Finding the Fair Value of a Vintage Radio

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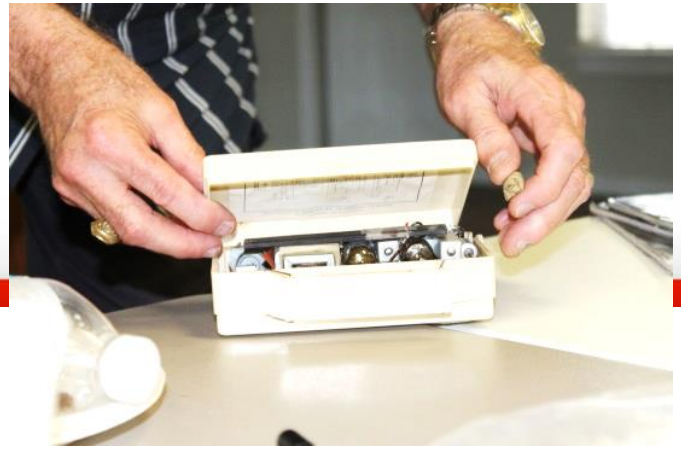
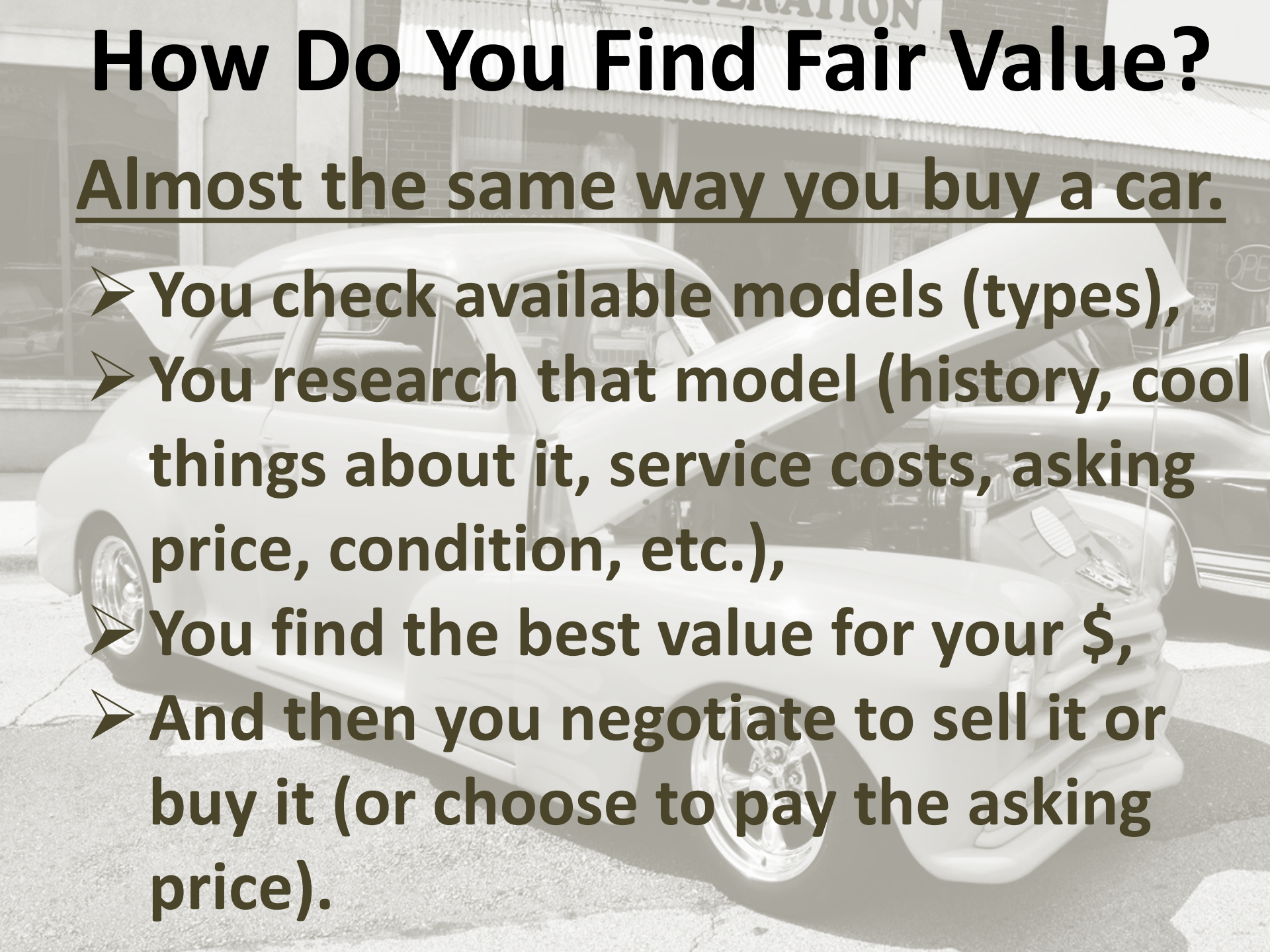
What is *Fair Value*?

