

Video 6: How Do You Know What Will Sell On eBay?

So we've gone over how to set up your eBay account. We've gone over where to get items to sell on eBay. And I briefly covered how to use eBay to make sure an item is worth selling before you buy it from a goodwill or yard sale. I wanted to go over that a bit more in detail so it's crystal clear because it's important to understand so you don't waste your money buying things that won't sell on eBay.

So, let's go over an example: say you're at your local Goodwill store and you find something that you believe may sell well on eBay. Let's say it's an old calculator (believe it or not, many people collect old calculators and they can be sold for quite a lot of money). So you find the calculator and see that it's a Hewlett Packard HP 11C Scientific Calculator.

I've actually found several of these at local Goodwill stores! They're not as rare as you might think.

Now, to find out if you should buy this calculator you'll need to pull out your smart phone and open the eBay app. If you don't have the eBay app installed on your phone, go ahead and do that now. It's free and easy to use.

Once you've opened the eBay app, do search for the name of the calculator.

You'll find that there are many listings for Hewlett Packard calculators. Scroll through until you find the exact one you are looking for.

When you find it, see how much it costs. Are there more? Are they all the same cost? When I looked up the Hewlett Packard 11C calculator I found several with pretty hefty price tags...

All of these are being sold for almost \$100! So, based on my own personal experience, these normally sell for under \$5 at Goodwill. That's a HUGE markup! You buy it for \$5 and sell it on eBay for around \$100!

You want to go through the same steps before buying anything you're going to sell on eBay. Open the app and do a search and see how much people are asking for. If there's a good profit to be made, buy it and then list it on eBay.

Pro Tip: After you've been doing this for a while you'll start to know instinctively what sells and what doesn't sell. I don't often use the eBay app anymore to find out what things are worth.

Also, you may find that you like selling a specific type of item or in a specific type of niche and only focus on selling that. For instance, some people like only selling women's shoes. Some people only sell electronics. It's really up to you and what you find most enjoyable.

Okay, that's it for this video. I'll see you in the next.