

Video 5: Where To Find Stuff To Sell On eBay

Okay, in this video we are going to talk about where to find junk you can spin into gold on eBay or in other words where to find used items to sell on eBay for a big profit.

The first place to look is your own home or apartment. You want to look for things you don't use anymore. Items like clothes, video games, video game systems, smart phones, shoes, computer equipment, vintage toys, sports memorabilia, trading cards, comic books, electronics, and small appliances. You'd be surprised how much stuff you have lying around that you don't use anymore that people would pay you good money for.

One quick note here, you want to stick to selling smaller items. Don't try and sell your refrigerator or your old lawn mower. Shipping costs for large items are usually more expensive than what people are willing to pay for the item itself, so try and keep to selling only smaller items.

Just make sure you check eBay first, before you start to list an item, to make sure that it's something that will sell. You can also get an idea for whether or not it's even worth it because why bother going to the trouble of listing something that will only sell for \$3.

To check whether or not an item is worth selling, just go to eBay and do a search. I recommend using the eBay smart phone app. It's really handy and you can use it to check prices of items wherever you are.

When you do a search on eBay look to see if there are many other items like the one you're thinking of selling. How much are other sellers asking? If the price is worth it to you, then sell it!

After you've sold everything you want to from your own place, it's time to branch out and find hidden treasures in places others may not think to look.

1. The first place I recommend you look are your local yard sales

Most people who have yard sales just want to get rid of their "junk" while making a few dollars. So at the end of the day when the sale is over, they don't want to be faced with the task of hauling all their items back into their house and/or trying to figure out what to do with them.

That's where you come in. If you visit a yard sale in its final hour or so, you can make the sellers an offer they can't refuse.

Typically, this means that you offer a small price for all the remaining merchandise. You can also buy one of the bigger items and ask the seller to throw in other items for free.

Tip: Depending on what the seller has left – and their reasons for selling --you may even offer to “clean up” their sale in exchange for the merchandise. In other words, they're basically paying you for cleaning up their yard or garage by giving you the remaining items for “free.”

This works best if the seller is having a moving sale. That's because the seller likely doesn't want to pack the remaining items. And since he's moving, he's not just going to put them back in his house. That means he'll likely give them to charity or even throw them out. As such, you're in a good position to negotiate.

If the seller has a lot of good items and he doesn't want to just give these items to you, then you can do one of two things. First, you can offer a small amount for the items. Or secondly, you can barter for the items. For example, you can offer to help him do a little moving, packing or cleaning in exchange for the items.

One final note...

You don't have to wait until the last minutes of a garage sale in order to get free stuff. Indeed, you can approach sellers at the beginning of the yard sale to pitch your offer to them. Here are a few tips:

? Don't arrive early. If the garage sale starts at 8:00am, don't arrive at 7:30am. And don't arrive the day before. You want to leave a good impression with the person holding the sale, so wait until the sale starts... and then wait until a quiet moment before approaching the seller.

? Leave a flyer. The seller is going to meet a lot of people over the course of the day. Possibly, she might even meet other people who'll want to pick up her remaining items at the end of the day. That's why you should give her a flyer that keeps your offer in front of her all day... and reminds her why she should take you up on the offer. (By the end of the day she'll likely be happy to know you're willing to help her clean up at the end of the sale.)

? Let them know you'll follow up. Finally, tell the seller you'll follow up with her at the end of the day. If you're in the neighborhood, you can come back with a pickup (which shows you're ready to haul the items immediately). Otherwise, you can follow up with a phone call if you're visiting other sales in the area or if you don't live in the immediate neighborhood.

To find yard sales, check your local newspaper's classified section. You can also drive around Saturday and Sunday mornings during the Spring and the Summer.

Okay, the next place I recommend you look are Goodwill Stores and Goodwill Outlets

Goodwill is a great place to find cheap "junk" you can sell on eBay. However, Goodwill is catching on that people are reselling their products so the prices have started to climb a bit. That doesn't mean you can't find some great stuff to sell.

In the city I currently live, there are many Goodwills. And we also have 3 or 4 Goodwill outlets. These outlets can be a goldmine. The way the outlet works is that they charge you PER POUND of products you buy. So you can load up your grocery cart with stuff and they'll weight it and charge you based on the weight. And many of these Goodwill outlets only charge a dollar or two per pound!

If you've never been to a Goodwill outlet, it looks like this:

It's an open warehouse where they have rows and rows of blue bins full of everything you could possibly imagine. Most of it is junk you won't want, but some of it is treasure!

I've found top name brand clothing, electronics, collectible toys, and more! This is where you can find some really great "junk" for pennies that you can sell for hundreds of dollars.

It does take some digging -> There's not a lot of organization to the items you find at the Goodwill outlet. Much of it is just thrown together in the large blue bins. So you have to spend some time looking through, sorting, digging, and picking to find things that are worth selling. It's worth it in the end, however, because of just how inexpensive it is to buy items from the Goodwill outlet.

Tip: Buy some rubber/plastic dish/food gloves to wear while sorting through the items at the bins. None of the stuff in the bins are cleaned so your hands can get a bit dirty. I'm kind of a neat freak so I keep my hands covered. These types of gloves work really well for keeping your hands clean.

Okay, now the next thing you can do to find some "junk" to turn into gold on eBay is to visit Estate Sales

Estate sales can be a goldmine. Items with famous maker names, like Tiffany & Co. or Rookwood, will likely not be a deal at an estate sale. The value of these items is well known, so usually when you find these coveted objects they are priced at market and there will be little chance of you making a great return. It's better to seek out an interesting little secondary niche items instead of focusing on big names.

Bonus Tip: Don't ignore digging deep into bins or boxes at an estate sale. Oftentimes you can find interesting trinkets that are worthy of resale. For example, you could buy a box of books for just a few dollars and then I turn around and list them on eBay for \$5 to \$10 per book.

To find estate sales to attend in your area, check out sites like estatesales.net and estatesales.org.

Okay, the last place I recommend you look is on Facebook.

Facebook has a Marketplace where people buy and sell their stuff. Many times you can find great deals on items that people are looking to get rid of.

You can check out the Facebook Marketplace by visiting facebook.com/marketplace.

Pro Tip: Also, check Facebook for selling groups also known as rummage/swap/sell/trade groups in your area. These are groups where locals put up for sale or trade things they no longer want. It can be a goldmine for people like you and I who resell on eBay.

And that's it. These are the places I recommend you go to find inexpensive items you can resell on eBay for big profits. Now, personally, I usually stick with just Goodwill, goodwill outlets, and yard sales. I find almost everything I sell at these places. However, if you want to branch out and do more, that's great too! Just remember to check eBay, using the app if your out, and check to see if there are other similar items for sale and for sale at a price that makes it worth reselling.

Okay? Alright. That's it for this video. I'll see you in the next one.