Fair Value

The Value which is determined by the market and agreed upon by a willing buyer and seller.



How Do You Find Fair Value?



Almost the same way you buy a car.

- You check available models (types),
- You research that model (history, cool things about it, service costs, asking price, condition, etc.),
- You find the best value for your $,
- And then you negotiate to sell it or buy it (or choose to pay the asking price).

Take These Steps to Find the Fair Value of a Vintage Radio

1. Assess the Condition/Potential of the Radio
2. Check the Competitor's Radios Condition & Price
3. Calculate the "Fair Value" of the radio

Before Buying or Selling

Step 1:

Assess the Condition/ Potential of the Radio

Assess the Condition of the Radio

- How does the cabinet look?
- Has it been turned on recently?
- If it plays, how does it sound?
- What is its condition? “As is” “For parts,” “works,” “used,” “restored,” “good condition,” “untested,” etc.
- What might it cost you to restore it?

More on Assessing the Condition of the Radio

Selling or Buying

- Brand (some are worth more than others)
- Rarity (1st, last, only?)
- Research Findings
- Collect or Resell
- Potential

Before Buying or Selling

Step 2:

Check the Competitor's Radios Condition & Price

Where to Find the Competing Radios

Anyplace vintage radios are bought and sold.

The goal is to find out what someone actually paid for the equivalent (same or very similar model in appearance and condition) radio.

What to Check on Similar Radios

How is the cabinet described?

Often you are supposed to assess it yourself from photos or in-person. Seller may even say, "See photos." Look for these issues either written in the description of from the photos or your inspection. Look for:

- **Chips, cracks or deep scratches**
- **Chunks of the cabinet missing or broken off**
- **Water rings**
- **Cigarette or other burns**
- **Broken screw holes or feet**
- **Torn or missing labels**
- **Broken or missing buttons, knobs, decals, manufacturer information, etc.**

What to Check on Similar Radios

How is the functionality described?

- “Restored” = Recapped and aligned at minimum.
- “Good condition” = Cabinet looks nice. (Chassis ?)
- “Plays” or “Works” = Makes a sound when on.
- “Used” = We hope so. If not, could it be vintage?
- “As is” = What you see (or I tell you) is what you get. Definitely no returns.
- “For parts” = Not restorable, but some pieces might be useful (or not). Also no returns.

What to Check on Similar Radios

What might it cost you to restore it?

- Cabinet-Related Parts: Dial glass, dial scale, dial pointer, knobs, buttons, radio back, veneer, escutcheon, badges & labels
- Chassis-Related Parts: Tubes, tube covers, wiring, speaker, rectifier, power supply, power cord, transformers, push button assembly, volume and off/on switch controls, capacitors, resistors, dial cord, coils, antennae, & chassis mount pads.
- Tools & Labor

Places To Buy Vintage Radios

Places to Buy Vintage Radios

https://www.oldest.org/vintage/antique-radios/

OLDEST.ORG

https://www.retroradioshop.com/collections/refurbished-home-radios-for-sale

https://www.etsy.com/

Search for “radios vintage”

