

Wesley's Priority  
Reservation List  
Members

# Exclusive Downsizer's Club

in-person  
& online



## 01 | Senior Transitions: From Overwhelmed to Overjoyed

Tues., Jan. 14, 2:00 pm Wesley Lea Hill

## 02 | When Downsizing Means Letting Go Of Things You Love

Tues., Feb. 11, 2:00 pm Wesley Bradley Park

## 03 | Auction – Donation – Discard & The Planning Process

Tues., Mar. 11, 2:00 pm Wesley Tehaleh Event Ctr.

## 04 | Preparing Your House For Sale & Pricing it Right

Tues., Apr. 8, 2:00 PM Wesley Des Moines Terrace Auditorium



A Team RED  
Gift for You  
Engage – Educate –  
Empower



Wesley's Priority Reservation List Members

Exclusive Downsizer's Club  
Monthly Seminar Series

# Downsizer's Club Online Library

Recorded Presentations & Downloadable PDF Materials Available  
Exclusively for Wesley Downsizer's Club Members



Scan the QR code to access  
the library

Club Binders Available Through Your Community Relations Director

Team  
R.E.D

**Wesley's Priority Reservation List Members  
Exclusive Downsizer's Club**

# This Month



**Tuesday, March 11, 2025 2:00 pm**  
**Online or In-Person**

**Wesley Tehaleh Event Center**  
Call to reserve a seat

## **Auction – Donation – Discard & The Planning Process**

Engage – Educate - Empower



**Kathryn Kleber**  
**Facilitator**



Senior Transition Specialist  
Managing Broker  
Keller Williams Team RED

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🌐 [www.teamredrealestate.com](http://www.teamredrealestate.com)

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Exclusive Downsizer's Club



*Sound Auction Service*  
Full Service Auction Company



**Cory Ellis – Owner, Auctioneer**



360-339-3920



3940 12<sup>th</sup> Ave SE Suite A

Lacey WA, 98503



[www.soundauctionservices.com](http://www.soundauctionservices.com)

