

PLEASE READ THESE TEN FACTS BEFORE CONTACTING US.....

Stamps aren't scarce, but there are scarce stamps. I do not want you to get your hopes too high so here are ten hard facts to consider when evaluating what your stamps are truly worth.

1. We do not buy at a percentage of catalog value, but a percentage of retail value. We pay as much as 60 to 65% of our retail for better stamps. We use the latest Scott Catalogues as a guide. Most private stamp company's catalogs (such as Mystic) have much higher prices.

2. The catalog values are for stamps with Very Fine centering in perfect condition. Stamps not as well centered or having faults are worth much less. Our retail on faulty stamps is as little as 5 to 10% of their catalog value. We usually retail XF to Superb stamps for more than catalog value. Like all collectibles condition makes a HUGE difference.

3. The minimum catalog value today is 25c. This is a polite way of saying that your stamp is not worth anything. You can buy these stamps by the pound. There are approximately 6,000 stamps in a pound with a catalog value of \$1,500+. We sell a pound of stamps for as little as \$15. That's only 1% of their catalog value.

4. Most Mint and Used Foreign, and Used U.S. stamps that catalog \$1.00 each or less are included in the stamps bought and sold by the pound. This includes German World War 2 stamps with Adolf Hitler pictured on them. **

5. Most U.S. Mint (un-cancelled with full gum) singles, blocks and sheets issued after 1940 are bought and wholesaled at less than their face value. **

6. Most U.S. First Day Covers after 1940 that are unaddressed with cachets (pictures on the envelope relating to the stamps topic) are purchased for less than 10c each. Addressed First Days are worth even less, and un-cacheted (without pictures) are not wanted. **

**** Of course there are exceptions to the rule. There are some modern stamps that sell for several times their face value.**

7. Many expensive stamps look like common less expensive stamps. They have very subtle variations that make them scarce and valuable. They should have Certificates of Authenticity from a reputable agency before they are bought or sold.

8. Age has nothing to do with the value of a stamp. As usual the true value is based on supply and demand. Example a U.S. 2c Columbian #231 Used Catalogs 30c (the current wholesale is 35c per 100). The \$5 Columbian #245 from the same set Used Catalogs \$1,400. They were both issued at the same time in 1893, but the #245 has a Catalog value of 4,700 time as much as the #231.

9. Cheap stamps stay cheap and expensive stamps get more expensive. If you have a beginner's collection that cost \$15 in the 1940s or 50s. I can assure you that it is probably worth less today.

On the other hand if you paid \$50 or \$100 for a single stamp in the 1940s or 50s, and kept in the same condition. I can almost assure you that is is worth much more today.

10. Unfortunately there are far fewer collectors today then there were ten years ago. Most children, the future of the hobby, have no interest in collecting. As the old time collectors pass away, and their families have no one interested in the collection, they sell them. The stamp supply goes up and the catalog values come down.

I still would love to buy your stamps, but just don't expect them to be worth as much as they once were. Please send me a brief description of the stamps you are trying to sell. Are they U.S. or Foreign? Mint or Used? Singles, Blocks or Sheets? In an Album or loose in boxes? How old are they? Thank you I hope we can do business.