



# EVERY THING BUT THE HOUSE



**Stuff can be complicated.  
Let us take care of Everything.**

From the removal of a few personal things to the contents of an entire home, our full-service model makes home transitions and estate sales simpler.



**EVERY** **THING** BUT  
THE  
HOUSE

MARKETPLACE  
FOR THE  
**UNCOMMON**

We've transformed the second-hand market into a sophisticated online auction experience, while maximizing sales potential by reaching our 1.5 million registered users from across the world. From rare antiques and fine art to custom furniture and vintage collectibles, we sell everything.

EBTH's home, estate and consignment services make it easy to sell all, or part of your collection, while realizing top market prices.

[EBTH.com](https://www.ebth.com)

## Art

Fine art, vintage posters, photography, and sculpture.



Joseph Albers Oil Painting  
"Study for a Homage to the Square"  
Price Realized: \$161,999



Jean Baptiste Camille Corot  
"Landscape by the Sea"  
Price Realized: \$120,400

## Collectibles & Décor

Decorative accents, coins, books, and sports memorabilia.



Tiffany Studios Glass Vase  
circa 1900  
Price Realized: \$47,625



Encapsulated 1812 Capped Bust  
\$5 Gold Half Eagle Coin  
Price Realized: \$8,600



"Twenty Thousand Leagues  
Under the Sea" First Edition  
Price Realized: \$40,500

## Jewelry

Fine, antique, costume, and designer.



Platinum B.10 CT  
Baguette Diamond Ring  
Price Realized: \$51,400



14K White Gold 10 CTW  
Diamond Tennis Bracelet  
Price Realized: \$26,888



Tiffany & Co.  
Aquamarine Brooch  
Price Realized: \$40,500

## Fashion & Accessories

Clothing, bags, footwear, eye wear, and more.



Vintage Cartier Paris  
Pilsander 1400 Sunglasses  
Price Realized: \$1,500



Chanel Classic Orange Alligator  
Leather Shoulder Bag  
Price Realized: \$7,866



Christian Louboutin "So Kate"  
Patent Leather Heels  
Price Realized: \$700

## Automotive

Classic, modern, motorcycles, and more.



2003 Triumph  
Bonneville T-100  
Price Realized: \$4,200



1959 Cadillac  
62 Series Convertible  
Price Realized: \$60,000

## Furniture

Victorian, classical, mid-century modern, and more.



Set of Fourteen Custom Wood and  
Hogan Dining Chairs  
Price Realized: \$16,600



Vintage George Nakashima  
Dining Table  
Price Realized: \$12,250



18th Century Southern American  
Walnut Lowboy  
Price Realized: \$14,950



EVERY **THING** BUT THE HOUSE

# WHAT'S THE WINNING BID?

CAN YOU GUESS THE PRICE OF THESE AUCTIONED ITEMS?



WHAT'S THE WINNING BID?  
**VINTAGE FOUNTAIN PENS**



A. \$25

B. \$80

C. \$130

WHAT'S THE WINNING BID?  
**VINTAGE FOUNTAIN PENS**



A. \$25

B. \$80

C. \$130

WHAT'S THE WINNING BID?  
**FIRE-KING JADEITE MUGS**



A. \$87

B. \$212

C. \$469

WHAT'S THE WINNING BID?  
**FIRE-KING JADEITE MUGS**



A. \$87

B. \$212

C. \$469

WHAT'S THE WINNING BID?

# DONALD REED SCULPTURE OF A CUT AVOCADO



A. \$36

B. \$90

C. \$215

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# DONALD REED SCULPTURE OF A CUT AVOCADO



A. \$36

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C. \$215

# 8 WAYS TO HELP CLIENTS DOWNSIZE WITH LESS STRESS

1

## **SEEK ADDITIONAL RESOURCES TO HELP SORT AND ORGANIZE YOUR CLIENT'S ITEMS.**

You might have a friend or relative with a degree in "Antiques Roadshow," but is his or her interest in antiques broad enough to assess the contents of a house? A company such as EBTH features white-glove customer service paired with extensive knowledge of items' worth. With attention to the often-sensitive nature of the process, EBTH's expert team works with homeowners to evaluate their objects, identify hidden gems and maximize the value of a collection. All selected items are cataloged, photographed and uploaded to the EBTH website for auction to an audience that includes buyers in every state and in countries throughout the world. When the sale ends and all bids are final, EBTH facilitates payment and item pickup and delivery. Because this reach far exceeds that of a traditional yard sale or estate auction, EBTH achieves maximum value for your items versus traditional alternatives.