# Auction

THEN DONATION and Finally Discard  
The Planning Process





# Field Trip!



**Cory Ellis, Owner Auctioneer**

**3940 12<sup>th</sup> Ave SE Suite A**

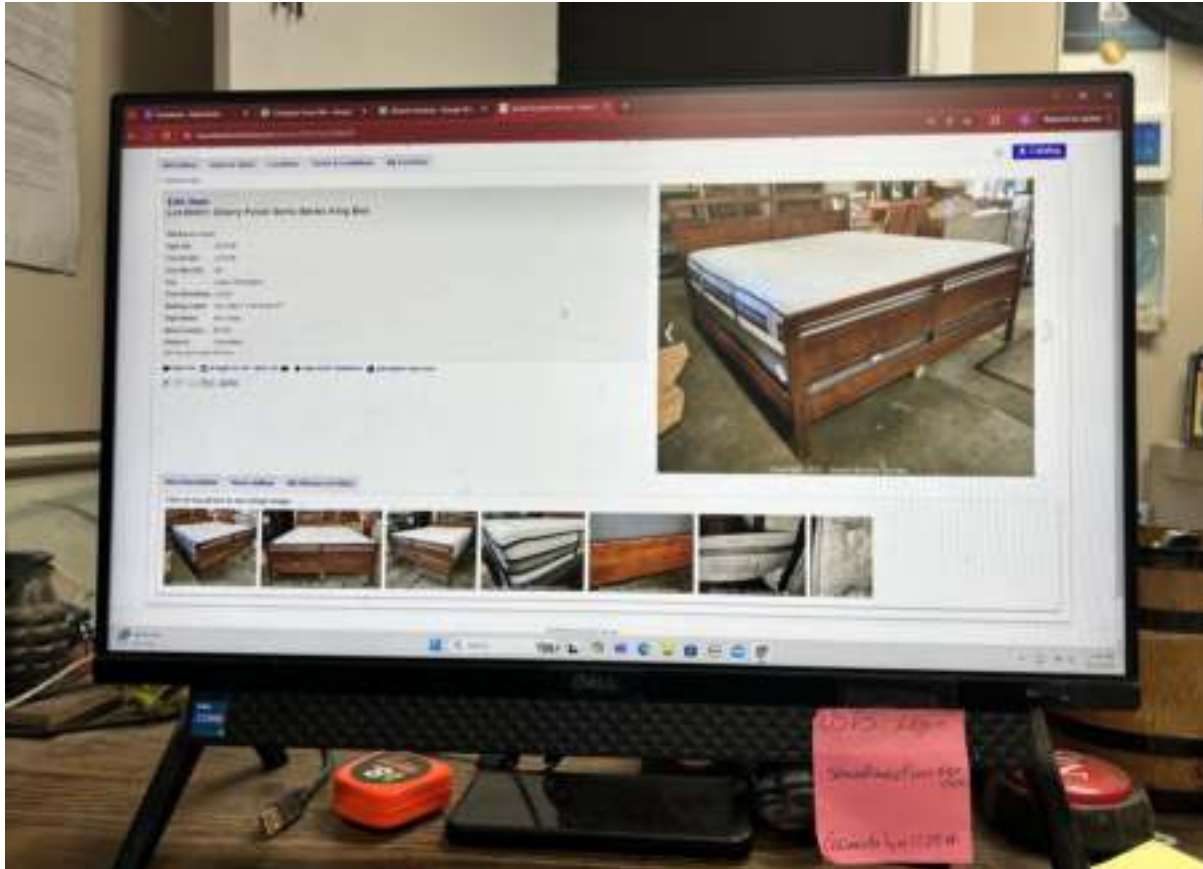
**Lacey WA 98503**

**[cory@soundauctionservice.com](mailto:cory@soundauctionservice.com)**

**Shop the auction:**

**[Soundauctionservice.com](http://Soundauctionservice.com)**

## Follow your auction through the online client portal



- The average action gets 15,000 – 20,000 shopper views
- Your auction will be online for a full 7 days
- All money is collected through their safe, online platforms
- Buyers can come view items at the warehouse before making their bid, ensuring that the final sale is a success
- Delivery services are available
- Sound Auction Service has over 20 years of experience in the auction industry
- Everything sells!

# Commissions

The more expensive the item the lower the percentage that Sound Auction Service keeps!

**Cataloging is charged at \$3.00 per lot.** Cataloging consists of preparation of items, title, and description creation, photographs as needed, and upload of ' t to the bidding platform to go "Live Online".

**Commissions** are based on a sliding scale. It is on a per lot basis, meaning, whatever the sale price for that item or group of items.

**Do you have high value items such as autos or equipment?** Ask about negotiated commissions for high value items.

**As you can see,  
the better items  
get the better  
rates!**



Sale price from	To	Sound Auction %	Seller %
\$0.01	\$75.00	40.00%	60.00%
\$75.01	\$250.00	37.50%	62.50%
\$250.01	\$1,000.00	35.00%	65.00%
\$1,000.01	\$5,000.00	30.00%	70.00%
\$5,000.01	\$25,000.00	25.00%	75.00%
\$25,000.01	\$100,000.00	15.00%	85.00%

# Auction?

OPTION #1

# Estate Sale?

OPTION #2

# Yard Sale?

OPTION #3

## Testimonials

### 5 Star Satisfied Seller



Hi Cory,

We have watched the auctions with fascination and astonishment! (Unfortunately, we missed the grand finale of the Asian Dragon item but see the outcome online.)

Thank you, and your team, so much for all your efforts! We could not have imagined these results a few weeks ago. To think we considered running an estate sale with folks traipsing through our home and dealing with all the details personally. Frankly, we now wonder why we shipped as much of our stuff south or ever hassled with garage sales over the last 20 years! Your team, your process, and the results surpassed our expectations.

Kudos! We will recommend your service to our friends and realtor.

Sincerely,

Marshall Taylor/Dale Floe



# Testimonial

## 5 Star Satisfied Buyer

Cory

I have purchased items from about 25 auctions by Sound Auction Service and every single time I found your team to be friendly, helpful, accurate and fast! I have never gotten home and found an item was missing. This is not always the case at other auctions and definitely not at retail locations.

I just wanted to pass along my thanks and compliments to your team. They are terrific and that keeps me buying from you instead of other auction sites.

Sally



Ready ▲

Set ▲

Go! ▲

## Sound Auction Service

Enjoy the benefits of quality marketing and high-visibility exposure for your items in an environment of full transparency.

The most expedient way to get the sale items out of your house so the donate and discard process can begin.

Sound Auction removes all the items they are confident will sell and they get them sold.

**VS**

## On-Site Estate Sale

Unless the auction is held online, it will not get the exposure that will drive up offers.

On-site estate sales can add six to eight weeks to your home's clean out process.

Your final clean-out can not happen until the sale is complete, so the process of donation and discard is delayed.



*Sound Auction Service*  
Full Service Auction Company

**QUESTIONS?**



# Build Your Senior Transition Support Team



Team  
R.E.D

Resourceful – Experienced – Dedicated

## A Project Management Approach

Team RED's project management approach to senior transitions provides the full-service support coordinating every step of the process with you and for you.



### **Real Estate Listing Agents with 20 years of trusted team resources.**

Team RED is glad to share these resources with you so that you can coordinate your senior transition OR select our full-service support.

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Exclusive Downsizer's Club**

# Next Month



**Tuesday, April 8, 2025 2:00 pm**  
Online or In-Person

**Wesley Des Moines  
Terrace Auditorium**  
Call to reserve a seat

## Preparing Your Home for Sale and Pricing it Right


Engage – Educate - Empower



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## Team RED Invites you to a Shred Event!

Safely shred your unneeded paper documents  
& records at **Keller Williams Puget Sound**.



**Saturday, April 5, 2025**



**10 AM – 1 PM**



**Keller Williams Realty**

33434 8th Ave S, Ste #103,

Federal Way, WA 98003

**REGISTER NOW!**



*Team*  
**RED**

**kw** PUGET SOUND  
KELLER WILLIAMS REALTY