

# Found Money

961 items you might find in your home that  
will bring high prices on eBay

**By Terry Gibbs**

This report will help you identify desirable things you can quickly sell on eBay and also provides basic instructions for getting the highest prices with the lowest amount of work.

**About the author:** Terry Gibbs teaches people how to run profitable home based antiques and collectibles businesses. His website - [Iwantcollectibles.com](http://Iwantcollectibles.com) has articles about antiques, collectibles and eBay.

[Tell Your Facebook Friends About This Free Report](#)

© Copyright [IWantCollectibles.com](http://IWantCollectibles.com) All Rights reserved.

You can give this report away by linking to:

<http://www.news.iwantcollectibles.com/found-money.shtml>

## Introduction

You've seen *The Antiques Roadshow* on television, and surely realize there are collectors who will pay high prices for old items. Chances are you've got some of these things in your home. They are stashed in your closets, attic, basement or garage.

This report is designed to help you identify items in your home you can easily sell on eBay. For best results read through the lists quickly at one time - there's only 6 pages of items - then go into each room in your home and read the list for that room while you're in the room. If you spot something on the list you can live without move it into your computer room.

After you've gone through each room of your home spotting interesting items, research each item on eBay to find out if you have something good. Researching on eBay is explained in section 2 of this report. Section 3 has listing information to help you get started.

If you want to print only the list of items so you can carry it around your home, print just pages 1 through 6. This will save you paper and ink.

You might find items not included in these lists that are valuable. If you suspect something is desirable add it to your research pile.

The things that sell best on eBay are small items you can mail for less than \$10 in postage. Start with small items weighing less than 5 pounds. You can get an assortment of free priority mail boxes at the post office, and if you use flat rate boxes you'll know the postage before you write your eBay auctions.

If you're interested in converting your unwanted items into cash, but unwilling to sell them yourself, you can use the lists to identify items, then take them to a local eBay consignment shop. The consignment shops will charge you 10 to 50 percent of the selling price.

## **Section 1 - 961 Items Found In Homes That Will Bring Good Money On eBay.**

This report is laid out by the rooms in your home. Some items may be in different rooms. Because many unwanted items end up in attics, basements and garages, anything that didn't seem to fit a specific room has been listed under the category Attic and Basement.

One note - original packaging adds value to many items and in some cases can be valuable by itself. I once sold a 1964 Lionel Train carton for \$750. You might be surprised what the empty box from your 1986 Commodore2 computer brings.

Price tags on clothes add to the value because they show the item wasn't worn.

Now for the lists of items commonly found in homes that will bring good money on eBay. . .

**Attic and Basement** - These areas contain any old items might have been put into storage. Magazines; books; school yearbooks especially ones with celebrities in them; phone books from before 1965; old toys; games; lamps; boxes and packaging for anything that is widely collected can be valuable; instruction booklets; records; old stereo equipment working or not- especially high quality; tube radios; vacuum tubes for radios and TVs, if you sell these ask the buyer for packing advice as they are easily damaged by poor packing; electrical test equipment working or not; suitcases by designers; steamer trunks; entertainment and sporting event programs and souvenirs; old printed metal wastebaskets especially with Disney and other cartoons; 8-track tapes - some will bring hundreds of dollars if new, most will bring 50 cents to a few dollars sell the good ones individually, the rest in large lots; 8-track players, tanning lamps, old metal coolers especially ones advertising Coke, Pepsi and other drink makers; medicine bottles especially curatives; old soda bottles and wood bottle holders; firecracker labels; wood fruit crates with nice colored labels; gun parts and catalogs - you cannot sell working firearms on eBay, but can sell parts; sleds; sporting equipment; exercise equipment - larger pieces are easier to sell on Craigslist; exercise videos; two colored Ping golf balls; lawn dart sets; Christmas decorations; Halloween decorations; flags and banners; store advertising and display items; collections - I once found a shoe box with an autograph collection assembled by a child in the 1920s that sold for thousands of dollars; old bibles; vintage candy bar wrappers and other food containers; vintage photo equipment and movie cameras, old comforters and quilts; movie memorabilia; how to make money in Real estate packages and courses except

