

# Country Home

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## {ASK THE EXPERT}

On HGTV's *Cash in the Attic*, appraiser Tim Luke turns homeowners' unappreciated treasures into dollars at auction.

**Q:** What's the best part of your on-screen job?

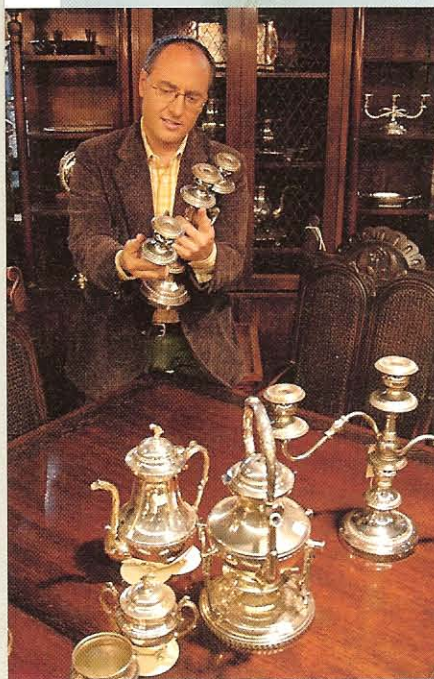
**A:** Taking people to a live auction for the first time. They say, "Wow! This is a viable alternative to selling at a garage sale." At a garage sale, you start at \$20, then lower your price to \$10, then \$5, then a quarter. It's the opposite with an auction.

**Q:** When is a live auction better than eBay?

**A:** When you're selling items like antique furniture, where shipping is a major problem. And for specialized items, because an auction house will get the word out to the right buyers.

**Q:** What is undervalued now?

**A:** Victorian furniture. If you love it, buy it now.



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