

10 Insider Tips to Stamp Auctions



Why I am an “INSIDER”



Starting in the 90's, We were the principal mover in bringing most of the auction companies into the Digital Age.



We are advancing and bringing new technologies to the entire philatelic world.



We serve you and the auction companies.



I am a collector but am not a competitor.



We are not a competitor to the auction firms.

TIP #1

Fear Not! Buying and Selling at auction



Wholesale Market: 80-90% of other buyers buy at shows or from dealers



Access to the best selection



With SAN you have access to price history



Buy Collections at steep discounts from Catalog Value



Even the premium record placing stamps are bought by dealers, marked up and sold to collectors



Access to the best selection



TIP #2

1st Rule of Bidding



Bid according to Value – what the lot is worth



Bid according to what you are willing to pay



All other auction theories fall apart in the end



TIP #3

Bid and buy with the **end in mind**



Buy inexpensive stamps in collections. Collateral ++



Buy expensive stamps if when sold they will be lotted as single lots



High priced stamps often are sold at lower commissions



Don't buy unsound stamps at a fraction of CV and expect to sell them for more.



TIP #4

Have fun and choose a lane



Aim for a complete collection



Accumulators



Quality



Specialize



TIP #5

Specialization



You will develop expertise and recognize value



You may be one of a half dozen in the market



When you sell



TIP #6

Bidding **Tool Box**



Absentee Bidding



OR Bidding



Phone Bidding



Limit Bidding



Live Bidding



Up to and Break Tie Bidding



Agent Bidding



Make sure the auction the auction house accepts these kinds of bids



TIP #7

Don't depend on "The Market"



See Tip#2



Don't use absentee bidding



When two "Buy" Bidders meet



80% of stamps do not have enough supply or demand



Not an asset class



Most items sell on the floor



Use the StampAuctionNetwork 1000



Sniping is not a real thing in real auctions



TIP #8

The sweet spots



The \$500 - \$1,000 stamp



Buying Premium stamps
\$1,000 - \$25,000 range



Buying unsolds – yes and no



TIP #9

Basic Bidding Strategy



Absentee Bidding



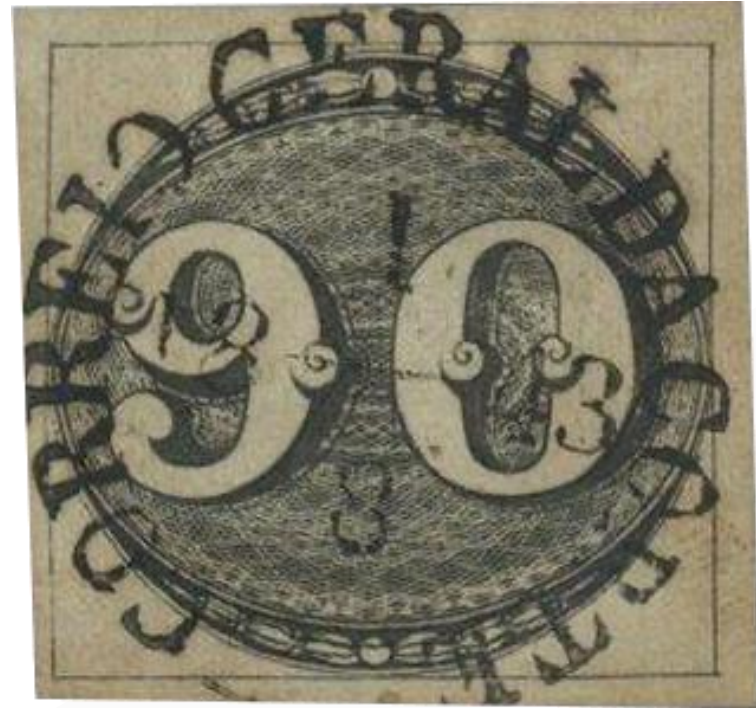
Phone Bidding



Live Bidding
(In person or by the Internet)



StampAuctionNetwork agent bidding



TIP #10

Search and Research



Value of auction descriptions



Value of Historic Pricing



Value of an International Presence



Value of Provenance and Census