Carlton Sheets courses; any course on making money or salesmanship; vintage premiums especially cereal and gas station premiums; milk bottles and/or their caps; sewing machines; vintage briefcases; medicine and apothecary jars; mechanical - not electric - adding machines; vintage cash registers; duck decoys and duck decoy pattern books; snow globes; straight razors; railroad lanterns; military uniforms, caps, medals, and equipment; children's clothes especially with sports team logos clothes; vintage lunchboxes - the thermos will add value; model kits - even the empty boxes from vintage kits have value; Polaroid cameras; old Frisbees, and hula hoops; Jarts - the lawn darts; comic books; early cell phones; vintage phones; sewing patterns; sewing patterns for dolls; gum and other vending machines and parts; musical instruments; electronic keyboards; juke boxes and parts; vintage lava lamps and stoner/hippy items; old typewriters - mostly these aren't worth selling, but the glass keys are valuable check the typewriter keys then cut the glass keys off and sell them; duck and other animal calls; rubber stamps; craft items; stuffed animals - this refers to real dead animals that have been stuffed and mounted; stuffed animals (children's toys); scouting items like patches, merit badges and vintage books; Buck the Singing Deer; old movie posters and lobby cards; cardboard movie displays even new ones from hit movies will bring some money, in fact, I've dragged these out of the garbage cans behind video stores and sold them on eBay; John Deere tractor models and the implements that are pulled behind them, especially ones with wooden wheels - use 1950s vintage in auction title; vintage bakelite telephones in colors other than black especially ones with numbers printed on the dial rather than under the dial; cameras especially specialty cameras with attachments; auction catalogs.

**Garage:** tools; power tools; old tools - especially tools with auto or motorcycle maker names on them; car parts especially vintage car accessories - original packaging adds significant value; stock radios from cars made before 1976; old license plates (must be at least 3 years old to be sold on eBay); license plate frames from car dealerships made before 1980; bicycles and bicycle parts especially vintage bikes like the Schwinn crate series bikes from the 1960s; toy wagons especially ones with fenders and/or metal hubcaps; wood boxes like apple and cheese boxes; embossed jars and tin containers like Planter's nuts might be used to store nails - the nails aren't worth anything, but the container might be especially if it has a lid; unusual hardware; wood machinist's toolboxes with or without tools; flashlights with brand names on them like AT&T, Ford or General Motors; vintage locks especially brass or large ones; camping equipment; fishing equipment especially old lures in their original packaging; old farm equipment manuals; telephone and telegraph insulators, glass ones in odd colors and odd shapes bring good money, rubber and ceramic ones are usually worthless but check anyway; old oil company cans, bottles and openers; daggers, bayonets and knives.

**Kitchen and Dining Room:** Vintage coffee cans especially Hills Brothers issues with Ansel Adams photographs; old kitchen appliances working or not; appliance accessories for example most toasters are cheap, but the trays sold with them are desirable; appliance instruction books; dishes and pottery - look for names like Fiesta, Stangle, Redwing, and Bauer; old empty or full food packages; cookie jars; airline silverware; silverware; cast iron cookware especially items by Griswold or Wagner; fine china especially serving pieces and accessories; decorator pieces like Stangl bird sculptures; vases especially large ones even if chipped or damaged; linens - mostly linens have to be old and unused to bring good prices; advertising and store displays; old advertising coffee cups and glasses; Starbucks coffee cups; Illy coffee cups and serving sets; coffee grinders; pots and pans - in some cases the parts will bring more than the complete pot and are easier to ship for example Club cast aluminum pots and pans won't bring much unless they are in great shape, but the handles and knobs will sell for 5-15 dollars; lids for cookie jars; can and bottle openers with brand names like Coke and Pepsi on them; coffee cups with cartoons and sayings Garfield and Far Side are especially popular; aluminum ice cream spoons; electric appliances especially ones with lots of features; cook books - regional ones printed by clubs or towns are popular as are Betty Crocker red pie cookbooks; tins; old Corning Ware in Cornflower Blue and Spice of Life patterns; Corning Visions pots in glass amber and cranberry colors; vintage Tupperware - old harvest colors especially; Pampered Chef branded items especially their baking stones; canning jars; hand painted plates especially Limoges; pretzel, potato chip and peanut jars and tins with advertising by Tom's or Gordon's and others; cookie and baking molds and patterns; salt and pepper shakers with advertising or character designs; bakelite tableware - especially colored bakelite; mixing bowls and serving/storage bowls by Corning Ware, Corelle, Fire King, and Pyrex, jelly glasses these are small glasses that came with tin lids and jelly in them.

