



SCAMMELLS

7 CHAPEL ST NORWOOD SOUTH AUSTRALIA 5067

SORTING THE CONTENTS OF THE ESTATE A SEVEN STEP APPROACH

This can be overwhelming, you have a lifetime worth of memories, rooms of furniture and cupboards of collectables, and you are left to make sense of it. In our experience, it's at this point the mistakes can be made. Many times we are called in after the family has "cleaned" the house and disposed of rubbish, only to find the most valuable items has been thrown out.

We suggest having one of our specialists come to the house and help start this process.

Now the hard work, sorting the items. So where to start?

The Seven Steps

You will need a few things to make life easier – a box of white removable stickers and 2 different coloured boxes of stickers (both available from stationery stores or the Post Office), a Texta or marker, a skip bin or trailer and family members or friends to help.

Step 1 – tag any items to be given to family and friends. Using the white stickers, attach a sticker to a bequeathed item and write the recipients name on it. Encourage the recipients to remove these items straight away.

Step 2 – Apply a coloured sticker to anything you are going to sell at auction (our specialist can help with this).

Step 3 – Apply the second colour sticker for anything to be given to charity.

Step 4 – Anything without a white sticker or colour label is to be dumped. Start taking these items out of the house and load into the trailer. Now the house will start looking clearer.

Step 5 – If your house/apartment needs to be furnished, then decide what is to stay for inspection and what is to go. Our carriers can arrange the delivery of items for Auction in two parts before the house is sold and after. Pack up all small items that aren't being used as a display. Our carrier can provide boxes (for a fee), or you can buy delivery boxes from local storage businesses. These items along with the furniture not being used for display can now go to auction.

Step 6 – Remove items for Charity and delivery. If there is a lot to go to charity, some offer a pickup service.

Step 7 – After the house is sold, the remaining items can now be uplifted by our carriers to auction. Now the house should be completely clear.

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JASON'S TIPS ON SORTING AN ESTATE

1. Be ruthless.

The emotional attachment to "things" can be strong. Many items in the house will have a story, however, if you try to keep everything your home will be cluttered. Work through what is the most important.

2. Get your friends and family to help.

Work through what needs to be done, clearly define the goal and delegate the tasks. Many hands make light work.

3. Don't throw anything out....yet.

Many clients think they are doing the right thing by cleaning up and throwing away all the clutter before engaging Scammells. Sometimes they throw away some treasures. Over the last 25 years, we have seen it all, and there is no need for any embarrassment because of the state of the house or contents. We strongly suggest contacting an Appraiser at Scammells before you start the process and we will guide you through.

4. Create 3 piles (mentally or visually).

The MUST KEEP pile, those items bequeathed or being kept by the family. THE MUST SELL pile, all those you are 100% certain of. The final pile is I'M UNSURE, these items do nothing more with until you are 100% confident of what you would like done. Then move them to pile 1 or 2.

5. Engage an experienced appraiser.

This is a low cost or often free service. Ask the experts at Scammells what the items are worth.

6. Start small.

Pick one room and start. Often it is overwhelming and you can find yourself bouncing from room to room without ever making a real start.

7. Don't make decisions if you feel under pressure.

When you are feeling overwhelmed or there is a lot to achieve in a small time frame, some decisions made at these times are often regretted later. Take your time, most decisions can wait a day or two.

8. Delegate jobs.

If you are short on time or live interstate, create a list of jobs only you can do, and delegate the rest. Scammells offer a full Estate Auction Service, from the initial appraisal to full house pack and clean. Ultimately this saves you time and you can get back on with living.

9. Save your time, don't clean anything.

Most of the time, it won't make a difference to the Auction sale price if the silver is sparkling or the vase has dust on it. In fact, most of our buyers like "original as found" condition.

10. Don't clean the items.

Your time is better spent finalising the estate, your hobbies, family or whatever else keeps you busy. Most of the time, cleaning the items does not help to improve the auction value.

11. Check drawers and cupboards.

Often small items are "tucked" away, including jewellery or cash. Check the backs of drawers, on top of wardrobes and under cupboards.....you never know what you might find.

12. Collect personal paperwork.

Any personal paperwork, not required for Probate or the estate, should be disposed of properly. There are companies that offer a secure document shredding service. Whilst there is a cost involved, this type of paperwork shouldn't be thrown into normal bins.

13. Family photos.

Unless you are the Royal Family or the Czars, family photos are almost zero value at auctions. These should be kept within the family. Of course, early Wartime and Military and early "carte de viste" can be worth significant money at auction. Our appraisers can advise you.

