

Junk Removal Services



A Guide for Real Estate Professionals



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1 Real Estate Junk Removal Services

Realtors know that home buyers and renters have a tough time looking beyond piles of junk when they are searching for properties to buy or rent.



Real Estate professionals make use of a variety of services and vendors in the course of marketing and selling a home, or commercial property. And when it comes to selling houses, one of the most common and most critical tasks is a house cleanout. This is where finding another professional is the best option!

Before You Post the “Home For Sale” You Need a House Cleanout

During the moving process, and before a home can be sold, real estate agents often need someone for junk removal. This is especially true when the home is being prepped to sell. Typically before the sale of a home, some large trash pick-up and de-cluttering often needs be done. This is why a trusted trash removal company for house cleanouts can be a vital asset for real estate agents.

According to a number of studies, the average homeowner sells their home after about six years of living there. In that time there are typically large quantities of accumulated items left in the garage, on the side of the house or in a basement. Once the previous homeowners have moved out, whatever items they have neglected to take with them, or simply left behind, needs to be cleaned up and hauled away. While it may seem harsh to refer to these items as “junk” the fact is that in order for a real estate agent to show the home or have it prepared for the new owners, this junk needs to be removed.

A Value-Added Professional Courtesy

While not uncommon in the real estate sales industry, this is not a service offered by every Realtor or real estate agent. However, many professionals will provide a house cleanout as a courtesy and an added value feature to their clients. The scale of this type of cleanout can vary depending on both the size of the property being sold and the quantity of items needing to be removed.

This type of added benefit can be viewed as a competitive advantage and an outstanding customer service function. By using a professional house cleanout service such as Junk King, Realtors also make it an especially cost-effective investment for them and their clients.

A House Cleanout Is Not a DIY Project for a Real Estate Pro

Home cleanouts vary from cleaning out a full house to something as simple as hauling away a couch or other piece of abandoned furniture. The list of household type items that can be hauled away is almost endless and can include hot-tubs, mattresses, appliances, old furniture, computers, electronics, old carpet or flooring, and even years of collectable. On this point, let's not dwell on what hoarders sometimes leave behind...

During the unfortunate instance that a property is foreclosed upon, it is often left in a severe damaged, trashed, or cluttered condition. Sometimes the prior occupants will leave personal belongings behind and even furniture, appliances, and other large items. This is where professional trash removal companies can be a great resource. An experienced and well equipped trash hauling firm can help to get the property in a sellable condition and back on the market as quickly as possible.



2 Foreclosure Homes



Due to the lingering stagnancy in the national housing market, there are still a record number of REO properties and foreclosures.

However, buying and selling a foreclosed property frequently requires a lot of work — changing the locks, replacing the flooring, repairing holes in the walls, and changing stripped out appliances. Since many of these homes are not left in the best of condition by the previous occupants there is a growing need for foreclosure clean out services in these properties.

Contracting with Junk King to get rid of all the junk and debris left behind not only helps you to get the property faster into a selling condition, it also contribute to a greener environment as we sort each and every job for metal, e-waste, paper, household goods, textiles, furniture and appliances, in our recycling warehouses.

Why Realtors Need Foreclosure Clean Out Services

Historically, it has been demonstrated that former mortgagees have no incentive to have a foreclosed residential property left in salable condition when they leave the home. In fact, most foreclosures are often found trashed with tons of garbage that the previous homeowners failed to remove.

And, as mentioned above, foreclosed homes need a lot of preparation before they are ready for an open house. Therefore many Realtors and banks, specifically those with larger

inventories of foreclosed properties, find themselves with a need to hire a dependable and trustworthy foreclosure clean out service.

Getting the Work Done With Foreclosure Clean Outs

Since many foreclosed home are sold in an "as-is" state, foreclosing institutions do not make any major repairs to these properties. But experienced Realtors know it is still a necessary task to clean out the property prior to staging it for an open house and subsequent sale. And, because of the nature of the work involved, these Realtors also know that it is extremely cost-effective to outsource the clean out work to a professional foreclosure junk removal service like Junk King.