**Living Room:** Piano Babies and other porcelain figures; clocks running or not; lamps - in some cases the lampshade is worth more than the lamp; music boxes; trinkets; vases; artwork; picture frames; prints; sculptures; mirrors; religious statues and paintings, vintage coffee table books; Russel Wright and other marked designer items from the modern, art deco, or post-modern periods, ashtrays, furniture, etc. . .

**Master Bedroom:** Clothes especially vintage and/or clothes with original store price tags; old Levis jeans - older Levis say "Made in USA" and have two rows of stitching on the inseam; concert t-shirts; advertising t-shirts; racing t-shirts; vintage condoms in odd packaging or just the packaging; dresser or vanity sets - these are combs, mirrors and such in materials like bone, silver, shell or china; hat pin holders; glass or bone tipped hat pins; vintage colognes; employment

anniversary pins and gifts from companies with a collectible following; costume jewelry - look for items with maker's marks; class rings from before 1976 have real gold so sell them to local gold buyers; older tennis shoes and sneakers - especially basketball shoes with player names on them; handmade quilts and bedspreads; watches and timepieces; gilt picture frames; pictures and artwork; vintage and/or designer eyeglasses and cases; lacework doilies; false teeth; vintage perfume bottles and misters; name brand purses like Gucci, Fendi, Coach, Burberry, Tiffany & co.; hearing aids; vintage decorative pillow cases; vintage colognes especially unused gift sets; cowboy boots with designs on them; vintage cowboy boots; 1960s soaps and shampoos with hotel logos.

**Kids Bedrooms:** Brand name clothes in good usable condition; toys - especially ones made before 1980; vintage games and parts; toy trains; Erector, Lego and other building sets; slot cars and sets; childrens books - vintage are valuable based on condition and publishing run sell individually, recent books bring more in sets or groups based on character or author; fashion designer diaper bags.

**Family Room or Den:** Clocks; pictures and paintings; artwork; lamps and lampshades; cameras; movie and slide projectors; video games and accessories; dvds - sell in lots of similar titles based on genre; albums, cassettes and CDs - some vintage items will have collector value, most won't but will bring a few dollars each when sold in lots of similar items based on band or groups; old family photographs; postcards especially vintage postcards; motivational and self help CDs, tapes and books; Stereo equipment new or old, working or not; mechanical music boxes; trade simulators - these are small cards where the buyer punches out a few circles hoping to win a prize; Time Life book sets; The Great Books set; Encyclopedia sets - recent general issues, older pre 1920 general issues and specialized sets are valuable.

**Office:** Desk sets; paperclip dishes, old typewriter tins and boxes; ink pens with stands; inkwells; pen and pencil sets; older postage stamps; silver and bone handled letter openers; advertising giveaways; ink blotters - these are small pads 4 by 6 inches with advertising on them used to wipe ink pens; graphing calculators; mechanical calculators; tokens; desk lamps; computer software and games; vintage computers, parts and instruction books; advertising rulers and yardsticks - most yardsticks are worthless, but odd shapes and lengths bring good money; canes and walking sticks; pictures, artwork and decorative items; old AOL disks and mailers; pens with advertising for drugs and other items; other vintage advertising items.

