

# Family Treasures: Comics and Collectibles



Imaged by Heritage Auctions, HA.com



with  
Denise Shelton

# Key Points:

- ▶ 1. What have you got and what is it worth?
- ▶ 2. What is in demand and what isn't?
- ▶ 3. Options for sale or disposal
- ▶ 4. Practical considerations
- ▶ 5. Question and answer period

# Comics: What have you got and what is it worth?

1. Organizing your collection
2. Grading and grade certification services
3. Tracking values
4. Timing your sales

Clipboard Font Alignment Number Styles

Calibri 11 A A

Wrap Text

General

Conditional Formatting Format as Table Cell Styles

H60

	A	B	C	D	E	F	G	H
1	TITLE	ISSUE #	PUBLISHER	EST. GRADE	CGC GRADE	EST. VALUE	BOX	NOTES
2	Inhumans	1	Marvel				2	
3	Inhumans	2	Marvel				2	
4	Inhumans	3	Marvel				2	
5	Inhumans	4	Marvel				2	
6	Inhumans	5	Marvel				2	
7	Inhumans	6	Marvel				2	
8	Inhumans	7	Marvel				2	
9	Inhumans	8	Marvel				2	
10	Inhumans	9	Marvel				2	
11	Inhumans	10	Marvel				2	
12	Inhumans	11	Marvel				2	
13	Invaders	3	Marvel				2	
14	Omega	1	Marvel				2	
15	Omega	2	Marvel				2	
16	Omega	3	Marvel				2	
17	Omega	4	Marvel				2	
18	Omega	5	Marvel				2	
19	Omega	6	Marvel				2	
20	Omega	7	Marvel				2	
21	Omega	8	Marvel				2	
22	Omega	9	Marvel				2	
23	Silver Surfer	1	Marvel				2	
24	Silver Surfer	2	Marvel				2	
25	Silver Surfer	3	Marvel				2	

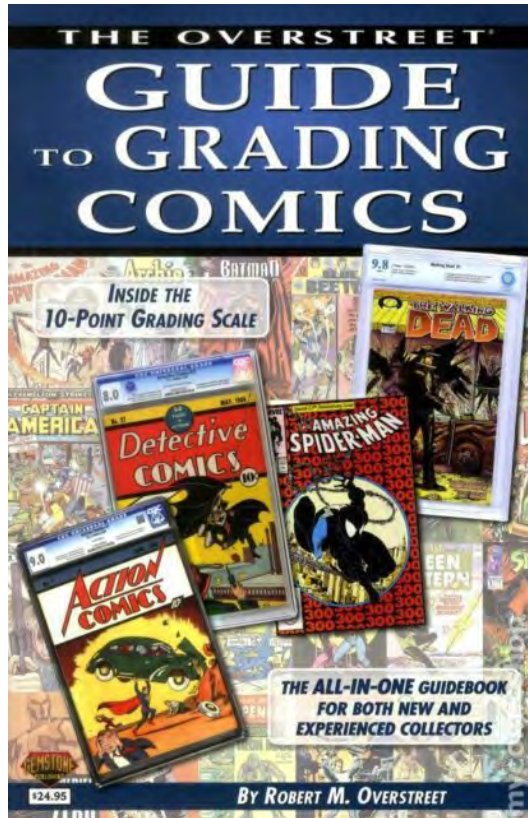
Sheet1

Ready

# Raw Books vs. Slabs



# Resources



File Home Insert Page Layout Formulas Data Review View Help Tell me what you want to do

Clipboard Font Alignment Number Styles Cells Editing

Calibri 11 A A Wrap Text General \$ % .00 .00 Conditional Formatting Format as Table Cell Styles Insert Delete Format Sort & Find & Filter Select

