



Garage Sale Strategies For eBay Success

The eBay Seller's Guide to Finding
Profitable Hidden Bargains at Garage Sales

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Introduction



Hardly a day goes by that I don't receive several emails asking the same basic question. "Where and how do I locate inventory to sell on eBay?" That, or some variation of it, is probably the most frequently asked question on the many auction related discussion boards on the Net.

The most frequently seen response to this question is "start by selling things from around the house" followed closely by "buy inventory at garage sales."

I'm sure there are tens of thousands of eBay sellers who use garage sales, yard sales, rummage sales, and estate sales as their primary source of inventory for eBay.

Many of them specialize and what they buy at these sales is as varied as eBay itself....toddler's clothing, designer women's clothing, tools, antiques, collectibles, books, CDs, collectible figurines such as Precious Moments.....the list could go on and on.

Yet, whatever they search for, nearly all of them have one thing in common. When they walk down the driveway back to their car, many times they walk away from the garage leaving the gold still on a table or in a box in the garage.

The young mother who sells baby clothes on eBay leaves behind a board game priced at \$1 that will easily bring \$80 on eBay.

The elderly gentleman who prides himself for his knowledge of antiques walks down the driveway empty handed leaving behind three boxes of 6 year old magazines marked FREE that will easily bring \$150.

The long haired young man who gets in his car with a smile on his face because of the two books he's just bought for \$2 leaves behind a blender priced at \$10 that bidders regularly pay \$200 or more for.

Let's face it - sourcing your inventory at garage sales can be hard work. If you already do it that statement doesn't come as a surprise to you.

No matter what you look for, you end up walking away empty handed from a lot of the sales you go to. But it doesn't have to be that way.

The purpose of this report is to give you the tools to make your garage saleing more profitable. To allow you to walk away empty handed from a lot less garage sales.

The items I will talk about here won't make you rich overnight. But, they will allow you to buy items that you will make \$30 to \$80 profits from (and sometimes more) on a regular basis. And you will be able to buy these items because the average person who goes to garage sales will pass them by because they have no idea of their actual value.

If you need a four-figure profit from everything you sell you won't hit many home runs with the information in this report. But you will be able to consistently bunt, hit singles and an occasional double.

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And, I will make this promise. By the time you finish reading this report you will be able to wring every last possible cent in profit from the garage sales you go to.

This report is broken down into several sections, each of which is devoted to general category. Some categories will contain specific recommendations of what you should be looking for. Some will contain broader, more generic, descriptions of the type of items you should be buying. Other categories will contain both.

I suggest that you print out this report and put it in a three ring binder that you keep in your vehicle at all times. Become familiar with it one section at a time.

So, let's get started. Make out your list of garage sales and let's go see what we can buy this morning.

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Some Garage Sale Strategies

If you are an experienced garage sale addict most of what you find in this section of the report will probably be old news, but why not read it anyway. You might find a treasure or two.

If you aren't in the habit of using garage sales as a source of inventory then this section will provide you with some guidelines that will make your Saturday morning hunting more successful.



1. Have a plan

If you are going to be visiting more than 10 sales have a plan of attack before you leave home. If all the sales you will be attending are within town, divide the town up into three or four sections and group the addresses in each section together.

If the sales are more spread out in a rural setting, locate each sale on a map and use the map to come up with a logical order to follow to save both time and gas.

2. Wear comfortable clothing – especially shoes

This isn't going to be a shopping trip to Macy's. You are going to be doing a lot of walking and getting in and out of your car a lot of times. You might as well be comfortable doing it.

3. Bring small bills and change

Make sure you have plenty of change, ones and fives with you so you can pay with the exact amount of your purchase. Over the course of a morning you will save a lot of time not having to wait for change because all you have is twenties.

This is also important when you're shopping at a sale before it's advertised start time. It's surprising how many sellers send their spouses out for their change fund 20 minutes before their sale is advertised to start. Being able to pay for a purchase with exact change will allow you to shop early at many sales you otherwise wouldn't be able to.

4. The early bird gets the worm

Most advertised garage sales have a starting time included in the ad. If a sale is advertised as starting at 8:00, there's nothing wrong with being there 30-45 minutes early. If the garage door is open or if things are already set up out in the yard, don't be afraid to get out of the car and shop.

Just walk up, say good morning and chat a little while you're looking. Most people won't say anything and will be happy to let you shop.

The worst that can happen is you will be told "I'm sorry, we're not open until 8:00." If that happens, be polite, thank them and simply go back to the car.

5. Be prepared to walk

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Many times the people in neighborhoods will all their annual sales on the same day. These neighborhood sales are extremely popular and many times parking can become a problem.

If you plan on attending one of these sales bring along a wagon or small lightweight basket to haul your purchases in and walk rather than continually returning to your car.

6. Look up, down, and all around

Pay attention to boxes pushed under tables and things hanging on the walls or up in the rafters of the garage. Get down and dig in the boxes. If you see something of interest on the wall or in the rafters don't be afraid to ask if it's for sale.

You will be surprised at how often you can buy something that the person holding the sale hadn't originally planned on selling. You can't buy it if you don't ask.

7. Don't be afraid to ask if they will take less for something

Most people expect this at garage sales. Simply be polite and respectful and many times you will end up with an item for less than the original price on it.

8. Don't be in a huge rush

At some sales you will be able to tell there is nothing you are interested in as soon as you walk in the garage. Others will require some time to completely explore.

