



Complete Fine and Decorative Arts Appraisal Services

PROVEN AND TESTED EXPERIENCE FOR YOUR VALUATION NEEDS

Estate Liquidation Solutions & Appraisals provides clients with exceedingly accurate and detailed personal property appraisals meeting the highest standards of the Appraisal Federation, the Internal Revenue Service, courts-of-law and insurance companies. Our lead appraiser is certified by the Appraisal Foundation as compliant with Uniform Standards of Professional Appraisal Practice (USPAP) and meets the high standards set by the Appraisal Association of America Code of Ethics. All appraisal reports include a full description for each item along with measurements, photographs and any other relevant information including provenance, professionally chosen comparables and are available in hard and electronic format.

ELSA has provided appraisal services for:

- Insurance purposes;
- Estates and Trusts;
- Charitable Donation;
- Equitable Disillusion;
- Prospective Sale, and
- IRS purposes.

LIQUIDATION SERVICES

ELSA has leveraged our expertise in appraisal and valuation through additionally offering corresponding services in estate liquidation as well. We specialize in taking a four prong, "soup to nuts" approach for our trust, estate and executor clients resulting in the highest monetary results as well as providing the option of a "broom clean" (all items removed, minor repairs conducted and cleaned) domicile ready for sale. Services available include waste removal, estate sale, auction and consignment services as well as coordination of charitable donations. Please feel free to visit our website for a detailed description of available estate liquidation services.

We are happy to provide these supportive services to our clients but in adhering to professional and ethical guidelines please contact us to discuss your specific needs to avoid any conflict of interest. You can reach us at the phone number or email on the cover of this brochure.

JEWELRY APPRAISALS AND GRADING

ELSA does not maintain GIA or EGL certified gemologists on staff but do contract with highly regarded, GIA certified appraisers to provide valuation on precious and semi-precious stones. We are happy to provide information on our gemologist partners upon request.

USPAP CERTIFIED APPRAISALS

to protect your estate needs

ESTATES & TRUSTS

Be it just one piece or an entire household the staff of ELSA will inspect, inventory and appraise all personal property for determination of fair market value of an estate's assets. Additional services include providing IRS 706 filings for equitable distribution amongst heirs or prospective sale.

We offer complete solutions for trust attorney and private clients alike developing verifiable values on fine art, jewelry, collections, automobiles, general contents and a variety of other areas using our network of in-house and affiliate expert relationships worldwide. We work closely with trust officers, attorneys and accountants to ensure documentation that is fully IRS compliant. For estate planners, we offer appraisals to monitor the net worth of individuals and as a guide for specific bequests and prospective gifts or donations.

INSURANCE/DAMAGE & LOSS

With the recent history of fires, floods, earthquakes and other natural disasters, increases in home theft in addition to the unpredictable events of any given day, having an up-to-date appraisal on your valuables has never been more important. The experts at ELSA are there to help our clients develop justified valuations that will stand up to scrutiny and provide the most realistic value on retroactive appraisals for household contents lost or damaged by an insured event.

We provide services ranging from inspection, inventory and appraisal of personal property for umbrella policies or claims and can provide individual, detailed rider appraisals for higher value or more esoteric items requiring special consideration. ELSA staff is also available to perform updates as needed or in accordance with market changes. All items are described and evidenced through digital photographed, with condition notes wherever warranted and researched wherever merited.

Our lead appraiser, Andrew Ciocca is hands on with every aspect of our appraisal process to ensure items are properly identified and classified so every client receives highly-personalized service along with the knowledge that their appraisal is being handled by a proven professional. Mr. Ciocca brings knowledge, standards and certifications to clients including: USPAP compliance, Associate Membership in the Appraisers Association of America and over 10-years of experience appraising and inspecting antiques, jewelry and collectables.

Mr. Ciocca's areas of expertise include:

- Fine Art and Prints;
- European and American Silver;
- Antique and Vintage Furniture;
- Collectables;
- Classic and Modern Vehicles;
- Commercial Equipment;
- Pre-Columbian and Native American Artifacts.

Please contact us regarding other specialties or network affiliates who can assist in your appraisal.

- DISCOUNTED FEES FOR EXECUTOR, TRUST, INSURANCE, GALLERY & ATTORNEY CLIENTS
- FREE CONSULTATIONS AND ESTIMATES

CHARITABLE GIVING & IRS DEDUCTIONS

Why is it important to have a USPAP compliant and experienced appraiser?

When taking tax deductions via non-cash contributions to charitable organizations in excess of \$5,000 the IRS requires a "qualified appraisal" as evidence of value for the contribution. Although there are several criteria that establish an appraiser as "qualified" being USPAP compliant is widely considered the highest standard for consideration. An individual or company that does not perform "qualified appraisals" in accordance with this definition is a "disqualified appraiser" and is prohibited from performing appraisals for such an intended use. Why does this matter? It matters a lot if the IRS challenges the valuation of an appraiser and if they appraiser is disqualified the valuation is essentially nullified, the deduction redacted and penalties applied.

How do you avoid the nightmare of an IRS audit or deduction challenge?

By hiring a USPAP compliant "qualified appraiser" just like the appraiser you will get when you work with the professionals at ELSA.

Even if you choose not to use ELSA always check to make sure your Appraiser is USPAP compliant.

EQUITABLE DISSOLUTION & DIVORCE

Some of the most acrimonious personal property appraisal situations occur in divorce and equitable dissolution (commercial partnership, court ordered, etc.). In these situations it is of the utmost importance that the appraiser comes with immaculate credentials that will stand the examination of a judge or mediator. By working with a USPAP compliant appraiser you are offered the extra assurance that the appraisal will stand-up to the added scrutiny found in these stressful conditions.



FAST TURNAROUND AND DELIVERY

It is the goal of ELSA to provide the most timely, helpful and courteous service possible. We realize that often We are proud of our ability to deliver our appraisals within a 30-day turnaround in most situations. We also offer expedited appraisals for an additional fee.



WORLDWIDE RESOURCES

The first rule in being a great appraiser is know your limitations and have a broad network of specialists to reference when that unique piece comes across your path. ELSA has a worldwide network of specialists with expertise in areas like Asian art, Persian carpets, fine minerals, and other distinct areas.



DISCREET, PRIVATE AND DEPENDABLE

As part of the AAA code of ethics the areas of discretion and privacy are held with the highest significance. Before initiating any appraisal the staff of ELSA confirms who the clients are and will only share information regarding the appraisal with those clients. If results are ever questioned ELSA will stand by our appraisal and provide any required supporting documentation.