2

## **DON'T LET CLIENTS THROW ANYTHING AWAY OR DO ANY SORTING BEFORE HELP ARRIVES.**

Without looking at everything with a trained eye, your client might accidentally discard a diamond in the rough. We've seen it happen many times — a well-meaning family member accidentally gets rid of an item that would have fetched a great sum in front of the right audience.

3

## **PREPARE YOUR CLIENT EMOTIONALLY.**

It's OK to reminisce. Be prepared for potential tears; it's part of the process. Remind your client that even though they're not keeping the item, they're keeping the memory — and that's what's important.

4

## **DON'T GET TOO CAUGHT UP IN THE DOLLAR SIGNS.**

The true value of an item is the personal connection and memories that came with it.

- 5 ENCOURAGE YOUR CLIENT TO BE REALISTIC ABOUT WHAT WILL FIT INTO THEIR NEW SPACE.**  
Take measurements of the rooms in your client's new space. Scale drawings can help clients visualize living in their new surroundings.
- 6 ENCOURAGE CLIENTS TO GIFT ITEMS TO CHILDREN, FAMILY AND FRIENDS WHEN APPROPRIATE.**  
It can feel good to share a little bit of themselves by passing along something special.
- 7 REMIND YOUR CLIENT, THERE IS NO "MAYBE" IN DOWNSIZING.**  
It's either a "yes" or a "no." Have clients choose only their absolute favorite pieces to go into their new space and be decisive during the process. We refer to this as the "OHIO" rule: "Only Handle It Once".
- 8 INVEST THE TIME.**  
Educate clients who are downsizing that the process takes time. While it can be difficult to go through, clients can take comfort in the fact that things will be much easier on the other side, with fewer possessions.

# OPTIONS FOR SELLING

1. Local Consignment Shop
2. Retailer-Jeweler/Coin Shop
3. Ebay/Facebook market
4. Traditional Estate Sale
5. Traditional Auction
6. Online Auction
- 7.



# EVERY THING BUT THE HOUSE

## HOME SERVICES MADE SIMPLE, SEAMLESS & PROFITABLE

Everything But The House has made managing a lifetime of personal belongings easy by combining a full-service approach with an exciting digital marketplace and more than 1 million monthly shoppers. We take care of everything — sorting, donation, removal, photography, cataloging, selling and shipping items — so that you can get back to what matters most. You can rest easy, knowing your sale will be in the hands of a compassionate and experienced team.

Our team will work hard to bring value to your things and honor your collection of items. Whether you're looking to remodel, downsize, clear out an entire home or manage an estate, EBTH will move quickly, carry the load — and make it all worthwhile. Our sliding scale commission will help you maximize the earning potential in your home and take the burden off of you. Let us show you why EBTH is the trusted source for handling Everything Uncommon.

### WHAT WE SELL

From art to jewelry, coins, collectibles, décor and everyday home items, we sell pieces from every room in your house. See how our sliding commission scale earns you more:

FINAL ITEM SELLING PRICE	SELLER	EBTH
\$0 - \$150	50%	50%
\$151 - \$500	60%	40%
\$501 - \$1000	70%	30%
\$1001 +	80%	20%



**HENRY FAULKNER OIL PAINTING 'BUNNY, PUTTI, AND CATS'**  
FINAL SELLING PRICE: \$41,500  
YOUR PROCEEDS: \$33,200



**18K YELLOW GOLD 5.81 CTW DIAMOND FANCY CHAIN LINK BRACELET**  
FINAL SELLING PRICE: \$4,200.00  
YOUR PROCEEDS: \$3,360.00



**TIFFANY STUDIOS DECORATED FAVRILE GLASS VASE, CIRCA 1900**  
FINAL SELLING PRICE: \$8,000  
YOUR PROCEEDS: \$6,400



**14K WHITE GOLD CULTURED SOUTH SEA PEARL AND DIAMOND RING**  
FINAL SELLING PRICE: \$385.00  
YOUR PROCEEDS: \$231.00

## WE'LL TAKE CARE OF EVERYTHING

CONTACT US FOR A FREE CONSULTATION