In most areas of the country after you've been to 4-5 sales, it's unlikely you are going to find the rare antique that shouts "buy me, buy me" sitting on a table in plain sight. If it was there to start with, someone else has already been there and bought it.

You're looking for the things that most people assign no real value to but which you can realize a nice \$30 to \$50 profit from. Take the time to find these items if they are there.

Many times you will be more productive taking the time to thoroughly shop 20 sales in a morning than rushing through 40.

9. Take time to check out any boxes marked FREE

Many sales will have a few boxes of free things the seller thinks have no value and they just want to get rid of. Take a few seconds to look through these boxes. Over time, your effort will be well rewarded.

10. Don't be afraid to take a gamble now and then

This report will provide you with enough knowledge to buy items that 99.9% of garage sale shoppers will bypass without a second thought. However, there's no way it can include everything

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The time will come when you find something that you know nothing about, but which your gut tells you should buy. As long as you're only spending a dollar or less, be willing to listen to your gut and take a gamble now and then.

If you do this, you will find that eventually you will have bought 10 items for a total of \$10 or less. Seven of these items you will wish you never bought and they will end up in the trash or the next garage sale you have. However, the other three will have brought you enough profit to make you forget about the seven bad ones.

Now that you are armed with a few garage sale basics, let's talk about what you should be looking for.

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Books



Dealer Manuals For Vehicles – Not the Chilton and Haynes manuals, but the large ones published by the manufacturers. Often found for \$5 or less and will bring \$60 to \$100 or more. Imports seem to do better than domestic makes. Classics like the 57 Chevy or 54 Fords can sell for pretty crazy prices. Most of these were used by mechanics so much of the time they will have grease stained pages, etc. That doesn't seem to detract for the selling price much though, as the person buying them is going to be getting them dirtier still.

Black's Law Dictionary – None current editions can often be found for \$5 and will bring \$40+.

Law Books by West

Harlequin Romances Numbered 1000 Or Lower – Many collectors are looking for these to complete their collections. Pay 25 cents or less, keep them until you have 25 to 50 and sell them as a lot.

Two Stroke Tuner – by Gordon Jennings. Occasionally seen for a couple dollars and will bring \$100+

Vintage Cake Decorating Books – Those from the 1960s or earlier will always bring you a nice profit if you can get them for \$5 or less.

Wilton Cake Decorating Yearbooks – These have been published every year for the last 30 years. Often found for 50 cents or less. Buy these individually and keep them until you have a run of 10 or more years and then sell them as one lot.

Genealogy Books – Most will sell for \$15 or more. Some sell for much more. The best are those published by small regional organizations.

Vintage Medical Books – Occasionally show up at garage sale and when they do are usually priced for \$1 or less. Many will sell for \$30+. Some for a lot more.

Doll Restoration Books By Mildred Seeley – These 60-80 page booklets can be found for \$2-5 and will normally sell for \$40+. Be sure to list them in the Dolls category rather in Books.

Any Other Doll Related Book By Mildred Seeley – These can be found for the same price and will bring \$20+. Again, be sure to list in the Dolls category rather than Books.

Cooking Light Cookbook Annuals – You can normally pick them up for \$1 or less. Buy them individually and keep until you have a grouping of 5 to 10 and sell them as one lot.

Alcoholics Anonymous Books – The really rare one is the first edition that sells for four figures, but it's not very likely you will find one at a garage sale. However, even

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the second edition sells well and you can occasionally find them at garage sales for \$1 or less. Don't buy second editions without their dust jacket..

Any Books, Videos, or Tapes About Belly-Dancing – Buy them for \$1 to \$2 at garage sales. These are always a good seller on eBay

High School Yearbooks – These can be somewhat of a gamble, but since you can usually buy them for a dollar or less at garage sales they are usually worth the chance. Most will bring at least \$10 on eBay and some will really surprise you. There are lots of people looking for them for various reasons. You will occasionally find college yearbooks also, but unless they are from small private colleges or from 1920 or earlier they usually don't sell very well.

Books By Janette Oke – She wrote several series of book with religious/romance themes that all sell well. They can often be found at garage sales for a quarter or less. Rather than try and sell individual books, keep them until you have a complete series and sell the series for a nice profit.

Firefox Books – There have been 10 volumes of this book published and they can often be found at garage sales for less than a dollar each. Similar to the Janette Oke books, wait until you have a run of at least 5 or 6 of them and sell them as a lot for a handsome profit.

Time-Life Series Books – Over the years Time-Life has published numerous series of books. Each series consisted of from between 6 to more than 40 volumes. While many of them don't do well on eBay, there are some of the series that will always sell well when sold as a complete series. Below are the series you should look for along with an idea of what you can expect to receive for them.

- Australians At War (16 volumes) - \$250
- Civil War (28 volumes) - \$150
- Good Cook (28 volumes) - \$200
- Old West (26 volumes + master index) \$125 w/o index, \$150 with index
- Foods of the World (54 volumes) - \$200
- Library of World Art (28 volumes) - \$150
- Enchanted World (21 volumes) - \$125
- Third Reich (21 volumes) - \$150
- Vietnam Experience (25 volumes) - \$150
- The Art Of Woodworking (23 volumes) - \$125
- American Country (17 volumes) - \$75
- Seafarers (22 volumes) - \$100
- TimeFrame (25 volumes) - \$100

It's key that you only buy these as complete, or near complete sets. If you come across a set that's missing one or two volumes, you can buy it and then buy the missing volumes on eBay to complete the set. Individual volumes of most sets do not sell that well on eBay so it's important you sell these in sets to make money.

