

Lynda Hammond **THE GARAGE SALE GAL**



Mighty John Part II

Lynda Hammond

I thought the column I wrote last week on record collecting might garner some attention but I never dreamed I'd get dozens of emails and phone calls from readers sharing their stories and wanting more information. "Lynda, I have the Elvis Christmas album mentioned in today's column - but it's not red vinyl as you indicate. Wonder if mine has any value?" wrote Sue of Gilbert. (At auction, a *red* vinyl of the King's first Christmas album could've netted Sue \$18,000.)

The guy who stirred up a lot of attention from last week's column is John Marshall. He used to spin records at radio stations in Maine—he was even the program director for author Stephen King's radio station in Bangor-- but these days you can find the former disc jockey at garage sales *looking* for some of the very golden oldies he used to play on the airwaves. There's a lot of money in old records so John has also turned his love of music into a business. He's published several instructional CD Roms showing the ins and outs on record collecting. He also appraises records for a small fee.

In between running his business he continues to bargain hunt all over the northeast in search of rare records.

It seems we all have old records sitting around the house which is why collecting them can be easy. John says it's not like collecting baseball cards where only certain people will have those on hand.

Remember, at a garage sale you can find a lot more than records. So, start a collection by buying things you're interested in. "If you have a passion for whatever you collect you'll have fun and make some money at the same time," John advises.

Although prices vary widely depending on a number of factors here are some things to keep in mind while hunting vinyl.

The question: If you stop at a garage sale and don't see any records—ask the sellers if they have any. "I always ask, 'Do you have any records?' And they'll say 'Oh, yeah.' And they'll go in the house and bring a stack out. People just forget about them or they don't think anyone would want them," John says.

The Condition: Collectors will buy records and covers only if they're in mint or near mint condition.

The Value: Remember, the value on an album, or the smaller 45s are typically split between the original paper cover and the vinyl itself. So even if you have a cover with the album missing you could still sell the cover alone if it's rare.

The year: The album release date is important. The most collectible music are the records released in the 1950s, 60s and 70s.

The Category: Most of the highly sought after music is typically narrowed down to five genres: Rock roll, blues, jazz, country and soul.

Sources for record sellers:

To find out if you might be sitting on solid gold contact John Marshall for more information: mightyjohn@maine.rr.com Visit his Web site: www.moneymusic.com Or give him a call: 1-800-653-2258

Records are typically sold through auction houses. One such place is Heritage Auctions. Contact them by going to www.ha.com



(pic provided by Lynda Hammond) John Marshall paid a quarter at a garage sale in Portsmouth, NH for this Supremes' album cover and sold it for \$900 (just the cover!). The album was—at first-- considered a flop so few were sold. But once the album took off the cover was changed and the album re-released.

Talk to the Garage Sale Gal!

Do you have a question or comment about garage or estate bargain sales? Email the Garage Sale Gal: Lynda@GarageSaleGal.com.

Lynda Hammond is the author of the new book, [The Garage Sale Gal's Guide to Making Money Off Your Stuff](http://www.GarageSaleGal.com). Check out www.GarageSaleGal.com for details on where to buy the book. Contact her at Lynda@GarageSaleGal.com.

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