Etsy

https://www.vintage-electronics.com/

JOHN KENDALL'S

vintage electronics

More Places to Buy Vintage Radios

https://shopgoodwill.com

Search for “radio”

https://www.collectorsweekly.com/

Search for “radios”

https://www.liveauctioneers.com

Search for “radio”

https://www.ebay.com/

Search for “vintage radios”

Not-Online Places to Buy Vintage Radios

- Garage Sales, Estate Sales & Flea Markets
- Thrift Stores, Resale Shops & Antique Stores
- Classified Ads or Place a Wanted Ad
- Radio Club Meetings & Swap Meets
- Other Collectors, Vintage Item Restorers
- Beside the Road on Big Trash Day (Free)

Places To Sell Vintage Radios

Places to Sell Vintage Radios

https://radioattic.com/faq

For anyone who wants their own space on the Internet to sell old radios.

https://oklahomacity.craigslist.org/

Deal locally, face-to-face —follow this one rule and avoid 99% of scam attempts.

https://www.antiqueradios.com

Although best for getting your questions answered and extending your knowledge, you might be able to negotiate a trade or post some pictures and offer the radio for sale.

More Places to Sell Vintage Radios

https://nextdoor.com/

Marketplace

https://www.facebook.com/marketplace/

Etsy

https://www.etsy.com/search?q=radios+antique

ebay

https://www.ebay.com/

Not-Online Places to Sell Vintage Radios

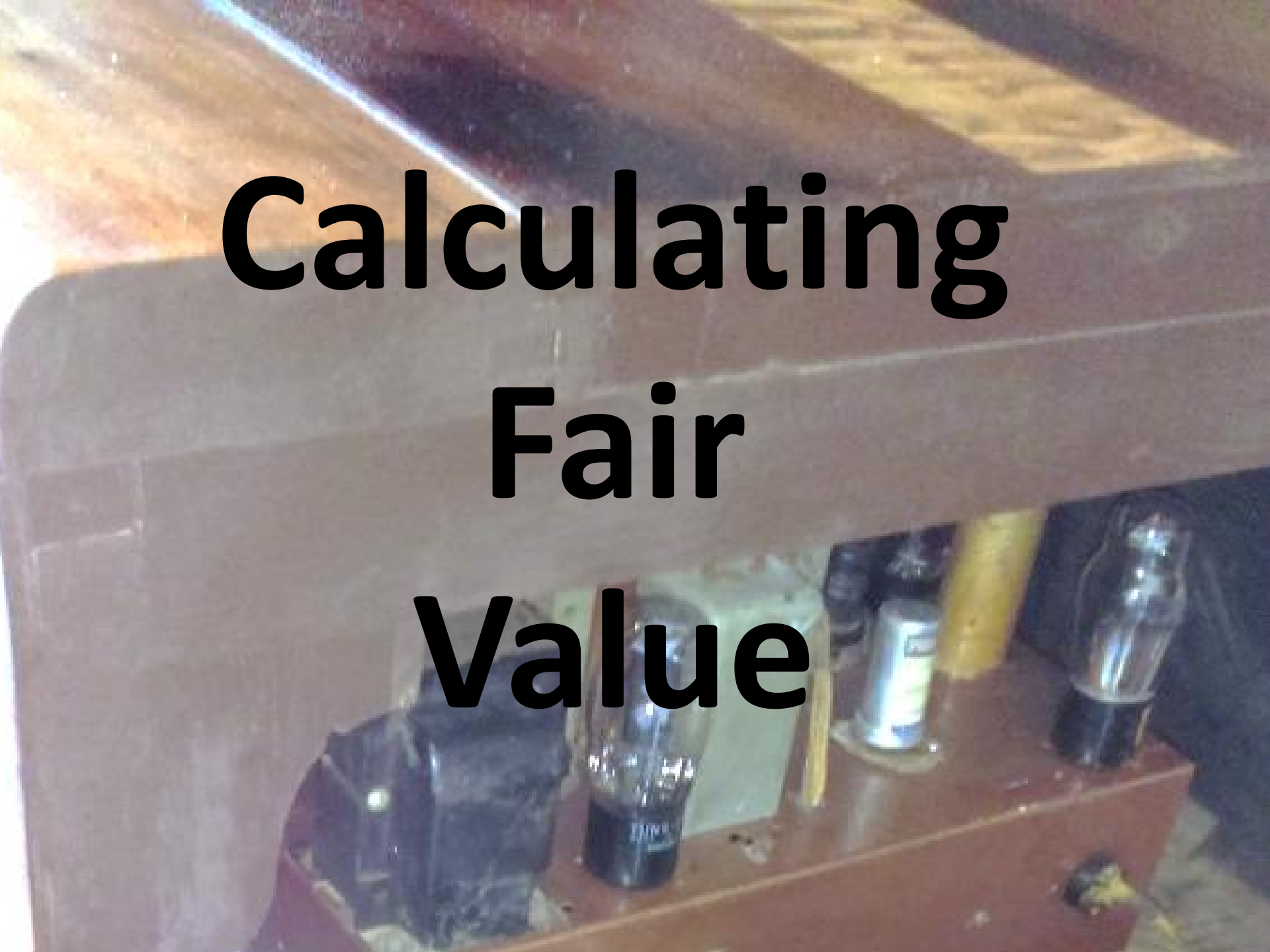
- **Antique Stores**
- **Pawn Shops**
- **Other Collectors**
- **Friends and Neighbors**
- **Arts & Crafts Fairs**
- **Radio Club Swap Meets**
- **Your Garage Sales and Community Flea Mkts**
- **Places You Would Choose to Buy One**

