

# Rightsizing Tips from a Practitioner and Survivor

Marie LeBlanc  
617-513-0433



# Tips for Success

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- Focus on creating a pleasant and functional environment for your new home
  - Your main living areas are likely bedroom, kitchen/eating area, bathroom, and LR/Den for TV/office/hobbies
- Plan to do concentrated sessions of not more than 3 hours each to sort/organize. Start with one session per week and add sessions as your schedule allows.
- Determine what drives your motivation to start/continue? What's hard/easy?
- Concentrate your time and energy on making the decisions about what moves; leave to others the decisions and schlepping about what isn't going with you

# Factors Affecting Current Market Prices and Demand

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## Glut of supply vs. demand

- Extended Life Cycles
- The buyer's view
  - Likely Age of Resale Buyers
  - Changing Taste
  - Furnishings are Decorations; Not Investments

eBay/Web = Now nothing is special

# Getting Started is the Hardest Part

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## Potential “Big Hitters”

Attics, cellars, garages, sheds, closets, cabinets, medicine chests, freezers, pantries

Books, Magazines

Expired foods, medications

Clippings for recipes, decorating ideas, gardening

How many different sized clothes do you have? In how many closets?

Hazardous Materials: Pesticides, florescent bulbs, paints, stains, oils/lubricants

# Making Decisions About “Stuff”

## Its an Iterative Process

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- Know the item's value if that is important
- Not all old things are antiques
- Not all antiques are collectible
- Only items that are wanted/collectible will have value
- Get appraisals if needed
- Seek out reputable buyers via referrals
- What are reasonable expectations/returns on purchase price?
- The buyer's viewpoint and what it is critical
- Possible sales outlets: dealers, auction, on-site sales, consignment, salvage, online (eBay/Craig's List)

# Special COVID-19 Considerations

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- Everyone has been stuck at home with the same brilliant idea of “great time for a cleanout”
- Donation centers and consignment, antique and other stores are open on a limited time basis and may require an appointment. Many have restrictions on the type and number of items they will accept due to their client demographics and space.
- Continued issues with the supply chain means resale prices and demand have remained higher than pre-COVID.
- Wholesale buyers/dealers reluctant to spend high dollars and accept sole risk for the “unknown buying demand” of the next 6-12 months.

# Purge Early, Purge Often!

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## Donations

- Direct service providers vs. thrift store sales
- Pick-up limitations
- What they will take and volume

## Volume disposal costs

- Special considerations for hazardous materials and recycling
- New MA laws on special handling items

# What's Next??

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## Just Get Started!!!

- The process will take time and be iterative
- Help is available and only a phone call away

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