



The hazards and joys of estate sales

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For the AJC

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Estate sales managers encounter risks of their own, said Judy Friedman of Atlanta Antique and Estate Liquidators, who has confronted everything from toxic mold to clients suffering from dementia.

"Some of the best homes where you find fabulous antiques are unsafe, country houses with rickety steps and loose floor boards," said Friedman, who lives in Norcross. "We can't allow customers to go into these conditions before risks are eliminated."

One of Friedman's most lucrative sales included documents from the [Martin Luther King Jr.](#) estate.

"This unbelievable sale was held in the same house Alex Haley rented while writing his book "Roots," so it had extreme, historical significance," she said.

The unexpected is always a factor. While liquidating a 1910 property on Mt. Paran Road, Friedman made a surprising discovery. "When we opened a padlock and went through two trap doors, we found a climate-controlled library with thousands of books that took weeks to sell," she said.

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Estate Sale Shopping Tips

- Prices are often reduced on the last day of a sale.
- Look for quality, but buy what you like even if it needs restoration.
- Obscure, American-made objects are highly collectible.
- Don't get too attached to an item before you buy it.
- Have general knowledge of an item's value.

Sources: Will Seippel, Bill Elkins and Helen Deasy