

YOU THINK POKÉMON PLAYERS ARE CRAZY? THINK AGAIN.

I thought it would be beneficial to enlighten you all on trends, fads and crazes and how it can affect collectors, collections and their resale values. Unless you lived under a rock, Pokémon in 2016 was all the rage... again. What began as a Nintendo Game Boy video game in the mid-1990s has blown up into a franchise that now includes video games, trading card games, animated television shows, movies, comic books and toys. The 2016 RPG, or online role playing game, had caused a small surge as if almost overnight, but the Pokémon craze and underground collectors have never really gone away -- they were just lying in wait, like a Pokémon!

Some of the original collector's card sets from 1999 can realize a few thousand dollars on eBay and some of the rare cards can bring several thousand dollars each. The recent craze can even cause a spike, especially with the new players causing new demand from more players. The other items and collectibles from the franchise are seen as cool, hip and very retro, and therefore, hot with the collectors.

The Pokémon craze is not an anomaly. In toys and games, examples include versions based on Star Wars, Transformers, Mario Brothers, GI Joe, and Teenage Mutant Ninja Turtles. They become known as franchises, developers and creators capitalize on everything to do with them. I want to be clear -- fads can cause people to collect anything and everything and if the franchise doesn't survive a generation, they tend to be just that, a fad. A huge collection with no interest. Think Beanie Babies, Cabbage Patch Kids and Pogs. All equally as hot as Pokémon and Star Wars in their heyday, but now seem like a distant memory and as collectibles, nearly worthless.

Now, let me tell you about the ones you probably don't know. The cult-like following games that have never gone away, just underground. But to their collectors, they are highly prized and more valuable than their household named friends. Do you remember Magic: The Gathering? The role playing card game that's underground now, but whose cards can sell for thousands and even tens of thousands for rare variants. I wouldn't be surprised if their developer is not seeing this Pokémon craze and looking to come back with a vengeance. The father of all these types of games, Dungeon and Dragons, is still out there as well. They have highly prized collectibles that you probably never heard of. We just sold a few loose D&D toys for \$110 that most people would have put out for the yard sale at \$5.

With these examples, I'm just scratching the surface of what's lurking out there, like a rare Pokémon.

I talk a lot about toys and you'd think I was a collector or a big kid. Okay, the latter is true. I just think they illustrate the collector's mindset best, but it really relates to all things. Let's delve into other areas of interest, shall we?