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Making money on eBay

By: TYLER WING

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Millions of people find hidden money right under their nose using eBay every day.

Tucsonan Judy Ravner knows the secrets. She's made a successful living eBaying out of her home for the past six years.

Until the economy recovers, Ravner says there's number of ways people can profit by selling everyday items around the house. "eBay is like an online garage sale. People are selling items from their homes. Cd's, books, clothes, toys, videos, etc. the chances are, there is someone out there looking for these items that you no longer want."

Ravner says it's important to research hot items. "One of the best sellers on eBay right now nostalgic western items."

Ravner says you don't have to limit your eBay money making opportunities to what you find around the house. "You can go out to garage sales, buy items at a small price and resell them on eBay and turn a profit."

More expert tips to finding hidden money using eBay:

1. Start with products you know well and enjoy selling.
2. Stay current. Research hot items people are buying now.
3. Eliminate trips to the post office. You can calculate shipping costs, pay and print the labels from your home.
4. Invest the time. Treat it like a real job.
5. Beware... poor customer service... can put you out of business.

More ebay tips by Judy Ravner

"eBay is a great place to sell most things. There are some rare and unusual items that may not reach their best price on eBay, but in general, it is the best marketplace out there today – you will reach the world (if you are willing to ship worldwide)."

Decide what to sell: You have many things in your house right now! See our checklist for good items to sell.

Prepare to sell:

Register on eBay – set up an account. You must provide your credit card information.

Take digitals photos of your item

Choose a category. The list is quite extensive and it is important to be seen in the right category. Many buyers don't know exactly what they are looking for, so search by category. Ex: you have a horse figurine – do you list under Decorative Collectible, subcategory, figurines, or do you list under Sporting Goods, sub



Collectible, subcategory, figurines, or do you list under Sporting Goods, subcategory, equestrian. Some items are easy to list – if you have a set of Noritake china, there is only one good listing category for you.

Choose a listing option (standard vs. pre-filled information)

Listing Title – only allowed 55 characters – make the best use of this space!

Item Description and History – be specific, be complete, find out as much as you can about the history of this piece. Others may be selling the same item, you must be professional and accurate to stand out from the crowd.

Condition – don't hide the flaws – be truthful – show all the blemishes – use many photos if necessary (even though the fees will increase dramatically if you do this yourself)

Shipping – will you ship worldwide? – what are the risks/benefits.

Pricing – how do you know where to start the pricing? Start too low – it could actually sell for the opening bid – start too high and scare off bidders. You must know the best place to start.

Auctions, Buy Me Nows, Fixed Price – which to choose?

Shipping details. The cost to the buyer to ship. You must consider your costs – packaging materials – post office, FedEx, UPS.

Complete the sale. You must collect the money first; pack your item, and ship.

Get an expert to Sell It for you

Turn your items into cash by consigning items with an experienced seller.

Trading Assistants will do all the work of selling on eBay for you, from listing your item, to collecting payment, shipping the item to the winning buyer and handling any problem resolutions – which is more common and difficult than you think!

You just collect the cash!

Hot Items to Sell on eBay

Antiques

Antique Dolls – German bisque

Original Barbie dolls and clothes – 1960's

Old Clocks and pocket watches

Art

Original Comic Art

Business & Industrial

Laboratory equipment (microscopes, oscilloscopes, signal generators)

Cameras & Photo

Darkroom equipment

Digital and Film Cameras

Lenses

Clothing

High End Designer garments, purses, shoes, scarves and belts - ex: Chanel, Hermes, Gucci

Designer maternity wear

Computers & Networking

Computers (PCs, laptops, Macintosh, etc.)

PDAs

Routers

UPS backup batteries

Popular software (Microsoft Office, Adobe Photoshop, etc.)

Consumer Electronics

High End Audio components (receivers, tuners, amps, speakers, etc.)

Home & Garden

New Electronic toothbrushes

High end cookware and utensils

High-end cookware and utensils
China, crystal, and dinnerware
Chainsaws, table saws
High-end vacuum cleaners

Jewelry & Watches
Pocket watches
Designer wrist watches

Brand name jewelry – ex. Tiffany

Musical Instruments
Accordions, guitars, violins, clarinets, saxophones,
synthesizers etc.
Studio equipment (mics, mixers, power amps,
speakers, etc.)

Pottery & Glass

Sporting Goods
Camping and outdoor gear (backpacks, tents,
sleeping bags) in excellent condition
Binoculars and telescopes
High-end bicycles
Golf clubs and bags by name brands
Scuba gear
Skis and snowboards in new condition

Knives

Sports Memorabilia

Toys & Hobbies
Vintage Teddy bears – ex: Steiff
Model trains

Travel
High-end luggage –ex. Tumi
Steamer trunks

Vehicles Parts and Accessories
Audio components
GPS Units
Radar Detectors
Parts for vintage and luxury cars
Performance tires

Video Games
Game consoles – most recent

War Memorabilia

eBay Trading Assistants in Tucson:

Judy and Richie Ravner

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