

Hendricks County Estate Buyers: Get a fair price for your valuables

By Julie Young For Custom Publications

Since 2009, Hendricks County Estate Buyers has been committed to helping older adults liquidate their valuables — turning them into something beneficiaries can appreciate more than a sterling silver flatware set or a 1909 S Indian-head penny.

“About 70 percent of my business comes from seniors who have valuables they have collected over the years,” said owner Justin Briggs. “But they don’t want to leave it to their children who may not know its worth and simply put it in a yard sale. They would rather leave money behind — not stuff.”

Building trust

Briggs said when customers bring in their items he knows they’re nervous about cashing in. For many, the collectibles represent a lifetime of effort and memories, so they have a difficult time trusting buyers. He also knows that with so many fly-by-night operations cropping up, promising a quick buck for gold and silver, it’s easy for folks to get taken advantage of.

Recent economic conditions have prompted people to sell their precious metals in record numbers. Briggs said gold coins and sterling silver pieces are popular items to sell. Some shops, however, don’t always offer a fair price for what they’re getting. Briggs said sellers might be ecstatic to make \$500 from their wares, not realizing that they’re actually worth much more.

“We want people to feel comfortable here and know that they’re getting a fair price for their items,” Briggs said. “Our customers like knowing that we are a family-owned and -operated business here in the Brownsburg area — that we live here and our kids go to school here. We have built our name by being reputable and honest with our clients.”

Cost vs. worth

Whether he’s inspecting tools, pocket watches, diamonds or fine china, Briggs has a variety of resources at his disposal to help assess items. A car auctioneer for 20 years, he also became knowledgeable about a



Justin Briggs, owner of Hendricks County Estate Buyers, inspects an heirloom-quality gold timepiece.

number of collectibles and household goods. Though he has traded all his life, Briggs said there is no formal schooling to help figure it all out.

He admitted his line of work can be mind boggling at times, but as his dad told him years ago: If you want to know what something is worth, buy it.

“You’ll figure it out real quick,” Briggs said. “After all, cost and worth are two different things, depending on who is looking at it. There is a lot to understand.”

What’s it really worth?

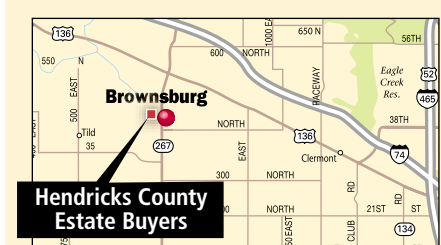
Although evaluating individual items is time consuming, Briggs doesn’t charge for

this service. He feels it’s important to take time to give his customers a fair price.

He refuses, for example, to spend 15 minutes evaluating a coin collection that took 50 years to amass. He said buying a collection in bulk is a disservice — it might include items that would be worth considerably more if sold separately. Briggs feels it’s only fair to let sellers know the real value so that, if they choose to shop around, unscrupulous buyers can’t take advantage of them.

“If I can make a small profit on everyone and they feel comfortable when they walk out the door, then that’s good enough for me,” he said. “I don’t want to steal from anyone, and I am not out to crush them.”

AT A GLANCE



Hendricks County Estate Buyers

Justin Briggs said he can beat any competitor’s offer by at least 10 percent when customers bring their valuables to Hendricks County Estate Buyers. And if he can’t beat the offer, he’ll pay the customer \$100 in cash.



Hendricks County Estate Buyers

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