You can buy radios from or sell them in many places, but when you want to quickly calculate fair value, the most common place people search is . . .

Before Buying or Selling

Step 3:

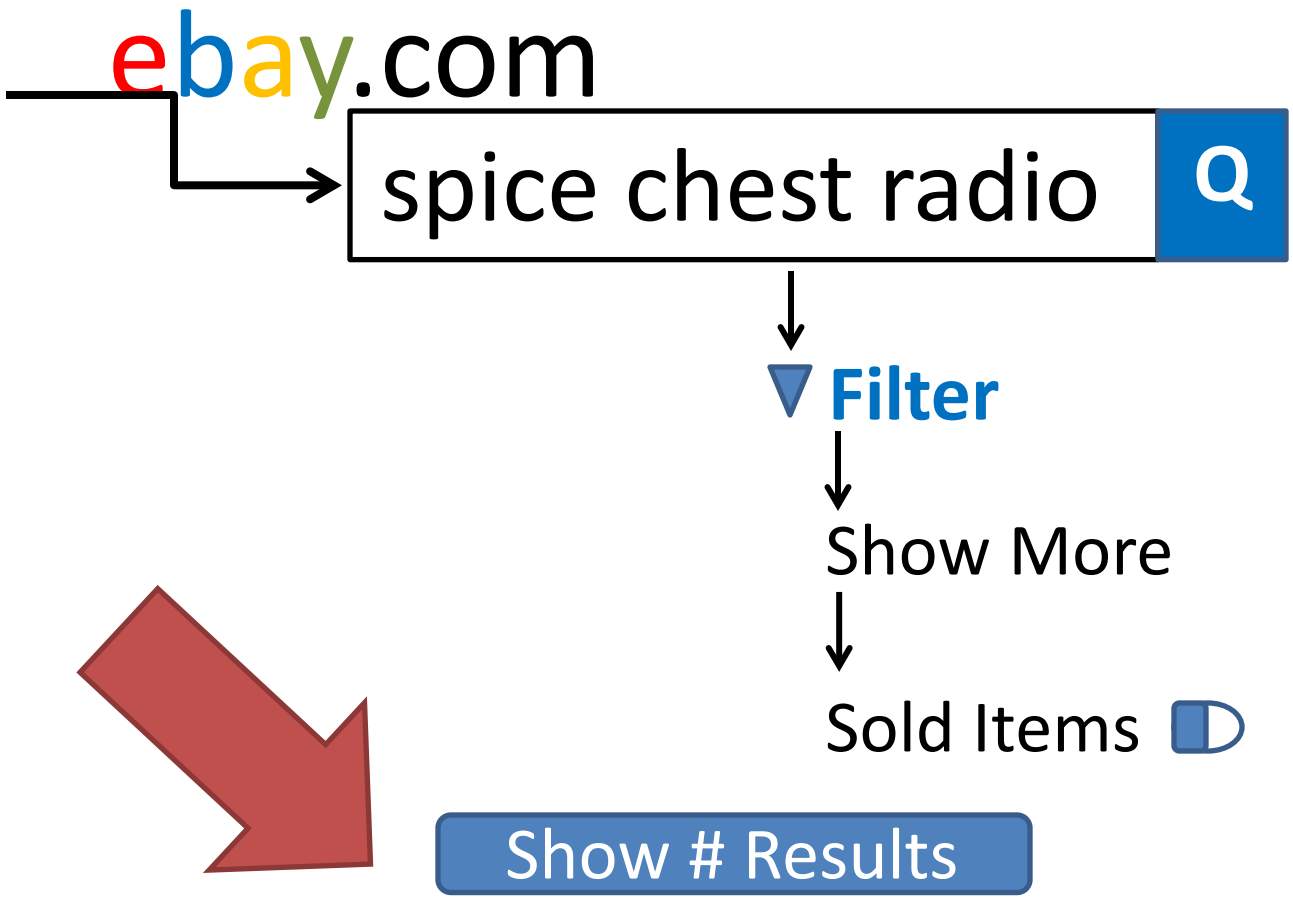
Calculate the “Fair Value” of the radio



Calculating Fair Value

Spice Chest Radio

(Our Example)


ebay.com
spice chest radio
Q
Filter
Show More
Sold Items
Show # Results

For Sale

$ 49.99 (OBO) + $50.80 (S) = $100.79
(no returns, no condition stated)

$125.00 + $46.66 (S) = $171.60
(30 days, powers up, sounds fine, serviced)

$140.00 + $21.68 = $161.68
(refund if NAA but w/o shipping, works)

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What price will your online buyer be willing to pay for that radio (with shipping)?

For Sale

49.99

125.00

140.00

?

What price will your local buyer want to pay for that radio?

If you have checked the competition, you can be prepared to explain why the radio you are selling is worth more, or why the one you want to buy is worth less than asking price.

Sold

ebay

Jan. 2023 $ ~~45.00~~ + $34.70 (S) = $??.??

(working novelty item, took “best offer”)

Feb. 2023 $ 35.00 + $28.00 (S) = $ 63.00

(plays, got lots of stations at my house)

Mar. 2023 $ 35.00 + $54.28 = $ 89.28

(gets even our weaker AM stations across the band)