Vintage Correspondence Courses – They need to be complete and in good condition. When found they can often be purchased for \$5 or less and will sell for \$50 up into the mid three-figure range. Particularly good are the Cleveland Institute of Electronics courses.

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Any Cookbook by Rachael Ray – If you can buy it for \$2 or less grab it and run.

Any Barefoot Contessa Cookbook – Same as above. Buy all you can find for \$2 or less.

Any Cookbook by Nigella Lawson

Any State, County or Town History Book Published In Conjunction With A 50th, 75th, or 100th Year Celebration.

CDs and Cassettes

Most Real Estate Seminars (especially those by Mike Ferry) – Buy them for \$10 or less. Most will sell for \$40 or more.



Self-Help and Business Building Cassette Sets – You can often find these for \$2-\$3 each at garage sales. Most will bring between \$10-\$15 each on eBay and some regularly sell for \$30+. Make sure they are complete with all the correct cassettes and a workbook. Some particularly good selling authors are:

- Brian Tracy
- Zig Ziglar
- Tony Robbins
- Robert Allen
- Jay Abraham
- Lucinda Bassett
- Jim Rohn
- Robert Kiyosaki (Rich Dad, Poor Dad)
- Carlton Sheets (People will buy them)

Any Cassette or CD Set of “How To Speak (insert a language)” – When seen you can usually buy them for \$5 or less. They sell quickly for prices of \$25 and higher.

Any audio book on CD by a popular author or of a popular book in unabridged format– Can be purchased at garage sales for \$2 or \$3 and will normally bring \$25 or better. These are also available in cassette format, but the cassettes don’t sell anywhere nearly as good and I’d recommend you not buy them.

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Clothing



Surfer And Skater Board Shorts– The best brand names are BILLABONG, KIK WEAR, and ECKO UNLTD. Can often be found for \$2 to \$3 and sell for big dollars.

Nordstrom's Shirts – Those in very good used condition sell well

Bobby Jones Shirts

Early Adidas Clothing – items with the three leaf logo

Abercrombie Clothing – nearly anything

Goth Clothing – it all sells but plus sizes are particularly good sellers

Tommy Bahama pants and shirts

Seven For All Mankind Jeans – Not that common at garage sales, but when you find them they are usually relatively cheap and will be a moneymaker for you

Vintage Bell Bottom Pants Of Almost Any Brand

IZOD Lacoste Gator Polo Shirts – Those from the late 1970s and early 1980s. Small sizes and those with stripes seem to sell best. Usually \$1 or \$2 at garage sales and will sell for \$20+.

Any Old Levi Denim Clothing With The Big Red E – don't buy the small e. The big E has to be on the red tabby on the pocket not the leather patch – THIS IS IMPORTANT!!

Northface Jackets and Gortex Garments

Just About Anything Cashmere That Doesn't Have Holes In It

Here Are Some Misc. Clothing Brands That Sell Well Individually

- Abercrombie & Fitch (Big trend with teens)
- DKNY (Anything Donna Karan, purses, clothing)
- Ralph Lauren (Polo)
- Tommy Hilfiger (Anything Tommy)
- GAP (Preferred over Old Navy with most teens)
- Diesel (Their jeans are hot)
- Crest Jeans (Usually sell well)
- Lucky Brand Jeans

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These Are Some Misc. Clothing Brands That Sell Well In Lots

- Old Navy
- Limited Too
- Levis
- Mudd
- Lei
- Nautica
- Gymboree
- Osh Kosh
- The Children's Place
- Fubu
- IZOD
- Bugle Boys
- Sideout
- Rustler
(quality jeans – sell in lots)
- OP (Ocean Pacific)
- Cherokee
- Adidas
- Plugg
- Sports Trax
- Green Dog
- TKS
- Basic Edition

Misc. Girl's Dresses That Sell Well

- Bryan
- Peaches and Cream
- Jessica McClintock (Gunne Sax)
- Polly Flinders
- Nannette
- Ruth Of Carolina
- Rare Editions
- Storybook
- Sweet Angela
- Petit Ami
- Jillian's Closet

And A List Of Designer Clothing That Sell Well

- Alia
- Arman
- Akademiks
- Jessica Ash
- Blahnik
- Borreli
- Bsa
- Banana republic
- Bartack(jeans)
- Blumarine
- Bebe
- Harve Benard
- Tommy Bahama
- Bathing Ape
- Brioni
- Blue Cult
- Bruce Bouer
- BrookBbros
- Balenciaga
- Earl jeans
- Evisu
- Energie
- Etro
- Enyce
- Ferrefendi
- Istvan Francer
- Tom Ford
- Teen Flo
- Ferreti
- Carrie Forbes
- North Face
- Romeo Gigli
- Ghost
- Citizens of Humanity
- Hermes
- Hurley
- History
- Hudson

