

GUITARS ROCK AT AUCTION

Did you play a musical instrument as a kid? Well, good news -- the public's love of musical instruments has never waned.

Before I got into the auction business, I played guitar in a rock band and owned a used musical instrument shop. So, I know a lot about this topic. In my 25 plus years of buying and selling vintage guitars, I have not seen the genre in a recession. In fact, it just seems to keep getting better.

The most sought after guitars are actually getting priced out of affordability for the average collector. Your 1950s and 60s Gibson Les Paul's, American Fender Stratocasters, Telecasters, Gretsch Falcons and the like are all commanding top dollar on the secondary market. It's nothing for some of these to command \$20,000 to \$30,000.



WHY DON'T YOU WANT MY STUFF?

Today we are seeing the player collect some of the 1970s and 80s bizarre and retro guitars from the U.S. and Japan as these are still affordable, but continuing to climb in value.

Here's a little back story. I owned and operated my used musical instrument shop for 10 years in the 1990s, and I would often see these guitars. At the time, they were literally selling for under a few hundred dollars. Oh, if I could only jump into a hot tub time machine and tell the young me to hang onto these and also to not date a few of those girls.



Let me give you just a few examples. We would sell a Daphne Blue, a rare color, Fender Jaguar for \$150. Today, that's a \$6,000 guitar. A 1975 Ibanez Destroyer was \$200. We just sold a Van Halen version for \$3,750. Mosrite guitars were about \$300 and now \$2,000. From 1995 to 2015 we have seen an amazing surge. You might have taken guitar lessons on an old Silvertone Electric with a built-in amplifier from Sears that your parents paid \$69 for. That's about \$500 today. Who knew that would happen? Names like Univox, Teisco Del Ray, Kay, Harmony, Hamer, Charvel and ESP may all sound alien to some of you, but collectors want these guitars.