Three SOLD and working spice chest radios were found on ebay. These are used to calculate a fair price as of the time you located this information.

These 3 SOLD, working spice chest radios:

Jan. 2023 $ ~~45.00~~ + $34.70 (S) = $??.??

Feb. 2023 $ 35.00 + $28.00 (S) = $ 63.00

Mar. 2023 $ 35.00 + $54.28 = $ 89.28

$152.28

Total value of these 2 radios = $152.28.

Fair Value = for an equivalent spice chest radio is Total value divided by number of sold (2) radios: = $ 76.14 +/-

152.28 ÷ 2 = $76.14

Additional places to Confirm Your Calculation of Fair Value

Radioattic.com

Shows you an approximate range of the radio's value based on geographic area in which you live.

Radiomuseum.com

Provides technical information on the radio, how much it sold for new, and pertinent details.

Philco.com

Tells you every Philco model by year, quantity sold, what the list price was, and some original photos.

NOW

Because you have assessed the radio's condition inside and out and checked the competition . . .

YOU are prepared to explain why the radio you are selling is worth more, or why the one you want to buy is worth less than other people's asking price.

SO GIVE IT A TRY!

Questions and Answers

Questions, Thoughts, or Experiences?

PLEASE SHARE

Before we go

On with

the show

[because] . . . This is it!

Thank you for attending this Workshop on:

Finding the Fair Value of a Vintage Radio

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