HAVE YOU EVER BEEN SURPRISED?

Every now and then you get to meet someone that needs your help.  This was the case on a referral from a friend on a possible auction.  In the past, when I view items I guess how many items will bring over $1,000. To get a handle on what will it be worth for the seller to have an auction.

This was the case of an old fashioned hobby farm we did in August.  The owner had sold or given away anything over the $1,000 mark. There still was lots of items which means lots of work to get ready, market and sell.  As a matter of fact, I told the seller after advertising and minimum commission they may not end up with very much to show for years of collecting. Let me assure you this was not the case!

The seller also wanted the moving expense covered which was about $6000.  All total, I was not sure if the seller would be happy after the auction. After gathering half dozen trailers from neighbors, we brought up five more thinking some of this should be on the ground as well.  Needless to say there was a line on the ground a ½ mile long plus furniture. We decided to run two rings with unique items in both rings. Hall of Fame member and past president Mike Schultz arrived and was in charge of ring two all day.  Think he did seven trailers plus the guns at noon.

One of the highlights for me was selling an old airplane with a ceiling mount that flew around in a circle.  It had $45 written on it. They paid $25 for it at a flea market years ago and it was the high priced item of the day at $750. We had 25 pages of clerked items sold in an eleven hour time frame. After the dust settled we covered the advertising, our commission, the moving expense and the seller had over $8,000 to spare.  What a surprise to both of us, maybe to me more so.

The moral of the story, with a great team, lots of good help and valuable items the day was a success.  The sellers were happy and the lunch trailer had a profit. All is good in the universe and it made for a fun day and I look forward to our next one in Oct.

With Auctions in Mind,

Col Frank, MSAA, EVP