A15 Eternals

	A	B	C	D	E	F	G	H	I	J	K
1	TITLE	ISSUE #	PUBLISHER	EST. GRADE	CGC GRADE	EST. VALUE	BOX	NOTES			
2	Tales of Suspense	52	Marvel		7.5	\$ (2,500.00)	Safe. Dep.	Sold			
3	Tomb of Dracula	10	Marvel		9.6	\$ (5,500.00)		Sold March 2021			
4	Journey into Mystery	83	Marvel		8	\$ 64,000.00	Safe. Dep.	Movie out Nov 2021			
5	Mighty Thor	165	Marvel		8.5	\$ 2,280.00	Safe. Dep.	Movie 2022? Possibly GOTG 4			
6	Strange Tales	110	Marvel		6.5	\$ 8,500.00	Safe. Dep.				
7	Strange Tales	110	Marvel		6.5	\$ (3,500.00)	SOLD	Sold 10/17/18 \$2870.99			
8	House of Secrets	92	DC		6	\$ (1,000.00)	CGC	Sold			
9	Fantastic Four	52	Marvel		4	\$ 1,000.00	CGC	Movie out May 2022			
10	Werewolf by Night	32	Marvel		9.4	\$ 13,500.00	CGC				
11	Werewolf by Night	32	Marvel		9.2	\$ (2,500.00)	CGC	Sold 8/23/18 \$2024.00			
12	Strange Tales	115	Marvel		5	\$ 260.00	CGC				
13	Marvel Spotlight	5	Marvel		9.2	\$ (2,700.00)	CGC	Sold 8/16/18 \$2484.00			
14	Star Wars	1	Marvel		9.6	\$ 1,250.00	CGC				
15	Eternals	1	Marvel		9.6	\$ 750.00	CGC				
16	Iron Fist	1	Marvel		9.2	\$ 200.00	CGC				
17	Black Panther	1	Marvel		9.2	\$ 250.00	CGC				
18	Ms Marvel	1	Marvel		9.4	\$ 210.00	Safe. Dep.	Paid \$424.95			
19	Spiderman	101			4	\$ (325.00)		Sold 10/10/19			
20	Strange Tales	158	Marvel		7.5	\$ 350.00	CGC	Living Tribunal (Endgame & Dr. S)			
21						11-Aug-21	\$ 74,525.00				
22			Marvel								
23			Pressing	Grading	Handling	Shipping					
24											

# Comic Book Eras

- **Golden Age (1938-1956)** Superman, Batman, Wonder Woman, Mickey Mouse, Tarzan, Roy Rogers, Strange Tales, Little Lulu, Captain America
- **Silver Age (1956-1970)** Fantastic Four, Spider-Man, X-Men, Hulk, Casper the Friendly Ghost, Classics Illustrated, Thor, Daredevil, The Avengers
- **Bronze Age (1970-1986)** House of Secrets (Swamp Thing), The Tomb of Dracula, Luke Cage, Howard the Duck, Punisher, Wolverine, Blade, Vampirella