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- Bromley
- Celine
- Chloe
- Cacharel
- Canalli
- Courreges
- Cavalli
- Coach
- Cerruti
- Company
- Cdg
- Coldwater creek
- French Connection
- Dsquared
- Chris davis
- Juicy Dahlia
- Da nang
- Dosa
- Diesel
- Von Dutch
- Don Elliot
- Nanette Lepore
- Tossetta Millington
- Catherine Malandrino
- Mayle
- Miu Miu
- Nicole Miller
- Monsoon
- Marni
- Alenxander Mcqueen
- Anna Molinari
- Martin Margiela
- Krizia Maglia
- Moschino
- Mizratti
- Nat Nast
- Newport News
- J Mendal
- Evan Picone
- Pucci
- Philosophy
- Punkyfish
- Rene Pontier
- Poetica
- Loro Piana
- Chip & Pepper
- Micheal Smith
- Stussy Miss Sixty
- Hollister
- Iceburg
- Item
- StoneIsland
- James Preserved
- Joie
- Mark Jacobs
- Betsey Johnson
- Paul and Joe
- Kasper
- Kenzo
- Kors
- Nanette Lepore
- Leonard of Paris
- Hacket of London
- Lindeberg
- Libbie Lane
- Lacroix
- Laundry
- Louben
- Loden
- Paul & Shark
- Rodriguez
- True Religion
- Ben Sherman
- Tsubi
- Toto
- Ory
- Victor & Rolf
- Rare
- Rogan
- John Richmond
- Sonia Rykiel
- Replay
- Sharagano
- St John
- Paul Smith
- Ellen Tracy
- Tiffany Thiesan
- Lord & Taylor
- Ungaro
- Versace
- Voyage
- Velaria
- Vertigo
- Timmy Woods
- Yanuk

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Women's Handbags - There are several brands of used ladies' handbags that always bring a very good price if they are in good condition, vintage or not: Gucci, Fendi, Coach, Cole Haan and Dooney & Bourke. Counterfeits abound, so don't buy any unless you find one of these genuine marks:

Gucci: Brass GUCCI tag inside, serial number embossed on leather tag inside.

Coach: Coach creed and serial number embossed in leather inside:

Fendi: Serial number stamped in gold on inside (sometimes also says Fendi SAS and Made in Italy).

Cole Haan: Cole Haan embossed in leather on the back of the flap or, if the purse is fabric or has no flap, look for an embossed leather label inside.

Dooney & Bourke: Red-white-and blue "Made in America" tag sewn inside.

Specialized Clothing and Costumes – Cheerleader outfits, older white nurses uniforms, belly-dancing outfits. There's a huge market for these items within the fetish crowd and they will pay good money for them on eBay.

Victoria's Secret Undergarments and Negligees – I have no worldly idea why anyone would want to wear someone else's used underwear but apparently they do. There is always a market for these items on eBay and you can pick them up at garage sales quite cheaply at times.

VERA Brand Silk Scarves – These can be easily be found at garage sales for \$.50 or less and will usually bring \$10 on eBay. Buy the most colorful ones and those with intricate designs. All should be marked VERA in one corner. If there's also a ladybug present, all the better.

Square Dancing Clothes – You won't run across these very often, but if you do grab them for \$5 a garment or less. They always sell well on eBay. Actually, almost anything related to square dancing sells well.

Vintage Bowling Shirts – The brightly colored ones with a team sponsor's name on the back. You won't come across these that often, but when you do you'll buy them for less than a dollar each. Buy every one you can find that isn't stained or has holes in it. You'll make enough to treat the family to several nights at the local bowling alley.

Vintage Girdles, Corsets And Women's Nylons – Once again you are dealing with the fetish crowd here. Any girdle, corset or pair of women's hose with a seam down the back is worth buying. When seen, you can usually buy them for less than \$1 which leaves you plenty of room for a nice profit. List them under the appropriate women's clothing category and be sure to include the word "VINTAGE" in your headline. HINT: Any examples of these items for large women will always bring more money, so be sure to include the size if known and BBW in your description and/or title.

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Craft Items

Cross Stitch Patterns and Booklets – can often be found at garage sales for 10 cents each or less. May sell on eBay for well over \$20. The problem is that there are thousands available and only a percentage of them bring \$20 or more.



That leaves you with three alternatives:

- Ignore them completely
- Spend considerable time looking at eBay closed sales to determine what sells and what doesn't
- Buy everything you see priced at 10 cents or less and start them on eBay for a price you are comfortable with. Then take all those that don't sell and relist them as one lot. In the end you will still make money using this strategy.

If you decide to buy selectively, here are some hints as to what sells well:

- Zodiac Signs
- Snoopy/Peanuts related patterns
- Patterns created by P. Buckley Moss
- Many patterns sold under the Prairie Schooler brand name
- Care Bear patterns
- Precious Moment patterns
- Disney character patterns
- Carousel horse patterns
- Holiday related patterns
- Holly Hobbie patterns
- Raggedy Ann and Andy patterns
- Teddy bear patterns
- Hummel figure patterns

Cross Stitch Kits - You can often find these for 25 cents to a dollar at garage sales. Many will bring \$15 to \$30 with some selling for over \$150. If you are interested only in the higher priced ones, you will need to spend some time researching closed sales on eBay. Be assured it will be time well spent.

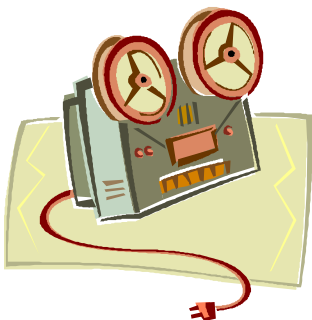
As a general rule the types of cross-stitch patterns listed above will also sell well in the form of kits. Some research will provide you with others also.

Vintage Paint By Number Kits – When found at garages sales these kits normally sell for \$2-\$3 and will often bring \$20+ on eBay.

Singer Model 301a and 401a Featherweight Sewing Machines – When seen at garages sales they are usually priced for \$5 or \$10. Readily sell on eBay for anywhere from \$50 to over \$200. Quilters buy them because they are lightweight and portable making them easy to take along to quilting bees. Much more valuable than a lot of the much older machines you see on eBay.