14. Don't split the sets.

So often we see dinner or tea services split up among the family. Whilst it is nice that everyone gets a piece, it reduces the values to almost nothing. A better option is to obtain a value for the entire set, then balance out what the other beneficiaries receive.



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OUR SERVICES

You have the unenviable task of moving house and organising your Estate might seem complex and difficult to navigate. You need to make many decisions in what seems an incredibly short amount of time, all whilst juggling the emotions of recent events.

We have been specialising in helping people relocate for the past 15 years and manage 1 - 2 estates every week.

We can do the whole lot, from appraisal, to packing and shipping. We can even stylise the home for sale. Scammells comprehensive Estate Service takes away some of the stress and gives you more time for what is important.

Our system takes you through a number of steps to ultimately achieve the goal of removing and selling the Estate items at auction. You can choose which of the optional services you require to help you achieve your goal.

In essence, we identify what is saleable, help you get the items packed and moved to our Auction Rooms. From this point our experts unpack, catalogue, research, photograph and auction the items. Very simple.

We will work with you to achieve what you want within the time frame you need. And if you live interstate, we are happy to work with your Real Estate Agent, Lawyer or local contact to time the packing and uplift of items from the residence.

ABOUT SCAMMELLS

We connect buyers and sellers in a unique and exciting marketplace.

Scammells is Adelaide's largest Estate auction room, and on track to becoming Australia's most recognisable Auction brand. We pride ourselves on offering our vendors and buyers an outstanding "Six Star" service.

Established in 2002, Scammells quickly grew to be one of the jewels in Adelaide's auction crown, and under Jason Harris's stewardship, Scammells has continued to grow and refine their service and expertise.

Scammells specialise in Estates. We understand the stress and emotion involved with relocating, and we also understand the amount of work involved in sorting and moving the contents of your home. Luckily, you might only need to do this a couple of times in your life and by using Scammells, you'll have the benefit of our "Estate Auction System" and our years of auction expertise.

We think differently!

Scammells were one of the first to embrace online bidding technology, widening the scope of potential buyers from the handful of local collectors to the 1000's of interstate and tens of thousands of international buyers. The benefit to our vendors has paid tenfold with some amazing results.

I welcome any enquiries and can be contacted on 0421 345 663

Jason Harris
Managing Director
Scammells



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SORTING THE CONTENTS OF THE DECEASED ESTATE A SEVEN STEP APPROACH

This can be overwhelming, you have a lifetime worth of memories, rooms of furniture and cupboards of collectables, and you are left to make sense of it. In our experience, it's at this point Executors, and family members make mistakes. Many times we are called in after the family has "cleaned" the house and disposed of rubbish, only to find the most valuable items has been thrown out.

We suggest having one of our specialists come to the house and help start this process.

Now the hard work, sorting the items. So where to start?

The Seven Steps

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Step 1 - tag any items bequeathed to family and friends. Using the white stickers, attach a sticker to a bequeathed item and write the recipients name on it. Encourage the recipients to remove these items straight away. This step is made easier if the Will is clear, or a Pre-Estate Appraisal has been completed.

Step 2 - Apply a coloured sticker to anything you are going to sell at auction (our specialist can help with this).

Step 3 - Apply the second colour sticker for anything to be given to charity.

Step 4 - Anything without a white sticker or colour label is to be dumped. Start taking these items out of the house and load into the trailer. Now the house will start looking clearer.

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Scammells specialise in Deceased Estates. We understand the stress and emotion involved with the passing of a loved one, and we also understand the amount of work involved in sorting and moving the contents of their home. Luckily, you might only need to do this a couple of times in your life and by using Scammells, you'll have the benefit of our "Estate Auction System" and our years of auction expertise.

PRE-ESTATE APPRAISAL SERVICES

Pre-Estate is an unusual term, and one we use to describe what happens before you, or someone close to you has passed. No one really wants to think about this, or even discuss it, but there are a few steps that can be taken sooner than later.

We suggest having an appraisal completed by one of Scammells Valuers, and it is no different from having your "Last Will and Testament" written. The appraisal can then be used to help with a fair and equitable disbursement of your estate to your family and friends.

We visit you and appraise items with a value in excess of \$100. You are supplied with two written copies of the appraisal. This option is great for "typical" family homes or apartments.

\$125 per hour (+ gst)

Jason Harris
Managing Director
Scammells