit yet preserves relationships along with the decades of accumulated memories. Each family is different and a structured approach is best to disperse possessions honorably. Whether a deadline must be met for the close of an escrow, or distribution of property between beneficiaries, or to determine the market value of your Warhol or centuries-old classic, services must be tailored. A "whatever it takes to get the job done" attitude is necessary and best!