## Section 2 - Researching Items On Ebay

Note: This section is excerpted from my [Auction Revolution](#) ebook.

Once you've selected items from the lists above you'll need to research them. During the research process you'll find out if they're worth selling, what categories to place list in, and how to describe them.

As an example we'll use a railroad ticket punch. This is a hole punch used by conductors to mark tickets.

We will go step by step through finding the best category to list this ticket punch, and then check the value of similar items. You can follow these same steps for any type of item.

First we will go to the eBay search page:

### [EBay Search Page](#)

Type **railroad ticket punch** into the BY TITLE search box at the top of the page. Check the box **Search Title and Description**, and hit the search button.

You will then get a screen like this:

The screenshot shows the eBay search results page for the query "railroad ticket punch". The page is divided into several sections:

- Navigation:** "All Items", "Auctions", "Buy It Now", and "Need help?".
- Search Bar:** "railroad ticket punch" with a search button and a "Refine Search" link.
- Basic Search:** A checkbox for "in titles & descriptions" is checked.
- Matching Categories:** A list of categories including Collectibles (25), Transportation (19), Disneyana (4), Tools, Hardware & Locks (2), Books (3), Nonfiction (2), Antiquarian & Collectible (1), Fiction & Literature (1), Art (1), Photographic Images (1), and Coins (1).
- All Categories:** A section showing 29 items found for "railroad ticket punch", sorted by "ending first".
- Item List:** A table with columns for "Show picture", "Item Title", "Price", "Bids", and "Time Left".

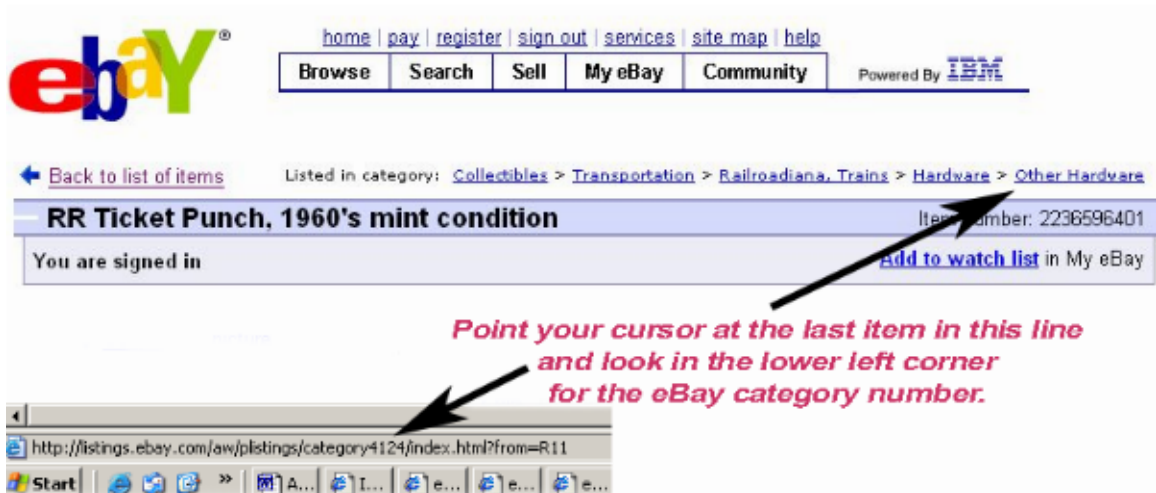
Show picture	Item Title	Price	Bids	Time Left
	Old Railroad? Ticket Punch-Iron Cross Shape	\$15.00	3	1h 50m
	Antique Railway Conductor Ticket Punch	\$15.00 \$25.00 = Buy It Now	-	2h 29m
	N. Y. WORLD'S FAIR AUDIO ARCHIVE ON CD-ROM	\$8.50 \$9.50 = Buy It Now	-	3h 29m
	PUNCH USED ON RAILROAD TO PUNCH PASSANGER TICKET	\$10.50	2	3h 30m
	US Presidents in PICTURES CARTOONS MORE!	\$9.99 \$24.99 = Buy It Now	-	22h 57m
	Old West Wells Fargo & Co. Exp. Railroad Ticket Punch	\$20.50	5	23h 38m
	RAILROAD TICKET PUNCH	\$9.95	1	1d 06h 09m
	RAILROAD TICKET PUNCH BOSTON MASS BUSBY CO RR	\$9.95	1	1d 06h 09m
	YUGOSLAV PASSENGER TRAIN TICKET PUNCH WITH DATE STAMP	\$49.95	-	1d 16h 54m
	N. Y. WORLD'S FAIR AUDIO ARCHIVE ON CD-ROM	\$8.50 \$9.50 = Buy It Now	-	2d 03h 47m
	BRIDGTON & SACO RIVER RAILROAD TRAIN TICKET LIMITED	\$7.95	-	2d 19h 39m