Old "How-To" Craft Books – Particularly for crafts that are no longer very popular, such as beaded flowers, etc. Usually sell for a dollar or less at garage sales and can easily bring \$30 to over \$150 on eBay.

Electronic Equipment



FM Converters For Cars – These are add ons for AM car radios. You tuned your radio to 1400 AM and the FM would come on. Often found for less than \$10, they sell well for \$40+. Classic car collectors love them because they can keep the original AM radio and still listen to FM stations.

8 Track Tape Players – The ones for cars are the best, but those that were meant to be part of a stereo system sell well too.

Early Personal Computers – Commodore SX-64, PET, & VIC20; Atari 400 & 800 and early Amigas can be occasionally found at garage sales for \$5 to \$10 and will bring a nice profit on eBay. Don't pass up any of the early game cartridges for these machines either.

Reel-To-Reel Tape Decks – When found at garage sales you can usually buy them for \$5 or \$10. Many of them sell for \$50 to \$200 or more on eBay. It's probably best to limit yourself to buying well-known brand names such as:

- Akai
- Pioneer
- Fostek
- TEAC
- Ampex
- Tascam
- Sony

Vintage Ham Radio Equipment – Many vintage ham radio receivers, transmitters, and transceivers from the 1950s to the 1970s sell well on eBay and you will occasionally run across them at garage sales for \$5 to \$25. Even at \$25 you can still make a handsome profit on many of them. Some of the brand names to look for are:

- Collins
- Kenwood
- Hallicrafters
- Johnson Viking
- Johnson Ranger
- Heath Kit
- Allied
- Drake
- Ten-Tec
- National
- Yaesu

Bulk Reel-To-Reel Tape Erasers – These were used to quickly erase a lot of reel-to-reel recording tapes quickly. Good quality ones from companies such as Akai or Sony will usually bring \$100 plus. **CAUTION:** Buy one, list it, and sell it, but don't get it anywhere near your computer. It will wreak havoc with your hard drive.

Metal Detectors – Occasionally you will come across metal detectors at garage sales priced between \$5 and \$15. As long as they are in working condition, if you can get them for that price you'll make a nice profit. From my experience detectors manufactured by White and Garrett sell the best.

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Vintage Portable Transistor Radios – When you come across one of these at a garage sale you can usually pick it up for less than a dollar. While many have little or no value, many sell for \$50 and into the mid three-figure range. Here are the ones you should be on the lookout for:

- Acopian
- Admiral - Buy any 7L series. Pass on all others.
- Airline - Buy any BR series. Pass on all others
- Alpha
- Barlow
- Bell Kamra
- Bendix
- Bresco
- Buick
- Bulova - Buy only the 250 and 640 series. Pass on all others
- Calrad
- Capri
- Champion
- Clarion (Don't confuse with Claricon)
- Crest
- Crestline
- Crosley
- Crown
- Daylite
- Delco
- Delta (must have the earphone)
- Emerson - Buy any 888 series except the Galaxy. Pass on all others
- Excel
- Firestone - Buy any 4-C-29 series. Pass on all others
- General Electric - Buy any 675, 676, 677, or 679 models. Pass on all others
- Hi-Delity - Buy the 6T-330 series. Pass on all others
- Hit Parade
- Hoffman - Buy any of their Solar, Trans Solar, or Solaradio models. Pass on others
- International
- Jupiter
- Lamie
- Lark
- Lefco
- Lido
- Mantola
- Minute Man
- Oldsmobile
- PP-T
- Promotone
- Raytheon
- Regency - Buy the Tr-1 or TR-4 series. Pass on all others
- Robin
- Sentinel
- Sharp - Buy the BH352 (looks like a rocket or old bicycle light). Pass on all others
- Shawa
- Sony - TR63 and TR 86

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- Standard
- Starblazer
- Startone
- Stat
- Sunpet
- Tact
- Toshiba - Buy the 3TP, 5TR, 6TP (except the 314 and 385), 6TR, and 9TM models. Pass on all others
- Trav-Ler - Don't buy the TR630)
- Truetone - Buy the D3614A, D3614B, and D3715A series. Pass on all others
- Wales
- Zenith - Buy the Trans-Oceanic or Golden Triangle series. Pass on all others
- Zephyr

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Kitchenware

Fire King Promotional Advertising Mugs – Those that advertise national food chains, restaurants, fast food businesses, and candy are the ones that sell the best individually. Examples with some type of graphics besides just the business name sell the best. Expect to pay 50 cents or less. Many sell for \$25 on up into the mid three-figure range.

McDonalds offered several versions over the years. DO NOT buy their "Good Morning" mugs. Any others sell well.



To get the best money for these it is imperative that you be willing to ship internationally as many of the biggest buyers are located in Japan.

Old Tupperware Items – Vintage pieces of Tupperware can be picked up at garage sales for 25 cents or less and are hot sellers on eBay. You will need to do a little research in closed sales to learn which items to buy, but the pastel tumblers and bowls are good sellers. Containers from the 60s are also good sellers. Many of these pieces will bring \$40+.

Vitamix Blenders – Any of the models they made. When found at garage sales they are normally priced for \$25 or less. Will easily sell on eBay for \$150 or more.

Cuisinarts – Buy the large DLC 7 or 8 models for \$5 to \$10 as long as they are complete and have all the accessories. You can sell these one of two ways. Sell the complete unit and it should go somewhere in the \$50 range. You can also break them up and sell the parts to people who need replacements. Selling the blades, bowl, etc. separately will likely bring you a higher return, but there will be more listing and shipping involved.

