SCAMMELLS
AUCTIONEERS & APPRAISERS
2-20 Magill Road, Norwood SA 5067

CURRENT AUCTION MARKET

A simple guide to what sells well - and what needs realistic expectations.

The auction market is strongest for items with quality, practical use, good design, a recognised maker or genuine collectable interest. Ordinary household goods can still sell, but price and presentation matter.

WHAT TENDS TO SELL WELL

- Jewellery, silver and coins - strong buyer interest and easier comparison in the market.
- Quality collectables - unusual, vintage and sought-after pieces often perform well.
- Better ceramics, glass and metalware - recognised makers and decorative pieces attract buyers.
- Toys, models and vintage audio - niche categories can perform well when quality is there.
- Recognised makers, designers and artists - identifiable quality attracts more confident bidding.
- Specialty-quality items - exceptional pieces may be better suited to a curated specialty auction.

FURNITURE - WHAT HAS CHANGED

Furniture still sells, but buyers are more selective. Practical size, good design, quality timber, mid-century style and useful storage are generally easier to sell than large formal or dated pieces.

SELLS - BUT PRICE MATTERS

- Ordinary furniture - can sell well when the guide reflects current demand.
- Art - recognised artists and appealing subjects perform better than generic decorative pictures.
- Mixed household lots - saleable items often work best when grouped sensibly.
- Part dinner services and ordinary ceramics - can sell, but usually need realistic expectations.
- Estate contents - a mixture of stronger and ordinary items is normal.

MORE DIFFICULT IN THE CURRENT MARKET

- Large or dated dining suites and basic chair sets.
- Dressing tables, telephone tables, traymobiles and similar occasional furniture.
- Generic prints and low-value decorative art.
- Ordinary mixed china and glassware.
- Low-value reproduction furniture and bulky pieces with limited modern use.

CURRENT VALUE IS NOT THE SAME AS ORIGINAL COST
Auction value is based on what buyers are willing to pay now. Age alone does not make something valuable, and items that were expensive to buy may have a limited resale market today.

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GUIDES, UNRESERVED ITEMS & SUITABILITY

Why some saleable items may be offered unreserved.

Where we believe an item is saleable but are not confident that a $40 opening bid reflects current buyer demand, we may offer it unreserved. A lower starting point encourages participation and allows competition to determine the final price. Historically, our first-auction $5-$50 lots have averaged approximately $42 hammer, with more than 40% achieving $40 or more.

WHAT UNRESERVED MEANS

Unreserved does not mean unwanted or without value. It means there is no guaranteed minimum sale price. The final price is determined by bidder demand.

WHY WE MAY USE UNRESERVED

- Current demand is limited or difficult to predict.
- Recent sales do not support a confident minimum expectation.
- A fixed guide could create unrealistic expectations or an avoidable unsold result.
- The item is still saleable and worth offering to the market.

Where appropriate, the auction guide may be set at $5-$50.

WHEN A HIGHER GUIDE MAKES SENSE

- Recognised designer, maker, brand or artist.
- Quality antique, mid-century or designer furniture.
- Collectable ceramics, glass, silver, jewellery or coins.
- Strong provenance, unusual design or specialist demand.
- Recent sales evidence supports a higher expectation.

WHEN AN ITEM MAY BE UNSUITABLE FOR AUCTION

Some items may still be unsuitable where buyer demand is very limited, the item is difficult to handle or store, or the likely result is too low to justify auction. These decisions are based on current sales evidence and our team's experience.