This screen shows all the items currently listed on eBay with the words **Railroad Ticket Punch** in the title or description. On the left side of the screen are the **Matching Categories** containing these listings and the number of items listed in each category.

By clicking on a few of the items for sale we can quickly see the majority of these ticket punches are listed in this category:

[Collectibles](#) > [Transportation](#) > [Railroadiana, Trains](#) > [Hardware](#) > [Other Hardware](#)

You can see the category on the top of the auction listing. It is right above the blue bar containing the listing title. By pointing your mouse at the words [Other Hardware](#), and looking at the status bar on the lower left corner of your monitor – above the start button on windows computers – you can see the category is number 4124.



When you are searching for categories you should write the number down so you can refer back to it when you write your listing. We are not done searching for the best place to list yet.

At this point, we have an idea that category 4124 is the best but we need to check it. We can confirm the category by looking at the completed auctions.

To check the completed auctions click on the completed auctions link on the left side of the search results page. This is under the show only section. Note: if you've selected search descriptions, the completed auctions link will not be available. You'll need to do a search of titles only, and then select the completed auctions link.





When you click on the display completed items link, you get only auctions that have ended. Looking through those listings, the majority of the listings are in the 4124 category.

So this is the best place to list the ticket punch we are using as an example.

Some sellers mistakenly believe listing their items in odd categories will get them higher bids. While this may happen occasionally, what normally happens is the seller gets few bids, and loses out on additional profits.

The highest prices come from getting your auction seen by the largest number of potential bidders. Putting your item in the best category is the easiest way to insure bidders see your item. Searching by category is the way the majority of eBay collectibles shoppers look for items. Putting your item in the wrong category hides it from potential bidders.

The second way bidders find items on eBay is by searching for specific items. This is usually done when people want specific brands or models of items or know exactly what they want.

In our example, there is no clearly defined category for railroad ticket punches. Collectors of these punches probably search for punches like we just did. In order to make sure your item is found during these searches, you must use keywords.

A keyword is the word or phrase that describes an item. Because you do not know what words are going to attract the highest number of bidders, you should use a variety of key words in your descriptions.

While you are looking at the completed auctions, look for keywords in auctions with higher selling prices. Just a quick glance through the different auctions found for ticket punches brings a up few: trolley, conductor, bus, Pullman, fare, passenger and railroad.

Make a list of these keywords that are appropriate to your item. When you write your description you will include these keywords. At this point you should just add them to your notes.

Also while you are looking at the completed auctions, examine the bids and prices. You can see the bid amounts by clicking on the [## bids](#) in the top section of the auction. The link is above area for entering bid amounts.

When you click on the [## bids](#) link, you will get a page with all the bids listed. The bid history will help you determine if your item is worth listing. The history will also help you determine a value for your item.

As a rule, I try to avoid listing items worth less than 30 dollars. I concentrate on the more valuable items because the bidders will factor the shipping cost into their bids.