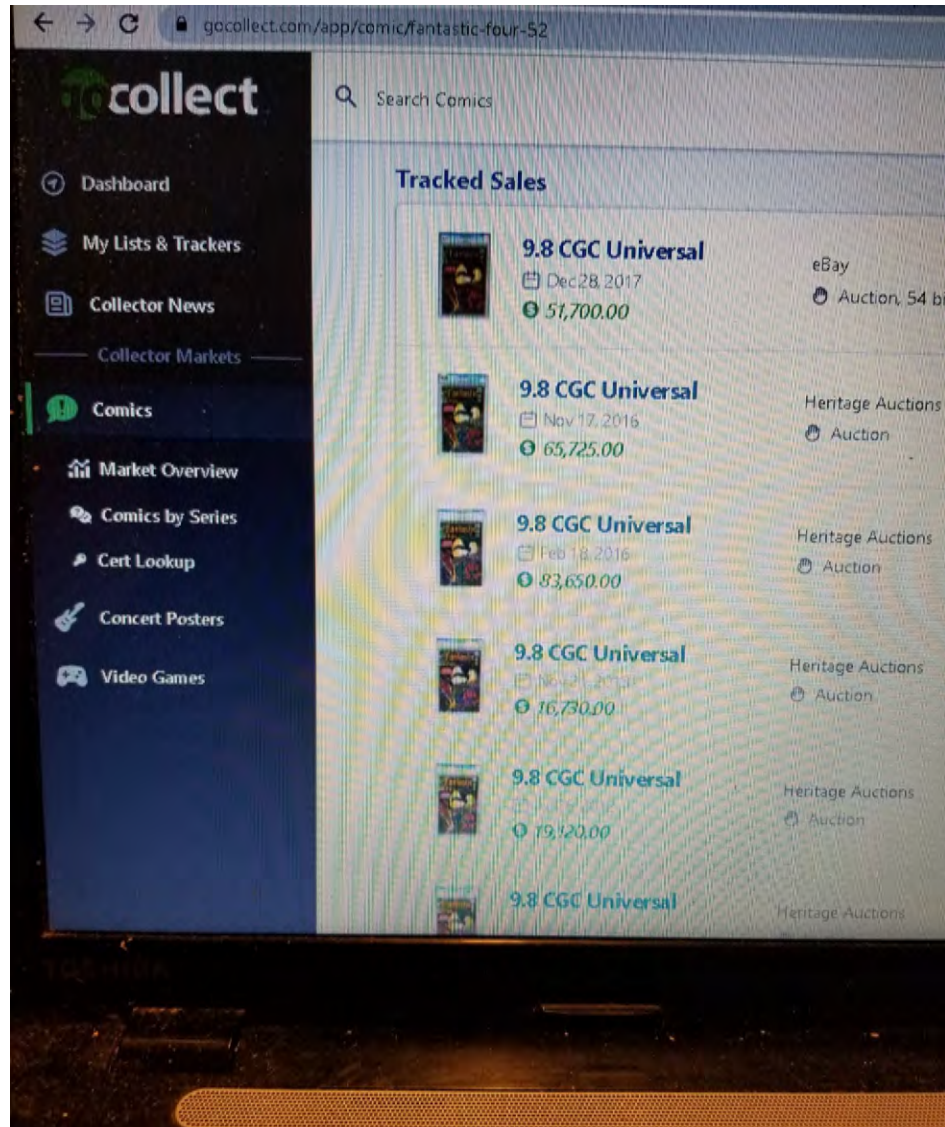
## Marvel's Silver Age Dynamic Duo: Jack Kirby and Stan Lee

Artist Jack Kirby and writer Stan Lee were responsible for some of the most collectible comics ever produced including the Fantastic Four, Hulk, and the X-Men.

# What is in demand and what isn't

- ▶ 1. **Scarcity:** How many were produced and how many are available?
- ▶ 2. **Popularity:** Evergreen appeal doesn't necessarily translate to value
- ▶ 3. **Trending:** Are people talking about it on social media?
- ▶ 4. **Social Change:** Is it still acceptable to collectors?
- ▶ 5. **Size matters:** How easy is it to display and store?

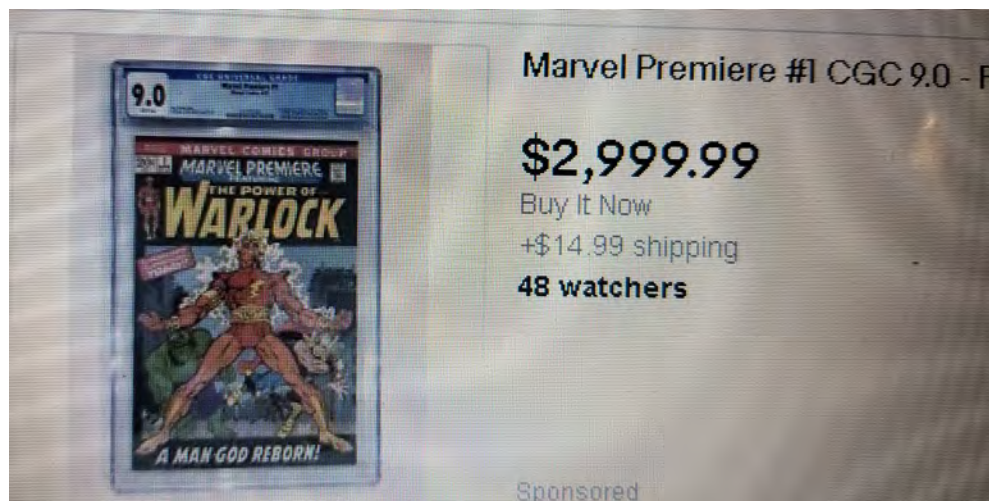
# The Ups and Downs of the Market



# Options for Sale or Disposal

1. eBay
2. Etsy
3. Facebook Marketplace
4. Craigslist
5. Facebook groups
6. Auctions
7. Consignments
8. Gifting and donations