3 Estate Clean Up

Families, estate executors, and real estate professionals need friendly, respectful, and fast services to take care of unwanted items in an estate home. Our real estate junk



removal services approach estate cleanups with extreme care and professionalism. We make it easy to schedule appointments and call you when we're on our way. All you have to do is show us the items that need to be hauled away, and we take care of the rest.

The property, or estate, liquidation business is usually initiated because of one of four unfortunate events in life. They are downsizing due to major lifestyle changes, death of a parent or other family member, divorce, and crippling debt. These events also often require estate cleanout services. And since the American population is quickly aging

with almost 10,000 Americans turning 65 each day, there are greater numbers of folks experiencing a downsizing in lifestyle or – unfortunately – passing away.

Using Estate Cleanout Services to Make Your Job Easier

In addition to this significant segment of the population there are many others who need help cleaning out their property. These are the ones who must suddenly liquidate assets as part of a divorce settlement, or are simply moving to take on a new job. Regardless of the reasons the task of cleaning out furniture, appliances, household goods and other items can be especially challenging. In the U.S. the average home is about 2,500 square feet. And most of that space is typically full of belongings of one type or another.

This is especially significant when the reason for removing and cleaning out a property is the death of a loved one. More often than not, an elderly parent or grandparent will have accumulated years of belongings, quite possibly filling both the house and the garage. This doesn't even take into account rented storage units, or storage sheds on their own property. Separating and cleaning out all of this can be overwhelming for your client.

Real Estate Pros and Estate Cleanups

If you are facing a situation where you are looking to clean up after an estate sale, there are a number of key points to consider. Here are some tips to help you manage this stressful task:

1. **Donate or sell clothing.** Most clothing has little resale value, unless it's vintage clothing - which is typically considered as items from the early 1960s and earlier. Consignment shops can sometimes be a source for gaining some revenue from old clothing as well as eBay or yard sales. Donations are, of course, always welcome and this can be handled for you by others.
2. **Hire an estate appraiser.** If the estate is comprised of a substantial amount of furniture, jewelry and antiques it is typically worthwhile to make use of their services. An accredited professional will give you an estimate for each item and typically charges an hourly fee to do so. The cost will depend on such factors as your location and the type of appraisal you want.
3. **Get help.** The work can be overwhelming, both physically and emotionally. Some of the tasks are simply monotonous and lengthy, such as sorting through paperwork. Other tasks require physical exertion such as cleaning, moving furniture and possibly hauling items and debris. This is where the services of a professional estate cleanout service such as Junk King can be invaluable.

4 Tenant Debris

No matter what the lease says, tenants often end up leaving behind a surprising amount of belongings and trash. You might be able to recoup the cleanout costs from their deposit, but you probably need help lifting and hauling the junk. Our real estate junk removal team will take care of left behind or broken furniture, electronics, heaps of trash, and any other junk left by your previous tenant.



Rental Properties Need Trash Removal Companies, Too

Managers of rental properties frequently may need residential trash removal services. Renters tend to move more often than homeowners and vacant properties do not generate rental income. It is critical, then, to keep your properties clean and uncluttered to help reduce the down time of vacancies. This can be a particularly challenging task when a renter has either been forced to leave due to legal actions from unpaid rent, or has simply abandoned a rental property. The result is a property full of junk, trash, and assorted household goods. Having the services of an experienced, professional and fast moving trash removal company on your speed dial can be a huge asset in times like these.

Three Benefits of Outsourcing Your Tenant Debris Removal

1. **Convenience Factor.** When you stop to consider the amount of time involved in clearing out, loading, hauling, sorting and disposing of your ex-tenant's junk, you'll quickly realize the amount of time lost may not be hours, but rather

days per month.