This is not a hard and fast rule because it only takes a few minutes to list something on eBay. Maybe a better way to describe my rule is I do not list low priced items with high postage costs.

Remember, seeing similar items with no bids and low opening prices does not necessarily mean your item is not worth listing. After you have read this book, your listings will be better than other listings. Meaning you will get higher prices than the majority of eBay sellers.

However, some items are never worth listing. For example, I have hundreds of pieces of costume jewelry. A quick search for costume jewelry reveals 52,200 items listed on eBay. That's almost 8,000 new listings a day! Over 90 percent of the listings end with no bids.

This is not because there is no market for costume jewelry on eBay. After all, if someone will buy a broken Mr. Coffee machine, there will be bidders for costume jewelry. The problem is there are too many listings to get yours to stand out. With almost eight thousand items a day, yours will get lost.

Back to the bid history. While you are looking at the bid history, check out the number of bidders. The example I am looking at has eight bids and only two bidders. One bidder submitted 7 bids in order to beat the other bidder.

When you get an auction with a few bidders bidding repeatedly, the price is not a good indication of the value of the item. In these situations, the bidders engaged in a bidding war and might overbid. You can check this by looking at other auctions for similar items.

Now that you have looked at auctions for similar items, you should be able to answer these questions:

1. Is this item worth listing?
2. What is the best category to list your item?
3. What are the keywords you need to use in your description?
4. What is the estimated value of your item?

Doing this research only takes a few minutes, and will quickly let you know if you've found something valuable.

## Section 3 - Listing Items On eBay

Before we start one quick note - don't clean older items with household cleaners.

I bought some trains years ago from a seller who decided I'd pay more if he wiped them down with 409 cleaner. Unfortunately the cleaner changed the deep red paint to a glossy pink color. His quick clean job cost him a few hundred dollars.

While it's important to present your items in the best light, damaging them during cleaning will lower the price much more than just selling a dirty item.

In most cases a quick dusting with a dry paint brush or dry cloth is enough. For small stains use a damp cloth. Do not use cleansers, 409, Windex, or any other cleaner. You can ruin your item.

Ok, now lets get to the eBay listing information. . .

If you don't already have an eBay account, there are instructions on IWantCollectibles.com to create one at:

<http://news.iwantcollectibles.com/ebay-account-setup.shtml>

Once you've created an eBay account, pull the cheapest the items you've collected during your search and list them on eBay first. You'll sell the inexpensive items first so mistakes won't be costly and you'll identify listing tasks you need to improve.

Before starting the listing process, read to the end of this report - it's only 5 more pages of large text formatted to be easy to read on your computer monitor - and then use the eBay sell your item form to list the cheapest items. List these first items with a 99 cent opening bid and no listing upgrades like bold, subtitle or featured plus.

While you are listing the first batch of cheaper items, make a notes when you have a question about eBay features. You won't be using any listing upgrades except the photo hosting, so if the upgrade costs more, don't use it. If the added feature is free use it. One free upgrade you MUST use is the gallery image. If you're using eBay picture hosting this is the first image. If you're hosting your own images, you'll need to insert the picture into the form.

## **19 Ways To Quickly Improve Your eBay Auctions**

The 19 tips below assume you have already sold a few items on eBay. If you've never sold anything on eBay, there are free reports on IWantCollectibles to help you get started. These reports cover listing, photographs and more. You'll find a list of the free reports at:

<http://www.news.iwantcollectibles.com/free-ebay-ebooks.shtml>

The tips below are in order by importance. The ones at the top will have a more dramatic effect on your final selling price.

**1 - WRITE BETTER TITLES.** Your title should contain the words a buyer would use to find your item in a search. These are called keywords. Most sellers only search titles, so your title must have the most important words.

Keywords are brand names, manufacturer name, model numbers, sizes, colors, and other distinguishing features.

The title also serves to capture attention. The most important words go first in your title because scanners only read the first few words of a link to determine it's value.