Salad Master Pots & Pans – Can be purchased for \$5 or less each at rummage sales and sell for \$40+ on eBay.

Oster/Osterizer Blender & Kitchen Center Attachments and Accessories – Often found at garage sales in their original boxes for a dollar or two. You won't retire on them, but these attachments and accessories will sell for \$10 to \$20 each pretty much all day long.

Pink Or Pink & White Pyrex Mixing Bowls & Casseroles – I've made a lot of money selling Pyrex glassware over the years, but you need to know what items sell and what doesn't. However, anything pink or white with pink decorations is a no brainer – buy every piece of it you can for \$3 or less. You won't be sorry you did. Individual pieces sell well. Sets sell even better.

Nutone Food Processors & Accessories – When found at garage sales you can usually buy these for \$5 or \$10. Sell them complete or break them up and sell the parts just like the Cuisinarts above. The only difference is that these usually sell for more money. Complete processors will usually bring \$100 or more.

Garage Sales Strategies for eBay Success

Magazines



When talking magazines, I'm not talking about old vintage ones from the 1950s or earlier. These are all more recent magazines and most of them appeal to a small targeted audience.

Many times you will find them for 10 cents each or a box full of them around \$1. Unless you know exactly what you are buying, don't pay more than 25 cents each for them.

The best way to sell these is to in lots of one or two-dozen or more. The larger the string of magazines the better. Here are just a few that should sell well:

- Backwoods Home
- Countryside
- Mother Earth News
- Fine Woodworking Magazine
- Wood Magazine
- ShopNotes Magazine
- Popular Woodworking Magazine
- Bonsai Today Magazine
- Fine Homebuilding Magazine
- Any Trapping Magazine
- Any Black powder related magazine
- Fine Homes Magazine
- Reminiscence Magazine
- Electronics Magazines From The 50s and 60s.
- Martha Stewart Living
- Victoria Magazine
- Woodsmith Magazine
- Saveur Magazine
- Fine Cooking Magazine
- North American Whitetail Magazine
- Flair Magazine
- Rolling Stones Magazine (90s or earlier)
- Easy Rider Magazines (from the 90s or earlier)
- Lord of The Rings – Official Fan Club Magazine
- BMX Action Magazine
- BMX Plus Magazine
- Freestylin' Magazine
- Any magazine about surfing
- American Bungalow Magazine
- Gildebreif Magazine (about doll-making)
- UFO Quebec Magazine
- Flying Saucers Magazine
- Countdown Magazine
- Pegasus Magazine
- Probe Magazine
- OVNI Magazine
- UFO Universe Magazine
- UFO Sightings Magazine
- True UFO And Outer Space Quarterly Magazine
- Alien Encounters Magazine
- UFO Report Magazine
- UFO Library Magazine
- Beyond Reality Magazine
- Official UFO Magazine
- Vogue Magazine
- Modern Drummer Magazine
- Guitar Player Magazine
- Famous Monsters Of Filmland Magazine
- Fangoria Horror Magazine
- Most wrestling Magazines
- Wood Carving Illustrated Magazine
- Mary Engelbreit Home Companion Magazine

Garage Sales Strategies for eBay Success

There are many other magazines that have been published in the last 40 years that you can find cheap at garage sales that will bring \$50 or more when sold in runs or lots of 25 to 50 or more.

When deciding whether to buy a particular group of magazines, keep the following in mind:

- The larger the run the better chance you have of getting a good price.
- Magazines that were meant for hobby or craft markets often do well in large lots.
- Magazines that were published for the teen and/or young adult market usually do well. Things such as:
 1. Skateboarding
 2. Video games
 3. Dirt biking
 4. BMX bicycles
 5. Mountain biking
 6. Snowboarding
 7. Fan magazines
 8. Movie magazines
 9. Goth magazines
 10. Extreme sports
- The more tightly niched the magazine is the better chance it has of attracting buyers.
- Magazines printed on high quality glossy paper with high quality illustrations often do well
- If you've never heard of the magazine there's a good chance you should take a close look at it rather than passing it by
- Tightly niched how-to magazines within men's hobby niches will usually do well

When buying magazines at garage sales you should always try to buy large groups in bulk and pay no more than .50 per magazine when you do. Often you will find a box or boxes of 100 or more magazines priced at \$1 or \$2 each. Never just pass these up. Always ask what the seller will take if you buy all of them. Often what started out as \$150 worth of magazines can be had for \$20 to \$25.

Garage Sales Strategies for eBay Success

Miscellaneous

Vintage Enema Bags – They sell for a dollar or two at garage sales and sell for \$30 and up on eBay. Strange, but most of the action is probably from fetish freaks.

Vehicle Cargo Nets – These are the elastic mesh nets that fit in the back of SUVs and vans or in the trunks of cars to keep things like grocery bags and such from sliding around. They are extremely expensive to buy from the dealer and used ones in good shape bring good money on eBay.



Breast Pumps – You can occasionally buy these at garage sales for \$5 - \$10. They seem to sell well for prices ranging from \$40 to over \$60+.

Aluminum Christmas Trees From The 1950s and 1960s – When found at a garage sale normally priced at \$5 or less. Take it out of the box and check the condition before you buy, but those 5 feet or taller and in good condition will easily bring \$70 and often well into three figures.

Hewlett Packard Calculators From The 1960s and 1970s – Often found with their original box and manuals for \$5 or less. In good working condition these can easily bring \$100+. Other brands will sell also, but normally don't bring as good of prices the HPs do.