2. **Health and Safety.** Depending on the quantity and nature of your waste, the simple work of moving it can be hazardous. Cuts, abrasions and back strains are very real consequences of clearing and hauling junk. In addition, you may be working with actual hazardous materials that need to be handled according to a specific process or procedure. Without the proper training and proper equipment, disposing of some hazardous waste could become really complicated.
3. **Real Cost Savings.** When you factor in not only the time and wages spent on cleaning and hauling your junk, but also your transportation cost and dumping fees, it most probably is less expensive and less disrupting to use an experienced junk removal service that is insured, trained and geared for this type of work.

5 Commercial Real Estate



Commercial landlords must contend with large inventories of unwanted items left behind by office and retail tenants. Junk King can haul away the office furniture and recycle those mounds of paper and electronics. Our commercial real estate junk removal services will help you get your property available for showing and leasing in no time.

Hiring a company to remove tenants' old desks, chairs, electronics, shelves and cubicles should be a strategic business decision, not simply a matter of finding anyone online or, if it is still available, in the phone book. As a commercial real estate broker you represent several properties and signing lease agreements and orchestrating move-ins and move-outs are part of your busy schedule. However, removing the left behind junk is not. Knowing that you have a trusted junk removal services provider on your side will make all the difference in getting your properties ready for the next company to move in.

What to Look for in a Junk Removal Company

Unfortunately not all trash removal companies are created equal. The following factors should be taken in to consideration when choosing a quality, reliable trash removal company.

- 1. They should provide accurate estimates**

If you do not have a contract in place already your trash removal company should give you an upfront estimate of what the job will cost you and there should not be any hidden fees.

- 2. A clean and professional image is revealing**

In the junk removal business a good clean image is a strong indicator of the overall quality you can expect. It's easy for an unlicensed and uninsured contractor to use his old pickup truck. However, being penny wise and pound foolish is never a good business model, specifically when it can lead to serious property damage, improper transport or disposal of junk.

- 3. A professional firm will have a robust recycling policy**

A responsible, professional and eco-friendly Junk Removal company will have a recycling policy in place. It is great to know that most junk nowadays can be recycled. Make sure to ask your prospective vendor the details of their recycling policy - environmentally responsible companies will keep the majority of your junk out of landfills.

- 4. Check out their online reviews**

It's always good to check online review sites like Yelp, Angie's List, and Google My Business to ascertain other customer's experiences with a particular trash removal company. Although such websites can sometimes contain fake reviews and a few disgruntled customer's rants, they are still a good place to find some integral information about the company you are about to work with.

6 About Junk King

Recently a residential customer posted this review of Junk King:

"Always been very pleased with the service received from Junk King. They have a friendly staff and guys out in the field are professional, friendly, and go out of the way to please. I highly recommend them and will continue to use them every time I need to remove unwanted items.

- Susanne Schaub"

This is the type of review and service Junk King strives to achieve every day. Not only do we want our customers to be pleased every time they use our services, we want them to use us every time they have a need to remove unwanted items.

This is the same relationship we strive to build with realtors. We want realtors to think of Junk King every time they are in need of a junk removal service. And, although we are the #1 Rated Junk Removal Service in North America with 70 franchises, we realize it is a position that we have to work on every day with every service we render.

Speed, Reliability and Quality Service

We understand that as a real estate professional you need your homes and buildings to be pristine and you want to list them as quickly as you can. We also know that you appreciate hassle-free services that are quick, professional and trust worthy. Junk King consistently strives to be that service provider for realtors.

We offer fast and friendly junk hauling with an emphasis on eco-friendly practices. We recycle or donate over 60% of the junk we collect — including furniture, appliances, e-waste, scrap metal, office supplies, and even clothing and personal items. Realtors can proudly call Junk King their green partner for real estate junk removal.

Junk King continues to do things the old-fashioned way, one customer at a time. We offer fair, up-front pricing, call you 15 - 30 minutes ahead of every job, and sweep up after ourselves. Our crews are well trained and equipped to handle almost any size waste removal and trash hauling. If you have questions about what we do or what we believe, give us a call at 1.888.888.5865.