For additional information about keywords see:

<http://news.iwantcollectibles.com/keyword-rules-ebay.shtml>

**2 - USE GALLERY IMAGES.** The gallery image is free and shows up next to the auction title in searches. Don't use the extra cost gallery image that expands when it's clicked, just the free version. Stage your gallery image so it clearly shows the item in the auction.

**3 - WRITE ADEQUATE DESCRIPTIONS.** Notice I'm not saying write a "perfect" description. It only needs to be good enough to explain what you're selling.

When writing your description don't start out by explaining the defects, instead list the positives first.

**Bad description:** "This has one broken step, but is otherwise in very good condition."

**Better description:** "This is in very good condition, but has one missing step."

Both of the statements above say the same thing, but the first is more positive.

**4 - LIST IN THE BEST CATEGORY.** Notice I didn't say "most relevant." EBay's rules say you must list in the most relevant category and gives an example that points out the difference.

Say you have a book on Lionel trains. Ebay says the most relevant category is the books category. The truth is people interested in Lionel trains aren't searching the books category. They are searching the hobbies category.

You'll get more in the hobbies category because that's where the bidders are. Ebay doesn't enforce the most relevant category rule in this situation.

If you cannot decide the best category, list your item in two categories. (Note: The listing costs are doubled so you might not want to use expensive listing upgrades in two categories.)

An article on selecting categories can be found at:

<http://news.iwantcollectibles.com/ebay-category-keywords.shtml>

**5 - HOST YOUR OWN IMAGES.** You can use the free space your internet provider gives you to host pictures or set up your own image domain for less than \$6.00 a month. If you run more than 6 auctions a month, you'll save money this way.

**6 - USE FULL SIZED PICTURES.** Hosting your own images means you can put full sized pictures in your auctions. Big pictures work better than small pictures that must be clicked on to enlarge.

**7 - USE AS MANY IMAGES AS NEEDED.** Hosting your own images means you don't have to pay to include them in your auctions. You can put as many pictures as you need to show the buyer your item into each auction without extra cost.

There is a free report that explains images at:

<http://www.news.iwantcollectibles.com/easy-ebay-images.shtml>

**8 - KEEP YOUR DESCRIPTION FOCUSED ON THE ITEM YOU ARE SELLING.** You don't need to warn people about what happens if they don't pay.

These statements just make you look difficult to deal with and will push buyers away. Keep it simple. Explain the item, the condition, and then include a short statement explaining how often you ship. Keep paragraphs short (five lines or less) so they are easier to read, and not cluttered.

**9 - CROSS PROMOTE YOUR AUCTIONS.** This can be done simply by mentioning you combine shipping, and telling buyers to see your other auctions. Or you can use any of the cross promotion tools that show your auctions and provide pictures and links. Whatever you use should be placed at the **BOTTOM** of your listing so it doesn't distract bidders.

**10 - LIST SIMILAR ITEMS AT THE SAME TIME.** This increases cross bidding especially if you will combine items when packing to lower the buyer's shipping cost. If you will combine items, mention this in your description. When I sell collections of small items I offer free shipping on additional items and include a group photo of the entire collection to increase bids.

**11 - USE EBAY LISTING UPGRADES AND OPTIONS CORRECTLY.** Many sellers waste money on things like subtitles and listing in two categories. A subtitle is almost always a waste of money, and listing in two categories is only a good option if buyers for the item search by category. For some items buyers use the search function rather than scrolling through category results.

[More information about using listing upgrades and options efficiently.](#)

**12 - LIST SHIPPING COSTS IN YOUR AUCTIONS.** Letting the buyer know the cost before bidding increases confidence. This will also lower complaints about the shipping cost. A flat rate is better than using the calculator because it's simpler for both the buyer and the seller.

**13 - OFFER MULTIPLE PAYMENT OPTIONS.** Currently eBay only allows sellers to accept PayPal or credit cards through a merchant account. Some buyers will want to pay with a check or money order. You cannot say in your description you will take checks and money orders, but you can answer yes when these bidders ask if you'll take mailed payment. Post these answers in your listing so other buyers will see them.

