

Deal Scorecard

Score every item before you buy. Circle 1 (weak) -> 10 (strong) on each driver, run the money math, then let the verdict be a decision, not a feeling.

Score the 6 Value Drivers

Edge lives where one driver is underpriced by the market - not where you simply like the item.

Item

category / maker / name / year / variant

1. Significance

first / iconic / sought-after example?

 1 2 3 4 5 6 7 8 9 10

2. Maker & Subject

brand · artist · player · character

 1 2 3 4 5 6 7 8 9 10

3. Scarcity

production · survival · numbering · variant

 1 2 3 4 5 6 7 8 9 10

4. Condition

grade/tier · complete · original · authentic

 1 2 3 4 5 6 7 8 9 10

5. Availability

low supply/pop = higher score

 1 2 3 4 5 6 7 8 9 10

6. Demand & Timing

heating up, steady, or cooling?

 1 2 3 4 5 6 7 8 9 10

THE MONEY MATH

Best sold comp

All-in cost

price + fees + ship + cert

Target buy price

Est. margin

GUT CHECKS

- ☐ Item ID'd precisely (maker/year/variant)
- ☐ Anchored to **sold** comps, not asking
- ☐ Authenticity / cert verified
- ☐ I can actually re-sell this (liquidity)
- ☐ Within bankroll & death-pile limit

THE VERDICT

BUY

NEGOTIATE

PASS

Rule of thumb: if two or more drivers score low and the margin is thin, that's a PASS.