Slide Rules – Often found with their case and instruction booklets for \$2-\$3. What they will bring depends upon the brand... you should make \$10 to \$15 regardless of the brand. There is also a good market on eBay for just the instruction booklets, so don't pass them up even if there isn't a slide rule with them.

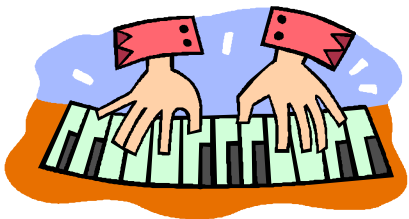
Old Style Rotary Telephones – Can be purchased at garage sales for \$1 or \$2. Black and odd colors sell the best. Many odd colored ones sell for between \$50 and \$100. Either desk models or wall mounted models sell equally well.

Pillowcase Pairs With Fancy Embroidery On Them – Can often be found at garage sales for \$1-\$3 a pair. Nicely embroidered sets will bring \$15 and up on eBay.

Anything KISS (the band) Related – KISS fans are extremely hardcore and they will bid on anything related to their favorite band. To get the highest bids, you must be willing to ship internationally with these.

Old Thermofax Machines - These used to be used to make dittos. They show up fairly regularly at church sponsored rummage sales (the churches get rid of theirs) buy for \$2-5 each. In working condition they often bring between \$200 and \$400. Even non-working ones will bring \$30 to \$50. Tattoo parlors buy them.

Musical Instruments



Casio SK-1 Keyboard – Show up in rummage sales for \$5-\$10 and regularly sell for \$40-\$50.

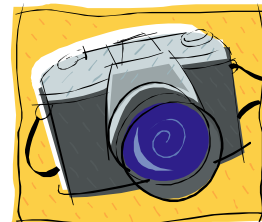
Casio DH-100 or DH-200 Digital Horn – Looks like a small saxophone. The DH-100 is silver, the DH-200 is black. There is also a DH-700. These can be found for \$5 to \$10 and regularly sell for \$200+.

These are known to go bad and make an obnoxious squealing sound when played. If you find one like this, buy it anyway. The fix is a \$1 part from Radio Shack, and people won't hesitate to buy one that squeals.

Used Musical Instruments – You can occasionally buy used trumpets, coronets, saxophones, trombones, guitars, violins, clarinets, flutes, etc. at garage sales for \$5 to \$10. As long as they are in good working order, they will usually bring at least \$50 on eBay and often into the three-figure range. At times it can be tough to find a box to ship one of these in (particularly guitars, saxophones, & tubas) but if you live near a store that sells musical instruments you can often get boxes from them, that they've received shipments in, that work perfectly.

Photographic Equipment

Film to Video Converters - You will occasionally find these at garage sales or in thrift shops. Normally price for \$10 or less, they typically bring \$50 or more on eBay.



Black and White Photograph Enlargers - These vintage pieces of darkroom equipment are normally found for \$10 or less and often bring from \$50 up to \$200.

Other Darkroom Equipment Such As Easels

Vintage Movie And Slide Projectors - Often found for \$5 or less at garage sales. Many will sell for \$30+, some for over \$200.

Polaroid SX-70 Land Cameras - Often found for \$5 or less with their original carrying cases. Start them at \$9.99 and see where they end. Depending upon condition they will go for from \$15-\$20 on up to \$70 or more. Also buy any accessory kits for this camera that you come across for \$10. Unusually sell for as much or more than the cameras themselves.

Pentax K-1000 Cameras - Usually \$5 to \$10 at garage sales and sell for \$35+ on eBay. Even non-working ones will bring \$15 or more for parts.

Nearly Any Working 35mm SLR Or Viewfinder Camera - Some will only bring \$25-\$30, but you can usually pick them up at garage sales in working order for \$5 or so. Remember to ask if they have the original owners manual. Look for Minolta, Pentax, Canon, Nikon, Olympus.

Brand Name Camera Lenses - Look for the ones manufactured by the companies named above or by Tamron, Sigma, and Vivatar. These sell better than the off brand ones.

Garage Sales Strategies for eBay Success

Sporting Equipment



Old Bamboo Fishing Poles – Often found for \$2 or less and will sell for \$50+. Keep in mind however that they can be a pain to ship.

Instructional Golf Videos By A.J. Bonar – When found at garage sales they are usually priced around \$5. They should sell on eBay for \$35+.

Older Fishing Reels – Most people who go to garage sales for their eBay inventory are aware of how well old fishing lures sell and snap them up right away. Many of these same people aren't aware that fishing reels can do just as well. Pick up any older open face reels, trout fishing reels, or newer reels that originally sold for high prices that you find for \$5 or less. You should have no problem making a small profit and many sell for well over \$50.

BMX and Mountain Bikes – The high end, brand name, bikes sell the best. Anything Haro, Redline, Cannondale, Trek, or Gary Fisher will sell well. These can be a pain to ship, so don't be afraid to charge a healthy shipping/handling charge for your time and effort. You can ship bikes to most parts of the country via UPS for \$30-\$40. The usual asking price for shipping on eBay seems to be \$50 to \$65 so don't be afraid to ask that. A visit to your local bike shop should provide you with boxes for shipping them. You can also do well by stripping the bikes and selling the parts if you find that easier. A little research on eBay will give you an idea of what to pay for them.