**14 - SHIP INTERNATIONALLY.** A lot of sellers don't like to ship internationally because they don't want to spend the extra 2 minutes filling out customs forms. This is an easy way to increase your bidder pool and stand out in crowded categories. Also some items are more desirable to foreign bidders and will result in much higher prices.

**15 - RESPOND TO QUESTIONS.** When a viewer asks a question answer the question quickly and post the answer in your auction. (See # 16 below for an exception.) If a viewer asks for additional photos, post them in your auction too. The majority of questions will have little effect on your ending price, but some of the questions will provide bidders with information that makes your item more valuable.

Here's an example. . . Lionel made 3 black hopper cars in 1940. Two are worth less than \$200 in excellent condition. The third is worth \$2500 or more in the same condition. If you list a train set with pictures of the items as a group, it's hard to tell which hopper is for sale. A close up of the side of the car will show this detail.

**16 - WATCH FOR DAMAGING QUESTIONS.** Many eBayers will provide input and advice about your auctions. In most cases the information will help you get higher prices. In some cases the information is designed to make other bidders back away.

If you get a question that seems to be designed to scare away bidders, don't post it in your auction. If you are unsure of the information, post the question on a discussion board related to your item.

**17 - NEVER ACCEPT AN UNSOLICITED BUY IT NOW OFFER.** I frequently get offers suggesting I cancel the auction and sell the item outright. The item is almost always worth more than the offer.

For example, the last offer I got was for \$50 postpaid, and the item ended at \$125 plus shipping. Ignoring the offer resulted in extra profit.

**18 - WATCH YOUR INSERTION FEES.** I see a lot of people listing items for \$10 rather than \$9.99. That extra penny in the opening price costs an extra 10 cents in listing fees. Other things like bold, and subtitles are almost always a waste of money. Learn which options are really worth using, and when it makes sense to use them pay the additional fees. Until you learn when to use listing upgrades profitably don't use them.

**19 - CONSTANTLY IMPROVE YOUR SKILLS.** This is the one area most eBay sellers ignore. You're reading this so you know how important it is to improve your skills.

Improving your skills isn't hard. Start by taking the [free eBay seller's quiz](#). The quiz will help you identify areas you need to improve, and point out small but costly mistakes you might be making.



Thanks for reading this report.

Terry Gibbs

<http://www.news.iwantcollectibles.com/>

## **Other EBay Reports Available From IWantCollectibles.com**

- [Start Your Own eBay Consignment Business](#)
- [The Collector Strategies Package](#) explains how to get a constant stream of people to sell you their antiques and collectibles. Simple strategies to make your phone ring with anxious sellers.
- [Learn How To Spot Fakes, Frauds, and Forgeries](#) as a guest contributor.
- [Improve Your eBay Auctions -- 44 Common Mistakes Found In Many eBay Auctions Explained](#) is a **free report**.
- [Buying Antiques and Collectibles In Stores And Malls](#) is an interview with Gary Hendrickson. Originally sold for \$23.47, it's now only \$3.47. You'll save \$20.00, but get the same valuable tips and tricks for finding antiques and collectibles.
- [Finding Wholesale Products To Sell On eBay](#). I keep coming back to the topic of eBay product sourcing. This is because the most frequently asked question I get about eBay is. . . **'Where Do I Find Products To Sell On eBay?'** Scott Prock has a different answer than most people. He says rather than looking for products, you should be looking for groups of people called markets and niches first.
- [The eBay Seller's Guide to Finding Profitable Hidden Bargains at Garage Sales](#) Robbin Tungett's best selling book about buying items at garage sales to sell on eBay. The book is now available from IWantCollectibles.com at a lower price, and comes with an interview I did on garage sales to make it an even better deal.

[Tell Your Facebook Friends About This Free Report](#)