

Items That Need a Specialist

A spotter's list of the categories worth a free expert look before anything moves — so an \$8,000 collection doesn't sell for \$400.

A coin collection worth \$8,000 at a coin dealer might sell for \$400 at a general estate sale, because nobody in the room knows what they're looking at. These categories get a specialist's eyes before they move:

- Firearms — always, regardless of value, through a licensed FFL dealer.
- Coins and currency.
- Jewelry and precious metals.
- Classic and collector vehicles.
- Industrial and commercial equipment.
- Antique furniture.
- Fine art and signed prints.
- Books and documents.

Free evaluations are common for these categories. The look costs you nothing; skipping it can cost you thousands.