# Asking Price vs. Sales Price



Marvel Premiere #1 CGC 9.0 - F

**\$2,999.99**

Buy It Now

+\$14.99 shipping

48 watchers

Sponsored



Sold Oct 25, 2021

MARVEL PREMIERE #1 Marvel 1972 CGC 9.0

Adam Warlock

1st Him as Adam Warlock, and 1st Soul Gem.

**\$1,009.00**









19 bids

+\$22.00 shipping

[View similar active items](#)

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PROBSTEIN123  
BUY - SELL - CONSIGN

Listing	Quantity sold	Total sales	Taxes and government fees	Total selling cost	Net sales
 (293848726519)					
 1992 Grateful Dead Lithuania Olympic Team Tie Dye T-Shirt Vtg Original Mint XXL (293849272826)	1	\$211.95	\$12.00	\$31.07	\$168.88
 MTV Pre-launch 1981 VINTAGE PROMO BUTTONS, Set of four (293849293239)	1	\$4.23	\$0.24	\$0.82	\$3.17
 Blackout by Connie Wills, Paperback, Like New Condition (293851348635)	1	\$6.80	\$0.48	\$4.59	\$1.73
 Star Wars Episode I - DARTH MAUL Taco Bell KFC Pizza Hut Topper w/ Cup and Straw (293853781601)	1	\$17.23	\$1.28	\$10.65	\$5.30
 Dawn Vol. 1: Lucifer's Halo by Joseph Michael Linsner (1997, Trade Paperback) (293853805128)	1	\$13.29	\$1.01	\$5.98	\$6.30
 Vintage Gold-filled Pieta Rosary in Red and White Leather Case (293853890576)	1	\$32.54	\$1.84	\$7.81	\$22.89
 1999 Jack in the Box - Bendable Jack HAWAIIAN SHIRT Hamburger Figure - NIP (293855451145)	1	\$4.32	\$0.33	\$4.01	(\$0.02)

## Practical Considerations

1. **Storage:** Bags, boards, and boxes
2. **Tax implications:** Collectibles are taxed as regular income
3. **Do you need help?:** Google and YouTube are your friends!

# The Cost of Doing Business

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Listing

Listing	Quantity sold	Total sales	Taxes and government fees	Total selling cost	Net sales
Belkin WeMo Switch Smart Plug F7C027 Wi-Fi Alexa and Google Assistant Linksys (293858765587)	1	\$17.00	\$1.26	\$6.67	\$9.07
Lost World of the Warlord Action Figure "Mikola Rostov" 1982 Remco SUPER RARE (293860121936)	1	\$58.34	\$3.69	\$10.96	\$43.69
Lot of 14 HeroClix with Cards Avengers 2007 Scarlet Witch 26, 57 Iron Man 2 More (293860457040)	1	\$19.65	\$0.00	\$6.61	\$13.04
The Art Of Neal Adams Volume 1 Very Fine Magazine (293860473045)	1	\$22.20	\$1.45	\$5.81	\$14.94
King-Size CONAN THE BARBARIAN ANNUAL #1 (1973) Barry Windsor-Smith Cover VF+ (293862435583)	1	\$32.63	\$1.93	\$9.03	\$21.67
HEROCLIX 80+ Lot Inc. Namor, Johnny Quick, Negative Woman, Kamak, & Crimsn Cowl (293862811155)	1	\$29.71	\$1.06	\$12.68	\$15.97

Items per page: 25



# Protection and storage



# Question and Answer Period

The slide features a white background with a decorative graphic on the right side. This graphic consists of several overlapping, semi-transparent green triangles and polygons in various shades of green, ranging from light lime to dark forest green. The shapes are arranged in a way that they appear to be layered, creating a sense of depth and movement. The overall design is clean and modern.