

## **Selling at auction**

**Weekly Times Column**

**By Warren Joel**

How do we go about turning our collectables into cold hard cash? As I have written before, the Internet can be, and is, a mine field of traps. If you are not familiar with online selling I would not go there.

Spread across the country and in the cities are sale-rooms that are there to help. And from what I have seen most do a very good job. Don't necessarily pick the closest rooms to you, but have a look at the type of goods up for sale, and are they similar in quality to what you want to sell. Most auction rooms will offer a valuation service to help you sort out the collection, and often the fee, if any, for the valuation is refunded if you sell through them.

Another auction service offered by many rooms is the on-site sale. Rather than moving all the goods to their sale rooms, you may have enough to do a sale on your property. This could save thousands of dollars in cartage alone. Many of the clearing sales held across the country will take other items from different vendors as a way to maximize the return.

Find out what they charge to sell, do they pickup, do they charge insurance, are there any other charges?. Once you have sorted all the fees out, start to get the items ready for auction. This dose not mean you need to clean the old plated teapot, but you need to present the items in the best possible way. When you are ready to sell make a list for yourself to send in with the goods. Include a brief description, reserve and or estimate, your contact details, and where to send the money. It is important to keep track of the sale results, and the unsold items after the auction.

Good luck with the auction.

Next week: The state of the market

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