

# FOCUS ON BUSINESS

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Showroom: 166 Bullock Dr., Unit 1, Markham

**Downsizing/Moving/  
ESTATE SETTLEMENT**

**HOME CONTENTS  
TO BE SOLD?**

- We'll do it for you!
- You'll get the best prices
- No Charge consultation - Brochure and References

Leda Waite 416-937-1585/905-940-1585

**What's the best way to sell the contents of a home?**

**IT'S YOUR SALE** does it for you.

Stored in home contents (before)

Contents in home organized, cleaned, displayed, priced ready for the sale.

Selling contents of your home and personal possessions can be difficult and stressful. **IT'S YOUR SALE** specializes in organizing sales for estate trustees and clients who are downsizing. Owner Leda Waite and her team assume responsibility and do all the work on behalf of the seller. The sale is organized in the home where the contents belong, and items are displayed in the best possible setting, thus generating higher prices. That is why contents sales are so successful.

Sales include everything from brooms and buckets to antiques and art. Leda is an accredited personal property appraiser and will ensure that all items are appropriately priced. The seller, however, has the last word on what is acceptable, and is often thrilled with the amounts received for items believed to have little or no value. For this reason, prospective clients are advised not to "throw out" or "donate" any items before they have been considered for their sale.

**IT'S YOUR SALE** provides services that include:

- ☐ sorting, cleaning and displaying
- ☐ pricing all items
- ☐ advertising
- ☐ organizing and staffing the sale
- ☐ prompt payment and sales information
- ☐ after sale tidying and emptying of the premises

The cost of the service is on a commission basis that varies according to the size of the sale. In fact, from large full households to small quantities of items, **IT'S YOUR SALE** achieves equally successful results. Leda tells us that invariably the sellers are pleasantly surprised with the amount they receive.

"There is a tremendous need for contents sales services and for years my business has flourished by word of mouth referrals," explained Leda. "But I believe more people need to know about this service because I so often hear that's what you do! I wish I had known about it when I needed it."

For a no-charge consultation, brochure, or just some advice, call Leda Waite at 905-940-1585 or 416-937-1585. Send emails to lwaite@rogers.com

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