Garage Sales Strategies for eBay Success

Toys

Teletubbies – Buy only the large ones that talk. You can often find them for 25 cents to \$1 each. Save them until you have the set of all four before listing. The set usually goes for between \$25 to \$40.



Board Games From The 1960s And Later – Often found at garage sales for \$1 or \$2 and many of them bring \$30+. Some sell for well into three figures. Before buying one, make sure you look inside the box and insure that the board and all pieces are present. Individual games to look for include:

- Mystery Date – 1960s
- Avalon Hill Miniature War Games
- Celebrity Blox – Opera celebrity related
- HeroQuest from Milton Bradley - you may also find HeroQuest expansion packs. These sell well also
- Battlemasters from Milton Bradley
- Dune
- Ra
- RoboRally
- Fury of Dracula
- Arkham Horror
- Tales Of The Arabian Nights
- Risk – the anniversary edition with metal units. In good complete condition will sell for between \$120 and \$150
- Pente – only buy the ones in tubes. The black tube regularly sells for \$25+ and the red tube for \$20+. Don't buy version in regular boxes.
- King Oil – regularly sell for \$40+
- Cosmic Encounter – regularly sells for \$75+
- More Cosmic Encounter – regularly sells for \$75+
- War In Europe (Second Edition) – regularly sells for \$250+ on eBay
- Fireball Island – regularly sells for \$30+
- Hasbro Creature From The Black Lagoon (1963) – sells for low to mid three figures
- Blade Runner (1982) – will sell for low 3 figures
- Jata by 3M – always a good seller on eBay
- Conquest Of The Empire – regularly sells for \$50+
- Broadships and Boarding Parties – regularly sells for \$50+

Springbok Jigsaw Puzzles In Round Or Octagonal Shaped Boxes – Springbok has manufactured hundreds of different puzzles and most of them have no real value. However, their early round and octagonal shaped puzzles that came in similar shaped boxes are collectible and most of them will sell for between \$15 and \$100. While there are a few of these that won't reach that range, you can usually buy them for less than a dollar so if you buy a dud now and then you'll more than make up for it with the others you get. Springbok also made a series of wooden puzzles and you should buy any of these you come across. Springbok also packaged some round and octagonal puzzles in square or rectangular boxes. Don't bother buying these as most of them either don't sell or only bring a couple of dollars.

Garage Sales Strategies for eBay Success

Bob The Builder Talking Toys – Can be found for twenty-five or fifty cents at garage sales. Lofty sells better than the others, but any one of them individually or as a group will put a smile on your face.

LLEDO Model Cars – Often found for \$2 or less at garage sales. The company started in 1982 and was sold to Corgi in 1999. Pass on anything from after the sale. The older the better and the LP, PM and SP series sell the best.

My Little Pony Items – The ones from the 1980s are the best.

Any Toy Still Sealed In Its Original Packaging – The key word here is SEALED, meaning it's never been opened. Many times you can pick these up for ten to 15 percent of what they cost new. When presented with that opportunity, buy them and smile as you watch the bidding go up.

Garage Sales Strategies for eBay Success

I hope you have found a wealth of information within these pages that will turn a nice profit on eBay! Please feel free to email me at sales@auctionriches.com and share your success stories with me! Be sure and check out the following resources to further help you in your eBay endeavors!

Resources

Below listed are a few of my sites as well as other sites I highly recommend.

- <http://www.AuctionRiches.com> – Auction Related private membership site with a multitude of information, ebooks and software to help you with your online auction business.
- <http://www.AuctionHerald.com> – Robbin K. Tungett's Auction & Internet Marketing related Blog.
- <http://www.OnlineAuctionExperts.com> – A consummate list of web sites belonging to experts in the field of online auctions. There are a wide variety of tools and valuable information offered here.
- <http://www.AuctionTidBits.com> – Free eBook Download of Auction Tips
- <http://www.MyAuctionPage.com/Robbin> – Free Affiliate site promoting auction related products and services that you can make money on.
- <http://www.AuctioneBooks.com> - All the Most Popular Auction eBooks, in one place, for one low price!
- <http://www.Auction-Guru.com> - Let Jim teach you his personal and very effective selling and distribution system for building your profitable business on eBay!
- <http://www.Auction-Dropship.com> – Grab a free copy of eBay Dropship Profits and find out how this web site cranked out an incredible \$11,424.61 in one week!
- <http://www.Best-Wholesale-Sources.com> - The Light Bulk Wholesale Directory. The World's Best Home EBiz Light Bulk Supplier Information. Want to sell products on the Internet at Bulk Wholesale profits like the Big Guys do? This site is for you!
- <http://www.ProspertyandProfit.com> - Let Tim Knox take you under his Wing and teach you the money making tips, tricks, and secrets that the big dogs use to consistently rake in millions of dollars every year While Sitting At home in their expensive silk underwear!
- <http://www.InfoeBooks.com> – Get your own free affiliate web site as well as free advertising for your online business.
- <http://www.BoxesOfCash.com> – Discover how an 18 year old turned \$10 into \$3000 through a storage unit auction and how you can do it too! A perfect alternative yet complimentary method of obtaining goods to sell on eBay.
- <http://www.auctionriches.com/auctionmoms> - Learn The Tips, Techniques, And Secrets And Join Thousands Of Work At Home Moms Who Are Making Money And Having Fun With eBay Online Auctions
- <http://www.GoldnJewelry.com> – Celebrate God's Grace & Love with quality, affordable faith based jewelry.
- <http://www.VirtualNotions.com> – My main online marketing web site.

Thanks for your business. May God richly bless you!