



4603 Library Rd. Ste 170 Bethel Park, PA 15102 • 412-409-2925 • ALLEGHENYARMS.COM

ESTATE APPRAISAL AND BROKERAGE OVERVIEW

As a licensed estate firearms dealer, Allegheny Arms & Gun Works is regularly approached by family members and friends charged with the appraisal, and sometimes sale of a loved one's firearms collection. Often, those charged with the responsibility aren't well acquainted with firearms and can feel overwhelmed by the task and justifiably so as the risk of losing money or violating the wishes of the collector can be very high. It's because of this that we HIGHLY recommend having your collection evaluated as soon as possible in its entirety. All too often in the fog that surrounds the passing of a loved one, or the desire to "just get things taken care of" we see some of the rarest and highest value items from a collection unknowingly get sold off for pennies on the dollar, given away in good faith before the actual value is determined, or even discarded because their intrinsic value is not obvious. In order to help, AAGW offers several services to empower you to make the best financial decisions and help ease the burden of disposition of your assets.

APPRAISAL SERVICE

AAGW offers appraisal services for most firearms, firearms accessories, and collections for both estates and insurance purposes; more specifically those items manufactured post 1898. Guns manufactured prior to 1898 are considered "Curios & Relics" and generally require a specialist in the specific area of collection those items fall within but for all others, we are happy to help.

The appraisal you'll receive will establish the approximate median retail sales price a private buyer would likely pay within a 90-day window from the date of appraisal. You should note that the appraised value does not reflect likely offers from dealers or other bulk buyers/resellers. Pricing for these types of wholesale purchases will usually represent approximately 50-75% of the retail value represented on your appraisal.

Regarding formatting, your appraisal will be provided on a company headed document in .PDF format as a standard although we can provide a hard copy on request. The documentation for collections under 100 items will be provided within 14 business days while collections exceeding 100 items will likely go beyond that timeframe and will be discussed with the appraiser at the time of examination.

AAGW can often accommodate home visits as well and can usually be arranged Monday – Saturday. We limit these in-home visits to collections of at least 15 firearms and a 25 mile or 30-minute radius of Allegheny Arms for a standard fee although service outside that radius can be negotiated for an additional fee.

Appraisal fees:

\$50 On-site visit (in-home appraisals)

\$25 Document fee

\$5 Per gun/item appraised

\$2.50 Per mile outside our 25-mile service area

OR

\$25 per additional 15 min block beyond our 30 min radius (billed in 15 min increments)



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LOT PURCHASES

AAGW regularly purchases entire collections and firearm estates. Customers are welcome to schedule an appointment to bring their items by our main retail store or schedule a pickup at the firearm storage location. If you choose to have your items picked up, one or more AAGW representative(s) will be made available to come to your location, evaluate the collection on site and offer a blanket price for the lot based on that examination.

Of course, we always try to offer the most money possible for your firearms but as is standard with wholesale lot purchases, our offer will most likely be approximately 50-60% of what we deem a reasonable, likely retail value of the items as presented. If AAGW has provided an appraisal within a 90-day window of the scheduled pickup date, the documented appraised value will be used as the basis for the offer. Factors affecting the actual offers include but are not limited to a combination of present value, our estimate of likely turnaround time for each item, available accessories, and any items accompanying the firearms including boxes, etc.

Assuming you find our offer acceptable, AAGW will take possession of all firearms and accessories included in the bid and a company check will be issued at that time. If the transaction is completed in-store, a printed invoice showing at minimum, the make, model, and serial number of any firearms and the amount paid for each will be issued at that time. If the transaction is conducted off-site (firearm storage location), a condensed hand receipt will be issued with, at minimum, the make & model of any firearms and general description of any other non-firearm items purchased and the amount paid for each will be issued and a comprehensive follow-up invoice will be provided via email within 1 business day or as agreed on at the time of transaction.

As Allegheny Arms is purchasing the collection for resale purposes, there are no fees associated with the sale or pickup on the part of the seller.

CONSIGNMENT BROKERAGE

AAGW also offers the option to consign your collection for auction, an option that offers some benefits over outright sale, not the least of which is the possibility of a larger net return on your firearms. If this is something you may be interested in, the process itself looks like this.

Customers who choose to consign their firearms with us are welcome to schedule an appointment to bring their items by our main retail store or schedule a pickup at the firearm storage location. If you choose to have your items picked up, one or more AAGW representative(s) will be made available to come to your location, collect all of the consigned firearms and accessories in a lot and transport them to the AAGW at no charge. In either case, an itemized listing of each firearm or other high value item collected will be provided to you at the time of pickup or drop off. This document will show at minimum the make & model of each firearm or a general description of non-firearm items. The AAGW rep and consigner will each acknowledge the transfer via signature or electronic verification and each will receive a copy certifying transfer of said items.



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Once the items have been logged into the AAGW bound book, the consigned firearms will be listed for auction as soon as practical and sold in a timed, “highest bid wins” format with no guarantee of final sale price. We do not utilize reserve style auctions and instead set our opening bid at the lowest end of what we determine to be the current retail price window. We make every attempt to liquidate a minimum of 30 firearms a month but as this is obviously dependent on the whims of buyers, the timeline cannot be guaranteed. If an item has not sold after having been listed at auction for 90 days, the consignee will be given the option of extending the available period at auction, requesting Allegheny Arms make a cash offer on that item, or repossessing the item(s). If you choose to pick up a firearm, you will be required by state and federal law to complete a background check for each firearm at a cost of \$5 each and a \$25 service fee will be assessed for every listed but unsold item being returned.

In an effort to process your firearms in the most expedient way possible, AAGW reserves the right to sell outright, at a reasonable retail value as determined by the company, any item online or in person before or after listing at auction based on what the company deems to be in the best interest of the consigner. This type of sale may or may not incur auction fees depending on sale format and location.

After your items have been liquidated, and at the time of funds disbursement, AAGW will provide hard copies of the results of each completed auction or sale individually as provided by the auction service clearly showing the final sale price paid. We will calculate applicable fees based on that price and show the math demonstrating the consignors' yield on each page. If an item has been sold in-store or otherwise outside the auction format, a company sales invoice will be provided with the same information. Please note that the consigner request for receipts must be made at the time of collection to ensure full accounting and documentation can be made available for all items.

AAGW will sell in person or at auction all firearms and accessories consigned with us for a flat fee of 20% of the final sale price plus any associated auction listing and sales fees. The sales fees for all items vary between 2-8% of the final sale price. Less all fees, this nominally yields 75-77% of the actual sale price back to the consigner. We offer monthly or “at completion of service” payment schedules depending on the number of items brokered and your preference. Scheduling for the disbursement of funds will be determined at the signing of the consignment / collection agreement.